

SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-C

CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17.2(c) THEREUNDER

1. Date of Report (Date of earliest event reported)
May 31, 2022
2. SEC Identification Number
147669
3. BIR Tax Identification No.
000-432-378
4. Exact name of issuer as specified in its charter
Cosco Capital, Inc.
5. Province, country or other jurisdiction of incorporation
Manila, Philippines
6. Industry Classification Code(SEC Use Only)
7. Address of principal office
No. 900 Romualdez St., Paco, Manila
Postal Code
1007
8. Issuer's telephone number, including area code
09178612459
9. Former name or former address, if changed since last report
None
10. Securities registered pursuant to Sections 8 and 12 of the SRC or Sections 4 and 8 of the RSA

Title of Each Class	Number of Shares of Common Stock Outstanding and Amount of Debt Outstanding
Common shares	7,187,391,764

11. Indicate the item numbers reported herein
Other Matters

The Exchange does not warrant and holds no responsibility for the veracity of the facts and representations contained in all corporate disclosures, including financial reports. All data contained herein are prepared and submitted by the disclosing party to the Exchange, and are disseminated solely for purposes of information. Any questions on the data contained herein should be addressed directly to the Corporate Information Officer of the disclosing party.



Cosco Capital, Inc. COSCO

PSE Disclosure Form 4-30 - Material Information/Transactions
References: SRC Rule 17 (SEC Form 17-C) and
Sections 4.1 and 4.4 of the Revised Disclosure Rules

Subject of the Disclosure

Company Presentation for its Full Year 2021 and 1Q 2022 Results

Background/Description of the Disclosure

Company Presentation for its Full Year 2021 and 1Q 2022 Results

Other Relevant Information

Please see attached SEC 17-C Report re: Company Presentation for its Full Year 2021 and 1Q 2022 Results

Filed on behalf by:

Name	Ma. Cecilia Calderon
Designation	Board Secretary

COVER SHEET

0 0 0 0 0 1 4 7 6 6 9

SEC Registration Number

C O S C O C A P I T A L , I N C .

(Company's Full Name)

N O . 9 0 0 R O M U A L D E Z S T . , P A C O ,
M A N I L A

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

CANDY H. DACANAY-DATUON

(632) 8522-8801 to 04

(Company Telephone Number)

1 2

Month

3 1

Day

SEC FORM 17-C

(Form Type)

0 6

Month

2 4

Day

(Secondary License Type, If Applicable)

Dept. Requiring this Doc.

Amended Articles Number/Section

Total No. of Stockholders

Total Amount of Borrowing

Domestic

Foreign

SEC Personnel concerned

File Number

LCU

Document ID

Cashier

STAMPS

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SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-C

CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES
REGULATIONS CODE AND SRC RULE 17.2 (C) THEREUNDER

Date of Report	May 31, 2022
SEC Identification Number	147669
BIR Tax Identification Number	000-432-378
Name of Issuer as specified in its charter	Cosco Capital, Inc.
Address of principal office and postal code	No. 900 Romualdez St., Paco, Manila, 1007
Industry Classification Code	
Issuer's Telephone Number	(632) 522-8801
Former Name	None
Securities registered pursuant to Section 8 and 12 of the SRC or Sections 4 and 8 of the RSA	Number of Common Shares – 7,187,391,764 Treasury Shares – 217,871,800
Indicate the item numbers reported therein	Other Matters/Event

Other matters:

Please see attached Company Presentation for its Full Year 2021 and 1Q 2022 Results.

SIGNATURE

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

COSCO CAPITAL, INC.



CANDY H. DACANAY-DATUON
Assistant Corporate Secretary & Compliance Officer

Cosco Capital, Inc.

FY 2021 Financial Results Investor Presentation



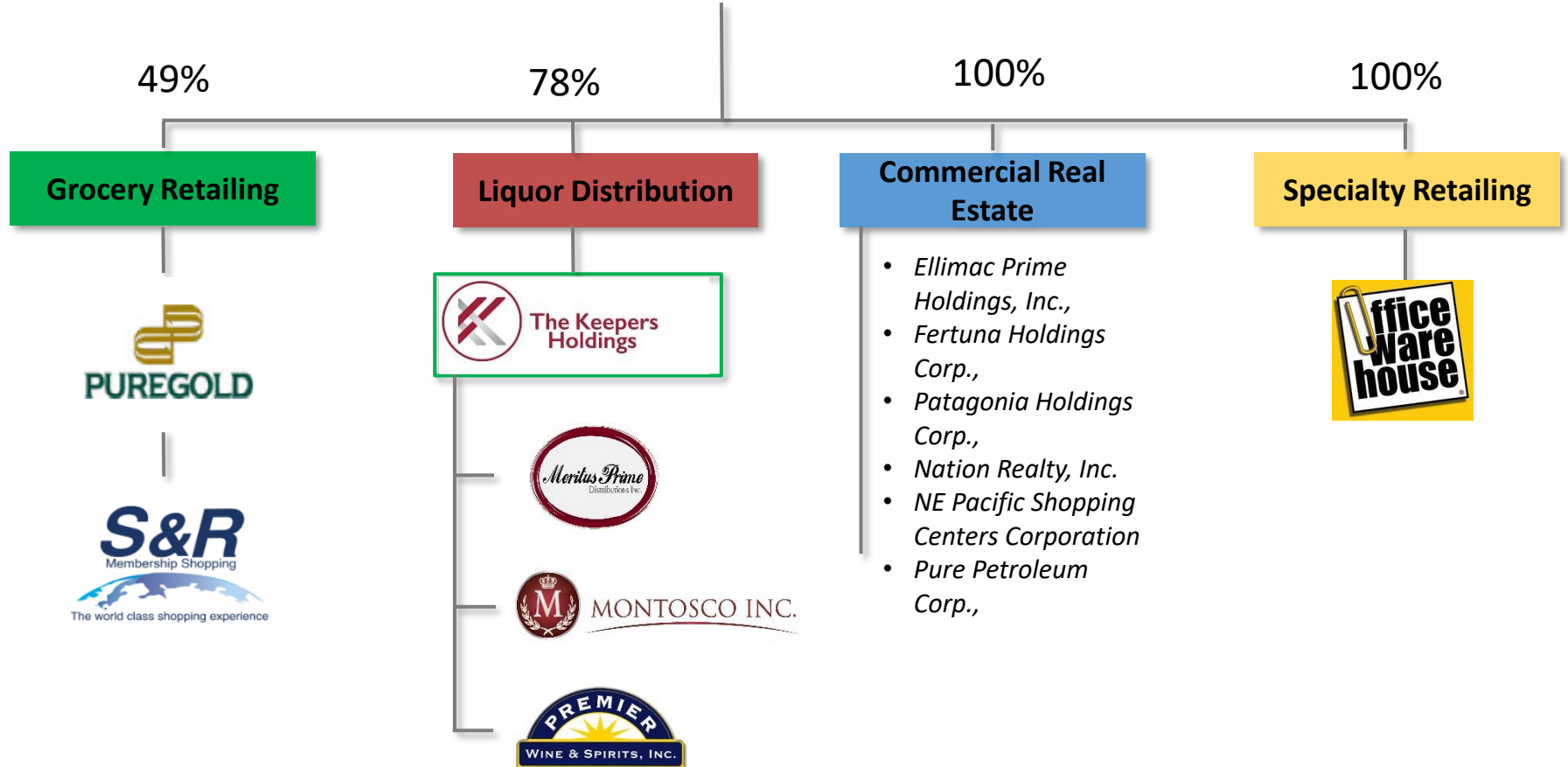
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Head Office Address

2nd floor, Tabacalera Building, 900 Romualdez Street, Paco, Manila, 1007
Philippines

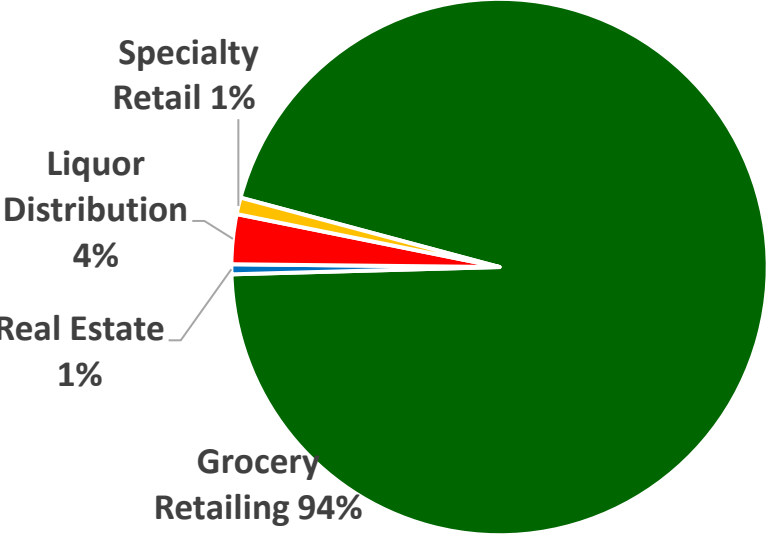
Company Overview



REVENUE AND PATMI CONTRIBUTIONS FY 2021



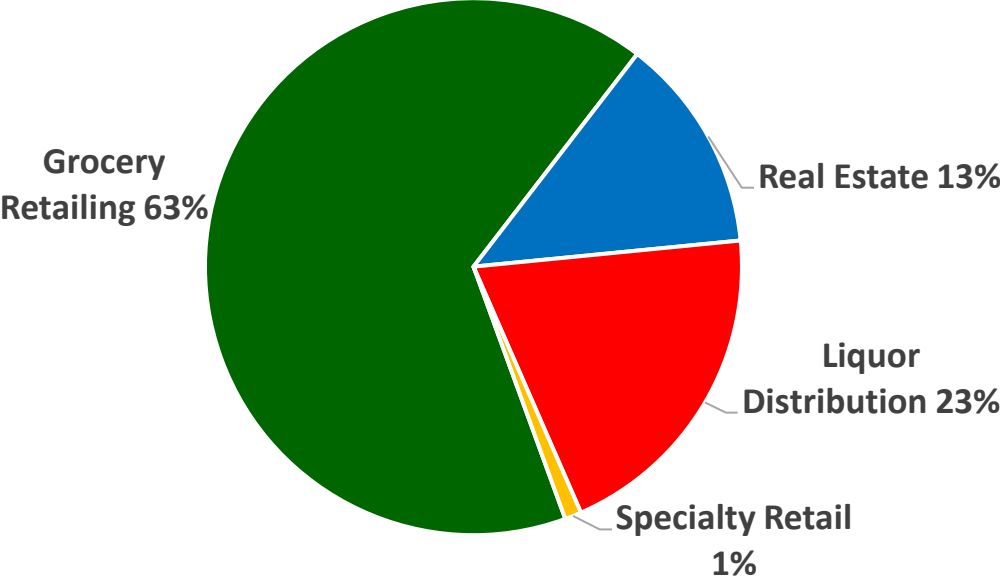
Revenues



PHP 174.4 billion

-1.6% vs FY 2020

CORE PATMI



PHP 6.15 billion

+4.3% vs FY 2020

FY 2021 CONSOLIDATED FINANCIAL PERFORMANCE

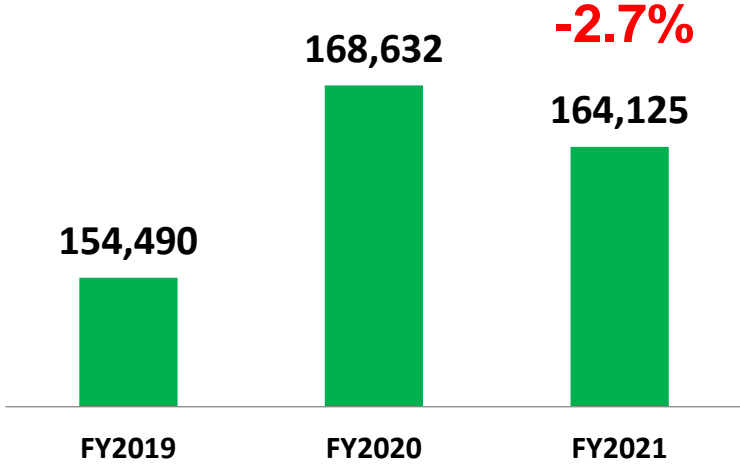
<i>(In Thousands)</i>	FY2021	%	FY2020	%	INCREASE (DECREASE)	%
REVENUES	174,453,773	100.00%	177,316,299	100.00%	(2,862,526)	-1.61%
COST OF SALES/SERVICES	140,822,162	80.72%	145,021,136	81.79%	(4,198,974)	-2.90%
GROSS PROFIT	33,631,611	19.28%	32,295,163	18.21%	1,336,448	4.14%
OTHER OPERATING INCOME	3,216,628	1.84%	3,157,850	1.78%	58,778	1.86%
GROSS OPERATING INCOME	36,848,239	21.12%	35,453,013	19.99%	1,395,226	3.94%
OPERATING EXPENSES	21,461,845	12.30%	20,147,712	11.36%	1,314,133	6.52%
INCOME FROM OPERATIONS	15,386,394	8.82%	15,305,301	8.63%	81,093	0.53%
OTHER INCOME (CHARGES) - net	(1,883,189)	-1.08%	(1,471,766)	-0.83%	(411,423)	27.95%
INCOME BEFORE INCOME TAX	13,503,205	7.74%	13,833,535	7.80%	(330,330)	-2.39%
INCOME TAX EXPENSE	2,991,716	1.71%	3,824,607	2.16%	(832,892)	-21.78%
NET INCOME FOR THE YEAR	10,511,490	6.03%	10,008,927	5.64%	502,562	5.02%
PATMI	6,151,761	3.53%	5,900,196	3.33%	251,565	4.26%
Non-controlling interests	4,359,728	2.50%	4,108,731	2.32%	250,997	6.11%
	10,511,490	6.03%	10,008,927	5.64%	502,562	5.02%
EARNINGS PER SHARE (EPS)	0.88516		0.84792			4.39%
EBITDA	20,010,975	11.47%	19,703,561	11.11%	307,413	1.56%

Grocery Retail Segment: FY 2021 Financial Highlights

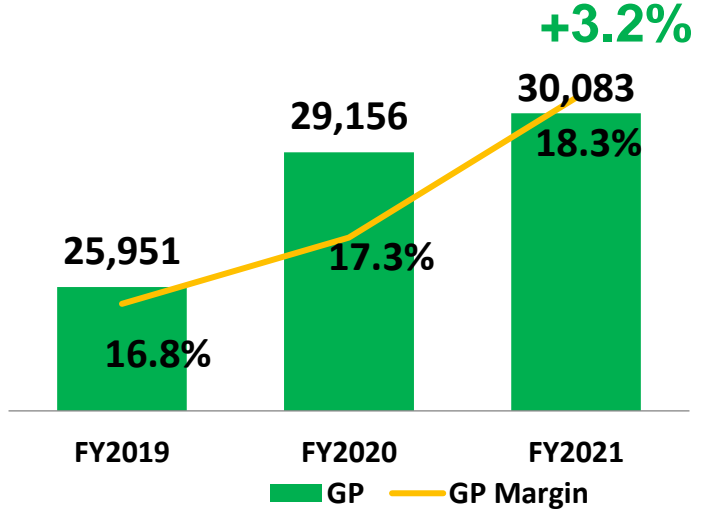


(In PHP millions)

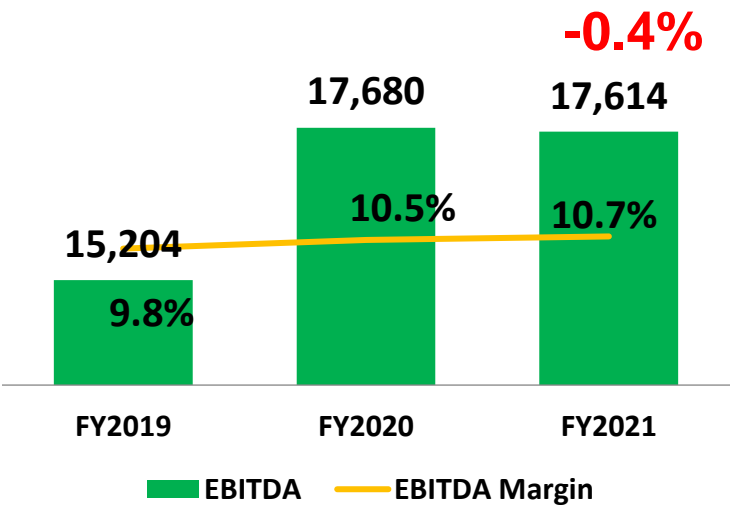
Revenues



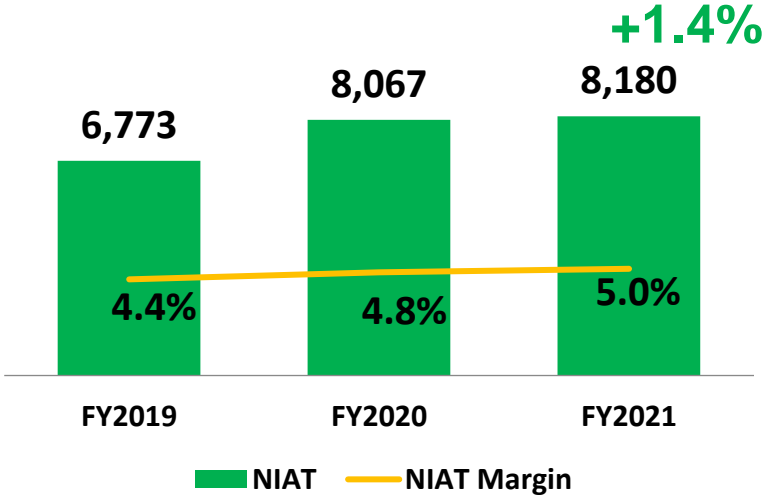
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Grocery Retailing: Operating Highlights



- Puregold opened **30 new stores** in 2021 out of targeted 25 new stores; 4 Metro Manila, 17 Luzon, 6 Visayas, 3 Mindanao.
- Opening of 1 S&R store in Marikina on July 29, 2021 and 1 in Sucat on September 18, 2021
- As of FY 2021, the Grocery Retailing segment is operating a **total of 499 stores; Net Selling Area** of more than **610,000 sqm**



	PUREGOLD	S&R	S&R QSR
Metro Manila	140	12	25
Luzon	235	6	15
Visayas	41	2	7
Mindanao	14	2	-
Total	430	22	47

FY 2021 SSSG: -9.7% +4.7%

Liquor Distribution:



KEEPR has established market leadership in all leading categories of the imported spirits segment¹.

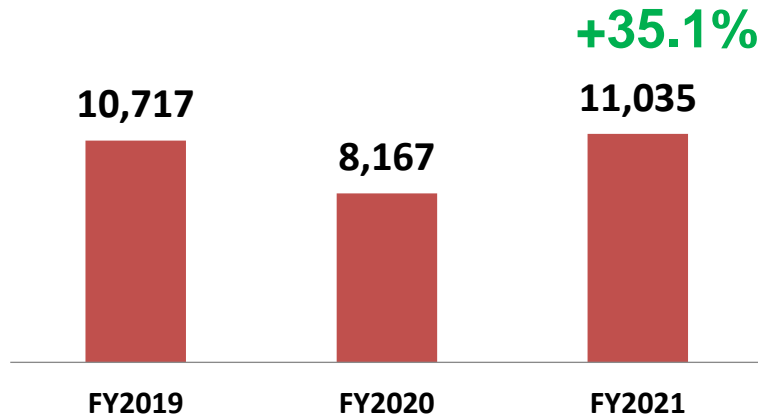
Non-Cognac Brandy	# 1							
Blended Scotch	# 1		# 2					
Malt Scotch	# 1		# 2					
US Whiskey	# 1		# 2					
Soju	# 1							
Cognac	# 2							
Vodka	# 1		# 2					
Gin	# 1							
Rum	# 2							
Agave	# 1							
Flavored Spirits	# 1		# 2					
Irish Whiskey	# 1							

Note 1 – References to the ranking is within the imported spirits segment, according to IWSR.

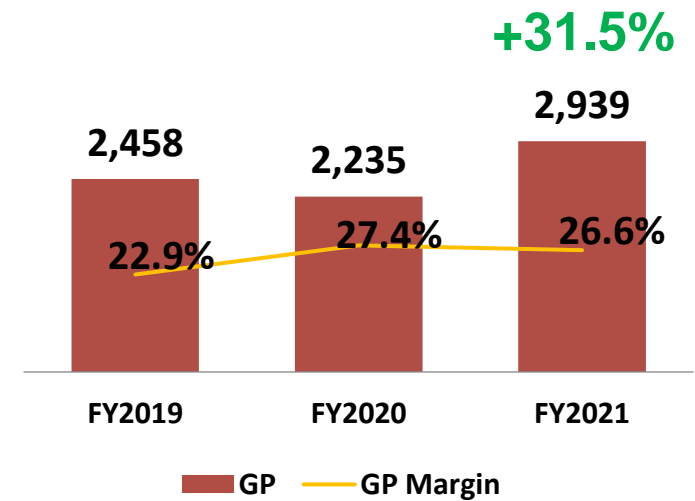
Liquor Distribution: FY 2021 Financial Highlights

(In PHP millions)

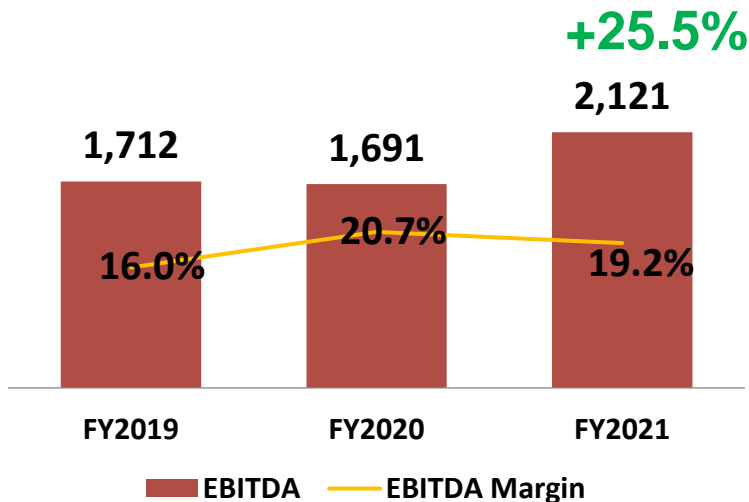
Revenues



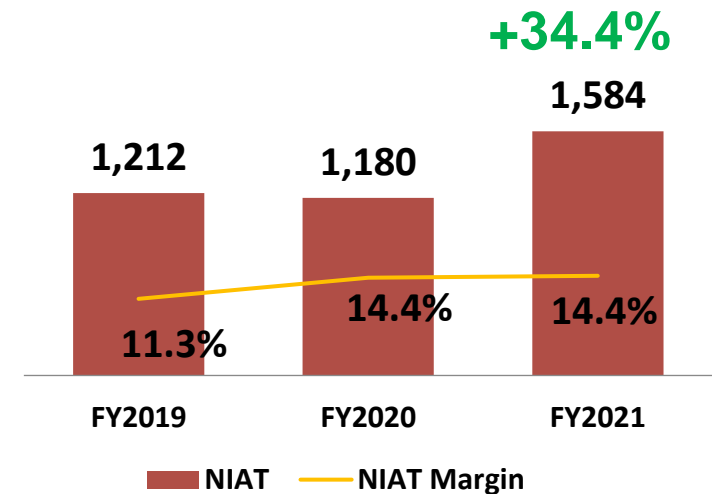
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Liquor Distribution: Operating Highlights

- 32% growth in total volume of cases sold in FY 2021
- Successful follow-on offering listing on November 19, 2021 in the PSE
- Growth driven by the increase in the brandy, wines and specialty beverages.

CATEGORY	2019	% Mix	2020	% Mix	2021	% Mix	% YoY
Brandy	2,997,940	73%	2,488,760	74%	3,473,246	78%	40%
Other Spirits	626,231	15%	533,170	16%	532,741	12%	0%
Wines	235,407	6%	167,335	5%	219,704	5%	31%
Specialty beverages	238,213	6%	196,660	6%	239,505	5%	22%
Grand Total	4,097,791	100%	3,385,925	100%	4,465,196	100%	32%

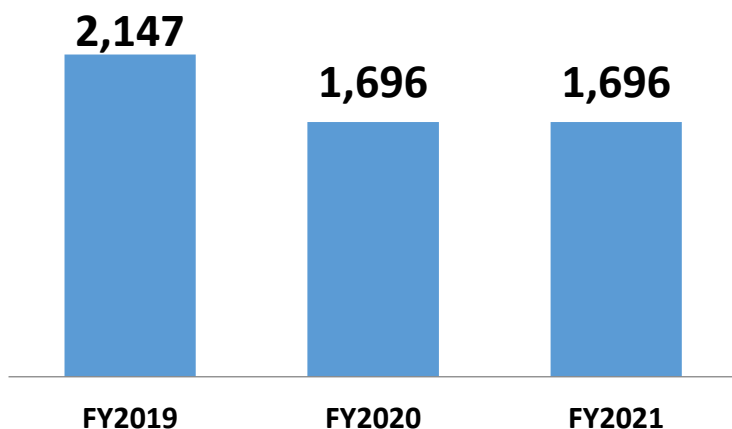
Growth/Decline  **43%**  **-17%**  **32%**

Real Estate Segment: FY 2021 Financial Highlights

(In PHP millions)

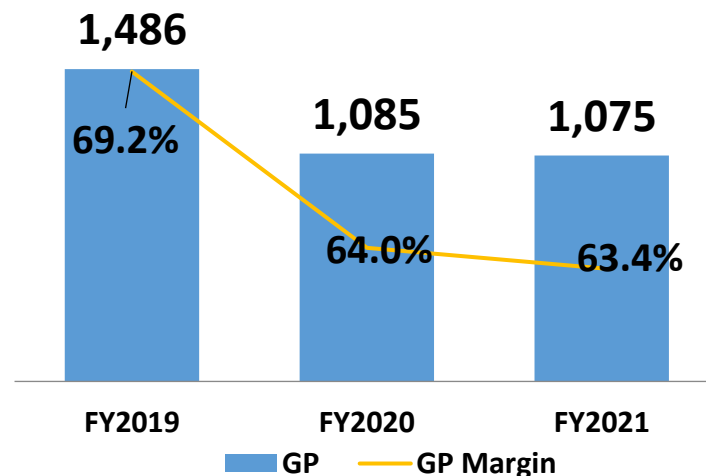
Revenues

+0.01



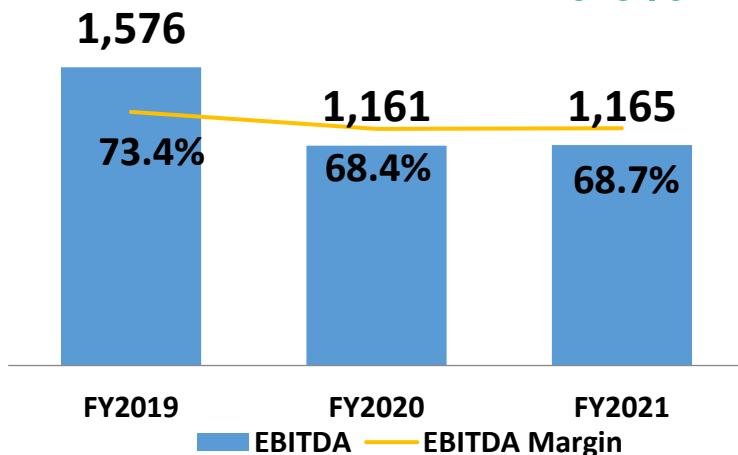
Gross Profit and Margin

-1.0%



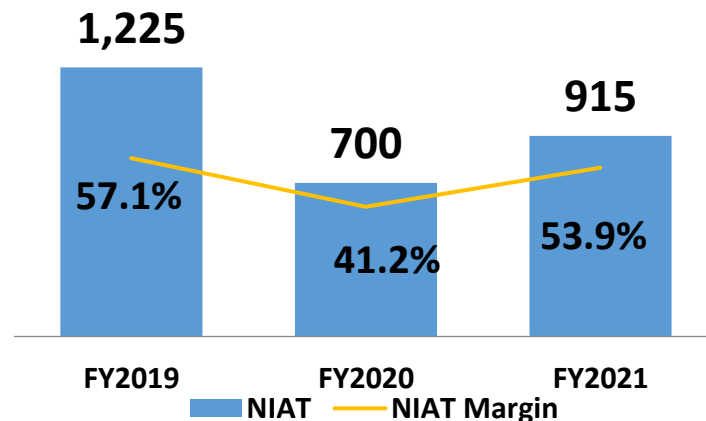
EBITDA and Margin

+0.3%



Net Profit and Margin

+30.7%



Real Estate Segment: Operating Highlights

- Acquisition of 5 new properties:
 - 716 sqm lot located in Tm Road, Sucat, Muntinlupa City
 - 38,425 sqm lot located in Brgy. Tarcan, Baliuag, Bulacan
 - 1,864 sqm lot located in Bagumbong, Caloocan
 - 3,464 sqm lot located in San Rafael, Rizal with existing Luver's Market
 - 2,052 sqm lot located in Punturin, Valenzuela City
- Started construction and development of buildings for:
 - Puregold-Biñan on February 1, 2021 with estimated completion in Q12022 adding approximately 1,700 square meters to the portfolio
 - Puregold-Antipolo during Q2 2021

Category	FY2021	FY2020	FY2019
Land under lease	11	11	11
Commercial Buildings	35	34	34
Under Development	2	1	1
Future Development	12	9	9
Total Properties	60	55	55

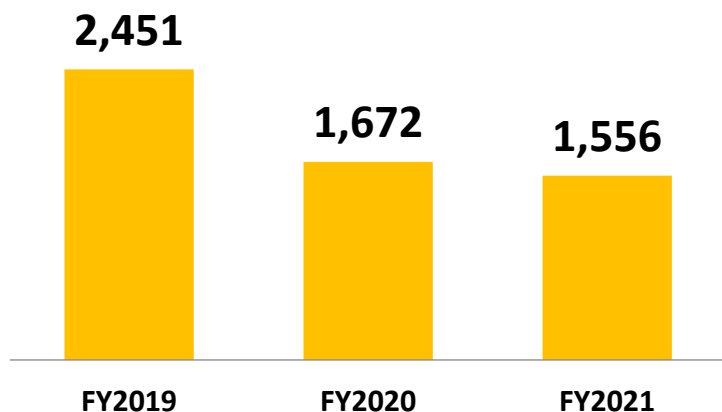
Category	FY2021	FY2020	FY 2019
Land under lease	160,921	160,921	160,921
Commercial Buildings	278,003	277,056	277,052
Under Development	9,876	8,457	8,457
Future Development	146,547	104,909	104,909
Total sqm	595,347	551,342	551,338

Office Warehouse: FY 2021 Financial Highlights

(In PHP millions)

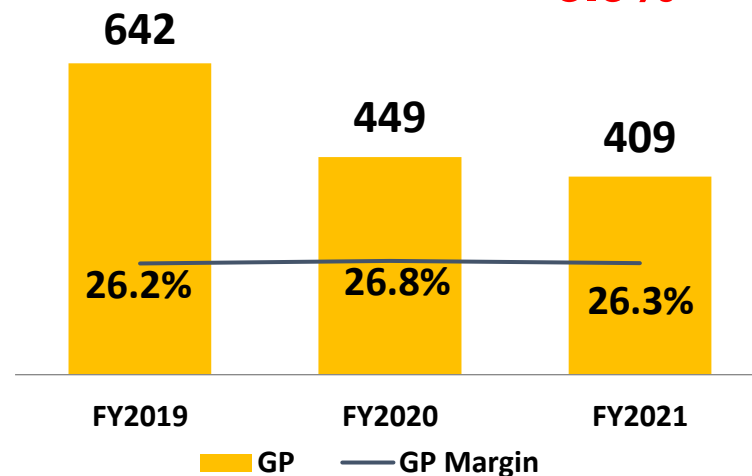
Revenues

-6.9%



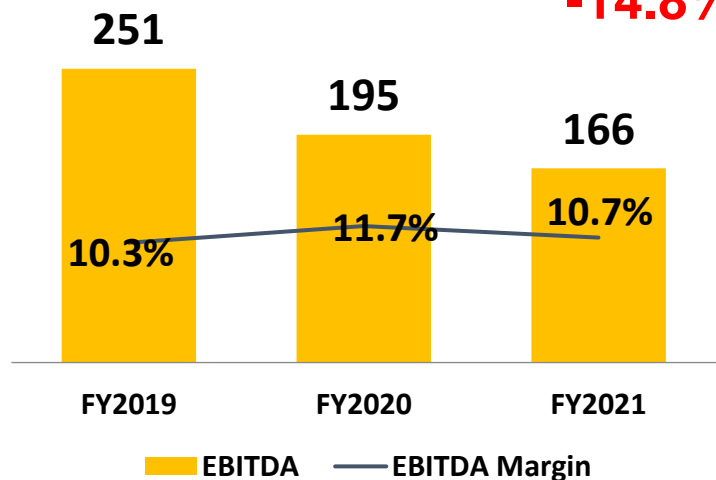
Gross Profit and Margin

-8.9%



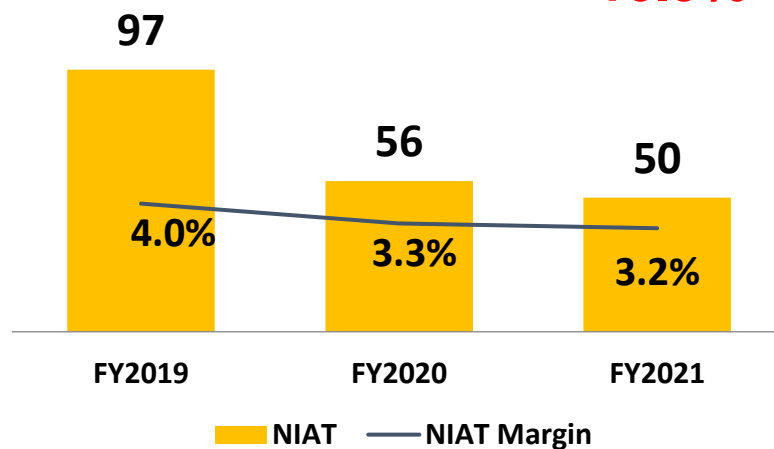
EBITDA and Margin

-14.8%



Net Profit and Margin

-10.9%



Office Warehouse: Operating Highlights

OFFICE WAREHOUSE, INC.

- SSSG of **-9.7%** in 2021 vs **-32.2%** in 2020 due to government lockdown and community quarantine starting March 16, 2020



	2019	2020	2021
No. Stores	89	89	87
Net selling area (in sqm)	15,589	15,546	15,267

Economic Contribution



Php 4.25B
Taxes paid to
the Government



97%
of Cosco economic value
generated distributed to
key stakeholders



Php 10.7M
Invested to
scholarship and
community
development



Php 3B
Employee wages
and benefits



11,647
Total no. of direct employees
>95% local hiring



0
Incidents of
Corruption

Environment Performance


6 CLEAN WATER AND SANITATION



7 AFFORDABLE AND CLEAN ENERGY



12 RESPONSIBLE CONSUMPTION AND PRODUCTION



157
Wastewater treatment facilities compliant with Clean Water Act



2%
Clean energy used. Solar rooftop installation in **12** stores.



57%
Direct GHG Emissions Reduction



99.97%
Compliant to Environmental Laws & Regulations



100%
of Puregold and S&R stores were converted to LED lamps.



100M
Reduction of plastic bags used in Puregold and S&R stores. 63% Puregold stores use paper bags.

Social Responsibility



753 Scholars graduated
107 Passed licensure exam
381 Current no. of scholars



56% Female employees in the workforce



238 Employees from indigenous communities and vulnerable sector



4,325 Employees attended technical and behavioral skills training



612 Employees in Puregold and S&R promoted



0 legal actions or employee grievance on forced or child labor

- **CAPEX Budget of Php 6.1 billion in 2022**
 - Php 5.8 billion for Puregold Group
 - Php 261 million for Real Estate Group
 - Php 60 million for Office Warehouse
- To be funded by internally generated cash and short term untapped bank credit lines if necessary



cosco capital
i n c o r p o r a t e d

Thank you

Cosco Capital, Inc.

1Q 2022 Financial Results Investor Presentation



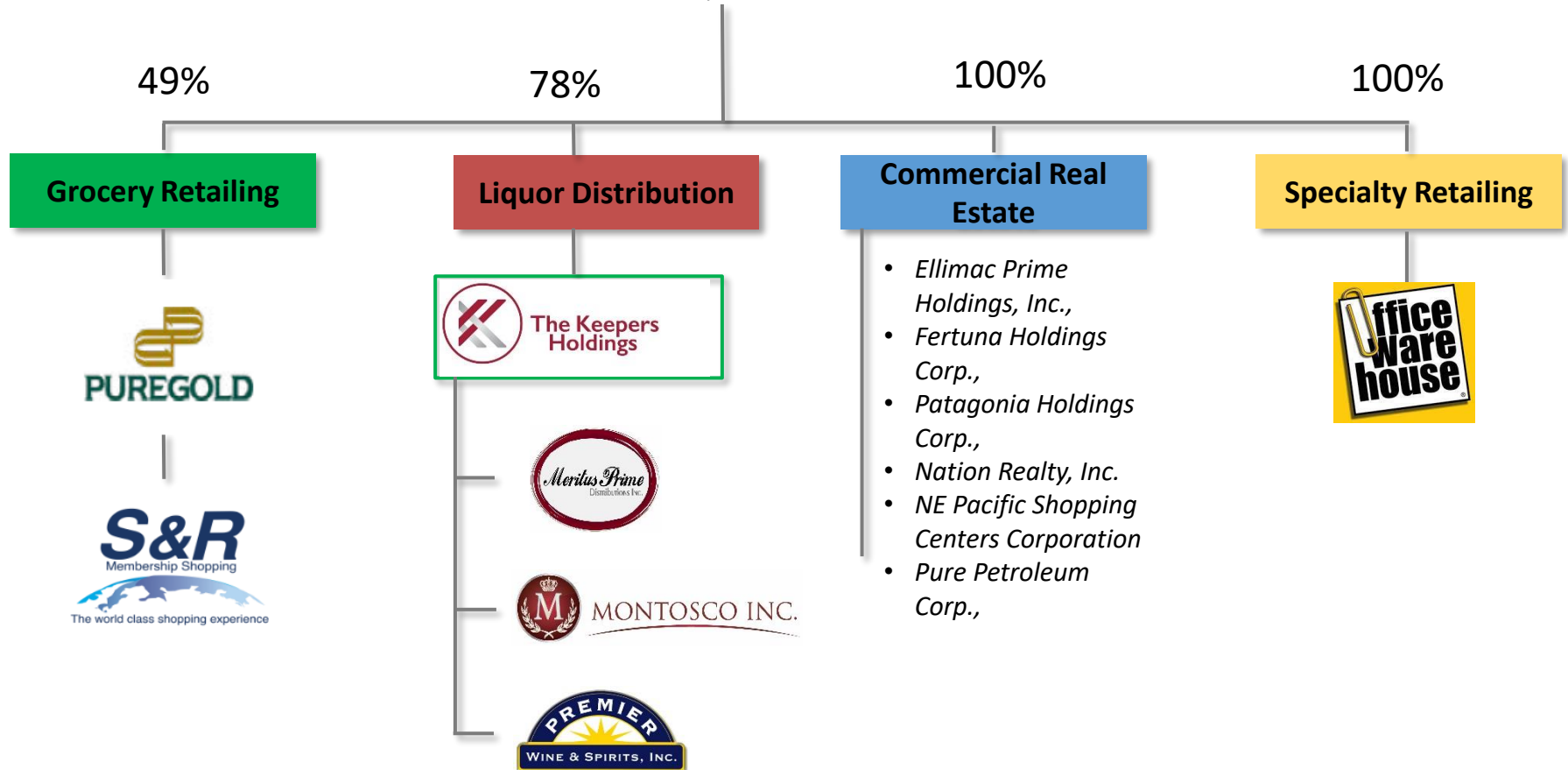
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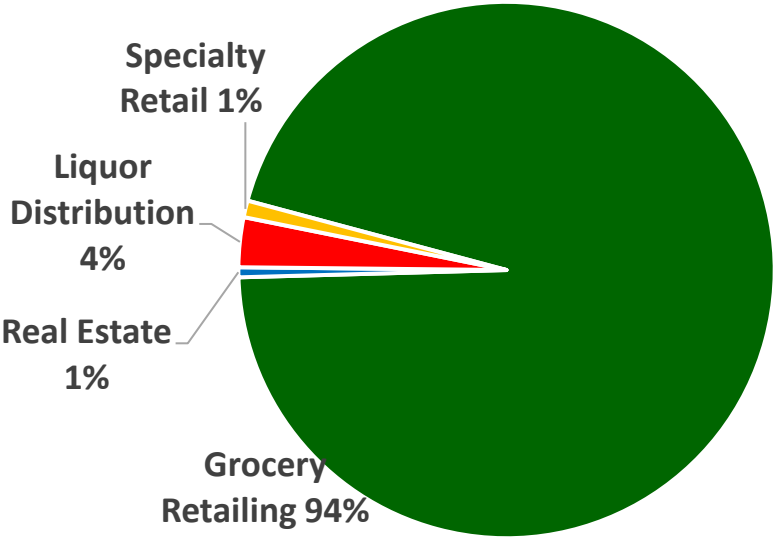
Company Overview



REVENUE AND PATMI CONTRIBUTIONS 1Q 2022



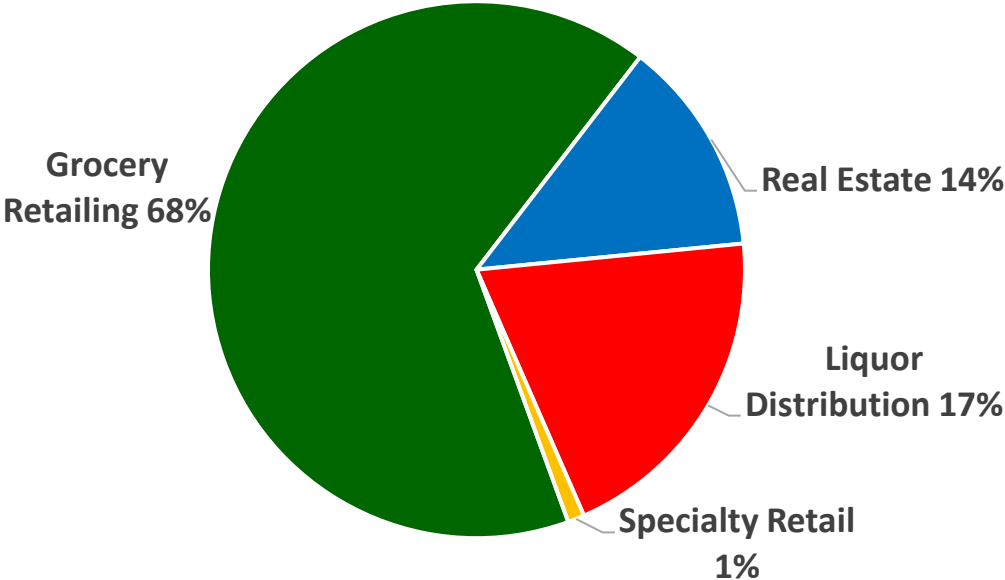
Revenues



PHP 40.68 billion

+2.8% vs 1Q 2021

CORE PATMI



PHP 1.54 billion

+9.2% vs 1Q 2021

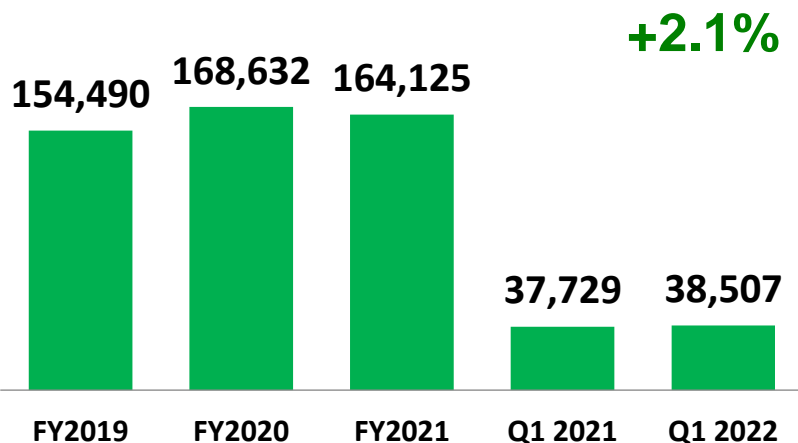
Q1 2022 CONSOLIDATED FINANCIAL PERFORMANCE

<i>(In Thousands)</i>	Q1 2022	%	Q1 2021	%	INCREASE (DECREASE)	%
REVENUES	40,681,386	100.00%	39,573,281	100.00%	1,108,105	2.80%
COST OF SALES/SERVICES	32,184,341	79.11%	31,692,555	80.09%	491,786	1.55%
GROSS PROFIT	8,497,045	20.89%	7,880,727	19.91%	616,319	7.82%
OTHER OPERATING INCOME	708,412	1.74%	814,896	2.06%	(106,484)	-13.07%
GROSS OPERATING INCOME	9,205,458	22.63%	8,695,623	21.97%	509,835	5.86%
OPERATING EXPENSES	5,059,049	12.44%	4,946,152	12.50%	112,897	2.28%
INCOME FROM OPERATIONS	4,146,409	10.19%	3,749,471	9.47%	396,938	10.59%
OTHER INCOME (CHARGES) - net	(617,707)	-1.52%	(551,479)	-1.39%	(66,228)	12.01%
INCOME BEFORE INCOME TAX	3,528,702	8.67%	3,197,992	8.08%	330,710	10.34%
INCOME TAX EXPENSE	822,688	2.02%	757,249	1.91%	65,439	8.64%
NET INCOME FOR THE PERIOD	2,706,013	6.65%	2,440,742	6.17%	265,271	10.87%
PATMI	1,537,641	3.78%	1,407,703	3.56%	129,938	9.23%
Non-controlling interests	1,168,373	2.87%	1,033,040	2.61%	135,333	13.10%
	2,706,013	6.65%	2,440,742	6.17%	265,271	10.87%
EARNINGS PER SHARE (EPS)	0.22125		0.20247			9.27%
EBITDA	5,148,230	12.66%	4,866,080	12.30%	282,150	5.80%

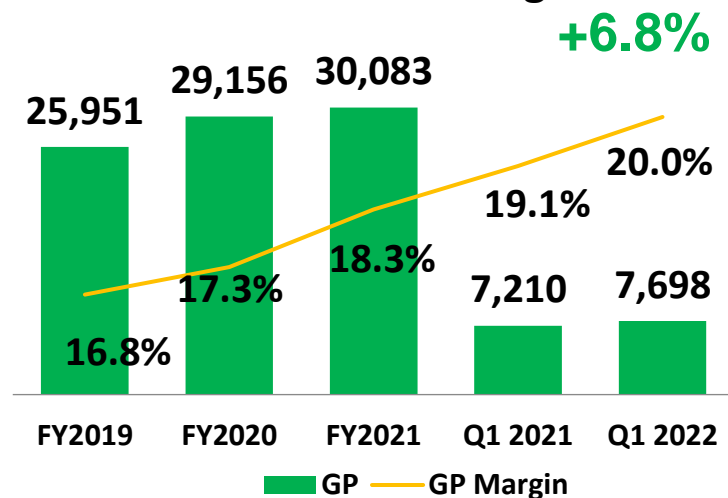
Grocery Retail: Q1 2022 Financial Highlights

(In PHP millions)

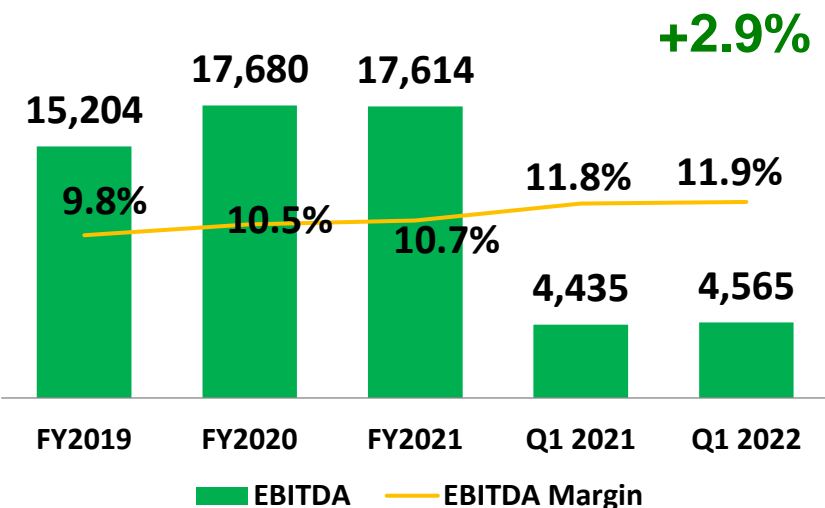
Revenues



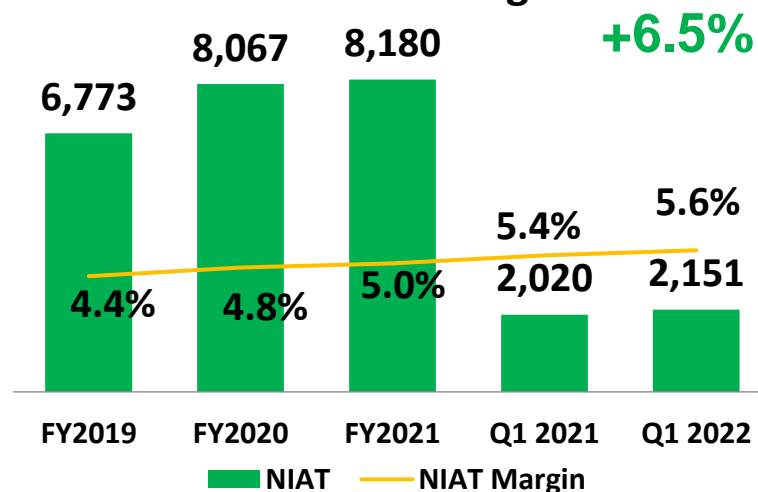
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Grocery Retailing: Operating Highlights

- Puregold opened **5 new stores** during Q1 2022, out of targeted 25 new stores, 1 Metro manila, 4 Luzon
- As of 1Q 2021, the Grocery Retailing segment is operating a total of 504 stores



	PUREGOLD	S&R	S&R QSR
Metro Manila	141	12	25
Luzon	239	6	15
Visayas	41	2	7
Mindanao	14	2	-
Total	435	22	47

1Q 2022 SSSG: -4.5% -1.3%

Liquor Distribution:



KEEPR has established market leadership in all leading categories of the imported spirits segment¹.

Non-Cognac Brandy	# 1							
Blended Scotch	# 1		# 2					
Malt Scotch	# 1		# 2					
US Whiskey	# 1		# 2					
Soju	# 1							
Cognac	# 2							
Vodka	# 1		# 2					
Gin	# 1							
Rum	# 2							
Agave	# 1							
Flavored Spirits	# 1		# 2					
Irish Whiskey	# 1							

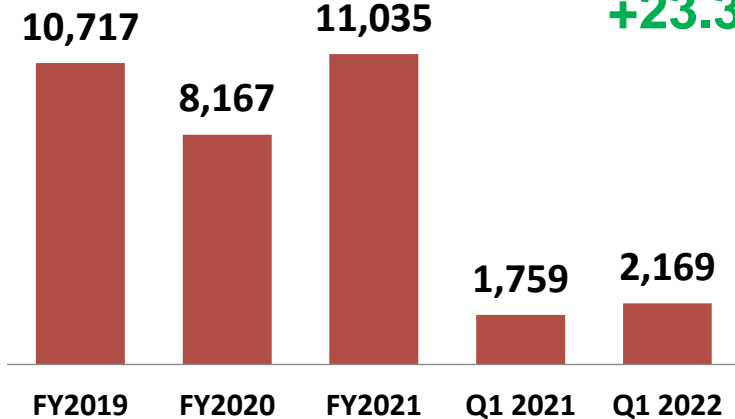
Note 1 – References to the ranking is within the imported spirits segment, according to IWSR.

Liquor Distribution: Q1 2022 Financial Highlights

(In PHP millions)

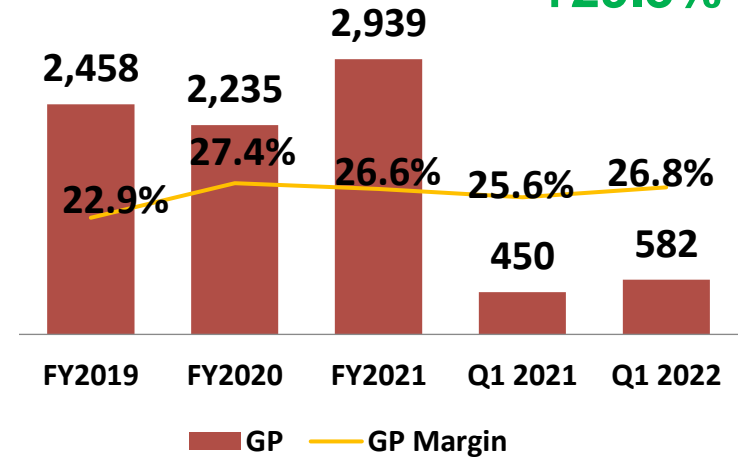
Revenues

+23.3%



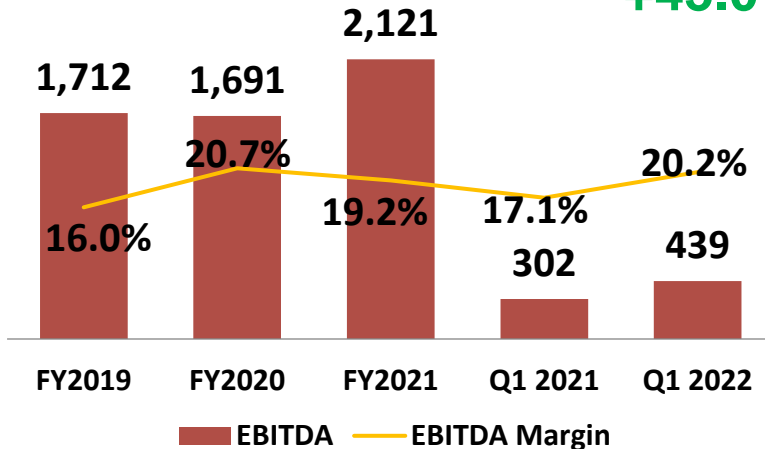
Gross Profit and Margin

+29.3%



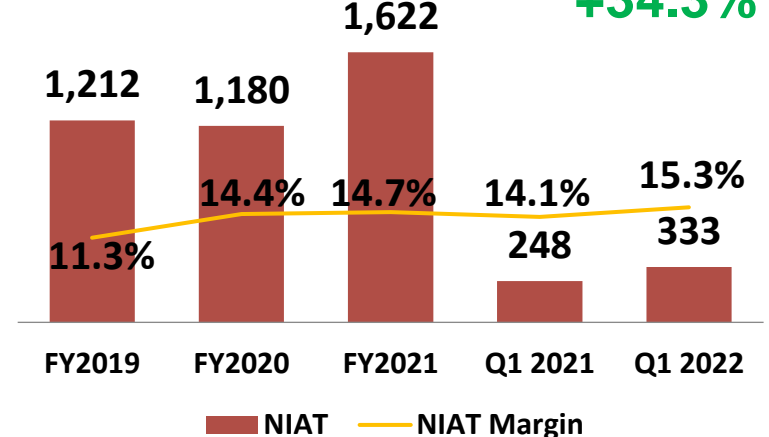
EBITDA and Margin

+45.0%



Net Profit and Margin

+34.3%



Liquor Distribution: Operating Highlights

- 17% growth in total volume of cases sold in 1Q 2022
- Successful follow-on offering listing on November 19, 2021 in the PSE
- Growth driven by the increase in the brandy, wines and specialty beverages.

(in thousand cases)

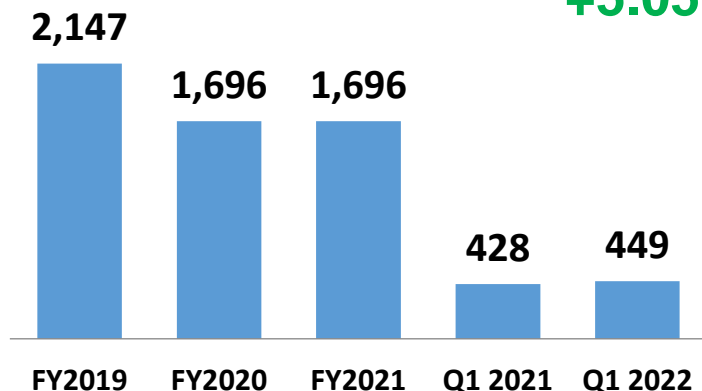
CATEGORY	1Q 2021	% Mix	1Q 2022	% Mix	% Growth
Brandy	480	68%	593	71%	24%
Other Spirits	149	21%	120	14%	-19%
Wines	34	5%	48	6%	41%
Specialty beverages	46	6%	70	8%	52%
Grand Total	709	100%	831	100%	17%

Real Estate Segment: Q1 2022 Financial Highlights

(In PHP millions)

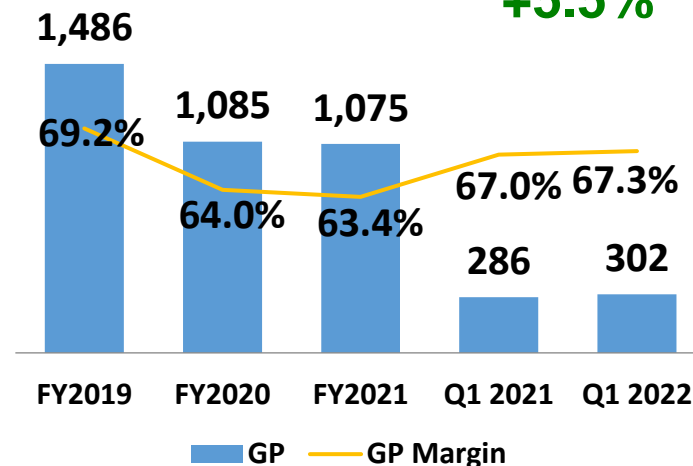
Revenues

+5.05



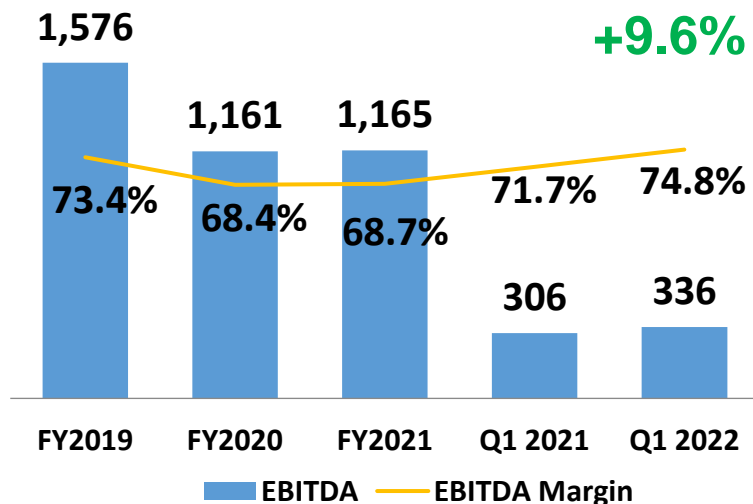
Gross Profit and Margin

+5.5%



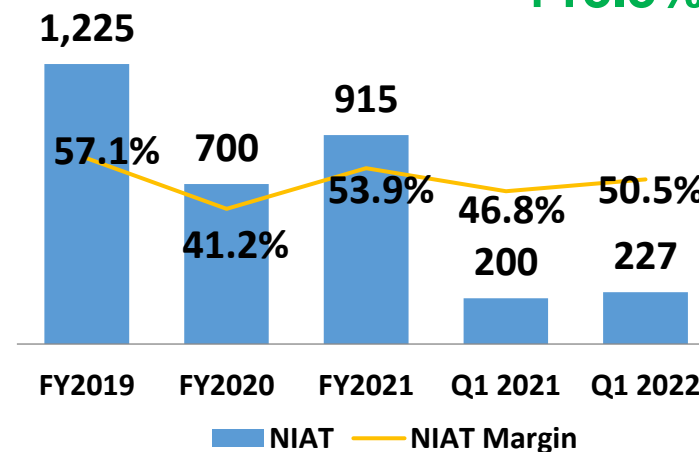
EBITDA and Margin

+9.6%



Net Profit and Margin

+13.3%



Real Estate Segment: Operating Highlights

- Acquisition of 5 new properties in 2021:
 - 716 sqm lot located in Tm Road, Sucat, Muntinlupa City
 - 38,425 sqm lot located in Brgy. Tarcan, Baliuag, Bulacan
 - 1,864 sqm lot located in Bagumbong, Caloocan
 - 3,464 sqm lot located in San Rafael, Rizal with existing Luver's Market
 - 2,052 sqm lot located in Punturin, Valenzuela City

Category	Q1 2022	FY2021	FY2020
Land under lease	11	11	11
Commercial Buildings	35	35	34
Under Development	2	2	1
Future Development	12	12	9
Total Properties	60	60	55

Category	Q1 2022	FY 2021	FY 2020
Land under lease	160,921	160,921	160,921
Commercial Buildings	278,003	278,003	277,056
Under Development	9,876	9,876	8,457
Future Development	146,547	146,547	104,909
Total sqm	595,347	595,347	551,342



PUREGOLD-ANTIPOLO (SUMULONG)

PROJECT COST: P119M
ACCOMPLISHMENT: 50.20%
TARGET COMPLETION:
AUGUST 15, 2022



PUREGOLD-BIÑAN

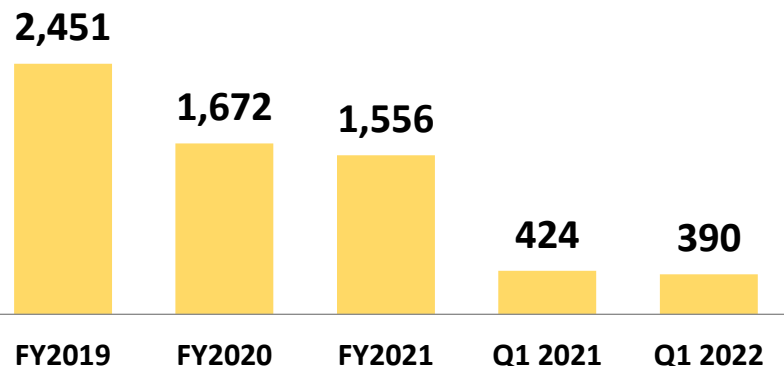
PROJECT COST: P142M
ACCOMPLISHMENT: 71.41%
TARGET COMPLETION:
Q3 2022

Office Warehouse: Q1 2022 Financial Highlights

(In PHP millions)

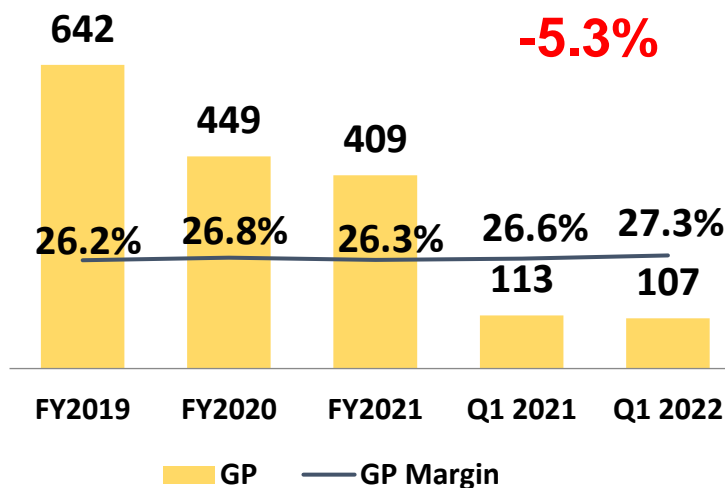
Revenues

-8.0%



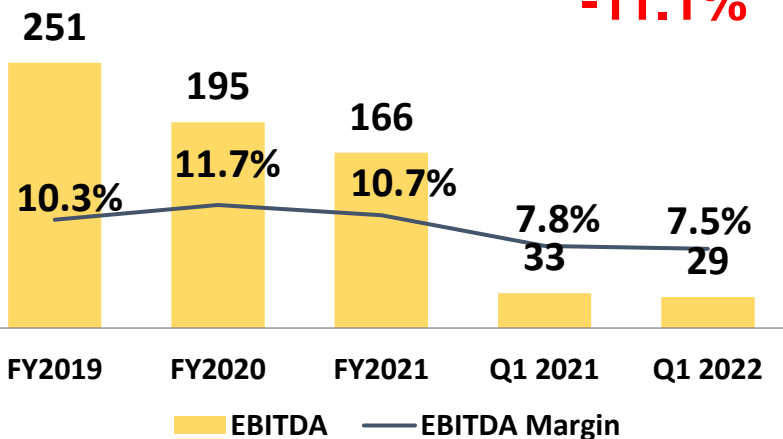
Gross Profit and Margin

-5.3%



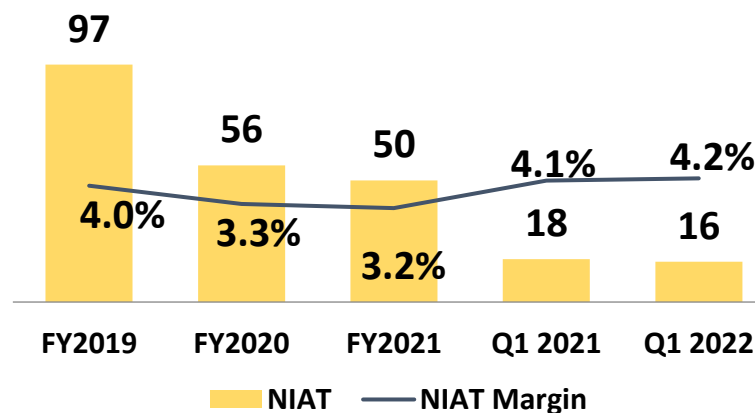
EBITDA and Margin

-11.1%



Net Profit and Margin

-6.5%



Office Warehouse: Operating Highlights

OFFICE WAREHOUSE, INC.

- SSSG of **-9.3%** in 1Q 2022 vs **-23.4%** in 1Q 2021 due to government lockdown and community quarantine starting March 16, 2020



	2020	2021	1Q 2022
No. Stores	89	87	85
Net selling area (in sqm)	15,546	15,267	14,973

Economic Contribution



Php 4.25B
Taxes paid to the Government



97%
of Cosco economic value generated distributed to key stakeholders



Php 10.7M
Invested to scholarship and community development



Php 3B
Employee wages and benefits



11,647
Total no. of direct employees >95% local hiring



0
Incidents of Corruption

Environment Performance

6 CLEAN WATER AND SANITATION 	7 AFFORDABLE AND CLEAN ENERGY 	12 RESPONSIBLE CONSUMPTION AND PRODUCTION 
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157
Wastewater treatment facilities compliant with Clean Water Act



2%
Clean energy used. Solar rooftop installation in **12** stores.



57%
Direct GHG Emissions Reduction



99.97%
Compliant to Environmental Laws & Regulations



100%
of Puregold and S&R stores were converted to LED lamps.



100M
Reduction of plastic bags used in Puregold and S&R stores. 63% Puregold stores use paper bags.

Social Responsibility



753 Scholars graduated
107 Passed licensure exam
381 Current no. of scholars



56% Female employees in the workforce



238 Employees from indigenous communities and vulnerable sector



4,325 Employees attended technical and behavioral skills training



612 Employees in Puregold and S&R promoted



0 legal actions or employee grievance on forced or child labor

- **CAPEX Budget of Php 6.1 billion in 2022**
 - Php 5.8 billion for Puregold Group
 - Php 261 million for Real Estate Group
 - Php 60 million for Office Warehouse
- To be funded by internally generated cash and short term untapped bank credit lines if necessary



cosco capital
i n c o r p o r a t e d

Thank you
