

# Cosco Capital, Inc.

## 1Q 2018 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  
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%

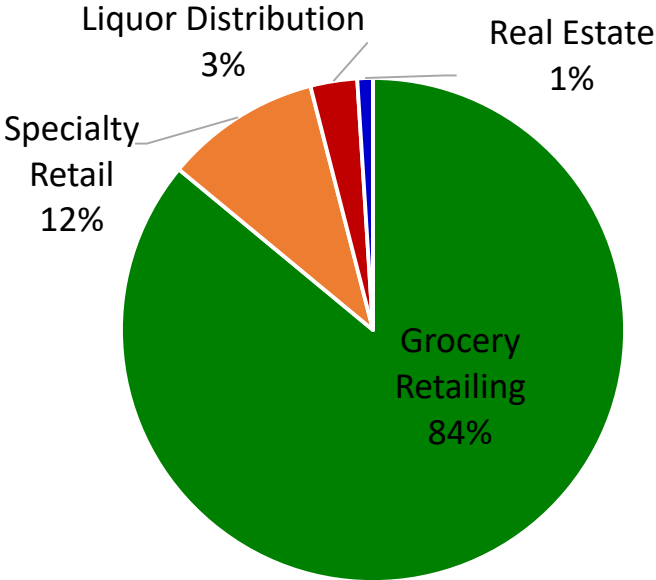


**Commercial Real Estate**

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

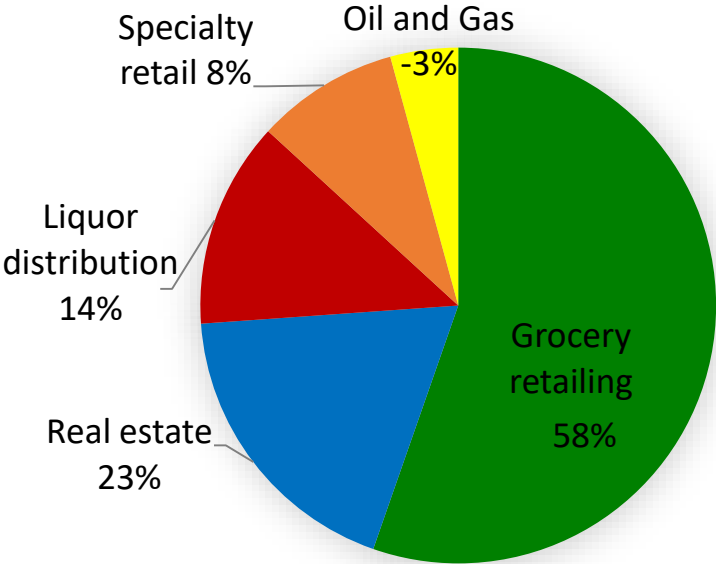
# Revenue & Net Income Contribution

## Revenues



PHP 36.8 billion

## PATMI



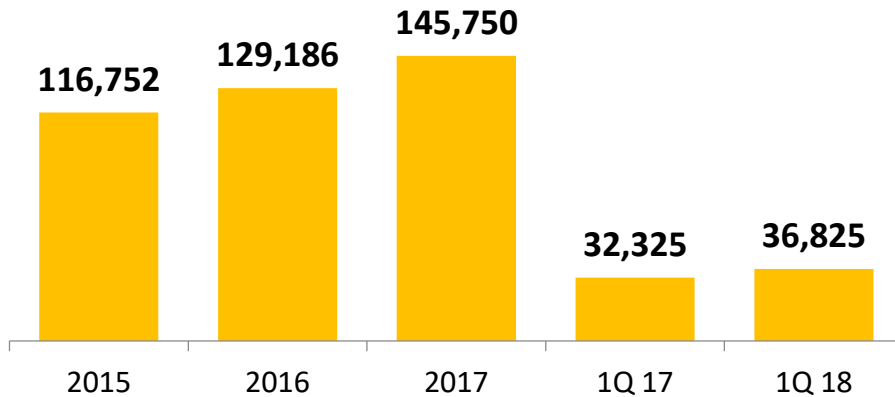
PHP 1.25 billion

# FY 2017 Consolidated Financial Highlights

(In PHP millions)

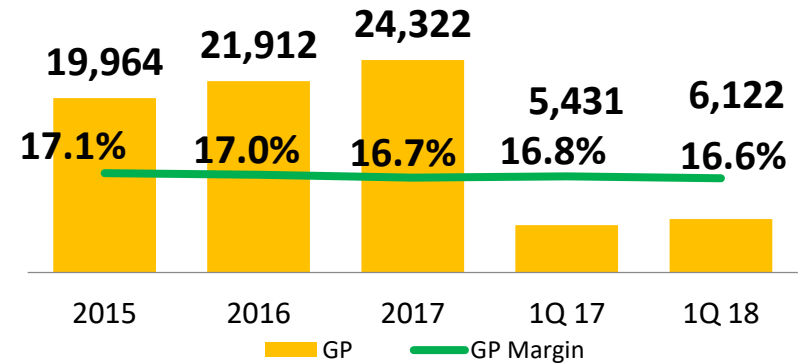
## Revenues

**+13.9%**



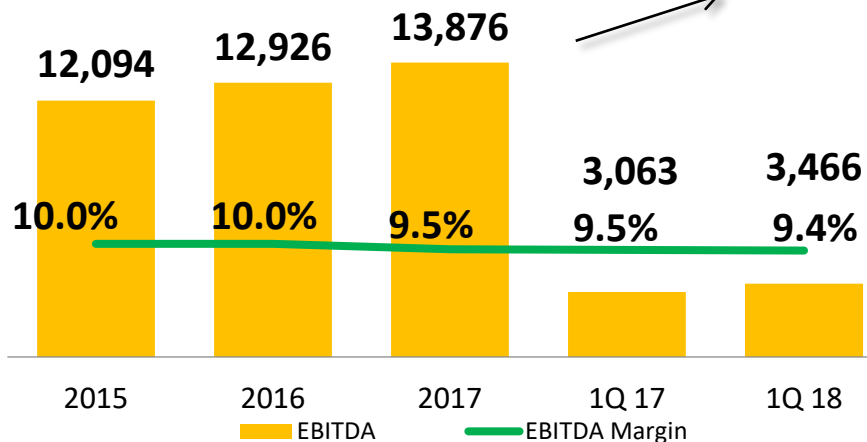
## Gross Profit

**+12.7%**



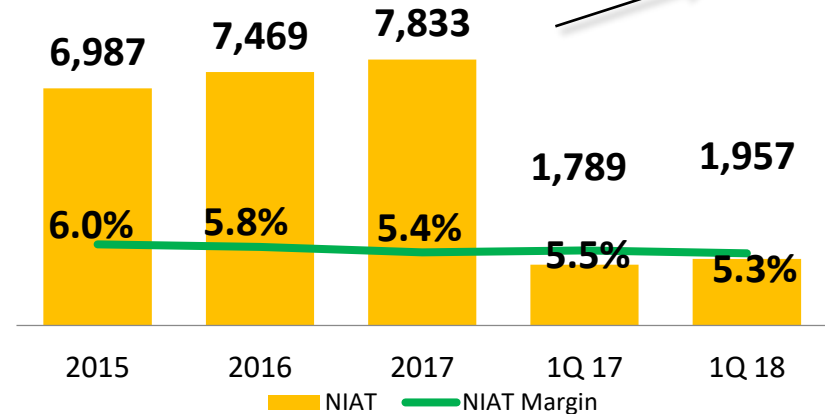
## EBITDA

**+13.1%**



## Net Income

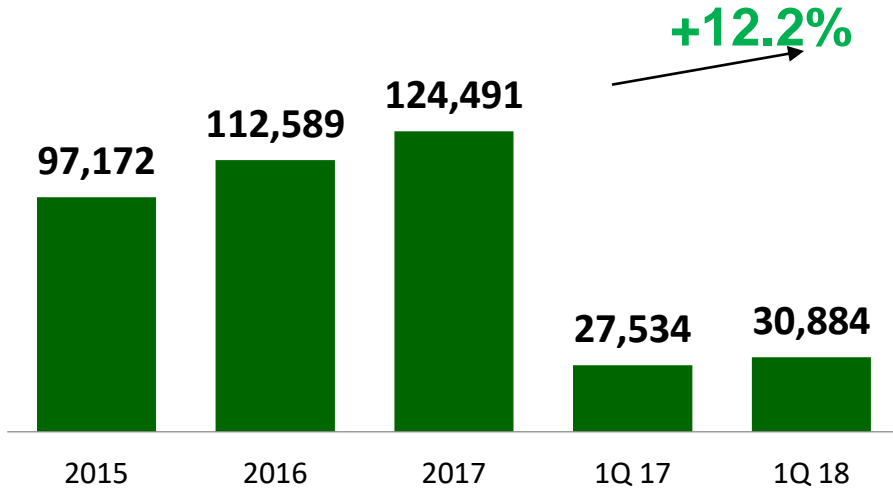
**+9.4%**



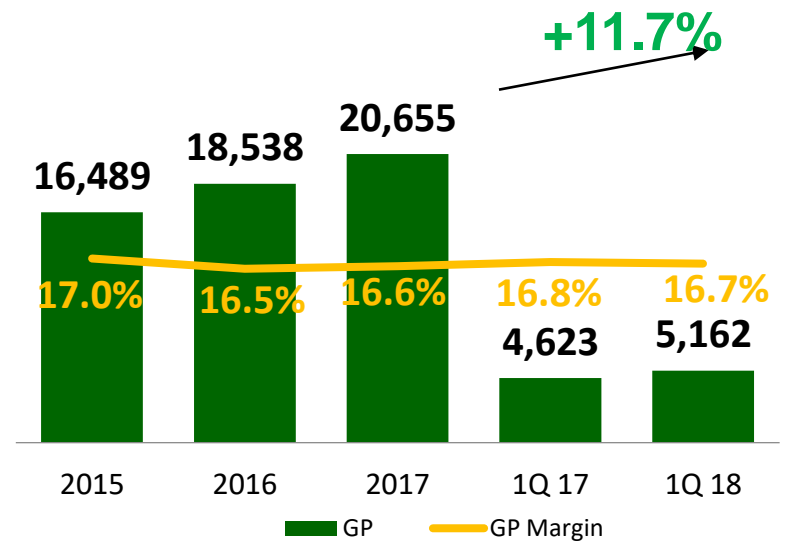
# Grocery Retailing: 1Q 2018 Financial Highlights

(In PHP millions)

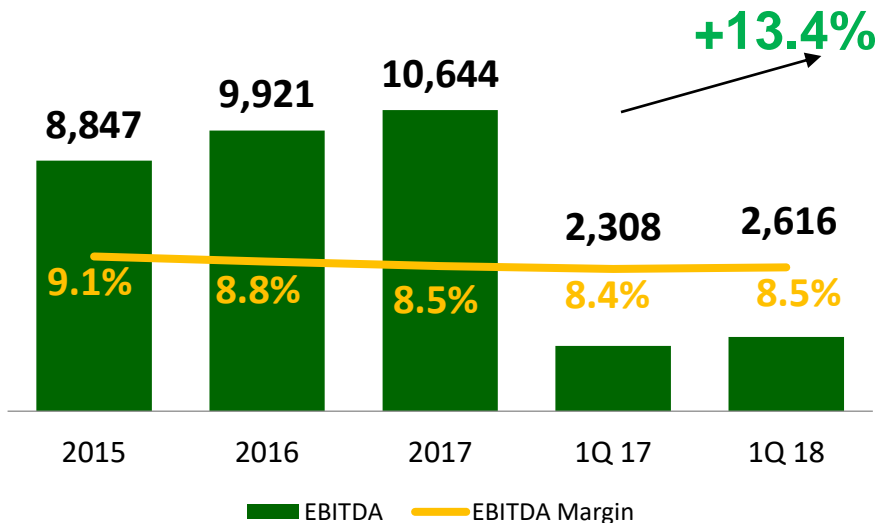
## Revenues



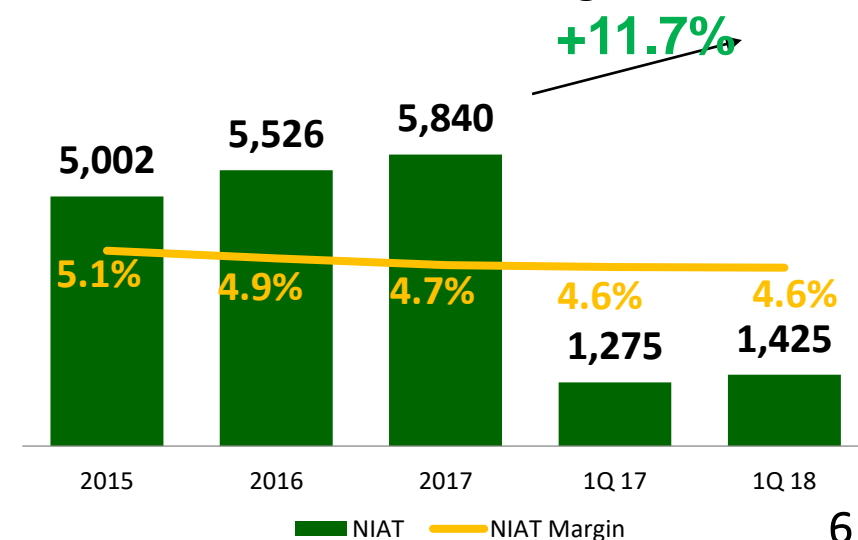
## Gross Profit and Margin



## EBITDA and Margin



## Net Profit and Margin



# Grocery Retailing: Operational Highlights



- Puregold opened **10 new stores** in 1Q 2018
- S&R opened **1 new S&R QSR**
- As of 1Q 2018, the Grocery Retailing segment is operating a **total of 383 stores**
- SSSG PGOLD only is at 5.1% while S&R is at 11.1%
- 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	118	6	22
Luzon	187	4	8
Visayas	22	2	1
Mindanao	9	2	1
<b>Total</b>	<b>336</b>	<b>14</b>	<b>33</b>

# Liquor Distribution: Products



**MONTOSCO INC.**

## **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**

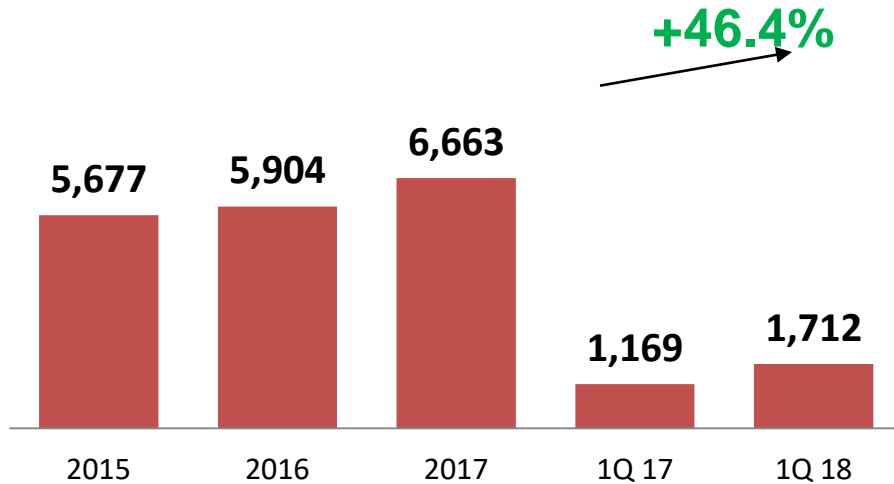


# Liquor Distribution: 1Q 2018 Financial Highlights

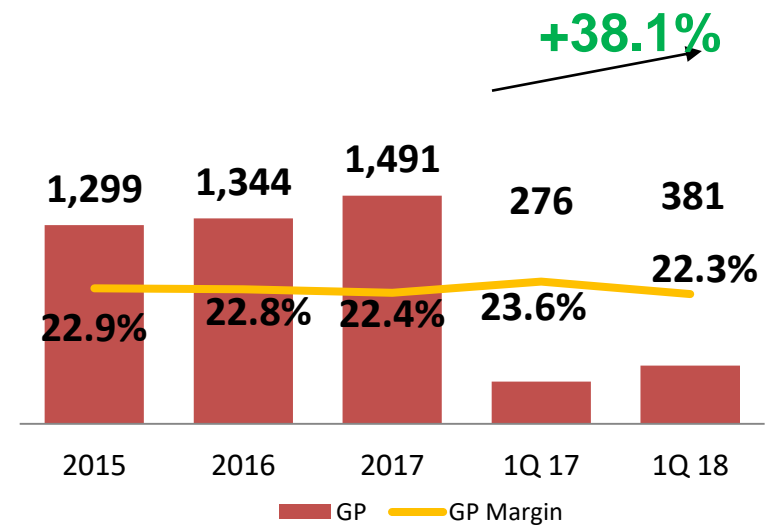


(In PHP millions)

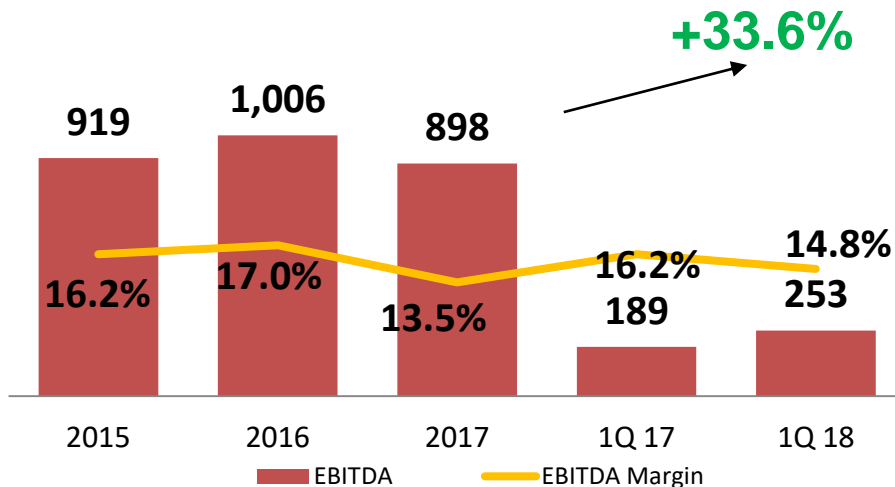
## Revenues



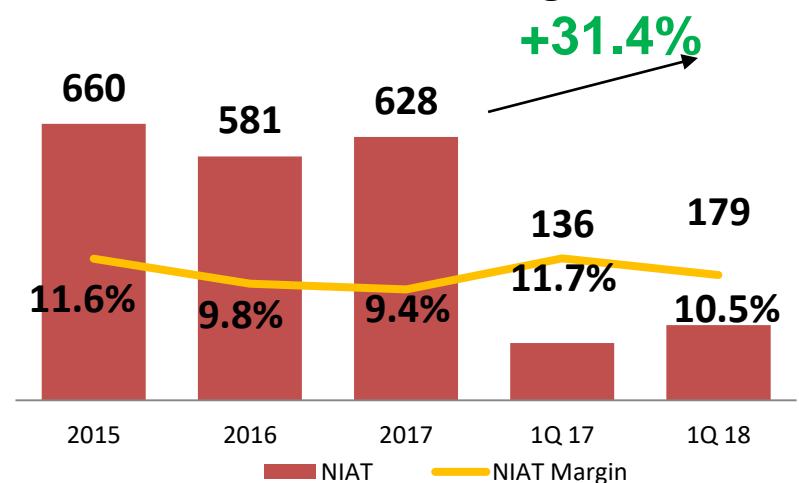
## Gross Profit and Margin



## EBITDA and Margin



## Net Profit and Margin

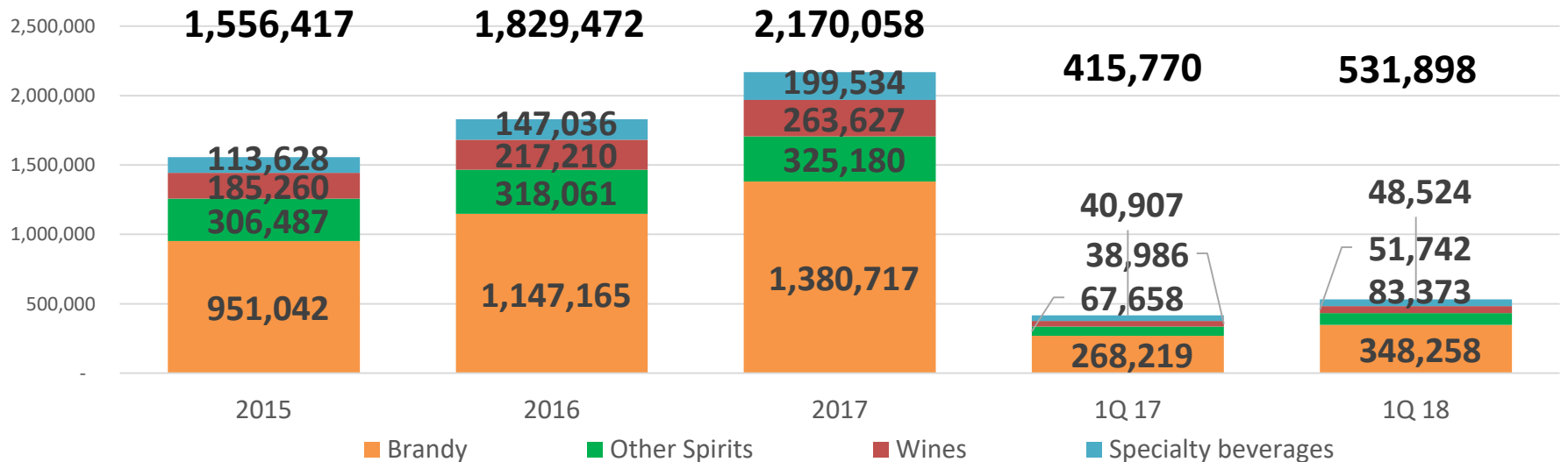


# Liquor Distribution: Total Volume Sales

- 28% growth in total volume of cases sold in 1Q 2018
- Growth driven by the increase in the brandy segment.

Category	1Q 2018	Mix %	1Q 2017	Mix %	Increase	%
Brandy	348,258	65%	268,219	65%	80,039	30%
Other spirits	83,373	16%	67,658	16%	15,715	23%
Wines	51,742	10%	38,986	9%	12,756	33%
Specialty beverages	48,524	9%	40,907	10%	7,617	19%
	<b>531,898</b>	<b>100%</b>	<b>415,770</b>	<b>100%</b>	<b>116,128</b>	<b>28%</b>

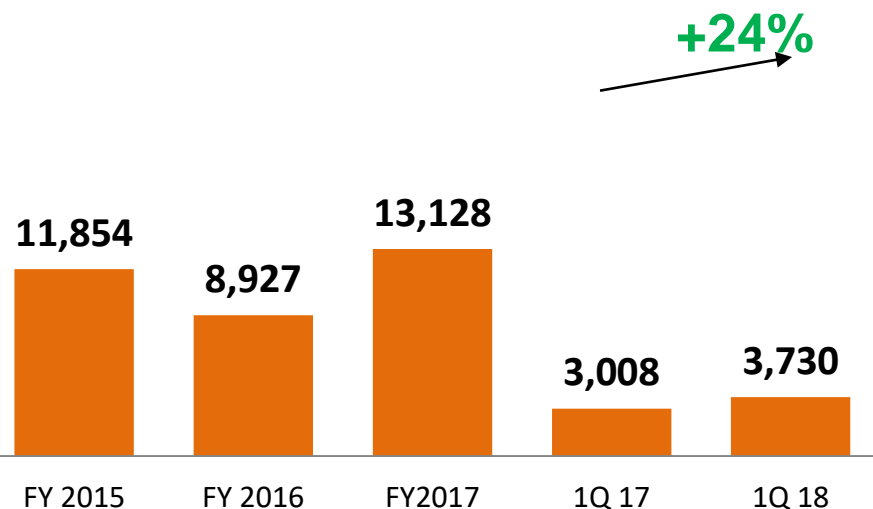
Category Volume Sold (in cases)



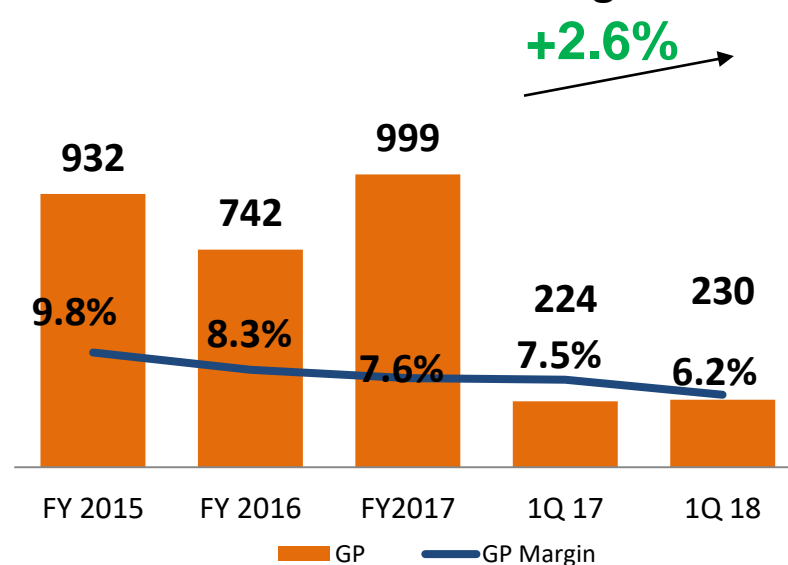
# Liquigaz: 1Q 2018 Financial Highlights

(In PHP millions)

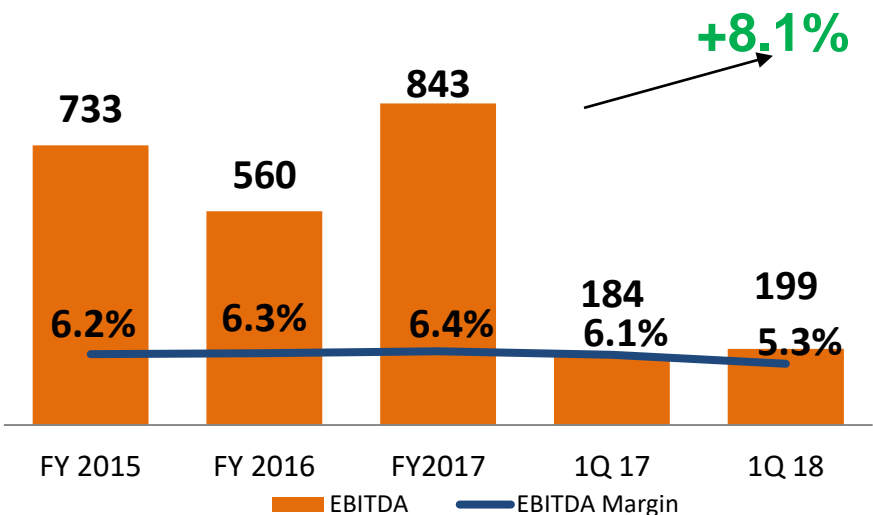
## Revenues



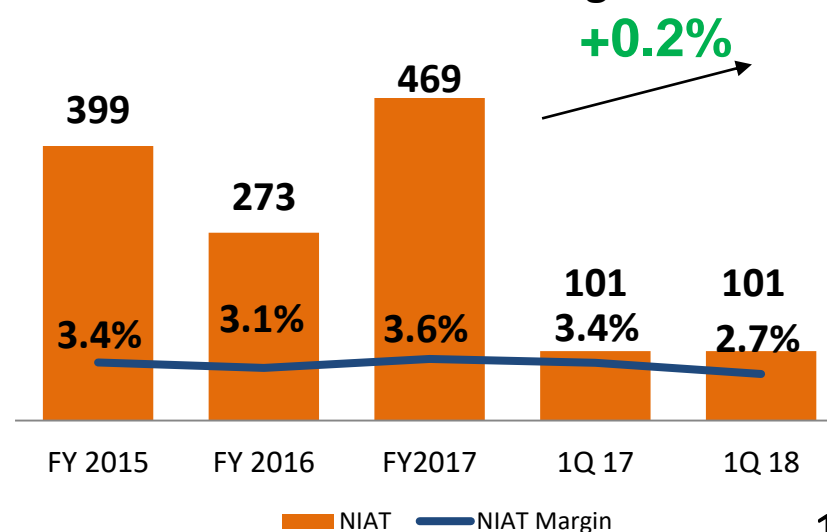
## Gross Profit and Margin



## EBITDA and Margin



## Net Profit and Margin

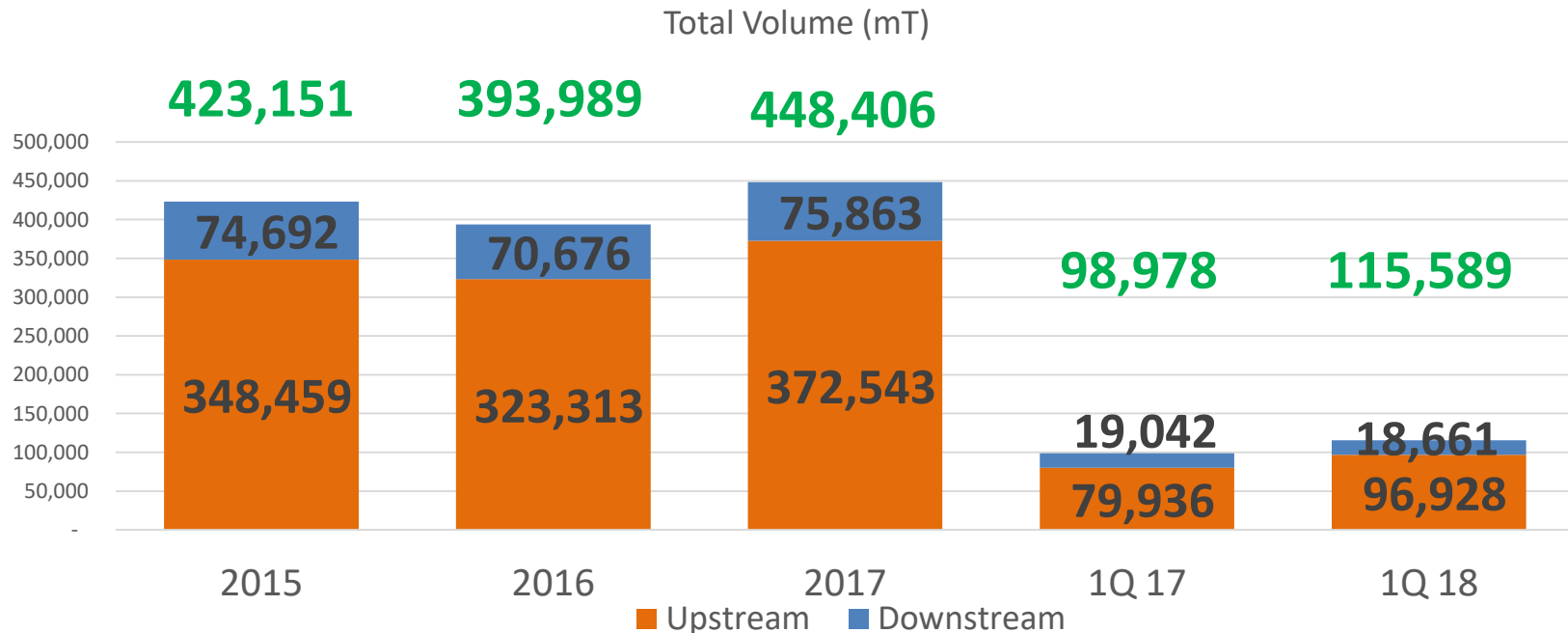


# Liquigaz: Operational Highlights

## LIQUIGAZ PHILIPPINES CORPORATION



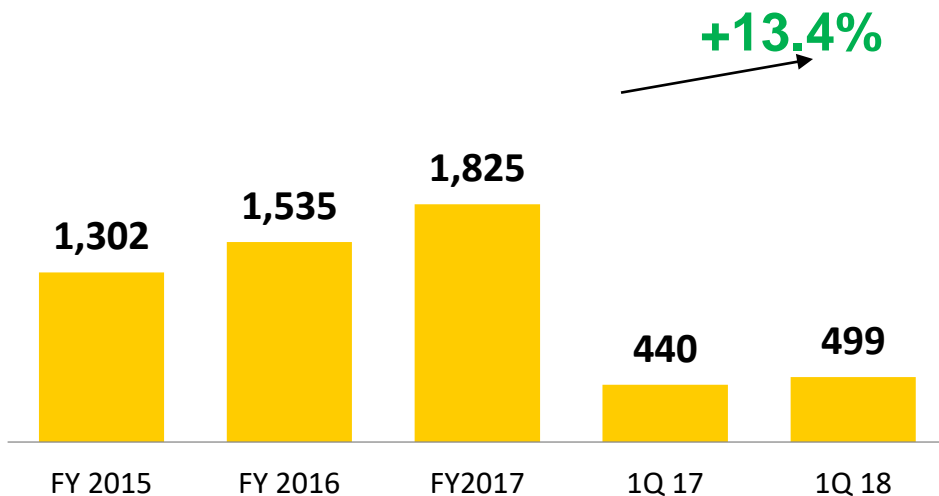
- 16.8% increase in total sales volume due to higher sales from wholesale and major clients in 1Q 2018
- New terminal facility in Sairaya, Quezon to start full commercial operations in 2H 2018



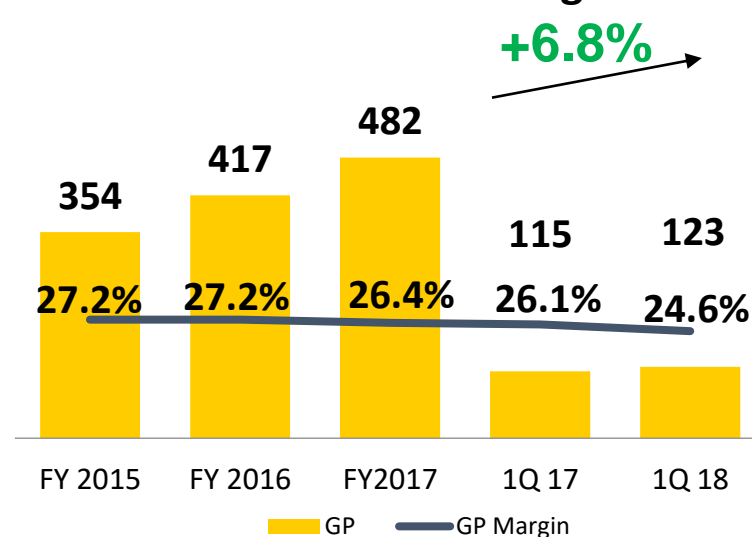
# Office Warehouse: 1Q 2018 Financial Highlights

(In PHP millions)

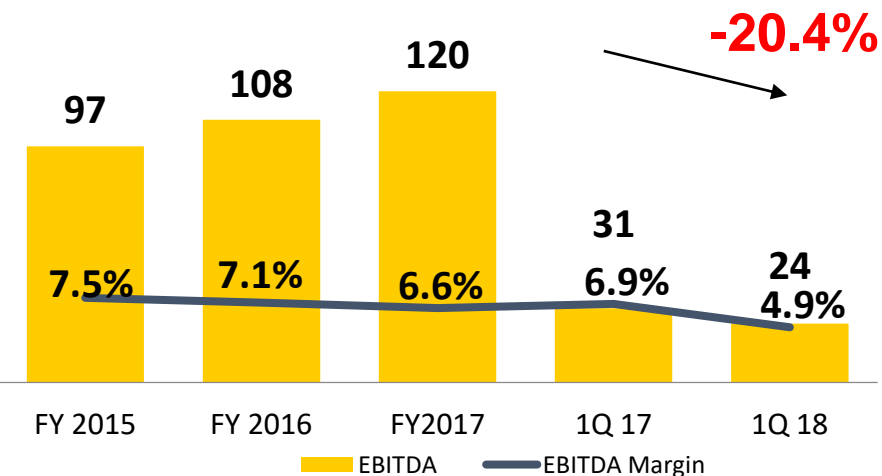
## Revenues



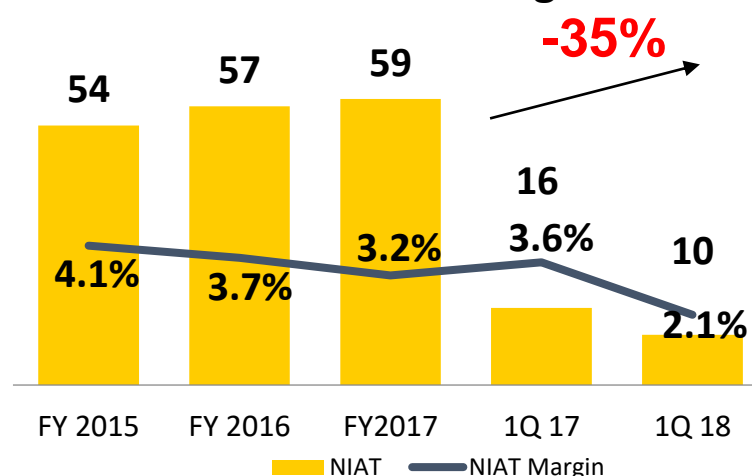
## Gross Profit and Margin



## 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 2 new store during 1Q 2018; closed down 1 store

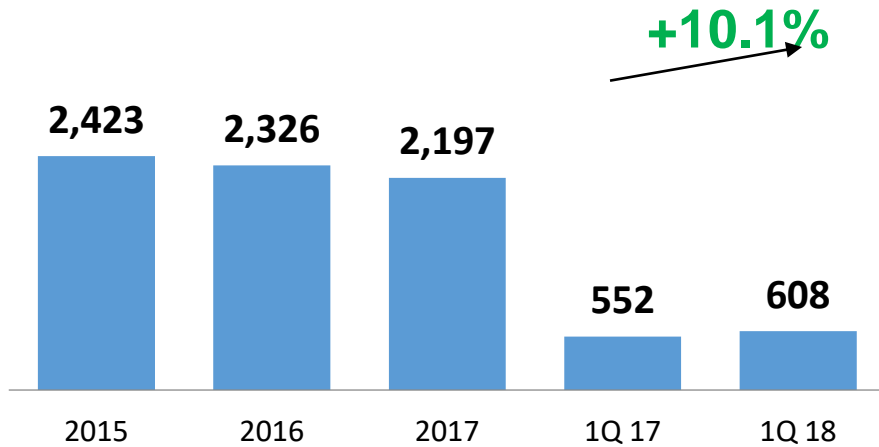


	Y2015	Y2016	Y2017	Q12017	Q12018
<b>No. Stores</b>	59	71	82	72	83
<b>Net selling area</b>	11,036 sqm	14,014 sqm	15,945 sqm	14,445 sqm	16,382 sqm

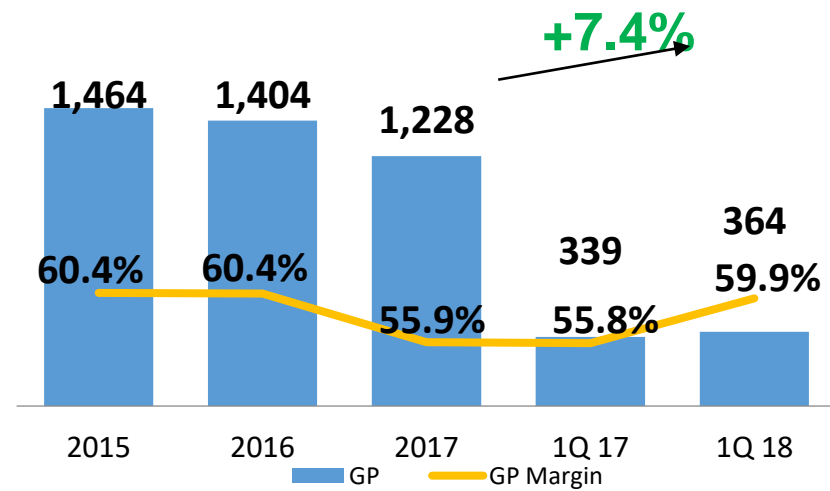
# Real Estate: 1Q 2018 Financial Highlights

(In PHP millions)

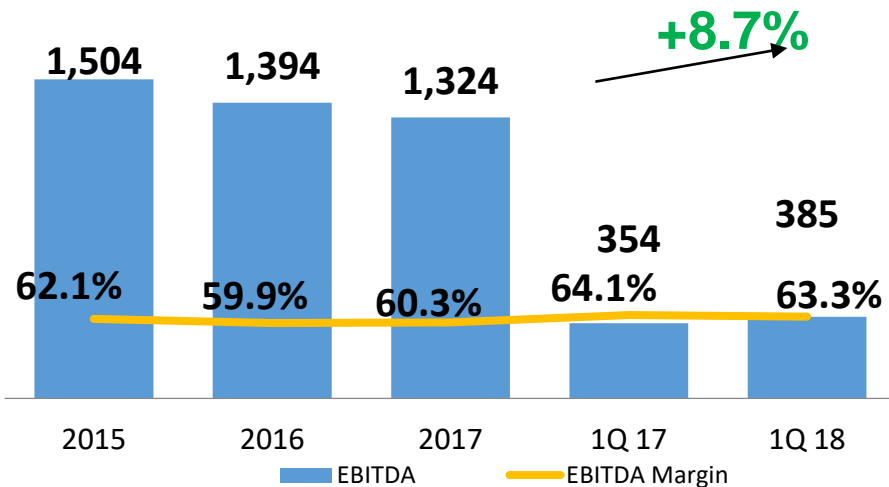
## Revenues



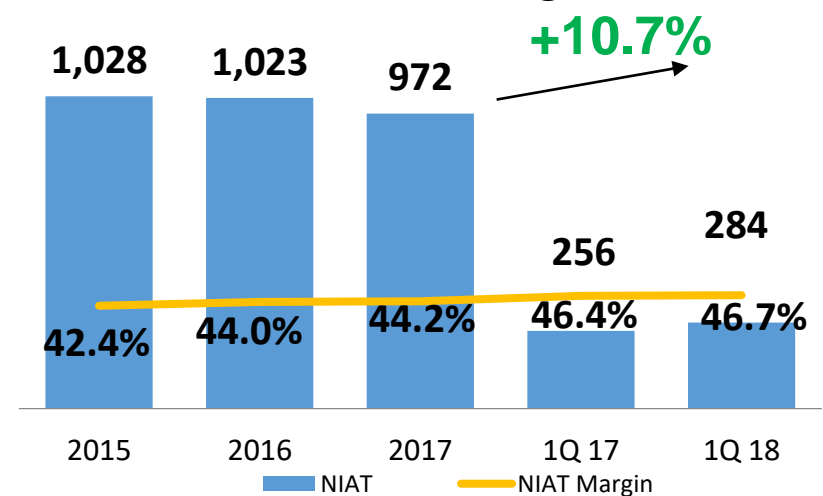
## Gross Profit and Margin



## EBITDA and Margin



## Net Profit and Margin



# Real Estate Group: Operational Highlights

- Total of 52 commercial properties with 96% average occupancy rate
- Pure Petroleum operating at 100% capacity in 2017 and 2016 (9 storage tanks with 88.5M liters capacity)

Category	1Q2018	Q12017	FY2017	GLA/Lot Area in sq.m.
Land under lease	10	9	9	146,149
Commercial Buildings	32	29	29	261,722
Under Development	1	-	4	7,641
Future Development	9	10	10	104,709
<b>Total</b>	<b>52</b>	<b>48</b>	<b>52</b>	<b>520,221</b>

- 3 new community malls opened in Q12018 located in Cavite, Muntinlupa and Subic.
- On-going development of 1 new community malls in Las Pinas.



- **CAPEX Budget of Php 5.55 billion in 2018**

- Php 3.65 billion for Puregold Group
- Php 1.5 billion for Real Estate Group
- Php 300 million for Liquigaz
- Php 100 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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