

Cosco Capital, Inc.

FY 2017 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



LAWSON

Liquor Distribution



Specialty Retailing

90%



100%

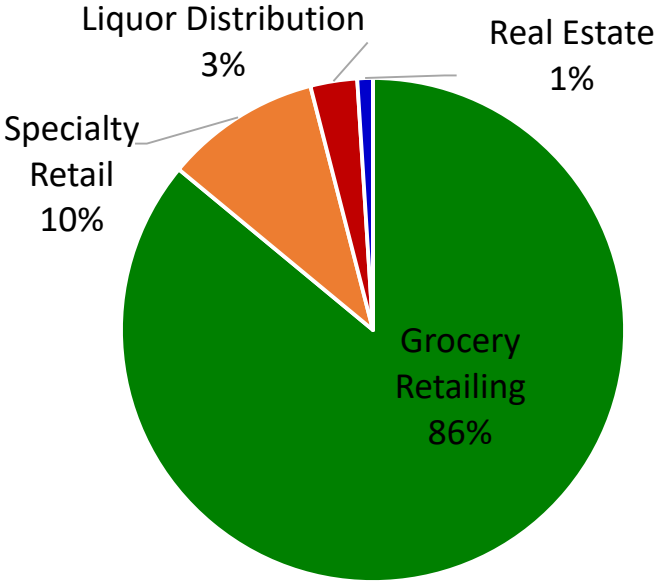


Commercial Real Estate

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

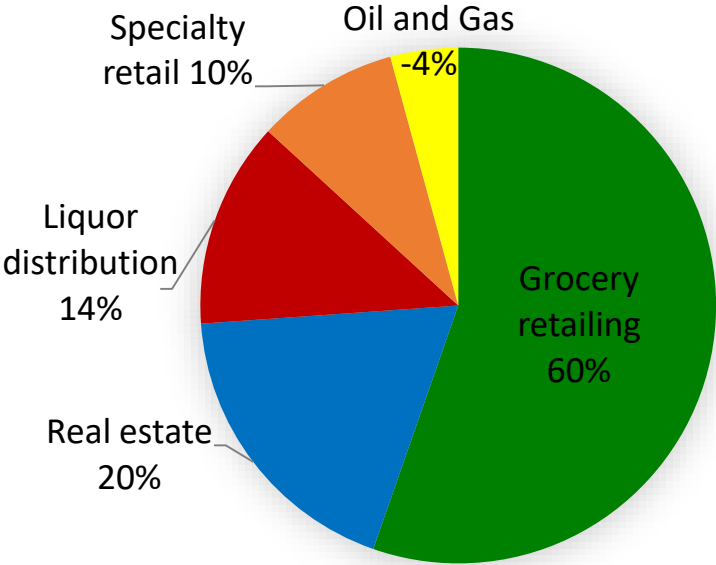
Revenue & Net Income Contribution

Revenues



PHP 145.8 billion

PATMI

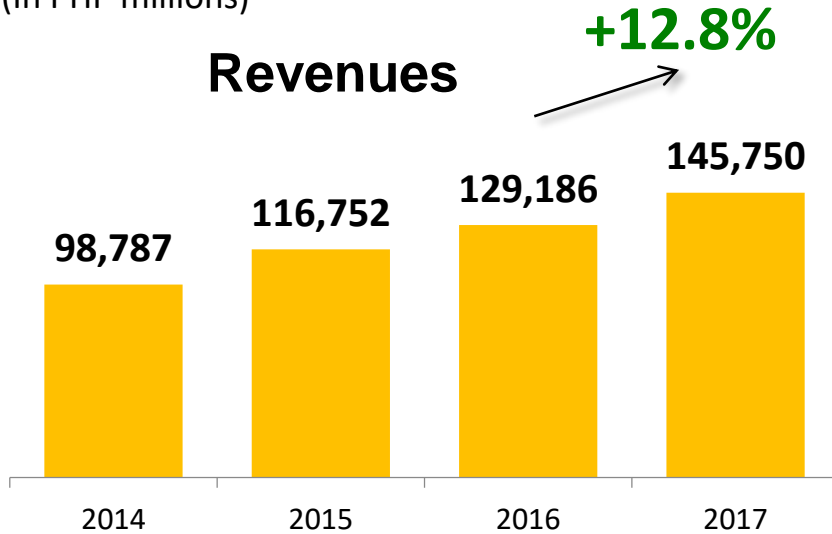


PHP 4.92 billion

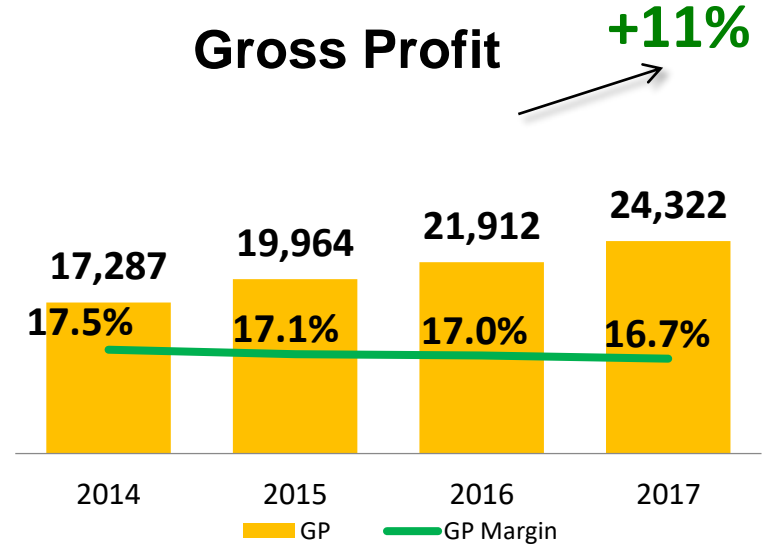
FY 2017 Consolidated Financial Highlights

(In PHP millions)

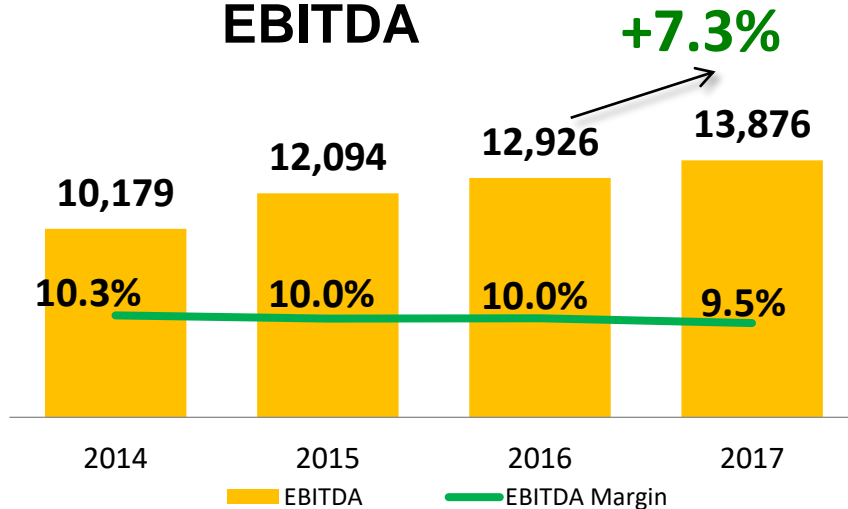
Revenues



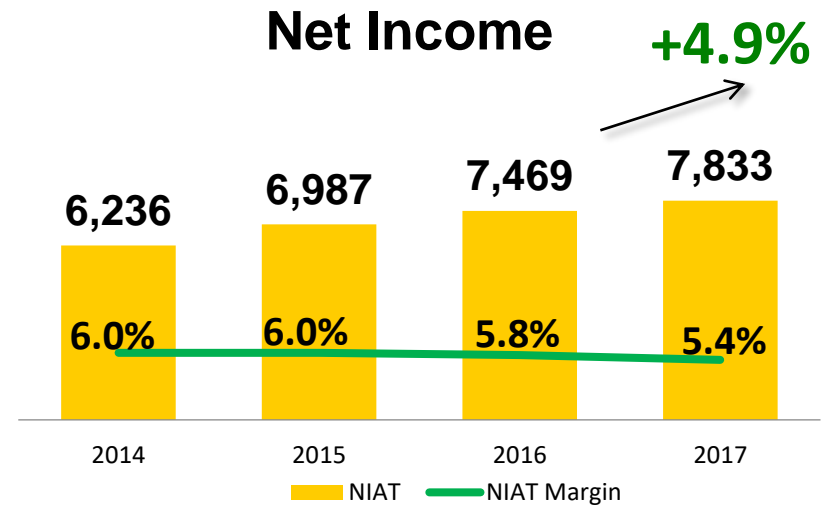
Gross Profit



EBITDA



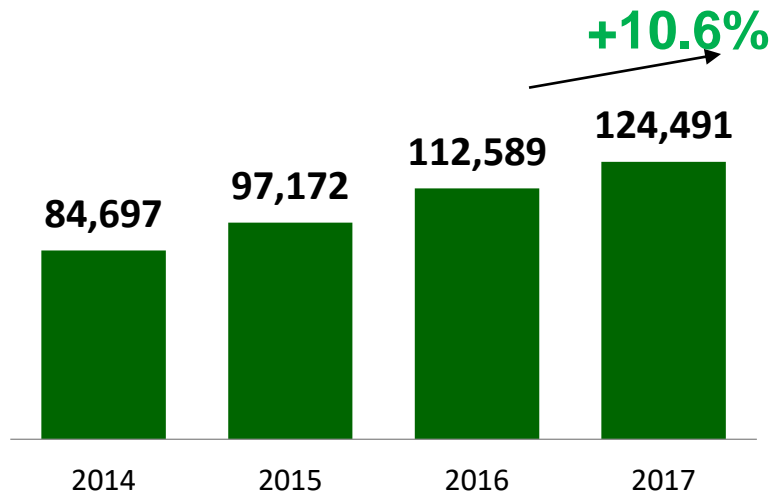
Net Income



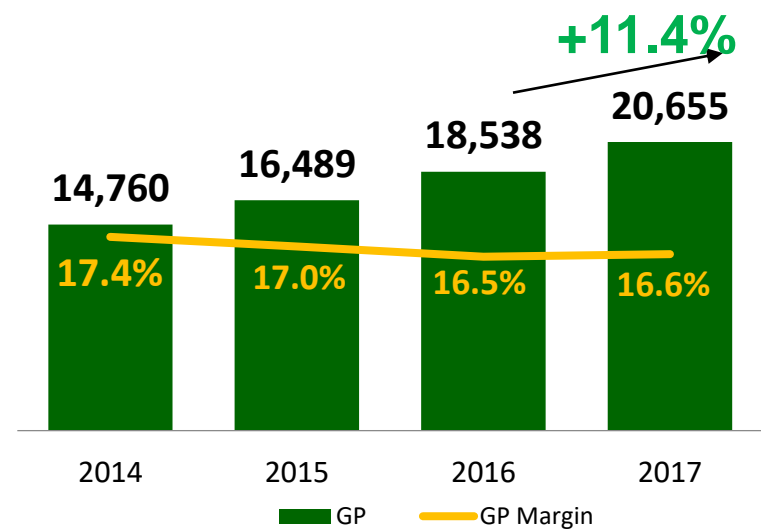
Grocery Retailing: FY 2017 Financial Highlights

(In PHP millions)

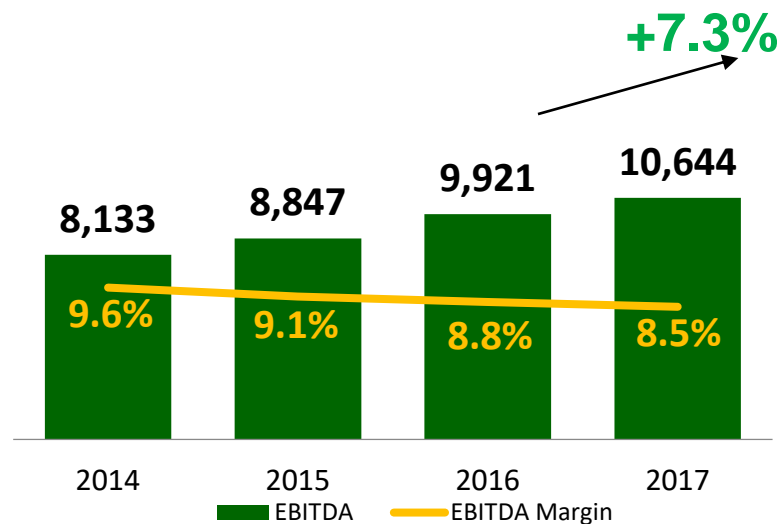
Revenues



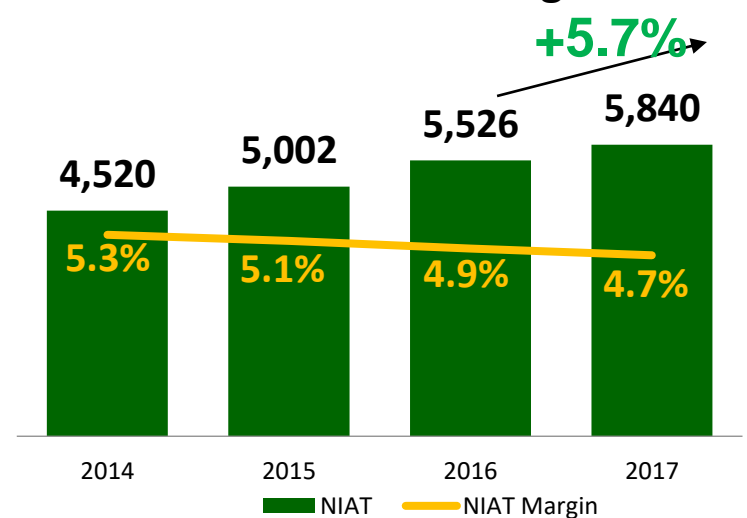
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Grocery Retailing: Operational Highlights



- Puregold opened **30 new stores** out of targeted 25 new stores
- S&R opened **2 new warehouses** and **9 new S&R QSR**
- Acquired and converted **5 B&W Supermarket**
- As of FY 2017, the Grocery Retailing segment is operating a **total of 372 stores**
- SSSG PGOLD only is at 4.4% while S&R is at 6.5%



	PUREGOLD	S&R	S&R QSR	NE Bodega	Budgetlane
Metro Manila	114	6	22	0	1
Luzon	167	4	8	9	7
Visayas	20	2	1	0	0
Mindanao	8	2	1	0	0
Total	309	13	31	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

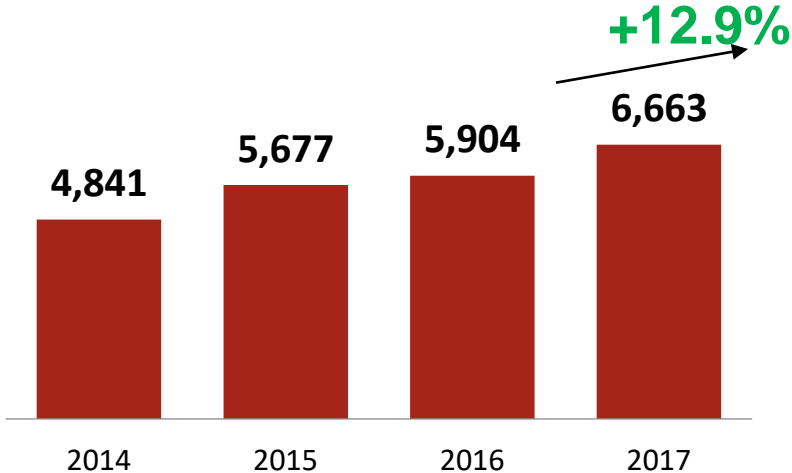
Various Wines

Liquor Distribution: FY 2017 Financial Highlights

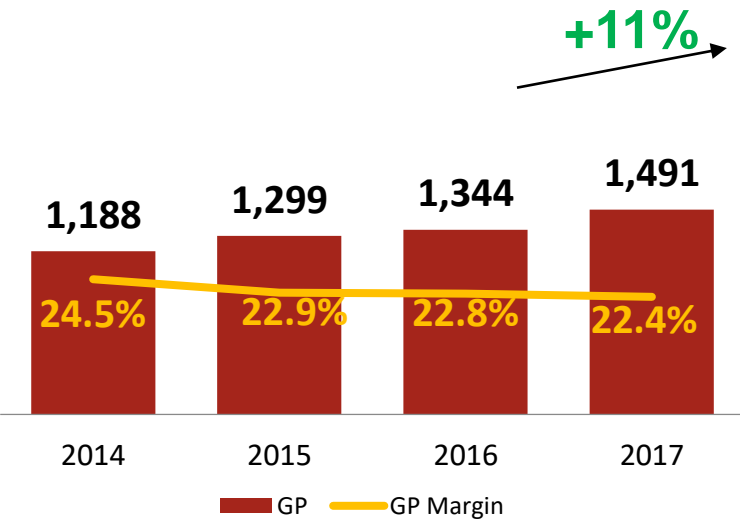


(In PHP millions)

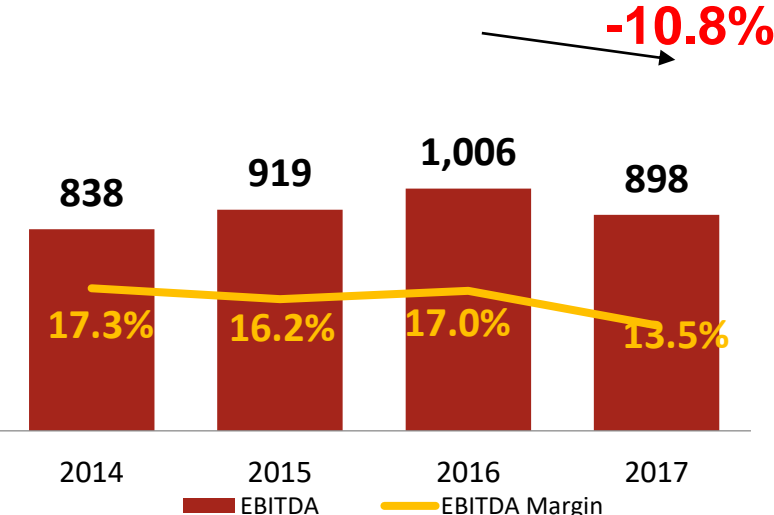
Revenues



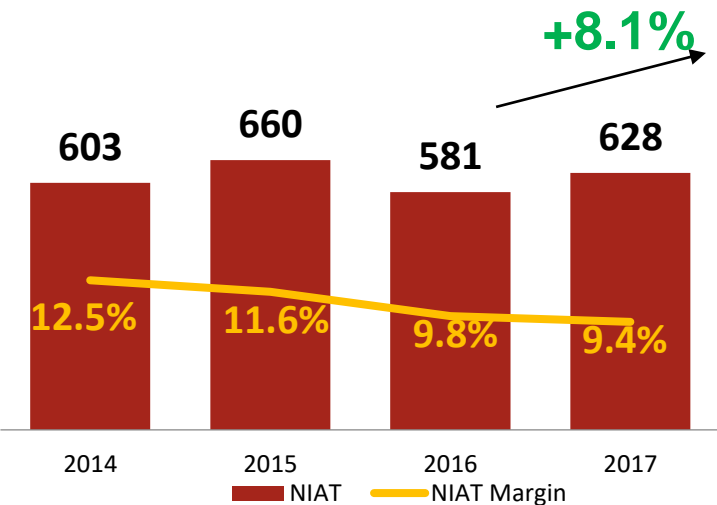
Gross Profit and Margin



EBITDA and Margin



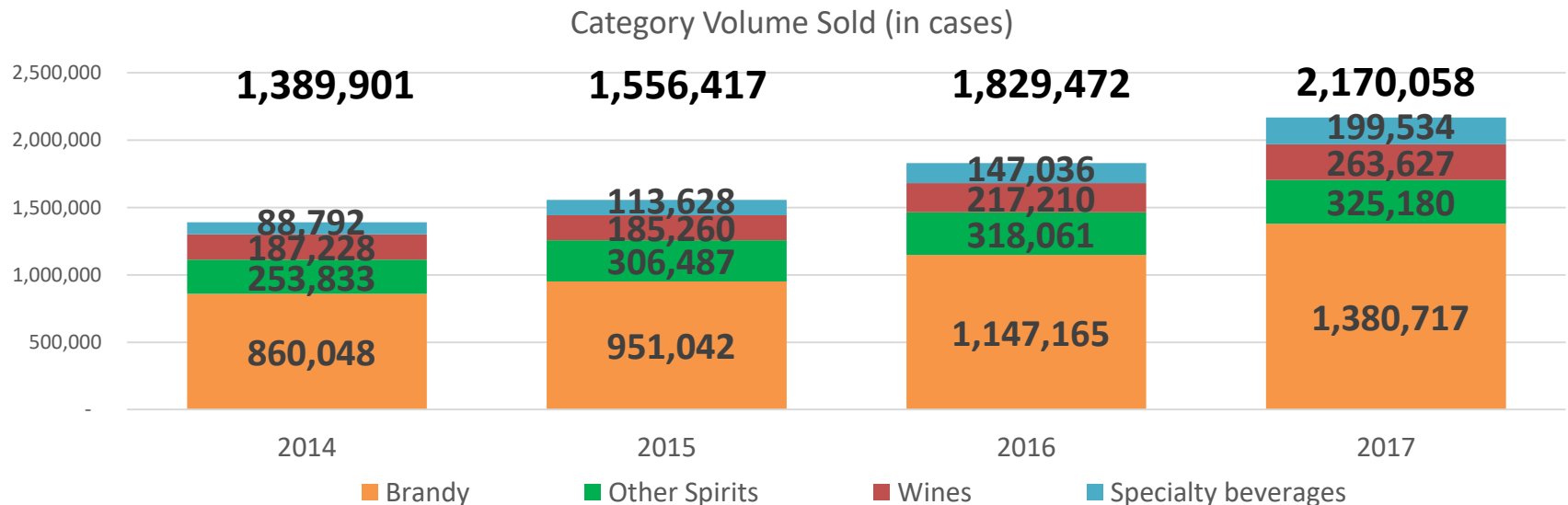
Net Profit and Margin



Liquor Distribution: Total Volume Sales

- 19% growth in total volume of cases sold
- Growth driven by the increase in the brandy segment.

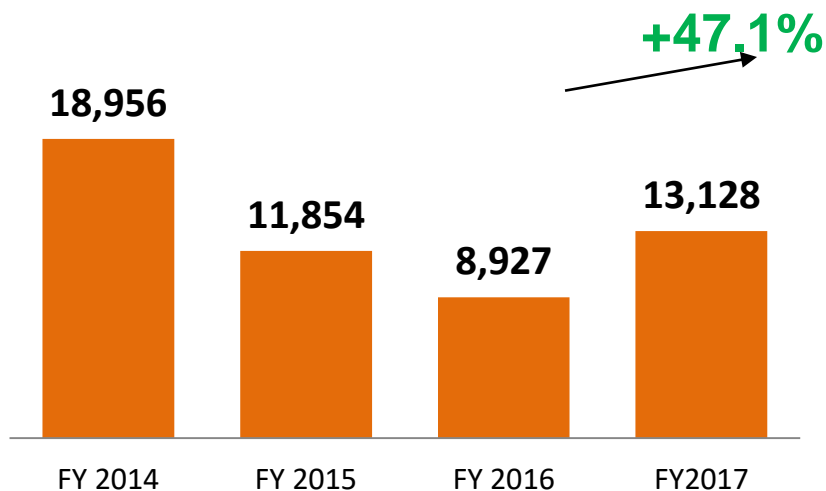
CATEGORY	2017	%	2016	%	Increase	%
Brandy	1,380,717	64%	1,147,165	63%	233,552	20%
Other spirits	325,180	15%	318,061	17%	7,119	2%
Wines	264,627	12%	217,210	12%	47,417	22%
Specialty Beverages	199,534	9%	147,036	8%	52,498	36%
TOTAL	2,170,058	100%	1,829,472	100%	340,586	19%



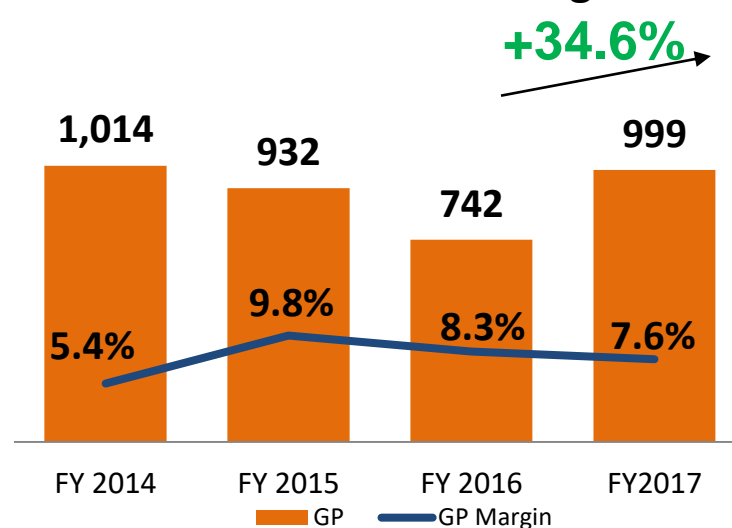
Liquigaz: FY 2017 Financial Highlights

(In PHP millions)

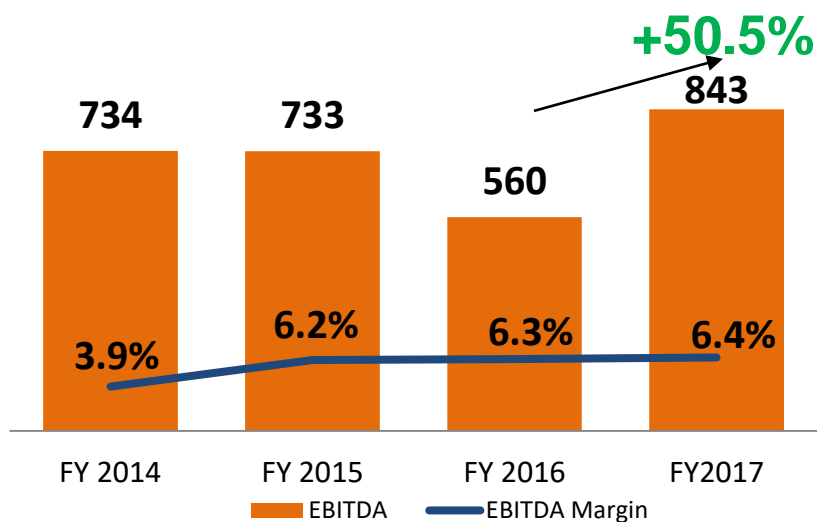
Revenues



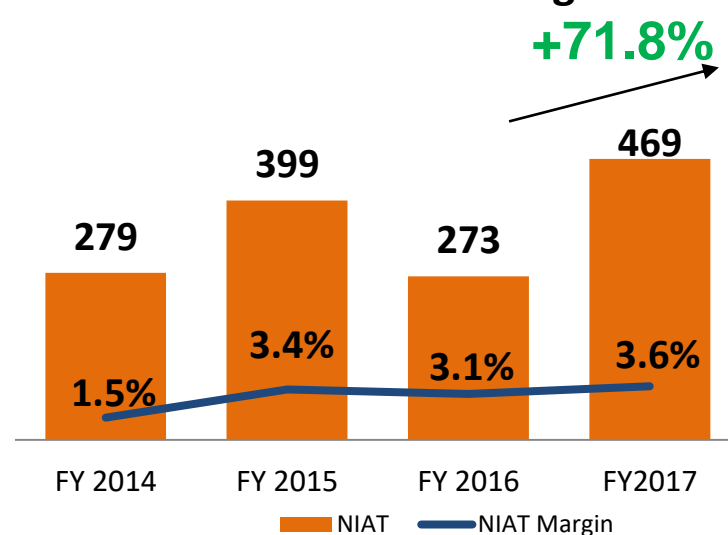
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin

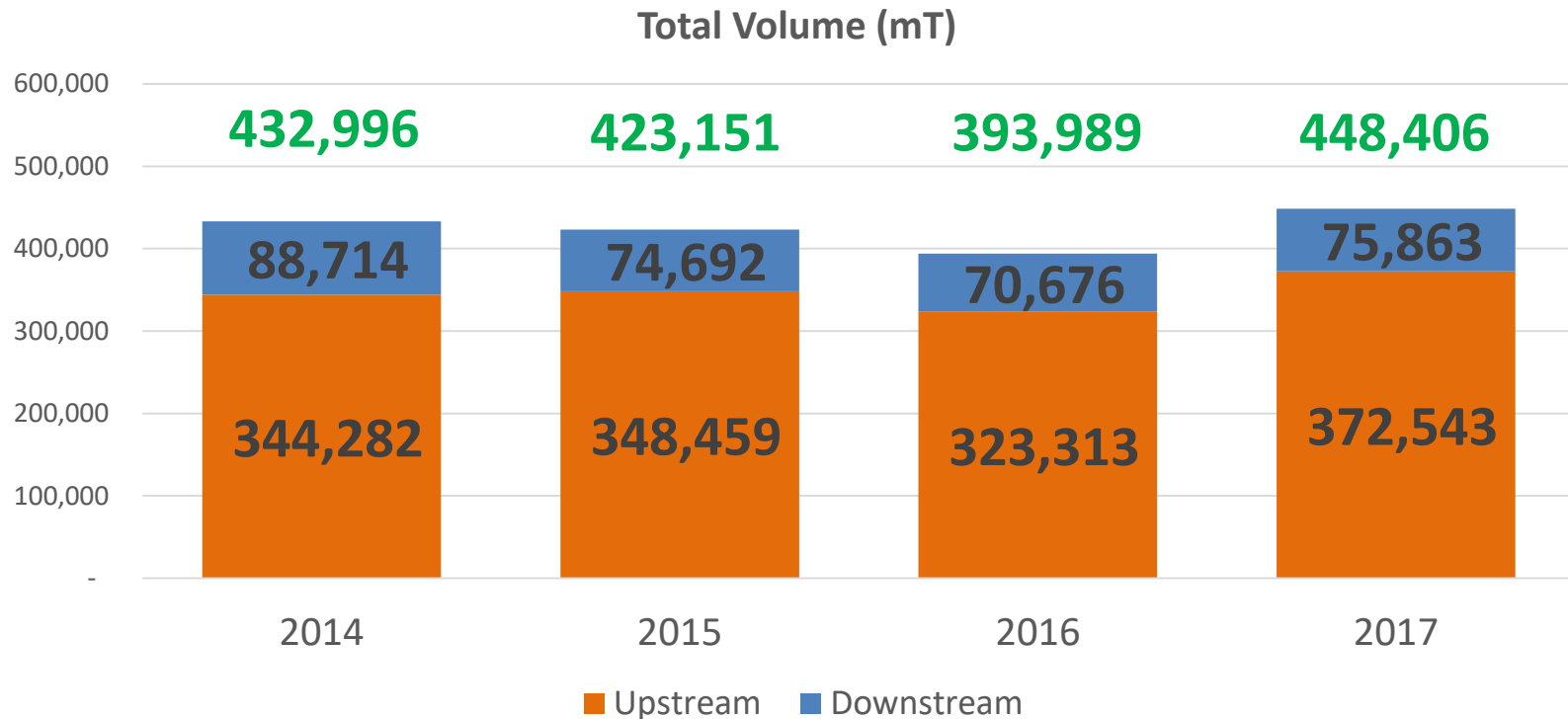


Liquigaz: Operational Highlights

LIQUIGAZ PHILIPPINES CORPORATION



- 13.8% increase in total sales volume due to higher sales from wholesale and major clients
- New terminal facility in Sairaya, Quezon to start full commercial operations in 2H 2018

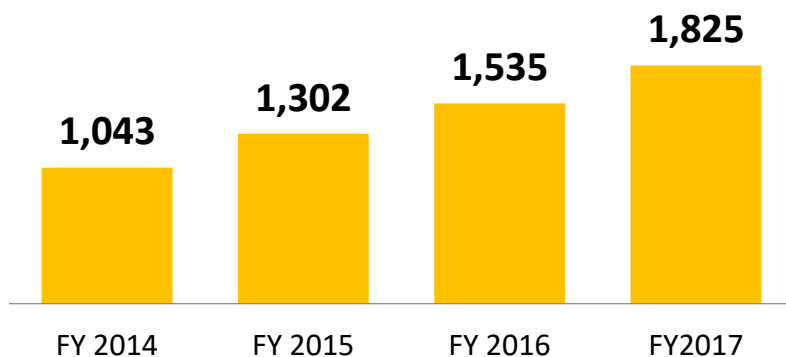


Office Warehouse: FY 2017 Financial Highlights

(In PHP millions)

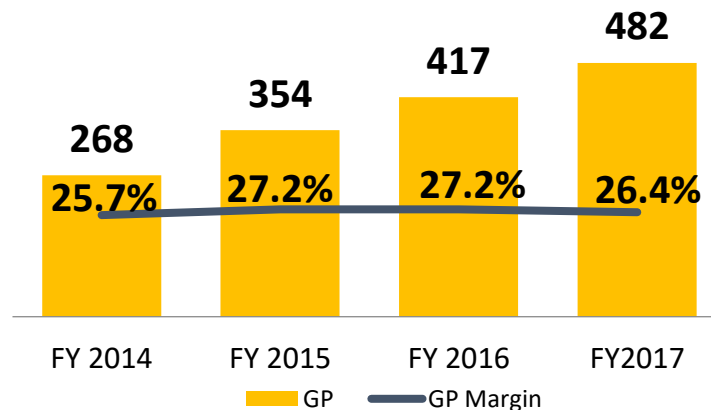
Revenues

+18.9%



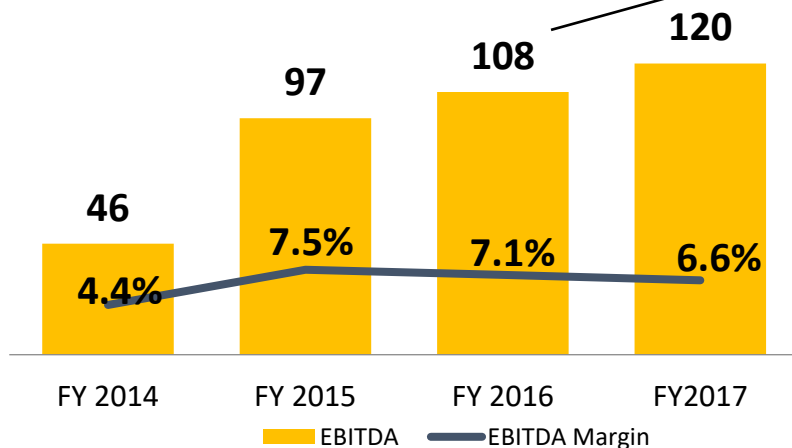
Gross Profit and Margin

+15.6%



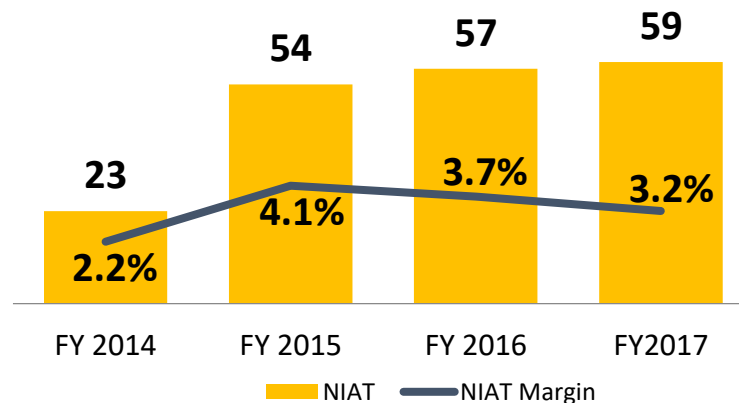
EBITDA and Margin

+10.8%



Net Profit and Margin

+3.0%



Office Warehouse: Operational Highlights

OFFICE WAREHOUSE, INC.

- Strong growth driven by store expansion and enhanced product offerings
- Office Warehouse opened 14 new stores during 2017; closed down 3 stores



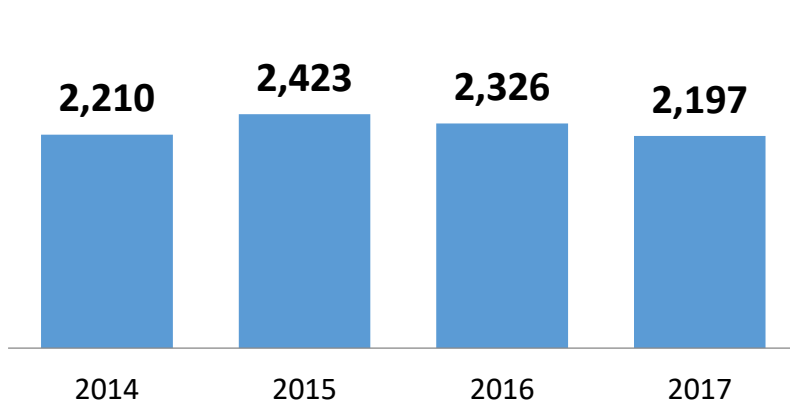
	2014	2015	2016	2017
# of Stores	48	59	71	82
Net Selling Area		11,036 sqm	14,014 sqm	15,945 sqm

Real Estate: FY 2017 Financial Highlights

(In PHP millions)

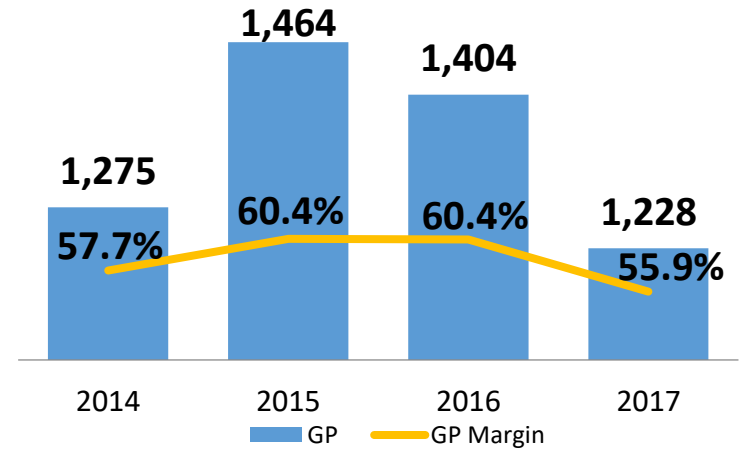
Revenues

-5.5%



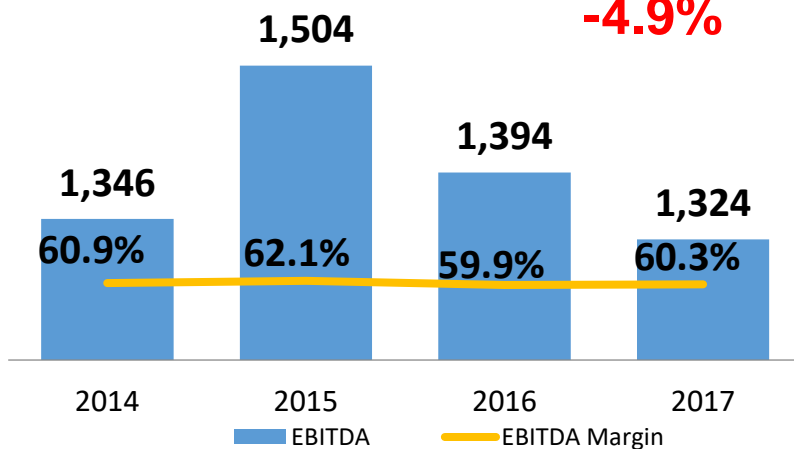
Gross Profit and Margin

-12.5%



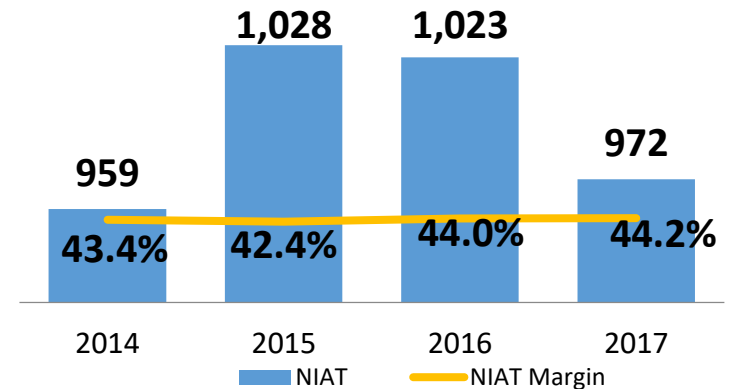
EBITDA and Margin

-4.9%



Net Profit and Margin

-5.0%



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	FY2017	FY2016	GLA/Lot Area in sq.m.
Land under lease	9	9	146,148.70
Commercial Buildings	29	29	255,767.30
Under Development	4		14,973
Future Development	10	9	104,709
Total	52	47	

- Acquired 4 property for future development located in Subic, Zambales, Antipolo, Rizal, Loag, Ilocos Norte, Maria Aurora, Aurora and awarded as winning bidder for property located in Bayawan, Negros Orienta
- Ayala Mall Marikina, the 3rd co-develop property with Ayala, opened last December 2017
- On-going construction & development of 4 new community malls in Cavite, Muntinlupa, Subic and Las Pinas

- **CAPEX Budget of Php 5.6 billion in 2018**

- Php 3.7 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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