



SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-A

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

1. For the year ended **December 31, 2020**
2. SEC Identification Number **9170**
3. BIR Tax Identification No. **000-400-016-000**
4. Exact name of issuer as specified in its charter **Universal Robina Corporation**
5. **Quezon City, Philippines**  
Province, Country or other jurisdiction of incorporation or organization
6. Industry Classification Code:  (SEC Use Only)
7. **8<sup>th</sup> Floor, Tera Tower, Bridgetowne, E. Rodriguez, Jr. Avenue  
(C5 Road), Ugong Norte, Quezon City, Metro Manila** **1110**  
Address of principal office Postal Code
8. **(632) 8633-7631 to 40 / (632) 8516-9888**  
Issuer's telephone number, including area code
9. **Not Applicable**  
Former name, former address, and former fiscal year, if changed since last report.
10. Securities registered pursuant to Sections 8 and 12 of the SRC, or Sec. 4 and 8 of the RSA

| Title of Each Class                       | Number of Shares of Common Stock<br>Outstanding and Amount of Debt |
|---|--|
| <b>Common Shares, P1.00<br/>Par value</b> | <b>2,204,161,868 shares</b>  |
11. Are any or all of these securities listed on the Philippine Stock Exchange.  
Yes [ / ]                      No [ ]



12. Check whether the issuer:

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

Yes [ / ]                      No [ ]

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

Yes [ / ]                      No [ ]

13. State the aggregate market value of the voting stock held by non-affiliates of the registrant.

The aggregate market value of the voting stock held by non-affiliates is ₱150,284,754,805.

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

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

**Not Applicable**

**DOCUMENTS INCORPORATED BY REFERENCE**

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

- a) Any annual report to security holders;                      **None**
- b) Any proxy or information statement filed pursuant to SRC Rule 20 and 17.1(b);                      **None**
- c) Any prospectus filed pursuant to SRC Rule 8.1-1                      **None**



## TABLE OF CONTENTS

|   | Page No. |
|---|----------|
| <b>PART I – BUSINESS AND GENERAL INFORMATION</b>                              |          |
| Item 1 Business   | 1        |
| Item 2 Properties   | 9        |
| Item 3 Legal Proceedings  | 10       |
| Item 4 Submission of Matters to a Vote of Security Holders                    | 10       |
| <b>PART II – OPERATIONAL AND FINANCIAL INFORMATION</b>                        |          |
| Item 5 Market for Registrant’s Common Equity and Related Stockholder Matters  | 11       |
| Item 6 Management’s Discussion and Analysis or Plan of Operation              | 13       |
| Item 7 Financial Statements   | 25       |
| Item 8 Changes in and Disagreements with Accountants and Financial Disclosure | 26       |
| Item 9 Independent Public Accountant and Audit Related Fees                   | 26       |
| <b>PART III – CONTROL AND COMPENSATION INFORMATION</b>                        |          |
| Item 10 Directors and Executive Officers of the Registrant                    | 27       |
| Item 11 Executive Compensation  | 34       |
| Item 12 Security Ownership of Certain Beneficial Owners and Management        | 34       |
| Item 13 Certain Relationships and Related Transactions                        | 36       |
| <b>PART IV – CORPORATE GOVERNANCE AND SUSTAINABILITY REPORT</b>               |          |
| Item 14 Corporate Governance and Sustainability Report                        | 35       |
| <b>PART V – EXHIBITS AND SCHEDULES</b>  |          |
| Item 15 (a) Exhibits  | 35       |
| (b) Reports on SEC Form 17-C (Current Report)                                 | 36       |
| <b>SIGNATURES</b>   | 37 - 38  |
| <b>INDEX TO FINANCIAL STATEMENTS AND SUPPLEMENTARY SCHEDULES</b>              | 39       |



## PART I – BUSINESS AND GENERAL INFORMATION

### Item 1. Business

Universal Robina Corporation (URC or the Company) is one of the largest branded food product companies in the Philippines, with the distinction of being called the country’s first “Philippine Multinational”. URC has established a strong presence in ASEAN and has further expanded its reach to the Oceania region. URC was founded in 1954 when Mr. John Gokongwei, Jr. established Universal Corn Products, Inc., a cornstarch manufacturing plant in Pasig. The Company is involved in a wide range of food-related businesses, including the manufacture and distribution of branded consumer foods, production of hogs and poultry, manufacture of animal feeds and veterinary products, flour milling, and sugar milling and refining. URC has also ventured in the renewables business for sustainability through Distillery and Cogeneration divisions. In the Philippines, URC is a dominant player with leading market shares in Snacks, Candies and Chocolates, and is a significant player in Biscuits. URC is also the largest player in the Ready-to-Drink (RTD) Tea market and Cup Noodles, and is a competitive 3<sup>rd</sup> player in the Coffee business. With seven mills operating as of December 31, 2020, URC Sugar division remains to be the largest producer in the country based on capacity aided by the purchase of Roxas Holdings, Inc.’s sugar mill, ethanol plant and other investment properties in La Carlota City, Negros Occidental. The acquisition will allow for operational synergies between La Carlota and URC’s existing operations in Sugar and continue in the efforts to support the development of the sugar industry in the Philippines. The Company’s financial condition remained solid in the said period despite the acquisition.

No material reclassifications, merger, consolidation, or purchase or sale of significant amount of assets (not ordinary) were made in the past three years (2018-2020) except those mentioned in the succeeding paragraphs. The Company’s financial condition has remained solid in the said period.

The Company operates its food business through operating divisions and wholly-owned or majority-owned subsidiaries that are organized into three business segments: branded consumer foods, agro-industrial products and commodity food products.

Branded consumer foods (BCF) segment, including packaging division, is the Company’s largest segment contributing about 77.8% of revenues for the year ended December 31, 2020. Established in the 1960s, the Company’s branded consumer foods segment manufactures and distributes a diverse mix of salty snacks, chocolates, candies, biscuits, packaged cakes, beverages and instant noodles. The manufacturing, distribution, sales, and marketing activities of BCF segment are carried out mainly through the Company’s branded consumer foods division consisting of snack foods, beverage, and noodles, although the Company conducts some of its branded consumer foods operations through its majority-owned subsidiaries and joint venture companies. The Company established URC BOPP Packaging and URC Flexible Packaging divisions to engage in the manufacture of bi-axially oriented polypropylene (BOPP) films for packaging companies and flexible packaging materials to cater various URC branded products. Both manufacturing facilities are located in Simlong, Batangas and are ISO 9001:2008 certified for Quality Management Systems.

Majority of URC’s consumer foods business are conducted in the Philippines but has expanded more aggressively into other ASEAN markets, primarily through its wholly-owned subsidiary, URC International. In 2014, URC has expanded its reach to the Oceania region through the acquisition of Griffin’s Foods Limited, a leading snacks player in New Zealand, which owns many established brands such as Griffin’s, Cookie Bear, Eta, Huntley & Palmer’s, and Nice & Natural. In 2016, URC acquired Consolidated Snacks Pty Ltd., which trades under Snacks Brand Australia (SBA), the second largest salty snacks player in Australia with a wide range of chips including the iconic brands like Kettle, Thins, CC’s and Cheezels. The international operations contributed about 31.0% of the Company’s sale of goods and services for the year ended December 31, 2020.



The Company's agro-industrial products segment operates four divisions: (1) Farms, (2) Feeds, (3) Food Services and (4) Drugs and Disinfectants. This segment contributed approximately 8.9% of sale of goods and services in 2020.

The Company's commodity food products segment operates three divisions: (1) sugar milling and refining through Sugar division, (2) flour milling and pasta manufacturing through Flour division, and (3) renewable energy development through Distillery and Cogeneration divisions. This segment contributed approximately 13.3% of sale of goods and services in 2020.

The Company is a core subsidiary of JG Summit Holdings, Inc. (JGSHI), one of the largest and most diversified conglomerates in the Philippines. JGSHI has substantial business interests in air transportation, property development and hotel management, banking and financial services, and petrochemicals (JG Summit owns the only naphtha cracker complex in the country). It also has non-controlling minority stakes in the country's leading telecommunications, power generation and electricity distribution companies, as well as in a leading Singapore property company.

The percentage contribution to the Company's sale of goods and services for each of the three years ended December 31, 2018, 2019 and 2020, by each of the Company's principal business segments is as follows:

|                              | For the Years Ended December 31 |        |        |
|------------------------------|---------------------------------|--------|--------|
|                              | 2018                            | 2019   | 2020   |
| Branded Consumer Foods Group | 80.2%                           | 78.9%  | 77.8%  |
| Agro-Industrial Group        | 9.2%                            | 9.8%   | 8.9%   |
| Commodity Foods Group        | 10.6%                           | 11.3%  | 13.3%  |
|                              | 100.00%                         | 100.0% | 100.0% |

The geographic percentage distribution of the Company's sale of goods and services for each of the three years ended December 31, 2018, 2019 and 2020 is as follows:

|               | For the Years Ended December 31 |         |         |
|---------------|---------------------------------|---------|---------|
|               | 2018                            | 2019    | 2020    |
| Philippines   | 66.2%                           | 68.6%   | 69.0%   |
| International | 33.8%                           | 31.4%   | 31.0%   |
|               | 100.00%                         | 100.00% | 100.00% |

#### *Customers*

None of the Company's businesses is dependent upon a single customer or a few customers that a loss of anyone of them would have a material adverse effect on the Company. The Company has no single customer that, based upon existing orders, will account for 20.0% or more of the Company's total sale of goods and services.

#### *Distribution, Sales and Marketing*

The Company has developed an effective nationwide distribution chain and sales network that it believes provide its competitive advantage. The Company sells its branded food products primarily to supermarkets, as well as directly to top wholesalers, large convenience stores, large scale trading companies and regional distributors, which in turn sell its products to other small retailers and down line markets. The Company's branded consumer food products are distributed to approximately 180,000 outlets in the Philippines and sold through various retailers and regional distributors.



URC intends to expand its distribution network coverage in the Philippines by increasing the number of retail outlets that its sales force and distributors directly service.

The branded consumer food products are generally sold by the Company from salesmen to wholesalers or supermarkets, and regional distributors to small retail outlets. 15 to 30-day credit terms are extended to wholesalers, supermarkets and regional distributors.

The Company believes that its emphasis on marketing, product innovation and quality, and strong brand equity has played a key role in its success in achieving leading market shares in the different categories where it competes. In particular, URC launched “Jack ‘n Jill” as a master umbrella brand for all its snack food products in order to enhance customer recognition. URC devotes significant expenditures to support advertising and branding to differentiate its products and further expand market share both in the Philippines and in its overseas markets, including funding for advertising campaigns such as television commercials and radio and print advertisements, as well as trade and consumer promotions.

For URC agro-industrial group (AIG), both piggery and poultry farms have been accredited as GAHP (Good Animal Husbandry Practice), 100% compliant to Good Manufacturing Practices (GMP) and its meats and eggs have been certified as No Hormone, and Antibiotic residue free. This has allowed AIG to aggressively capture the quality conscious meat segment of the country as embodied by the Robina Farms brand with its key positioning of Robina-Raised, Family-Safe products. Similarly, the Feeds business headed by their brand champions such as Uno+, Supremo Gamefowl, and Top Breed Dog meals increased its distribution network supported by the Kabalikat Farm Program covering Hog and Gamefowl raisers.

### *Competition*

The BCF business is highly competitive and competition varies by country and product category. The Company believes that the principal competitive factors include price, taste, quality, convenience, brand recognition and awareness, advertising and marketing, availability of products and ability to get its product widely distributed. Generally, the Company faces competition from both local and multinational companies in all of its markets. In the Philippines, major competitors in the market segments in which it competes include Liwayway Marketing Corporation, Republic Biscuit Corporation, Suncrest Foods Inc., Monde Nissin Corporation, Nestle Philippines, Inc., and Mondelez Philippines, Inc. Internationally, major competitors include Procter & Gamble, Mars Inc., Lotte Group, Perfetti Van Melle Group, PT Mayora Indah Tbk, Tan Hiep Phat Beverage Group, Nestlé S.A., PepsiCo, Inc., and Mondelez International, Inc..

URC AIG has re-oriented its business model under four major business segments: Farms, Feeds, Food Services and Drug and Disinfectants. This reorientation will allow URC AIG to pivot itself toward capturing the new opportunities brought about by the current changes in the agricultural sector as well as the new normal. The market for AIG is now more diverse, ranging from its original agri-based categories such as feeds to its more consumer-oriented categories such as processed meat under farms, and alcohol under the Drugs and Disinfectants business group. Consistent as before, the market is highly fragmented, competitive, consumer-driven, and principally domestic. The Company is focused and known as a ‘Kabalikat’, sharing best practices with partners and providing total solutions and protection to Filipino consumers nationwide.

The Company’s key competitive factors are brand equity, product quality, affordability, supply availability and reliability. Considering that the four major business segments: Farms, Feeds, Food Services, and Drugs and Disinfectants are represented by core products directly and indirectly used by the common household, the said categories are subject to continuous changes particularly customer



preferences and lifestyle. Key competitors include San Miguel Corporation, UNAHCO (Unilab Group), Aboitiz Equity Ventures, Inc. (Pilmico), and Bounty Farms.

#### *Enhancement and Development of New Products*

The Company intends to continuously introduce innovative new products, product variants and line extensions in the snackfoods (snacks, biscuits, candies, chocolates and bakery), beverage, and grocery (instant noodles) products. This year alone, the Company's Branded Consumer Foods Philippines has introduced 30 new products, which contributed 4.61% to its total sales.

The Company supports the rapid growth of the business through line expansion, construction and acquisition of plants.

#### *Raw Materials*

A wide variety of raw materials are required in the manufacture of the Company's food products, including corn, wheat, flour, sugar, robusta coffee beans, palm oil and cocoa powder. Some of which are purchased domestically and some are imported. The Company also obtains a major portion of its raw materials from its commodity food products segments, such as flour and sugar, and flexible packaging materials from its packaging segment. A portion of flexible packaging material requirements is also purchased both locally and from abroad (Vietnam and Indonesia), while aseptic packaging is purchased entirely from China.

For its feeds segment, the Company requires a variety of raw materials, including corn grains, soya beans and meals, feed-wheat grains, wheat bran, wheat pollard, soya seeds, rice bran, copra meal and fish meal. The Company purchases corn locally from corn traders and imports feed wheat from suppliers in North America, Australia, Europe and China. Likewise, soya seeds are imported by the Company from the USA.

For its Drugs and Disinfectant segment, the Company sources its major raw materials locally. The key ingredient in Alcohol is rectified spirit which is sourced internally from its distillery plants across the country. For its animal health products, the Company requires a variety of antibiotics and vitamins, which it acquires from suppliers in Europe and Asia. The Company maintains approximately two months physical inventory and one month in-transit inventory for its imported raw materials.

For its farm business, the Company requires a variety of raw materials, primarily close-herd breeding stocks. For its poultry business, the Company purchases the parent stock for its layer chicks from Dekalb from Europe and Hy-line from the USA. Robina Farms obtains all of the feeds it requires from its Feeds segment and substantially all of the minerals and antibiotics from its Drugs and Disinfectants segment as part of its vertical integration. The Company purchases vaccines, medications and nutritional products from a variety of suppliers based on the values of their products.

The Company obtains sugar cane from local farmers. Competition for sugar cane supply is very intense and is a critical success factor for its sugar business. Additional material requirements for the sugar cane milling process are either purchased locally or imported.

The Company generally purchases wheat, the principal raw material for its flour milling and pasta business, from suppliers in the United States, Canada and Australia.

The Company's policy is to maintain a number of suppliers for its raw and packaging materials to ensure a steady supply of quality materials at competitive prices. However, the prices paid for raw materials generally reflect external factors such as weather conditions, commodity market fluctuations, currency





fluctuations and the effects of government agricultural programs. The Company believes that alternative sources of supply of the raw materials that it uses are readily available. The Company's policy is to maintain approximately 30 to 90 days of inventory.

*Patents, Trademarks, Licenses, Franchises, Concessions or Labor Contract*

The Company owns a substantial number of trademarks registered with the Bureau of Trademarks subject to the provisions of Republic Act (RA) 8293 also known as the Intellectual Property Code of the Philippines (IP Code) and recorded with the Intellectual Property Office of the Philippines (IPPHL). In addition, certain trademarks have been strategically registered in other countries in which it operates. These trademarks are important in the aggregate because brand name recognition is a key factor in the success of many of the Company's product lines. Trademark registration is a means to protect these brand names from counterfeiting and infringement.

Trademarks registered under RA 166, also known as the Trademark Law, are registered for twenty years. Upon renewal, these trademarks become subject to the IP Code having a registration period of ten years and renewable thereafter. In general, trademarks in other countries have a ten-year registration which are renewable as well, allowing relatively a lifetime of territorial and limited trademark registration.

The Company also uses brand names under licenses from third parties. These licensing arrangements are generally renewable based on mutual agreement. The Company's licensed brands include Nissin Cup Noodles, Nissin Yakisoba Instant Noodles and Nissin Pasta Express, Vitasoy, Calbee and B'lue, among others.

Licensing agreements are voluntarily registered with the Documentation, Information and Technology Transfer Bureau of the IPPHL.

*Regulatory Overview*

As manufacturer of consumer food and commodity food products, the Company is required to guarantee that the products are pure and safe for human consumption, and that the Company conforms to standards and quality measures prescribed by the Bureau of Food and Drugs (BFAD).

The Company's sugar mills are licensed to operate by the Sugar Regulatory Administration (SRA) and renew its sugar milling licenses at the start of every crop year. The Company is also registered with the Department of Energy as a manufacturer of bio-ethanol and as a renewable energy developer.

All of the Company's livestock and feed products have been registered with and approved by the Bureau of Animal Industry (BAI), an agency of the Department of Agriculture (DA) which prescribes standards, conducts quality control test of feed samples, and provides technical assistance to farmers and feed millers.

Some of the Company's projects, such as the sugar mill and refinery, bioethanol production, biomass power cogeneration and hog and poultry farm operations, are registered with the Board of Investments (BOI) which allows the Company certain fiscal and non-fiscal incentives.

*Effects of Existing or Probable Governmental Regulations on the Business*

The Company operates its businesses in a highly regulated environment. These businesses depend upon licenses issued by government authorities or agencies for their operations. The suspension or revocation of such licenses could materially and adversely affect the operation of these businesses.



### *Research and Development*

The Company develops new products and variants of existing product lines, researches new processes and tests new equipment on a regular basis in order to maintain and improve the quality of the Company's food products. In Philippine operations alone, about ₱193 million was spent for research and development activities in 2020 and approximately ₱144 million and ₱52 million in 2019 and 2018, respectively.

The Company has research and development staff for its branded consumer foods and packaging divisions located in its research and development facility in Metro Manila and in each of its manufacturing facilities. In addition, the Company hires experts from all over the world to assist its research and development staff. The Company conducts extensive research and development for new products, line extensions for existing products and for improved production, quality control and packaging as well as customizing products to meet the local needs and tastes in the international markets. The Company's commodity foods segment also utilizes this research and development facility to improve their production and quality control. The Company also strives to capitalize on its existing joint ventures to effect technology transfers.

The Company has a dedicated research and development team for its agro-industrial business that continually explores advancements in feeds, breeding and farming technology. The Company regularly conducts market research and farm-test for all of its products. As a policy, no commercial product is released if it was not tested and used in Robina Farms.

### *Transactions with Related Parties*

The largest shareholder, JG Summit Holdings, Inc. (JG Summit or JGSHI), is one of the largest and most diversified conglomerates listed on the Philippine Stock Exchange. JG Summit provides the Company with certain corporate center services including finance, strategy and development, government affairs, governance and management systems, internal audit, procurement, human resources, general counsel, information technology, digital transformation office, and advertising and public relations. JG Summit also provides the Company with valuable market expertise in the Philippines as well as intra-group synergies. See Note 34 to Consolidated Financial Statements for Related Party Transactions.

### *Costs and Effects of Compliance with Environmental Laws*

The operations of the Company are subject to various laws and regulations enacted for the protection of the environment, including Philippine Clean Water Act (R.A. No. 9275), Clean Air Act (R.A. No. 8749), Ecological Solid Waste Management Act (R.A. No. 9003), Toxic Substances and Hazardous and Nuclear Wastes Control Act (R.A. No. 6969), Pollution Control Law (R.A. No. 3931, as amended by P.D. 984), the Environmental Impact Statement System (P.D. 1586), Laguna Lake Development Authority (LLDA) Act of 1966 (R.A. No. 4850), Renewable Energy Act (R.A. No. 9513), Electric Power Industry Reform Act (R.A. No. 9136) and Environmental Compliance Certificates (ECCs) requirements of P.D. No. 1586, in accordance with DENR Administrative Order No. 2003-30. The Company believes that it has complied with all applicable environmental laws and regulations, an example of which is the installation of wastewater treatment systems in its various facilities. Compliance with such laws does not have, and, in the Company's opinion, is not expected to have, a material effect upon the Company's capital expenditures, earnings or competitive position. As of December 31, 2020, the Company has invested about ₱361 million in wastewater treatment in its facilities in the Philippines.



*Employees and Labor*

As of December 31, 2020, the number of permanent full-time employees engaged in the Company's respective businesses is 14,259 and are deployed as follows:

| <b>Business</b>                | <b>Company or Division</b>                                  | <b>Number</b> |
|--------------------------------|---|---------------|
| Branded consumer foods         | BCF, Packaging Division, URCI, URCCCL, NURC, UBVI, and USVI | 10,681        |
| Agro-industrial products       | Farms, Feeds, Food Services, and Drugs and Disinfectant     | 578           |
| Commodity food products:       |   |               |
| Sugar                          | Sugar   | 1,158         |
| Flour & pasta                  | Flour   | 408           |
| Bio-ethanol & renewable energy | Distillery and Cogeneration                                 | 656           |
| Corporate                      |   | 778           |
|                                |   | 14,259        |

For most of the companies and operating divisions, collective bargaining agreements between the relevant representatives of the employees' union and the subsidiary or divisions are in effect. The collective bargaining agreements generally cover a five-year term with a right to renegotiate the economic provisions of the agreement after three years, and contain provisions for annual salary increases, health and insurance benefits, and closed-shop arrangements. The collective bargaining agreements are with 28 different unions. For the year 2020, six (6) collective bargaining agreements were signed and concluded with the labor unions which are as follows: URC SURE - URSUMCO Rank & File Union (Nagkahiusang Mamumuo sa URSUMCO National Federation of Labor), URC SURE - CARSUMCO Rank & File Union (Philippine Agricultural Commercial and Industrial Workers' Union – Trade Union Congress of the Philippines), URC SURE – CARSUMCO Supervisory Union (National Congress of Unions in the Sugar Industry of the Philippines – Trade Union Congress of the Philippines), URC Indonesia Trade Union (Federation of Indonesia Metal Workers Union ), URC Hanoi Trade Union and URC Vietnam Trade Union. The Company believes that good labor relations generally exist throughout the Company's subsidiaries and operating divisions.

The Company has a funded, noncontributory defined benefit retirement plan covering all of the regular employees of URC. The plan provides retirement, separation, disability and death benefits to its members. The Company, however, reserves the right to change the rate and amounts of its contribution at any time on account of business necessity or adverse economic conditions. The funds of the plan are administered and managed by the trustees. Retirement cost charged to operations, including net interest cost, amounted to ₱263 million, ₱351 million, and ₱185 million in 2020, 2019, and 2018, respectively.

*Risks*

The major business risks facing the Company and its subsidiaries are as follows:

*1) Competition*

The Company and its subsidiaries face competition in all segments of its businesses both in the Philippine market and in international markets where it operates. The Philippine food industry in general is highly competitive. Although the degree of competition and principal competitive factors vary among the different food industry segments in which the Company participates, the Company believes that the principal competitive factors include price, product quality, brand awareness and loyalty, distribution network, proximity of distribution outlets to customers, product variations and new product introductions. (See page 3, *Competition*, for more details)



The Company's ability to compete effectively is due to continuous efforts in sales and marketing of its existing products, development of new products and cost rationalization.

## 2) *Financial Market*

The Company has foreign exchange exposure primarily associated with fluctuations in the value of the Philippine Peso against the U.S. dollar and other foreign currencies. Majority of the Company's revenues are denominated in Pesos, while certain of its expenses, including debt services and raw material costs, are denominated in U.S. dollars or based on prices determined in U.S. dollars. In addition, the majority of the Company's debt are denominated in foreign currencies. Prudent fund management is employed to minimize effects of fluctuations in interest and currency rates.

## 3) *Raw Materials*

The Company's production operations depend upon obtaining adequate supplies of raw materials on a timely basis. In addition, its profitability depends in part on the prices of raw materials since a portion of the Company's raw material requirements is imported, including packaging materials. To mitigate these risks, alternative sources of raw materials are used in the Company's operations. (See page 4, *Raw Materials*, for more details)

## 4) *Food Safety Concerns*

The Company's business could be adversely affected by the actual or alleged contamination or deterioration of certain of its flagship products, or of similar products produced by third parties. The risk of contamination or deterioration of its food products exists at each stage of the production cycle, including the purchase and delivery of food raw materials, the processing and packaging of food products, the stocking and delivery of the finished products to its customers, and the storage and display of finished products at the points of final sale. The Company conducts extensive research and development for new products, line extensions for existing products and for improved production, quality control and packaging as well as customizing products to meet the local needs and tastes in the international markets for its food business. For its agro-industrial business, its researchers are continually exploring advancements in breeding and farming technology. The Company regularly conducts market research and farm-test for all of its products. Moreover, the Company ensures that the products are safe for human consumption and that the Company conforms to standards and quality measures prescribed by regulatory bodies such as BFAD, SRA, BAI, and DA.

## *Mortalities*

The Company's agro-industrial business is subject to risks of outbreaks of various diseases. The Company faces the risk of outbreaks of foot and mouth disease, which is highly contagious and destructive to susceptible livestock such as hogs, and avian influenza or bird flu for its chicken farming business. These diseases and many other types could result in mortality losses. Disease control measures are adopted by the Company to minimize and manage this risk.

## 5) *Intellectual Property Rights*

Approximately 77.8% of the Company's sale of goods and services in 2020 were from its branded consumer foods segment. The Company has put considerable efforts to protect the portfolio of intellectual property rights, including trademark registrations. Security measures are continuously taken to protect its patents, licenses and proprietary formulae against infringement and misappropriation.



6) *Weather and Catastrophe*

Severe weather conditions may have an impact on some aspects of the Company’s business, such as its sugar cane milling operations due to reduced availability of sugar cane. Weather condition may also affect the Company’s ability to obtain raw materials and the cost of those raw materials. Moreover, the Philippines has experienced a number of major natural catastrophes over the years including typhoons, droughts, volcanic eruptions, and earthquakes. The Company and its subsidiaries continually maintain sufficient inventory level to neutralize any shortfall of raw materials from major suppliers whether local or imported.

7) *Environmental Laws and Other Regulations*

The Company is subject to numerous environmental laws and regulations relating to the protection of the environment and human health and safety, among others. The nature of the Company’s operations will continue to subject it to increasingly stringent environmental laws and regulations that may increase the costs of operating its facilities above currently projected levels and may require future capital expenditures. The Company is continually complying with environmental laws and regulations, such as the wastewater treatment plants as required by the Department of Environment and Natural Resources, to lessen the effect of these risks.

The Company shall continue to adopt what it considers conservative financial and operational policies and controls to manage the various business risks it faces.

**Item 2. Properties**

The Company operates the manufacturing/farm facilities located in the following:

| <b>Location (Number of facilities)</b> | <b>Type of Facility</b>   | <b>Owned/Rented</b> | <b>Condition</b> |
|--|---|---------------------|------------------|
| Pasig City (4)                         | Branded consumer food plant, flour mills and feed mill              | Owned               | Good             |
| Libis, Quezon City (1)                 | Branded consumer food plant   | Owned               | Good             |
| Cabuyao, Laguna (1)                    | Branded consumer food plant   | Owned               | Good             |
| Luisita, Tarlac (1)                    | Branded consumer food plant   | Rented/Owned        | Good             |
| San Fernando, Pampanga (1)             | Branded consumer food plant   | Rented/Owned        | Good             |
| Dasmariñas, Cavite (2)                 | Branded consumer food plants  | Owned               | Good             |
| Cagayan de Oro (1)                     | Branded consumer food plant   | Owned               | Good             |
| San Pedro, Laguna (2)                  | Branded consumer food plants  | Owned               | Good             |
| Calamba, Laguna (1)                    | Branded consumer food plant   | Rented/Owned        | Good             |
| San Pablo, Laguna (1)                  | Branded consumer food plant   | Owned               | Good             |
| Biñan, Laguna (1)                      | Branded consumer food plant   | Owned               | Good             |
| Antipolo, Rizal (5)                    | Poultry and piggery farms, slaughterhouse and meat processing plant | Rented/Owned        | Good             |
| Naic, Cavite (1)                       | Poultry farm  | Owned               | Good             |
| San Miguel, Bulacan (4)                | Feed mill, poultry and piggery farms                                | Owned               | Good             |
| Bustos, Bulacan (1)                    | Piggery farm  | Owned               | Good             |
| Novaliches, Quezon City (1)            | Piggery farm  | Owned               | Good             |
| Rosario, Batangas (1)                  | Piggery farm  | Owned               | Good             |
| Davao City, Davao (1)                  | Flour mill  | Owned               | Good             |
| Tabok City, Cebu (1)                   | Branded consumer food plant   | Owned               | Good             |
| San Fernando, Cebu (1)                 | Branded consumer food plant   | Owned               | Good             |

(Forward)



| Location (Number of facilities)                               | Type of Facility                  | Owned/Rented | Condition |
|---|-----------------------------------|--------------|-----------|
| Mandaue City, Cebu (1)  | Feed mill                         | Owned        | Good      |
| Bais, Negros Oriental (1)                                     | Distillery plant                  | Owned        | Good      |
| Manjuyod, Negros Oriental (1)                                 | Sugar mill                        | Owned        | Good      |
| Piat, Cagayan (1)   | Sugar mill                        | Owned        | Good      |
| Kabankalan, Negros Occidental (2)                             | Sugar mill and cogeneration plant | Owned        | Good      |
| San Enrique, Iloilo City (1)                                  | Sugar mill                        | Owned        | Good      |
| Santa Catalina, Negros Oriental (1)                           | Sugar mill                        | Owned        | Good      |
| Balayan, Batangas (1)   | Sugar mill                        | Owned        | Good      |
| La Carlota City, Negros Occidental (2)                        | Sugar mill and distillery plant   | Owned        | Good      |
| Simlong, Batangas (3)   | BOPP plant/Flexible packaging     | Owned        | Good      |
| Samutsakhorn Industrial Estate,<br>Samutsakhorn, Thailand (6) | Branded consumer food plants      | Owned        | Good      |
| Pasir Gudang, Johor, Malaysia (1)                             | Branded consumer food plant       | Owned        | Good      |
| Jiangsu, China (1)  | Branded consumer food plant       | Owned        | Good      |
| Guangdong, China (1)  | Branded consumer food plant       | Owned        | Good      |
| Industrial Town, Bekasi, Indonesia (2)                        | Branded consumer food plants      | Owned        | Good      |
| VSIP, Binh Duong Province, Vietnam (3)                        | Branded consumer food plants      | Owned        | Good      |
| Thach That District, Ha Noi, Vietnam (1)                      | Branded consumer food plant       | Owned        | Good      |
| Mingaladon, Yangon, Myanmar (1)                               | Branded consumer food plant       | Rented/Owned | Good      |
| Papakura, Auckland, New Zealand (1)                           | Branded consumer food plant       | Owned        | Good      |
| Wiri, Auckland, New Zealand (1)                               | Branded consumer food plant       | Owned        | Good      |
| Smithfield, Sydney, New South Wales,<br>Australia (1)         | Branded consumer food plant       | Rented       | Good      |
| Blacktown, Sydney, New South Wales,<br>Australia (1)          | Branded consumer food plant       | Rented       | Good      |
| Lilydale, Melbourne, Victoria, Australia (1)                  | Branded consumer food plant       | Rented       | Good      |
| Orchard Hills, Sydney, New South Wales,<br>Australia (1)      | Warehouse                         | Rented       | Good      |

The Company intends to continuously expand the production and distribution of the branded consumer food products internationally through the addition of manufacturing facilities located in geographically desirable areas, especially in the ASEAN countries, the realignment of the production to take advantage of markets that are more efficient for production and sourcing of raw materials, and increased focus and support for exports to other markets from the manufacturing facilities. It also intends to enter into alliances with local raw material suppliers and distributors. Annual lease payments for rented properties amounted to ₱251 million in 2020.

### Item 3. Legal Proceedings

The Company is subject to lawsuits and legal actions in the ordinary course of its business. The Company or any of its subsidiaries is not a party to, and its properties are not the subject of, any material pending legal proceedings that could be expected to have a material adverse effect on the Company's financial position or results of operations.

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

There were no matters submitted to a vote of security holders during the fourth quarter of the year covered by this report.



## PART II – OPERATIONAL AND FINANCIAL INFORMATION

### Item 5. Market for Registrant’s Common Equity and Related Stockholder Matters

#### *Market Information*

The principal market for URC’s common equity is the Philippine Stock Exchange. Sales prices of the common stock follow:

|                          | High    | Low     |
|--------------------------|---------|---------|
| Calendar Year 2020       |         |         |
| January to March 2020    | ₱163.40 | ₱82.00  |
| April to June 2020       | 149.00  | 99.00   |
| July to September 2020   | 145.00  | 118.20  |
| October to December 2020 | 160.90  | 131.50  |
| Calendar Year 2019       |         |         |
| January to March 2019    | ₱152.60 | ₱125.70 |
| April to June 2019       | 178.50  | 141.20  |
| July to September 2019   | 180.40  | 154.00  |
| October to December 2019 | 162.70  | 136.00  |
| Calendar Year 2018       |         |         |
| January to March 2018    | ₱174.00 | ₱140.00 |
| April to June 2018       | 152.00  | 111.30  |
| July to September 2018   | 153.40  | 119.00  |
| October to December 2018 | 148.00  | 121.20  |

As of April 5, 2021, the latest trading date prior to the completion of this annual report, sales price of the common stock is at ₱133.50.

The number of shareholders of record as of December 31, 2020 was approximately 1,002. Common shares outstanding as of December 31, 2020 were 2,204,161,868.



**List of Top 20 Stockholders of Record  
December 31, 2020**

| Name of Stockholders                                | Number of Shares Held | Percentage to Total Outstanding |
|---|-----------------------|---------------------------------|
| 1 JG Summit Holdings, Inc.                          | 1,215,223,061         | 55.13%                          |
| 2 PCD Nominee Corporation (Non-Filipino)            | 618,979,971           | 28.08%                          |
| 3 PCD Nominee Corporation (Filipino)                | 335,237,208           | 15.21%                          |
| 4 Toccata Securities Pty. Ltd (Account 1)           | 5,035,541             | 0.23%                           |
| 4 Toccata Securities Pty. Ltd (Account 2)           | 5,035,541             | 0.23%                           |
| 4 Toccata Securities Pty. Ltd (Account 3)           | 5,035,541             | 0.23%                           |
| 5 Elizabeth Y. Gokongwei and/or John Gokongwei, Jr. | 2,479,400             | 0.11%                           |
| 6 Litton Mills, Inc.                                | 2,237,434             | 0.10%                           |
| 7 Hopkins Securities Pty. Ltd. (Account 1)          | 1,888,328             | 0.09%                           |
| 7 Hopkins Securities Pty. Ltd. (Account 2)          | 1,888,328             | 0.09%                           |
| 7 Hopkins Securities Pty. Ltd. (Account 3)          | 1,888,328             | 0.09%                           |
| 7 Hopkins Securities Pty. Ltd. (Account 4)          | 1,888,328             | 0.09%                           |
| 8 Lisa Gokongwei Cheng                              | 575,000               | 0.03%                           |
| 8 Faith Gokongwei Lim                               | 575,000               | 0.03%                           |
| 8 Robina Gokongwei Pe                               | 575,000               | 0.03%                           |
| 8 Marcia Yu Gokongwei                               | 575,000               | 0.03%                           |
| 8 Hope Gokongwei Tang                               | 575,000               | 0.03%                           |
| 9 Quality Investments & Sec Corp                    | 400,143               | 0.02%                           |
| 10 JG Summit Capital Services Corporation           | 380,765               | 0.02%                           |
| 11 Flora Ng Siu Kheng                               | 379,500               | 0.02%                           |
| 12 Gilbert U. Du and/or Fe Socorro R. Du            | 188,485               | 0.01%                           |
| 13 Pedro Sen  | 75,900                | 0.00%                           |
| 14 Phimco Industries Provident Fund                 | 72,864                | 0.00%                           |
| 15 Joseph Estrada                                   | 72,105                | 0.00%                           |
| 16 Gilbert Du                                       | 63,250                | 0.00%                           |
| 17 Abacus Securities Corporation                    | 51,100                | 0.00%                           |
| 18 Patrick Y. Tong                                  | 46,299                | 0.00%                           |
| 19 Patrick Henry C. Go                              | 45,540                | 0.00%                           |
| 19 Vincent Henry C. Go                              | 45,540                | 0.00%                           |
| 20 Margaret Sy Chuachiaco                           | 43,700                | 0.00%                           |
| OTHERS  | 2,604,668             | 0.12%                           |
| <b>TOTAL</b>  | <b>2,204,161,868</b>  | <b>100.00%</b>                  |

*Recent Sales of Unregistered Securities*

Not applicable. All shares of the Company are listed on the Philippine Stock Exchange.

*Dividends*

The Company paid dividends as follows:

In 2020, a regular cash dividend of P1.50 per share to all stockholders of record as of March 24, 2020 and paid on April 21, 2020 and a special cash dividend of P1.65 per share to all stockholders of record as of June 1, 2020 and paid on June 26, 2020.

In 2019, a regular cash dividend of ₱1.50 per share to all stockholders of record as of March 14, 2019 and paid on March 28, 2019 and a special cash dividend of ₱1.65 per share to all stockholders of record as of July 1, 2019 and paid on July 25, 2019.





In 2018, a regular cash dividend of ₱1.65 per share and a special cash dividend of ₱1.50 per share were declared to all stockholders of record as of February 26, 2018 and paid on March 22, 2018.

## **Item 6. Management's Discussion and Analysis or Plan of Operation**

The following discussion should be read in conjunction with the accompanying consolidated financial statements and notes thereto, which form part of this Report. The consolidated financial statements and notes thereto have been prepared in accordance with the Philippine Financial Reporting Standards (PFRSs).

### ***Results of Operations***

#### *Calendar Year 2020 Compared to Calendar Year 2019*

URC generated a consolidated sale of goods and services of ₱133.140 billion for the year ended December 31, 2020, a slight decline of 0.8% against last year. Sale of goods and services performance by business segment follows:

- Sale of goods and services in URC's BCF segment, excluding packaging division, decreased by ₱2.641 billion or 2.5% to ₱102.448 billion in 2020 from ₱105.090 billion registered in 2019. BCFG domestic operations posted a slight decrease in net sales from ₱61.535 billion in 2019 to ₱61.240 billion in 2020 due to decline of dependent out-of-home consumption categories such as RTD beverages and candies, partially offset by growth in snacks, noodles and other filler type categories.

BCF international operations reported a 5.4% decrease in net sales from ₱43.554 billion in 2019 to ₱41.209 billion in 2020, with significant impact from forex devaluations particularly in Oceania. In constant US dollar (US\$) terms, sales is flat as growth in Oceania was able to offset the slower recovery of other Asean markets. Vietnam sales declined by 13.4% mainly driven by slowdown in beverages as C2 sales was unable to fully recover despite resurgence in the second half and Rong Do remained challenged due to school closures. Thailand sales decreased by 3.2% due to soft domestic consumption. Oceania continued to generate positive performance with sales growth of 6.8% with products considered as pantry staples.

Sale of goods and services of BCFG, excluding packaging division, accounted for 76.9% of total URC consolidated sale of goods and services for 2020.

Sale of goods and services in URC's packaging division decreased by 15.5% to ₱1.118 billion in 2020 from ₱1.324 billion recorded in 2019 due to lower selling price and volume.

- Sale of goods and services in URC's agro-industrial group (AIG) amounted to ₱11.858 billion in 2020, a decline of 9.7% from ₱13.138 billion recorded in 2019. Feeds business decreased by 3.5% due to lower volumes. Farms business also decreased by 24.2% due to lower volumes as a result of downsized operations.
- Sale of goods and services in URC's commodity foods group (CFG) amounted to ₱17.715 billion in 2020, a 21.1% increase from ₱14.623 billion reported in 2019. Sugar business grew by 33.5% due to higher volumes and renewables business grew by 29.8% driven by higher average selling price. The acquisition of Central Azucarera de La Carlota and Roxol Bioenergy Corporation contributed to the growth of Sugar and Renewables businesses. Flour business posted a 1.8% decrease due to lower volumes, partially offset by better average selling price.



URC's cost of sales consists primarily of raw and packaging materials costs, manufacturing costs and direct labor costs. Cost of sales decreased by ₱1.780 billion or 1.9% to ₱92.082 billion in 2020 from ₱93.862 billion recorded in 2019 due to lower input costs, packaging materials and forex impact.

URC's gross profit for 2020 amounted to ₱41.058 billion, higher by ₱746 million or 1.8% from ₱40.313 billion reported in 2019. Gross profit margin increased by 79 basis points from 30.04% in 2019 to 30.84% in 2020.

URC's selling and distribution costs and general and administrative expenses consist primarily of compensation benefits, advertising and promotion costs, freight and other selling expenses, depreciation, repairs and maintenance expenses and other administrative expenses. Selling and distribution costs, and general and administrative expenses decreased by ₱290 million or 1.1% to ₱25.011 billion in 2020 from ₱25.301 billion registered in 2019. The decline primarily resulted from decreases in advertising and promotion costs, freight and other selling, and travel and transportation, partially offset by increase in repairs and maintenance.

- 2.9% or ₱232 million decrease in advertising and promotions to ₱7.819 billion in 2020 from ₱8.050 billion in 2019 due to controlled spending.
- 2.2% or ₱180 million decrease in freight and other selling expenses to ₱8.026 billion in 2020 from ₱8.206 billion in 2019 due to lower freight cost and logistic efficiencies.
- 50.3% or ₱78 million decrease in travel and transportation to ₱77 million in 2020 from ₱155 million in 2019 due to imposition of strict travel guidelines due to COVID-19.
- 53.0% or ₱188 million increase in repairs and maintenance to ₱542 million in 2020 from ₱354 million in 2019 due to higher software and hardware maintenance costs.

As a result of the above factors, operating income increased by ₱1.035 billion or 6.9% to ₱16.047 billion in 2020 from ₱15.012 billion reported in 2019. URC's operating income by segment was as follows:

- Operating income in URC's branded consumer foods segment, excluding packaging division, increased by ₱245 million or 2.0% to ₱12.359 billion in 2020 from ₱12.114 billion in 2019. BCFG's domestic operations went up by 6.3% to ₱8.262 billion in 2020 from ₱7.775 billion in 2019 driven by better price or cost mix and tempered input costs. International operations posted a ₱4.097 billion operating income, 5.6% lower than the ₱4.339 billion posted in 2019 driven by forex devaluations. In constant US dollar terms, international operations posted an operating income of US\$83 million, a 0.6% decrease from last year.

URC's packaging division reported an operating income of ₱522 thousand in 2020 from an operating loss of ₱42 million reported in 2019 due to better margins.

- Operating income in URC's agro-industrial segment increased by ₱487 million or 54.9% to ₱1.374 billion in 2020 from ₱887 million in 2019 driven by better margins and controlled operating expenses in both feeds and farms.
- Operating income in URC's commodity foods segment increased by ₱439 million or 11.2% to ₱4.363 billion in 2020 from ₱3.924 billion in 2019. Flour business increased by 10.0% due to lower materials costs and operating expenses. Sugar business grew by 0.3% due to higher volume despite lower margins and higher expenses. Renewable energy business increased by 71.8% due to higher average selling price of distillery segment.



URC's finance costs consist mainly of interest expense, which decreased by ₱229 million to ₱1.440 billion in 2020 from ₱1.669 billion recorded in 2019 due to lower interest rates and level of interest-bearing financial liabilities. This offset the increase in interest expense related to additional lease contracts qualifying under PFRS 16 this year.

URC's finance revenue consists of interest income from investments in financial instruments, money market placements, savings and dollar deposits and dividend income from investment in equity securities. Finance revenue increased by ₱15 million to ₱343 million in 2020 from ₱328 million in 2019 due to higher dividend income.

Equity in net losses of joint ventures decreased to ₱30 million in 2020 from ₱159 million in 2019 due to lower share in net losses from VURCI and DURBI.

Net foreign exchange loss decreased to ₱486 million in 2020 from the ₱558 million reported in 2019 due to appreciation of Philippine peso against US dollar.

Market valuation gain (loss) on financial instruments at fair value through profit or loss increased to ₱136 million gain in 2020 from ₱5 million loss in 2019 due to increase in market values of equity investments and decrease in fair value of derivative liability.

Impairment losses increased to ₱33 million in 2020 from ₱2 million in 2019 due to higher impairment in receivables.

Other losses - net consists of gain (loss) on sale of fixed assets, amortization of bond issue costs, rental income, and miscellaneous income and expenses. Other losses - net amounted to ₱780 million in 2020 lower than the ₱1.050 billion reported in 2019 mainly due to lower restructuring costs this year.

URC recognized consolidated provision for income tax of ₱2.132 billion in 2020, a 19.6% increase from ₱1.782 billion in 2019 due to reversal of deferred tax assets on realized foreign exchange losses and realized restructuring costs.

URC's consolidated net income for 2020 amounted to ₱11.625 billion, higher by ₱1.510 billion or 14.9% from ₱10.115 billion in 2019 due to higher operating income, lower finance costs and lower net foreign exchange losses.

URC's core earnings before tax (operating profit after equity earnings, net finance costs and other losses - net) in 2020 amounted to ₱14.718 billion, an increase of 10.7% from ₱13.291 billion recorded in 2019.

Net income attributable to equity holders of the parent increased by ₱975 million or 10.0% to ₱10.747 billion in 2020 from ₱9.772 billion in 2019 as a result of the factors discussed above.

Non-controlling interest (NCI) represents primarily the share in the net income (loss) attributable to non-controlling interest of Nissin-URC (51.0%-owned) and Unisnack Holding Company Ltd. (60.0%-owned). NCI in net income of subsidiaries increased from ₱343 million in 2019 to ₱878 million in 2020.

URC reported an EBITDA (operating income plus depreciation and amortization) of ₱23.412 billion in 2020, 4.9% higher than ₱22.322 billion posted in 2019.



*Calendar Year 2019 Compared to Calendar Year 2018*

URC generated a consolidated sale of goods and services of ₱134.175 billion for the year ended December 31, 2019, a 5.0% sales growth over last year. Sale of goods and services performance by business segment follows:

- Sale of goods and services in URC's branded consumer foods segment (BCFG), excluding packaging division, increased by ₱3.549 billion or 3.5% to ₱104.563 billion in 2019 from ₱101.014 billion registered in 2018. BCFG domestic operations posted a 7.9% increase in net sales from ₱57.811 billion in 2018 to ₱62.405 billion in 2019, due to growth across different key categories supported by strong consumer demand and sales and distribution transformation, which brought a successful coffee turn-around, sustained growth performance in snacks and noodles, and recovery of RTD beverages.

BCFG international sales reported a ₱1.045 billion decrease to ₱42.158 billion in 2019 against ₱43.203 billion in 2018 driven by weaker performance in Thailand, offsetting the growth coming from Vietnam and Oceania, compounded by forex devaluations particularly in New Zealand and Australia. In constant US dollar (US\$) terms, sales improved by 1.8% to US\$816 million in 2019 from US\$801 million in 2018. Vietnam recovered with stronger growth of 8.9% driven by C2 with significant contributions from new product launches, partly offset by decline in Rong Do. New Zealand sales slightly up by 1.0% due to slow domestic market while Australia grew by 4.0% driven by strong performance across the board. Thailand sales decreased by 5.6% driven by decline in biscuits and wafers while exports grew due to strong sales to Cambodia. Thailand's performance remains challenged as the economy continues to affect consumer sentiment.

Sale of goods and services of BCFG, excluding packaging division, accounted for 77.9% of total URC consolidated sale of goods and services for 2019.

Sale of goods and services in URC's packaging division decreased by 13.1% to ₱1.324 billion in 2019 from ₱1.524 billion recorded in 2018 due to lower selling price and volume.

- Sale of goods and services in URC's agro-industrial segment (AIG) amounted to ₱13.138 billion in 2019, a 12.4% increase from ₱11.693 billion recorded in 2018. Feeds business grew by 34.6% due to higher sales volume and improved selling prices across all feed categories while Farms business weakened by 18.8% due to lower volume in hogs despite increase in sales volume of poultry.
- Sale of goods and services in URC's commodity foods segment (CFG) amounted to ₱15.150 billion in 2019 or up by 11.9% from ₱13.539 billion reported in 2018. Sugar business grew by 8.0% brought by higher volumes in raw sugar despite lower volume in refined sugar and lower prices for both raw and refined sugar. Renewables slightly declined by 1.5% due to lower volume of molasses. Flour business also posted higher sales by 25.5% driven by higher volume.

URC's cost of sales consists primarily of raw and packaging materials costs, manufacturing costs and direct labor costs. Cost of sales increased by ₱3.529 billion, or 3.9%, to ₱93.862 billion in 2019 from ₱90.333 billion recorded in 2018 due to higher sales, partially offset by lower costs of commodities and other raw and packaging materials.

URC's gross profit for 2019 amounted to ₱40.313 billion, higher by ₱2.875 billion or 7.7% from ₱37.437 billion reported in 2018. Gross profit margin increased by 74 basis points from 29.3% in 2018 to 30.04% in 2019.



URC's selling and distribution costs, and general and administrative expenses consist primarily of compensation benefits, advertising and promotion costs, freight and other selling expenses, depreciation, repairs and maintenance expenses and other administrative expenses. Selling and distribution costs, and general and administrative expenses increased by ₱1.244 billion or 5.2% to ₱25.301 billion in 2019 from ₱24.057 billion registered in 2018. This increase resulted primarily from the following factors:

- 12.7% or 901 million increase in advertising and promotions to ₱8.007 billion in 2019 from ₱7.106 billion in 2018 due to higher consumer promotions and trade development activities to boost sales.
- 22.5% or ₱185 million increase in depreciation and amortization expense to ₱1.007 billion in 2019 from ₱822 million in 2018 due to capital expenditures and impact of PFRS 16.
- 1.2% or ₱105 million increase in freight and other selling expense to ₱8.745 billion in 2019 from ₱8.640 billion in 2018 due to higher volume.

As a result of the above factors, operating income increased by ₱1.631 billion, or 12.2% to ₱15.012 billion in 2019 from ₱13.381 billion reported in 2018. URC's operating income by segment was as follows:

- Operating income in URC's branded consumer foods segment, excluding packaging division, increased by ₱1.175 billion or 10.8% to ₱12.064 billion in 2019 from ₱10.889 billion in 2018. BCFG's domestic operations went up by 12.4% to ₱8.032 billion in 2019 from ₱7.143 billion in 2018 due to higher volumes and cost improvement. International operations posted a ₱4.032 billion operating income, 7.6% higher than ₱3.746 billion posted in 2018. In constant US dollar terms, international operations posted an operating income of US\$77 million, a 10.2% increase from last year due to better margins from key markets.

URC's packaging division reported an operating loss of ₱42 million in 2019 from an operating income of ₱29 million reported in 2018 due to lower margins from lower selling price despite improved cost of production, coupled with higher repairs and maintenance costs.

- Operating income in URC's agro-industrial segment increased by ₱69 million to ₱887 million in 2019 from ₱818 million in 2018 driven by higher volumes and prices in feeds despite lower volumes in farms, as a result of the African swine flu scare since August 2019, coupled with higher input costs.
- Operating income in URC's commodity foods segment increased by ₱435 million or 12.3% to ₱3.974 billion in 2019 from ₱3.539 billion in 2018. Flour business increased by 29.6% due to higher volumes, lower wheat costs and savings from operating expenses. Sugar business grew by 31.8% due to improved selling price and higher volume while renewable energy business decreased by 33.3% due to higher repairs and maintenance cost and increase in molasses price.

URC's finance costs consist mainly of interest expense which slightly increased by ₱8 million to ₱1.669 billion in 2019 from ₱1.662 billion recorded in 2018 due to higher level of trust receipts payable and recognition of interest expense related to PFRS 16 this year, net of pre-termination of NZ dollar-denominated long-term debt last year.



URC's finance revenue consists of interest income from investments in financial instruments, money market placements, savings and dollar deposits and dividend income from investment in equity securities. Finance revenue decreased by ₱32 million to ₱328 million in 2019 from ₱359 million in 2018 due to lower level of financial assets during the year.

Equity in net losses of joint ventures increased to ₱159 million in 2019 from ₱132 million in 2018 due to recognition of net losses of DURBI this year.

Net foreign exchange loss amounted to ₱558 million in 2019 from the ₱175 million reported in 2018 due to the combined effects of appreciation of international subsidiaries' local currencies against US dollar, particularly Indonesian Rupiah, and appreciation of Philippine peso against US dollar.

Market valuation loss on financial instruments at fair value through profit or loss decreased to ₱5 million in 2019 from ₱35 million in 2018 due to lower decrease in market values of equity investments.

Impairment losses decreased to ₱2 million in 2019 from ₱45 million in 2018 due to lower impairment in receivables and last year's impairment of goodwill of Advanson.

Other income (expenses) - net consists of gain (loss) on sale of fixed assets, amortization of bond issue costs, rental income, and miscellaneous income and expenses. Other expense - net amounted to ₱1.050 billion in 2019 higher than the ₱146 million reported in 2018 mainly due to restructuring provisions this year.

URC recognized consolidated provision for income tax of ₱1.782 billion in 2019, a 14.4% decrease from ₱2.082 billion in 2018 due to recognition of deferred tax asset on unrealized forex loss and restructuring provisions.

URC's consolidated net income for 2019 amounted to ₱10.115 billion, higher by ₱652 million or 6.9% from ₱9.463 billion in 2018 due to higher operating income, reduced by higher net foreign exchange losses and recognition of restructuring provisions.

URC's core earnings before tax (operating profit after equity earnings, net finance costs and other expenses - net) in 2019 amounted to ₱13.291 billion, an increase of 12.6% from ₱11.800 billion recorded in 2018.

Net income attributable to equity holders of the parent increased by ₱568 million or 6.2% to ₱9.772 billion in 2019 from ₱9.204 billion in 2018 as a result of the factors discussed above.

Non-controlling interest (NCI) represents primarily the share in the net income (loss) attributable to non-controlling interest of Nissin-URC, URC's 51.0%-owned subsidiary. NCI in net income of subsidiaries increased from ₱258 million in 2018 to ₱343 million in 2019.

URC reported an EBITDA (operating income plus depreciation and amortization) of ₱22.322 billion in 2019, 13.0% higher than ₱19.750 billion posted in 2018.



*Calendar Year 2018 Compared to Calendar Year 2017*

URC generated a consolidated sale of goods and services of ₱127.770 billion for the year ended December 31, 2018, a 2.2% sales growth over last year. Sale of goods and services performance by business segment follows:

- Sale of goods and services in URC's branded consumer foods segment (BCFG), excluding packaging division, slightly decreased by ₱806 million or 0.8% to ₱101.014 billion in 2018 from ₱101.820 billion registered in 2017. BCFG domestic operations' net sales declined from ₱58.950 billion in 2017 to ₱57.811 billion in 2018, due to lower volumes and unfavorable mix in the coffee category, that slowed down the sustained growth performance in snacks and noodles, and recovery of RTD beverages.

BCFG international sales increased by ₱333 million to ₱43.203 billion in 2018 against ₱42.870 billion in 2017 driven by continuous recovery in Vietnam and sustained momentum in Australia. Vietnam is still on track on its path to recovery as sales continue to grow from its drive to recover numeric distribution, as well as from additional sales from new products such as milk tea. Australia maintained its growth attributed to very strong sales of both branded and private labels.

Sale of goods and services of BCFG, excluding packaging division, accounted for 79.1% of total URC consolidated sale of goods and services for 2018.

Sale of goods and services in URC's packaging division increased by 19.4% to ₱1.524 billion in 2018 from ₱1.276 billion recorded in 2017.

- Sale of goods and services in URC's agro-industrial segment (AIG) amounted to ₱11.693 billion in 2018, a 15.7% increase from ₱10.111 billion recorded in 2017. Feeds business grew by 27.6% due to higher sales volume and improved selling prices across all feed categories. Farms business also grew by 2.2% due to favorable sales mix and better average selling prices of hogs, slightly offset by lower sales of poultry products due to decline in production of day-old pullets.
- Sale of goods and services in URC's commodity foods segment (CFG) amounted to ₱13.539 billion in 2018 or up by 14.7% from ₱11.801 billion reported in 2017. Sugar and renewables businesses grew by 15.8% and 12.3%, respectively, on the account of higher volume and selling prices of raw sugar and molasses. Flour business also posted higher sales by 14.5% due to higher volume.

URC's cost of sales consists primarily of raw and packaging materials costs, manufacturing costs and direct labor costs. Cost of sales increased by ₱4.639 billion, or 5.4%, to ₱90.332 billion in 2018 from ₱85.693 billion recorded in 2017 due to higher sales and higher costs of commodities and other raw and packaging materials.

URC's gross profit for 2018 amounted to ₱37.437 billion, down by ₱1.877 billion or 4.8% from ₱39.314 billion reported in 2017. Gross profit margin decreased by 215 basis points from 31.4% in 2017 to 29.3% in 2018.

URC's selling and distribution costs, and general and administrative expenses consist primarily of compensation benefits, advertising and promotion costs, freight and other selling expenses, depreciation, repairs and maintenance expenses and other administrative expenses. Selling and distribution costs, and general and administrative expenses slightly declined by ₱305 million or 1.3% to ₱24.057 billion in 2018 from ₱24.362 billion registered in 2017 primarily due to decline in freight and delivery costs as a result of distribution restructuring in Myanmar and Cambodia.



As a result, operating income decreased by ₱1.571 billion, or 10.5% to ₱13.381 billion in 2018 from ₱14.952 billion reported in 2017. URC's operating income by segment was as follows:

- Operating income in URC's branded consumer foods segment, excluding packaging division, decreased by ₱1.192 billion or 9.9% to ₱10.889 billion in 2018 from ₱12.081 billion in 2017. BCFG's domestic operations went down by 20.0% to ₱7.143 billion in 2018 from ₱8.927 billion in 2017 due to decline in sales volume and lower margins as a result of higher input costs, forex devaluation and unfavorable product mix driven by coffee category. International operations posted a ₱3.746 billion operating income, 18.8% higher than ₱3.154 billion posted in 2017. In constant US dollar terms, international operations posted an operating income of US\$71 million, a 14.1% increase from last year due to complete turnaround of Vietnam and consistent contribution of New Zealand, partially offset by lower operating income from other markets.

URC's packaging division reported an operating income of ₱29 million in 2018 from ₱48 million reported in 2017 due to lower margins coming from higher material cost, negating the impact of higher average selling prices, as well as due to higher repairs and maintenance costs.

- Operating income in URC's agro-industrial segment decreased by ₱962 million to ₱818 million in 2018 from ₱1.780 billion in 2017 as a result of the impact of avian flu coupled with higher cost of input materials in feeds and hogs, and higher operating expenses in farms.
- Operating income in URC's commodity foods segment increased by ₱622 million or 21.3% to ₱3.539 billion in 2018 from ₱2.917 billion in 2017. Flour business declined by 13.5% despite higher volumes due to lower margins as a result of higher wheat costs. Sugar business, on the other hand, grew by 31.8% due to higher average selling prices and volume while renewable energy business also grew by 57.0% from last year driven by higher sales.

URC's finance costs consist mainly of interest expense which increased by ₱235 million or 16.4%, to ₱1.662 billion in 2018 from ₱1.427 billion recorded in 2017 due to higher level of trust receipts payable and short-term debt, coupled with higher interest rates.

URC's finance revenue consists of interest income from investments in financial instruments, money market placements, savings and dollar deposits and dividend income from investment in equity securities. Finance revenue increased by ₱133 million to ₱359 million in 2018 from ₱226 million in 2017 due to higher level of financial assets during the year.

Equity in net losses of joint ventures decreased to ₱132 million in 2018 from the ₱281 million in 2017 due to lower net losses of domestic joint ventures coupled with the higher net income of Proper Snacks in New Zealand.

Net foreign exchange loss amounted to ₱175 million in 2018 from the ₱154 million gain reported in 2017 due to the combined effects of appreciation of international subsidiaries' local currencies against US dollar, particularly New Zealand dollar, and depreciation of Philippine peso against US dollar.

Market valuation loss on financial instruments at fair value through profit or loss of ₱35 million reported in 2018 was lower than the ₱71 million gain reported in 2017 due to decrease in market values of equity investments.





Impairment losses increased to ₱45 million in 2018 from ₱21 million in 2017 due to this year's impairment of goodwill of Advanson.

Other income (expenses) - net consists of gain (loss) on sale of fixed assets, amortization of bond issue costs, rental income, and miscellaneous income and expenses. Other expense - net amounted to ₱146 million in 2018 while other income - net of ₱277 million was reported in 2017 due to last year's higher gain on sale of fixed assets.

URC recognized consolidated provision for income tax of ₱2.082 billion in 2018, a 25.6% decrease from ₱2.797 billion in 2017 due to lower taxable income and recognition of lower deferred tax liabilities.

URC's consolidated net income for 2018 amounted to ₱9.463 billion, lower by ₱1.690 billion or 15.2% from ₱11.153 billion in 2017 due to lower operating income, higher net finance costs and foreign exchange losses.

URC's core earnings before tax (operating profit after equity earnings, net finance costs and other expenses - net) in 2018 amounted to ₱11.799 billion, a decline of 13.6% from ₱13.656 billion recorded in 2017.

Net income attributable to equity holders of the parent decreased by ₱1.684 billion or 15.5% to ₱9.204 billion in 2018 from ₱10.888 billion in 2017 as a result of the factors discussed above.

Non-controlling interest (NCI) represents primarily the share in the net income (loss) attributable to non-controlling interest of Nissin-URC, URC's 51.0%-owned subsidiary. NCI in net income of subsidiaries decreased from ₱265 million in 2017 to ₱258 million in 2018.

URC reported an EBITDA (operating income plus depreciation and amortization) of ₱19.750 billion in 2018, 6.2% lower than ₱21.056 billion posted in 2017.

### ***Financial Condition***

URC's financial position remains healthy with strong cash levels. The Company has a current ratio of 1.22:1 as of December 31, 2020, lower than the 1.86:1 as of December 31, 2019. Financial debt to equity ratio of 0.42:1 as of December 31, 2020 is within comfortable level. The Company is in a net debt position of ₱22.093 billion this year against ₱22.006 billion last year.

Total assets amounted to ₱176.195 billion as of December 31, 2020, higher than ₱168.653 billion as of December 31, 2019. Book value per share increased to ₱41.86 as of December 31, 2020 from ₱40.81 as of December 31, 2019.

The Company's cash requirements have been sourced through cash flow from operations. The net cash flow provided by operating activities in 2020 amounted to ₱18.936 billion. Net cash used in investing activities amounted to ₱11.352 billion, which were substantially used for fixed asset acquisitions. Net cash used in financing activities amounted to ₱9.203 billion due to dividend payment and net loan repayment.

The capital expenditures amounting to ₱11.137 billion include site development, warehouse and building constructions and rehabilitation/upgrade of beverage, snacks and chocolate facilities in the Philippines; various capacity upgrades in Thailand; new snacks facility and various capacity upgrade facilities for biscuits and snacks in New Zealand; new warehouse building and upgrade of facilities in Australia; new mill acquisition and expansion of milling capacity and refinery in Sugar; expansion of feedmill and farm houses in Agro-Industrial Group; and improvement of information systems in Corporate business.



The Company has budgeted various authorized but not yet disbursed capital expenditures (including maintenance capex) and investments for 2021, which substantially consist of the following:

- Acquisition of new site, capacity expansions and improvement of information systems, handling, distribution, safety, quality control and operational efficiencies throughout the branded consumers foods group;
- Improvement and maintenance capital expenditures for flour mill and sugar and business expansion for renewables;
- Capacity expansion and maintenance expenditures for agro-industrial group and facilities improvement for packaging business; and
- Upgrade of information systems for corporate business

No assurance can be given that the Company's capital expenditures plan will not change or that the amount of capital expenditures for any project or as a whole will not change in future years from current expectations.

As of December 31, 2020, the Company is not aware of any events that will trigger direct or contingent financial obligation that is material to the Company, including any default or acceleration of an obligation.

### ***Financial Ratios***

The following are the major financial ratios that the Group uses. Analyses are employed by comparisons and measurements based on the financial information of the current year against last year.

|                              | <b>December 31, 2020</b> | December 31, 2019 |
|------------------------------|--------------------------|-------------------|
| <hr/>                        |                          |                   |
| Liquidity:                   |                          |                   |
| Current ratio                | <b>1.22:1</b>            | 1.86:1            |
| Solvency:                    |                          |                   |
| Gearing ratio                | <b>0.42:1</b>            | 0.45:1            |
| Debt to equity ratio         | <b>0.80</b>              | 0.77              |
| Asset to equity ratio        | <b>1.80</b>              | 1.77              |
|                              | <b>CY 2020</b>           | <b>CY 2019</b>    |
| <hr/>                        |                          |                   |
| Profitability:               |                          |                   |
| Operating margin             | <b>12.1%</b>             | 11.2%             |
| Earnings per share           | <b>₱4.88</b>             | ₱4.43             |
| Core earnings per share      | <b>₱6.68</b>             | ₱6.03             |
| Leverage:                    |                          |                   |
| Interest rate coverage ratio | <b>16.25</b>             | 13.37             |



The Group calculates the ratios as follows:

| <b>Financial Ratios</b>      | <b>Formula</b>  |
|------------------------------|---|
| Current ratio                | $\frac{\text{Current assets}}{\text{Current liabilities}}$  |
| Gearing ratio                | $\frac{\text{Total financial debt (short-term debt, trust receipts payable and long-term debt including current portion)}}{\text{Total equity (equity holders + non-controlling interests)}}$ |
| Debt to equity ratio         | $\frac{\text{Total liabilities (current + noncurrent)}}{\text{Total equity (equity holders + non-controlling interests)}}$  |
| Asset to equity ratio        | $\frac{\text{Total assets (current + noncurrent)}}{\text{Total equity (equity holders + non-controlling interests)}}$   |
| Operating margin             | $\frac{\text{Operating income}}{\text{Sale of goods and services}}$   |
| Earnings per share           | $\frac{\text{Net income attributable to equity holders of the parent}}{\text{Weighted average number of common shares}}$  |
| Core earnings per share      | $\frac{\text{Core earnings before tax}}{\text{Weighted average number of common shares}}$   |
| Interest rate coverage ratio | $\frac{\text{Operating income plus depreciation and amortization}}{\text{Finance costs}}$   |

**Material Changes in the 2020 Financial Statements  
(Increase/Decrease of 5% or more versus 2019)**

Income statements – Year ended December 31, 2020 versus Year ended December 31, 2019

*13.7% decrease in finance cost*

Due to lower interest rates and level of interest-bearing financial liabilities

*12.8% decrease in net foreign exchange losses*

Due to appreciation of Philippine peso against US dollar

*2,693.2% increase in market valuation gain (loss) on financial instruments at FVPL*

Due to increase in market values of equity investments and decrease in fair value of derivative liability

*1,373.4% increase in impairment losses*

Due to higher impairment in receivables

*80.8% decrease in equity in net losses of joint ventures*

Due to lower share in equity loss from VURCI and DURBI



*25.7% decrease in other losses - net*

Due to lower restructuring costs this year

*19.6% increase in provision for income tax*

Due to reversal of deferred tax assets on realized foreign exchange losses and realized restructuring costs

Statements of Financial Position – December 31, 2020 versus December 31, 2019

*7.9% decrease in cash and cash equivalents*

Due to capital expenditures, dividend payment and repayment of short-term debt, net of cash from operations

*7.7% increase in inventories*

Due to increases in raw materials and spare parts and supplies

*86.4% decrease in biological assets*

Due to decline in hogs population and write-down from restructuring

*17.0% increase in other current assets*

Due to increase in income tax credits

*8.0% increase in property, plant and equipment*

Due to acquisition of assets from Roxas Holdings, Inc. and capital expenditures, net of depreciation during the year

*66.5% increase in right-of-use assets*

Due to additional lease contracts qualifying under PFRS 16

*8.3% decrease in investments in joint ventures*

Due to share in net losses of joint ventures during the year

*22.4% increase in other noncurrent assets*

Due to increase in deferred input VAT

*16.6 % increase in accounts payable and other accrued liabilities*

Due to increases in trade payables, accrued expenses and customers' deposits

*30.7% decrease in short-term debt*

Due to loan repayments during the year

*14.8% decrease in trust receipts payable*

Due to settlements and decreased utilization of trust receipts during the year

*26.8% decrease in income tax payable*

Due to payments during the year, net of current tax provision

*79.5% increase in lease liabilities*

Due to additional lease contracts qualifying under PFRS 16, net of payment and amortization



*18.5% increase in other noncurrent liabilities*

Due to increase in pension liability

*5.7 % increase in retained earnings*

Due to net income during year, net of dividends

*46.3% decrease in other comprehensive income*

Due to decrease in cumulative translation adjustments and increase in remeasurement losses on retirement plan

*5.6% increase in equity attributable to non-controlling interests*

Due to equity share in the net income of NURC and Oceania businesses

The Company's key performance indicators are employed across all businesses. Comparisons are then made against internal target and previous period's performance. The Company and its significant subsidiaries' top five (5) key performance indicators are as follows: (in million Php)

| <b>Universal Robina Corporation (Consolidated)</b> |                |                |              |
|--|----------------|----------------|--------------|
|  | <b>CY 2020</b> | <b>CY 2019</b> | <b>Index</b> |
| Revenues   | 133,140        | 134,175        | 99           |
| EBIT   | 16,047         | 15,012         | 107          |
| EBITDA   | 23,412         | 22,322         | 105          |
| Net Income   | 11,625         | 10,115         | 115          |
| Total Assets                                       | 176,195        | 168,653        | 104          |

| <b>URC International Co., Ltd. (Consolidated)</b> |                |                |              |
|---|----------------|----------------|--------------|
|   | <b>CY 2020</b> | <b>CY 2019</b> | <b>Index</b> |
| Revenues  | 41,209         | 43,554         | 95           |
| EBIT  | 4,097          | 4,339          | 94           |
| EBITDA  | 7,137          | 7,509          | 95           |
| Net Income  | 2,382          | 2,207          | 108          |
| Total Assets                                      | 98,015         | 100,852        | 97           |

| <b>Nissin-URC</b> |                |                |              |
|-------------------|----------------|----------------|--------------|
|                   | <b>CY 2020</b> | <b>CY 2019</b> | <b>Index</b> |
| Revenues          | 7,406          | 6,345          | 117          |
| EBIT              | 1,276          | 985            | 130          |
| EBITDA            | 1,472          | 1,156          | 127          |
| Net Income        | 893            | 717            | 125          |
| Total Assets      | 3,377          | 2,804          | 120          |

Majority of the above key performance indicators were within targeted levels.

## **Item 7. Financial Statements**

The consolidated financial statements and schedules listed in the accompanying Index to Financial Statements and Supplementary Schedules (page 39) are filed as part of this Form 17-A (pages 40 to 175).



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

None.

**Item 9. Independent Public Accountants and Audit Related Fees**

*Independent Public Accountants*

The Company's independent public accountant is the accounting firm of SyCip Gorres Velayo & Co. (SGV & Co.). The same accounting firm is tabled for reappointment for the current year at the annual meeting of stockholders. The representatives of the principal accountant have always been present at prior year's meetings and are expected to be present at the current year's annual meeting of stockholders. They may also make a statement and respond to appropriate questions with respect to matters for which their services were engaged.

The current handling partner of SGV & Co. has been engaged by the Company in 2018 and is expected to be rotated every seven (7) years.

*Audit-Related Fees*

The following table sets out the aggregate fees billed for each of the last three years for professional services rendered by SyCip, Gorres, Velayo & Co.

|   | CY 2018     | CY 2019     | CY 2020     |
|---|-------------|-------------|-------------|
| Audit and Audit-Related Fees  | ₱11,206,000 | ₱12,077,000 | ₱12,255,397 |
| Fees for services that are normally provided by the external auditor in connection with statutory and regulatory filings or engagements | 1,100,000   | none        | none        |
| Professional fees for due diligence review for bond/shares offering   | none        | none        | none        |
| Tax Fees  | none        | none        | none        |
| Other Fees  | none        | none        | none        |
| Total   | ₱12,306,000 | ₱12,077,000 | ₱12,255,397 |

*Audit Committee's Approval Policies and Procedures for the Services Rendered by the External Auditors*

The Corporate Governance Manual of the Company provides that the Audit Committee shall, among others:

1. Evaluate all significant issues reported by the external auditors relating to the adequacy, efficiency, and effectiveness of policies, controls, processes and activities of the Company.
2. Ensure that other non-audit work provided by the external auditors is not in conflict with their functions as external auditors.
3. Ensure the compliance of the Company with acceptable auditing and accounting standards and regulations.



**PART III – CONTROL AND COMPENSATION INFORMATION**

**Item 10. Directors and Executive Officers of the Registrant**

|     | <b>Name</b>                          | <b>Age</b> | <b>Position</b>                                     | <b>Citizenship</b> |
|-----|--------------------------------------|------------|---|--------------------|
| 1.  | James L. Go                          | 81         | Director, Chairman Emeritus                         | Filipino           |
| 2.  | Lance Y. Gokongwei                   | 54         | Director, Chairman                                  | Filipino           |
| 3.  | Irwin C. Lee                         | 56         | President and Chief Executive Officer               | Filipino           |
| 4.  | Patrick Henry C. Go                  | 50         | Director, Executive Vice President                  | Filipino           |
| 5.  | Johnson Robert G. Go, Jr             | 55         | Director  | Filipino           |
| 6.  | Wilfrido E. Sanchez                  | 83         | Director (Independent)                              | Filipino           |
| 7.  | Cesar V. Purisima                    | 60         | Director (Independent)                              | Filipino           |
| 8.  | Rizalina G. Mantaring                | 61         | Director (Independent)                              | Filipino           |
| 9.  | Christine Marie B. Angco             | 52         | Director (Independent)                              | Singaporean        |
| 10. | David J. Lim, Jr.                    | 57         | Senior Vice President                               | Filipino           |
| 11. | Francisco M. Del Mundo               | 50         | Senior Vice President and Chief Financial Officer   | Filipino           |
| 12. | Michael P. Liwanag                   | 46         | Senior Vice President                               | Filipino           |
| 13. | Anne Patricia C. Go                  | 54         | Vice President, Marketing                           | Filipino           |
| 14. | Krishna Mohan Suri                   | 48         | Vice President, Global Innovation and Research      | Filipino           |
| 15. | Rebecca E. Yap                       | 53         | Vice President, Procurement                         | Filipino           |
| 16. | Elisa O. Abalajon                    | 53         | Vice President, Human Resources                     | Filipino           |
| 17. | Adriano M. Diaz de Rivera            | 48         | Vice President, Supply Chain Planning and Logistics | Filipino           |
| 18. | Socorro ML. Banting                  | 66         | Vice President                                      | Filipino           |
| 19. | Karen Therese C. Salgado             | 50         | Chief Information Officer                           | Filipino           |
| 20. | Charles Bernard A. Tañega            | 48         | Treasurer   | Filipino           |
| 21. | Maria Cecilia H. Fernandez-Estavillo | 49         | Chief Legal Counsel and Corporate Secretary         | Filipino           |
| 22. | Eunice Anne C. Ignacio               | 33         | Assistant Corporate Secretary                       | Filipino           |
| 23. | Anna Milagros D. David               | 40         | Chief Marketing Officer                             | Filipino           |

All of the above directors and officers have served their respective offices since May 14, 2020, except Ms. Angco and Ms. Mantaring who were both elected on August 13, 2020. All of the above officers have served their respective offices since May 14, 2020, except Ms. Ignacio and Ms. Salgado, who were appointed to their positions on October 1, 2020 and October 12, 2020, respectively. There are no directors who resigned or declined to stand for re-election to the board of directors since the date of the last annual meeting of stockholders for any reason whatsoever.

A brief description of the directors and executive officers' business experience and other directorships held in other reporting companies are provided as follows:

**James L. Go** is the Chairman Emeritus of URC. He is the Chairman of JGSHI and Cebu Air, Inc. He is also the Chairman and Chief Executive Officer of Oriental Petroleum and Minerals Corporation. He is the Chairman Emeritus of Robinsons Land Corporation, JG Summit Petrochemical Corporation, and JG Summit Olefins Corporation. He is the Vice Chairman of Robinsons Retail Holdings, Inc. and a director of Meralco Powergen Corporation. He is also the President and Trustee of the Gokongwei Brothers Foundation, Inc. He has been a director of the Philippine Long Distance Telephone Company Inc. (PLDT) since November 3, 2011. He is a member of the Technology Strategy and Risk Committees and Advisor of the Audit Committee of the Board of Directors of PLDT. He was elected a director of Manila



Electric Company on December 16, 2013. Mr. Go received his Bachelor of Science Degree and Master of Science Degree in Chemical Engineering from Massachusetts Institute of Technology, USA.

**Lance Y. Gokongwei** is the Chairman of URC. He is the President and Chief Executive Officer of JGSHI. He is also the Chairman of Altus Property Ventures, Inc., Robinsons Retail Holdings, Inc., Robinsons Land Corporation, JG Summit Petrochemical Corporation, JG Summit Olefins Corporation and Robinsons Bank Corporation. He is the President and Chief Executive Officer of Cebu Air, Inc. He is a director and Vice Chairman of Manila Electric Company and a director of Oriental Petroleum and Minerals Corporation, United Industrial Corporation Limited and Meralco Powergen Corporation. He is also member of the Board of Global Reporting Initiative. He is also the Chairman and trustee of the Gokongwei Brothers Foundation, Inc. He received a Bachelor of Science degree in Finance and a Bachelor of Science degree in Applied Science from the University of Pennsylvania.

**Irwin C. Lee** is the President and Chief Executive Officer of URC effective May 14, 2018. Prior to joining URC, he was the Chief Executive Officer of Rustan Supercenters, Inc. and a director of Rose Pharmacy under Jardine Matheson's Dairy Farm Group. He brings with him more than 35 years of work experience in fast-moving consumer foods and retail across Asia, Europe and the US. He started in Procter & Gamble (P&G) as a Finance Analyst and rose to key executive finance roles in various countries, including Chief Financial Officer roles in Indonesia, Japan/Korea and Greater China. In 2004, he was appointed Vice President for P&G Greater China with dual roles as Chief Marketing Officer and as General Manager for the laundry detergent business, which he drove to market leadership. In 2007, he was appointed Vice President/Managing Director for P&G UK and Ireland, where he delivered profitable growth through two recessions and led P&G's London 2012 Olympics program. In 2014, he rose to become P&G's Regional Head for Northern Europe, leading commercial operations across UK, Ireland, Sweden, Denmark, Norway and Finland, and integrating P&G's second largest international regional cluster. While in the UK, he spearheaded industry initiatives for connecting businesses to communities and enhancing employee engagement and well-being. After P&G, he served as Global Strategic Advisor for McKinsey and Co. to consumer and retail sector partners and engagement managers. He also sat as Board Director and Remuneration Committee Chairman for Wm Morrison Supermarkets Plc (one of UK's top 4 grocery retailers). Mr. Irwin Lee graduated with a Bachelor of Science Degree in Commerce Major in Accounting from the De La Salle University Manila, Summa Cum Laude. He finished third in the CPA Licensure Exams in 1985.

**Patrick Henry C. Go** is a director and the Executive Vice President of URC. He also heads the URC Packaging (BOPP) Division and Flexible Packaging Division. He is the President and Chief Executive Officer of JG Summit Petrochemical Corporation and JG Summit Olefins Corporation. He is also a director of JGSHI, Robinsons Land Corporation, Robinsons Bank Corporation, Global Business Power Corporation and Meralco Powergen Corporation. He is a trustee and treasurer of the Gokongwei Brothers Foundation, Inc. He received a Bachelor of Science degree in Management from the Ateneo de Manila University and attended the General Manager Program at Harvard Business School. Mr. Patrick Henry C. Go is a nephew of Mr. John L. Gokongwei, Jr..

**Johnson Robert G. Go, Jr.** has been a director of URC since May 5, 2005. He is also a director of JGSHI, Robinsons Land Corporation, Robinsons Bank Corporation, and A. Soriano Corporation. He is also a trustee of the Gokongwei Brothers Foundation, Inc. He received his Bachelor of Arts degree in Interdisciplinary Studies (Liberal Arts) from the Ateneo de Manila University. He is a nephew of Mr. John L. Gokongwei, Jr..





**Wilfrido E. Sanchez** has been an independent director of URC since 1995. He is a Tax Counsel in Quiason Makalintal Barot Torres Ibarra Sison & Damaso Law Firm. He is also a trustee of the Gokongwei Brothers Foundation, Inc., NYK TDG Friendship Foundation and Asian Institute of Management. He is a director of Antonelli Realty, Asiabest Group International Inc., Asia Brewery, Inc., EEI Corporation, EMCOR, Inc., Eton Properties Philippines, Inc., House of Investments, Inc., J-DEL Investment and Management Corporation, Joint Research and Development Corporation, JVR Foundation, Inc., Kawasaki Motor Corp., K Servico, Inc., LT Group, Inc., Magellan Capital Holdings Corporation, Tandauy Distillers, Inc., Transnational Diversified Corporation, Transnational Financial Services, Inc., and Trimotors Technology Corp. He received his Bachelor of Arts degree and Bachelor of Laws degree from the Ateneo de Manila University and Masters of Law degree from the Yale Law School.

**Cesar V. Purisima** has been an independent director of URC effective May 30, 2018. He is an Asia Fellow at the Milken Institute. He is also an independent nonexecutive director of the AIA Group Limited and Ayala Land, Inc., World Wildlife Fund-Philippines and De La Salle University. He is a member of the International Advisory Council (Phils.) of the Singapore Management University and a member of the Global Advisory Council of Sumitomo Mitsui Banking Corporation. He is also an advisor of the Partners Group AG Life Council. He is the founding partner of Ikhlas Capital Singapore PTE Ltd. He served in the Philippine government as Secretary of the Department of Finance from July 2010 to June 2016 and as Secretary of the Department of Trade and Industry from January 2004 to February 2005. He previously served on the boards of a number of government institutions, including as a member of the Monetary Board of the Bangko Sentral ng Pilipinas, Governor of the World Bank Group for the Philippines, Governor of the Asian Development Bank for the Philippines, Alternate Governor of the International Monetary Fund for the Philippines and Chairman of the Land Bank of the Philippines. He was conferred the Chevalier dans l'Ordre national de la Légion d'Honneur (Knight of the National Order of the Legion of Honour) by the President of the French Republic in 2017, the Order of Lakandula, Rank of Grand Cross (Bayani) by the President of the Philippines in 2016 and the Chevalier de l'Ordre national du Mérite (Knight of the National Order of Merit) by the President of the French Republic in 2001. He is a Certified Public Accountant. He has extensive experience in public accounting both in the Philippines and abroad. He was Chairman and Managing Partner of SyCip Gorres Velayo & Co. (a member firm of Andersen Worldwide until 2002 and became member firm of Ernst & Young Global Limited) from 1999 until 2004. During the period, he was also the Asia-Pacific Area Managing Partner for Assurance and Business Advisory Services of Andersen Worldwide from 2001 to 2002 and Regional Managing Partner for the ASEAN Practice of Andersen Worldwide from 2000 to 2001. He obtained his Bachelor of Science in Commerce (Majors in Accounting & Management of Financial Institutions) degree from De La Salle University (Manila) in 1979, Master of Management degree from J.L. Kellogg Graduate School of Management, Northwestern University in 1983 and Doctor of Humanities honoris causa degree from Angeles University Foundation of the Philippines in 2012.

**Rizalina G. Mantaring** has been an independent director of URC since August 2020. She was the Chief Executive Officer and Country Head of Sun Life Financial Philippines until her retirement in June 2018. She assumed the chairmanship of Sun Life Financial Philippine Holding Co. until she stepped down in August 2019. She is also an Independent Director of Ayala Corporation Inc., Ayala Land, Inc., First Philippine Holdings Corporation Inc., PHINMA Corporation, East Asia Computer Center Inc. and MicroVentures Foundation. She is also a director of Sun Life Grepa Financial Inc. Among her other affiliations are as Board of Trustees of Makati Business Club, Philippine Business for Education, Parish-Pastoral Council for Responsible Voting (PPCRV), and Operation Smile Philippines. She was also President of the Management Association of the Philippines and the Philippine Life Insurance Association. She is a recipient of the Asia Talent Management Award in the Asia Business Leaders Award 2017 organized by the global business news network CNBC, among other prestigious awards. She was selected as one of the 100 Most Outstanding Alumni of the past century by the University of the Philippines College of Engineering and received the PAX award, the highest award given to outstanding



alumnae, in 2019 from St. Scholastica's College Manila. She holds a BS Electrical Engineering degree from the University of the Philippines where she graduated with honors. She obtained her MS degree in Computer Science from the State University of New York at Albany.

**Christine Marie B. Angco** has been an independent director of URC since August 2020. Prior to joining URC, she has spent 25 years in the multinational FMCG Corporation, Procter & Gamble. She was a Vice President and General Manager for several health and beauty-oriented categories handling businesses across Asia-Pacific countries, with profit & loss responsibility and organizational leadership of large diverse multi-cultural teams across Japan, Korea, Australia, Singapore, India, Philippines, Malaysia, Thailand, Vietnam and Indonesia. She is also a member of the Board of Trustees of PhilDev, a non-governmental organization focused on education and entrepreneurship development in the Philippines. She is also a director of Applied Behavior Consultants (ABC) Center in Asia. She obtained her Bachelors of Science degree in Management Engineering (Magna Cum Laude) from the Ateneo de Manila University.

**David J. Lim, Jr.** is the Senior Vice President for Quality, Engineering, Sustainability and Technical Services of URC's Branded Consumer Foods Group Philippines and International. He was the Assistant Technical Director for JGSHI prior to joining URC in December 2008. He earned his Bachelor of Science degree in Aeronautical Engineering from Imperial College, London, England and obtained his Master of Science degree in Civil Structural Engineering from the University of California at Beverly, USA as well as his Masters in Engineering from the Massachusetts Institute of Technology, USA.

**Francisco M. Del Mundo** is the Senior Vice President and Chief Financial Officer of URC. He is also the Senior Vice President and Chief Financial Officer of JGSHI. He brings with him 27 years of experience in all aspects of the finance career. He has built his career from 17 years of rigorous training in Procter & Gamble (P&G) and three years in Coca-Cola prior to joining the JG Summit Group. He has worked in three different markets: Manila, Thailand and Singapore, and has held numerous CFO and Regional Finance Head positions, namely: CFO for ASEAN, Head of Accounting Shared Services for Central and Eastern Europe, Middle East and Africa, and Asia Hub Manager for Internal Controls for P&G. During his stint with Coca-Cola, he was the CFO for Coca-Cola Bottlers Philippines, Inc. and concurrently the CEO of Coca-Cola Bottlers Business Services, the company's global shared service handling Philippines, Singapore and Malaysia. In 2013, he joined JGSHI as Vice President for JG Summit and Affiliates Shared Services. He was appointed as CFO of URC International the same year, concurrent with Shared Services role. In 2016, he was appointed CFO of URC and Head of JG Summit Enterprise Risk Management Group, and continues to lead Shared Services as its Senior Vice President and Chief Financial Officer. He graduated cum laude from the University of the Philippines Diliman with a Bachelor of Science in Business Administration degree. He was recognized as the Most Distinguished Alumnus of the University's College of Business Administration in 2008. He is also a Certified Internal Auditor and has done several external talks on shared service and finance transformation in Manila, Malaysia and Dubai.

**Michael P. Liwanag** is the Senior Vice President and Investor Relations Officer of URC. He is concurrently the Senior Vice President and Chief of Staff to the CEO of JGSHI. Prior to his current role in URC, he was the Vice President for Corporate Strategy and Development of URC until May 14, 2018. Before joining URC in 2001, he was exposed to different business functions such as Strategic Management & Implementation, Corporate Finance/Mergers & Acquisitions, Program Management, Financial Planning & Analysis and Business Analytics in Digital Telecommunications Phils., Inc., Global Crossings and Philippine Global Communications, Inc. He studied Engineering at the University of the Philippines, is a Certified Management Accountant (ICMA Australia) and an alumnus of the Harvard Business School (AMP).



**Anne Patricia C. Go** is the Vice President for Advertising and Marketing Services of URC. She also handles all Advertising and Public Relations, Consumer Promotions, Special Events and Market Research requirements of URC. She is also Vice President for Advertising and Public Relations for the JG Group and handles all Advertising and Public Relations for the JG Group including Summit Media and Robinsons Retail Group. She joined URC in 1993 as Director of Marketing Services. She began her more than 20 year-career in Advertising and Communications in Basic/FCB. She was also a freelance broadcast producer and the Philippine representative of Hong Kong-based Centro Digital Pictures. She graduated from Ateneo de Manila University with a degree in Communication Arts. Ms. Anne Patricia C. Go is the niece of Mr. John L. Gokongwei, Jr.

**Krishna Mohan Suri** is the Vice President for Global Innovation, Research & Development of URC. Prior to joining URC in Jan 2017, he has worked with Mondelez and Unilever where he held roles in R&D and Manufacturing across multiple locations in Asia. He obtained his Bachelor's degree in Chemical Engineering from Indian Institute of Technology, Kharagpur (IIT) and received his Master's Degree in Chemical Engineering specializing in Simulation & Controls from IIT.

**Rebecca E. Yap** is the Vice President, Procurement of URC. She has been involved in Procurement in various capacities for over 20 years spanning, with the last 18 years exclusively with URC. Prior to her procurement role, she handles various Finance role for 8 years. She obtained her BS Commerce degree from Centro Escolar University. She is a Certified Public Accountant and a Certified Professional. She also earned her Certified Professional in Supply Management from the Institute of Supply Management, Tempe Arizona USA.

**Elisa O. Abalajon** is the Vice President, Human Resources of URC. Prior to joining URC in 2016, she was the Southeast Asia HR Director of Mondelez International based in Singapore. She is a lawyer by profession having graduated with honors from the Ateneo de Manila School of Law. She received her Master's Degree in Business Administration from the Singapore Management University in 2013.

**Adriano Gregorio M. Diaz de Rivera** is the Vice President, Supply Chain Planning and Logistics of URC. Prior to joining URC in 2016, he was with Procter and Gamble for 24 years holding positions in various local and Asia wide roles in Supply Chain operations. He obtained his Bachelor of Science Degree in Industrial Management Engineering with a Minor in Chemical Engineering from De La Salle University.

**Socorro ML. Banting** is a Vice President of URC. She is also an officer of other related companies of URC. Prior to joining URC in 1986, she worked with State Investment House, Inc. and Manila Midtown Hotel. She obtained her Bachelor of Science degree in Business Administration from the Ateneo de Davao University.

**Karen Therese C. Salgado** was appointed Chief Information Officer of URC on October 15, 2020. Prior to joining URC, she was the Chief Information Officer of Rustans Supercenters, Inc. for 3 years. She was the Chief Information Officer for both the Philippines and the Asia Pacific region of Avon Cosmetics, Inc. She obtained her Bachelor of Science degree in Commerce from De La Salle University.

**Charles Bernard A. Tañega** was appointed Treasurer of URC on May 29, 2019 and has been Deputy Treasurer since December 2016 handling primarily URC International Treasury and Bank Control. Prior to joining URC, he gained 20 years of work experience in sales, finance and treasury and he had a 12-year stint with Citibank N.A. where he was a Vice President working in Global Markets as Treasury Sales handling FX and short-term investment products. Later on, in Treasury and Trade Solutions where he was the product manager for the bank's cash and liquidity products. He obtained his Bachelor's Degree in Commerce majoring in Management of Financial Institutions from De La Salle University and received his Master's Degree in Management from the Asian Institute of Management.



**Eunice Anne C. Ignacio** is the Assistant Corporate Secretary of URC. Prior to joining URC, she was an associate in the Corporate, Taxation and Special Projects Department of Cruz Marcelo and Tenefrancia Law Offices. She obtained her Juris Doctor degree from the University of the Philippines College of Law in 2016 and was admitted to the Philippine Bar in 2017.

**Anna Milagros D. David** is the Chief Marketing Officer of URC. Prior to joining URC in March 2018, she was with Unilever for 17 years where she held Marketing and Sales roles in local, Asian, and global markets. This includes Marketing Director (Philippines), CCD Sales Director (Philippines), Global Brand Director (Dove), and Regional Marketing Director (Asean). She is currently a member of the Board of Directors for the Danone-URC and Vitasoy-URC Joint Ventures. She obtained her Bachelor of Arts degree in Economics (Honors) from the Ateneo de Manila University where she graduated Magna Cum Laude.

The members of the Company's board of directors and executive officers can be reached at the address of its registered office at 8<sup>th</sup> Floor, Tera Tower, Bridgetowne, E. Rodriguez Jr. Avenue (C5 Road), Ugong Norte, Quezon City, Philippines.

*Involvement in Certain Legal Proceedings of Directors and Executive Officers*

None of the members of the Board of Directors and Executive Officers of the Company are involved in any criminal, bankruptcy or insolvency investigations or proceedings.

*Family Relationships*

- Mr. James L. Go is the brother of Mr. John L. Gokongwei, Jr.
- Mr. Lance Y. Gokongwei is the nephew of Mr. James L. Go.
- Mr. Patrick Henry C. Go is the nephew of Mr. James L. Go.
- Mr. Johnson Robert G. Go is the nephew of Mr. James L. Go.
- Ms. Anne Patricia C. Go is the niece of Mr. James L. Go.

**Item 11. Executive Compensation**

The following summarizes certain information regarding compensation paid or accrued during the last two (2) years and to be paid in the ensuing year to the Company's Directors and Executive Officers:

|   | Estimated – CY2021 |           |           |              | Actual      |              |
|---|--------------------|-----------|-----------|--------------|-------------|--------------|
|   | Salary             | Bonus     | Others    | Total        | CY 2020     | CY 2019      |
| CEO and four (4) most highly compensated executive officers | ₱103,251,734       | ₱500,000  | ₱250,000  | ₱104,001,734 | ₱98,225,927 | ₱126,233,743 |
| All officers and directors as a group unnamed               | 257,263,181        | 4,000,000 | 2,350,000 | 263,613,181  | 151,935,819 | 205,796,109  |

*Standard Arrangements*

There are no standard arrangements pursuant to which directors of the Company are compensated, or are to be compensated, directly or indirectly, for any services provided as a director for the last completed year and the ensuing year.



*Other Arrangements*

There are no other arrangements pursuant to which directors of the Company are compensated, or are to be compensated, directly or indirectly, for any services provided as a director for the last completed year and the ensuing year.

*Employment Contracts and Termination of Employment and Change-in-Control Arrangement*

There are no special employment contracts between the Corporation and the named executive officers.

There are no compensatory plans or arrangements with respect to a named executive officer.

*Warrants and Options Outstanding*

There are no outstanding warrants or options held by the Corporation's CEO, the named executive officers and all officers and directors as a group.

**Item 12. Security Ownership of Certain Beneficial Owners and Management**

**(1) Security Ownership of Certain Record and Beneficial Owners**

As of December 31, 2020, URC knows no one who beneficially owns in excess of 5% of URC's common stock except as set forth in the table below.

| <b>Title of Class</b> | <b>Names and addresses of record owners and relationship with the Corporation</b>  | <b>Name of beneficial owner and relationship with record owner</b> | <b>Citizenship</b> | <b>No. of Shares Held</b>   | <b>% to Total Outstanding</b> |
|-----------------------|--|--|--------------------|-----------------------------|-------------------------------|
| Common                | JGSHI<br>43/F Robinsons Equitable Tower, ADB Avenue corner Poveda Street, Ortigas Center, Pasig City<br>(stockholder)      | Same as record owner<br>(See Note 1)                               | Filipino           | 1,215,223,061               | 55.13%                        |
| Common                | PCD Nominee Corporation<br>(Non-Filipino)<br>G/F Makati Stock Exchange Bldg. 6767 Ayala Ave., Makati City<br>(stockholder) | PCD Participants and their clients<br>(See Note 2)                 | Non-Filipino       | 618,979,971<br>(See Note 3) | 28.08%                        |
| Common                | PCD Nominee Corporation<br>(Filipino)<br>G/F Makati Stock Exchange Bldg. 6767 Ayala Ave., Makati City<br>(stockholder)     | PCD Participants and their clients<br>(See Note 2)                 | Filipino           | 335,237,208<br>(See Note 3) | 15.21%                        |

1. The Chairman and the President are both empowered under the By-Laws of JGSHI to vote any and all shares owned by JGSHI, except as otherwise directed by the Board of Directors. The incumbent Chairman and Chief Executive Officer JGSHI are Mr. James L. Go and Mr. Lance Y. Gokongwei, respectively.

2. PCD Nominee Corporation is the registered owner of the shares in the books of the Corporation's transfer agent. PCD Nominee Corporation is a corporation wholly-owned by Philippine Depository and Trust Corporation, Inc. (formerly the Philippine Central Depository) ("PDTC"), whose sole purpose is to act as nominee and legal title holder of all shares of stock lodged in the PDTC. PDTC is a private corporation organized to establish a central depository in the Philippines and introduce scripless or book-entry trading in the Philippines. Under the current system of the PDTC, only participants (brokers and custodians) are recognized by PDTC as the beneficial owners of the lodged shares. Each beneficial owner of shares through his participant is the beneficial owner to the extent of the number of shares held by such participant in the records of the PCD Nominee.



3. Out of the PCD Nominee Corporation account, “The Hongkong and Shanghai Banking Corp. Ltd. - Clients’ Acct.” and “Deutsche Bank Manila - Clients A/C” hold for various trust accounts the following shares of the Corporation as of December 31, 2020:

|  | No. of shares | % to Outstanding |
|--|---------------|------------------|
| The Hongkong and Shanghai Banking Corp. Ltd. - Clients’ Acct | 358,216,744   | 16.25%           |
| Deutsche Bank Manila - Clients A/C                           | 188,391,811   | 8.55%            |
| Citibank N.A   | 136,066,021   | 6.17%            |

Voting instructions may be provided by the beneficial owners of the shares.

## (2) Security Ownership of Management

| Title of Class                                   | Name of beneficial Owner                                | Position  | Amount & nature of beneficial ownership | Citizenship | % to Total Outstanding |
|--|---|---|---|-------------|------------------------|
| Named Executive Officers <sup>1</sup>            |   |   |   |             |                        |
| Common   | 1. James L. Go  | Director, Chairman Emeritus                     | 1                                       | Filipino    | *                      |
| Common   | 2. Lance Y. Gokongwei                                   | Director, Chairman                              | 500,001                                 | Filipino    | 0.02%                  |
| Common   | 3. Irwin C. Lee   | Director, President and Chief Executive Officer | 200,001                                 | Filipino    | 0.01%                  |
|  | Sub-total   |   | 700,003                                 |             | 0.03%                  |
| Other Directors, Executive Officers and Nominees |   |   |   |             |                        |
| Common   | 4. Patrick Henry C. Go                                  | Director, Executive Vice President              | 45,540                                  | Filipino    | *                      |
| Common   | 5. Johnson Robert G. Go, Jr.                            | Director  | 1                                       | Filipino    | *                      |
| Common   | 6. Wilfrido E. Sanchez                                  | Director (Independent)                          | 1                                       | Filipino    | *                      |
| Common   | 7. Cesar V. Purisima                                    | Director (Independent)                          | 1                                       | Filipino    | *                      |
| Common   | 8. Christine Marie B. Angco                             | Director (Independent)                          | 1                                       | Singaporean | *                      |
| Common   | 9. Rizalina G. Mantaring                                | Director (Independent)                          | 7,401                                   | Filipino    | *                      |
| Common   | 10. Michael P. Liwanag                                  | Senior Vice President                           | 25,000                                  | Filipino    | *                      |
| Common   | 11. Anne Patricia C. Go                                 | Vice President                                  | 8,855                                   | Filipino    | *                      |
| Common   | 12. Anna Milagros D. David                              | Chief Marketing Officer                         | 49,630                                  | Filipino    | *                      |
|  | Sub-total   |   | 136,430                                 |             | 0.01%                  |
|  | All directors and executive officers as a group unnamed |   | 836,433                                 |             | 0.04%                  |

<sup>1</sup> As defined under Part IV (B) (1) (b) of Annex “C” of SRC Rule 12, the “named executive officers” to be listed refer to the Chief Executive Officer and those that are the four (4) most highly compensated executive officers as of December 31, 2020.

\* less than 0.01%

## (3) Voting Trust Holders of 5% or more

There are no persons holding more than 5% of a class under a voting trust or similar agreement.

## Item 13. Certain Relationships and Related Transactions

The Company, in its regular conduct of business, had engaged in transactions with its major stockholder, JGSHI and its affiliated companies. See Note 34 (Related Party Transactions) of the Notes to Consolidated Financial Statements (page 138) in the accompanying Audited Financial Statements filed as part of this Form 17-A.



## **PART IV – CORPORATE GOVERNANCE AND SUSTAINABILITY REPORT**

### **Item 14. A Corporate Governance**

The Group adheres to the principles and practices of good corporate governance, as embodied in its Corporate Governance Manual, Code of Ethics and related SEC Circulars. Continuous improvement and monitoring of governance and management policies have been undertaken to ensure that the Group observes good governance and management practices. This is to assure the shareholders that the Group conducts its business with the highest level of integrity, transparency and accountability.

The Group likewise consistently strives to raise its financial reporting standards by adopting and implementing prescribed Philippine Financial Reporting Standards (PFRSs).

### **Item 14. B Sustainability Report**

Refer to attached Sustainability Report.

## **PART V - EXHIBITS AND SCHEDULES**

### **Item 15. Exhibits and Reports on SEC Form 17-C**

- (a) Exhibits - See accompanying Index to Exhibits (page 39)
- (b) Reports on SEC Form 17-C



**UNIVERSAL ROBINA CORPORATION  
LIST OF CORPORATE DISCLOSURES/REPLIES TO SEC LETTERS  
UNDER SEC FORM 17-C  
JUNE 1, 2020 TO DECEMBER 31, 2020**

| <b>Date of Disclosure</b> | <b>Description</b>  |
|---------------------------|---|
| June 1, 2020              | Press release entitled "URC to purchase RHI assets"   |
| June 4, 2020              | Disclosure on acquisition of assets in La Carlota City, Negros Occidental                               |
| June 5, 2020              | Change in shareholdings of Directors and Principal Officers - Acquisition of shares by Mr. Irwin C. Lee |
| July 17, 2020             | Disclosure on the Amendment to the Articles of Incorporation  |
| July 31, 2020             | Press release entitled "URC Q2 earnings surge +76%"   |
| August 13, 2020           | Disclosure on appointment of Chairman and members of the board committees of URC                        |
| August 13, 2020           | Change in Directors and/or Officers – Appointment of independent directors                              |
| September 7, 2020         | [Amended-1] Disclosure on acquisition of assets in La Carlota City, Negros Occidental                   |
| September 30, 2020        | [Amended-2] Disclosure on acquisition of assets in La Carlota City, Negros Occidental                   |
| September 30, 2020        | Change in Directors and/or Officers – Cessation of term and appointment of officers                     |
| October 12, 2020          | Change in Directors and/or Officers – Appointment of an officer   |
| October 15, 2020          | Change in Directors and/or Officers - Cessation of term and appointment of officers                     |
| October 19, 2020          | [Amended-1] Change in Directors and/or Officers - Cessation of term and appointment of officers         |
| October 22, 2020          | Press release entitled "URC net income up 12% amidst pandemic challenge"                                |





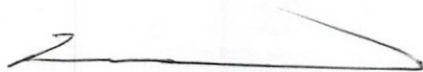
**SIGNATURES**

Pursuant to the requirements of Section 17 of the SRC and Section 141 of the Corporation Code, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized, in the City of Quezon on the 6th of April, 2021.

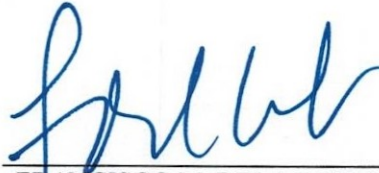
**UNIVERSAL ROBINA CORPORATION**  
Issuer

Pursuant to the requirements of the Securities Regulation Code, this annual report has been signed by the following persons in the capacities and on the dates indicated.

By:



IRWIN C. LEE  
President and Chief Executive Officer  
Date April 6, 2021



FRANCISCO M. DEL MUNDO  
Chief Financial Officer  
Date April 5, 2021



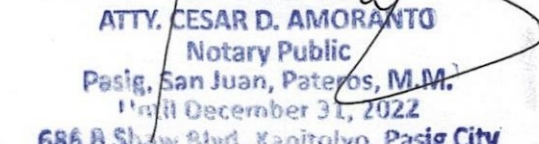
MA. CECILIA H. FERNANDEZ-  
ESTAVILLO  
Corporate Secretary  
Date April 5, 2021

APR 06 2021

SUBSCRIBED AND SWORN to before me this \_\_\_ day of April, 2021 affiants exhibiting to me his/their Community Tax Certificates, as follows:

| <b>NAMES</b>                       | <b>DOCUMENT NO.</b>       | <b>DATE OF ISSUE</b> | <b>PLACE OF ISSUE</b> |
|------------------------------------|---------------------------|----------------------|-----------------------|
| Irwin C. Lee                       | Passport No.<br>P8857404A | 09.23.18             | Manila                |
| Francisco M. Del Mundo             | Passport No.<br>P9624564A | 11.20.18             | Manila                |
| Ma. Cecilia H. Fernandez-Estavillo | Passport No<br>P5542345A  | 01.06.18             | NCR Central           |

Doc. No. 363  
Page No. 74  
Book No. 192  
Series of 2021.

  
**ATTY. CESAR D. AMORANTO**  
Notary Public  
Pasig, San Juan, Pateros, M.M.  
Until December 31, 2022  
686 B Shaw Blvd, Kapitolyo, Pasig City  
PTR No. S242795 Jan. 4, 2021  
IBP No. 131122 Oct. 23, 2020 Roll No. 6637  
MCLE EXEMPT - Unit April 14, 2022  
Appointment No. 18 (2021-2022)

**UNIVERSAL ROBINA CORPORATION AND SUBSIDIARIES**  
**INDEX TO FINANCIAL STATEMENTS AND SUPPLEMENTARY SCHEDULES**  
**FORM 17- A, Item 7**

|   | <b>Page No.</b>  |
|---|------------------|
| <b>Consolidated Financial Statements</b>  |                  |
| Statement of Management’s Responsibility for Financial Statements   | <b>40</b>        |
| Report of Independent Auditors  | <b>41 -45</b>    |
| Consolidated Statements of Financial Position as of December 31, 2020 and 2019  | <b>46 - 47</b>   |
| Consolidated Statements of Income for each of the three years in the period ended December 31, 2020   | <b>48</b>        |
| Consolidated Statements of Comprehensive Income for each of the three years in the period ended December 31, 2020   | <b>49</b>        |
| Consolidated Statements of Changes in Equity for each of the three years in the period ended December 31, 2020  | <b>50</b>        |
| Consolidated Statements of Cash Flows for each of the three years in the period ended December 31, 2020   | <b>51 - 52</b>   |
| Notes to Consolidated Financial Statements  | <b>53 - 152</b>  |
| <b>Supplementary Schedule</b>   |                  |
| Report of Independent Auditors on Supplementary Schedules   | <b>153</b>       |
| A. Financial Assets   | <b>154</b>       |
| B. Amounts Receivable from Directors, Officers, Employees, Related Parties and Principal Stockholders (Other than Related Parties)  | <b>155</b>       |
| C. Amounts Receivable from Related Parties which are Eliminated during the Consolidation of Financial Statements  | <b>156</b>       |
| D. Intangible assets - other assets   | <b>157</b>       |
| E. Long-term Debt   | <b>158</b>       |
| F. Indebtedness to Related Parties (Long-term Loans from Related Parties) Guarantees of Securities of Other Issuers   | <b>159</b>       |
| G. Guarantees of Securities and Other Issuers   | <b>160</b>       |
| H. Capital Stock  | <b>161</b>       |
| List of PFRS effective as of December 31, 2020  | <b>162 - 168</b> |
| Organizational Chart  | <b>169 - 172</b> |
| Report of Independent Auditors on Supplementary Schedules   | <b>173</b>       |
| Schedule of Financial Soundness Indicators  | <b>174</b>       |
| Schedule of Retained Earnings Available for Dividend Declaration  | <b>175</b>       |
| * Not applicable per section 1(b) (xii), 2(e) and 2 (I) of SRC Rule 68  |                  |
| ** These schedules, which are required by Section 4(e) of SRC Rule 68, have been omitted because they are either not required, not applicable or the information required to be presented is included/shown in the related URC & Subsidiaries’ consolidated financial statements or in the notes thereto. |                  |





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

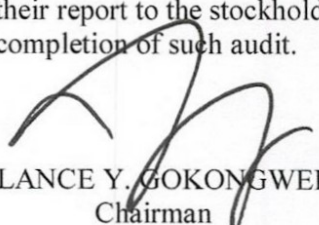
The management of Universal Robina Corporation and Subsidiaries (the Group) is responsible for the preparation and fair presentation of the consolidated financial statements, including the schedules attached therein, for the years ended December 31, 2020, 2019 and 2018, in accordance with the prescribed financial reporting framework indicated therein, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.


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


The Board of Directors is responsible for overseeing the Group's financial reporting process.

The Board of Directors reviews and approves the consolidated financial statements, including the schedules attached therein, and submits the same to the stockholders.

Sycip, Gorres, Velayo and Co., the independent auditors appointed by the stockholders, have audited the consolidated financial statements in accordance with Philippine Standards on Auditing, and in their report to the stockholders, have expressed their opinion on the fairness of presentation upon completion of such audit.

  
LANCE Y. GOKONGWEI  
Chairman

  
IRWIN C. LEE  
President and  
Chief Executive Officer

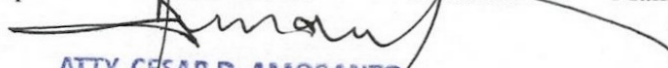
  
FRANCISCO M. DEL MUNDO  
Chief Financial Officer

APR 06 2021

SUBSCRIBED AND SWORN to before me this \_\_\_\_ day of April, 2021 affiant(s) exhibiting to me the following documents as follows:

| NAMES                  | DOCUMENT TYPE | DOCUMENT NUMBER | DATE OF ISSUE | PLACE OF ISSUE |
|------------------------|---------------|-----------------|---------------|----------------|
| Lance Y. Gokongwei     | CTC           | 06944415        | 02.09.21      | Pasig City     |
| Irwin C. Lee           | Passport      | P8857404A       | 09.23.18      | Manila         |
| Francisco M. Del Mundo | Passport      | P9624564A       | 11.20.18      | Manila         |

Doc No. 365  
Page No. 74  
Book No. 192  
Series of 2021

  
ATTY. CESAR D. AMORANTO  
Notary Public  
Pasig, San Juan, Pateros, D.M.  
Until December 31, 2022  
686 B Shaw Blvd. Kapitolyo, Pasig City  
PTR No. S242795 Jan. 4, 2021  
I&P No. 131122 Oct. 23, 2020 Roll No. 6637  
MCLE EXEMPT - Unit April 14, 2022  
Appointment No. 18 (2021-2022)

- 41 -

## INDEPENDENT AUDITOR'S REPORT

The Stockholders and the Board of Directors  
Universal Robina Corporation  
8th Floor, Tera Tower, Bridgetowne  
E. Rodriguez, Jr. Avenue (C5 Road)  
Ugong Norte, Quezon City, Metro Manila

### Opinion

We have audited the consolidated financial statements of Universal Robina Corporation and its subsidiaries (the Group), which comprise the consolidated statements of financial position as at December 31, 2020 and 2019, and the consolidated statements of income, consolidated statements of comprehensive income, consolidated statements of changes in equity and consolidated statements of cash flows for each of the three years in the period ended December 31, 2020 and the notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as at December 31, 2020 and 2019, and its consolidated financial performance and its consolidated cash flows for each of the three years in the period ended December 31, 2020 in accordance with Philippine Financial Reporting Standards (PFRSs).

### Basis for Opinion

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

### Key Audit Matters

A key audit matter is one that, in our professional judgment, was of most significance in our audit of the consolidated financial statements of the current period. The matter below was addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on this matter. The description of how our audit addressed the matter is provided in that context.



We have fulfilled the responsibilities described in the *Auditor's Responsibilities for the Audit of the Consolidated Financial Statements* section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the consolidated financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying consolidated financial statements.

### ***Recoverability of Goodwill and Intangible Assets***

Under Philippine Accounting Standard (PAS) 36, *Impairment of Assets*, the Group is required to perform annual impairment tests on its goodwill and intangible assets with indefinite useful lives. The annual impairment test is significant to our audit because: (a) the balances of goodwill and intangible assets with indefinite useful lives are material to the consolidated financial statements; and (b) the determination of the recoverable amount of the cash-generating units (CGUs) to which goodwill is attributed, and as it relates to the other intangible assets with indefinite useful lives, involves significant management judgment and assumptions about the future results of business.

As of December 31, 2020, the Group's goodwill attributable to the acquisition of Consolidated Snacks, Pty. Ltd., Griffin's Food Limited and other acquired entities amounted to ₱31.2 billion. The Group's intangible assets with indefinite useful lives consist of brands and trademarks and product formulation amounting to ₱9.4 billion and ₱0.5 billion, respectively. The significant assumptions used in determining the recoverable amounts of these assets, specifically revenue growth rate, discount rate and the terminal growth rate that are applied to the cash flow forecasts, are subject to higher level of estimation uncertainty due to the current economic conditions as impacted by the coronavirus pandemic.

The Group's disclosures about goodwill and other intangible assets with indefinite lives are included in Notes 3 and 15 to the consolidated financial statements.

### ***Audit response***

We involved our internal specialists in evaluating the methodologies and the assumptions used in the value in use calculations. These assumptions include revenue growth rate, discount rate and the terminal growth rate. We compared the key assumptions used against the historical performance of the cash generating unit (CGU), industry/market outlook and other relevant external data. We also assessed the reasonableness of the discount rate used by comparing these against entities with similar risk profiles and market information. In all cases as applicable, we considered the impact associated with the coronavirus pandemic. We also reviewed the Group's disclosures about those assumptions to which the outcome of the impairment test is most sensitive, specifically those that have the most significant effect on the determination of the recoverable amount of goodwill and intangible assets with indefinite useful lives.

### **Other Information**

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



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

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

If, based on the work we have performed on the other information that we obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

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

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

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

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

### **Auditor's Responsibilities for the Audit of the Consolidated Financial Statements**

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

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

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.



- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the audit. We remain solely responsible for our audit opinion.

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

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

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





The engagement partner on the audit resulting in this independent auditor's report is Miguel U. Ballelos, Jr.

SYCIP GORRES VELAYO & CO.

*Miguel U. Ballelos Jr.*

Miguel U. Ballelos, Jr.

Partner

CPA Certificate No. 109950

SEC Accreditation No. 1566-AR-1 (Group A),

April 3, 2019, valid until April 2, 2022

Tax Identification No. 241-031-088

BIR Accreditation No. 08-001998-114-2019,

January 28, 2019, valid until January 27, 2022

PTR No. 8534220, January 4, 2021, Makati City

April 5, 2021



**UNIVERSAL ROBINA CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**

|  | December 31             |                         |
|--|-------------------------|-------------------------|
|  | 2020                    | 2019                    |
| <b>ASSETS</b>  |                         |                         |
| <b>Current Assets</b>  |                         |                         |
| Cash and cash equivalents (Note 7)                             | ₱18,865,392,462         | ₱20,484,260,858         |
| Financial assets at fair value through profit or loss (Note 8) | 426,510,677             | 414,899,618             |
| Receivables (Note 10)  | 16,596,264,658          | 15,998,957,924          |
| Inventories (Note 11)  | 26,254,330,867          | 24,374,509,971          |
| Biological assets (Note 14)                                    | 99,919,468              | 733,435,525             |
| Other current assets (Note 12)                                 | 3,320,420,392           | 2,838,568,366           |
|  | <b>65,562,838,524</b>   | <b>64,844,632,262</b>   |
| <b>Noncurrent Assets</b>                                       |                         |                         |
| Property, plant and equipment (Note 13)                        | 58,989,613,043          | 54,626,409,715          |
| Right-of-use assets (Note 36)                                  | 6,015,980,376           | 3,613,579,513           |
| Biological assets (Note 14)                                    | 134,331,929             | 224,128,072             |
| Goodwill (Note 15)   | 31,194,495,817          | 31,194,495,817          |
| Intangible assets (Note 15)                                    | 11,599,843,220          | 11,673,128,525          |
| Investments in joint ventures (Note 16)                        | 386,494,519             | 421,625,100             |
| Deferred tax assets (Note 32)                                  | 555,135,378             | 620,165,818             |
| Other noncurrent assets (Note 17)                              | 1,756,197,461           | 1,434,825,051           |
|  | <b>110,632,091,743</b>  | <b>103,808,357,611</b>  |
| <b>TOTAL ASSETS</b>  | <b>₱176,194,930,267</b> | <b>₱168,652,989,873</b> |
| <b>LIABILITIES AND EQUITY</b>                                  |                         |                         |
| <b>Current Liabilities</b>                                     |                         |                         |
| Accounts payable and other accrued liabilities (Note 19)       | ₱24,831,836,720         | ₱21,297,748,872         |
| Current portion of long-term debt (Notes 20 and 22)            | 17,838,897,236          | -                       |
| Short-term debts (Notes 18 and 22)                             | 2,668,790,196           | 3,848,485,273           |
| Trust receipts payable (Notes 11 and 22)                       | 7,454,089,371           | 8,747,355,847           |
| Income tax payable   | 392,320,487             | 535,595,909             |
| Lease liabilities - current portion (Note 36)                  | 481,895,880             | 504,164,127             |
|  | <b>53,667,829,890</b>   | <b>34,933,350,028</b>   |
| <b>Noncurrent Liabilities</b>                                  |                         |                         |
| Long-term debts (Notes 20 and 22)                              | 13,498,653,900          | 30,386,077,608          |
| Deferred tax liabilities (Note 32)                             | 3,800,923,112           | 3,880,163,558           |
| Lease liabilities - net of current portion (Note 36)           | 6,196,660,683           | 3,216,854,082           |
| Other noncurrent liabilities (Notes 16 and 21)                 | 1,246,700,748           | 1,052,042,403           |
|  | <b>24,742,938,443</b>   | <b>38,535,137,651</b>   |
|  | <b>78,410,768,333</b>   | <b>73,468,487,679</b>   |

(Forward)



|   | <b>December 31</b>      |                  |
|---|-------------------------|------------------|
|   | <b>2020</b>             | <b>2019</b>      |
| <b>Equity</b>   |                         |                  |
| Equity attributable to equity holders of the parent       |                         |                  |
| Paid-up capital (Note 22)                                 | <b>₱23,422,134,732</b>  | ₱23,422,134,732  |
| Retained earnings (Note 22)                               | <b>70,448,067,424</b>   | 66,644,456,817   |
| Other comprehensive income (Note 23)                      | <b>1,734,016,815</b>    | 3,229,388,251    |
| Equity reserve (Note 22)                                  | <b>(2,665,824,256)</b>  | (2,665,824,256)  |
| Treasury shares (Note 22)                                 | <b>(679,489,868)</b>    | (679,489,868)    |
|   | <b>92,258,904,847</b>   | 89,950,665,676   |
| Equity attributable to non-controlling interest (Note 22) | <b>5,525,257,087</b>    | 5,233,836,518    |
|   | <b>97,784,161,934</b>   | 95,184,502,194   |
| <b>TOTAL LIABILITIES AND EQUITY</b>                       | <b>₱176,194,930,267</b> | ₱168,652,989,873 |

*See accompanying Notes to Consolidated Financial Statements.*



**UNIVERSAL ROBINA CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF INCOME**

|  | Years Ended December 31 |                  |                  |
|--|-------------------------|------------------|------------------|
|  | 2020                    | 2019             | 2018             |
| <b>SALE OF GOODS AND SERVICES</b> (Notes 24 and 34)  | <b>₱133,140,081,384</b> | ₱134,174,527,579 | ₱127,769,949,329 |
| <b>COST OF SALES</b> (Note 24)   | <b>92,081,882,538</b>   | 93,861,929,762   | 90,332,569,341   |
| <b>GROSS PROFIT</b>  | <b>41,058,198,846</b>   | 40,312,597,817   | 37,437,379,988   |
| Selling and distribution costs (Note 25)   | <b>(19,335,833,380)</b> | (19,827,312,084) | (18,719,558,853) |
| General and administrative expenses (Note 26)  | <b>(5,675,209,103)</b>  | (5,473,328,075)  | (5,337,208,345)  |
| <b>OPERATING INCOME</b>  | <b>16,047,156,363</b>   | 15,011,957,658   | 13,380,612,790   |
| Finance costs (Note 30)  | <b>(1,440,491,530)</b>  | (1,669,869,069)  | (1,661,700,393)  |
| Net foreign exchange losses  | <b>(486,271,868)</b>    | (557,668,047)    | (174,658,640)    |
| Finance revenue (Note 29)  | <b>342,722,549</b>      | 327,611,502      | 359,281,191      |
| Market valuation gain (loss) on financial assets and liabilities at fair value through profit or loss - net (Note 8) | <b>136,239,105</b>      | (5,253,797)      | (35,424,289)     |
| Equity in net losses of joint ventures (Note 16)   | <b>(30,387,041)</b>     | (158,602,482)    | (132,407,965)    |
| Provision for credit and impairment losses (Notes 10, 11 and 15)   | <b>(32,583,003)</b>     | (2,211,403)      | (45,001,536)     |
| Other losses - net (Notes 13, 14, 17 and 19)   | <b>(780,100,168)</b>    | (1,049,552,732)  | (145,821,109)    |
| <b>INCOME BEFORE INCOME TAX</b>  | <b>13,756,284,407</b>   | 11,896,411,630   | 11,544,880,049   |
| <b>PROVISION FOR INCOME TAX</b> (Note 32)  | <b>2,131,681,697</b>    | 1,781,727,853    | 2,082,093,827    |
| <b>NET INCOME</b>  | <b>₱11,624,602,710</b>  | ₱10,114,683,777  | ₱9,462,786,222   |
| <b>NET INCOME ATTRIBUTABLE TO:</b>   |                         |                  |                  |
| Equity holders of the parent (Note 33)   | <b>₱10,746,720,491</b>  | ₱9,772,121,586   | ₱9,204,306,540   |
| Non-controlling interests (Notes 16 and 22)  | <b>877,882,219</b>      | 342,562,191      | 258,479,682      |
|  | <b>₱11,624,602,710</b>  | ₱10,114,683,777  | ₱9,462,786,222   |
| <b>EARNINGS PER SHARE</b> (Note 33)  |                         |                  |                  |
| Basic/diluted, for income attributable to equity holders of the parent   | <b>₱4.88</b>            | ₱4.43            | ₱4.18            |

*See accompanying Notes to Consolidated Financial Statements.*



**UNIVERSAL ROBINA CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

|   | Years Ended December 31 |                        |                        |
|---|-------------------------|------------------------|------------------------|
|   | 2020                    | 2019                   | 2018                   |
| <b>NET INCOME</b>   | <b>₱11,624,602,710</b>  | <b>₱10,114,683,777</b> | <b>₱9,462,786,222</b>  |
| <b>OTHER COMPREHENSIVE INCOME (LOSS)</b>  |                         |                        |                        |
| <i>Items to be reclassified to profit or loss in subsequent periods, net of tax:</i>                          |                         |                        |                        |
| Cumulative translation adjustments (Note 23)  | (1,566,642,568)         | 1,197,749,346          | 1,630,309,574          |
| Unrealized loss on cash flow hedge (Notes 9 and 23)   | (31,878,965)            | (4,600,119)            | (3,336,554)            |
|   | <b>(1,598,521,533)</b>  | <b>1,193,149,227</b>   | <b>1,626,973,020</b>   |
| <i>Item not to be reclassified to profit or loss in subsequent periods:</i>                                   |                         |                        |                        |
| Remeasurement gain (loss) on defined benefit plans (Notes 23 and 31)  | (203,848,275)           | (471,116,684)          | 300,219,467            |
| Income tax effect   | 61,154,482              | 141,335,005            | (90,065,840)           |
| Unrealized gain (loss) on financial assets at fair value through other comprehensive income (Notes 17 and 23) | (890,000)               | 25,990,000             | 4,320,000              |
|   | <b>(143,583,793)</b>    | <b>(303,791,679)</b>   | <b>214,473,627</b>     |
| <b>OTHER COMPREHENSIVE INCOME (LOSS)</b>  | <b>(1,742,105,326)</b>  | <b>889,357,548</b>     | <b>1,841,446,647</b>   |
| <b>TOTAL COMPREHENSIVE INCOME</b>   | <b>₱9,882,497,384</b>   | <b>₱11,004,041,325</b> | <b>₱11,304,232,869</b> |
| <b>TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO:</b>  |                         |                        |                        |
| Equity holders of the parent  | ₱9,251,349,055          | ₱10,666,943,309        | ₱11,046,721,446        |
| Non-controlling interests   | 631,148,329             | 337,098,016            | 257,511,423            |
|   | <b>₱9,882,497,384</b>   | <b>₱11,004,041,325</b> | <b>₱11,304,232,869</b> |

*See accompanying Notes to Consolidated Financial Statements.*



**UNIVERSAL ROBINA CORPORATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**

|   | Attributable to Equity Holders of the Parent |                            |                        |                                  |                                |                         |   |   |  |  |   |                         |                          |                           |   |                        |
|---|--|----------------------------|------------------------|----------------------------------|--------------------------------|-------------------------|---|---|--|--|---|-------------------------|--------------------------|---------------------------|---|------------------------|
|   | Paid-up Capital (Note 22)                    |                            |                        | Retained Earnings (Note 22)      |                                |                         | Other Comprehensive Income (Loss) (Note 23) |   |  |  |   |                         | Equity Reserve (Note 22) | Treasury Shares (Note 22) | Equity Attributable to Non-controlling Interest (Notes 16 and 23) | Total Equity           |
|   | Capital Stock                                | Additional Paid-in Capital | Total Paid-up Capital  | Unappropriated Retained Earnings | Appropriated Retained Earnings | Total Retained Earnings | Cumulative Translation Adjustments          | Net Unrealized Gain (Loss) on Financial Assets at FVOCI (Note 17) | Unrealized Gain (Loss) on Cash Flow Hedge (Note 9) | Remeasurement Gain (Loss) on Defined Benefit Plans | Total Other Comprehensive Income (Loss) |                         |                          |                           |   |                        |
| <b>Balances as at January 1, 2020</b>                       | <b>₱2,230,160,190</b>                        | <b>₱21,191,974,542</b>     | <b>₱23,422,134,732</b> | <b>₱64,644,456,817</b>           | <b>₱2,000,000,000</b>          | <b>₱66,644,456,817</b>  | <b>₱3,678,701,625</b>                       | <b>₱54,570,000</b>  | <b>₱-</b>  | <b>(₱503,883,374)</b>                              | <b>₱3,229,388,251</b>                   | <b>(₱2,665,824,256)</b> | <b>(₱679,489,868)</b>    | <b>₱89,950,665,676</b>    | <b>₱5,233,836,518</b>   | <b>₱95,184,502,194</b> |
| Net income for the year                                     | -  | -                          | -                      | 10,746,720,491                   | -                              | 10,746,720,491          | -   | -   | -  | -  | -                                       | -                       | -                        | 10,746,720,491            | 877,882,219   | 11,624,602,710         |
| Other comprehensive loss                                    | -  | -                          | -                      | -                                | -                              | -                       | (1,333,855,802)                             | (890,000)   | (19,127,379)                                       | (141,498,255)                                      | (1,495,371,436)                         | -                       | -                        | (1,495,371,436)           | (246,733,890)   | (1,742,105,326)        |
| <b>Total comprehensive income</b>                           | <b>-</b>                                     | <b>-</b>                   | <b>-</b>               | <b>10,746,720,491</b>            | <b>-</b>                       | <b>10,746,720,491</b>   | <b>(1,333,855,802)</b>                      | <b>(890,000)</b>  | <b>(19,127,379)</b>                                | <b>(141,498,255)</b>                               | <b>(1,495,371,436)</b>                  | <b>-</b>                | <b>-</b>                 | <b>9,251,349,055</b>      | <b>631,148,329</b>  | <b>9,882,497,384</b>   |
| Cash dividends (Note 22)                                    | -  | -                          | -                      | (6,943,109,884)                  | -                              | (6,943,109,884)         | -   | -   | -  | -  | -                                       | -                       | -                        | (6,943,109,884)           | (343,000,000)   | (7,286,109,884)        |
| Acquisition of new subsidiary                               | -  | -                          | -                      | -                                | -                              | -                       | -   | -   | -  | -  | -                                       | -                       | -                        | -                         | -   | -                      |
| Reversal of appropriation of retained earnings (Note 22)    | -  | -                          | -                      | 2,000,000,000                    | (2,000,000,000)                | -                       | -   | -   | -  | -  | -                                       | -                       | -                        | -                         | 3,272,240   | 3,272,240              |
| <b>Balances as at December 31, 2020</b>                     | <b>₱2,230,160,190</b>                        | <b>₱21,191,974,542</b>     | <b>₱23,422,134,732</b> | <b>₱70,448,067,424</b>           | <b>₱-</b>                      | <b>₱70,448,067,424</b>  | <b>₱2,344,845,823</b>                       | <b>₱53,680,000</b>  | <b>(₱19,127,379)</b>                               | <b>(₱645,381,629)</b>                              | <b>₱1,734,016,815</b>                   | <b>(₱2,665,824,256)</b> | <b>(₱679,489,868)</b>    | <b>₱92,258,904,847</b>    | <b>₱5,525,257,087</b>   | <b>₱97,784,161,934</b> |
| Balances as at January 1, 2019, as previously reported      | ₱2,230,160,190                               | ₱21,191,974,542            | ₱23,422,134,732        | ₱61,789,482,388                  | ₱2,000,000,000                 | ₱63,789,482,388         | ₱2,480,952,279                              | ₱28,580,000   | ₱4,600,119   | (₱179,565,870)                                     | ₱2,334,566,528                          | (₱5,075,466,405)        | (₱679,489,868)           | ₱83,791,227,375           | ₱202,251,895  | ₱83,993,479,270        |
| Effect of adoption of sugar revenue recognition – PFRS 15   | -  | -                          | -                      | 25,962,727                       | -                              | 25,962,727              | -   | -   | -  | -  | -                                       | -                       | -                        | 25,962,727                | -   | 25,962,727             |
| Balances as at January 1, 2019, as restated                 | 2,230,160,190                                | 21,191,974,542             | 23,422,134,732         | 61,815,445,115                   | 2,000,000,000                  | 63,815,445,115          | 2,480,952,279                               | 28,580,000  | 4,600,119  | (179,565,870)                                      | 2,334,566,528                           | (5,075,466,405)         | (679,489,868)            | 83,817,190,102            | 202,251,895   | 84,019,441,997         |
| Net income for the year                                     | -  | -                          | -                      | 9,772,121,586                    | -                              | 9,772,121,586           | -   | -   | -  | -  | -                                       | -                       | -                        | 9,772,121,586             | 342,562,191   | 10,114,683,777         |
| Other comprehensive income (loss)                           | -  | -                          | -                      | -                                | -                              | -                       | 1,197,749,346                               | 25,990,000  | (4,600,119)  | (324,317,504)                                      | 894,821,723                             | -                       | -                        | 894,821,723               | (5,464,175)   | 889,357,548            |
| <b>Total comprehensive income</b>                           | <b>-</b>                                     | <b>-</b>                   | <b>-</b>               | <b>9,772,121,586</b>             | <b>-</b>                       | <b>9,772,121,586</b>    | <b>1,197,749,346</b>                        | <b>25,990,000</b>   | <b>(4,600,119)</b>                                 | <b>(324,317,504)</b>                               | <b>894,821,723</b>                      | <b>-</b>                | <b>-</b>                 | <b>10,666,943,309</b>     | <b>337,098,016</b>  | <b>11,004,041,325</b>  |
| Cash dividends (Note 22)                                    | -  | -                          | -                      | (6,943,109,884)                  | -                              | (6,943,109,884)         | -   | -   | -  | -  | -                                       | -                       | -                        | (6,943,109,884)           | (294,000,000)   | (7,237,109,884)        |
| Gain from sale of equity interest in a subsidiary (Note 22) | -  | -                          | -                      | -                                | -                              | -                       | -   | -   | -  | -  | -                                       | 2,409,642,149           | -                        | 2,409,642,149             | 4,988,486,607   | 7,398,128,756          |
| <b>Balances as at December 31, 2019</b>                     | <b>₱2,230,160,190</b>                        | <b>₱21,191,974,542</b>     | <b>₱23,422,134,732</b> | <b>₱64,644,456,817</b>           | <b>₱2,000,000,000</b>          | <b>₱66,644,456,817</b>  | <b>₱3,678,701,625</b>                       | <b>₱54,570,000</b>  | <b>₱-</b>  | <b>(₱503,883,374)</b>                              | <b>₱3,229,388,251</b>                   | <b>(₱2,665,824,256)</b> | <b>(₱679,489,868)</b>    | <b>₱89,950,665,676</b>    | <b>₱5,233,836,518</b>   | <b>₱95,184,502,194</b> |
| Balances as at January 1, 2018, as previously reported      | ₱2,227,638,933                               | ₱20,856,143,110            | ₱23,083,782,043        | ₱58,743,842,044                  | ₱4,500,000,000                 | ₱63,243,842,044         | ₱850,642,705                                | ₱24,260,000   | ₱7,936,673   | (₱390,687,756)                                     | ₱492,151,622                            | (₱5,075,466,405)        | (₱341,137,179)           | ₱81,403,172,125           | ₱282,840,472  | ₱81,686,012,597        |
| Effect of adoption of new accounting standard – PFRS 9      | -  | -                          | -                      | (1,715,556,312)                  | -                              | (1,715,556,312)         | -   | -   | -  | -  | -                                       | -                       | -                        | (1,715,556,312)           | -   | (1,715,556,312)        |
| Balances as at January 1, 2018, as restated                 | 2,227,638,933                                | 20,856,143,110             | 23,083,782,043         | 57,028,285,732                   | 4,500,000,000                  | 61,528,285,732          | 850,642,705                                 | 24,260,000  | 7,936,673  | (390,687,756)                                      | 492,151,622                             | (5,075,466,405)         | (341,137,179)            | 79,687,615,813            | 282,840,472   | 79,970,456,285         |
| Net income for the year                                     | -  | -                          | -                      | 9,204,306,540                    | -                              | 9,204,306,540           | -   | -   | -  | -  | -                                       | -                       | -                        | 9,204,306,540             | 258,479,682   | 9,462,786,222          |
| Other comprehensive income (loss)                           | -  | -                          | -                      | -                                | -                              | -                       | 1,630,309,574                               | 4,320,000   | (3,336,554)  | 211,121,886  | 1,842,414,906                           | -                       | -                        | 1,842,414,906             | (968,259)   | 1,841,446,647          |
| <b>Total comprehensive income</b>                           | <b>-</b>                                     | <b>-</b>                   | <b>-</b>               | <b>9,204,306,540</b>             | <b>-</b>                       | <b>9,204,306,540</b>    | <b>1,630,309,574</b>                        | <b>4,320,000</b>  | <b>(3,336,554)</b>                                 | <b>211,121,886</b>                                 | <b>1,842,414,906</b>                    | <b>-</b>                | <b>-</b>                 | <b>11,046,721,446</b>     | <b>257,511,423</b>  | <b>11,304,232,869</b>  |
| Cash dividends (Note 22)                                    | -  | -                          | -                      | (6,943,109,884)                  | -                              | (6,943,109,884)         | -   | -   | -  | -  | -                                       | -                       | -                        | (6,943,109,884)           | (338,100,000)   | (7,281,209,884)        |
| Issuance of shares (purchase of treasury shares) (Note 22)  | 2,521,257                                    | 335,831,432                | 338,352,689            | -                                | -                              | -                       | -   | -   | -  | -  | -                                       | -                       | (338,352,689)            | -                         | -   | -                      |
| Reversal of appropriation of retained earnings (Note 22)    | -  | -                          | -                      | 2,500,000,000                    | (2,500,000,000)                | -                       | -   | -   | -  | -  | -                                       | -                       | -                        | -                         | -   | -                      |
| <b>Balances as at December 31, 2018</b>                     | <b>₱2,230,160,190</b>                        | <b>₱21,191,974,542</b>     | <b>₱23,422,134,732</b> | <b>₱61,789,482,388</b>           | <b>₱2,000,000,000</b>          | <b>₱63,789,482,388</b>  | <b>₱2,480,952,279</b>                       | <b>₱28,580,000</b>  | <b>₱4,600,119</b>                                  | <b>(₱179,565,870)</b>                              | <b>₱2,334,566,528</b>                   | <b>(₱5,075,466,405)</b> | <b>(₱679,489,868)</b>    | <b>₱83,791,227,375</b>    | <b>₱202,251,895</b>   | <b>₱83,993,479,270</b> |

See accompanying Notes to Consolidated Financial Statements.



**UNIVERSAL ROBINA CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**

|   | <b>Years Ended December 31</b> |                 |                 |
|---|--------------------------------|-----------------|-----------------|
|   | <b>2020</b>                    | 2019            | 2018            |
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>   |                                |                 |                 |
| Income before income tax  | <b>₱13,756,284,407</b>         | ₱11,896,411,630 | ₱11,544,880,049 |
| Adjustments for:  |                                |                 |                 |
| Depreciation and amortization (Note 27)   | <b>7,364,956,117</b>           | 7,310,056,927   | 6,369,775,844   |
| Finance costs (Note 30)   | <b>1,440,491,530</b>           | 1,669,869,069   | 1,600,072,501   |
| Net foreign exchange losses   | <b>486,271,868</b>             | 557,668,047     | 174,658,640     |
| Finance revenue (Note 29)   | <b>(342,722,549)</b>           | (327,611,502)   | (359,281,191)   |
| Loss (gain) arising from changes in fair value less<br>estimated costs to sell of biological assets (Note 14) | <b>(37,039,948)</b>            | 70,184,825      | 467,471,975     |
| Equity in net losses of joint ventures (Note 16)  | <b>30,387,041</b>              | 158,602,482     | 132,407,965     |
| Loss (gain) on sale/disposals of property, plant and equipment<br>(Note 13)                                   | <b>3,151,000</b>               | 5,478,708       | (629,392,076)   |
| Market valuation loss (gain) on financial assets at fair value<br>through profit or loss (Note 8)             | <b>(136,239,105)</b>           | 5,253,797       | 35,424,289      |
| Provision for credit and impairment losses<br>(Notes 10, 11 and 15)   | <b>32,583,003</b>              | 2,211,403       | 45,001,536      |
| Unamortized debt issue costs recognized as expense on<br>pretermination of long-term debt (Notes 20 and 30)   | -                              | -               | 61,627,892      |
| Operating income before working capital changes   | <b>22,598,123,364</b>          | 21,348,125,386  | 19,442,647,424  |
| Decrease (increase) in:   |                                |                 |                 |
| Receivables   | <b>(1,608,936,413)</b>         | (2,318,944,164) | (921,314,586)   |
| Inventories   | <b>(2,046,782,286)</b>         | (2,368,577,423) | (3,704,007,347) |
| Biological assets   | <b>653,186,037</b>             | (27,562,723)    | (272,030)       |
| Other current assets  | <b>(98,416,313)</b>            | 845,787,837     | (634,703,473)   |
| Increase (decrease) in:   |                                |                 |                 |
| Accounts payable and other accrued liabilities  | <b>3,557,926,082</b>           | (1,273,079,149) | 1,781,140,708   |
| Trust receipts payable  | <b>(1,257,836,274)</b>         | 2,751,087,671   | 2,758,725,897   |
| Net cash generated from operations  | <b>21,797,264,197</b>          | 18,956,837,435  | 18,722,216,593  |
| Income taxes paid   | <b>(2,253,123,509)</b>         | (2,304,626,825) | (2,558,923,595) |
| Interest paid   | <b>(884,404,162)</b>           | (1,316,264,578) | (1,527,185,331) |
| Interest received   | <b>276,644,858</b>             | 274,971,649     | 359,587,480     |
| Net cash provided by operating activities   | <b>18,936,381,384</b>          | 15,610,917,681  | 14,995,695,147  |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>   |                                |                 |                 |
| Acquisitions of:  |                                |                 |                 |
| Property, plant and equipment (Note 13)   | <b>(6,690,489,884)</b>         | (8,988,692,240) | (8,641,730,098) |
| Asset acquisition (Note 13)   | <b>(4,446,205,366)</b>         | -               | -               |
| Investments in joint ventures (Note 16)   | -                              | (125,000,000)   | (406,841,074)   |
| Subsidiary, net of cash acquired (Note 16)  | -                              | -               | (173,995,570)   |
| Intangible assets (Note 15)   | -                              | -               | (11,234,200)    |
| Proceeds from sale/disposal of:   |                                |                 |                 |
| Property, plant and equipment (Note 13)   | <b>41,083,408</b>              | 30,934,961      | 691,614,716     |
| Financial assets at fair value through profit or loss   | <b>25,750</b>                  | -               | -               |
| Business without loss of control (Note 22)  | -                              | 7,204,512,000   | -               |
| Decrease (increase) in other noncurrent assets  | <b>(321,475,301)</b>           | 108,994,799     | (170,240,967)   |
| Dividends received (Note 8)   | <b>64,605,739</b>              | 16,151,435      | 32,302,870      |
| Net cash used in investing activities   | <b>(11,352,455,654)</b>        | (1,753,099,045) | (8,680,124,323) |

(Forward)



|   | <b>Years Ended December 31</b> |                 |                  |
|---|--------------------------------|-----------------|------------------|
|   | <b>2020</b>                    | <b>2019</b>     | <b>2018</b>      |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>                 |                                |                 |                  |
| Repayments of:  |                                |                 |                  |
| Short-term debts (Notes 18 and 37)                          | <b>(₱3,202,003,095)</b>        | (₱771,313,583)  | (₱4,050,000,000) |
| Long-term debts (Notes 20 and 37)                           | -                              | -               | (15,356,761,921) |
| Proceeds from availments of:                                |                                |                 |                  |
| Short-term debts (Notes 18 and 37)                          | <b>2,125,000,000</b>           | 2,100,000,000   | 4,650,000,000    |
| Long-term debt (Note 20)                                    | -                              | -               | 14,226,028,915   |
| Principal portion of lease liabilities (Note 36)            | <b>(830,570,104)</b>           | (753,266,948)   | -                |
| Cash dividends paid (Note 22)                               | <b>(7,286,109,884)</b>         | (7,237,109,884) | (7,281,209,884)  |
| Increase (decrease) in other noncurrent liabilities         | <b>(9,111,043)</b>             | 265,030,725     | 21,956,187       |
| Net cash used in financing activities                       | <b>(9,202,794,126)</b>         | (6,396,659,690) | (7,789,986,703)  |
| <b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b> | <b>(1,618,868,396)</b>         | 7,461,158,946   | (1,474,415,879)  |
| <b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b>       | <b>20,484,260,858</b>          | 13,023,101,912  | 14,497,517,791   |
| <b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>             | <b>₱18,865,392,462</b>         | ₱20,484,260,858 | ₱13,023,101,912  |

*See accompanying Notes to Consolidated Financial Statements.*





## **UNIVERSAL ROBINA CORPORATION AND SUBSIDIARIES**

---

### **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

---

#### **1. Corporate Information**

Universal Robina Corporation (hereinafter referred to as “the Parent Company” or “URC”) was incorporated on September 28, 1954, domiciled in the Republic of the Philippines, and is listed in the Philippine Stock Exchange. On October 28, 2002, the Parent Company’s corporate life was extended for another 50 years or until September 28, 2054. The registered office address of the Parent Company is at 8th Floor Tera Tower, Bridgetowne, E. Rodriguez, Jr. Avenue (C5 Road), Ugong Norte, Quezon City, Metro Manila.

The Parent Company is a majority owned subsidiary of JG Summit Holdings, Inc. (“the Ultimate Parent Company” or “JGSHI”).

The Parent Company and its subsidiaries (hereinafter referred to as “the Group”) is one of the largest branded food products companies in the Philippines and has a strong presence in ASEAN markets. The Group is involved in a wide range of food-related businesses which are organized into three (3) business segments: (a) the branded consumer food segment which manufactures and distributes a diverse mix of salty snacks, chocolates, candies, biscuits, packed cakes, beverages, instant noodles and pasta; (b) the agro-industrial segment which engages in hog and poultry farming, production and distribution of animal health products and manufacture and distribution of animal feeds, glucose and soya bean products; and (c) the commodity food segment which engages in sugar milling and refining, flour milling and pasta manufacturing, and renewable energy development. The Parent Company also engages in the manufacture of bi-axially oriented polypropylene (BOPP) films for packaging companies and flexible packaging materials to cater various URC branded products. The Parent Company’s packaging business is included in the branded consumer food segment.

The operations of certain subsidiaries are registered with the Board of Investments (BOI) as preferred pioneer and nonpioneer activities. Under the terms of the registrations and subject to certain requirements, the Parent Company and certain subsidiaries are entitled to certain fiscal and non-fiscal incentives, including among others, an income tax holiday (ITH) for a period of three (3) years to seven (7) years from respective start dates of commercial operations (see Note 35).

The Group is also subject to certain regulations with respect to, among others, product composition, packaging, labeling, advertising and safety.

The principal activities of the Group are further described in Note 6.

---

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

##### Basis of Preparation

The accompanying consolidated financial statements of the Group have been prepared on a historical cost basis, except for financial assets at fair value through profit or loss (FVTPL), financial assets at fair value through other comprehensive income (FVOCI) and derivative financial instruments that have been measured at fair value, inventories that have been measured at lower of cost and net realizable value (NRV) and biological assets and agricultural produce that have been measured at fair value less estimated costs to sell.



The consolidated financial statements of the Group are presented in Philippine Peso. The functional and presentation currency of the Parent Company and its Philippine subsidiaries is the Philippine Peso. All values are rounded to the nearest peso except when otherwise stated.

The functional currencies of the Group's consolidated foreign subsidiaries follow:

| Subsidiaries   | Country of Incorporation | Functional Currency |
|--|--------------------------|---------------------|
| URC Asean Brands Co. Ltd. (UABCL)                      | British Virgin Islands   | US Dollar           |
| Hong Kong China Foods Co. Ltd. (HCFCL)                 | - do -                   | - do -              |
| URC International Co. Ltd. (URCICL)                    | - do -                   | - do -              |
| URC Oceania Co. Ltd. (URC Oceania)                     | - do -                   | - do -              |
| Shanghai Peggy Foods Co., Ltd.<br>(Shanghai Peggy)     | China                    | Chinese Renminbi    |
| URC China Commercial Co. Ltd. (URCCCL)                 | - do -                   | - do -              |
| Xiamen Tongan Pacific Food Co., Ltd.                   | - do -                   | - do -              |
| Guangzhou Peggy Foods Co., Ltd.                        | - do -                   | - do -              |
| Shantou SEZ Shanfu Foods Co., Ltd.                     | - do -                   | - do -              |
| Jiangsu Acesfood Industrial Co., Ltd.                  | - do -                   | - do -              |
| Shantou Peggy Co. Ltd.                                 | - do -                   | - do -              |
| URC Hong Kong Company Limited                          | Hong Kong                | Hong Kong Dollar    |
| PT URC Indonesia                                       | Indonesia                | Indonesian Rupiah   |
| URC Snack Foods (Malaysia) Sdn. Bhd.<br>(URC Malaysia) | Malaysia                 | Malaysian Ringgit   |
| Ricellent Sdn. Bhd.                                    | - do -                   | - do -              |
| URC Foods (Singapore) Pte. Ltd.                        | Singapore                | Singapore Dollar    |
| Advanson International Pte. Ltd. (Advanson)            | - do -                   | - do -              |
| URC (Thailand) Co., Ltd.                               | Thailand                 | Thai Baht           |
| Siam Pattanasin Co., Ltd.                              | - do -                   | - do -              |
| URC (Myanmar) Co. Ltd.                                 | Myanmar                  | Myanmar Kyat        |
| URC Vietnam Co., Ltd.                                  | Vietnam                  | Vietnam Dong        |
| URC Hanoi Company Limited                              | - do -                   | - do -              |
| URC Central Co. Ltd.                                   | - do -                   | - do -              |
| URC New Zealand Holding Co. Ltd.<br>(URC NZ HoldCo)    | New Zealand              | New Zealand Dollar  |
| URC New Zealand Finance Co. Ltd.<br>(URC NZ FinCo)     | - do -                   | - do -              |
| Griffin's Food Limited (Griffin's)                     | - do -                   | - do -              |
| Nice and Natural Limited                               | - do -                   | - do -              |
| URC Australia Holding Company Ltd.<br>(URC AU HoldCo)  | Australia                | Australian Dollar   |
| URC Australia Finance Company Ltd.<br>(URC AU FinCo)   | - do -                   | - do -              |
| Consolidated Snacks Pty Ltd. (CSPL)                    | - do -                   | - do -              |
| Yarra Valley Group Holding Pty Ltd. (Yarra Valley)     | - do -                   | - do -              |
| Snack Brands Australia Partnership (SBA)               | - do -                   | - do -              |
| Uni Snack Holding Company Ltd. (UHC)                   | - do -                   | - do -              |
| Uni Snack Mid Company Ltd. (UMC)                       | - do -                   | - do -              |

#### Statement of Compliance

The consolidated financial statements of the Group have been prepared in compliance with Philippine Financial Reporting Standards (PFRSs).



### Basis of Consolidation

The consolidated financial statements include the financial statements of the Parent Company and the following wholly and majority owned direct subsidiaries as of December 31, 2020 and 2019.

| Subsidiaries   | Place of Incorporation | Effective Percentages of Ownership |        |
|--|------------------------|------------------------------------|--------|
|  |                        | 2020                               | 2019   |
| CFC Corporation  | Philippines            | 100.00                             | 100.00 |
| Bio-Resource Power Generation Corporation and a Subsidiary (BRPGC) | - do -                 | 100.00                             | 100.00 |
| Najalin Agri-Ventures, Inc. (NAVI)                                 | - do -                 | 95.82                              | -      |
| URC Snack Ventures Inc. (USVI)                                     | - do -                 | 100.00                             | 100.00 |
| URC Beverage Ventures, Inc. (UBVI)                                 | - do -                 | 100.00                             | 100.00 |
| Nissin - URC (NURC)  | - do -                 | 51.00                              | 51.00  |
| URC Philippines, Ltd. (URCPL)                                      | British Virgin Islands | 100.00                             | 100.00 |
| URCICL and Subsidiaries*   | - do -                 | 100.00                             | 100.00 |
| Universal Robina (Cayman), Ltd. (URCL)                             | Cayman Islands         | 100.00                             | 100.00 |
| URCCCL and a Subsidiary  | China                  | 100.00                             | 100.00 |

\*Subsidiaries are located in Vietnam, Thailand, Myanmar, Indonesia, Malaysia, Singapore, China, Hong Kong, New Zealand and Australia

### *Change in Ownership Structure of URC AU HoldCo and URC NZ HoldCo (a subsidiary of URCICL)*

In July 2019, Intersnack, a European enterprise engaged in the savory snacks market with an extensive product portfolio, agreed to buy 40% of Oceania business (SBA and Griffin's). On December 23, 2019, the Australian Foreign Investment Review Board (FIRB) approved the transaction. Following the approval, the transaction was completed on the same date (see Note 22).

In 2019, UHC and UMC were incorporated under URCICL.

### *Control*

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.

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; and
- The Group's voting rights and potential voting rights.

The Group re-assesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control. Consolidation of a subsidiary begins when the Parent Company obtains control over the subsidiary and ceases when the Parent Company loses control of the subsidiary. Assets, liabilities, income and expenses of a subsidiary acquired or disposed of during the year are included in the consolidated statement of financial position and consolidated statement of comprehensive income from the date the Parent Company gains control until the date it ceases to control the subsidiary.



Profit or loss and each component of other comprehensive income (OCI) are attributed to the equity holders of the Parent of the Group and to the non-controlling interests, even if this results in the non-controlling interest having deficit balance. When necessary, adjustments are made to the financial statements of subsidiaries to bring the accounting policies used in line with those used by the Group.

All intragroup transactions, balances, income and expenses are eliminated in the consolidation. Non-controlling interests in the net assets of consolidated subsidiaries are identified separately from the Group's equity therein. The interest of non-controlling shareholders may be initially measured at fair value or at the non-controlling interest's proportionate share of the acquiree's identifiable net assets. The choice of measurement basis is made on an acquisition-by-acquisition basis. Subsequent to acquisition, non-controlling interests consist of the amount attributed to such interests at initial recognition and the non-controlling interest's share of changes in equity since the date of the combination.

Any changes in the Group's ownership interest in subsidiary that does not result in a loss of control is accounted for as equity transactions. Any difference between the amount by which the non-controlling interest is adjusted and the fair value of the consideration paid or received is recognized directly in equity and attributed to the equity holders of the Parent Company.

If the Group loses control over a subsidiary, it:

- derecognizes the assets (including goodwill) and liabilities of the subsidiary;
- derecognizes the carrying amount of any non-controlling interest;
- derecognizes the related other comprehensive income recorded in equity and recycles the same to profit or loss or retained earnings;
- recognizes the fair value of the consideration received;
- recognizes the fair value of any investment retained;
- recognizes any surplus or deficit in the consolidated statement of income; and
- reclassifies the Parent Company's share of components previously recognized in other comprehensive income to profit or loss or retained earnings, as appropriate, as would be required if the Group had directly disposed of the related assets or liabilities.

The financial statements of the subsidiaries are prepared for the same reporting period as the Parent Company, using consistent accounting policies. Some of the Group's subsidiaries have a local statutory accounting reference date of September 30. These are consolidated using management prepared information on a basis coterminous with the Group's accounting reference date.

Below are the subsidiaries with a different accounting reference date from that of the Parent Company:

| <u>Subsidiaries*</u>                      | <u>Year-end</u> |
|---|-----------------|
| Bio-resource Power Generation Corporation | September 30    |
| Southern Negros Development Corporation   | -do-            |
| Najalin Agri-Ventures, Inc.               | -do-            |

*\*Dormant/non-operating subsidiaries*

#### Business Combinations

Business combinations are accounted for using the acquisition method. The cost of an acquisition is measured at the aggregate of the fair values, at the date of exchange, of assets given, liabilities incurred or assumed, and equity instruments issued by the Group in exchange for control of the acquiree. This policy also covers purchase of assets that constitutes acquisition of a business.



For each business combination, the Group elects whether to measure the non-controlling interests in the acquiree at fair value or at the proportionate share of the acquiree's identifiable net assets. Acquisition-related costs are recognized in profit or loss in the consolidated statement of income as incurred.

Where appropriate, the cost of acquisition includes any asset or liability resulting from a contingent consideration arrangement, measured at its acquisition-date fair value. Subsequent changes in such fair values are adjusted against the cost of acquisition where they qualify as measurement period adjustments. All other subsequent changes in the fair value of contingent consideration classified as an asset or liability are accounted for in accordance with relevant PFRSs. Changes in the fair value of contingent consideration classified as equity are not recognized.

If the initial accounting for a business combination is incomplete by the end of the reporting period in which the combination occurs, the Group reports provisional amounts for the items for which the accounting is incomplete. Those provisional amounts are adjusted during the measurement period, or additional assets or liabilities are recognized, to reflect new information obtained about facts and circumstances that existed as of the acquisition date that if known, would have affected the amounts recognized as of that date. The measurement period is the period from the date of acquisition to the date the Group receives complete information about facts and circumstances that existed as of the acquisition date and is subject to a maximum period of one year.

If the business combination is achieved in stages, the Group's previously-held interests in the acquired entity are remeasured to fair value at the acquisition date (the date the Group attains control) and the resulting gain or loss, if any, is recognized in the consolidated statement of income. Amounts arising from interests in the acquiree prior to the acquisition date that have previously been recognized in other comprehensive income are reclassified to profit or loss, where such treatment would be appropriate if that interest were disposed of.

#### Combinations of Entities under Common Control

Where there are business combinations involving entities that are ultimately controlled by the same ultimate parent (i.e., Controlling Shareholders) before and after the business combination and that the control is not transitory ("business combinations under common control"), the Group accounts for such business combinations in accordance with the guidance provided by the Philippine Interpretations Committee Q&A No. 2011-02, PFRS 3.2 - *Common Control Business Combinations*. The purchase method of accounting is used, if the transaction was deemed to have substance from the perspective of the reporting entity. In determining whether the business combination has substance, factors such as the underlying purpose of the business combination and the involvement of parties other than the combining entities such as the non-controlling interest, shall be considered. In cases where the transaction has no commercial substance, the business combination is accounted for using the pooling of interests method.

In applying the pooling of interests method, the Group follows the Philippine Interpretations Committee Q&A No. 2012-01, PFRS 3.2 - *Application of the Pooling of Interests Method for Business Combinations of Entities under Common Control in Consolidated Financial Statements*, which provides the following guidance:

- The assets and liabilities of the combining entities are reflected in the consolidated financial statements at their carrying amounts. No adjustments are made to reflect fair values, or recognize any new assets or liabilities, at the date of the combination. The only adjustments that are made are those adjustments to harmonize accounting policies.



- No new goodwill is recognized as a result of the combination. The only goodwill that is recognized is any existing goodwill relating to either of the combining entities. Any difference between the consideration paid or transferred and the equity acquired is reflected within equity as other equity reserve, i.e., either contribution or distribution of equity.
- The consolidated statement of income reflects the results of the combining entities for the full year, irrespective of when the combination took place.

#### Goodwill

Goodwill arising from the acquisition of a subsidiary is recognized as an asset at the date the control is acquired (the acquisition date). Goodwill is measured as the excess of the sum of the consideration transferred, the amount of any non-controlling interest in the acquiree and the fair value of the acquirer's previously-held interest, if any, in the entity over the net fair value of the identifiable net assets recognized.

If after reassessment, the Group's interest in the net fair value of the acquiree's identifiable net assets exceeds the sum of consideration transferred, the amount of any non-controlling interest in the acquiree and the fair value of the acquirer's previously-held equity interest, if any, the excess is recognized immediately in the consolidated statement of income as a gain on bargain purchase.

After initial recognition, goodwill is measured at cost less accumulated impairment losses. Goodwill is not amortized, but is reviewed for impairment at least annually. Any impairment loss is recognized immediately in profit or loss and is not subsequently reversed.

On disposal of a subsidiary, the attributable amount of goodwill is included in the determination of the profit or loss on disposal.

#### Changes in Accounting Policies and Disclosures

The accounting policies adopted are consistent with those of the previous financial years, except that the Group has adopted the following PFRSs and Philippine Accounting Standards (PAS) and Philippine Interpretations beginning January 1, 2020. The adoption of the new and amended standards and interpretations did not have any impact on the consolidated financial statements of the Group unless otherwise indicated.

- Amendments to PFRS 3, *Business Combinations, Definition of a Business*  
The amendments to PFRS 3 clarify that to be considered a business, an integrated set of activities and assets must include, at a minimum, an input and a substantive process that together significantly contribute to the ability to create output. Furthermore, it clarifies that a business can exist without including all of the inputs and processes needed to create outputs. The Group used this updated definition of a business in evaluating the transaction entered into with Roxas Holdings Inc. (RHI) in 2020 (see Note 13). The Group will use this amended definition moving forward in evaluating whether relevant transactions should be accounted for as business combinations.
- Amendments to PFRS 7, *Financial Instruments: Disclosures* and PFRS 9, *Financial Instruments, Interest Rate Benchmark Reform*  
The amendments to PFRS 9 provide a number of reliefs, which apply to all hedging relationships that are directly affected by the interest rate benchmark reform. A hedging relationship is affected if the reform gives rise to uncertainties about the timing and or amount of benchmark-based cash flows of the hedged item or the hedging instrument.



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

The amendments provide a new definition of material that states “information is material if omitting, misstating or obscuring it could reasonably be expected to influence decisions that the primary users of general purpose financial statements make on the basis of those financial statements, which provide financial information about a specific reporting entity.”

The amendments clarify that materiality will depend on the nature or magnitude of information, either individually or in combination with other information, in the context of the financial statements. A misstatement of information is material if it could reasonably be expected to influence decisions made by the primary users.

- Conceptual Framework for Financial Reporting issued on March 29, 2018  
The Conceptual Framework is not a standard, and none of the concepts contained therein override the concepts or requirements in any standard. The purpose of the Conceptual Framework is to assist the standard-setters in developing standards, to help preparers develop consistent accounting policies where there is no applicable standard in place and to assist all parties to understand and interpret the standards.

The revised Conceptual Framework includes new concepts, provides updated definitions and recognition criteria for assets and liabilities and clarifies some important concepts.

- Amendments to PFRS 16, *COVID-19-related Rent Concessions*  
The amendments provide relief to lessees from applying the PFRS 16 requirement on lease modifications to rent concessions arising as a direct consequence of the COVID-19 pandemic. A lessee may elect not to assess whether a rent concession from a lessor is a lease modification if it meets all of the following criteria:
  - The rent concession is a direct consequence of COVID-19;
  - The change in lease payments results in a revised lease consideration that is substantially the same as, or less than, the lease consideration immediately preceding the change;
  - Any reduction in lease payments affects only payments originally due on or before June 30, 2021; and
  - There is no substantive change to other terms and conditions of the lease.

A lessee that applies this practical expedient will account for any change in lease payments resulting from the COVID-19 related rent concession in the same way it would account for a change that is not a lease modification, i.e., as a variable lease payment.

The amendments are effective for annual reporting periods beginning on or after June 1, 2020. Early adoption is permitted.

The amendments had no impact on the consolidated financial statements of the Group.

## Significant Accounting Policies

### Current versus Noncurrent Classification

The Group presents assets and liabilities in the consolidated statement of financial position based on current or noncurrent classification. An asset is current when it is:

- Expected to be realized or intended to be sold or consumed in the normal operating cycle;
- Held primarily for the purpose of trading;



- Expected to be realized within twelve months after the reporting period; or
- Cash or cash equivalents, unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period.

All other assets are classified as noncurrent.

A liability is current when:

- It is expected to be settled in normal operating cycle;
- It is held primarily for the purpose of trading;
- It is due to be settled within twelve months after the reporting period; or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period.

All other liabilities are classified as noncurrent.

Deferred tax assets and liabilities are classified as noncurrent assets and liabilities.

#### Fair Value Measurement

The Group measures certain financial instruments and nonfinancial assets at fair value at each reporting date. Fair values of financial instruments measured at amortized cost and investment properties carried at cost are disclosed in Note 5.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either:

- In the principal market for the asset or liability, or
- In the absence of a principal market, in the most advantageous market for the asset or liability

The principal or the most advantageous market must be accessible to the Group.

The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

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

- Level 1 - Quoted (unadjusted) market prices in active 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

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

#### Cash and Cash Equivalents

Cash includes cash on hand and in banks. Cash equivalents are short-term, highly liquid investments that are readily convertible to known amounts of cash with original maturities of three months or less from dates of placement, and that are subject to insignificant risk of changes in value.

#### Financial Instruments

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

##### a) Financial assets

###### *Initial recognition and measurement*

Financial assets are classified at fair value at initial recognition and subsequently measured at amortized cost, FVOCI, and FVTPL.

The classification of financial assets at initial recognition depends on the financial asset's contractual cash flow characteristics and the Group's business model for managing them. With the exception of trade receivables that do not contain a significant financing component or for which the Group has applied the practical expedient, the Group initially measures a financial asset at its fair value plus, in the case of a financial asset not at FVTPL, transaction costs. Trade receivables that do not contain a significant financing component or for which the Group has applied the practical expedient are measured at the transaction price determined under PFRS 15.

In order for a financial asset to be classified and measured at amortized cost or FVOCI, it needs to give rise to cash flows that are 'solely payments of principal and interest (SPPI)' on the principal amount outstanding. This assessment is referred to as the SPPI test and is performed at an instrument level. Financial assets with cash flows which are not SPPI are classified and measured at fair value through profit or loss, irrespective of the business model.

The Group's business model for managing financial assets refers to how it manages its financial assets in order to generate cash flows. The business model determines whether cash flows will result from collecting contractual cash flows, selling the financial assets, or both. Financial assets classified and measured at amortized cost are held within a business model with the objective to hold financial assets in order to collect contractual cash flows. Financial assets classified and measured at FVOCI are held within a business model with the objective of both holding to collect contractual cash flows and selling.

Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way trades) are recognized on the trade date, i.e., the date that the Group commits to purchase or sell the asset.



*Subsequent measurement*

For purposes of subsequent measurement, financial assets are classified in four categories:

- Financial assets at amortized cost (debt instruments)
- Financial assets at FVOCI with recycling of cumulative gains and losses (debt instruments)
- Financial assets designated at FVOCI with no recycling of cumulative gains and losses upon derecognition (equity instruments)
- Financial assets at FVTPL

The financial assets of the Group as of December 31, 2020 and 2019 consist of financial assets at amortized cost, financial assets designated at FVOCI with no recycling of cumulative gains and losses upon derecognition (equity instruments), derivative assets and financial assets at FVTPL (equity instruments).

*Financial assets at amortized cost (debt instruments)*

Financial assets at amortized cost are subsequently measured using the effective interest (EIR) method and are subject to impairment. Gains and losses are recognized in profit or loss when the asset is derecognized, modified or impaired.

The Group's financial assets at amortized cost include cash and cash equivalents and receivables.

*Financial assets designated at FVOCI (equity instruments)*

Upon initial recognition, the Group can elect to classify irrevocably its equity investments as equity instruments designated at FVOCI when they meet the definition of equity under PAS 32, *Financial Instruments: Presentation*, and are not held for trading. The classification is determined on an instrument-by-instrument basis.

Gains and losses on these financial assets are never recycled to profit or loss. Dividends are recognized as other income in the consolidated statements of income when the right of payment has been established, except when the Group benefits from such proceeds as a recovery of part of the cost of the financial asset, in which case, such gains are recorded in OCI. Equity instruments designated at FVOCI are not subject to impairment assessment.

The Group elected to classify irrevocably its investments in club shares under this category.

*Financial assets at FVTPL*

Debt instruments that do not meet the amortized cost criteria, or meets the criteria but the Group has designated as at FVTPL upon initial recognition, are classified as financial assets at FVTPL. Equity investments are classified as financial assets at FVTPL, unless the Group designates an equity investment that is not held for trading as at FVOCI at initial recognition.

A financial asset is considered as held for trading if:

- it has been acquired principally for the purpose of selling it in the near term;
- upon initial recognition, it is part of a portfolio of identified financial instruments that the Group manages together and has evidence of a recent actual pattern of short-term profit-taking; or
- it is a derivative that is not designated and effective as a hedging instrument or financial guarantee.



Financial assets at FVTPL are carried in the consolidated statements of financial position at fair value with net changes in fair value recognized in the consolidated statements of income.

This category includes equity instruments which the Group had not irrevocably elected to classify at fair value through OCI and currency options.

A derivative embedded in a hybrid contract, with a financial liability or non-financial host, is separated from the host and accounted for as a separate derivative if: the economic characteristics and risks are not closely related to the host; a separate instrument with the same terms as the embedded derivative would meet the definition of a derivative; and the hybrid contract is not measured at fair value through profit or loss. Embedded derivatives are measured at fair value with changes in fair value recognized in profit or loss. Reassessment only occurs if there is either a change in the terms of the contract that significantly modifies the cash flows that would otherwise be required or a reclassification of a financial asset out of the fair value through profit or loss category.

#### *Derecognition*

A financial asset (or, where applicable, a part of a financial asset or part of a group of similar financial assets) is primarily derecognized (i.e., removed from the Group's consolidated statement of financial position) when:

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

When the Group has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if, and to what extent, it has retained the risks and rewards of ownership. When it has neither transferred nor retained substantially all of the risks and rewards of the asset, nor transferred control of the asset, the Group continues to recognize the transferred asset to the extent of its continuing involvement. In that case, the Group also recognizes an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Group has retained.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

#### *Impairment of financial assets*

The Group recognizes an allowance for expected credit losses (ECLs) for all debt instruments not held at FVTPL. ECLs represent credit losses that reflect an unbiased and probability-weighted amount which is determined by evaluating a range of possible outcomes, the time value of money and reasonable and supportable information about past events, current conditions and forecasts of future economic conditions. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Group expects to receive, discounted at an approximation of the original effective interest rate. The expected cash flows will include cash flows from the sale of collateral held or other credit enhancements that are integral to the contractual terms. The ECL allowance is based on the credit losses expected to arise over the life of the asset (the lifetime ECL), unless there has been no significant increase in credit risk since origination, in which case, the allowance is based on the 12-month ECL. The 12-month ECL is the portion of lifetime ECL that results from default events on a financial instrument that are possible within the 12 months after



the reporting date. Lifetime ECL are credit losses that results from all possible default events over the expected life of a financial instrument.

For trade receivables and contract assets, the Group applies a simplified approach in calculating ECLs. Therefore, the Group does not track changes in credit risk, but instead recognizes a loss allowance based on lifetime ECLs at each reporting date. The Group has established a provision matrix that is based on historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

For other financial assets such nontrade receivables, loans receivable, due from related parties and other receivables, ECLs are recognized in two stages. For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12 months (a 12-month ECL). For those credit exposures for which there has been a significant increase in credit risk (SICR) since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure, irrespective of the timing of the default (a lifetime ECL).

For cash and cash equivalents and short-term investments, the Group applies the low credit risk simplification. The probability of default and loss given defaults are publicly available and are considered to be low credit risk investments. It is the Group's policy to measure ECLs on such instruments on a 12-month basis. However, when there has been a significant increase in credit risk since origination, the allowance will be based on the lifetime ECL. The Group uses the ratings from reputable credit rating agencies to determine whether the debt instrument has SICR and to estimate ECLs.

The Group considers a debt investment security to have low credit risk when its credit risk rating is equivalent to the globally understood definition of 'investment grade'.

The key inputs in the model include the Group's definition of default and historical data of three years for the origination, maturity date and default date. The Group considers trade receivables and contract assets in default when contractual payment are 90 days past due, except for certain circumstances when the reason for being past due is due to reconciliation with customers of payment records which are administrative in nature which may extend the definition of default. However, in certain cases, the Group may also consider a financial asset to be in default when internal or external information indicates that the Group is unlikely to receive the outstanding contractual amounts in full before taking into account any credit enhancements held by the Group.

#### *Determining the stage for impairment*

At each reporting date, the Group assesses whether there has been an SICR for financial assets since initial recognition by comparing the risk of default occurring over the expected life between the reporting date and the date of initial recognition. The Group considers reasonable and supportable information that is relevant and available without undue cost or effort for this purpose. This includes quantitative and qualitative information and forward-looking analyses.

An exposure will migrate through the ECL stages as asset quality deteriorates. If, in a subsequent period, asset quality improves and also reverses any previously assessed SICR since origination, then the loss allowance measurement reverts from lifetime ECL to 12-month ECL.



### *Staging assessment*

PFRS 9 establishes a three-stage approach for impairment of financial assets, based on whether there has been a significant deterioration in the credit risk of a financial asset. These three stages then determine the amount of impairment to be recognized.

- Stage 1 is comprised of all non-impaired financial instruments which have not experienced a significant increase in credit risk since initial recognition. Entities are required to recognize 12-month ECL for stage 1 financial instruments. In assessing whether credit risk has increased significantly, entities are required to compare the risk of a default occurring on the financial instrument as at the reporting date, with the risk of a default occurring on the financial instrument as at the date of initial recognition.
- Stage 2 is comprised of all non-impaired financial instruments which have experienced a significant increase in credit risk since initial recognition. Entities are required to recognize lifetime ECL for stage 2 financial instruments. In subsequent reporting periods, if the credit risk of the financial instrument improves such that there is no longer a significant increase in credit risk since initial recognition, then entities shall revert to recognizing 12-month ECL.
- Financial instruments are classified as stage 3 when there is objective evidence of impairment as a result of one or more loss events that have occurred after initial recognition with a negative impact on the estimated future cash flows of a financial instrument or a portfolio of financial instruments. The ECL model requires that lifetime ECL be recognized for financial assets that are in default. The Group considers a financial asset in default when contractual payments are 30-60 days past due. However, in certain cases, the Group may also consider a financial asset to be in default when internal or external information indicates that the Group is unlikely to receive the outstanding contractual amounts in full before taking into account any credit enhancements held by the Group. A financial asset is written off when there is no reasonable expectation of recovering the contractual cash flows

### b) Financial liabilities

#### *Initial recognition and measurement*

Financial liabilities are classified, at initial recognition, as financial liabilities at FVTPL, loans and borrowings, payables, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

All financial liabilities are recognized initially at fair value and, in the case of loans and borrowings and payables, net of directly attributable transaction costs.

#### *Subsequent measurement*

The measurement of financial liabilities depends on their classification, as described below:

#### *Financial liabilities at FVTPL*

Financial liabilities at FVTPL include financial liabilities held for trading and financial liabilities designated upon initial recognition as at FVTPL.

Financial liabilities are classified as held for trading if they are incurred for the purpose of repurchasing in the near term. This category also includes derivative financial instruments entered into by the Group that are not designated as hedging instruments in hedge relationships as defined by PFRS 9. Separated embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments.



Gains or losses on liabilities held for trading are recognized in the consolidated statements of income.

Financial liabilities designated upon initial recognition at FVTPL are designated at the initial date of recognition, and only if the criteria in PFRS 9 are satisfied.

The Group does not have financial liabilities at FVTPL as of December 31, 2020 and 2019.

*Financial liabilities at amortized cost*

This is the category most relevant to the Group. It pertains to financial liabilities that are not held for trading or not designated as at FVTPL upon the inception of the liability. These include liabilities arising from operations and borrowings.

After initial recognition, these financial liabilities are measured at amortized cost using the EIR method. Amortized cost is calculated by taking into account any discount or premium on the acquisition and fees or costs that are an integral part of the EIR. Gains and losses are recognized in profit or loss when the financial liabilities are derecognized, as well as through the EIR amortization process.

This category applies to the Group's accounts payable and accrued expenses (excluding advances from customers, advances from third parties, statutory and taxes payables), short-term debt, trust receipts payable and long-term debt.

*Derecognition*

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

c) *Offsetting of financial instruments*

Financial assets and financial liabilities are offset and the net amount is reported in the consolidated statements of financial position if there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, to realize the assets and settle the liabilities simultaneously. The Group assesses that it has a currently enforceable right of offset if the right is not contingent on a future event, and is legally enforceable in the normal course of business, event of default, and event of solvency or bankruptcy of the Group and all of the counterparties.

Inventories

Inventories, including goods-in-process, are recorded at cost and subsequently valued at the lower of cost and NRV. NRV is the estimated selling price in the ordinary course of business, less estimated costs of completion and the estimated costs necessary to make the sale.

When the inventories are sold, the carrying amounts of those inventories are recognized under 'Cost of sales' in the consolidated statement of income in the period when the related revenue is recognized.

Costs incurred in bringing each product to its present location and conditions are accounted for as follows:

*Finished goods, goods-in-process, raw materials, containers and packaging materials, and spare parts and supplies*

Cost is determined using the weighted average method. The cost of raw materials, containers and packaging materials, and spare parts and supplies consist of their purchase cost. The cost of finished goods and goods-in-process include direct materials and labor, and a proportion of manufacturing



overhead costs based on actual goods processed and produced, but excluding borrowing costs.

*Materials in-transit*

Cost is determined on a specific identification basis.

Biological Assets

The biological assets of the Group are divided into two major categories with sub-categories as follows:

- |                   |   |
|-------------------|---|
| Swine livestock   | <ul style="list-style-type: none"><li>- Breeders (livestock bearer)</li><li>- Sucklings (breeders' offspring)</li><li>- Weanlings (comes from sucklings intended to be breeders or to be raised as fatteners/finishers)</li><li>- Fatteners/finishers (comes from weanlings unfit to become breeders; intended for the production of meat and meat products or to be sold live)</li></ul> |
| Poultry livestock | <ul style="list-style-type: none"><li>- Breeders (livestock bearer)</li><li>- Chicks (breeders' offspring intended to be sold as breeders)</li></ul>  |

Biological assets are measured on initial recognition and at each reporting date at its fair value less estimated costs to sell. The fair values are determined based on current market prices of livestock of similar age, breed and genetic merit. Costs to sell include commissions to brokers and dealers, nonrefundable transfer taxes and duties. Costs to sell exclude transport and other costs necessary to get the biological assets to the market.

Agricultural produce is the harvested product of the Group's biological assets. A harvest occurs when agricultural produce is either detached from the bearer biological asset or when a biological asset's life processes cease. A gain or loss on initial recognition of agricultural produce at fair value less estimated costs to sell is recognized in the consolidated statement of income in the period in which it arises. The agricultural produce of swine livestock are hog carcasses, while the agricultural produce of poultry livestock are table eggs and hatched chick. These are then subsequently measured following PAS 2, *Inventories*.

A gain or loss on initial recognition of a biological asset at fair value less estimated costs to sell and from a change in fair value less estimated costs to sell of a biological asset are included in the consolidated statement of income in the period in which it arises.

Property, Plant and Equipment

Property, plant and equipment, except land, are carried at cost less accumulated depreciation and amortization and accumulated impairment losses, if any.

The initial cost of an item of property, plant and equipment comprises its purchase price and any cost attributable in bringing the asset to its intended location and working condition. Cost also includes:

- (a) interest and other financing charges on borrowed funds used to finance the acquisition of property, plant and equipment to the extent incurred during the period of installation and construction; and
- (b) asset retirement obligation relating to property, plant and equipment installed/constructed on leased properties, if any, representing the present value of the expected cost for the decommissioning of an asset after its use, and provided the recognition criteria for a provision are met.

Land is stated at cost less any impairment in value.



Subsequent costs are capitalized as part of the 'Property, plant and equipment' in the consolidated statement of financial position, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. Cost of repairs and maintenance are expensed when incurred.

Foreign exchange differentials arising from foreign currency borrowings used for the acquisition of property, plant and equipment are capitalized to the extent that these are regarded as adjustments to interest costs.

Depreciation and amortization of property, plant and equipment commence once the property, plant and equipment are available for use and are computed using the straight-line method over the estimated useful life (EUL) of the assets regardless of utilization.

The EUL of property, plant and equipment of the Group follows:

|                                   | Years    |
|-----------------------------------|----------|
| Land improvements                 | 5 to 10  |
| Buildings and improvements        | 10 to 30 |
| Machinery and equipment           | 10       |
| Transportation equipment          | 5        |
| Furniture, fixtures and equipment | 5        |

Leasehold improvements are amortized over the shorter of their EUL or the corresponding lease terms. The residual values, useful lives and methods of depreciation and amortization of property, plant and equipment are reviewed periodically and adjusted, if appropriate, at each reporting date to ensure that the method and period of depreciation and amortization are consistent with the expected pattern of economic benefits from items of property, plant and equipment. Any change in the expected residual values, useful lives and methods of depreciation are adjusted prospectively from the time the change was determined necessary.

Construction-in-progress and equipment in transit are stated at cost, net of accumulated impairment losses, if any. This includes the cost of construction and other direct costs. Borrowing costs that are directly attributable to the construction of property, plant and equipment are capitalized during the construction period. Construction in-progress and equipment in transit are not depreciated until such time as the relevant assets are completed and put into operational use.

Construction in-progress and equipment in transit are transferred to the related 'Property, plant and equipment' in the consolidated statement of financial position when the construction or installation and related activities necessary to prepare the property, plant and equipment for their intended use are completed, and the property, plant and equipment are ready for service.

Major spare parts and stand-by equipment items that the Group expects to use over more than one period and can be used only in connection with an item of property, plant and equipment are accounted for as property, plant and equipment. Depreciation and amortization on these major spare parts and stand-by equipment commence once these have become available for use (i.e., when it is in the location and condition necessary for it to be capable of operating in the manner intended by the Group).





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

Fully depreciated property, plant and equipment are retained in the accounts until these are no longer in use.

#### Investment Properties

Investment properties consist of properties that are held to earn rentals or for capital appreciation or both, and those which are not occupied by entities in the Group. Investment properties, except for land, are carried at cost less accumulated depreciation and any impairment loss, if any. Land is carried at cost less any accumulated impairment loss, if any. The carrying amount includes the cost of replacing part of an existing investment property at the time that cost is incurred if the recognition criteria are met, and excludes the cost of day-to-day servicing of an investment property.

Investment properties are measured initially at cost, including transaction costs. Transaction costs represent nonrefundable taxes such as capital gains tax and documentary stamp tax that are for the account of the Group. An investment property acquired through an exchange transaction is measured at fair value of the asset acquired unless the fair value of such an asset cannot be measured, in which case, the investment property acquired is measured at the carrying amount of asset given up.

The Group's investment properties consist solely of buildings and building improvements and are depreciated using the straight-line method over their EUL ranging from 10 to 30 years (see Note 17).

The depreciation and amortization method and useful life are reviewed periodically to ensure that the method and period of depreciation and amortization are consistent with the expected pattern of economic useful benefits from items of investment properties.

Investment properties are derecognized when either they have been disposed of or when they are permanently withdrawn from use and no future economic benefit is expected from their disposal. Any gains or losses on the retirement or disposal of investment properties are recognized in the consolidated statement of income in the year of retirement or disposal.

Transfers are made to investment property when, and only when, there is a change in use, evidenced by the end of owner occupation, commencement of an operating lease to another party or by the end of construction or development. Transfers are made from investment property when, and only when, there is a change in use, evidenced by commencement of owner occupation or commencement of development with a view to sale.

For a transfer from investment property to owner-occupied property or inventories, the cost of property for subsequent accounting is its carrying amount at the date of change in use. If the property occupied by the Group as an owner-occupied property becomes an investment property, the Group accounts for such property in accordance with the policy stated under Property, plant and equipment account up to the date of change in use.

#### Goodwill

Goodwill represents the excess of the cost of the acquisition over the fair value of identifiable net assets of the investee at the date of acquisition which is not identifiable to specific assets.



Goodwill acquired in a business combination from the acquisition date is allocated to each of the Group's cash-generating units, or groups of cash-generating units that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the Group are assigned to those units or groups of units.

Each unit or group of units to which the goodwill is allocated:

- represents the lowest level within the Group at which the goodwill is monitored for internal management purposes; and
- is not larger than a segment based on the Group's operating segments as determined in accordance with PFRS 8, *Operating Segments*.

Following initial recognition, goodwill is measured at cost, less any accumulated impairment losses, if any. Goodwill is reviewed for impairment annually or more frequently, if events or changes in circumstances indicate that the carrying value may be impaired (see further discussion under Impairment of nonfinancial assets).

Where goodwill forms part of a cash-generating unit and part of the operation within that unit is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on disposal of the operation. Goodwill disposed of in this circumstance is measured based on the relative values of the operation disposed of and the portion of the cash-generating unit retained.

#### Intangible Assets

Intangible assets (other than goodwill) acquired separately are measured on initial recognition at cost. The cost of intangible asset acquired in a business combination is its fair value at the acquisition date. Following initial recognition, intangible assets are measured at cost less any accumulated amortization and accumulated impairment losses, if any. Internally generated intangibles, excluding capitalized development costs, are not capitalized and the related expenditure is reflected in profit or loss in the period in which the expenditure is incurred.

The EUL of intangible assets are assessed to be either finite or indefinite.

The useful lives of intangible assets with a finite life are assessed at the individual asset level. Intangible assets with finite lives are amortized on a straight line basis over the asset's EUL and assessed for impairment, whenever there is an indication that the intangible assets may be impaired. The amortization period and the amortization method for an intangible asset with a finite useful life are reviewed at least at each reporting date. Changes in the EUL or the expected pattern of consumption of future economic benefits embodied in the asset is accounted for by changing the amortization period or method, as appropriate, and treated as changes in accounting estimates. The amortization expense on intangible assets with finite useful lives is recognized in the consolidated statement of income in the expense category consistent with the function of the intangible asset.

Intangible assets with indefinite useful lives are tested for impairment annually, either individually or at the cash-generating unit level (see further discussion under Impairment of nonfinancial assets). Such intangibles are not amortized. The assessment of indefinite useful life is reviewed annually to determine whether the indefinite life assessment continues to be supportable. If not, the change in the useful life assessment from indefinite to finite is made on a prospective basis.



An intangible asset is derecognized upon disposal (i.e., at the date the recipient obtains control) or when no future economic benefits are expected from its use or disposal. Gain or loss arising from derecognition of an intangible asset is measured as the difference between the net disposal proceeds and the carrying amount of the asset and is recognized in the consolidated statement of income when the asset is derecognized.

A summary of the policies applied to the Group's intangible assets follows:

|                           | EUL               | Amortization method used   | Internally generated or acquired |
|---------------------------|-------------------|----------------------------|----------------------------------|
| Product formulation       | Indefinite        | No amortization            | Acquired                         |
| Brands/Certain trademarks | Indefinite        | No amortization            | Acquired                         |
| Trademarks                | Finite (4 years)  | Straight line amortization | Acquired                         |
| Software costs            | Finite (10 years) | Straight line amortization | Acquired                         |
| Customer relationship     | Finite (35 years) | Straight line amortization | Acquired                         |

#### Investment in Joint Ventures

The Group has interests in joint ventures. A joint venture is a contractual arrangement whereby two or more parties who have joint control over the arrangement have rights to the net assets of the arrangement.

The Group's investment in joint venture is accounted for using the equity method of accounting. Under the equity method, the investment in a joint venture is carried in the consolidated statement of financial position at cost plus post-acquisition changes in the Group's share in the net assets of the joint venture. The consolidated statement of income reflects the Group's share in the results of operations of the joint venture. Where there has been a change recognized directly in the investees' equity, the Group recognizes its share of any changes and discloses this, when applicable, in the other comprehensive income in the consolidated statement of changes in equity. Profits and losses arising from transactions between the Group and the joint ventures are eliminated to the extent of the interest in the joint ventures.

The Group discontinues applying the equity method when its investments in investee companies are reduced to zero. Accordingly, additional losses are not recognized unless the Group has guaranteed certain obligations of the associates or joint venture. When the investees subsequently report net income, the Group will resume applying the equity method but only after its equity in the net income equals the equity in net losses of associates and joint venture not recognized during the period the equity method was suspended.

The investee company's accounting policies conform to those used by the Group for like transactions and events in similar circumstances.

#### Impairment of Nonfinancial Assets

This accounting policy applies primarily to the Group's property, plant and equipment (see Note 13), right-of-use assets (see Note 36), investment properties (see Note 17), investments in joint ventures (see Note 16), goodwill and intangible assets (see Note 15).

Except for goodwill and intangible assets with indefinite useful lives which are tested for impairment annually, the Group assesses at each reporting date whether there is an indication that its nonfinancial assets may be impaired. When an indicator of impairment exists or when an annual impairment testing for an asset is required, the Group makes a formal estimate of recoverable amount.

Recoverable amount is the higher of an asset's (or cash-generating unit's) fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash



inflows that are largely independent of those from other assets or groups of assets, in which case the recoverable amount is assessed for the cash-generating unit to which the asset belongs. Where the carrying amount of an asset (or cash generating unit) exceeds its recoverable amount, the asset (or cash-generating unit) is considered impaired and is written-down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset (or cash-generating unit). In determining fair value less costs of disposal, recent market transactions are taken into account.

The Group bases its impairment calculation on most recent budgets and forecast calculations, which are prepared separately for each of the Group's CGUs to which the individual assets are allocated. These budgets and forecast calculations generally cover a period of five years. A long-term growth rate is calculated and applied to project future cash flows after the fifth year.

Impairment losses are recognized under 'Provision for credit and impairment losses' in the consolidated statement of income.

The following criteria are also applied in assessing impairment of specific assets:

*Property, plant and equipment, right-of-use assets, investment properties, intangible assets with definite useful lives, and investments in joint ventures*

For property, plant and equipment, investment properties, intangible assets with definite useful lives, an assessment is made at each reporting date as to whether there is any indication that previously recognized impairment losses may no longer exist or may have decreased. If such indication exists, the recoverable amount is estimated and an impairment assessment is performed. For investments in joint ventures, this impairment assessment is done after application of the equity method. A previously recognized impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognized. If that is the case, the carrying amount of the asset is increased to its recoverable amount. That increased amount cannot exceed the carrying amount that would have been determined, net of depreciation and amortization, had no impairment loss been recognized for the asset in prior years. Such reversal is recognized in the consolidated statement of income. After such a reversal, the depreciation and amortization expense are adjusted in future years to allocate the asset's revised carrying amount, less any residual value, on a systematic basis over its remaining useful life.

*Goodwill and intangible assets with indefinite useful lives*

Goodwill is reviewed for impairment, annually or more frequently, if events or changes in circumstances indicate that the carrying value may be impaired.

Impairment is determined by assessing the recoverable amount of the cash-generating unit (or group of cash-generating units) to which the goodwill relates. Where the recoverable amount of the cash-generating unit (or group of cash-generating units) is less than the carrying amount to which goodwill has been allocated, an impairment loss is recognized. Impairment losses relating to goodwill cannot be reversed in future periods.

Revenue Recognition

Revenue from contracts with customers is recognized when control of the goods or services are transferred to the customer at an amount that reflects the consideration to which the Group expects to be entitled in exchange for those goods or services. The Group has concluded that it is the principal in its revenue arrangements because it controls the goods or services before transferring them to the customer.



#### *Sale of goods and services*

Revenue from sale of goods and services is recognized at the point in time when control of the asset is transferred to the customer, generally on delivery of the goods and services. The Group considers whether there are other promises in the contract that are separate performance obligations to which a portion of the transaction price needs to be allocated. In determining the transaction price for the sale of goods and services, the Group considers the effects of variable consideration, the existence of significant financing components, noncash consideration, and consideration payable to the customer, if any. If the consideration in a contract includes a variable amount, the Group estimates the amount of consideration to which it will be entitled in exchange for transferring the goods to the customer. The variable consideration is estimated at contract inception using the expected value method and is constrained until it is highly probable that a significant revenue reversal in the amount of cumulative revenue recognized will not occur when the associated uncertainty with the variable consideration is subsequently resolved. Some contracts for the sale of goods and services provide customers with a right to return the goods within a specific period.

#### *Sale of sugar and molasses*

Sale of raw sugar is recognized upon (a) endorsement and transfer of quedans for quedan-based sales and (b) shipment or delivery and acceptance by the customers for physical sugar sales. Sale of refined sugar and alcohol is recognized upon shipment or delivery and acceptance by the customers. Sale of molasses is recognized upon (a) surrendering of molasses certificates (warehouse receipts for molasses) or (b) delivery and acceptance by the customer for physical molasses, whichever comes first.

#### *Rendering of tolling services*

Revenue derived from tolling activities is recognized as revenue at the point in time when the related services have been rendered.

#### Revenue outside the scope of PFRS 15:

##### *Dividend income*

Dividend income is recognized when the shareholder's right to receive the payment is established.

##### *Interest income*

Interest income is recognized as it accrues using the EIR method under which interest income is recognized at the rate that exactly discounts estimated future cash receipts through the expected life of the financial instrument to the net carrying amount of the financial asset.

#### Provisions

Provisions are recognized when: (a) the Group has a present obligation (legal or constructive) as a result of a past event; (b) it is probable (i.e., more likely than not) that an outflow of resources embodying economic benefits will be required to settle the obligation; and (c) a reliable estimate can be made of the amount of the obligation. Provisions are reviewed at each reporting date and adjusted to reflect the current best estimate. If the effect of the time value of money is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessment of the time value of money and, where appropriate, the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognized as interest expense under 'Finance cost' in the consolidated statement of income. Where the Group expects a provision to be reimbursed, the reimbursement is recognized as a separate asset but only when the reimbursement is virtually certain. The expense relating to a provision is presented in the consolidated statement of income, net of any reimbursement.



### Contingencies

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

Contingent assets are not recognized in the consolidated financial statements but disclosed in the notes to the consolidated financial statements when an inflow of economic benefits is probable.

### Pension Costs

The net defined benefit liability or asset is the aggregate of the present value of the defined benefit obligation at the end of the reporting period reduced by the fair value of plan assets, if any, adjusted for any effect of limiting a net defined benefit asset to the asset ceiling. The asset ceiling is the present value of any economic benefits available in the form of refunds from the plan or reductions in future contributions to the plan.

The cost of providing benefits under the defined benefit plans is actuarially determined using the projected unit credit method.

Defined benefit costs comprise the following:

- Current service cost
- Net interest on the net defined benefit liability or asset
- Remeasurements of net defined benefit liability or asset

Service costs which include current service costs, past service costs and gains or losses on non-routine settlements are recognized as expense in profit or loss.

Past service costs are recognized in profit or loss on the earlier of:

- The date of the plan amendment or curtailment, and
- The date that the Group recognizes related restructuring costs.

Net interest on the net defined benefit liability or asset is the change during the period in the net defined benefit liability or asset that arises from the passage of time which is determined by applying the discount rate based on government bonds to the net defined benefit liability or asset.

Net interest on the net defined benefit liability or asset is recognized as expense or income in the consolidated statement of income.

Remeasurements comprising actuarial gains and losses, return on plan assets and any change in the effect of the asset ceiling (excluding net interest on defined benefit liability) are recognized immediately in other comprehensive income in the period in which they arise. Remeasurements are not reclassified to consolidated statement of income in subsequent periods.

Plan assets are assets that are held by a long-term employee benefit fund or qualifying insurance policies. Plan assets are not available to the creditors of the Group, nor can they be paid directly to the Group. Fair value of plan assets is based on market price information. When no market price is available, the fair value of plan assets is estimated by discounting expected future cash flows using a discount rate that reflects both the risk associated with the plan assets and the maturity or expected disposal date of those assets (or, if they have no maturity, the expected period until the settlement of the related obligations). If the fair value of the plan assets is higher than the present value of the defined benefit obligation, the measurement of the resulting defined benefit asset is limited to the



present value of economic benefits available in the form of refunds from the plan or reductions in future contributions to the plan.

The Group's right to be reimbursed of some or all of the expenditure required to settle a defined benefit obligation is recognized as a separate asset at fair value when and only when reimbursement is virtually certain.

#### *Termination benefit*

Termination benefits are employee benefits provided in exchange for the termination of an employee's employment as a result of either an entity's decision to terminate an employee's employment before the normal retirement date or an employee's decision to accept an offer of benefits in exchange for the termination of employment.

A liability and expense for a termination benefit is recognized at the earlier of when the entity can no longer withdraw the offer of those benefits and when the entity recognizes related restructuring costs. Initial recognition and subsequent changes to termination benefits are measured in accordance with the nature of the employee benefit, as either post-employment benefits, short-term employee benefits, or other long-term employee benefits.

#### *Employee leave entitlement*

Employee entitlements to annual leave are recognized as a liability when they are accrued to the employees. The undiscounted liability for leave expected to be settled wholly before twelve months after the end of the annual reporting period is recognized for services rendered by employees up to the end of the reporting period.

### Income Taxes

#### *Current tax*

Current tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted at the reporting date in countries where the Group operates and generates taxable income.

#### *Deferred tax*

Deferred tax is provided using the balance sheet liability method on all temporary differences, with certain exceptions, at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred tax liabilities are recognized for all taxable temporary differences, except:

- When the deferred tax liability arises from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- In respect of taxable temporary differences associated with investments in subsidiaries, associates and interests in joint ventures, where the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.



Deferred tax assets are recognized for all deductible temporary differences, carryforward benefits of unused tax credits from unused minimum corporate income tax (MCIT) over the regular corporate income tax (RCIT) and unused net operating loss carryover (NOLCO), to the extent that it is probable that future taxable income will be available against which the deductible temporary differences, and the carryforward benefits of unused tax credits from excess MCIT and unused NOLCO can be utilized, except:

- Where the deferred tax asset relating to the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor future taxable profit or loss; and
- In respect of deductible temporary differences associated with investments in subsidiaries, associates and interests in joint ventures, deferred tax assets are recognized only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and future taxable profit will be available against which the temporary differences can be utilized.

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

Deferred tax relating to items recognized outside profit or loss is recognized outside profit or loss in the consolidated statement of comprehensive income. Such deferred tax items are recognized in correlation to the underlying transaction either in other comprehensive income or directly in equity.

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

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

#### Value-added Tax (VAT)

Revenues, expenses, and assets are recognized net of the amount of VAT, if applicable.

When VAT from sale of goods and/or services (output VAT) exceeds VAT passed on from purchases of goods or services (input VAT), the excess is recognized as payable in the consolidated statement of financial position. When VAT passed on from purchases of goods or services (input VAT) exceeds VAT from sale of goods and/or services (output VAT), the excess is recognized as an asset in the consolidated statement financial position to the extent of the recoverable amount.

The net amount of VAT recoverable from, or payable to, the taxation authority by each entity is included as part of 'Other current assets' or 'Accounts payable and other accrued liabilities' in the consolidated statement of financial position.

#### Borrowing Costs

Interest and other finance costs incurred during the construction period on borrowings used to finance property development are capitalized to the appropriate asset accounts. Capitalization of borrowing costs commences when the activities to prepare the asset are in progress, and expenditures and borrowing costs are being incurred. The capitalization of these borrowing costs ceases when substantially all the activities necessary to prepare the asset for sale or its intended use are complete.





If the carrying amount of the asset exceeds its recoverable amount, an impairment loss is recorded. Capitalized borrowing cost is based on the applicable weighted average borrowing rate. Borrowing costs which do not qualify for capitalization are expensed as incurred.

Interest expense on loans is recognized using the EIR method over the term of the loans.

#### Leases

The Group assesses whether a contract is, or contains a lease, at the inception of a contract. That is, if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

#### *The Group as a lessee*

The Group applies a single recognition and measurement approach for all leases, except for short-term leases and leases of low-value assets. The Group recognizes lease liabilities to make lease payments and right-of-use (ROU) assets representing the right to use the underlying assets.

#### *Right-of-use assets*

The Group recognizes ROU assets at the commencement date of the lease (i.e., the date the underlying asset is available for use). ROU assets are measured at cost, less any accumulated depreciation and impairment losses, and adjusted for any remeasurement of lease liabilities. The cost of ROU assets includes the amount of lease liabilities recognized, initial direct costs incurred, lease payments made at or before the commencement date less any lease incentives received, and any estimated costs to be incurred in dismantling and removing the underlying asset, restoring the site on which it is located or restoring the underlying asset to the condition required by the terms and conditions of the lease, unless those costs are incurred to produce inventories. Unless the Group is reasonably certain to obtain ownership of the leased asset at the end of the lease term, the recognized ROU assets are depreciated on a straight-line basis over the shorter of its estimated useful life and the lease term. ROU assets, which are presented under 'Noncurrent Assets' in the consolidated statement of financial position, are subject to impairment.

The depreciation period for each class of ROU assets follows:

|                            | Period     |
|----------------------------|------------|
| Land and land improvements | 10 years   |
| Buildings and improvements | 2-20 years |
| Machinery and equipment    | 2 years    |
| Transportation equipment   | 2 years    |
| Furniture and fixture      | 2 years    |

#### *Lease liabilities*

At the commencement date of the lease, the Group recognizes lease liabilities measured at the present value of lease payments to be made over the lease term. The lease payments include fixed payments (including in-substance fixed payments) less any lease incentives receivable, variable lease payments that depend on an index or a rate, and amounts expected to be paid under residual value guarantees. The lease payments also include the exercise price of a purchase option reasonably certain to be exercised by the Group and payments of penalties for terminating a lease, if the lease term reflected the Group exercising the option to terminate. Variable lease payments that do not depend on an index or a rate are recognized as expense in the period on which the event or condition that triggers the payment occurs.



In calculating the present value of lease payments, the Group uses the incremental borrowing rate at the commencement date if the interest rate implicit to the lease is not readily determinable. After the commencement date, the amount of lease liabilities is increased to reflect the accretion of interest and reduced for the lease payments made. In addition, the carrying amount of lease liabilities is remeasured if there is a modification, a change in the lease term, a change in the in-substance fixed lease payments or a change in the assessment to purchase the underlying asset.

#### *Short-term leases*

The Group applies the short-term lease recognition exemption to its short-term leases of 12 months or less from the commencement date and do not contain a purchase option. Lease payments on short-term leases are recognized as expense on a straight-line basis over the lease term.

#### *Group as a lessor*

Leases where the Group does not transfer substantially all the risks and benefits of ownership of the assets are classified as operating leases. Initial direct costs incurred in negotiating operating leases are added to the carrying amount of the leased asset and recognized over the lease term on the same basis as the rental income. Contingent rents are recognized as revenue in the period in which they are earned.

#### *Rent income*

Rent income arising from investment properties is accounted for on a straight-line basis over the lease term on ongoing leases and is included in other loss in the consolidated statement of income.

#### Cost and Expenses

Cost and expenses are decreases in economic benefits during the accounting period in the form of outflows or decrease of assets or incurrence of liabilities that result in decreases in equity, other than those relating to distributions to equity participants. Cost and expenses are recognized when incurred.

#### Foreign Currency Translation/Transactions

The functional and presentation currency of the Parent Company and its Philippine subsidiaries is the Philippine Peso. Each entity in the Group determines its own functional currency and items included in the consolidated financial statements of each entity are measured using that functional currency.

#### *Transactions and balances*

Transactions in foreign currencies are initially recorded in the functional currency rate prevailing at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the functional currency rate of exchange prevailing at the reporting date. Differences arising from settlement or translation of monetary items are recognized in the consolidated statement of income. Tax charges and credits attributable to exchange differences are also dealt with in statement of income. Nonmonetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate as at the date of initial transaction. Nonmonetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined. The gain or loss arising from translation of non-monetary items measured at fair value is treated in line with the recognition of the gain or loss on the change in fair value of the item.

#### *Group companies*

As of reporting date, the assets and liabilities of the subsidiaries are translated into the presentation currency of the Group at the rate of exchange prevailing at reporting date and their respective statements of income are translated at the weighted average exchange rates for the year. The exchange differences arising from the translation are taken directly to a separate component of equity as 'Cumulative translation adjustments' under 'Other comprehensive income'. On disposal of a



foreign entity, the deferred cumulative amount recognized in equity relating to that particular foreign operation shall be recognized in the consolidated statement of income.

The Group has determined that the cumulative translation adjustments will not be realized in the foreseeable future. Therefore, the Group does not recognize deferred tax liabilities on its cumulative translation adjustments.

#### Common Stock

Capital stocks are classified as equity and are recorded at par. Proceeds in excess of par value are recorded as 'Additional paid-in capital' in the consolidated statement of changes in equity.

Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

#### Retained Earnings

Retained earnings represent the cumulative balance of periodic net income (loss), dividend distributions, prior period adjustments and effect of changes in accounting policy and capital adjustments.

#### Other Comprehensive Income

Other comprehensive income comprises items of income and expenses (including items previously presented under the consolidated statements of changes in equity) that are not recognized in the consolidated statement of income for the year in accordance with PFRSs.

#### Treasury Shares

Treasury shares are recorded at cost and are presented as a deduction from equity. Any consideration paid or received in connection with treasury shares are recognized directly in equity.

When the shares are retired, the capital stock account is reduced by its par value. The excess of cost over par value upon retirement is debited to the following accounts in the order given: (a) additional paid-in capital to the extent of the specific or average additional paid-in capital when the shares were issued, and (b) retained earnings. When shares are sold, the treasury share account is credited and reduced by the weighted average cost of the shares sold. The excess of any consideration over the cost is credited to additional paid-in capital.

Transaction costs incurred such as registration and other regulatory fees, amounts paid to legal, accounting and other professional advisers, printing costs and stamp duties (net of any related income tax benefit) in relation to issuing or acquiring the treasury shares are accounted for as reduction from equity, which is disclosed separately.

No gain or loss is recognized in the consolidated statement of income on the purchase, sale, issue or cancellation of the Group's own equity instruments.

#### Equity Reserves

Equity reserves arise from transactions in which the proportion of equity held by non-controlling interests changes. These are initially measured as the difference between the amount by which the non-controlling interests were adjusted and the fair value of the consideration paid or received. Equity reserves are attributed to the owners of the Parent Company.



#### Dividends on Common Stocks

Dividends on common shares are recognized as a liability and deducted from equity when approved by BOD of the Parent Company in the case of cash dividends, and the BOD and shareholders of the Parent Company in the case of stock dividends.

#### Earnings Per Share (EPS)

Basic EPS is computed by dividing consolidated net income attributable to equity holders of the Parent Company (consolidated net income less dividends on preferred shares) by the weighted average number of common stocks issued and outstanding during the year, adjusted for any subsequent stock dividends declared.

Diluted EPS amounts are calculated by dividing the consolidated net income attributable to equity holders of the Parent Company by the weighted average number of ordinary shares outstanding during the year plus the weighted average number of ordinary shares that would be issued on the conversion of all the dilutive potential ordinary shares into ordinary shares.

#### Segment Reporting

The Group's operating businesses are organized and managed separately according to the nature of the products and services provided, with each segment representing a strategic business unit that offers different products and serves different markets. Financial information on business segments is presented in Note 6 to the consolidated financial statements.

#### Events after Reporting Date

Any post year-end event up to the date of approval of the BOD of the consolidated financial statements that provides additional information about the Group's position at reporting date (adjusting event) is reflected in the consolidated financial statements. Any post year-end event that is not an adjusting event is disclosed in the notes to the consolidated financial statements, when material.

#### Standards Issued but not yet Effective

Pronouncements issued but not yet effective are listed below. Unless otherwise indicated, the Group does not expect that the future adoption of the said pronouncements will have a significant impact on its consolidated financial statements. The Group intends to adopt the following pronouncements when they become effective.

#### *Effective beginning on or after January 1, 2021*

- Amendments to PFRS 9, PFRS 7, PFRS 4 and PFRS 16, *Interest Rate Benchmark Reform – Phase 2*

The amendments provide the following temporary reliefs which address the financial reporting effects when an interbank offered rate (IBOR) is replaced with an alternative nearly risk-free interest rate (RFR):

- Practical expedient for changes in the basis for determining the contractual cash flows as a result of IBOR reform
- Relief from discontinuing hedging relationships
- Relief from the separately identifiable requirement when an RFR instrument is designated as a hedge of a risk component



The Group shall also disclose information about:

- The nature and extent of risks to which the entity is exposed arising from financial instruments subject to IBOR reform, and how the entity manages those risks; and
- Their progress in completing the transition to alternative benchmark rates, and how the entity is managing that transition

The amendments are effective for annual reporting periods beginning on or after January 1, 2021 and apply retrospectively, however, the Group is not required to restate prior periods.

*Effective beginning on or after January 1, 2022*

- *Amendments to PFRS 3, Reference to the Conceptual Framework*  
The amendments are intended to replace a reference to the Framework for the Preparation and Presentation of Financial Statements, issued in 1989, with a reference to the Conceptual Framework for Financial Reporting issued in March 2018 without significantly changing its requirements. The amendments added an exception to the recognition principle of PFRS 3, *Business Combinations* to avoid the issue of potential ‘day 2’ gains or losses arising for liabilities and contingent liabilities that would be within the scope of PAS 37, *Provisions, Contingent Liabilities and Contingent Assets* or Philippine-IFRIC 21, *Levies*, if incurred separately.

At the same time, the amendments add a new paragraph to PFRS 3 to clarify that contingent assets do not qualify for recognition at the acquisition date.

The amendments are effective for annual reporting periods beginning on or after January 1, 2022 and apply prospectively.

- *Amendments to PAS 16, Plant and Equipment: Proceeds before Intended Use*  
The amendments prohibit entities deducting from the cost of an item of property, plant and equipment, any proceeds from selling items produced while bringing that asset to the location and condition necessary for it to be capable of operating in the manner intended by management. Instead, an entity recognizes the proceeds from selling such items, and the costs of producing those items, in profit or loss.

The amendment is effective for annual reporting periods beginning on or after January 1, 2022 and must be applied retrospectively to items of property, plant and equipment made available for use on or after the beginning of the earliest period presented when the entity first applies the amendment.

The amendments are not expected to have a material impact on the Group.

- *Amendments to PAS 37, Onerous Contracts – Costs of Fulfilling a Contract*  
The amendments specify which costs an entity needs to include when assessing whether a contract is onerous or loss-making. The amendments apply a “directly related cost approach”. The costs that relate directly to a contract to provide goods or services include both incremental costs and an allocation of costs directly related to contract activities. General and administrative costs do not relate directly to a contract and are excluded unless they are explicitly chargeable to the counterparty under the contract.



The amendments are effective for annual reporting periods beginning on or after January 1, 2022. The Group will apply these amendments to contracts for which it has not yet fulfilled all its obligations at the beginning of the annual reporting period in which it first applies the amendments.

- *Annual Improvements to PFRSs 2018-2020 Cycle*

- *Amendments to PFRS 1, First-time Adoption of Philippine Financial Reporting Standards, Subsidiary as a first-time adopter*

The amendment permits a subsidiary that elects to apply paragraph D16(a) of PFRS 1 to measure cumulative translation differences using the amounts reported by the parent, based on the parent's date of transition to PFRS. This amendment is also applied to an associate or joint venture that elects to apply paragraph D16(a) of PFRS 1.

The amendment is effective for annual reporting periods beginning on or after January 1, 2022 with earlier adoption permitted. The amendments are not expected to have a material impact on the Group.

- *Amendments to PFRS 9, Financial Instruments, Fees in the '10 per cent' test for derecognition of financial liabilities*

The amendment clarifies the fees that an entity includes when assessing whether the terms of a new or modified financial liability are substantially different from the terms of the original financial liability. These fees include only those paid or received between the borrower and the lender, including fees paid or received by either the borrower or lender on the other's behalf. An entity applies the amendment to financial liabilities that are modified or exchanged on or after the beginning of the annual reporting period in which the entity first applies the amendment.

The amendment is effective for annual reporting periods beginning on or after January 1, 2022 with earlier adoption permitted. The Group will apply the amendments to financial liabilities that are modified or exchanged on or after the beginning of the annual reporting period in which the entity first applies the amendment. The amendments are not expected to have a material impact on the Group.

- *Amendments to PAS 41, Agriculture, Taxation in fair value measurements*

The amendment removes the requirement in paragraph 22 of PAS 41 that entities exclude cash flows for taxation when measuring the fair value of assets within the scope of PAS 41.

An entity applies the amendment prospectively to fair value measurements on or after the beginning of the first annual reporting period beginning on or after January 1, 2022 with earlier adoption permitted. The amendments are not expected to have a material impact on the Group.



*Effective beginning on or after January 1, 2023*

- Amendments to PAS 1, *Classification of Liabilities as Current or Non-current*  
The amendments clarify paragraphs 69 to 76 of PAS 1, *Presentation of Financial Statements*, to specify the requirements for classifying liabilities as current or non-current. The amendments clarify:

- What is meant by a right to defer settlement
- That a right to defer must exist at the end of the reporting period
- That classification is unaffected by the likelihood that an entity will exercise its deferral right
- That only if an embedded derivative in a convertible liability is itself an equity instrument would the terms of a liability not impact its classification

The amendments are effective for annual reporting periods beginning on or after January 1, 2023 and must be applied retrospectively. The Group is currently assessing the impact the amendments will have on current practice and whether existing loan agreements may require renegotiation.

- PFRS 17, *Insurance Contracts*  
PFRS 17 is a comprehensive new accounting standard for insurance contracts covering recognition and measurement, presentation and disclosure. Once effective, PFRS 17 will replace PFRS 4, *Insurance Contracts*. This new standard on insurance contracts applies to all types of insurance contracts (i.e., life, non-life, direct insurance and re-insurance), regardless of the type of entities that issue them, as well as to certain guarantees and financial instruments with discretionary participation features. A few scope exceptions will apply.

The overall objective of PFRS 17 is to provide an accounting model for insurance contracts that is more useful and consistent for insurers. In contrast to the requirements in PFRS 4, which are largely based on grandfathering previous local accounting policies, PFRS 17 provides a comprehensive model for insurance contracts, covering all relevant accounting aspects. The core of PFRS 17 is the general model, supplemented by:

- A specific adaptation for contracts with direct participation features (the variable fee approach)
- A simplified approach (the premium allocation approach) mainly for short-duration contracts

PFRS 17 is effective for reporting periods beginning on or after January 1, 2023, with comparative figures required. Early application is permitted. The amendments are not expected to have an impact on the Group.

*Deferred effectivity*

- Amendments to PFRS 10, *Consolidated Financial Statements*, and PAS 28, *Sale or Contribution of Assets between an Investor and its Associate or Joint Venture*  
The amendments address the conflict between PFRS 10 and PAS 28 in dealing with the loss of control of a subsidiary that is sold or contributed to an associate or joint venture. The amendments clarify that a full gain or loss is recognized when a transfer to an associate or joint venture involves a business as defined in PFRS 3. Any gain or loss resulting from the sale or contribution of assets that does not constitute a business, however, is recognized only to the extent of unrelated investors' interests in the associate or joint venture.



On January 13, 2016, the Financial Reporting Standards Council deferred the original effective date of January 1, 2016 of the said amendments until the International Accounting Standards Board (IASB) completes its broader review of the research project on equity accounting that may result in the simplification of accounting for such transactions and of other aspects of accounting for associates and joint ventures.

---

### 3. Significant Accounting Judgments and Estimates

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

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

#### Judgments

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

*a. Revenue recognition on sale of goods and services*

Revenue recognition under PFRS 15 involves the application of significant judgment and estimation in the: (a) identification of the contract for sale of goods that would meet the requirements of PFRS 15; (b) assessment of performance obligation and the probability that the Group will collect the consideration from the buyer; (c) determining method to estimate variable consideration and assessing the constraint; and (d) recognition of revenue as the Group satisfies the performance obligation.

*i. Existence of a contract*

The Group enters into a contract with customer through an approved purchase order which constitutes a valid contract as specific details such as the quantity, price, contract terms and their respective obligations are clearly identified. In the case of sales to key accounts and distributors, the combined approved purchase order and trading terms agreement/exclusive distributorship agreement constitute a valid contract.

*ii. Identifying performance obligation*

The Group identifies performance obligations by considering whether the promised goods or services in the contract are distinct goods or services. A good or service is distinct when the customer can benefit from the good or service on its own or together with other resources that are readily available to the customer and the Group's promise to transfer the good or service to the customer is separately identifiable from the other promises in the contract.

Based on management assessment, other than the sale of goods and services, no other performance obligations were identified except in the case of milling revenue.





iii. *Recognition of revenue as the Group satisfies the performance obligation*

The Group recognizes its revenue for all revenue streams at a point in time, when the goods are sold and delivered and when services are already rendered. In addition, part of the assessment process of the Group before revenue recognition is to assess the probability that the Group will collect the consideration to which it will be entitled in exchange for the goods sold that will be transferred to the customer.

iv. *Method to estimate variable consideration and assess constraint*

The Group uses historical experience with key accounts and distributors from the past 12 months to determine the expected value of rights of return and constrain the consideration under the contract accordingly.

v. *Recognition of milling revenue under output sharing agreement and cane purchase agreement*

The Group applies both output sharing agreement and cane purchase agreement in relation to milling operations. Under output sharing agreement, milling revenue is recognized based on the fair value of the millshare at average raw sugar selling price on the month with sugar production after considering in-purchase, which represents cane purchase agreement. Under cane purchase agreement, the Group purchases raw sugar from the traders and/or planters. The in-purchase rate is derived by determining the total raw sugar purchases and the total planters' share. Raw production costs are allocated systematically based on the output sharing and cane purchase agreement rates.

b. *Contingencies*

The Group is currently involved in various legal proceedings. The estimate of the probable costs for the resolution of these claims has been developed in consultation with outside counsel handling the defense in these matters and is based upon an analysis of potential results. The Group currently does not believe these proceedings will have a material effect on the Group's consolidated financial position. It is possible, however, that future results of operations could be materially affected by changes in the estimates or in the effectiveness of the strategies relating to these proceedings.

c. *Determining whether it is reasonably certain that a renewal and termination option will be exercised - the Group as a lessee*

The Group determines the lease term as the non-cancellable term of the lease, together with any periods covered by an option to renew the lease if it is reasonably certain to be exercised, or any periods covered by an option to terminate the lease, if it is reasonably certain not to be exercised.

The Group has several lease contracts that include renewal and termination options. The Group applies judgment in evaluating whether it is reasonably certain to exercise the option to renew or terminate the lease. That is, it considers all relevant factors that create an economic incentive for it to exercise the renewal or termination. After the commencement date, the Group reassesses the lease term if there is a significant event or change in circumstances that is within its control and affects its ability to exercise (or not to exercise) the option to renew or terminate (e.g., a change in business strategy).

The Group included the renewal period as part of the lease term for leases, together with any periods covered by an option to renew the lease if it is reasonably certain to be exercised, or any periods covered by an option to terminate the lease, if it is reasonably certain not to be exercised. The Group did not include the option to renew nor the option to terminate the lease in the lease term as the Group assessed that it is not reasonably certain that these options will be exercised.



*d. Assessment of retention of control*

The Group determined that it has retained control over UHC, following the sale of 40% of its ownership interest in UHC to Intersnack. The Group considered the impact of the terms and conditions of the shareholders' agreement and other related agreements, and assessed that it still has control over UHC. URC retained control because it still has:

- (i) power over UHC through URC's representation in UHC's BOD;
- (ii) exposure or rights to variable returns from its involvement with UHC; and
- (iii) the ability to use its power to direct UHC's decision-making over its operations (i.e., the ability to direct the relevant activities of UHC), in order to affect its returns from UHC.

*e. Accounting for the call option*

The Group issued a purchase option as part of its transaction to sell 40% of its ownership interest in UHC to Intersnack. Based on its assessment of the terms of the instrument reflected in the shareholders' agreement, the option should be accounted for as a derivative liability under PFRS 9, *Financial Instruments*. The Group considered the following:

- (i) The option holder has no present access to the returns associated with the shares subject to the call option; and
- (ii) The option will not be settled with the payment by the option holder of a fixed amount of cash because of certain contractual terms of the option.

*f. Assessment of elements of a business*

The Group determined that its acquisition of properties in La Carlota City should be accounted for as a purchase of assets. The Group considered the terms and conditions of the asset purchase agreement and other related agreements, and assessed that the properties acquired do not meet the elements of a business because:

- (i) there were no outputs as of acquisition date;
- (ii) the inputs acquired do not include an organized workforce; and
- (iii) no substantive processes were acquired either as part of the terms of the agreements or through the intellectual capacity of any organized workforce.

Estimates

The key assumptions concerning the future and other sources of estimation uncertainty at the financial position date that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

*a. Assessment for ECL on trade receivables*

The Group, applying the simplified approach in the computation of ECL, initially uses a provision matrix based on historical default rates for trade receivables. The provision matrix specifies provision rates depending on the number of days that a trade receivable is past due. The Group also uses appropriate groupings if its historical credit loss experience shows significantly different loss patterns for different customer segments. The Group then adjusts the historical credit loss experience with forward-looking information on the basis of current observable data affecting each customer segment to reflect the effects of current and forecasted economic conditions.

The Group adjusts historical default rates to forward-looking default rate by determining the closely related economic factor affecting each customer segment. The Group regularly reviews the methodology and assumptions used for estimating ECL to reduce any differences between estimates and actual credit loss experience.



The determination of the relationship between historical default rates and forecasted economic conditions is a significant accounting estimate. Accordingly, the provision for ECL on trade receivables is sensitive to changes in assumptions about forecasted economic conditions.

The Group has assessed that the ECLs on trade receivables is not material because significant amount of its receivables are normally collected within one year. The carrying amount of trade receivables is ₱13.7 billion and ₱13.6 billion as at December 31, 2020 and 2019, respectively (see Note 10).

*b. Assessment for ECL on Other Financial Assets at Amortized Cost*

The Group determines the allowance for ECL using general approach based on the probability-weighted estimate of the present value of all cash shortfalls over the expected life of other financial assets at amortized cost. ECL is provided for credit losses that result from possible default events within the next 12 months unless there has been an SICR since initial recognition in which case lifetime ECLs are provided.

When determining if there has been a significant increase in credit risk, the Group considers reasonable and supportable information that is available without undue cost or effort and that is relevant for the particular financial instrument being assessed such as, but not limited to, the following factors:

- Actual or expected external and internal credit rating downgrade;
- Existing or forecasted adverse changes in business, financial or economic conditions; and,
- Actual or expected significant adverse changes in the operating results of the borrower.

The Group also considers financial assets that are more than 90 days past due to be the latest point at which lifetime ECL should be recognized unless it can demonstrate that this does not represent an SICR such as when non-payment was an administrative oversight rather than resulting from financial difficulty of the borrower.

The Group has assessed that the ECL on other financial assets at amortized cost is not material because the transactions with respect to these financial assets were entered into by the Group only with reputable banks and companies with good credit standing and relatively low risk of defaults. Accordingly, no provision for ECL on other financial assets at amortized cost was recognized in 2020 and 2019.

*c. Determination of fair values less estimated costs to sell of biological assets*

The fair values of biological assets are determined based on current market prices of livestock of similar age, breed and genetic merit. Costs to sell include commissions to brokers and dealers, nonrefundable transfer taxes and duties. Costs to sell exclude transport and other costs necessary to get the biological assets to the market. The fair values are reviewed and updated if expectations differ from previous estimates due to changes brought by both physical change and price changes in the market. It is possible that future results of operations could be materially affected by changes in these estimates brought about by the changes in factors mentioned.

As of December 31, 2020 and 2019, the Group's biological assets carried at fair values less estimated costs to sell amounted to ₱234.3 million and ₱957.6 million, respectively (see Note 14). For the years ended December 31, 2020, 2019 and 2018, the Group recognized changes in the fair value less costs to sell of biological assets amounting to ₱37.0 million gain, ₱70.2 million loss, and ₱467.5 million loss, respectively (see Note 14). Changes in fair value of biological assets are recognized in the consolidated statements of income.



d. *Impairment of goodwill and intangible assets with indefinite useful lives*

The Group performed its annual impairment test on its goodwill and other intangible assets with indefinite useful lives as of reporting date. The recoverable amounts of the intangible assets were determined based on value in use calculations using cash flow projections from financial budgets approved by management covering a five-year period. The following assumptions were also used in computing value in use:

*Growth rate estimates* - growth rates include revenue growth and terminal growth rates that are based on experiences and strategies developed for the various subsidiaries. The prospect for the industry was also considered in estimating the growth rates.

*Discount rates* - discount rates were estimated based on the industry weighted average cost of capital, which includes the cost of equity and debt after considering the gearing ratio.

Value-in-use is most sensitive to changes in discount rate and growth rate.

As of December 31, 2020 and 2019, the balance of the Group's goodwill and intangible assets with indefinite useful lives and accumulated impairment losses follow:

|                             | 2020                   | 2019            |
|-----------------------------|------------------------|-----------------|
| Goodwill (Note 15)          | <b>₱31,194,495,817</b> | ₱31,194,495,817 |
| Intangible assets (Note 15) | <b>11,599,843,220</b>  | 11,673,128,525  |

e. *Assessment of impairment of nonfinancial assets*

The Group assesses the impairment of its nonfinancial assets (i.e., property, plant and equipment, right-of-use assets, investment properties, investments in joint venture and intangible assets with finite useful lives) whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable.

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

- Market interest rates or other market rates of return on investments have increased during the period, and those increases are likely to affect the discount rate used in calculating the asset's value in use and decrease the asset's recoverable amount materially;
- Significant underperformance relative to expected historical or projected future operating results;
- Significant changes in the manner of use of the acquired assets or the strategy for overall business such as plans to discontinue or restructure the operation to which an asset belongs; and
- Significant negative industry or economic trends.

The Group determines an impairment loss whenever the carrying amount of an asset exceeds its recoverable amount, which is the higher of its fair value less costs to sell and its value in use. The fair value less costs to sell calculation is based on available data from recent, binding sales transactions in an arm's length transaction of similar assets or observable market prices less incremental costs for disposing of the asset. The value in use calculation is based on a discounted cash flow model. The cash flows are derived from the budget for the next five years and do not include restructuring activities that the Group is not yet committed to or significant future investments that will enhance the asset base of the cash-generating unit being tested. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash inflows and the growth rate used for extrapolation purposes.



For the years ended December 31, 2020 and 2019, the Group did not recognize any impairment losses on its property, plant and equipment (see Note 13), right-of-use assets (see Note 36), investment properties (see Note 17), goodwill and its other intangible assets (see Note 15). For the year ended December 31, 2018, the Group recognized impairment losses on its goodwill and property, plant and equipment amounting to ₱17.6 million and ₱1.7 million, respectively. No impairment was recognized for its right-of-use assets, investment properties and other intangibles.

As of December 31, 2020 and 2019, the balances of the Group's nonfinancial assets with finite useful lives, excluding biological assets, net of accumulated depreciation, amortization and impairment losses follow:

|   | 2020                   | 2019            |
|---|------------------------|-----------------|
| Property, plant and equipment (Note 13) | <b>₱58,989,613,043</b> | ₱54,626,409,715 |
| Right-of-use assets (Note 36)           | <b>6,015,980,376</b>   | 3,613,579,513   |
| Intangible assets (Note 15)             | <b>1,811,906,549</b>   | 1,885,191,854   |
| Investments in joint ventures (Note 16) | <b>386,494,519</b>     | 421,625,100     |
| Investment properties (Note 17)         | <b>29,962,148</b>      | 33,173,512      |

*f. Determination of the fair value of intangible assets and property, plant and equipment acquired in a business combination*

The Group measures the identifiable assets and liabilities acquired in a business combination at fair value at the date of acquisition.

The fair value of the intangible assets acquired in a business combination is determined based on the net sales forecast attributable to the intangible assets, growth rate estimates and royalty rates using comparable license agreements. Royalty rates are based on the estimated arm's length royalty rate that would be paid for the use of the intangible assets. Growth rate estimate includes long-term growth rate and terminal growth rate applied to future cash flows beyond the projection period.

The fair value of property, plant and equipment acquired in a business combination is determined based on comparable properties after adjustments for various factors such as location, size and shape of the property (see Note 13). Cost information and current prices of comparable equipment are also utilized to determine the fair value of equipment.

*g. Estimation of pension and other benefits costs*

The determination of the obligation and cost of pension and other employee benefits is dependent on the selection of certain assumptions used in calculating such amounts. Those assumptions include, among others, discount rates and salary increase rates (see Note 31). Actual results that differ from the Group's assumptions are accumulated and amortized over future periods and therefore, generally affect the recognized expense and recorded obligation in such future periods.

The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows using interest rates of Philippine government bonds with terms consistent with the expected employee benefit payout as of reporting date.

The mortality rate is based on publicly available mortality tables for the specific country and is modified accordingly with estimates of mortality improvements. Future salary increases and pension increases are based on expected future salary increase rates of the Group.

As of December 31, 2020 and 2019, the balance of the Group's present value of defined benefit obligations and other benefits is shown in Note 31 to the consolidated financial statements.



*h. Recognition of deferred income tax assets*

The Group reviews the carrying amounts of its deferred income taxes at each reporting date and reduces the deferred tax assets to the extent that it is no longer probable that sufficient taxable income will be available to allow all or part of the deferred tax assets to be utilized. However, there is no guarantee that the Group will generate sufficient taxable income to allow all or part of the deferred tax assets to be utilized.

As of December 31, 2020 and 2019, the Group recognized net deferred tax assets amounting to ₱555.1 million and ₱620.2 million, respectively (see Note 32), as the Group believes sufficient taxable income will allow these deferred tax assets to be utilized.

Net deferred tax liabilities amounted to ₱3.8 billion and ₱3.9 billion as of December 31, 2020 and 2019, respectively (see Note 32).

The recognized and unrecognized deferred tax assets for the Group are disclosed in Note 32.

*i. Valuation of ROU assets and lease liabilities*

The application of PFRS 16 requires the Group to make assumptions that affect the valuation of its ROU assets and lease liabilities. These include determining the length of the lease term and determining the interest rate to be used for discounting future cash flows.

*Lease term.* The lease term determined by the Group comprises non-cancellable period of lease contracts, together with any periods covered by an option to extend the lease if it is reasonably certain to be exercised, or any periods covered by an option to terminate the lease, if it is reasonably certain not to be exercised. For lease contracts with indefinite term, the Group estimates the length of the contract to be equal to the economic useful life of noncurrent assets located in the leased property and physically connected with it or determines the length of the contract to be equal to the average or typical market contract term of particular type of lease. The same economic useful life is applied to determine the depreciation rate of ROU assets.

*Discount rate.* The Company cannot readily determine the interest rate implicit in the lease, therefore it uses its incremental borrowing rate (IBR) to measure lease liabilities. The IBR is determined using the rate of interest rate swap applicable for currency of the lease contract and for similar tenor, corrected by the average credit spread of entities with rating similar to the Group's rating, observed in the period when the lease contract commences or is modified.

*j. COVID-19 Pandemic*

The COVID-19 pandemic did not have a significant impact on the Group's business operations. The operations in the Philippines and other areas around the world remain fully operational with no major disruptions recorded to date.

To ensure ongoing impacts of COVID-19 have been appropriately reflected in the Group's consolidated financial statements, the Group has assessed the impact of COVID-19 as follows:

- Collectability of accounts with customers continues to be closely monitored. A material change in the provision for impairment of trade receivables has not been identified.
- The cash flow projections used in the impairment testing for goodwill and intangible assets with indefinite lives include the Group's best estimates of any potential future impact from the COVID-19 pandemic.
- The market data used by the Group in other estimates (such as market risk, risk free borrowing rates, and data of comparable companies) are the latest available data, which already include the economic effects of the pandemic



- The Group has also considered the increase uncertainty in determining key assumptions within the assessment of future taxable income of the entities of the Group upon which recognition of the deferred tax assets is assessed, including forecast of revenue and expenses, among others.

The Group continues to monitor the risks and the ongoing impacts of COVID-19 on its business.

---

#### 4. Financial Risk Management Objectives and Policies

The Group's principal financial instruments, other than derivative financial instruments, comprise cash and cash equivalents, financial assets at FVTPL, financial assets at FVOCI, and interest-bearing loans and other borrowings. The main purpose of these financial instruments is to finance the Group's operations and related capital expenditures. The Group has various other financial assets and financial liabilities, such as trade receivables and payables which arise directly from its operations. One of the Group's subsidiaries is a counterparty to derivative contracts. These derivatives are entered into as a means of reducing or managing their respective foreign exchange exposures.

The BOD of the Parent Company and its subsidiaries review and approve policies for managing each of these risks and they are summarized below, together with the related risk management structure.

##### Risk Management Structure

The Group's risk management structure is closely aligned with that of the Ultimate Parent Company. The BOD of the Parent Company and the respective BODs of each subsidiary are ultimately responsible for the oversight of the Group's risk management processes that involve identifying, measuring, analyzing, monitoring and controlling risks.

The risk management framework encompasses environmental scanning, the identification and assessment of business risks, development of risk management strategies, design and implementation of risk management capabilities and appropriate responses, monitoring risks and risk management performance, and identification of areas and opportunities for improvement in the risk management process.

The BOD has created the board-level Audit Committee (AC) to spearhead the managing and monitoring of risks.

##### *AC*

The AC shall assist the Group's BOD in its fiduciary responsibility for the over-all effectiveness of risk management systems, and both the internal and external audit functions of the Group. Furthermore, it is also the AC's purpose to lead in the general evaluation and to provide assistance in the continuous improvements of risk management, control and governance processes.

The AC also aims to ensure that:

- a. financial reports comply with established internal policies and procedures, pertinent accounting and auditing standards and other regulatory requirements;
- b. risks are properly identified, evaluated and managed, specifically in the areas of managing credit, market, liquidity, operational, legal and other risks, and crisis management;
- c. audit activities of internal and external auditors are done based on plan and deviations are explained through the performance of direct interface functions with the internal and external auditors; and
- d. the Group's BOD is properly assisted in the development of policies that would enhance the risk management and control systems.



*Enterprise Risk Management Group (ERMG)*

The ERMG was created to be primarily responsible for the execution of the enterprise risk management framework. The ERMG's main concerns include:

- a. recommending risk policies, strategies, principles, framework and limits;
- b. managing fundamental risk issues and monitoring of relevant risk decisions;
- c. providing support to management in implementing the risk policies and strategies; and
- d. developing a risk awareness program.

*Corporate Governance Compliance Officer*

Compliance with the principles of good corporate governance is also one of the primary objectives of the BOD. To assist the BOD in achieving this purpose, the BOD has designated a Compliance Officer who shall be responsible for monitoring the actual compliance with the provisions and requirements of the Corporate Governance Manual and other requirements on good corporate governance, identifying and monitoring control compliance risks, determining violations and recommending penalties on such infringements for further review and approval of the BOD, among others.

*Day-to-day risk management functions*

At the business unit or company level, the day-to-day risk management functions are handled by four (4) different groups, namely:

- a. Risk-taking personnel. This group includes line personnel who initiate and are directly accountable for all risks taken.
- b. Risk control and compliance. This group includes middle management personnel who perform the day-to-day compliance check to approved risk policies and risk mitigation decisions.
- c. Support. This group includes back office personnel who support the line personnel.
- d. Risk management. This group pertains to the business unit's Management Committee which makes risk mitigating decisions within the enterprise-wide risk management framework.

*Enterprise Resource Management (ERM) Framework*

The Parent Company's BOD is also responsible for establishing and maintaining a sound risk management framework and is accountable for risks taken by the Parent Company. The Parent Company's BOD also shares the responsibility with the ERMG in promoting the risk awareness program enterprise-wide.

The ERM framework revolves around the following eight interrelated risk management approaches:

- a. Internal Environmental Scanning. It involves the review of the overall prevailing risk profile of the business unit to determine how risks are viewed and addressed by management. This is presented during the strategic planning, annual budgeting and mid-year performance reviews of the Group.
- b. Objective Setting. The Group's BOD mandates the business unit's management to set the overall annual targets through strategic planning activities, in order to ensure that management has a process in place to set objectives which are aligned with the Group's goals.
- c. Event Identification. It identifies both internal and external events affecting the Group's set targets, distinguishing between risks and opportunities.
- d. Risk Assessment. The identified risks are analyzed relative to the probability and severity of potential loss which serves as a basis for determining how the risks should be managed. The risks are further assessed as to which risks are controllable and uncontrollable, risks that require management's attention, and risks which may materially weaken the Group's earnings and capital.





- e. Risk Response. The Group's BOD, through the oversight role of the ERMG, approves the business unit's responses to mitigate risks, either to avoid, self-insure, reduce, transfer or share risk.
- f. Control Activities. Policies and procedures are established and approved by the Group's BOD and implemented to ensure that the risk responses are effectively carried out enterprise-wide.
- g. Information and Communication. Relevant risk management information are identified, captured and communicated in form and substance that enable all personnel to perform their risk management roles.
- h. Monitoring. The ERMG, Internal Audit Group, Compliance Office and Business Assessment Team constantly monitor the management of risks through risk limits, audit reviews, compliance checks, revalidation of risk strategies and performance reviews.

#### *Risk management support groups*

The Group's BOD created the following departments within the Group to support the risk management activities of the Parent Company and the other business units:

- a. Corporate Security and Safety Board (CSSB). Under the supervision of ERMG, the CSSB administers enterprise-wide policies affecting physical security of assets exposed to various forms of risks.
- b. Corporate Supplier Accreditation Team (CORPSAT). Under the supervision of ERMG, the CORPSAT administers enterprise-wide procurement policies to ensure availability of supplies and services of high quality and standards to all business units.
- c. Corporate Management Services (CMS). The CMS is responsible for the formulation of enterprise-wide policies and procedures.
- d. Corporate Planning (CORPLAN). The CORPLAN is responsible for the administration of strategic planning, budgeting and performance review processes of business units.
- e. Corporate Insurance Department (CID). The CID is responsible for the administration of the insurance program of business units concerning property, public liability, business interruption, money and fidelity, and employer compensation insurances, as well as, in the procurement of performance bonds.

#### Risk Management Policies

The main risks arising from the use of financial instruments are credit risk, liquidity risk and market risks such as foreign currency risk, equity price risk and interest rate risk. The Group's policies for managing the aforementioned risks are summarized below.

#### *Credit risk*

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. The Group trades only with recognized and creditworthy third parties. It is the Group's policy that all customers who wish to trade on credit terms are subject to credit verification procedures. The Credit Management Division (CMD) of the Group continuously provides credit notification and implements various credit actions, depending on assessed risks, to minimize credit exposure. Receivable balances of trade customers are being monitored on a regular basis and appropriate credit treatments are executed for overdue accounts. Likewise, other receivable balances are also being monitored and subjected to appropriate actions to manage credit risk.

With respect to credit risk arising from the other financial assets of the Group, which comprise cash and cash equivalents, the Group's exposure to credit risk arises from default of the counterparty with a maximum exposure equal to the carrying amount of these instruments.



a. Credit risk exposure

With respect to credit risk arising from financial assets of the Group, which comprise cash and cash equivalents and receivables, the Group's maximum exposure to credit risk is equal to its carrying amount as of December 31, 2020 and 2019, except for the Group's trade receivables as of December 31, 2020 and 2019 with carrying value of ₱13.7 billion and ₱13.6 billion, respectively, and collateral with fair value amounting to ₱2.3 billion and ₱2.9 billion as of December 31, 2020 and 2019, respectively, resulting to net exposure of ₱11.4 billion and ₱10.7 billion, respectively.

The collateral securities related to the Group's trade receivables consist of standby letters of credit. The Group holds no other collateral or guarantee that would reduce the maximum exposure to credit risk.

b. Risk concentrations of the maximum exposure to credit risk

Concentrations arise when a number of counterparties are engaged in similar business activities or activities in the same geographic region or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. Concentrations indicate the relative sensitivity of the Group's performance to developments affecting a particular industry or geographical location. Such credit risk concentrations, if not properly managed, may cause significant losses that could threaten the Group's financial strength and undermine public confidence.

In order to avoid excessive concentrations of risk, identified concentrations of credit risks are controlled and managed in accordance with the Group's policies and procedures.

i. Concentration by geographical location

The Group's credit risk exposures as of December 31, 2020 and 2019 before taking into account any collateral held or other credit enhancements are categorized by geographic location follow:

|                                     | 2020            |                 |                |                |               |          | Total           |
|-------------------------------------|-----------------|-----------------|----------------|----------------|---------------|----------|-----------------|
|                                     | Philippines     | Asia            | New Zealand    | Australia      | United States | Others   |                 |
| Cash and cash equivalents* (Note 7) | ₱7,901,208,004  | ₱8,479,302,955  | ₱1,109,266,434 | ₱1,315,087,410 | ₱-            | ₱-       | ₱18,804,864,803 |
| Receivables (Note 10):              |                 |                 |                |                |               |          |                 |
| Trade receivables                   | 8,234,367,066   | 2,619,538,241   | 896,055,554    | 1,965,709,767  | -             | 979,342  | 13,716,649,970  |
| Due from related parties            | 835,512,682     | 68,826,811      | -              | -              | -             | -        | 904,339,493     |
| Advances to officers and employees  | 140,876,064     | 6,317,086       | -              | -              | -             | -        | 147,193,150     |
| Interest receivable                 | 24,872,980      | 22,777,739      | -              | -              | -             | -        | 47,650,719      |
| Non-trade and other receivables     | 1,527,849,086   | 34,126,797      | 16,113,438     | 202,342,005    | -             | -        | 1,780,431,326   |
|                                     | ₱18,664,685,882 | ₱11,230,889,629 | ₱2,021,435,426 | ₱3,483,139,182 | ₱-            | ₱979,342 | ₱35,401,129,461 |

\* Excludes cash on hand

|                                     | 2019            |                 |                |                |               |             | Total           |
|-------------------------------------|-----------------|-----------------|----------------|----------------|---------------|-------------|-----------------|
|                                     | Philippines     | Asia            | New Zealand    | Australia      | United States | Others      |                 |
| Cash and cash equivalents* (Note 7) | ₱4,855,565,370  | ₱13,679,076,047 | ₱964,614,414   | ₱918,069,813   | ₱-            | ₱-          | ₱20,417,325,644 |
| Receivables (Note 10):              |                 |                 |                |                |               |             |                 |
| Trade receivables                   | 7,976,316,071   | 2,697,022,456   | 797,891,165    | 2,046,033,051  | 14,326,882    | 57,252,232  | 13,588,841,857  |
| Due from related parties            | 893,959,761     | 98,963,264      | -              | -              | -             | -           | 992,923,025     |
| Advances to officers and employees  | 128,606,887     | 9,345,770       | -              | -              | -             | -           | 137,952,657     |
| Interest receivable                 | 16,187,764      | 29,991,003      | -              | -              | -             | -           | 46,178,767      |
| Non-trade and other receivables     | 1,092,220,854   | 66,929,330      | 15,920,630     | 57,990,804     | -             | -           | 1,233,061,618   |
|                                     | ₱14,962,856,707 | ₱16,581,327,870 | ₱1,778,426,209 | ₱3,022,093,668 | ₱14,326,882   | ₱57,252,232 | ₱36,416,283,568 |

\* Excludes cash on hand



ii. Concentration by industry

The tables below show the industry sector analysis of the Group's financial assets as of December 31, 2020 and 2019 before taking into account any collateral held or other credit enhancements.

|                                      | 2020            |                          |                |                    |                | Total           |
|--------------------------------------|-----------------|--------------------------|----------------|--------------------|----------------|-----------------|
|                                      | Manufacturing   | Financial Intermediaries | Petrochemicals | Tele-Communication | Others*        |                 |
| Cash and cash equivalents** (Note 7) | P-              | ₱18,804,864,803          | P-             | P-                 | P-             | ₱18,804,864,803 |
| Receivables (Note 10):               |                 |                          |                |                    |                |                 |
| Trade receivables                    | 13,298,472,064  | -                        | 14,096,903     | -                  | 404,081,003    | 13,716,649,970  |
| Due from related parties             | 214,744,158     | 28,728,789               | -              | -                  | 660,866,546    | 904,339,493     |
| Advances to officers and employees   | 130,311,475     | -                        | -              | -                  | 16,881,675     | 147,193,150     |
| Interest receivable                  | -               | 47,650,719               | -              | -                  | -              | 47,650,719      |
| Non-trade and other receivables      | 987,421,358     | 82,106,561               | 126,311,768    | 8,491,617          | 576,100,022    | 1,780,431,326   |
|                                      | ₱14,630,949,055 | ₱18,963,350,872          | ₱140,408,671   | ₱8,491,617         | ₱1,657,929,246 | ₱35,401,129,461 |

\*Includes real estate, agriculture, automotive, mining and electrical industries

\*\*Excludes cash on hand

|                                      | 2019            |                          |                |                    |                | Total           |
|--------------------------------------|-----------------|--------------------------|----------------|--------------------|----------------|-----------------|
|                                      | Manufacturing   | Financial Intermediaries | Petrochemicals | Tele-Communication | Others*        |                 |
| Cash and cash equivalents** (Note 7) | P-              | ₱20,417,325,644          | P-             | P-                 | P-             | ₱20,417,325,644 |
| Receivables (Note 10):               |                 |                          |                |                    |                |                 |
| Trade receivables                    | 13,040,437,910  | -                        | 6,631,851      | -                  | 541,772,096    | 13,588,841,857  |
| Due from related parties             | 108,163,925     | 33,539,220               | -              | -                  | 851,219,880    | 992,923,025     |
| Advances to officers and employees   | 114,038,433     | -                        | -              | -                  | 23,914,224     | 137,952,657     |
| Interest receivable                  | -               | 46,178,767               | -              | -                  | -              | 46,178,767      |
| Non-trade and other receivables      | 898,069,310     | 41,685,016               | 58,003,442     | 6,249,876          | 229,053,974    | 1,233,061,618   |
|                                      | ₱14,160,709,578 | ₱20,538,728,647          | ₱64,635,293    | ₱6,249,876         | ₱1,645,960,174 | ₱36,416,283,568 |

\*Includes real estate, agriculture, automotive, mining and electrical industries

\*\*Excludes cash on hand

iii. Credit quality per class of financial assets

The tables below show the credit quality by class of financial assets as of December 31, 2020 and 2019, gross of allowance for credit losses:

|                                     | 2020                          |                |                   |                                   | Total           |
|-------------------------------------|-------------------------------|----------------|-------------------|-----------------------------------|-----------------|
|                                     | Neither Past Due nor Impaired |                |                   | Past Due or Individually Impaired |                 |
|                                     | High Grade                    | Standard Grade | Substandard Grade |                                   |                 |
| Cash and cash equivalents* (Note 7) | ₱18,804,864,803               | P-             | P-                | P-                                | ₱18,804,864,803 |
| Receivables (Note 10):              |                               |                |                   |                                   |                 |
| Trade receivables                   | 11,497,989,212                | -              | -                 | 2,391,909,878                     | 13,889,899,090  |
| Due from related parties            | 904,339,493                   | -              | -                 | -                                 | 904,339,493     |
| Advances to officers and employees  | 17,707,080                    | 97,685,845     | -                 | 51,446,907                        | 166,839,832     |
| Interest receivable                 | 47,437,656                    | -              | -                 | 213,063                           | 47,650,719      |
| Non-trade and other receivables     | 460,186,419                   | 479,220,083    | -                 | 1,030,348,518                     | 1,969,755,020   |
|                                     | ₱31,732,524,663               | ₱576,905,928   | P-                | ₱3,473,918,366                    | ₱35,783,348,957 |

\*Excludes cash on hand

|                                     | 2019                          |                |                   |                                   | Total           |
|-------------------------------------|-------------------------------|----------------|-------------------|-----------------------------------|-----------------|
|                                     | Neither Past Due nor Impaired |                |                   | Past Due or Individually Impaired |                 |
|                                     | High Grade                    | Standard Grade | Substandard Grade |                                   |                 |
| Cash and cash equivalents* (Note 7) | ₱20,417,325,644               | P-             | P-                | P-                                | ₱20,417,325,644 |
| Receivables (Note 10):              |                               |                |                   |                                   |                 |
| Trade receivables                   | 11,921,969,017                | -              | -                 | 1,806,951,997                     | 13,728,921,014  |
| Due from related parties            | 992,923,025                   | -              | -                 | -                                 | 992,923,025     |
| Advances to officers and employees  | 18,752,307                    | 95,955,364     | -                 | 42,891,668                        | 157,599,339     |
| Interest receivable                 | 45,288,161                    | -              | -                 | 890,606                           | 46,178,767      |
| Non-trade and other receivables     | 495,422,939                   | 327,096,227    | -                 | 599,866,146                       | 1,422,385,312   |
|                                     | ₱33,891,681,093               | ₱423,051,591   | P-                | ₱2,450,600,417                    | ₱36,765,333,101 |

\*Excludes cash on hand

High grade cash and cash equivalents are short-term placements and working cash fund placed, invested, or deposited in foreign and local banks belonging to the top ten (10) banks, including an affiliated bank, in the Philippines in terms of resources and profitability.



Other high-grade accounts are accounts considered to be high value. The counterparties have a very remote likelihood of default and have consistently exhibited good paying habits.

Standard grade accounts are active accounts with minimal to regular instances of payment default, due to ordinary/common collection issues. These accounts are typically not impaired as the counterparties generally respond to credit actions and update their payments accordingly.

Substandard grade accounts are accounts which have probability of impairment based on historical trend. These accounts show propensity to default in payment despite regular follow-up actions and extended payment terms.

iv. Credit risk under general approach and simplified approach

|   | 2020                   |                     |                     |                        |
|---|------------------------|---------------------|---------------------|------------------------|
|   | General Approach       |                     |                     | Simplified Approach    |
|   | Stage 1                | Stage 2             | Stage 3             |                        |
| Cash and cash equivalents* (Note 7)             | ₱18,804,864,803        | ₱-                  | ₱-                  | ₱-                     |
| Receivables (Note 10):                          |                        |                     |                     |                        |
| Trade receivables                               | -                      | -                   | -                   | 13,889,899,090         |
| Due from related parties                        | 904,339,493            | -                   | -                   | -                      |
| Advances to officers and employees              | 147,193,150            | -                   | 19,646,682          | -                      |
| Interest receivable                             | 47,650,719             | -                   | -                   | -                      |
| Non-trade and other receivables                 | 939,406,502            | 841,024,824         | 189,323,694         | -                      |
| <b>Total financial assets at amortized cost</b> | <b>₱20,843,454,667</b> | <b>₱841,024,824</b> | <b>₱208,970,376</b> | <b>₱13,889,899,090</b> |

\*Excludes cash on hand

|   | 2019                   |                     |                     |                        |
|---|------------------------|---------------------|---------------------|------------------------|
|   | General Approach       |                     |                     | Simplified Approach    |
|   | Stage 1                | Stage 2             | Stage 3             |                        |
| Cash and cash equivalents* (Note 7)             | ₱20,417,325,644        | ₱-                  | ₱-                  | ₱-                     |
| Receivables (Note 10):                          |                        |                     |                     |                        |
| Trade receivables                               | -                      | -                   | -                   | 13,728,921,014         |
| Due from related parties                        | 992,923,025            | -                   | -                   | -                      |
| Advances to officers and employees              | 137,952,657            | -                   | 19,646,682          | -                      |
| Interest receivable                             | 46,178,767             | -                   | -                   | -                      |
| Non-trade and other receivables                 | 822,519,166            | 410,542,452         | 189,323,694         | -                      |
| <b>Total financial assets at amortized cost</b> | <b>₱22,416,899,259</b> | <b>₱410,542,452</b> | <b>₱208,970,376</b> | <b>₱13,728,921,014</b> |

\*Excludes cash on hand

v. Aging analysis

An aging analysis of the Group's past due or individually impaired receivables as of December 31, 2020 and 2019 is as follows:

|                                    | 2020                      |                     |                     |                     |                           | Total                 |
|------------------------------------|---------------------------|---------------------|---------------------|---------------------|---------------------------|-----------------------|
|                                    | Past Due but Not Impaired |                     |                     |                     | Impaired Financial Assets |                       |
|                                    | Less than 30 Days         | 30 to 60 Days       | 60 to 90 Days       | Over 90 Days        |                           |                       |
| Trade receivables                  | ₱1,855,893,993            | ₱185,907,376        | ₱34,650,801         | ₱142,208,588        | ₱173,249,120              | ₱2,391,909,878        |
| Advances to officers and employees | 3,506,619                 | 2,937,030           | 3,435,645           | 21,920,931          | 19,646,682                | 51,446,907            |
| Nontrade and other receivables     | 24,318,197                | 77,177,011          | 112,341,800         | 627,400,879         | 189,323,694               | 1,030,561,581         |
| <b>Balances at end of year</b>     | <b>₱1,883,718,809</b>     | <b>₱266,021,417</b> | <b>₱150,428,246</b> | <b>₱791,530,398</b> | <b>₱382,219,496</b>       | <b>₱3,473,918,366</b> |

|                                    | 2019                      |                     |                    |                     |                           | Total                 |
|------------------------------------|---------------------------|---------------------|--------------------|---------------------|---------------------------|-----------------------|
|                                    | Past Due but Not Impaired |                     |                    |                     | Impaired Financial Assets |                       |
|                                    | Less than 30 Days         | 30 to 60 Days       | 60 to 90 Days      | Over 90 Days        |                           |                       |
| Trade receivables                  | ₱1,367,303,271            | ₱174,080,784        | ₱10,999,967        | ₱114,488,818        | ₱140,079,157              | ₱1,806,951,997        |
| Advances to officers and employees | 1,855,835                 | 2,216,849           | 1,545,750          | 17,626,552          | 19,646,682                | 42,891,668            |
| Nontrade and other receivables     | 43,354,114                | 38,265,148          | 78,479,509         | 251,334,287         | 189,323,694               | 600,756,752           |
| <b>Balances at end of year</b>     | <b>₱1,412,513,220</b>     | <b>₱214,562,781</b> | <b>₱91,025,226</b> | <b>₱383,449,657</b> | <b>₱349,049,533</b>       | <b>₱2,450,600,417</b> |



### Liquidity risk

Liquidity risk is the risk of not being able to meet funding obligation such as the repayment of liabilities or payment of asset purchases as they fall due. The Group's liquidity management involves maintaining funding capacity to finance capital expenditures and service maturing debts, and to accommodate any fluctuations in asset and liability levels due to changes in the Group's business operations or unanticipated events created by customer behavior or capital and financial market conditions. The Group maintains a level of cash and cash equivalents deemed sufficient to finance its operations. It also maintains a portfolio of highly marketable and diverse financial assets that assumed to be easily liquidated in the event of an unforeseen interruption of cash flow. The Group also has committed lines of credit that it can access to meet liquidity needs. As part of its liquidity risk management, the Group regularly evaluates its projected and actual cash flows. It also continuously assesses conditions in the financial markets for opportunities to pursue fund raising activities. Fund raising activities may include obtaining bank loans and capital market issues both onshore and offshore.

### Maturity Profile of Financial Liabilities

The tables below summarize the maturity profile of the Group's financial liabilities as of December 31, 2020 and 2019 based on the remaining undiscounted contractual cash flows.

|   | 2020            |                 |                 |                 |                   | Total           |
|---|-----------------|-----------------|-----------------|-----------------|-------------------|-----------------|
|   | On Demand       | 1 to 3 Months   | 3 to 12 Months  | 1 to 5 Years    | More than 5 years |                 |
| Accounts payable and other accrued liabilities: |                 |                 |                 |                 |                   |                 |
| Trade payable and accrued expenses*             | ₱10,152,273,623 | ₱13,442,772,930 | ₱674,819,862    | ₱-              | ₱-                | ₱24,269,866,415 |
| Due to related parties                          | 140,590,767     | -               | -               | -               | -                 | 140,590,767     |
| Short-term debts**                              | -               | 2,670,717,615   | -               | -               | -                 | 2,670,717,615   |
| Trust receipts payable**                        | -               | 7,462,894,566   | -               | -               | -                 | 7,462,894,566   |
| Long-term debts**                               | -               | 96,174,509      | 18,130,601,415  | 14,010,474,922  | -                 | 32,237,250,846  |
| Lease liabilities**                             | -               | 210,054,450     | 608,239,236     | 2,961,540,951   | 6,069,158,735     | 9,848,993,372   |
|   | ₱10,292,864,390 | ₱23,882,614,070 | ₱19,413,660,513 | ₱16,972,015,873 | ₱6,069,158,735    | ₱76,630,313,581 |

\*Excludes statutory liabilities

\*\*Includes future interest

|   | 2019           |                 |                |                 |                   | Total           |
|---|----------------|-----------------|----------------|-----------------|-------------------|-----------------|
|   | On Demand      | 1 to 3 Months   | 3 to 12 Months | 1 to 5 Years    | More than 5 years |                 |
| Accounts payable and other accrued liabilities: |                |                 |                |                 |                   |                 |
| Trade payable and accrued expenses*             | ₱8,558,494,035 | ₱11,915,441,559 | ₱379,746,923   | ₱-              | ₱-                | ₱20,853,682,517 |
| Due to related parties                          | 151,785,243    | -               | -              | -               | -                 | 151,785,243     |
| Short-term debts**                              | -              | 3,851,473,421   | -              | -               | -                 | 3,851,473,421   |
| Trust receipts payable**                        | -              | 8,763,964,585   | -              | -               | -                 | 8,763,964,585   |
| Long-term debts**                               | -              | 161,689,285     | 320,708,563    | 32,032,677,804  | -                 | 32,515,075,652  |
| Lease liabilities**                             | -              | 209,511,617     | 519,363,605    | 2,195,913,016   | 2,718,442,085     | 5,643,230,323   |
|   | ₱8,710,279,278 | ₱24,902,080,467 | ₱1,219,819,091 | ₱34,228,590,820 | ₱2,718,442,085    | ₱71,779,211,741 |

\*Excludes statutory liabilities

\*\*Includes future interest

### Market risk

Market risk is the risk that fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. The three types of market risk are interest rate risk, foreign currency exchange risk and equity price risk.

### Foreign currency risk

Foreign currency risk arises on financial instruments that are denominated in a foreign currency other than the functional currency in which they are measured.



The Group has transactional currency exposures. Such exposures arise from sales and purchases in currencies other than the entities' functional currency. For the years ended December 31, 2020, 2019, and 2018, approximately 31.0%, 31.4%, and 33.8% of the Group's total sales, respectively, are denominated in currencies other than the functional currency. In addition, 1.81% and 4.4% of the Group's debts are denominated in various currencies as of December 31, 2020 and 2019, respectively.

The Group estimates a reasonably possible change of +5.00 in the US Dollar to Philippine Peso exchange rate would have an impact of approximately ₱241.3 million and ₱27.5 million on income before income tax, and equity for the years ended December 31, 2020 and 2019, respectively. An equal change in the opposite direction would have decreased income before income tax by the same amount.

The impact of the range of reasonably possible changes in the exchange rates of the other currencies against the Philippine Peso on the Group's income before income tax as of December 31, 2020 and 2019 are not significant.

The exchange rates used to restate the US dollar-denominated financial assets and liabilities were ₱48.02 to US\$1.00 and ₱50.64 to US\$1.00 as of December 31, 2020 and 2019, respectively.

#### *Equity price risk*

Equity price risk is the risk that the fair values of equities will change as a result of changes in the levels of equity indices and the value of individual stocks.

The table below shows the effect on equity as a result of a change in the fair value of equity instruments held as financial assets at FVTPL investments due to reasonably possible changes in equity indices:

|   | 2020        |               | 2019        |               |
|---|-------------|---------------|-------------|---------------|
| Changes in PSEi   | 33.14%      | (33.14%)      | 14.49%      | (14.49%)      |
| Change in trading gain (loss) at equity portfolio                 | 134,257,159 | (134,257,159) | ₱57,113,121 | (₱57,113,121) |
| As a percentage of the Parent Company's trading gain for the year | (8.67%)     | 8.67%         | (103.71%)   | 103.71%       |

The Group's investment in golf shares designated as financial assets at FVOCI are susceptible to market price risk arising from uncertainties about future values of the investment security. The Group estimates an increase of 1.00% would have an impact of approximately ₱0.8 million on equity for the year ended December 31, 2020 and 2019. An equal change in the opposite direction would have decreased equity by the same amount.

#### *Interest rate risk*

The Group's exposure to market risk for changes in interest rates relates primarily to the subsidiaries' long-term debt obligations which are subject to floating rate. The Group's policy is to manage its interest cost using a mix of fixed and variable rate debt.



The following tables show information about the Group's financial instruments that are exposed to interest rate risk and presented by maturity profile:

| 2020                             |                 |                 |                 |                 |             |                 |                                  |   |   |
|----------------------------------|-----------------|-----------------|-----------------|-----------------|-------------|-----------------|----------------------------------|---|---|
|                                  | <1 year         | >1-<2 years     | >2-<3 years     | >3-<4 years     | >4-<5 years | Total           | Total<br>(in Philippine<br>Peso) | Debt<br>Issuance Costs<br>(in Philippine<br>Peso) | Carrying Value<br>(in Philippine<br>Peso) |
| Liabilities:                     |                 |                 |                 |                 |             |                 |                                  |   |   |
| Foreign currencies:              |                 |                 |                 |                 |             |                 |                                  |   |   |
| <i>Floating rate</i>             |                 |                 |                 |                 |             |                 |                                  |   |   |
| Australian Dollar loan           | AU\$488,118,042 | AU\$-           | AU\$-           | AU\$-           | AU\$-       | AU\$488,118,042 | ₱17,888,983,093                  | ₱50,085,857                                       | ₱17,838,897,236                           |
| Interest rate:<br>BBSY Bid+1.25% |                 |                 |                 |                 |             |                 |                                  |   |   |
| New Zealand Dollar loans         | NZ\$5,622,167   | NZ\$5,606,806   | NZ\$400,560,722 | NZ\$-           | NZ\$-       | NZ\$411,789,695 | 13,625,258,770                   | 126,604,870                                       | 13,498,653,900                            |
| Interest rate:<br>NZ BKBM+1.10%  |                 |                 |                 |                 |             |                 |                                  |   |   |
|                                  |                 |                 |                 |                 |             |                 | <b>₱31,514,241,863</b>           | <b>₱176,690,727</b>                               | <b>₱31,337,551,136</b>                    |
| 2019                             |                 |                 |                 |                 |             |                 |                                  |   |   |
|                                  | <1 year         | >1-<2 years     | >2-<3 years     | >3-<4 years     | >4-<5 years | Total           | Total<br>(in Philippine<br>Peso) | Debt<br>Issuance Costs<br>(in Philippine<br>Peso) | Carrying Value<br>(in Philippine<br>Peso) |
| Liabilities:                     |                 |                 |                 |                 |             |                 |                                  |   |   |
| Foreign currencies:              |                 |                 |                 |                 |             |                 |                                  |   |   |
| <i>Floating rate</i>             |                 |                 |                 |                 |             |                 |                                  |   |   |
| Australian Dollar loan           | AU\$8,987,286   | AU\$490,891,198 | AU\$-           | AU\$-           | AU\$-       | AU\$499,878,484 | ₱17,200,057,755                  | ₱110,736,987                                      | ₱17,089,320,768                           |
| Interest rate:<br>BBSY Bid+1.25% |                 |                 |                 |                 |             |                 |                                  |   |   |
| New Zealand Dollar loans         | NZ\$9,505,456   | NZ\$9,557,683   | NZ\$9,531,569   | NZ\$404,453,228 | NZ\$-       | NZ\$433,047,936 | 13,462,223,310                   | 165,466,470                                       | 13,296,756,840                            |
| Interest rate:<br>NZ BKBM+1.10%  |                 |                 |                 |                 |             |                 |                                  |   |   |
|                                  |                 |                 |                 |                 |             |                 | <b>₱30,662,281,065</b>           | <b>₱276,203,457</b>                               | <b>₱30,386,077,608</b>                    |



The following table demonstrates the sensitivity to a reasonably possible change in interest rates on the long-term debts. With all other variables held constant, the Group's income before tax is affected through the impact on floating rate borrowings, as follows:

|      | Change in basis points | Effect on income before tax |
|------|------------------------|-----------------------------|
| 2020 | +100                   | (P315,142,417)              |
|      | -100                   | 315,142,417                 |
| 2019 | +100                   | (P299,653,411)              |
|      | -100                   | 299,653,411                 |

## 5. Fair Value Measurement

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

*Cash and cash equivalents, receivables (except amounts due from and due to related parties), accounts payable and other accrued liabilities, short-term debts and trust receipts payable*  
Carrying amounts approximate their fair values due to the relatively short-term maturities of these instruments.

*Amounts due from and due to related parties*

Carrying amounts of due from and due to related parties, which are payable and due on demand, approximate their fair values.

*Financial assets at FVTPL, derivatives and financial assets at FVOCI*

Fair values of quoted equity securities are based on quoted prices published in markets.

*Biological assets*

Biological assets are measured at their fair values less costs to sell. The fair values of Level 2 biological assets are determined based on current market prices of livestock of similar age, breed and genetic merit while Level 3 are determined based on adjusted commercial farmgate prices. Costs to sell include commissions to brokers and dealers, nonrefundable transfer taxes and duties. Costs to sell exclude transport and other costs necessary to get the biological assets to the market.

The Group has determined that the highest and best use of the sucklings and weanlings is finishers while for other biological assets is their current use.

*Investment properties*

Fair value of investment properties is based on market data (or direct sales comparison) approach. This approach relies on the comparison of recent sale transactions or offerings of similar properties which have occurred and/or offered with close proximity to the subject property.

The fair values of the Group's investment properties have been determined by appraisers in 2017, including independent external appraisers, on the basis of the recent sales of similar properties in the same areas as the investment properties and taking into account the economic conditions prevailing at the time of the valuations are made.

The Group has determined that the highest and best use of the property used for the land and building is its current use.





*Long-term debts*

The fair value of long-term debts are based on the discounted value of future cash flows (interests and principal) using market rates plus a certain spread.

Fair Value Measurement Hierarchy for Assets and Liabilities

|  | December 31, 2020      |                     |                     |                        |                        |
|--|------------------------|---------------------|---------------------|------------------------|------------------------|
|  | Carrying Value         | Level 1             | Level 2             | Level 3                | Total Fair Value       |
| <b>Assets measured at fair value</b>                   |                        |                     |                     |                        |                        |
| <b>Financial assets</b>                                |                        |                     |                     |                        |                        |
| Financial assets at FVTPL                              |                        |                     |                     |                        |                        |
| (Note 8):  |                        |                     |                     |                        |                        |
| Quoted equity securities                               | ₱426,510,677           | ₱426,510,677        | ₱-                  | ₱-                     | ₱426,510,677           |
| Financial assets at FVOCI                              |                        |                     |                     |                        |                        |
| Quoted equity securities                               |                        |                     |                     |                        |                        |
| (Note 17)  | 75,400,000             | -                   | 75,400,000          | -                      | 75,400,000             |
| Deposits (Note 17)                                     | 623,260,441            | -                   | -                   | 623,260,441            | 623,260,441            |
|  | <b>₱1,125,171,118</b>  | <b>₱426,510,677</b> | <b>₱75,400,000</b>  | <b>₱623,260,441</b>    | <b>₱1,125,171,118</b>  |
| <b>Non-financial assets</b>                            |                        |                     |                     |                        |                        |
| Biological assets (Note 14)                            | ₱234,251,397           | ₱-                  | ₱8,146,945          | ₱226,104,452           | ₱234,251,397           |
| <b>Assets for which fair values are disclosed</b>      |                        |                     |                     |                        |                        |
| Investment properties                                  |                        |                     |                     |                        |                        |
| (Note 17)  | ₱29,962,148            | ₱-                  | ₱-                  | ₱324,572,000           | ₱324,572,000           |
| <b>Liabilities for which fair values are disclosed</b> |                        |                     |                     |                        |                        |
| Derivative liability – call option                     | ₱169,449,156           | ₱-                  | ₱169,449,156        | ₱-                     | ₱169,449,156           |
| Long-term debts (Note 20)                              | 31,337,551,136         | -                   | -                   | 31,499,768,092         | 31,499,768,092         |
|  | <b>₱31,507,000,292</b> | <b>₱-</b>           | <b>₱169,449,156</b> | <b>₱31,499,768,092</b> | <b>₱31,669,217,248</b> |
| <b>December 31, 2019</b>                               |                        |                     |                     |                        |                        |
|  | Carrying Value         | Level 1             | Level 2             | Level 3                | Total Fair Value       |
| <b>Assets measured at fair value</b>                   |                        |                     |                     |                        |                        |
| <b>Financial assets</b>                                |                        |                     |                     |                        |                        |
| Financial assets at FVTPL                              |                        |                     |                     |                        |                        |
| (Note 8):  |                        |                     |                     |                        |                        |
| Quoted equity securities                               | ₱414,899,618           | ₱414,899,618        | ₱-                  | ₱-                     | ₱414,899,618           |
| Financial assets at FVOCI                              |                        |                     |                     |                        |                        |
| Quoted equity securities                               |                        |                     |                     |                        |                        |
| (Note 17)  | 76,290,000             | -                   | 76,290,000          | -                      | 76,290,000             |
| Deposits (Note 17)                                     | 612,546,621            | -                   | -                   | 612,546,621            | 612,546,621            |
|  | <b>₱1,103,736,239</b>  | <b>₱414,899,618</b> | <b>₱76,290,000</b>  | <b>₱612,546,621</b>    | <b>₱1,103,736,239</b>  |
| <b>Non-financial assets</b>                            |                        |                     |                     |                        |                        |
| Biological assets (Note 14)                            | ₱957,563,597           | ₱-                  | ₱59,841,764         | ₱897,721,833           | ₱957,563,597           |
| <b>Assets for which fair values are disclosed</b>      |                        |                     |                     |                        |                        |
| Investment properties                                  |                        |                     |                     |                        |                        |
| (Note 17)  | ₱33,173,512            | ₱-                  | ₱-                  | ₱324,572,000           | ₱324,572,000           |
| <b>Liabilities for which fair values are disclosed</b> |                        |                     |                     |                        |                        |
| Derivative liability – call option                     | ₱305,835,400           | ₱-                  | ₱305,835,400        | ₱-                     | ₱305,835,400           |
| Long-term debts (Note 20)                              | ₱30,386,077,608        | -                   | ₱-                  | ₱30,556,330,251        | ₱30,556,330,251        |
|  | <b>₱30,691,913,008</b> | <b>₱-</b>           | <b>₱305,835,400</b> | <b>₱30,556,330,251</b> | <b>₱30,862,165,651</b> |

For the years ended December 31, 2020 and 2019, there were no transfers between Level 1 and Level 2 fair value measurements. Non-financial assets determined under Level 3 include investment properties and biological assets. No transfers between any level of the fair value hierarchy took place in the equivalent comparative period.



Descriptions of significant unobservable inputs to valuation of biological assets, investment properties, and investment properties under level 3 of the fair value category follow:

| <b>Account</b>        | <b>Valuation Technique</b>             | <b>Significant Unobservable Inputs</b>  |
|-----------------------|--|---|
| Biological assets     | Adjusted commercial farmgate prices    | Commercial farmgate prices  |
| Investment properties | Market data approach and cost approach | Price per square meter, size, shape, location, time element, replacement cost and depreciation for improvements |
| Deposits              | Discounted cash flow method            | Credit spread   |

Significant increases (decreases) in reasonable profit margin applied would result in a significantly higher (lower) fair value of the biological assets.

*Significant unobservable inputs*

|                                     |   |
|-------------------------------------|---|
| Size                                | Size of lot in terms of area. Evaluate if the lot size of property or comparable conforms to the average cut of the lots in the area and estimate the impact of the lot size differences on land value.   |
| Shape                               | Particular form or configuration of the lot. A highly irregular shape limits the usable area whereas an ideal lot configuration maximizes the usable area of the lot which is associated in designing an improvement which conforms with the highest and best use of the property.  |
| Location                            | Location of comparative properties whether on a main road, or secondary road. Road width could also be a consideration if data is available. As a rule, properties located along a main road are superior to properties located along a secondary road.   |
| Time element                        | An adjustment for market conditions is made if general property values have appreciated or depreciated since the transaction dates due to inflation or deflation or a change in investor's perceptions of the market over time. In which case, the current data is superior to historic data.   |
| Replacement cost                    | Estimated amount of money needed to replace in like kind and in new condition an asset or group of assets, taking into consideration current prices of materials, labor, contractor's overhead, profit and fees, and all other attendant costs associated with its acquisition and installation in place without provision for overtime or bonuses for labor, and premiums for materials. |
| Depreciation                        | Depreciation as evidenced by the observed condition in comparison with new units of like kind tempered by consideration given to extent, character, and utility of the property which is to be continued in its present use as part of a going concern but without specific relations to earnings.  |
| Adjusted commercial farmgate prices | Fair value based on commercial farmgate prices, adjusted by considering the age, breed and genetic merit  |
| Credit spread                       | Determined by reference to internal data and used to arrive at a discount rate by adding to the risk free rate  |



---

## 6. Business Segment Information

The Group's operating segments are organized and managed separately according to the nature of the products and services provided, with each segment representing a strategic business unit that offers different products and serves different markets. The Group has four (4) reportable operating segments as follows:

- The branded consumer food products segment manufactures and distributes a diverse mix of salty snacks, chocolates, candies, biscuits, bakery products, beverages, instant noodles and pasta. This segment also includes the packaging division, which manufactures BOPP films primarily used in packaging; and its subsidiary, which manufactures flexible packaging materials for the packaging requirements of various branded food products. Its revenues are in their peak during the opening of classes in June and Christmas season.
- The agro-industrial products segment engages in hog and poultry farming, manufacturing and distribution of animal feeds, glucose and soya products, and production and distribution of animal health products. Its peak season is during summer and before Christmas season.
- The commodity food products segment engages in sugar milling and refining, and flour milling and pasta manufacturing and renewable energy. The peak season for sugar is during its crop season, which normally starts in November and ends in April while flour and pasta's peak season is before and during the Christmas season.
- The corporate business segment engages in bonds and securities investment and fund sourcing activities.

No operating segments have been aggregated to form the above reportable operating business segments.

Management monitors the operating results of business segments separately for the purpose of making decisions about resource allocation and performance assessment. The measure presented to manage segment performance is the segment operating income (loss). Segment operating income (loss) is based on the same accounting policies as consolidated operating income (loss) except that intersegment revenues are eliminated only at the consolidation level. Group financing (including finance costs and revenues), market valuation gain and loss, foreign exchange gains or losses, other revenues and expenses and income taxes are managed on a group basis and are not allocated to operating segments. Transfer prices between operating segments are on an arm's length basis in a manner similar to transactions with third parties.

The following tables present the financial information of each of the operating segments in accordance with PFRSs except for Earnings before interest, income taxes and depreciation/amortization (EBITDA) and Earnings before interest and income taxes (EBIT) as of and for the years ended December 31, 2020, 2019, and 2018.



The Group's business segment information follows (amounts in thousands):

|   | As of and for the year ended December 31, 2020 |                     |                    |                       |                      |                     |
|---|--|---------------------|--------------------|-----------------------|----------------------|---------------------|
|   | Branded<br>Consumer Food                       | Agro-<br>Industrial | Commodity<br>Food  | Corporate<br>Business | Eliminations         | Total               |
| <b>Sale of Goods and Services</b>   |  |                     |                    |                       |                      |                     |
| Third party   | ₱103,566,276                                   | ₱11,858,467         | ₱17,715,338        | ₱-                    | ₱-                   | ₱133,140,081        |
| Inter-segment   | 18,698,103                                     | 253                 | 7,768,296          | -                     | (26,466,652)         | -                   |
|   | <b>₱122,264,379</b>                            | <b>₱11,858,720</b>  | <b>₱25,483,634</b> | <b>₱-</b>             | <b>(₱26,466,652)</b> | <b>₱133,140,081</b> |
| <b>Result</b>   |  |                     |                    |                       |                      |                     |
| Earnings before interest, income taxes and depreciation/amortization (EBITDA) | ₱17,865,400                                    | ₱1,807,097          | ₱5,551,062         | (₱1,811,446)          | ₱-                   | ₱23,412,113         |
| Depreciation and amortization (Note 27)                                       | (5,505,745)                                    | (432,522)           | (1,188,026)        | (238,664)             | -                    | (7,364,957)         |
| Earnings before interest and income tax (EBIT)                                | ₱12,359,655                                    | ₱1,374,575          | ₱4,363,036         | (₱2,050,110)          | ₱-                   | 16,047,156          |
| Finance revenue (Note 29)   | ₱227,064                                       | ₱138                | ₱1,537             | ₱113,984              | ₱-                   | 342,723             |
| Finance costs (Note 30)   | (₱1,021,296)                                   | (₱126,160)          | (₱182,241)         | (₱110,795)            | ₱-                   | (1,440,492)         |
| Equity in net loss of joint ventures (Note 16)                                | ₱-   | ₱-                  | ₱-                 | (₱30,387)             | ₱-                   | (30,387)            |
| Market valuation gain on financial assets and liabilities at FVTPL (Note 8)   | ₱124,602                                       | ₱-                  | ₱-                 | ₱11,637               | ₱-                   | 136,239             |
| Provision for credit and impairment losses (Notes 10)                         | (₱32,583)                                      | ₱-                  | ₱-                 | ₱-                    | ₱-                   | (32,583)            |
| Other expenses*   |  |                     |                    |                       |                      | (1,266,371)         |
| Income before income tax  |  |                     |                    |                       |                      | 13,756,285          |
| Provision for income tax (Note 32)  |  |                     |                    |                       |                      | (2,131,682)         |
| Net income  |  |                     |                    |                       |                      | <b>₱11,624,603</b>  |
| <b>Other Information</b>  |  |                     |                    |                       |                      |                     |
| Total assets  | ₱131,259,159                                   | ₱7,675,315          | ₱30,008,649        | ₱7,251,807            | ₱-                   | ₱176,194,930        |
| Total liabilities   | ₱65,823,953                                    | ₱4,120,282          | ₱5,680,809         | ₱2,785,724            | ₱-                   | ₱78,410,768         |
| Capital expenditures**  | ₱5,095,885                                     | ₱455,811            | ₱5,471,710         | ₱113,289              | ₱-                   | ₱11,136,695         |
| Non-cash expenses other than depreciation and amortization:                   |  |                     |                    |                       |                      |                     |
| Credit and impairment losses on receivables (Note 10)                         | (₱32,583)                                      | ₱-                  | ₱-                 | ₱-                    | ₱-                   | (₱32,583)           |

\*Includes net foreign exchange losses and other revenues (expenses)

\*\*Includes La Carlota and Roxol acquisition



As of and for the year ended December 31, 2019

|   | Branded<br>Consumer Food | Agro-<br>Industrial | Commodity<br>Food  | Corporate<br>Business | Eliminations         | Total               |
|---|--------------------------|---------------------|--------------------|-----------------------|----------------------|---------------------|
| <b>Sale of Goods and Services</b>   |                          |                     |                    |                       |                      |                     |
| Third party   | ₱105,886,280             | ₱13,138,215         | ₱15,150,033        | ₱-                    | ₱-                   | ₱134,174,528        |
| Inter-segment   | 19,469,025               | 12,000              | 7,976,445          | -                     | (27,457,470)         | -                   |
|   | <u>₱125,355,305</u>      | <u>₱13,150,215</u>  | <u>₱23,126,478</u> | <u>₱-</u>             | <u>(₱27,457,470)</u> | <u>₱134,174,528</u> |
| <b>Result</b>   |                          |                     |                    |                       |                      |                     |
| Earnings before interest, income taxes and depreciation/amortization (EBITDA) | ₱17,562,549              | ₱1,309,580          | ₱5,074,282         | (₱1,624,396)          | ₱-                   | ₱22,322,015         |
| Depreciation and amortization (Note 27)                                       | (5,539,825)              | (422,106)           | (1,100,122)        | (248,004)             | -                    | (7,310,057)         |
| Earnings before interest and income tax (EBIT)                                | <u>₱12,022,724</u>       | <u>₱887,474</u>     | <u>₱3,974,160</u>  | <u>(₱1,872,400)</u>   | <u>₱-</u>            | <u>15,011,958</u>   |
| Finance revenue (Note 29)   | <u>₱203,803</u>          | <u>₱162</u>         | <u>₱1,205</u>      | <u>₱122,442</u>       | <u>₱-</u>            | <u>327,612</u>      |
| Finance costs (Note 30)   | <u>(₱1,207,899)</u>      | <u>(₱150,716)</u>   | <u>(₱231,814)</u>  | <u>(₱79,440)</u>      | <u>₱-</u>            | <u>(1,669,869)</u>  |
| Equity in net loss of joint ventures (Note 16)                                | <u>₱-</u>                | <u>₱-</u>           | <u>₱-</u>          | <u>(₱158,602)</u>     | <u>₱-</u>            | <u>(158,602)</u>    |
| Market valuation loss on financial assets and liabilities at FVTPL (Note 8)   | <u>₱-</u>                | <u>₱-</u>           | <u>₱-</u>          | <u>(₱5,254)</u>       | <u>₱-</u>            | <u>(5,254)</u>      |
| Provision for credit and impairment losses (Notes 10, 11 and 15)              | <u>(₱2,211)</u>          | <u>₱-</u>           | <u>₱-</u>          | <u>₱-</u>             | <u>₱-</u>            | <u>(2,211)</u>      |
| Other expenses*   |                          |                     |                    |                       |                      | <u>(1,607,222)</u>  |
| Income before income tax  |                          |                     |                    |                       |                      | 11,896,412          |
| Provision for income tax (Note 32)  |                          |                     |                    |                       |                      | <u>(1,781,728)</u>  |
| Net income  |                          |                     |                    |                       |                      | <u>₱10,114,684</u>  |
| <b>Other Information</b>  |                          |                     |                    |                       |                      |                     |
| Total assets  | <u>₱133,181,540</u>      | <u>₱7,903,695</u>   | <u>₱22,903,714</u> | <u>₱4,664,041</u>     | <u>₱-</u>            | <u>₱168,652,990</u> |
| Total liabilities   | <u>₱58,847,775</u>       | <u>₱4,498,489</u>   | <u>₱6,626,024</u>  | <u>₱3,496,200</u>     | <u>₱-</u>            | <u>₱73,468,488</u>  |
| Capital expenditures  | <u>₱6,538,448</u>        | <u>₱699,550</u>     | <u>₱1,713,010</u>  | <u>₱37,684</u>        | <u>₱-</u>            | <u>₱8,988,692</u>   |
| Non-cash expenses other than depreciation and amortization:                   |                          |                     |                    |                       |                      |                     |
| Credit and impairment losses on:  |                          |                     |                    |                       |                      |                     |
| Receivables (Note 10)   | (₱2,208)                 | ₱-                  | ₱-                 | ₱-                    | ₱-                   | (₱2,208)            |
| Inventories (Note 11)   | (3)                      | -                   | -                  | -                     | -                    | (3)                 |
|   | <u>(₱2,211)</u>          | <u>₱-</u>           | <u>₱-</u>          | <u>₱-</u>             | <u>₱-</u>            | <u>(₱2,211)</u>     |

\*Includes net foreign exchange losses and other revenues (expenses)



As of and for the year ended December 31, 2018

|   | Branded<br>Consumer Food | Agro-<br>Industrial | Commodity<br>Food | Corporate<br>Business | Eliminations  | Total        |
|---|--------------------------|---------------------|-------------------|-----------------------|---------------|--------------|
| <b>Sale of Goods and Services</b>   |                          |                     |                   |                       |               |              |
| Third party   | ₱102,537,877             | ₱11,693,453         | ₱13,538,619       | ₱-                    | ₱-            | ₱127,769,949 |
| Inter-segment   | 17,266,362               | 63,901              | 5,353,541         | -                     | (22,683,804)  | -            |
|   | ₱119,804,239             | ₱11,757,354         | ₱18,892,160       | ₱-                    | (₱22,683,804) | ₱127,769,949 |
| <b>Result</b>   |                          |                     |                   |                       |               |              |
| Earnings before interest, income taxes and depreciation/amortization (EBITDA) | ₱15,674,743              | ₱1,237,539          | ₱4,487,433        | (₱1,649,326)          | ₱-            | ₱19,750,389  |
| Depreciation and amortization (Note 27)                                       | (4,756,491)              | (419,526)           | (948,368)         | (245,391)             | -             | (6,369,776)  |
| Earnings before interest and income tax (EBIT)                                | ₱10,918,252              | ₱818,013            | ₱3,539,065        | (₱1,894,717)          | ₱-            | 13,380,613   |
| Finance revenue (Note 29)   | ₱208,796                 | ₱102                | ₱23,931           | ₱126,452              | ₱-            | 359,281      |
| Finance costs (Note 30)   | (₱1,419,134)             | (₱66,536)           | (₱84,784)         | (₱91,246)             | ₱-            | (1,661,700)  |
| Equity in net loss of joint ventures (Note 16)                                | ₱-                       | ₱-                  | ₱-                | (₱132,408)            | ₱-            | (132,408)    |
| Market valuation loss on financial assets and liabilities at FVTPL (Note 8)   | ₱-                       | ₱-                  | ₱-                | (₱35,424)             | ₱-            | (35,424)     |
| Provision for credit and impairment losses (Notes 10, 11 and 15)              | (₱45,002)                | ₱-                  | ₱-                | ₱-                    | ₱-            | (45,002)     |
| Other expenses*   |                          |                     |                   |                       |               | (320,480)    |
| Income before income tax  |                          |                     |                   |                       |               | 11,544,880   |
| Provision for income tax (Note 32)  |                          |                     |                   |                       |               | (2,082,094)  |
| Net income  |                          |                     |                   |                       |               | ₱9,462,786   |
| <b>Other Information</b>  |                          |                     |                   |                       |               |              |
| Total assets  | ₱117,089,788             | ₱7,846,913          | ₱21,713,667       | ₱5,285,345            | ₱-            | ₱151,935,713 |
| Total liabilities   | ₱56,251,419              | ₱4,598,732          | ₱5,882,522        | ₱1,209,561            | ₱-            | ₱67,942,234  |
| Capital expenditures  | ₱5,468,991               | ₱696,640            | ₱2,191,679        | ₱284,420              | ₱-            | ₱8,641,730   |
| Non-cash expenses other than depreciation and amortization:                   |                          |                     |                   |                       |               |              |
| Credit and impairment losses on:  |                          |                     |                   |                       |               |              |
| Receivables (Note 10)   | (₱17,774)                | ₱-                  | ₱-                | ₱-                    | ₱-            | (₱17,774)    |
| Property, plant and equipment   | (1,700)                  | -                   | -                 | -                     | -             | (1,700)      |
| Goodwill (Note 15)  | (17,580)                 | -                   | -                 | -                     | -             | (17,580)     |
| Inventories (Note 11)   | (7,948)                  | -                   | -                 | -                     | -             | (7,948)      |
|   | (₱45,002)                | ₱-                  | ₱-                | ₱-                    | ₱-            | (₱45,002)    |

\*Includes net foreign exchange losses and other revenues (expenses)



### Inter-segment Revenues

Inter-segment revenues are eliminated at the consolidation level.

### Segment Results

Segment results pertain to the net income (loss) of each of the operating segments excluding the amounts of market valuation gains and losses on financial assets at FVTPL, foreign exchange gains and losses and other revenues and expenses which are not allocated to operating segments.

### Segment Assets

Segment assets are resources owned by each of the operating segments excluding significant inter-segment transactions.

### Segment Liabilities

Segment liabilities are obligations incurred by each of the operating segments excluding significant inter-segment transactions. The Group also reports to the chief operating decision maker the breakdown of the short-term and long-term debts of each of the operating segments.

### Capital Expenditures

The components of capital expenditures reported to the chief operating decision maker are the additions to investment property and property plant and equipment during the period.

### Geographic Information

The Group operates in the Philippines, Vietnam, Thailand, Myanmar, Indonesia, Malaysia, Singapore, China, Hong Kong, New Zealand and Australia.

The following table shows the distribution of the Group's consolidated revenues to external customers by geographical market, regardless of where the goods were produced:

|          | <b>December 31, 2020</b> | December 31, 2019 | December 31, 2018 |
|----------|--------------------------|-------------------|-------------------|
|          |                          | (In Thousands)    |                   |
| Domestic | <b>₱91,931,417</b>       | ₱92,016,612       | ₱84,566,692       |
| Foreign  | <b>41,208,664</b>        | 42,157,916        | 43,203,257        |
|          | <b>₱133,140,081</b>      | ₱134,174,528      | ₱127,769,949      |

The Group has no customer which contributes 10% or more of the consolidated revenues of the Group.

The table below shows the Group's carrying amounts of noncurrent assets per geographic location excluding noncurrent financial assets, deferred tax assets and pension assets:

|          | <b>December 31, 2020</b> | December 31, 2019 |  |
|----------|--------------------------|-------------------|--|
|          |                          | (In Thousands)    |  |
| Domestic | <b>₱43,366,429</b>       | ₱38,370,529       |  |
| Foreign  | <b>66,635,127</b>        | 64,741,373        |  |
|          | <b>₱110,001,556</b>      | ₱103,111,902      |  |



---

## 7. Cash and Cash Equivalents

This account consists of:

|                                  | 2020                   | 2019            |
|----------------------------------|------------------------|-----------------|
| Cash on hand                     | <b>₱60,527,659</b>     | ₱66,935,214     |
| Cash in banks (Note 34)          | <b>6,913,377,042</b>   | 3,627,188,460   |
| Short-term investments (Note 34) | <b>11,891,487,761</b>  | 16,790,137,184  |
|                                  | <b>₱18,865,392,462</b> | ₱20,484,260,858 |

Cash in banks earn interest at the prevailing bank deposit rates. Short-term investments represent money market placements that are made for varying periods depending on the immediate cash requirements of the Group and earn interest ranging from 0.04% to 6.50%, 0.05% to 7.50%, and from 0.05% to 6.80% for foreign currency-denominated money market placements for the years ended December 31, 2020, 2019, and 2018, respectively. Peso-denominated money market placements, on the other hand, earn interest ranging from 0.12% to 0.60%, 2.48% to 3.20%, and from 1.50% to 5.50% for the years ended December 31, 2020, 2019, and 2018, respectively.

Interest earned on cash and cash equivalents amounted to ₱278.1 million, ₱311.5 million, and ₱327.0 million for the years ended December 31, 2020, 2019, and 2018, respectively (see Note 29).

---

## 8. Financial Assets at Fair Value Through Profit or Loss

This account consists of investments held-for-trading amounting to ₱426.5 million and ₱414.9 million as of December 31, 2020 and 2019, respectively. Investments held-for-trading consist of quoted equity securities issued by certain domestic entities.

Market valuation on financial assets at fair value through profit or loss and derivative liabilities amounted to ₱136.2 million gain, ₱5.3 million loss and ₱35.4 million loss for the years ended December 31, 2020, 2019, and 2018, respectively.

The Group received dividends from its quoted equity securities amounting to ₱64.6 million, ₱16.2 million and ₱32.3 million for the years ended December 31, 2020, 2019, and 2018, respectively (see Note 29).

---

## 9. Derivative Financial Instruments

*Derivative designated as accounting hedge*

### Currency Option

As part of its asset and liability management, the Group uses derivatives, particularly currency option, as cash flow hedges in order to reduce its exposure to market risks.

The Group entered into currency options with a total notional amount of NZ\$28.2 million and initial fair value of ₱7.5 million. The Group recognized unrealized loss (presented under 'Other comprehensive income') amounting to ₱19.1 million, ₱4.6 million and ₱3.3 million for the years ended December 31, 2020, 2019, and 2018 (see Note 23). The Group made a settlement of ₱4.6 million in 2019 for the related derivatives. The Group's currency options have negative fair value of ₱44.3 million and nil as of December 31, 2020 and 2019, respectively, recorded under 'Accounts payable and other accrued liabilities' (see Note 19).





*Derivative not designated as accounting hedge*

Call Option

As part of change in ownership of URC Oceania Group, Intersnack was also given an option to acquire an additional 9% equity share in UHC. The call option has a fair value of ₱169.4 million and ₱305.8 million as of December 31, 2020 and 2019, respectively, recorded under 'Accounts payable and other accrued liabilities' (see Note 19).

**10. Receivables**

This account consists of:

|                                    | 2020                   | 2019            |
|------------------------------------|------------------------|-----------------|
| Trade receivables (Note 34)        | <b>₱13,889,899,090</b> | ₱13,728,921,014 |
| Non-trade receivables              | <b>1,322,631,386</b>   | 940,812,881     |
| Due from related parties (Note 34) | <b>904,339,493</b>     | 992,923,025     |
| Advances to officers and employees | <b>166,839,832</b>     | 157,599,339     |
| Interest receivable (Note 34)      | <b>47,650,719</b>      | 46,178,767      |
| Others                             | <b>647,123,634</b>     | 481,572,431     |
|                                    | <b>16,978,484,154</b>  | 16,348,007,457  |
| Less allowance for credit losses   | <b>382,219,496</b>     | 349,049,533     |
|                                    | <b>₱16,596,264,658</b> | ₱15,998,957,924 |

Allowance for Credit Losses on Receivables

Changes in allowance for impairment losses on receivables follow:

|                                     | 2020                  |                     |                       |                     |
|-------------------------------------|-----------------------|---------------------|-----------------------|---------------------|
|                                     | Individual Assessment |                     | Collective Assessment |                     |
|                                     | Trade Receivables     | Other Receivables   | Trade Receivables     | Total               |
| Balances at beginning of the period | ₱120,938,630          | ₱208,970,376        | ₱19,140,527           | ₱349,049,533        |
| Provision for credit losses         | 32,583,003            | -                   | -                     | 32,583,003          |
| Others                              | 586,960               | -                   | -                     | 586,960             |
| Balances at end of the period       | <b>₱154,108,593</b>   | <b>₱208,970,376</b> | <b>₱19,140,527</b>    | <b>₱382,219,496</b> |

|                                     | 2019                  |                     |                       |                     |
|-------------------------------------|-----------------------|---------------------|-----------------------|---------------------|
|                                     | Individual Assessment |                     | Collective Assessment |                     |
|                                     | Trade Receivables     | Other Receivables   | Trade Receivables     | Total               |
| Balances at beginning of the period | ₱127,033,476          | ₱208,970,376        | ₱19,140,527           | ₱355,144,379        |
| Provision for credit losses         | 2,247                 | 2,206,477           | -                     | 2,208,724           |
| Write-off                           | (2,511,366)           | (2,206,477)         | -                     | (4,717,843)         |
| Others                              | (3,585,727)           | -                   | -                     | (3,585,727)         |
| Balances at end of the period       | <b>₱120,938,630</b>   | <b>₱208,970,376</b> | <b>₱19,140,527</b>    | <b>₱349,049,533</b> |

Allowance for credit losses on other receivables includes credit losses on nontrade receivables, advances to officers and employees and other receivables. Allowance for credit losses on advances to officers and employees amounted to ₱19.6 million as of December 31, 2020 and 2019. Allowance for credit losses on nontrade and other receivables amounted to ₱189.3 million as of December 31, 2020 and 2019.

Non-trade and other receivables are noninterest-bearing and are due and demandable.



## 11. Inventories

This account consists of inventories as follows:

|                                    | 2020                   | 2019            |
|------------------------------------|------------------------|-----------------|
| Raw materials                      | <b>₱9,897,605,874</b>  | ₱8,936,932,459  |
| Finished goods                     | <b>7,424,416,487</b>   | 7,373,069,435   |
| Spare parts and supplies           | <b>5,201,919,622</b>   | 4,329,580,895   |
| Containers and packaging materials | <b>2,147,554,861</b>   | 2,070,051,257   |
| Goods in-process                   | <b>1,582,834,023</b>   | 1,664,875,925   |
|                                    | <b>₱26,254,330,867</b> | ₱24,374,509,971 |

Under the terms of the agreements covering interest-bearing liabilities under trust receipts totaling ₱7.5 billion and ₱8.7 billion as of December 31, 2020 and 2019, respectively, certain inventories which approximate the trust receipts payable have been released to the Group under trust receipt agreement with the banks. The Group is accountable to these banks for the trustee merchandise. Interest expense from trust receipts payable amounted to ₱304.2 million, ₱371.6 million and ₱143.6 million for the years ended December 31, 2020, 2019, and 2018, respectively (see Note 30).

Inventory obsolescence included in 'Cost of sales', amounted to ₱782.3 million, ₱573.1 million, and ₱749.0 million for the years ended December 31, 2020, 2019, and 2018, respectively.

The Group recognized impairment losses on its inventories amounting to nil for the years ended December 31, 2020 and 2019, and ₱7.9 million for the year ended December 31, 2018.

## 12. Other Current Assets

This account consists of:

|                       | 2020                  | 2019           |
|-----------------------|-----------------------|----------------|
| Advances to suppliers | <b>₱1,093,626,488</b> | ₱1,001,719,423 |
| Input VAT             | <b>1,046,626,946</b>  | 1,062,325,854  |
| Prepaid insurance     | <b>251,223,732</b>    | 311,636,727    |
| Prepaid taxes         | <b>236,532,712</b>    | 249,997,040    |
| Prepaid rent          | <b>47,274,474</b>     | 46,317,873     |
| Others                | <b>645,136,040</b>    | 166,571,449    |
|                       | <b>₱3,320,420,392</b> | ₱2,838,568,366 |

Advances to suppliers include advance payments for the acquisition of raw materials, spare parts, packaging materials and other supplies. Also included in the account are advances made to contractors related to repairs and maintenance activities.

Others include prepayments of advertising, office supplies and income tax credits.



### 13. Property, Plant and Equipment

The rollforward of this account follows:

|  | As of and for the year ended December 31, 2020 |                       |                            |                         |                        |
|--|--|-----------------------|----------------------------|-------------------------|------------------------|
|  | Land   | Land Improvements     | Buildings and Improvements | Machinery and Equipment | Sub-total              |
| <b>Cost</b>  |  |                       |                            |                         |                        |
| Balance at beginning of year                       | ₱3,772,683,438                                 | ₱2,397,316,246        | ₱19,861,579,349            | ₱77,735,766,070         | ₱103,767,345,103       |
| Additions  | 1,739,997,215                                  | 57,342,583            | 1,095,784,151              | 5,797,613,068           | 8,690,737,017          |
| Disposals, reclassifications and other adjustments | (64,758,315)                                   | (54,249,302)          | (223,791,386)              | (696,770,727)           | (1,039,569,730)        |
| Balance at end of year                             | 5,447,922,338                                  | 2,400,409,527         | 20,733,572,114             | 82,836,608,411          | 111,418,512,390        |
| <b>Accumulated Depreciation and Amortization</b>   |  |                       |                            |                         |                        |
| Balance at beginning of year                       | –  | 824,340,805           | 9,522,920,468              | 54,491,657,365          | 64,838,918,638         |
| Depreciation and amortization (Note 27)            | –  | 75,797,528            | 869,927,406                | 4,753,967,914           | 5,699,692,848          |
| Disposals, reclassifications and other adjustments | –  | (7,275,162)           | (66,813,311)               | (987,997,660)           | (1,062,086,133)        |
| Balance at end of year                             | –  | 892,863,171           | 10,326,034,563             | 58,257,627,619          | 69,476,525,353         |
| <b>Net Book Value</b>                              | <b>₱5,447,922,338</b>                          | <b>₱1,507,546,356</b> | <b>₱10,407,537,551</b>     | <b>₱24,578,980,792</b>  | <b>₱41,941,987,037</b> |

|  | As of and for the year ended December 31, 2020 |                                   |                          |                       |                        |
|--|--|-----------------------------------|--------------------------|-----------------------|------------------------|
|  | Transportation Equipment                       | Furniture, Fixtures and Equipment | Construction In-progress | Equipment In-transit  | Total                  |
| <b>Cost</b>  |  |                                   |                          |                       |                        |
| Balance at beginning of year                       | ₱2,768,660,001                                 | ₱5,792,641,093                    | ₱9,117,139,747           | ₱5,014,136,348        | ₱126,459,922,292       |
| Additions  | 122,849,528                                    | 440,349,250                       | 1,846,318,199            | 93,748,991            | 11,194,002,985         |
| Disposals, reclassifications and other adjustments | (7,735,656)                                    | (233,806,904)                     | (254,975,413)            | (192,234,915)         | (1,728,322,618)        |
| Balance at end of the year                         | 2,883,773,873                                  | 5,999,183,439                     | 10,708,482,533           | 4,915,650,424         | 135,925,602,659        |
| <b>Accumulated Depreciation and Amortization</b>   |  |                                   |                          |                       |                        |
| Balance at beginning of year                       | 2,280,164,254                                  | 4,714,429,686                     | –                        | –                     | 71,833,512,578         |
| Depreciation and amortization (Note 27)            | 213,594,013                                    | 552,473,986                       | –                        | –                     | 6,465,760,847          |
| Disposals, reclassifications and other adjustments | (11,145,707)                                   | (290,051,969)                     | –                        | –                     | (1,363,283,809)        |
| Balance at end of year                             | 2,482,612,560                                  | 4,976,851,703                     | –                        | –                     | 76,935,989,616         |
| <b>Net Book Value</b>                              | <b>₱401,161,313</b>                            | <b>₱1,022,331,736</b>             | <b>₱10,708,482,533</b>   | <b>₱4,915,650,424</b> | <b>₱58,989,613,043</b> |



As of and for the year ended December 31, 2019

|  | Land           | Land Improvements | Buildings and Improvements | Machinery and Equipment | Sub-total       |
|--|----------------|-------------------|----------------------------|-------------------------|-----------------|
| Cost   |                |                   |                            |                         |                 |
| Balance at beginning of year                                 | ₱3,748,093,521 | ₱2,020,928,072    | ₱18,308,946,671            | ₱73,187,178,560         | ₱97,265,146,824 |
| Additions  | –              | 390,606,942       | 1,557,247,813              | 5,278,482,315           | 7,226,337,070   |
| Additions from acquisition of subsidiaries (Note 22)         | –              | –                 | 29,148,248                 | 659,837,348             | 688,985,596     |
| Disposals, reclassifications and other adjustments (Note 19) | 24,589,917     | (14,218,768)      | (33,763,383)               | (1,389,732,153)         | (1,413,124,387) |
| Balance at end of year                                       | 3,772,683,438  | 2,397,316,246     | 19,861,579,349             | 77,735,766,070          | 103,767,345,103 |
| Accumulated Depreciation and Amortization                    |                |                   |                            |                         |                 |
| Balance at beginning of year                                 | –              | 754,568,956       | 8,378,044,362              | 50,905,095,518          | 60,037,708,836  |
| Depreciation and amortization (Note 27)                      | –              | 75,299,276        | 895,172,593                | 4,742,600,865           | 5,713,072,734   |
| Additions from acquisition of subsidiaries (Note 22)         | –              | –                 | 14,747,981                 | 248,628,009             | 263,375,990     |
| Disposals, reclassifications and other adjustments (Note 19) | –              | (5,527,427)       | 234,955,532                | (1,404,667,027)         | (1,175,238,922) |
| Balance at end of year                                       | –              | 824,340,805       | 9,522,920,468              | 54,491,657,365          | 64,838,918,638  |
| Net Book Value   | ₱3,772,683,438 | ₱1,572,975,441    | ₱10,338,658,881            | ₱23,244,108,705         | ₱38,928,426,465 |

As of and for the year ended December 31, 2019

|  | Transportation Equipment | Furniture, Fixtures and Equipment | Construction In-progress | Equipment In-transit | Total            |
|--|--------------------------|-----------------------------------|--------------------------|----------------------|------------------|
| Cost   |                          |                                   |                          |                      |                  |
| Balance at beginning of year                                 | ₱2,645,015,231           | ₱5,303,718,980                    | ₱7,832,623,483           | ₱4,870,159,025       | ₱117,916,663,543 |
| Additions  | 152,383,808              | 413,113,549                       | 1,037,578,357            | 159,279,456          | 8,988,692,240    |
| Additions from acquisition of subsidiaries (Note 22)         | 1,471,310                | 15,849,306                        | –                        | –                    | 706,306,212      |
| Disposals, reclassifications and other adjustments (Note 19) | (30,210,347)             | 59,959,258                        | 246,937,907              | (15,302,133)         | (1,151,739,702)  |
| Balance at end of the year                                   | 2,768,660,002            | 5,792,641,093                     | 9,117,139,747            | 5,014,136,348        | 126,459,922,293  |
| Accumulated Depreciation and Amortization                    |                          |                                   |                          |                      |                  |
| Balance at beginning of year                                 | 2,061,485,901            | 3,867,152,540                     | –                        | –                    | 65,966,347,277   |
| Depreciation and amortization (Note 27)                      | 211,583,960              | 515,746,153                       | –                        | –                    | 6,440,402,847    |
| Additions from acquisition of subsidiaries (Note 22)         | 1,471,310                | 12,694,555                        | –                        | –                    | 277,541,855      |
| Disposals, reclassifications and other adjustments (Note 19) | 5,623,083                | 318,836,438                       | –                        | –                    | (850,779,401)    |
| Balance at end of year                                       | 2,280,164,254            | 4,714,429,686                     | –                        | –                    | 71,833,512,578   |
| Net Book Value   | ₱488,495,748             | ₱1,078,211,407                    | ₱9,117,139,747           | ₱5,014,136,348       | ₱54,626,409,715  |



*Acquisition of CACI Sugar Mill, RBC Bioethanol Plant and NAVI Shares*

The Parent Company entered into an agreement with RHI, together with its wholly-owned subsidiaries, Central Azucarera de la Carlota, Inc. (CACI) and Roxol Bioenergy Corporation (RBC) for the acquisition of sugar mill and bio-ethanol plant located in La Carlota City, Negros Occidental and shares held by RHI in NAVI.

On September 30, 2020, the Parent Company and RHI proceeded to close the sale transaction, with the signing and delivery of the definitive sales agreements as well as performance of all conditions necessary for the closing of the transaction. The Group recognized property, plant and equipment amounting to ₱4.4 billion from the purchase transaction.

In July 2018, CFC Corporation executed a Memorandum of Agreement and Deed of Absolute Sale with a related party, selling its parcel of land costing ₱3.4 million at ₱584.9 million selling price. Gain on disposal attributable to sale was ₱581.5 million, which was recognized under 'Other losses - net' in the consolidated statements of income.

Borrowing Costs

For the years ended December 31, 2020, 2019, and 2018, no borrowing costs have been incurred related to property, plant and equipment under construction.

Depreciation

The breakdown of consolidated depreciation and amortization of property, plant and equipment follows:

|  | December 31, 2020     | December 31, 2019 | December 31, 2018 |
|--|-----------------------|-------------------|-------------------|
| Cost of sales (Note 24)                          | <b>₱5,879,709,062</b> | ₱5,769,099,525    | ₱5,444,705,459    |
| Selling and distribution costs<br>(Note 25)      | <b>114,758,979</b>    | 189,087,851       | 219,016,116       |
| General and administrative expenses<br>(Note 26) | <b>471,292,806</b>    | 482,215,471       | 502,459,358       |
|  | <b>₱6,465,760,847</b> | ₱6,440,402,847    | ₱6,166,180,933    |

Collateral

As of December 31, 2020 and 2019, the Group has no property and equipment that are pledged as collateral.

**14. Biological Assets**

Total biological assets shown in the consolidated statements of financial position follow:

|                    | 2020                | 2019         |
|--------------------|---------------------|--------------|
| Current portion    | <b>₱99,919,468</b>  | ₱733,435,525 |
| Noncurrent portion | <b>134,331,929</b>  | 224,128,072  |
|                    | <b>₱234,251,397</b> | ₱957,563,597 |



These biological assets consist of:

|                   | 2020                | 2019                |
|-------------------|---------------------|---------------------|
| Swine livestock   |                     |                     |
| Commercial        | ₱74,123,306         | ₱711,301,722        |
| Breeder           | 42,920,185          | 136,695,328         |
| Poultry livestock |                     |                     |
| Commercial        | 25,796,162          | 22,133,803          |
| Breeder           | 91,411,744          | 87,432,744          |
|                   | <b>₱234,251,397</b> | <b>₱957,563,597</b> |

The rollforward analysis of this account follows:

|  | 2020                | 2019                |
|--|---------------------|---------------------|
| Balances at beginning of year  | ₱957,563,597        | ₱1,107,904,051      |
| Additions  | 1,756,709,312       | 3,641,918,030       |
| Disposals  | (1,966,488,386)     | (3,483,083,335)     |
| Write-down   | (550,573,074)       | (238,990,324)       |
| Gain (loss) arising from changes in fair value<br>less estimated costs to sell | 37,039,948          | (70,184,825)        |
| Balances at end of year  | <b>₱234,251,397</b> | <b>₱957,563,597</b> |

The Group has 21,142 and 209,630 heads of swine livestock and 623,821 and 529,971 heads of poultry livestock as of December 31, 2020 and 2019, respectively.

## 15. Goodwill and Intangible Assets

The movement of the goodwill as of December 31, 2020 and 2019 follows :

|                                      |                        |
|--------------------------------------|------------------------|
| <b>Cost</b>                          |                        |
| Balance at beginning and end of year | ₱31,460,215,108        |
| <b>Accumulated impairment losses</b> |                        |
| Balance at beginning and end of year | 265,719,291            |
| <b>Net book value at end of year</b> | <b>₱31,194,495,817</b> |

As of December 31, 2020 and 2019, the Group's goodwill pertains to the following:

|  |                        |
|--|------------------------|
| Acquisition of CSPL in September 2016  | ₱16,492,854,332        |
| Acquisition of URC NZ HoldCo in November 2014  | 13,913,396,261         |
| The excess of the acquisition cost over the fair values of the net assets<br>acquired by UABCL in 2000 | 775,835,598            |
| Acquisition of Balayan Sugar Mill in February 2016   | 12,409,626             |
|  | <b>₱31,194,495,817</b> |



The composition and movements of intangible assets follow:

|   | As of and for the year ended December 31, 2020 |                        |                    |                          |                        |
|---|--|------------------------|--------------------|--------------------------|------------------------|
|   | Trademarks/<br>Brands                          | Product<br>Formulation | Software<br>Costs  | Customer<br>Relationship | Total                  |
| <b>Cost</b>   |  |                        |                    |                          |                        |
| Balances at beginning of period                           | ₱9,564,461,252                                 | ₱425,000,000           | ₱64,694,751        | ₱2,201,281,173           | ₱12,255,437,176        |
| Disposal/others   | –  | –                      | (7,515,962)        | –                        | (7,515,962)            |
|   | <b>9,564,461,252</b>                           | <b>425,000,000</b>     | <b>57,178,789</b>  | <b>2,201,281,173</b>     | <b>12,247,921,214</b>  |
| <b>Accumulated Amortization and<br/>Impairment Losses</b> |  |                        |                    |                          |                        |
| Balances at beginning of period                           | 201,524,581                                    | –                      | 44,669,404         | 336,114,666              | 582,308,651            |
| Amortization during the period<br>(Note 27)               | –  | –                      | 24,735,801         | 69,251,299               | 93,987,100             |
| Disposal/others   | –  | –                      | (18,642,154)       | (9,575,603)              | (28,217,757)           |
|   | <b>201,524,581</b>                             | <b>–</b>               | <b>50,763,051</b>  | <b>395,790,362</b>       | <b>648,077,994</b>     |
| <b>Net Book Value at End of Period</b>                    | <b>₱9,362,936,671</b>                          | <b>₱425,000,000</b>    | <b>₱6,415,738</b>  | <b>₱1,805,490,811</b>    | <b>₱11,599,843,220</b> |
| <b>As of and for the year ended December 31, 2019</b>     |  |                        |                    |                          |                        |
|   | Trademarks/<br>Brands                          | Product<br>Formulation | Software<br>Costs  | Customer<br>Relationship | Total                  |
| <b>Cost</b>   |  |                        |                    |                          |                        |
| Balances at beginning of period                           | ₱9,564,461,252                                 | ₱425,000,000           | ₱91,177,370        | ₱2,201,281,173           | ₱12,281,919,795        |
| Disposal/others   | –  | –                      | (26,482,619)       | –                        | (26,482,619)           |
|   | <b>9,564,461,252</b>                           | <b>425,000,000</b>     | <b>64,694,751</b>  | <b>2,201,281,173</b>     | <b>12,255,437,176</b>  |
| <b>Accumulated Amortization and<br/>Impairment Losses</b> |  |                        |                    |                          |                        |
| Balances at beginning of period                           | 201,524,581                                    | –                      | 78,247,580         | 271,887,280              | 551,659,441            |
| Amortization during the period<br>(Note 27)               | –  | –                      | 11,593,520         | 73,357,370               | 84,950,890             |
| Disposal/others   | –  | –                      | (45,171,696)       | (9,129,984)              | (54,301,680)           |
|   | <b>201,524,581</b>                             | <b>–</b>               | <b>44,669,404</b>  | <b>336,114,666</b>       | <b>582,308,651</b>     |
| <b>Net Book Value at End of Period</b>                    | <b>₱9,362,936,671</b>                          | <b>₱425,000,000</b>    | <b>₱20,025,347</b> | <b>₱1,865,166,507</b>    | <b>₱11,673,128,525</b> |

Trademarks and product formulation were acquired from General Milling Corporation in 2008. Total intangible assets acquired from the acquisition of CSPL and URC NZ HoldCo in 2016 and 2014 were composed of brands of ₱9.3 billion, customer relationships of ₱2.2 billion and software costs of ₱56.3 million.

The Group performed its annual impairment test on its goodwill and other intangible assets with indefinite useful lives as of December 31, 2020 and 2019. In 2020, the recoverable amounts of goodwill and other intangible assets were determined based on value in use calculations. In 2019, recoverable amounts were determined based on value in use calculations for goodwill and other intangible assets allocated to UABCL and the Balayan Sugar Mill, and fair value less costs to sell (FVLCTS) for those allocated to CSPL and URC NZ HoldCo.

Value in use calculations used cash flow projections from financial budgets approved by management covering a five-year period. The pre-tax discount rates applied to cash flow projections range from 9.03% to 14.52% and 8.30% to 10.50% for the years ended December 31, 2020 and 2019, respectively. The following assumptions were also used in computing value in use:

*Growth rate estimates* - growth rates include revenue growth and terminal growth rates that are based on experiences and strategies developed for the various subsidiaries. The prospect for the industry was also considered in estimating the growth rates. Growth rates used in computing the projected future cash flows ranged from 2.00% to 6.60% and 2.00% to 6.90% as of December 31, 2020 and 2019, respectively.



*Discount rates* - discount rates were estimated based on the industry weighted average cost of capital, which includes the cost of equity and debt after considering the gearing ratio.

FVLCTS of CSPL and URC NZ HoldCo as of December 31, 2019 were based on enterprise values that were derived from EBITDA multiples. These enterprise values served as basis for the transaction price in the sale of 40% ownership interest in the Oceania business (Note 22). This fair value measurement is categorized as a Level 2 fair value measurement, since it is observable from the recent transaction.

Management believes that no reasonably possible changes in any of the above key assumptions would cause the carrying values of goodwill and intangible assets arising from the Group's acquisitions to materially exceed their recoverable amounts.

---

## 16. Investments in Joint Ventures

The rollforward analysis of this account follows:

|   | 2020                  | 2019           |
|---|-----------------------|----------------|
| <b>Acquisition Cost</b>                   |                       |                |
| Balance at beginning of year              | <b>₱1,203,555,432</b> | ₱1,143,634,145 |
| Additional investments                    | -                     | 59,921,287     |
| Balance at end of year                    | <b>1,203,555,432</b>  | 1,203,555,432  |
| <b>Accumulated Equity in Net Losses</b>   |                       |                |
| Balance at beginning of year              | <b>(781,654,671)</b>  | (623,052,189)  |
| Equity in net losses during the year      | <b>(30,387,041)</b>   | (158,602,482)  |
| Balance at end of year                    | <b>(812,041,712)</b>  | (781,654,671)  |
| <b>Cumulative Translation Adjustments</b> | <b>(5,019,201)</b>    | (275,661)      |
| <b>Net Book Value at End of Year</b>      | <b>₱386,494,519</b>   | ₱421,625,100   |

### *Proper Snack Foods Ltd.*

On June 30, 2017, Griffin's purchased 50.1% of the shares in Proper Snack Foods Ltd. (PSFL) approximately NZ\$7.8 million (₱275.3 million), which includes deferred consideration amounting to NZ\$1.5 million (₱51.5 million) recorded under 'Accounts payable and other accrued liabilities' in the consolidated statement of financial position.

### *Vitasoy-URC, Inc.*

On October 4, 2016, the Parent Company entered into a joint venture agreement with Vita International Holdings Limited, a corporation duly organized in Hong Kong to form Vitasoy - URC (VURCI), a corporation duly incorporated and organized in the Philippines to manufacture and distribute food products under the "Vitasoy" brand name, which is under exclusive license to VURCI in the Philippines.

### *Danone Universal Robina Beverages, Inc.*

On May 23, 2014, the Parent Company entered into a joint venture agreement with Danone Asia Holdings Pte. Ltd., a corporation duly organized in the Republic of Singapore to form Danone Universal Robina Beverages, Inc. (DURBI), a corporation duly incorporated and organized in the Philippines to manufacture and distribute food products under the "B'lue" brand name, which is under exclusive license to DURBI in the Philippines.





In 2019, the Parent Company made additional subscriptions to the unissued authorized capital stock of DURBI consisting of 10,000,000 common shares for a total cost of ₱125.0 million. The capital infusion was not presented as additional investment but was applied to the 2017 excess of the share in net loss over the investment.

In 2018, the Parent Company made additional subscriptions to the unissued authorized capital stock of DURBI consisting of 5,000,000 common shares for a total cost of ₱82.5 million. The capital infusion was not presented as additional investment but was applied to the 2017 excess of the share in net loss over the investment.

Equity in net losses in the 2017 consolidated statement of income amounting to ₱280.5 million includes the excess of the share in net loss over the investment in DURBI amounting to ₱147.6 million presented in 'Other noncurrent liabilities' as of December 31, 2018.

#### *Calbee-URC Malaysia*

On August 23, 2017, URC Malaysia entered into a joint venture agreement with Calbee, Inc., a corporation duly organized in Japan to form Calbee-URC Malaysia Sdn Bhd (CURM), a corporation registered with the Companies Commission of Malaysia organized to manufacture savoury snack products. Total consideration amounted to MYR2.7 million (₱34.3 million).

As of December 31, 2020 and 2019, the Parent Company has the following percentage of ownership of shares in its joint ventures and its related equity in the net assets are summarized below:

|       | Place of Business | Percentage of Ownership |
|-------|-------------------|-------------------------|
| VURCI | Philippines       | 50.00                   |
| DURBI | -do-              | 50.00                   |
| PSFL  | New Zealand       | 50.10                   |
| CURM  | Malaysia          | 50.00                   |

Summarized financial information in respect of the Group's joint ventures as of December 31, 2020 and 2019 are presented below (in thousands).

|                               | CURM            |          | DURBI             |            | VURCI            |           | PSFL            |          |
|-------------------------------|-----------------|----------|-------------------|------------|------------------|-----------|-----------------|----------|
|                               | 2020            | 2019     | 2020              | 2019       | 2020             | 2019      | 2020            | 2019     |
| Revenue                       | <b>₱395,629</b> | ₱275,118 | <b>₱420,497</b>   | ₱583,760   | <b>₱311,439</b>  | ₱315,444  | <b>₱581,349</b> | ₱548,500 |
| Costs and expenses            | <b>25,810</b>   | 270,900  | <b>604,555</b>    | 749,776    | <b>707,383</b>   | 531,775   | <b>518,700</b>  | 513,389  |
| Net income (loss)             | <b>32,509</b>   | 2,021    | <b>(184,059)</b>  | (166,016)  | <b>(325,314)</b> | (239,067) | <b>63,174</b>   | 39,684   |
| Current assets                | <b>₱118,426</b> | ₱142,673 | <b>₱381,449</b>   | ₱671,399   | <b>₱494,355</b>  | ₱475,390  | <b>₱200,555</b> | ₱122,410 |
| Noncurrent assets             | <b>24,722</b>   | 21,786   | <b>16,006</b>     | 7,702      | <b>739,300</b>   | 844,629   | <b>600,764</b>  | 671,877  |
| Current liabilities           | <b>52,408</b>   | 99,399   | <b>838,961</b>    | 934,039    | <b>573,742</b>   | 717,420   | <b>80,169</b>   | 129,203  |
| Noncurrent liabilities        | -               | -        | <b>6,861</b>      | 9,522      | <b>734,877</b>   | 450,000   | <b>40,263</b>   | 40,751   |
| Equity                        | <b>₱90,740</b>  | ₱65,060  | <b>(₱448,367)</b> | (₱264,460) | <b>(₱74,964)</b> | ₱152,599  | <b>₱680,887</b> | ₱624,333 |
| Group share in equity         | <b>₱45,370</b>  | ₱32,530  | <b>₱-</b>         | ₱-         | <b>₱-</b>        | ₱76,300   | <b>₱341,124</b> | ₱312,791 |
| Carrying amount of investment | <b>₱45,370</b>  | ₱32,530  | <b>₱-</b>         | ₱-         | <b>₱-</b>        | ₱76,300   | <b>₱341,124</b> | ₱312,791 |

The summarized financial information presented above represents amounts shown in the joint ventures' financial statements prepared in accordance with PFRSs.

The joint venture companies are private companies and there are no quoted prices available for their shares.

No dividends were declared and received for the years ended December 31, 2020 and 2019.



As of December 31, 2020 and 2019, there were no agreements entered into by the joint ventures that may restrict dividends and other capital distributions to be paid, or loans and advances to be made or repaid to or from the Group. In addition, the Group has no share on commitments and contingencies of its joint ventures.

## 17. Other Noncurrent Assets

This account consists of:

|                           | 2020                  | 2019                  |
|---------------------------|-----------------------|-----------------------|
| Input VAT                 | ₱768,562,753          | ₱514,866,037          |
| Deposits                  | 623,260,441           | 612,546,621           |
| Financial assets at FVOCI | 75,400,000            | 76,290,000            |
| Investment properties     | 29,962,148            | 33,173,512            |
| Others                    | 259,012,119           | 197,948,881           |
|                           | <b>₱1,756,197,461</b> | <b>₱1,434,825,051</b> |

### Input VAT

Input tax pertains to VAT from purchases and/or importations of various parts, supplies, equipment, machineries and or capital goods, which will be claimed as credit against output tax liabilities in a manner prescribed by pertinent revenue regulations.

### Deposits

The Group's deposits pertain to the installation of power and water meters, returnable containers and security deposits for operating leases of plants, warehouses and office buildings.

### Financial Assets at FVOCI

As of December 31, 2020 and 2019, financial assets at FVOCI consists of equity securities with the following movement:

|   | 2020               | 2019               |
|---|--------------------|--------------------|
| Balance at beginning of period          | ₱76,290,000        | ₱50,300,000        |
| Changes in fair value during the period | (890,000)          | 25,990,000         |
| Balance at end of period                | <b>₱75,400,000</b> | <b>₱76,290,000</b> |

Fair value changes of financial assets at FVOCI are presented as components of 'Other comprehensive income' in Equity (see Note 23).

### Investment Properties

The rollforward analysis of investment properties follows:

|  | 2020               | 2019               |
|--|--------------------|--------------------|
| <b>Cost</b>                            |                    |                    |
| Balance at beginning and end of period | ₱94,554,666        | ₱94,554,666        |
| <b>Accumulated depreciation</b>        |                    |                    |
| Balance at beginning of period         | 61,381,154         | 58,169,787         |
| Depreciation (Note 27)                 | 3,211,364          | 3,211,367          |
| Balance at end of period               | 64,592,518         | 61,381,154         |
| <b>Net book value at end of period</b> | <b>₱29,962,148</b> | <b>₱33,173,512</b> |



The investment properties consist of buildings and building improvements which are leased out to related and third parties (see Notes 34 and 36).

Total rental income earned from investment properties (included under 'Other losses - net' in the consolidated statements of income) amounted to ₱69.0 million, ₱112.4 million, and ₱61.2 million for years ended December 31, 2020, 2019, and 2018, respectively.

Direct operating expenses (included under 'General and administrative expenses' in the consolidated statements of income) arising from investment properties amounted to ₱0.8 million for each of the years ended December 31, 2020, 2019, and 2018.

Collateral

As of December 31, 2020 and 2019, the Group has no investment properties that are pledged as collateral.

Others

Others include noncurrent portion of advances to suppliers and deferred charges.

---

**18. Short-term Debts**

This account consists of:

|  | 2020                  | 2019           |
|--|-----------------------|----------------|
| Peso-denominated loan - unsecured with interest ranging from 2.80% to 2.95% and 3.95% for the years ended December 31, 2020 and 2019, respectively                     | <b>₱1,000,000,000</b> | ₱1,980,000,000 |
| Thai Baht-denominated loans - unsecured with interest ranging from 1.30% to 1.62% and from 2.18% to 2.22% for the years ended December 31, 2020 and 2019, respectively | <b>1,365,399,032</b>  | 1,535,498,728  |
| Malaysian Ringgit-denominated loan - unsecured with interest at 3.20% and 4.43% for the years ended December 31, 2020 and 2019, respectively                           | <b>303,391,164</b>    | 332,986,545    |
|  | <b>₱2,668,790,196</b> | ₱3,848,485,273 |

Accrued interest payable on the Group's short-term debts (included under 'Accounts payable and other accrued liabilities' in the consolidated statements of financial position) amounted to ₱2.9 million and ₱15.7 million as of December 31, 2020 and 2019, respectively. Interest expense from the short-term debts amounted to ₱82.8 million, ₱93.9 million and ₱134.9 million for the years ended December 31, 2020, 2019, and 2018, respectively (see Note 30).



## 19. Accounts Payable and Other Accrued Liabilities

This account consists of:

|                                      | 2020                   | 2019            |
|--------------------------------------|------------------------|-----------------|
| Trade payables (Note 34)             | <b>₱15,226,257,283</b> | ₱13,461,966,827 |
| Accrued expenses                     | <b>8,021,725,105</b>   | 6,284,949,047   |
| Customers' deposits                  | <b>539,913,731</b>     | 373,750,960     |
| VAT payable                          | <b>245,575,404</b>     | 167,096,180     |
| Derivative liabilities (Note 9)      | <b>213,725,486</b>     | 305,835,400     |
| Advances from stockholders (Note 34) | <b>187,943,346</b>     | 192,691,243     |
| Withholding taxes payable            | <b>185,126,132</b>     | 148,494,243     |
| Due to related parties (Note 34)     | <b>140,590,767</b>     | 151,785,243     |
| Others                               | <b>70,979,466</b>      | 211,179,729     |
|                                      | <b>₱24,831,836,720</b> | ₱21,297,748,872 |

Trade payables are noninterest-bearing and are normally settled on 30-60 day terms. Trade payables arise from purchases of inventories which include raw materials and indirect materials (i.e., packaging materials) and supplies, for use in manufacturing and other operations.

The accrued expenses account consists of:

|                             | 2020                  | 2019           |
|-----------------------------|-----------------------|----------------|
| Advertising and promotions  | <b>₱4,168,067,417</b> | ₱3,289,303,049 |
| Personnel costs             | <b>1,145,936,799</b>  | 1,005,262,168  |
| Freight and handling costs  | <b>480,495,182</b>    | 270,631,087    |
| Utilities                   | <b>420,920,617</b>    | 302,097,687    |
| Rent                        | <b>348,924,743</b>    | 97,735,880     |
| Contracted services         | <b>295,941,690</b>    | 464,476,698    |
| Interest                    | <b>89,132,405</b>     | 59,383,839     |
| Professional and legal fees | <b>59,423,865</b>     | 46,067,820     |
| Others                      | <b>1,012,882,387</b>  | 749,990,819    |
|                             | <b>₱8,021,725,105</b> | ₱6,284,949,047 |

Customers' deposits represent downpayments for the sale of goods or performance of services which will be applied against accounts receivables upon delivery of goods or rendering of services.

Accrued professional and legal fees include fees or services rendered by third party consultants for the review of the Group's brand portfolio. The related expense recognized under 'Other losses – net' in the 2020, 2019 and 2018 consolidated statements of income amounted to nil, ₱161.3 million and ₱341.5 million, respectively.

Others include accruals for taxes and licenses, commission, royalties, restructuring provision and other benefits. In 2019, the Group recorded a restructuring provision related to downsizing of farm operations and consolidation of plant operations. The key objectives of the restructuring are: (a) to focus on the profitable and growing animal nutrition and health business, (b) to maximize the value-added chain concentrating on the processed meat business and (c) to improve long-term cost efficiencies for both farm and plant operations. The restructuring provision consists of write-down of biological assets (Note 14), property, plant and equipment (Note 13) and accrual of employee redundancy costs amounting ₱239.0 million, ₱453.7 million and ₱137.1 million, respectively.



The related expense is recognized under “Other losses - net” in the consolidated statement of income. As of December 31, 2020, ₱39.5 million remains of the accrual for employee redundancy costs.

## 20. Long-term Debts

This account consists of:

|                   | 2020                   |                                |                        | 2019                   |                                |                        |
|-------------------|------------------------|--------------------------------|------------------------|------------------------|--------------------------------|------------------------|
|                   | Principal              | Unamortized debt issuance cost | Net                    | Principal              | Unamortized debt issuance cost | Net                    |
| URC AU FinCo Loan | ₱17,888,983,093        | ₱50,085,857                    | ₱17,838,897,236        | ₱17,200,057,755        | ₱110,736,987                   | ₱17,089,320,768        |
| URC NZ FinCo Loan | 13,625,258,770         | 126,604,870                    | 13,498,653,900         | 13,462,223,310         | 165,466,470                    | 13,296,756,840         |
|                   | <b>₱31,514,241,863</b> | <b>₱176,690,727</b>            | <b>₱31,337,551,136</b> | <b>₱30,662,281,065</b> | <b>₱276,203,457</b>            | <b>₱30,386,077,608</b> |

### URC AU FinCo Loan due 2021

On September 30, 2016, URC AU FinCo entered into a syndicated term loan facility agreement guaranteed by the Parent Company payable in five years, amounting to AU\$484.2 million (₱17.9 billion), with various banks for payment of acquisition costs and to refinance certain indebtedness of an acquired company, CSPL. The loan obtained bears a market interest rate plus a certain spread, payable quarterly, maturing on September 30, 2021.

### URC NZ FinCo NZ\$395 Million Term Loan due 2023

On October 22, 2018, URC NZ FinCo entered into a term loan facility agreement guaranteed by the Parent Company payable in five years, amounting to NZ\$395.0 million (₱14.4 billion), with various banks for payment of the NZ\$420 million term loan due in 2019. The loan obtained bears a market interest rate plus a certain spread, payable quarterly, and maturing on October 22, 2023.

These long-term loans have no collateral but are all guaranteed by the Parent Company.

For each of these loans, the Group is required to maintain consolidated debt to equity ratio of not greater than 2.5 to 1.0. The Group has complied with all of its debt covenants as of December 31, 2020 and 2019.

## 21. Other Noncurrent Liabilities

This account consists of:

|                                 | 2020                  | 2019                  |
|---------------------------------|-----------------------|-----------------------|
| Net pension liability (Note 31) | <b>₱1,022,260,701</b> | ₱761,383,080          |
| Miscellaneous                   | <b>224,440,047</b>    | 290,659,323           |
|                                 | <b>₱1,246,700,748</b> | <b>₱1,052,042,403</b> |

Miscellaneous includes asset retirement obligation and other noncurrent liabilities.

Asset retirement obligation arises from obligations to restore the leased manufacturing sites, warehouses and offices of CSPL at the end of the respective lease terms. These provisions are calculated as the present value of the estimated expenditures required to remove any leasehold improvements. These costs are currently capitalized as part of the cost of the plant and equipment and are amortized over the shorter of the lease term and the useful life of assets.



As of December 31, 2020 and 2019, the carrying value of asset retirement obligation amounted to ₱183.8 million and ₱90.9 million, respectively. The amortization of this asset retirement obligation (included under 'Finance costs' in the consolidated statements of income) amounted to ₱3.0 million, ₱3.3 million and ₱3.5 million for the years ended December 31, 2020, 2019, and 2018, respectively (see Note 30).

## 22. Equity

The details of the Parent Company's common stock as of December 31, 2020 and 2019 follow:

|                                      |               |
|--------------------------------------|---------------|
| Authorized shares                    | 2,998,000,000 |
| Par value per share                  | ₱1.00         |
| Issued shares:                       |               |
| Balance at beginning and end of year | 2,230,160,190 |
| Outstanding shares                   | 2,204,161,868 |

The paid-up capital of the Parent Company consists of the following as of December 31, 2020 and 2019:

|                            |                 |
|----------------------------|-----------------|
| Common stock               | ₱2,230,160,190  |
| Additional paid-in capital | 21,191,974,542  |
| Total paid-up capital      | ₱23,422,134,732 |

### Capital Management

The primary objective of the Group's capital management is to ensure that it maintains healthy capital ratios in order to support its business and maximize shareholder value. The Group manages its capital structure and makes adjustments to these ratios in light of changes in economic conditions and the risk characteristics of its activities. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividend payment to shareholders, return capital structure or issue capital securities. No changes have been made in the objective, policies and processes as they have been applied in previous years.

The Group monitors its use of capital structure using a debt-to-capital ratio which is gross debt divided by total capital. The Group includes within gross debt all interest-bearing loans and borrowings, while capital represents total equity.

Following is a computation of the Group's debt-to-capital ratio:

|                                  | December 31, 2020 | December 31, 2019 |
|----------------------------------|-------------------|-------------------|
| (a) Short-term debts (Note 18)   | ₱2,668,790,196    | ₱3,848,485,273    |
| Trust receipts payable (Note 11) | 7,454,089,371     | 8,747,355,847     |
| Long-term debts (Note 20)        | 31,337,551,136    | 30,386,077,608    |
|                                  | ₱41,460,430,703   | ₱42,981,918,728   |
| (b) Capital                      | ₱97,784,161,934   | ₱95,184,502,194   |
| (c) Debt-to-capital ratio (a/b)  | 0.42:1            | 0.45:1            |

The Group's policy is to not exceed a debt-to-capital ratio of 2:1. The Group considers its total equity as capital.



#### Cumulative Redeemable Preferred Shares

The Group's authorized preferred shares of stock are 12.00% cumulative, nonparticipating, and nonvoting. In case of dissolution and liquidation of the Parent Company, the holders of the preferred shares shall be entitled to be paid an amount equal to the par value of the shares or ratably insofar as the assets of the Parent Company may warrant, plus accrued and unpaid dividends thereon, if any, before the holders of the common shares of stock can be paid their liquidating dividends. The authorized preferred stock is 2,000,000 shares at par value of ₱1.00 per share. There have been no issuances of preferred stock as of December 31, 2020 and 2019.

#### Retained Earnings

##### *Accumulated equity in net earnings of the subsidiaries*

A portion of the Group's retained earnings corresponding to the undistributed net earnings of the subsidiaries and joint ventures amounting to ₱66.1 billion and ₱59.6 billion as of December 31, 2020 and 2019, respectively, is not available for dividend declaration. This becomes available for dividend declaration upon dividend distribution by the investees.

#### *Dividends*

Details of the Group's dividend declarations follow:

#### Parent Company

On March 10, 2020, the Parent Company's BOD declared regular cash dividends amounting to ₱1.50 per share to stockholders of record as of March 24, 2020. On the same date, the Parent Company's BOD declared special cash dividends amounting to ₱1.65 per share to stockholders of record as of June 1, 2020. Total dividends declared amounted to ₱6.9 billion. On April 21, 2020, the regular cash dividend was paid amounting to ₱3.3 billion. On June 26, 2020, the special cash dividend was paid amounting to ₱3.6 billion.

On February 28, 2019, the Parent Company's BOD declared regular cash dividends amounting to ₱1.50 per share to stockholders of record as of March 14, 2019. On the same date, the Parent Company's BOD declared special cash dividends amounting to ₱1.65 per share to stockholders of record as of July 1, 2019. Total dividends declared amounted to ₱6.9 billion. On March 28, 2019, the regular cash dividend was paid amounting to ₱3.3 billion. On July 25, 2019, the special cash dividend was paid amounting to ₱3.6 billion.

On February 5, 2018, the Parent Company's BOD declared regular cash dividends amounting to ₱3.15 per share to stockholders of record as of February 26, 2018. On March 22, 2018, the total dividends declared was paid amounting to ₱6.9 billion.

#### NURC

On June 9, 2020, NURC's BOD approved the declaration of cash dividends amounting to ₱700.0 million (₱3.70 per share) to stockholders of record as of December 31, 2019 payable on or before September 30, 2020.

On June 6, 2019, NURC's BOD approved the declaration of cash dividends amounting to ₱600.0 million (₱3.17 per share) to stockholders of record as of December 31, 2018 payable on or before September 30, 2019.

On March 23, 2018, NURC's BOD approved the declaration of cash dividends amounting to ₱690.0 million (₱3.65 per share) to stockholders of record as of December 31, 2017 payable on or before September 30, 2018.



The Group intends to maintain an annual cash dividend payment ratio of 50.0% of the Group's consolidated net income from the preceding fiscal year, subject to the requirements of the applicable laws and regulations and the absence of circumstances which may restrict the payment of such dividends. The BOD may, at any time, modify such dividend payment ratio.

*Appropriation of retained earnings*

On December 16, 2020, the BOD approved the reversal of the appropriation of retained earnings in the aggregate amount of ₱2.0 billion, which was approved by the BOD in its resolutions adopted on September 8, 2015 and September 7, 2016.

On December 18, 2018, the BOD approved the reversal of the appropriation of retained earnings in the aggregate amount of ₱2.5 billion, which was approved by the BOD in its resolutions adopted on September 27, 2016 and December 15, 2017.

Treasury Shares

Under the Articles and Plan of Merger of CFC Clubhouse Property, Inc. (CCPI) with and into the Parent Company which was approved by the SEC on April 24, 2018, the Parent Company has issued 2,521,257 common shares to the stockholders of CCPI. Since CCPI is a wholly-owned subsidiary of URC, these issued shares were consequently classified as treasury shares amounting to ₱338.4 million.

The Parent Company has outstanding treasury shares of 26.0 million shares (₱679.5 million) as of December 31, 2020 and 2019, restricting the Parent Company from declaring an equivalent amount from unappropriated retained earnings as dividends.

Equity Reserve

In July 2019, Intersnack, a European enterprise engaged in the savory snacks market with an extensive product portfolio, agreed to buy 40% of Oceania business (SBA and Griffin's) to leverage on the Group's and Intersnack's know-how from their respective markets. This transaction is expected to yield better manufacturing, supply chain and sustainability practices and will set the groundwork for an even larger and more efficient Oceania operations. Considerations received for the transaction consisted of cash and Yarra Valley net assets amounting to US\$142.0 million (₱7.2 billion) and US\$10.1 million (₱0.5 billion), respectively.

On December 23, 2019, the Australian FIRB approved the transaction.

As a result of the sale, the equity interest of URC changed from 100.0% to 60.0%. The excess of the total consideration received over the carrying amount of the equity transferred and call option issued to NCI amounting to ₱2.4 billion is presented under 'Equity reserve' in the consolidated statements of financial position. See Note 9 for the disclosure on call option.

In December 2014, URC entered into a share purchase agreement with Nissin Foods (Asia) Pte. Ltd. to sell 14.0% of its equity interest in NURC for a total consideration of ₱506.7 million. As a result of the sale, the equity interest of URC changed from 65.0% to 51.0%. The excess of the consideration received over the carrying amount of the equity transferred to NCI amounting to ₱481.1 million is presented under 'Equity reserve' in the consolidated statements of financial position.





In August 2012, the Parent Company acquired 23.0 million common shares of URCICL from International Horizons Investment Ltd for ₱7.2 billion. The acquisition of shares represented the remaining 23.00% interest in URCICL. As a result of the acquisition, the Parent Company now holds 100.00% interest in URCICL. The Group charged equity reserve from the acquisition amounting to about ₱3.7 billion presented under 'Equity reserve' in the consolidated statements of financial position.

Non-controlling Interest

The equity interest held by non-controlling interest in subsidiaries with material non-controlling interest as of December 31, 2020 and 2019 as follows:

| Subsidiaries | Percentage of Ownership of<br>Material NCI |
|--------------|--|
| NURC         | 49.00                                      |
| UHC          | 40.00                                      |

The summarized financial information (before inter-company eliminations) of subsidiaries with material non-controlling interest follows (in thousands):

|                        | NURC              |            | UHC               |            |
|------------------------|-------------------|------------|-------------------|------------|
|                        | 2020              | 2019       | 2020              | 2019       |
| Current assets         | <b>₱2,089,361</b> | ₱1,543,576 | <b>₱8,143,192</b> | ₱6,842,073 |
| Noncurrent assets      | <b>1,287,978</b>  | 1,344,946  | <b>64,663,475</b> | 51,734,288 |
| Current liabilities    | <b>2,278,429</b>  | 1,845,306  | <b>23,376,043</b> | 4,800,314  |
| Noncurrent liabilities | <b>30,933</b>     | 168,831    | <b>21,305,195</b> | 34,643,347 |
| Revenue                | <b>7,406,463</b>  | 6,344,753  | <b>19,987,025</b> | 19,800,977 |
| Costs and expenses     | <b>6,130,273</b>  | 4,532,473  | <b>17,057,554</b> | 17,512,287 |
| Net income             | <b>893,471</b>    | 694,195    | <b>1,120,473</b>  | 526,258    |

The accumulated non-controlling interest of material non-controlling interest are as follows:

|      | 2020                  | 2019           |
|------|-----------------------|----------------|
| UHC  | <b>₱5,007,081,716</b> | ₱4,805,419,186 |
| NURC | <b>513,909,767</b>    | 427,419,011    |

The profit allocated to non-controlling interest for the years ended December 31, 2020, 2019, and 2018, amounted to ₱877.9 million, ₱342.6 million, and ₱258.5 million, respectively.



Record of Registration of Securities with SEC

Summarized below is the Parent Company's track record of registration of securities under the Securities Registration Code:

| Date of offering  | Type of offering  | No. of shares offered | Par value | Offer price | Authorized number of shares                                     | Issued and outstanding shares |
|-------------------|---|-----------------------|-----------|-------------|---|-------------------------------|
| February 17, 1994 | Registration of authorized capital stock  | –                     | ₱1.00     | ₱–          | 1,998,000,000<br>common shares<br>2,000,000<br>preferred shares | –                             |
| February 23, 1994 | Initial public offering<br>Subscribed and fully paid common<br>Shares   | 929,890,908           | 1.00      | 1.00        | –   | 929,890,908                   |
|                   | New common shares   | 309,963,636           | 1.00      | 21.06       | –   | 309,963,636                   |
| July 21, 1995     | 20.00% stock dividend   | 247,970,907           | –         | –           | –   | 247,970,907                   |
| October 15, 2001  | 10.00% stock dividend   | 148,782,542           | –         | –           | –   | 148,782,542                   |
| June 20, 2003     | Property-for-share swap [the<br>Parent Company shares in<br>exchange for property of<br>Robinsons Supermarket<br>Corporation (RSC)] | 49,871,556            | –         | –           | –   | 49,871,556                    |
| December 16, 2005 | Increase in authorized capital stock<br>(payment by way of 15.00%<br>stock dividend)  | –                     | –         | –           | 1,000,000,000<br>common shares                                  | 252,971,932                   |

(Forward)



| Date of offering                      | Type of offering  | No. of shares offered | Par value | Offer price | Authorized number of shares | Issued and outstanding shares |
|---------------------------------------|---|-----------------------|-----------|-------------|-----------------------------|-------------------------------|
| February 7, 2006                      | New share offering for common shares:                                   |                       |           |             |                             |                               |
|                                       | a. Primary shares   | 282,400,000           | ₱1.00     | ₱17.00      | —                           | 282,400,000                   |
|                                       | b. Secondary shares   | 352,382,600           |           |             |                             |                               |
|                                       | c. Over-allotment shares  | 95,217,400            |           |             |                             |                               |
| November 14, 2007 to October 20, 2008 | Acquisition of Parent Company's shares under the share buy-back Program | —                     | —         | —           | —                           | (75,104,200)                  |
| April 21, 2009                        | Issuance of shares to JGSHI   | —                     | —         | —           | —                           | 5,787,452                     |
| December 8, 2009 to January 27, 2011  | Acquisition of Parent Company's shares under the share buy-back Program | —                     | —         | —           | —                           | (91,032,800)                  |
| June 14, 2012                         | Sale of treasury shares   | —                     | —         | —           | —                           | 120,000,000                   |
| September 30, 2016                    | Sale of treasury shares   | —                     | —         | —           | —                           | 22,659,935                    |
| April 24, 2018                        | Issuance of shares to stockholders                                      | —                     | —         | —           | —                           | 2,521,257                     |
| April 24, 2018                        | Re-purchase of shares issued to stockholders                            | —                     | —         | —           | —                           | (2,521,257)                   |
|                                       |   |                       |           |             |                             | 2,204,161,868                 |



The table below provides information regarding the number of stockholders of the Parent Company:

|               | <b>December 31,<br/>2020</b> | December 31,<br>2019 | December 31,<br>2018 |
|---------------|------------------------------|----------------------|----------------------|
| Common shares | <b>1,002</b>                 | 1,003                | 1,012                |

### 23. Components of Other Comprehensive Income

The breakdown and movement of other comprehensive income attributable to equity holders of the Parent Company follow:

|  | <b>December 31, 2020</b> | December 31, 2019 | December 31, 2018 |
|--|--------------------------|-------------------|-------------------|
| <i>Items to be reclassified to profit or loss in subsequent periods, net of tax:</i> |                          |                   |                   |
| Cumulative translation adjustments*  | <b>₱2,344,845,823</b>    | ₱3,678,701,625    | ₱2,480,952,279    |
| Net unrealized gain on AFS financial assets  |                          |                   |                   |
| Balance at beginning of period   | -                        | -                 | 24,260,000        |
| Reclassification due to PFRS 9   | -                        | -                 | (24,260,000)      |
| Balance at end of period   | -                        | -                 | -                 |
| Net unrealized gain (loss) on cash flow hedges:                                      |                          |                   |                   |
| Balance at beginning of period   | -                        | 4,600,119         | 7,936,673         |
| Change in fair value during the period (Note 9)                                      | <b>(19,127,379)</b>      | (4,600,119)       | (3,336,554)       |
| Balance at end of period   | <b>(19,127,379)</b>      | -                 | 4,600,119         |
|  | <b>2,325,718,444</b>     | 3,678,701,625     | 2,485,552,398     |
| <i>Item not to be reclassified to profit or loss in subsequent periods:</i>          |                          |                   |                   |
| Net unrealized gain on financial assets at FVOCI                                     |                          |                   |                   |
| Balance at beginning of period   | <b>54,570,000</b>        | 28,580,000        | -                 |
| Reclassification due to PFRS 9   | -                        | -                 | 24,260,000        |
| Change in fair value during the period (Note 17)                                     | <b>(890,000)</b>         | 25,990,000        | 4,320,000         |
| Balance at end of period   | <b>53,680,000</b>        | 54,570,000        | 28,580,000        |
| Remeasurement losses on defined benefit plans, gross of tax:                         |                          |                   |                   |
| Balance at beginning of period   | <b>(719,833,392)</b>     | (256,522,672)     | (558,125,366)     |
| Remeasurement gain (loss) on defined benefit plans during the period (Note 31)       | <b>(202,140,364)</b>     | (463,310,720)     | 301,602,694       |
| Balance at end of period   | <b>(921,973,756)</b>     | (719,833,392)     | (256,522,672)     |
| Income tax effect  | <b>276,592,127</b>       | 215,950,018       | 76,956,802        |
| Balance at end of period   | <b>(645,381,629)</b>     | (503,883,374)     | (179,565,870)     |
|  | <b>(591,701,629)</b>     | (449,313,374)     | (150,985,870)     |
|  | <b>₱1,734,016,815</b>    | ₱3,229,388,251    | ₱2,334,566,528    |

\*All movements in cumulative translation adjustments arise from translation of foreign operations. No foreign operations were disposed of in 2020, 2019 and 2018.



The breakdown and movement of other comprehensive income attributable to non-controlling interests follow:

|  | December 31, 2020     | December 31, 2019 | December 31, 2018 |
|--|-----------------------|-------------------|-------------------|
| <i>Items to be reclassified to profit or loss in subsequent periods, net of tax:</i> |                       |                   |                   |
| Cumulative translation adjustments   | <b>(₱232,786,766)</b> | ₱-                | ₱-                |
| Net unrealized loss on cash flow hedges:   |                       |                   |                   |
| Balance at beginning of period   | -                     | -                 | -                 |
| Change in fair value during the period (Note 9)                                      | <b>(12,751,586)</b>   | -                 | -                 |
| Balance at end of period   | <b>(12,751,586)</b>   | -                 | -                 |
|  | <b>(245,538,352)</b>  | -                 | -                 |
| <i>Item not to be reclassified to profit or loss in subsequent periods:</i>          |                       |                   |                   |
| Remeasurement losses on defined benefit plans, gross of tax:                         |                       |                   |                   |
| Balance at beginning of period   | <b>(10,142,916)</b>   | (2,336,952)       | (953,725)         |
| Remeasurement gain on defined benefit plans during the period (Note 31)              | <b>(1,707,911)</b>    | (7,805,964)       | (1,383,227)       |
| Balance at end of period   | <b>(11,850,827)</b>   | (10,142,916)      | (2,336,952)       |
| Income tax effect  | <b>3,555,248</b>      | 3,042,875         | 701,086           |
|  | <b>(8,295,579)</b>    | (7,100,041)       | (1,635,866)       |
|  | <b>(₱253,833,931)</b> | (₱7,100,041)      | (₱1,635,866)      |

#### 24. Sale of Goods and Services/Cost of Sales

Sale of goods and services include revenue from tolling services amounting to ₱1.4 billion, ₱1.1 billion, and ₱241.8 million for the years ended December 31, 2020, 2019, and 2018, respectively.

Cost of sales account consists of:

|                            | December 31, 2020      | December 31, 2019 | December 31, 2018 |
|----------------------------|------------------------|-------------------|-------------------|
| Raw materials used         | <b>₱60,881,756,876</b> | ₱63,361,227,250   | ₱61,935,144,153   |
| Direct labor               | <b>6,399,182,386</b>   | 6,360,549,254     | 6,229,393,398     |
| Overhead costs             | <b>24,770,248,426</b>  | 25,918,285,625    | 23,292,309,420    |
| Total manufacturing costs  | <b>92,051,187,688</b>  | 95,640,062,129    | 91,456,846,971    |
| Goods in-process           | <b>82,041,902</b>      | (558,182,283)     | (218,195,227)     |
| Cost of goods manufactured | <b>92,133,229,590</b>  | 95,081,879,846    | 91,238,651,744    |
| Finished goods             | <b>(51,347,052)</b>    | (1,219,950,084)   | (906,082,403)     |
|                            | <b>₱92,081,882,538</b> | ₱93,861,929,762   | ₱90,332,569,341   |

Raw materials used include the Group's usage of both raw materials and containers and packaging materials inventory.



Overhead costs are broken down as follows:

|   | December 31, 2020      | December 31, 2019 | December 31, 2018 |
|---|------------------------|-------------------|-------------------|
| Utilities                               | <b>₱8,285,133,844</b>  | ₱8,373,558,035    | ₱7,898,234,689    |
| Depreciation and amortization (Note 27) | <b>6,397,549,700</b>   | 6,302,960,643     | 5,548,177,852     |
| Personnel expenses (Note 28)            | <b>3,694,576,955</b>   | 3,582,738,030     | 3,344,085,895     |
| Repairs and maintenance                 | <b>3,282,297,449</b>   | 3,407,462,606     | 2,943,488,316     |
| Security and other contracted services  | <b>754,449,782</b>     | 781,742,318       | 722,503,684       |
| Insurance                               | <b>275,058,744</b>     | 200,592,711       | 192,985,628       |
| Rental expense (Note 36)                | <b>184,028,580</b>     | 205,284,893       | 523,104,472       |
| Research and development                | <b>87,019,320</b>      | 86,888,100        | 86,766,264        |
| Handling and delivery charges           | <b>44,386,508</b>      | 238,260,011       | 176,880,414       |
| Others                                  | <b>1,765,747,544</b>   | 2,738,798,278     | 1,856,082,206     |
|   | <b>₱24,770,248,426</b> | ₱25,918,285,625   | ₱23,292,309,420   |

Others include excise taxes amounting to ₱1.0 billion, ₱1.4 billion, and ₱1.2 billion for the years ended December 31, 2020, 2019, and 2018, respectively.

## 25. Selling and Distribution Costs

This account consists of:

|   | December 31, 2020      | December 31, 2019 | December 31, 2018 |
|---|------------------------|-------------------|-------------------|
| Freight and other selling expenses      | <b>₱8,025,671,309</b>  | ₱8,205,907,551    | ₱8,051,330,943    |
| Advertising and promotions              | <b>7,819,144,647</b>   | 8,050,648,898     | 7,153,068,812     |
| Personnel expenses (Note 28)            | <b>2,331,737,530</b>   | 2,417,165,856     | 2,475,786,677     |
| Depreciation and amortization (Note 27) | <b>281,318,030</b>     | 319,222,942       | 219,016,116       |
| Repairs and maintenance                 | <b>123,598,696</b>     | 124,619,270       | 131,244,077       |
| Others                                  | <b>754,363,168</b>     | 709,747,567       | 689,112,228       |
|   | <b>₱19,335,833,380</b> | ₱19,827,312,084   | ₱18,719,558,853   |

Others include research and development, communication, travel and transportation, rent and concessionaire's fee.

## 26. General and Administrative Expenses

This account consists of:

|   | December 31, 2020     | December 31, 2019 | December 31, 2018 |
|---|-----------------------|-------------------|-------------------|
| Personnel expenses (Note 28)            | <b>₱2,998,753,443</b> | ₱2,834,313,060    | ₱2,882,430,173    |
| Depreciation and amortization (Note 27) | <b>686,088,387</b>    | 687,873,342       | 602,581,876       |
| Repairs and maintenance                 | <b>418,493,049</b>    | 229,681,422       | 243,392,263       |
| Security and contractual services       | <b>378,857,936</b>    | 372,219,881       | 285,204,116       |
| Professional and legal fees             | <b>246,012,545</b>    | 228,281,772       | 217,085,528       |
| Taxes, licenses and fees                | <b>203,028,161</b>    | 241,262,338       | 256,080,911       |
| Communication                           | <b>108,776,357</b>    | 124,345,022       | 122,195,855       |
| Rental expense (Note 36)                | <b>79,864,265</b>     | 229,404,741       | 236,787,812       |
| Travel and transportation               | <b>76,830,309</b>     | 154,739,024       | 150,412,629       |
| Utilities                               | <b>41,960,706</b>     | 42,529,228        | 60,836,183        |
| Stationery and office supplies          | <b>21,087,224</b>     | 24,320,840        | 30,784,674        |
| Donations and contributions             | <b>4,441,594</b>      | 6,210,131         | 29,603,765        |
| Others                                  | <b>411,015,127</b>    | 298,147,274       | 219,812,560       |
|   | <b>₱5,675,209,103</b> | ₱5,473,328,075    | ₱5,337,208,345    |

Others include insurance, memberships, bank charges, and representation and entertainment related to general and administrative functions.



---

## 27. Depreciation and Amortization

The breakdown of consolidated depreciation and amortization follows:

|  | <b>December 31, 2020</b> | December 31, 2019 | December 31, 2018 |
|--|--------------------------|-------------------|-------------------|
| Cost of sales (Notes 13, 24 and 36)                              | <b>₱6,397,549,700</b>    | ₱6,302,960,643    | ₱5,548,177,852    |
| Selling and distribution costs<br>(Notes 13 and 36)              | <b>281,318,030</b>       | 319,222,942       | 219,016,116       |
| General and administrative expenses<br>(Notes 13, 15, 17 and 36) | <b>686,088,387</b>       | 687,873,342       | 602,581,876       |
|  | <b>₱7,364,956,117</b>    | ₱7,310,056,927    | ₱6,369,775,844    |

---

## 28. Personnel Expenses

This account consists of:

|                           | <b>December 31, 2020</b> | December 31, 2019 | December 31, 2018 |
|---------------------------|--------------------------|-------------------|-------------------|
| Salaries and wages        | <b>₱6,939,959,687</b>    | ₱6,742,290,939    | ₱6,278,052,294    |
| Other employee benefits   | <b>1,821,609,472</b>     | 1,740,720,386     | 2,247,665,666     |
| Pension expense (Note 31) | <b>263,498,769</b>       | 351,205,621       | 176,584,785       |
|                           | <b>₱9,025,067,928</b>    | ₱8,834,216,946    | ₱8,702,302,745    |

The breakdown of personnel expenses follows:

|  | <b>December 31, 2020</b> | December 31, 2019 | December 31, 2018 |
|--|--------------------------|-------------------|-------------------|
| Cost of sales (Note 24)                          | <b>₱3,694,576,955</b>    | ₱3,582,738,030    | ₱3,344,085,895    |
| Selling and distribution costs (Note 25)         | <b>2,331,737,530</b>     | 2,417,165,856     | 2,475,786,677     |
| General and administrative expenses<br>(Note 26) | <b>2,998,753,443</b>     | 2,834,313,060     | 2,882,430,173     |
|  | <b>₱9,025,067,928</b>    | ₱8,834,216,946    | ₱8,702,302,745    |

---

## 29. Finance Revenue

This account consists of:

|                               | <b>December 31, 2020</b> | December 31, 2019 | December 31, 2018 |
|-------------------------------|--------------------------|-------------------|-------------------|
| Bank interest income (Note 7) | <b>₱278,116,810</b>      | ₱311,460,067      | ₱326,978,321      |
| Dividend income (Note 8)      | <b>64,605,739</b>        | 16,151,435        | 32,302,870        |
|                               | <b>₱342,722,549</b>      | ₱327,611,502      | ₱359,281,191      |



### 30. Finance Costs

This account consists of finance costs arising from:

|   | December 31, 2020     | December 31, 2019 | December 31, 2018 |
|---|-----------------------|-------------------|-------------------|
| Long-term debts (Note 20)                       | <b>₱505,451,038</b>   | ₱866,375,210      | ₱1,354,936,980    |
| Interest expense on lease liabilities (Note 36) | <b>385,939,191</b>    | 188,347,893       | –                 |
| Trust receipts (Note 11)                        | <b>304,240,663</b>    | 371,613,584       | 143,610,059       |
| Short-term debts (Note 18)                      | <b>82,791,315</b>     | 93,925,041        | 134,922,658       |
| Net interest on net pension liability (Note 31) | <b>42,023,710</b>     | 26,381,202        | 8,751,555         |
| Others (Notes 20 and 21)                        | <b>120,045,613</b>    | 123,226,139       | 19,479,141        |
|   | <b>₱1,440,491,530</b> | ₱1,669,869,069    | ₱1,661,700,393    |

Others include unamortized debt issue costs recognized as expense on pretermination of NZD loan, amortization of asset retirement obligation and other financing charges.

### 31. Pension Costs

The Group has a funded, noncontributory defined benefit retirement plan covering all its employees. The pension funds are being administered and managed through JG Summit Multi-Employer Retirement Plan, with Robinsons Bank Corporation (RBC) as Trustee. The plan provides for retirement, separation, disability and death benefits to its members. The Group, however, reserves the right to discontinue, suspend or change the rates and amounts of its contributions at any time on account of business necessity or adverse economic conditions. The retirement plan has an Executive Retirement Committee that is mandated to approve the plan, trust agreement, investment plan, including any amendments or modifications thereto, and other activities of the Plan. Certain members of the BOD of the Ultimate Parent Company are represented in the Executive Retirement Committee. RBC manages the funds based on the mandate as defined in the trust agreement.

Under the existing regulatory framework, Republic Act (RA) 7641, *the Philippine Retirement Pay Law*, requires a provision for retirement pay to qualified private sector employees in the absence of any retirement plan in the entity, provided however that the employee's retirement benefits under any collective bargaining and other agreements shall not be less than those provided under law. The law does not require minimum funding of the plan. The Parent Company and all of its subsidiaries meet the minimum retirement benefit under RA 7641.

As of December 31, 2020 and 2019, the Group recognized net pension liability amounting to ₱1.0 billion and ₱761.4 million, respectively, included under 'Other noncurrent liabilities' in the consolidated statements of financial position amounted to (see Note 21).





Changes in net defined benefit liability of funded funds and fair value of plan assets of the Group are as follows:

| 2020  |                 |                                |                        |                 |  |                |  |  |  |  |              |                |                |                   |
|---|-----------------|--------------------------------|------------------------|-----------------|--|----------------|--|--|--|--|--------------|----------------|----------------|-------------------|
| Net benefit cost in consolidated statements of income |                 |                                |                        |                 | Remeasurements in other comprehensive income |                |  |  |  |  |              |                |                |                   |
|   | January 1, 2020 | Current service cost (Note 28) | Finance cost (Note 30) | Settlement gain | Subtotal                                     | Benefits paid  | Return on plan assets (excluding amount included in net interest cost) | Actuarial changes arising from changes in experience adjustments | Actuarial changes arising from demographic assumptions | Actuarial changes arising from financial assumptions | Subtotal     | Contributions  | Asset Transfer | December 31, 2020 |
| Present value of defined benefit obligation           | ₱2,899,055,814  | ₱251,873,194                   | ₱142,180,922           | (₱30,398,135)   | ₱363,655,981                                 | (₱396,323,880) | ₱-   | (₱174,029,016)   | ₱132,002,295   | ₱288,255,542   | ₱246,228,821 | ₱-             | (₱3,864,025)   | ₱3,108,752,711    |
| Fair value of plan assets                             | (2,137,672,734) | -                              | (100,157,212)          | -               | (100,157,212)                                | 396,323,880    | (42,892,919)   | -  | -  | -  | (42,892,919) | (252,232,263)  | 50,139,238     | (2,086,492,010)   |
|   | ₱761,383,080    | ₱251,873,194                   | ₱42,023,710            | (₱30,398,135)   | ₱263,498,769                                 | ₱-             | (₱42,892,919)  | (₱174,029,016)   | ₱132,002,295   | ₱288,255,542   | ₱203,335,902 | (₱252,232,263) | ₱46,275,213    | ₱1,022,260,701    |

| 2019  |                 |                                |                             |                        |  |                |  |  |  |  |              |               |                |                   |
|---|-----------------|--------------------------------|-----------------------------|------------------------|--|----------------|--|--|--|--|--------------|---------------|----------------|-------------------|
| Net benefit cost in consolidated statements of income |                 |                                |                             |                        | Remeasurements in other comprehensive income |                |  |  |  |  |              |               |                |                   |
|   | January 1, 2019 | Current service cost (Note 28) | Past service cost (Note 28) | Finance cost (Note 30) | Subtotal                                     | Benefits paid  | Return on plan assets (excluding amount included in net interest cost) | Actuarial changes arising from changes in experience adjustments | Actuarial changes arising from demographic assumptions | Actuarial changes arising from financial assumptions | Subtotal     | Contributions | Asset Transfer | December 31, 2019 |
| Present value of defined benefit obligation           | ₱2,060,607,006  | ₱203,574,299                   | ₱121,250,120                | ₱143,286,707           | ₱468,111,126                                 | (₱152,251,708) | ₱-   | ₱48,574,536  | (₱18,574,799)  | ₱492,589,653   | ₱522,589,390 | ₱-            | ₱-             | ₱2,899,055,814    |
| Fair value of plan assets                             | (2,054,229,051) | -                              | -                           | (116,905,505)          | (116,905,505)                                | 152,251,708    | (51,472,706)   | -  | -  | -  | (51,472,706) | (67,317,180)  | -              | (2,137,672,734)   |
|   | ₱6,377,955      | ₱203,574,299                   | ₱121,250,120                | ₱26,381,202            | ₱351,205,621                                 | ₱-             | (₱51,472,706)  | ₱48,574,536  | (₱18,574,799)  | ₱492,589,653   | ₱471,116,684 | (₱67,317,180) | ₱-             | ₱761,383,080      |



The fair value of net plan assets of the Group by class as at the end of the reporting period are as follows:

|   | 2020                  | 2019           |
|---|-----------------------|----------------|
| <b>Assets</b>                                       |                       |                |
| Cash and cash equivalents (Note 34)                 | <b>₱974,943</b>       | ₱19,721,001    |
| Loans receivable                                    | <b>240,570,000</b>    | 240,570,000    |
| Financial assets at FVOCI                           | <b>56,980,800</b>     | 86,935,900     |
| Investments at amortized cost                       | <b>294,918,104</b>    | 328,572,712    |
| UITF investments                                    | <b>1,345,513,206</b>  | 1,313,720,699  |
| Interest receivable                                 | <b>4,707,167</b>      | 5,009,207      |
| Prepaid taxes                                       | -                     | 840            |
| Land  | <b>143,201,000</b>    | 143,201,000    |
|   | <b>2,086,865,220</b>  | 2,137,731,359  |
| <b>Liabilities</b>                                  |                       |                |
| Accounts payable, accrued trust and management fees | <b>373,210</b>        | 58,625         |
|   | <b>₱2,086,492,010</b> | ₱2,137,672,734 |

The costs of defined benefit pension plan as well as the present value of the pension obligation are determined using actuarial valuations. The actuarial valuation involves making various assumptions. The principal assumptions used in determining pension for defined benefit plans are as follows:

|                 | Parent Company        |       | NURC         |       |
|-----------------|-----------------------|-------|--------------|-------|
|                 | 2020                  | 2019  | 2020         | 2019  |
| Discount rate   | <b>3.95%</b>          | 4.91% | <b>3.97%</b> | 4.88% |
| Salary increase | <b>4.00% to 5.70%</b> | 5.70% | <b>5.70%</b> | 5.70% |

The overall expected rate of return on assets is determined based on the market expectation prevailing on that date, applicable to the period over which the obligation is to be settled.

The sensitivity analysis below has been determined based on reasonably possible changes of each significant assumption on the defined benefit obligation as of the reporting period, assuming all other assumptions were held constant:

|                 | Increase<br>(Decrease) | Parent Company        |                | NURC                |              |
|-----------------|------------------------|-----------------------|----------------|---------------------|--------------|
|                 |                        | 2020                  | 2019           | 2020                | 2019         |
| Discount rate   | 1.00%                  | <b>(₱313,674,690)</b> | (₱235,033,950) | <b>(₱7,456,849)</b> | (₱4,945,848) |
|                 | (1.00%)                | <b>374,153,976</b>    | 273,449,444    | <b>8,930,181</b>    | 5,722,738    |
| Salary increase | 1.00%                  | <b>363,884,506</b>    | 281,947,303    | <b>8,680,414</b>    | 5,865,354    |
|                 | (1.00%)                | <b>(311,805,652)</b>  | (246,797,516)  | <b>(7,409,251)</b>  | (5,159,532)  |

The Group expects to contribute ₱344.9 million in the pension fund in 2021.

Shown below is the maturity analysis of the Group's expected (undiscounted) benefit payments:

|                                  | 2020                 | 2019          |
|----------------------------------|----------------------|---------------|
| Less than one year               | <b>₱149,778,409</b>  | ₱210,584,111  |
| More than one year to five years | <b>824,835,258</b>   | 1,064,247,687 |
| More than five years to 10 years | <b>1,518,479,037</b> | 1,660,917,933 |
| More than 10 years to 15 years   | <b>2,177,478,768</b> | 2,119,848,493 |
| More than 15 years to 20 years   | <b>2,511,576,982</b> | 2,178,874,761 |
| More than 20 years               | <b>8,732,285,054</b> | 5,834,070,929 |



Shown below is the average duration of the defined benefit obligation at the end of the reporting period:

|                | 2020    | 2019 |
|----------------|---------|------|
|                | (Years) |      |
| Parent Company | 11      | 18   |
| NURC           | 12      | 17   |

### 32. Income Taxes

Provision for income tax consists of:

|          | December 31, 2020     | December 31, 2019     | December 31, 2018     |
|----------|-----------------------|-----------------------|-----------------------|
| Current  | ₱1,736,449,598        | ₱2,220,880,800        | ₱2,004,462,439        |
| Deferred | 395,232,099           | (439,152,947)         | 77,631,388            |
|          | <b>₱2,131,681,697</b> | <b>₱1,781,727,853</b> | <b>₱2,082,093,827</b> |

Components of the Group's net deferred tax assets and liabilities follow:

|  | Net deferred tax assets |                     | Net deferred tax liabilities |                         |
|--|-------------------------|---------------------|------------------------------|-------------------------|
|  | 2020                    | 2019                | 2020                         | 2019                    |
| Deferred tax assets on:  |                         |                     |                              |                         |
| Net unrealized foreign exchange loss   | ₱-                      | ₱106,489,365        | ₱-                           | ₱-                      |
| Loss arising from changes in fair value less estimated point-of-sale costs of swine stocks | -                       | 10,081,568          | -                            | -                       |
| Pension liabilities  | 252,456,867             | 223,134,051         | 171,368,029                  | 230,542,430             |
| Accrued expenses   | -                       | -                   | 163,366,945                  | 318,702,139             |
| Leases   | 71,342,988              | 31,562,949          | 158,445,022                  | 53,106,721              |
| Impairment losses on trade receivables and property and equipment                          | 101,414,636             | 100,852,134         | -                            | -                       |
| Inventory write-downs  | 62,212,573              | 33,546,186          | 11,223,749                   | 5,962,337               |
| Foreign subsidiaries   | 39,938,807              | 49,683,994          | -                            | -                       |
| Unearned revenue   | -                       | -                   | -                            | 22,726,694              |
| NOLCO  | 54,156,024              | 76,791,846          | -                            | -                       |
| MCIT   | -                       | 34,312              | -                            | -                       |
|  | <b>581,521,895</b>      | <b>632,176,405</b>  | <b>504,403,745</b>           | <b>631,040,321</b>      |
| Deferred tax liabilities on:   |                         |                     |                              |                         |
| Gain arising from changes in fair value less estimated point-of-sale costs of swine stocks | 1,030,416               | -                   | -                            | -                       |
| Accelerated depreciation   | -                       | -                   | 366,814,562                  | 483,787,981             |
| Intangibles  | -                       | -                   | 2,923,321,145                | 2,945,109,949           |
| Undistributed income of subsidiaries   | 6,988,650               | 4,054,703           | 1,015,191,150                | 1,082,305,949           |
| Unearned revenue   | 14,951,034              | 7,955,884           | -                            | -                       |
| Net unrealized foreign exchange gain   | 3,416,417               | -                   | -                            | -                       |
|  | <b>26,386,517</b>       | <b>12,010,587</b>   | <b>4,305,326,857</b>         | <b>4,511,203,879</b>    |
| Net deferred tax assets (liabilities)  | <b>₱555,135,378</b>     | <b>₱620,165,818</b> | <b>(₱3,800,923,112)</b>      | <b>(₱3,880,163,558)</b> |



As of December 31, 2020 and 2019, the Group's subsidiaries did not recognize deferred tax assets amounting to ₱337.6 million and ₱220.3 million, respectively, since management believes that future taxable income will not be available to allow all or part of the deferred tax assets to be utilized.

Reconciliation between the Group's statutory income tax rate and the effective income tax rate follows:

|  | <b>December 31, 2020</b> | December 31, 2019 | December 31, 2018 |
|--|--------------------------|-------------------|-------------------|
| Statutory income tax rate                          | <b>30.00%</b>            | 30.00%            | 30.00%            |
| Increase (decrease) in tax rate resulting from:    |                          |                   |                   |
| Net income of subsidiaries with different tax rate | <b>(13.20)</b>           | (14.17)           | (8.26)            |
| Income exempt from tax                             | <b>(2.94)</b>            | (2.20)            | (2.64)            |
| Interest income subjected to final tax             | <b>(0.11)</b>            | (0.27)            | (0.31)            |
| Income subject to lower tax rate                   | <b>(0.11)</b>            | -                 | -                 |
| Equity in net income of a joint venture            | <b>(0.07)</b>            | (0.40)            | (0.34)            |
| Nondeductible interest expense                     | <b>0.05</b>              | 0.11              | 0.13              |
| Change in value of financial assets at FVTPL       | <b>(0.03)</b>            | 0.01              | 0.09              |
| Others   | <b>1.91</b>              | 1.90              | (0.64)            |
| <b>Effective income tax rate</b>                   | <b>15.50%</b>            | 14.98%            | 18.03%            |

Under Philippine tax laws, the Group is subject to income taxes, as well as other taxes (presented as 'Taxes and licenses' in the consolidated statements of income). Other taxes paid consist principally of documentary stamp taxes, real estate taxes and municipal taxes.

Income taxes include the minimum corporate income tax (MCIT), regular corporate income tax (RCIT), final tax paid at the rate of 20.0% for peso deposits and 7.5% for foreign currency deposits on gross interest income from bank deposits and short-term investments.

Current tax regulations provide that the RCIT rate shall be 30.0% and interest allowed as a deductible expense is reduced by 33.0% of interest income subjected to final tax beginning January 1, 2009.

Current tax regulations also provide for rules on the imposition of a 2.0% MCIT on the gross income as of the end of the taxable year beginning on the fourth taxable year immediately following the taxable year in which the Group commenced its business operations. Any excess MCIT over the RCIT can be carried forward on an annual basis and credited against the RCIT for the three immediately succeeding taxable years. In addition, NOLCO is allowed as a deduction from taxable income in the next three years from the date of inception.

Current tax regulations further provides that an Optional Standard Deduction (OSD) equivalent to 40.0% of gross income may be claimed as an alternative deduction in computing for the RCIT. For the years ended December 31, 2020, 2019, and 2018, the Group did not claim the OSD in lieu of the itemized deductions.



#### Entertainment, Amusement and Recreation (EAR) Expenses

Current tax regulations define expenses to be classified as EAR expenses and set a limit for the amount that is deductible for tax purposes. EAR expenses are limited to 0.5% of net sales for sellers of goods or properties or 1.0% of net revenue for sellers of services. For sellers of both goods or properties and services, an apportionment formula is used in determining the ceiling on such expenses. The Group recognized EAR expenses (included under 'General and administrative expenses' in the consolidated statements of income) amounting to ₱40.9 million, ₱76.2 million, and ₱57.5 million for the years ended December 31, 2020, 2019, and 2018, respectively.

#### MCIT

An MCIT of 2.0% on modified gross income is computed and compared with the RCIT. Any excess of the MCIT over RCIT is deferred and can be used as a tax credit against future income tax liability for the next three years.

#### Corporate Recovery and Tax Incentives for Enterprises or "CREATE" Act

On February 1, 2021, the Bicameral Conference Committee, under the 18th Congress of the Philippines, approved the reconciled version of the House Bill No. 4157 and Senate Bill No. 1357 (the CREATE bill). The CREATE bill seeks to reform corporate income taxes and incentives in the country by implementing certain changes to the current tax regulations. These changes include:

- Reduction in the RCIT from 30% to 20% for domestic corporations with net taxable income not exceeding ₱5.0 million and with total assets not exceeding ₱100.0 million excluding the value of land on which the particular business entity's office, plant and equipment are situated;
- Reduction in the RCIT from 30% to 25% for all other corporations;
- Lowering of MCIT from 2% to 1% of gross income for 3 years;
- Instead of 10% of taxable income, application of RCIT on regional operating headquarters;
- Standardization of final taxes on foreign corporations to 15%;
- Exemption of foreign sourced dividends received by domestic corporations subject to certain conditions;
- Additional deduction of one-half (1/2) of the value of labor training expenses subject to certain conditions;
- Repeal of the 10% improperly accumulated earnings tax (IAET);
- VAT exemption for medicines for certain critical illnesses; and
- VAT-free importation and sale for 3 years of COVID-19 medicines, personal protective equipment and materials used for their production.

Under the bill, the above changes will be implemented for periods beginning July 1, 2020.

On February 24, 2021, the final version of the CREATE bill as passed by the Bicameral Conference Committee was transmitted to the Office of the President for signing or approval into law. On March 26, 2021, the CREATE bill was passed into law and subsequently called RA No. 11534 or CREATE Act. The CREATE Act will become effective 15 days after complete publication in the Official Gazette or any newspaper of general circulation in the Philippines.

Once applied, the CREATE Act will reduce the Group's net deferred tax assets recognized as of 2020 year-end by an estimated amount of ₱84.0 million loss comprised of ₱37.3 million in profit or loss and ₱46.7 million (reduction) in other comprehensive income.



---

### 33. Earnings Per Share

The following reflects the income and share data used in the basic/dilutive EPS computations:

|   | <b>December 31, 2020</b> | December 31, 2019 | December 31, 2018 |
|---|--------------------------|-------------------|-------------------|
| Net income attributable to equity holders of the parent | <b>₱10,746,720,491</b>   | ₱9,772,121,586    | ₱9,204,306,540    |
| Weighted average number of common shares                | <b>2,204,161,868</b>     | 2,204,161,868     | 2,204,161,868     |
| Basic/dilutive EPS                                      | <b>₱4.88</b>             | ₱4.43             | ₱4.18             |

The weighted average number of common shares excludes the treasury shares. There have been no other transactions involving ordinary shares or potential ordinary shares between the reporting date and the date of completion of these consolidated financial statements.

There were no potential dilutive shares for the years ended December 31, 2020, 2019, and 2018.

---

### 34. Related Party Transactions

The Group, in the regular conduct of its business, has entered into transactions with JGSHI, its ultimate parent, and other related parties principally consisting of sales, purchases, advances and reimbursement of expenses, regular banking transactions, leases and, management and administrative service agreements. Transactions with related parties are generally settled in cash.



Intercompany transactions with subsidiaries are eliminated in the accompanying consolidated financial statements. Details of related party transactions are as follows:

| December 31, 2020                    |                          |                   |   |                                 |                              |   |   |   |                          |
|--------------------------------------|--------------------------|-------------------|---|---------------------------------|------------------------------|---|---|---|--------------------------|
| Related Party                        | Category/<br>Transaction | Amount/<br>Volume | Cash<br>and Cash<br>Equivalents<br>(Note 7) | Short-term<br>debt<br>(Note 18) | Lease Liability<br>(Note 36) | Trade<br>Receivable<br>(Payable) - net<br>(Notes 10 and 19) | Non-trade<br>Receivable<br>(Payable) - net<br>(Notes 10 and 19) | Terms   | Conditions               |
| <b>Ultimate Parent Company</b>       | Rental expense           | ₱121,063,946      | ₱-  | ₱-                              | (₱764,321,855)               | ₱-  | ₱-  | On demand   | Unsecured                |
|                                      | Management services      | 40,414,311        | -   | -                               | -                            | -   | (243,066,092)   | On demand   | Unsecured                |
| <b>Entities under common control</b> |                          |                   |   |                                 |                              |   |   |   |                          |
| Due from related parties             | Sales                    | 1,274,143,021     | -   | -                               | -                            | 25,245,126  | -   | On demand; non-interest bearing   | Unsecured; no impairment |
|                                      | Rental income            | 49,501,228        | -   | -                               | -                            | -   | 34,688,812  | On demand; non-interest bearing   | Unsecured; no impairment |
|                                      | Engineering services     | 6,664,509         | -   | -                               | -                            | -   | 61,416,363  | On demand; non-interest bearing   | Unsecured; no impairment |
|                                      | Management services      | 411,141,548       | -   | -                               | -                            | 70,348,843  | 261,615,143   | On demand; non-interest bearing   | Unsecured; no impairment |
|                                      | Advances                 | -                 | -   | -                               | -                            | -   | 689,359,835   | On demand; non-interest bearing   | Unsecured; no impairment |
| Due to related parties               | Rental expense           | 211,864,735       | -   | -                               | (1,588,880,760)              | -   | -   | On demand   | Unsecured                |
|                                      | Purchases                | 673,852,625       | -   | -                               | -                            | (56,927,174)  | -   | On demand   | Unsecured                |
|                                      | Utilities                | 262,792,339       | -   | -                               | -                            | -   | (40,270,009)  | On demand   | Unsecured                |
|                                      | Contracted services      | 137,542,136       | -   | -                               | -                            | (68,741)  | 4,676   | On demand   | Unsecured                |
| Cash and cash equivalents            | Cash in bank             | 508,735,676       | 943,157,274                                 | -                               | -                            | -   | -   | Interest-bearing at prevailing market rate; due and demandable  | Unsecured; no impairment |
|                                      | Money market placements  | 474,642,999       | 1,645,648,816                               | -                               | -                            | -   | -   | Interest-bearing at prevailing market rate; due from 7 to 119 days; with interest ranging from 0.1% to 0.6% | Unsecured; no impairment |
|                                      | Interest income          | 9,817,642         | -   | -                               | -                            | 1,464,611   | -   | Due from 7 to 119 days  | Unsecured; no impairment |
| Short-term debt                      | Short-term debt          | 200,000,000       | -   | (200,000,000)                   | -                            | -   | -   | Interest-bearing at prevailing market rate; due within 30 days from availment; with interest of 2.8%        | Unsecured                |
|                                      | Interest expense         | 46,027            | -   | (46,027)                        | -                            | -   | -   | Due within 30 days  | Unsecured                |
| <b>Subsidiaries</b>                  |                          |                   |   |                                 |                              |   |   |   |                          |
| Due from related parties             | Sales                    | 2,776,408,565     | -   | -                               | -                            | 552,967,141   | -   | On demand; non-interest bearing   | Unsecured; no impairment |
|                                      | Rental income            | 22,573,198        | -   | -                               | -                            | -   | -   |   |                          |
|                                      | Dividend income          | 357,000,000       | -   | -                               | -                            | -   | -   |   |                          |
| Due to related parties               | Purchases                | 13,999,697,744    | -   | -                               | -                            | (4,656,218,581)   | -   | On demand   | Unsecured                |
| <b>Joint Venture</b>                 |                          |                   |   |                                 |                              |   |   |   |                          |
| Due from related parties             | Sales                    | 52,408,053        | -   | -                               | -                            | 14,901,911  | -   | On demand; non-interest bearing   | Unsecured; no impairment |
|                                      | Rental income            | 1,498,893         | -   | -                               | -                            | 1,923,368   | -   | On demand; non-interest bearing   | Unsecured; no impairment |
| Due to related parties               | Purchases                | 1,063,089,575     | -   | -                               | -                            | (116,524,260)   | -   | 1 to 30 days; non-interest bearing  | Unsecured                |



December 31, 2019

| Related Party                        | Category/<br>Transaction | Amount/<br>Volume | Cash<br>and Cash<br>Equivalents<br>(Note 7) | Lease Liability<br>(Note 36) | Trade<br>Receivable<br>(Payable) - net<br>(Notes 10 and 19) | Non-trade<br>Receivable<br>(Payable) - net<br>(Notes 10 and 19) | Terms  | Conditions               |
|--------------------------------------|--------------------------|-------------------|---|------------------------------|---|---|--|--------------------------|
| <b>Ultimate Parent Company</b>       | Rental expense           | ₱114,348,078      | ₱-  | (₱812,744,581)               | ₱-  | ₱-  | On demand  | Unsecured                |
|                                      | Management services      | 94,979,667        | -   | -                            | -   | (133,281,084)   | On demand  | Unsecured                |
| <b>Entities under common control</b> |                          |                   |   |                              |   |   |  |                          |
| Due from related parties             | Sales                    | 1,308,193,620     | -   | -                            | 116,540,404   | -   | On demand; non-interest bearing  | Unsecured; no impairment |
|                                      | Rental income            | 108,059,769       | -   | -                            | -   | 55,497,924  | On demand; non-interest bearing  | Unsecured; no impairment |
|                                      | Engineering services     | 9,557,254         | -   | -                            | -   | 85,785,887  | On demand; non-interest bearing  | Unsecured; no impairment |
|                                      | Management services      | 410,814,202       | -   | -                            | 98,396,360  | 203,603,020   | On demand; non-interest bearing  | Unsecured; no impairment |
|                                      | Advances                 | -                 | -   | -                            | -   | 676,845,919   | On demand; non-interest bearing  | Unsecured; no impairment |
| Due to related parties               | Rental expense           | 123,978,820       | -   | (1,672,628,370)              | -   | -   | On demand  | Unsecured                |
|                                      | Purchases                | 953,972,641       | -   | -                            | (1,728,788)   | -   | On demand  | Unsecured                |
|                                      | Utilities                | 464,081,720       | -   | -                            | -   | (50,765,776)  | On demand  | Unsecured                |
|                                      | Contracted services      | 125,798,697       | -   | -                            | -   | 3,501,234   | On demand; non-interest bearing  | Unsecured; no impairment |
| Cash and cash equivalents            | Cash in bank             | 99,590,571        | 435,189,020                                 | -                            | -   | -   | Interest-bearing at prevailing market rate; due and demandable   | Unsecured; no impairment |
|                                      | Money market placements  | 1,645,648,816     | 1,645,648,816                               | -                            | -   | -   | Interest-bearing at prevailing market rate; due from 7 to 71 days; with interest ranging from 1.5% to 2.8% | Unsecured; no impairment |
|                                      | Interest income          | 50,723,345        | -   | -                            | 717,908   | -   | Due from 11 to 71 days   | Unsecured; no impairment |
| Short-term debt                      | Short-term debt          | -                 | -   | -                            | -   | -   |  |                          |
|                                      | Interest expense         | -                 | -   | -                            | -   | -   |  |                          |
| <b>Subsidiaries</b>                  |                          |                   |   |                              |   |   |  |                          |
| Due from related parties             | Sales                    | 1,802,420,482     | -   | -                            | 1,025,248,922   | -   | On demand; non-interest bearing  | Unsecured; no impairment |
|                                      | Rental income            | 22,558,622        | -   | -                            | -   | -   |  |                          |
|                                      | Dividend income          | 306,000,000       | -   | -                            | -   | -   |  |                          |
| Due to related parties               | Purchases                | 15,344,794,857    | -   | -                            | (255,059,464)   | -   | On demand  | Unsecured                |
| <b>Joint Venture</b>                 |                          |                   |   |                              |   |   |  |                          |
| Due from related parties             | Sales                    | 55,252,314        | -   | -                            | 12,828,560  | -   | On demand; non-interest bearing  | Unsecured; no impairment |
|                                      | Rental income            | 1,427,517         | -   | -                            | 514,288   | -   | On demand; non-interest bearing  | Unsecured; no impairment |
| Due to related parties               | Purchases                | 1,034,585,102     | -   | -                            | (64,894,000)  | -   | 1 to 30 days; non-interest bearing   | Unsecured                |





December 31, 2018

| Related Party                        | Category/<br>Transaction | Amount/<br>Volume | Cash<br>and Cash<br>Equivalents<br>(Note 7) | Trade<br>Receivable<br>(Payable) - net<br>(Notes 10 and 19) | Non-trade<br>Receivable<br>(Payable) - net<br>(Notes 10 and 19) | Terms  | Conditions                 |
|--------------------------------------|--------------------------|-------------------|---|---|---|--|----------------------------|
| <b>Ultimate Parent Company</b>       | Rental expense           | ₱10,020,423       | ₱-  | ₱-  | ₱-  | On demand  | Unsecured                  |
|                                      | Management services      | 63,697,344        | -   | -   | (384,624,521)   |  |                            |
| <b>Entities under common control</b> |                          |                   |   |   |   |  |                            |
| Due from related parties             | Sales                    | 1,160,637,764     | -   | 4,721,315   | -   | On demand; non-interest bearing  | Unsecured; no impairment   |
|                                      | Rental income            | 36,985,499        | -   | -   | 43,824,848  | On demand; non-interest bearing  | Unsecured; no impairment   |
|                                      | Engineering services     | 12,918,430        | -   | -   | 178,325,306   | On demand; non-interest bearing  | Unsecured; no impairment   |
|                                      | Management services      | 743,572,957       | -   | -   | 234,151,630   | On demand; non-interest bearing  | Unsecured; no impairment   |
|                                      | Advances                 | -                 | -   | -   | 702,114,273   | On demand; non-interest bearing  | Unsecured; with impairment |
| Due to related parties               | Rental expense           | 85,628,177        | -   | -   | -   |  |                            |
|                                      | Purchases                | 885,671,562       | -   | (17,252,781)  | -   | On demand  | Unsecured                  |
|                                      | Utilities                | 380,497,664       | -   | -   | (53,943,706)  | On demand  | Unsecured                  |
|                                      | Contracted services      | 116,083,484       | -   | -   | 2,778,671   | On demand; non-interest bearing  | Unsecured; no impairment   |
| Cash and cash equivalents            | Cash in bank             | 145,020,946       | 335,598,449                                 | -   | -   | Interest-bearing at prevailing market rate; due and demandable   | Unsecured; no impairment   |
|                                      | Money market placements  | (1,832,041,774)   | 2,216,003,012                               | -   | -   | Interest-bearing at prevailing market rate; due from 7 to 90 days; with interest ranging from 1.5% to 5.5% | Unsecured; no impairment   |
|                                      | Interest income          | 75,013,903        | -   | 3,616,138   | -   | Due from 7 to 90 days  | Unsecured; no impairment   |
| Short-term debt                      | Short-term debt          | -                 | -   | -   | -   |  |                            |
|                                      | Interest expense         | -                 | -   | -   | -   |  |                            |
| <b>Subsidiaries</b>                  |                          |                   |   |   |   |  |                            |
| Due from related parties             | Sales                    | 1,572,990,693     | -   | 777,622,489   | -   | On demand; non-interest bearing  | Unsecured; no impairment   |
|                                      | Rental income            | 17,313,222        | -   | -   | -   |  |                            |
|                                      | Dividend income          | 901,900,000       | -   | -   | -   |  |                            |
| Due to related parties               | Purchases                | 13,391,836,679    | -   | (4,709,196,441)   | -   | On demand  | Unsecured                  |
| <b>Joint Venture</b>                 |                          |                   |   |   |   |  |                            |
| Due from related parties             | Sales                    | 47,496,986        | -   | 7,316,815   | -   | On demand; non-interest bearing  | Unsecured; no impairment   |
|                                      | Rental income            | 4,538,682         | -   | 996,778   | -   | On demand; non-interest bearing  | Unsecured; no impairment   |
| Due to related parties               | Purchases                | 1,045,752,811     | -   | (82,456,142)  | -   | 1 to 30 days; non-interest bearing   | Unsecured                  |



The Group maintains savings and current accounts and time deposits with an entity under common control which is a local commercial bank. Cash and cash equivalents earn interest at the prevailing bank deposit rates.

As of December 31, 2020 and 2019, the Group has advances from stockholders amounting to ₱187.9 million and ₱192.7 million, respectively (see Note 19). These advances are non-interest bearing and payable on demand.

*Transactions with the retirement plan*

The Parent Company entered into an agreement to lease the land of the retirement plan for a period of one (1) year, renewable annually. Rentals incurred amounted to ₱25.3 million for the years ended December 31, 2020 and 2019. Terms are unsecured, noninterest-bearing and payable on demand.

Included in the Group's retirement plan assets are special savings deposits with RBC. As of December 31, 2020 and 2019, special savings deposit with RBC amounting to nil and ₱19.5 million bears annual interest rates ranging from nil and from 0.3% to 3.0%, respectively.

Compensation of Key Management Personnel

The compensation of the Group's key management personnel by benefit type follows:

|                              | <b>December 31, 2020</b> | December 31, 2019 | December 31, 2018 |
|------------------------------|--------------------------|-------------------|-------------------|
| Short-term employee benefits | <b>₱250,161,746</b>      | ₱332,029,853      | ₱291,597,774      |
| Post-employment benefits     | <b>205,220,282</b>       | 123,379,622       | 81,989,490        |
|                              | <b>₱455,382,028</b>      | ₱455,409,475      | ₱373,587,264      |

There are no agreements between the Group and any of its directors and key officers providing for benefits upon termination of employment, except for such benefits to which they may be entitled under the Group's pension plans.

*Approval Requirements and Limits on the Amount and Extent of Related Party Transactions*

Material related party transactions (MRPT) refers to any related party transaction/s, either individually, or in aggregate over a twelve (12)-month period with the same related party, amounting to ten percent (10%) or higher of the Group's total consolidated assets based on its latest audited financial statements.

All individual MRPT's shall be approved by at least two-thirds (2/3) vote of the BOD, with at least a majority of the Independent Directors voting to approve the MRPT. In case that a majority of the Independent Directors' vote is not secured, the MRPT may be ratified by the vote of the stockholders representing at least two-thirds (2/3) of the outstanding capital stock.

Aggregate RPT transactions within a 12-month period that meets or breaches the materiality threshold shall require the same BOD approval mentioned above.



---

### 35. Registration with the BOI

Certain operations of the Parent Company are registered with the BOI as preferred pioneer and nonpioneer activities. As registered enterprises, these entities are subject to some requirements and are entitled to certain tax and non-tax incentives which are considered in the computation of the provision for income tax.

#### Sugar Millsite - Tolong

On January 14, 2015, Sugar Millsite - Tolong was registered with the BOI as an expanding producer of raw sugar.

Under the terms of the registration and subject to certain requirements, Parent Company is entitled to the following fiscal and non-fiscal incentives: (a) ITH for a period of three (3) years from February 2015 (as an expanding producer raw sugar) or actual start of commercial operations, whichever is earlier but in no case earlier than the date of registration; (b) importation of capital equipment, spare parts and accessories at zero (0) duty from the date of effectivity of Executive Order (EO) No. 70 and its implementing rules and regulations for a period of five (5) years reckoned from the date its registration or until the expiration of EO No. 70 whichever is earlier; (c) additional deduction from taxable income of fifty percent (50%) of the wages corresponding to the increment in number of direct labor for skilled and unskilled workers in the year of availment as against the previous year, if the project meets the prescribed ratio of capital equipment to the number of workers set by the Board. This may be availed of for the first five (5) years from date of registration but not simultaneously with ITH; (d) importation of consigned equipment for a period of ten (10) years from the date of registration, subject to posting of re-export bond; (e) tax credit equivalent to national internal revenue taxes and duties paid on raw materials and supplies and semi-manufactured products used in producing its export product and forming part thereof for a period of ten (10) years from start of commercial operations; (f) exemption from wharfage dues, and any export tax, duty, impost and fee for a period of ten (10) years from the date of registration; (g) employment of foreign nationals; (h) simplifications of customs procedures for the importation of equipment, spare parts, raw materials and supplies.

The ITH entitlement has ended last February 14, 2018.

#### Sugar Millsite - Sonedco

On June 29, 2018, Sugar Millsite - Sonedco was registered with the BOI as an expanding producer of refined sugar and its by-product (molasses).

Under the terms of the registration and subject to certain requirements, Parent Company is entitled to the following fiscal and non-fiscal incentives: (a) ITH for a period of three (3) years from September 2018 (as an expanding producer of refined sugar and its by-product) or actual start of commercial operation, whichever is earlier but availment shall in no case be earlier than the date of registration; (b) importation of capital equipment, spare parts and accessories at zero (0) duty under EO No. 22 and its implementing rules; (c) exemption from taxes and duties on imported spare parts and consumable supplies for export producers with Customs Bonded Manufacturing Warehouse (CBMW) exporting at least seventy percent (70%) of production; (d) additional deduction for labor expense for a period of five (5) years from registration an amount equivalent to fifty percent (50%) of the wages corresponding to the increment in number of direct labor for skilled and unskilled workers in the year of availment as against the previous year, if the project meets the prescribed ratio of capital equipment to the number of workers set by the Board. This may be availed of for the first five (5) years from the date of registration but not simultaneously with ITH; (e) importation of consigned equipment for a period of ten (10) years from date of registration, subject to posting of re-export bond; (f) employment of foreign nationals; (g) simplification of customs procedures for the



importation of equipment, spare parts, raw materials and supplies; (h) exemption from wharfage dues, and export tax duty, impost and fee for a period of ten (10) years from the date of registration; (i) access to CBMW subject to the BOC rules and regulations, and additional deduction from taxable income equivalent to 100% of expenses incurred in the development of necessary and major infrastructure facilities.

The said expansion started commercial operation on November 27, 2018.

#### Sugar Millsite - Balayan

On September 8, 2017, Sugar Millsite - Balayan was registered with the BOI as an expanding producer of raw sugar and its by-product (molasses).

Under the terms of the registration and subject to certain requirements, Parent Company is entitled to the following fiscal and non-fiscal incentives: (a) ITH for a period of three (3) years from November 2018 (as an expanding producer of raw sugar and its by-product) or actual start of commercial operation, whichever is earlier but in no case be earlier than the date of registration; (b) importation of capital equipment, spare parts and accessories at zero (0) duty under EO No. 22 and its implementing rules. Only equipment directly needed and exclusively use in its operation shall be entitled to capital equipment incentives; (c) additional deduction from taxable income of fifty percent (50%) of the wages corresponding to the increment in number of direct labor for skilled and unskilled workers in the year of availment as against the previous year, if the project meets the prescribed ratio of capital equipment to the number of workers set by the Board. This may be availed of for the first five (5) years from the date of registration but not simultaneously with ITH; (d) importation of consigned equipment for a period of ten (10) years from date of registration, subject to posting of re-export bond; (e) employment of foreign nationals; and (f) simplification of customs procedures for the importation of equipment, spare parts, raw materials and supplies. The said expansion will start commercial operation early of 2019.

#### Cogeneration

On September 26, 2014, Cogeneration was registered with the BOI as a Renewable Energy (RE) developer of Bagasse-fired power plant.

Under the terms of the registration and subject to certain requirements, the Parent Company is entitled to the following fiscal and non-fiscal incentives: (a) ITH for a period of seven (7) years at which the RE plant generated the first kilowatt-hour energy after commissioning or testing, or two months from date of commissioning, whichever is earlier; (b) duty-free importation of RE machinery, equipment, and materials including control and communication equipment; (c) tax exemption of carbon credits; (d) special realty tax rates on equipment and machinery, (e) NOLCO during the first three years from the start of commercial operation shall be carried over as a deduction from the gross income as defined in the National Internal Revenue Code (NIRC) for the next seven (7) years immediately following the year of such loss; (f) after availment of the ITH, the enterprise shall pay a corporate tax of 10% on its taxable income as defined in the NIRC, provided that it shall pass on the savings to the end users in the form of lower power rates; (g) the plant, machinery, and equipment that are reasonably needed and actually used for the exploration, development, and utilization of RE resources may be depreciated using a rate not exceeding twice the rate which would have been used had the annual allowance been computed in accordance with the rules and regulations prescribed by the Department of Finance and the provisions of the NIRC; (h) the sale of fuel or power generated by the enterprise from renewable sources of energy such as biomass as well as its purchases of local supply of goods, properties, and services needed for the development, construction, and installation of its plant facilities, and the whole process of exploration and development of RE sources up to its conversion into power shall be subject to zero percent VAT pursuant to NIRC; (i) tax credit equivalent to 100% of the value of VAT and custom duties that would have been paid on the purchase



of RE machinery, equipment, materials and parts had these items been imported shall be given to the enterprise that purchases machinery, equipment, materials and parts from a domestic manufacturer.

#### Distillery

##### *Producer of bioethanol (anhydrous) under RA 9513*

On September 30, 2020, the Parent Company took over the operations of the Distillery from Roxol Bioenergy Corporation (RBC) after executing a Deed of Sale on the purchase of RBC's land and assets. The Distillery operations was registered with the BOI on October 24, 2008 as new producer of bioethanol (anhydrous) and potable (hydrous) ethanol under EO 226.

Per BOI letter dated October 22, 2014, the BOI registration as new producer of bioethanol (anhydrous) was transferred from EO 226 to RA 9513 (Renewable Energy Act of 2008) subject to new terms and conditions.

On February 24, 2021, the Certificate of Accreditation No. DOE-COA-2021-BE003A and Certificate of Registration No. RE-B2013-11-077A were both awarded by the Department of Energy (DOE) to the Parent Company. In addition, on March 24, 2021, the DOE issued a letter of endorsement to the BIR in relation to the Parent Company's application of 10% Corporate Tax Rate for income generated from the Distillery operations.

Under the new terms of the registration under RA 9513, the Parent Company is entitled to the following fiscal and non-fiscal incentives: (a) ITH for seven (7) years reckoned from the date of actual commercial operations, as certified by the DOE; (b) duty-free importation of RE machinery, equipment and materials including control and communication equipment, within the first ten (10) years from the issuance of BOI certificate of registration or until October 23, 2018; (c) tax exemption of carbon credits; (d) special realty tax rates on equipment and machinery; (e) the NOLCO during the first three years from the start of commercial operation shall be carried over as deduction from the gross income as defined in the NIRC for the next seven consecutive taxable years immediately following the year of such loss; (f) after availment of the ITH, the enterprise shall pay a corporate tax of 10% on its taxable income as defined in the NIRC; (g) the plant, machinery, and equipment that are reasonably needed and actually used for the exploration, development and utilization of RE resources may be depreciated using a rate not exceeding twice the rate which would have been used had the annual allowance been computed in accordance with the rules and regulations prescribed by the Department of Finance and the provisions of the NIRC. The enterprise that applies for accelerated depreciation shall no longer be eligible to avail of the ITH; (h) the sale of power generated by the enterprise as well as its purchases of local supply of goods, properties, and services needed for the development, construction, and installation of its plant facilities, and the whole process of exploration and development of RE sources up to its conversion into power shall be subject to zero percent VAT pursuant to NIRC; (i) the enterprise may be entitled to a cash generation-based incentive per kilowatt-hour rate generated, equivalent to 50% of the universal charge of power needed to service missionary areas, chargeable against the universal charge for missionary electrification; (j) tax credit equivalent to 100.0% of the value of VAT and custom duties that would have been paid on the RE machinery, equipment, materials and parts had these items been imported shall be given to the enterprise that purchases machinery, equipment, materials and parts from a domestic manufacturer.



*Renewable energy developer of biomass resources*

On August 28, 2013, Distillery was registered with the BOI as a manufacturer of bio-ethanol (fuel grade ethanol).

Under the terms of the registration and subject to certain requirements, the Parent Company is entitled to the following fiscal and non-fiscal incentives: (a) ITH for a period of seven (7) years from March 2014 or date of commissioning, whichever is earlier; (b) duty-free importation of RE machinery, equipment, and materials including control and communication equipment; (c) tax exemption of carbon credits; (d) special realty tax rates on equipment and machinery (e) NOLCO during the first three years from the start of commercial operation shall be carried over as a deduction from the gross income as defined in the NIRC for the next seven (7) years immediately following the year of such loss; (f) after availment of the ITH, the enterprise shall pay a corporate tax of 10.0% on its taxable income as defined in the NIRC, provided that it shall pass on the savings to the end users in the form of lower power rates; (g) the plant, machinery, and equipment that are reasonably needed and actually used for the exploration, development, and utilization of RE resources may be depreciated using a rate not exceeding twice the rate which would have been used had the annual allowance been computed in accordance with the rules and regulations prescribed by the Department of Finance and the provisions of the NIRC. The enterprise that applies for accelerated depreciation shall no longer be eligible to avail of the ITH; (h) the sale of fuel or power generated by the enterprise from renewable sources of energy such as biomass as well as its purchases of local supply of goods, properties, and services needed for the development, construction, and installation of its plant facilities, and the whole process of exploration and development of RE sources up to its conversion into power shall be subject to zero percent VAT pursuant to NIRC; (i) tax credit equivalent to 100.0% of the value of VAT and custom duties that would have been paid on the purchase of RE machinery, equipment, materials and parts had these items been imported shall be given to the enterprise that purchases machinery, equipment, materials and parts from a domestic manufacturer.

Robina Farms (RF) - Poultry

*Expanding producer of table eggs*

On July 23, 2018, RF - Poultry was registered as an expanding producer of table eggs for the new commercial layer houses, with a non-pioneer status.

RF - Poultry is eligible to the grant of the following incentives: (a) ITH for three (3) years from July 2018 or actual start of commercial operations, whichever is earlier, but shall not be earlier than the date of registration. Income qualified for ITH shall be limited to the income directly attributable to the eligible revenue generated from registered project; (b) exemption from taxes and duties on imported spare parts and consumable supplies with CBMW exporting at least seventy percent (70%) of production; (c) additional deduction for a period of five (5) years from registration an amount equivalent to fifty percent (50%) of wages corresponding to the increment in number of direct labor for skilled and unskilled workers in the year of availment as against the previous year; (d) importation of consigned equipment for a period of ten (10) years from date of registration subject to posting of re-export bond; (e) employment of foreign nationals; (f) simplification of customs procedures for the importation of equipment, spare parts, raw materials and supplies; (g) exemption from wharfage dues, and any export tax, duty, impost and fee for a period of ten years from date of registration; (h) access to CBMW subject to customs rules and regulations; and (i) additional deduction from taxable income equivalent to 100% of expenses incurred in the development of necessary and major infrastructure facilities.



*Expanding producer of parent stock day-old chicks and producer of table eggs and its by-products*  
On January 30, 2008, RF - Poultry was registered with the BOI as an expanding producer of parent stock day-old chicks. On June 4 of the same year, it was registered as a new producer of table eggs and its by-products. Both activities are on a nonpioneer status.

Under the terms of the registration and subject to certain requirements, RF - Poultry is entitled to the following fiscal and non-fiscal incentives: (a) ITH for a period of three (3) years from October 2008 (as an expanding producer of parent stock day-old chicks) and for a period of four (4) years from October 2009 (as a new producer of table eggs and its by-products); (b) additional deduction from taxable income on wages subject to certain terms and conditions; (c) employment of foreign nationals; (d) tax credit equivalent to the national internal revenue taxes and duties paid on raw materials and supplies and semi-manufactured products used in producing its export product and forming part thereof for a period of ten (10) years from start of commercial operations; (e) simplification of customs procedures for the importation of equipment, spare parts, raw materials and supplies; (f) access to CBMW subject to Custom rules and regulations, provided firm exports at least 70.0% of production output; (g) exemption from wharfage dues, any export tax, duty, impost and fees for a period of ten (10) years from date of registration; (h) importation of consigned equipment for a period of ten (10) years from the date of registration, subject to the posting of re-export bond; (i) exemption from taxes and duties on imported spare parts and consumable supplies for export producers with CBMW exporting at least 70.0% of production; (j) tax and duty exemption on the imported breeding stocks and genetic materials within ten (10) years from the date of registration; and (k) tax credit on tax and duty portion of domestic breeding stocks and genetic materials within ten (10) years from the date of registration.

**Robina Farms (RF) - Hogs**

*Expanding producer of finisher hogs*

On October 28, 2019, RF - Hogs was registered with the BOI as a new producer of processed meat products, with a non-pioneer status.

Under the terms of the registration and subject to certain requirements, the Parent Company is entitled to the following fiscal and non-fiscal incentives: (a) ITH for a period of four (4) years from October 2019 or actual start of commercial operations, whichever is earlier, but availment shall not be earlier than the date of registration. The income qualified for ITH shall be limited to the income directly attributable to the eligible revenue generated from registered project. The enterprise can avail of bonus year subject to certain terms and conditions provided that the aggregate ITH availment (regular and bonus years) shall not exceed eight (8) years; (b) importation of capital equipment, spare parts and accessories at zero (0) duty under Executive Order No. 85 and its Implementing Rules and Regulation; (c) exemption from taxes and duties on imported spare parts and consumable supplies for export producers with CBMW exporting at least seventy percent (70%) of production; (d) additional deduction for labor expense for a period of five (5) years from registration an amount equivalent to fifty percent (50%) of the wages corresponding to the increment in number of direct labor for skilled and unskilled workers in the year of availment as against the previous year, subject to certain terms and conditions; (e) importation of consigned equipment for a period of ten (10) years from date of registration subject to posting of re-export bond; (f) employment of foreign nationals; (g) simplification of Customs procedures for the importation of equipment, spare parts, raw materials and supplies; (h) exemption from wharfage dues, and any export tax, duty, impost and fee for a period of ten (10) years from date of registration; (i) access to CBMW subject to the Customs rules and regulations; (j) tax and duty exemption on imported breeding stocks and genetic materials within ten (10) years from the date of registration; and (k) tax credit on tax and duty portion of domestic breeding stocks and genetic materials within ten (10) years from date of registration.



*Expanding producer of finisher hogs*

On January 30, 2008, RF - Hogs was registered with the BOI as an expanding producer of finisher hogs in RF 11, Antipolo City and RF 12, Bulacan on a nonpioneer status. Under the terms of the registration and subject to certain requirements, RF - Hogs is entitled to the following fiscal and non-fiscal incentives: (a) ITH for a period of three (3) years from October 2009 but only from the sales generated from the registered projects; (b) additional deduction from taxable income on wages subject to certain terms and conditions; (c) employment of foreign nationals; (d) tax credit equivalent to the national internal revenue taxes and duties paid on raw materials and supplies and semi-manufactured products used in producing its export product and forming part thereof for a period of ten (10) years from start of commercial operations; (e) simplification of customs procedures for the importation of equipment, spare parts, raw materials and supplies; (f) access to CBMW subject to custom rules and regulations, provided firm exports at least 70% of production output; (g) exemption from wharfage dues, any export tax, duty, impost and fees for a period of ten (10) years from date of registration; (h) importation of consigned equipment for a period of ten (10) years from the date of registration, subject to the posting of re-export bond; (i) exemption from taxes and duties on imported spare parts and consumable supplies for export producers with CBMW exporting at least 70% of production; (j) tax and duty exemption on the imported breeding stocks and genetic materials within ten (10) years from the date of registration; and (k) tax credit on tax and duty portion of domestic breeding stocks and genetic materials within ten (10) years from the date of registration.

URC Flour

On December 5, 2018, URC Flour was registered with the BOI as an expanding producer of flour, with a non-pioneer status.

Under the terms of the registration and subject to certain requirements, the Parent Company is entitled to the following fiscal and non-fiscal incentives: (a) ITH for a period of three (3) years from July 2019 or actual start of commercial operations, whichever is earlier but availment shall not be earlier than the date of registration. The income qualified for ITH shall be limited to the income directly attributable to the eligible revenue generated from registered project; (b) importation of capital equipment, spare parts and accessories at zero (0) duty under Executive Order No. 57 and its Implementing Rules and Regulations; (c) exemption from taxes and duties on imported spare parts and consumable supplies for export producers with CBMW exporting at least seventy percent (70%) of production; (d) additional deduction for labor expense for a period of five (5) years from registration an amount equivalent to fifty percent (50%) of the wages corresponding to the increment in number of direct labor for skilled and unskilled workers in the year of availment as against the previous year, subject to certain terms and conditions; (e) importation of consigned equipment for a period of ten (10) years from date of registration subject to posting of re-export bond; (f) employment of foreign nationals; (g) simplification of Customs procedures for the importation of equipment, spare parts, raw materials and supplies; (h) exemption from wharfage dues, and any export tax, duty, impost and fee for a period of ten (10) years from date of registration; (i) access to CBMW subject to the Customs rules and regulations; and (j) additional deduction from taxable income equivalent to 100% of expenses incurred in the development of necessary and major infrastructure facilities.





### 36. Commitments and Contingencies

#### Milling Contracts

Milling contracts with various planters provide for a 60%-70% share to the planters (including related parties) and 30%-40% share to the Group of sugar and molasses produced from sugar canes milled. The Sugar Industry Development Act of 2015 provides that, to ensure the immediate payment of farmers and secure their income from sugarcane, farmers may enter into any payment method with the sugar mill.

#### Sugar under Custody but Not Owned

As of December 31, 2020 and 2019, the Group has in its custody sugar owned by several quedan holders amounting to ₱1.6 billion (963,224 Lkg) and ₱0.9 billion (509,203 Lkg), respectively. The said volume of sugar is not reflected in the consolidated statements of financial position since this is not owned by the Group. The Group is accountable to both quedan holders and sugar traders for the value of these trustee sugar or their sales proceeds.

#### Leases

The Group's leases mostly pertain to land, office spaces, warehouses, machinery and equipment, transportation equipment and furniture and fixtures. Leases of land, office spaces, warehouses, machinery and equipment, transportation equipment and furniture and fixtures generally have terms ranging from two (2) to thirty (30) years.

#### *Right-of-use Assets*

Set out below are the carrying amounts of ROU assets recognized and the movements during the year ended December 31, 2020 and 2019:

|                                      | As of and for the year ended December 31, 2020 |                            |                         |                          |                       |                       |
|--------------------------------------|--|----------------------------|-------------------------|--------------------------|-----------------------|-----------------------|
|                                      | Land and Land improvements                     | Buildings and Improvements | Machinery and Equipment | Transportation Equipment | Furniture and Fixture | Total                 |
| <b>Cost</b>                          |  |                            |                         |                          |                       |                       |
| Balance at beginning of year         | ₱1,061,412,216                                 | ₱3,132,730,630             | ₱53,335,968             | ₱26,272,904              | ₱3,561,600            | ₱4,277,313,318        |
| Additions                            | –  | 3,093,822,172              | 9,489,761               | (172,815)                | 1,507,895             | 3,104,647,013         |
| Other adjustments                    | (1,499,799)                                    | 30,532,721                 | (5,274,161)             | (1,544,837)              | (3,454,127)           | 18,759,797            |
| Balance at end of year               | 1,059,912,417                                  | 6,257,085,523              | 57,551,568              | 24,555,252               | 1,615,368             | 7,400,720,128         |
| <b>Accumulated Depreciation</b>      |  |                            |                         |                          |                       |                       |
| Balance at beginning of year         | 105,990,119                                    | 518,359,253                | 31,326,481              | 5,920,992                | 2,136,960             | ₱663,733,805          |
| Depreciation                         | 105,953,754                                    | 555,433,937                | 22,970,297              | 7,618,849                | 2,853,858             | 694,830,695           |
| Other adjustments                    | 72,425   | 35,282,835                 | (4,930,241)             | (874,317)                | (3,375,450)           | 26,175,252            |
| Balance at end of year               | 212,016,298                                    | 1,109,076,025              | 49,366,537              | 12,665,524               | 1,615,368             | 1,384,739,752         |
| <b>Net Book Value at End of Year</b> | <b>₱847,896,119</b>                            | <b>₱5,148,009,498</b>      | <b>₱8,185,031</b>       | <b>₱11,889,728</b>       | <b>₱–</b>             | <b>₱6,015,980,376</b> |

|   | As of and for the year ended December 31, 2019 |                            |                         |                          |                       |                       |
|---|--|----------------------------|-------------------------|--------------------------|-----------------------|-----------------------|
|   | Land and Land improvements                     | Buildings and Improvements | Machinery and Equipment | Transportation Equipment | Furniture and Fixture | Total                 |
| <b>Cost</b>                               |  |                            |                         |                          |                       |                       |
| Balance at beginning of year, as restated | ₱1,060,064,680                                 | ₱2,088,618,728             | ₱45,618,627             | ₱11,045,050              | ₱3,684,027            | ₱3,209,031,112        |
| Additions                                 | –  | 1,157,519,075              | 10,635,792              | 19,945,336               | –                     | 1,188,100,203         |
| Other adjustments                         | 1,347,536                                      | (113,407,173)              | (2,918,451)             | (4,717,482)              | (122,427)             | (119,817,997)         |
| Balance at end of year                    | 1,061,412,216                                  | 3,132,730,630              | 53,335,968              | 26,272,904               | 3,561,600             | 4,277,313,318         |
| <b>Accumulated Depreciation</b>           |  |                            |                         |                          |                       |                       |
| Balance at beginning of year              | –  | –                          | –                       | –                        | –                     | –                     |
| Depreciation                              | 105,949,615                                    | 522,350,920                | 33,077,712              | 10,252,506               | 2,142,718             | 673,773,471           |
| Other adjustments                         | 40,504   | (3,991,667)                | (1,751,231)             | (4,331,514)              | (5,758)               | (10,039,666)          |
| Balance at end of year                    | 105,990,119                                    | 518,359,253                | 31,326,481              | 5,920,992                | 2,136,960             | 663,733,805           |
| <b>Net Book Value at End of Year</b>      | <b>₱955,422,097</b>                            | <b>₱2,614,371,377</b>      | <b>₱22,009,487</b>      | <b>₱20,351,912</b>       | <b>₱1,424,640</b>     | <b>₱3,613,579,513</b> |



*Lease Liabilities*

The rollforward analysis of the Group's lease liabilities as at December 31, 2020 and 2019 follow:

|                     | 2020                  | 2019                  |
|---------------------|-----------------------|-----------------------|
| As at January 1     | ₱3,721,018,209        | ₱3,164,447,472        |
| Additions           | 3,104,647,013         | 1,165,463,043         |
| Accretion (Note 30) | 385,939,191           | 188,347,893           |
| Payments            | (830,570,104)         | (753,266,948)         |
| Other adjustments   | 297,522,254           | (43,973,251)          |
| As at December 31   | <b>₱6,678,556,563</b> | <b>₱3,721,018,209</b> |

The maturity analysis of lease liabilities is disclosed in Note 4, *Financial Risk Management Objectives and Policies*.

Summarized below are the amounts recognized in the 2020 and 2019 consolidated statement of comprehensive income in relation to the Group's leases:

|  | 2020                | 2019                |
|--|---------------------|---------------------|
| <b>Cost of Sales</b>   |                     |                     |
| Cost of services - depreciation of ROU assets                          | ₱410,674,528        | ₱426,142,766        |
| Rent expense - short term leases                                       | 184,028,580         | 205,284,893         |
|  | <b>594,703,108</b>  | <b>631,427,659</b>  |
| <b>Operating Expenses</b>  |                     |                     |
| Selling and distribution costs:  |                     |                     |
| Depreciation of ROU assets   | ₱114,758,979        | ₱189,087,851        |
| Rent expense - short term leases                                       | 572,155,505         | 452,763,162         |
| General and administrative expenses:                                   |                     |                     |
| Depreciation of ROU assets   | 117,597,117         | 117,495,626         |
| Rent expense - short term leases                                       | 79,864,265          | 229,404,741         |
|  | <b>884,375,866</b>  | <b>988,751,380</b>  |
| <b>Finance Cost and Other Charges - Accretion of Lease Liabilities</b> | <b>₱385,939,191</b> | <b>₱188,347,893</b> |
| <b>Rent Income</b>   | <b>₱79,747,622</b>  | <b>₱117,385,869</b> |

Operating Lease Commitments - Group as a Lessor

The Group has entered into (1) one-year renewable, noncancellable leases with various related parties covering certain land and buildings where office spaces are located. Future minimum rentals receivable under noncancellable operating leases amounted to ₱72.1 million, ₱72.5 million, and ₱73.3 million for the years ended December 31, 2020, 2019, and 2018, respectively.

Operating Lease Commitments - Group as a Lessee

The Group leases land where certain of its facilities are located. The operating lease agreements are for periods ranging from one to twenty years from the date of the contracts and are renewable under certain terms and conditions. The Group's rentals incurred on these leases (included under 'Cost of sales, 'Selling and distribution costs' and 'General and administrative expenses' in the consolidated statements of income) amounted to ₱836.0 million, ₱887.6 million, and ₱937.6 million for the years ended December 31, 2020, 2019, and 2018, respectively.



Future minimum rentals payable under noncancellable operating leases follow:

|   | December 31, 2020     | December 31, 2019 | December 31, 2018 |
|---|-----------------------|-------------------|-------------------|
| Within one year                             | <b>₱829,801,162</b>   | ₱744,058,305      | ₱752,048,217      |
| After one year but not more than five years | <b>2,961,540,951</b>  | 2,195,913,016     | 1,362,757,872     |
| More than five years                        | <b>6,069,158,735</b>  | 2,718,442,085     | 464,770,770       |
|   | <b>₱9,860,500,848</b> | ₱5,658,413,406    | ₱2,579,576,859    |

#### Others

The Group has various contingent liabilities arising in the ordinary conduct of business which are under either pending decision by the courts, arbitration or being contested, the outcomes of which are not presently determinable. In the opinion of management and its legal counsel, the eventual liability under these lawsuits or claims, if any, will not have a material or adverse effect on the Group's financial position and results of operations. The information usually required by PAS 37, *Provisions, Contingent Liabilities and Contingent Assets*, is not disclosed on the grounds that it can be expected to prejudice the outcome of these lawsuits, claims, arbitration and assessments.

### 37. Supplemental Disclosure to Cash Flow Statements

The Group's noncash activities are as follows:

|   | December 31, 2020       | December 31, 2019 | December 31, 2018 |
|---|-------------------------|-------------------|-------------------|
| Cumulative translation adjustment (Note 23)               | <b>(₱1,333,855,802)</b> | ₱1,197,749,346    | ₱1,630,309,574    |
| Sale of equity interest without loss of control (Note 22) | –                       | 513,794,155       | –                 |

Reclassifications between accounts considered in the preparation of cash flow statement for the year ended December 31, 2018 include: (a) from investment properties to property, plant and equipment with book value of ₱5.6 million (see Note 17); and (b) from investments in joint ventures to investment in subsidiaries amounting to ₱222.8 million (see Note 16).

The table below provides for the changes in liabilities arising from financing activities:

|                               | Short-term debts       | Long-term debts        | Total liabilities from financing activities |
|-------------------------------|------------------------|------------------------|---|
| January 1, 2020               | <b>₱3,848,485,273</b>  | <b>₱30,386,077,608</b> | <b>₱34,234,562,881</b>                      |
| Cash flows from availment     | <b>2,125,000,000</b>   | –                      | <b>2,125,000,000</b>                        |
| Cash flows from settlement    | <b>(3,202,003,095)</b> | –                      | <b>(3,202,003,095)</b>                      |
| Foreign exchange movement/CTA | <b>(102,691,982)</b>   | <b>853,097,627</b>     | <b>750,405,645</b>                          |
| Others                        | –                      | <b>98,375,901</b>      | <b>98,375,901</b>                           |
| December 31, 2020             | <b>₱2,668,790,196</b>  | <b>₱31,337,551,136</b> | <b>₱34,006,341,332</b>                      |

|                               | Short-term debts | Long-term debts | Total liabilities from financing activities |
|-------------------------------|------------------|-----------------|---|
| January 1, 2019               | ₱2,461,385,106   | ₱31,457,123,882 | ₱33,918,508,988                             |
| Cash flows from availment     | 2,100,000,000    | –               | 2,100,000,000                               |
| Cash flows from settlement    | (771,313,583)    | –               | (771,313,583)                               |
| Foreign exchange movement/CTA | 58,413,750       | (1,171,744,302) | (1,113,330,552)                             |
| Others                        | –                | 100,698,028     | 100,698,028                                 |
| December 31, 2019             | ₱3,848,485,273   | ₱30,386,077,608 | ₱34,234,562,881                             |



---

**38. Approval for the Release of the Financial Statements**

The accompanying consolidated financial statements of the Group were authorized for issue by the AC and the BOD on April 5, 2021.



- 153 -

## **INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY SCHEDULE**

The Stockholders and the Board of Directors  
Universal Robina Corporation  
8th Floor, Tera Tower, Bridgetowne  
E. Rodriguez, Jr. Avenue (C5 Road)  
Ugong Norte, Quezon City, Metro Manila

We have audited, in accordance with Philippine Standards on Auditing, the consolidated financial statements of Universal Robina Corporation and Subsidiaries (the Group) as at December 31, 2020 and 2019, for each of the three years in the period ended December 31, 2020, included in this Form 17-A and have issued our report thereon dated April 5, 2021. Our audits were made for the purpose of forming an opinion on the basic consolidated financial statements taken as a whole. The schedules listed in the Index to Consolidated Financial Statements and Supplementary Schedules are the responsibility of the Group's management. These schedules are presented for purposes of complying with Securities Regulation Code Rule 68, As Amended (2011) and are not part of the basic consolidated financial statements. These schedules have been subjected to the auditing procedures applied in the audit of the basic consolidated financial statements and, in our opinion, fairly state, in all material respects, the information required to be set forth therein in relation to the basic consolidated financial statements taken as a whole.

SYCIP GORRES VELAYO & CO.

*Miguel U. Ballelos Jr.*

Miguel U. Ballelos, Jr.

Partner

CPA Certificate No. 109950

SEC Accreditation No. 1566-AR-1 (Group A),

April 3, 2019, valid until April 2, 2022

Tax Identification No. 241-031-088

BIR Accreditation No. 08-001998-114-2019,

January 28, 2019, valid until January 27, 2022

PTR No. 8534220, January 4, 2021, Makati City

April 5, 2021



**Universal Robina Corporation and Subsidiaries**  
**Schedule A - Financial Assets**  
**December 31, 2020**

| Name of Issuing Entity and Description of Each Issue | Number of Shares or Principal Amount of Bonds and Notes | Amount Shown in the Balance Sheet/ Notes | Valued Based on Market Quotations at Balance Sheet Date | Income Received and Accrued (including Dividends Received) |
|--|---|--|---|--|
| Various/Equity Securities                            |   | ₱426,510,677                             | ₱426,510,677  | ₱64,605,739  |

See Note 8 of the Consolidated Financial Statements.

**Universal Robina Corporation and Subsidiaries**  
**Schedule B - Amounts Receivable from Directors, Officers, Employees, Related Parties**  
**and Principal Stockholders (Other than Related Parties)**  
**December 31, 2020**

| Name of Debtor    | Balance at Beginning of Period | Additions | Collections | Balance at End of Period |            |              |
|-------------------|--------------------------------|-----------|-------------|--------------------------|------------|--------------|
|                   |                                |           |             | Current                  | Noncurrent | Total        |
| Various employees | ₱137,748,215                   | ₱-        | ₱7,531,085  | ₱145,279,300             | ₱-         | ₱145,279,300 |

See Note 10 of the Consolidated Financial Statements.

**Universal Robina Corporation and Subsidiaries**  
**Schedule C - Amounts Receivable from Related Parties Which are Eliminated**  
**During the Consolidation of Financial Statements**  
**December 31, 2020**

| Name and Designation of Debtor                       | Balance at Beginning of Period | Additions           | Amounts Collected       | Others    | Amounts Written Off | Balance at End of Period |            |                       |
|--|--------------------------------|---------------------|-------------------------|-----------|---------------------|--------------------------|------------|-----------------------|
|  |                                |                     |                         |           |                     | Current                  | Noncurrent | Total                 |
| URC Snack Ventures Inc.                              | ₱305,315,335                   | ₱27,317,532         | ₱-                      | ₱-        | ₱-                  | ₱332,632,867             | ₱-         | ₱332,632,867          |
| URC Beverage Ventures, Inc.                          | (21,479,656)                   | 119,732,437         | -                       | -         | -                   | 98,252,781               | -          | 98,252,781            |
| CFC Corporation                                      | 169,993,408                    | 16,029,209          | -                       | -         | -                   | 186,022,617              | -          | 186,022,617           |
| URC International Company, Ltd. and its Subsidiaries | 3,536,618,281                  | -                   | (904,137,746)           | -         | -                   | 2,632,480,535            | -          | 2,632,480,535         |
| Nissin - Universal Robina Corporation                | 342,372,304                    | -                   | (141,819,727)           | -         | -                   | 200,552,577              | -          | 200,552,577           |
|  | <b>₱4,332,819,672</b>          | <b>₱163,079,178</b> | <b>(₱1,045,957,473)</b> | <b>₱-</b> | <b>₱-</b>           | <b>₱3,449,941,377</b>    | <b>₱-</b>  | <b>₱3,449,941,377</b> |



**Universal Robina Corporation and Subsidiaries**  
**Schedule D - Intangible Assets - Other Assets**  
**December 31, 2020**

| Description              | Beginning Balance      | Additions at Cost | Deductions/Amortizations     |                           | Other Charges—<br>Additions<br>(Deductions) | Ending Balance         |
|--------------------------|------------------------|-------------------|------------------------------|---------------------------|---|------------------------|
|                          |                        |                   | Charged to cost and Expenses | Charged to Other Accounts |   |                        |
| Goodwill                 | ₱31,194,495,817        | ₱—                | ₱—                           | ₱—                        | ₱—  | ₱31,194,495,817        |
| Trademark                | 9,362,936,671          | —                 | —                            | —                         | —   | 9,362,936,671          |
| Customer relationship    | 1,865,166,507          | —                 | (69,251,299)                 | —                         | 9,575,603                                   | 1,805,490,811          |
| Product formulation      | 425,000,000            | —                 | —                            | —                         | —   | 425,000,000            |
| Software costs           | 20,025,347             | —                 | (24,735,801)                 | —                         | 11,126,192                                  | 6,415,738              |
| <b>Intangible Assets</b> | <b>₱42,867,624,342</b> | <b>₱—</b>         | <b>(₱93,987,100)</b>         | <b>₱—</b>                 | <b>₱20,701,795</b>                          | <b>₱42,794,339,037</b> |

See Note 15 of the Consolidated Financial Statements.

**Universal Robina Corporation and Subsidiaries**  
**Schedule E - Long-Term Debt**  
**December 31, 2020**

| Name of Issuer and<br>Type of Obligation | Amount Authorized<br>By Indenture | Amount Shown<br>as Current | Amount Shown<br>as Long-term | Total                  |
|--|-----------------------------------|----------------------------|------------------------------|------------------------|
| Various foreign banks                    | Not applicable                    | <u>₱17,838,897,236</u>     | <u>₱13,498,653,900</u>       | <u>₱31,337,551,136</u> |

See Note 20 of the Consolidated Financial Statements.

**Universal Robina Corporation and Subsidiaries**  
**Schedule F - Indebtedness to Related Parties (Long-Term Loans from Related Companies)**  
**December 31, 2020**

| Name of Related Party | Balance at Beginning of Period | Balance at End of Period |
|-----------------------|--------------------------------|--------------------------|
|-----------------------|--------------------------------|--------------------------|

**NONE TO REPORT**

**Universal Robina Corporation and Subsidiaries**  
**Schedule G - Guarantees of Securities and Other Issuers**  
**December 31, 2020**

| Name of Issuing Entity of Securities Guaranteed by the Company for which this Statement is Filed | Title of Issue of Each Class of Securities Guaranteed | Total Amount Guaranteed and Outstanding | Amount Owned by Person for which this Statement is Filed | Nature of Guarantee |
|--|---|---|--|---------------------|
|--|---|---|--|---------------------|

**NONE TO REPORT**

**Universal Robina Corporation and Subsidiaries**  
**Schedule H - Capital Stock**  
**December 31, 2020**

| Title of Issue                    | Number of Shares Authorized | Number of Shares Issued and Outstanding (Net of Treasury Shares) | Number of Shares Reserved for Options, Warrants, Conversions and Other Rights | Number of Shares Held by |                                   |             |
|-----------------------------------|-----------------------------|--|---|--------------------------|-----------------------------------|-------------|
|                                   |                             |  |   | Affiliates               | Directors, Officers and Employees | Others      |
| Preferred stock<br>- ₱1 par value | 2,000,000                   | None   |   |                          |                                   |             |
| Common stock<br>- ₱1 par value    | 2,998,000,000               | 2,204,161,868  |   | 1,217,841,260            | 836,433                           | 985,484,175 |

See Note 22 of the Consolidated Financial Statements.

**SCHEDULE OF ALL THE EFFECTIVE STANDARDS  
UNDER PFRS IN COMPLIANCE WITH SRC RULE 68, AS AMENDED  
DECEMBER 31, 2020**

List of Philippine Financial Reporting Standards (PFRS) [which consist of PFRSs and Philippine Accounting Standards (PAS)] effective as of December 31, 2020:

| <b>PHILIPPINE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS<br/>Effective as of December 31, 2020</b>   |  | <b>Adopted</b> | <b>Not Early Adopted</b> | <b>Not Applicable</b> |
|---|--|----------------|--------------------------|-----------------------|
| <b>Framework for the Preparation and Presentation of Financial Statements</b><br>Conceptual Framework Phase A: Objectives and qualitative characteristics |  | ✓              |                          |                       |
| <b>PFRS Practice Statement Management Commentary</b>  |  | ✓              |                          |                       |
| <b>Philippine Financial Reporting Standards</b>   |  |                |                          |                       |
| <b>PFRS 1 (Revised)</b>   | First-time Adoption of Philippine Financial Reporting Standards  | ✓              |                          |                       |
|   | Amendments to PFRS 1 and PAS 27: Cost of an Investment in a Subsidiary, Jointly Controlled Entity or Associate | ✓              |                          |                       |
|   | Amendments to PFRS 1: Additional Exemptions for First-time Adopters  |                |                          | ✓                     |
|   | Amendment to PFRS 1: Limited Exemption from Comparative PFRS 7 Disclosures for First-time Adopters             |                |                          | ✓                     |
|   | Amendments to PFRS 1: Severe Hyperinflation and Removal of Fixed Date for First-time Adopters                  |                |                          | ✓                     |
|   | Amendments to PFRS 1: Government Loans   |                |                          | ✓                     |
| <b>PFRS 2</b>   | Share-based Payment  |                |                          | ✓                     |
|   | Amendments to PFRS 2: Vesting Conditions and Cancellations   |                |                          | ✓                     |
|   | Amendments to PFRS 2: Group Cash-settled Share-based Payment Transactions                                      |                |                          | ✓                     |
|   | Amendments to PFRS 2: Definition of Vesting Condition  |                |                          | ✓                     |
|   | Amendments to PFRS 2: Share-based Payment, Classification and Measurement of Share-based Payment Transactions  |                | ✓                        |                       |
| <b>PFRS 3 (Revised)</b>   | Business Combinations  | ✓              |                          |                       |
|   | Amendment to PFRS 3: Accounting for Contingent Consideration in a Business Combination                         |                |                          | ✓                     |
|   | Amendment to PFRS 3: Scope Exceptions for Joint Arrangements   |                |                          | ✓                     |

| <b>PHILIPPINE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS</b><br><b>Effective as of December 31, 2020</b> |  | <b>Adopted</b> | <b>Not Early Adopted</b> | <b>Not Applicable</b> |
|---|--|----------------|--------------------------|-----------------------|
| <b>PFRS 4</b>   | Insurance Contracts  |                |                          | ✓                     |
|   | Amendments to PAS 39 and PFRS 4: Financial Guarantee Contracts   |                |                          | ✓                     |
|   | Amendments to PFRS 4: Insurance Contracts, Applying PFRS 9, Financial Instruments, with PFRS 4   |                | ✓                        |                       |
| <b>PFRS 5</b>   | Noncurrent Assets Held for Sale and Discontinued Operations  |                |                          | ✓                     |
|   | Amendments to PFRS 5: Changes in Methods of Disposal   |                |                          | ✓                     |
| <b>PFRS 6</b>   | Exploration for and Evaluation of Mineral Resources  |                |                          | ✓                     |
| <b>PFRS 7</b>   | Financial Instruments: Disclosures   | ✓              |                          |                       |
|   | Amendments to PAS 39 and PFRS 7: Reclassification of Financial Assets  | ✓              |                          |                       |
|   | Amendments to PAS 39 and PFRS 7: Reclassification of Financial Assets - Effective Date and Transition  | ✓              |                          |                       |
|   | Amendments to PFRS 7: Improving Disclosures about Financial Instruments  | ✓              |                          |                       |
|   | Amendments to PFRS 7: Disclosures - Transfers of Financial Assets  | ✓              |                          |                       |
|   | Amendments to PFRS 7: Disclosures - Offsetting Financial Assets and Financial Liabilities  | ✓              |                          |                       |
|   | Amendments to PFRS 7: Mandatory Effective Date of PFRS 9 and Transition Disclosures  | ✓              |                          |                       |
|   | Amendments to PFRS 7: Additional hedge accounting disclosures (and consequential amendments) resulting from the introduction of the hedge accounting chapter in PFRS 9 | ✓              |                          |                       |
|   | Amendments to PFRS 7: Applicability of the Amendments to PFRS 7 to Condensed Interim Financial Statements  |                |                          | ✓                     |
| Amendments to PFRS 7: Disclosures - Servicing Contracts   |  |                | ✓                        |                       |
| <b>PFRS 8</b>   | Operating Segments   | ✓              |                          |                       |
|   | Amendments to PFRS 8: Aggregation of Operating Segments and Reconciliation of the Total of the Reportable Segments Assets to the Entity's Assets                       | ✓              |                          |                       |
| <b>PFRS 9</b>   | PFRS 9, Financial Instruments  | ✓              |                          |                       |
|   | Amendments to PFRS 9, Prepayment Features with Negative Compensation   |                |                          | ✓                     |
| <b>PFRS 10</b>  | Consolidated Financial Statements  | ✓              |                          |                       |
|   | Amendments to PFRS 10: Transition Guidance   |                |                          | ✓                     |
|   | Amendments to PFRS 10: Investment Entities   |                |                          | ✓                     |

| <b>PHILIPPINE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS</b><br>Effective as of December 31, 2020 |   | <b>Adopted</b> | <b>Not Early Adopted</b> | <b>Not Applicable</b> |
|--|---|----------------|--------------------------|-----------------------|
| <b>PFRS 10</b><br><i>(cont'd)</i>  | Amendments to PFRS 10 and PAS 28: Sale or Contribution of Assets Between an Investor and its Associate or Joint Venture |                | ✓                        |                       |
|  | Amendments to PFRS 10, PFRS 12 and PAS 28 Investment Entities: Applying the Consolidation Exception                     |                |                          | ✓                     |
| <b>PFRS 11</b>   | Joint Arrangements  | ✓              |                          |                       |
|  | Amendments to PFRS 11: Investment Entities  |                |                          | ✓                     |
|  | Amendments to PFRS 11: Joint Arrangements - Accounting for Acquisitions of Interests in Joint Operations                |                |                          | ✓                     |
| <b>PFRS 12</b>   | Disclosure of Interests in Other Entities   | ✓              |                          |                       |
|  | Amendments to PFRS 12: Investment Entities  |                |                          | ✓                     |
|  | Amendments to PFRS 12: Transition Guidance  |                |                          | ✓                     |
|  | Amendment to PFRS 12, Clarification of the Scope of the Standard  | ✓              |                          |                       |
| <b>PFRS 13</b>   | Fair Value Measurement (2013 Version)   | ✓              |                          |                       |
|  | Amendment to PFRS 13: Short-term Receivables and Payables   | ✓              |                          |                       |
|  | Amendment to PFRS 13: Portfolio Exception   |                |                          | ✓                     |
| <b>PFRS 14</b>   | Regulatory Deferral Accounts  |                |                          | ✓                     |
| <b>PFRS 15</b>   | Revenue from Contracts with Customers   | ✓              |                          |                       |
| <b>PFRS 16</b>   | Leases  | ✓              |                          |                       |
| <b>Philippine Accounting Standards</b>   |   |                |                          |                       |
| <b>PAS 1</b><br><b>(Revised)</b>   | Presentation of Financial Statements  | ✓              |                          |                       |
|  | Amendments to PAS 32 and PAS 1: Puttable Financial Instruments and Obligations Arising on Liquidation                   |                |                          | ✓                     |
|  | Amendments to PAS 1: Presentation of Items of Other Comprehensive Income  | ✓              |                          |                       |
|  | Amendment to PAS 1: Presentation of Financial Statements – Disclosure Initiative  | ✓              |                          |                       |
| <b>PAS 2</b>   | Inventories   | ✓              |                          |                       |
| <b>PAS 7</b>   | Statement of Cash Flows   | ✓              |                          |                       |
|  | Amendment to PAS 7: Disclosure Initiative   | ✓              |                          |                       |
| <b>PAS 8</b>   | Accounting Policies, Changes in Accounting Estimates and Errors   | ✓              |                          |                       |
| <b>PAS 10</b>  | Events after the Reporting Date   | ✓              |                          |                       |
| <b>PAS 11</b>  | Construction Contracts  |                |                          | ✓                     |

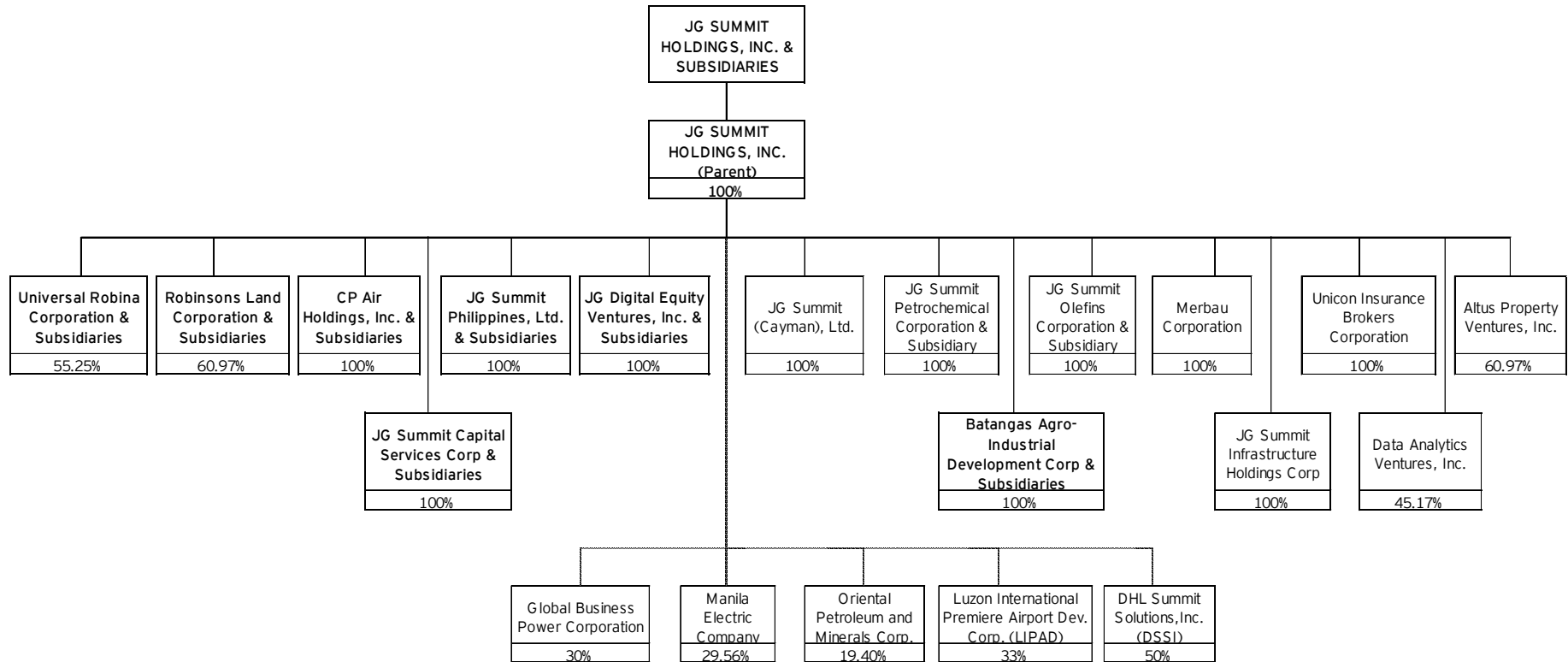


| <b>PHILIPPINE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS</b><br><b>Effective as of December 31, 2020</b> |   | <b>Adopted</b> | <b>Not Early Adopted</b> | <b>Not Applicable</b> |
|---|---|----------------|--------------------------|-----------------------|
| <b>PAS 12</b>   | Income Taxes  | ✓              |                          |                       |
|   | Amendment to PAS 12 - Deferred Tax: Recovery of Underlying Assets   | ✓              |                          |                       |
|   | Amendment to PAS 12: Recognition of Deferred Tax Assets for Unrealized Losses   | ✓              |                          |                       |
| <b>PAS 16</b>   | Property, Plant and Equipment   | ✓              |                          |                       |
|   | Amendment to PAS 16: Revaluation Method - Proportionate Restatement of Accumulated Depreciation                         |                |                          | ✓                     |
|   | Amendments to PAS 16 and PAS 38: Clarification of Acceptable Methods of Depreciation and Amortization                   |                |                          | ✓                     |
|   | Amendments to PAS 16 and PAS 41: Bearer Plants  |                |                          | ✓                     |
| <b>PAS 17</b>   | Leases  | ✓              |                          |                       |
| <b>PAS 19 (Revised)</b>   | Employee Benefits   | ✓              |                          |                       |
|   | Amendments to PAS 19: Defined Benefit Plans: Employee Contributions   | ✓              |                          |                       |
|   | Regional Market Issue regarding Discount Rate   |                | ✓                        |                       |
| <b>PAS 20</b>   | Accounting for Government Grants and Disclosure of Government Assistance  |                |                          | ✓                     |
| <b>PAS 21</b>   | The Effects of Changes in Foreign Exchange Rates  | ✓              |                          |                       |
|   | Amendment: Net Investment in a Foreign Operation  |                |                          | ✓                     |
| <b>PAS 23 (Revised)</b>   | Borrowing Costs   | ✓              |                          |                       |
| <b>PAS 24 (Revised)</b>   | Related Party Disclosures   | ✓              |                          |                       |
|   | Amendments to PAS 24: Key Management Personnel  | ✓              |                          |                       |
| <b>PAS 26</b>   | Accounting and Reporting by Retirement Benefit Plans  | ✓              |                          |                       |
| <b>PAS 27 (Amended)</b>   | Separate Financial Statements   |                |                          | ✓                     |
|   | Amendments to PAS 27: Investment Entities   |                |                          | ✓                     |
|   | Amendments to PAS 27: Equity Method in Separate Financial Statements  |                |                          | ✓                     |
| <b>PAS 28 (Amended)</b>   | Investments in Associates and Joint Ventures  | ✓              |                          |                       |
|   | Amendments to PFRS 10, PFRS 12 and PAS 28 Investment Entities: Applying the Consolidation Exception                     |                |                          | ✓                     |
|   | Amendments to PFRS 10 and PAS 28: Sale or Contribution of Assets Between an Investor and its Associate or Joint Venture |                | ✓                        |                       |

| PHILIPPINE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS<br>Effective as of December 31, 2020 |  | Adopted | Not Early Adopted | Not Applicable |
|---|--|---------|-------------------|----------------|
| <b>PAS 28 (Amended)</b><br><i>(cont'd)</i>  | Amendments to PAS 28: Measuring an Associate or Joint Venture at Fair Value                            |         |                   | ✓              |
|   | Amendments to PAS 28, Long-term Interests in Associates and Joint Ventures                             |         |                   | ✓              |
| <b>PAS 29</b>   | Financial Reporting in Hyperinflationary Economies   |         |                   | ✓              |
| <b>PAS 32</b>   | Financial Instruments: Disclosure and Presentation   | ✓       |                   |                |
|   | Amendments to PAS 32 and PAS 1: Puttable Financial Instruments and Obligations Arising on Liquidation  |         |                   | ✓              |
|   | Amendment to PAS 32: Classification of Rights Issues   |         |                   | ✓              |
|   | Amendments to PAS 32: Offsetting Financial Assets and Financial Liabilities                            | ✓       |                   |                |
| <b>PAS 33</b>   | Earnings Per Share   | ✓       |                   |                |
| <b>PAS 34</b>   | Interim Financial Reporting  | ✓       |                   |                |
|   | Disclosure of Information 'Elsewhere in the Interim Financial Report'                                  |         |                   | ✓              |
| <b>PAS 36</b>   | Impairment of Assets   | ✓       |                   |                |
|   | Amendments to PAS 36: Recoverable Amount Disclosures for Non-Financial Assets                          | ✓       |                   |                |
| <b>PAS 37</b>   | Provisions, Contingent Liabilities and Contingent Assets   | ✓       |                   |                |
| <b>PAS 38</b>   | Intangible Assets  | ✓       |                   |                |
|   | Amendments to PAS 38: Revaluation Method – Proportionate Restatement of Accumulated Amortization       |         | ✓                 |                |
|   | Amendments to PAS 16 and PAS 38: Clarification of Acceptable Methods of Depreciation and Amortization  |         | ✓                 |                |
| <b>PAS 39</b>   | Financial Instruments: Recognition and Measurement   | ✓       |                   |                |
|   | Amendments to PAS 39: Transition and Initial Recognition of Financial Assets and Financial Liabilities | ✓       |                   |                |
|   | Amendments to PAS 39: Cash Flow Hedge Accounting of Forecast Intragroup Transactions                   |         | ✓                 |                |
|   | Amendments to PAS 39: The Fair Value Option  | ✓       |                   |                |
|   | Amendments to PAS 39 and PFRS 4: Financial Guarantee Contracts   | ✓       |                   |                |
|   | Amendments to PAS 39 and PFRS 7: Reclassification of Financial Assets                                  | ✓       |                   |                |
|   | Amendments to PAS 39 and PFRS 7: Reclassification of Financial Assets - Effective Date and Transition  | ✓       |                   |                |
|   | Amendments to Philippine Interpretation IFRIC - 9 and PAS 39: Embedded Derivatives                     |         | ✓                 |                |

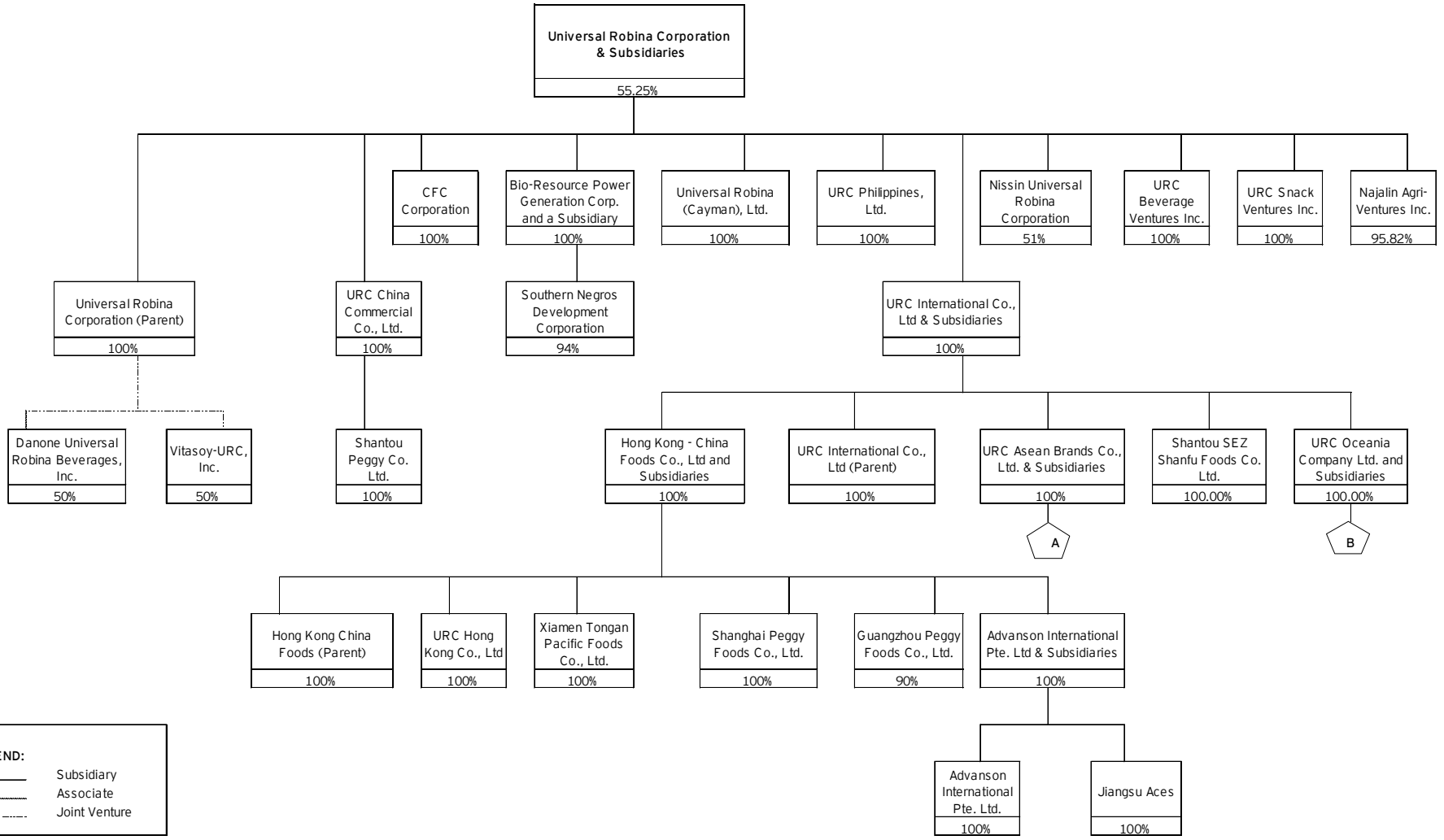
| PHILIPPINE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS<br>Effective as of December 31, 2020 |   | Adopted | Not Early Adopted | Not Applicable |
|---|---|---------|-------------------|----------------|
| PAS 39<br>(cont'd)  | Amendment to PAS 39: Eligible Hedged Items  |         | ✓                 |                |
|   | Amendment to PAS 39: Novation of Derivatives and Continuation of Hedge Accounting   |         | ✓                 |                |
| PAS 40  | Investment Property   | ✓       |                   |                |
|   | Amendment to PAS 40: Investment Property: Clarifying the relationship between PFRS 3 and PAS 40 when classifying property as investment property or owner-occupied property | ✓       |                   |                |
|   | Amendments to PAS 40: Investment Property, Transfers of Investment Property   |         | ✓                 |                |
| PAS 41  | Agriculture   | ✓       |                   |                |
|   | Amendment to PAS 16 and PAS 41: Bearer Plants   |         |                   | ✓              |
| <b>Philippine Interpretations</b>   |   |         |                   |                |
| IFRIC 1   | Changes in Existing Decommissioning, Restoration and Similar Liabilities  |         |                   | ✓              |
| IFRIC 2   | Members' Share in Co-operative Entities and Similar Instruments   |         |                   | ✓              |
| IFRIC 4   | <i>Determining Whether an Arrangement Contains a Lease</i>  | ✓       |                   |                |
| IFRIC 5   | Rights to Interests arising from Decommissioning, Restoration and Environmental Rehabilitation Funds  |         |                   | ✓              |
| IFRIC 6   | <i>Liabilities arising from Participating in a Specific Market - Waste Electrical and Electronic Equipment</i>  |         |                   | ✓              |
| IFRIC 7   | <i>Applying the Restatement Approach under PAS 29 Financial Reporting in Hyperinflationary Economies</i>  |         |                   | ✓              |
| IFRIC 8   | <i>Scope of PFRS 2</i>  |         |                   | ✓              |
| IFRIC 9   | Reassessment of Embedded Derivatives  |         |                   | ✓              |
|   | Amendments to Philippine Interpretation IFRIC - 9 and PAS 39: Embedded Derivatives  |         |                   | ✓              |
| IFRIC 10  | <i>Interim Financial Reporting and Impairment</i>   |         |                   | ✓              |
| IFRIC 11  | PFRS 2- Group and Treasury Share Transactions   | ✓       |                   |                |
| IFRIC 12  | Service Concession Arrangements   |         |                   | ✓              |
| IFRIC 13  | Customer Loyalty Programmes   |         |                   | ✓              |
| IFRIC 14  | The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction  | ✓       |                   |                |
|   | Amendments to Philippine Interpretations IFRIC- 14, Prepayments of a Minimum Funding Requirement  | ✓       |                   |                |
| IFRIC 15  | Agreements for the Construction of Real Estate  |         |                   | ✓              |
| IFRIC 16  | Hedges of a Net Investment in a Foreign Operation   |         |                   | ✓              |
| IFRIC 17  | Distributions of Non-cash Assets to Owners  |         |                   | ✓              |

| <b>PHILIPPINE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS</b><br>Effective as of December 31, 2020 |  | <b>Adopted</b> | <b>Not Early Adopted</b> | <b>Not Applicable</b> |
|--|--|----------------|--------------------------|-----------------------|
| <b>IFRIC 18</b>  | Transfers of Assets from Customers   |                |                          | ✓                     |
| <b>IFRIC 19</b>  | Extinguishing Financial Liabilities with Equity Instruments                  |                |                          | ✓                     |
| <b>IFRIC 20</b>  | Stripping Costs in the Production Phase of a Surface Mine                    |                |                          | ✓                     |
| <b>IFRIC 21</b>  | Levies   |                |                          | ✓                     |
| <b>IFRIC-22</b>  | Foreign Currency Transactions and Advance Consideration                      |                |                          | ✓                     |
| <b>IFRIC-23</b>  | Philippine Interpretation IFRIC-23, Uncertainty over Income Tax Treatments   | ✓              |                          |                       |
| <b>SIC-7</b>   | Introduction of the Euro   |                |                          | ✓                     |
| <b>SIC-10</b>  | Government Assistance - No Specific Relation to Operating Activities         |                |                          | ✓                     |
| <b>SIC-12</b>  | Consolidation - Special Purpose Entities                                     |                |                          | ✓                     |
|  | Amendment to SIC - 12: Scope of SIC 12                                       |                |                          | ✓                     |
| <b>SIC-13</b>  | Jointly Controlled Entities - Non-Monetary Contributions by Venturers        |                |                          | ✓                     |
| <b>SIC-15</b>  | Operating Leases - Incentives  |                |                          | ✓                     |
| <b>SIC-21</b>  | Income Taxes - Recovery of Revalued Non-Depreciable Assets                   |                |                          | ✓                     |
| <b>SIC-25</b>  | Income Taxes - Changes in the Tax Status of an Entity or its Shareholders    |                |                          | ✓                     |
| <b>SIC-27</b>  | Evaluating the Substance of Transactions Involving the Legal Form of a Lease |                |                          | ✓                     |
| <b>SIC-29</b>  | Service Concession Arrangements: Disclosures.                                |                |                          | ✓                     |
| <b>SIC-31</b>  | Revenue - Barter Transactions Involving Advertising Services                 |                |                          | ✓                     |
| <b>SIC-32</b>  | Intangible Assets - Web Site Costs   |                |                          | ✓                     |

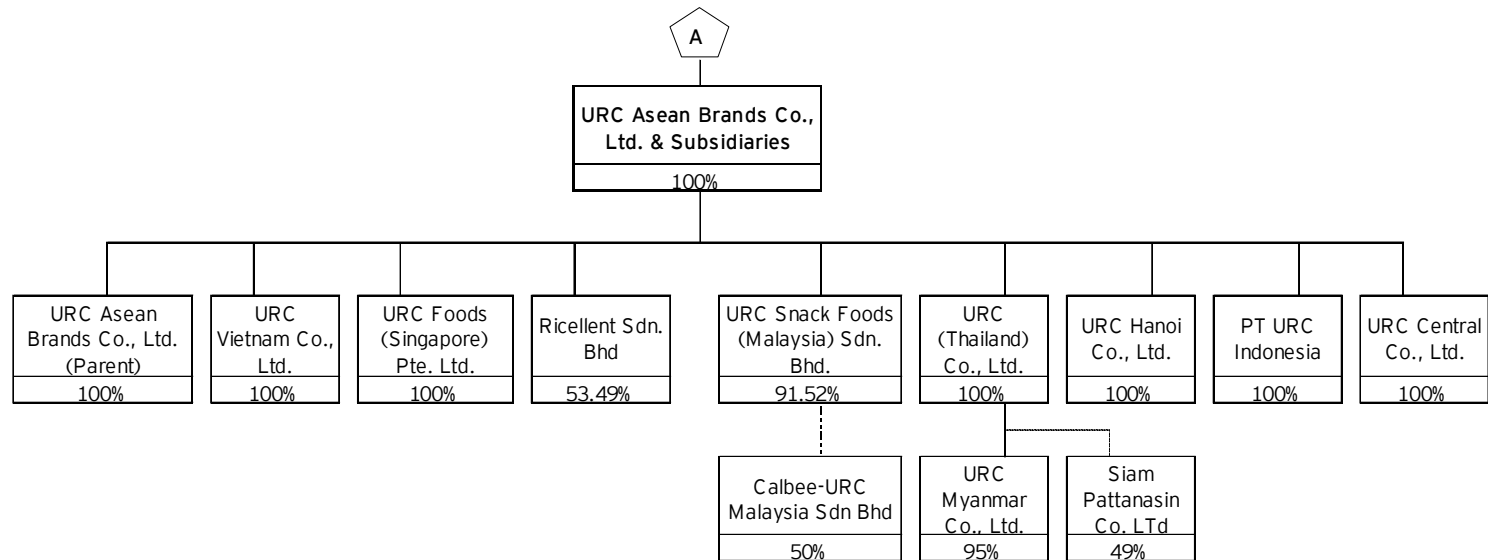


**LEGEND:**  
 ————— Subsidiary  
 - - - - - Associate  
 ..... Joint Venture

**NOTE:** Please see separate sheets for the organizational structures of the various consolidation groups.

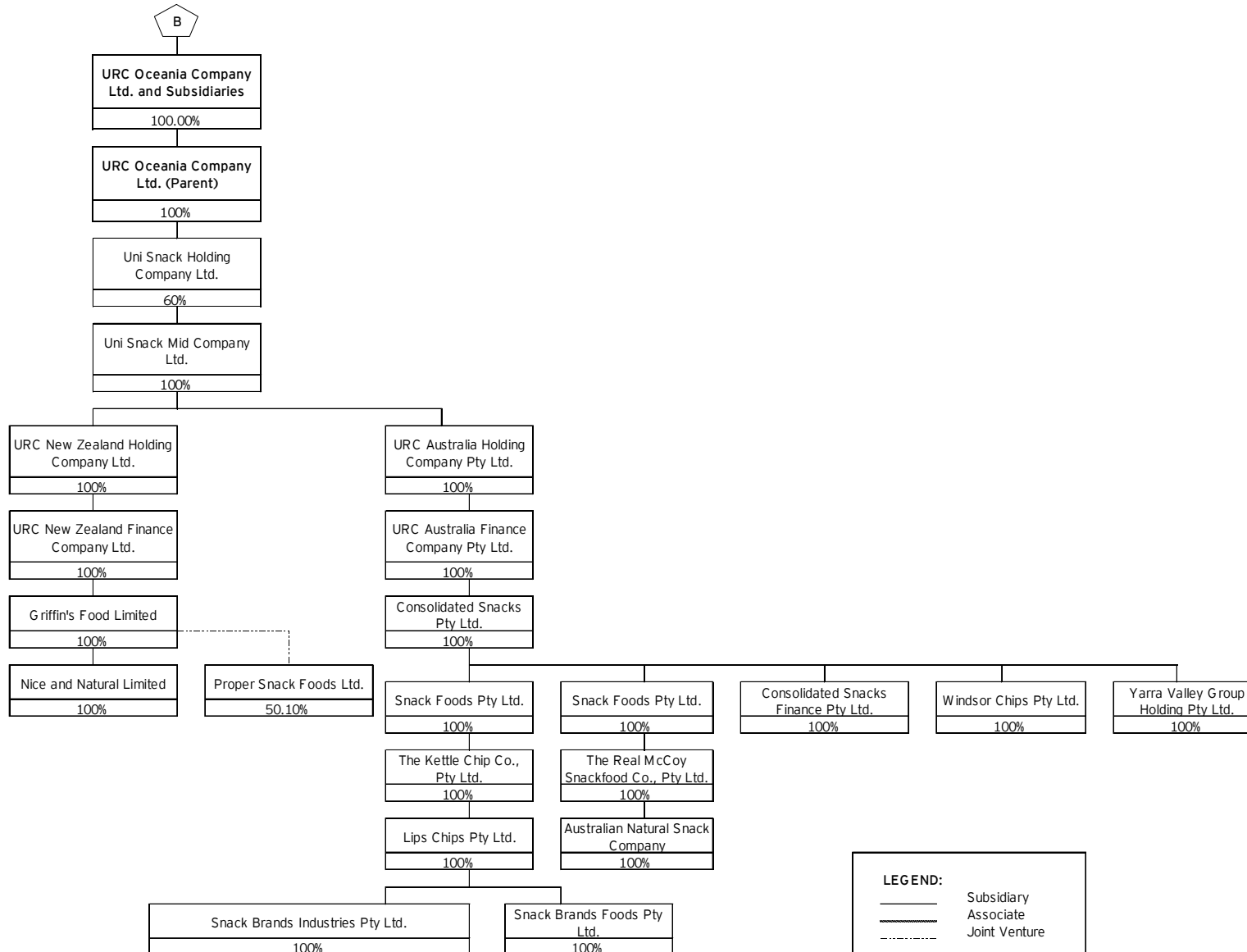


**LEGEND:**  
 ———— Subsidiary  
 -.-.-.- Associate  
 -.-.-.- Joint Venture



**LEGEND:**

- Subsidiary
- Associate
- ..... Joint Venture





- 173 -

## **INDEPENDENT AUDITOR'S REPORT COMPONENTS OF FINANCIAL SOUNDNESS INDICATORS**

The Stockholders and the Board of Directors  
Universal Robina Corporation  
8th Floor, Tera Tower, Bridgetowne  
E. Rodriguez, Jr. Avenue (C5 Road)  
Ugong Norte, Quezon City, Metro Manila

We have audited in accordance with Philippine Standards on Auditing, the financial statements of Universal Robina Corporation and Subsidiaries (the Group) as at December 31, 2020 and 2019, and for each of the three years in the period ended December 31, 2020, and have issued our report thereon dated April 5, 2021. Our audits were made for the purpose of forming an opinion on the basic financial statements taken as a whole. The Supplementary Schedule on Financial Soundness Indicators, including their definitions, formulas, calculation, and their appropriateness or usefulness to the intended users, are the responsibility of the Group's management. These financial soundness indicators are not measures of operating performance defined by Philippine Financial Reporting Standards (PFRS) and may not be comparable to similarly titled measures presented by other companies. This schedule is presented for the purpose of complying with the Revised Securities Regulation Code Rule 68 issued by the Securities and Exchange Commission, and is not a required part of the basic financial statements prepared in accordance with PFRS. The components of these financial soundness indicators have been traced to the Group's financial statements as at December 31, 2020 and 2019 and for each of the three years in the period ended December 31, 2020 and no material exceptions were noted.

SYCIP GORRES VELAYO & CO.

*Miguel U. Ballelos Jr.*

Miguel U. Ballelos, Jr.

Partner

CPA Certificate No. 109950

SEC Accreditation No. 1566-AR-1 (Group A),

April 3, 2019, valid until April 2, 2022

Tax Identification No. 241-031-088

BIR Accreditation No. 08-001998-114-2019,

January 28, 2019, valid until January 27, 2022

PTR No. 8534220, January 4, 2021, Makati City

April 5, 2021



**UNIVERSAL ROBINA CORPORATION AND SUBSIDIARIES**  
**SUPPLEMENTARY SCHEDULE OF FINANCIAL SOUNDNESS INDICATORS**  
**AS OF DECEMBER 31, 2020 AND 2019**

| <b>Financial Ratios</b> | <b>Formula</b>   | <b>2020</b> | <b>2019</b> |
|-------------------------|--|-------------|-------------|
| Current ratio           | $\frac{\text{Current assets}}{\text{Current liabilities}}$   | 1.22        | 1.86        |
| Gearing ratio           | $\frac{\text{Total financial debt (short-term debt, trust receipts payable and long-term debt, including current portion)}}{\text{Total equity (equity holders + non-controlling interests)}}$ | 0.42        | 0.45        |
| Debt-to-equity ratio    | $\frac{\text{Total liabilities (current + noncurrent)}}{\text{Total equity (equity holders + non-controlling interests)}}$   | 0.80        | 0.77        |
| Asset-to-equity ratio   | $\frac{\text{Total assets (current + noncurrent)}}{\text{Total equity (equity holders + non-controlling interests)}}$  | 1.80        | 1.77        |
| Operating margin        | $\frac{\text{Operating income}}{\text{Sale of goods and services}}$  | 12.1%       | 11.2%       |
| Earnings per share      | $\frac{\text{Net income attributable to equity holders of the Parent Company}}{\text{Weighted average number of common shares}}$   | 4.88        | 4.43        |
| Interest coverage ratio | $\frac{\text{Operating income plus depreciation and amortization}}{\text{Finance costs}}$  | 16.25       | 13.37       |

**UNIVERSAL ROBINA CORPORATION AND SUBSIDIARIES**  
**SUPPLEMENTARY SCHEDULE OF RETAINED EARNINGS**  
**AVAILABLE FOR DIVIDEND DECLARATION**

The table below presents the retained earnings available for dividend declaration as at December 31, 2020:

|  |                 |                 |
|--|-----------------|-----------------|
| Unappropriated retained earnings as at December 31, 2019                             |                 | ₱5,068,541,082  |
| Adjustments:   |                 |                 |
| Fair value adjustment on financial asset at FVTPL                                    | (390,912,159)   |                 |
| Loss arising from changes in fair value less estimated costs to sell of swine stocks | 70,184,825      |                 |
| Deferred tax assets, excluding those arising from remeasurements                     | (417,814,661)   | (738,541,995)   |
| Unappropriated retained earnings, as adjusted as at December 31, 2019                |                 | 4,329,999,087   |
| Net income actually earned/realized during the year                                  |                 |                 |
| Net income during the period   | 4,248,778,422   |                 |
| Add: Fair value adjustment of financial assets at FVTPL                              | (11,611,059)    |                 |
| Gain arising from changes in fair value less estimated costs to sell of swine stocks | (37,039,948)    |                 |
| Movements of deferred tax assets, excluding those arising from remeasurements        | 156,803,497     | 4,356,930,912   |
| Sub-total  |                 | 8,686,929,999   |
| Less: Dividend declarations during the year  | (6,943,109,884) |                 |
| Treasury shares  | (679,489,868)   |                 |
| Reversal of appropriations   | 2,000,000,000   | (5,622,599,752) |
| Total retained earnings available for dividend declaration as at December 31, 2020   |                 | ₱3,064,330,247  |

# SUSTAINABILITY REPORT

## Contextual Information

| Company Details  |   |
|--|---|
| Name of Organization   | Universal Robina Corporation  |
| Location of Headquarters   | Tera Tower, Bridgetowne, E. Rodriguez, Jr. Avenue (C5 Road), Ugong Norte, Quezon City, Metro Manila   |
| Location of Operations   | Philippines, China, Myanmar, Vietnam, Thailand, Malaysia, Indonesia, Australia, New Zealand   |
| Report Boundary: Legal entities (e.g. subsidiaries) included in this report* | The economic section covers total URC, including Branded Consumer Foods (BCF) and Agro-Industrial and Commodities business (AIC). There are some limitations on the coverage under the environment and social section which will be mentioned in each section. As we get better in our journey, we will further expand the coverage of our disclosure.  |
| Business Model, including Primary Activities, Brands, Products, and Services | <p>Our business is segmented into two groups, the Branded Consumer Foods (BCF) group and the Agro-industrial and Commodities (AIC) group.</p> <p>BCF forms majority of the business segment of URC. It is composed of strong household brands from the categories of snack foods, beverage and noodles. Snack foods is further segmented into salty snacks, candies, chocolates, biscuits, cakes and wrapped snacks. Beverage is divided into powdered and ready-to-drink segment, while noodles is composed of the pouch and cup segments. URC was able to build strong regional brands over the years such as Jack 'n Jill for snack foods, C2 Cool and Clean for ready-to-drink tea, and Great Taste for coffee. Through the acquisition of Griffin's, we are able to offer high quality sweet biscuits and healthy wrapped snacks called Nice and Natural. Through the acquisition of Snack Brands Australia (SBA), we are able to offer premium brands such as Thins, Cheezels, CC's, Kettle and Natural Chip, Co.</p> <p>AIC is composed of the Agro-Industrial Group, Sugar &amp; Renewables Group and Flour &amp; Pasta Division. The Agro-Industrial Group is the one responsible for the Farms, Feeds, Food Services, Drugs and Disinfectants business segments. Sugar &amp; Renewables produces raw sugar, refined sugar, molasses, bioethanol, power export and liquid CO<sub>2</sub>. The Flour &amp; Pasta Division manufactures hard and soft wheat flour for both the commercial and institutional markets, and offers flour by-product such as wheat germ, bran, and pollard. We also sell pasta products under the El Real Brand.</p> |
| Reporting Period   | January 1, 2020 to December 31, 2020  |
| Highest Ranking Person responsible for this report                           | David Lim<br>Chief Sustainability Officer   |

*\*If you are a holding company, you could have an option whether to report on the holding company only or include the subsidiaries. However, please consider the principle of materiality when defining your report boundary.*

## Materiality Process

### Explain how you applied the materiality principle (or the materiality process) in identifying your material topics.

Our materiality process started when we first developed the Sustainability Report of URC in 2016 with a GRI-Referenced Claim. The exercise required the involvement of all relevant stakeholders and leaders in the organization until we surfaced our most important focus areas. This involved a group-wide materiality assessment, starting with an extensive stakeholder engagement that was defined by our leadership team and key people in the organization. This included international business partners, shareholders, employees, consumers/customers, suppliers, government, and local communities. This rigorous exercise gave us a view to further understand both our opportunities and gaps, which helped define our five sustainability focus areas, which are Natural Resources, People, Product, Supply Chain, and our Economic Contribution. Having a well-defined focus area gave people the north star direction on where the company should focus our resources and expertise which can yield the most social impact.

#### I. IDENTIFY & ENGAGE

- A.) BENCHMARKING:** Our exercise started with an industry benchmarking process versus our peers in the food and beverage industry.
- B.) STAKEHOLDER ENGAGEMENT:** A series of more in-depth analysis, engagement with internal and external stakeholders via survey testing, focus group discussions with consumers, key institutional investors, regulators that we engage with, nominated suppliers, local communities where we operate, employees, and senior leadership (Corporate, Philippines, and Regional) of the company, gave foundation to our material aspects.

#### II. PRIORITIZE & DESIGN

Our materiality process assessed a range of issues facing our business, and the food and beverage industry as a whole. Problems were identified through the following sources: the group-wide stakeholder engagement process, industry benchmarking, external ratings and reporting frameworks, and reports from industry and multilateral organizations. In terms of scope and boundaries, our material issues have been defined as those within management control, with respect to the principles of relevance to business, business control, completeness, stakeholder inclusiveness, and materiality.

Our materiality in 2016 continues to evolve, given the changes in business conditions, its alignment to United Nations' Sustainable Development Goals (SDG) as well as relevance to the key stakeholder. Below are the findings that firmed our material factors as a result of the rigorous exercise we did along with our sustainability steering committee and the inputs of our stakeholders. From the preliminary results, we further evaluate each of the material areas to firm up our materiality or key focus areas based on the following principles: people, trust, value, and risk & opportunity.

#### PHASE 1:

##### 1. Natural Resources

Our natural resources materiality is based on how we will address operations efficiency, such as the use of energy and water in our operations that will eventually free up capital for reinvestment.

This also addresses our waste in terms of production as we optimize our processes and finally look at opportunities in embedding circular economy.

## **2. People**

Our materiality towards people encompasses both internal and external stakeholders such as employees and the community. This material area looks at the connection of the engagement of people to the success of business operations through knowledge transfer and capacity building given that they are URC's greatest asset. How the value of the business will be shaped is based on the combined efforts of the people that mold it.

## **3. Products**

Product materiality combines the process of producing the product as well as the composition of the product itself. We uphold safety as our number one priority as we proactively align towards global standards that will ensure the safety of our operations and products. Second, Innovation has been the catalyst of URC in the last 60 years, and we are driving our strength in product development towards emerging consumer needs in wellness and eco-designed packaging. We also look at innovation on the products that we offer as competition for market differentiation toughens.

### **PHASE 2:**

## **4. Supply Chain**

Our supply chain management materiality promotes responsible supplier relationships across our business units. Our stakeholders believe that we have to influence further our tier 1 to tier 2 suppliers to transform their processes towards traceability through supplier assessment, training, and policies. In 2020, we have assembled the principles relevant to business, business control, stakeholder inclusiveness, and materiality through the creation of the Eight Guiding Principles for Responsible Sourcing which include (1) Transparency and fairness to all stakeholders; (2) Good Governance; (3) Risk-based engagement; (4) Innovation Ecosystem; (5) Strategic partnership and programs for shared success; (6) Resource Efficiency and Circularity; (7) Safe and healthy workplace; and (8) Climate action for sustainable future.

## **5. Economic Performance**

Our fiduciary responsibility drives our values towards shared success to our stakeholders. As we grow our business, we are achieving inclusive growth with our stakeholders driven by the integration of sustainability in our governance and corporate strategy. We use the term "sustainable" intentionally in a couple of dimensions. First, our approach should drive "sustainable, profitable growth." While businesses will have ups and downs, our where-to-play and how-to-win choices must enable stable profit cash flow growth. Second, our strategies should support "sustainable consumption and development." This means embracing business practices that protect and enhance our natural and people resources. This will ensure that our business, our people, our consumer base, and the communities in which we live and operate will continue to thrive in a sustainable future.

**III. FEEDBACK**

The final design was presented to the steering committee of URC to get the last sign off on the identified materiality areas based on the nature of the business, vision, and long-term strategy of URC. After the approval stage from the steering committee, materiality was unveiled for the first time to the organization during the Leadership Summit of JG Summit in Q4 2017, where the top 400 leaders of the JG Summit group are present including the senior leaders of URC.

**IV. MODIFY**

In 2019, we supplemented our Phase 1 materiality with long term commitments as part of our responsibility to our stakeholders to show the social impact of our materiality. From our baselining exercise in 2018, we were able to develop our long-term strategies, and we developed KPIs that are addressed from the corporate level to the plant level across our business operations in the region.

We also aligned our materiality with the SDG to give a more significant meaning on how we can contribute to society through the 5 SDG we committed to out of the 17. Based on our materiality, we carefully assessed our KPIs with the most relevant SDG based on its indicators and KPIs.

In 2020, our main priority is to accelerate our growth momentum and maintain the relevance and competitiveness of our brands. With that, we renewed the next 3-year sustainability strategies supporting Phase 1 of the Sustainability journey which is on People, Natural Resources and Product. At the same time, accelerated Phase 2 by developing goals and actions to promote responsible sourcing of key ingredients such as palm oil, potato, corn, cocoa, tea and coffee beans.

**ECONOMIC**

**Economic Performance**

Direct Economic Value Generated and Distributed

| Disclosure   | Amount  | Units          |
|--|---------|----------------|
| Direct economic value generated (revenue)                                  | 133,483 | In million PHP |
| Direct economic value distributed:   | 127,586 |                |
| a. Employee wages and benefits   | 18,383  | In million PHP |
| b. Payments to suppliers, other operating costs                            | 97,381  | In million PHP |
| c. Dividends given to stockholders and interest payments to loan providers | 8,727   | In million PHP |
| d. Taxes given to government   | 3,086   | In million PHP |
| e. Investments to community (e.g. donations, CSR)                          | 9       | In million PHP |

Note:

- Employee wages and benefits include salaries and wages, other employee benefits, pension expense, direct labor under COGS and contracted services
- Payments to suppliers and other operating costs include cost of sales, operating expense (excluding personnel cost, direct labor under COGS, contracted services, licenses and taxes), net foreign exchange gains (losses), market valuation loss on financial assets and liabilities at fair value through profit or loss – net, other income (expense)
- Dividends given to stockholders and interest payments to loan providers include dividends paid and finance cost
- Taxes given to government include provision for income tax and payments to government (taxes and licenses)
- Investment to community include key significant community engagement initiatives, COVID-19 donations in cash, food and beverage conducted by the company within the year.
- Some COVID-19 related expenses for the community and employees’ wellbeing, such as provisions for personal protective equipment (PPE) like face shields, were included as part of other operating costs.

**What is the impact and where does it occur? What is the organization’s involvement in the impact?**

**Impacts:** About 96% of our revenue flows back to society. The remaining 4% is reinvested in the organization given that we are on the path to growth based on our 5-year strategy.

**Stakeholders:** Shareholders, employees, regulators, consumers, communities where we operate, suppliers, and customers (our accounts).

**Risks:**

We recognize risks in the following areas:

**1) Competition**

The Company and its subsidiaries face competition in all segments of its businesses both in the Philippine market and in international markets where it operates. The Philippine food industry in general is highly competitive. Although the degree of competition and principal competitive factors vary among the different food industry segments in which the Company participates, the Company believes that the principal competitive factors include price, product quality, brand awareness and loyalty, distribution network, proximity of distribution outlets to customers, product variations and new product launches.



The Company's ability to compete effectively is due to continuous efforts in sales and marketing of its existing products, development of new products and cost rationalization.

## **2) Financial Market**

The Company has foreign exchange exposure primarily associated with fluctuations in the value of the Philippine Peso against the U.S. dollar and other foreign currencies. Majority of the Company's revenues is denominated in Pesos, while certain portion of its expenses, including debt services and raw material costs, are denominated in U.S. dollars or based on prices determined in U.S. dollars. In addition, majority of the Company's debt is denominated in foreign currencies. Prudent fund management is employed to minimize effects of fluctuations in interest and currency rates.

## **3) Raw Materials**

The Company's production operations depend upon obtaining adequate supplies of raw materials on a timely basis. In addition, its profitability depends in part on the prices since a portion of the Company's raw material requirement is imported including packaging materials. To mitigate these risks, alternative sources are used in the Company's operations.

## **4) Food Safety Concerns**

The Company's business could be adversely affected by the actual or alleged contamination or deterioration of its flagship products, or of similar products produced by third parties. A risk of contamination or deterioration of its food products exists at each stage of the production cycle, including the purchase and delivery of food raw materials, the processing and packaging of food products, the stocking and delivery of the finished products to its customers, and the storage and display of finished products at the points of final sale. The Company conducts extensive research and development for new products, line extensions for existing products and for improved production, quality control and packaging as well as customizing products to meet the local needs and tastes in the international markets for its food business. For its agro-industrial business, its researchers are continually exploring advancements in breeding and farming technology. The Company regularly conducts market research and farm-test for all of its products. Moreover, the Company ensures that the products are safe for human consumption, and that the Company conforms to standards and quality measures prescribed by regulatory bodies such as BFAD, SRA, Bureau of Animal Industry, and Department of Agriculture.

## **5) Mortalities**

The Company's agro-industrial business is subject to risks of outbreaks of various diseases. The Company faces the risk of outbreaks of foot and mouth disease, which is highly contagious and destructive to susceptible livestock such as hogs, and avian influenza or bird flu for its chicken farming business. These diseases and many other types could result to mortality losses. Disease control measures are adopted by the Company to minimize and manage this risk.

## **6) Intellectual Property Rights**

Approximately 77.8% of the Company's sale of goods and services in 2020 were from its branded consumer foods segment. The Company has put considerable efforts to protect the portfolio of intellectual property rights, including trademark registrations. Security measures are continuously taken to protect its patents, licenses and proprietary formulae against infringement and misappropriation.

## **7) Weather and Catastrophe**

Severe weather condition may have an impact on some aspects of the Company's business, such as its sugar cane milling operations due to reduced availability of sugar canes. Weather condition may also affect the Company's ability to obtain raw materials and the cost of those raw materials. Moreover, Philippines have experienced a number of major natural catastrophes over the years including typhoons, droughts, volcanic

eruptions, and earthquakes. The Company and its subsidiaries continually maintain sufficient inventory level to neutralize any shortfall of raw materials from major suppliers whether local or imported.

#### **8) Environmental Laws and Other Regulations**

The Company is subject to numerous environmental laws and regulations relating to the protection of the environment and human health and safety, among others. The nature of the Company's operations will continue to subject it to increasingly stringent environmental laws and regulations that may increase the costs of operating its facilities above currently projected levels and may require future capital expenditures. The Company is continually complying with environmental laws and regulations, such as the wastewater treatment plants as required by the Department of Environment and Natural Resources, to lessen the effect of these risks.

The Company shall continue to adopt what it considers conservative financial and operational policies and controls to manage the various business risks it faces.

#### **Management Approach (Impact and Risks)**

URC currently has mitigation plans that may affect financial risks. These include operational improvements such as improved processes, regular review, and follow ups for accounts receivables, retraining of employees and regular audits, ensuring that third party service providers understand the process regarding billing, mitigating declining market value of assets, sourcing of input materials, FOREX impact among many others.

#### **Management Approach on Opportunities**

Our Economic contribution and performance are part of our materiality and a more comprehensive approach in addressing both risks and opportunities that are being accounted for and currently being developed. On top of our financial risks and opportunities, URC recognizes that non-financial risks could grossly affect its bottom line, thus affecting its economic value distribution. In the light, a more comprehensive approach at consolidating and understanding these risks will be made in short to the mid-term horizon as part of our overall sustainability strategy.

### Climate-Related Risks and Opportunities

#### **Governance, Risks, Strategy**

##### **Governance:**

Our governance structure in climate action starts from the group level (JG Summit), given that climate is a common material factor across the strategic business units of the conglomerate. It is both a top-down and bottom-up approach. In URC, strategy is being managed by the Sustainability Steering Committee while implementation across URC's value chain based on climate-related risks and coordination with the conglomerate is handled by our OGS Team (Operational Governance and Sustainability) which will cascade across our business operations in the region.

We will continue to make climate action a vital agenda across the group and total URC, given that climate impacts our ecosystem.

##### **Risks:**

URC recognizes the following key risks that impact its value chain as a result of climate impact:

**Sourcing:** Climate shift can severely affect our sourcing, especially on climate-sensitive commodities and other input materials (Including utilities). This will impact availability and prices, which will eventually impact our pricing if not appropriately managed.

**Market Risks:** Effects of climate change like drought have shown results on the purchasing power of consumers outside tier 1 cities where agriculture is the primary industry.

**Direct Operations:** Moreover, our home market, the Philippines, has experienced several major natural catastrophes over the years, which may directly impact our production and supply chain. This will also impose a threat to our human resources, especially in production facilities and warehouse management on safety as working conditions become harsher.

**Strategy:**

As for our strategy towards climate action, we are still developing our climate-related scenario analysis and roadmap as part of our business strategy and Phase 2 of our sustainability journey. In the first phase of our sustainability journey, we focused on energy use by integrating our targets to our supply chain transformation strategy driven by our lean manufacturing initiatives. We have embarked on an enterprise-wide transformation initiative, which is a multi-year program where one of the key focuses is supply chain optimization. This will have a positive effect on completing our scope 1 and scope 3 carbon footprint and emissions management across our operations from sourcing, direct operations, to inbound and outbound logistics. Our roadmap to achieve our scope 1 emissions management is until 2025, while scope 3 will be until 2030. The detailed discussion about our initiatives on climate action is presented further in the Environment Section under Resource Management.

**Risk Management**

To manage the climate-related risks we identified while we were developing our climate strategy, we followed the framework of ISO 14001, where the risk to the environment is addressed but not specific to climate change risk identification, assessment, and management process.

To help business units in the Risk Assessment Process, the Risk Assessment Tool, which is a database driven web application, was developed for departments and units both for better assessment, monitoring, and management of risks. This is a JG Summit-wide initiative. The Risk Assessment Tool documents the following:

**1. Risk Identification** - is the critical step of the risk management process. The objective of risk identification is the early identification of events that may have negative impact on the Company's ability to achieve its goals and objectives

**1.1 Risk Indicator** - is a potential event or action that may prevent the continuity of operation or business

**1.2 Risk Driver** - is an event or action that triggers the risk to materialize

**1.3 Value Creation Opportunities** - is the positive benefit of addressing or managing the risk

**2. Identification of Existing Control Measures** - activities, actions, or measures already in place to control, prevent, or manage the risk

**3. Risk Rating/Score** - is the quantification of the likelihood and impact of the Company if the risk materializes. The rating has two (2) components:

**3.1 Probability** - the likelihood of occurrence of risk

**3.2 Severity** - the magnitude of the consequence of risk

**4. Risk Management Strategy** - is a structured and coherent approach to managing the identified risk

**5. Risk Mitigation Action Plan** - is the overall approach to reduce the risk impact severity and the probability of occurrence

Results of the Risk Assessment Process is summarized in a dashboard that highlights risks that require urgent actions and mitigation plans. The dashboard helps Management to monitor, manage and decide a risk strategy and needed action plan.

### Metrics and Targets

We have previously announced our Purposeful Transformation with the aim of formally adopting an Environment Social & Governance (ESG) program for URC. Here is our target in relation to our climate sustainability commitment:

For Natural Resources

- a) ENERGY: Optimize energy use ratio by 30% by 2030 along with its impact on carbon footprint.
- b) WATER: Substantially improve water use in our facilities by improving our water use ratio by 30%, by 2030.

To derive our energy and water use ratio, we divide the total energy (GJ) and total water (cubic meter) with the total net production volume (MT).

As we continuously improve our approach towards climate action, we are pursuing the adaptation of a framework based on global standards such as Task Force on Climate Change Related Financial Disclosures (TCFD) and Sustainability Accounting Standards Board (SASB). By 2021, as we complete our Scope 1, 2, and 3 management based on the roadmap that is mentioned above in the strategy section, we will start aligning our strategies and targets based on the TCFD and SASB frameworks.

## Procurement Practices

### Proportion of Spending on Local Suppliers

| Disclosure   | Quantity | Units |
|--|----------|-------|
| Percentage of procurement budget used for significant locations of operations that is spent on local suppliers | 56       | %     |

Note:

- Includes total URC excluding Australia, New Zealand, Myanmar, China, Hong Kong and Singapore. Additional business units covered in 2020 compared to 2019
- Composed of direct materials (raw material and packaging material) only

### Impact, Stakeholders, and Management Approach

**Impact:** As a food and beverage business, procurement practices are a very significant process within our value chain. Therefore, input materials will have an impact on the end-to-end of our value chain until the end-consumer. Our procurement policies have set parameters on quality, traceability, and compliance. We also make sure that we involve the quality management team in the process to ensure safety and quality from the source.

**Stakeholders:** Suppliers, farmers, employees, shareholders, customers and end-consumers

**Management Approach:**

**ACCREDITATION POLICY**

The Company follows the Supplier Accreditation Policy (Also found in Annex 1) to ensure that the Company's suppliers and contractors meet the standard criteria on supply agreement. Suppliers and contractors undergo accreditation and orientation on Company policies.

URC follows group-wide policies on managing procurement, which is implemented through the Corporate Supplier Accreditation Team (CORPSAT), supervised by the Corporate Governance Management Systems and Procurement in URC itself.

**QUALITY MANAGEMENT ACROSS THE VALUE CHAIN**

URC's passion for quality is anchored on the vision of providing our customers with brands of exceptional quality and value. Good manufacturing practices are strictly implemented in our facilities. Our Quality Management Systems are regularly assessed and aligned with international standards. Quality at the source is heavily promoted, starting with our supplier partners.

We conduct regular testing of our raw materials, in-process goods, and finished products to ensure that we uphold our high-quality measures in every area of our value chain.

**What are the Risk/s Identified?**

**Risks Identified**

**Sourcing Risks:** As part of our business continuity, we recognize the risks in severe weather conditions may have an impact on some aspects of the Company's business, such as raw materials sourcing that will impact our cost of goods. As a food and beverage company, URC uses significant input materials to sustain its production. The availability of these raw materials can be affected by changes in climate, especially climate-sensitive critical raw materials such as coffee, cocoa, potato, and sugar, where the livelihood of farmers will be affected, which may result in lower yield and quality of the harvest. On top of climate, crisis situation such as a pandemic can pose serious risk towards our sourcing from raw materials, packaging, essential services, and spare parts.

**Currency Devaluation:** 44% of our raw and packaging input materials from domestic and international business (excluding our Australia, New Zealand, Myanmar, China, Hong Kong and Singapore business units) are imported. If the Peso experienced devaluation especially to the USD, it may impact on our profitability.

**Breach:** URC aims to achieve 100% food safety across all operations as well as increase product variety to include healthier ingredients and options. URC's procurement and sourcing practices are managed from supplier accreditation, requirement identification to sourcing, contracting, and order fulfillment. In doing so, we consistently meet the needs of our stakeholders by sourcing from accredited suppliers at the right time, quality, quantity, and at the most competitive price. Specific to the food processing sector, it is also critical that URC's raw materials and production inputs are traceable, thus ensuring that we uphold food safety standards. Proper procurement practices also avoid any incidence of missing targets and objectives.

**Management Approach:**

Our procurement practices are aligned with our commitment to ensure the quality of our products. Our growth and experience in the last 60 years enabled us to improve our standards and technical expertise in sourcing. Through the years, we ensure that we look for the finest source through stringent material and

supplier accreditation. We also share best practices in terms of sourcing amongst our strategic partners like Danone of France and Nissin of Japan, where we look for synergistic opportunities and learnings.

Given that we operate in different regions, and we produce high-quality products, our input materials are sourced both locally and abroad. For our top materials, based on spending and the number of SKUs it is being used, we ensure that we have three different sources from different locations for business continuity. For other materials that may have less than three alternative sources, we established an ongoing risk management program like alternative supplier qualification and alternative site qualification.

As for our procurement process, we centralize our procurement where negotiations are done in the headquarters to leverage scale, harmonized quality, corporate visibility, and alignment of our policy.

**Physical Hedging:** We do forward contracts or physical hedging on specific raw materials that we believe will have material change in price and possible supply constraint.

**Vertical Integration:** With our sugar and flour milling company in URC, this gives us benefits to sourcing in terms of availability and quality management since sugar and flour are part of our top 10 input materials. On top of sugar and flour, we also have our own packaging company through URC Flexible Packaging.

### Opportunities, Stakeholders, Management Approach

#### Key opportunities in our strategy towards a more sustainable sourcing:

**1. Influence our Supplier Towards Responsible Sourcing and Traceability** - As we become more sustainable, it is critical for URC's raw and input materials to be traceable and responsibly sourced, thereby ensuring that we uphold the highest food safety standards. For example, our palm oil, which is one of our critical raw materials, is already being sourced from Roundtable on Sustainable Palm Oil (RSPO)-certified suppliers like Cargill. Moving forward, given that Supply Chain is part of our materiality, we have to influence our suppliers towards responsible sourcing through our accreditation process, training, policies, and joint-business planning.

**2. Strategic Partnerships and Programs** - As a company, we support sustainable sourcing on tea, potato, and corn with our existing programs. We can further increase our scale across markets where we operate as we embed sustainability in our international business strategy ensuring inclusive growth and quality from the source.

**3. Partnership with Supplier for Innovation** - We started doing partnerships with some suppliers that will drive our competitive advantage. We believe innovation can also be sourced from our partners; thus, this is an excellent opportunity to strengthen our sourcing practices further as we become more hands-on and involved with our suppliers in their respective operations.

**4. Enhance Supplier Accreditation** - continue to update supplier accreditation based on best-in-class practice on our input materials. Audit and management should cover tier 1 to tier 2 level of supplier to ensure responsible sourcing.

**Stakeholders:** Farmers, Suppliers, Consumers, Shareholder

#### Our Management Approach:

We already work with suppliers that have a strong commitment to sustainability, such as Cargill, Barry Callebaut, Louis Dreyfus Company, and Bunge, and seek to leverage regional procurement as we improve overall supplier management over time.

- In the Philippines, we have launched the Sustainable Potato program, a collaboration with the Department of Agriculture where we support the productivity of potato farmers in Cordillera, Bukidnon, and Davao del Sur. In 2021, we are entering year 3 of the program where we provide the farmers with high yield seeds for planting. Likewise, we are supporting sugar cane farmers in Negros, Batangas, and corn farmers in Ilocos Sur, in partnership with the local government.
- Internationally, In Vietnam, we support the livelihood of tea farmers. At the same time, in Australia, we continue to strengthen the potato farming industry by sourcing locally while we contribute and promote agronomy to ensure we process only the highest quality of potatoes to meet the expectations of our consumers.
- 100% RSPO in ANZ - we will only use RSPO Certified Sustainable Palm Oil for our iconic Australian products. We are independently audited yearly to maintain the integrity of our RSPO Segregated Certification. Using RSPO Certified Palm Oil ensures that we do not become agents of deforestation, which is the negative environmental consequence of sourcing palm oil.

Though all of these constitute the larger supply chain materiality of which we haven't released our targets yet, these are some of the things we are have initiated for the past three years to promote and build the foundation sustainable agriculture to our stakeholders.

## Anti-Corruption

### Training on Anti-corruption Policies and Procedures

| Disclosure   | Quantity | Units |
|--|----------|-------|
| Percentage of employees to whom the organization's anticorruption policies and procedures have been communicated to*           | 100      | %     |
| Percentage of business partners to whom the organization's anti-corruption policies and procedures have been communicated to** | 100      | %     |

Note:

\*100% of new employees undergo onboarding training. The Code of Business Conduct and Offenses Subject to Disciplinary Action are part of the onboarding presentation. These policies and programs are also made available online for easy access to the rest of the employees for their reference and guidance.

\*\*This accounts for total suppliers to whom the Code of Business Conduct, the Code of Discipline, and related Offenses Subject to Disciplinary Actions (OSDA) have been communicated to during the onboarding and orientation processes.

Upon boarding, the board of directors (BOD) receive orientation on URC's Code of Conduct which includes anti-graft corruption policy. The Company is committed to promoting transparency and fairness to all stakeholders. The Board sets the tone and makes a stand against corrupt practices by adopting an anti-corruption policy and program. Some of the Company's Anti-Corruption programs are embodied in the Code of Business Conduct and Ethics, Conflict of Interest, Offenses Subject to Disciplinary Action (OSDA), among others.

The anti-corruption policies and programs are made available online for easy access to the rest of the employees in the organization for their reference and guidance. Through the facilitation of the HR team, URC will also roll-out an eModule of the Code of Business Conduct where all of the Company employees shall be asked to watch and take the exam to gauge their comprehension and retention of the Company policies and guidelines.

An anti-corruption and conflict of interest training was held last Dec 28, 2020, and was attended by the ff. BOD:

1. Christine Angco
2. Lance Gokongwei
3. Patrick Henry Go
4. Riza Mantaring
5. Wilfrido Sanchez

### Incidents of Corruption

| Disclosure   | Quantity | Units |
|--|----------|-------|
| Number of incidents in which directors were removed or disciplined for corruption                        | 0        | #     |
| Number of incidents in which employees were dismissed or disciplined for corruption                      | 0        | #     |
| Number of incidents when contracts with business partners were terminated due to incidents of corruption | 0        | #     |

| Impacts and Risks: Where they occur, URC's involvement, stakeholders affected  |
|--|
| <p><b>Impacts:</b> Corruption undermines URC's ability to equitably distribute economic value to the right stakeholders. If rampant, it could erode a culture of integrity, transparency and trust that is necessary in ensuring collaboration between employees, innovation, and synergy between business units.</p> <p><b>Stakeholder:</b> Employees, Management</p> <p><b>Risks:</b> Our governance recognize the risks incidents of corruption such as reputational risk to URC, which in turn could result in plummeting of stock market price.</p>   |
| Management Approach for Impacts and Risks  |
| <p>Anchored on JG Summit's anti-corruption program, we are committed to promoting transparency and fairness to all stakeholders. The Board sets the tone and makes a stand against corrupt practices by adopting an anti-corruption policy and program. Some of the Company's Anti-Corruption programs are embodied in the Code of Business Conduct and Ethics, Conflict of Interest, Offenses Subject to Disciplinary Action (OSDA), among others. The same are disseminated to all employees across the Company through trainings to embed them in the Company's culture. New employees are oriented regarding policies and procedures related to Business Conduct and Ethics and similar policies. All employees are given periodic reminders. Further, all concerned employees are required to comply with the Annual Self-Disclosure Activity on an annual basis.</p> <p>The Company also has an established suitable framework for whistleblowing and ensures its enforcement to allow employees and other stakeholders to freely communicate their concerns about illegal or unethical practices, without fear of retaliation and to have direct access to an independent member of the Board or a unit created to handle whistleblowing concerns.</p> <p><b>CONFLICT OF INTEREST</b></p> <p>The Company's Code of Business Conduct and Conflict of Interest Policy require employees to make a conscious effort to avoid conflict of interest situations; that his/her judgment and discretion is not influenced by considerations of personal gain or benefit. A conflict of interest may also occur because of the actions, employment, or investments of an immediate family member of an employee.</p> |



#### CONDUCT OF BUSINESS AND FAIR DEALINGS

The Company's employees that recommend, endorse, or approve the procurement or sale of goods and services should make a conscious effort to avoid any conflict of interest situation in transactions that they are involved in.

#### RECEIPT OF GIFTS FROM THIRD PARTIES

The Company allows the acceptance of gift only during the Christmas Season. There is no restriction in the value of the gift accepted. However, accepted gift with estimated value over PHP 2,000 must be disclosed to the Conflicts of Interest Committee.

#### COMPLIANCE WITH LAWS AND REGULATIONS

The Company ensures that all transactions comply with relevant laws and regulations. Any deficiencies are immediately rectified.

#### RESPECT FOR TRADE SECRETS/USE OF NON-PUBLIC INFORMATION

The Company has policies that ensure proper and authorized disclosure of confidential information. Disclosures to the public can only be done after disclosure to the SEC and PSE by the Company's authorized officers.

#### USE OF COMPANY FUNDS, ASSETS, AND INFORMATION

Employees are required to safeguard Company resources and assets with honesty and integrity. Employees must ensure that these assets are efficiently, effectively, and responsibly utilized.

#### EMPLOYMENT AND LABOR LAWS AND POLICIES

The Company's Human Resources Unit ensures compliance with employment and labor laws and policies.

#### DISCIPLINARY ACTION

Violation of any provision of the Code of Business Conduct may result to disciplinary action, including dismissal and reimbursement for any loss to the Company that result from the employee's action. If appropriate, a violation may result in legal action against the employee or referral to the appropriate government authorities.

#### WHISTLE BLOWER

Any employee may discuss or disclose in writing any concern on potential violation of the Code of Business Conduct with the Conflicts of Interest Committee (CICOM). Reports or disclosures can be made in writing or by e-mail. All information received in connection with the reports or disclosures shall be strictly confidential and shall not be disclosed to any person without prior consent of CICOM.

#### CONFLICT RESOLUTION

The Conflicts of Interest Committee (CICOM) submits recommendations on courses of action to be taken on conflicts of interest situations. Decision is done by the Executive Committee.

Last May 2020, the Company also launched iSpeak, an initiative in line with the Company's Whistleblowing Policy. iSpeak is a digital platform where employees can freely and securely share feedback, complaints and reports on non-adherence to Company values including policies on Anti-Corruption.

The Company ensures that Employees reporting via iSpeak are protected from harassment, retaliation or punishment.

**Opportunities & Management Approach**

URC sees an opportunity in developing platforms where updates in anti-corruption policies can be cascaded internally, through retraining and numerous communication channels. There is also an opportunity to evaluate the effectiveness of the policies covering anti-corruption, especially the channels through which complaints may be filed.

**ENVIRONMENT**

**Resource Management**

Energy Consumption within the Organization

2020

| Disclosure                             | Quantity  | Units |
|--|-----------|-------|
| Energy consumption (renewable sources) | 3,519     | GJ    |
| Energy consumption (electricity)       | 1,355,113 | GJ    |
| Energy consumption (fossil fuel)       | 3,586,037 | GJ    |
| Energy consumption (Total)             | 4,944,670 | GJ    |

Note:

Data covers information on manufacturing facility from BCF-PH, BCF-INT and Flour

2019

| Disclosure                             | Quantity  | Units |
|--|-----------|-------|
| Energy consumption (renewable sources) | 239       | GJ    |
| Energy consumption (electricity)       | 1,463,327 | GJ    |
| Energy consumption (fossil fuel)       | 3,739,752 | GJ    |
| Energy consumption (Total)             | 5,203,319 | GJ    |

Note:

Data covers information on manufacturing facility from BCF-PH, BCF-INT and Flour

Reduction of Energy Consumption from 2019

| Disclosure                             | Quantity | Units |
|--|----------|-------|
| Energy consumption (renewable sources) | -3,280   | GJ    |
| Energy consumption (electricity)       | 108,214  | GJ    |
| Energy consumption (fossil fuel)       | 153,715  | GJ    |

Note:

Data covers information on manufacturing facility from BCF-PH, BCF-INT and Flour

**Impact, Stakeholders, and Management Approach**

**Impact:**

High energy consumption can affect our cost to produce on a per-unit basis, thereby impacting our margins.

Emissions from non-renewable sources such as diesel, LPG, and gasoline can negatively impact communities where we operate if we do not treat the quality of emission or reduce our dependency from non-renewable sources.

**Stakeholders:** Communities where we operate, shareholders, suppliers

**Management Approach:**

Our management approach towards natural resources is to embed it in our core strategy driving the deployment of our operating model. Our imperative towards LEAN Manufacturing under our Supply Chain Transformation strategy aims to lower production downtime, reduce waste, minimize GHG emissions, and optimize the use of our natural resources. The Lean Manufacturing program is currently being implemented and replicated across the manufacturing facilities in our Philippine operations under the Branded Foods Business. To support this major program, Project JAGUAR (Journey in Achieving Sustainability Goals thru Utilities and Assets Renewal) was established and implemented in 14 BCFG PH Plants with an investment of PHP 868M. This covers the improvement of major plant utility equipment like Boilers, Air Handling Units, and Compressors which will generate PHP 322M savings per year while improving energy efficiency. The expected impact of Project JAGUAR in the energy use ratio is 14% and 42k MT CO<sub>2</sub> reduction.

Comparing to the 2018 baseline level of energy consumption, we were able to improve our energy use ratio by -3% driven by energy conservation programs and machine efficiency initiatives, like leak detection and correction. An added process improvement is the development of the energy calculator which can provide the standard usage of energy per equipment and will be the reference for any improvement action.

**Risks, Stakeholders, and Management Approach on Risks**

**Risks:**

The company recognizes the risks to energy insecurity due to increased competing demands from energy intensive sectors, including domestic consumption. The company also recognizes that energy generation from traditional sources can create a negative impact to air quality, health, and contribute to climate change. Overdependence on fossil fuels also exposes the country to fluctuations in energy prices, which has financial implications to our business.

**1) Physical Risks**

**Climate Risks to our Direct Operations:** Our home market, the Philippines, has experienced several major natural catastrophes over the years, including typhoons, droughts, volcanic eruptions, and earthquakes that have a direct impact on our entire supply chain operations. On the human resource side, we recognize risks involving problems in working conditions such as health-related concerns that will affect our workplace safety.

**2) Regulatory Risks**

We recognize regulatory risks since URC is subject to numerous environmental laws and regulations relating to the protection of the environment and human health and safety, among others, as a manufacturing company.

Fuel and electricity are significant input materials for a manufacturing plant. Specifically, in URC, we use different types of fuel to generate energy, such as diesel, bunker, liquified petroleum gas (LPG), coal, electricity, and compressed natural gas (CNG). Total consumption per energy source is reported to the Department of Energy.

We acknowledge the presence of regulatory risks in all markets where we operate, and how this can affect our operations. Compliance is always followed in the handling, storage, use and disposal of these fuels.

**3) Capital Market Risks**

As investors are becoming more conscious in responsible investing, sustainability has become a critical value driver aside from financials, with climate becoming a more common parameter in their negative

screening process. Our investors have started to request more action towards climate risk as they demand a more deliberate climate action strategy, actionable plans, progress, and transparency.

**4) Market Risks due to Price Competitiveness**

Higher energy can affect our cost to produce which will give us less room to manage our prices if there's a significant inflation in our input materials.

**Stakeholders:** Communities where we operate, Employees, Local Government, Regulators on Energy (DOE)

We want to contribute to a positive impact on the world's natural resources by transforming our operations, ensuring we conserve water, reduce our GHG emissions, and optimize our energy use.

**Management approach:**

- 1) Leadership Transformation** - As we become a premier snack food and beverage company today and, in the future, we believe transforming our leadership with sustainability as one of their crucial agenda is imperative to drive both strategy and initiatives based on our commitments. KPIs, demonstrated behavior, mindset to invest, operational routines, and accountability are areas of leadership where sustainability must be embedded. Leadership should also align with our One URC 2030 commitments to ensure cohesiveness across business divisions and markets. Lastly, we believe the sustainability mindset is driven by having a cultivation paradigm in pursuit of new business and operating models that are planet friendly.
- 2) Culture Transformation** - One of the key agenda of our Chairman and our President and CEO is having a culture of sustainability therefore it is important to drive our programs organically. We believe we have to embed in each individual that URC is a workplace where everyone must do their part in conserving energy and water through constant innovation. We encourage ideas across the organization, let it flourish and come to life to engage everyone in living out our journey. Our champions will continue to push communication and learning through strategic communications in order to fully equip our organization in developing ideas in line with sustainability.
- 3) Systems** - We believe technology is a strong enabler in achieving our environmental commitments, primarily our responsibility towards climate action. Our Integrated management systems and infrastructure upgrade are the first steps towards more planet-friendly operations. We are prepared to invest in assets that will further drive our energy and water conservation use in line with our commitments to the United Nations' Sustainable Development Goals in Climate and Water. These investments will also drive significant cost savings in our business as another positive outcome of our drive towards sustainability. We want to capitalize on Industry 4.0 moving forward, which will serve as a great enabler in achieving our strategy towards the environment and climate action.
- 4) Compliance** - URC's full compliance with environmental laws and regulations is imperative to achieve business continuity. Full ecological compliance is evaluated based on applicable national and local laws and regulations as required by the Department of Natural Resources (DENR), Energy Regulatory Commission, Department of Energy, Municipal Environment and Natural Resources Office and other pertinent government agencies. In the process of ensuring environmental compliance, URC identifies all applicable regulatory requirements; determines and assesses the gaps, identify the permits and licenses needed per facility; establishes the relevant guidelines; develops and implements action plans and provides the required infrastructure and other resources to fulfill the permit conditions and requirements of all government agencies. It is the responsibility of all URC BUs to comply with applicable environmental laws and regulations. This is also managed at the JG Summit Holdings level

under the Government Affairs, Legal, and Corporate Governance departments. In managing environmental compliance, evaluation is done through audits by both internal and external auditors.

**ESG Integration in Corporate Strategy:** The integration of Environmental, Social, and Governance (ESG) are becoming relevant in their investment decisions. Having an active ESG program makes URC less exposed to all risks mentioned above.

**Stakeholder Engagement:** Our Investor Relations Group is proactively responsible for managing stakeholders in this area, like institutional investors, brokers, and our investor relations officers are engaging key rating agencies. Our IR team is also equipped with strong capabilities in ESG to regularly engage investors on ESG regarding our strategy while they also respond annually to sustainability raters. While our Corporate Affairs in the JG Summit Group also supports URC across the region through engaging other stakeholders like government, regulators, communities, and the media. This group is also equipped with strong capabilities in ESG to manage these stakeholders effectively and efficiently.

## Opportunities and Management Approach

### Opportunities:

#### Operating Efficiencies

As the threat of climate change increases, companies like URC are looking for opportunities to increase the efficiency of existing processes and cultivate the growth in renewable resource practices within the system.

#### Technology

The rise of Industry 4.0 across the world has demonstrated efficiencies in different industries. We see this as a great opportunity to save in both financial and natural resources as well as improve our operating efficiency. Installation of sensors will give our operations a more agile approach in addressing problems quickly as well as effectively measure what we can improve.

### Management Approach:

#### Lean Mindset

We piloted the “LEAN mindset” across the rest of the facilities in the Philippines in 2019. The use of LEAN mindset enabled savings piloted in Calamba and replicated in other plants. Some examples would be improvements in utilities usage in both water and energy. The LEAN mindset enabled the organization to be more responsive towards addressing issues raised by operations, who are now enabled by upskilling of appropriate capabilities via training and education, immersion on the job and use of available analytical tools and techniques.

#### Renewable Sources

We installed solar panels in one of our biggest facilities in the Philippines, a one-megawatt solar power rooftop plant in URC’s Canlubang factory in Laguna. The solar panels cover an area of 10,000 sq.m. on the rooftop of the main production building, which are operational from 7 a.m. to 5 p.m. daily. The panels have been designed to reduce approximately 900 metric tons of CO<sub>2</sub> yearly. There are also plans to install solar panels in our international business units. In BCF Vietnam, we plan to install a 2.85-megawatt solar power in their Coffee Plant. The solar panels will cover an area of 14,000 sq.m. which will operate an average of 3.5 hours daily. In addition, BCF Thailand will install a total of 5-megawatt solar power on the roof of their warehouses and plants. This project will reduce approximately 4,000 metric tons of CO<sub>2</sub> yearly.

In URC SURE, bagasse, the fibrous material leftover after juice is extracted from sugarcane is fed to the boilers to produce electricity used to power the mill’s operations. In our poultry and hog farms, manure is collected to produce biogas which is converted to green energy through anaerobic digestion.

### Water Consumption within the Organization

| Disclosure                 | 2020      | 2019                       | Units        |
|----------------------------|-----------|----------------------------|--------------|
| Water withdrawal           | 7,131,471 | 8,068,375                  | Cubic meters |
| Water consumption          | 4,773,145 | 5,206,061                  | Cubic meters |
| Water recycled and reused* | 31,889    | Full data not yet captured | Cubic meters |

Note:

\*Several BCFG plants have started the practice of using recycled water in its non-critical process areas like watering of plants, for toilet flushing and for the cooling towers.

- Data covers information on manufacturing facilities from BCF-PH, BCF-INT and Flour

- Water consumption computed as difference between water withdrawn vs water discharge

### **Impact, Stakeholders and Management Approach**

**Impact:** As a food and beverage company, we utilize water at every stage of our value creation process. We understand the importance of efficient water management, given that our water use affects operational cost, the stability of water supply, compliance with government standards, and overall business continuity.

**Stakeholders:** Our employees, communities where we operate in, regulatory (DENR), local government

**Management Approach:**

Our commitment to sustainability means that we practice water source protection and conservation. As a company, we’ve committed to substantially improve water use in our facilities by improving our water use ratio by 30%, by 2030.

We are monitoring our performance based on the requirements of the National Water Resources Board (NWRB). We withdraw water from different sources and adhere to the maximum allowable extraction rate.

URC BCFG, Flour, AIG and SURE utilizes a mix source of water, from deep wells and municipal water. It is good to note that URC SURE reduces its water consumption by using recycled water in its operations. In 2020, they were able to recycle 1,322,575 cubic meters of water equivalent to 11.41% of their total water consumption. On the other hand, URC Flexible Packaging draws their water primarily from deep wells.

Our water providers have developed their environmental management systems and are compliant with national regulations.

Our practices in Lean Manufacturing are major drivers in reducing water usage on a per unit produced. BCFG, for one, conducted a source vulnerability assessment to identify water sources at risk of becoming scarce and polluted, critical areas for deep well water use, and possible losses in lakes.

We also recognize the importance of looking for alternative sources of water aside from the deep wells that our plants are currently using.

### **Our Strategic Thrust**

- 1) Leadership Transformation** - As we become a premier snack food and beverage company today and, in the future, we believe transforming our leadership with sustainability as one of their crucial agenda is imperative to drive both strategy and initiatives based on our commitments. KPIs, demonstrated behavior, mindset to invest, operational routines, and accountability are areas of leadership where sustainability must be embedded. Leadership should also align with our One URC 2030 commitments to ensure cohesiveness across business divisions and markets. Lastly, we believe the sustainability mindset is driven by having a cultivation paradigm in pursuit of new business and operating models that are planet friendly.
- 2) Culture Transformation** - One of the key agenda of our Chairman and our President and CEO is having a culture of sustainability therefore it is important to drive our programs organically. We believe we have to embed in each individual that URC is a workplace where everyone must do their part in conserving energy and water through constant innovation. We encourage ideas across the organization to flourish and come to life to engage everyone in living out our journey. Our champions will continue to push communication and learning through strategic communications in order to fully equip our organization in developing ideas in line with sustainability.
- 3) Systems** - We believe technology is a strong enabler in achieving our environmental commitments, primarily our responsibility towards climate action. Our Integrated management systems and infrastructure upgrade are the first steps towards more planet-friendly operations. We are prepared to invest in assets that will further drive our energy and water conservation use in line with our commitments to the United Nations' Sustainable Development Goals in Climate and Water. These investments will also drive significant cost savings in our business as another positive outcome of our drive towards sustainability. We want to capitalize on Industry 4.0 moving forward, which will serve as a great enabler in achieving our strategy towards the environment and climate action.
- 4) Compliance** - URC's full compliance with environmental laws and regulations is imperative to achieve business continuity. Full ecological compliance is evaluated based on applicable national and local laws and regulations as required by the Department of Natural Resources (DENR), Energy Regulatory Commission, Department of Energy, Municipal Environment and Natural Resources Office and other pertinent government agencies. In the process of ensuring environmental compliance, URC identifies all applicable regulatory requirements; determines and assesses the gaps, identifies the permits and licenses needed per facility; establishes the relevant guidelines; develops and implements action plans and provides the required infrastructure and other resources to fulfill the permit conditions and requirements of all government agencies. It is the responsibility of all URC BUs to comply with applicable environmental laws and regulations. This is also managed at the JG Summit Holdings level under the Government Affairs, Legal, and Corporate Governance departments. In managing environmental compliance, evaluation is done through audits by both internal and external auditors.

### **Other Management Approach:**

**ESG Integration in Corporate Strategy:** The integration of Environmental, Social, and Governance (ESG) are becoming relevant in their investment decisions. Having an active ESG program makes URC less exposed to all risks mentioned above.

**Stakeholder Engagement:** Our Investor Relations Group is proactively responsible for managing stakeholders in this area, like institutional investors, brokers, and are engaging key rating agencies as well. Our IR team is also equipped with strong capabilities in ESG to regularly engage investors on ESG regarding our strategy while they also respond annually to sustainability raters. While our Corporate Affairs in the JG

Summit Group also supports URC across the region through engaging other stakeholders like government, regulators, communities, and the media. This group is also equipped with strong capabilities in ESG to manage these stakeholders effectively and efficiently.

Since the 2018 baseline, the company has approximately saved 13 billion liters of water and improved water use ratio by 38%. Compared to our baseline numbers, we were able to decrease our water withdrawn and increase our utilization through water conservation initiatives. Additional actions around process improvements have significantly improved water usage like utilizing recycled water, eliminating wastage, optimizing water intensive cleaning activities, reducing frequent changeovers, to name a few. Leak detection and correction was a major undertaking in 2019-2020. The results from the water mapping activity guided the plants in the deployment prioritization of actions for improvement.

### **What are the Risk/s and Opportunities Identified?**

#### **Risks:**

URC highlights the value of water as vital to our business and we recognize that water shortages cause significant risks across our value chain, both directly and indirectly. The direct risk is easily seen with the impact of drought where insufficient water supply can interrupt our day-to-day operations and worse, can stop us from manufacturing our products.

Our business faces indirect risks as well, starting with significant adverse economic impacts. With prolonged drought and declining water resources, we will face an increase in cost to procure water from alternative sources, and potentially, the regulatory body might put some limitations and restrictions to water extraction from deep wells.

Similarly, we recognize supply chain risks on our input materials that are water intensive. Therefore, we need to carefully assess our business partners and ensure that they have reliable access to water supply that allows them to operate as well.

Lastly, we recognize the risks in our social license to operate in water stressed communities.

#### **Opportunities:**

Recognizing the emerging challenges from water security, the company has an opportunity to optimize its water usage by adapting innovative methods in the production that would utilize less water. Consequently, we continue to identify and adapt new technologies and process improvements that drives the increase of the use of recycled water versus the virgin water.

#### **Management Approach:**

##### **Practice of 3Rs:**

As a company, we recognize that water is a non-renewable resource, and that it is an essential input material in the production of our products. In URC, we practice the principle of the three Rs: Reduce, Reuse, and Recycle. Implementation of the three Rs is based on the need or requirement of the plant. An assessment is being done by comparing the actual versus the general water usage of each product category or plant. We set our priorities given to product categories or plants with high water usage.

In 2018, we started our full baselining across geography and business divisions, and we are currently closely monitoring our water use ratio (WUR), or the amount of water used (in cubic meter) per product (in metric tons).



We would like to become neutral in the resources that we use by using as much recycled water as possible versus pure water. Some of our BCFG plants have started the practice of using non-virgin water in washing some of our critical raw materials in snacks, such as corn and potato, which is considered one of the most water intensive activities in our value chain. We also use recycled water in daily activities of the plant, such as cleaning of pallets, watering the greenery and using treated water for toilet- flushing.

**New Methods:**

We are currently looking for alternative sources of water aside from the deep wells that our plants are currently using such as rain water catch.

**Lean Mindset:**

We implemented the “LEAN mindset” across the rest of the facilities in the Philippines in 2019. The use of LEAN mindset enabled savings piloted in Calamba and replicated in other plants. Some examples would be improvements in utilities usage in both water and energy. The LEAN mindset enabled the organization to be more accountable and responsive towards addressing issues raised by operations, who are now enabled by the upskilling of appropriate capabilities via education and training, immersion on the job and use of available analytical tools and techniques.

Materials used by the Organization

| Disclosure  | 2020  | 2019  | Units  |
|---|-------|-------|--------|
| Materials used by weight or volume  |       |       |        |
| • Renewable   |       |       |        |
| ○ Coffee grounds/ tea leaves/ extrudate rope rejects*   | 6,288 | 7,242 | Tonnes |
| • Non-Renewable   |       |       | Tonnes |
| ○ Reground PET flakes**   | 442   | 569   | Tonnes |
| Percentage of recycled input materials used to manufacture the organization’s primary products and services** | 6.21  | 5.82  | %      |

Note:

\* Reused as fuel for boiler

\*\* Reground PET flakes are mixed in with virgin resin to create new PET bottles. Maximum of 8% reprocessed PET resin is allowed into the mix to maintain the integrity of the bottle.

- Data covers only selected input materials from BCF-PH manufacturing operation.

**Impact and Risks: Where they occur, URC’s involvement, stakeholders affected**

**Impact:** Effective use of these materials reduces both costs and GHG emissions created in production. This impacts our direct operations like production waste which goes to landfills.

**Stakeholder:** Employees, government, suppliers and communities

**Risks:** As a company, we acknowledge that the risk of over extracting limited natural resources to set up more facilities or producing primary products is possible through the unchecked use of non-renewable resources.

| Management Approach for Impact and Risks   |
|--|
| <p>URC focuses on finding solutions that lead to seamless and efficient operations. The responsible use of natural resources — intrinsic to our business — entails that we minimize our environmental impact and optimize synergies where possible, whether in the careful sourcing of raw materials from select suppliers, or in the proper use, reuse, or disposal of these same materials and the material by-products generated from our operations.</p> <p><b>Upcycling:</b> URC’s commitment to quality usually entails rejecting packaging materials that do not pass inspection, however small the blemish or dent. Added to which, scrap plastics remain after the materials have been cut and folded or shaped into the desired packaging. Rather than dispose of these materials in a landfill, URC has found ways to reincorporate them into new products. For one, URC’s scrap polyethylene terephthalate (PET) material – including bottle rejects – is grounded into PET flakes and mixed with virgin PET resin to create new containers. We only upcycle materials within our system to ensure that the products are clean and don’t impose a threat towards safety and quality.</p> |
| Opportunities & Management Approach  |
| <p>There are opportunities to increase the use of recycled materials that URC can take advantage of by ensuring that the company keeps abreast of the latest information and applying them across business units when ready. PET is currently recyclable; we can look for ways to recycle other packaging materials such as films by converting multi-layer films into mono materials.</p>   |

Ecosystems and Biodiversity (whether in upland/watershed or coastal/marine)

| Disclosure  | Quantity | Units     | Boundaries   |
|---|----------|-----------|--|
| Operational sites owned, leased, managed in, or adjacent to, protected areas and areas of high biodiversity value outside protected areas | 12.548   | Ha        | CMC Davao Flour Mill located in Sasa Davao City, Davao del Sur is situated on the gulf’s west coast. Davao City is among the four provinces that surrounds Davao Gulf which is considered as a key biodiversity area.              |
| Habitats protected or restored  | 2,730*   | Seedlings | BCF Cebu 1 in Tabok, Mandaue City and Cebu 2 in San Fernando, Cebu City conducted tree planting and nurturing activities in the areas identified to be with high biodiversity value. All the seedlings planted are native species. |
| IUCN Red List species and national conservation list species with habitats in areas affected by operations                                | 0        | -         | The company has no operations affecting the habitats of species listed in IUCN Red list species and national conservation list species.  |

Note:

\*For BCF Cebu 1 and Cebu 2, Phase 1 of the total number of seedlings committed is 36,000. However, due to the pandemic, only 2,730 were planted this 2020. The remaining seedlings will be planted once tree planting activities are allowed by the COVID-19 Inter-Agency Task Force (IATF).

- Data covers information on manufacturing facilities from BCF-PH

- The company will expand its reforestation activities across the region during Phase 2

| Impact and Risks: Where they occur, URC’s involvement, stakeholders affected  |
|---|
| <p><b>Impact:</b> Every component of our day-to-day operations interact with the environment such as the extraction of water and raw materials, usage of electricity, effluent discharges, generation of waste, and air</p> |

emissions. These can potentially impact (directly and indirectly) the biodiversity and ecosystem of the areas including the boundaries where our businesses are located.

If these environmental aspects were not managed effectively, it might lead to adverse impacts such as water, air and land-based pollution, contribution to climate change, and scarcity of food and materials.

**Stakeholder:** Employees, Local Communities, LGUs and DENR

**Risks:** URC recognizes that changes in the biodiversity and ecosystems can pose significant threats to the flora, fauna and the people which might result in notable risks such as habitat loss, displacement of species, coral bleaching, and development of diseases in the local communities due to disturbances in the ecosystem. This might also affect business operations in various ways where day-to-day activities might be delayed and halted.

#### **Management Approach for Impact and Risks**

URC acknowledges that our business has an impact on the biodiversity and surrounding ecosystem. Therefore, it is our responsibility to comply with all the environmental laws to ensure that the flora, fauna, employees, surrounding communities, and the environment, are not exposed to any unnecessary amount of hazard due to our business operations. In addition, it is our corporate social responsibility to conduct programs and activities that support conservation efforts, biodiversity preservation, and ecosystems protection.

One component of project SAGWAN (Sustainable Actions and Goals for Water Availability and Neutrality) is the watershed rehabilitation. Through this project, the company adopts watershed reforestation sites near the area where the manufacturing of C2 and water lines of URC are located. This will protect the critical watersheds thus enhancing biodiversity in the area, mitigating the adverse impact of our business processes, and promoting environmental stewardship among the employees and local communities.

To support the company's promise to protect the watersheds, SURE conducts back-to-back tree planting and growing activities annually. In 2020, 1,400 seedlings were planted across different sites. Also, Southern Negros Development Corporation (SONEDCO) adopted 22 hectares of Balicaocao Watershed located in Kabankalan, Negros Occidental.

#### **Opportunities & Management Approach**

URC recognizes that there is a need to integrate biodiversity and ecosystems management into business policies, strategies, and operational processes. In addition, there is still a need to expand the company's conservation efforts and improve the programs and activities that promote biodiversity and ecosystems protection. These will raise awareness among the employees through shared activities to protect the ecosystems. There is also the chance to build a strong relationship and camaraderie with the local communities, government agencies, and LGUs.

## **Environmental Impact Management**

### Air Emissions

#### GHG

| <b>Disclosure</b>                             | <b>2020</b> | <b>2019</b> | <b>Units</b>             |
|---|-------------|-------------|--------------------------|
| Direct (Scope 1) GHG Emissions                | 224,711     | 239,035     | Tonnes CO <sub>2</sub> e |
| Energy indirect (Scope 2) GHG Emissions       | 237,099     | 254,208     | Tonnes CO <sub>2</sub> e |
| Emissions of ozone-depleting substances (ODS) | 23.72       | 30.28       | Tonnes                   |

Note:

- Direct (Scope 1) and Energy indirect (Scope 2) GHG Emissions covers information on manufacturing facilities from BCF-PH, BCF-INT and Flour
- ODS data covers BCFG-PH manufacturing facility only
- The refrigerants consumed by the plants include R22 / Freon, R134a, R404, R407, R410a, R507
- R22 and R11 will be phased out consistent with the phase-out schedule set by DAO 2013-25. In 2020, we have reduced the consumption of these type of refrigerants by 23.6%. Main contributors to these are the replacement of old Air Conditioning Units that uses R22 and R11. In addition, as part of the company's efforts in reducing the ODS usage, we are transitioning to centralized chiller systems to maintain only 1-4 types of ODS across different plants through Project JAGUAR.
- GHG Protocol requires that CO<sub>2</sub> emissions from biomass are tracked separately from fossil CO<sub>2</sub> emissions. Thus, Biomass CO<sub>2</sub> emissions from BCF Vietnam are not included in the overall CO<sub>2</sub>-equivalent emissions inventory
- 2019 data was restated to be consistent with the new conversion factors based on GHG Protocol and global standards.

This serves as an erratum.

|   |
|---|
| <b>Impact and Risks: Where they occur, URC's involvement, stakeholders affected</b>   |
| <p><b>Impact:</b> Our air emissions are directly related to our energy consumption. GHG emissions from our operations contribute to the overall amount of greenhouse gases sourced from anthropogenic activities, which is the single most significant driver of climate change. URC recognizes energy as part of our materiality, and this will have a positive impact to the organization and the environment, resulting not only in regulatory compliance but also reduced carbon footprint, lower production cost, and significant savings on operational expenditures (OPEX).</p> <p><b>Stakeholder:</b> Employees, government, suppliers and community</p> <p><b>Risks:</b> URC recognizes that the risks associated with climate change are numerous: increased temperature and droughts, stronger typhoons, reduced water aquifers, and agricultural yields. All of these impact the operational activities of the company in various ways. Tracking GHG emissions helps the company better understand its contribution to climate change. This also affects the company's assessment of its climate-related risks. The efficient usage of electricity and fuel reduces operational costs for all business units.</p> |
| <b>Management Approach for Impact and Risks</b>   |
| <p><b>Direct Operations:</b><br/>Our management approach towards natural resources is to embed it in the way we operate. Our imperative towards LEAN Manufacturing under our Supply Chain Transformation strategy aims to lower production waste, reduce GHG emissions, and optimize the use of our natural resources. In 2019 we piloted LEAN manufacturing in key manufacturing facilities in our Philippine operations under the Branded Foods Business. Eventually this will be replicated across our manufacturing footprint in the region.</p> <p><b>Mobility:</b><br/>We are also on the verge of doing a supply network redesign across the Philippines and some facilities in the region, and this will affect our roadmap towards completing our scope 1 and scope 3 carbon footprint and emissions management across our operations.</p> <p><b>Scope 1 to Scope 3 Management:</b><br/>Our roadmap to complete our scope 1 and 2 emissions management is until 2025, while scope 3 will be until 2030. Baseline activity for Scope 3 began in 2020.</p>   |
| <b>Opportunities &amp; Management Approach</b>  |
| <p>Together with our parent company, JG Summit Holdings Inc., we are exploring opportunities to influence power generation facilities to provide more competitive prices for renewably produced energy. Internally,</p>   |

we've started our investments towards renewable energy sources like solar in one of our biggest facilities in the Philippines. For our AIG operations, two farm facilities are using a biogas digester to collect methane gas and organic fertilizer and convert it to fuel to generate electricity. URC also has an existing Biomass-Fired Power Cogeneration Plant that can generate electricity using bagasse, a by-product of sugar milling, as fuel.

### Air Pollutants

| Disclosure                           | 2020<br>MT | 2019<br>MT |
|--------------------------------------|------------|------------|
| NOx                                  | 34.99      | 29.19      |
| SOx                                  | 91.75      | 167.65     |
| Persistent organic pollutants (POPs) | *          | *          |
| Volatile organic compounds (VOCs)    | *          | *          |
| Hazardous air pollutants (HAPs)      | *          | *          |
| Particulate matter (PM)              | 20.54      | 22.06      |

Note:

\*URC's boilers, genset and vehicles undergo mandatory emission testing as mandated by the DENR and LTO. Moving forward, URC would evaluate and determine appropriate monitoring process as part of the continuous alignment with the Clean Air Act.

- Data covers information from air pollution sources equipment (APSE) specifically from the boilers of BCF-PH, with air emission test result expressed in MT/year and were conducted by a DENR Accredited Laboratory. The company will cover all the APSE including the generator sets and company vehicles as soon as DENR EMB releases the policy on Mass Emission Rate Standards (MERS) for Stationary Sources and once the Scope 3 of GHG Inventory is established, respectively.

- Per National Emission Standards for Source Specific Air Pollutants, our emission test result is within the set standard of DENR EMB.

- The 2019 data submitted was restated to show the accurate view of the air pollutants generated by BCF PH based on the emission test result conducted by a Third Party DENR EMB Accredited Laboratory.

This serves as an erratum.

#### **Impact and Risks: Where they occur, URC's involvement, stakeholders affected**

**Impact:** GHG emission from our operations contribute to the overall amount of greenhouse gases sourced from anthropogenic activities which is the single most significant driver of climate changes. Air pollutants can impact the health of our employees and public health in general. Therefore, workplace safety and productivity will also be impacted.

**Stakeholder:** Employees, Communities, General public

**Risks:** We recognize air pollutants pose risks to public health and employees which would result in grievances and complaints from labor unions, the general public, and environmental activists.

#### **Management Approach for Impact and Risks**

URC has aligned its standards based on the Clean Air Act. Our fuel burning assets such as genset, vehicles, and other machinery are regularly maintained and checked to ensure that they are working efficiently.

#### **Opportunities & Management Approach**

Improving the efficiency of URC's processes and systems toward resource efficiency and cleaner production via better technology and process enhancement can provide continuous opportunities to offset our air pollution.

Solid and Hazardous Wastes

Solid Waste

| Disclosure                         | 2020    | 2019   | Units  |
|------------------------------------|---------|--------|--------|
| Total solid waste generated        | 152,687 | 43,248 | Tonnes |
| Recyclable                         | 126,072 | 16,514 | Tonnes |
| Incinerated                        | 0       | 0      | Tonnes |
| Residual/Landfilled                | 20,319  | 21,416 | Tonnes |
| Composted/Biodegradable/Renewables | 6,296   | 5,318  | Tonnes |

Note:

- 2019 data covers information from manufacturing facilities of BCF-PH only. Self-Monitoring Report (SMR) submitted by the plants were used as the basis for performance. However, a Waste Analysis and Characterization Study (WACS) was conducted during the year which resulted in better capture of the waste profile of the plants and for analysis. The 2019 data submitted was restated to show the accurate view of total solid wastes generated. The data source is now based on the Solid Waste Monitoring (SWM) Report of 2019. This serves as an erratum.
- 2020 data covers information from manufacturing facilities of BCF-PH, BCF-INT (Malaysia only) and Flour operations. The data source is from the SWM which shows BCF-PH decreased by 3% vs 2019 in terms of total generation, influenced also by the 13% drop in volume produced vs. 2019. Flour and Malaysia contributed 71% and 2% of the wastes generated respectively. Flour was able to recycle 99% of their solid wastes primarily composed of bran and pollard.
- Recyclable (biodegradable and non-biodegradable) wastes are sold as scrap or returned to the recycling stream
- Biodegradable wastes like coffee grounds and spent tea leaves are used as fuel for boilers

Hazardous Waste

| Disclosure                                  | 2020 | 2019 | Units  |
|---|------|------|--------|
| Total weight of hazardous waste generated   | 275  | 176  | Tonnes |
| Total weight of hazardous waste transported | 139  | 57   | Tonnes |

Note:

- 2019 data covers information on manufacturing facilities from BCF-PH. The data was restated to include waste oil from the resubmitted solid waste report. This serves as an erratum.
- 2020 data covers information on manufacturing facilities from BCF-PH and Flour.
- We follow the definition of hazardous waste per DENR Administrative Order (DAO) 2013-22 Revised Procedures and Standards for the Management of Hazardous Wastes. It is defined as substances that are without any safe commercial, industrial, agricultural or economic usage and are shipped, transported or brought from the country of origin for dumping or disposal into or in transit through any part of the territory of the Philippines. It includes by-products, side products, process residues, spent reaction media, contaminated plant or equipment or other substances from manufacturing operation sand as consumer discards of manufactured products which present unreasonable risk and/or injury to health and safety and to the environment.
- Wastes are kept monitored and secured in the facility until such time it is scheduled to be transported for treatment by the licensed transporter and treater of the DENR

| Impact and Risks: Where they occur, URC's involvement, stakeholders affected  |
|---|
| <p><b>Impact:</b> The company recognizes that improperly handled waste can result in adverse environmental impact and regulatory sanctions.</p> <p><b>Stakeholder:</b> Employees, Communities, General public</p> |

**Risks:** URC recognizes that leakages in the waste management system can create a variety of hazards, from being a source of health problem, aesthetic nuisance, to being a source for ecosystem contamination. Unlawful discharges of hazardous waste into various land and water bodies can pollute the water table and affect the drinking water supply of many communities living within the vicinity. Unlawful discharges by third party contractors can result in fines or sanctions for business units. Other stakeholders affected include the government, waste pickers, and exposed communities.

**Management Approach for Impact and Risks**

Managing our production waste like effluents and other types of waste has been embedded in the way we operate in line with our compliance to local government and our social responsibility to communities where we operate. Waste haulers are adequately screened to ensure that they are DENR accredited before we engage their services. Designated staff, pollution control officers, and key employees are trained and tasked to manage waste in all aspects, including facilities, equipment, and employee engagement. Hazardous waste is transported and treated in a DENR accredited treatment, storage, and disposal (TSD) facility. We started our waste profiling using Waste Analysis and Characterization Study (WACS) to push zero waste to landfill in the near future as well as extract more value from waste for circular economy purposes. We are still getting baseline numbers while conducting WACS and implementing policies on waste management. For BCFG PH, we already started monitoring the waste to landfill. As a collective unit, we commit to effectively initiate and support efforts to manage waste and reduce its generation while ensuring that it does not end up in landfills as well as waterways and oceans which has been a visible issue around the world.

The total solid waste generated was reduced by 3% from 2019 to 2020 for BCF PH. Waste to landfill improved by 5% due to the increase in recovery of biodegradables (+3%) and renewables (+3%). In addition, co-processing partnership with Cemex to divert plastic laminates from landfills was implemented.

In 2020, we had an increase in total hazardous waste due to BCFG-PH Cebu 2 commissioning of new line. The quantity of hazardous waste transported also increased as a result of carryover from 2019, the remaining volume on-site is expected to be transported and treated by Quarter 3 of 2021. While waiting for the scheduled transportation and treatment by the accredited DENR transporter and TSD facility, all hazardous wastes are stored in designated hazardous waste storage facilities. These controlled facilities are designed in compliance to DAO 2013-32: Revised Procedure and Standards for the Management of Hazardous wastes. Wastes are kept monitored and secured in the facility until such time it is scheduled to be transported for treatment by the licensed transporter and treater of the DENR.

Furthermore, as part of the company's efforts in reducing food wastage and the goal of zero waste to landfill, Project DELIVER (Delighting Lives with Essential Resources), donated unsold yet edible products to many marginalized families in the country. In 2020, URC through the partnership with Philippine Food Bank Foundation, Inc, distributed 2,616 cases containing various food and beverage products of URC to 46 beneficiary institutions in NCR (36) and Bacolod (10).

**Opportunities & Management Approach**

Proper management encourages cost-efficiency and ensures sanitary operations since we produce snack foods and beverages. Waste management will manage our risk in both reputation and regulatory as we ensure that we operate in the highest standards in food safety as well as guaranteeing harmony with the local government and communities in areas where we operate. Increasing pressure to clean up marine litter provides URC the opportunity to look at their waste management systems to see how segregation and recovery can be improved. The company can seek out collaborative projects on waste management that include community engagement and linking with local recyclers to seize opportunities in scaling up partnerships with these stakeholders. Some business units have pilot projects that target each component of the solid waste that they produce to reduce, recover, or upcycle waste as much as possible.



Effluents

| Disclosure                       | 2020      | 2019                       | Units        |
|----------------------------------|-----------|----------------------------|--------------|
| Total volume of water discharges | 2,358,326 | 2,862,315                  | Cubic meters |
| Percent of wastewater recycled*  | 0.45%     | Full data not yet captured | %            |

Note:

- Data covers information on manufacturing facility from BCF-PH, BCF-INT and Flour

\*Several BCFG plants have started the practice of using recycled water in its non-critical process areas like watering of plants, for toilet flushing and for the cooling towers.

| Impact and Risks: Where they occur, URC's involvement, stakeholders affected  |
|---|
| <p><b>Impact:</b> Effluents can contaminate water supply if ineffectively treated or improperly disposed. The company recognizes that improperly handled effluents can result in regulatory sanctions.</p> <p><b>Stakeholder:</b> Employees, Communities, General public</p> <p><b>Risks:</b> As a food and beverage business, water holds an essential value in the sustainability of the company. We recognize that the risks in discharging contaminated water can pose significant threats to communities and other stakeholders directly or indirectly affecting our social license to operate.</p>  |
| Management Approach for Impact and Risks  |
| <p>Managing our production waste like effluents and other types of waste has been embedded in the way we operate in line with our compliance to local government and our social responsibility to communities. The Company is continually complying with environmental laws and regulations, such as the wastewater treatment plants as required by the Department of Environment and Natural Resources (DENR) to lessen the effect of these risks. We ensure that 100% of our wastewater is being treated in accordance with the requirements of DENR before discharging to any water bodies. We have wastewater treatment facilities in place across all our business operations to treat used water before discharging them. We also employ the use of recycled water and implement conservation efforts by improving employee practices. In 2019, we had investments in the use of steam hopper, rotameter of confectionery lines, reuse of softener backwash, and recycling of WWTP (wastewater treatment plant) effluent.</p> |
| Opportunities & Management Approach   |
| <p>Proper management encourages cost-efficiency and ensures sanitary operations since we produce snack foods and beverages. Effluent management will manage our risk in both reputation and regulatory as we ensure that we operate in the highest standards in food safety as well as ensuring harmony with the local government and communities in areas where we operate.</p>  |

Environmental Compliance

Non-compliance with Environmental Laws and Regulations

| Disclosure   | 2020 | 2019 | Units |
|--|------|------|-------|
| Total amount of monetary fines for non-compliance with environmental laws and/or regulations | 0    | 0    | PHP   |
| No. of non-monetary sanctions for non-compliance with environmental laws and/or regulations  | 0    | 0    | #     |
| No. of cases resolved through dispute resolution mechanism                                   | 0    | 0    | #     |

Note:



The company or any of its subsidiaries is not a party to, and its properties are not the subject of, any material pending legal proceedings involving fines or non-monetary sanctions that could be expected to have a material adverse effect on the Company's financial position or results of operations.

|  |
|--|
| <b>Impact and Risks: Where they occur, URC's involvement, stakeholders affected</b>  |
| <p><b>Impact:</b> URC recognizes that environmental compliance is essential to ensure that affected stakeholders, including employees, surrounding communities, and the environment, are not exposed to any unnecessary amount of hazard due to our business operations. Environmental compliance is hygienic towards responsible resources management materiality and our 2030 commitments, which is essential in securing our social license.</p> <p><b>Stakeholder:</b> Employees, Management, Communities, General public</p> <p><b>Risks:</b> We recognize risks of sanctions from local and national regulations as well as standards imposed by permit officials is an ever-present risk if business activities are not monitored well.</p>   |
| <b>Management Approach for Impacts and Risks</b>   |
| <p>Over time, we have continued to enhance the overall approach in our environmental compliance through our strategic cadences. This is led by URC's Operational Governance and Sustainability Group, ensuring all our facilities are compliant, which is also a cross-functional requirement for our business continuity planning.</p> <p>As a publicly listed company, we fully comply with the regulations of the countries where we operate and sell our products to, as well as any conditions required by our customers. In our home market, we are continuously monitoring our performance based on environmental regulations put forward by the Philippine Department of Environment and Natural Resources (DENR), National Water Resources Board (NWRB), and the pertinent City or Municipal Environment and Natural Resources Office (CENRO/MENRO). Aside from these, we also seek to comply with the requirements of energy regulatory bodies such as the Department of Energy (DOE) and the Energy Regulatory Commission (ERC). Our environmental compliance is evaluated based on governing laws and requirements prescribed by our regulators, including but not limited to the Philippine Clean Water Act (Republic Act No. 9275); Clean Air Act (R.A. No. 8749); Ecological Solid Waste Management Act (R.A. No. 9003); Toxic Substances and Hazardous and Nuclear Wastes Control Act (R.A. No. 6969); Pollution Control Law (R.A. No. 3931, as amended by Presidential Decree 984); the Environmental Impact Statement System (P.D. No. 1586); and the Laguna Lake Development Authority (LLDA) Act of 1966 (R.A. No. 4850). Our Environmental Compliance Certificates (ECCs) fulfill the requirements of Presidential Decree No. 1586, under DENR Administrative Order No. 2003-30. Given that we generate renewable energy and sell our excess power supply, we also comply with the Renewable Energy Act (R.A. No. 9513) and the Electric Power Industry Reform Act (R.A. No. 9136).</p> |
| <b>Opportunities &amp; Management Approach</b>   |
| <p>Improving in-house audits and other internal capabilities can mitigate the risk of non-compliance. Investing in training and monitoring capabilities not only of designated compliance teams but all employees can help correct any issues faced by business units. Employing third-party consultants can also help URC improve their overall compliance system.</p>  |

**SOCIAL**

**Employee Management**

Employee Hiring and Benefits

Employee Data

| Disclosure  | Quantity | Units |
|---|----------|-------|
| Total number of employees                           | 14,260   | #     |
| a. Number of female employees                       | 4,487    | #     |
| b. Number of male employees                         | 9,773    | #     |
| Attrition rate**                                    | 7.23     | %     |
| Ratio of lowest paid employee against minimum wage* | 1:1      | Ratio |

Note:

\*The ratio is based on the comparison between the wage of the lowest paid employee (base fare) and the minimum wage on the specific region. URC is compliant with the minimum wage requirement. Other compensation provided to regular employees are indicated in the table below.

\*\*Attrition rate = total voluntary turnover of current year/average total no. of employees of current year (this already includes new hires for the year)

- The information covers the total number of URC regular employees as of December 31, 2020

- Ratio of lowest paid employee against minimum wage is based on significant location of operation of BCF-PH.

Employee Benefits

| List of Benefits*  | Y/N | Type of Data | % of Female Employees | % of Male Employees |
|--|-----|--------------|-----------------------|---------------------|
| SSS  | Y   | Covered      | 100%                  | 100%                |
| PhilHealth   | Y   | Covered      | 100%                  | 100%                |
| Pag-ibig   | Y   | Covered      | 100%                  | 100%                |
| Parental leaves  | Y   | Covered      | 100%                  | 100%                |
| Vacation leaves  | Y   | Covered      | 100%                  | 100%                |
| Sick leaves  | Y   | Covered      | 100%                  | 100%                |
| Medical benefits (aside from PhilHealth)                               | Y   | Covered      | 100%                  | 100%                |
| Housing assistance/ Provision for Staff Houses (aside from Pag-ibig)** | Y   | Availing     | 1%                    | 1%                  |
| Retirement fund (aside from SSS)                                       | Y   | Covered      | 100%                  | 100%                |
| Further education support (company loans for education)                | Y   | Covered      | 100%                  | 100%                |
| Company stock options***   | Y   | Availing     | 0.1%                  | 0.1%                |
| Telecommuting  | Y   | Availing     | 33%                   | 9%                  |
| Flexible-working Hours****   | Y   | Availing     | 21%                   | 4%                  |
| (Others)   |     |              |                       |                     |
| Group Life Insurance   | Y   | Covered      | 100%                  | 100%                |
| Christmas Package  | Y   | Covered      | 100%                  | 100%                |

|  |   |         |      |      |
|--|---|---------|------|------|
| Subsidies for motivational programs such as company outing, Christmas party, sports fest, and family day | Y | Covered | 100% | 100% |
| Company Loans for Emergencies  | Y | Covered | 100% | 100% |
| Special Leaves such as Emergency and Nuptial Leave   | Y | Covered | 100% | 100% |

Note:

- \* The information covers the total number of URC PH regular employees
- \*\* Data on housing assistance are only applicable to selected AIG and SURE employees
- \*\*\*Company stock options are only applicable to select executive officers
- \*\*\*\*Flexible working hours are only applicable to employees working in the head office

|   |
|---|
| <b>Impact and Risks: Where they occur, URC’s involvement, stakeholders affected</b>   |
| <p><b>Impact:</b> Our employees serve as the foundation of our value creation given that our success was built by different generations of employees who have been passionate in ensuring that we delight our consumers.</p> <p>Through hiring and provision of competitive benefits, URC employees are better able to cover their cost of living, perform roles outside the workplace, afford better quality of life, and stay longer in the company.</p> <p><b>Stakeholder:</b> Management, Employees</p> <p><b>Risks:</b> Given the nature of our business which is manufacturing, our priority is to ensure a safe, efficient, and engaging work environment for our employees.</p> |
| <b>Management Approach for Impact and Risks</b>   |
| <p>We seek to engage and empower our employees towards high performance and growth. We strengthen our people by equipping them with capabilities on how to respond to change, opportunities, and address specific business challenges. URC complies with and goes beyond the government mandated benefits. To manage and further develop our pool of talent, URC implements SuccessFactor, a company-wide talent management platform for all our employees. To promulgate employee engagement, we also conduct Annual Pulse Surveys where employees can voice their concerns and provide feedback on their employee experience.</p>   |
| <b>Opportunities &amp; Management Approach</b>  |
| <p>URC sees opportunity to differentiate itself as an employer from other desirable companies in the country. Grievance mechanisms and numerous communication channels, such as town hall meetings, are made available to employees. This allows URC to capture the other dimensions of employee satisfaction, such as professional development.</p>  |

Employee Training and Development\*

| Disclosure                                   | 2020    | 2019    | Units          |
|--|---------|---------|----------------|
| Total training hours provided to employees   | 317,263 | 492,389 | hours          |
| Average training hours provided to employees | 23      | 35      | hours/employee |

Note:

- \*The information covers the total number of URC regular employees who underwent training in 2020
- No breakdown between male and female in 2020. However, part of the plan moving forward is to monitor per gender

**Impact and Risks: Where they occur, URC's involvement, stakeholders affected**

**Impact:** We understand that continuous training and provision of growth opportunities should be valued.

It will create an interconnected benefit for the individual employee as well as for the company. The organization can benefit through it as it increases the possibility of attracting highly capable employees, improving employee loyalty, satisfaction and performance standards as well as discovering areas for improvement.

**Stakeholder:** Employees

**Risks:** Inadequate training will negatively impact workforce productivity and quality of service. On the other hand, employees may leave and choose better opportunities elsewhere after getting sufficient training.

**Management Approach for Impact and Risks**

Our passion is to take care of our employees in the areas relevant to them, such as training, career development, and workplace health and safety. The URC brand of leadership development is aimed to build capability from personal leadership to guiding individuals and teams and in managing the business. The training provided to the employees covers across the business unit within the company, including the domestic and international operations.

In our People commitment starting with our employees, we achieved an average of 23 training hours per employee across the entire organization. We continue to adapt to new methods of learning engagement as we face the new normal brought about by the COVID-19 pandemic. Last March 2020, we released the URC University Virtual Learning Plan with the objective to help our employees cope with a range of uncertainties and realities that require learning new skills through the different learning content that they can freely and easily access anytime, anywhere. As we offer Sustainability Learning Series on COVID-19, and other functional learning sessions through the online platform, we have seen a significant increase in the number of accounts activated as of December 2020 which is at 82%. From the 2,501 active accounts, 98% or 2,439 learners are actively accessing and completing courses.

In addition to our virtual learning initiatives, we continued to future proof the business through the following leadership capability-building programs anchored on core values and leadership competencies:

- Excellerate, a learning journey of self-discovery and personal mastery, giving our senior leaders a holistic view of who they are and what they can become as “individuals”, as “leaders of teams”, and as “business leaders”.
- Leadership Excellence and Advancement Development (LEAD), a development program designed for Middle Managers that focuses on developing a “coaching culture” in the next 2-3 years.
- Leadership Enrichment and Advancement Program (LEAP), a development program designed for Managers and Supervisors that focuses on basic management skills, better conversations, and team development.

These programs are uniquely designed and modified to cater to the enhancement of employees in order to increase value in the company. The programs are not just a physical facility but a foundation built with the collection of leadership and skilled curriculum. It is based on a well-designed framework that aligns the learning needs of the employees with the requirement of the business.

| Opportunities & Management Approach  |
|--|
| <p>URC sees an opportunity to differentiate itself as a company that equips its employees with skills and work experience that make them competent. In partnership with our external vendors and internal subject matter experts, we can both develop the leadership and functional skills of our employees supporting their holistic growth in the company. The availability of our online learning platform can also give them real-time skilling anytime, anywhere.</p> |

Labor-Management Relations

| Disclosure   | Quantity | Units |
|--|----------|-------|
| % of employees covered with Collective Bargaining Agreements                           | 38       | %     |
| Number of consultations conducted with employees concerning employee-related policies* | 10       | #     |

Note:

-The information covers the total number of URC regular employees

\*For the year 2020:

One (1) collective bargaining agreement was signed and concluded with the labor union in URCI - PUK SPAI-FSPMI PT URC INDONESIA

Three (3) Collective Bargaining Memorandum of Agreement were signed with the labor unions which are as follows: URC SURE – (a) Nagkahiusang Namumuno sa URSUMCO National Federation of Labor (NAMA-URSUMCO-NFL), (b) Philippine Agricultural Commercial and Industrial Workers’ Union – Trade Union Congress of the Philippines (PACIWU-TUCP) URC CARSUMCO R&F Union, (c) National Congress of Unions in the Sugar Industry of the Philippines – Trade Union Congress of the Philippines (NACUSIP-TUCP) URC CARSUMCO Supervisors Union.

Six (6) on-going negotiations with the labor unions which are as follows: URC SURE - (a) URC PASSI RANK AND FILE EMPLOYEES UNION – FEDERATION OF FREE WORKERS (URCPRF-FFW), (b) URC Passi Supervisor’s Independent Union - Federation of Free Workers (URCPSIU-FFW), (c) URSUMCO Supervisory Union – Congress of Independent Organizations - National Congress of Unions in the Sugar Industry in the Philippines (USU-CIO-NACUSIP), (d) SONEDCO Supervisory Union – Congress of Independent Organizations - National Congress of Unions in the Sugar Industry in the Philippines (SSU-CIO-NACUSIP), (e) Philippine Agricultural, Commercial and Industrial Workers Union – URC Distillery Employees Union Chapter (PACIWU – URC Distillery) Distillery R&F Union, new Union. URC BCFG - Meat and Canning Division New Employees and Workers United Labor Organization (NEW ULO)

| Impact and Risks: Where they occur, URC’s involvement, stakeholders affected  |
|---|
| <p><b>Impact:</b> The management communicates with employee unions on employee governance and compensation, benefits and company policies and other union matters. URC is also able to effectively gather employee concerns through its dialogue and partnership with the employees.</p>  |
| <p><b>Stakeholder:</b> CBA covered Employees, Labor Union, Management, Government</p>   |
| <p><b>Risks:</b> If labor unions and URC do not reach an agreement, labor unrest may happen, disrupting the company’s operations and overall productivity. Issues that remain unaddressed may cause employee dissatisfaction and could ultimately result in Department of Labor and Employment (DOLE) exposures and National Labor Relations Commission (NLRC) cases.</p> |

| Management Approach for Impacts and Risks   |
|---|
| <p>Despite the pandemic situation, URC proactively and continually listens to employee concerns during negotiations in order to reach sustainable and practicable agreements to the benefit of all stakeholders.</p> <p>In order to ensure our strong engagement with the union groups, we conduct the following initiatives:</p> <ul style="list-style-type: none"> <li>- Conclude collective bargaining agreement (CBA) between labor unions and the management in a peaceful (i.e. no strike, no lock-out) manner and signed Memorandum of Agreement (MOA) for the three (3) CBAs</li> <li>- On-going negotiations for the 6 CBAs by adapting to the new normal with a combination of virtual and face-to-face meetings following the minimum health protocols</li> <li>- Implemented various employee initiatives to ensure health and safety of the employees in the workplace</li> <li>- Conduct Labor-Management Council meetings</li> <li>- Formed COVID-19 Committee in partnership with the union to ensure strict implementation of COVID-19 Safety Protocols and in handling cases, and in conducting learning sessions</li> <li>- Conduct monthly/quarterly “salo-salo” thru virtual and face-to-face meeting where we promote fellowship between union members and the management. This also serves as a platform to provide updates on any changes in the organization structure, updates on current COVID-19 situation including cases, guidelines and protocols, and Employee Welfare Programs among others.</li> </ul> <p>- Effective management of redundancies and cessation of operations – Robina Farms Bulacan and Antipolo (2 Unions). URC AIG – Robina Farms has a long-standing working Labor-Management Collaboration (LMC) Council. The journey that leads to the cessation of operations and redundancy started months before. Series of meetings and programs were jointly crafted by the Management and the Labor Unions. Constant communication and transparency played a vital role in managing the employees. Immediate processing of their retirement package and after employment assistance – livelihood programs like Kabalikang Village Hub (KVH), helped in the smooth and successful implementation.</p> |
| Opportunities & Management Approach   |
| <p>URC will continue to provide a platform to foster good levels of communication with our CBA covered employees through formal and informal meetings. URC will create a more systematic approach to address concerns raised by our CBA covered employees.</p>  |

Diversity and Equal Opportunity

| Disclosure  | Quantity              | Units |
|---|-----------------------|-------|
| % of female workers in the workforce                          | 31                    | %     |
| % of male workers in the workforce                            | 69                    | %     |
| Number of employees from indigenous communities and/or Sector | currently not tracked | #     |

Note:

- The information covers the total number of URC regular employees

| Impact and Risks: Where they occur, URC’s involvement, stakeholders affected   |
|--|
| <p><b>Impact:</b> Companies that employ a diverse workforce is beneficial to the success of business. By gathering employees with different backgrounds, the company also creates a large pool of strengths, ideas, and perspectives that can provide better innovative solutions which can also cater to a wider range of market.</p> |

|  |
|--|
| <p><b>Stakeholder:</b> Employees</p> <p><b>Risks:</b> Having a homogeneous group, instead of diverse workforce, will cause URC to miss opportunities to gain a competitive advantage over other companies.</p>   |
| <p><b>Management Approach for Impact and Risks</b></p> <p>URC believes in diversity and fairness, elements critical for women to be successful at work. Respect for women begets results from women. URC strictly hires based on competencies required of the position and does not discriminate on race, color, religion, sexual orientation, disabilities. URC adheres to its antidiscrimination policy. We ensure that we observe fair labor practices while upholding equal opportunity and workforce diversity. HR is up-to-date on societal trends influencing the workforce demographic and is positioned to open discussions on complements to hiring based on competencies.</p> |
| <p><b>Opportunities &amp; Management Approach</b></p> <p>URC can provide reasonable, preferential hiring to the vulnerable sector, staying true to our commitment of empowering the organization through our People and Planet Friendly Culture initiatives.</p>   |

Workplace Conditions, Labor Standards, and Human Rights

Occupational Health and Safety

| Disclosure                     | 2020       | 2019       | Units     | Remarks        |
|--------------------------------|------------|------------|-----------|----------------|
| Safe Man-Hours                 | 53,112,585 | 71,280,950 | Man-hours | Total Manhours |
| No. of work-related injuries   | 340        | 539        | #         | FTI+MTI+LTI    |
| No. of work-related fatalities | 0          | 2          | #         |                |
| No. of work-related ill-health | -          | -          | #         |                |
| No. of safety drills           | 79         | 108        | #         |                |

Note:

- Data covers information on manufacturing facilities from BCF-PH, BCF-INT and Flour
- Includes regular employee and third-party employees that are performing work in the workplace that is controlled by the organization
- Number of work-related injuries include First-Aid Treatment Injury (FTI), Medical Treatment Injury (MTI), and Lost-time
- Per Section 4.3 of the Memorandum Circular 2020-022: Suspension of Fire Safety Lectures, Seminars, and/or Workshops, and Fire Drills, released by the Bureau of Fire Protection (BFP) on July 20, 2020, conducting of fire drills were suspended until the community quarantine is lifted in the particular area where our business operates.

|   |
|---|
| <p><b>Impact and Risks: Where they occur, URC’s involvement, stakeholders affected</b></p> <p><b>Impact:</b> An effective environmental, health and safety (EHS) system promotes a healthy and safe working environment which increases workplace satisfaction and productivity among employees. Understanding the high-risk and labor-intensive nature of our domestic and international operations, workplace health and safety (WHS) is crucial to promote employee wellness, prevent work-related accidents, and maintain full compliance with regulatory requirements and industry standards.</p> <p><b>Stakeholder:</b> Employees</p> <p><b>Risks:</b> An ineffective health and safety system could potentially lead to injuries, put lives at risks, damage to properties, and lessen workforce productivity. Furthermore, failure to comply with health and safety standards could cause penalties from regulators, and pose negative impacts on our employee retention and customer reputation.</p> |
|---|



### Management Approach for Impact and Risks

The company implements world class safety culture across One URC through safety initiatives called LIFE (Living in an Incident Free Environment). Guided by the Corporate EHS Team and respective Plant Managers, EHS Engineers ensure that all mandatory compliance requirements enforced by LGU, DOLE, DOH, BFP, DENR-EMB, and LLDA are conformed.

Project T.L.C. (Training, Leading and Coaching) provides various training in order to empower our Environmental and Safety Leaders on operational control programs as well as to equip them on the requirements needed for the certification of Pollution Control Officers, Safety Officers and Radiation Protection Safety Officers. In 2020, URC held its first virtual Sustainability Awards. The LIFE Excellence Award in Safety recognizes how the plant embraces a Safety Culture which resulted in achieving exemplary performance for Safety, while the GREEN Awards recognizes the best performance in the areas of Sustainability.

To strengthen the safety awareness through visual management, Juan Life Saving Rules (LSR) was launched in 2017 and currently, changes were being implemented to adapt current risk per reported accidents in the plant. Accordingly, the Behavior-Based Safety (BBS) program promotes positive safe behavior in the work place. Currently, unsafe acts in violation to COVID-19 protocols have yet to be implemented across the plants.

In 2020, COVID-19 has fundamentally changed the way we live and our ways of working. As early as February 2020, URC has developed guidelines on the preparedness and response to COVID-19. Since the lockdown in March 2020, we have been consistently implementing group-wide health and safety programs to safeguard the health and safety of the employees, business partners and the communities where we operate. To mitigate the impact of COVID-19, work-from-home arrangements were implemented to office-based employees while the essential workforce was strictly monitored thru daily mandatory health and travel declaration form (HTDF) across One URC. All employees working onsite were required to strictly adhere to the COVID-19 Guidelines and Protocol such as social distancing, use of face shield and facemask, frequent handwashing and use of alcohols, etc. Furthermore, suspect, probable, and confirmed cases were required to use their leave credits and undergo fourteen (14) days strict self-quarantine. Consequently, RT-PCR testing was provided to regular employees and its dependents through the COVID CARE program of JGS. The program of JGS also provides telemedicine services to third-party employees. The company with the support of JGS has also partner hospitals to accommodate emergency COVID-19 cases. Teleconsultation services were also offered to both probationary and regular employees and their dependents to allow them to connect directly with highly experienced health professionals via phone, instant messaging and e-mail, whichever is most convenient. Moreover, the URC Health mobile application was launched to automate the contact tracing and social distancing protocols using smartphones.

In addition, we ensure that every Juan is connected and stay updated on the latest development on the COVID-19 situation. In April 2020, we conducted Integrated COVID-19 Mandatory Training to every employee through the URLearning portal. The company also conducted Sustainability Learning Sessions, a series of webinars intended to look at some of the emerging impacts of the COVID-19 pandemic on the planet, people and places we work. The series was launched airing 13 sessions, having invited expert speakers from different fields to shed light on the wide range of issues and responses to the unprecedented COVID-19 crisis.

Furthermore, informational series for COVID-19 called InfoCOV and InfoVAX were released weekly through our online portals. These provide latest information on COVID-19 as well as guidance from verified sources regarding the latest updates on the vaccines and immunization programs.



JGSHI's Corporate EHS also conducts monthly monitoring of lost-time accidents (LTA), Medical Treatment Cases (MTC), and First Aid Case (FAC) as well as periodic site visits, inspections, and assessment. The parent company also conducts regular EHS Trainings for the employees. In 2019, JGSHI held its first Safety Milestone (SMile) Awards where JGSHI recognized the efforts of the various strategic business units who contributed significantly in establishing the culture of safety at work.

Across the business units, we regularly monitor work-related accidents and check the WHS factors in our operations, and conduct hazard identification and risk assessment (HIRA) aligned to the development and establishment of Occupational Health and Safety Assessment System (OHSAS 18001) and Occupational health and safety management systems (ISO45001:2018). This is in compliance with the policies of the Department of Labor and Employment's Bureau of Working Conditions (DOLE-BWC).

We develop programs that mitigate any risk and ensure that the safety of the employees is prioritized across all the business operations. We have security manuals that are implemented and regularly reviewed to ensure the security, safety, health, and welfare of the employees in the workplace.

We also conduct the following specific actions to promote WHS across all our BUs:

1. Issuance of Personal Protective Equipment (PPE);
2. Formation of Health and Safety Committee;
3. Orientation on Workplace Health and Safety;
4. Formation of emergency response training teams;
5. Knowledge transfer and education for all employees on the importance of safety, as conducted by the Quality Assurance departments; and
6. Annual physical examination for all employees.

As part of our approach to WHS, URC also provides health education for all our employees. We conduct educational awareness activities on the prevention and risk control of serious diseases. Counseling and post-traumatic therapy are also provided to our employees on a per need basis.

### Opportunities & Management Approach

URC seeks to improve its integrated Environment, Health and Safety management system focusing on leadership and culture, infrastructure improvement, systems harmonization and capability building. URC promotes the establishment of the EHS Committee, and developing EHS Policy and Programs.

### Labor Laws and Human Rights

| Disclosure  | Quantity | Units |
|---|----------|-------|
| No. of legal actions or employee grievances involving forced or child labor | 0        | #     |

Do you have policies that explicitly disallows violations of labor laws and human rights (e.g. harassment, bullying) in the workplace?

| Topic        | Y/N | If Yes, cite reference in the company policy   |
|--------------|-----|--|
| Forced labor | Y   | Compliance with labor laws is incorporated by reference in Code of Discipline  |
| Child labor  | Y   | Compliance with labor laws is incorporated by reference in Code of Discipline  |
| Human Rights | Y   | <ul style="list-style-type: none"> <li>• Policy on Sexual Harassment</li> <li>• Policy on Health, Safety and Welfare</li> <li>• Corporate Environment, Health and Safety Policy</li> </ul> |

|  |  |
|--|--|
|  | <ul style="list-style-type: none"> <li>• Drug-Free Workplace Policy</li> <li>• Workplace Policy on Prevention Control of HIV and AIDS, Hepatitis B and Tuberculosis</li> <li>• Special Benefits for Women/Magna Carta for Women</li> <li>• Solo-Parent Leave Policy</li> <li>• Whistleblowing Policy</li> <li>• Data Privacy Policy</li> </ul> |
|--|--|

|   |
|---|
| <b>Impact and Risks: Where they occur, URC’s involvement, stakeholders affected</b>   |
| <p><b>Impact:</b> URC respects and follows labor and human rights regulations in the workplace as stipulated by law. Non-compliance or violation of these rights will affect overall sustainability, impact URC productivity, employee retention, and employee engagement.</p> <p><b>Stakeholder:</b> Employees, Management, Government</p> <p><b>Risks:</b> Violation of the rights of the employees will put URC at risk of being penalized, and increase employee turnover</p>   |
| <b>Management Approach for Impact and Risks</b>   |
| <p>URC duly follows the Labor Code of the Philippines and enforces internal policies and the guidelines with respect to labor unions. These policies include the Code of Discipline, and other guidelines on confidentiality, corporate governance, information technology (IT) security, non-competition, special leave benefits for women (per Republic Act No. 9710, or the Magna Carta of Women), sexual harassment (per Republic Ac. No. 7877), and maintaining a drug-free workplace (per Republic Act No. 9165).</p> |
| <b>Opportunities &amp; Management Approach</b>  |
| <p>URC will continue to adhere to highest ethical and lawful conduct in the way it handles its employees.</p>   |

### Supply Chain Management

Do you have a supplier accreditation policy? If yes, please attach the policy or link to the policy:  
 We follow the Supplier Accreditation Policy of JG Summit Holdings Inc. (See Annex 1)

Do you consider the following sustainability topics when accrediting suppliers?

| Topic                     | Y/N | If Yes, cite reference in the supplier policy   |
|---------------------------|-----|---|
| Environmental performance | Y   | Procurement employees are trained on Responsible Sourcing to ensure compliance with the Company’s Policies as well as government rules and regulations. |
| Forced labor              | Y   |   |
| Child labor               | Y   |   |
| Human rights              | Y   |   |
| Bribery and corruption    | Y   |   |

|   |
|---|
| <b>Impact, Stakeholders, &amp; Management Approach</b>  |
| <p><b>Impact:</b> As a food and beverage manufacturer, supply chain management is part of our materiality. The impact of supply chain management affects our entire operations and also our corporate reputation. We recognize the effect towards our ESG status if our practice involves child labor, unfair practice in employment, forced labor, corruption, and negative environmental impacts such as deforestation.</p> |

**Stakeholders:** Smallholder farmers, traders, direct suppliers, shareholders and employees

**Our Management Approach:**

Sourcing as one of the focus areas of URC’s Purposeful Transformation, commits to promote responsible sourcing of raw and packaging materials, demonstrate environmental stewardship and enable sustainable development of communities where we operate. We already work with suppliers that have a strong commitment to sustainability, such as Cargill, Barry Callebaut, Louis Dreyfus Company, and Bunge, and seek to leverage regional procurement as we improve overall supplier management over time.

- In the Philippines, we’ve launched the Sustainable Potato program since 2019, a partnership with the Department of Agriculture where we support potato farmers in Cordillera, Bukidnon and Davao del Sur. We provide the farmers with new variety of seeds to increase farm productivity and income. We are also supporting sugar cane farmers in Negros and Batangas, and recently, corn farmers in Ilocos Sur in partnership with the local government. Through these initiatives we are promoting inclusive growth and fair trade with our stakeholders.
- Internationally, In Vietnam, we support the livelihood of tea farmers. At the same time, in Australia, we continue to strengthen the potato farming industry by sourcing locally while we contribute and promote agronomy to ensure we process only the highest quality of potatoes to meet the expectations of our consumers.
- 100% RSPO in ANZ - we will only use RSPO Certified Sustainable Palm Oil for our iconic Australian products. We are independently audited yearly to maintain the integrity of our RSPO Segregated Certification. Using RSPO Certified Palm Oil ensures that we do not become agents of deforestation, which is the negative environmental consequence of sourcing palm oil.
- In the Philippines, we became an RSPO member last December 2020. This is our first step towards our journey of sustainable sourcing. Through this membership, we can contribute to the promotion of growth and use of sustainable palm oil to protect people, planet, and prosperity and achieve a shared vision of market transformation.

Though this is part of the larger supply chain materiality, which we haven’t released our targets, here are some of the things we are doing to ensure that we promote sustainable agriculture to our stakeholders.

**Supplier Accreditation:** Our company has a dedicated supplier selection team that handles the stringent supplier selection process that meets responsible sourcing criteria. We prefer suppliers that share our values in promoting the responsible production, fair trade practices, and a growing concern for origin.

**Risks, Opportunities, and Management Approach**

|  |
|--|
| <p><b>Risks:</b></p> <ol style="list-style-type: none"><li>1. Reputation Risks</li><li>2. Regulatory Risks</li><li>3. Supply Chain Risks</li><li>4. Market Risks</li><li>5. Governance Risks</li></ol> <p><b>Opportunities:</b></p> <ol style="list-style-type: none"><li>1. RSPO: We see great opportunities in palm oil sourcing in our Asian operations by increasing the proportion of sustainable palm oil sources. In Australia we are 100% RSPO certified. In the Philippines, we became an RSPO member last December 2020. We will secure our RSPO certification and commence our sustainability journey towards 100% RSPO certified in the next five (5) years.</li><li>2. Strategic collaboration with Suppliers: we will revisit our supplier accreditation parameters to</li></ol> |
|--|

deliberately address responsible sourcing in the future based on best practice. We can also work with them directly through joint-business planning as we encourage one another to transform the way we operate towards a more sustainable approach.

3. Execute more inclusive growth engagements with smallholders across the region.
4. The creation of Responsible Sourcing Policy and Supplier Code of Conduct will aid us in fostering sustainability across our supply chain. We will establish a set of standards that will enable us to pursue long-term business relationships with our partners based on responsible practices, transparency, and trust.

**Management Approach:**

Although these are all part of a bigger Supply Chain Materiality strategy, we have already started some initiatives to promote responsible sourcing. Given the complexity of supply chain in our business, we've phased supply chain 1-2 years from now with a more deliberate strategy and clear commitments in line with the SDG.

### Relationship with Community

#### Significant Impacts on Local Communities

##### **Operations with significant impact on local communities: Bike for Good Project**

Baker John, Universal Robina Corporation's (URC) brand of bread, teamed up with GMA Kapuso Foundation for the "Bike for Good" project in December 2020. Through this partnership, 30 beneficiaries from Metro Manila and Rizal, who lost their livelihood or source of income due to the COVID-19 pandemic or typhoons, received a Negosyo starter package (bike and bread products from Baker John) for them to start a community selling business. The chosen beneficiaries are physically able, have the can-do spirit, and are willing to use the bicycle to sell Baker John's bread in their community as a source of alternative livelihood for their family.

**Location:** Metro Manila and Rizal

**Vulnerable groups:** People who lost their livelihood due to the COVID-19 pandemic, as well as residents of Metro Manila and Rizal who have lost their source of income due to Typhoons Rolly and/or Ulysses

**Impact on Indigenous peoples:** No particular negative impacts to indigenous groups

**Community rights and concerns of communities:** The program assists stakeholders to kick off a community selling business which can help them with their livelihood. The project put into action the conglomerate's mission of "making the Filipino lives better".

**Mitigating Measures:** The operations have no significant negative impact, hence it requires no mitigating measures.

##### **Operations with significant impact on local communities: Project Salig**

Project Salig is a program of URC SURE that started in 2019 with the aim to develop partnership with sugarcane planters in districts where URC sugar mills operate. "Salig" is a Visayan word for "trust"; hence, the program aims to create partnership based on trust. In order to gain the trust of planters and make URC

sugar mills their “mill of choice”, the mill endeavors to address major areas of concern for the planters – sugar recovery (LKgTC) and farm yield (tons cane per hectare), turn-around of hauling trucks during the milling season and customer service provision.

Project Salig is composed of the following programs:

1. Planter Partnership - entering into a partnership with sugarcane planters. Under this program, the mill will assist planters to improve the overall sugarcane farming practices so that the end result is an improved farm productivity and income. The program includes educating planters on correct farming practices, use of high yielding sugarcane varieties, access to farming resources that includes farm equipment, hauling logistics, fertilizer, etc. In return, the planter commits to support URC by delivering his canes to the mill.
2. Customer-Centric Culture - planters were, in the past, considered as suppliers of canes only; hence, the mindset is to treat planters the way we would treat all suppliers. The program aims to redirect the mindset towards a culture of partnership where the planters are considered partners in the industry.
3. Plant Efficiency and Sugar Recovery - one of the measures of a good sugar miller is the high LKgTC or the high sugar recovery of the mill which planters will likely patronize. The program is about improving plant efficiency and recovery by undergoing good off-season repair of the equipment and machinery, and investing on equipment that will deliver high performance. This will lead to the production of high-quality products that can command good price.
4. Truck Turn-around - faster turn-around means more canes delivered to the mill, faster harvesting, lower cost in transporting canes, and high utilization of cane hauling trucks. Slow turn-around is caused by a lot of factors such as mill breakdown/stoppages and slow milling rate. The program looks into ways and means of improving turn-around of trucks during the milling season by ensuring good off-season repair, eliminating inefficiencies in the system of receiving and accepting cane deliveries, and increasing milling rate by installing new equipment.
5. One Stop Shop (OSS) - this program is designed to create a hassle-free, friendly, value-adding system when planters transact with the mill.

All of the above leads to one thing - making URC mills the mill of choice of planters.

**Location:** The project was implemented in all URC sugar mills across the country – Negros Occidental, Negros Oriental, Iloilo, Batangas and Cagayan Valley

**Vulnerable groups:** local small/marginal sugarcane farmers, especially the agrarian reform beneficiaries

**Impact on Indigenous peoples:** No particular negative impacts to indigenous groups

**Community rights and concerns of communities:** The project provides technical and, at times, financial assistance to sugarcane planters to improve their farm productivity, increase sugar recovery, and enhanced customer service. This delivers a long-term impact to the lives of the sugarcane farmers. By partnering with the mill, the planter will have access to various assistance programs such as technical seminars on good farming, access to high yielding variety sugarcane, farm equipment and hauling services, and financial loans.

**Mitigating Measures:** The program and its execution have no significant negative impact; hence, requires no mitigating measures.

### Operations with significant impact on local communities: Flourish Pilipinas

In partnership with the Department of Education (DepEd), the Flour Division of the company has developed Flourish Pilipinas in 2018 to provide support to public school teachers and students by increasing accessibility to a wide range of multimedia tools that are more interactive, standardized, and cost-effective. In 2020, we have transformed the face-to-face training on effective use of Bread and Pastry Production Multimedia Toolkit for Teachers to an online learning platform in compliance to the safety protocols being followed during the COVID-19 pandemic.

The online training scheduled September 18 and 25, 2020 has been attended by twenty (20) Senior High School Teachers identified by the DepEd Regional Office. While only 20 participants were accommodated during the live training, recorded training videos may be accessed by all BPP Teachers on a Moodle platform for one year.

**Location:** Baking Demo for DepEd Teachers - Baker John Academy in Quezon City  
Participants joined the online training via Google Meet

**Vulnerable groups:** Teachers and students in public schools across the Philippines

**Impact on Indigenous peoples:** No particular negative impacts to indigenous groups.

**Community rights and concerns of communities:** The training of these teachers under the Flourish Pilipinas Project is the next step of the pioneering efforts to support the country's baking industry and enhance the skills of bakers and would-be bakers.

**Mitigating Measures:** The operations have no significant negative impact, hence it requires no mitigating measures.

### Operations with significant impact on local communities: Sustainable Potato Farming (URC)

URC partnered with the Department of Agriculture to implement Sustainable Potato Program to help the local farmers increase their yield and scale-up productivity. URC provided high quality Granola potato seeds from Canada as farm inputs to selected potato farming communities.

URC has distributed 270 metric tons (MT) of Granola potato seeds to 643 farmers from select cooperatives in the Cordillera Administrative Region, Davao del Sur and Bukidnon since the program started in 2019. The high yielding quality seeds continue to provide livelihood to the farmers. A portion of the harvest was sold and provided Php125,000 income per farmer. The other portion was kept as seeds to sustain the next farming cycle.

**Location:** Benguet, Mt. Province, Bukidnon and Davao del Sur

**Vulnerable groups:** local small-scale farmers

**Impact on Indigenous peoples:** No particular negative impacts to indigenous groups

**Community rights and concerns of communities:** The program allows the stakeholders to exercise their rights to have access to a means of livelihood. It delivers long-term impact to the lives of our local Potato farmers in different regions. The Program put into action the Conglomerate's mission of "making the Filipino lives better".

**Mitigating Measures:** The operations have no significant negative impact, hence it requires no mitigating measures.

### **Operations with significant impact on local communities: Relief Activities during the COVID-19 Pandemic**

Project SHIELD (Strategic Hazard Intervention in Eliminating Lethal Disease) through the Gokongwei Brothers Foundation (GBF) distributed 117,280 pieces of reusable face shields to 26 hospitals in Metro Manila. They distributed the face shields to, among others, the Research Institute for Tropical Medicine, Philippine General Hospital, Lung Center of the Philippines, Philippine Heart Center, San Lazaro Hospital, Rizal Medical Center, East Avenue Medical Center, The Medical City and Chinese General Hospital.

**Location:** Metro Manila

**Vulnerable groups:** front line workers and hospital staff

**Impact on Indigenous peoples:** No particular negative impacts to indigenous groups

**Community rights and concerns of communities:** The project provides face shields for medical workers including JGS and URC employees to help fight against the COVID-19 pandemic. These face shields were designed that it can be both easily manufactured and is reusable, therefore we were able to respond quickly to the lack of Personal Protective Equipment (PPE) in various hospitals. Consequently, lesser medical waste is generated.

**Mitigating Measures:** The operations have no significant negative impact, hence it requires no mitigating measures.

### **Operations with significant impact on local communities: Relief Activities during Calamities**

Following the back-to-back super typhoons and Taal eruption which devastated the country in 2020, URC immediately mobilized its resources and volunteer personnel to provide assistance to our affected employees and calamity victims. URC partnered with the local government officials to bring aid to multiple municipalities, cities, and provinces affected by the calamities. Employee volunteers were also deployed for the repacking, turnover, and distribution of relief packs.

For Ulysses relief operations, URC concentrated their efforts in the areas hardest hit by flooding, namely Rizal, Pasig City, Marikina City, with substantial donations also delivered to Tuguegarao City, the provinces of Isabela and Bicol, and various communities in the National Capital Region.

In total, 3,000 cases of various URC products were distributed to affected communities in Rizal and Marikina through the initiative of the Brand Operations Department while 305 affected employees received relief goods containing various URC products, grocery items such as rice, canned goods, hygiene kits, and cleaning materials.

In addition, 1,500 relief packages were distributed by URC in evacuation centers located in Laguna, Cavite, and Batangas which benefited the affected families of the Taal volcanic eruption.

**Location:** Metro Manila, Rizal, Bicol, Laguna, Cavite, Batangas, Isabela, and Tuguegarao

**Vulnerable groups:** employees and local communities

**Impact on Indigenous peoples:** No particular negative impacts to indigenous groups

**Community rights and concerns of communities:** The program immediately mobilized its resources and volunteer personnel to provide relief to the affected communities of typhoon Ulysses and Rolly, and the Taal volcanic eruption.

**Mitigating Measures:** The operations have no significant negative impact, hence it requires no mitigating measures.

For operations that are affecting IPs, indicate the total number of Free and Prior Informed Consent (FPIC) undergoing consultations and Certification Preconditions (CPs) secured and still operational and provide a copy or link to the certificates if available: \_\_\_\_\_

| Certificates                     | Quantity | Units |
|----------------------------------|----------|-------|
| FPIC process is still undergoing | NA       | #     |
| CP secured                       | NA       | #     |

### Operations with significant impact on local communities

**Impact:**

- 1. Direct Operations:** Impact to communities where our facilities are located. On the positive side, we provide jobs as we prioritize employment from local communities.

**Community rights and concerns of communities:** The program allows the stakeholders to exercise their rights to have access to means of livelihood.

**Mitigating measures:** Ensure that we provide decent jobs, fair wages, and a safe working environment to workers.

- 2. Responsible Sourcing:** URC partnered with the department of Agriculture to implement Sustainable Potato Program to help the local farmers increase their yield and scale-up productivity. URC provided high quality Granola potato seeds from Canada as farm inputs to select potato farming communities.

**Community rights and concerns of communities:** The program allows the stakeholders to exercise their rights to have access to means of livelihood.

**Mitigating measures:** The operations have no significant negative impact, hence it requires no mitigating measures

### Opportunities & Management Approach

A social or community impact and risk assessment will aid us in managing our operations. This will help us identify current and potential impacts/risks within a particular community. Such information will help us develop a more structured and coherent approach to managing the identified risks.



## Customer/Consumer Management

### Customer/Consumer Satisfaction

| Disclosure            | Score  | Did a third party conduct the customer satisfaction study (Y/N)? |
|-----------------------|--|--|
| Customer Satisfaction | We participated in the Advantage Report, which shows the performance of suppliers as evaluated by retailers. URC BCF Philippines ranked 7 <sup>th</sup> out of 34 in 2020, an improvement from 13 <sup>th</sup> the previous year. | Y  |

Note:

We define our customers as the trade (key accounts & distributors)

| Impact and Risks: Where they occur, URC's involvement, stakeholders affected  |
|---|
| <p><b>Impact to stakeholders:</b> Customer management program is fundamental to URC as it shows the ability of the company to deliver delight to customers despite enduring changes. With this program, process improvement initiatives are driven leading to improved top-line and bottom-line therefore enhancing the internal and end-consumer experience.</p> <p><b>Customers:</b> URC's customer management program continuously aims to satisfy their customers by enabling direct interactions - understanding the customer profile, their needs, and what will make them more satisfied. This program empowers the organization to leverage on positive customer experiences based on relevant and real-time information that matters to the business.</p> <p><b>Relationship</b> with customers that will affect terms of agreement and discount rates.</p> <p><b>Sales Volume</b> - Trade partners will refrain from ordering products should there be negative perception of quality and food safety.</p> <p><b>End- Consumers:</b> Gathering and analyzing the voices of consumers through customer satisfaction matters to URC as improvement of this metric will increase consumer loyalty to the brand and will drive business growth.</p> <p><b>Sales volumes</b> will be affected if consumers will cease to patronize our products should there be sub-par perception on quality and food safety.</p> <p><b>Brand reputation</b> will be impacted given that URC is a big multinational brand and that social media is used as a public forum by the customer for any perception. It will not only impact a certain country but also our presence across Asia and Oceania.</p> <p><b>Value Chain Impact:</b><br/> <b>Direct Operations:</b> The way we manufacture our products affects our food safety and quality standards. We will continue to reinforce quality and food safety controls that are already in place.</p> <p><b>Suppliers:</b> Input materials that we use from our suppliers will be questioned. We will continue to partner with our suppliers in ensuring that standards are upheld all the time</p> <p><b>Risks:</b></p> |

- Decline in sales due to perception of quality and service
- Reputation risk if complaints becomes viral
- Loss of competitiveness given that competition is cut throat in FMCG

**Management Approach for Impact and Risks**

**Customer Satisfaction Survey:** Our sales team performs a regular customer satisfaction survey with our key accounts in the modern trade channel. In addition, we participated in the Advantage Report in the Philippines and showed improvement from ranking 13<sup>th</sup> in 2019 to 7<sup>th</sup> in 2020. Report is useful in tracking how we fair in certain metrics, identifying opportunities to improve, leading to better engagement and collaboration.

**Customer Management:** Our well-established distribution network and relationships with our accounts ensure that our goods reach our consumers promptly. We always aim to be a partner of choice of our customers that we offer the broadest category and price point. Our distribution is divided between modern trade and traditional trade. Note that this classification may also vary in some markets like emerging, frontier, and developed market operations. Modern trade channels are composed of nationwide chains of convenience stores, supermarkets, modern wholesalers, and some drug stores where we engage in account management through national headquarters. We distribute directly to the consolidated warehouses of our accounts, and from there, it will be distributed internally to our accounts’ respective channels or outlets.

While in Traditional Trade, we work with exclusive regional distributors who distribute to channels like Sari-Sari Stores (mom and pop stores), market stalls, and smaller chains of mini-marts or groceries. We strategically hand-pick our distribution partners, ensuring that each has significant coverage and expertise for a seamless flow of goods to trade and until our consumers.

**Quality Sourcing:** We consistently meet the needs of our stakeholders by sourcing from accredited suppliers at the right time, quality, quantity, and at the most competitive price. Our company has a dedicated supplier selection team that handles the stringent supplier selection process. We prefer suppliers that share our values in promoting the responsible production, fair trade practices, and a growing concern for origin.

**Innovation and Consumer Insighting:** We believe that customer focus and continuous product innovation plays a crucial role in the future of the business. Consumers today are evolving and are more discerning with the emergence of new global trends in snacking and drinking. The competitive dynamics have also changed, with both global and domestic players offering a wide range of choices across different product categories and channels. This requires us to be proactive and be more customer-focused on gaining insights that will, in turn, feed into our innovation portfolio management process.

**Opportunities & Management Approach**

**Joint business planning with customers** (distributors and accounts)

**Customer Management:** We are closely working with our distributors and key accounts through joint business planning and regular collaboration to ensure that we satisfy their needs. Our planning also involves plans on how to grow their business further and continuously get inputs from their customers to look for opportunities on programs and product innovation.

Product Health and Safety

| Disclosure  | Quantity | Units |
|---|----------|-------|
| No. of substantiated complaints on product or service health and safety | 0        | #     |
| No. of complaints addressed   | 0        | #     |

Note:

- Information includes data from BCF-PH only

| <b>Impact and Risks: Where they occur, URC's involvement, stakeholders affected</b>   |
|---|
| <p><b>Impact:</b><br/>As a food and beverage manufacturer, our vision is to provide brands of exceptional quality and value to our consumers. We are committed in upholding the quality and food safety of our products to ensure that they will not be compromised. The entire business will be adversely affected should there be a valid quality and food safety concern.</p>  |
| <p><b>Risks:</b><br/>The company may be exposed to reputation risks. Given the role of social media in the lives of people, we cannot control our consumers to post unhappy online feedback about our products. What we do is to make sure that we attend to their complaints promptly and address any dissatisfaction issues immediately.</p>  |
| <b>Management Approach for Impact and Risks</b>   |
| <p>The company did not face any product recalls due to product safety issues in calendar year 2020. As a company, we align with the rules of DTI regarding product recalls. URC is continuously upgrading its Quality and Food Safety Standards based on updated global guidelines. We have an internal measure, Process Conformance Index that ensures outgoing product quality will be within the expectation of our consumers.</p> <p>We ensure that 100% of our products conform to standards and quality measures as prescribed by our regulators. These include the Philippine Food and Drug Administration (FDA), Department of Health (DOH), among others. As a company we adhere closely to the Philippine Food Safety Act (Republic Act or R.A. 10611) that protects consumer health and safety. Regulatory compliance encompasses product registration, sale, inspection, labeling, and marketing as part of our license to operate and furthermore, facilitates ease of doing business.</p> <p>Across our operations, 100% of our product categories undergo a stringent quality assurance process. Equipped with efficient systems and an empowered team, we follow the URC Quality and Food Safety Plan at each stage of production as we deliver our innovative and exciting products.</p> <p><b>End-consumer management:</b> Our customer relations policy and procedures ensure that our consumers' welfare is protected, and their concerns are well-addressed. We have a customer care group dedicated to communicating directly with our consumers, and we have a sales account management team dedicated to responding to the needs and concerns of our accounts.</p> <p>We have our guidelines and procedures on how we attend and address all types of complaints we received from calls, e-mails, social media, and even walk-in complainants. We made sure that it is aligned with the Consumer Act of the Philippines. Once a complaint is received, Quality Assurance is immediately notified and an investigation is triggered for us to appropriately respond to the consumer/customer. Our Refiller Management Services team is also notified about complaints that were due to possible deviations in product handling and display guidelines.</p> <p>Any expression of dissatisfaction is taken, whether valid or not, as an opportunity for us to enhance our existing controls further.</p> <p><b>Quality Management:</b> We are continuously upgrading our Quality and Food Safety systems based on updated global standards and according to internal policies and procedures set by the company. To strengthen this imperative, programs such as 1-URC Quality and Food Safety Management System and</p> |

Hygiene Zoning were designed, developed, and will be launched. The Quality Assurance team also verifies the compliance of Supply Chain, Manufacturing, and Distribution facilities through a robust internal audit program that encompasses a risk-based and continual improvement approach.

**Opportunities & Management Approach**

We are seeing opportunities to have a more robust consumer insighting and stakeholder engagement. The company is continuously upgrading its Quality and Food Safety Standards based on updated global guidelines and scaling LEAN across our facilities. We also see an opportunity to establish better customer and end-consumer experience through new capabilities such as digital and data, customer care, and product/services mechanisms.

**Management Approach:**

**Innovation and Consumer Insighting:** We started a new approach with the Innovation Process Management (IPM) – with a scope from ideation to execution. The risk assessment and mitigations associated with quality, regulatory, safety, IP etc. are covered through this process.

**End-consumer Management:** We benchmark best in class customer experience management from end-to end. Capitalize the use of data and digital channels.

Marketing and Labelling

| Disclosure   | Quantity | Units |
|--|----------|-------|
| No. of substantiated complaints on marketing and labelling | 0        | #     |
| No. of complaints addressed                                | 0        | #     |

Note:

- Information includes information from BCF-PH only

**Impact and Risks: Where they occur, URC’s involvement, stakeholders affected**

**Impact:**

Proper labelling is both a regulatory mandate and a responsibility to our consumers. We have to be transparent in what we need to declare on the labels.

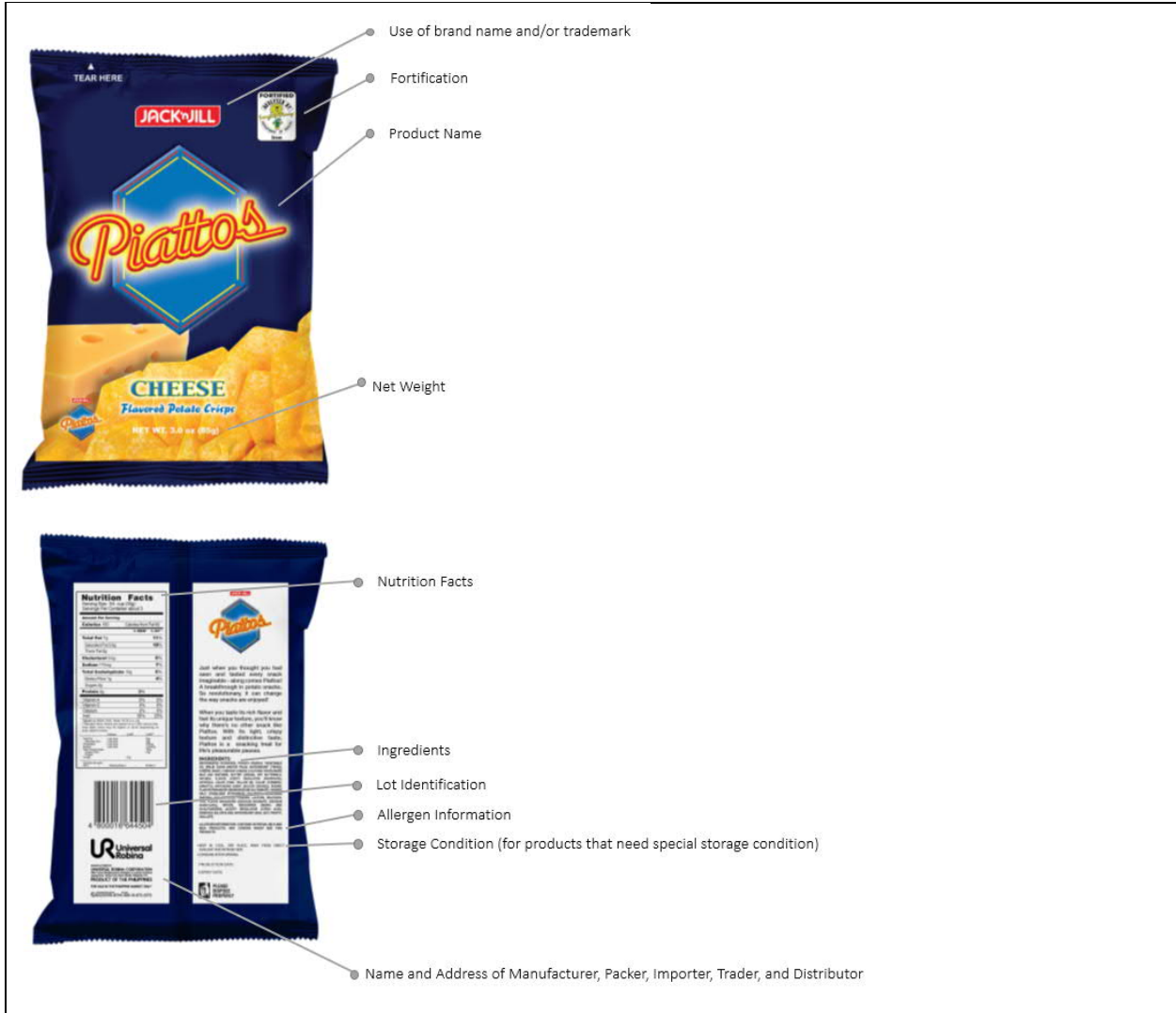
**Risk:**

Regulatory mandated product recall and grievances from consumers towards transparency that may lead to risks in brand and product reputation.

**Management Approach for Impact and Risks**

We adhere closely to the Philippine Food Safety Act (Republic Act or R.A. 10611) that protects consumer health and safety. Regulatory compliance encompasses product registration, sale, inspection, labeling, and marketing as part of our license to operate and furthermore, facilitates ease of doing business.

URC ensures that we fully comply with regulatory labeling and product information requirements and implement the required analysis for nutritional facts and claims.



Focusing on the Branded international business, Snack Brands Australia (SBA) is a proud partner of the REDcycle program. The program aims to recover and recycle plastic and soft plastic packaging to prevent them from going into the landfill through the support of manufacturers, retailers, and consumers. SBA is in the process of updating its packaging to include the Recycling and REDcycle logos, in line with the other changes in the artwork to be completed by the end of 2021.

**Opportunities & Management Approach**

We will continue to do benchmarking versus peers and best practice in terms of marketing and labelling in our products.

Customer/Consumer Privacy

| Disclosure  | Quantity  | Units |
|---|---|-------|
| No. of substantiated complaints on customer privacy | In URC, our customers are defined as our key accounts and exclusive distributors. We ensure that our account management process handles | #     |
| No. of complaints addressed                         |   | #     |

|  |   |   |
|--|---|---|
| No. of customers, users and account holders whose information is used for secondary purposes | account/customer information with strict confidentiality. Therefore, this area is not applicable. | # |
|--|---|---|

|  |
|--|
| <b>Impact and Risks: Where they occur, URC’s involvement, stakeholders affected</b>  |
| In URC, our customers are defined as our key accounts and exclusive distributors   |
| <b>Impact:</b><br>Direct operations starting with our sales team since they are the customer facing unit of URC. Customer information are confidential in both our key account customers in modern trade (ex. large grocery chains, convenience stores, modern wholesalers) and exclusive regional distributors in traditional trade.<br><br>We interface and manage our customer information through a key account manager in modern trade while in our traditional trade, our sales team manages each of our distributors through regional or area sales managers. |
| <b>Risk:</b> Breach in information which may result in trust issues with key accounts or distributors.   |
| <b>Management Approach for Impact and Risks</b>  |
| We closely work with our customers and we value having strong working relationships with them. We always involve them in our business processes from planning to fulfillment making sure that we treat them as our strategic partners rather than transactional approach. Our account management process handles account/customer information with strict confidentiality.   |
| <b>Opportunities &amp; Management Approach</b>   |
| In 2019, we started investing in new digital capabilities that directly link our processes with our customers (key accounts & distributors). This provided tighter information security and a more responsive account management.  |

Data Security

| Disclosure   | Quantity | Units |
|--|----------|-------|
| No. of data breaches, including leaks, thefts and losses of data | 0        | #     |

|  |
|--|
| <b>Impact and Risks: Where they occur, URC’s involvement, stakeholders affected</b>  |
| <b>Impact:</b> As URC increasingly adopts digitalization to improve customer experience and increase efficiency in internal operations, there is greater need to invest in securing our network from cyberattacks.   |
| <b>Stakeholder:</b> Management, Employee, Customer/Consumer, Supplier/Business Partner   |
| <b>Risks:</b> Digitalization of URC transactions put us at risk of data breaches, IT security issues and unauthorized access of company data. The loss of critical information assets can lead to a loss in the company’s competitive advantage, customer confidence and reputation. This can significantly affect the overall status of the business. |
| <b>Management Approach for Impact and Risks</b>  |
| URC’s parent conglomerate, JGSHI, boosts cybersecurity capabilities and implements preventive measures to ensure the security of confidential company data. URC employees undergo training to conform to the   |

Information Security Management System (ISMS) to better manage data security, and also use IT tools to monitor and strengthen network access controls.

The company is committed to ensuring that information assets of the business including the customers' and employees' personal information are adequately secured against relevant risk by establishing, maintaining and continuously improving its Information Security Management Systems (ISMS).

The ISMS aims to ensure the confidentiality, integrity and availability of information assets, reduce the risk associated with unauthorized disclosure and/or damage to vital information maintained across the company. It is centrally governed in order to have a single accountable entity for driving an information security culture across the conglomerate. It is also aligned with the global practice such as ISO 27001:2013 and NIST Cybersecurity Framework (Risk-Based) that assures controls implemented are adequate for the needs of the business.

There are also tools that push operating system security patches to computers and servers in our network, so that employees can focus on what they do best.

Lastly, we have systems in place that allow us to manage System Admin accounts, such as rapidly deactivating accounts of SysAds who will be separating from the company.

**Opportunities & Management Approach**

URC aims to continue improving data privacy protection through continuous development of technology solutions, conduct of periodic risk assessment and personnel training in the future. We do not aim only in improving the firewall perimeter of URC but also enhancing the infrastructure where it resides. With the roadmap of shifting to the cloud comes also enhancing the infrastructure from the classic TCP/IP to a mature SDWAN (Software Defines Wide Area Network), where all connectivity is intelligent enough from blocking to balancing and prioritizing network traffic, thus delivering a more robust and most reliable network platform.

**UN SUSTAINABLE DEVELOPMENT GOALS**

**Product or Service Contribution to UN SDG**

Key products and services and its contribution to sustainable development.

| Key Products and Services        | Societal Value / Contribution to UN SDG   | Potential Negative Impact of Contribution   | Management Approach to Negative Impact  |
|----------------------------------|---|---|---|
| Branded Snack foods and Beverage | <p>For more than 60 years, URC has produced high-quality snack foods &amp; beverages with exceptional value. Currently, our portfolio is driven by convenience, on-the-go, ready-to-eat, ready-to-drink, indulgence, and play.</p> <p><b>Snack foods:</b> URC provided access to high quality and western snacks like real potato chips at a more</p> | <p><b>Regulatory concerns towards wellness:</b></p> <p>As a food and beverage manufacturer, we believe that consumers are changing fast due to emerging trends brought by the growing middle-class population in the region.</p> <p>At this point, some of us may think that wellness</p> | <p><b>Portfolio:</b></p> <ul style="list-style-type: none"> <li>• Nutrition is part of our Product Materiality</li> <li>• Our 2030 commitment states that “we will improve the nutrition &amp; wellness profile of our product portfolio aligned to the URC Wellness Criteria”</li> </ul> |

|  |  |   |   |
|--|--|---|---|
|  | <p>competitive price. Today, Jack n Jill is a household brand that Filipinos continue to love.</p> <p><b>Coffee:</b> URC revolutionized the coffee mix market when URC launched Great Taste White Coffee and shifted the market significantly from instant to coffee mixes. Today, the coffee mix category has become an integral part of Filipinos lives, especially to the working class, and white coffee is the most significant sub-segment.</p> <p><b>Ready-to-drink Tea:</b> C2 has been thriving against sodas/carbonated beverages when it was introduced as an alternative to consumers, given that consumers have already started to shift towards better for you choices. C2 is made from real tea leaves that are brewed and bottle the same day.</p> <p><b>Noodles:</b> Our noodles business is a joint venture with Nissin of Japan, and it's currently the #1 cup noodles brand in the market. It provided the working-class meal substitute on-the go, especially workers and millennials in tier 1 cities. We also have noodles in pouches from our Payless brand, and we believe that addresses social issues in hunger, especially in times of calamities, emergencies, pandemic, and financial crisis.</p> <p><b>Bottled Water:</b> Our bottled water brand Refresh is tagged as one of the basic goods by DTI. Through refresh, URC provides an additional supply of clean</p> | <p>will be 5 to 10 years from now, but it's already happening. As you can see in 2018, the government previously imposed an excise tax on a sweetened beverage while some schools started to ban snacks and some types of beverages that did not pass the nutrition standards of DepED.</p> <p><b>Issues concerning Single-Use Packaging</b><br/>Issues towards single-use plastics and ocean waste have been very visible in the last 2-3 years. The public has turned their eyes towards FMCG manufacturers as a source of the problem.</p> | <ul style="list-style-type: none"> <li>• Our KPI is that we have to make 70% of our portfolio in the Philippines meet the URC wellness criteria as we renovate our existing products and launching new products in wellness</li> </ul> <p>In 2020, we have established our URC wellness criteria that tackles the following areas of product renovation:</p> <ol style="list-style-type: none"> <li>1) All green or yellow rated products per Department of Education (DepEd) Order #13-2017</li> <li>2) Less than 6% added-sugars (e.g. sucrose, glucose, and fructose) in beverages</li> <li>3) Less than 100 calories in consumer packs</li> <li>4) 100% All Natural</li> <li>5) Existing products where sodium is reduced by 25% or more</li> <li>6) No PHO &amp; SaFa less than 1.5g/serving &amp; Zero TraFa &amp; Zero cholesterol</li> <li>7) Products addressing micronutrient deficiency (Sangkap Pinoy Qualified, at risk nutrients e.g. Zn)</li> <li>8) 100% Plant-based protein</li> <li>9) Clean Label (e.g. No Artificial colors, No Antibiotics/No Hormones, etc.)</li> <li>10) Products using functional quality ingredients to improve wellness (e.g. source of fiber, etc.)</li> </ol> <p>To-date, more than 85% of products passed 1 URC Wellness Criteria, more than 65% passed 2 URC Wellness Criteria and more</p> |
|--|--|---|---|



|  |   |  |  |
|--|---|--|--|
|  | <p>drinking water on-the-go, which is essential in times of calamities and emergencies.</p> |  | <p>than 30% passed 3 URC Wellness Criteria.</p> <p>In terms of products, we've launched the following:</p> <ol style="list-style-type: none"><li>1.) Vitasoy - a plant-based nutrition made from sustainable sourced soy without GMOs promoting healthier lifestyle and better protein delivery</li><li>2.) Nova - URC ensures that we fully comply with regulatory labeling and product information requirements, and also implement the required analysis for nutritional facts and claims.</li><li>3.) C2 Fiber - Functional beverage that aids better digestive function. One variant has zero added sucrose.</li><li>4.) Maxx Fresh - NAFNAC Candy (No artificial flavours, no artificial colors)</li><li>5.) In Oceania, we are pushing more products to address the growing trends in healthier snacking in developed markets through NAFNAC (No artificial flavors, no artificial colors) as we launched products like Natural Chip Co. and Veggie Chips in Australia.</li></ol> <p><b>Packaging:</b><br/>Packaging is part of our Product Materiality. Our 2030 commitment states that "we will reduce our packaging footprint &amp; make 60% of our packaging recycle-ready".</p> <p><b>1. Reduction of Packaging footprint</b> - we look for opportunities in</p> |
|--|---|--|--|

|  |  |  |  |
|--|--|--|--|
|  |  |  | <p>renovating our packaging materials especially in snack foods. We are looking into using monomaterial laminates in packaging while optimizing schemes for packaging and logistics efficiency. The 6% laminate footprint reduction in Snacks has resulted in elimination of 1,473 tons of packaging material on an annualized constant volume basis.</p> <p><b>2. Increase the proportion of our packaging materials that's recyclable</b> - as technologies become available and feasible, we continue to look for opportunities in making our packaging as recyclable as possible. Adopting a single material type for packaging will promote closed loop systems, especially in areas where recycling facilities exist. This is part of our efforts to help encourage viable recycling ecosystems. As part of our 2020 review, we had an increase of 10% in the percentage of recycle ready packaging from our baseline in 2018.</p> |
|--|--|--|--|

Annex 1

|   |                                      |             |
|---|--------------------------------------|-------------|
|  <p>JG SUMMIT<br/>HOLDINGS, INC.</p> | <b>SUPPLIER ACCREDITATION POLICY</b> | Page 1 of 5 |
|---|--------------------------------------|-------------|

|                           |  |
|---------------------------|--|
| <b>POLICY STATEMENT</b>   | The Company shall purchase only from duly accredited suppliers endorsed by the Business Unit Supplier Accreditation Team (BUSAT) and approved for accreditation by the Corporate Supplier Accreditation Team (CORPSAT).  |
| <b>OBJECTIVES</b>         | <ol style="list-style-type: none"><li>1. To manage and administer a common system for the accreditation of suppliers.</li><li>2. To ensure that the Company's suppliers are capable of providing the highest quality products or services and possess other important measures such as reliability of products and services, competitive prices, financial and technical capabilities.</li><li>3. To establish a system of disciplinary action, whether suspension or debarment of suppliers, to protect the Company's interest, to discourage unethical business practices, and to encourage expected performance by the suppliers.</li></ol>   |
| <b>SCOPE AND COVERAGE</b> | <ol style="list-style-type: none"><li>1. This document defines the policies and procedures on accreditation and maintenance of suppliers particularly on:<ol style="list-style-type: none"><li>1.1. Supplier Application</li><li>1.2. Supplier Appraisal</li><li>1.3. Accreditation Approval</li><li>1.4. Supplier Maintenance</li><li>1.5. Supplier Review and Evaluation</li><li>1.6. Suspension</li><li>1.7. Debarment</li><li>1.8. Appeal Process</li><li>1.9. Reinstatement</li></ol></li><li>2. The policy is applicable to suppliers of JG Summit Holdings, Inc. (JGSHI), its subsidiaries and affiliates.</li></ol>  |
| <b>GENERAL POLIIES</b>    | <ol style="list-style-type: none"><li>1. Only accredited suppliers can provide the goods and service requirements of the company. Only those products or services that received accreditation shall be supplied by an accredited supplier.</li><li>2. All potential suppliers shall undergo the accreditation process to ensure that only qualified suppliers are selected to supply the goods and services requirements of the company. Inclusion of additional commodity/ies from an existing supplier shall require accreditation.</li><li>3. Inspection, evaluation and accreditation of potential suppliers shall be carried out by two (2) Supplier Accreditation Teams, (i.e., the BUSAT and the CORPSAT).The SATs shall be composed of individuals who have the qualifications and capabilities to evaluate the eligibility of the suppliers to be accredited.</li></ol> |



## SUPPLIER ACCREDITATION POLICY

Page 2 of 5

4. The BUSAT and CORPSAT shall appraise all suppliers applying for accreditation using a rating system  

The rating system shall include both product and company evaluation.

  - 4.1. Supplier rating shall be documented through the Supplier Accreditation Rating Sheet (SARS).
  - 4.2. Supplier with Overall rating equal or above seventy-five (75%) shall qualify for accreditation approval.
  - 4.3. In cases when certain criteria for accreditation is deemed not applicable, the passing requirement of 75% shall be computed based on the **total applicable criteria**.
  - 4.4. A premium or additional five (5%) points shall be added to the rating of supplier who are Sole Distributors of products provided that the Sole Distributorship Certification has been obtained and verified.
  - 4.5. An additional three (3%) points shall be added to the rating of supplier if distributorship of the product is limited to two (2) suppliers only. Certification from the manufacturer on the limited distributorship has to be obtained and verified.
  - 4.6. The Rating System for each accreditation criteria may vary by commodity group and may be customized by the BU according to strategic importance.
  - 4.7. Supplier with a total rating below seventy five percent (75%) may still be recommended for accreditation provided:
    - 4.7.1. The product or service is needed to comply with regulatory requirements
    - 4.7.2. Supplier is a sole distributor; and
    - 4.7.3. Other justified reasons.
5. The Supplier Accreditation Evaluation Sheet (SAES) shall be accomplished to document the results of the rating and assessment of the supplier's capability to deliver the required products or services.
6. The SAES shall be approved by the following authorized approvers:
  - 6.1. BU GM or the Group BU GM for BUSAT
  - 6.2. CORPSAT Chairman for CORPSAT
7. CORPSAT shall inform all BU Purchasing Heads, Treasury Heads, Bills Processing Heads and IT Heads of the suppliers who have been granted accreditation through the CORPSAT Bulletin. The CORPSAT Bulletin shall include all changes in the supplier's accreditation status.
8. All accredited suppliers shall be included and maintained in the supplier information database for easy access and management of supplier information.



## SUPPLIER ACCREDITATION POLICY

Page 3 of 5

The supplier information database shall contain the contact information and product listings of all accredited suppliers where all purchases will be sourced.

9. CORPSAT and BUSAT shall update the Accredited Suppliers List (ASL) based on the weekly bulletins issued/received.
  - 9.1. BUSAT shall maintain the BU ASL. Certain suppliers may be present in two or more BU ASL.
  - 9.2. CORPSAT shall maintain the Corporate ASL.
  - 9.3. The ASL shall be used to determine suppliers for the solicitation of Invitations to Bid, Requests for Proposal, and Invitations to Negotiate.
  - 9.4. The ASL shall be made available to the BU Procurement and Treasury Departments.
10. An updated Accredited Suppliers Masterlist (ASM) shall be provided by CORPSAT to the BUSAT thirty days after the end of each quarter.
  - 10.1. The ASM shall have a version number and revision date to guide users in determining most recent updates.
  - 10.2. Accredited suppliers in the ASM shall be categorized by products and services, and then by supplier groups.
11. CORPSAT shall maintain and provide the BUSAT with the Open List that contains the commodity groups or services that are not required to undergo accreditation.
  - 11.1. CORPSAT has the prerogative to add or delete commodity/ies, commodity groups, or services in the Open List. BUSAT may recommend the addition or deletions of commodity/ies, commodity groups, or services in the Open List.
  - 11.2. CORPSAT shall distribute to all BUSATs an updated Open List in case of any approved changes.
  - 11.3. The Open List shall always have a version number or date/time of update to guide copy distribution lists of the most recent listing implemented.
12. On a periodic basis, the BUSAT and CORPSAT shall conduct a complete re-assessment of the supplier similar to the initial accreditation conducted or based on a supplier performance evaluation system.
  - 12.1. Key performance metrics may be used to evaluate the performance of an accredited supplier
  - 12.2. CORPSAT may impose re-assessment of certain suppliers as the need arises
13. BUSAT has the primary responsibility for tracking supplier performance for the BU. BUSAT shall inform CORPSAT through a complaint report of any problem encountered by the BU with the accredited suppliers and recommend disposition of suppliers who failed to deliver as required and/or comply with the standards.
14. The BUSAT shall inform all accredited suppliers of company's Code of Business Conduct, the policy on Conflict of Interest (COI) and the Policy on Supplier Conduct.



## SUPPLIER ACCREDITATION POLICY

Page 4 of 5

15. In cases of violations by the supplier, the BU concerned shall prepare an Incident Report and submit to the BUSAT for initial investigation.
16. If a case is warranted based on the initial investigation, the BUSAT shall prepare a Case Report to be noted by the BU GM and submitted to CORPSAT for deliberation and disposition.
  - 16.1. The CORPSAT shall form an Investigation Team that shall assess the Case Report filed by the BU.
  - 16.2. CORPSAT may use the assistance of other departments (e.g., Corporate Audit Department, Corporate Legal Department, etc.) who will act as experts and consultants to the case being presented.
  - 16.3. Administrative hearing shall be called by CORPSAT if duly warranted, to assess the explanations of the parties concerned.
17. CORPSAT shall inform the BUs regarding its decision. Application of suspension of a particular supplier shall cover enterprise-wide.
  - 17.1. A suspended supplier shall be duly categorized in the ASM and shall not be given any procurement transactions by the BU.
  - 17.2. The suspension of the supplier shall be for an indefinite period of time until the suspended supplier formally requests reinstatement through the BUSAT.
18. CORPSAT may reinstate a suspended supplier only when it has demonstrated that the cause for the suspension has been resolved, subject to the required documentation and processes for accreditation.
19. The BUSAT shall request for debarment of a particular supplier if such have not met the required standards during evaluation.
  - 19.1. The debarred supplier shall also be delisted in the ASM and shall not be included in all solicitation mailing lists and any bid proposals by the supplier shall not be considered.
  - 19.2. The debarment of a supplier shall be for an indefinite period of time. It shall be the responsibility of the supplier to apply for re-accreditation, provided that the cause of debarment has been sufficiently resolved.
20. Suppliers may request for reinstatement coursed through the BUSAT, if they have already satisfactorily resolve the cause of the initial suspension.
21. The supplier shall submit an explanation for the request, indicate the cause of suspension and the actions rendered in order to resolve the incident.
22. The supplier shall be required to submit necessary documents to substantiate resolution. BUSAT shall conduct an initial assessment of the request prior to endorsement to CORPSAT.
23. CORPSAT shall set a date for the conduct of a deliberation conference after the supplier's request has been received.



## SUPPLIER ACCREDITATION POLICY

Page 5 of 5

24. Based on the submitted documents, CORPSAT may rescind the suspension and reinstate the supplier or affirm the suspension.

This Policy shall take effect and shall continue to be in full force unless superseded by new polices and guidelines.

-oOo-