COVER SHEET

SEC Registration Number

A	1	9	9	7	-	1	3	4	5	6

COMPANY NAME

CONCEPCION INDUSTRIAL CORPORATION

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

308 SEN. GIL PUYAT AVENUE MAKATI CITY

Form Type	Department requiring the report	Secondary License Type, if Applicable
17-A	CGFD	

COMPANY INFORMATION

Company's Email Address	Company's Telephone Number/s	Mobile Number
sec_cic@cic.ph	87721819	09992287662

No. of Stockholders	Annual Meeting (Month/Day)	Fiscal Year (Month/Day)
27	Third Wed. of July (Actual Meeting: July 27, 2023)	12/31

CONTACT PERSON INFORMATION

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

Name of Contact Person	Email Address	Telephone Number/s	Mobile Number
Omar C. Taccad	omar.taccad@cic.ph	87721819	09189146465

CONTACT PERSON's ADDRESS

Km. 20 East Service Road South Super Highway, Alabang, Muntinlupa City

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

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

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 fiscal year ended December 31, 2023

2. SEC Identification Number **A1997-13456** 3. BIR Tax Identification No. **005-029-401-000**

4. Exact name of issuer as specified in its charter - **CONCEPCION INDUSTRIAL CORPORATION**

5. **Philippines**
Province, Country or other jurisdiction of incorporation or organization

6. (SEC Use Only)
Industry Classification Code:

7. **308 Sen. Gil Puyat Avenue, Makati City, Philippines** **1209**
Address of principal office Postal Code

8. **+632 87721819**
Issuer's telephone number, including area code

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

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

Title of Each Class	Number of Shares of Common Stock Outstanding and Amount of Debt Outstanding
	397,912,491 (as of December 31, 2023)

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

Yes [X] No [ ]

If yes, state the name of such stock exchange and the classes of securities listed therein:
Philippine Stock Exchange **Common Stock**

12. Check whether the issuer:

(a) has filed all reports required to be filed by Section 17 of the SRC and SRC Rule 17.1 thereunder or Section 11 of the RSA and RSA Rule 11(a)-1 thereunder, and Sections 26 and 141 of The Corporation Code of the Philippines during the preceding twelve (12) months (or for such shorter period that the registrant was required to file such reports);

Yes [X] No [ ]

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

Yes [X] No [ ]

13. The aggregate market value of the voting stock held by non-affiliates of the registrant is P1.6 billion. The price used for this computation is the closing price as of December 31, 2023 is P14.50.

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Part I - BUSINESS AND GENERAL INFORMATION

Item 1 Business

A. Description of the Business

Concepcion Industrial Corporation (the "Company" or "CIC"), formerly Concepcion Airconditioning Corporation ("CAC"), is one of the Philippines' most established and leading provider of residential and commercial solutions, such as air conditioning equipment, refrigerators, laundry, kitchen and small domestic appliances and elevators and escalators. CIC is primarily a holding company which operates principally through its eight subsidiaries, Concepcion-Carrier Air Conditioning Company ("CCAC"), Concepcion Durables, Inc. ("CDI"), Concepcion-Otis Philippines, Inc. ("COPI"), Concepcion Business Services, Inc. ("CBSI"), Cortex Technologies Corporation ("CTC"), Alstra Incorporated ("Alstra"), Teko Solutions Asia Inc. ("Teko"), Tenex Services, Inc. ("Tenex") and its associates, Concepcion Midea Inc. ("CMI") and Teko Solutions Pte. Ltd. ("Teko SG").

The Company's air conditioning and refrigeration products and brands have received numerous awards in recognition of their quality and value to customers. *Carrier* and *Condura* brand air conditioners have received "Most Trusted Brand" awards from *Reader's Digest Philippines* for each year for the past 25 and 23 years, respectively. In 2014, CIC won the Outstanding category in the Asia Pacific Enterprise Awards. In 2015 and 2016, Finance Asia recognized CIC as Asia's Best Companies and won the 1st Best Small Cap, and in 2015, as 6th Best Investor Relations and Corporate Governance.

In January 20, 2023, CIC received recognition from the Institute of Corporate Directors (ICD) as a top performing publicly-listed company in the Philippines under the 2021 ASEAN Corporate Governance Scorecard (ACGS). The same recognition was given on September 28, 2023 as a top performing publicly-listed company in the Philippines for the 2022 ACGS.

For the year ended December 31, 2023, the Company's audited proforma consolidated net sales and services amounted to P14.7 billion and its audited proforma consolidated net income was P0.7 billion and a profit after tax and non-controlling interest of P0.4 billion.

(1) Business Development

The Company has been in the industry for 61 years primarily through Concepcion Industries Inc. ("CII"). CII was established in 1962 by Jose Concepcion Sr. During the same year, CIC obtained a license from Carrier International to offer Carrier brand air conditioners in the Philippines. In 1977, a license for Kelvinator was obtained. In 1987, the Condura brand was introduced in the market.

In 1992 and 1998, CII commenced the commercial operations of its air conditioning and commercial refrigeration factories, respectively, in the Light Industry and Science Park (LISP) in Cabuyao, Laguna, Philippines. In 1997, CAC was formed as a subsidiary of CII, and Carrier Air Conditioning Philippines, Inc. ("CACPI") and CAC formed CCAC, a joint venture for the production of air conditioning units. The following year, CII started the commercial operations of its second factory in LISP for the manufacturing of refrigeration equipment. In 2006, CDI was incorporated to manufacture, assemble, export, retail and trade refrigeration equipment. In 2009, CAC became a holder of majority interest in CCAC. The following year, CAC, through its ownership interest in CCAC, acquired the business of Carrier Linde Refrigeration through an asset purchase.

Through a restructuring in 2013, CII's ownership interest in CAC was transferred to the parent companies, Foresight Realty & Development Corp., Hyland Realty & Development Corp., and Horizons Realty Inc. On May 8, 2013, CAC purchased CDI from CII. On June 20, 2013, CAC was renamed Concepcion Industrial Corporation. On October 9, 2013, the Company's application for listing of its entire 700 million shares was approved by the Philippine Stock Exchange (PSE) that was followed by its formal listing and commencement of trading on November 27, 2013. On November 20, 2013, CIC and CCAC formed a joint venture with Midea Electric Trading (Singapore) Co. Pte. Ltd. ("Midea") to expand its consumer offering to include other consumer white goods. On March 28, 2014, CIC, through CCAC, purchased effectively 51% share in Otis Philippines (now named COPI). In March 2016, CBSI was incorporated primarily to consolidate the back-office support services of the Company and its subsidiaries. In June 2017, CIC formed CTC to develop new technologies relating to consumer appliances and commercial systems. In October 2018, CIC formed Alstra primarily to carry on business as a holding company for its investments in the commercial markets. In October 2018, CTC entered into a stock purchase and shareholders agreement for the purchase of shares in Teko. In August 2019, CCAC transferred its shares of stock in COPI to Alstra and Otis Elevator Company (Philippines), Inc. effectively giving 51% Alstra ownership of COPI's issued and outstanding capital stock. In July 2021, CTC acquired 33% ownership interest in Teko SG, a company incorporated in Singapore.

In April 2019, Tenex, a joint venture company of Alstra and Mr. Joey P. Penaflor, was organized to undertake and transact all kinds of business relating to installation, servicing sale and distribution of heating, ventilation and air conditioning (HVAC) systems and products, and such other activities related thereto, such as construction and mechanical maintenance services. On July 1, 2022, Alstra Inc., a wholly owned subsidiary of CIC, purchased from Mr. Joey P. Penaflor 31% of the subscribed capital of Tenex Services Inc. equivalent to 9.3 million shares with par value of P1 per share or P9.3 million. Alstra Inc.'s effective ownership to Tenex increased from 49% to 80% from purchased date of shares.

On September 29, 2023, CIC entered into a Distribution Agreement with JS Global Trading HK Limited a Hongkong limited liability company JS Global with its principal office at Sheung Wan, Hongkong, the exclusive right to sell and distribute the products of JS Global brand "Shark" and "Ninja" in the Philippines through CIC's wholly owned subsidiary and appointed distribution arm, CTC.

(2) Business of Issuer

The Company has expanded its business beyond being a trusted expert in air conditioning and refrigeration, towards becoming a complete consumer and commercial solutions company with a range of solutions and after-market services across multiple international and Philippine brands including Carrier, Toshiba, Condura, Kelvinator, Midea and Otis. These solutions are designed to serve a wide array of customers from individuals and single families living in residences, to thousands of people spread across large residential towers, office buildings, entertainment facilities, and commercial and industrial sites. These solutions are also designed to meet a variety of different needs, such as reliability, durability, comfort, energy efficiency, environmental impact, ease of use, and aesthetic appeal at varying price points with customized features to match the varying individual and commercial requirements. Moreover, the Company continues to develop these technologies to meet the current and future needs of its customers. In addition, the Company offers an array of after-market services such as periodic maintenance, parts supply, repairs and other services intended to support its products through their entire life cycle. Moving beyond products, the Company invests heavily on strengthening its relationship with its customers through the development of various platforms and applications designed to ensure a better fit between the products and services offered to the customer's lifestyle. The Company believes that these aftermarket services, combined with its wide range of air conditioning and refrigeration products catering to various customer needs, offer customers enhanced value that distinguishes CIC's air conditioning and refrigeration solutions from those of its competitors.

B. Subsidiaries and Associates

As of December 31, 2023, CIC has eight subsidiaries and two associates. The following are the significant subsidiaries and associates of the Company:

Name of Subsidiaries	Percentage of Ownership	
	Direct	**Indirect**
Carrier Air Conditioning Company (CCAC)	60%	-
Concepcion Durables, Inc. (CDI)	100%	-
Concepcion-Otis Philippines, Inc. (COPI)	-	51%
Concepcion Business Services, Inc. (CBSI)	100%	
Cortex Technologies Corporation (CTC)	100%	
Alstra Incorporated (Alstra)	100%	
Teko Solutions Asia Inc. (Teko)		58% [1]
Tenex Services, Inc. (Tenex)		80%

Name of Associates	Percentage of Ownership	
Concepcion Midea Inc. (CMI)	22%	18%
Teko Solutions Pte. Ltd. (Teko SG)	-	33%

CCAC

CCAC engages in the manufacture, sale, distribution, installation, and service of HVAC products and services for residential, commercial, and industrial use. CCAC is a joint venture between the Company and Carrier Air Conditioning Philippines, Inc. (CACPI), which allows it to offer Carrier and Toshiba air conditioner brands and Totaline parts. CCAC also offers other brands such as Condura and Kelvinator. CCAC manufactures a select range of its air conditioning equipment at its factory in Light Industry and Science Park (LISP) in Cabuyao, Laguna, Philippines. The factory is Philippines' largest air conditioning facility with a capacity of approximately 500,000 units per year and a production area of 19,620 square meters (sqm). CCAC's products are distributed and sold primarily in the Philippines. It has a nationwide distribution reach supported by a nationwide after-market network. The Company believes CCAC has the largest total air conditioning market share in the Philippines as measured by revenues, including leading market positions in the residential, light commercial and commercial and industrial segments.

CDI

CDI engages primarily in the manufacture, sale and distribution of refrigeration equipment, including Condura and Kelvinator brands of refrigerators and freezers. CDI manufactures a select range of its products at its factory at LISP in Cabuyao, Laguna, adjacent to CCAC's air conditioning and commercial refrigeration factory. CDI factory has a capacity of 300,000 units per year and a production area of 16,420 sqm. CDI has leadership presence in the residential and light commercial ("RLC") refrigeration market in the Philippines. Since 2020, CDI has expanded its product portfolio from small domestic appliances such as rice cooker, coffee maker, juicer to kitchen and laundry appliances.

[1] Teko is in the process of securing the Certificate Authorizing Registration for the share transfers to Cortex Technologies Corporation.

CMI

CMI is a joint venture between Midea Electric Trading (Singapore) Co. Pte. Ltd. (Midea), and CIC and CCAC. CMI's primary purpose is to introduce Midea brand products in the Philippine market as a supplier of a full range of appliances such as air conditioners, refrigerators, laundry and kitchen appliances. CMI also distributes Toshiba brand such as refrigerator, laundry and kitchen appliances since 2019. This will not only expand the Company's multi-brand offering to the Philippine market but will also allow its expansion to the wider white goods market. Established in 1968, Midea is a leading global white goods and air conditioning systems manufacturer, with operations around the world. Midea is a Global Fortune 500 company and has joint venture agreement with Carrier Corporation in selected countries.

COPI

COPI is a joint venture between Alstra Inc., a wholly owned subsidiary of CIC, and Otis Elevator Company (Philippines). COPI sells, installs and provides services to Otis brand elevators and escalators in the Philippines. Its solutions include engineering design, supply and installation, project management, testing and commissioning, service repairs and parts, retrofit services on vertical transportation equipment. Otis is the world's leading brand for elevator and escalator equipment, installation and service.

CBSI

CBSI's primary business purpose is to consolidate support services across CIC and its subsidiaries and affiliates particularly in the areas of Finance, Human Resources, Information and Communications Technology, Legal and Compliance, as well as Facilities Management. In 2020, CBSI introduced online platforms to allow other subsidiaries to sell directly to consumers.

CTC

CTC engages in the research, development and commercialization of new and emerging technologies. CTC also develops strategic partnerships and identifies potential local and international acquisitions to develop solutions that are aligned with CIC's broader vision of building better lives and businesses and owning the home. CTC works across the enterprise to help facilitate innovation and maintain CIC's position as a market leader. On September 29, 2023, CTC was appointed as the distribution arm of CIC for its strategic partnership with JS Global to market and sell home appliances branded under "Shark" and "Ninja".

Alstra, Inc.

Alstra was organized primarily as a holding company to make investments in solutions for buildings and the industrial markets. It is also engaged in the business of installation, construction, maintenance and supply of equipment for mechanical, electrical, plumbing and fire protection services, facilities management, civil construction, technology services, electronics, devices and equipment in relation to building services and other building solutions-related services, among others.

Teko

Teko is focused on building and operating a platform to provide appliance repair and maintenance services. It leverages information technology solutions and innovative business models to transform the appliance services market.

Tenex

Tenex provides HVAC installation, repairs and maintenance services to commercial and business establishments. Effective July 1, 2022, it became a subsidiary of the Company through its ownership in Alstra from the latter's purchase of shares from 49% to 80%.

Teko SG

Teko SG is a company incorporated in Singapore. Its purpose of business is to be a holding company for the regional expansion of Teko across Southeast Asia.

Item 2 Properties

The Company owns a parcel of land in Davao City. Other than this, CIC does not own any material real properties and all its manufacturing facilities and laboratories are located on the land owned by CII.

The Company leases all real properties and facilities for its air conditioning manufacturing facilities and laboratories from CII under a three-year renewable lease agreement. The agreement was renewed for a three-year term from January 1, 2022 to December 31, 2024.

CIC entered into various renewable non-cancellable lease agreements with entities under common shareholdings for the lease of its refrigeration manufacturing facilities and laboratories.

The Company leases all other real properties and facilities for its warehouses, offices and parking spaces from various lessors with lease agreements from one (1) to five (5) years under terms and conditions as agreed with the lessors and are renewable upon mutual agreement of both parties in various dates from 2019 to 2026.

Item 3 Legal Proceedings

In the ordinary course of business, the Company is a party to various legal actions that it believes are routine and incidental to the operation of its business. In the opinion of the Company's management, the outcome and potential liability of these aforementioned legal actions are not likely to have a materially adverse effect on the Company's business, financial condition and results of operations.

Item 4 Submission of Matters to a Vote of Security Holders

Except for matters taken up during stockholders' meetings, there was no other matter submitted to a vote of security holders during the period covered by this report.

Part II - OPERATIONAL AND FINANCIAL INFORMATION

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

(1) Market Information

The Company's common shares are listed and traded on the Philippine Stock Exchange.

The share price performance for each quarter for the past three years was as follows:

Price (in Php/share)	2023		2022		2021	
	High	Low	High	Low	High	Low
First Quarter	17.28	12.22	22.70	19.62	22.65	20.05
Second Quarter	16.00	10.68	20.75	18.00	23.40	19.70
Third Quarter	17.68	12.50	19.50	16.60	24.00	20.00
Fourth Quarter	17.36	13.50	17.70	15.00	23.00	20.10

(2) Holders

As at December 31, 2023, there were a total of 27 shareholders of record of the Company's common shares. The total issued and outstanding shares as of said date stood at 397,912,491 (net of treasury shares), of which 19.50% are held by foreign shareholders.

The following are the top 20 registered holders of common shares of the Company as at December 31, 2023:

	Name of Shareholder	No. of Shares Held	%
1	PCD Nominee Corporation - Filipino	146,019,029	35.85
2	Horizons Realty, Inc.	90,045,026	22.11
3	Foresight Realty and Development Corporation	90,000,000	22.10
4	PCD nominee Corporation - Non-Filipino	79,407,615	19.50
5	Sole Luna Inc.	998,963	0.25
6	Macric Incorporated	786,669	0.19
7	John T. Lao	1,560	0.00
8	Joselito Corpus Herrera	1,100	0.00
9	Gabrielle Claudia F. Herrera	1,100	0.00
10	Nadezhda Iskra Ferranco Herrera	1,100	0.00
11	Mary Joan Ilao- Ante	780	0.00
12	Hanson Chua Go	324	0.00
13	Angelo Decretales Mabunay	324	0.00
14	Jesus San Luis Valencia	156	0.00
15	Jaybee C. Baraquel	100	0.00
16	Owen Nathaniel S. Au itf: Li Marcus Au	16	0.00
17	Cesar A. Buenaventura	3	0.00
18	Alfred Reiterer	3	0.00
19	Jose Ma. A. Concepcion III	3	0.00
20	Ma. Victoria Herminia C. Young	3	0.00

(3) Dividends

The Company is authorized under Philippine laws to declare dividends, subject to certain requirements. These requirements include, for example, that the Board of Directors (the "Board") is authorized to declare dividends only from its distributable retained earnings, calculated based on existing regulations. Dividends may be payable in cash, shares or property, or a combination of the three, as the Board shall determine and subject to the approval of the Philippine SEC, as may be required by law. A cash dividend declaration does not require any further approval from shareholders. The declaration of stock dividends is subject to the approval of shareholders holding at least two-thirds of the Company's outstanding capital stock. The Board may not declare dividends which will impair its capital.

Cash dividends declared by CIC to common shareholders for the past three years ended December 31 are as follows:

Declaration Date	Record Date	Payment Date	Cash Dividend Per share (in Php)	Total Amount Declared (in Millions. Php)
March 29, 2023	April 18, 2023	April 25, 2023	0.50	199.0
February 16, 2022	March 17, 2022	April 12, 2022	1.00	401.9
February 10, 2021	February 10, 2021	April 12, 2021	1.00	402.0

On March 26, 2024, the Company's Board declared cash dividends in the amount of P0.70 per share totaling P277.6 million on all shares of common stock issued and outstanding to shareholders of record as at April 15, 2024, which will be paid on April 26, 2024.

(4) Recent Sales of Unregistered Securities

There were no sales of unregistered securities within the past year.

Item 6 Management Discussion and Analysis or Plan of Operation

The following information relates to the Company's Consolidated Financial Statements as of and for the three years ended December 31, 2023, 2022, 2021 as audited by Isla Lipana & Co., the independent auditors.

Description of Selected Income Statement Items

Net Sales

The Company generates revenues from sales of its heating, ventilation and air conditioning (HVAC) including repairs and maintenance services, refrigeration units, laundry and kitchen appliances through its subsidiaries, CCAC, CDI, CTC and Tenex, including sales and service of elevators and escalators in COPI, and building and operating a platform to provide appliance repair and maintenance services in Teko.

Costs and Expenses:

- Cost of sales and services

  The Company's cost of sales and services comprise the cost of finished goods, raw materials used for the Company's manufactured products, installation costs, labor, and manufacturing and service overhead.

- Expenses

  The Company's operating expenses include employee costs, outside services, freight out, rent and utilities, warranty cost, marketing and advertising costs, transportation, travel and entertainment, provisions for commission, impairment of receivables, and obsolescence legal disputes and assessments, repairs and maintenance, royalties, non-income taxes and licenses, depreciation and amortization, commission expense, supplies, insurance, and professional fees.

- Other net operating income (loss)

  The Company's other operating income (loss) comprises of interest expense on loans, foreign exchange losses, net of interest income on bank deposits and short-term placements, commission and service income.

Income tax expense (benefit)

The Company's provision for income tax comprises the income taxes accrued and/or paid by the Company and its respective subsidiaries including the deferred income tax assets or tax related to future tax benefits.

Net income

Net income represents the earnings of the Company and its respective subsidiaries.

Net income attributable to parent

Net income attributable to Parent represents the Company's share at 60% of the net income of CCAC, 100% of the net income of CDI, 100% of the net loss of CBSI, 100% of the net loss of CTC, 100% of the net income of Alstra, effectively 51% of the net income of COPI, effectively 58% of net loss of Teko, effectively 80% of net income of Tenex and effectively 40% of net income in CMI for the period ended December 31, 2023.

Segment Breakdown:

The Company reviews and analyzes profit or loss into Consumer and Commercial Business:

- **Consumer business**

  The segment's products and related services include HVAC for consumer use, domestic refrigeration products, laundry, kitchen and small domestic appliances. It is supported by a vast network of distributors, dealers, retailers and technicians, who sell, install and service the Group's products primarily in the residential and light commercial segments.

- **Commercial business**

  The segment's products and related services include HVAC as well as sales and service of elevators and escalators, primarily for residential, commercial and industrial use. It is sold directly to end customers or through a network of accredited specialist contractors.

Factors Affecting the Company's Results of Operations

Factors affecting the Company's financial and operational results in Q4 and full year of 2023

Macroeconomic Fundamentals: The economy experienced positivity in Q4, with GDP growth at 5.6%, attributed to increased OFW remittances, investments in public infrastructure and robust household consumption. However, it was tempered by weaker consumer sentiments due to elevated inflation, higher interest rates and concerns over the impact of external challenges. With the Q4 sustained growth, full year GDP registered at 5.6% which kept Philippines as one of the best-performing economies in Asia.

Construction Sector Developments: The Construction Sector remained a major economic growth driver with sustained double-digit growth of 10% in Q4 due to upbeat private and public construction activities. CIC maintained a strong pipeline of projects. However, the Company saw a decline in orders and backlog attributable to the timing of awarding of projects.

Commodity Prices, Logistics Costs and Foreign Exchange Fluctuations: The Company sourced raw materials from third parties to produce majority of its products which represented 85% of manufactured cost of sales. Commodity prices eased slightly from last year's highs, albeit at elevated levels, were not a major concern as compared to the previous year.

The Philippine Peso was fairly stable resulting to lower foreign exchange losses versus last year.

RESULTS OF OPERATIONS

Quarter Ended December 31, 2023 (Q4)

CIC delivered consistent quarterly growth, achieving Php 3.8 billion in Q4 net sales, marking a 9% increase relative to the same period last year. Earnings for the quarter more than doubled at Php 177.9 million owing to better margins and solid sales performance.

Segment net sales

The Commercial business generated Php 1.4 billion in net sales, a remarkable 33% growth compared to last year. The increase was attributable to HVAC equipment sales driven by distribution expansion efforts as well as the timely arrival of elevator equipment and significant progress in both air conditioning and elevator projects.

The Consumer business contributed Php 2.4 billion in net sales, essentially flat to last year. This is due to lower sales for window room air conditioners driven by aggressive competitors' pricing and lower growth in non-residential products sold by retailers. The weakened demand for direct cool refrigerators also contributed to the sales decline. However, the shift to no frost refrigerators partially mitigated the decrease in retail sales as well as the continued growth in laundry products.

Gross Profit

CIC registered Q4 gross profit of P1.3 billion, a 34% increase from the same period in 2022, lifted by higher sales across product categories.

Operating Expenses

CIC's total operating expenses stood at P1.0 billion for the quarter, a 19% increase versus the same period last year. The increase was driven by employee costs and advertising and promotions. While sales increased, operating expenses growth rate was slower, indicating improved productivity.

Other Operating Income (loss) and Finance Costs

Other operating income ended at P30.7 million, mainly from interest income on time deposits, other income and foreign exchange gain. Finance cost of P5.0 million pertained to interest expense on lease liabilities.

Net Income

CIC recorded a Q4 net income of P177.9 million, a 195% growth compared to last year. The favorable result was attributed to higher sales for the quarter and better margins. Profit after tax after minority interest (PATAMI) was P94.8 million, P72.8 million higher than same period in 2022.

Year ended December 31, 2023 compared with year ended December 31, 2022

CIC's strong performance in the fourth quarter contributed to the business' upward trajectory, concluding the year with a strong finish of Php 14.7 billion net sales and Php 667.3 million consolidated earnings, achieving 11% and 86% growth, respectively.

Segment Net Sales

Consumer Business generated sales of P10.0 billion in the full year, which accounted for 68% of CIC's total net sales. This was an increase of 3% versus last year and primarily attributed to strong sales of window room and highwall air conditioners, laundry equipment and no frost refrigerators partly offset by lower sales volume of direct cool and light commercial refrigerators.

Commercial Business achieved sales of P4.6 billion, posting a solid growth of 36% mainly from higher air conditioning and elevator equipment sales as well as aftermarket service sales for both product categories.

Gross Profit

CIC registered consolidated gross profit of P4.7 billion for the year, a 15% growth versus the previous year and a growth rate faster than sales. This was driven by lower cost of raw materials and finished goods and impact of a stable peso.

Operating Expenses

CIC's total operating expenses increased by 12% to P3.8 billion to support sales growth such as promodiser salaries and incentives, advertising and promotions as well as employee and volume-related costs.

Other Operating Income (loss) and Finance Costs

Other operating income ended at P52.1 million, 179% higher than last year largely driven by lower foreign exchange loss in addition to higher interest income on time deposits and other income. Finance cost of P25.6 million pertained to interest expense on lease liabilities and short-term borrowings.

Net Income

CIC ended the year with net income of P667.3 million, an 86% growth versus last year. The favorable result was attributed to higher sales and margins, lower foreign exchange loss and CMI's (Associate) income coming from good sales performance. Profit after tax after minority interest (PATAMI) was P383.3 million, an increase of P229.4 million against 2022.

The following table presents a breakdown of the Company's revenues, cost of sales and gross profit by respective business for the period indicated (amounts are in millions):

	For the years ended December 31		
	2023	**2022**	**2021**
Net Sales and Services			
Consumer Business	10,020	9,759	9,677
Commercial Business	4,566	3,361	2,529
Others	75	55	33
Total	14,661	13,175	12,239
Cost of Sales and Services			
Consumer Business	6,859	6,762	6,504
Commercial Business	3,111	2,332	1,652
Others	36	26	18
Total	10,006	9,119	8,174
Gross Profit	4,655	4,056	4,065

FINANCIAL CONDITION

As at December 31, 2023 compared with as at December 31, 2022

The Company maintained a healthy financial condition characterized by financial stability, healthy liquidity and prudent management of assets and liabilities. Consolidated total assets as of December 31, 2023 stood at P12.2 billion, higher by P0.5 billion from end of 2022 balance of P11.8 billion. This was due to increase in cash and cash equivalents and receivables attributed to higher sales, partly offset by lower.

Consolidated net cash position rose by P0.7 billion to P2.4 billion because of increased collections and improved inventory management.

Total liabilities amounted to P5.3 billion, higher by P0.2 billion versus last year, due to timing of payment of trade payables.

Shareholders' equity increased by 3% to P6.9 billion owing to higher earnings in 2023.

CIC maintained its current performance at healthy levels, with debt-to-equity registering at 0.77.

Factors affecting the Company's financial and operational results in the full year of 2022

COVID-19: The Omicron surge in January significantly impacted consumer demand and slowed down the Company's growth momentum in Q1 and weighed on the full-year performance of CIC. However, the government's easing of restrictions in February allowed the reopening of the economy amid COVID-19 and signaled economic recovery in the country.

Macroeconomic Fundamentals: Despite the global economic challenges, the Philippine economy expanded 7.6% in 2022, driven by domestic consumption. The full reopening of the economy resulted in an expansion in services, industrial, manufacturing and tourism sectors to nearly pre-pandemic levels. The demand from the recovery, however, also led to record high levels of inflation that weakened consumer sentiment and lowered the purchasing power of peso. This impacted on the Company's retail business performance.

Construction Sector Developments: The opening of the economy has led to more normalization of both commercial and business activities. This led to stronger demand in the Commercial business mainly from retrofit/refurbishing projects which resulted to significant growth in the Company's commercial business. However, rising inflation and interest rates affected momentum in project bidding and contract awarding.

Commodity Prices, Logistics Costs and Foreign Exchange Fluctuations: The Company depends on raw materials sourced from third parties to manufacture the majority of its products. Raw materials represent about 71% of the Company's manufactured cost of sales. Commodity prices and logistics costs reached record high levels due to the Russia-Ukraine war which pushed fuel prices higher. The Philippine peso depreciation also contributed to the cost increases and forex losses from foreign denominated payables but eventually recovered towards the end of the year.

Weather: The early onset of the rainy season dampened Q2 AC sales relative to the strong performance during summer season in the past years.

RESULTS OF OPERATIONS

Year ended December 31, 2022 compared with year ended December 31, 2021

Even though two years have passed since the pandemic, business conditions remained challenging in 2022. The year started with the Omicron surge that led to lockdowns and renewed panic of the virus. This resulted in low consumer demand affecting January sales and earnings. The surge did not last long, and sales subsequently recovered, however, the Russia-Ukraine war happened causing fuel, commodity, and logistics costs to soar. In addition, the increased demand from the recovery further escalated prices creating record high levels of inflation. To curb inflation, the government increased interest rates, but this adversely affected the Philippine Peso. These factors considerably lowered the company's margins despite a series of selling price increases. Cost saving measures were implemented across the organization to counter the negative impact on earnings. Refinements in the company's processes were applied and are continuously being pursued to better position the business for future opportunities.

Against the backdrop of uncertainties in the external environment, CIC ended the year with a consolidated net income of P0.36 billion, a 5.3% decline from P0.38 billion in 2021, as inflationary cost pressures dragged down the Company's earnings despite price hikes. Profit after tax after minority interest (PATAMI) declined by 6.6% year-on-year to P0.15 billion. Profit before tax declined by 4.6% to P0.57 billion due to weak demand, higher commodity prices and logistics costs and peso depreciation.

<u>Net sales and services</u>

For the year ended December 31, 2022, CIC generated consolidated net sales of P13.2 billion, 7.6% better than the P12.2 billion it made a year earlier, buoyed by gradual price increases implemented throughout the year coupled by the significant growth in the Commercial segment.

The Commercial Business consisting of commercial AC, elevators and escalators, posted a comparative year increase in sales of 32.9% to P3.4 billion on higher backlog and new orders amid the resumption of business establishments and easing of COVID-related lockdown restrictions.

The Consumer Business posted P9.8 billion in net sales, a 0.9% growth against the previous year, led higher by the price increases and more than 60% growth in Laundry and Kitchen lines and Parts business segments. However, this was offset by the weakened demand in air conditioners and refrigerators, particularly WRAC and Direct Cool, which were CIC's leading products, as consumer behavior shifted to food and beverages, travel, and entertainment amid rising inflation.

Gross Profit and Margins

CIC registered consolidated gross profit of P4.1 billion for the year ended December 31, 2022, a slight decline of 0.2% from the previous year, driven by higher commodity prices and peso depreciation. This translated to a lower margin of 30.8%.

Operating Expenses

CIC's total operating expenses slid by 1.5% to P3.4 billion due to lower employee costs, advertising and promotions, warranty, inventory obsolescence and bad debts. The Company implemented cost-saving measures to cushion the impact of global economic headwinds. Favorability is partly offset by cost increases in logistics, diser and outsourced support to projects.

Other Operating Income (loss) and Finance Costs

Other operating loss of P65.9 million was mainly driven by the losses from foreign exchange and finance costs of P32.0 million relative to interest expense on short-term borrowings and amortization of lease liabilities.

FINANCIAL CONDITION

As at December 31, 2022 compared with as at December 31, 2021

CIC remains in a strong liquidity position which gives the Company balance sheet flexibility to support its future investment plans and withstand any external adversities. Consolidated total assets as of December 31, 2022 stood at P11.7 billion, lower by P0.6 billion from end of 2021 balance of P12.3 billion. This is attributable to the decrease in cash and cash equivalents, property and equipment and right of use of assets, net of increase in contract assets and inventories.

Consolidated net cash position decreased by P0.8 billion to P1.7 billion, as a result of inventory and short-term loan payment.

Total liabilities amounted to P5.1 billion, lower by P0.2 billion from end-2021 level, owing to the short-term loan payment and lower lease liabilities.

Shareholders' equity went down by 4.9% to P6.7 billion.

CIC maintained its current gearing at healthy levels, with debt-to-equity registering at 0.76.

Factors affecting the Company's financial and operational results in the full year of 2021

COVID-19: Covid Remains as a disruptor as almost 1/3 of the year or 110 days lost due to the lockdowns declared between March 22 to April 30 and August 5 to October 15. The Alert Level 4 declared during this period imposed severe restrictions on business which impacted various aspects of the operations: (1) sales- major business partners had limited business operations or remained closed during the period (2) logistics- operations shut down and mobility suffered (3) service- accredited service providers and technicians were unbale to provide services during the lockdown; and (4) manufacturing- factory shutdowns occurred with limited operations specially in cases where positive results were obtained. The arrival of the Delta variant further exacerbated the situation as it restricted mobility, strained the healthcare infrastructure, and dampened over-all consumer confidence. The impact of Covid was mitigated by investments we have made in our digital transformation, and the more widespread vaccination campaign.

Macroeconomic Fundamentals: The Philippine Gross Domestic Product (GDP) grew by 5.6% on 2021 as the country continues to recover from the pandemic. While a recovery is underway and the Company enjoyed better revenues as compared to 2020, challenges still remain. Airconditioning and the small domestic appliances both grew vs. 2020 levels but remain below 2019 levels. The refrigerator and laundry market shrunk during H2 as compared to 2020. In addition, the high inflationary environment and the weakening peso which is now 6-10% lower compared to the Renminbi and the USD at 2020 levels, add additional challenges as it impacts consumer confidence, and increases the price of our imported materials.

Construction Sector Developments: Despite the easing of Alert Levels, the business activities have seen slow recovery due to limited site accessibility and implementation of COVID-19 precautionary restrictions causing slow conversion of backlogs and delays in project implementation and product fulfillment. While there is pick-up in activity in commercial markets, there is a weak order rates due to project delays, delayed orders as well as execution issues.

Commodity Prices: The Company depends on raw materials sourced from third parties to produce majority of its products. Raw materials expense represents about 68% of the Company's manufactured cost of sales. The price of raw materials hit record high levels due to supply chain challenges, supply shortages, and higher demands due to the recovery.

Weather: Quarter 4 saw the devastating impact of Typhoon Odette which ravaged the southern part of the Philippines consisting of the Visayas and Mindanao region. The widespread damage it caused impacted our Q4 sales in the VisMin area.

RESULTS OF OPERATIONS

Year ended December 31, 2021 compared with year ended December 31, 2020

2021 was the beginning of the recovery, but it was not a smooth ride. The initial delay in vaccination and the arrival of the Delta variant caused two periods of lockdowns during the 2nd Quarter and the 3rd Quarter which caused us to lose almost 1/3 of the year- 110 days. This severely impacted the economy, consumer confidence and mobility.

Also, as the global economy started to recover, we were faced with challenges related to the macroeconomic environment. Commodity prices and inflation was at an all-time high. The peso continued to weaken. Supply chain disruptions, product and component shortages all threated to increase the cost of doing business. In addition, Typhoon Odette hit the southern regions during Q4- impacting our sales in the VizMin region.

Despite the challenges, CIC grew. Investments in digital transformation initiatives started to materialize. New and relevant products were introduced and market introduction of these were supported by digital platforms. CIC actively supported the government's COVID-19 vaccination campaign and implemented a series of vaccination programs within the company to ensure the safety of employees, business partners and their dependents. Cost structures were managed to realign strategies and focus areas to the current realities. CIC is now focusing on business recovery, refocusing on culture and capabilities, as well as adopting to the new normal.
CIC is now focusing on business recovery, rebuilding our culture and capabilities, as well as adopting to the new normal.

Our focus on the management of receivables and inventory, led to strong balance sheet and cash position.

CIC achieved for the year ended December 31, 2021 P0.4 billion in consolidated income, a 44.9% decline from 2020, with profit after tax after minority interest (PATAMI) at P0.2 billion, a 65.0% decline from 2020. Profit before tax was at P0.6 billion vis-à-vis 2020's P1.0 billion. The decline in earnings was due to lower margins as a result of commodity price increases, FX increases, competitive pricing, the normalization of employee costs, and investments in strategic projects.

Net sales and services

For the year ended December 31, 2021, the total consolidated net sales and services was at P12.2 billion, an increase of 13.7% from last year.

The Consumer Business posted a comparative period increase in sales of 18.7% to Php 9.7 billion, with strong consumer demand that is nevertheless still lower than pre-pandemic levels. The increase in sales was caused by higher volume driven by eased quarantine restrictions and improved consumer confidence. This was reinforced by an aggressive marketing campaign, new product introductions, and our strategic investments in digital channels and fulfillment capabilities, with earnings from digital channels increasing by more than 240%. The improved performance was tempered by the spread of the Delta Variant, which caused lockdowns during Q2 and Q3, as well as Typhoon Odette which negatively impacted demand in the VizMin region during Q4. Further challenges were experienced due to supply chain disruptions, high commodity prices, and high inflation.

The Commercial Business consisting of commercial AC, elevators and escalators posted a comparative year decrease in sales of 2.2% to P2.5 billion. The eased quarantine restrictions and increased consumer confidence helped stimulate the commercial markets with improvements in building projects, building starts, and civil starts. The performance was supported by improvements in pipelines, backlogs, and orders. Despite of this, the lingering impact of the pandemic still caused weak order rates and project delays, which impacted the financial results.

Gross Profit and Margins

CIC registered consolidated gross profit was P4.1 billion for the year ended December 31, 2020, a 3.5% increase from 2020. The increase was attributable by the higher volume of sales in first half of 2021, lower restrictions as compared to the previous year, and higher production which allowed improved absorption of fixed costs.

Operating Expenses

CIC's total operating expenses was P3.4 billion for the year ended 2021, a 14.8% higher over 2020, due to increase in volume driven costs, normalized employee costs and provisioning, as well as strategic investments for advertising, brand building and digital assets. This was offset by structural changes in the cost structure aimed at improving efficiencies.

Other Operating Income (loss) and Finance Costs

Other operating loss of P15.1 million was mainly driven by the losses from foreign exchange and the finance cost of P23.8 million was mainly related to interest expense on short-term borrowings and amortization of lease liabilities.

FINANCIAL CONDITION

As at December 31, 2021 compared with as at December 31, 2020

Consolidated total assets as at December 31, 2021 was at P12.3 billion, decreased by P0.4 billion from end of 2020 balance of P12.7 billion. Marked decreases in assets were from cash and cash equivalents, trade and other receivables, contract assets, and property and equipment, right of use of assets and intangible assets, net of marked increase in inventories.

As at December 31, 2021, the consolidated net cash position was decreased by P0.5 billion to P2.5 billion, due to catch-up of payment for 2020 payables.

Total liabilities as at December 31, 2021 amounted to P5.3 billion, decreased by P0.1 billion from 2020, mainly due to decrease in trade payables and other liabilities, other provisions, lease payable and lower income tax payable.

Factors affecting the Company's financial and operational results in the full year of 2020

COVID-19: With the enforcement of the mandatory Enhanced Community Quarantine (ECQ) in April that continued until middle of May which was later moved to Modified Enhanced Community Quarantine (MECQ) during May, various aspects of the business were affected: (1) sales – major business partners had limited business operations or remain closed during the period as very few dealers were able to shift to e-commerce; (2) logistics – during the ECQ, operations shutdown and mobility suffered (3) service – accredited service providers and technicians were unable to provide service during the lockdown; and (4) manufacturing – factory shutdown during ECQ and zero production, with limited operations during the MECQ. General Community Quarantine (GCQ) was later declared on June, July, and August 19 up to the balance of the year. Under GCQ, restrictions on travel to work, travel for leisure, manufacturing, retail operations, restaurants, and transportation were loosened, allowing for a partial recovery of business operations.

Macroeconomic Fundamentals: The Philippine Gross Domestic Product (GDP) resulted to a negative 9.5% in 2020 as a result of the on-going economic disruptions caused by COVID-19. Consumer spending heavily shifted to essentials as revenue streams of consumer contracted from furlough, pay cuts, and job displacements. Demand for consumer durables also shifted due to re-prioritization and deferment of big-ticket expenses. Purchases shifted away from consumer AC's, consumer refrigeration and laundry and went into E-commerce platforms for refrigeration, kitchen, and small domestic appliances.

Construction Sector Developments: Despite the easing of Community Quarantine (CQ), the business activities have seen slow recovery due to limited site accessibility and implementation of COVID-19 precautionary restrictions causing slow conversion of backlogs and delays in project implementation and product fulfillment. A steep drop in new project starts for civil projects, and concept and design for new building projects was experienced during the year.

Commodity Prices and Foreign Exchange Fluctuation: The Company depends on raw materials sourced from third parties to produce majority of its products. Raw materials expense represents about 71% of the Company's manufactured cost of sales. Generally, both commodity prices and FX were relatively stable in Q4 with the exception of the price of copper. Challenges arose from material sourcing especially imported raw materials due to port and logistics restrictions.

Key Performance Indicators

The Company monitors its financial and operating performance in terms of the following indicators for the years ended:

	2023	2022	2021
Gross Profit Margin	31.8%	30.8%	33.2%
Profit Before Tax	6.2%	4.3%	4.8%
Net Income Attributable to Shareholders (in Php Millions)	383.3	153.8	164.8
Net Income Attributable to Shareholders (% to Sales)	2.6%	1.2%	1.3%
Return on Average Equity	7.7%	3.1%	3.1%
Return on Average Assets	5.6%	3.0%	3.0%
Earnings per Share*	0.96	0.4	0.4
Debt to Equity Ratio	0.8	0.8	0.7
Asset-to-Equity Ratio	1.8	1.8	1.7
Book Value Per Share*	12.7	12.2	12.9

Key Performance Indicator	Definition
Gross Profit Margin	Gross Profit/Net Sales
Profit Before Tax	Profit before Tax/Net Sales
Return on Average Equity	Net Income after Minority Interest/ Average Shareholder's Equity net of Minority Interest
Return on Average Assets	Net Income / Average Assets
Earnings Per Share	Net Income after Minority Interest/ Average Shares Outstanding
Debt to Equity Ratio	Total Liabilities/Total Equity
Asset-to-Equity Ratio	Total Assets/Total Equity
Book Value Per Share	Shareholder's Equity net of Minority Interest/ Total Shares Outstanding

**Total Number of Shares (weighted average) as at December 31, 2023 – 397,912,491(2022 - 400,161,134; 2021 – 401,895,091)*

CASH FLOWS

The following table sets forth information from the Company's consolidated statements of cash flows for the years indicated (amounts in millions):

	For the years ended December 31		
	2023	**2022**	**2021**
Net cash flows provided by (used in) operating activities	1,516.7	278.0	500.2
Net cash flows used in investing activities	68.3	37.8	83.8
Net cash flows used in financing activities	763.3	1,071.3	884.0
Net increase (decrease) in cash and cash equivalents	685.1	(831.0)	(467.5)

The net cash flows provided by operating activities for the year ended 2023 amounted to P1.5 billion composed of income before provision for income tax of P0.9 billion, excluding adjustments, changes in working capital, interest received and including actual income tax paid. The decrease in cash flow from operating activities was due to buildup of inventory and higher settlement of payables.

The net cash flows used in investing activities for the year ended 2023 were at P68.3 million, mainly for the acquisition of property and equipment.

The net cash flows used in financing activities for the year ended 2023 were at P0.7 billion, relating to dividend payout, short-term borrowings, lease liabilities and acquisition of treasury shares.

INDEBTEDNESS

The Company did not have long-term borrowings as of December 31, 2023.

CAPITAL EXPENDITURES

The Company makes regular capital expenditures annually to support its business goals and objectives, investing in the on-going upgrade, expansion and maintenance of its property and equipment relating primarily to machinery and equipment, office equipment and leasehold and building improvements. The Company has historically funded its capital expenditures primarily through working capital derived from operating income.

As of December 31, 2023, CIC's capital expenditures totaled to P99.2 million, relating to renovation, purchase of machinery and equipment and software upgrades.

Material Commitments for Capital Expenditures

The Company's commitments for capital expenditures will be funded out of cash flows from operations.

Material Impact on Income from Continuing Operations

In the normal course of operations, the Company's activities are affected by foreign currency exchange rates, changes in interest rates and other market changes. The Company follows a prudent policy on managing its assets and liabilities so as to ensure that exposure to fluctuations in interest rates and foreign currency exchange rates are kept within acceptable limits and within regulatory guidelines.

Significant Elements of Income or Loss that did not Arise from Continuing Operations

There are no significant elements of income or loss that did not arise from the continuing operations of the Company.

Significant Subsequent Events

On March 6 and 7, 2024 CIC repurchased additional shares of 1 million and 0.3 million shares, respectively, totaling P15.6 million.

CIC declared a cash dividend of P0.70 per share to all stockholders on record as of April 15, 2024 and payable on April 26, 2024.

Item 7 Financial Statements

The consolidated financial statements of the Company are filed as part of this Form 17-A (refer to the Index to Financial Statements and Supplementary Schedules on page 37).

Item 8 Information on Independent Accountant and Other Related Matters

(1) External Audit Fees and Services

The aggregate fees billed in 2023, 2022 and 2021 for each of the professional services rendered by the Group's external auditors are summarized as follows:

NATURE OF AUDIT (in '000 Php)	FIRM	CIC	CCAC	CDI	COPI	CMI	CBSI	CTC	TEKO	ALSTRA	TENEX	TOTAL
2023												
External Audit	PWC	710	886	842	800	491	500	168	80	12	80	4,569
Impairment of Goodwill and Valuation of Intangible assets report	P&A	1,045	-	-	-	-	-	-	-	-	-	1,045
Actuarial Valuation Report	EMZ	-	45	25	-	20	24	14	17	-	20	165
Tax Consultancy	SGV	1,108	764	-	-	30	-	-	-	-	-	1,902
	ROMULO	235	110	-	120	110	123	-	-	-	-	698
	IGD	-	-	-	-	180	2,016	-	-	-	-	2,196
	AAA	-	-	-	-	215	-	-	-	-	-	215
Transfer Pricing	Deloitte	-	-	-	-	116	-	-	-	-	-	116
TOTAL		**3,098**	**1,805**	**867**	**920**	**1,162**	**2,663**	**182**	**97**	**12**	**100**	**10,906**
2022												
External Audit	PWC	726	887	811	700	231	420	170	75	10	80	4,110
Impairment of Goodwill and Valuation of Intangible assets report	P&A	594	-	-	-	-	-	-	-	-	-	594
Purchase Price Allocation for the acquisition of shares in Tenex	P&A	150	-	-	-	-	-	-	-	-	-	150
Actuarial Valuation Report	EMZ	14	-	25	25	20	28	14	17	-	20	142
Tax Consultancy	SGV	528	130	1,740	950	65	-	41	28	28		3,510
	ROMULO	240	120	1,249	120	120	120	-	-	-		1,969
	IGD	-	-	-	-	-	1,608	-	-	-		1,608
	VILLAR TADEJA	-	-	-	-	440	-	-	-	-		440
TOTAL		**2,251**	**1,137**	**3,825**	**1,795**	**877**	**2,176**	**224**	**120**	**38**	**100**	**12,542**
2021												
External Audit	PWC	777	884	772	720	450	497	180	75	104	40	4,499
Impairment of Goodwill and Valuation of Intangible assets report	P&A	332	-	-	-	-	-	-	-	-	-	332
Actuarial Valuation Report	EMZ	14	45	162	25	18	20	18	30	-	-	332
Tax Consultancy	SGV	943	1,916	-	-	-	-	55	33	33	-	2,980
	ROMULO	240	110	70	-	-	120	-	-	-	-	540
	IGD	-	-	-	-	-	1,458	-	-	-	-	1,458
TOTAL		**2,306**	**2,955**	**1,004**	**745**	**468**	**2,095**	**253**	**138**	**137**	**40**	**10,141**

Audit Committee's Approval Policies and Procedures for the External Audit

The Company's Audit Committee reviews the eligibility of the incumbent external auditor for retention, considering certain criteria, during the third quarter of each year. Failing so, the Audit Committee then follows the selection process.

Before the start of each year's audit, the external auditor presents to the Audit Committee for approval its proposed audit plan, describing the areas of focus for the audit, as well as any new accounting standards, laws and new regulatory rules that need to be taken into account in the course of the audit. The audit schedule is also presented. The audit fees are agreed with the external auditor by management. When the audit is completed and before the Company's Board meeting in April of the following year, the external auditor presents the audited financial statements and accompanying notes to the Board for notation in its April meeting, in time for tax filing in April.

(2) Changes in the Disagreements with Accountants on Accounting and Financial Disclosure

There were no changes and disagreements with Isla Lipana & Co., the Company's external auditor, on accounting and financial disclosure.

Part III - CONTROL AND COMPENSATION INFORMATION

Item 9 Directors and Executive Officers of the Issuer and the Key Management Officers of CIC and Subsidiaries

The overall management and supervision of the Company is undertaken by the Board. The executive officers and management team cooperate with the Board by preparing appropriate information and documents concerning the Company's business operations, financial condition and results of operations for its review.

(a) Directors

Board of Directors and Senior Management

In 2020, CIC amended its articles of incorporation to increase the number of Board members to nine with an addition of a third independent board member. Pursuant to the Company's amended articles of incorporation, the Board now consists of nine members, of which three are independent directors. The Board holds office for a one-year period until their successors are elected and qualified in accordance with the By Laws. The table below sets forth certain information regarding the members of the Board as of the date of this Report.

Name	Age	Position	Citizenship
Raul Joseph A. Concepcion	61	Chairman and President	Filipino
Renna C. Hechanova- Angeles	68	Vice Chairman and Treasurer	Filipino
Raul Anthony A. Concepcion	53	Director	Filipino
Jose Ma. A. Concepcion III	65	Director	Filipino
Ma. Victoria Herminia C. Young	64	Director	Filipino
Raissa C. Hechanova-Posadas	63	Director	Filipino
Cesar A. Buenaventura	94	Independent Director	Filipino
Justo A. Ortiz	66	Independent Director	Filipino
Luis Y. Benitez, Jr.	76	Independent Director	Filipino

The business experience of each of the directors is set forth below.

Raul Joseph A. Concepcion
Chairman and President

Mr. Raul Joseph A. Concepcion is the Chairman of the Board and Chief Executive Officer of the Company since 2008. He is also the President of CCAC and CII as well as the Chairman Emeritus of the Philippine Appliance Industry Association ("PAIA"). He holds a business administration degree from Simon Fraser University.

Renna C. Hechanova-Angeles
Vice Chairman and Treasurer

Ms. Renna C. Hechanova-Angeles was elected Vice Chairman of the Board and the Treasurer of the Company on July 18, 2013. She is concurrently the Vice Chairman and Treasurer of CDI, Director of CCAC, Corporate Secretary of Contel Communications, Director of the joint venture company between Ayala Land, Inc. and CII, Corporate Secretary of Republic Commodities Corporation ("RCC"), and Executive Vice President and Corporate Secretary of Concepcion CII. She is also the Corporate Secretary of Hyland Realty & Development Corp. Ms. Hechanova-Angeles holds a B.S. Commerce, Major in Management degree from the Assumption College.

Raul Anthony A. Concepcion
Vice Chairman

Mr. Raul Anthony A. Concepcion was elected to the Board of the Company on July 5, 2013 and as Vice Chairman on July 20, 2022. He is also the President and Chief Operations Officer of Contel Communications, President of Mondo Cucina, Inc., Vice President of the joint venture company between Ayala Land, Inc. and CII., and Chairman of the Board of CDI. Mr. Concepcion is also the Founder and Chief Event Officer of Condura Run, one of the premier running events in the Philippines. He is a finalist in the Ernst and Young Entrepreneur of the Year Awards in 2011 and received the Business Excellence Award for showing exceptional, consistent and systematic application of total quality management principles. He holds a B.A. Political Science degree from the University of the Philippines-Diliman and an Executive Master of Business Administration degree from the Asian Institute of Management.

Jose Ma. A. Concepcion III
Director

Mr. Jose Ma. A. Concepcion III was elected to the Board of the Company on July 5, 2013. He concurrently serves as the President and CEO of RFM Corporation and Chairman of the Board of Directors of RFM Unilever Ice Cream, Inc. He is also the co- chairman of the agri-business and food committee of Philippine Chamber of Commerce and Industry ("PCCI"). He is likewise a member of various industry associations such as PCCI, Philippine Association of Feed Millers ("PAFMI"), Philippine Association of Flour Millers ("PAFMIL"), Philippine Chamber of Food Manufacturers, Inc. ("PCFM"), Makati Business Club, and Management Association of the Philippines ("MAP"). Mr. Concepcion is active in various socio-civic associations such as the Philippine Center for Entrepreneurship Foundation which he founded, The Search for the Ten Outstanding Students of the Philippines ("TOSP") and Rotary Club of Makati Central. From 2005 to 2010, he was the presidential consultant for entrepreneurship, and in 2016 to 2022, he served as special adviser to the President of the Philippines. Presently, Mr. Concepcion holds the following positions in socio-civic associations: Vice Chairman and Trustee of RFM Foundation, Inc., Director of the Laura Vicuna Foundation for Street Children, and Vice Chairman of the Micro Small and Medium Enterprise Development Council ("MSMED"). He holds a B.S. Business Management degree from the De La Salle University.

Ma. Victoria Herminia C. Young
Director

Ms. Ma. Victoria Herminia C. Young was elected to the Board of the Company on July 5, 2013. She is a Director as well as the Vice President and General Manager of the White King Division of RFM Corporation since 2006. She is also a Director and General Manager of Interbake Commissary Corporation and President of RFM Foundation, Inc. Ms. Young is likewise a Trustee of several charitable organizations such as Soul Mission Organization and Ronald McDonald House of Charities. From 2000-2003, she served as a Director of the Assumption Alumnae Association. Ms. Young holds a B.S. Management and Marketing degree from the Assumption College.

Raissa C. Hechanova-Posadas
Director

Ms. Raissa C. Hechanova-Posadas has been a member of the Board of the Company since July 5, 2013. She is concurrently a Director of Hy-land Realty and Development Corporation, Advisor to the Board of Directors of BDO Private Bank, Diversity Equity and Inclusion Committee Head and Deputy Membership Head of District 3820 of Rotary International, President of BSL persons with Disabilities & Co. Inc, and Member of the Board of Trustees of Knowledge Channel Foundation, Inc. Prior to joining the Company, Ms. Hechanova-Posadas had 25 years of experience in corporate and investment banking at Citigroup where she held the positions of Managing Director, Head of corporate finance unit, and designated business senior credit officer. In addition, she was a Member of the Citi Philippines senior management team for ten years, and of the Board of Directors of several Citigroup legal vehicles in the country. Ms. Hechanova-Posadas holds a B.A. Applied Economics degree from De La Salle University and a Master of Business Administration degree from IMD International Institute for Management Development (formerly IMEDE).

Cesar A. Buenaventura
Lead Independent Director

Mr. Cesar A. Buenaventura, an Independent Director, was elected to the Board of the Company on November 27, 2013. He is chairman of Buenaventura Echauz and Partners, Inc. and Mitsubishi Hitachi Powers Systems, Inc. He is also the Vice Chairman of the Board of Directors of DMCI Holdings, Inc., Mr. Buenaventura likewise holds a directorship position in the boards of DM Consunji, Inc., International Container Terminal Services, Inc. (ICTSI), iPeople, Inc., Petronenergy Resources Corp., and Pilipinas Shell Petroleum Corporation. The notable positions he previously held include first Filipino CEO and Chairman of the Shell Group of Companies, Member of the Monetary Board of the Central Bank of the Philippines, Member of the Board of Regents of the University of the Philippines from 1987 to 1994, Member of the Board of Trustees of the Asian Institute of Management from 1994 to 2007, and President of the Benigno Aquino S. Foundation from 1985 to 2000. Mr. Buenaventura holds a B.S. Civil Engineering from the University of the Philippines and a Master’s degree in Civil Engineering, major in Structures from Lehigh University.

Justo A. Ortiz
Independent Director

Mr. Justo A. Ortiz is an Independent Director since November 6, 2020. Mr. Ortiz is the Chairman of Philippine Payments Management, Inc., Fintech Philippines Association, Inc. Distributed Ledger Technology Association of the Phiippines Inc., and Union Digital Bank. He serves as Vice Chairman of Union Bank of the Philippines. He holds the position of Director/Trustee in The Insular Life Assurance Co., Ltd., Philippine Trade Foundation, Inc., Pilmico Foods Corporation and Aboitiz Equity Ventures. He is a Member of the Board of Governors of Management Association of the Philippines, Member of Makati Business Club and World Presidents Organization. He was the Chairman of the Board of Union Bank from 2018 to June 2020. Chief Executive Officer from 1993 to 2017. Prior to holding his position in the Union Bank of the Philippines, he was Managing Partner for Global Finance and Country Executive for Investment Banking at Citibank, N.A. Mr. Ortiz became a member of the Claustro de Profesores of the University of Santo Tomas (UST) as he was conferred a Doctor of Humanities degree, Honoris Causa on December 11, 2015. He graduated Magna Cum Laude with a degree in the Economics Honors Program from Ateneo de Manila University.

Luis Y. Benitez
Independent Director

Mr. Luiz Y. Benitez was elected as Independent Director on October 26, 2022. Mr. Benitez holds independent directorships with Insular Life Assurance Co. Ltd. and Insular Healthcare, Inc., and CTBC Bank Philippines. He was a former Vice Chairman, Senior Partner, and Head of the Audit Division for SGV & Co. where he served from 1978 to 2007. Mr. Benitez received his MBA from the Stern School of Business, New York University. He is also a graduate of the Pacific Rim Bankers Program of the University of Washington. Mr. Benitez received his BSBA Major in Accounting from the University of the Philippines. He is a Certified Public Accountant.

The Board has conferred the title of Director Emeritus to two key personalities who have made significant contributions to the growth of the Company’s air conditioning and refrigeration businesses over the years. These honorary directors essentially function as senior executive advisers to the Board, drawing from their vast experience in holding leadership roles in Philippine business and industry and socio-civic organizations.

Raul T. Concepcion
Chairman Emeritus

Mr. Raul T. Concepcion is Chairman Emeritus of the Board of the Company. He concurrently serves as the Chairman and CEO of both CCAC and CDI as well as Chairman of Contel Communications, GOV’T WATCH, an independent oversight on the concerns of the Filipino consumer, and Buy Philippine Made Movement. Mr. Concepcion is also the Chairman Emeritus of the Federation of Philippine Industries, Vice President for trade of PCCI and a Trustee of the Carlos P. Romulo Foundation. He is a Member of various distinguished organizations such as the Makati Business Club, Manila Overseas Press Club, Rotary Club of Makati, Hero Foundation and MAP. Mr. Concepcion holds a B.S. Accountancy degree from the De La Salle University and an Executive Master of Business Administration degree from the University of California at Los Angeles. The degree of Doctor of Management Science (Honoris Causa) has also been conferred on him by the Technological Institute of the Philippines.

Jose S. Concepcion, Jr. (†)
Director Emeritus

Mr. Jose S. Concepcion, Jr. is a Director Emeritus of the Board of the Company. He concurrently serves as Chairman of the Board of RFM Corporation, Chairman and President of RFM Foundation, Inc., Chairman and CEO of SWIFT Foods Inc., Vice Chairman for Asia of the Non-Aligned Movement ("NAM") Business Council, President for ASEAN Affairs of PCCI, Barangay Chairman of Barangay Forbes Park (since 1997), Founding Chairman of the National Citizens' Movement for Free Elections ("NAMFREL"), Chairman of the Foundation for Lay Education on Heart Disease, special resource person of the United Coconut Planters Bank Finance Development ("UCPB CIIF") on the utilization of the coco levy fund, President of the Gusi Peace Prize Awards Foundation, and a Member of the steering committee of the Coalition Against Corruption, Board of Trustees of the CARITAS, Philippine Jaycees Senate, Preparatory Committee on Association of Southeast Asian Nations Chambers of Commerce and Industry ("ASEAN-CCI") Re-engineering and ASEAN-CCI executive committee. Mr. Concepcion also held previously the following notable positions: Founding Organizer in 1975 and President of the ASEAN-CCI in from 2000 to 2001, Chairman of ASEAN Business Advisory Council ("ABAC") from 2005 to 2006, Chairman of the East Asia Business Council ("EABC") from 2006 to 2007, Chairman of Philippine Township, Inc. from 2005- 2009, Delegate to the 1971 Constitutional Convention of the first district of Rizal, Commissioner of the EDSA People Power Commission from 1998 to 2000, Member of the task force for the World Trade Organization ("WTO") agriculture re-negotiation, and national Chairman of the Bishops-Businessmen's Conference for Human Development ("BBC") from 1992 to 2002. From 1986 to 1991, he concurrently held various positions in the government such as Minister of the Department of Trade and Industry, Chairman of the Board of Investments, and Member of the Monetary Board of the Central Bank of the Philippines. He holds a B.S. Agriculture degree from Araneta Institute. Mr. Concepcion has also been conferred with the degrees of Doctor of Humane Letters (Honoris Causa) by De La Salle University, Doctor of Humane Letters (Honoris Causa) by Xavier University, and Doctor of Philosophy in Management by the Gregorio Araneta University Foundation. (Mr. Concepcion, Jr. passed away on March 6, 2024).

(b) Executive Officers

The table below sets forth certain information regarding the executive officers of the Company as of the date of this Report.

Name	Age	Position	Citizenship
Raul Joseph A. Concepcion	61	Chief Executive Officer (up to December 31, 2023) and President	Filipino
Renna C. Hechanova- Angeles	68	Vice Chairman and Treasurer	Filipino
Raul Anthony A. Concepcion	53	Vice Chairman	Filipino
Isaias Ariel P. Fermin	55	Chief Executive Officer *(effective January 1, 2024)*	Filipino
Rafael C. Hechanova, Jr.	65	Chief Corporate Affairs Officer	Filipino

Name	Age	Position	Citizenship
Rajan Komarasu	57	Chief Finance and Operating Officer	Singaporean
Ma. Victoria A. Betita	55	Chief Strategy & Transformation Officer	Filipino
Marivic B. Landicho	51	Chief Audit Executive	Filipino
Omar C. Taccad	55	Chief Legal Counsel and Compliance Officer	Filipino
Jennie Rose D. David	31	Investor Relations Lead	Filipino
Jayson L. Fernandez	53	Corporate Secretary	Filipino
Roxanne Viel C. Santos	38	Assistant Corporate Secretary	Filipino

The business experiences of each of the executive officers are set forth below.

Raul Joseph A. Concepcion
Chief Executive Officer
(up to December 31, 2023) and President

Please refer to the table of Directors above.

Renna C. Hechanova-Angeles
Vice Chairman and Treasurer

Please refer to the table of Directors above.

Raul Anthony A. Concepcion
Vice Chairman

Please refer to the table of Directors above.

Isaias Ariel P. Fermin
Chief Executive Officer (effective January 1, 2024)

Mr. Isaias Ariel P. Fermin was appointed as Chief Executive Officer effective January 1, 2024. Mr. Fermin has held senior leadership positions at renowned multinational companies such as Procter & Gamble, Coca-Cola, Unilever, and Nike, as well as local publicly listed companies Max's Group, Inc. (MGI), Jollibee Foods and PLDT. His extensive background covers brand management, product development, retail and sales operations, supply chain management, and general management. He obtained his degree in Chemical Engineering from the University of the Philippines in Diliman.

Rafael C. Hechanova, Jr.
Chief Corporate Affairs Officer

Mr. Rafael C. Hechanova, Jr. has served the Company since 30 December 1997. He plays a key role in ensuring that the Company continues to do good business across all its markets. He oversees both the Consumer and Business Solutions Groups, including new business units for corporate marketing and business development, Prior to his tenure in CCAC, Mr. Hechanova served as a Director of the Pacific Basin Development Company in Vancouver, Canada. Upon returning to the Philippines and joining Concepcion Industries in 1994, he became responsible for managing the sales and aftermarket service of chillers and AHUs to institutional and commercial customers. In 1998, Mr. Hechanova joined the CCAC leadership as an operating partner managing retail sales and marketing for RLC air conditioning products ensuring that both product and brand development initiatives were based on unique and demanding Filipino insights. This enabled CCAC to launch highly relevant branded communication messages for Carrier, Condura and Kelvinator as well as product innovations including the patented energy saving plug. Mr. Hechanova is also currently a director of Concepcion-Carrier Realty Holdings, Inc. and of Hy-land. He was a director of CAC from 1998 to 2013 and of CCAC from 2006 to 2009. He took up Mechanical Engineering at the De La Salle University and graduated at the British Columbia Institute of Technology.

Rajan Komarasu
Chief Finance and Operating Officer

Mr. Rajan Komarasu was appointed as the Chief Finance and Operating Officer of the Company on November 1, 2021. He is concurrently the President of Alstra Incorporated and COPI. He was the Chief Financial Officer of CCAC from 2007 to 2011. Mr. Komarasu held several positions in United Technologies Corporation (now known as Raytheon Technologies) primarily in the HVACR segment. Prior to joining the Company, his last role at UTC was Asia director for financial planning and analysis at the climate control and security department in Shanghai. Mr. Komarasu holds a Bachelor of Business degree from Curtin University. He was also a Chartered Accountant of Singapore.

Ma. Victoria A. Betita
Chief Strategy and Transformation Officer

Ms. Ma. Victoria A. Betita was appointed as the Chief Strategy and Transformation Officer of the Company on November 1, 2021. She was the former Chief Finance Officer of CIC and CCAC from 2011 to 2021. Ms. Betita was formerly the Finance Director and Country Controller for Asea Brown Boveri Group from 1996 to 2001. From 2001 to 2005, she was the Chief Financial Officer of CCAC as well as the Treasurer and CFO of several Carrier subsidiaries. Prior to re-joining CIC and CCAC in 2011, Ms. Betita held several positions at Deutsche Knowledge Services, Pte. Ltd. She holds a B.S. Management Engineering degree from 2005 to 2011 in Ateneo de Manila University and a Master in Business Management from the Asian Institute of Management.

Marivic B. Landicho
Chief Audit Executive

Ms. Marivic B. Landicho was appointed as Chief Audit Executive on July 27, 2023. Ms. Landicho has over thirty years of strong and progressive experience in Internal Auditing, Compliance and Fraud Investigation in some of the most highly regulated industries. She has held various key positions as Vice President and Chief Audit Executive with notable experience in leading transformative audit initiatives at renowned organizations within the banking and healthcare sectors, with demonstrated expertise in fortifying internal controls, driving compliance, and uncovering financial irregularities. She obtained her Bachelor of Science degree from the De La Salle University and is a Certified Public Accountant and Certified Internal Control Auditor.

Omar C. Taccad
Chief Legal Counsel and Compliance Officer

Mr. Omar C. Taccad, was appointed Chief Compliance Officer in October 2019 and is the Vice President for Legal, Governance and Compliance of the Corporation since July 9, 2018. Prior to joining the Corporation, he was Assistant Corporate Secretary of PLDT Communications and Energy Ventures, Inc. (formerly Pilipino Telephone Corporation) and served as Corporate Secretary or Assistant Corporate Secretary of several subsidiaries of PLDT, Inc., where he was also Head of Subsidiaries Services Division – Corporate Affairs and Legal Services Group until 2017. He obtained his Juris Doctor degree from the Ateneo de Manila University and was admitted to the Philippine Bar in 1998.

Jennie Rose D. David
Investor Relations Lead

Ms. Jennie Rose D. David was appointed as Investor Relations Lead on November 21, 2023. Prior to joining CIC, Ms. David worked as a content analyst in Thompson Reuters for 6 years, then as the investor relations officer of Shinagawa Lasik Aesthetics. She holds a Bachelor of Science Degree Major in Financial Management in San Beda University, and Juris Doctor Degree in Arellano University of Law.

Jayson L. Fernandez
Corporate Secretary

Mr. Jayson L. Fernandez was elected as Corporate Secretary of the Company on July 18, 2013. He is a Partner in Romulo Mabanta Buenaventura Sayoc & de los Angeles and currently co-chairs its tax department. He obtained his A.B. Management Economics and Juris Doctor degrees from the Ateneo de Manila University and was admitted to the Philippine Bar in 1996.

Roxanne Viel C. Santos
Assistant Corporate Secretary

Ms. Roxanne Viel C. Santos was elected as the Assistant Corporate Secretary of the Corporation on July 15, 2020. She joined Romulo Mabanta Buenaventura Sayoc & de los Angeles in 2017 and is an Associate. She graduated from the Ateneo de Manila University School of Law with a Juris Doctor degree in 2016 and was admitted to the Philippine Bar in 2017.

(c) Key Management Officers of CIC and Subsidiaries

The table below sets forth certain information regarding the key management officers of the Company and its subsidiaries as of the date of this Report.

Name	Age	Position	Citizenship
Raul Joseph A. Concepcion	61	Chief Executive Officer (CEO) (up to December 31, 2023); Chairman and President, CIC, and CMI Chairman, CCAC and COPI	Filipino
Renna C. Hechanova- Angeles	68	Vice Chairman and Treasurer	Filipino
Raul Anthony A. Concepcion	53	Vice Chairman Chairman, CDI	Filipino
Isaias Ariel P. Fermin	55	Chief Executive Officer (effective January 1, 2024)	Filipino
Rafael C. Hechanova, Jr.	65	Chief Corporate Affairs Officer Executive Vice President (EVP) for Business Development, CDI Vice Chairman, CTC	Filipino
Rajan Komarasu	57	Chief Finance and Operating Officer; President and CEO, COPI and Alstra Treasurer, CTC Chairman, Tenex	Singaporean
Ma. Victoria A. Betita	55	Chief Strategy and Transformation Officer	Filipino
Teodoro L. Ruiz	53	Chief Human Resources Officer	Filipino
Harold Thomas Pernikar, Jr.	47	President, CDI	American
Alexander T. Villanueva	51	General Manager for Integrated Logistics	Filipino
Philip F. Trapaga	60	President, CCAC and Tenex	Filipino
Michael Eric I. Sarmiento	54	General Manager for Shared Services President and COO, CBSI	Filipino
Merril Yu	66	Chief Consumer Experience Officer	Filipino
Anna M. Alejandro	42	General Manager, CMI	Filipino
Steven Santos	49	Digital Transformation Director (effective January 1, 2024)	Filipino

The business experiences of each of the key management officers are set forth below.

Raul Joseph A. Concepcion
Chief Executive Officer (CEO)
(up to December 31, 2023);
Chairman and President, CIC, and CMI
Chairman, CCAC and COPI

Please refer to the table of Directors above.

Renna C. Hechanova- Angeles
Vice Chairman and Treasurer

Please refer to the table of Directors above.

Raul Anthony A. Concepcion
Vice Chairman
Chairman, CDI

Please refer to the table of Directors above.

Isaias Ariel P. Fermin
Chief Executive Officer
(effective January 1, 2024)

Please refer to the table of Executive Officers above

Rafael C. Hechanova, Jr. *Chief Corporate Affairs Officer* *Executive Vice President* *(EVP) for Business Development, CDI* *Vice Chairman, CTC*	Please refer to the table of Executive Officers above.
Rajan Komarasu *Chief Finance and Operating Officer;* *President and CEO, COPI and Alstra* *Treasurer, CTC* *Chairman, Tenex*	Please refer to the table of Executive Officers above.
Ma. Victoria A. Betita *Chief Strategy and Transformation Officer*	Please refer to the table of Executive Officers above.
Teodoro L. Ruiz *Chief Human Resources Officer*	Mr. Teodoro L. Ruiz joined the CIC Group on October 16, 2023. He is an ICF credentialed professional coach and accomplished HR professional with over thirty years of experience in human resource management, labor relations, organizational development and change management. His expertise spans various industries, including pharmaceutical and consumer healthcare, food and beverage, manufacturing and global business services. He obtained his Bachelor's Degree in Industrial Psychology *cum laude* from the Polytechnic University of the Philippines and master's deree from the Erasmus University Rotterdam in the Netherlands (Nuffic Fellow). He has also completed management and leadership programs at INSEAD Business School in Singapore and International Institute of Management Development (IMD) in Switzerland.
Harold Thomas Pernikar, Jr. *President, CDI*	Mr. Harold Thomas Perkinar, Jr. is the President and CEO of CDI. Prior to joining CCAC, he worked at the various offices of AkzoNobel Car Refinishes and AkzoNobel Automotive & Aerospace Coatings in Asia from 2002 to 2012. He served as a product manager, marketing and logistics manager, global product manager and business development manager at AzkoNobel Car Refinishes, and as a commercial manager at AzkoNobel Automotive & Aerospace Coatings. He holds a B.S. International Business and Finance degree from Northeastern University.
Alexander T. Villanueva *General Manager for Integrated Logistics*	Mr. Alexander T. Villanueva is the General Manager of Product Solutions and Integrated Solutions Services Division covering CCAC and CDI. From 2006 to 2009, he served as the quality director of CCAC. Previously, he performed roles ranging from quality engineer to head of quality at Ford Motor Company, both in the Philippines and in the U.S., and at Nissan Motor Philippines. Mr. Villanueva holds a B.S. Mechanical Engineering degree from the Mapua Institute of Technology.

Phillip F. Trapaga
President, CCAC and Tenex

Mr. Trapaga has been General Manager of CMI for three years and was concurrently appointed as Managing Director of CCAC last November 23, 2021. He also had a stint as Director of Channel Sales of CCAC with over thirty years of experience in the manufacturing, telecommunications and consumer durables.

Michael Eric I. Sarmiento
General Manager for Shared Services
President and COO, CBSI

Mr. Michael Eric Sarmiento is the President and COO of CBSI. Mr. Sarmiento specializes in Finance & IT with almost 20 years of experience in Business & Systems Analysis, Business Intelligence, Data Analytics, IT Project Management & Consulting, and Management Accounting. He was the SVP & General Manager of its ROHQ, Primer Resources Corp and Deputy CFO of the Intellectual Property Venture Group (IPVG) prior to joining CIC. He graduated from University of Sto. Tomas with a degree in Industrial Engineering and then got his MBA from University of the Philippines, Diliman, Q.C.

Merril Yu
Chief Consumer Experience Officer

Meril Yu is the Chief Consumer Experience Officer of CIC. Mr. Yu is a seasoned senior executive with over 25 years of leadership experience who has demonstrated success in managing full-scope operations and building multimillion dollar corporations. He is an international hotelier who has honed his craft with leading hotel brands such as Four Seasons Hotels, The Peninsula Group, and MGM among others. Locally, he has taken on senior leadership role in reputable organizations such as Megawide Construction Corporation as its Head of Hotels, LBP Service Corporation as its President, GHM Hotels Philippines Inc. as Managing Director, Legend Hotels International as COO and as SVP for SM Hotels & Entertainment.

Anna M. Alejandro
General Manager, CMI

Anna M. Alejandro is the General Manager and Treasurer of CMI. She has more than 15 years of experience in the field of Financial Planning, Statutory and Management Reporting and Analysis across FMCG and Pharmaceutical industries. Over the last 10 years, Ms. Alejandro has taken on various managerial roles both in the Philippines and the Regional Singapore Office covering the areas of Commercial Finance, Integrated Business Project Planning and Finance Business Partnering. Her most recent role is Senior Regional Commercial Finance Manager of A. Menarini Asia Pacific, based in Singapore handling 13 countries across Asia Pacific. She joined Concepcion Midea Inc. Phils. (CMIP) on November 15, 2018 as Finance Director. Ms. Alejandro holds a Bachelor's Degree in Accountancy from the Philippine School of Business Administration.

Steven Santos *General Manager, CMI*	Steven Santos is the Digital Transformation Director. He has more than 20 years of experience on internet startups, online classifieds, e-commerce, digital media and remote working companies. He has extensive knowledge in marketing management, strategic negotiations, e-commerce, payments, digital transformation, business consulting, strategic planning, business development, sales and operations. Prior to joining CCAC, Mr. Santos was the General Manager of Remote Staff and Country Managers for Tribe Limited and Property24. He also played key management roles for Multiply.com Philippines, Yahoo and SM Supermalls. He graduated in Ateneo De Manila University and completed his MBA program in University of the Philippines.

(d) Involvement in Certain Legal Proceedings

The above-named directors and executive officers have not been involved in any material legal proceedings involving bankruptcy petitions, criminal convictions, court orders and judgments, including violations of securities regulations during the past five years.

Item 10 Executive Compensation

The following are the Company's CEO and four most highly compensated executive officers of CIC and subsidiaries for the year ended December 31, 2023:

Name	Position
Raul Joseph A. Concepcion	Chief Executive Officer, CIC
Rajan Komarasu	Chief Finance & Operating Officer; President, COPI & Alstra, Inc.
Ma. Victoria A. Betita	Chief Strategy and Transformation Officer
Phillip Trapaga	President, CCAC
Harold Pernikar	President, CDI

The following table identifies and summarizes the aggregate compensation of the Company's CEO and the four most highly compensated executive officers of the Company in 2021, 2022, 2023 and 2024 (forecast):

	Year	Total [1]
		(Amounts are in millions)
CEO and the most highly compensated officers named above	2021	106.5
	2022	111.0
	2023	118.9
	2024 (est.)	143.7
Aggregate compensation paid to all officers and Directors as a group Unnamed	2021	175.6
	2022	186.4
	2023	209.8
	2024 (est.)	272.7

[1] *Includes salary, bonuses and other income*

Standard Arrangements

Other than payment of reasonable per diem for Board meetings and committee participation as approved by the Board, there are no standard arrangements pursuant to which Directors of the Company are compensated, or were compensated, directly or indirectly.

Other Arrangements

There are no other standard arrangements pursuant to which any Director of the Company was compensated except for the Chairman for the Audit and Governance Committee who is paid a reasonable monthly allowance as approved by the Board.

Employment Contracts

As of the date of this Report and with the standard employment constraints, the Company has no special employment contracts with the named executive officers.

Warrants and Options Outstanding

As of the date of this Report, there are no outstanding warrants or options held by the President and CEO, the named executive officers, and all officers and directors as a group.

Item 11 Security Ownership of Certain Beneficial Owners and Management

(a) Security Ownership of Certain Record and Beneficial Owners

The following table presents a list of persons/groups known to the Company to be directly or indirectly the record or beneficial owner of more than 5% of any class of Concepcion Industrial Corporation voting shares as at December 31, 2023.

Title of Class	Name and Address of Record Owner	Citizenship	Number of Shares Held	% of Class
Common	Foresight Realty & Development Corp. (Formerly Concepcion Holdings, Inc.) 308 Sen. Gil Puyat Ave., Makati City	Filipino	92,580,290	22.73
	Hyland Realty & Development Corp. 308 Sen. Gil Puyat Ave., Makati City	Filipino	89,387,797	21.95
	Horizons Realty Inc. Pioneer cor. Sheridan St., Mandaluyong City	Filipino	90,045,026	22.00

Other than the abovementioned, the Company has no knowledge of any person who, as at December 31, 2023, was directly or indirectly the beneficial owner of, or who has voting power or investment power (pursuant to a voting trust or other similar agreement) with respect to, shares comprising more than five percent (5%) of the Company's outstanding common shares of stock.

(b) Security Ownership of Management

The following are the number of shares of the Company's capital stock (all of which are voting shares) owned of record by the Chairman, key officers of the Company and subsidiaries as at December 31, 2023 held through various brokerage accounts and PCD Nominees.

Title of Class	Name of Beneficial Owner	Position	Citizenship	Number of Shares	Nature of Ownership	% of Class
Common	Raul Joseph A. Concepcion	Chairman /President	Filipino	1,024,160	Direct and Indirect	0.25
Common	Renna C. Hechanova- Angeles	Vice Chairman/ Treasurer	Filipino	3,227,816	Direct	0.79
Common	Raul Anthony A. Concepcion	Vice Chairman	Filipino	2,230,952	Direct and Indirect	0.55
Common	Ma. Victoria Herminia C. Young	Director	Filipino	1,149,073	Direct and Indirect	0.28
Common	Jose Ma. A. Concepcion III	Director	Filipino	614,056	Direct and Indirect	0.15
Common	Raissa C. Hechanova-Posadas	Director	Filipino	2,641,630	Direct	0.65
Common	Cesar A. Buenaventura	Independent Director	Filipino	3	Direct	0.0
Common	Justo A. Ortiz	Independent Director	Filipino	3,500	Direct	0.0
Common	Luis Y. Benitez, Jr.	Independent Director	Filipino	1	Direct	0.0
Common	Isaias Ariel P. Fermin	Chief Executive Officer (Effective January 1, 2024)	Filipino	0	-	0.0
Common	Rafael C. Hechanova, Jr.	Chief Corporate Affairs Officer	Filipino	4,207,614	Direct and Indirect	1.03
Common	Ma. Victoria A. Betita	Chief Strategy & Transformation Officer	Filipino	38,978	Direct	0.01
Common	Rajan Komarasu	Chief Finance & Operating Officer, President, COPI, Alstra	Singaporean	51,800	Direct	0.01
Common	Harold Thomas Pernikar, Jr.	CDI	American	1,560	Direct	0.0
Common	Alexander T. Villanueva	General Manager for Integrated Logistics	Filipino	12,500	Direct	0.0
Common	Phillip F. Trapaga	President, CCAC and Tenex	Filipino	12,120	Direct	0.0
Common	Omar C. Taccad	Chief Legal Counsel and Chief Compliance Officer	Filipino	0	-	0.0
Common	Marivic B. Landicho	Chief Audit Executive	Filipino	0	-	0.0
Common	Jennie Rose D. David	Investor Relations Lead	Filipino	0	-	0.0

The aggregate number of shares owned of record by all or key officers and directors as a group as of December 31, 2023 is 287,228,876 shares or approximately 70.53% of the Company's outstanding capital stock.

On June 11, 2018, the BOD approved the 2018 Long Term Share Incentive Plan. Under the Plan, a percentage of the Group's profit will be used to buy its existing shares in the stock market, which will then be given to entitled employees as an award based on pre-determined conditions. The program will be funded annually based on 1% to 2% of CIC profit based on the financial measure of Profit After Tax and Minority Interest. There were no incentives granted in 2023 and 2022.

(c) Voting Trust Holders of % or more

The Company has no existing voting trust or similar agreements.

(d) Changes in Control

There are no existing arrangements which may result in a change in control of the Company.

Item 12 Certain Relationships and Related Transactions

In the normal course of business, the Company transacts with related parties. Transactions with related parties are made at arms-length. The following are the balances and significant transactions with these entities as at and for the years ended December 31:

	2023		2022		2021	
	Transactions*	Outstanding receivable (payable)	Transactions*	Outstanding receivable (payable)	Transactions*	Outstanding receivable (payable)
Shareholders						
Rent and utilities	66,087	-	62,495	(7,597)	56,933	-
Lease of warehouse	43,441	-	42,589	-	36,047	-
Advance Rental	-	-	-	-	1,683	-
Security Deposit	-	-	-	-	1,493	-
Dividend declaration	198,956	-	401,855	-	401,955	-
Reimbursements from shareholders	141	598	368	613	594	866
Reimbursements to shareholders	-	(1,157)	1,157	(1,157)	1,157	-
Associate						
Administrative services	32,206	14,761	24,774	4,542	22,180	2,058
Transfer of employees	7,870	7,870	7,961	7,844	2,763	(2,763)
Purchase of goods, net of return	671	(1,691)	2,637	(2,000)	16,280	(27)
Sale of goods	8,798	2,565	1,645	1,087	8,143	4,937
Product loan	-	-	-	-	94	(94)
Advance collections	-	-	-	-	1,771	(1,771)
Transaction fees	2,782	258	2,769	4	3,036	-
Reimbursements from associates	140,421	76,172	127,181	37,677	173,338	15,198
Reimbursement to associates	1,234	(1,735)	4,078	(6,680)	63,138	(28,265)
Entities under common control						
Rent and utilities	35,330	(2,944)	35,607	(5,746)	34,119	-
Entities with common Shareholders						
Commission income	1,351	1,351	11,038	-	6,650	-
Dividend declaration	216,100	-	241,300	-	266,564	-
Purchases, net purchase returns	2,156,124	(335,915)	1,727,306	(258,196)	165,020	(90,434)
Collections (Payments) in behalf of a related party	-	-	-	(3,672)	(136)	(4,113)
Reimbursements	23	(2,181)	3,137	(593)	-	-
Royalty/Technical fee	57,147	(46,075)	53,849	(9,695)	51,895	(2,678)
Key management personnel						
Short-term						
Directors' fees	6,553	(9,505)	1,918	(2,952)	3,368	(4,329)
Salaries and wages	386,010	(83,992)	389,093	(78,671)	361,865	(82,658)
Long-term						
Retirement benefit	16,993	(244,994)	18,154	(197,744)	57,841	(179,616)
Retirement plan						
Contributions to the retirement fund	-		1,532	-	17,412	-
Claims from the retirement fund		-	-	3,555	-	-

**amount of transactions for 2023 & 2022 – net of VAT (2021 – gross amount less creditable/expanded withholding tax (CWT/EWT)*

Part IV - CORPORATE GOVERNANCE

Item 13 Corporate Governance

This portion has been deleted pursuant to SEC Memorandum Circular No. 5, series of 2013. Please refer to the Company's 2023 Integrated Annual Corporate Governance Report (I-ACGR) for the full discussion on the Company's corporate governance practices: https://cic.ph/app/uploads/2023/06/Notarized-SEC-FORM-I-ACGR-2023-CIC-19-May-2023.pdf

Part V - EXHIBITS AND SCHEDULES

Item 14 Exhibits and Reports on SEC Form 17-C

(a) Exhibits -- Please refer to the Index to Exhibits on page 34.

The other exhibits as indicated in the Exhibit Table of Revised Securities Act Forms are either not applicable to the Company or require no answer.

(b) Reports on SEC Form 17-C

The following reports on SEC Form 17-C were filed from January 1 to December 31, 2023:

Date	Subject of Report
January 9, 2023	Resignation of Chief Audit Executive Ms. Arazeli L. Malapad
January 11, 2023	Resignation of Head of Investor Relations Mr. Alberto Alfonso Albano
January 30, 2023	Notice of Analysts' and Investors' Briefing
February 1, 2023	CIC Press Release on Business Updates
February 21, 2023	Appointment of Ms. Ma. Cristina Millares Lleva as Head of Investor Relations
March 29, 2023	Declaration of Cash Dividend
April 18, 2023	Notice of Investor's Briefing
April 26, 2023	Press Release on Financial and Business Updates
April 26, 2023	Notice of Annual Stockholders' Meeting
July 11, 2023	Notice of Analysts' and Investors' Briefing
July 27, 2023	Results of the Annual Stockholders' Meeting and Organizational Meeting
July 27, 2023	Press Release on Business Updates
August 8, 2023	Press Release on EPR Act
September 21, 2023	Appointment of Mr. Ariel Fermin as CEO effective January 1, 2024; Notice for a Special Stockholders' Meeting for the Amendment of the By-laws
September 25, 2023	Resignation of Ms. Ma. Cristina Millares Lleva as Head of Investor Relations
September 29, 2023	Notice of Investors' and Analysts' Briefing
October 9, 2023	CIC Press Release: Concepcion Industrial Corporation announces partnership with SharkNinja to bring innovative home appliances to the Philippines.
October 25, 2023	Press Release on Business Updates
November 21, 2023	Results of Special Stockholder's Meeting
November 21, 2023	Appointment of Ms. Jennie Rose David as Investor Relations Lead
December 19, 2023	Update on Amendment of By-Laws

SIGNATURES

Pursuant to the requirements of Section 17 of the Code and Section 141 of the Corporation Code, this report is signed on behalf of the issuer by the undersigned, thereunto duly authorized, in the City of Makati on March 26, 2024.

By:

Raul Joseph Concepcion
Chief Executive Officer

Rajan Komarasu
Chief Finance and Operating Officer

Jayson L. Fernandez
Corporate Secretary

SUBSCRIBED AND SWORN to before me this MAR 27 2024, affiants exhibiting to me their residence certificates as follows:

NAMES	ID NUMBER	DATE OF ISSUE	PLACE OF ISSUE
Raul Joseph Concepcion	P6306423A	06 March 2018	Manila
Rajan Komarasu	NCR-2022-03-004041	24 January 2023	Manila
Jayson L. Fernandez	N01-88-083452	09 January 2018	Makati City

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Page No. 104
Book No. 370
Series of 2024.

PATRICIO L. BONCAYAO, JR.
Notary Public
2nd Floor, KLC Bldg., Rotonda,
Alabang, Muntinlupa City
MCLE Compliance No. VII-0015578
Issued on 04-13-22; Valid until 4-14-2025
IBP Lifetime No. 019651; 11-05-15; Pasay City
PTR No. 10474126; 01-02-24; Muntinlupa City
NC-24-016; Muntinlupa City until 12-31-25
TIN: 137-734-551
Roll No. 53700

CONCEPCION

STATEMENT OF MANAGEMENT'S RESPONSIBILITY
FOR CONSOLIDATED FINANCIAL STATEMENTS

The management of **Concepcion Industrial Corporation and Subsidiaries** is responsible for the preparation and fair presentation of the consolidated financial statements including the schedules attached therein, for the years ended December 31, 2023 and 2022, 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 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 Company's ability to continue as a going concern, disclosing, as applicable matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors is responsible for overseeing the Company'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 or members.

Isla Lipana & Co., the independent auditor, appointed by the stockholders, has audited the consolidated financial statements of the Group in accordance with Philippines Standards on Auditing, and in its report to the stockholders, has expressed its opinion on the fairness of presentation upon completion of such audit.

Raul Joseph Concepcion
Chairman of the Board and Chief Executive Officer

Rajan Komarasu
Chief Finance and Operating Officer

Signed this 26th day of March 2024

Signed in the presence of:

MA. ANNUNCIATA A. TRANGCO
2020 186

CHARINA ROSE VENTURA
2020 288

ACKNOWLEDGEMENT

Republic of the Philippines)
MUNTINLUPA CITY) SS

Before me, a notary public for and in the MUNTINLUPA CITY this MAR 26 2024 personally appeared.

Name	Evidence of Competent Identity
RAUL JOSEPH A. CONCEPCION	P6306423A issued on 06 March 2018
RAJAN KOMARASU	NCR-2022-03-004041 issued on Jan. 24, 2023

Known to me to be the same persons who execute the foregoing Statement of Management Responsibility, consisting of one (1) page, and they acknowledge to me that they executed the same as their free and voluntary act and deed.

IN WITNESS WHEREOF, I have unto set my hand and affixed my notarial seal this MAR 26 2024.

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Page No. 103
Book No. 310
Series of 2024

PATRICIO L. BONCAYAO, JR.
Notary Public
2nd Floor, KLC Bldg., Rotonda,
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PTR No. 10474126; 01-02-24; Muntinlupa City
NC-24-016; Muntinlupa City until 12-31-25
TIN: 137-734-581
Roll No. 33796
Tel. No. 8800-70-16
patricio_boncayao_lawoffice@yahoo.com.ph

Independent Auditor's Report

To the Board of Directors and Shareholders of
Concepcion Industrial Corporation
308 Gil Puyat Avenue
Makati City

Our Opinion

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of Concepcion Industrial Corporation and its subsidiaries (together, the "Group") as at December 31, 2023 and 2022, and its consolidated financial performance and its consolidated cash flows for each of the three years in the period ended December 31, 2023 in accordance with Philippine Financial Reporting Standards (PFRS).

What we have audited

The consolidated financial statements of the Group comprise:

- the consolidated statements of financial position as at December 31, 2023 and 2022;
- the consolidated statements of total comprehensive income for each of the three years in the period ended December 31, 2023;
- the consolidated statements of changes in equity for each of the three years in the period ended December 31, 2023;
- the consolidated statements of cash flows for each of the three years in the period ended December 31, 2023; and
- the notes to the consolidated financial statements, including material accounting policy information.

Basis for our Opinion

We conducted our audits in accordance with Philippine Standards on Auditing (PSA). 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 believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

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.

Our Audit Approach

As part of designing our audit, we determined materiality and assessed the risks of material misstatement in the consolidated financial statements. In particular, we considered where management made subjective judgements; for example, in respect of significant accounting estimates that involved making assumptions and considering future events that are inherently uncertain. As in all of our audits, we also addressed the risk of management override of internal controls, including among other matters, consideration of whether there was evidence of bias that represented a risk of material misstatement due to fraud.

We tailored the scope of our audit in order to perform sufficient work to enable us to provide an opinion on the consolidated financial statements as a whole, taking into account the structure of the Group, the accounting processes and controls, and the industry in which the Group operates.

Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were 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 these matters.

The only key audit matter (KAM) identified for the Group pertains to impairment of goodwill.

KAM	How our audit addressed the KAM
Impairment of goodwill The Group has goodwill arising from its acquisition of Concepcion-Otis Philippines, Inc. (COPI) in 2014, acquisition of Teko Solutions Asia, Inc. (Teko) in 2018 and acquisition of additional shares of Tenex Services, Inc. ("Tenex") in 2022. Under Philippine Accounting Standards (PAS) 36, "Impairment of Assets", the amount of goodwill is required to be tested annually for impairment. This annual impairment test was significant to our audit since the related goodwill amounting to PHP806,682 million as at December 31, 2023 is material to the consolidated financial statements. In addition, management's assessment process is complex and is based on management judgment and assumptions, specifically average revenue growth rate and pre-tax adjusted discount rate, which are affected by expected future market or economic conditions.	We evaluated the appropriateness of the work performed by management's third-party valuation expert to assist us in evaluating the assumptions and methodologies used in management's valuation. We involved our internal expert in validating the methodology and assumptions adopted by management. The procedures performed to assess the reasonableness of management assumptions include, among others, the following: • Model integrity. Checked logic, links, formulas, mathematical accuracy, and completeness of the key model inputs. • Discount rate and terminal growth rate estimates. Compared the discount rate and terminal growth rate used against our internal benchmarks and independent recalculation of the Group's weighted average cost of capital. • Reasonableness of cash flow assumptions. Compared the growth and margin assumptions with historical performance, outstanding projects, and industry outlook for the businesses. We evaluated the competence, capabilities and objectivity of the third-party valuation expert engaged by the Group, and our internal expert.

Other Information

Management is responsible for the other information. The other information comprises the information included in the SEC Form 20-IS (Definitive Information Statement), SEC Form 17-A and Annual Report for the year ended December 31, 2023 but does not include the consolidated financial statements and our auditor’s report thereon. The SEC Form 17-A was obtained prior to the date of the audit report while the SEC Form 20-IS and the Annual Report are expected to be made available to us after the date of this auditor's report.

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

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information identified above when it becomes available and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, 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.

When we read other information not yet received, if we conclude that there is a material misstatement therein, we are required to communicate the matter to those charged with governance and, if required by Securities Regulation Code 68, to the Securities and Exchange Commission.

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 PFRS, 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 PSA will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, 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 PSA, 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 Group 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, actions taken to eliminate threats or safeguards applied.

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 Imelda Ronnie de Guzman-Castro.

Isla Lipana & Co.

Imelda Ronnie R. Castro

Imelda Ronnie de Guzman-Castro
Partner
CPA Cert. No. 89352
P.T.R. No. 0011287; issued on January 12, 2024 at Makati City
T.I.N. 152-015-095
BIR A.N. 08-000745-044-2021, issued on September 16, 2021; effective until September 15, 2024
BOA/PRC Reg. No. 0142, effective until November 14, 2025

Makati City
March 26, 2024

Statements Required by Rule 68
Securities Regulation Code (SRC)

To the Board of Directors and Shareholders of
Concepcion Industrial Corporation
308 Gil Puyat Avenue
Makati City

We have audited the consolidated financial statements of Concepcion Industrial Corporation and its subsidiaries (the "Group") as at and for the year ended December 31, 2023, on which we have rendered the attached report dated March 26, 2024. The supplementary information shown in Annex 68-D: Reconciliation of Parent Company's Retained Earnings Available for Dividend Declaration, and A Map Showing Relationships between and among the Parent Company and its Ultimate Parent Company, Middle Parent, Subsidiaries or Co-subsidiaries and Associates as required by Part I Section 5 and Schedules A, B, C, D, E, F, and G as required by Part II Section 6 of Rule 68 of the Securities Regulation Code, are presented for purposes of filing with the Securities and Exchange Commission and are not required parts of the basic financial statements. Such supplementary information and schedules are the responsibility of management and have been subjected to the auditing procedures applied in the audit of the basic financial statements. In our opinion, the supplementary information and schedules have been prepared in accordance with Rule 68 of the Securities Regulation Code.

Isla Lipana & Co.

Imelda Ronnie de Guzman-Castro
Partner
CPA Cert. No. 89352
P.T.R. No. 0011287; issued on January 12, 2024 at Makati City
T.I.N. 152-015-095
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BOA/PRC Reg. No. 0142, effective until November 14, 2025

Makati City
March 26, 2024

pwc

Independent Auditor's Report on Components of Financial Soundness Indicators

To the Board of Directors and Shareholders of
Concepcion Industrial Corporation
308 Gil Puyat Avenue
Makati City

We have audited in accordance with Philippine Standards on Auditing, the consolidated financial statements of Concepcion Industrial Corporation and its subsidiaries (the "Group") as at December 31, 2023 and 2022 and for each of the three years in the period ended December 31, 2023, and have issued our report thereon dated March 26, 2024. Our audits were made for the purpose of forming an opinion on the basic consolidated 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 consolidated financial statements prepared in accordance with PFRS. The components of these financial soundness indicators have been traced to the Group's consolidated financial statements as at December 31, 2023 and 2022 and for each of the three years in the period ended December 31, 2023 and no material exceptions were noted.

Isla Lipana & Co.

Imelda Ronnie de Guzman-Castro
Partner
CPA Cert. No. 89352
P.T.R. No. 0011287; issued on January 12, 2024 at Makati City
T.I.N. 152-015-095
BIR A.N. 08-000745-044-2021, issued on September 16, 2021; effective until September 15, 2024
BOA/PRC Reg. No. 0142, effective until November 14, 2025

Makati City
March 26, 2024

Concepcion Industrial Corporation and Subsidiaries

Consolidated Statements of Financial Position
As at December 31, 2023 and 2022
(All amounts in thousand Philippine Peso)

	Notes	2023	2022
Assets			
Current assets			
Cash and cash equivalents	2	2,372,614	1,688,163
Trade and other receivables, net	3	3,745,305	3,455,147
Contract assets	15	849,419	781,668
Inventories, net	4	2,489,373	3,161,979
Prepayments and other current assets		241,591	115,697
Total current assets		9,698,302	9,202,654
Non-current assets			
Property and equipment, net	5	435,257	474,515
Investment property	6	40,255	40,255
Investment in associates	7	98,891	90,009
Intangible assets, net	8	118,980	135,843
Goodwill	8	806,682	806,682
Right-of-use assets, net	19	341,101	360,096
Deferred income tax assets, net	9	620,497	579,879
Other non-current assets		82,935	80,783
Total non-current assets		2,544,598	2,568,062
Total assets		12,242,900	11,770,716
Liabilities and Equity			
Current liabilities			
Trade payables and other liabilities	10	4,107,377	3,896,259
Short-term borrowings	13	4,600	114,000
Lease liabilities	19	191,304	136,873
Provision for warranty	11	80,775	68,077
Other provisions	12	104,175	38,691
Total current liabilities		4,488,231	4,253,900
Non-current liabilities			
Retirement benefit obligation	20	641,245	570,502
Lease liabilities	19	181,282	241,914
Provision for warranty	11	2,874	5,941
Total non-current liabilities		825,401	818,357
Total liabilities		5,313,632	5,072,257
Equity			
Attributable to owners of the Parent Company			
Share capital	21	407,264	407,264
Share premium	21	993,243	993,243
Treasury shares	21	(241,464)	(241,464)
Retained earnings		3,949,873	3,765,573
Other comprehensive loss	20	(69,814)	(51,816)
		5,039,102	4,872,800
Non-controlling interest		1,890,166	1,825,659
Total equity		6,929,268	6,698,459
Total liabilities and equity		12,242,900	11,770,716

The notes on pages 1 to 59 are integral part of these consolidated financial statements.

Concepcion Industrial Corporation and Subsidiaries

Consolidated Statements of Total Comprehensive Income
For each of the three years in the period ended December 31, 2023
(All amounts in thousand Philippine Peso, except earnings per share)

	Notes	2023	2022	2021
Net sale of goods	15	13,702,837	12,235,287	11,924,459
Sale of services	15	958,580	939,786	314,780
Net sales		14,661,417	13,175,073	12,239,239
Cost of sales and services	16	(10,006,235)	(9,119,396)	(8,173,810)
Gross profit		4,655,182	4,055,677	4,065,429
Operating expenses	17	(3,777,744)	(3,359,970)	(3,411,506)
Other operating income (loss), net	18	52,111	(65,934)	(15,074)
Operating income		929,549	629,773	638,849
Interest expense	13, 19	(25,659)	(32,530)	(23,832)
Income before share in net income (loss) of associates and income tax		903,890	597,243	615,017
Share in net income (loss) of associates	7	9,415	(31,996)	(22,513)
Income before income tax		913,305	565,247	592,504
Income tax expense	9	(246,013)	(207,183)	(214,409)
Net income for the year		667,292	358,064	378,095
Other comprehensive income (loss) that will not be subsequently reclassified to profit or loss				
Remeasurement gain (loss) on retirement benefits, net of tax	7, 20	(21,427)	6,938	42,112
Total comprehensive income for the year		645,865	365,002	420,207
Net income attributable to:				
Owners of the Parent Company		383,256	153,836	164,750
Non-controlling interest		284,036	204,228	213,345
		667,292	358,064	378,095
Total comprehensive income attributable to:				
Owners of the Parent Company		365,258	158,126	195,105
Non-controlling interest		280,607	206,876	225,102
		645,865	365,002	420,207
Earnings per share - basic and diluted	22	0.96	0.38	0.41

The notes on pages 1 to 59 are integral part of these consolidated financial statements.

Concepcion Industrial Corporation and Subsidiaries

Consolidated Statements of Changes in Equity
For each of the three years in the period ended December 31, 2023
(All amount in thousand Philippine Peso)

	Notes	Attributable to owners of the Parent Company						
		Share capital	Share premium	Treasury shares	Retained earnings	Other comprehensive income (loss)	Non-controlling interest	Total
Notes		21	21	21	21	20	7	
Balances as at January 1, 2021		407,264	993,243	(170,068)	4,251,056	(86,269)	1,898,332	7,293,558
Comprehensive income								
Net income for the year		-	-	-	164,750	-	213,345	378,095
Remeasurement gain on retirement benefits, net of tax		-	-	-	-	30,356	11,756	42,112
Total comprehensive income for the year		-	-	-	164,750	30,356	225,101	420,207
Transactions with owners								
Cash dividends declared		-	-	-	(401,955)	-	(266,564)	(668,519)
Treasury shares		-	-	(2,040)	-	-	-	(2,040)
Total transactions with owners		-	-	(2,040)	(401,955)	-	(266,564)	(670,559)
Balances as at December 31, 2021		407,264	993,243	(172,108)	4,013,851	(55,913)	1,856,869	7,043,206
Comprehensive income								
Net income for the year		-	-	-	153,836	-	204,228	358,064
Remeasurement gain on retirement benefits, net of tax		-	-	-	-	4,289	2,649	6,938
Total comprehensive income for the year		-	-	-	153,836	4,289	206,877	365,002
Transactions with owners								
Adjustment due to change in ownership		-	-	-	(259)	(192)	3,213	2,762
Cash dividends declared		-	-	-	(401,855)	-	(241,300)	(643,155)
Treasury shares		-	-	(69,356)	-	-	-	(69,356)
Total transactions with owners		-	-	(69,356)	(402,114)	(192)	(238,087)	(709,749)
Balances as at December 31, 2022		407,264	993,243	(241,464)	3,765,573	(51,816)	1,825,659	6,698,459
Comprehensive income								
Net income for the year		-	-	-	383,256	-	284,036	667,292
Remeasurement loss on retirement benefits, net of tax		-	-	-	-	(17,998)	(3,429)	(21,427)
Total comprehensive income for the year		-	-	-	383,256	(17,998)	280,607	645,865
Transaction with owners								
Cash dividends declared		-	-	-	(198,956)	-	(216,100)	(415,056)
Balances as at December 31, 2023		407,264	993,243	(241,464)	3,949,873	(69,814)	1,890,166	6,929,268

The notes on pages 1 to 59 are integral part of these consolidated financial statements.

Concepcion Industrial Corporation and Subsidiaries

Consolidated Statements of Cash Flows
For each of the three years in the period ended December 31, 2023
(All amounts in thousand Philippine Peso)

	Notes	2023	2022	2021
Cash flows from operating activities				
Income before income tax		913,305	565,247	592,504
Adjustments for:				
Provisions for:				
Warranty cost	11	135,813	147,668	132,487
Inventory obsolescence	4	21,257	16,329	31,984
Commission	12	76,114	26,728	14,914
Impairment of receivables	3	10,173	3,026	11,858
Contingencies	12	34,737	27,054	11,120
Amortization of right-of-use assets	19	225,925	190,270	249,963
Depreciation and amortization of property and equipment	5	142,895	151,365	151,340
Retirement benefit expense	20	107,318	110,872	228,389
Interest expense	13, 19	25,659	32,530	23,832
Interest income on bank deposits, short-term placements	18	(24,844)	(8,493)	(5,483)
Amortization of intangible assets	8	16,863	28,397	32,052
Unrealized foreign exchange losses (gains)	25	11,291	(13,532)	12,014
Share in net loss (income) of associates	7	(9,415)	31,996	22,513
Loss on disposal of property and equipment	18	519	62	160
Operating income before working capital changes		1,687,610	1,309,519	1,509,647
Changes in:				
Trade (net of provision)* and other receivables		(359,258)	(221,332)	321,128
Inventories		651,349	(208,707)	(538,563)
Prepayments and other current assets		(283,756)	(55,051)	44,809
Other non-current assets		(2,152)	(16,376)	(5,968)
Trade payables and other liabilities		202,389	(86,084)	(67,412)
Cash generated from operations		1,896,182	721,969	1,263,641
Payments of provision for warranty cost	11	(126,182)	(137,217)	(148,499)
Income tax paid		(122,138)	(182,621)	(465,298)
Retirement contributions/ benefits directly paid by the Group/ settlements paid from book reserved	20	(72,515)	(95,692)	(92,305)
Payments of other provisions	12	(61,716)	(30,851)	(59,997)
Interest received on bank deposits		3,027	2,432	2,698
Net cash provided by operating activities		1,516,658	278,020	500,240
Cash flows from investing activities				
Interest received from short-term placements and loans to a related party		21,300	8,939	3,689
Proceeds from disposal of property and equipment		9,564	415	-
Additions to property and equipment	5	(99,179)	(58,381)	(81,119)
Additions to intangibles	8	-	-	(6,333)
Acquisition of subsidiary, net of cash	7	-	11,254	-
Net cash used in investing activities		(68,315)	(37,773)	(83,763)
Cash flows from financing activities				
Cash distributions of profits	21	(415,056)	(643,155)	(668,519)
Principal repayment of lease liabilities	19	(213,131)	(190,280)	(249,575)
Payments of short-term borrowings	13	(109,400)	(286,000)	-
Interest paid on lease liabilities	19	(23,805)	(18,087)	(12,329)
Interest paid on short-term borrowings	13	(1,890)	(14,393)	(11,503)
Proceeds from short-term borrowings	13	-	150,000	60,000
Acquisitions of treasury shares	21	-	(69,356)	(2,040)
Net cash used in financing activities		(763,282)	(1,071,271)	(883,966)
Net increase (decrease) in cash and cash equivalents		685,061	(831,024)	(467,489)
Cash and cash equivalents as at January 1		1,688,163	2,518,403	2,986,668
Effects of foreign exchange rate changes on cash and cash equivalents		(610)	784	(776)
Cash and cash equivalents as at December 31	2	2,372,614	1,688,163	2,518,403

**Provision for volume rebates, trade discounts and other incentives is presented as net movement in Trade and other receivables in the Statement of Cash Flow, as allowed by PRFS.*

The notes on pages 1 to 59 are integral part of these consolidated financial statements.

Note 1 - General information

1.1 Registration and business

Concepcion Industrial Corporation (the Parent Company or CIC) was incorporated and registered with the Philippine Securities and Exchange Commission (SEC) on July 17, 1997 primarily to carry on business as a holding company, including but not limited to the acquisition by purchase, exchange, assignment, gift, importation or otherwise, and to hold, own and use for investment or otherwise, and to sell, assign, transfer, exchange, mortgage, pledge, traffic or otherwise to enjoy and dispose of real and personal property of every kind and description, including land, condominium units, buildings, machineries, equipment, bonds, debentures, promissory notes, shares of capital stock or other securities or obligations, created, negotiated or issued by any corporation, association, or other entity, foreign or domestic, and while the owner thereof, to exercise all the rights, powers and privileges of ownership, including the right to receive, collect, and dispose of, any and all dividends, rentals, interest and income derived therefrom and generally perform acts or things designed to promote, protect, preserve, improve or enhance the value of any such land, condominium units, buildings, machineries, equipment, bonds, debentures, promissory notes, shares of capital stock, securities or obligations to the extent permitted by law without however engaging in dealership in securities, in the stock brokerage business or in the business of an investment company. CIC's subsidiaries are incorporated and operating in the Philippines.

CIC is one of the Philippines' most established and leading suppliers of air conditioners products and solutions, refrigerators, and consumer appliances, such as laundry, kitchen, and small domestic appliances. The Company has expanded its business beyond being a trusted expert in air conditioning and refrigeration, towards becoming a complete consumer and commercial solutions company with a range of products and aftermarket services across multiple international and Philippine brands including Carrier, Toshiba, Condura, Kelvinator, Midea and Otis. These solutions are designed to serve a wide array of customers from individuals and families living in residences, to thousands of people spread across various verticals like high rise residential towers, office buildings, shopping malls, factories, hotels, hospitals, transportation, and entertainment facilities. These solutions are also designed to meet a variety of diverse needs, such as reliability, durability, comfort, energy efficiency, environmental impact, ease of use, and aesthetic appeal at varying price points with customized features to match user requirements. Moreover, the Company continues to develop these technologies to meet the ever-changing needs of its customers. In addition, the Company offers an array of aftermarket services such as periodic maintenance, parts supply, repairs, and other services intended to support its products through their entire life cycle. Moving beyond products, CIC invests heavily in strengthening its relationship with its customers through the development of various technology platforms and applications designed to ensure a better fit between the product and service offerings to the customer's lifestyle.

CIC and its subsidiaries are herein collectively referred to as the "Group".

CIC's primary shareholders are Foresight Realty & Development Corp., Hyland Realty & Development Corp., and Horizons Realty Inc., entities registered and doing business in the Philippines, which have equally divided equity over CIC. These companies are beneficially owned by Filipino individuals.

CIC's registered office address, which is also its principal place of business, is located at 308 Gil Puyat Avenue, Makati City. As at December 31, 2023 and 2022, CIC has two (2) regular employees.

1.2 Significant business developments

Cortex Technologies Corporation (CTC)

On December 19, 2019, the BOD approved the proposed increase in authorized share capital of CTC from 200 million shares to 450 million shares at P1 par value per share. The application for the increase in share capital was filed with the SEC on November 3, 2021. On July 17, 2020 and February 2, 2021, the Company received deposit for future stock subscription from CIC amounting to P15.6 million and P20 million, respectively, the shares of which were issued to CIC subsequently in November 2021 and April 2023, respectively. On November 30, 2023, CIC paid P26.9 million to fully pay the P62.5 million subscription.

On July 30, 2021, CTC acquired 33% ownership interest in Teko Solutions Pte. Ltd. (Teko SG) for 1USD. Teko SG is a company incorporated in Singapore. Its purpose is to be a holding company for the regional expansion of Teko across Southeast Asia. As at December 31, 2023, Teko SG has not started commercial operations.

On September 29, 2023, CIC entered into a Distribution Agreement with JS Global Trading HK Limited, a Hongkong limited liability company. JS Global with its principal office at Sheung Wan, Hongkong, has granted the exclusive right to sell and distribute the products of JS Global brand “Shark” and “Ninja” in the Philippines through CIC’s wholly owned subsidiary and appointed distribution arm, CTC.

Teko Solutions Asia Inc. (Teko)

On December 19, 2019, Teko’s BOD approved the issuance of 127,500 shares of preferred stock to CTC at an issue price equal to the par value, payable by applying or offsetting an equivalent amount of the outstanding advances due and payable by Teko to CTC. CTC and Teko’s shareholders are in the process of finalizing the terms and conditions regarding the issuance of shares and the offsetting of advances. Hence, the balance of CTC’s deposit for future stock subscription was recorded as a liability as at December 31, 2019. The shares were issued on February 3, 2020.

On January 16, 2020, CTC paid the remaining subscription price of the 127,500 preferred shares amounting to P1,063.

On October 1, 2020, one of the shareholders of Teko sold 1,831 shares of its ordinary shares to the CTC for a consideration of P6,066 increasing its ownership to 16,581 shares or 58% ownership. As at December 31, 2023 and 2022, transfer of share certificates is on hold and is awaiting the release of Certificate Authorizing Registration (CAR) from the Bureau of Internal Revenue (BIR).

Tenex Services, Inc. (Tenex)

On July 2, 2020, Tenex issued the 15,500 stock subscription which was considered as a non-cash transaction in the statements of cash flows. Subsequent issuance of the additional shares did not change Alstra’s ownership at 49%.

On July 1, 2022, Alstra purchased 9,300,000 additional shares of stock in Tenex for a total purchase price of P9.3 million. These shares represent 31% of the issued and outstanding capital stock of Tenex. Consequent to this purchase, the equity of Alstra in Tenex increased from 49% to 80%. Tenex became a subsidiary of CIC upon the increase in ownership.

1.3 Approval of financial statements

On March 25, 2024, the Audit and Risk Oversight Committee endorsed to CIC's BOD to approve and authorize the issuance of the consolidated and separate financial statements of CIC as at and for the year ended December 31, 2023.

The BOD approved and authorized the issuance of the consolidated and separate financial statements of CIC as at and for the year ended December 31, 2023 on March 26, 2024.

Note 2 - Cash and cash equivalents

Cash and cash equivalents as at December 31 consist of:

	2023	2022
Cash on hand	415	1,909
Cash in banks	1,060,754	912,691
Short-term placements	1,311,445	773,563
	2,372,614	1,688,163

Cash in banks and short-term placements amounting to P2,226,946 and P145,253 (2022 - P1,281,305 and P404,949) are made with universal and commercial banks, respectively. These earn interest at the prevailing bank deposit rates. Total interest income earned from cash in banks and short-term placements amounted to P24,844 for the year ended December 31, 2023 (2022 - P8,493; 2021 - P5,483) (Note 18).

Short-term placements are made for varying periods of up to three (3) months, depending on the immediate cash requirements of the Group, and earn interest at rates ranging from 1.00% to 5.30% (2022 - 0.09% to 2.75%).

The carrying values of cash and cash equivalents, and short-term investments represent the maximum exposure to credit risk other than cash on hand. While these are also subject to the impairment of PFRS 9, the identified impairment loss was immaterial.

Note 3 - Trade and other receivables, net

Trade and other receivables as at December 31 consist of:

	Note	2023	2022
Trade receivables			
Third parties		4,140,219	3,968,815
Related parties	14	17,326	5,629
Provision for volume rebates, trade discounts and other incentives		(567,956)	(637,424)
Provision for impairment of receivables		(183,032)	(177,158)
Net trade receivables		3,406,557	3,159,862
Non-trade receivables, net			
Advances to/Claims from suppliers		153,496	127,204
Advances to employees		27,328	40,624
Related parties	14	86,249	46,138
Rental deposits		1,160	5,555
Others, net		70,515	75,764
Net non-trade receivables		338,748	295,285
		3,745,305	3,455,147

Provisions

The Group applies PFRS 9 simplified approach in measuring expected credit losses (ECL) which uses a lifetime expected loss allowance for all trade receivables and contract assets.

To measure the ECL, trade receivables and contract assets have been grouped based on shared credit risk characteristics and the days past due. The contract assets relate to unbilled work in progress and have substantially the same risk characteristics as the trade receivables for the same types of contracts. The Group has therefore concluded that the expected loss rates for trade receivables are a reasonable approximation of the loss rates for the contract assets.

The expected loss rates are based on the payment profiles of sales over a period of 36 to 60 months before January 1, 2023 and 2022 and the corresponding historical credit losses experienced within this period.

The Group's financial assets are categorized based on the Group's collection experience with the counterparties as follows:

a. High performing - settlements are obtained from counterparty following the terms of the contracts without much collection effort.
b. Underperforming - some reminder/follow-ups are performed to collect accounts from counterparty.
c. Credit impaired - constant reminder/follow-ups are performed to collect accounts from counterparty.

The historical loss rates are adjusted to reflect current and forward-looking information on macroeconomic factors affecting the ability of the customers to settle the receivables. The Group has identified inflation rate in the Philippines to be the most relevant factor, and accordingly adjusts the historical loss rates based on expected changes in such rates.

On that basis, the loss allowance as at December 31 was determined as follows for both trade receivables and contract assets:

	High performing	Underperforming		Credit impaired	
	Current	Up to 6 months past due	6 to 12 months past due	Over 12 months past due	
Expected loss rate	Within 0% to 12%	Within 1% to 27%	Within 1% to 27%	Within 1% to 100%	Total
2023					
Trade receivables					
Third parties	2,997,063	904,521	101,143	137,492	4,140,219
Related parties	5,172	12,154	-	-	17,326
	3,002,235	916,675	101,143	137,492	4,157,545
Contract assets	849,419	-	-	-	849,419
Total	3,851,654	916,675	101,143	137,492	5,006,964
Loss allowance	-	-	52,594	130,438	183,032
2022					
Trade receivables					
Third parties	2,653,295	1,016,825	122,608	176,087	3,968,815
Related parties	5,629	-	-	-	5,629
	2,658,924	1,016,825	122,608	176,087	3,974,444
Contract assets	781,668	-	-	-	781,668
Total	3,440,592	1,016,825	122,608	176,087	4,756,112
Loss allowance	-	-	5,392	171,766	177,158

Advances to employees are realized through salary deductions. Rental deposits are expected to be applied to future lease obligations. All these accounts, including non-trade receivables from related parties, and other receivables do not contain impaired assets and are not past due.

The contract assets relate to unbilled work in progress and have substantially the same risk characteristics as the trade receivables for the same types of contracts. The Group has therefore concluded that the expected loss rates for trade receivables are a reasonable approximation of the loss rates for the contract assets.

The maximum exposure to credit risk at the reporting date are the respective carrying values of trade receivables, contract assets, other receivables and due from related parties as at reporting date.

Movements in the provision for impairment of receivables for the years ended December 31 follow:

	Note	2023	2022
Beginning		177,158	174,354
Provisions, net of reversals	17	5,874	2,788
Write-offs		-	16
Ending		183,032	177,158

Receivables written-off relate to customers with difficult economic situations and deemed not collectible despite collection efforts.

Movements in the provision for volume rebates, trade discounts and other incentives for the years ended December 31 follow:

	Note	2023	2022
Beginning		637,424	651,266
Provisions	15	1,170,502	682,500
Charges		(1,239,970)	(696,342)
Ending		567,956	637,424

Trade and volume discounts and other incentives presented in Note 15 include provisions and direct charges to profit or loss.

Non-trade receivables - others are presented net of the provision for impairment of receivables amounting to P6,543 (2022 - P2,244).

Movements in provision for impairment of non-trade receivables for the years ended December 31 follow:

	Note	2023	2022
Beginning		2,244	2,006
Provisions, net	17	4,299	238
Ending		6,543	2,244

Note 4 - Inventories, net

Inventories, net as at December 31 consist of:

	Note	2023	2022
At cost			
Raw materials		1,155,853	1,502,860
Finished goods	16	1,223,368	1,510,893
Work in process	16	574	572
Inventories-in-transit		143,524	167,780
Spare-parts and supplies used in business		91,608	84,171
		2,614,927	3,266,276
Provision for inventory obsolescence		(125,554)	(104,297)
		2,489,373	3,161,979

For the year ended December 31, 2023, the cost of inventories recognized as expense and included in cost of sales and services amounted to P9,107,409 (2022 - P8,335,616; 2021 - P7,613,372) (Note 16).

Movements in the provision for inventory obsolescence on raw materials and finished goods as at December 31 are as follows:

	Notes	2023	2022
Beginning		104,297	87,968
Provisions, net	16, 17	21,257	16,329
Ending		125,554	104,297

There are no write-offs in 2023 and 2022.

Note 5 - Property and equipment, net

Details and movements of property and equipment as at and for the years ended December 31 follow:

	Machinery and equipment	Transportation equipment	Furniture, fixtures and office equipment	Tools and equipment	Leasehold improvements	Building improvements	Construction in progress (CIP)	Total
Cost								
At January 1, 2023	1,400,994	28,395	287,327	269,628	266,319	35,676	22,694	2,311,033
Additions	22,215	4,540	57,599	2,417	17,271	-	9,678	113,720
Retirement	(90,640)	(2,518)	(2,550)	(16,840)	-	-	(5,149)	(117,697)
Transfers/Reclassifications	19,913	-	(1,568)	-	121	-	(18,466)	-
At December 31, 2023	1,352,482	30,417	340,808	255,205	283,711	35,676	8,757	2,307,056
Accumulated depreciation								
At January 1, 2023	1,143,994	25,258	236,968	240,411	165,702	24,185	-	1,836,518
Depreciation and amortization	67,750	3,110	30,942	10,159	28,158	2,776	-	142,895
Retirement	(90,277)	(2,191)	(3,595)	(11,551)	-	-	-	(107,614)
At December 31, 2023	1,121,467	26,177	264,315	239,019	193,860	26,961	-	1,871,799
Net book values as at December 31, 2023	231,015	4,240	76,493	16,186	89,851	8,715	8,757	435,257
Cost								
At January 1, 2022	1,386,187	26,051	259,215	256,552	258,559	35,409	36,723	2,258,696
Acquisition of Tenex	-	818	1,520	-	459	-	-	2,797
Additions	10,259	175	11,226	6,606	5,210	267	26,460	60,203
Retirement	(1,404)	(945)	(955)	-	(7,359)	-	-	(10,663)
Transfers/Reclassifications	5,952	2,296	16,321	6,470	9,450	-	(40,489)	-
At December 31, 2022	1,400,994	28,395	287,327	269,628	266,319	35,676	22,694	2,311,033
Accumulated depreciation								
At January 1, 2022	1,083,033	22,347	210,704	215,749	141,196	20,689	-	1,693,718
Acquisition of Tenex	-	296	923	-	402	-	-	1,621
Depreciation and amortization	62,364	3,481	25,874	24,662	31,488	3,496	-	151,365
Retirement	(1,403)	(866)	(558)		(7,359)	-	-	(10,186)
Transfers/Reclassifications	-	-	25	-	(25)	-	-	-
At December 31, 2022	1,143,994	25,258	236,968	240,411	165,702	24,185	-	1,836,518
Net book values as at December 31, 2022	257,000	3,137	50,359	29,217	100,617	11,491	22,694	474,515

The cost of fully depreciated property and equipment still being used by the Group as at December 31, 2023 amounted to P1,303,980 (2022 - P706,315).

In 2023, retirement and disposal of property and equipment with carrying amount of P10,083 (2022 - P477) resulted in a loss of P519 (2022 - P62).

Depreciation and amortization for the years ended December 31 were charged to:

	Notes	2023	2022	2021
Cost of sales and services	16	83,211	88,225	85,853
Operating expenses	17	59,684	63,140	65,487
		142,895	151,365	151,340

Note 6 - Investment property

As at December 31, 2023 and 2022, CIC's investment property consists of parcel of land that it acquired in Davao City, which is held for capital appreciation.

The estimated fair value of the investment property as at December 31, 2023 and 2022 amounted to P40,255. There were no further costs incurred that were considered as additions to investment property in 2023 and 2022.

There was no income earned related to the property for the years ended December 31, 2023 and 2022. Further, P31 real property tax for the investment property was incurred for the years ended December 31, 2023 and 2022.

Note 7 - Investments in shares of stock

7.1 Associates

Details of movement in investment in associates for the years ended December 31 follow:

	Notes	2023	2022
At cost, beginning		260,000	274,700
Change in ownership in Tenex from associate to subsidiary	1	-	(14,700)
At cost, ending		260,000	260,000
Cumulative share in total comprehensive loss, beginning		(169,991)	(145,948)
Share in net income (loss) for the year		9,415	(31,996)
Share in other comprehensive income (loss) for the year		(533)	1,126
Reversal of accumulated net loss in Tenex		-	6,827
Cumulative share in total comprehensive loss, ending		(161,109)	(169,991)
		98,891	90,009

7.1.1 Concepcion Midea Inc. (CMI)

CMI's primary business is to sell and distribute air conditioners, refrigerators, laundry, kitchen, and small domestic appliances marketed under Midea and Toshiba brands for the domestic market CIC has a subscription agreement with CMI, whereby the former subscribes from the increase in the authorized share capital of the latter. As at December 31, 2023 and 2022, CIC and CCAC had a total of 110 million and 150 million (2022-110 million and 150 million) shares equivalent to 22% and 30% interests, respectively, in CMI making up for the Group's 40% effective interest. CMI was classified as an associate (Note 14).

The following is the summarized financial information of the associate as reported in its financial statements as at and for the years ended December 31:

	2023	2022
Current assets	1,936,479	1,460,127
Non-current assets	112,202	95,663
Current liabilities	(1,857,302)	(1,384,063)
Non-current liabilities	(33,942)	(31,371)
Total equity	(157,437)	(140,356)
Revenue	3,545,336	2,649,732
Net income (loss) for the year	18,106	(59,505)
Other comprehensive income (loss)	(1,025)	2,165
Total comprehensive income (loss)	17,081	(57,340)
Cash provided by operating activities	19,697	25,766
Cash used in investing activities	(1,975)	(6,829)
Cash used in financing activity	(34,899)	(26,747)

7.1.2 Tenex

Tenex is primarily engaged to undertake and transact all kinds of business relating to installation, servicing sale and distribution of heating, ventilation and air conditioning systems and products, and such other activities related thereto, such as construction and mechanical maintenance services (Note 1)**.**

In July 2022, CIC gained control over Tenex after its acquisition of additional shares (Note 7.2.4).

As at December 31, 2023, the carrying value of NCI is P6,433 (2022 - P6,827). NCI's share in net loss of Tenex is 396 (2022 - P1,052).

7.1.3 Teko SG

Teko SG was incorporated in Singapore with the purpose to be a holding company for the regional expansion of Teko business across Southeast Asia.

Teko SG has not started commercial operations. As at and for the years ended December 31, 2023 and 2022, the transaction and balances of Teko SG are limited to cash and equity of USD3.

7.2 Subsidiaries

The subsidiaries of CIC are presented in Note 28.2.1.

The summarized financial information of subsidiaries with material non-controlling interest (NCI) as at and for the years ended December 31 is as follows:

7.2.1 CCAC

	2023	2022
Current assets	5,675,801	5,397,248
Non-current assets	859,461	820,416
Current liabilities	(2,527,717)	(2,397,904)
Non-current liabilities	(473,108)	(431,068)
Total equity	(3,534,438)	(3,388,695)
Revenue	8,993,594	7,666,532
Net income for the year	582,732	433,576
Other comprehensive income (loss)	(6,982)	4,860
Total comprehensive income	575,750	438,436
Cash provided by operating activities	1,093,868	117,006
Cash used in investing activities	(46,137)	(25,783)
Cash used in financing activities	(616,114)	(649,251)

As at December 31, 2023, the carrying value of NCI amounted to P2,175,930 (2022 - P1,942,837). Distribution of profit to NCI of CCAC amounted to P172,000 (2022 - P202,100; 2021 - P188,164) (Note 21.2).

7.2.2 COPI

	2023	2022
Current assets	1,124,331	954,054
Non-current assets	29,591	49,072
Current liabilities	(751,261)	(616,158)
Non-current liabilities	(4,613)	(3,653)
Total equity	(398,048)	(383,315)
Revenue	1,122,537	1,000,272
Net income for the year	106,234	96,184
Other comprehensive income (loss)	(1,501)	167
Total comprehensive income	104,733	96,351
Cash provided by operating activities	88,462	111,589
Cash used in investing activities	(521)	(1,068)
Cash used in financing activities	(103,230)	(93,783)

As at December 31, 2023, the carrying value of NCI amounted to P236,082 (2022 - P184,027). Distribution of profit to NCI by COPI in 2023 amounted to P44,100 (2022 - P39,200; 2021 - P78,400) (Note 21.2).

7.2.3 Teko

Teko was incorporated and registered with the Philippine SEC on September 5, 2017. Teko's primary business is providing information technology solutions, I.T. enabled services, e-commerce, web design, and applications, to enterprise, consumers, businesses, institutions and other end-users without engaging in mass media, advertising nor in telecommunication activities.

	2023	2022
Current assets	17,643	15,361
Non-current assets	14,023	13,919
Current liabilities	(73,401)	(69,762)
Non-current liabilities	(3,386)	(2,632)
Total capital deficiency	45,121	43,114
Revenue	52,551	34,364
Net loss for the year	(2,214)	(15,450)
Other comprehensive income	206	656
Total comprehensive loss	(2,007)	(14,794)
Cash provided by (used in) operating activities	457	(20,203)
Cash used in investing activities	(88)	(431)
Cash provided by (used in) financing activities	(1,417)	17,040

As at December 31, 2023, the carrying value of NCI amounted to P23,457 (2022 - P24,386). In 2023, NCI's share in net loss of Teko amounted to P929 (2022 - P6,484).

7.2.4 Tenex

On July 1, 2022, Alstra Inc., a wholly owned subsidiary of CIC, purchased from Mr. Joey P. Penaflor 31% of the subscribed capital of Tenex equivalent to 9.3 million shares with par value of P1 per share or P9.3 million.

The following is the summarized financial information of Tenex as at and for the years ended December 31:

	2023	2022
Current assets	105,030	83,627
Non-current assets	789	1,345
Current liabilities	(86,444)	(68,129)
Non-current liabilities	(450)	(580)
Total equity	(18,925)	(16,263)
Revenue	161,229	62,295
Net income (loss) for the year	1,981	(1,938)
Other comprehensive income	681	438
Total comprehensive gain (loss) for the period	2,662	(1,500)
Cash provided by (used in) operating activities	(13,601)	3,579
Cash used in investing activities	(561)	(149)
Cash provided by financing activity	(189)	(1,137)

The effective percentage of ownership of Alstra Inc. in Tenex increased from 49% to 80% resulting in the adoption of the accounting method from equity to cost method and the change in classification of investment from associate to subsidiary. The reversal of accumulated share in net loss of Tenex from December 31, 2019 to June 30, 2022 amounting to P6,827 (Note 7.1) was recognized upon payment of subscription of shares in July 2022.

	Amount
Purchase consideration	
Cash paid	9,300
Fair value of previous equity interest (49%)	7,872
	17,172

The assets and liabilities recognized as a result of the acquisition are as follows:

	Amount
Cash and cash equivalents	20,554
Trade and other receivables	34,783
Contract assets	4,937
Inventories	1,005
Prepayments and other current assets	153
Property and equipment, net	1,176
Other non-current assets	304
Trade payables and other liabilities	(44,824)
Provision for warranty	(2,023)
Net identifiable assets acquired	16,065
Less: Non-controlling interests	3,213
Add: Goodwill	4,320
Net assets acquired	17,172

The goodwill which is attributable to the workforce and the high profitability of the acquired business, will not be deductible for tax purposes.

The cash inflow from the acquisition as presented in the consolidated statement of cash flows is provided below:

	Amount
Inflow of cash acquired from Tenex, net of cash consideration	
Cash acquired	20,554
Less: Cash consideration	9,300
	11,254

There are no other expenses paid, contingent consideration arrangement and indemnification assets in relation to the business combination. Had the subsidiary been consolidated from January 1, 2022, revenue would have been higher by P4,643.

As at December 31, 2023, the carrying value of NCI amounted to P658 (2022 - (P1,054)).

Note 8 - Goodwill and intangible assets, net

8.1 Goodwill

Goodwill is the excess of consideration over proportionate share in fair value of net assets.

Goodwill resulted from CIC's acquisition of COPI in 2014, Teko in 2018 and Tenex in 2022.

For the COPI acquisition, the Group applied the proportionate interest approach to account for the resulting NCI from this business combination. The goodwill of P783,983 arising from the acquisition is attributable to an established brand, and customer and product base.

For Teko acquisition, the Group applied the proportionate interest approach to account for its NCI. The goodwill of P18,379 arising from the acquisition is attributable to Teko's web-based platforms, consisting of its website and mobile application (Note 7.2.3).

In 2022 under acquisition method, the Group recognized a goodwill of P4,320 from the acquisition of Tenex (Note 7.2.4). The Group applied the proportionate interest approach to account for its NCI.

Impairment test for goodwill

Discounted cash flow (DCF) method was used as base for estimating the recoverable value of COPI and Teko as at December 31, 2023 and 2022. The Group did not recognize impairment losses for the each of the three years in the period ended December 31, 2023 as the recoverable value exceeds the carrying amount of the cash-generating unit (CGU) (Note 27.2.1). Goodwill arising from the Group's acquisition of Tenex was assessed as not impaired since the current carrying amount approximates its fair value as at December 31, 2023.

8.2 Intangible assets, net

Details and movements of intangible assets account at December 31 are shown below:

	Notes	Customer relationship	Customer backlogs	Computer software	Total
Cost					
At January 1 and December 31, 2023		187,113	13,883	118,561	319,557
Accumulated amortization					
At January 1, 2023		68,392	13,883	101,439	183,714
Amortization	16, 17	7,484	-	9,379	16,863
At December 31, 2023		75,876	13,883	110,818	200,577
Net book values at December 31, 2023		111,237	-	7,743	118,980
Cost					
At January 1, 2022		187,113	13,883	118,846	319,842
Adjustment		-	-	(285)	(285)
At December 31, 2022		187,113	13,883	118,561	319,557
Accumulated amortization					
At January 1, 2022		60,908	13,883	80,526	155,317
Amortization	16, 17	7,484	-	20,913	28,397
At December 31, 2022		68,392	13,883	101,439	183,714
Net book values at December 31, 2022		118,721	-	17,122	135,843

Note 9 - Deferred income tax/Provision for income tax

On March 26, 2021, Republic Act No. 11534 (RA No.11534), CREATE Act, was signed into law. The CREATE Act took effect 15 days after its complete publication in the Official Gazette or in a newspaper of general circulation. Among the salient provisions of CREATE include changes to the Corporate Income Tax (CIT) as follows:

- Regular CIT (RCIT) rate of 20% from 30% shall be applicable to domestic corporations with net taxable income not exceeding P5 million and with total assets not exceeding P100 million (excluding land on which the business entity's office, plant and equipment are situated) from July 1, 2020;
- RCIT rate of 25% from 30% shall be applicable to all other domestic and foreign corporations from July 1, 2020; and
- For the period beginning July 1, 2020 until June 30, 2023, the MCIT rate shall be 1%, instead of 2%.

As at December 31, 2020, the CREATE Act is not considered substantively enacted for financial reporting purposes. As such, corporate income tax for the year ended December 31, 2020 of CIC and its subsidiaries were measured using the RCIT rate of 30% or MCIT rate of 2%, as applicable. Appropriate adjustments were recognized in 2021.

During the year 2023, the salient provision of the CREATE law in relation to MCIT has lapsed reverting the rate to the original 2% rate. The Company's fiscal year has fallen into a period applying two different rates, thus, MCIT rate used was 1.50%, averaged during the year.

For the year ended December 31, 2023, CIC and its subsidiaries applied the RCIT rate of 20% or 25%, as applicable, and MCIT rate of 1.5% (2022 and 2021 - RCIT rate of 20% or 25%; MCIT rate of 1%).

The components of the Group's recognized deferred income tax assets and liabilities as at December 31 are as follows:

	2023	2022
Deferred income tax assets to be recovered within 12 months		
Provision for volume rebates, trade discounts and other incentives	141,989	159,356
Accrued employee-related costs	63,697	46,567
Provision for impairment of receivables	45,475	44,442
Provision for inventory obsolescence	31,389	26,074
Provision for warranty costs	19,077	17,019
Provision for contingencies	13,024	8,797
Accrued royalties and other liabilities	8,935	11,985
Provision for commission	5,907	2,297
Accrual for advertising and promotion expenses	4,149	6,595
Provision for customer claims	1,398	47
Unamortized past service cost	132	169
Unrealized foreign exchange loss	4	1
Excess of lease liabilities over right-of-use assets	-	168
	335,176	323,517
Deferred income tax assets to be recovered after 12 months		
Net operating loss carry over (NOLCO)	147,381	145,871
Retirement benefit obligation	68,721	60,076
Remeasurement loss on retirement benefits charged directly to equity	64,899	52,009
Unamortized past service cost	21,229	24,387
Excess of lease liabilities over right-of-use assets	7,696	4,429
Minimum corporate income tax (MCIT)	5,842	5,949
Unrealized foreign exchange loss	954	-
Provision for warranty costs	718	837
	317,440	293,558
Total deferred income tax assets	652,616	617,075
Deferred income tax liability to be settled within 12 months		
Unrealized foreign exchange gain	-	(3,207)
Deferred income tax liabilities to be settled after 12 months		
Intangible assets	(32,119)	(33,989)
Total deferred income tax liabilities	(32,119)	(37,196)
Net deferred income tax assets	620,497	579,879

Details of unrecognized deferred income tax assets as at December 31 are as follows:

	2023	2022
NOLCO	80,211	65,684
Accrued expenses	21,441	11,100
Retirement benefit obligation	5,864	5,412
MCIT	31	23
	107,547	82,219

The National Internal Revenue Code (NIRC) of 1997 provided for the introduction of NOLCO privilege, which can be carried over for the three (3) succeeding taxable periods immediately following the period of such loss.

On September 11, 2020, Republic Act (R.A.) No. 11494, otherwise known as "Bayanihan to Recover as One Act", was passed into law to strengthen the government's efforts in mitigating the effects of COVID-19 pandemic. Under R.A. No. 11494, NOLCO for taxable years 2020 and 2021 shall be carried over as a deduction from gross income for the next five (5) consecutive taxable years immediately following the year of such loss.

Details of NOLCO as at December 31 are as follows:

Year of incurrence	Year of Expiration	2023	2022
2019	2022	-	228,290
2020	2025	292,195	292,195
2021	2026	365,649	365,649
2022	2025	200,802	200,627
2023	2026	77,619	-
		936,265	1,086,761
Amount expired		(15,003)	(228,290)
		921,262	858,471
Effective tax rate		24.70%	24.64%
		227,592	211,555

As provided under the Tax Reform Act of 1997, the Company shall pay the MCIT or the normal tax, whichever is higher. Any excess of MCIT over the normal income tax shall be carried forward on an annual basis and credited against the normal income tax for the next three (3) succeeding taxable years.

As at December 31, the details of MCIT are as follows:

Year incurred	Year of expiration	2023	2022
2019	2022	-	623
2020	2023	2,249	2,249
2021	2024	1,361	1,361
2022	2025	2,362	2,362
2023	2026	2,150	-
		8,122	6,595
Amount expired		(2,249)	(623)
		5,873	5,972

Realization of future tax benefits related to the deferred income tax assets is dependent on many factors including the ability of each entity to generate taxable income in the future. Correspondingly, the Group’s management believes that related future tax benefits will be realized for all recognized deferred tax assets.

Movements of net deferred income tax assets as at December 31 are as follows:

	Note	2023	2022
Beginning		579,879	555,825
Charged to other comprehensive income	20	7,164	(3,002)
Credited to profit or loss		31,323	24,629
MCIT		2,131	2,427
Ending		620,497	579,879

Details of income tax expense for the years ended December 31 follow:

	2023	2022	2021
Current	277,336	231,812	317,864
Deferred	(31,323)	(24,629)	(103,455)
	246,013	207,183	214,409

The reconciliation of the income tax expense computed at the statutory tax rate to actual income tax expense shown in the consolidated statements of total comprehensive income for the years ended December 31 follow:

	2023	2022	2021
Statutory income tax at 20% or 25%	227,795	142,921	175,840
Add (Deduct) reconciling items:			
Unrecognized NOLCO	14,724	36,371	23,899
Movement of unrecognized deferred income tax assets	12,018	4,182	(8,463)
Interest income subject to final tax	(6,005)	(2,106)	(21,978)
Share in net loss of associates	(2,353)	7,999	5,629
Non-deductible expenses	(652)	3,519	13,699
Unrecognized MCIT	486	8	(4)
Impact of change in rates	-	-	25,787
Prior year income tax	-	14,289	-
Actual provision for income tax	246,013	207,183	214,409

Note 10 - Trade payables and other liabilities

Trade payables and other liabilities as at December 31 consist of:

	Note	2023	2022
Trade payables			
Third parties		1,051,779	1,036,070
Related parties	14	337,606	260,196
		1,389,385	1,296,266
Accrued expenses			
Project costs		541,677	553,734
Personnel costs		426,398	346,161
Outside services		238,351	282,688
Freight		47,128	48,574
Rental and utilities		42,552	53,420
Importation costs		40,034	46,177
Advertising and promotion		29,377	44,489
Professional fees		18,654	56,002
Repairs and maintenance		5,541	5,067
Installation and cleaning costs		-	126
Others		79,515	104,502
		1,469,227	1,540,940
Other liabilities			
Advances on sales contract		302,323	284,702
Billings in excess of costs incurred and estimated earnings on uncompleted contracts		199,792	277,572
Output value-added tax (VAT), net of input VAT		291,337	145,778
Withholding taxes and other mandatory government remittances		42,564	90,962
Related parties	14	54,092	35,140
Others		358,657	224,899
		1,248,765	1,059,053
		4,107,377	3,896,259

Project costs represent costs of HVAC related projects incurred but not yet billed as at reporting date.

Billings in excess of costs incurred and estimated earnings on uncompleted contracts, which is a contract liability, represent the excess of contract billings amounting to P841,019 (2022 - P1,001,406) over the cumulative costs incurred amounting to P641,227 as at December 31, 2023 (2022 - P723,834).

Contract liabilities relate to payments received from customers in advance. It is recognized as revenue when or as the Group satisfies the performance obligation stated in the contract. The opening balances of billings in excess of costs incurred and estimated earnings on uncompleted contracts as at December 31, 2023 and 2022 amounted to P277,572 and P317,271, respectively.

Note 11 - Provision for warranty

Movements in provision for warranty as at December 31 follow:

11.1 Current

	2023	2022
Beginning	68,077	56,345
Provisions	134,439	141,427
Payments	(121,741)	(129,695)
Ending	80,775	68,077

11.2 Non-current

	2023	2022
Beginning	5,941	5,199
Payments	(4,441)	(7,522)
Provisions	1,374	6,241
Acquisition of Tenex	-	2,023
Ending	2,874	5,941

In 2023, provisions for warranty costs amounting to P134,995 (2022 - P125,093) and P818 (2022 - P22,575) were recognized as part of operating expenses (Note 17) and materials and labor on cost of services (Note 16), respectively.

Note 12 - Other provisions

Details of other provisions as at December 31 consist of:

	2023	2022
Contingencies	66,320	29,504
Commission	37,855	9,187
	104,175	38,691

Movements in provision for contingencies as at December 31 follow:

	Note	2023	2022
Beginning		29,504	2,450
Provisions	17	34,737	27,054
Payments		(4,553)	-
Other		6,632	-
Ending		66,320	29,504

Provision for contingencies pertains to provision for assessments, and customer claims.

In 2023, provisions for contingencies amounting to P29,333 (2022 - P27,504) and P5,404 (2022 - nil) were recognized as part of operating expenses (Note 17) and materials and labor on cost of services (Note 16), respectively.

Movements in provision for commission as at December 31 follow:

	2023	2022
Beginning	9,187	13,310
Provisions	76,114	26,728
Payments	(57,163)	(30,851)
Other	9,717	-
Ending	37,855	9,187

Provision for commission pertains to the incentives granted to sales employees based on a percentage of gross sales. Commissions vary depending on the serving business unit and payment is dependent on whether agreed targets are met or exceeded.

Provision for commission was recorded under personnel cost in operating expenses (Note 17). Provision for commission is expected to be settled within twelve (12) months after the reporting date and payment is dependent on whether sales targets are met or exceeded.

Note 13 - Short-term borrowings

Movements of short-term borrowings for the years ended December 31 are as follows:

	2023	2022
Beginning	114,000	250,000
Availments	-	150,000
Payments	(109,400)	(286,000)
Ending	4,600	114,000

As at December 31, 2023, the Group has unsecured interest-bearing short-term loans ranging from three (3) to six (6) months at 6.75% to 7.35% (2022 - 5.35% to 7.25%). Interest expense on borrowings recognized during the year amounted to P1,854 and paid P1,890 (2022 - P14,443 and paid P14,393; 2021 - P11,503).

There were no non-cash movements on borrowings for the years ended 2023 and 2022. Net asset after deducting cash and cash equivalents amounting to P2,372,614 (2022 - P1,688,163; 2021 - P2,518,403) from the balance of short-term borrowings amounted to P2,368,014 (2022- P1,574,163; 2021 - P2,268,403).

Note 14 - Related party transactions

In the normal course of business, the Group transacts with related parties. The significant related party transactions, which are presented gross of VAT and net of creditable/expanded withholding taxes, and balances as at and for the years ended December 31 follow:

	2023		2022		2021		
	Transactions	Outstanding receivable (payable)	Transactions	Outstanding receivable (payable)	Transactions	Outstanding receivable (payable)	Terms and conditions
Shareholders							
Rent and utilities	66,087	-	62,495	(7,597)	56,933	-	Outstanding payables are due within 30 to 60 days from transaction date. These are payable in cash, non-interest bearing and unsecured.
Lease of warehouse	43,441	-	42,589	-	36,047	-	
Advance rental	-	-	-	-	1,683	-	Refer to Note 19.
Security deposit	-	-	-	-	1,493	-	Refer to Note 19.
Dividends declaration	198,956	-	401,855	-	401,955	-	Refer to Note 21.2.
Reimbursements from shareholders	141	598	368	613	594	866	Outstanding receivables/payables are due within 30 to 60 days from transaction date. These are collectible/ payable in cash, non-interest bearing and unsecured.
Reimbursements to shareholders	-	(1,157)	1,157	(1,157)	1,157	-	
Associate							
Administrative services	32,206	14,761	24,774	4,542	22,180	2,058	Outstanding receivables are due within 30 to 60 days from transaction date. These are collectible in cash, non-interest bearing and unsecured.
Transfer of employees	7,870	7,870	7,961	7,844	2,763	(2,763)	Benefits due to the employee transferred up to date of transfer will be paid by the former employer to the receiving company. Outstanding receivables/payables are due within one year from transaction date. The balance is collectible/payable in cash, non-interest bearing and unsecured.
Purchase of goods, net of returns	671	(1,691)	2,637	(2,000)	16,280	(27)	Outstanding payables are due within 30 to 90 days from transaction date. These are payable in cash, non-interest bearing and unsecured in nature. These receivables are unsecured and non-interest bearing.
Sale of goods	8,798	2,565	1,645	1,087	8,143	4,937	The outstanding receivables (Note 3) is unsecured in nature and bears no interest and is settled within 60 days after the date of sale.
Product loan	-	-	-	-	94	(94)	Payable within the next 12 months after invoice date. Unsecured and non-interest bearing advances.
Advance collections	-	-	-	-	1,771	(1,771)	Outstanding receivables/payables are due within 30 to 60 days from transaction date. These are collectible/ payable in cash, non-interest bearing and unsecured.
Transaction fees	2,782	258	2,769	4	3,036	-	
Reimbursements from associates	140,421	76,172	127,181	37,677	173,338	15,198	
Reimbursements to associates	1,234	(1,735)	4,078	(6,680)	63,138	(28,265)	

	2023		2022		2021		
	Transactions	Outstanding receivable (payable)	Transactions	Outstanding receivable (payable)	Transactions	Outstanding receivable (payable)	Terms and conditions
Entities under common control							
Rent and utilities	35,330	(2,944)	35,607	(5,746)	34,119	-	Receivables/payables are collectible/payable in cash within 30 to 60 days from billing date. These are unsecured, unguaranteed and non-interest bearing. Balances are fully recoverable with no impairment loss recognized.
Entities with common shareholders							
Commission income	1,351	1,351	11,038	-	6,650	-	Receivables/payables are collectible in cash within 30 to 60 days from billing date. These are unsecured, unguaranteed and non-interest bearing. Balances are fully recoverable with no impairment loss recognized. Advances are primarily cost reimbursements paid on behalf of related parties. Refer to Note 18
Dividends declaration	216,100	-	241,300	-	266,564	-	Refer to Note 21.2.
Purchases, net purchase returns	2,156,124	(335,915)	1,727,306	(258,196)	165,020	(90,434)	Outstanding payables are due within 30 to 60 days from transaction date. These are payable in cash, non-interest bearing and unsecured (Note 19).
Collections (Payments) in behalf of a related party	-	-	-	(3,672)	(136)	(4,113)	
Reimbursements	23	(2,181)	3,137	(593)	-	-	Payable in cash within 60 days unsecured and bears no interest. Refer to Notes 16, 17 and 19.
Royalty/Technical fees	57,147	(46,075)	53,849	(9,695)	51,895	(2,678)	
Total receivable from related party		103,575		51,767		23,059	Note 3
Total payable to related party		391,698		295,336		130,145	Note 10
Key management personnel							
Short-term							
Directors fees	6,553	(9,505)	1,918	(2,952)	3,368	(4,329)	Payable to employees in cash within 30 days from date of each transaction. Non-interest bearing and not covered by any guarantee.
Salaries and wages	386,010	(83,992)	389,093	(78,671)	361,865	(82,658)	
Long-term							
Retirement benefits	16,993	(244,994)	18,154	(197,744)	57,841	(179,616)	Refer to Note 20.
Retirement plan							
Contributions to the retirement fund	-	-	1,532	-	17,412	-	Refer to Note 20.
Claims from the retirement fund	-	-	-	3,555	-	-	Receivables are collectible on demand, unsecured and non-interest bearing.

Shared administrative costs charged to entities under common shareholders are for the accounting, payroll, and IT services rendered. This is covered by a shared service agreement renewable every year.

There were no provisions recognized in relation to receivables from related parties. Balances due are normally settled/collected at gross.

The following related party transactions and balances were eliminated for the purpose of preparing the consolidated financial statements:

	2023	2022	2021
As at December 31			
Investment in subsidiaries	4,875,526	4,819,351	4,824,651
Trade and other receivables	627,809	401,042	122,461
Trade payables and other liabilities	612,309	401,042	106,961
Short-term borrowings	15,500	15,500	15,500
Deposits for future shares subscription	-	29,300	-
For the years ended December 31			
Sale of services	655,688	572,572	432,932
Sales of goods		-	14,846
Cost of services	423,327	400,669	339,313
Cost of goods	13,578	5,877	6,412
Operating expenses	241,827	195,662	123,005
Other operating income			
Dividend income	414,739	592,035	641,209
Interest income	1,857	1,441	830
Interest expense	1,857	1,441	830

Note 15 - Revenue from contracts with customers

Details of net sales and services for the years ended December 31 are as follows:

	Note	2023	2022	2021
Gross sales				
Sale of goods (Point in time)		15,368,292	13,403,727	13,351,797
Sale of services (Over time)		958,580	939,786	314,780
		16,326,872	14,343,513	13,666,577
Deductions				
Trade and volume discounts and other incentives	3	(1,170,502)	(682,500)	(954,402)
Sales returns		(494,953)	(485,940)	(472,936)
		(1,665,455)	(1,168,440)	(1,427,338)
Net Sales		14,661,417	13,175,073	12,239,239

(a) Disaggregation of revenue from contracts with customers

The Group derives revenue from the transfer of goods and services over time and at a point in time from their major business segments as presented in Note 24.

(b) Assets and liabilities related to contracts with customers

The Group has recognized the following assets and liabilities related to contracts with customers as at December 31:

	2023	2022
Current contract assets relating to percentage of completion (POC) contracts	3,908,633	2,319,699
Loss allowance	(98)	(352)
	3,908,535	2,319,347
Less: Contract billings	(3,059,116)	(1,537,679)
	849,419	781,668

The opening balances of contract assets as at December 31, 2023 and 2022 amounted to P781,668 and P493,563, respectively.

Further, as at December 31, 2023, contract liabilities representing billings in excess of costs incurred and estimated earnings on uncompleted contracts, and warranty obligations amounting to P199,792 and P83,649, respectively (2022 - P277,572 and P74,018) are disclosed in Notes 10 and 11.

Note 16 - Cost of sales and services

Details of cost of sales and services for the years ended December 31 are as follows:

	Note	2023	2022	2021
Raw materials used		4,061,070	5,956,654	5,178,189
Labor		161,192	172,208	185,108
Overhead		582,698	608,806	660,388
Total manufacturing cost		4,804,960	6,737,668	6,023,685
Work-in-process, beginning	4	572	2,587	4
Work-in-process, ending	4	(574)	(572)	(2,587)
Cost of goods manufactured		4,804,958	6,739,683	6,021,102
Finished goods inventory, beginning	4	1,510,893	1,140,542	1,295,612
Acquisition of Tenex		-	1,005	-
Gross purchases - trading		4,014,926	1,965,279	1,437,200
Finished goods available for sale		10,330,777	9,846,509	8,753,914
Finished goods inventory, ending	4	(1,223,368)	(1,510,893)	(1,140,542)
Total cost of sales		9,107,409	8,335,616	7,613,372
Cost of installation and maintenance of elevators		862,626	758,263	547,727
Others		36,200	25,517	12,711
Total cost of services		898,826	783,780	560,438
		10,006,235	9,119,396	8,173,810

Details of overhead for the years ended December 31 are as follows:

	Notes	2023	2022	2021
Indirect labor		253,973	262,224	294,811
Depreciation and amortization	5	75,144	80,507	77,945
Repairs and maintenance		52,095	49,631	54,407
Outside services		48,543	43,955	60,295
Rent and utilities	14, 19	46,299	88,437	48,484
Taxes and licenses		44,952	45,562	40,108
Amortization of right-of-use assets	19	33,460	8,249	39,378
Indirect materials and supplies		12,802	13,100	2,243
Travel and transportation		12,340	11,393	8,289
Insurance		4,143	5,745	5,680
Amortization of intangible assets	8	616	2,122	2,138
Others		(1,669)	(2,119)	26,610
		582,698	608,806	660,388

Details of cost of services for the years ended December 31 are as follows:

	Notes	2023	2022	2021
Materials and labor	4	671,433	565,068	396,423
Personnel costs		138,303	114,813	87,875
Royalty/technical fees	14, 19	27,991	31,583	28,885
Supplies		20,263	17,290	926
Depreciation and amortization	5	8,067	7,718	7,908
Rent and utilities	14, 19	7,392	11,418	4,602
Amortization of right-of-use assets	19	6,915	7,237	7,525
Outside services		4,540	2,583	4,861
Taxes and licenses		4,088	4,285	3,703
Transportation and travel		3,837	2,904	2,685
Provision for inventory obsolescence	4	1,552	599	-
Repairs and maintenance		236	199	339
Insurance		-	-	800
Others		4,209	18,083	13,906
		898,826	783,780	560,438

Note 17 - Operating expenses

Details of operating expenses for the years ended December 31 are as follows:

	Notes	2023	2022	2021
Personnel costs	12, 20	1,479,259	1,256,456	1,326,060
Outside services and professional fees		857,607	775,023	725,362
Outbound freight		376,891	355,574	341,953
Advertising and promotion		195,354	105,690	154,266
Amortization of right-of-use assets	19	185,550	174,784	203,060
Rent and utilities	14, 19	152,683	140,192	87,487
Warranty cost	11	134,995	125,093	129,694
Depreciation and amortization	5	59,684	63,140	65,487
Taxes and licenses		58,843	50,010	68,961
Transportation and travel		54,204	34,744	20,020
Royalty/technical fees	14, 19	36,031	30,951	31,356
Provision for contingencies	12	29,333	27,504	11,120
Amortization of intangible assets	8	16,247	26,275	29,914
Provision for inventory obsolescence	4	19,705	15,730	31,984
Repairs and maintenance		16,913	14,841	12,221
Provision for impairment of receivables	3	10,173	3,026	11,858
Others		94,272	160,937	160,703
		3,777,744	3,359,970	3,411,506

Note 18 - Other operating income (loss), net

Details of net other operating income for the years ended December 31 are as follows:

	Notes	2023	2022	2021
Interest income	2	24,844	8,493	5,483
Commission income	14	1,351	11,038	6,650
Loss on foreign exchange forward contracts	26	(187)	(666)	(1,778)
Loss on disposal of property and equipment	5	(519)	(62)	(160)
Foreign exchange losses, net	25	(6,740)	(118,790)	(45,219)
Miscellaneous		33,362	34,053	19,950
		52,111	(65,934)	(15,074)

Miscellaneous income pertains mainly to interest income from employee loans and expired warranties.

Note 19 - Leases and other agreements

19.1 Leases

The Group leases various office space, furniture and fixtures, equipment and vehicles. Rental contracts are typically made for fixed periods of one (1) to five (5) years. The leases have varying terms, escalation clauses and renewal rights. On renewal, the terms of the leases are renegotiated. The group has recognized right-of-use assets for these leases, except for short-term and low-value leases. Lease terms are negotiated either on a collective or individual basis and contain a wide range of different terms and conditions.

19.1.1 CCAC has a three-year lease agreement with Concepcion Industries, Inc., an entity under common control to CCAC, which expired on December 31, 2021 for the lease of its factory located in the Light Industry Science Park, Cabuyao, Laguna to the Partnership. Subject to further renewal or extension on the same terms and conditions as may be agreed upon by the parties. The lease agreement is renewed for another three years which will be expiring on December 31, 2024.

19.1.2 CCAC has a three-year lease contract with LSL Realty Development Corporation for the lease of warehouse space located in the Light Industry Science Park, Cabuyao Laguna, subject to negotiation upon renewal. The latest renewal of the lease extends the lease term to December 31, 2024.

19.1.3 CCAC leases an office space in Muntinlupa City and a warehouse space in Cabuyao owned by Foresight Realty and Development Corporation, an entity under common control to CCAC. One lease contract expired on December 31, 2021 while the rest of the contracts are renewable upon mutual agreement of the parties which expired in August 2022; was renewed for another three years which will expire on July 31, 2025.

19.1.4. CBSI leases an office and parking space, respectively, in Muntinlupa City from Foresight Realty & Development Corp., a shareholder, for a period of five (5) years from August 2017 to July 2022. The agreements are subject to renewal or extension on such terms and conditions as may be agreed by both parties. The latest renewal of the lease extends the lease term to July 31, 2025.

19.1.5 CDI leases a warehouse space in Cabuyao from Hyland Realty & Dev't. Corp., an entity under common control, for a period of five (5) years commencing on November 2, 2021 and ending on October 31, 2026, subject to renewal or extension on such terms and conditions as may be agreed upon by the parties.

19.1.7 Both CCAC and CDI have agreements with various lessors covering office space for its regional offices. Such agreements have terms ranging from one (1) to five (5) years under terms and conditions as agreed with the lessors.

19.1.8 COPI leases its office and parking space from MBS Development Corp. with five-year lease term from January 9, 2019 to February 8, 2024. The agreements are subject to renewal or extension on such terms and conditions as may be agreed by both parties.

19.1.9 COPI leases a warehouse space from Armal Realty Development Corporation for a period of three (3) years from September 7, 2019 to September 6, 2022. The lease is extended until September 2024.

19.1.10 CTC has a three-year lease contract with MBS Development Corporation for its office space and parking spaces in Muntinlupa City from April 16, 2019 to June 30, 2022. The contract was terminated on December 31, 2021.

19.1.11 The Group also has various lease agreements for vehicles under non-cancellable operating leases expiring within two (2) to three (3) years. The leases have varying terms, escalation clauses and renewal rights. On renewal, the terms of the leases are renegotiated.

The lease agreements do not impose any covenants other than the security interests in the leased assets that are held by the lessor. Leased assets may not be used as security for borrowing purposes. Rental deposits required for these lease agreements are included in other non-current assets account in the consolidated statements of financial position.

(a) Amounts recognized in the statement of financial position

Right of use assets and lease liability are presented as a separate line items in the statement of financial position. The carrying amounts of right-of-use asset related to the lease agreements above as at December 31 are shown below:

	Notes	Buildings and leasehold improvements	Warehouses	Office spaces	Vehicles	Others	Total
Cost							
January 1, 2022		38,581	495,966	182,892	171,618	145,472	1,034,529
Acquisition of Tenex		-	-	3,696	-	-	3,696
Additions		2,439	225,704	20,651	4,693	17,120	270,607
Lease terminations		-	(353,644)	(82,019)	(108,261)	(105,157)	(649,081)
Modifications and transfers		-	413	(3,988)	1,100	3,575	1,100
December 31, 2022		41,020	368,439	121,232	69,150	61,010	660,851
Additions		3,995	213,742	7,848	7,493	-	233,078
Lease terminations		-	(16,666)	(85,243)	(51,719)	(2,135)	(155,763)
Modifications and transfers		-	(17,207)	-	-	2,668	(14,539)
December 31, 2023		45,015	548,308	43,837	24,924	61,543	723,627
Accumulated amortization							
January 1, 2022		17,828	289,291	147,188	82,115	62,498	598,920
Acquisition of Tenex		-	-	2,464	-	-	2,464
Amortization	16, 17	11,489	139,017	10,377	17,241	12,146	190,270
Lease terminations		-	(302,115)	(116,461)	(40,740)	(32,490)	(491,806)
Modifications and transfers		-	-	-	907	-	907
December 31, 2022		29,317	126,193	43,568	59,523	42,154	300,755
Amortization	16, 17	12,544	174,985	12,285	12,591	13,520	225,925
Lease terminations		-	(54,817)	(30,340)	(55,014)	(3,983)	(144,154)
December 31, 2023		41,861	246,361	25,513	17,100	51,691	382,526
Net book values							
December 31, 2022		11,703	242,246	77,664	9,627	18,856	360,096
December 31, 2023		3,154	301,947	18,324	7,824	9,852	341,101

Movements in lease liabilities as at December 31 are as follows:

	2023	2022
Beginning	378,787	456,136
Additions	233,078	270,607
Modifications and adjustments	(14,539)	(1,950)
Transfers	-	(747)
Terminations	(11,609)	(156,270)
Interest expense	23,805	18,087
Acquisition of Tenex	-	1,291
Principal payments	(213,131)	(190,280)
Interest payments	(23,805)	(18,087)
Ending	372,586	378,787

Details of lease liabilities as at December 31 are as follows:

	2023	2022
Current	191,304	136,873
Non-current	181,282	241,914
	372,586	378,787

(b) Amounts recognized in the statements of total comprehensive income

The statements of total comprehensive income show the following amounts relating to leases for the years ended December 31:

	2023	2022	2021
Amortization expense			
Building and leasehold improvements	12,544	11,489	12,131
Warehouse	174,985	139,017	149,714
Office space	12,285	10,377	49,120
Vehicles	12,591	17,241	26,555
Others	13,520	12,146	12,443
	225,925	190,270	249,963
Interest expense (included in interest expense)	23,805	18,087	12,329
Expense relating to short-term leases	-	19,181	-
Expense relating to leases of low-value assets that are not shown above as short-term leases	18,750	23,340	6,675
Expense relating to variable lease payments not included in lease liabilities	-	21,693	-

Certain leased assets were subleased by the Group. Income arising from subleasing amounted to P1,938 (2022 - P3,343).

The total cash outflow for long-term leases for the year amounted to P236,936 (2022 - P208,367).

(c) Discount rate

Payments for leases of buildings and leasehold improvements, warehouses, office spaces, vehicles and other leases are discounted using the lessee's incremental borrowing rate, being the rate that the individual lessee would have to pay to borrow the funds necessary to obtain an asset of similar value to the right-of-use asset in a similar economic environment with similar terms, security and conditions. The average incremental borrowing rate ranges from 4.375% to 7.50%.

To determine the incremental borrowing rate, the Group uses recent third-party financing received by the individual lessee as a starting point, adjusted to reflect changes in financing conditions since third party financing was received.

19.2 Trademark and other agreements

19.2.1 Kelvinator trademark

CCAC and CDI have separate trademark agreements with Kelvinator International Partnership, a division of Electrolux Home Products, Inc. (a Partnership incorporated in the U.S.A.) for the license to use the "Kelvinator" trademark as specified in the agreement for its window type room air conditioners. In consideration thereof, CCAC and CDI are required to pay a trademark fee of 2% of the net selling price of the trademarked products subject to a minimum annual royalty. The agreements remain effective unless terminated by both parties.

Royalty/technical fees for the above agreements charged to operations in 2023 amounted to P6,875 (2022 - P8,685: 2021 - P8,346) (Note 17).

19.2.2 Royalty/Technical service agreement with Carrier Corporation

CCAC has an existing technical service agreement with Carrier Corporation (Carrier), a related party of one of the owners of CCAC, which is co-terminus with the joint venture agreement between Carrier Air Conditioning Philippines Inc. (a related party of Carrier) and CIC. The agreement provides that CCAC will pay royalty fees equivalent to a specified percentage of the net sales depending on the product type, in exchange for non-exclusive and non-transferable rights to make use of technical data, process and assistance to be provided by Carrier Corporation in the manufacture of its products. The agreement remains effective unless terminated by both parties.

Royalty/technical fees for the above agreements charged to operations in 2023 amounted to P29,156 (2022 - P22,266; 2021- P23,010) (Note 17).

19.2.3 Trademark and Trade Name License Agreement and Technical Assistance Agreements and License to Use Technical Data, Know-how and Patents Agreement with Otis U.S.A.

COPI has existing Technical Assistance Agreements and License to Use Technical Data, Know-how and Patents Agreement with Otis U.S.A., a related party, for the latter to provide technical data and know-how to improve the technical knowledge of COPI's personnel and to further impart and transfer technical data and provide technical service to COPI. In consideration thereof, COPI is required to pay, in addition to the costs incurred by Otis U.S.A. in providing the training, a royalty fee equivalent to 3.5% of the net billings of COPI.

COPI also has a Trademark and Trade Name License Agreement with Otis U.S.A. which grants COPI a non-exclusive right and license to market and sell Otis products and to perform service under the licensed marks. As consideration of the rights and licenses granted, COPI shall pay Otis U.S.A. a royalty fee as provided in the Technical Assistance Agreement mentioned above. The agreement remains effective unless terminated by both parties.

Royalty/technical fees for the above agreements charged to operations in 2023 amounted to P27,991 (2022 - P31,583; 2021 - P28,885) (Note 16).

19.2.4 Assignment Agreement with OECPI

COPI has no outstanding payable to OECPI as at December 31, 2023 (2022 - P3,672) which is included under payable to related parties under trade payables and other liabilities (Notes 10 and 14). The payable resulted from transactions subsequent to an Assignment Agreement executed by and between OECPI, as the assignor, and COPI, as the assignee, for the conveyance, transfer assignment and delivery of all the OECPI's assets, liabilities and contracts to COPI as set out in the agreement.

Note 20 - Retirement plan

20.1 CIC

CIC has an established retirement plan which is a non-contributory and of the defined benefit type which provides a retirement benefit ranging from twenty percent (20%) to one hundred twenty-five percent (125%) of basic monthly salary times number of years of service. Benefits are paid in a lump sum upon retirement or separation in accordance with the terms of the retirement plan. This retirement plan is in agreement with CCAC's retirement plan that was started on July 1, 1999 since most of the employees of CIC were absorbed from CCAC.

20.2 CCAC

CCAC has an established funded, trusteed and non-contributory and of the defined benefit type retirement plan covering all its regular employees. The retirement plan provides lump sum benefits upon retirement, death, total and permanent disability, voluntary separation after completion of ten (10) years of credited service, and involuntary separation (except for cause). Normal retirement age is 60 years or 15 years of credited service, whichever is earlier and provides for retirement benefit equivalent to 125% of the latest monthly salary per year of service.

The Retirement Plan Trustee, as appointed by CCAC in the Trust Agreement executed between CCAC and the duly appointed Retirement Plan Trustee, is responsible for the general administration of the Retirement Plan and the management of the Retirement Fund. The Retirement Plan Trustee may seek and advice of counsel and appoint an investment manager or managers to manage the Retirement Fund, an independent accountant to audit the Fund and an actuary to value the Retirement Fund.

There are no unusual or significant risks to which the Plan exposes CCAC. However, in the event a benefit claim arises under the Retirement Plan and the Retirement Fund is not sufficient to pay the benefit, the unfunded portion of the claim shall immediately be due and payable from CCAC to the Retirement Fund.

In accordance with the provisions of Bureau of Internal Revenue (BIR) Regulation No. 1-68, it is required that the Retirement Plan be trusteed; that there must be no discrimination in benefits that forfeitures shall be retained in the Retirement Fund and be used as soon as possible to reduce future contributions; and that no part of the corpus or income of the Retirement Fund shall be used for, or divided to, any purpose other than for the exclusive benefit of the Plan members. CCAC is not required to pre-fund the future defined benefits payable under the Retirement Plan before they become due. For this reason, the amount and timing of contributions to the Retirement Fund are at the CCAC's discretion.

20.3 Alstra; Teko; Tenex

These entities have not yet established a formal retirement plan for its employees but pays retirement benefits required under Republic Act (RA) No. 7641 (Retirement Law). RA 7641 provides that all employees between ages 60 to 65 with at least 5 years of service with the entities who may opt to retire are entitled to benefits equivalent to one-half month salary for every year of service, a fraction of at least six (6) months being considered as one whole year. The term one-half month shall mean fifteen (15) days plus one-twelfth (1/12) of the 13^{th} month and the cash equivalent of not more than five (5) days of service incentive leaves.

As at December 31, 2023 and 2022, estimated retirement benefits and obligations for Alstra is deemed immaterial, hence, not provided for.

20.4 COPI

The Company has a funded, non-contributory defined benefit plan which provides a retirement benefit range of twenty percent (20%) to two hundred percent (200%) of plan salary for every year of service to its qualified employees and is being administered by a trustee bank. The normal retirement age is 60 years and optional retirement date is at age 50 or completion of at least ten (10) years of service.

20.5 CBSI

CBSI has a non-contributory retirement benefit plan which provides a retirement benefit ranging from twenty percent (20%) to one hundred twenty-five percent (125%) of basic monthly salary times number of years of service. Benefits are paid in a lump sum upon retirement or separation in accordance with the terms of the plan.

20.6 CTC

CTC has established an unfunded, defined benefit retirement plan which provides a retirement benefit equivalent to one hundred twenty-five percent (125%) of basic salary times number of years in service. Benefits are paid in a lump sum upon retirement or separation in accordance with the terms of the plan.

The retirement obligation of each entity in the Group is determined using the “Projected Unit Credit” (PUC) method. Under the PUC method, the annual normal cost for the portion of the retirement is determined using the amount necessary to provide for the portion of the retirement benefit accruing during the year. The latest actuarial valuation of the retirement benefits for each entity in the Group was sought from an independent actuary as at December 31, 2023.

20.7 CDI

As at December 31, 2020, the Company has not yet established a formal retirement plan for its employees but provides for estimated retirement benefits required under Republic Act No. 7641 (Retirement Law).

In February 2021, the CDI’s BOD approved t0 establish a non-contributory retirement plan covering all its regular employees. The plan provides lump sum benefits upon retirement, death, total and permanent disability, voluntary separation after completion of at least ten (10) years of credited service, and involuntary separation (except for cause). Normal retirement age is 60 years or 25 years of credited service, whichever is earlier and provides for retirement benefit equivalent to hundred twenty-five percent (125%) of the latest monthly salary per year of service.

The following are the details of the retirement benefit obligation and retirement benefit expense as at December 31 and for the years then ended:

	CIC	CCAC	CDI	CBSI	COPI	CTC	Teko	Tenex	Total
2023									
Retirement benefit obligation	23,456	376,858	147,667	84,780	3,787	861	3,386	450	641,245
Retirement benefit expense	1,676	55,590	28,240	16,553	3,546	151	1,012	550	107,318
2022									
Retirement benefit obligation	21,647	315,976	148,297	76,832	3,653	885	2,632	580	570,502
Retirement benefit expense	1,383	56,883	26,205	19,115	5,061	317	1,283	625	110,872

The amounts of retirement benefit obligation recognized in the statements of financial position as at December 31 are determined as follows:

	CIC	CCAC	CDI	CBSI	COPI	CTC	Teko	Tenex	Total
2023									
Present value of retirement benefit obligation	23,456	381,034	164,904	84,780	26,347	861	3,386	450	685,218
Fair value of plan assets	-	(4,176)	(17,237)	-	(22,560)	-	-	-	(43,973)
	23,456	376,858	147,667	84,780	3,787	861	3,386	450	641,245
2022									
Present value of retirement benefit obligation	21,647	345,616	164,739	76,832	30,388	885	2,632	580	643,319
Fair value of plan assets	-	(29,640)	(16,442)	-	(26,735)	-	-	-	(72,817)
	21,647	315,976	148,297	76,832	3,653	885	2,632	580	570,502

Changes in the present value of the defined benefit obligation for the years ended December 31 follow:

	CIC	CCAC	CDI	CBSI	COPI	CTC	Teko	Tenex	Total
2023									
Beginning	21,647	345,616	164,739	76,832	30,388	885	2,632	580	643,319
Interest cost	1,201	22,727	11,890	4,909	2,197	64	193	42	43,223
Current service cost	475	39,286	17,423	12,391	3,066	87	819	508	74,055
Transfer of employees	-	(4,018)	14,580	(2,683)	-	-	-	-	7,879
Benefits paid directly by the Group	-	-	(55,671)	(11,430)	(5,414)	-	-	-	(72,515)
Benefits paid from the plan assets	-	(17,747)	-	-	(6,014)	-	-	-	(23,761)
Settlement gain/(loss)	-	(5,071)	(123)	(747)	-	-	-	-	(5,941)
Remeasurement loss (gain)									
Changes in financial assumptions	(37)	3,463	3,856	1,278	1,297	18	167	28	10,070
Changes in demographic assumptions	-	570	(2,592)	(100)	(3,491)	(201)	-	-	(5,814)
Experience adjustments	170	(3,792)	10,802	4,330	4,318	8	(425)	(708)	14,703
Ending	23,456	381,034	164,904	84,780	26,347	861	3,386	450	685,218
2022									
Beginning	16,469	331,519	183,917	75,676	34,856	1,872	2,463	393	647,165
Interest cost	511	19,437	9,609	4,194	2,117	100	145	20	36,133
Current service cost	872	39,054	17,479	13,703	3,948	217	997	605	76,875
Transfer of employees	-	4,186	1,126	3,695	-	(1,104)	-	-	7,903
Benefits paid directly by the Group	-	(26,169)	(38,166)	(12,633)	(4,846)	-	-	-	(81,814)
Benefits paid from the plan assets	-	(12,766)	-	-	(3,419)	-	1	-	(16,184)
Settlement paid from book reserved	-	-	-	(12,052)	-	-	(294)	-	(12,346)
Settlement gain/(loss)	-	636	-	1,218	640	-	140	-	2,634
Remeasurement loss (gain)									
Changes in financial assumptions	(340)	(30,147)	(28,474)	(8,671)	(4,403)	(129)	(972)	(324)	(73,460)
Changes in demographic assumptions	4,135	(7,038)	-	(3,845)	-	(14)	-	-	(6,762)
Experience adjustments	-	26,904	19,248	15,547	1,495	(57)	152	(114)	63,175
Ending	21,647	345,616	164,739	76,832	30,388	885	2,632	580	643,319

Changes in the fair value of the plan assets for the years ended December 31 follow:

	CCAC	CDI	COPI	Total
2023				
Beginning	29,640	16,442	26,735	72,817
Interest income	1,352	948	1,716	4,016
Benefits paid from the fund	(17,747)	-	(6,014)	(23,761)
Remeasurement gain (loss) from experience adjustments	(9,069)	(153)	123	(9,099)
Ending	4,176	17,237	22,560	43,973
2022				
Beginning	43,964	17,308	29,662	90,934
Interest income	2,243	883	1,644	4,770
Contributions	-	-	1,532	1,532
Benefits paid from the fund	(12,766)	-	(3,418)	(16,184)
Remeasurement loss from experience adjustments	(3,801)	(1,749)	(2,685)	(8,235)
Ending	29,640	16,442	26,735	72,817

The movements in retirement benefit obligation recognized in the statement of financial position as at December 31 follow:

	CIC	CCAC	CDI	CBSI	COPI	CTC	Teko	Tenex	Total
2023									
Beginning	21,647	315,976	148,297	76,832	3,653	885	2,632	580	570,502
Retirement benefit expense	1,676	55,590	28,240	16,553	3,546	151	1,012	550	107,318
Remeasurement gain	133	9,310	12,218	5,508	2,002	(175)	(258)	(680)	28,058
Transfer of employees	-	(4,018)	14,583	(2,683)	-	-	-	-	7,882
Benefits paid directly by the Group	-	-	(55,671)	(11,430)	(5,414)	-	-		(72,515)
Ending	23,456	376,858	147,667	84,780	3,787	861	3,386	450	641,245
2022									
Beginning	16,469	287,557	166,609	75,676	5,194	1,872	2,463	393	556,233
Retirement benefit expense	1,383	56,883	26,205	19,115	5,061	317	1,283	625	110,872
Remeasurement gain	3,795	(6,480)	(7,477)	3,029	(223)	(200)	(820)	(438)	(8,814)
Transfer of employees	-	4,186	1,126	3,695		(1,104)	-	-	7,903
Contributions	-	-	-		(1,532)	-	-	-	(1,532)
Settlement paid from book reserved	-	-	-	(12,052)	-	-	(294)	-	(12,346)
Benefits paid directly by the Group	-	(26,170)	(38,166)	(12,631)	(4,847)	-	-	-	(81,814)
Ending	21,647	315,976	148,297	76,832	3,653	885	2,632	580	570,502

The categories of CCAC, COPI, and CDI's plan assets as at December 31 are as follows:

	2023			2022		
	CCAC	COPI	CDI	CCAC	COPI	CDI
Government securities	22%	98%	78%	96%	-	82%
Unit investment trust fund	25%	-	21%	4%	-	18%
Fixed rate treasury notes	-			-	96%	-
Corporate bonds	52%			-	-	-
Cash and cash equivalents	0%	1%		-	1%	-
Receivables	-			-	3%	-
Others	1%	1%	1%	-	-	-
	100%	100%	100%	100%	100%	100%

COPI and its Trustee bank ensure that the investment positions are managed within an asset-liability matching framework that has been developed to achieve long-term investments that are in line with the obligations under the plan. The main objective is to match assets to the defined benefit obligation by investing primarily in long-term debt securities with maturities that match the benefit payments as they fall due. To mitigate concentration and other risks, assets are invested across multiple asset classes with active investment managers.

CCAC's pension benefit fund is administered by a local trustee bank which is governed by the rules and regulations of the Bangko Sentral ng Pilipinas and the SEC. Based on the trust fund agreement, it is authorized to invest the fund as it deems proper. Its investment strategy focuses principally on stringent management of downside risks rather than on maximizing absolute returns. It is anticipated that this investment policy can generate a return that enables it to meet its long-term commitments.

To fund CDI's retirement plan, CDI transferred its unit investment trust funds deposit instruments to a retirement fund being administered by a trustee. Based on the trust fund agreement, the trustee is authorized to invest the fund as it deems proper.

CCAC, COPI and CDI have not yet determined its contribution to the plan assets for the year ending December 31, 2023.

The amounts of retirement benefit expense (income) recognized under operating expenses in the consolidated statements of total comprehensive income for the years ended December 31 follow:

	CIC	CCAC	CDI	CBSI	COPI	CTC	Teko	Tenex	Total
2023									
Current service cost	475	39,286	17,421	12,391	3,065	87	819	508	74,052
Interest cost	1,201	22,727	11,890	4,909	2,197	64	193	42	43,223
Interest income on plan assets	-	(1,352)	(948)	-	(1,716)	-	-	-	(4,016)
Settlement gain or loss	-	(5,071)	(123)	(747)	-	-	-	-	(5,941)
	1,676	55,590	28,240	16,553	3,546	151	1,012	550	107,318
2022									
Current service cost	872	39,054	17,479	13,703	3,948	217	997	605	76,875
Interest cost	511	19,437	9,609	4,194	2,117	100	145	20	36,133
Interest income on plan assets	-	(2,243)	(883)	-	(1,644)	-	-	-	(4,770)
Settlement gain or loss	-	635	-	1,218	640	-	141	-	2,634
	1,383	56,883	26,205	19,115	5,061	317	1,283	625	110,872
2021									
Current service cost	1,266	43,356	138,482	13,669	3,857	2,503	694	-	203,827
Interest cost	693	13,048	8,908	2,915	1,302	333	61	-	27,260
Interest income on plan assets	-	(1,472)	-	-	(1,226)	-	-	-	(2,698)
	1,959	54,932	147,390	16,584	3,933	2,836	755	-	228,389

Retirement benefit expense is included as part of personnel costs under operating expenses (Note 17).

The movements in other comprehensive loss (CIC and NCI) recognized in the consolidated statements of financial position as at December 31 follow:

	Note	CIC	CCAC	CDI	CBSI	COPI	CTC	Teko	Tenex	Total
2023										
Beginning		(2,696)	80,801	2,745	3,854	4,090	(544)	88	(284)	88,054
Acquisition of Tenex		-	-	-	-	-	-	-	-	-
Remeasurement loss (gain)		133	9,310	12,218	5,508	2,002	(175)	(258)	(680)	28,058
Tax effect	9	-	(2,327)	(3,055)	(1,377)	(501)	44	52	-	(7,164)
Ending		(2,563)	87,784	11,908	7,985	5,591	(675)	(118)	(964)	108,948
2022										
Beginning		(6,491)	85,661	8,353	1,582	4,257	(394)	744	-	93,712
Acquisition of Tenex		-	-	-	-	-	-	-	154	154
Remeasurement loss (gain)		3,795	(6,480)	(7,477)	3,029	(223)	(200)	(820)	(438)	(8,814)
Tax effect	9	-	1,620	1,869	(757)	56	50	164	-	3,002
Ending		(2,696)	80,801	2,745	3,854	4,090	(544)	88	(284)	88,054
2021										
Beginning		(1,361)	118,083	6,752	9,785	2,379	338	297	-	136,273
Remeasurement loss (gain)		(5,130)	(54,268)	1,488	(11,869)	2,278	(1,008)	507	-	(68,002)
Tax effect	9	-	13,567	(372)	2,967	(570)	252	(102)	-	15,742
Tax effect (CREATE)		-	8,279	485	699	170	24	42	-	9,699
Ending		(6,491)	85,661	8,353	1,582	4,257	(394)	744	-	93,712

The principal annual actuarial assumptions used as at and for the years ended December 31 follow:

	CIC	CCAC	CDI	CBSI	COPI	CTC	Teko	Tenex
2023								
Discount rate	6.71%	6.93%	6.97%	6.91%	6.94%	7.00%	6.98%	6.98%
Salary increase rate	3.70%	5.00%	5.00%	5.00%	5.00%	2.30%	5.00%	5.00%
Average expected future service years of plan members	9.3	21.4	18.4	24.7	30	22.2	27.1	26
2022								
Discount rate	5.55%	7.20%	7.30%	7.17%	7.23%	7.19%	7.34%	7.30%
Salary increase rate	3.70%	5.00%	5.00%	4.80%	4.00%	2.30%	5.00%	5.00%
Average expected future service years of plan members	10.3	21.4	18.9	24.5	20.4	23.2	26.6	27

Discount rates were based on the theoretical spot yield curve calculated from the Bankers Association of the Philippines (BAP) PHP Bloomberg BVAL Reference Rates (BVAL) benchmark reference curve for the government securities by stripping the coupons from government bonds to create virtual zero coupon bonds, and considering the average years of remaining working life of the employees as the estimated term of the benefit obligation. The 2001 CSO Table - Generational (Scale AA, Society of Actuaries) was used in assessing annual mortality rates.

Expected maturity analysis of undiscounted retirement benefits as at December 31 follow:

	CIC	CCAC	CDI	CBSI	COPI	CTC	Teko	Tenex	Total
2023									
Less than a year	23,290	154,301	31,945	13,204	9,730	32	-		232,502
More than 1 year to 5 years	44	222,049	78,397	97,006	17,155	198	-	188	415,037
More than 5 years to 10 years	75	239,563	141,029	63,478	15,450	280	5,676	197	465,748
2022									
Less than a year	22,605	121,836	40,171	11,791	6,510	204	-	-	203,117
More than 1 year to 5 years	31	213,520	72,141	66,812	20,659	761	-	-	373,924
More than 5 years to 10 years	48	252,203	113,867	93,299	21,333	158	-	191	481,099

The weighted average duration of the defined benefit obligation as at December 31, 2023 0.1 to 20.1 years (2022 - 0.6 to 20.8 years).

Note 21 - Equity

21.1 Share capital

As at December 31, 2023 and 2022, CIC's authorized share capital amounting to P700,000 is composed of P700 million shares with par value of P1 per share.

The details and movement of share capital as at and for the years ended December 31 follow:

	Number of common shares issued and outstanding	Amount		
		Share capital	Share premium	Treasury shares
January 1, 2021	401,955,091	407,264	993,243	(170,068)
Acquisition of treasury shares	(100,000)	-	-	(2,040)
December 31, 2021	401,855,091	407,264	993,243	(172,108)
Acquisition of treasury shares	(3,942,600)	-	-	(69,356)
December 31, 2022	397,912,491	407,264	993,243	(241,464)
Acquisition of treasury shares	-	-	-	-
December 31, 2023	397,912,491	407,264	993,243	(241,464)

21.2 Retained earnings; subsequent event

Cash dividends declared, attributable to owners of CIC, for the years ended December 31 are as follows:

Date declared	Dates paid	Per share	2023	2022	2021
March 29, 2023	April 25, 2023	0.5	198,956	-	-
February 16, 2022	April 12, 2022	1.0	-	401,855	-
February 10, 2021	April 12, 2021	1.0	-	-	401,955
			198,956	401,855	401,955

For the year ended December 31, 2023, NCI from profit distribution of CCAC and COPI amounted to P172,000 and P44,100, respectively (2022 - P202,100 and P39,200, respectively; 2021 - P188,164 and 78,400, respectively) (Note 7.2).

CIC annually performs an evaluation of the amount to be declared as dividends. Subsequently, on March 26, 2024, CIC's BOD declared cash dividends in the amount of P0.70 per share totaling to P277,629 for shareholders of record as at April 15, 2024 (after buyback of shares) which will be paid on April 26, 2024.

21.3 Treasury shares

On February 17, 2016, CIC's BOD approved a non-solicitation share buyback program to be carried out until February 16, 2019. On September 9, 2019, CIC's BOD approved a non-solicitation share buyback program to be carried out until September 9, 2022.

On March 20, 2020, the BOD amended the terms of the share buyback program to increase the limit of the common shares that may be repurchased during the first year of the program from P100 million to P300 million.

On July 27, 2022, the BOD extended the share buyback program for another two years or until September 9, 2024. Out of the approved buyback of 300 million, total amount of shares repurchased was P168 million as at December 31, 2023 and 2022.

Details of acquisition of treasury shares for the year ended December 31 follow:

Trade Date	Date Paid	Shares	Per share	Amount
As at January 1, 2021		5,308,800		170,068
2021				
May 26, 2021	May 31, 2021	100,000	20.40	2,040
2022				
April 13, 2022	April 20, 2022	200,000	19.56	3,912
May 10, 2022	May 13, 2022	150,000	18.98	2,847
May 10, 2022	May 13, 2022	245,500	19.00	4,665
May 16, 2022	May 19, 2022	21,500	18.00	387
May 16, 2022	May 19, 2022	77,000	18.50	1,425
May 18, 2022	May 23, 2022	269,600	18.94	5,106
July 21, 2022	July 26, 2022	300,000	18.24	5,472
August 17, 2022	August 22, 2023	1,176,000	17.00	19,992
September 2, 2022	September 7, 2022	751,500	17.00	12,775
September 2, 2022	September 7, 2022	751,500	17.00	12,775
		3,942,600		69,356
		9,351,400		241,464

On March 6 and 7, 2024 CIC repurchased additional shares of 1 million and 0.3 million shares, respectively, totaling to P15.6 million.

Note 22 - Earnings per share

Basic earnings per share is calculated by dividing the net income attributable to owners of CIC by the weighted average number of ordinary shares in issue during the period, excluding ordinary shares purchased by CIC and held as treasury shares, if any.

Earnings per share for the years ended December 31 is calculated as follows:

	2023	2022	2021
Net income attributable to owners of the Parent Company	383,256	153,836	164,750
Weighted average common shares - basic and diluted (in ‘000)	397,912	400,161	401,895
Basic and diluted earnings per share	0.96	0.38	0.41

The basic and diluted earnings per share are the same each year presented as there are no potential dilutive common shares.

Note 23 - Contingencies

The Group is a party to various on-going litigation proceedings, to which respective courts and regulatory bodies have not rendered any final decision as at audit report date. The Group’s management, with the assistance of third-party counsels, has determined certain loss positions that warranted corresponding provisions to be recorded in the consolidated statements of financial position (Note 12). These were recognized based on existing conditions and available information as at reporting date. Accordingly, annual evaluation is conducted by management to identify possible changes in circumstances that would equally require adjustment in its estimates. The detailed information pertaining to these litigations have not been disclosed as this might prejudice the outcome of the ongoing litigations.

Note 24 - Segment information

The Group's Executive Committee and the BOD review and analyze profit or loss into Consumer and Commercial business while assets, liabilities and other accounts are analyzed on a per entity basis - CCAC, CDI and COPI with all other entities as part of Others.

24.1 Profit or loss

24.1.1 Consumer business (formerly CLS business)

The segment's products and related services include heating, ventilation and air conditioning (HVAC) for consumer use as well as domestic refrigeration products. It is supported by a vast network of distributors, dealers, retailers and technicians, who sell, install and service the Group's products primarily in the residential and light commercial segments.

24.1.2 Commercial business (formerly BIS/Alstra business)

The segment's products and related services include heating, ventilation and air conditioning (HVAC) as well as sales and services of elevators and escalators across all building segments. It is sold directly to end customers or through a network of accredited sub-contractors.

Segment information on reported consolidated profit or loss for the years ended December 31 are as follows:

	Consumer business	Commercial business	Others	Total
2023				
Net sales and services	10,020,157	4,566,114	75,146	14,661,417
Timing of revenue recognition				
At point in time	10,020,157	3,680,875	1,805	13,702,837
Over time	-	885,238	73,342	958,580
Cost of sales and services	(6,858,727)	(3,111,378)	(36,131)	(10,006,235)
Gross profit	3,161,430	1,454,736	39,016	4,655,182
Operating expenses*	(2,726,400)	(909,554)	(141,790)	(3,777,744)
Depreciation and amortization**	(83,951)	(33,200)	(25,744)	(142,895)
Amortization of right-of-use assets	(149,273)	(69,967)	(6,685)	(225,925)
Other operating income	25,271	25,427	1,413	52,111
Interest income	8,160	12,501	4,183	24,844
Interest expense	(18,685)	(5,582)	(1,392)	(25,659)
Share in net loss of associates	9,415	-	-	9,415
Income tax benefit (expense)	(113,876)	(135,909)	3,772	(246,013)
Net income (loss) for the year	337,155	429,117	(98,980)	667,292
2022				
Net sales and services	9,759,516	3,360,604	54,953	13,175,073
Timing of revenue recognition				
At point in time	9,759,516	2,467,702	8,069	12,235,287
Over time	-	892,902	46,884	939,786
Cost of sales and services	(6,761,598)	(2,331,612)	(26,186)	(9,119,396)
Gross profit	2,997,918	1,028,992	28,767	4,055,677
Operating expenses	(2,556,024)	(676,846)	(127,100)	(3,359,970)
Depreciation and amortization**	(93,285)	(25,401)	(32,679)	(151,365)
Amortization of right-of-use assets	(131,703)	(50,983)	(7,584)	(190,270)
Other operating income (loss)	(75,923)	(534)	10,522	(65,934)
Interest income	2,346	2,825	3,322	8,493
Interest expense	(17,974)	(2,555)	(12,001)	(32,530)
Share in net income of associates	(30,943)	(1,053)	-	(31,996)
Income tax benefit	(110,095)	(88,977)	(8,111)	(207,183)
Net income for the year	206,958	259,027	(107,922)	358,064

	Consumer business	Commercial business	Others	Total
2021				
Net sales and services	9,676,720	2,529,588	32,931	12,239,239
Timing of revenue recognition				
At point in time	9,676,720	2,245,190	2,550	11,924,459
Over time	-	284,398	30,382	314,780
Cost of sales and services	(6,503,948)	(1,652,190)	(17,672)	(8,173,810)
Gross profit	3,172,772	877,398	15,260	4,065,429
Operating expenses	(2,639,260)	(561,595)	(210,651)	(3,411,506)
Depreciation and amortization*	(94,156)	(24,503)	(32,681)	(151,340)
Amortization of right-of-use assets	(172,423)	(61,727)	(15,813)	(249,963)
Other operating income (loss)	(13,327)	(4,722)	2,975	(15,074)
Interest income	2,780	1,558	1,145	5,483
Interest expense	(7,740)	(3,711)	(12,381)	(23,832)
Share in net income of associates	(20,717)	(1,796)	-	(22,513)
Income tax expense (benefit)	(138,765)	(88,228)	12,576	(214,409)
Net income for the year	352,964	217,346	(192,214)	378,095

** Inclusive of Depreciation and amortization of PPE and amortization of Right of Use Assets (ROU)*
***Depreciation and amortization referring to total charges to cost of sales and services, and operating expenses*

The Group revised the breakdown of revenue and related deductions for the period, to conform with the current year presentation. The changes did not impact previously reflected net income, financial position and cash flow (Note 15).

There were no material export sales or transactions made with related parties that require separate disclosure from the above.

24.2 Assets, liabilities and other accounts

24.2.1 CCAC

The segment is engaged in manufacturing, distribution, installation and service of air conditioning products. It is supported by a vast network of distributors, dealers, retailers and technicians who sell, install and service the Group's products in the industrial, commercial and residential property sectors. The management performs review of gross profit per component, while review of segment operating expenses, income tax, and profit or loss are done in total.

24.2.2 CDI

The segment is engaged in manufacturing and distribution of refrigerators and freezers and distribution of laundry and kitchen appliances for domestic market.

24.2.3 COPI

The segment is engaged in distribution and service of elevators and escalators.

Material non-cash items other than depreciation and amortization are as follows:

	CCAC	CDI	COPI	Others	Total
2023	201,709	137,922	1,272	64,582	405,485
2022	565,425	62,422	(12,794)	385,594	1,000,647
2021	838,164	339,884	10,847	32,249	1,221,144

Segment information on consolidated assets and liabilities as at December 31 are as follows:

	CCAC	CDI	COPI	Others	Total
2023					
Current assets	5,679,909	2,408,093	1,127,044	483,256	9,698,302
Non-current assets	790,385	476,566	892,799	384,848	2,544,598
Current liabilities	2,420,435	802,241	706,584	558,971	4,488,231
Non-current liabilities	473,108	230,882	4,613	116,798	825,401
Other information					
Investment in associates	80,923	-	-	17,968	98,891
Additions to non-current assets					
Property and equipment	55,949	44,649	521	12,601	113,720
2022					
Current assets	5,411,744	2,376,013	956,865	458,032	9,202,654
Non-current assets	742,044	492,784	917,893	415,341	2,568,062
Current liabilities	2,298,929	768,427	585,379	601,165	4,253,900
Non-current liabilities	431,068	268,364	3,653	115,272	818,357
Other information					
Investment in associates	71,631	-	-	18,378	90,009
Additions to non-current assets					
Property and equipment	30,139	21,030	1,068	7,966	60,203

The balances presented in others are composed of the other entities in the Group including CIC's standalone balances.

Note 25 - Foreign currency-denominated monetary assets and liabilities

The Group's foreign currency-denominated monetary assets and liabilities as at December 31 are as follows:

Currency	Current assets	Current liabilities	Net foreign currency liabilities	Exchange rate	Peso equivalent
2023					
Yen	-	(4,317)	(4,317)	0.39	(1,697)
U.S. Dollar	27	(2,635)	(2,608)	55.57	(144,919)
Chinese Yuan	3	(60,741)	(60,738)	7.81	(474,528)
Euro	1	(76)	(75)	61.47	(4,611)
					(625,755)
2022					
Yen	-	(31,860)	(31,860)	0.42	(13,298)
U.S. Dollar	1,765	(8,522)	(6,757)	55.27	(379,203)
Hong Kong Dollar	-	(1,570)	(1,570)	7.08	(11,303)
Chinese Yuan	594	(19,818)	(19,224)	7.94	(154,507)
Euro	1	(215)	(214)	58.79	(12,745)
					(571,056)
2021					
Yen	-	(22,794)	(22,794)	0.47	(10,800)
U.S. Dollar	1,774	(11,287)	(9,513)	50.27	(478,209)
Hong Kong Dollar	-	(650)	(650)	7.20	(4,680)
SGD	37	(36)	1	37.14	37
Chinese Yuan	300	(17,851)	(17,551)	7.89	(138,527)
Euro	77	(80)	(3)	56.87	(171)
					(632,350)

Net foreign exchange gains (losses) credited (charged) to profit or loss for the years ended December 31 are as follows:

	Note	2023	2022	2021
Realized foreign exchange gains (losses), net		4,551	(132,322)	(33,205)
Unrealized foreign exchange gains (losses), net		(11,291)	13,532	(12,014)
	18	(6,740)	(118,790)	(45,219)

Note 26 - Financial risk and capital management

26.1 Financial risk factors

The Group's activities expose it to a variety of financial risks: market risk (including foreign exchange risk, price risk and cash flow and fair value interest rate risk), credit risk and liquidity risk. The Group's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Group's financial performance.

Risk management is carried out by the Group's Chief Finance Officer under policies approved by the Group's BOD. These policies provide written principles for overall risk management. There were no changes in policies and processes in the Group's financial risk management in 2023 and 2022.

26.1.1 Market risk

(a) Foreign exchange risk

Currency risk arises when future commercial transactions, and recognized assets and liabilities are denominated in a currency that is not the Group's functional currency. In the normal course of business, the Group transacts with certain entities based outside the Philippines particularly for export deliveries, and purchases of raw materials and supplies, and these transactions are being settled in U.S. Dollar and/or other currencies.

However, the foreign exchange risk exposure is brought down to an acceptable level since average trade payment terms approximate each other, which range between 30 and 60 days upon which the risk associated with foreign exchange rates are deemed negligible. The Group enters into foreign exchange forward contracts with average term of a month in order to reduce losses on possible significant fluctuations in the exchange rates. There are no outstanding balances in relation to foreign exchange forward contracts as at December 31, 2023 and 2022.

These foreign currency forward contracts are accounted for as financial instruments at fair value through profit or loss. In 2023, the impact to profit and loss of foreign currency contract transactions during the year amounted to P187 loss (2022 - P666 loss; 2021 - P1,778 loss), booked under other operating income, net (Note 18).

Sensitivity analysis is only performed for the U.S. Dollar, Euro and Chinese Yuan since exposure to other currencies is determined to be minimal. As at December 31, 2023, if the Philippine Peso had weakened/strengthened by 2.18% (2022 -9.83 % ; 2021 - 5.42%) against the U.S. Dollar with all other variables held constant, equity and income before tax for the year would have been lower/higher by P3,172 (2022 - P23,110; 2021 - P23,205) as a result of foreign exchange loss/gain on translation of US Dollar-denominated net liabilities.

As at December 31, 2023, if the Philippine Peso had weakened/strengthened by 3.90% (2022 -1.68 %; 2021 - 9.67%) against the Chinese Yuan with all other variables held constant, equity and income before tax for the year would have been lower/higher by P9,293 (2022 - P96; 2021 - P6,655) as a result of foreign exchange loss/gain on translation of Euro-denominated net liabilities.

The rates are based on annual average actual exchange by leading international financial institutions as at December 31, 2023 and 2022.

(b) Commodity price risk

The Group is exposed to the risk that the prices for certain primary raw materials (e.g. copper and aluminum) will increase or fluctuate significantly. Most of these raw materials are global commodities whose prices are cyclical in nature and increase or decrease in line with global market conditions. The Group is exposed to these price changes to the extent that it cannot readily pass on these changes to the customers of its respective businesses, which could adversely affect the Group's margins.

As at December 31, 2023, if the market prices of the Group's purchases increase/decrease by 3.90% (2022 - 8.10%; 2021 - 4.50%) (based on average price inflation), equity and profit before tax for the year would have been lower/higher by P297,828 (2022 - P262,235;2021 - P173,991). While the Group does not engage in commodities hedging, risk exposure in commodity purchases is managed by locking in prices with vendors for a minimum of 3 months.

(c) Cash flow and fair value interest rate risk

The Group is not significantly exposed to cash flow and fair value interest rate risk since short-term borrowings are made at fixed interest rates and are settled within 12 months.

The Group's exposure to movements in market interest rate relate primarily to its fixed or short-term deposits placed with local banks and borrowings from local banks. The Group is not significantly exposed to cash flow and fair value interest rate risks since its income and operating cash flows are substantially independent of changes in market interest rates.

26.1.2 <u>Credit risk</u>

Credit risk refers to the risk that counterparty will default on its contractual obligations resulting in a financial loss to the Group. A default on a financial asset is when the counterparty fails to make contractual payments within the set terms of when they fall due. Credit risk arises from deposits and short-term placements with banks and financial institutions, as well as credit exposure to trade customers, including other outstanding receivables. For banks, the Group only has existing deposit arrangements with either universal or commercial banks, which are considered top tier banks in terms of capitalization as categorized by the Bangko Sentral ng Pilipinas.

The Group has no significant concentrations of credit risk due to the large number of customers comprising the customer base and it has policies in place to ensure that the sale of goods is made only to customers with an appropriate credit history. If customers are independently rated, these ratings are used. Otherwise, if there is no independent rating, Credit and Collection (C&C) group of each subsidiary assesses the credit quality of each customer, taking into account its financial position, past experience and other factors.

Individual risk limits are set based on internal and external ratings in accordance with the credit policy limits. The utilization of credit limits are regularly monitored by the C&C group of each subsidiary. Nonetheless, the Group is still exposed to risk of non-collection arising from disputes and disagreements on billings which may deter the collection of outstanding accounts on a timely basis.

The Group has three (3) types of financial assets that are subject to the expected credit loss model:

- Cash and cash equivalents
- Trade receivables and receivables from related parties
- Contract assets relating to POC contracts

The Group's assessment of its credit risk on cash and cash equivalents, and receivables and contract assets are disclosed in Notes 2 and 3, respectively.

26.1.3 Liquidity risk

The Group observes prudent liquidity risk management through available credit lines and efficient collection of its receivables, which enables the Group to maintain sufficient cash to meet working capital requirements, planned capital expenditures, and any short-term debt financing requirements. On top of liquidity risk management above, the Group also performs a monthly review of its financing requirements for working capital and loan capital expenditures and where deemed necessary, the Group obtains short-term bank borrowings to cover for immediate expenses and maturing obligations. Results of management's review are reported to the BOD on a regular basis.

As at December 31, the Group has available letters of credit and loan credit facilities from various financial institutions as follows:

	2023		2022	
Type of credit facility	Currency	Amount	Currency	Amount
Bank of Philippine Islands				
Revolving promissory note line	Philippine Peso	2,500,000	Philippine Peso	2,500,000
Lease line	-	-	-	-
Bills purchased line	Philippine Peso	100,000	Philippine Peso	100,000
Import letters of credit and trust receipt line	Philippine Peso	550,000	Philippine Peso	550,000
Foreign Exchange Risk	Philippine Peso	500,000	Philippine Peso	500,000
Foreign exchange settlement line	U.S. Dollar	-	U.S. Dollar	-
Citibank				
Bills purchased line	Philippine Peso	59,000	Philippine Peso	45,000
Letters of credit	U.S. Dollar	7,800	U.S. Dollar	7,800
Foreign exchange settlement risk line	U.S. Dollar	1,800	U.S. Dollar	1,800
Foreign exchange pre-settlement risk line	U.S. Dollar	700	U.S. Dollar	700
Short-term loan line	U.S. Dollar	7,660	U.S. Dollar	8,735
Commercial cards	U.S. Dollar	490	U.S. Dollar	556
Banco De Oro				
Short-term loan line	Philippine Peso	500,000	Philippine Peso	500,000
Bills Purchased line	Philippine Peso	50,000	Philippine Peso	50,000
Corporate card guarantee	Philippine Peso	-	Philippine Peso	-
Foreign exchange settlement line	Philippine Peso	20,000	Philippine Peso	20,000

Trade and other payables, and amounts due to related parties are unsecured, non-interest bearing and are normally settled within 30 to 60 days from transaction date.

As at December 31, 2023 and 2022, all of the Group's financial liabilities are due and demandable within 12 months except for a portion of the lease liabilities which are expected to be settled in regular intervals until the end of the lease term. The Group expects to settle these obligations in accordance with their respective maturity dates. Except for lease liabilities which are discounted using the effective interest rates, these balances equal their carrying amounts as the impact of discounting is not significant. Based on management's assessment, the Group has sufficient level of readily available funds, which do not yet consider expected receipts from collection of current trade receivables, to settle maturing obligations as they fall due.

26.2 Capital management

The Group's objectives when managing capital, which is equivalent to the total equity shown in the consolidated statements of financial position, less charges to other comprehensive loss, are to safeguard the Group's ability to continue as a going concern, so that it can continue to provide returns for partners and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital which will reduce the need to obtain long-term borrowings and incur higher cost of capital such as interest expense. There were no changes in policies and processes in the Group's capital management in 2023 and 2022.

The details of the Group's capital are as follows:

	2023	2022
Share capital	407,264	407,264
Share premium	993,243	993,243
Treasury shares	(241,464)	(241,464)
Retained earnings	3,949,873	3,765,573
	5,108,916	4,924,616

In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends, increase capital through additional contributions or sell assets in lieu of third party financing. No changes were made in the objectives, policies and processes as at December 31, 2023 and 2022.

The Group has no significant capital risk exposure given the level of financial assets available to finance its current liabilities. Also, the Group is not subject to externally imposed capital requirements arising from debt covenants and other similar instruments since it has no long-term borrowings from banks and financial institutions. Moreover, the Group is not subject to specific regulatory restrictions on its capital other than required public float of at least 20% of issued and outstanding shares, exclusive of any treasury shares. CIC is compliant with this requirement as at December 31, 2023 and 2022.

26.3 Fair value estimation of financial assets and liabilities

The Group's foreign exchange forward contracts, which are measured at fair value, qualify under Level 2. Accordingly, the fair values of these financial liabilities are based on published closing rate with any resulting value no longer subject to discounting due to the relative short-term maturity of these instruments. The Group does not account these contracts under hedge accounting; and accordingly recognizes fluctuations in fair value directly to profit or loss. As at December 31, 2023 and 2022, the Group has no other financial assets or liabilities measured and carried at fair value that would qualify as Levels 1 and 3. Further, financial liabilities from foreign exchange forward contracts is P99,742 (2022 - nil) as at December 31, 2023 and 2022.

Note 27 - Critical accounting estimates, assumptions and judgments

Estimates, assumptions and judgments 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.

The Group makes estimates, assumptions and judgments concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates, assumptions, and judgments 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 as follows:

27.1 Critical accounting estimates and assumptions

27.1.1 Useful lives of property and equipment

The useful life of each of the Group's property and equipment is estimated based on the period over which these assets are expected to be available for use. Such estimation is based on a collective assessment of industry practice, internal technical evaluation and experience with similar assets. The estimated useful life of each asset is reviewed periodically and updated if expectations differ from previous estimates due to physical wear and tear, technical or commercial obsolescence and legal or other limits on the use of the asset. It is possible, however, that future results of operations could be materially affected by changes in the amounts and timing of recorded expenses brought by changes in the factors mentioned above. The amounts and timing of recording of expenses for any reporting period would be affected by changes in these factors and circumstances.

If the actual useful lives of these assets is to differ by +/-10% from management's estimates the carrying amount of these assets as at December 31, 2023 would be an estimated +P23,422/- P25,537
(2022 - +P25,331/-P34,829) (Note 5).

The sensitivity rate used above represents management's assessment of the reasonably possible change in estimated useful lives of the Group's property and equipment with the more significant composition (e.g., machineries and equipment). The sensitivity analysis includes all of the Group's property and equipment.

27.1.2 Provision for warranty cost

The provision for warranty cost is estimated using a determined weighted average rate applied to actual sales, which is based on the Group's past actual warranty cost and current year's reassessment of trends and cost. An increase in the number of incidents of utilization at the current year would increase the provision recognized at the reporting date in anticipation of similar trend in subsequent periods. The details of the provision for warranty are shown in Note 11.

If the estimated weighted average rate applied to determine reasonable level of provision for warranty increased/decreased by 3.67% (2022 - 10.40%) income before tax and equity would have been P4,476 (2022 - P14,157) lower/higher. This is mainly due to corresponding adjustments on recorded warranty cost. The rate applied is based on average fluctuation from the previous year.

27.1.3 Provision for retirement benefits

The determination of each subsidiary's retirement obligation and benefits is dependent on the selection of certain assumptions used by the actuary in calculating such amounts. These assumptions, as described in Note 20, include among others, discount rate and salary increase rate.

The sensitivity analysis on the significant actuarial assumptions was prepared by remeasuring the retirement benefit obligation at the reporting date after first adjusting one of the current assumptions according to the applicable sensitivity increment or decrement (based on changes in the relevant assumption that were reasonably possible at the valuation date) while all other assumptions remained unchanged. The corresponding change in the retirement benefit obligation was expressed as a percentage change from the base retirement benefit obligation.

It should be noted that the changes assumed to be reasonably possible at the valuation date are open to subjectivity, and do not consider more complex scenarios in which changes other than those assumed may be deemed the base retirement benefit obligation. Moreover, separate sensitivity was performed for each subsidiary in consideration of varying terms, scope, employee profile, and others.

The impact on equity and pre-tax profit of potential changes in the discount rate and salary increase rate in the amount of defined benefit obligation for the years ended December 31 are presented below:

	2023		2022	
	%	Impact	%	Impact
Average decrease due to 100 basis point (bps) decrease in discount rate	(7.97%)	(3,726)	(7.21%)	(3,758)
Average increase due to 100 bps decrease in discount rate	(8.83%)	4,125	8.56%	4,170
Average increase due to 100 bps increase in salary increase rate	(8.96%)	4,169	8.70%	4,225
Average decrease due to 100 bps decrease in salary increase rate	(7.69%)	(2,275)	(7.46%)	(3,793)

27.1.4 Provision for volume rebates, trade discounts and other incentives

Revenue is recognized when title and risk of loss is passed to the customer and reliable estimates can be made of relevant deductions. Gross sale is reduced by rebates, discounts, and other incentives given or expected to be given, which vary by product arrangements and buying groups. These arrangements with purchasing organizations are dependent upon the submission of claims sometime after the initial recognition of the sale. Provisions are made at the time of sale for the estimated rebates, discounts or incentives to be made, based on available market information and historical experience. Because the amounts are estimated, they may not fully reflect the final outcome, and the amounts are subject to change dependent upon, amongst other things, the types of buying group and product sales mix.

The level of provision is reviewed and adjusted regularly in the light of contractual and legal obligations, historical trends, past experience and projected market conditions. Market conditions are evaluated using wholesaler and other third-party analyses, market research data and internally generated information. Future events could cause the assumptions on which the accruals are based to change, which could affect the future results of the Group. The details of the provision for volume rebates, trade discounts, and other incentives are shown in Note 3.

If the estimated weighted average rate applied to determine reasonable level of provision for volume rebates, trade discounts and other incentives increased/decreased by 46% (2022 - 119%), profit before tax and equity would have been P286,608 (2022 - P136,075) lower/higher. This is mainly due to corresponding adjustments on recorded trade and volume discounts. The rate applied is based on average fluctuation from the previous year.

27.1.5 Provision for contingencies

Provision for contingencies is estimated based on consultation with third party counsels with reference to probability of winning the case (Note 23). A higher probability of winning would decrease provision. The Group considers it impracticable to disclose with sufficient reliability the possible effects of sensitivities surrounding the provision for contingencies at the reporting date. The details of the provision for contingencies matters are shown in Note 12.

27.1.6 Percentage of completion on installation contracts

Revenues from contracts are recognized under the percentage of completion method. The stage of completion is measured by reference to the contract costs incurred up to the reporting date as a percentage of total estimated costs of each contract. Costs incurred in the year in connection with future activity on a contract are excluded from contract costs in determining the stage of completion. The Group considers it impracticable to disclose with sufficient reliability the possible effects of sensitivities surrounding percentage of completion of contracts (Note 15).

27.1.7 Incremental borrowing rate of lease liabilities

The lease payments for lease of vehicles are discounted using the interest rate implicit in the lease. Payments for leases of properties and office equipment are discounted using the lessee's incremental borrowing rate, being the rate that the individual lessee would have to pay to borrow the funds necessary to obtain an asset of similar value to the right-of-use asset in a similar economic environment with similar terms, security and conditions.

To determine the incremental borrowing rate, the Group uses recent third-party financing received by the individual lessee as a starting point, adjusted to reflect changes in financing conditions since third party financing was received. The discount rates applied by the Group are disclosed in Note 19.

27.1.8 Provision for impairment of receivables

The provision for impairment of receivables is based on assumptions about risk of default and expected loss rates. The Group uses estimates in making these assumptions and selecting the inputs to the impairment calculation, based on the Group's past history, existing market conditions as well as forward looking estimates at the end of each reporting period. Details of the key assumptions and inputs used are disclosed in Note 3.

Management believes the carrying amount of receivables is fully recoverable. The Group's policy in estimating provision for impairment of receivables is presented in Notes 28.4 and 28.5. The carrying amounts of trade and other receivables and other information are disclosed in Note 3.

27.2 Critical judgments in applying the Group's accounting policies

27.2.1 Impairment of goodwill

The Group reviews the goodwill annually for impairment and whenever events or changes in circumstances indicate that the carrying amounts may not be recoverable, and at the end of the first full year following acquisition (Note 8). Goodwill is monitored by management at COPI's business level (lowest level of CGU identified) following its acquisition by CIC.

As at December 31, 2023 and 2022, based on management's assessment and judgment, there is no indication of impairment of goodwill since the recoverable amount of the CGU is higher than the carrying value.

As at December 31, 2023 and 2022, the recoverable amount of COPI's business was determined based on value in use calculation (using Level 3 inputs) using certain assumptions. Management has engaged a third party which employed the discounted cash flow method in computing for the value in use. The calculations made use of cash flow projections based on financial forecasts covering a five-year period.

The cash flow forecasts reflect management's expectations of revenue growth, operating costs and margins based on past experience and outlook, consistent with internal measurements and monitoring.
Cash flows beyond the five-year period are extrapolated using the average free cash flows to equity from 2023 to 2027 and the annuity and present value factors using the computed discount rates (and sensitivities) to determine the value of COPI's business beyond five-year projections.

Pre-tax adjusted discount rate applied to the cash flow forecasts is derived using the weighted average cost of capital as at December 31, 2023.

The following are the key assumptions used:

	2023	2022
Revenue growth rate	16.85%	11.55%
Pre-tax adjusted discount rate	9.68%	10.99%
Terminal growth rate	3.00%	3.00%

Goodwill arising from the Group's acquisition of Teko and Tenex were assessed as not impaired since the current carrying amount approximates its fair value as at December 31, 2023 and 2022.

27.2.2 Impairment of intangibles - customer relationships and customer contract backlogs

The Group's intangibles include customer relationships and customer contract backlogs from acquisition of COPI (Note 8). These intangibles are carried at cost. The carrying value is reviewed and assessed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. In calculating the fair value of customer relationships and customer contract backlogs, the Group used the same revenue growth and discount rate in calculating the value in use of COPI. Changes in those judgments could have a significant effect on the carrying value of intangible assets and the amount and timing of recorded impairment provision for any period.

27.2.3 Impairment of investment in associates

The Group's investment in associates is carried out using the equity method in this consolidated financial statements. The carrying value is reviewed and assessed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. Changes in those management judgments and assessments could have a significant effect on the carrying value of investment in associate and the amount and timing of recorded provision for impairment for any period.

As at December 31, 2023 and 2022, based on management's assessment and judgment, the carrying value of its investment in associates is not impaired. Management has assessed that its losses in CMI would be temporary.

27.2.4 Provision for inventory obsolescence

The Group recognizes a provision for inventory obsolescence based on a review of the movements and current condition of each inventory item with adequate consideration on identified damages, physical deterioration, technological and commercial obsolescence or other causes. The provision account is reviewed on a periodic basis to reflect the accurate valuation of the Group's inventories. Inventory items identified to be obsolete and unusable is written-off, and charged as expense for the period. Management determines on a regular basis the necessity of providing for impairment. Results of management's assessment disclosed the needed provision for inventory obsolescence and losses as at December 31, 2023 amounts to P125,554 (2022 - P104,297). Any change in the Group's recoverability assessment could significantly impact the determination of such provision and the results of operations. The details of inventories are shown in Note 4.

27.2.5 Impairment of non-financial assets

Property and equipment and investment property are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. An impairment loss would be recognized whenever evidence exists that the carrying value is not recoverable. Accordingly, results of management's most recent assessment disclosed the absence of any conditions such as physical damage to the properties, or significant change in manufacturing operations; rendering certain property and equipment as obsolete and would warrant assessment for impairment and/or recognition of an impairment provision in its carrying amount as at reporting date. The details of property and equipment and investment property are shown in Notes 5 and 6.

27.2.6 Income taxes

A certain degree of judgment is required in determining the provision for income taxes, as there are certain transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. Further, recognition of deferred income tax assets depends on management's assessment of the probability of available future taxable income against which the temporary differences can be applied.

The Group assesses the recoverability of outstanding balances of deferred income tax assets up to the extent that is more likely than not will be realized. The Group reviews its deferred income tax assets at each reporting date and reduces the carrying amount to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax assets to be utilized. Except for NOLCO and MCIT of certain entities, management believes that deferred income tax assets are fully recoverable at the reporting date. The details of deferred income tax assets are shown in Note 9.

27.2.7 Contingencies

The Group has legal cases still pending with the courts and tax assessments pending with the BIR. Management and in consultation with third party counsels believes, however, that its position on each case has legal merits and for certain loss positions, if any, corresponding provisions were recognized based on existing conditions and available information as at reporting date. Annual assessment is made and actual results may differ significantly from the amount recorded. The details of provisions are shown in Note 12.

27.2.8 Determining lease terms

In determining the lease term, management considers all facts and circumstances that create an economic incentive to exercise an extension option, or not exercise a termination option. Extension options (or periods after termination options) are only included in the lease term if the lease is reasonably certain to be extended (or not terminated) (Note 19). The Group considers the factors below as the most relevant in assessing the options:

- If there are significant penalties to terminate (or not extend), the Group is typically reasonably certain to extend (or not terminate).
- If any leasehold improvements are expected to have a significant remaining value, the Group is typically reasonably certain to extend (or not terminate).
- Otherwise, the Group considers other factors including historical lease durations and the costs and business disruption required to replace the leased asset.

Extension and termination options are included in a number of property and equipment leases of the Group. These are used to maximize operational flexibility in terms of managing the assets used in the Group's operations. The majority of extension and termination options held are exercisable only by the Group and not by the respective lessor.

CIC and its subsidiaries have considered extension and termination options and have recorded the appropriate adjustments in calculating right-of-use assets and lease liabilities.

27.2.9 Determining control over a subsidiary

CIC follows the guidance of PFRS 10, *'Consolidated Financial Statements'* in determining if control exists for investments with ownership of less than half of its total equity. In making this judgment, CIC considers the power over more than half of the voting rights by virtue of an agreement with other investors, power to govern the financial and operating policies of the entity under a statute or an agreement, power to appoint or remove the majority of the members of the BOD, or power to cast the majority of votes at meetings of the BOD.

For all entities considered as subsidiaries, CIC has more than 50% ownership interest and voting rights. CIC has assessed to only have significant influence based on the percentage ownership and voting rights over CMI, and Teko SG. Thereafter, classifying these entities as associates.

Note 28 - Summary of material accounting policies

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. The accounting policies used have been consistently applied to all the years presented, unless otherwise stated.

28.1 Basis of preparation

These consolidated financial statements of the Group have been prepared in accordance with PFRS. The term PFRS in general includes all applicable PFRS, PAS, and interpretations of the Philippine Interpretations Committee (PIC)/Standing Interpretations Committee (SIC)/International Financial Reporting Interpretations Committee (IFRIC), which have been approved by the Financial Reporting Standards Council (FRSC) and adopted by the SEC.

These consolidated financial statements have been prepared under the historical cost convention, except for:

- forward contracts payable under financial liabilities at FVPL, and;
- fair value of plan assets for purposes of calculating the retirement benefit obligation.

The preparation of these consolidated financial statements in conformity with PFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Group's accounting policies. The areas involving higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements are disclosed in Note 27.

Changes in accounting policy and disclosures

(a) New standards, amendments to existing standards and interpretations adopted

- Disclosure of accounting policies - Amendments to PAS 1 and PFRS Practice Statement 2

  PAS 1, *"Presentation of Financial Statements"* was amended to require entities to disclose their material rather than their significant accounting policies. The amendments define what is 'material accounting policy information' (being information that, when considered together with other information included in an entity's financial statements, can reasonably be expected to influence decisions that the primary users of general purpose financial statements make on the basis of those financial statements) and explain how to identify when accounting policy information is material. They further clarify that immaterial accounting policy information does not need to be disclosed. If it is disclosed, it should not obscure material accounting information.

To support this amendment, the IFRS Practice Statement 2 Making Materiality Judgements was also amended to provide guidance on how to apply the concept of materiality to accounting policy disclosures.

The effects of adoption of amendments to PAS 1 and PFRS Practice Statement 2 as at January 1, 2023 are considered in the Summary of material accounting policies (Note 28).

- Deferred tax related to assets and liabilities arising from a single transaction - Amendments to PAS 12

  The amendments to PAS 12, *"Income Taxes"* require companies to recognise deferred tax on transactions that, on initial recognition, give rise to equal amounts of taxable and deductible temporary differences, and will require the recognition of additional deferred tax assets and liabilities. The amendment should be applied to transactions that occur on or after the beginning of the earliest comparative period presented. In addition, entities should recognise deferred tax assets (to the extent that it is probable that they can be utilised) and deferred tax liabilities at the beginning of the earliest comparative period for all deductible and taxable temporary differences associated with:

  - right-of-use assets and lease liabilities, and
  - decommissioning, restoration and similar liabilities, and the corresponding amounts recognised as part of the cost of the related assets.

The amendments listed above did not have any impact on the amounts recognised in prior periods and are not expected to significantly affect the current or future periods.

(b) New standards, amendments and interpretations to existing standards not yet adopted

Certain new accounting standards, amendments to accounting standards and interpretations have been published that are not mandatory for December 31, 2023, reporting periods and have not been early adopted by the Group. These standards, amendments or interpretations are not expected to have a material impact on the Group in the current or future reporting periods and on foreseeable future transactions.

28.2 Consolidation

The financial statements of the subsidiaries are prepared for the same reporting period as CIC. The Group uses uniform accounting policies and any difference is adjusted accordingly.

28.2.1 Subsidiaries

Subsidiaries are all entities (including special purpose entities) over which CIC has control. CIC controls an entity when CIC is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are fully consolidated from the date on which control is transferred to CIC. They are de-consolidated from the date on which control ceases.

The details of CIC's subsidiaries as at December 31, 2023 and 2022 are as follows:

	Percentage of Ownership	
Entity	Direct	Indirect
CCAC	60	-
CDI	100	-
CBSI	100	-
CTC	100	-
Alstra	100	-
COPI	-	51
Teko	-	58
Tenex	-	80

Percentage of ownership held by the NCI in COPI is 49%; CCAC is 40%; Teko is 42%; Tenex is 20% as at December 31, 2023 and 2022. The summarized financial information of subsidiaries with material NCI is presented in Note 7.2.

NCI is the residual equity in CCAC, COPI, Teko, and Tenex not attributable, directly or indirectly, to CIC as shown in the table above.

(a) Business combination through acquisition of business

The Group applies the acquisition method to account for business combinations that are not under common control. The consideration transferred for the acquisition of a subsidiary is the fair value of the assets transferred, the liabilities incurred to the former owners of the acquiree and the equity interests issued by the Group. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. On an acquisition-by-acquisition basis, the Group recognizes any NCI in the acquiree either at fair value or at the NCI's proportionate share of the recognized amounts of acquiree's identifiable net assets.

Acquisition-related costs are expensed as incurred.

If the business combination is achieved in stages, the acquisition date carrying value of the acquirer's previously held equity interest in the acquiree is remeasured to fair value at the acquisition date through profit or loss.

Any contingent consideration to be transferred by the Group is recognized at fair value at the acquisition date. Subsequent changes to the fair value of the contingent consideration that is deemed to be an asset or liability are recognized in accordance with PFRS 9 either in profit or loss or as a change to other comprehensive income. Contingent consideration that is classified as equity is not re-measured, and its subsequent settlement is not accounted for within equity.

The excess of the consideration transferred, the amount of any NCI in the acquiree and the acquisition-date fair value of any previous equity interest in the acquiree over the fair value of the identifiable net assets acquired is recorded as goodwill. If the total of consideration transferred, NCI recognized and previously held interest measured is less than the fair value of the net assets of the subsidiary acquired in the case of a bargain purchase, the difference is recognized directly in profit or loss.

Intercompany transactions, balances and unrealized gains on transactions are eliminated. Unrealized losses are also eliminated (Note 14).

Investment in a subsidiary is derecognized upon disposal or loss of control over a subsidiary. Any gains and losses on disposals are determined by comparing proceeds with carrying amount and are recognized in profit or loss. Upon loss of control, the investment account is measured at fair value, any difference between the carrying amount and the fair value of investment is recognized in profit or loss.

(b) Business combinations under common control

Business combinations under common control, which include those entities under common shareholding, are accounted for using the predecessor cost method (similar to merger accounting/pooling of interest method). Under this method, the Group does not restate the acquired businesses or assets and liabilities to their fair values. The net assets of the combining entities or businesses are combined using the carrying amounts of assets and liabilities of the acquired entity from the consolidated financial statements of the highest entity that has common control for which financial statements are prepared. No amount is recognized in consideration for goodwill or the excess of acquirer's interest in the net fair value of acquiree's identifiable assets, liabilities and contingent liabilities over their cost at the time of the common control combination.

The consolidated financial statements incorporate the assets, liabilities and results of operations of the combining entities or businesses as if they had always been combined or from the date when the combining entities or businesses first became under common control, whichever period is shorter. The difference between the consideration given and the aggregate book value of the assets and liabilities acquired as at the date of the transaction are offset against other reserves, which is presented as a separate line item under equity in the consolidated statements of financial position. The effect of CIC's equity in the subsidiaries, and intercompany transactions and balances were eliminated in the consolidated financial position and results of operations.

28.2.2 Associates

Associate are entities over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. An investment in associate is accounted for using the equity method of accounting in this consolidated financial statements. Under the equity method, the investment is initially recognized at cost, and the carrying amount is increased or decreased to recognize the investor's share of the profit or loss and other comprehensive income of the investee after the date of acquisition.

If the ownership interest in an associate is reduced but significant influence is retained, only a proportionate share of the amounts previously recognized in other comprehensive income is reclassified to profit or loss where appropriate.

The Group's share of an associate's post-acquisition profits or losses is recognized in profit or loss, and its share of post-acquisition movements in other comprehensive income is recognized in other comprehensive income. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the Group does not recognize further losses, unless it has incurred legal or constructive obligations or made payments on behalf of the associate. The Group recognizes dividend from associate as a reduction in carrying amount of investment when its right to receive dividends has been established.

The Group determines at each reporting date whether there is any objective evidence that the investment in associates is impaired. If this is the case, the Group calculates the amount of impairment as the difference between the recoverable amount of the associate and its carrying value and recognizes the amount adjacent to 'share in net profit (loss) of associate' in profit or loss.

Profits and losses resulting from upstream and downstream transactions between the Group and its associates are recognized in the Group's consolidated financial statements only to the extent of unrelated investor's interest in the associates. Unrealized losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Accounting policies of the associates have been changed where necessary to ensure consistency with the policies adopted by the Group.

28.3 Cash and cash equivalents

Cash and cash equivalents, which are carried at amortized cost, include deposits held at call with banks and other short-term highly liquid investments with original maturities of three (3) months or less from the date of acquisition. Short-term highly liquid investments with original maturities of more than three (3) months are booked as part of prepayments and other current assets.

28.4 Receivables

Receivables are amounts due from customers for merchandise sold or services performed and amounts due from other debtors in the ordinary course of business. If collection is expected in one year or less, they are classified as current assets. If not, they are presented as non-current assets.

Trade receivables are amounts due from customers for goods sold or services performed in the ordinary course of business. They are generally due for settlement within 30-60 days and therefore are all classified as current. Trade receivables are recognized initially at the amount of consideration that is unconditional unless they contain significant financing components, when they are recognized at fair value. The Group holds the trade receivables with the objective to collect the contractual cash flows and therefore measures them subsequently at amortized cost using the effective interest method.

Other receivable amounts generally arise from transactions outside the usual operating activities of the Group. Interest may be charged at commercial rates where the terms of repayment exceed six months. Collateral is not normally obtained. The non-current other receivables are due and payable within three years from the end of the reporting period.

Policy on impairment and other relevant policies on receivables are disclosed in Note 28.5. If in a subsequent period, the amount of impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized (such as an improvement in the debtor's credit rating), the reversal of the previously recognized impairment loss is recognized in profit or loss.

Reversal of previously recorded impairment provision are based on the result of management's update assessment, considering the available facts and changes in circumstances, including but not limited to results of recent discussions and arrangements entered into with customers as to the recoverability of receivables at the end of the reporting period. Subsequent recoveries of amounts previously written-off are credited to operating expenses in profit or loss.

A provision for incentives on trade receivables (volume rebates, discounts and other incentives) is recognized once pre-determined conditions such as realization of volume targets and early payment dates have been reliably estimated. The amount of provision is estimated based on agreed rates stipulated in contracts with dealers as applied to total sales for volume rebates as approved by the Chief Finance Officer or Chief Operating Officer or the head of the Strategic Unit. These are deducted from revenues in profit or loss and from trade receivables in the consolidated statements of financial position.

28.5 Financial instruments

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity of another entity. The Group recognizes a financial instrument in the consolidated statements of financial position, when and only when, the Group becomes a party to the contractual provisions of the instrument.

28.5.1 Financial assets

(a) Classification

The Group classifies its financial assets as those measured at amortized cost.

The classification depends on the entity's business model for managing the financial assets and the contractual terms of the cash flows.

The Group reclassifies debt investments when and only when its business model for managing those assets changes.

(b) Recognition and derecognition

Regular way purchases and sales of financial assets are recognized on trade-date, the date on which the Group commits to purchase or sell the asset. Financial assets are derecognized when the rights to receive cash flows from the financial assets have expired or have been transferred and the Group has transferred substantially all the risks and rewards of ownership.

(c) Measurement

At initial recognition, the Group measures a financial asset at its fair value plus, in the case of a financial asset not at fair value through profit or loss (FVPL), transaction costs that are directly attributable to the acquisition of the financial asset. Transaction costs of financial assets carried at FVPL are expensed in profit or loss.

Financial assets with embedded derivatives are considered in their entirety when determining whether their cash flows are solely payment of principal and interest.

(i) Debt instruments

Subsequent measurement of debt instruments depends on the Group's business model for managing the asset and the cash flow characteristics of the asset.

Assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest are measured at amortized cost. Interest income from these financial assets is included in finance income using the effective interest rate method. Any gain or loss arising on derecognition is recognized directly in profit or loss and presented in other gains/(losses) together with foreign exchange gains and losses. Impairment losses are presented as separate line item in the statement of profit or loss.

(ii) Equity instruments

The Group subsequently measures all equity investments at fair value. Where the Group's management has elected to present fair value gains and losses on equity investments in OCI, there is no subsequent reclassification of fair value gains and losses to profit or loss following the derecognition of the investment. Dividends from such investments continue to be recognized in profit or loss as other income when the Group's right to receive payments is established.

Changes in the fair value of financial assets at FVPL are recognized in other gains/(losses) in the statement of profit or loss as applicable. Impairment losses (and reversal of impairment losses) on equity investments measured at FVOCI are not reported separately from other changes in fair value.

(d) Impairment

The Group assesses on a forward-looking basis the ECL associated with its debt instruments carried at amortized cost. The impairment methodology applied depends on whether there has been a significant increase in credit risk.

For trade receivables, the Group applies the simplified approach permitted by PFRS 9, which requires expected lifetime losses to be recognized from initial recognition of the receivables, see Note 3 for further details.

28.5.2 Financial liabilities

(a) Classification

The Group classifies its financial liabilities at initial recognition as other financial liabilities, where the substance of the contractual arrangement results in the Group having an obligation either to deliver cash or another financial asset to the holder. Other financial liabilities include trade payables and other liabilities (excluding balances payable to government agencies arising from withholding taxes, payroll deductions and provisions), borrowings and lease liabilities (Note 28.17).

(b) Initial recognition and derecognition

Other financial liabilities are initially recognized at fair value of the consideration received plus directly attributable transaction costs.

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

(c) Subsequent measurement

Other financial liabilities are subsequently measured at amortized cost using the effective interest rate method. Amortized cost is calculated by taking into account any discount or premium on the issue and fees that are an integral part of the effective interest rate.

Derivatives are subsequently re-measured at their fair values. The method of recognizing the resulting gain or loss depends on whether the derivative is designated as a hedging instrument, and if so, the nature of the item being hedged. Gains or losses arising from changes in the fair value are presented in profit or loss.

28.6 Fair value measurement

The Group classifies its fair value measurements using a fair value hierarchy that reflects the significance of the inputs used in making the measurements.

The appropriate level is determined on the basis of the lowest level input that is significant to the fair value measurement.

As at December 31, 2023 and 2022, the Group does not hold financial and non-financial assets and liabilities at fair value other than foreign exchange forward contracts that qualify under Level 1, which is based on quoted prices (unadjusted) in active markets for identical assets or liabilities (Note 28.5).

28.7 Inventories

Inventories are stated at the lower of cost and net realizable value. The cost of raw materials, finished goods, work-in-process and spare parts and supplies is determined using the standard cost method adjusted on a regular basis to approximate actual cost using the moving average cost method. Cost of finished goods and work-in-process includes raw materials, direct labor, other direct costs and related production overheads (based on normal operating capacity), but excludes borrowing costs. Inventories-in-transit are valued at invoice cost plus incidental charges. Net realizable value is the estimated selling price in the ordinary course of business, less the costs of completion and selling expenses.

Inventories are derecognized either when sold or written-off. When inventories are sold, the carrying amount of those inventories is recognized as an expense (under cost of sales and services) in the period in which the related revenue is recognized.

Provisions for inventory obsolescence and losses are set-up, if necessary, based on a review of the movements and current condition of each inventory item. Inventories are periodically reviewed and evaluated for obsolescence. Provisions for inventory obsolescence are made to reduce all slow-moving, obsolete, or unusable inventories to their estimated useful or scrap values.

The amount of any write-down of inventories to net realizable value and all losses of inventories is recognized as an expense in the period the write-down or loss occurs. The amount of any reversal of any write-down of inventories, arising from an increase in net realizable value is recognized as income in the period in which the reversal occurs.

28.8 Property and equipment

Property and equipment are carried at historical cost less accumulated depreciation and amortization and impairment losses, if any. Historical cost includes expenditure that is directly attributable to the acquisition of the items, which comprises its purchase price and any directly attributable costs of bringing the asset to its working condition and location for its intended use.

Costs of assets under construction are accumulated in CIP account until these projects are completed upon which they are transferred to appropriate property and equipment accounts.

Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, 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. The carrying amount of the replaced part is derecognized. All other repairs and maintenance are charged to profit or loss during the financial period in which they are incurred.

Depreciation is calculated on the straight-line method to allocate their cost to their residual values over their estimated useful lives (in years), as follows:

Machinery and equipment	3 to 10
Transportation equipment	3 to 10
Furniture, fixtures and office equipment	2 to 5
Tools and equipment	3 to 5

Building and leasehold improvements are amortized over term of the lease or estimated useful life of five (5) years, whichever is shorter. Major renovations are depreciated over the remaining useful life of the related asset.

CIP is not depreciated until they are classified to appropriate asset category and used in operation.

28.9 Intangible assets

28.9.1 Goodwill

Goodwill arises on the acquisition of subsidiaries and represents the excess of the consideration transferred, the amount of any NCI in the acquired company and the acquisition-date fair value of any previously-held interest in the acquired company over the fair value of the identifiable net assets acquired.

For the purpose of impairment testing, goodwill acquired in a business combination is allocated to each of the CGUs, or groups of CGUs, that is expected to benefit from the synergies of the combination.

Each unit or group of units to which the goodwill is allocated represents the lowest level within the entity at which the goodwill is monitored for internal management purposes. Goodwill is monitored at the operating segment level. Gains and losses on the disposal of a subsidiary include the carrying amount of goodwill relating to the entity sold.

Goodwill impairment reviews are undertaken annually or more frequently through independent parties if events or changes in circumstances indicate a potential impairment. The carrying value of goodwill is compared to the recoverable amount, which is the higher of value in use and the fair value less costs to sell. Any impairment is recognized immediately as an expense and is not subsequently reversed.

28.9.2 Customer relationships and customer contract backlogs

Customer relationships and backlogs acquired in a business combination are recognized at the fair value at the acquisition date. The contractual customer relations and backlogs have a finite useful lives of 25 years and 2 to 3 years, respectively, and are carried at cost less accumulated amortization.

28.9.3 Computer software

Computer software cost is measured on initial recognition at cost. Following initial recognition, intangible assets are carried at cost less accumulated amortization and impairment losses, if any. Internally generated intangible assets, excluding capitalized development costs, are not capitalized and expenditure is reflected in profit or loss in the year in which the expenditure is incurred.

Intangible assets with finite lives are amortized over the useful life and assessed for impairment whenever there is an indication that the intangible assets may be impaired. The amortization period and the amortization method used for an intangible asset with a finite useful life are reviewed at each reporting date.

Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortization period or method, as appropriate, and are treated as changes in accounting estimates. The amortization expense on intangible assets with finite lives is recognized in profit or loss consistent with the function of the intangible asset.

Amortization is computed using the straight-line method over it estimated useful lives of 3 to 5 years.

An intangible asset is derecognized on disposal, by sale or when no future economic benefits are expected from its use or disposal. The gain or loss arising from derecognition is recognized in profit or loss when the asset is derecognized.

28.10 Impairment of non-financial assets

Non-financial assets that have an indefinite useful life are not subject to amortization and are tested annually for impairment. Assets that have definite useful life are subject to amortization and are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. Value in use requires the Group to make estimates of future cash flows to be derived from the particular asset, and to discount them using a pre-tax market rate that reflect current assessments of the time value of money and the risks specific to the asset. For purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (CGUs).

Where an impairment loss subsequently reverses, the carrying amount of the asset or CGU is increased to the revised estimate of its recoverable amount, but the increase should not exceed the carrying amount that would have been determined had not the impairment loss been recognized for the asset or CGU in prior years. A reversal of an impairment loss is recognized as income immediately.

28.11 Current and deferred income tax

The provision for income tax for the period comprises current and deferred tax. The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the reporting date.

Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation and establishes provisions, where appropriate, on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is recognized on all temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. However, the deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the reporting date and are expected to apply when the related deferred income tax asset is realized or the deferred income tax liability is settled.

Deferred income tax assets are recognized for all deductible temporary differences, carry-forward of unused tax losses (NOLCO) and unused tax credits (excess MCIT) to the extent that it is probable that future taxable profits will be available against which the temporary differences can be utilized. Deferred income tax liabilities are recognized in full for all taxable temporary differences, except that the deferred income tax liability arises from initial recognition of goodwill.

The Group reassesses at each reporting date the need to recognize a previously unrecognized deferred income tax asset.

28.12 Provisions

Provisions are recognized when: (a) the Group has a present legal or constructive obligation as a result of past events; (b) it is more likely than not that an outflow of resources will be required to settle the obligation; and (c) the amount has been reliably estimated. Provisions are derecognized when the obligation is settled, cancelled or has expired. Provisions are not recognized for future operating losses. Provisions include those for contingencies and commissions.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognized even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

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

The Group recognizes warranty provision, which represents estimated costs including replacement parts and labor that will be incurred in relation to requested service for reported damages and required rework of defective finished goods within the allowable period. The provision is evaluated on an annual basis; and adjusted accordingly which includes actual utilization of warranty provisions. Any increase or decrease in the amount based on reassessment of existing trends and circumstances are charged against or credited to operating expenses in profit or loss. Warranty provisions are classified as current liabilities if the warranty period is due within one (1) year. If not, they are presented as non-current liabilities.

28.13 Equity

28.13.1 Share capital and share premium

Common shares are stated at par value and are classified as share capital. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction from the proceeds, net of tax. The excess of proceeds from issuance of shares over the par value of shares are credited to share premium.

28.13.2 Retained earnings

Retained earnings include current and prior years' results of operations, and reduced by dividends declared, if any. Dividends are recorded in the consolidated financial statements in the period in which they are approved by CIC's BOD.

28.13.3 Dividends

Dividend distribution to CIC's shareholders is recognized as a liability in CIC's financial statements in the period in which the dividends are approved by CIC's BOD.

Share dividend represents dividend payment made in the form of additional shares rather than a cash payout. Dividend distribution to CIC's shareholders is recognized as an addition to share capital in CIC's financial statements in the period in which the dividends are approved by CIC's BOD.

28.13.4 Treasury Shares

Where CIC purchases its equity share capital (treasury shares), the consideration paid, including any directly attributable incremental costs (net of income taxes) is deducted from equity until the shares are cancelled, reissued or disposed of. Where such shares are subsequently sold or reissued, any consideration received, net of any directly attributable incremental transaction costs and the related income tax effects, is included in equity.

28.14 Earnings per share

Basic

Basic earnings per share is calculated by dividing the income attributable to owners of CIC by the weighted average number of common shares in issue during the year, excluding common shares purchased by CIC and held as treasury shares. In a capitalisation or bonus issue or a share split, common shares are issued to existing shareholders for no additional consideration. Therefore, the number of common shares outstanding is increased without an increase in resources. The number of common shares outstanding before the event is adjusted for the proportionate change in the number of common shares outstanding as if the event had occurred at the beginning of the earliest period presented.

28.15 Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Executive Committee and BOD. The Executive Committee and the BOD analyze the Group's results of operation after considering eliminating entries.

The accounting policies used to recognize and measure the segment's assets, liabilities and profit or loss is consistent with those of the consolidated financial statements.

28.16 Revenue, cost and expense recognition

28.16.1 Revenues

Revenue comprises the fair value of the consideration received or receivable for the sale of goods and services in the ordinary course of the Group's activities.

The Group recognizes revenue when the amount of revenue can be reliably measured and it is possible that future economic benefits will flow into the entity and specific criteria have been met. The amount of revenue is not considered to be reliably measured until all contingencies relating to the sale have been resolved. The Group bases its estimates on historical results, taking into consideration the type of customer, the type of transaction and the specifics of each arrangement. Revenue comprises the invoiced value for the sale of goods and services net of value-added tax, trade and volume discounts, returns and other incentives.

(a) Sale of goods

The Group distributes and sells a range of air-conditioning, refrigeration, laundry, kitchen and small domestic appliances and elevators and escalator equipment. Sales are recognized when control of the products has transferred, when the products are delivered, the customer has full discretion over the channel and price to sell the products, and there is no unfulfilled obligation that could affect the customer's acceptance of the products. Delivery occurs when the products have been shipped to the specific location, the risks of obsolescence and loss have been transferred to the customer, and either the customer has accepted the products in accordance with the sales contract, the acceptance provisions have lapsed, or the Group has objective evidence that all criteria for acceptance have been satisfied.

The products are often sold with retrospective volume discounts based on aggregate sales over a 12 months period. Revenue from these sales is recognized based on the price specified in the contract, net of the estimated volume discounts. Accumulated experience is used to estimate and provide for the discounts, using the expected value method, and revenue is only recognized to the extent that it is highly probable that a significant reversal will not occur. A refund liability (included in trade and other payables) is recognized for expected volume discounts payable to customers in relation to sales made until the end of the reporting period. No element of financing is deemed present as the sales are made with a credit term of 30 to 60 days, which is consistent with market practice. The Group's obligation to repair or replace faulty products under the standard warranty terms is recognized as a provision, see Note 11.

A receivable is recognized when the goods are delivered as this is the point in time that the consideration is unconditional because only the passage of time is required before the payment is due.

(b) Sale of services

The Group provides installation services and preventive maintenance services of products purchased by its customers. These services are provided on a time-basis or as a fixed-price contract. Contract terms of preventive maintenance services of equipment generally range from less than a year to three (3) years, subject to renewal. Revenue from providing services is recognized in the accounting period in which the services are rendered. For fixed-price contracts, revenue is recognized based on the actual service provided to the end of the reporting period as a proportion of the total services to be provided because the customer receives and uses the benefits simultaneously. This is determined based on the actual labour hours spent relative to the total expected labour hours.

Some contracts include multiple deliverables, such as the sale of air conditioning, elevators/escalators and related installation services. In some cases, the installation and service is being performed by third party subcontractors. It is therefore accounted for as a separate performance obligation. Where the contracts include multiple performance obligations, the transaction price will be allocated to each performance obligation based on the stand-alone selling prices. Where these are not directly observable, they are estimated based on expected cost-plus margin. If contracts include the installation of elevators/escalators, revenue for the goods is recognized at a point in time when the goods is delivered, the legal title has passed and the customer has accepted the goods.

Estimates of revenues, costs or extent of progress toward completion are revised if circumstances change. Any resulting increases or decreases in estimated revenues or costs are reflected in profit or loss in the period in which the circumstances that give rise to the revision become known by management.

In case of fixed-price contracts, the customer pays the fixed amount based on a payment schedule. If the services rendered by the Group exceed the payment, a contract asset is recognized. If the payments exceed the services rendered, a contract liability is recognized.

(c) Commission, interest and other operating income

The Group recognizes commission income upon actual receipt of inventory deliveries made to both domestic and offshore customers on behalf of a counterparty, which normally is a related party, based on pre-agreed rates.

Interest income is recognized on a time proportion basis, taking account of the principal outstanding and the effective rate over the period to maturity, when it is determined that such income will accrue to the Group.

28.16.2 Cost and expenses

Cost and expenses are recognized in profit or loss when incurred. Interest expense is recognized on a time-proportion basis using the effective interest method.

28.17 Leases - Group as lessee

The Group recognizes leases as a right-of-use asset and a corresponding liability at the date at which the leased asset is available for use.

(a) Measurement of lease liabilities

Lease payments to be made under reasonably certain extension options are also included in the measurement of the liability.

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be readily determined, which is generally the case for the Group's leases, the lessee's incremental borrowing rate is used, being the rate that the individual lessee would have to pay to borrow the funds necessary to obtain an asset of similar value to the right-of-use asset in a similar economic environment with similar terms, security and conditions.

To determine the incremental borrowing rate, the Group:

- where possible, uses recent third-party financing received by the individual lessee as a starting point, adjusted to reflect changes in financing conditions since third party financing was received,
- uses a build-up approach that starts with a risk-free interest rate adjusted for credit risk for leases held for entities which do not have recent third party financing, and
- makes adjustments specific to the lease (i.e. term, currency and security).

Lease payments are allocated between principal and interest expense. The interest expense is charged to profit or loss over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

(b) Measurement of right-of-use assets

Right-of-use assets are generally amortized over the shorter of the asset's useful life of between 3 to 10 years and the lease term on a straight-line basis. If the Group is reasonably certain to exercise a purchase option, the right-of-use asset is amortized over the underlying asset's useful life.

(c) Extension and termination options

In determining the lease term, management considers all facts and circumstances that create an economic incentive to exercise an extension option, or not exercise a termination option. Extension options (or periods after termination options) are only included in the lease term if the lease is reasonably certain to be extended (or not terminated). The lease term is reassessed if an option is actually exercised (or not exercised) or the Group becomes obliged to exercise (or not exercise) it. The assessment of reasonable certainty is revised only if a significant event or a significant change in circumstances occurs, which affects this assessment, and that is within the control of the lessee.

(d) Short-term leases and leases of low-value assets

Payments associated with short-term leases and leases of low-value assets are recognized on a straight-line basis as an expense in the profit or loss. Short-term leases are leases with a lease term of 12 months or less. Low-value assets comprise IT-equipment and small items of office furniture.

28.18 Employee benefits

28.18.1 Retirement benefit obligation

CIC, CCAC,CDI, CBSI, CTC and COPI maintains a non-contributory defined benefit retirement plan which is a retirement plan that defines an amount of pension benefit that an employee will receive upon retirement, dependent on certain factors such as age, years of credited service, and compensation. Alstra, Teko, and Tenex recognizes retirement benefit cost in accordance with RA 7641 (Retirement Law) which is also classified as a defined benefit plan.

The liability recognized in the consolidated statements of financial position in respect of the defined benefit retirement plan is the present value of the defined benefit obligations at the reporting date less the fair value of plan assets. In cases when the amount determined results in a surplus (being an excess of the fair value of the plan assets over the present value of the defined benefit obligation), each subsidiary measures the resulting asset at the lower of (a) such amount determined, and (b) the present value of any economic benefits available to each subsidiary in the form of refunds or reduction in future contributions to the plan. The defined benefit obligation is calculated on a regular periodic basis by an independent actuary using the “projected unit credit cost” method. The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows using interest rates of government bonds that are denominated in the currency in which the benefits will be paid, and that have terms to maturity which approximate the terms of the related retirement liability.

Remeasurement gains and losses arising from experience adjustments and changes in actuarial assumptions are recognized in other comprehensive income during the period in which they arise.

Past service costs are recognized immediately in profit or loss.

28.18.2 Termination benefits

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

28.18.3 Bonus incentives

The Group recognizes a liability and an expense for performance-related bonuses, based on a formula that takes into consideration the profit attributable to the Group after certain adjustments and employee's performance. The Group recognizes a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

28.18.4 Other benefits

Wages, salaries, paid annual vacation and sick leave credits and other non-monetary benefits are accrued during the period in which the related services are rendered by employees of the Group. Short-term employee benefit obligations are measured on an undiscounted basis.

On June 11, 2018, the BOD approved the 2018 Long Term Share Incentive Plan. Under the Plan, a percentage of the Group's profit will be used to buy its existing shares in the stock market, which will then be given to entitled employees as an award based on pre-determined conditions. The program will be funded annually based on 1% to 2% of CIC profit based on the financial measure of Profit After Tax and Minority Interest. There were no incentives granted in 2023 and 2022.

28.19 Subsequent events

Post year-end events that provide additional information about the Group's position at the reporting date (adjusting events) are reflected in the consolidated financial statements. Post year-end events that are not adjusting events are disclosed in the notes to consolidated financial statements when material.

Concepcion Industrial Corporation and Subsidiaries

Consolidated Financial Statements with Supplementary Schedules
for the Securities and Exchange Commission
December 31, 2023

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Second Section

Concepcion Industrial Corporation and Subsidiaries

Schedule A - Financial Assets
As at December 31, 2023
(All amounts in thousand Philippine Peso)

Name of issuing entity and association of each issue	Number of shares or principal amount of bonds and notes	Amount shown in the balance sheet	Valued based on market quotation at end of reporting period	Income received and accrued
Financial assets at amortized cost				
Cash and cash equivalents	-	2,372,614	-	24,844
Trade receivables and receivables from related parties	-	4,157,545	-	-
Contract assets	-	849,419	-	-
	-	7,379,578	-	24,844

Concepcion Industrial Corporation and Subsidiaries
Schedule B - Amounts Receivable from Directors, Officers,
Employees, Related Parties and Principal Shareholders
(Other than Related Parties)
As at December 31, 2023
(All amounts in thousand Philippine Peso)

Name of Employee	Balance at beginning of year	Additions	Amounts Collected	Amounts Written Off	Current	Non Current	Balance at end or year
Acebuque, Samuel	169	328	327	-	170	-	170
Acosta, Melanie	20	415	273	-	162	-	162
Alandy, Dandy	-	404	204	-	200	-	200
Aquino, Sherwin Anthony	351	-	121	-	230	-	230
Astoriano, Rodette Aguila	-	1,085	900	-	185	-	185
Azores, Rachel Redelicia	-	151	43	-	108	-	108
Barre, Farah	7,767	24,427	31,543	-	651	-	651
Betita, Maria Victoria Asuncion	-	10,926	10,756	-	170	-	170
Borja, Marc Ronan Estillomo	-	272	169	-	103	-	103
Bustamante, Rea	-	161	61	-	101	-	101
Cabajar, Sherina May	338	-	-	-	338	-	338
Cabildo, Marites	-	189	62	-	127	-	127
Castro, Aliza Marie Gerardo	-	418	318	-	100	-	100
Castro, Mary Jane Francisco	-	418	291	-	127	-	127
Cazin, Anthony Dominie	479	885	1,035	-	329	-	329
Concepcion, Jose Antonio Miguel	-	100	-	-	100	-	100
Concepcion, Julius Czar	449	1,105	998	-	556	-	556
Cruz, Michaella	-	495	375	-	121	-	121
Dabon, Cyrus Francis	271	22	161	-	132	-	132
Dauden, Michael Angelo Gallarzan	434	1,185	1,411	-	208	-	208
David, Lou Agustine	-	300	200	-	100	-	100
De Jesus, Arvie	100	-	-	-	100	-	100
De Keyser, Eman Noel Peralta	118	117	118	-	117	-	117
de Leon, Delia	-	214	159	-	55	-	55
De Luna, Mabelle Benigno	-	332	223	-	109	-	109
Del Rosario, Mariel	112	-	-	-	112	-	112
Dela Cruz, Warly Atienza	113	270	147	-	236	-	236
Domingo, Aizel Marie Medenilla	-	319	206	-	114	-	114
Ebuenga, Welmer	148	41	150	-	40	-	40
Estrella, Wilfredo Fajardo	-	2,690	2,569	-	120	-	120
Ferrer, Rex Ramos	185	94	191	-	89	-	89
Fusana, Bianca Irene Brillantes	-	644	393	-	251	-	251
Gatpatan, Leah	113	-	-	-	113	-	113
Ibanez, Hazel Padilla	-	207	97	-	110	-	110
Jacobo, Josephine	-	311	208	-	104	-	104
Jison, Marilou Arandela	-	202	58	-	144	-	144
Jose, Louie	597	-	506	-	90	-	90
Landicho, Marivic	-	230	-	-	230	-	230
Magtibay, Divine Grace	105	206	205	-	106	-	106
Manalon, Casius	296	380	331	-	345	-	345
Manligues, Mary Mademoiselle Pederio	115	190	240	-	64	-	64
Manzano, Lisette Tarranco	112	582	414	-	279	-	279
Martinez, Jonathan	200	-	-	-	200	-	200
Mendoza, Jacquelyn	109	379	316	-	171	-	171
Mendoza, Ma Carolyn	102	88	91	-	100	-	100
Mercado, Leslie Bandoquillo	218	145	306	-	57	-	57
Montemayor, Lei-lani	108	-	52	-	56	-	56
Nunez, Mariska Bassig	165	256	246	-	175	-	175
Ogayon, Ricardo	-	305	106	-	199	-	199
Oreta, Jerwin Recuerdo	100	130	162	-	68	-	68
Ortiz, Jonathan	-	766	559	-	206	-	206
Paraan, Erwin Aure	173	39	206	-	6	-	6
Partoriza, Sherly Marie	128	119	145	-	103	-	103
Pasquito, Val	-	215	114	-	101	-	101
Porquis, Lope Ben	151	5	23	-	133	-	133
Prades, Ronell Andes	246	336	528	-	54	-	54
Prestado, Aleli Joy	104	916	830	-	190	-	190
Radaza, Carla Mae Perez	-	209	67	-	141	-	141
Revilla, Roda Michelle Avestruz	-	360	254	-	106	-	106

Name of Employee	Balance at beginning of year	Additions	Amounts Collected	Amounts Written Off	Current	Non Current	Balance at end or year
Ribaya, Jose Isaac Karunungan	-	340	223	-	117	-	117
Sagun, Abegael Limos	-	251	96	-	155	-	155
Santiago, Ronald Aclon	102	161	125	-	138	-	138
Santos, Rensie	-	700	537	-	163	-	163
Santos, Steven	-	373	10	-	363	-	363
Siccuan, Dean	-	650	469	-	181	-	181
Talabucon, Renante Rey	-	195	75	-	120	-	120
Tandoc, Ruth Paula	-	483	280	-	203	-	203
Tayamora, Rogelio	47	582	386	-	243	-	243
Tomada, Jerich Richmond Tumbaga	-	447	255	-	191	-	191
Torno, Bernard Bautista	100	194	232	-	63	-	63
Torralba, Maribeth	-	189	-	-	189	-	189
Vega, Kim Clouie Lapuz	288	548	723	-	113	-	113
Villamora, Grace	490	-	188	-	303	-	303
Yu, Merril Francis	-	1,844	1,446	-	398	-	398
Others	25,400	101,077	111,404	-	15,073	-	15,073
TOTAL	**40,624**	**162,620**	**175,915**	**-**	**27,328**	**-**	**27,328**

Concepcion Industrial Corporation and Subsidiaries

Schedule C - Amounts Receivable from Related Parties – RPT registry
which are Eliminated during the Consolidation of Financial Statements
As at December 31, 2023
(All amounts in thousand Philippine Peso)

Name and Designation of Debtor	Balance at beginning of year	Additions	Amounts collected	Amounts written-off	Current	Not Current	Balance at end of period
Concepcion Industrial Corporation, Parent Company	278,000	532,239	(387,778)	-	422,461	-	422,461
Concepcion-Carrier Air Conditioning Company, Subsidiary	20,898	91,886	(72,148)	-	40,636	-	40,636
Concepcion Durables Inc., Subsidiary	7,299	55,855	(45,681)	-	17,473	-	17,473
Concepcion Business Services, Inc., Subsidiary	92,591	672,228	(674,050)	-	90,769	-	90,769
Cortex Technologies Corporation, Subsidiary	24,160	1,141	(306)	-	24,995	-	24,995
Concepcion-Otis Philippines, Inc., Subsidiary	-	98	-	-	98	-	98
Teko Solutions Asia Inc., Subsidiary	1,222	21,797	(20,915)	-	2,104	-	2,104
Alstra Incorporated, Subsidiary	-	45,900	(45,900)	-	-	-	-
Tenex Services, Inc., Subsidiary	16,942	146,392	(134,059)	-	29,275	-	29,275

Concepcion Industrial Corporation and Subsidiaries

Schedule D - Long-Term Debt
As at December 31, 2023
(All amounts in thousand Philippine Peso)

Title of issue and Type of obligation	Amount authorized by indenture	Amount shown under caption “current portion of long-term debt” in related balance sheet	Amount shown under caption “Long-term Debt” in related balance sheet
N/A	N/A	N/A	N/A

Concepcion Industrial Corporation and Subsidiaries

Schedule E - Indebtedness to Related Parties
(Long-Term Loans from Related Companies)
As at December 31, 2023
(All amounts in thousand Philippine Peso)

Name of related party	Balance at beginning of period	Balance at end of period
N/A	N/A	N/A

Concepcion Industrial Corporation and Subsidiaries

Schedule F - Guarantees of Securities of Other Issuers
As at December 31, 2023
(All amounts in thousand Philippine Peso)

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 statement is filed	Nature of guarantee
N/A	N/A	N/A	N/A	N/A

Concepcion Industrial Corporation and Subsidiaries

Schedule G - Capital Stock - broker
As at December 31, 2023

Title of Issue	Number of Shares Authorized	Number of Shares Issued and Outstanding as shown under related balance sheet caption	Numbers of shares reserved for options, warrants, conversion and other rights	Number of shares held by related parties	Directors, officers and employees	Others
Common	700,000,000	397,912,491	N/A	4,678,685	15,215,763	N/A

Concepcion Industrial Corporation and Subsidiaries

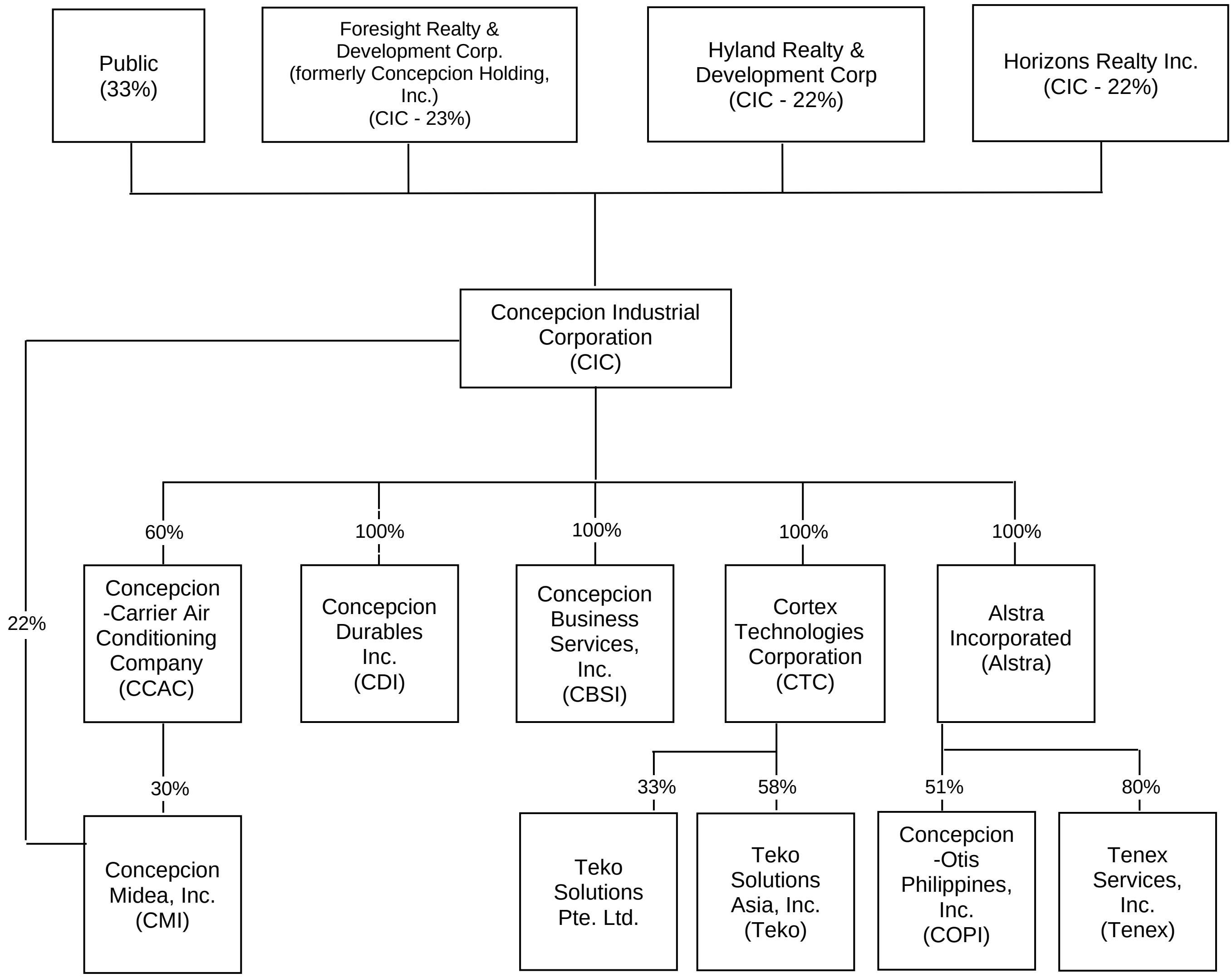
Additional Components of Financial Statements – working paper
Schedule of Financial Soundness Indicators
As at and for years ended December 31, 2023 and 2022

Ratio	Formula	Current Year	Prior Year
Current ratio	Total Current Assets divided by Total Current Liabilities Total Current Assets Divide by: Total Current Liabilities Current ratio	2.16	2.16
Acid test ratio	Quick assets (*Total Current Assets less Inventories and Other Current Assets)* divided by Total Current Liabilities Total Current Assets Less: Inventories Other current assets Quick assets Divide by: Total Current Liabilities Acid test ratio	1.55	1.39
Solvency ratio	Total Assets divided by Total Liabilities Total Assets Divided by: Total Liabilities Solvency ratio	2.30	2.32
Debt-to-equity ratio	Total Liabilities divided by Total Equity Total Liabilities Divided by: Total Equity Debt-to-equity ratio	0.77	0.76
Asset-to-equity ratio	Total Assets divided by Total Equity Total Assets Divided by: Total Equity Asset-to-equity ratio	1.77	1.76
Interest rate coverage ratio	Earnings before interest and tax divided by Interest expense Earnings before interest and tax Divided by: Interest expense Interest rate coverage ratio	36.59	18.38
Return on average equity	Net income attributable to owners of the Parent Company divided by average equity (net of Non-controlling interest) Net income Divided by: Average equity Return on equity	7.73%	3.06%
Return on average assets	Net income divided by average Total Assets Net income Divided by: average Total Assets Return on assets	5.56%	2.97%
Gross profit margin	Gross profit (*Net sales less cost of sales and services)* divided by Net sales Net sales Less: Cost of sales and services Gross profit Divided by: Net sales Gross profit margin	31.75%	30.78%
Profit before tax	Income before income tax divided by Net sales Income before income tax Divided by: Net sales Profit before tax	6.23%	4.29%

Ratio	Formula	Current Year	Prior Year
Earnings per share	Net income attributable to owners of the Parent Company divided by average outstanding shares Net income Divided by: Outstanding shares Earnings per share	0.96	0.38
Book value per share	Total equity (net of non-controlling interest) divided by average outstanding shares Total equity Divided by: Outstanding shares Book value per share	12.66	12.18

Concepcion Industrial Corporation and Subsidiaries

Additional Components of Financial Statements
A Map Showing Relationships between and among the Parent Company and its
Ultimate Parent Company, Middle Parent, Subsidiaries or Co-subsidiaries and Associates
As at December 31, 2023



Annex 68-D

Concepcion Industrial Corporation and Subsidiaries
308 Gil Puyat Avenue
Makati City

Reconciliation of Parent Company’s Retained Earnings Available for Dividend Declaration
For the year ended December 31, 2023
(All amounts in Philippine Peso)

Unappropriated Retained Earnings, beginning of the year*		3,013,338,066
Add: Category A: Items that are directly credited to Unappropriated retained earnings		
Reversal of Retained earnings appropriation/s	-	
Effect of restatements or prior-period adjustments	-	
Others	-	-
Less: Category B: Items that are directly debited to Unappropriated retained earnings		
Dividend declaration during the reporting period	(198,956,246)	
Retained earnings appropriated during the reporting period	-	
Effect of restatements or prior-period adjustments	-	
Others	-	(198,956,246)
Unappropriated Retained Earnings, as adjusted		2,814,381,820
Add/Less: Net Income for the current year/period		270,566,514
Less: Category C.1: Unrealized income recognized in the profit or loss during the year/period (net of tax)		
Equity in net income of associate/joint venture, net of dividends declared		
Unrealized foreign exchange gain, except those attributable to cash and cash equivalents		-
Unrealized fair value adjustment (mark-to-market gains) of financial instruments at fair value through profit or loss (FVTPL)		-
Unrealized fair value gain of investment property		-
Other unrealized gains or adjustments to the retained earnings as a result of certain transactions accounted for under the PFRS		-
Less: Category C.2: Unrealized income recognized in the profit or loss in prior reporting periods but realized in the current reporting period (net of tax)		
Realized foreign exchange gain, except those attributable to Cash and cash equivalents		-
Realized fair value adjustment (mark-to-market gains) of financial instruments at fair value through profit or loss (FVTPL)		-
Realized fair value gain of Investment property		-
Other realized gains or adjustments to the retained earnings as a result of certain transactions accounted for under the PFRS		-
Add: Category C.3: Unrealized income recognized in profit or loss in prior periods but reversed in the current reporting period (net of tax)		
Reversal of previously recorded foreign exchange gain, except those attributable to cash and cash equivalents		-
Reversal of previously recorded fair value adjustment (mark-to- market gains) of financial instruments at fair value through profit or loss (FVTPL)		-
Reversal of previously recorded fair value gain of investment property		-
Reversal of other unrealized gains or adjustments to the retained earnings as a result of certain transactions accounted for under the PFRS, previously recorded (describe nature)		-
Adjusted net income/loss		270,566,514
Add: Category D: Non-actual losses recognized in profit or loss during the reporting period (net of tax)		
Depreciation on revaluation increment (after tax)		
Add/Less: Category E: Adjustments related to relief granted by the SEC and BSP		
Amortization of the effect of reporting relief		-
Total amount of reporting relief granted during the year		-
Others		-
Add/Less: Category F: Other items that should be excluded from the determination of the amount of available for dividends distribution		
Net movement of treasury shares (except for reacquisition of redeemable shares)		-
Net movement of deferred tax asset not considered in the reconciling items under the previous categories		-
Net movement in deferred tax asset and deferred tax liabilities related to same transaction, e.g., set up of right of use of asset and lease liability, set-up of asset and asset retirement obligation, and set-up of service concession asset and concession payable		-
Adjustment due to deviation from PFRS/GAAP - gain (loss)		-
Others		-
Total Retained Earnings, end of the year available for dividend declaration		**3,084,948,334**

**Unappropriated Retained Earnings (net of Treasury Shares)*

CONCEPCION INDUSTRIAL CORPORATION (CIC) SUSTAINABILITY REPORT For the Period of January 1, 2023 to December 31, 2023

Contextual Information

Company Details	
Name of Organization	**CONCEPCION INDUSTRIAL CORPORATION ("CIC", "CIC Group", the "Organization", or the "Company")**
Principal Office	308 Sen. Gil Puyat Ave., Makati City
Location of Headquarters	Muntinlupa City
Location of Operations	Main Locations: • Muntinlupa City • Makati City • Cabuyao, Laguna Other Locations: • Luzon – Paranaque City, Quezon City, Dagupan, Pampanga • Visayas – Cebu, Iloilo • Mindanao – Cagayan De Oro, Davao
Report Boundary: Legal entities (e.g., subsidiaries) included in this report	Concepcion-Carrier Air-Conditioning Company (CCAC) Concepcion Durables, Inc. (CDI) Concepcion Midea, Inc. (CMI) Concepcion-Otis Philippines, Inc. (COPI) Concepcion Business Services, Inc. (CBSI) Cortex Technologies Corporation (CTC) Alstra Incorporated (AI) Teko Solutions Asia, Inc. (Teko) Tenex Services, Inc. (Tenex)
Business Model, including Primary Activities, Brands, Products, and Services	The Company is primarily a holding company which operates principally through its subsidiaries. It is one of the Philippines' most established and leading suppliers of air conditioners, air conditioning solutions, and refrigerators, and has expanded its business beyond being a trusted expert in the air conditioning and refrigeration industries, toward becoming a complete consumer and building and industrial solutions company with a range of solutions and after-market service across multiple international and Philippine brands including Carrier, Toshiba, Condura, Kelvinator, Midea and Otis. These solutions are designed to serve a wide array of customers and structure types, from individuals and single families living in small residences to thousands of

	residents, visitors and workers spread across large residential towers and office buildings, entertainment facilities and commercial and industrial warehouses and factories. These solutions are also designed to meet a variety of different needs, such as durability, noise reduction features, aesthetical appeal, varying price points and customized features to match individual requirements. Moreover, many of the Company's air conditioning and refrigeration solutions are designed to meet the growing demand for energy efficient technologies, and the Company offers and will continue to develop these technologies as the demand for such solutions grows and the benefit payback in terms of reduced energy consumption becomes more widely known and accepted. In addition, the Company offers an array of after-market services such as periodic maintenance, parts supply, repairs and other services intended to support its products through their entire life cycle. The Company believes that these after-market services, combined with its wide range of air conditioning and refrigeration products catering to various customer needs, offer customers enhanced value that distinguishes the Company's air conditioning and refrigeration solutions from those of its competitors.
Reporting Period	**January 1, 2023 to December 31, 2023**
Highest Ranking Person responsible for this report	Raul Joseph Concepcion, Chairman and Chief Executive 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.[1]
Materiality Process **The Sustainability Committee.** Beginning this reporting period, the Company established a Sustainability Committee, overseen by its Chief Corporate Affairs Officer, Mr. Rafael C. Hechanova, Jr. This committee shall be responsible for formulating a comprehensive sustainability framework to guide the planning of activities for the medium and long term, tied up with the Company's business targets. In the initial phase, the committee, comprised of essential personnel and leaders throughout CIC, conducted an examination of existing initiatives and identified more programs addressing key social and environmental issues crucial to business growth and of utmost significance to stakeholders. **Culture and Values.** In 2021, the Company re-energized its culture statements. The revised Mission is "Bringing Happy Spaces to Life". On the other hand, the Company's restated Core Values are

[1] See *GRI 102-46* (2016) for more guidance.

"Innovating for Happier Outcomes", "Going Above and Beyond", "Doing the Right Thing", "Making Customers Happy", "Caring for the People and the Planet", and "Doing Our Best Always".:

Innovating for Happier Outcomes. We are always looking for newer and better ways to ensure happier outcomes for the people we serve and so we look to the power of technology to make this happen.

Going Above and Beyond. We strive for a sense of ownership that is about a willingness to go the extra mile with a sense of urgency to ensure that customers are always happy.

Doing the Right Thing. We strive to do the right thing, the right way, all the time. In CIC, doing the right thing is non-negotiable.

Making Customers Happy. We want our customers to be happy and stay happy because this ensures our success. Happy customers are good for business, so we are committed to learn more about them and find new and better ways to make them happy.

Caring for the People and the Planet. We are keenly aware of our responsibility to future generations. And so, we promote the protection of the environment. We care for the people we serve and the people working in our organization. Their safety and progress matter to us.

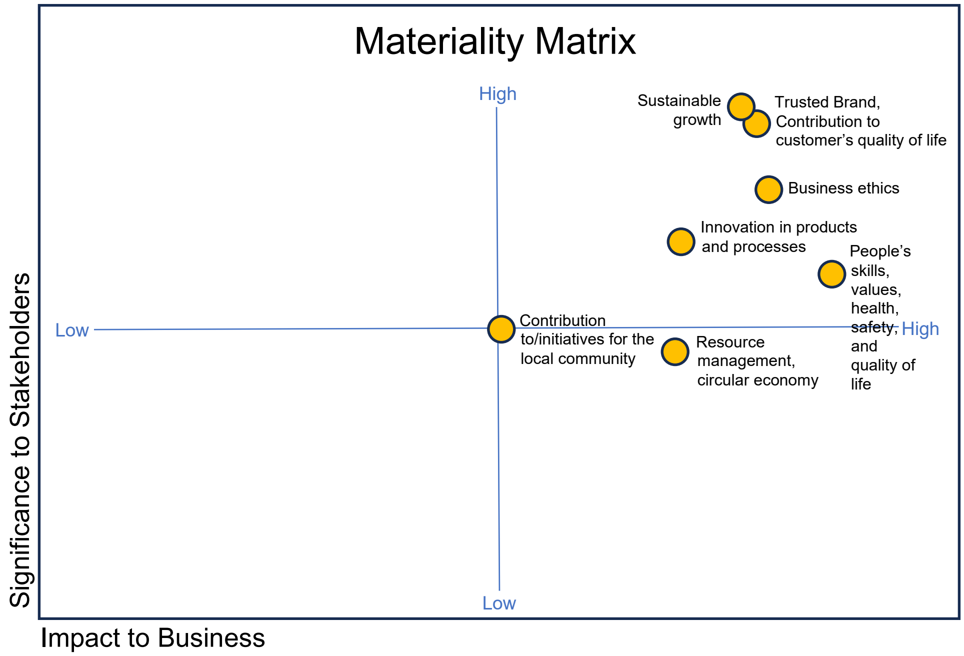
Doing Our Best Always. We understand that when people buy our products, hire our services, they are counting on reliability, a job well done and solutions that can truly help them move forward in life. CIC employees are quality people our customers can always count on.

Material Topics. This report focuses on sustainability topics that, according to the Company's assessment, carry significant weight in stakeholder evaluations and decisions, and hold medium to high importance in relation to the Company's business activities. The assessment considered the established medium term business growth objectives and corporate values. The purpose of the following disclosures is to offer an overview of the CIC Groups' key policies, programs, and initiatives which contribute to sustainability:

Economic – direct and indirect contributions of the organization and its specific consumer products to the national economy and stakeholders' quality of life

Environmental – direct impact of specific products, production and operations of the organization's locations

Social – contributions of the Company to its employee's and other stakeholders' welfare, development, and quality of life



Topic Boundaries covered in this Sustainability Report:

1. Economic
    a. Economic Performance
        i. Direct Economic Value Generated and Distributed
    b. Indirect Economic Impact
    c. Anti-Corruption
        i. Training on Anti-Corruption Policies and Procedures
        ii. Incidents of Corruption
2. Environmental
    a. Resource Management
        i. Energy Consumption
        ii. Water Consumption
        iii. Materials Used
    b. Environmental Compliance
        i. Compliance with Environmental Laws and Regulations
3. Social
    a. Employee Management
        i. Employee Hiring and Benefits
            1. Employee Data
            2. Employee Benefits
        ii. Employee Training and Development
        iii. Labor-Management Relations
    b. Relationship with Community
4. UN Sustainability Development Goals Contribution: (12) Responsible Consumption and Production

ECONOMIC

a. Economic Performance

Direct Economic Value Generated and Distributed

Disclosure	**Amount (‘000)**	**Units**
Direct economic value generated (revenue)	14,661,417 (a)	PhP
Direct economic value distributed:		
a. Operating costs	3,777,744 (b)	PhP
b. Employee wages and benefits	1,617,562 (c)	PhP
c. Payments to suppliers, other operating costs	9,882,034 (d)	Php
d. Dividends given to stockholders and interest payments to loan providers	416,946 (e)	PhP
e. Taxes given to government	122,138 (f)	PhP
f. Investments to community (e.g., donations, CSR)	0 (g)	PhP

Notes:

(a) Based on Audited Financial Statements (AFS), this is Net Sales
(b) Based on AFS, this is Operating Expenses
(c) Based on AFS, this is composed of Personnel Costs and are lodged under Cost of Services (138,303) and Operating Expenses (1,479,259)
(d) Based on AFS, this is composed of total Cost of Sales and Services less Depreciation and Amortization of Property, Plant and Equipment, Amortization of Right-of-Use Assets, and Amortization of Intangibles
(e) Based on AFS, this is composed of cash distribution of profits (415,056) and interest paid on short-term borrowings (109,400). Can be referred in the Statement of Cash Flows
(f) Based on AFS, this is the net income tax paid. Can be referred in the Statement of Cash Flows.
(g) Total donations to various institution.

<table>
<tr><th>What is the impact and where does it occur? What is the organization's involvement in the impact?</th><th>Which stakeholders are affected?</th><th>Management Approach</th></tr>
<tr><td>• With "Doing our Best Always" and "Going Above and Beyond" as core values, Direct Economic Value Generated and Distributed, particularly, revenue from sales and value generated from business activities, is material as this directly impacts the lives of employees, the value generated for investors and their returns on investment, continued improvement of the quality of products and services, resilience of the organization, and contribution to the government and community.</td><td rowspan="3">• Investors
• Employees
• Government
• Suppliers and Service Providers
• Consumers</td><td rowspan="3">• Policies - The Company adheres to corporate governance principles under the prevailing Corporate Governance Code[2] and implements an Enterprise Risk Management Framework[3] to set the strategy across the enterprise, identify potential events that may affect the entity and manage risk to be within its risk appetite, and to provide reasonable assurance regarding the achievement of entity objectives.

• Responsibilities – Risk management function follows a governance structure that is inherent and supported at all organizational levels.[4]

• Commitments - For the covered period, the Company identified the following commitments and priorities:

  • Goal – To be the largest and most trusted appliance company in the Philippines.

  • Vision -We achieve this by being the best at providing solutions for homes and businesses</td></tr>
<tr><th>What are the Risk/s Identified?</th></tr>
<tr><td>• The risks for CIC's businesses are identified and detailed in Appendix A of the CIC Enterprise Risk Management Framework.[5]

• For the covered period, CIC management identified the following challenges:</td></tr>
</table>

[2] Please refer to 2020 CIC Annual Corporate Governance Report: https://www.cic.ph/download/cic-i-acgr-2020r/ and CIC Corporate Governance Manual: https://www.cic.ph/download/revised-corporate-governance-manual/?wpdmdl=5452&refresh=5f28d88db12861596512397

[3] Please refer to CIC Enterprise Risk Management Framework: https://www.cic.ph/download/policy-on-enterprise-risk-management/?wpdmdl=4624&ind=1563769085521

[4] Ibid. at Page 7

[5] Ibid. at page 24

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<td>
i. Rising costs amidst the rise in commodity prices and inflation, shortages

ii. Changes in the business landscape – technology, lifestyle, lifecycle and education
</td>
<td></td>
<td rowspan="3">
• Purpose – Creating Happy Spaces for the Filipino for the Filipino people and business.

• Steer the CIC Group through its medium-term plan to achieve the Goal.

• Commitments to the external community include the following Corporate Social Responsibility (CSR) Activities:

i. Plastic Recycling Partnership between CIC and Hands On Manila on Plastic Recycling for World Earth Day

On World Earth Day 2023, CIC partnered with Hands On Manila for a plastic waste collection program. Employees from all CIC offices donated plastic items, which were repurposed into school supplies and construction materials for homes benefiting the homeless.

ii. Blood Donation Drive

In collaboration with the Philippine Red Cross, CIC organized a Blood Donation Drive. CIC employees actively participated, underlining employees' and CIC's commitment to making a positive impact in the communities it serves.

iii. Partnership with PCX and Compliance with EPR Act

CIC enrolled in the program of the Plastic Credit Exchange (PCX) Philippines to address its plastic footprint and ensure compliance with the Extended Producer
</td>
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<tr>
<td>What are the Opportunity/ies Identified?</td>
<td></td>
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<tr>
<td>
CIC Management had built on the strategic refocusing that started in the previous years. For the covered period, CIC Management identified key business priorities for the year –

i. Focus on sustainable growth with initiatives that promote efficiency and resiliency of the businesses.

ii. Culture and Capabilities – upskilling, retooling, leadership development, rebuilding culture and capabilities; strong finance and business fundamentals (management of human capital, risk, compliance, business process, standards)

iii. Customer focus – prioritizing customer experience and fulfillment

iv. Innovation – innovation in products and processes

v. Trusted Brand – continue building on the reputation as a reliable Filipino brand
</td>
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</tr>
</table>

		Responsibility Act. This strategic move underscores its commitment to sustainable practices and responsible waste management. iv. Learning Session on Embracing Responsible Plastic Waste Practices In collaboration with PCX, CIC conducted a learning session entitled "Empowering Change: Addressing Plastic Pollution and Embracing Responsible Practices," to educate employees on the adverse impacts of plastic pollution and to promote daily practices to mitigate its environmental effects. v. Aklat para sa Kabataan In October 2023, CIC initiated a company-wide Book Donation Drive, themed "Pagbasa, Pag-asa, Pag-unlad: Aklat Para sa Kabataan," as part of its commitment to enhancing education and literacy for Filipinos. The drive collected over 900 books with a focus on fostering a reading culture and promoting literacy among the children of Brgy. Alabang, Riles, Muntinlupa City. The project included the establishment a mobile library to provide meaningful reading experiences for the community. vi. Be the Light - Masayang Salu-Salo sa Pasko In December 2023, CIC's Be the Light CSR initiative brought Christmas cheer to the adopted communities of Brgy. Alabang Riles in Muntinlupa City and Brgy. Diezmo in Cabuyao City with the theme "Masayang Salu-Salo sa

		Pasko." CIC volunteers spent a meaningful day engaging in fun activities, sharing a sumptuous meal, and distributing holiday packs filled with toys, clothes, food, and school supplies donated by CIC employees, bringing smiles to hundreds of children.

b. Indirect Economic Impact

What is the impact and where does it occur? What is the organization's involvement in the impact?	Which stakeholders are affected?	Management Approach
Considering the core values of "Innovating for Happier Outcomes", "Going Above and Beyond", "Making Customers Happy, Quality, "Caring for the People and the Planet" and "Doing Our Best Always", CIC brands offer an array of innovative and energy-efficient solutions that lower costs and are environmentally responsible, which the Company considers to have indirect economic impact to investors, consumers and the government. The following are some examples: **Air Quality Products** • Different models of air purifiers were launched across 4 brands (Carrier, Condura, Toshiba, Midea) in response to the need for COVID-19 and other air-borne disease	• Investors • Government • Consumers	• **Policies, Responsibilities -** As part of its Enterprise Risk Management Framework [6], CIC Board and Management identifies the strategic direction of its businesses and considers energy-efficient solutions that lower costs and are environmentally responsible. • **Commitments -** These solutions are designed to serve a wide array of customers and structure types, from individuals and single families living in small residences to thousands of residents, visitors and workers spread across large residential towers and office buildings, entertainment facilities and commercial and industrial warehouses and factories. These solutions are also designed to meet a variety of different needs, such as durability, noise reduction features, aesthetical appeal, varying price points and customized features to

[6] Id. Note 4

infection prevention tools at home and workspaces. **Carrier** • Carrier is a leader in the phase-out of ozone-depleting refrigerants and remains focused on delivering energy-efficient fire safety, security, building automation, refrigeration and HVAC systems and services for customers. • Carrier continues to invest in research and development, applying the newest technological innovations to create ever more sustainable solutions that surpass the already stringent environmental performance targets designed into its products. • CCAC has launched several residential air-conditioning models that have high energy efficiency, bringing significant savings in energy costs to users (Carrier Compact Inverter, Carrier Aura Plus, Condura Compact Inverter). **Otis** • Otis has been a pioneer in developing sustainable technologies. Recently, COPI launched the Gen2 Prime elevators, with energy efficient features. It is equipped with the ReGen drive which is smaller and capable of reducing overall elevator energy consumption by 75 percent		match individual requirements. Moreover, many of the Company’s air conditioning and refrigeration solutions are designed to meet the growing demand for energy efficient technologies, and the Company offers and will continue to develop these technologies as the demand for such solutions grows and the benefit payback in terms of reduced energy consumption becomes more widely known and accepted. In addition, the Company offers an array of after-market services such as periodic maintenance, parts supply, repairs and other services intended to support its products through their entire life cycle. The Company believes that these after-market services, combined with its wide range of air conditioning and refrigeration products catering to various customer needs, offer customers enhanced value that distinguishes the Company’s air conditioning and refrigeration solutions from those of its competitors.

under normal operation, compared to conventional geared machines with non-regenerative drives. **Midea and Toshiba Lifestyle** • Midea's washing machines are energy and water efficient, averaging a cost of P2.00 per wash load, P10.00 to dry clothes and with 70% water savings. • Midea air-conditioners utilize environment friendly refrigerants and have high energy efficiency ratio ratings. • Appliances marketed by Midea and Toshiba Lifestyle generally have low power input requirements. Per published data of the Department of Energy, the Airstill High Wall Series recently launched by Midea is the number1 most energy-efficient split type AC among 700+ high wall models in the Philippines at 7.6 CSPF rating and with energy cost of Php1.00 per hour. The newly introduced Toshiba Lifestyle ExDot Washing Machine Series incorporates an inverter feature, resulting in an operational cost of P0.43 per cycle. **Condura** • Some Condura Air-conditioning Units are equipped with an Energy Savings Plug (ESP). The ESP		

alternates electricity usage between the air-conditioning unit and an electric fan, which in turn helps in lowering household electricity consumption. It was conceptualized by Condura to work in tandem with the air-conditioning unit's timer, to help the user save on household electricity costs. • Condura employs R600a refrigerant in all its refrigerators and light commercial products, chosen for its minimal environmental impact and superior thermodynamic performance. This refrigerant is non-toxic, with zero Ozone Depletion Potential (ODP) and very low Global Warming Potential (GWP). Notably, Condura's two models of side-by-side refrigerators earned a prestigious 5-star rating from the Department of Energy, attesting to their exceptional energy efficiency. This not only contributes to lower greenhouse gas (GHG) emissions but also mitigates other pollutants, aligning with the CIC Group's commitment to sustainability and environmental responsibility. • Condura top load washing machines are equipped with a direct drive inverter motor, which help improve both water and energy efficiency. R&D tests prove that these products use less than 1 Peso worth of combined water and electricity cost based on the Quick Wash cycle.		

What are the Risk/s Identified?		
Availability of products depend on continued business relationships with the partners.		
What are the Opportunity/ies Identified?		
New product introductions		

c. Anti-corruption

Communication and training about 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	%
Percentage of directors and management that have received anti-corruption training	100	%
Percentage of employees that have received anti-corruption training	100	%

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	#

What is the impact and where does it occur? What is the organization's involvement in the impact?	Which stakeholders are affected?	Management Approach
Related to "Doing the Right Thing" as one of the core values of the company, CIC is committed to the highest standards of ethics and business conduct, thus, it has in place an Ethics Program that is designed to foster lawful and ethical behavior among the directors, officers, employees, representatives and suppliers of CIC and its subsidiaries, and to prevent and detect unlawful and	• Investors • Employees • Government • Partners, Suppliers and Service Providers • Consumers • Competitors • Communities	• **Policies/Commitments /Responsibilities –** **Ethics Program.** The Ethics Program consists of the Code of Ethics [7], Ethics Training, Annual Ethics Certification, the Whistleblowing System (ProActive), the Ethics Committee, and the Business Practices Officers. As stated earlier, it is designed to foster

[7] Please refer to CIC Code of Ethics: https://www.cic.ph/download/cic-code-of-ethics/

improper conduct including corruption.		lawful and ethical behavior among the directors, officers, employees, representatives and suppliers of CIC and its subsidiaries, and to prevent and detect unlawful and improper conduct. CIC's Code of Ethics (COE) does not merely require compliance with laws. It embodies a commitment to positive behaviors that build trust, promote respect, and demonstrate integrity. CIC's Code of Ethics expresses its fundamental values, establishes rules of conduct, and provides guidance for policy formulation and decision-making. Particular to corruption: Under the COE, all persons acting on behalf of CIC will abide by all laws relating to improper payments. Business gifts that are customary and reasonable in frequency and value are generally permitted. A gift is never permitted if intended in exchange for favorable treatment or if prohibited by the policies of the recipient or his/her employer. CIC will never offer or pay any bribe. Violations of the COE within the organization are seriously dealt with through proper HR grievance mechanisms, and if applicable, judicial or extra-judicial dispute resolution remedies. CIC expects all its suppliers to adopt CIC's Code of Ethics or to abide by their own Code of Ethics if it meets the minimum standards of CIC's Code of Ethics, and any serious violation by a supplier may result in the termination of engagement and
What are the Risk/s Identified?		
Ethical Behavior Risk - The organization, through its actions or inaction, demonstrates that it is not committed to ethical and responsible business behavior. Integrity Risk - The risk of management fraud, employee fraud, and illegal and unauthorized acts, any or all of which could lead to reputation degradation in the marketplace or even financial loss.		
What are the Opportunity/ies Identified?		
Achievement of enterprise objectives through partnerships with persons and entities that value anti-corruption commitments.		

		blacklisting from future engagements. **Enterprise Risk Management Framework.** Corruption is identified by the Company is an enterprise risk that is continuously being managed through its Enterprise Risk Management Framework [8]. Risk management function follows a governance structure that is inherent and supported at all organizational levels.[9] **Policy on Conflict of Interest.** [10] CIC's directors, officers, employees, and representatives must be loyal to the company and deal with suppliers, customers and others in a manner that avoids a conflict between personal interests and those of CIC, or even the appearance of such conflict. All actual, potential or perceived must be declared by the employee concerned as well as those who may be aware of it. **Policy on Whistleblowing** – CIC adopted this policy to encourage all stakeholders of the Company to make good faith reports of actual or suspected impropriety, fraud, misconduct, abuse, health and safety concerns, conflicts of interest and any other wrongdoing, free from fear or retaliation. The policy guarantees confidentiality and anonymous reporting through identified channels, and protection to the

[8] Id. Note 4

[9] Id. Note 5

[10] Please refer to CIC Policy on Conflict of Interest: https://www.cic.ph/download/policy-on-conflict-of-interest/?wpdmdl=4620&refresh=5e2565ea1c44c1579509226

		whistleblower provided that reports are done in good faith.[11] **Policy on Business Gifts, Policy on Corrupt Payments, Policy on Sales Intermediaries, Policy on Sponsoring Third Party Travel –** The CIC Group adopted the foregoing anti-corruption policies to guide employees when dealing with counterparties, providing guidance on proper handling of business and reinforcing ethical behavior in conjunction with the Code of Ethics and other related polices. • **Grievance Mechanism** – CIC allows any person to submit questions, ideas, suggestions, criticisms, complaints or allegations of wrongdoing anonymously, use the ProActive platform[12].

[11] Please refer to CIC Policy on Whistleblowing: https://www.cic.ph/download/policy-on-whistleblowing/?wpdmdl=4621&refresh=5e85b2bc97ca01585820348

[12] Please refer to ProActive Hotline: https://proactivehotline.punongbayan-araullo.com/

ENVIRONMENT

Resource Management

Materials used by Factory Locations

Disclosure	Quantity	Units
Materials used by weight or volume		
• renewable	CDI Cabuyao - 157,450 CCAC Cabuyao – 716,300	Kg
• non-renewable	CDI Cabuyao - 172,500 CCAC Cabuyao – 16,900	Kg

Energy consumption of Main Locations:

Disclosure	Quantity	Units
Energy consumption (renewable sources)	CCAC Cabuyao – 398,661	KWh
Energy consumption (LPG)	CDI Cabuyao – 39 CCAC Cabuyao – 38,719	KG
Energy consumption (diesel)	CDI Cabuyao – 5,799 CCAC Cabuyao – 101,222	L
Energy consumption (electricity)	Alabang Office (CIC, CBSI, CMI, CCAC Main)- 143,560 COPI Makati - 32,127 CDI Cabuyao – 2,658,076 CCAC Cabuyao – 2,638,116	KWh

Water consumption of Main Locations

Disclosure	Quantity	Units
Water consumption	Alabang Office (CIC, CBSI, CMI, CCAC Main) – 3,374 COPI Makati – 64 CDI Cabuyao – 15, 026 CCAC Cabuyao – 72,882	Cubic meters

Environmental compliance

Non-compliance with Environmental Laws and Regulations

Disclosure	Quantity	Units
Total amount of monetary fines for non-compliance with environmental laws and/or regulations	0	0
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

What is the impact and where does it occur? What is the organization's involvement in the impact?	Which stakeholders are affected?	Management Approach
"Caring For the People and the Planet", is one of the core values of the organization. CIC aims to prevent pollution and occupational health and safety accidents/incidents in all its business activities and processes to satisfy Environment Health and Safety (EH&S) requirements including ISO standards. The Company actively protects the health and safety of its employees, customers and other stakeholders and minimizes the environmental impact during the design, manufacture, distribution, use and disposal of products.	• Investors • Employees • Government • Partners, Suppliers and Service Providers • Consumers • Competitors • Communities	**Policies, Commitments, Responsibilities, Specific Actions –** • **Environment, Health and Safety Policy (EH&S) Policy.** The Company implemented the EH&S Policy based on the following objectives: ○ To comply with relevant Philippine Government laws and regulations and the policies and standard practices of the Concepcion Industrial Corporation; ○ Demonstrate leadership in the introduction and promotion of products for all market

What are the Risk/s Identified?		segments that utilize environmentally safe refrigerants; ○ To establish and review Environmental, Health & Safety (EH&S) goals and make them integral parts of our business plan and demonstrate to continually improve our environmental, occupational health & safety performance; ○ Minimize pollutants in manufacturing processes to the best practicable levels and prevention of pollution; ○ Optimize natural resources in the design, manufacture, use and disposal of products and delivery of services; ○ Commitment of the means and resources necessary to direct, support, monitor and maintain accountability for EH&S performance; ○ Integrate EH&S in new product development and influence contractors and suppliers to improve EH&S performance. • **EH&S Management System.** The CIC group has in place an EH&S Management System to effectively manage the impact of its activities on EH&S for employees and consumers. EH&S governance are closely linked to its business planning cycle and accountability for which are imposed on all levels of the organization. The Company prepares an EH&S Annual Plan to identify key initiatives, actions or strategies to achieve the goals and regulatory and company requirements.
• Product safety and life • Manufacturing resources and waste management		
What are the Opportunity/ies Identified?		
• Consistent with the core value, the prioritization of EH&S in business provides employees a safe and hazard-free workplace where we continuously promote good health, a healthy lifestyle, and an environment that fosters balanced well-being. • Opportunity for current and new products to strengthen recognition of CIC's brands. • Achievement of enterprise objectives through partnerships with persons and entities that value EH&S commitments. • Contribution to household and business cost savings due to introduction of products.		

		The assessment process identifies and ranks EH&S risks, the appropriate regulatory and company requirements, and corresponding strategy to eliminate, prevent or control the risk; identifies the responsible parties for addressing the risk; and identifies an estimated completion date. When risks have been identified and prioritized, activities to eliminate, prevent or control the risk will be developed, responsible person to complete the activities assigned in the document and distributed to all concerned by the EH&S Manager. Those risks that have the greatest potential for adverse effects will receive the highest ranking and be addressed first. Lower priority risks will be evaluated for applicability to the operation and addressed as resources permit. Control measures, such as policies, programs, procedures, standard work, engineering controls, etc., will be used when technological options are not available or cost prohibitive. The Oversight Steering Committee will monitor progress towards completion dates to ensure timely close out of all identified corrective actions. For activities that have the potential to create a significant risk to human health or the environment, additional requirements such as EH&S Cardinal Rules and standard work covering requirements for monitoring equipment and process have been developed. Emerging issues of major significance will be evaluated and addressed based on their assigned priority.

		The Company, through its Products Solution Division under CCAC and CDI, integrates EH&S into the planning and design, as well as modification of processes, operations or building layouts in accordance with the corresponding risks identified on the hazard assessment document. Where appropriate, the following considerations will be integrated into the product development and procurement processes: o Potential impacts on the environment o Potential impacts on health and safety o Operation and maintenance o Efficiency in the consumption of energy and natural resources o Ability to recycle, reuse and dispose of safely Regular EH&S Training is conducted to enable employees to acquire the appropriate EH&S skills and knowledge to perform their job functions. Communication program consists of activities for conveying EH&S issues, information and awareness. Mandatory communications include: o Communication of EHS Cardinal Rules o Posting or providing information as required by EH&S Cardinal Rules o Reporting of EH&S information and incidents as required o Communicating relevant EH&S Alerts, Toolbox topics, Bulletins, and similar awareness advisories

		- Results of incident investigations, audits, inspections, new or revised rules or procedures, the annual EH&S plan, EH&S performance, new or revised training, etc. Regular inspections are performed to evaluate EH&S relevant physical conditions, acts or omissions of employees and others in relation to EH&S aspect, impact, hazards, risks, regulatory and internal requirements in accordance with document or procedure. Deficiencies identified that cannot be immediately corrected will be assigned a corrective action and completion date and incorporated into the risk assessment. An audit program is in place to evaluate the effectiveness of the operation's implementation of internal controls. Matters audited include: - Completion of the Job hazard Analysis (HIRAC) by technicians / supervisor and corrective actions. - Adherence to established rules and procedures. - Effectiveness of the training and communication program at providing EH&S awareness and knowledge through tests and surveys among employees. - Review of at least one incident investigation report (if any) to determine the accurate identification of the direct and root cause and the completion of the corrective actions. - Adequacy of equipment.

		o Follow-up on corrective actions.

SOCIAL

a. Employee Management

Employee Hiring and Benefits[13]

Employee data

Disclosure	Quantity	Units
Total number of employees[14]	888	
a. Number of female employees	396	#
b. Number of male employees	492	#
Attrition rate[15]	5%	rate
Ratio of lowest paid employee against minimum wage	N/A	ratio

Employee benefits

List of Benefits	Y/N	% of female employees who availed for the year	% of male employees who availed for the year
SSS	Y	100%	100%
PhilHealth	Y	100%	100%
Pag-ibig	Y	100%	100%
Parental leaves	Y	Maternity – 4% Solo Parent - 1%	Paternity – 3%
Vacation and Sick leaves[16]	Y	86%	91%
Medical benefits (aside from PhilHealth)	Y	100%	100%
Housing assistance (aside from Pag-ibig)	N	N/A	N/A
Retirement fund (aside from SSS)	Y	15%	11%
Further education support	Y	0.03%	1%
Company stock options	N	N/A	N/A
Telecommuting[17]	Y	35%	21%

[13] Scope of the information is employees of CBSI, CIC, CMI, CTC and Teko.
[14] Employees are individuals who are in an employment relationship with the organization, according to national law or its application (GRI Standards 2016 Glossary)
[15] Attrition are = (no. of new hires – no. of turnover)/(average of total no. of employees of previous year and total no. of employees of current year)
[16] Regular employees only
[17] In the covered period, when the nature of their work or their business unit permits, employees were permitted to work from home/work remotely for up to two days per week. Employees performing core business functions that require attendance in the field and line to attend to customer, employee, and production requirements were excepted from this permission.

Flexible-working Hours[18]	Y	97%	86%
(Others)	-	-	-

What is the impact and where does it occur? What is the organization's involvement in the impact?	Management Approach
With "Caring for the People and the Planet" as one of the core values, the Company recognizes that "People" include those who the Company are serving and those who are within the organization working with and for the Company towards its vision. The Company adopts a Total Rewards Philosophy that emphasizes company-wide excellence and individual development, enabling employees to grow as individuals while CIC grows as a company. The impact, therefore, is dual, as it supports the needs of the employees as well as the Company's businesses. Compensation programs consider the following guiding principles: • Build Long-Term Shareholder Value: Our programs will link employee interests with shareholder interests and the creation of shareholder value. Employees will do better when the company does better. • Drive a Pay-for-Performance Culture: Employees who demonstrate superior performance and behaviors will receive the highest rewards. • Be Competitive with Our Peers: Our programs will be in line with those offered by our peer companies. • Provide Cost-Effective Solutions: We will invest our resources in programs that provide the most value to the greatest number of employees.	**Policies, Commitments, Responsibilities –** • **Compensation Policy –** The Company implemented a Compensation Policy to establish a balanced mix of internal equity and external competitiveness in the compensation structure across the Company; and, to attract, retain, and motivate key talents by providing competitive compensation with an appropriate mix of fixed and variable compensation. Generally, the HR Operations unit is responsible for the planning and implementation of the CIC Compensation Strategy. • **Benefits Policy -** CIC recognizes the importance of a competitive benefits portfolio as this helps drive the good employee welfare and wellness, employee productivity, and higher levels of employee engagement. This policy serves as the source of information regarding company benefits for covered employees and guidelines in the proper implementation thereof. The Benefits Policy was implemented to make CIC an employer of choice through a competitive benefits package; and to maintain high levels of employee productivity and employee engagement while ensuring employee welfare and wellness.

[18] Reported rate pertains to employees with compressed work week schedule.

	Generally, it is the HR Operations is responsible for the regular review and update of this policy to ensure its market competitiveness, relevance to prevailing economic conditions, and compliance to statutory requirements.
What are the Risk/s Identified?	
• Employee turnover • Costs not translating to performance due to inefficiencies in program design or implementation. • New rules and regulations on workplace management and flexible work arrangements.	
What are the Opportunity/ies Identified?	
• Unlocking additional value due to alignment of employee, management and investor interests. • In 2020, the Company decided to adopt flexible work arrangements in line with COVID-19 prevention measures and business continuity management.	

Employee Training and Development

CIC recognizes that sustainable growth in the business rests on the employees' capabilities and it is imperative for CIC to provide rudimentary resources. CIC values employee development as it is directly related to business results and performance.

CIC Group (Total) [19]

Disclosure	Quantity	Units
Total training hours provided to employees	24,292	hours
a. Female employees	13,769	hours
b. Male employees	19,324	hours
Average training hours provided to employees	156	hours/employee
a. Female employees	166	hours/employee
b. Male employees	162	hours/employee

[19] Includes: CBSI, CCAC, CDI, CIC, CMI, COPI

CBSI

Disclosure	Quantity	Units
Total training hours provided to employees	6,172	hours
a. Female employees	4,135	hours
b. Male employees	2,038	hours
Average training hours provided to employees	32	hours/employee
a. Female employees	36	hours/employee
b. Male employees	26	hours/employee

CIC Corporate

Disclosure	Quantity	Units
Total training hours provided to employees	760	hours
a. Female employees	360	hours
b. Male employees	400	hours
Average training hours provided to employees	20	hours/employee
a. Female employees	20	hours/employee
b. Male employees	20	hours/employee

CCAC

Disclosure	Quantity	Units
Total training hours provided to employees	15,199	hours
a. Female employees	5,870	hours
b. Male employees	9,329	hours
Average training hours provided to employees	22	hours/employee
a. Female employees	30	hours/employee
b. Male employees	34	hours/employee

CDI

Disclosure	Quantity	Units
Total training hours provided to employees	2,864	hours
a. Female employees	1,392	hours
b. Male employees	1,472	hours
Average training hours provided to employees	16	hours/employee
a. Female employees	16	hours/employee
b. Male employees	16	hours/employee

COPI

Disclosure	Quantity	Units

Total training hours provided to employees	6,117	hours
a. Female employees	1,000	hours
b. Male employees	5,117	hours
Average training hours provided to employees	22	hours/employee
a. Female employees	20	hours/employee
b. Male employees	22	hours/employee

CMI

Disclosure	**Quantity**	**Units**
Total training hours provided to employees	1,980	hours
a. Female employees	1,012	hours
b. Male employees	968	hours
Average training hours provided to employees	44	hours/employee
a. Female employees	44	hours/employee
b. Male employees	44	hours/employee

<table>
<tr><th>What is the impact and where does it occur? What is the organization's involvement in the impact?</th><th>Management Approach</th></tr>
<tr><td>CIC believes that its capability to do things is a shared responsibility between the Company and employees, and so we work together to develop ourselves and our organization to the fullest of our collective potential.

Thus, CIC holds employee development in the highest regard and takes personal interest in helping employees reach their career aspirations within the Company, through the provision of tools, resources, and opportunities for further learning and development. Our culture is one that ensures that our employees are fully engaged and are capable and empowered to make the right decisions.</td><td rowspan="3">Policy, Commitments, Responsibilities -

• Individual Development Plan (IDP) Policy – The Company has an Individual Development Plan Policy in place to help employees reach short and long-term career goals and improve job performance that support the delivery of business results; to create action plans that drive employee development towards a defined career trajectory; to increase levels of employee adaptability, organizational commitment, satisfaction, and retention; and, to align employee's individual development with the Company's growth objectives.

Generally, the Company's Human Resource Organizational Development – Centre of Excellence (OD-COE) has oversight of this policy and is responsible for the continuous development of planning tools, provision of</td></tr>
<tr><td>What are the Risk/s Identified?</td></tr>
<tr><td>• Employee turnover
• Costs not translating to performance due to inefficiencies in program design or implementation</td></tr>
</table>

What are the Opportunity/ies Identified?	training to People Managers, and monitoring/gathering of data to measure the system's effectivity in achieving its objectives. Direct Managers (DM) act as mentor to the employee and are responsible for initiating and guiding the employees' development and its documentation in an IDP form. Human Resource Business Partners (HRBPs) are responsible for assisting DMs and ensuring each employee in their respective unit has an IDP in place. Employees are responsible for cooperating with their DMs and ensuring that IDP targets are achieved by the stated completion period, or updated in case of any changes in plan. In creating the IDP for each employee, the Company follows the following guiding Principles: o Development objectives must be aligned with organizational objectives. o Both gaps and strengths in the employee's capability must be developed. o Development objectives must be limited to a critical few. o Blended development activities tend to provide the most significant opportunity for learning. o Experience-based activities tend to be the most powerful method of employee development. o Clear communication and continuous feedback play a key role in promoting learning.
• Unlocking additional value due to alignment of employee, management and investor interests. • The Company had opportunity engage employees through new remote learning methods.	

Labor-Management Relations

Disclosure	Quantity	Units
% of employees covered with Collective Bargaining Agreements	CCAC - 12% CDI – 53%	%
Number of consultations conducted with employees concerning employee-related policies	Union Sessions CCAC – 12 CDI – 7 Townhall sessions CCAC - 4 CDI - 2 CBSI - 9 CMI - 3 COPI - 2	#

What is the impact and where does it occur? What is the organization's involvement in the impact?	Management Approach
CIC recognizes that creating a positive workplace experience can only happen through effective communication and transparency between employer and worker and recognizes the need to provide an avenue for both parties to discuss and matters relating the collective bargaining and other related topics. The Company actively cooperates with Concepcion Carrier Air Conditioning Company Employees' Union and Concepcion Durables, Inc. Employees Union, as the certified and exclusive bargaining representative for CCAC and CDI factory workers, respectively.	**Policy, Commitments, Responsibilities, Grievance Mechanism -** • **Labor-Management Cooperation (LMC) Policy** – The Company implemented the LMC Policy which covers the Labor-Management Cooperation activities between CIC and the unions, to complement and operationalize complements the Labor Code of the Philippines. The policy has the following objectives: ○ To promote workers' participation in the policy- and decision-making process of the Company. ○ To foster a climate of cooperation and harmony between labor and management. ○ To improve the quality of working life; and ○ To achieve and sustain economic growth for CIC and its employees. The Chief Human Resource Officer (CHRO) has the general responsibility for the lawful
What are the Risk/s Identified?	
Labor concerns which remain unaddressed or unresolved due to inefficiencies in the program design or implementation.	
What are the Opportunity/ies Identified?	
Unlocking additional value due to alignment of employee, management and investor interests.	

	implementation of this policy. The governance of the LMC Policy is done through the Labor-Management Council (Council) and provides the discussion platform for issues and concerns that are not covered by the Collective Bargaining Agreement (CBA), including but not limited to cost reduction, job classification, employee engagement and productivity, housekeeping, and updates on new laws and rulings affecting the workplace. The policy ensures that both labor and management is properly represented in the Council. A third-party facilitator acceptable to all may be engaged to assist, as needed. The policy likewise ensures observance of efficiency and transparency in the conduct of meetings.

b. Relationship with Community

Significant Impact on Local Communities

In 2023, CIC initiated the following Corporate Social Responsibility (CSR) programs with significant impact on the local communities:

i. **Plastic Recycling Partnership between CIC and Hands On Manila on Plastic Recycling for World Earth Day**

On World Earth Day 2023, CIC partnered with Hands On Manila for a plastic waste collection program. Employees from all CIC offices donated plastic items, which were repurposed into school supplies and construction materials for homes benefiting the homeless.

ii. **Blood Donation Drive**

In collaboration with the Philippine Red Cross, CIC organized a Blood Donation Drive. CIC employees actively participated, underlining employees' and CIC's commitment to making a positive impact in the communities it serves.

iii. Partnership with PCX and Compliance with EPR Act

CIC enrolled in the program of the Plastic Credit Exchange (PCX) Philippines to address its plastic footprint and ensure compliance with the Extended Producer Responsibility Act. This strategic move underscores our commitment to sustainable practices and responsible waste management.

iv. Learning Session on Embracing Responsible Plastic Waste Practices

In collaboration with PCX, CIC conducted a learning session entitled "Empowering Change: Addressing Plastic Pollution and Embracing Responsible Practices," to educate employees on the adverse impacts of plastic pollution and to promote daily practices to mitigate its environmental effects.

v. Aklat para sa Kabataan

In October 2023, CIC initiated a company-wide Book Donation Drive, themed "Pagbasa, Pag-asa, Pag-unlad: Aklat Para sa Kabataan," as part of its commitment to enhancing education and literacy for Filipinos. The drive collected over 900 books with a focus on fostering a reading culture and promoting literacy among the children of Brgy. Alabang, Riles, Muntinlupa City. The project included the establishment a mobile library to provide meaningful reading experiences for the community.

vi. Be the Light - Masayang Salu-Salo sa Pasko

In December 2023, CIC's Be the Light CSR initiative brought Christmas cheer to the adopted communities of Brgy. Alabang Riles in Muntinlupa City and Brgy. Diezmo in Cabuyao City with the theme "Masayang Salu-Salo sa Pasko." CIC volunteers spent a meaningful day engaging in fun activities, sharing a sumptuous meal, and distributing holiday packs filled with toys, clothes, food, and school supplies donated by CIC employees, bringing smiles to hundreds of children.

UN SUSTAINABLE DEVELOPMENT GOALS

Product or Service Contribution to UN SDGs

The Company contributes to the twelfth UN Sustainable Development Goal: "Responsible Consumption and Production."

- CIC products are energy efficient and contribute to actual household savings in electricity consumption.

- CIC products and services use environmentally safe refrigerants and implement sound management of chemical and wastes in its local manufacturing locations.

- Local manufacturing sites monitor their pollutant emissions to ensure they are compliant with regulations and maintain safe levels. Major locations and local manufacturing sites monitor their consumption of energy, water and materials to ensure operational efficiency.

- CIC is one of companies at the forefront of implementing the Extended Producer Responsibility Act in the Philippine electric appliance sector, partnering with the Plastic Exchange Program of the Philippines (PCX). With this partnership, the CIC Group committed to stringent audits to its operations and compliance with PCX plastic waste requirements for its accreditation.

Key products and services and its contribution to sustainable development.

Key Products and Services	Societal Value / Contribution to UN SDGs	Potential Negative Impact of Contribution	Management Approach to Negative Impact
Air Quality Products Various Air-Conditioning Equipment for Home and Commercial Use Various Refrigeration Equipment for Home and Commercial Use Various appliances for home use.	These products have high energy efficiency factors (EEF). Appliances requiring refrigerants use environment-friendly refrigerants, producing significantly less CO_2 as compared to those produced other refrigerants. Air quality products protect against the spread of viruses including COVID-19, contributing to health safety and air quality in home and workspaces.	While impact has been greatly reduced, it is unavoidable to consume some power (for electrical appliances) and produce some CO_2 (for appliances using refrigerants).	Proper documentation for correct use and maintenance to promote safety, and prolong efficiency and equipment life.

** None/Not Applicable is not an acceptable answer. For holding companies, the services and products of its subsidiaries may be disclosed.*