

## 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)  
Apr 15, 2019
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	7,256,251,264

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**

Presentation Materials for the Investors' Briefing Teleconference of Cosco Capital, Inc. for its 2018 Financial Results.

**Background/Description of the Disclosure**

Presentation Materials for the Investors' Briefing Teleconference of Cosco Capital, Inc. for its 2018 Financial Results.

**Other Relevant Information**

Please see attached Cosco Capital, Inc.'s FY2018 Financial Results Investor Presentation.

**Filed on behalf by:**

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

# Cosco Capital, Inc.

## FY 2018 Financial Results Investor Presentation



# Disclaimer

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## **Head Office Address**

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

# Company Overview

Lucio Co Family  
73%

Public  
27%



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

51%

100%

100%

**Grocery Retailing**



The world class shopping experience

**Liquor Distribution**



**Specialty Retailing**

90%



100%



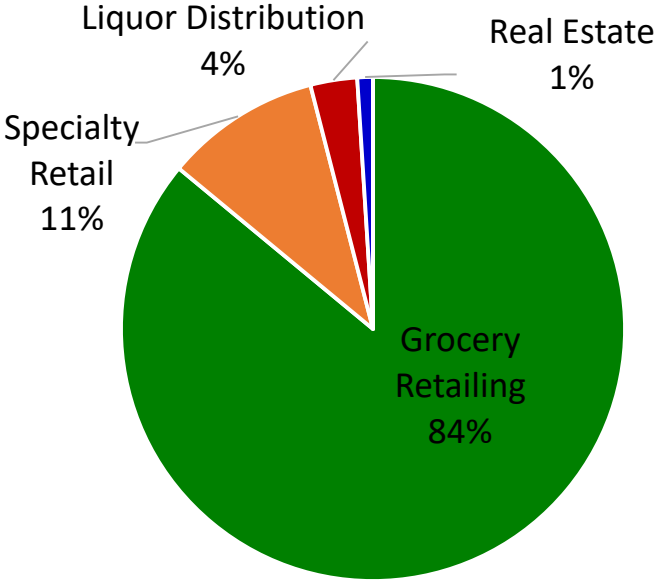
**Commercial Real Estate**

- *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 FY 2018

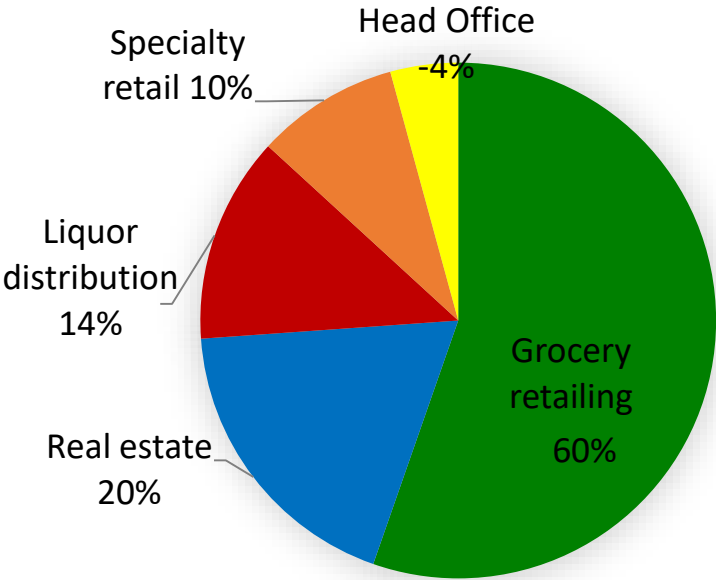


## Revenues



**PHP 168.4 billion**

## PATMI



**\*PHP 5.55 billion**

\*Net Income includes one-time gain on sale of Lawson amounting to Php 362.8 million

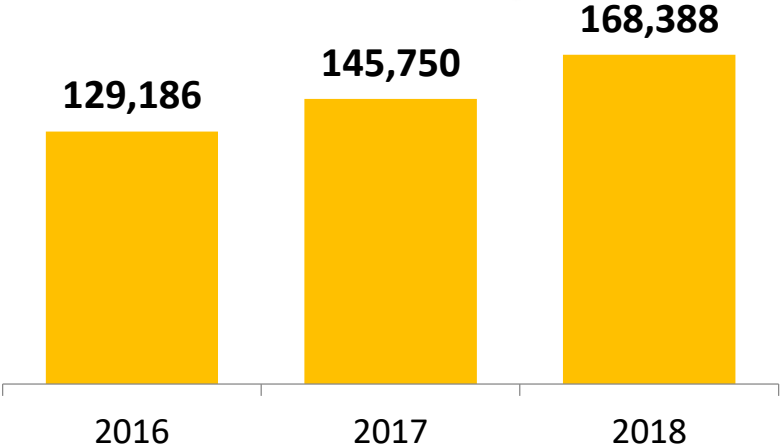
# FY 2018 Consolidated Financial Highlights



(In PHP millions)

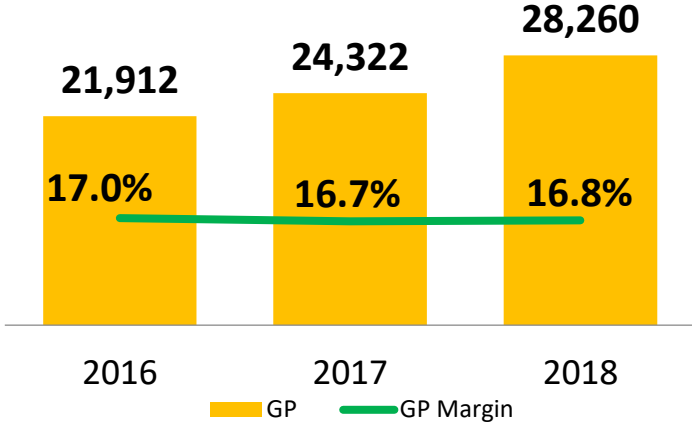
## Revenues

**+15.5%**



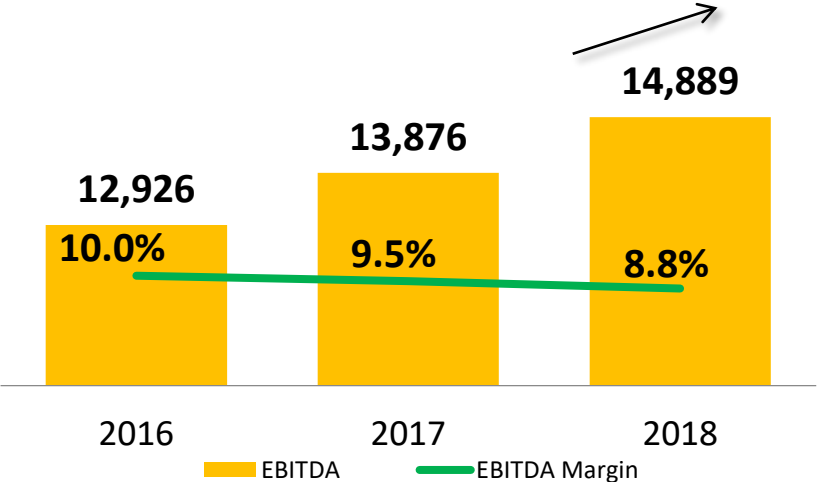
## Gross Profit

**+16.2%**



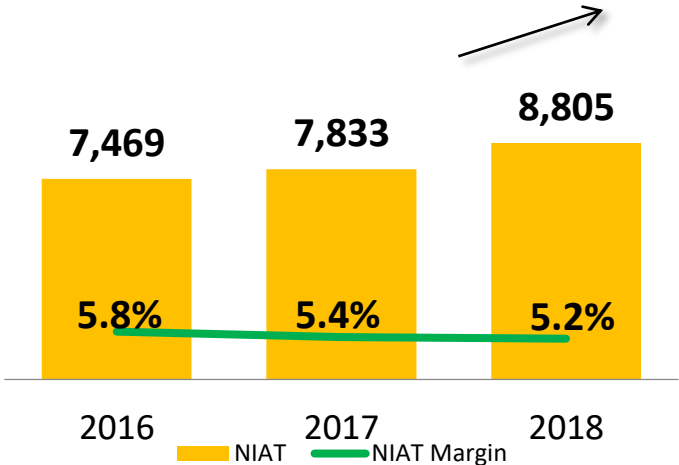
## EBITDA

**+7.3%**



## Net Income

**+12.4%**

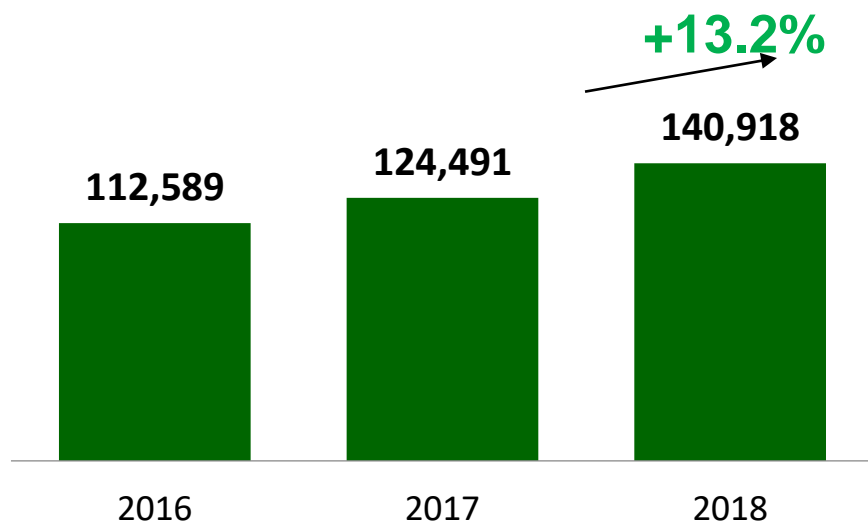


# Grocery Retailing: FY 2018 Financial Highlights

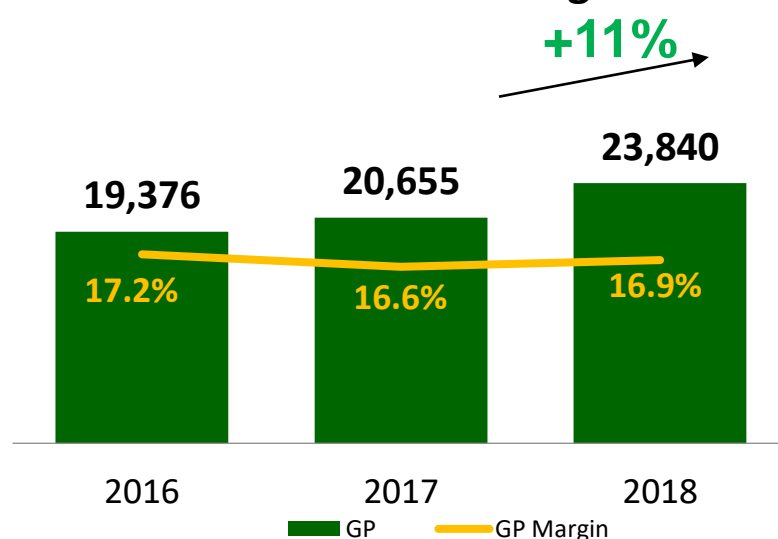


(In PHP millions)

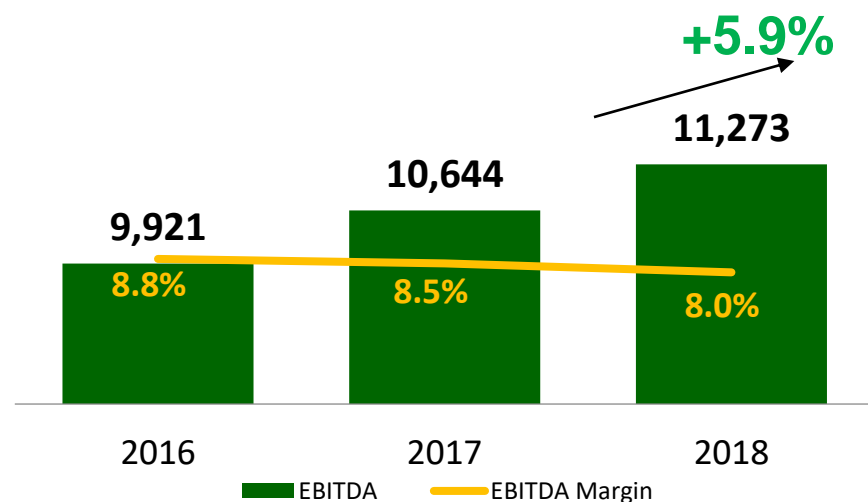
## Revenues



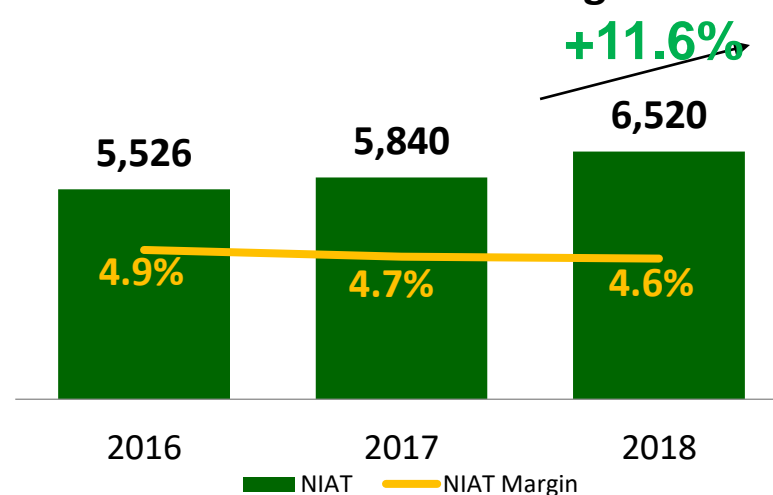
## Gross Profit and Margin



## EBITDA and Margin



## Net Profit and Margin



\*Net Income includes one-time gain on sale of Lawson amounting to Php 362.8 million



# Grocery Retailing: Operational Highlights



- Puregold opened **30 new stores** in FY 2018 and closed down 2 stores during 3<sup>rd</sup> Quarter.
- S&R opened **2 new S&R warehouse** and **7 new S&R QSR**
- As of FY 2018, the Grocery Retailing segment is operating a **total of 409 stores**
- SSSG PGOLD only is at 5.8% while S&R is at 8.4%
- Merger and conversion of NE Bodega and Budgetlane supermarket stores effective **January 1, 2018**



	<b>PUREGOLD</b>	<b>S&amp;R</b>	<b>S&amp;R QSR</b>
Metro Manila	125	7	25
Luzon	194	5	9
Visayas	25	2	4
Mindanao	10	2	1
<b>Total</b>	<b>354</b>	<b>16</b>	<b>39</b>

# 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

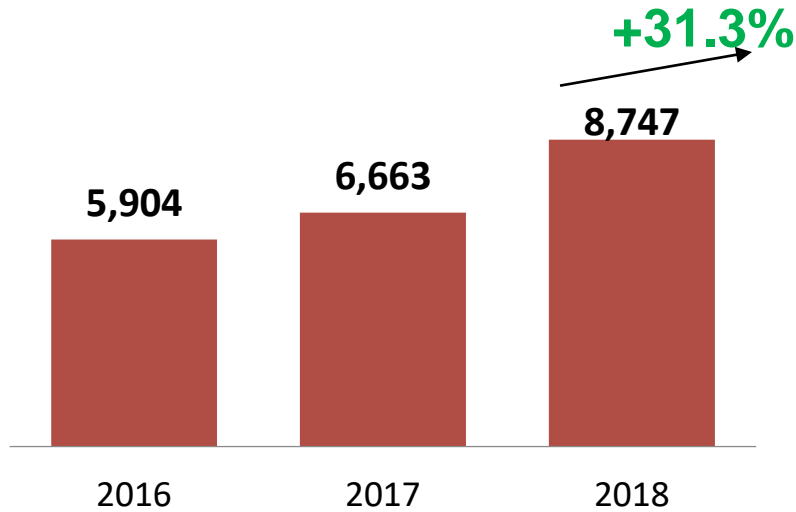
Red Bull

Various Wines

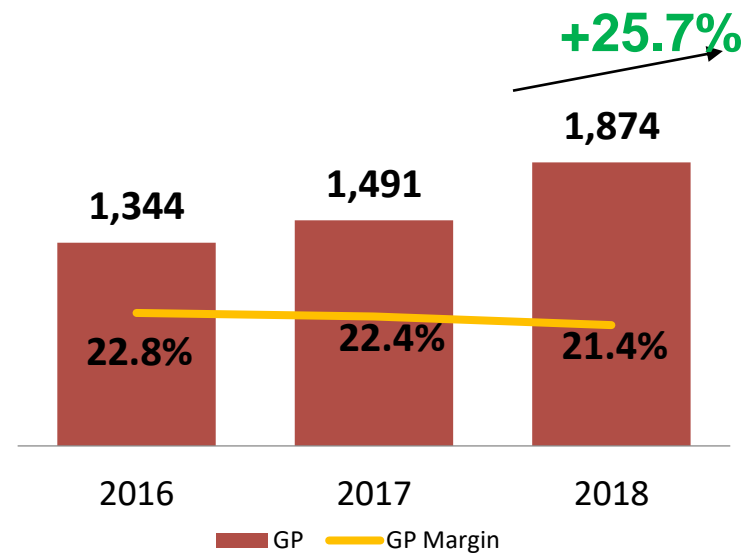
# Liquor Distribution: FY 2018 Financial Highlights

(In PHP millions)

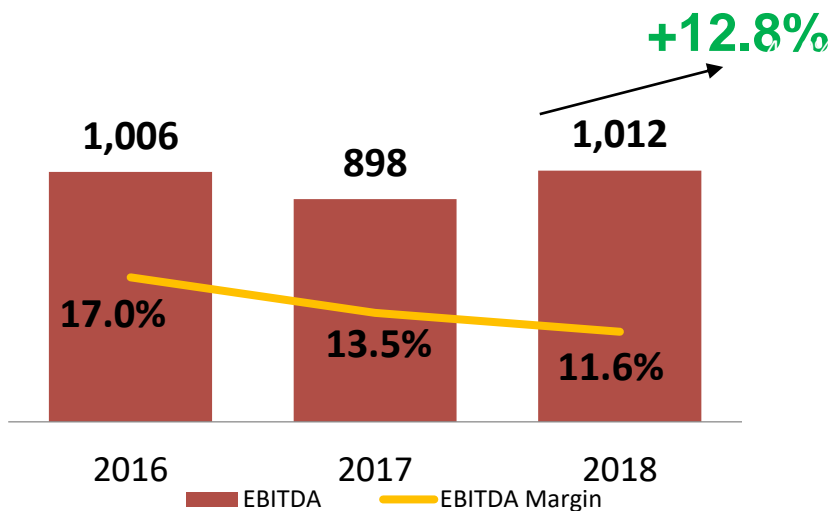
## Revenues



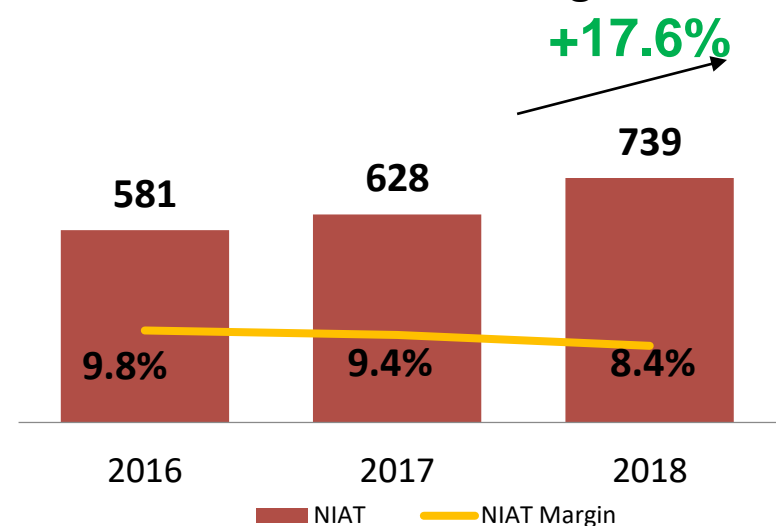
## Gross Profit and Margin



## EBITDA and Margin



## Net Profit and Margin

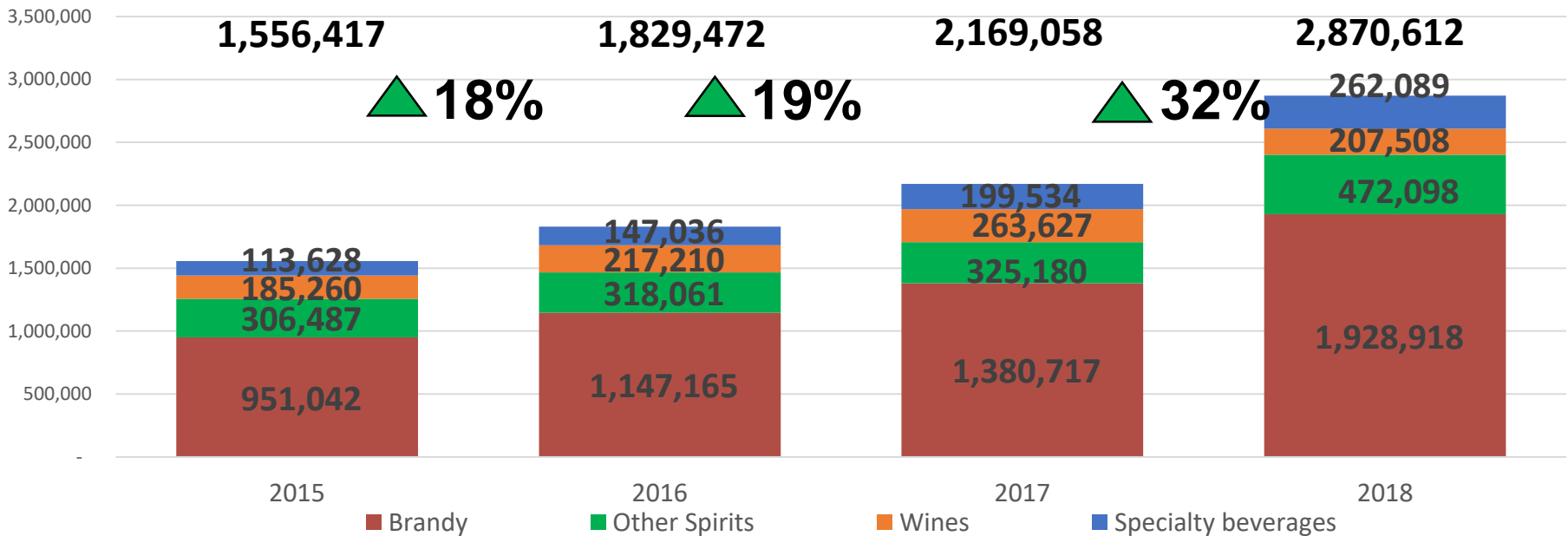


# Liquor Distribution: Total Volume Sales

- 32% growth in total volume of cases sold in FY 2018
- Growth driven by the increase in Alfonso Light and Alfonso .

CATEGORY	2017	Mix %	2018	Mix %	Inc/Dec	Growth
Brandy	1,380,717	64%	1,928,918	67%	548,201	40%
Other Spirits	325,180	15%	472,098	17%	146,918	45%
Wines	263,627	12%	207,508	7%	(56,119)	-21%
Specialty beverages	199,534	9%	262,089	9%	62,555	31%
	<b>2,169,058</b>	<b>100%</b>	<b>2,870,612</b>	<b>100%</b>	<b>701,554</b>	<b>32%</b>

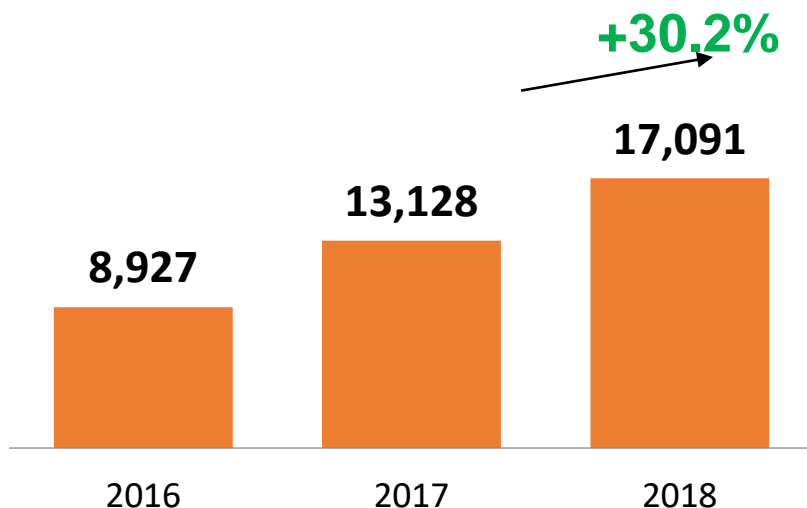
Category Volume Sold (in cases)



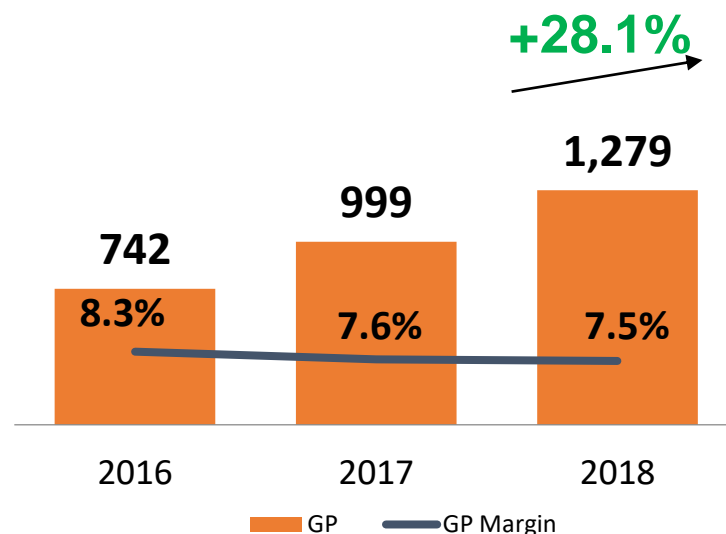
# Liquigaz: FY 2018 Financial Highlights

(In PHP millions)

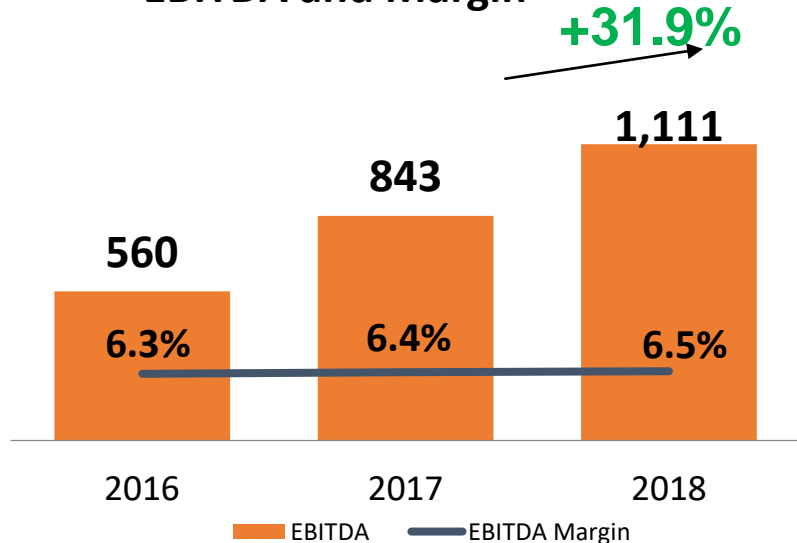
## Revenues



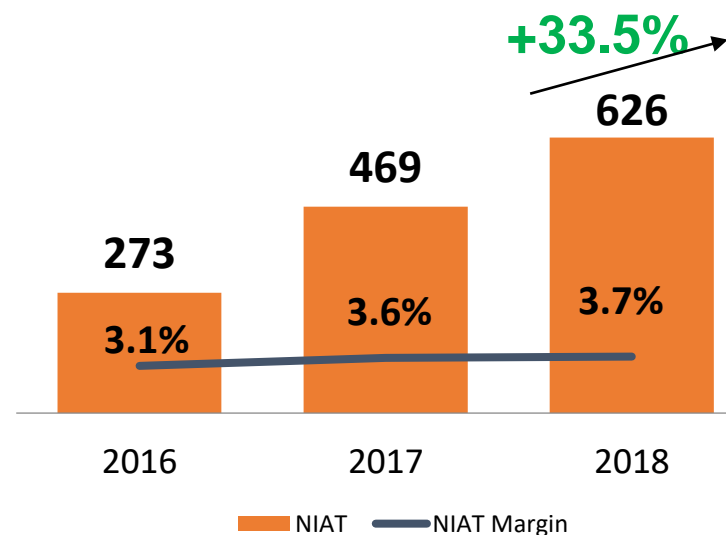
## Gross Profit and Margin



## EBITDA and Margin



## Net Profit and Margin



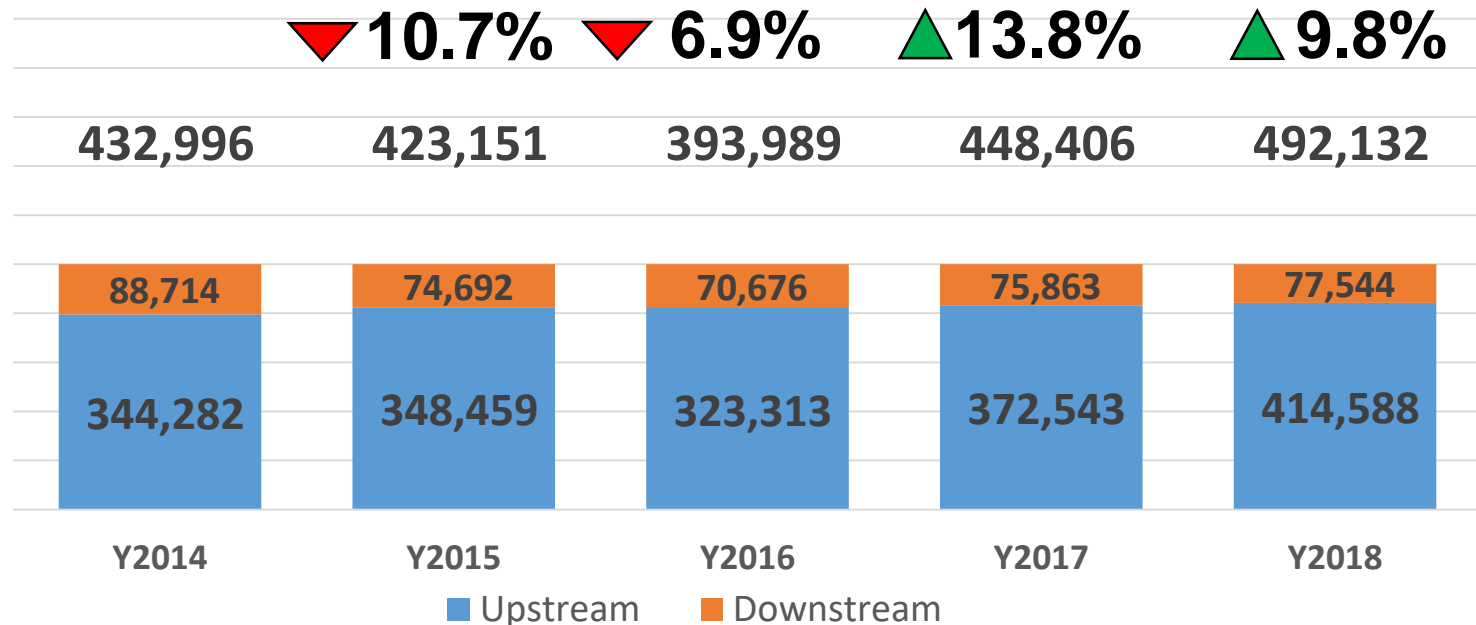
# Liquigaz: Operational Highlights

## LIQUIGAZ PHILIPPINES CORPORATION



- 9.8% increase in total sales volume due to higher sales from wholesale and major clients in FY 2018
- New terminal facility in Sairaya, Quezon to start full commercial operations in 2H 2018
- PCC approved sale of Liquigaz on January 17, 2019

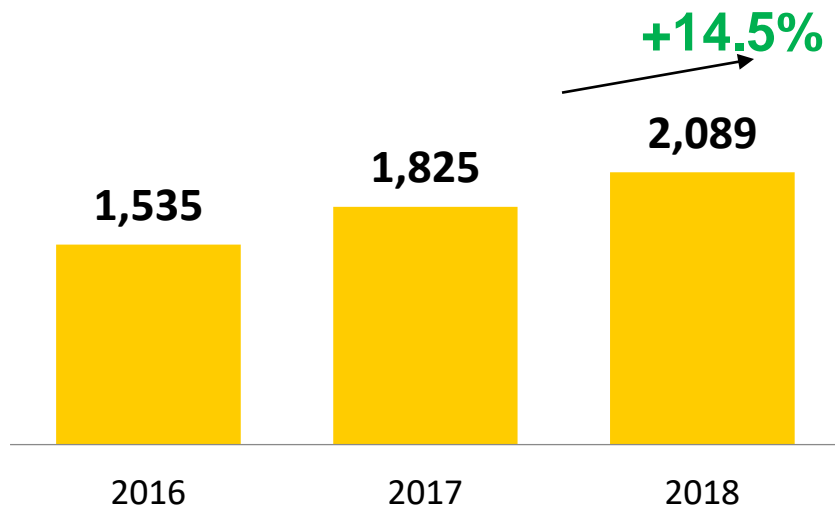
### Total Volume (mT)



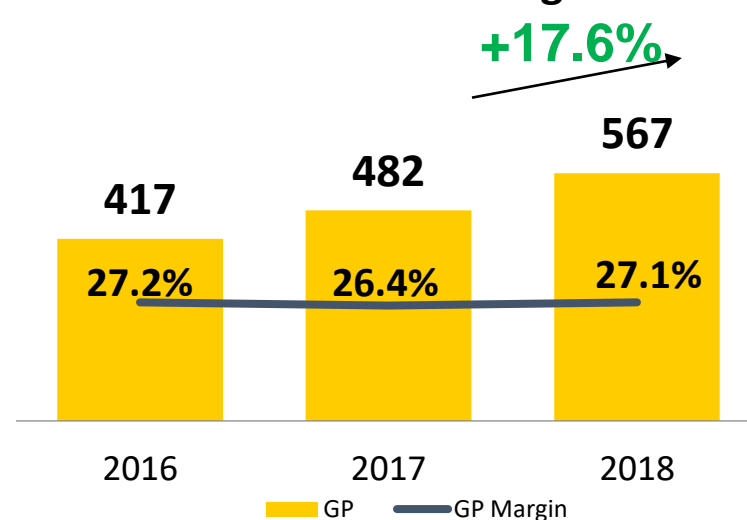
# Office Warehouse: FY 2018 Financial Highlights

(In PHP millions)

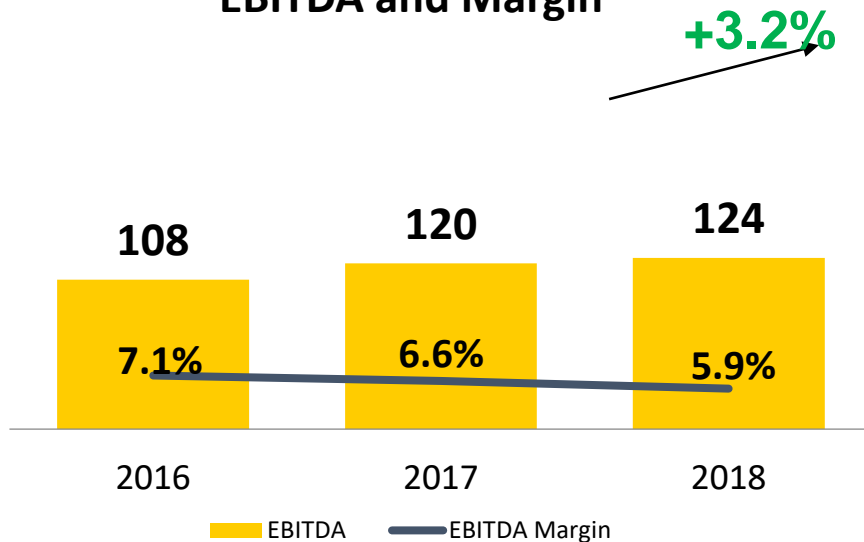
## Revenues



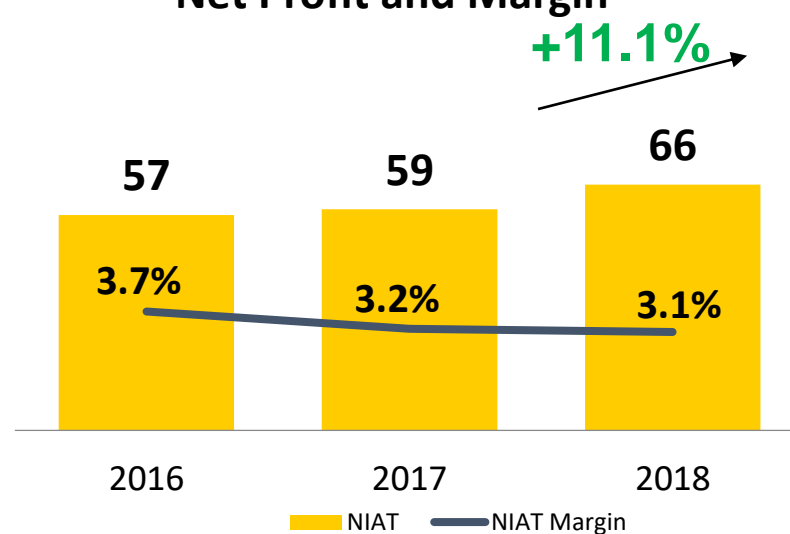
## Gross Profit and Margin



## EBITDA and Margin



## Net Profit and Margin



# Office Warehouse: Operational Highlights

## OFFICE WAREHOUSE, INC.

- Strong growth driven by store expansion and enhanced product offerings
- Office Warehouse opened 8 new store during FY 2018 and 1 store closed



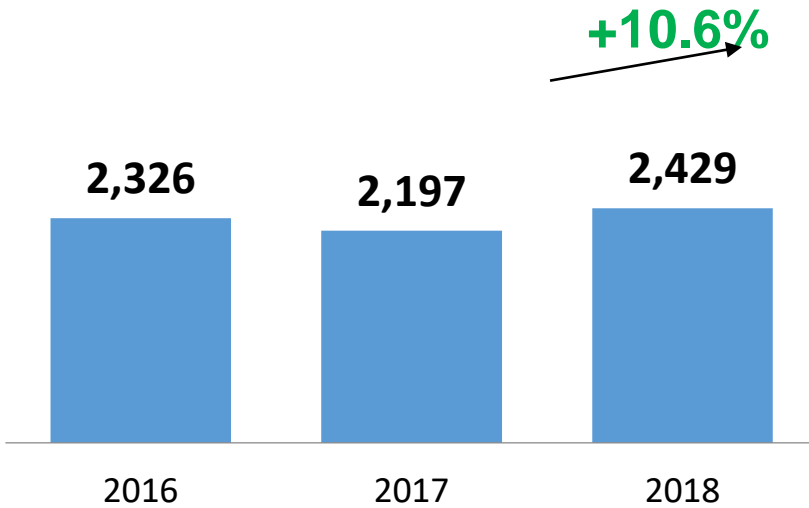
	2015	2016	2017	2018
<b>No. Stores</b>	59	71	82	88
<b>Net selling area</b>	11,036 sqm	14,014 sqm	15,945 sqm	16,738 sqm



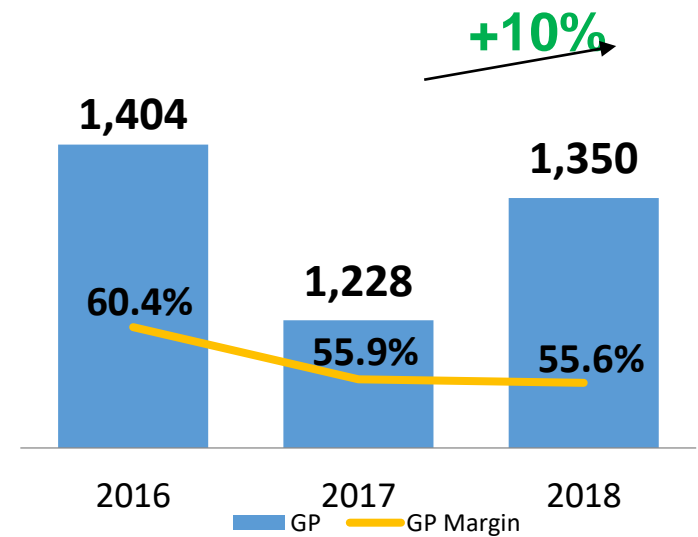
# Real Estate: FY 2018 Financial Highlights

(In PHP millions)

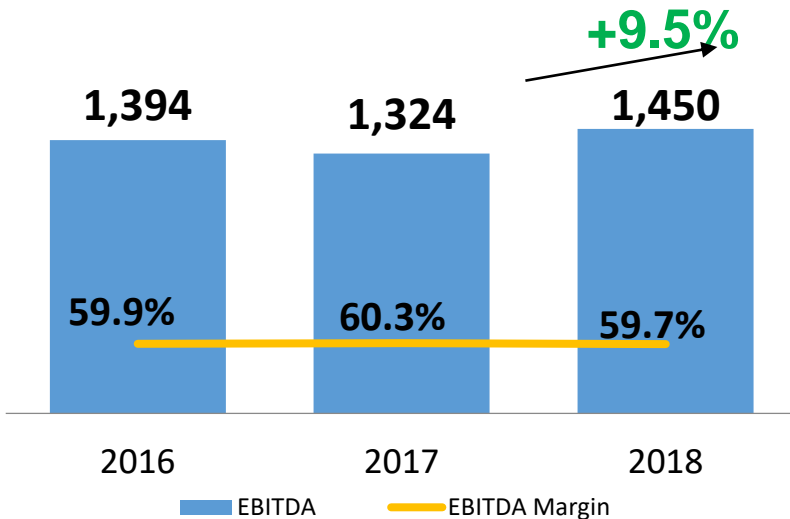
## Revenues



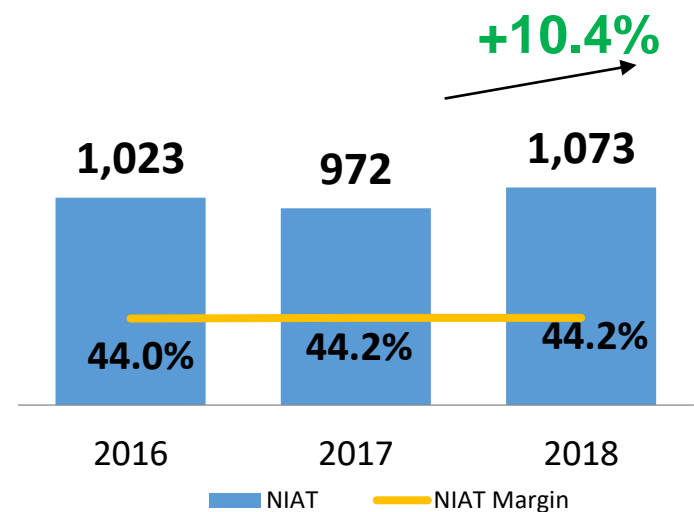
## Gross Profit and Margin



## EBITDA and Margin



## Net Profit and Margin



# Real Estate Group: Operational Highlights

- Total of 53 commercial properties with 98% average occupancy rate
- Pure Petroleum operating at 100% capacity in 2018 and 2017 (9 storage tanks with 88.5M liters capacity)

Category	FY2018	FY2017	GLA/Lot Area in sq.m.
Land under lease	10	9	158,123
Commercial Buildings	32	29	264,306
Under Development	3	4	21,702
Future Development	8	10	85,486
<b>Total</b>	<b>53</b>	<b>52</b>	<b>529,617</b>

- 3 new community malls opened in Q12018 located in **Cavite, Muntinlupa and Subic.**
- **San Miguel, Pasig** property partly lease out to Lawson in February 2018
- On-going development of **3 new** community malls in **Las Pinas, Bayawan Negros Oriental and Maria Aurora, Aurora**
- Acquired 1 property for future development located in **Cabatuan, Iloilo**

- **CAPEX Budget of Php 5.8 billion in 2019**
  - Php 5.2 billion for Puregold Group
  - Php 500 million for Real Estate Group
  - Php 75 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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