

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 20, 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) 522-8801 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	7,255,551,264

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 1H 2019 Financial Results
Background/Description of the Disclosure
Presentation Materials for the Investors' Briefing Teleconference of Cosco Capital, Inc. for its 1H 2019 Financial Results
Other Relevant Information
Please see attached Cosco Capital, Inc.'s Company Presentation for its 1H 2019 Financial Results

Filed on behalf by:

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

Cosco Capital, Inc.

1H 2019 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

49%

100%

100%

100%

Grocery Retailing



Liquor Distribution



Specialty Retailing

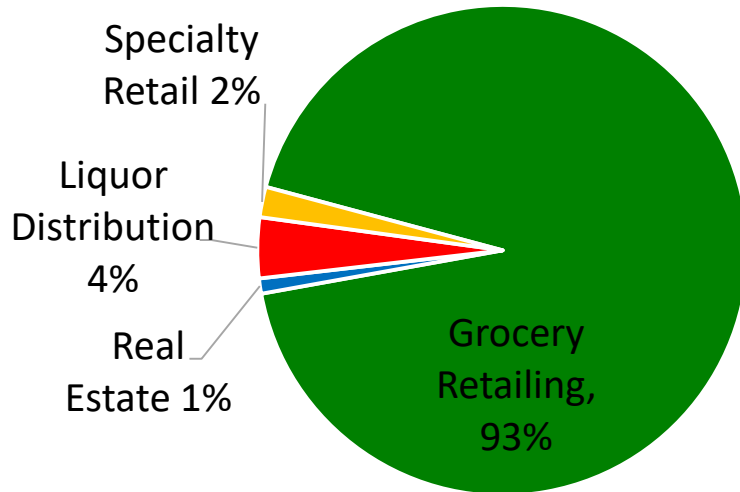


Commercial Real Estate

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

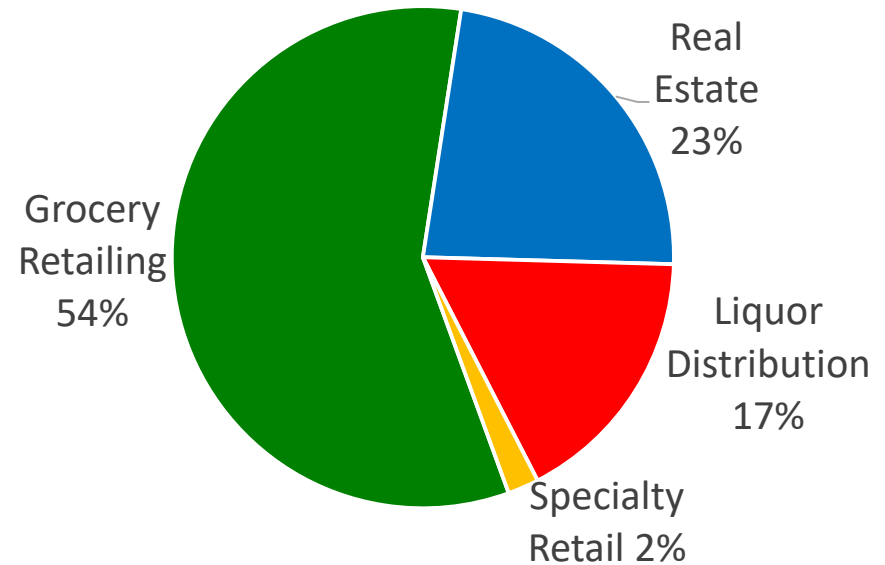
Revenue & Net Income Contribution 1H 2019

Revenues



PHP 76.72 billion

PATMI

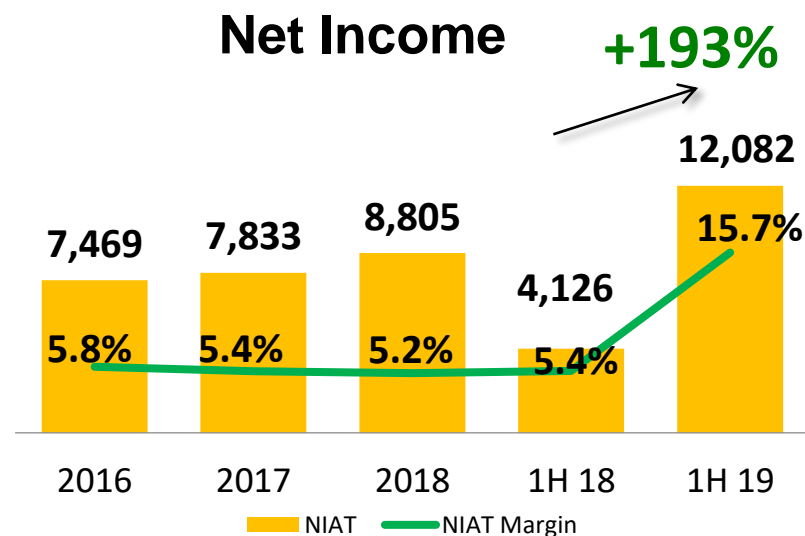
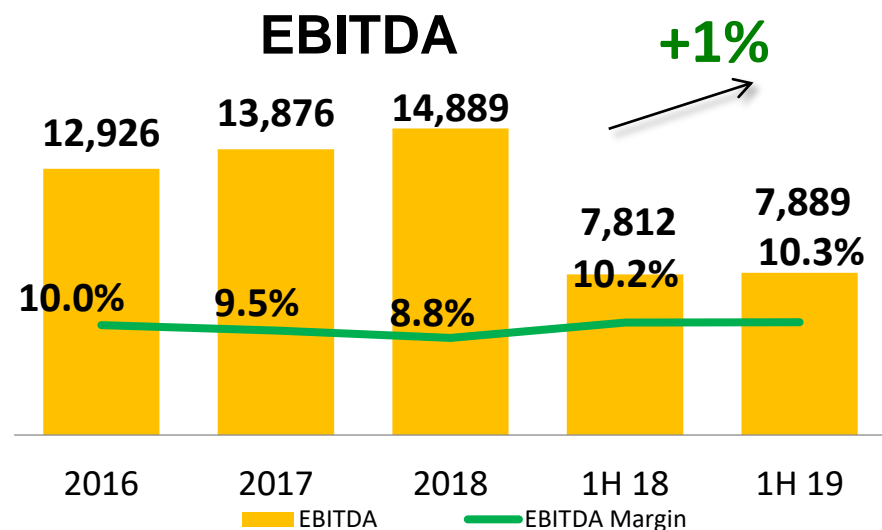
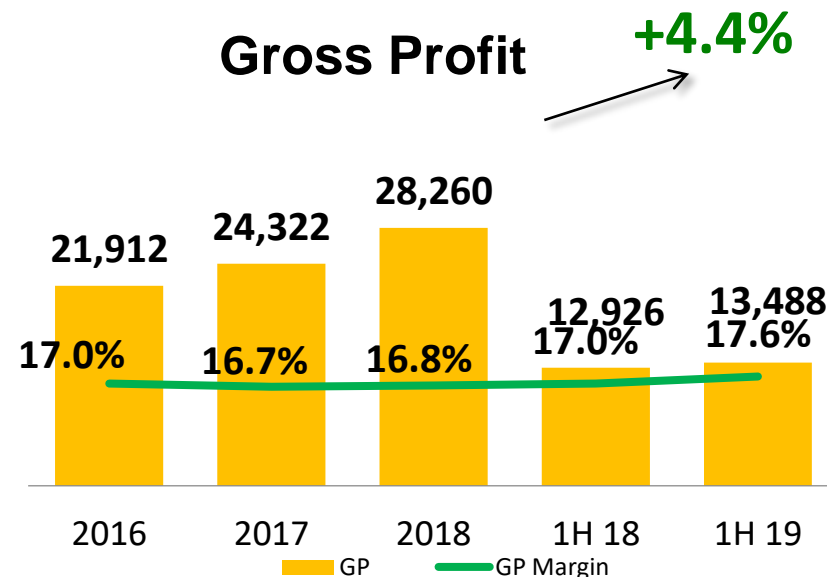
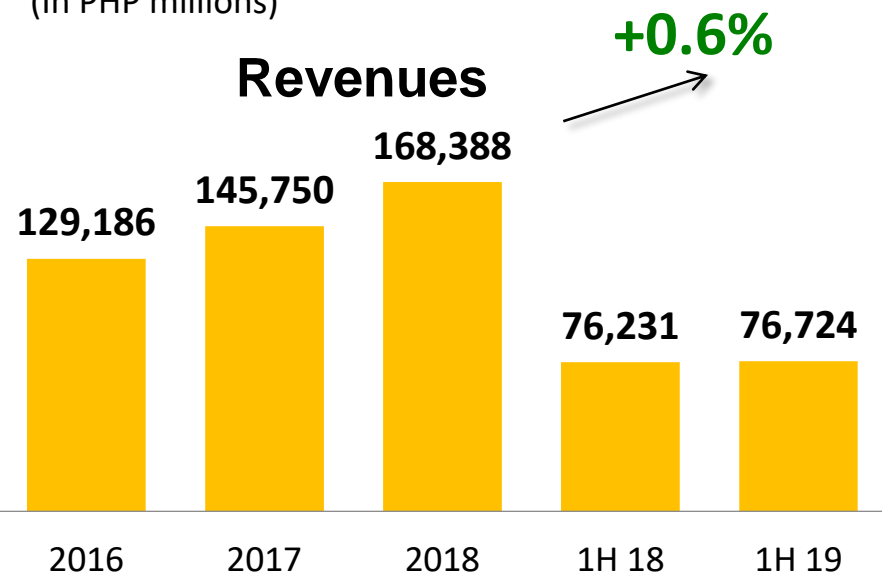


*PHP 2.67 billion

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

1H 2019 Consolidated Financial Highlights

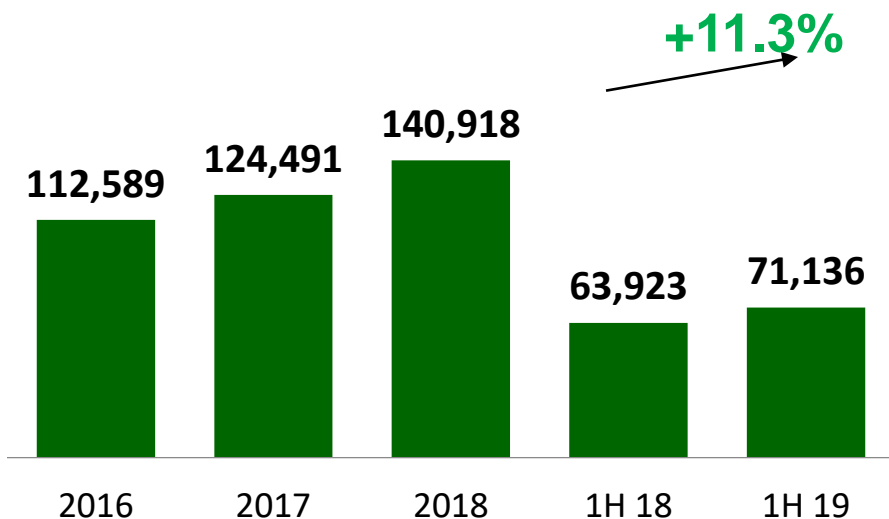
(In PHP millions)



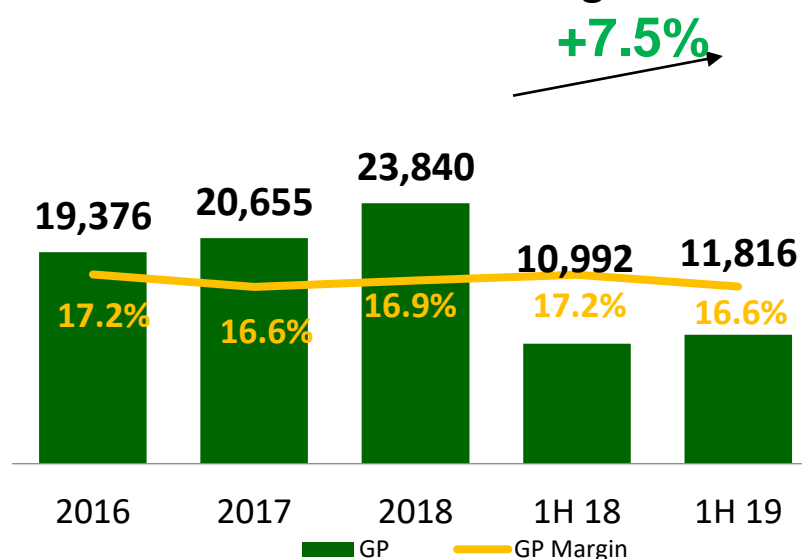
Grocery Retailing: 1H 2019 Financial Highlights

(In PHP millions)

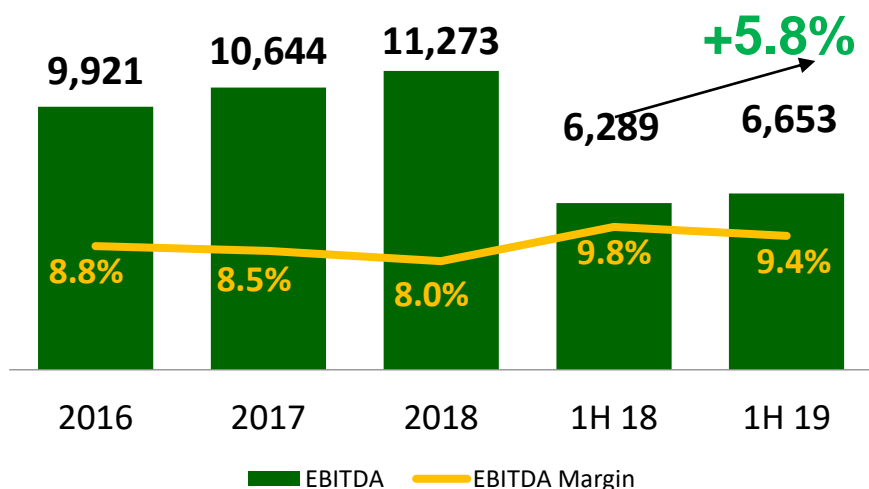
Revenues



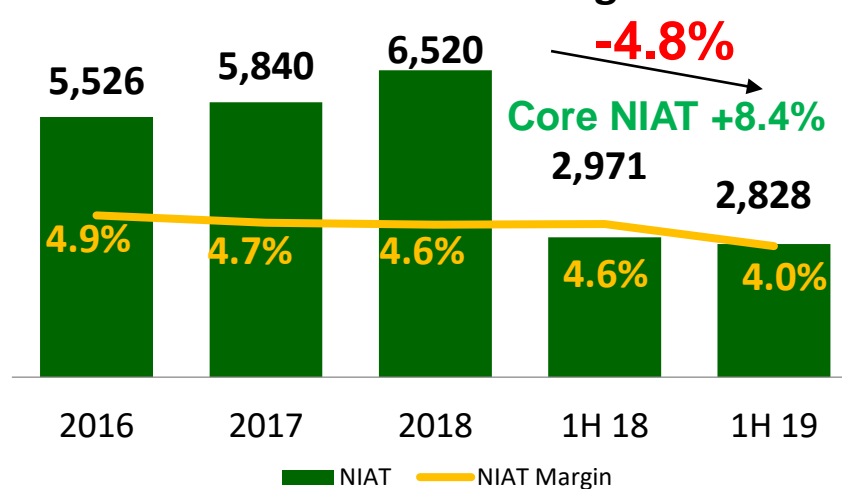
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



*Net Income includes one-time gain on sale of Lawson amounting to Php 362.8 million in 2018

Grocery Retailing: Operational Highlights



- Puregold opened **12 new stores** in 1H 2019; closed 1 store
- S&R opened **1 new S&R warehouse**; closed 1 QSR
- As of 1H 2019, the Grocery Retailing segment is operating a **total of 419 stores**
- SSSG PGOLD only is at 6.2% while S&R is at 9.3%
- Merger and conversion of NE Bodega and Budgetlane supermarket stores effective **January 1, 2018**



	PUREGOLD	S&R	S&R QSR
Metro Manila	127	7	24
Luzon	200	6	9
Visayas	27	2	4
Mindanao	11	2	0
Total	365	17	37

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

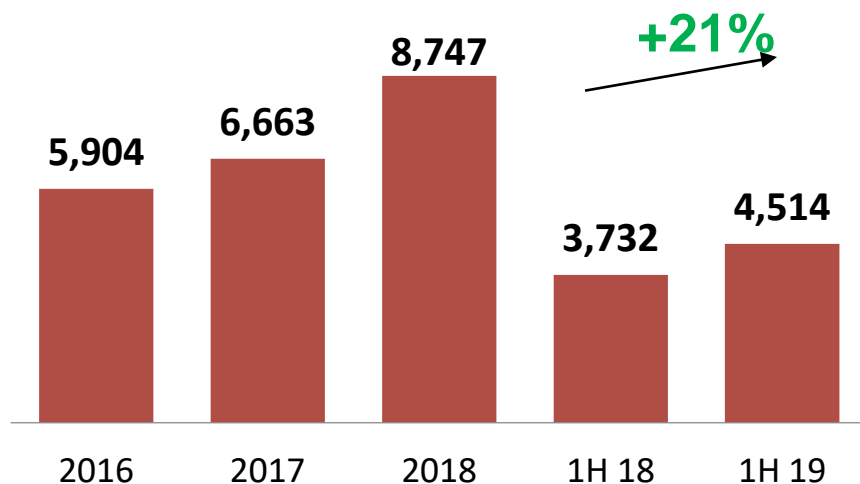
Red Bull

Various Wines

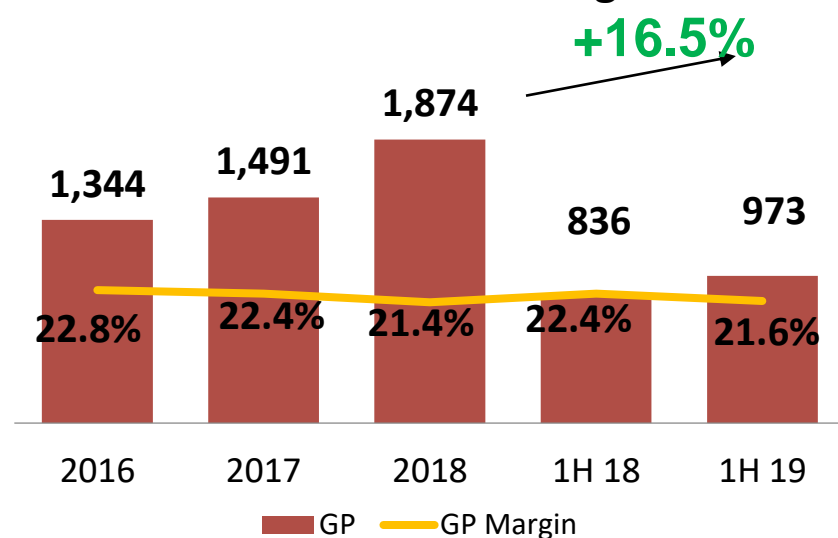
Liquor Distribution: 1H 2019 Financial Highlights

(In PHP millions)

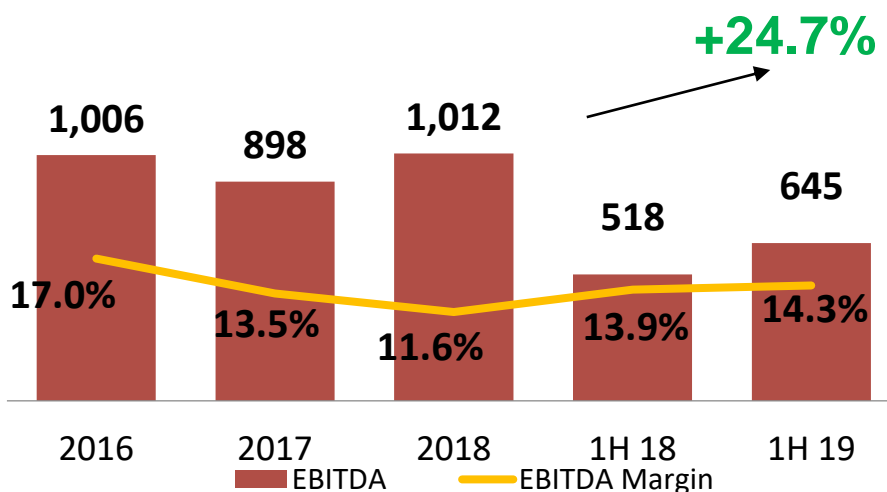
Revenues



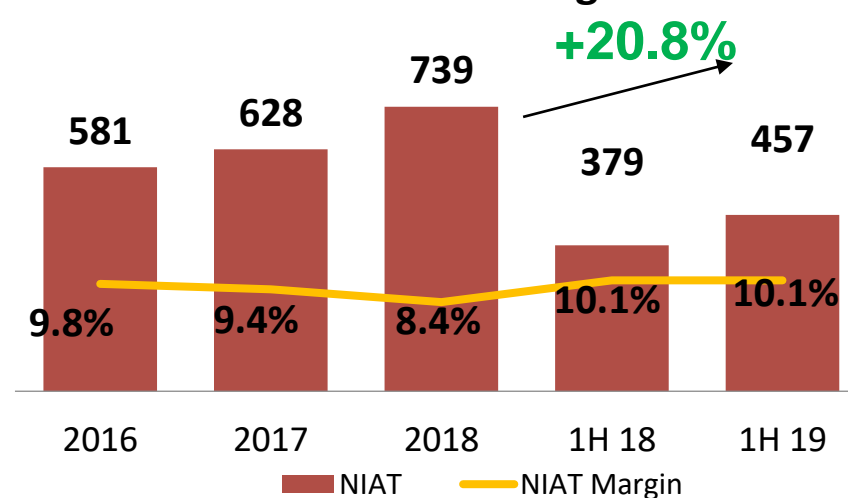
Gross Profit and Margin



EBITDA and Margin



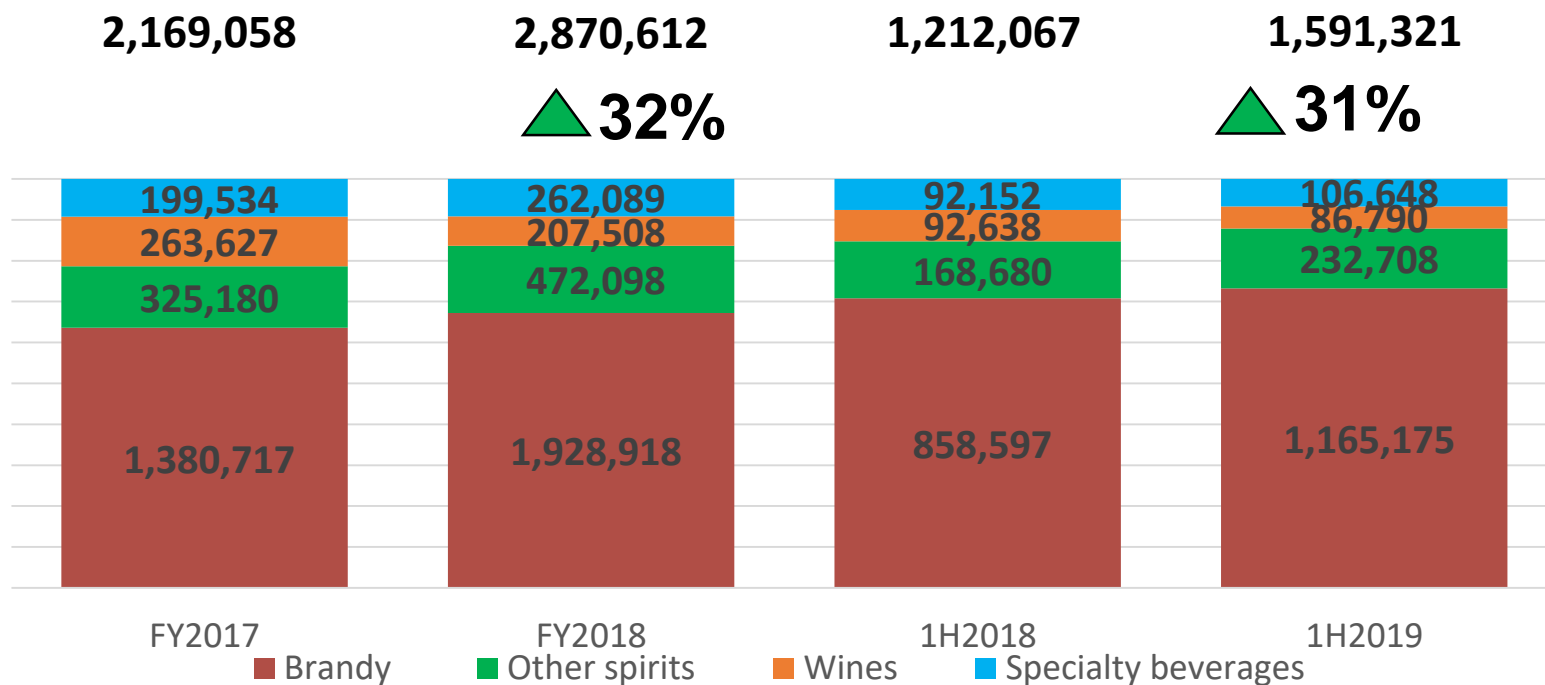
Net Profit and Margin



Liquor Distribution: Total Volume Sales

- 31% growth in total volume of cases sold in 1H 2019
- Growth driven by the continued strong sales of Alfonso Light and Alfonso Brandy .

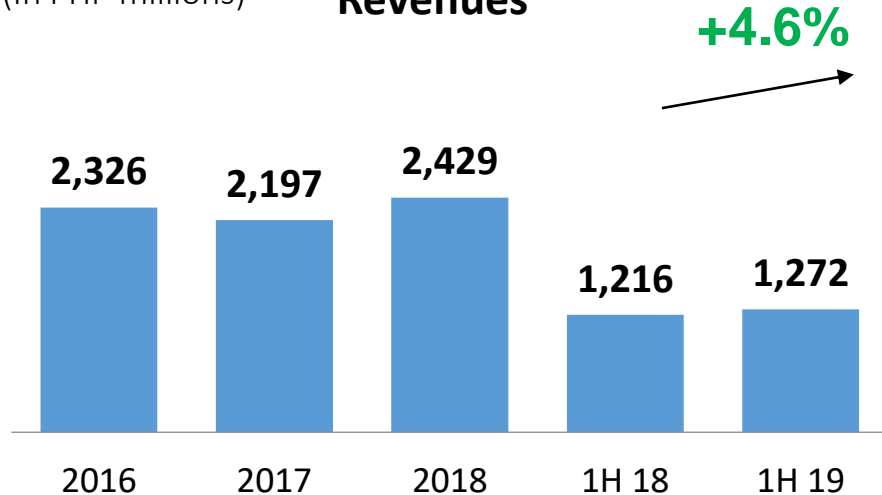
CATEGORY	1H 18	Mix %	1H 19	Mix %	Inc/Dec	Growth
Brandy	858,597	71%	1,165,175	73%	306,579	36%
Other Spirits	168,680	14%	232,708	15%	64,028	38%
Wines	92,638	8%	86,790	5%	(5,849)	-6%
Specialty beverages	92,152	8%	106,648	7%	14,496	16%
Grand Total	1,212,067	100%	1,591,321	100%	379,254	31%



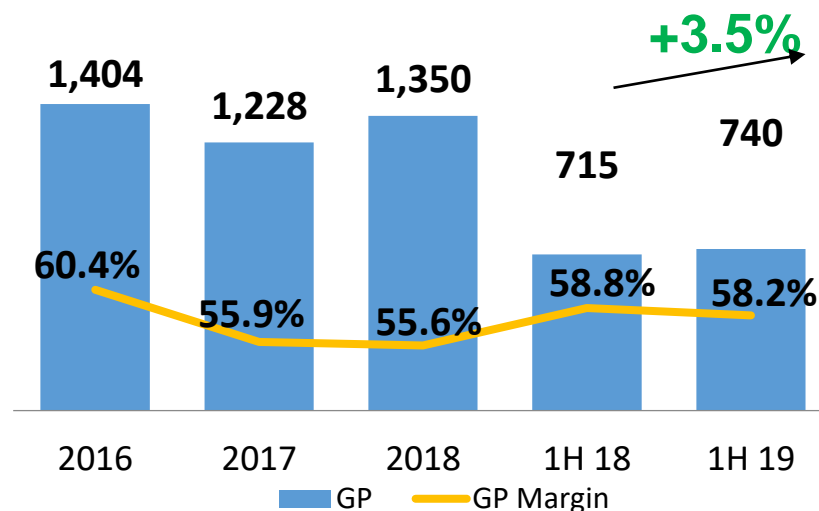
Real Estate: 1H 2019 Financial Highlights

(In PHP millions)

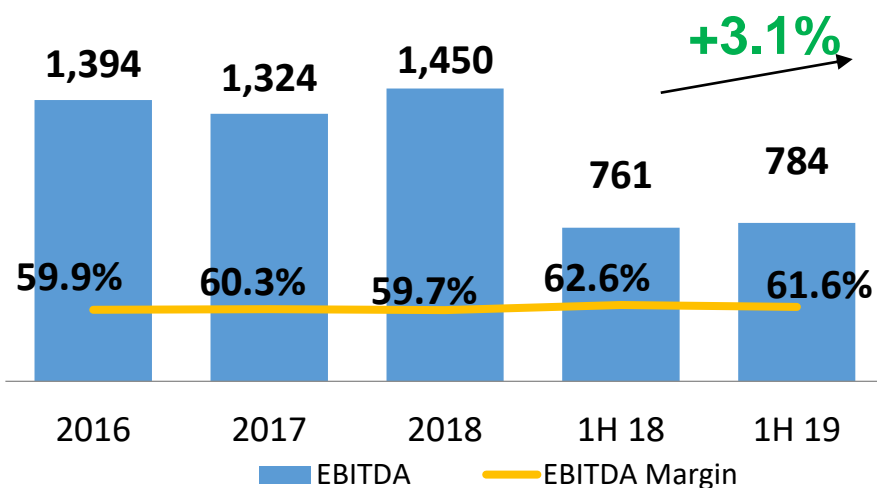
Revenues



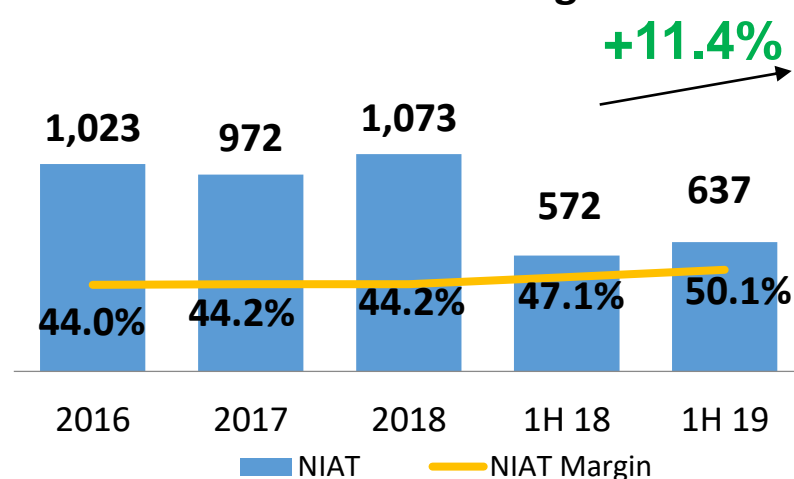
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Real Estate Group: Operational Highlights

- Total of 55 commercial properties with 98% average occupancy rate
- Pure Petroleum operating at 100% capacity in 2018 and 2017 (9 storage tanks with 88.5M liters capacity)

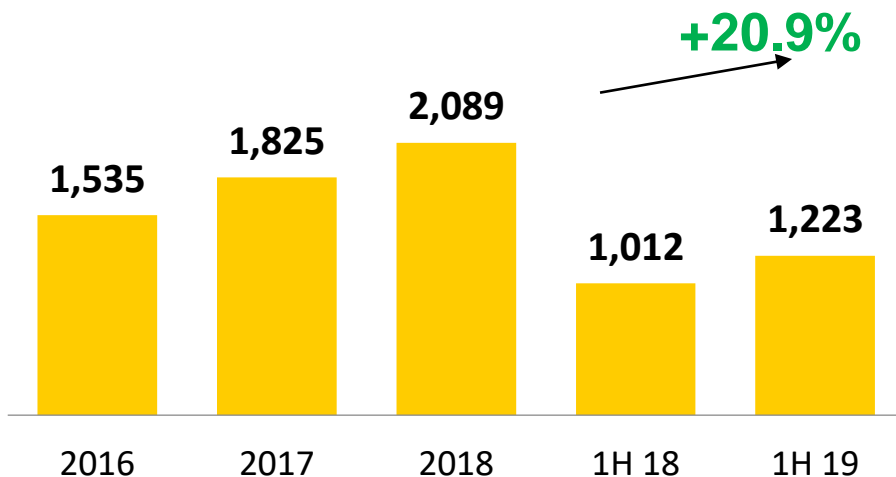
Category	1H2019	FY2018	1H 2019 GLA/sqm	FY2018 GLA/sqm
Land under lease	11	10	160,921	160,921
Commercial Buildings	33	32	265,669	264,327
Under Development	2	3	8,457	9,605
Future Development	9	8	104,909	85,486
Total	55	53	539,956	517,541

- 1 new community malls opened in Q1 2019 located in **Maria Aurora, Aurora**.
- On-going development of **2 new** community malls, **Las Pinas** estimated to operate by Q1 2021, **Bayawan Negros Oriental** will operate by 4Q 2019.
- Acquired **1 new** property during the 1H2019 located in Barotac Nuevo, Iloilo

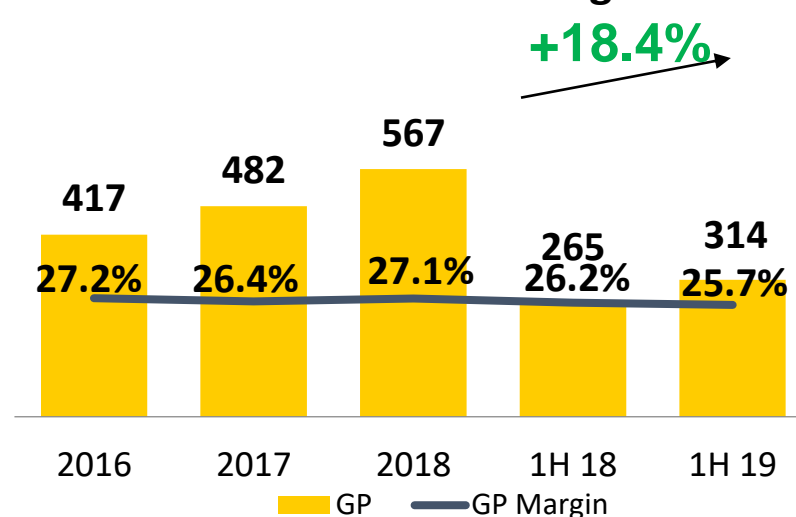
Office Warehouse: 1H 2019 Financial Highlights

(In PHP millions)

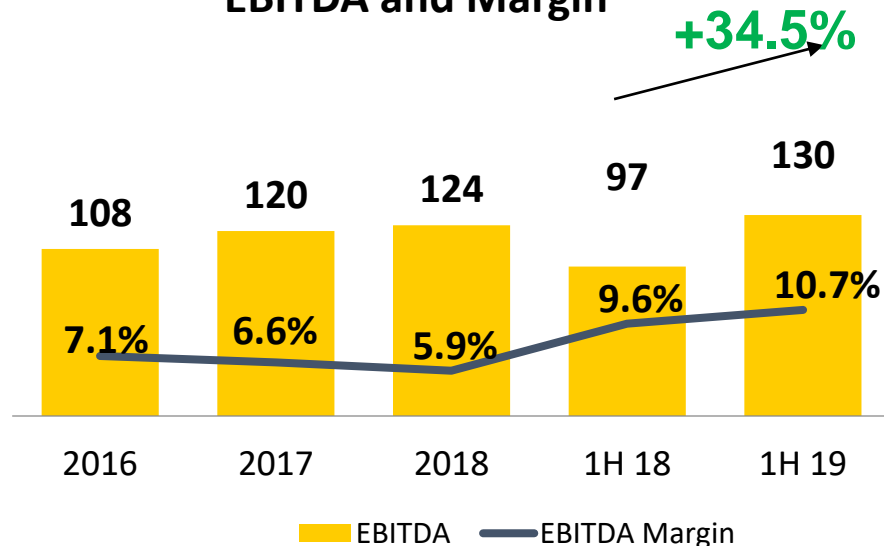
Revenues



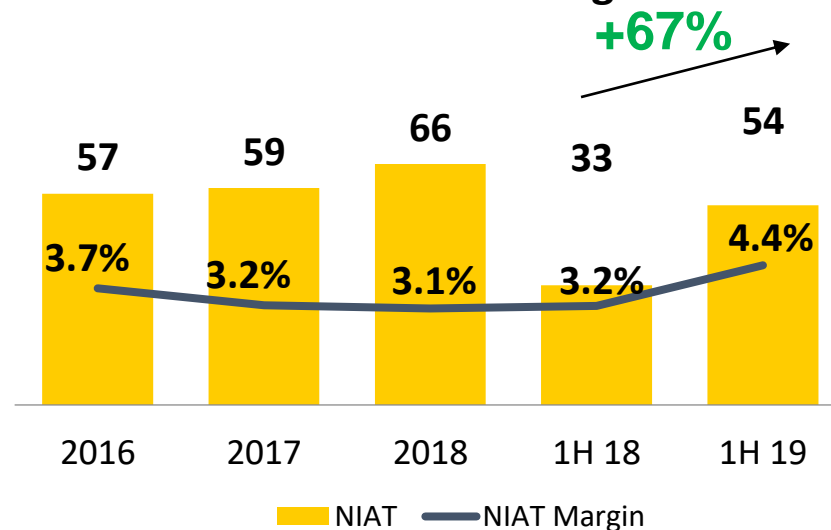
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Office Warehouse: Operational Highlights

OFFICE WAREHOUSE, INC.

- Strong growth driven by store expansion and enhanced product offerings
- Opened **6 new store** outlets in the first half of 2019
- Strong SSSG of 15% in 1H 2019



	2016	2017	2018	1H 19
No. Stores	71	82	88	91
Net selling area	14,014 sqm	15,945 sqm	16,738 sqm	17,049 sqm

- **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.

www.coscocapital.com