

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)
Aug 14, 2020
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
(632) 8522-8801 to 04
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	7,198,253,664

11. Indicate the item numbers reported herein
Other Matters

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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 1H 2020 Financial Results
Background/Description of the Disclosure
Company Presentation 1H 2020 Financial Results
Other Relevant Information
Please see attached Company Presentation 1H 2020 Financial Results

Filed on behalf by:

Name	Candy Dacanay-Datuon
Designation	Assistant Corporate Secretary / Compliance Officer

Cosco Capital, Inc.

1H 2020 Financial Results Investor Presentation



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Head Office Address

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

Company Overview

Lucio Co Family
76%

Public
24%



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

49%

100%

100%

100%

Grocery Retailing



Liquor Distribution



Specialty Retailing



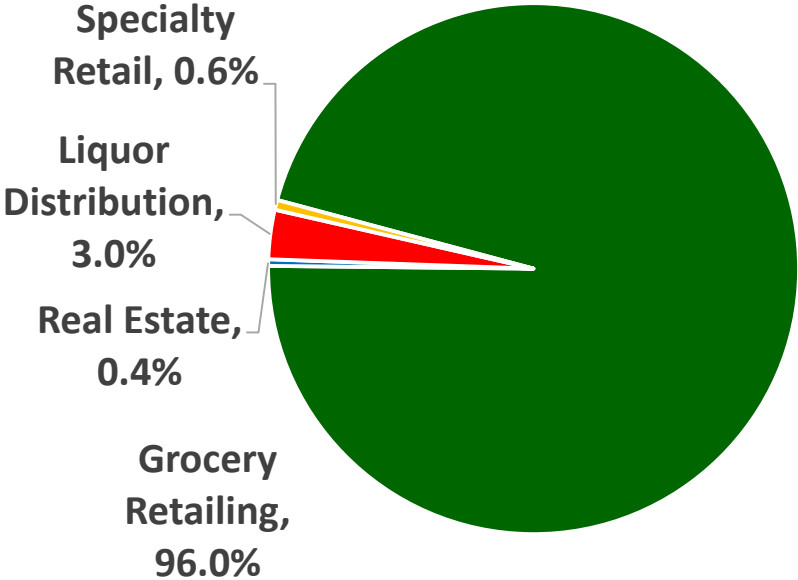
Commercial Real Estate

- *Ellimac Prime Holdings, Inc.,*
- *Fertuna Holdings Corp.,*
- *Patagonia Holdings Corp.,*
- *Nation Realty, Inc.*
- *NE Pacific Shopping Centers Corporation*
- *Pure Petroleum Corp.,*

Revenue & Net Income Contribution 1H 2020

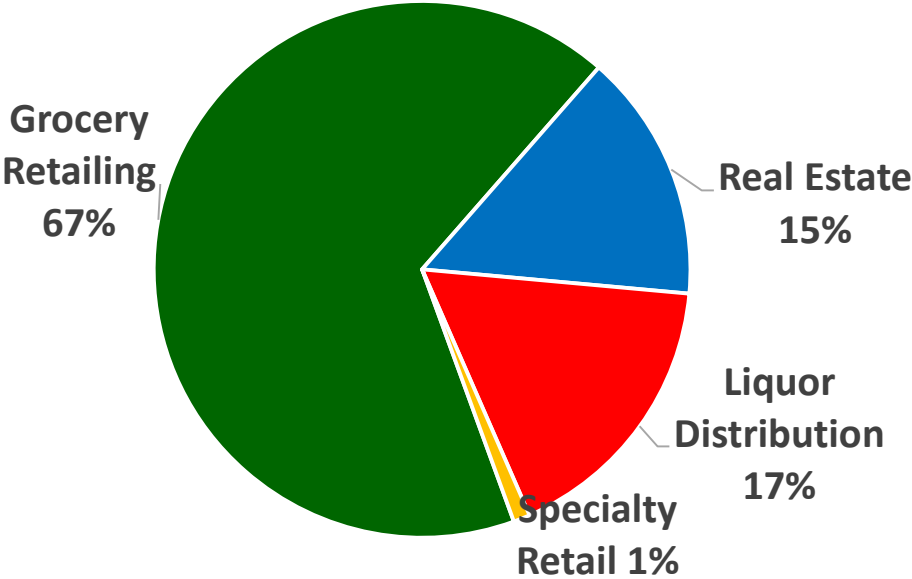


Revenues



PHP 85.7billion

CORE PATMI



*PHP 2.49billion

*Net Income excludes one-time gain on sale of Liquigaz

1H2020 CONSOLIDATED FINANCIAL PERFORMANCE

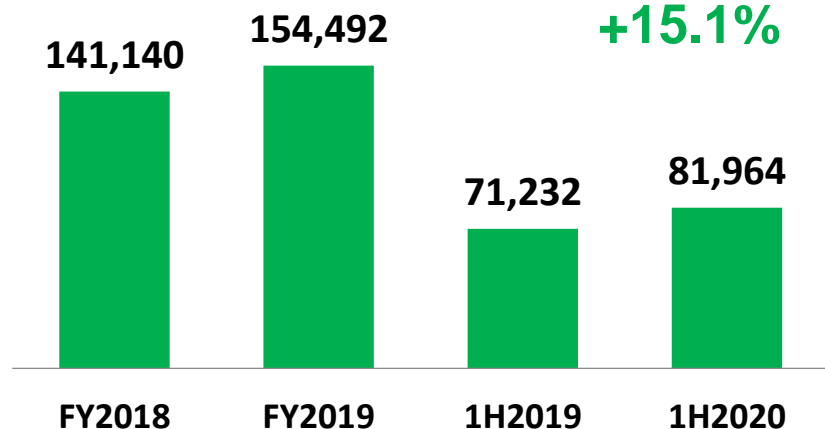
<i>(In Thousands)</i>	1H2020	%	1H2019	%	INCREASE (DECREASE)	%
REVENUES	85,704,525	100.00%	76,609,527	100.00%	9,094,998	11.87%
COST OF SALES/SERVICES	71,086,711	82.94%	63,025,398	82.27%	8,061,313	12.79%
GROSS PROFIT	14,617,814	17.06%	13,584,129	17.73%	1,033,685	7.61%
OTHER OPERATING INCOME	1,616,476	1.89%	1,499,831	1.96%	116,645	7.78%
GROSS OPERATING INCOME	16,234,291	18.94%	15,083,961	19.69%	1,150,330	7.63%
OPERATING EXPENSES	9,662,596	11.27%	9,112,229	11.89%	550,367	6.04%
INCOME FROM OPERATIONS	6,571,695	7.67%	5,971,732	7.80%	599,963	10.05%
OTHER INCOME (CHARGES) - net	(697,964)	-0.81%	5,702,570	7.44%	(6,400,534)	112.24%
INCOME BEFORE INCOME TAX	5,873,731	6.85%	11,674,302	15.24%	(5,800,571)	-49.69%
INCOME TAX EXPENSE	1,641,589	1.92%	1,460,924	1.91%	180,666	12.37%
NET INCOME FOR THE PERIOD	4,232,142	4.94%	10,213,379	13.33%	(5,981,237)	-58.56%
CORE NET INCOME	4,232,142	5.38%	4,072,162	5.32%	159,980	3.93%
CORE NET PATMI	2,487,785	3.28%	2,616,195	3.41%	(128,410)	-4.91%
PATMI	2,487,785	2.90%	8,143,293	10.63%	(5,655,505)	-69.45%
Non-controlling interests	1,744,357	2.04%	2,070,089	2.70%	(325,732)	-15.74%
	4,232,142	4.94%	10,213,379	13.33%	(5,981,237)	-58.56%
EARNINGS PER SHARE (EPS)	0.35729		1.16099			-69.23%
CORE EPS	0.35729		0.37299			-4.21%
EBITDA	8,592,305	10.03%	7,889,314	10.30%	702,991	8.91%

Grocery Retailing: 1H2020 Financial Highlights

(In PHP millions)

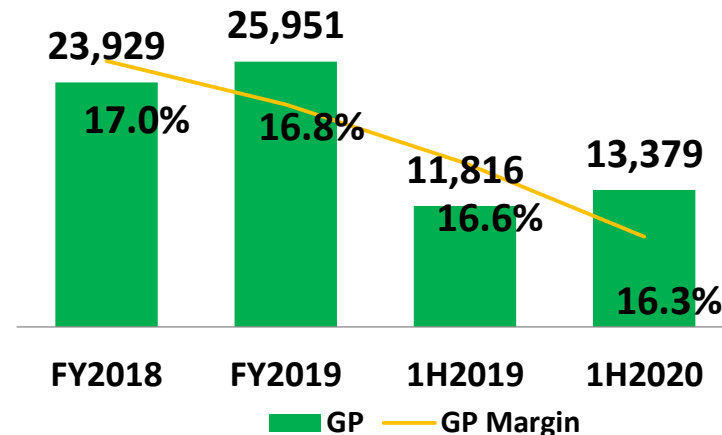
Revenues

+15.1%



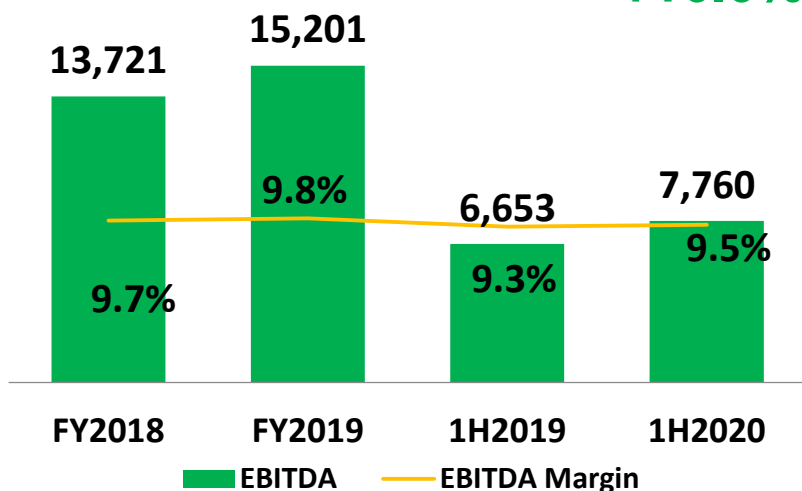
Gross Profit and Margin

+13.2%



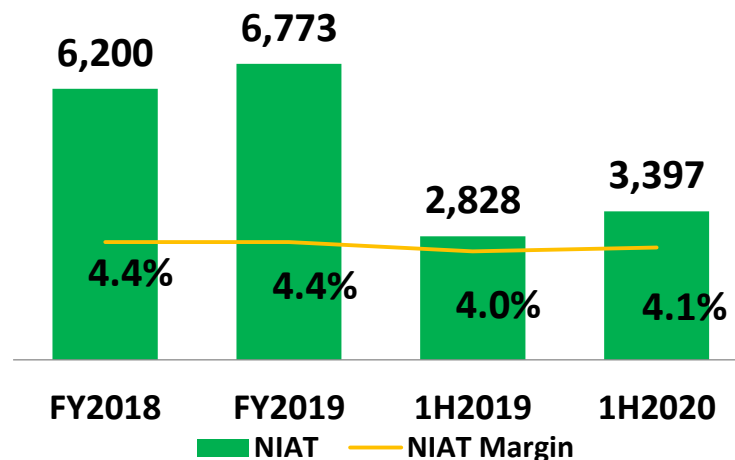
EBITDA and Margin

+16.6%



Net Profit and Margin

+20.1%



Grocery Retailing: Operational Highlights



- Puregold opened **7 new stores** in 1H 2020; closed 2 PGOLD stores
- S&R opened **2 new S&R warehouse; 1 QSR**
- As of 1Q 2020, the Grocery Retailing segment is operating a **total of 444 stores**
- SSSG PGOLD only is at 9.2% while S&R is at 12%



	PUREGOLD	S&R	S&R QSR
Metro Manila	133	10	24
Luzon	209	6	11
Visayas	32	2	4
Mindanao	11	2	0
Total	385	20	39

Liquor Distribution: Products



Brandy

Alfonso
Alfonso Light
Excelente

Tequila

Patron

Whiskey

Johnnie Walker
Jack Daniels

Various Wines



Brandy

Fundador
Fundador Light

Whiskey

Jim Beam
Glenfiddich



Tequila

Jose Cuervo

Whiskey

Bushmills
Chivas Regal

Cognac

Martel

Vodka

Absolut

Liqueurs

Jagermeister

Specialty Beverages

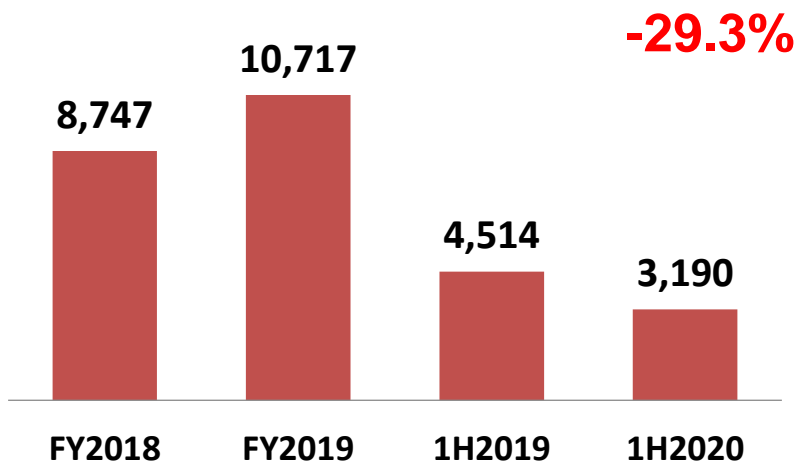
Red Bull

Various Wines

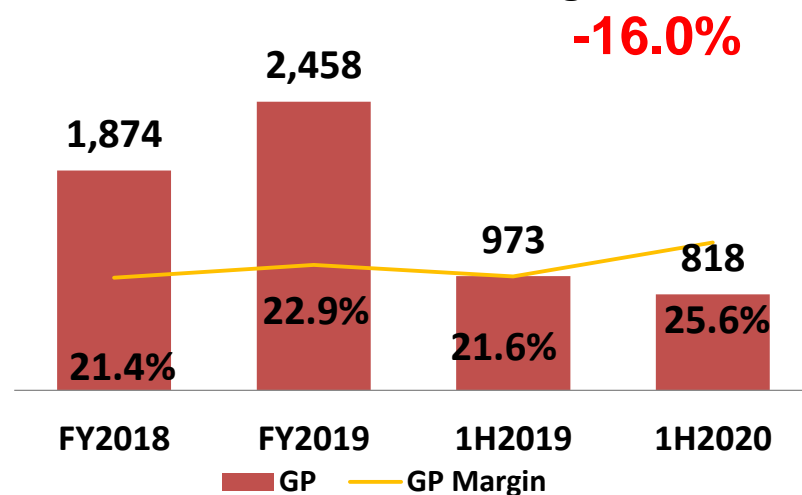
Liquor Distribution: 1H2020 Financial Highlights

(In PHP millions)

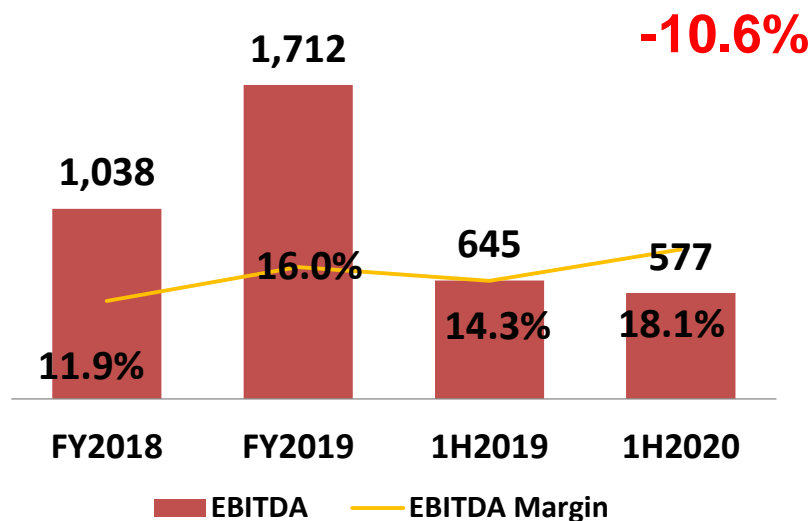
Revenues



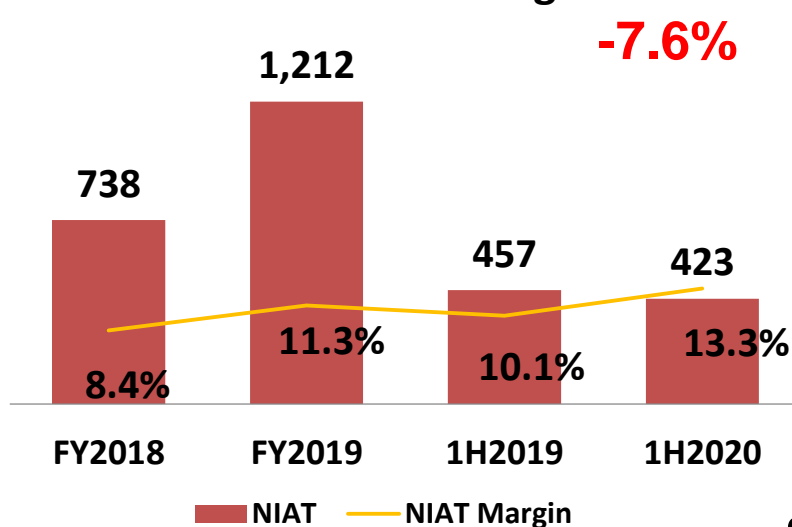
Gross Profit and Margin



EBITDA and Margin



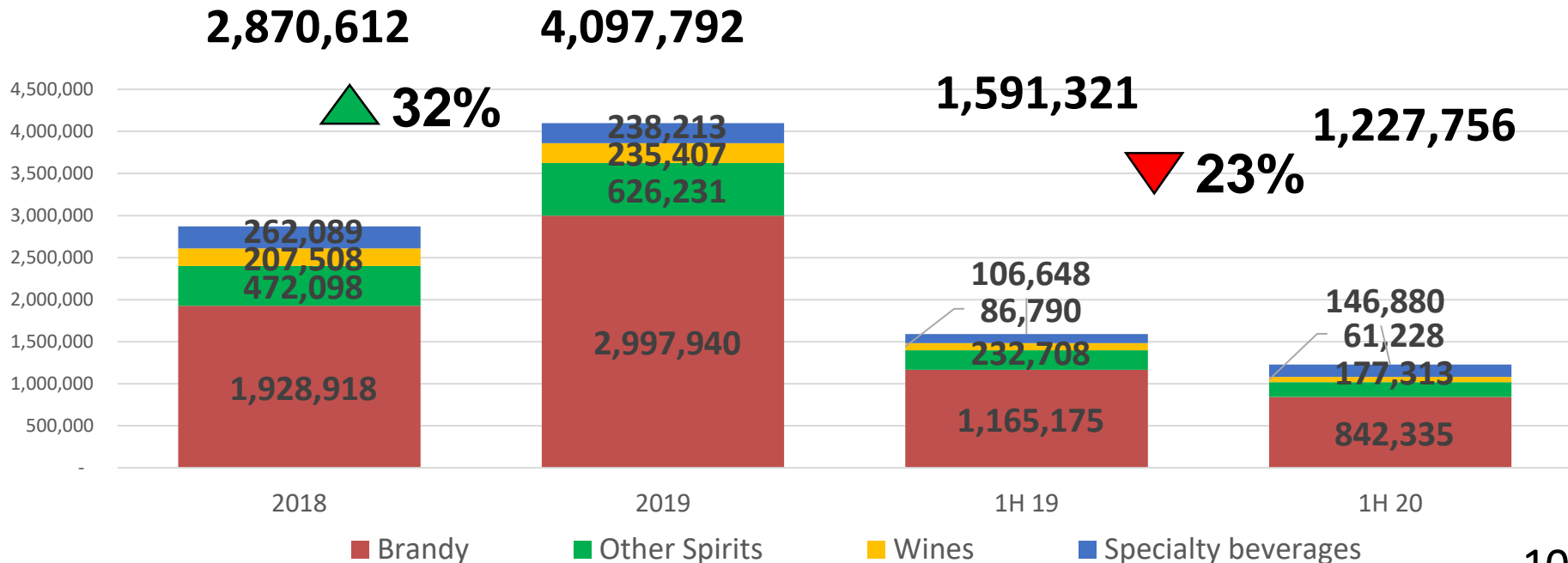
Net Profit and Margin



Liquor Distribution: Total Volume Sales

- 23% decline in total volume of cases sold in 1H 2020
- Decline driven by the government imposed Liquor Ban during COVID-19 Quarantine

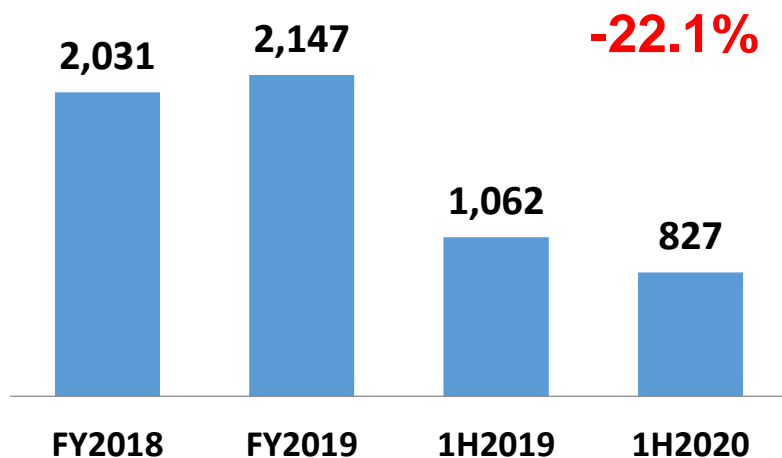
CATEGORY	2018	2019	1H 19	Mix %	1H 20	Mix %	Inc/Dec	Growth
Brandy	1,928,918	2,997,940	1,165,175	73%	842,335	69%	(322,840)	-28%
Other Spirits	472,098	626,231	232,708	15%	177,313	14%	(55,395)	-24%
Wines	207,508	235,407	86,790	5%	61,228	5%	(25,562)	-29%
Specialty beverages	262,089	238,213	106,648	7%	146,880	12%	40,232	38%
Grand Total	2,870,612	4,097,791	1,591,321	100%	1,227,756	100%	(363,565)	-23%



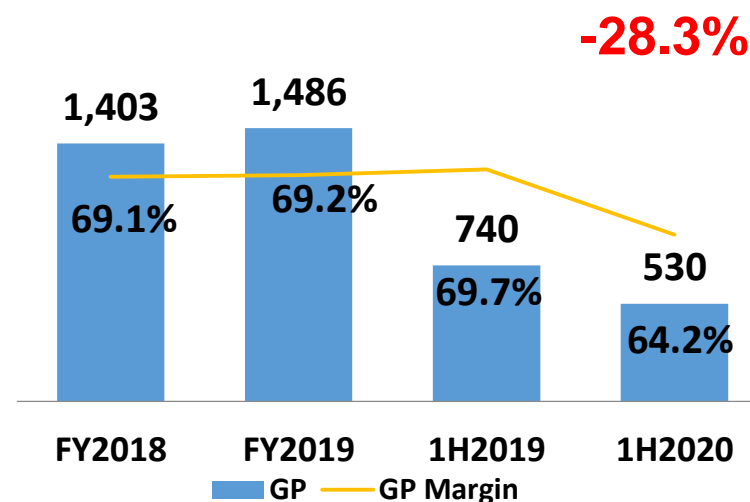
Real Estate: 1H2020 Financial Highlights

(In PHP millions)

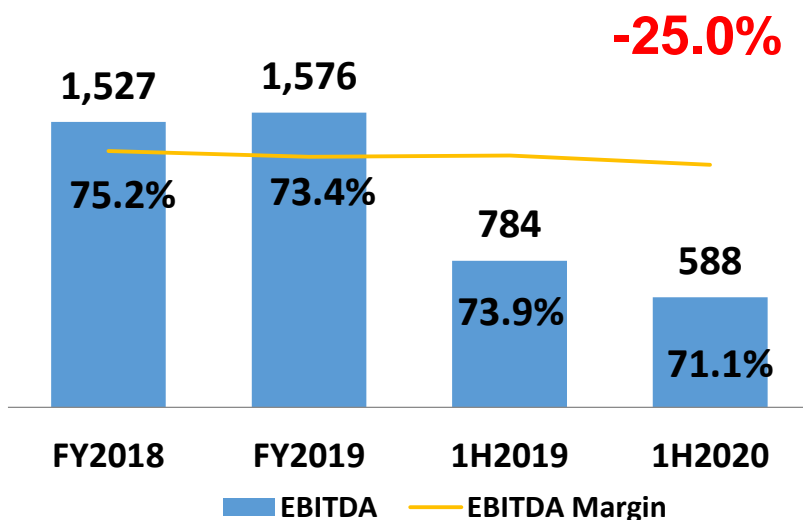
Revenues



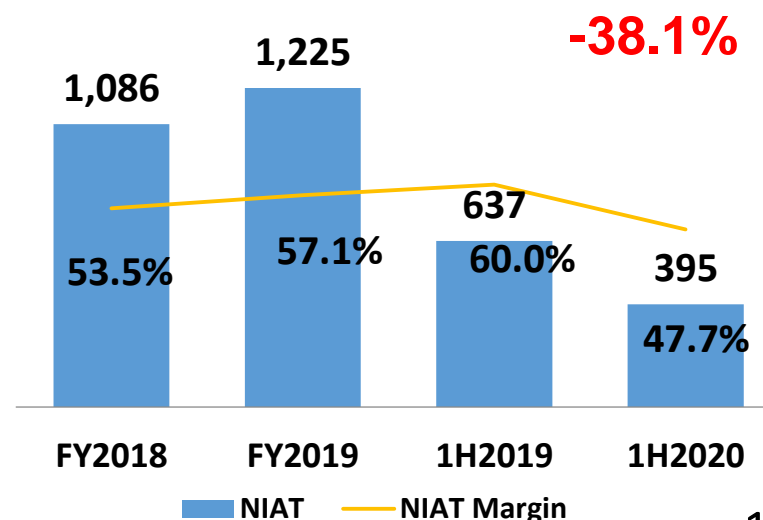
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Real Estate Group: Operational Highlights

- Total of 55 commercial properties with 96% average occupancy rate
- Pure Petroleum operating at 100% capacity in 1H 2020 and 1H 2019 (9 storage tanks with 88.5M liters capacity)

Category	1H2020	FY2019	1H2020 GLA/sqm	FY2019 GLA/sqm
Land under lease	11	11	160,921	160,921
Commercial Buildings	34	34	277,052	277,052
Under Development	1	1	8,457	8,457
Future Development	9	9	104,909	104,909
Total	55	55	551,338	551,338

Real Estate Group: Operational Highlights

COMMERCIAL REAL ESTATE

Rental Yields

	1H2020	1H2019	FY2019	Computation
Gross Rental Yield	4.8%	5.8%	11.0%	Rental income over book value of investment property
Net Rental Yield	2.9%	4.2%	8.0%	EBIT over book value of investment property

Appraisal of Properties

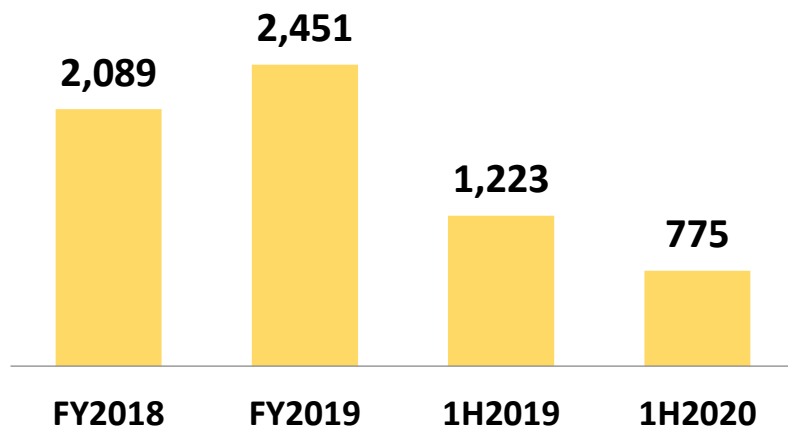
	Appraised value	Book value FY2019	Appraisal increment
Land	33,108,292,490	9,445,921,136	23,662,371,354
Building and machineries	8,336,452,217	7,544,147,592	792,304,625
TOTAL	41,444,744,707	16,990,068,728	24,454,675,979

Office Warehouse: 1H2020 Financial Highlights

(In PHP millions)

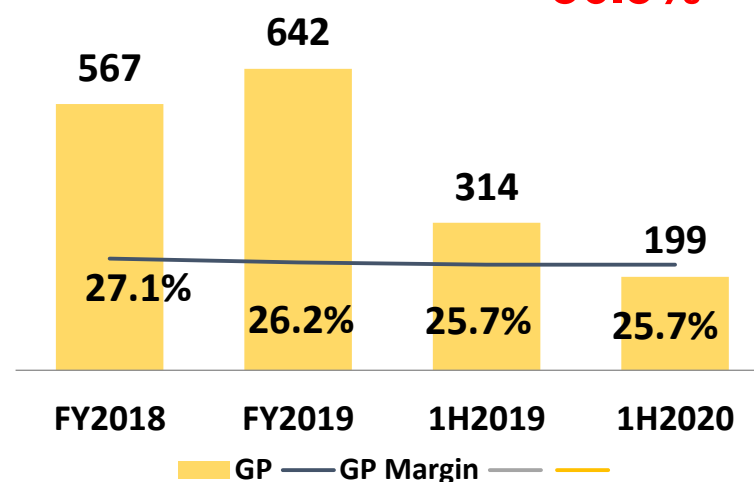
Revenues

-36.6%



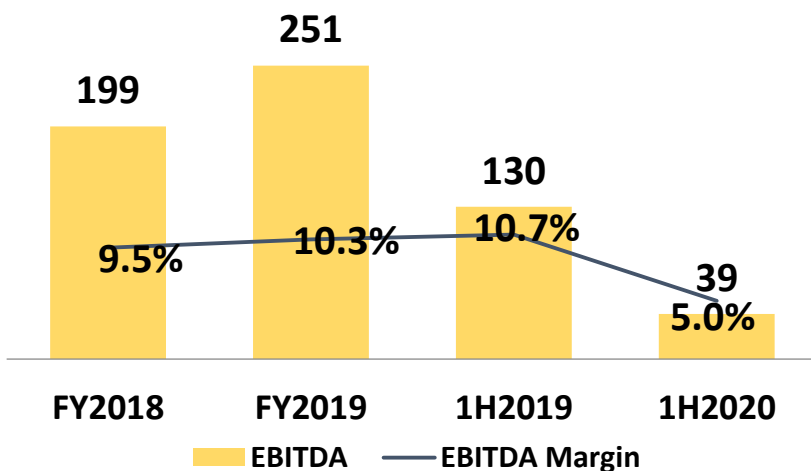
Gross Profit and Margin

-36.5%



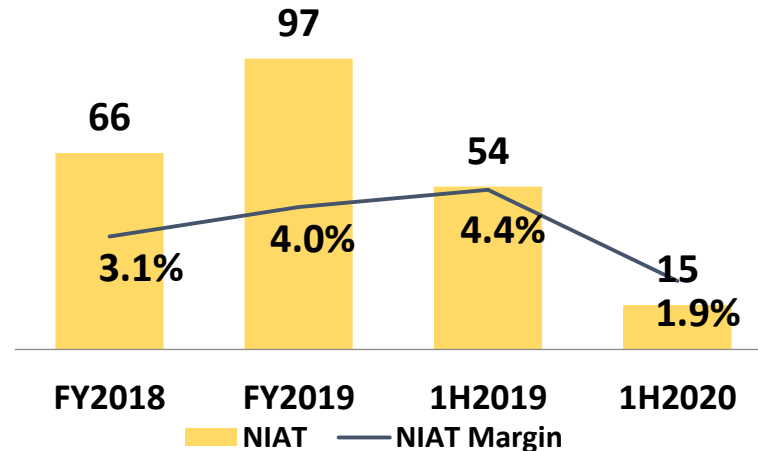
EBITDA and Margin

-70.3%



Net Profit and Margin

-72.8%



Office Warehouse: Operational Highlights

OFFICE WAREHOUSE, INC.

- closed down 1 store in 1H 2020
- SSSG of **-37.7%** in 1H 2020 vs +15.3% in 1H 2019 due to government lockdown and community quarantine starting March 16, 2020



	2016	2017	2018	2019	1H 20
No. Stores	71	82	88	89	88
Net selling area (in sqm)	14,014	15,945	16,738	15,589	15,489

- **CAPEX Budget of Php 3.6 billion in 2020**

- Php 3.4 billion for Puregold Group
- Php 150 million for Real Estate Group
- Php 50 million for Office Warehouse

- To be funded by internally generated cash and short term untapped bank credit lines if necessary



Thank you.

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