

Cosco Capital, Inc.

1H2017 Financial Results Investor Presentation



LAWSON



fairview
terraces



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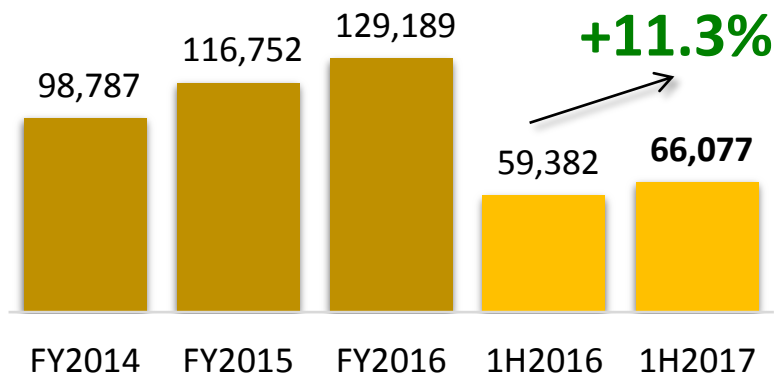
Agenda

- 1H2017 Consolidated Financial Results
- Core Businesses
 - Grocery Retailing
 - Liquor Distribution
 - Specialty Retailing
 - Commercial Real Estate

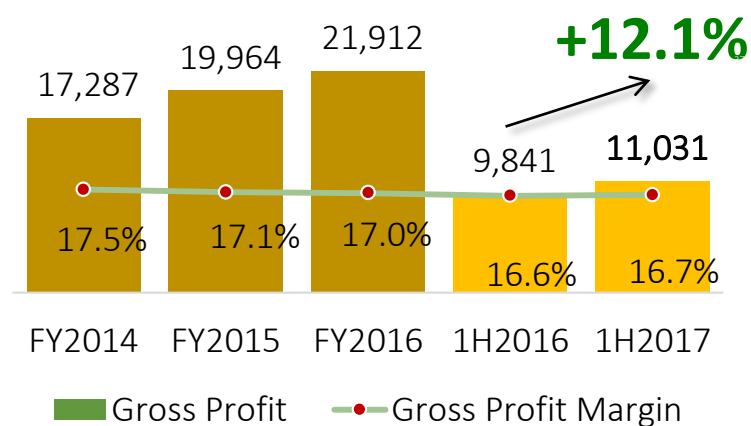
1H2017 Consolidated Financial Highlights

(In PHP millions)

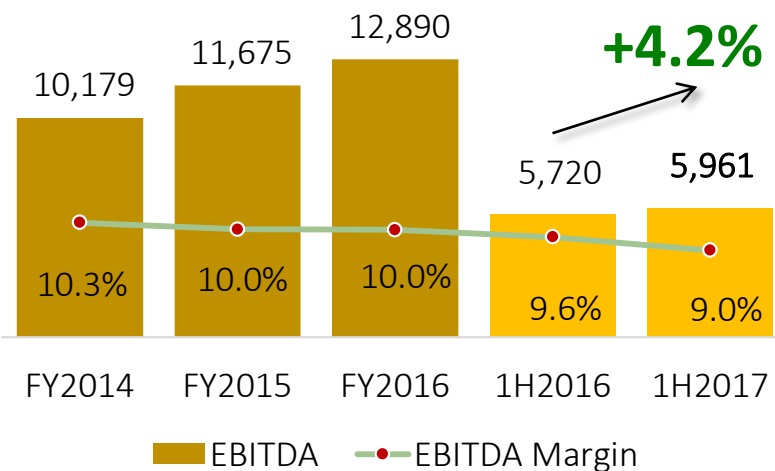
REVENUES



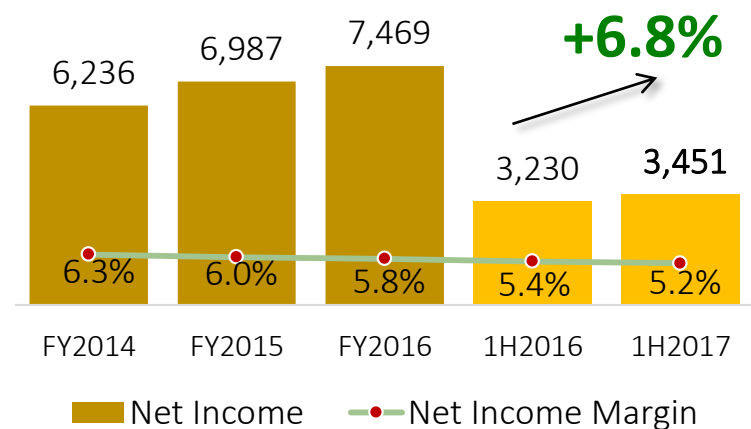
GROSS PROFIT



EBITDA



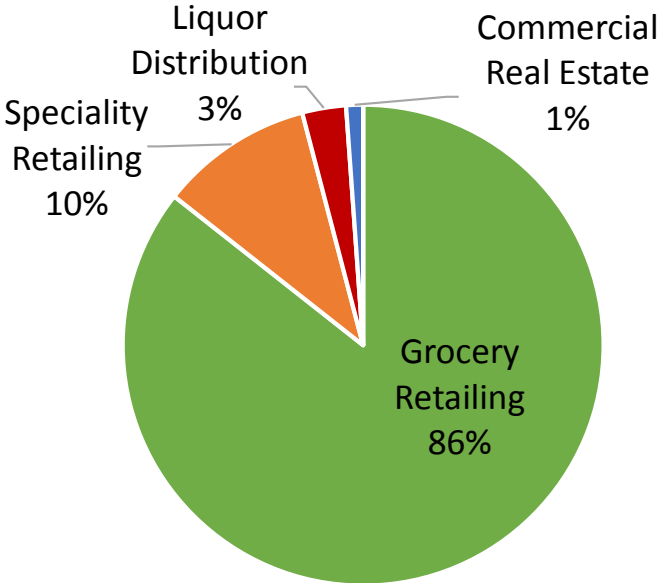
NET INCOME



Revenue Contribution

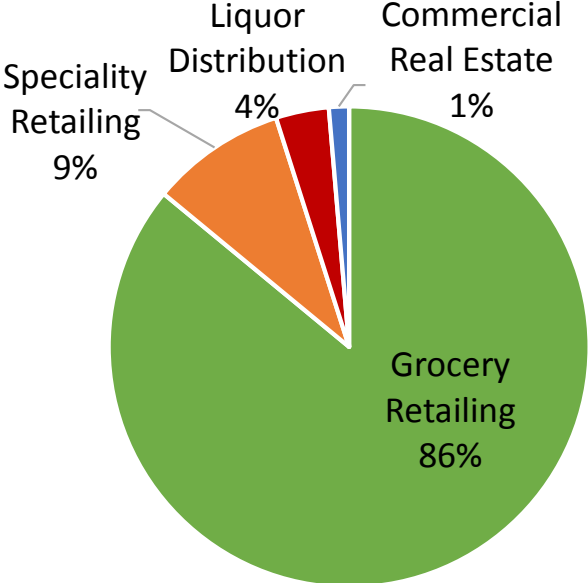
Consolidated Revenues

1H2017



PHP 66.08 billion

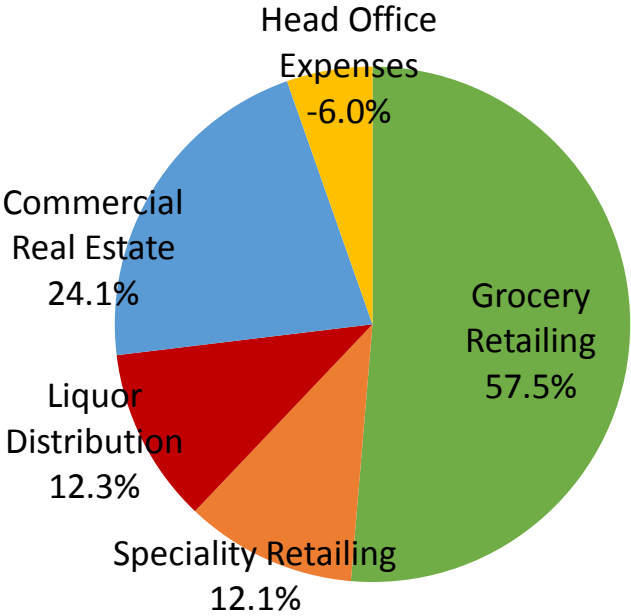
1H2016



PHP59.4 billion

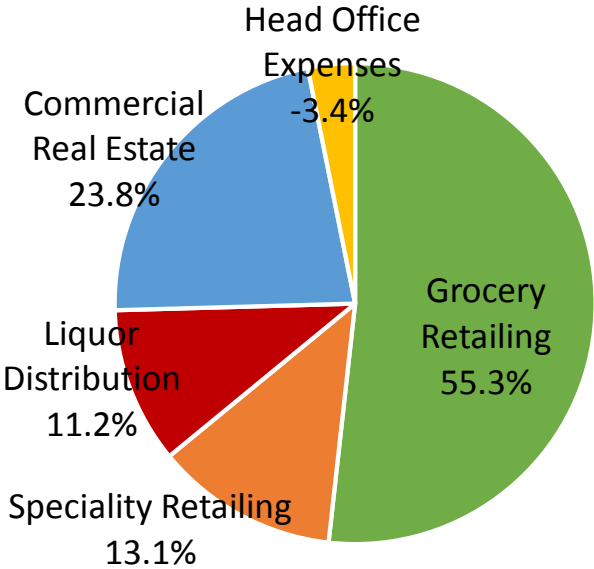
Net Income Contribution

1H2017



PHP2.2 billion

1H2016



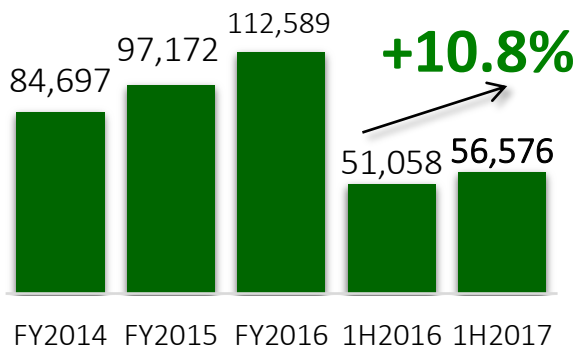
PHP 2.09 billion

**attributable to equity holders of the parent company*

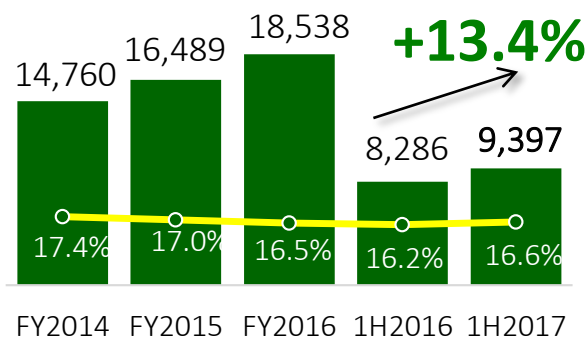
Grocery Retailing: 1H2017 Financial Highlights

(In PHP millions)

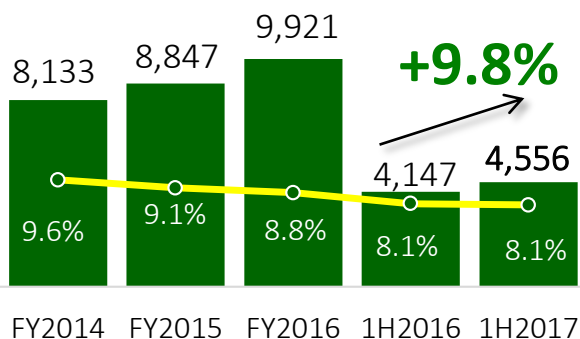
Revenues



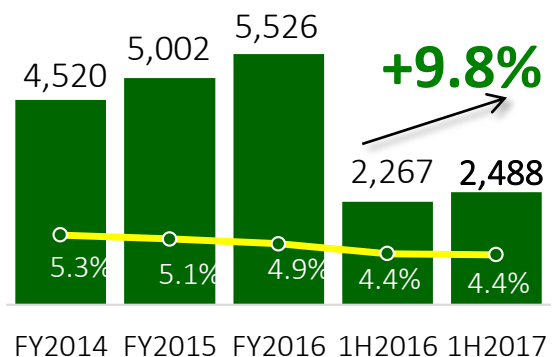
Gross Profit



EBITDA



Net Income



Key Highlights

- 10.8% growth in Consolidated Net Sales to PHP56.5 billion, with Puregold contributing 80% and S&R 20% of total.
- Growth in Revenues driven by Puregold's Same Store Sales Growth ("SSSG") of 4% due to positive growth in traffic count of 1.2%, and growth in basket size of 2.8%. S&R posted SSSG of 10.2% due to positive growth in traffic of 3.6% and basket size of 6.4%.
- Consolidated Net Profit Margin of 4.4%. Puregold only net margin is 3.7% while S&R net margin is 7.2%.

Grocery Retailing: Recent Developments



- Puregold opened 11 new stores out of targeted 25 new stores
- S&R opened 5 S&R New York Style Pizza (QSR)
- As of 1H2017, the Grocery Retailing segment is operating a total of 345 stores



	PUREGOLD	S&R	S&R QSR	NE Bodega	Budgetlane
Metro Manila	112	5	18	0	1
Luzon	158	3	8	9	7
Visayas	10	2	1	0	0
Mindanao	8	2	1	0	0
Total	288	12	28	9	8

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: 1H2017 Financial Highlights

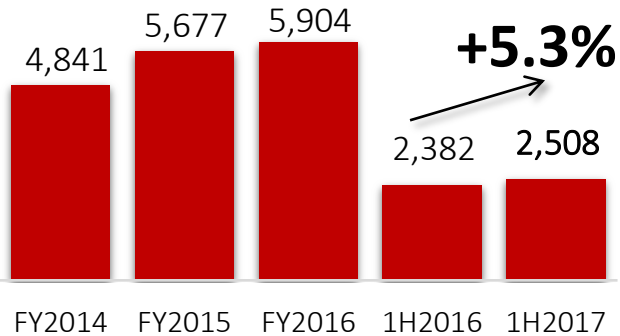
(In PHP millions)



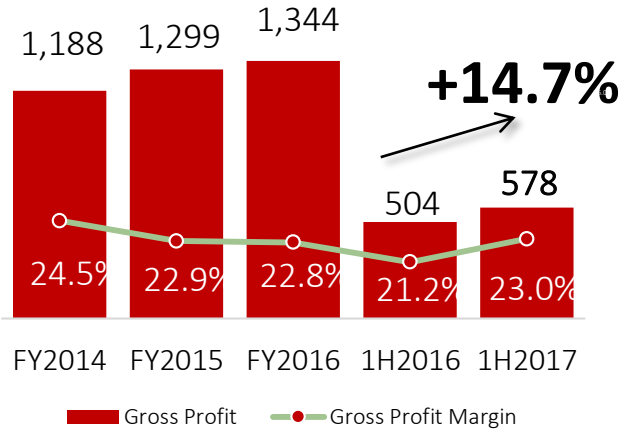
MONTOSCO INC.



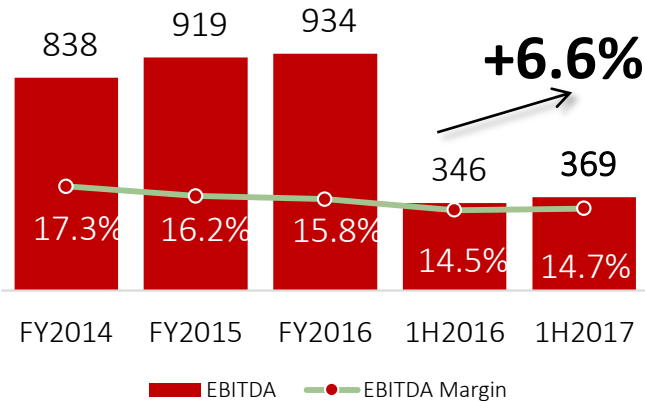
Revenues



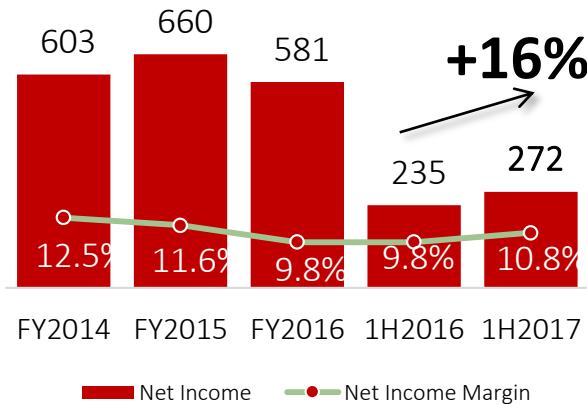
Gross Profit



EBITDA



Net Income



Key Highlights

- Revenues growth due to the 22% increase in volume of cases sold.
- Increase in gross profit and gross profit margin is due to the net effect of increase in sales volume, as well as price adjustments for some of the key brands.

Liquor Distribution: Total Volume Sales

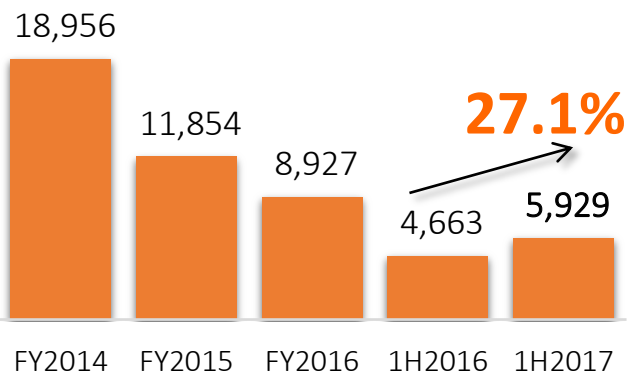
- 22% growth in total volume of cases sold
- Growth driven by increase in all categories

	1H2017	% to total	1H2016	% to total	Inc (Dec)	% Inc (Dec)
Brandy	507,399	60%	441,895	64%	65,504	15%
Other spirits	133,651	16%	127,896	19%	5,756	5%
Wines	94,878	11%	59,026	9%	35,852	61%
Specialty Beverages	104,199	12%	62,020	9%	42,178	68%
Total Volume (in cases)	840,127	100%	690,837	100%	149,291	22%

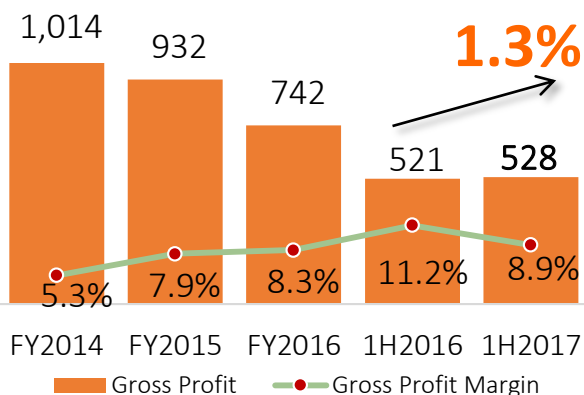
Liquigaz: 1H2017 Financial Highlights

(In PHP millions)

Revenues



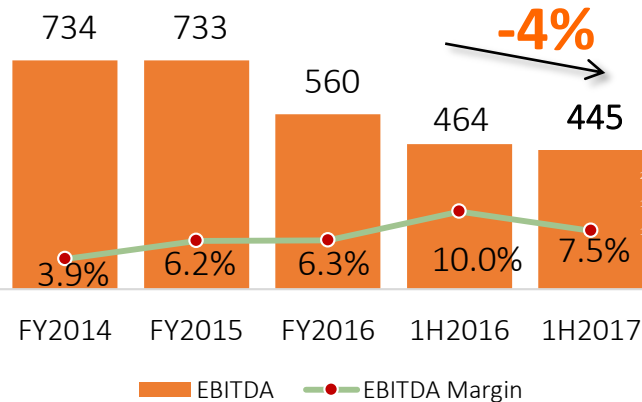
Gross Profit



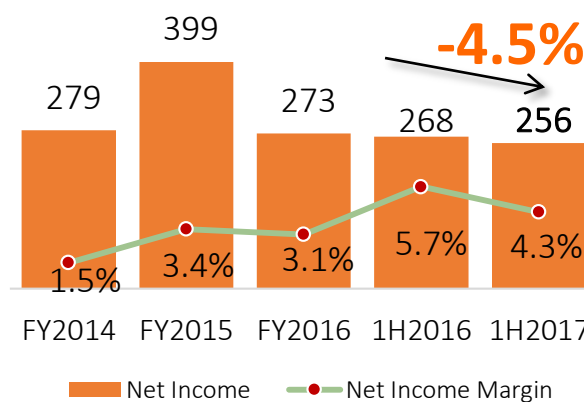
Key Highlights

- Increase in Revenues due to gradual recovery in LPG prices and increase in volume sold during the period
- Increase in sales volume level on a year-on-year basis

EBITDA



Net Income

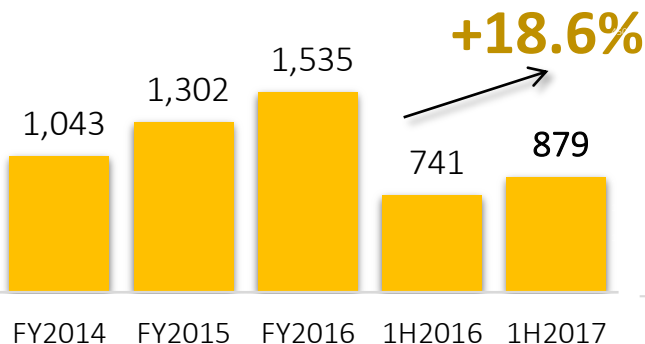


	1H2017	1H2016	Inc (Dec)	% Change
Volume Sold (metric tons)	211,674	200,201	11,473	5.7%

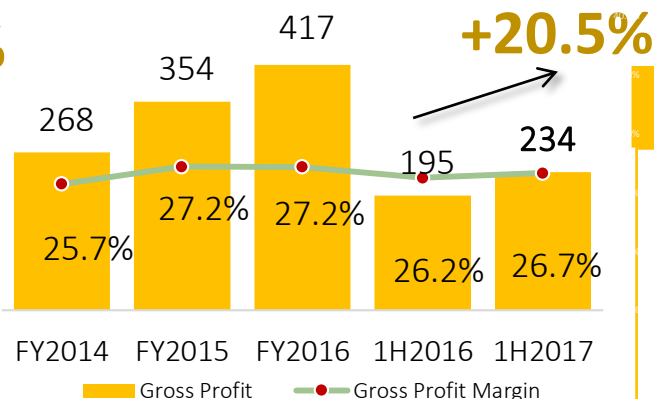
Office Warehouse, Inc. 1H2017 Financial Highlights

(In PHP millions)

Revenues



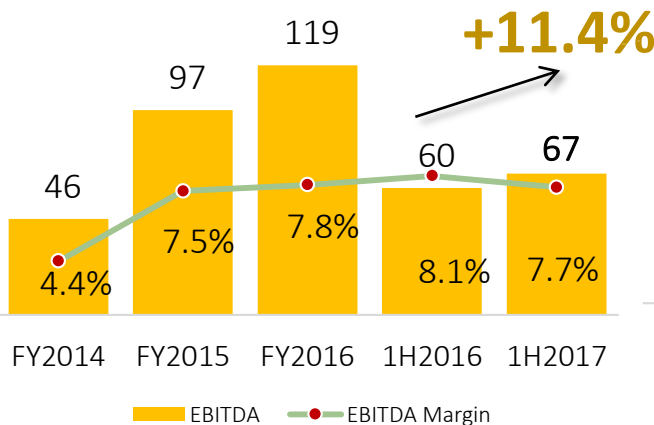
Gross Profit



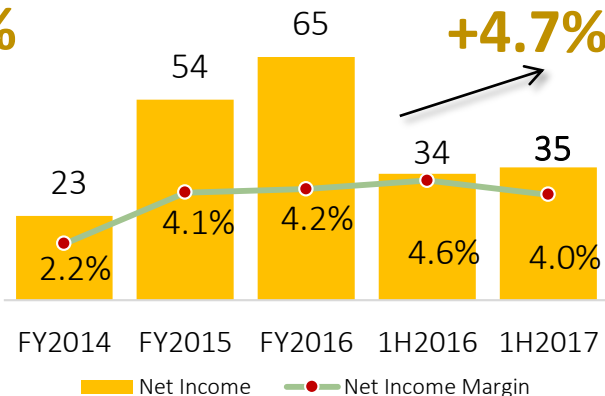
Key Highlights

- Opened 4 new stores and closed down 2 stores during the first half
- Sales grew by 18% to PHP879 million, driven by SSSG of 7%
- Positive results is due to store network expansion, enhanced product offerings, and active sales and marketing campaigns.

EBITDA



Net Income

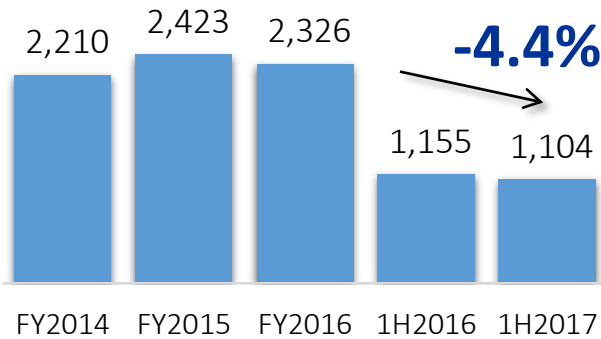


	2014	2015	2016	1H2017
# of Stores	48	59	71	73
Net Selling Area		11,036sqm	14,014 sqm	14,645sqm

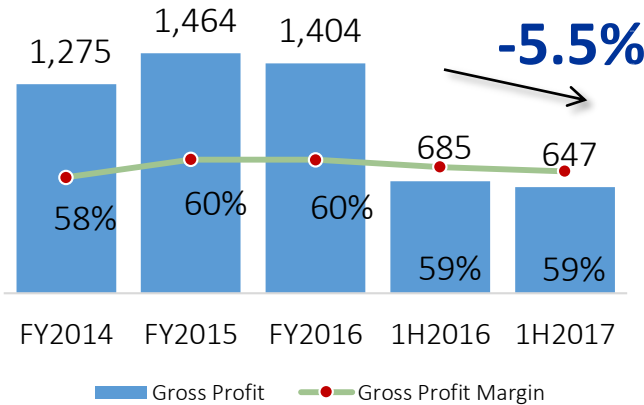
Commercial Real Estate: 1H2017 Financial Highlights

(In PHP millions)

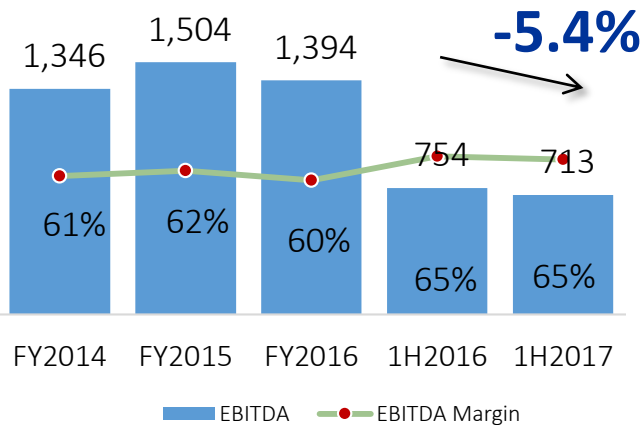
Revenues



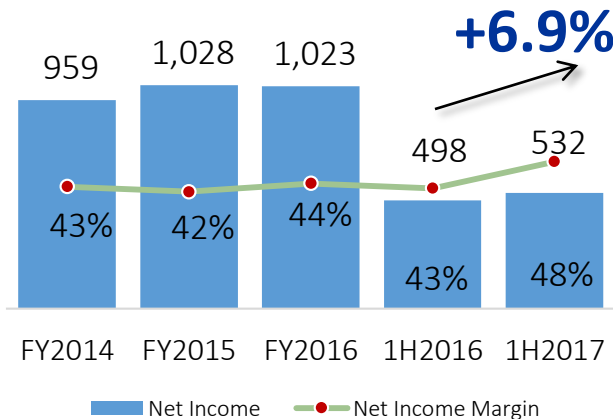
Gross Profit



EBITDA



Net Income



Key Highlights

- Increase in Net Income due to lower interest expenses

	1H2017
Rental Yield, gross	10.9%
Rental Yield, net	6.6%
Debt : Equity	0.58
ROE	3.6%

Commercial Real Estate: Property Portfolio

Key statistics

Category	1H2017	GLA/Lot Area in sq.m.	Investment cost in PHP million
Land under lease	9	146,148	4,243.50
Commercial Buildings	29	259,215	12,973.30
Total	38	405,363	17,216.80

* Ave. Occupancy Rate 92%

Geographic coverage

Metro Manila

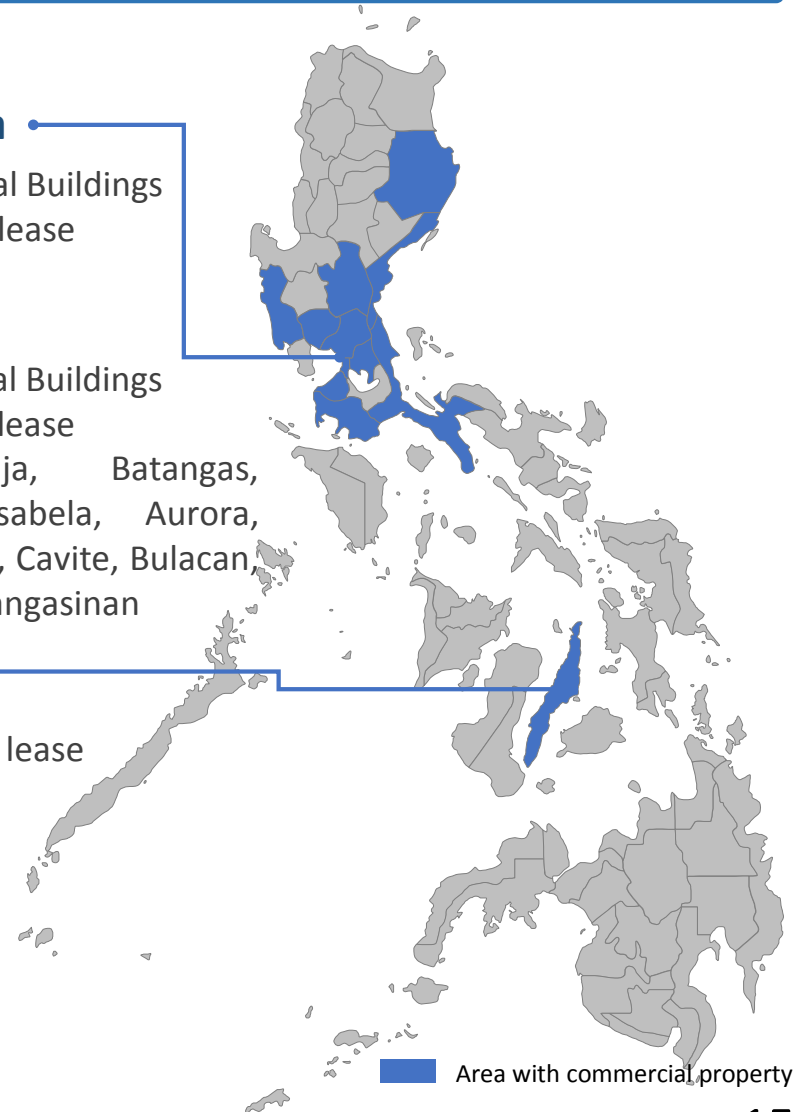
- 13 Commercial Buildings
- 5 Land under lease

Luzon

- 16 Commercial Buildings
- 3 Land under lease
- Nueva Ecija, Batangas, Zambales, Isabela, Aurora, Quezon, Rizal, Cavite, Bulacan, Pampanga, Pangasinan

Visayas

- 1 Land under lease
- Cebu City





Thank you.

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