

COSCO CAPITAL, INC.
No. 900 Romualdez St., Paco, Manila

November 13, 2020

Securities and Exchange Commission
G/F Secretariat Bldg. PICC Complex
Roxas Blvd., Pasay City

Attention: **Vicente Graciano P. Felizmenio, Jr.**
Director – Market and Securities Regulation Division

Philippine Stock Exchange
6/F PSE Tower
5th Avenue corner 28th Street
Bonifacio Global City, Taguig City 1634

Attention: **Ms. Janet Encarnacion**
Head – Disclosure Department

Subject: **Company Presentation**

GENTLEMEN:

Please see attached Company Presentation for Analysts' Briefing to be held on November 13, 2020, 3:00 P.M.

Thank you.

Very truly yours,


ATTY. CANDY H. DACANAY-DATUON
Assistant Corporate Secretary

COVER SHEET

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SEC Registration Number

COSCO CAPITAL, INC.

(Company's Full Name)

NO. 900 ROMUALDEZ ST., PACO,
MANILA

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

CANDY H. DACANAY-DATUON

(02) 8523-3055

(Company Telephone Number)

1 2

Month

3 1

Day

SEC FORM 17-C

(Form Type)

0 8

Month

1 8

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	November 13, 2020
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 – 7,198,253,664 Treasury Shares – 207,009,900
Indicate the item numbers reported therein	Other Matters/Event

Other Event:

Please see attached Company Presentation for Analysts' Briefing to be held on November 13, 2020, 3:00 P.M.

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.

November 13, 2020

ATTY. CANDY H. BACANAY-DATUON
Assistant Corporate Secretary



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

Cosco Capital, Inc.

9M 2020 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 76% Public 24%

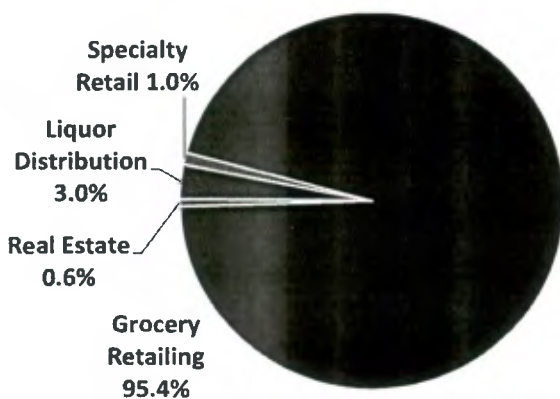


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Revenue & Net Income Contribution 9M 2020

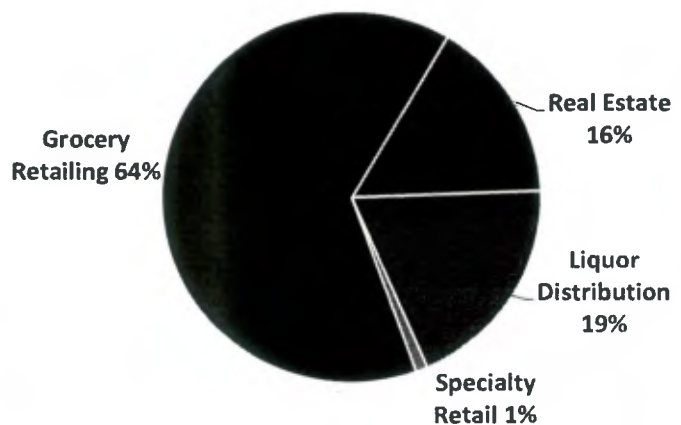


Revenues



PHP 126.97 billion

CORE PATMI



PHP 3.88 billion

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9M2020 CONSOLIDATED FINANCIAL PERFORMANCE



(In Thousands)	9M2020	%	9M2019	%	INCREASE (DECREASE)	%
REVENUES	126,969,855	100.00%	118,382,488	100.00%	8,587,367	7.25%
COST OF SALES/SERVICES	105,111,813	82.78%	97,250,598	82.15%	7,861,215	8.08%
GROSS PROFIT	21,858,043	17.22%	21,131,890	17.85%	726,152	3.44%
OTHER OPERATING INCOME	2,306,771	1.82%	2,322,087	1.96%	(15,316)	-0.66%
GROSS OPERATING INCOME	24,164,814	19.03%	23,453,977	19.81%	710,836	3.03%
OPERATING EXPENSES	14,197,961	11.18%	13,926,209	11.76%	271,751	1.95%
INCOME FROM OPERATIONS	9,966,853	7.85%	9,527,768	8.05%	439,085	4.61%
OTHER INCOME (CHARGES) - net	(1,025,197)	-0.81%	5,475,587	4.63%	(6,500,783)	-118.72%
INCOME BEFORE INCOME TAX	8,941,656	7.04%	15,003,355	12.67%	(6,061,698)	-40.40%
INCOME TAX EXPENSE	2,469,414	1.94%	2,352,162	1.99%	117,253	4.98%
NET INCOME FOR THE PERIOD	6,472,242	5.10%	12,651,193	10.69%	(6,178,951)	-48.84%
CORE NET INCOME	6,472,242	5.38%	6,509,976	5.50%	(37,734)	-0.58%
CORE NET PATMI	3,879,313	3.28%	4,159,712	3.51%	(280,399)	-6.74%
PATMI	3,879,313	3.06%	9,686,807	8.18%	(5,807,494)	-59.95%
Non-controlling interests	2,592,929	2.04%	2,964,386	2.50%	(371,457)	-12.53%
	6,472,242	5.10%	12,651,193	10.69%	(6,178,951)	-48.84%
EARNINGS PER SHARE (EPS)	0.55738		1.38134			-59.65%
CORE EPS	0.55738		0.59318			-6.04%
EBITDA	13,013,112	10.25%	12,190,861	10.30%	822,251	6.74%

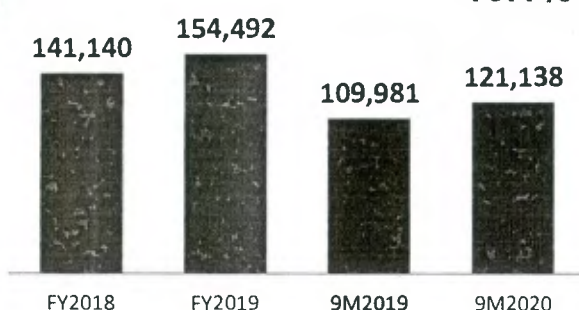
Grocery Retailing: 9M2020 Financial Highlights



(In PHP millions)

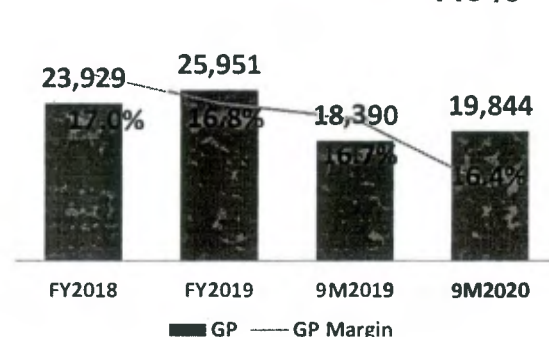
Revenues

+10.1%



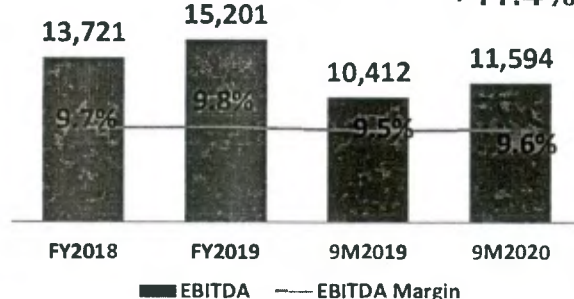
Gross Profit and Margin

+7.9%



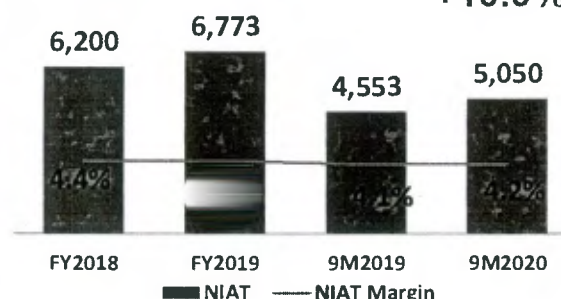
EBITDA and Margin

+11.4%



Net Profit and Margin

+10.9%



Grocery Retailing: Operational Highlights



- Puregold opened **16 new stores** in 9M 2020; closed 3 PGOLD stores
- S&R opened **2 new S&R warehouse; 3 QSR**
- As of 9M 2020, the Grocery Retailing segment is operating a **total of 455 stores**
- SSSG PGOLD only is at 4.5% while S&R is at 6.4%



	PUREGOLD	S&R	S&R QSR
Metro Manila	136	10	24
Luzon	214	6	12
Visayas	32	2	6
Mindanao	11	2	-
Total	393	20	42

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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

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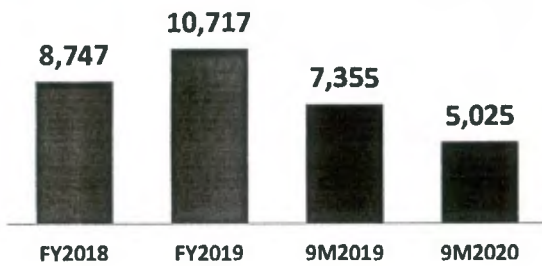
Liquor Distribution: 9M2020 Financial Highlights



(In PHP millions)

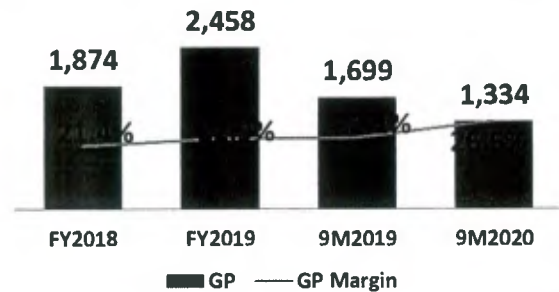
Revenues

-31.7%



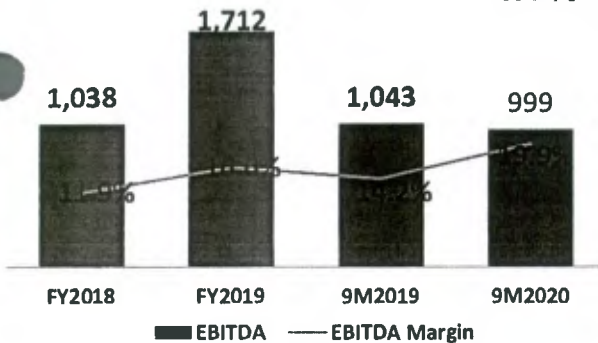
Gross Profit and Margin

-21.5%



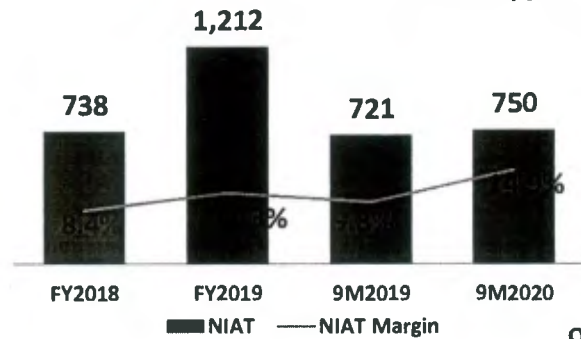
EBITDA and Margin

-4.3%



Net Profit and Margin

+4.0%



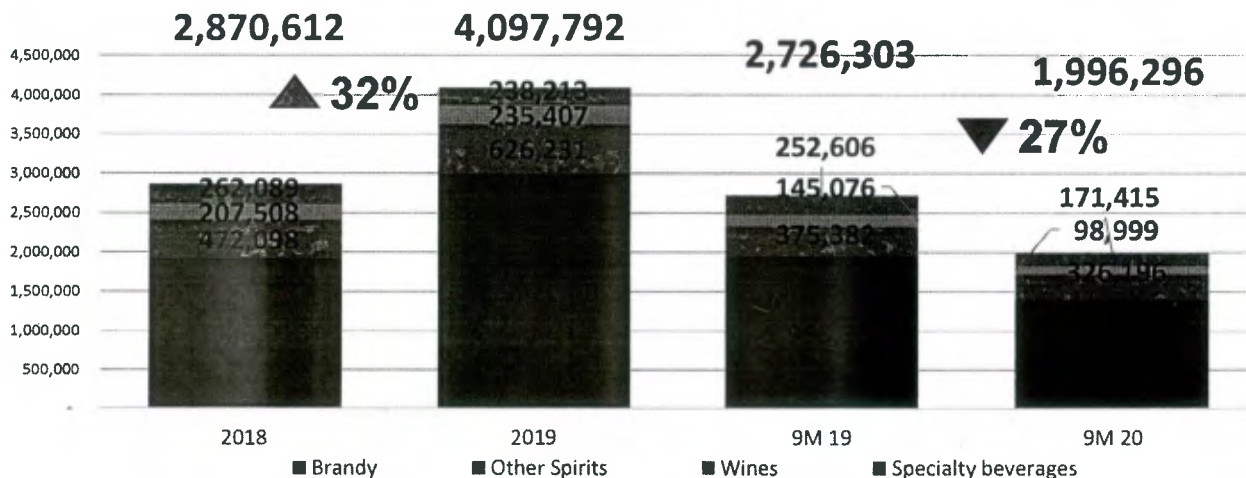
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Liquor Distribution: Total Volume Sales



- 27% decline in total volume of cases sold in 9M 2020
- Decline driven by the government imposed Liquor Ban during COVID-19 Quarantine

CATEGORY	2018	2019	9M 19	Mix %	9M 20	Mix %	Inc/Dec	Growth
Brandy	1,928,918	2,997,940	1,953,239	72%	1,399,686	70%	(553,553)	-28%
Other Spirits	472,098	626,231	375,382	14%	326,196	16%	(49,186)	-13%
Wines	207,508	235,407	145,076	5%	98,999	5%	(46,077)	-32%
Specialty beverages	262,089	238,213	252,606	9%	171,415	9%	(81,191)	-32%
Grand Total	2,870,612	4,097,791	2,726,303	100%	1,996,296	100%	(730,007)	-27%

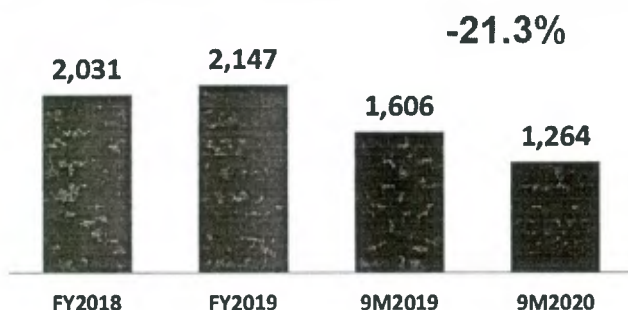


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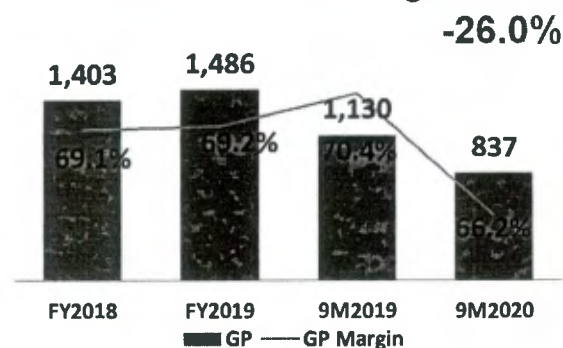
Real Estate: 9M2020 Financial Highlights

(In PHP millions)

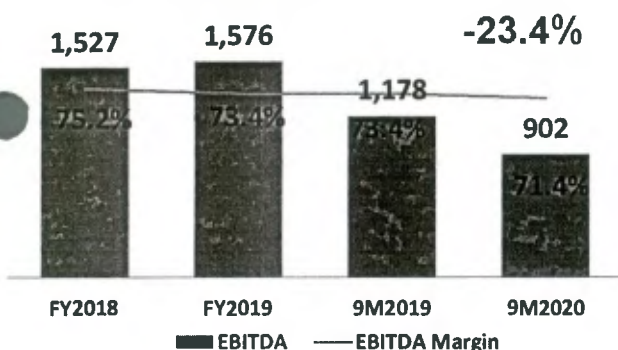
Revenues



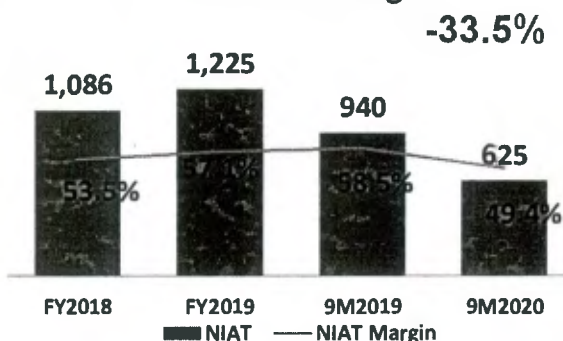
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



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Group Operational Highlights

REAL ESTATE

- 53% of tenants portfolio are essential industries allowed to continue business operations during the community quarantines and lockdowns
- 47% of tenants portfolio – directly affected by the mall closures and community quarantines
- Rental reliefs extended to directly affected tenants by way of:
 - Rental Waivers – April and May 2020
 - Reduced rentals – Subsequently thereafter
- Major capex programs have been put on hold

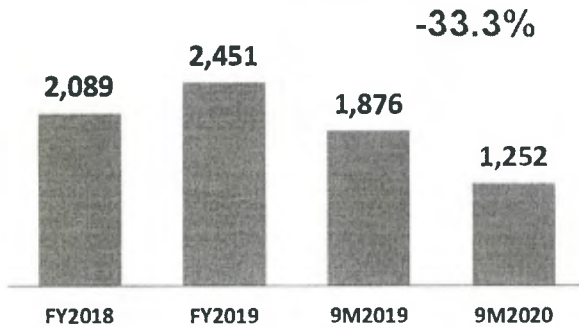
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Office Warehouse: 9M2020 Financial Highlights

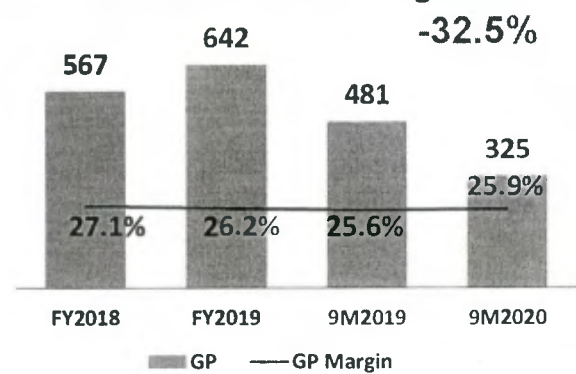


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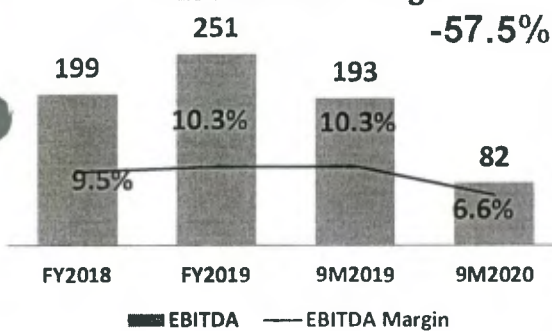
Revenues



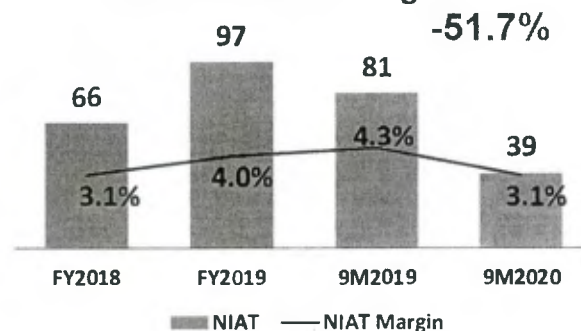
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



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Office Warehouse: Operational Highlights



OFFICE WAREHOUSE, INC.

- closed down 1 store in 9M 2020
- SSSG of -34.2% in 9M 2020 vs +13.55% in 9M 2019 due to government lockdown and community quarantine starting March 16, 2020



	2016	2017	2018	2019	9M 20
No. Stores	71	82	88	89	88
Net selling area (in sqm)	14,014	15,945	16,738	15,589	15,489

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- **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

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SUMMARY

- **Macro-economic fundamentals and economic stimulus in place conducive to economic recovery**
- **Resilient diversified structure and financial performance**
 - ❖ *Grocery retail segment driving the group's top-line and bottom-line growths cushioning the declines experienced by the other business segments*
 - ❖ *Strategic cost and expense management by business units*
- **Strategic liquidity position with opportunistic debt capital raising by Puregold**
- **Strong and healthy financial position**

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Thank you.

www.coscocapital.com