

Cosco Capital, Inc.

9M 2023 Financial Results Investor Presentation



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Head Office Address

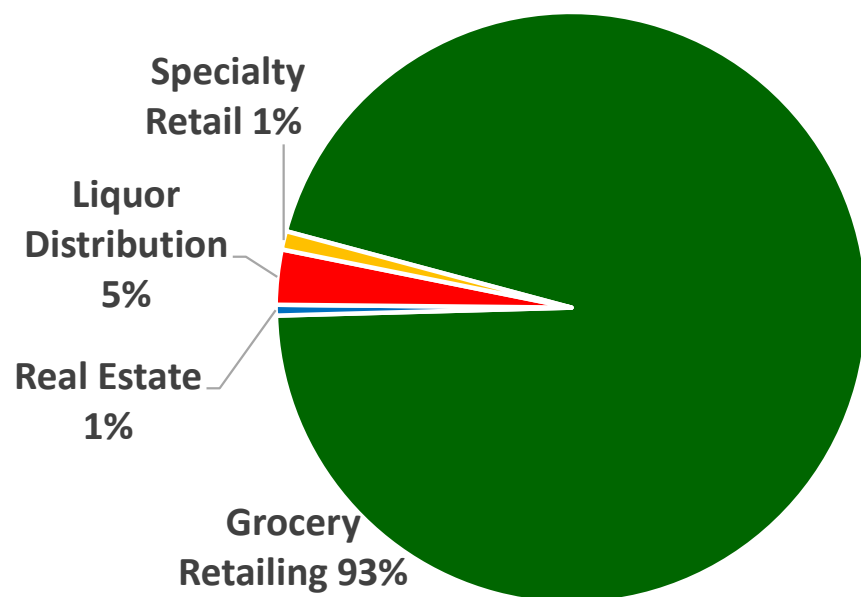
3rd floor, New Tabacalera Building, 900 Romualdez Street, Paco, Manila, 1007 Philippines

Company Overview



Revenues and Net Income Contribution 9M 2023

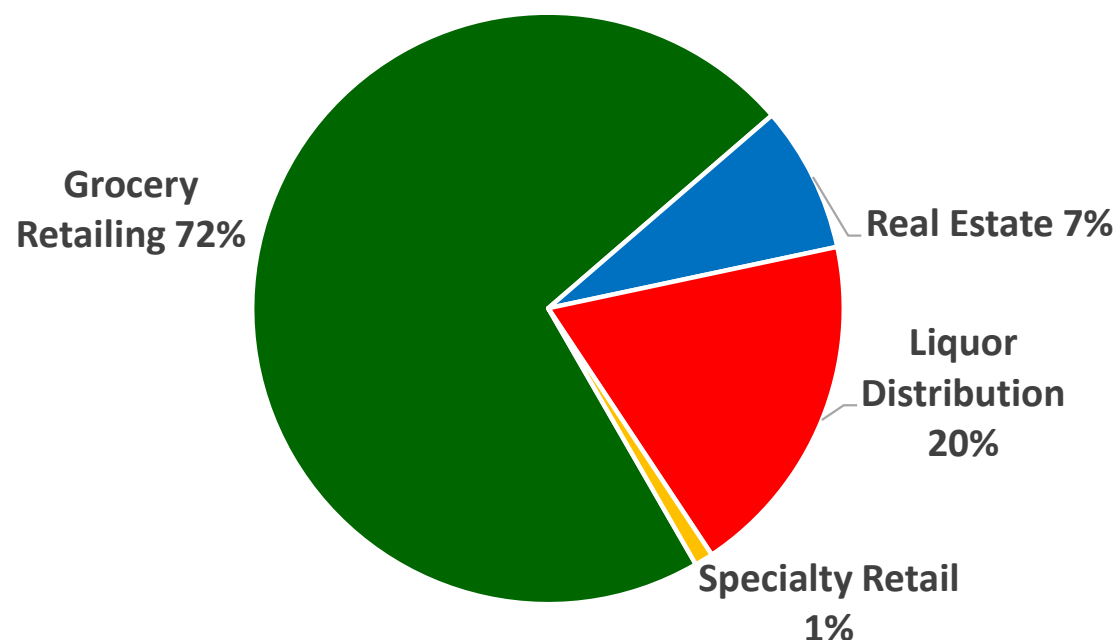
Revenues



PHP 150.27 billion

+10.5% vs 9M 2022

Net Income



PHP 9.1 billion

+4.8% vs 9M 2022

9M 2023 CONSOLIDATED FINANCIAL PERFORMANCE

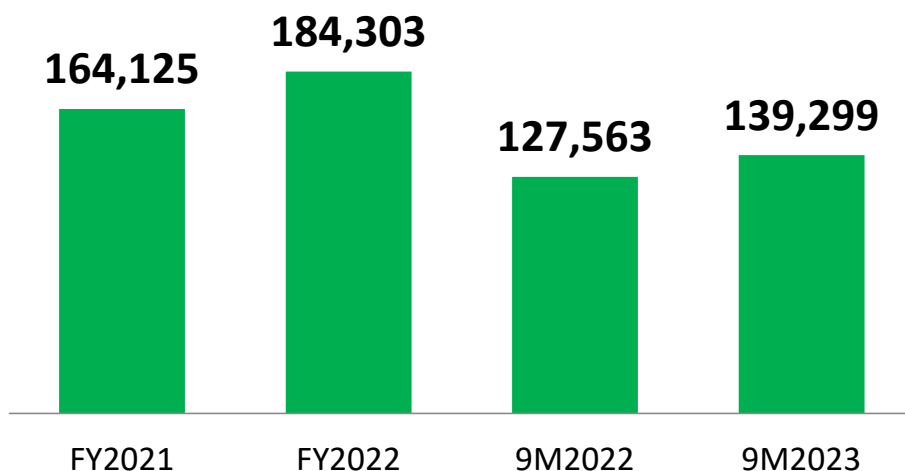
<i>(In Thousands)</i>	9M2023	%	9M2022	%	INCREASE (DECREASE)	%
REVENUES	150,267,265	100.00%	136,032,817	100.00%	14,234,447	10.46%
COST OF SALES/SERVICES	121,140,399	80.62%	108,953,962	80.09%	12,186,437	11.18%
GROSS PROFIT	29,126,866	19.38%	27,078,855	19.91%	2,048,010	7.56%
OTHER OPERATING INCOME	2,319,830	1.54%	2,249,110	1.65%	70,720	3.14%
GROSS OPERATING INCOME	31,446,696	20.93%	29,327,966	21.56%	2,118,730	7.22%
OPERATING EXPENSES	18,721,959	12.46%	16,630,289	12.23%	2,091,670	12.58%
INCOME FROM OPERATIONS	12,724,737	8.47%	12,697,677	9.33%	27,060	0.21%
OTHER INCOME (CHARGES) - net	(1,102,822)	-0.73%	(1,437,062)	-1.06%	334,240	-23.26%
INCOME BEFORE INCOME TAX	11,621,914	7.73%	11,260,614	8.28%	361,300	3.21%
INCOME TAX EXPENSE	2,496,070	1.66%	2,553,035	1.88%	(56,965)	-2.23%
NET INCOME FOR THE PERIOD	9,125,844	6.07%	8,707,579	6.40%	418,265	4.80%
PATMI	5,358,416	3.57%	5,056,431	3.72%	301,985	5.97%
Non-controlling interests	3,767,428	2.51%	3,651,148	2.68%	116,280	3.18%
	9,125,844	6.07%	8,707,579	6.40%	418,265	4.80%
EARNINGS PER SHARE (EPS)	0.77335		0.72828			6.19%
EBITDA	16,330,058	10.87%	14,875,695	10.94%	1,454,363	9.78%

Grocery Retail: 9M 2023 Financial Highlights

(In PHP millions)

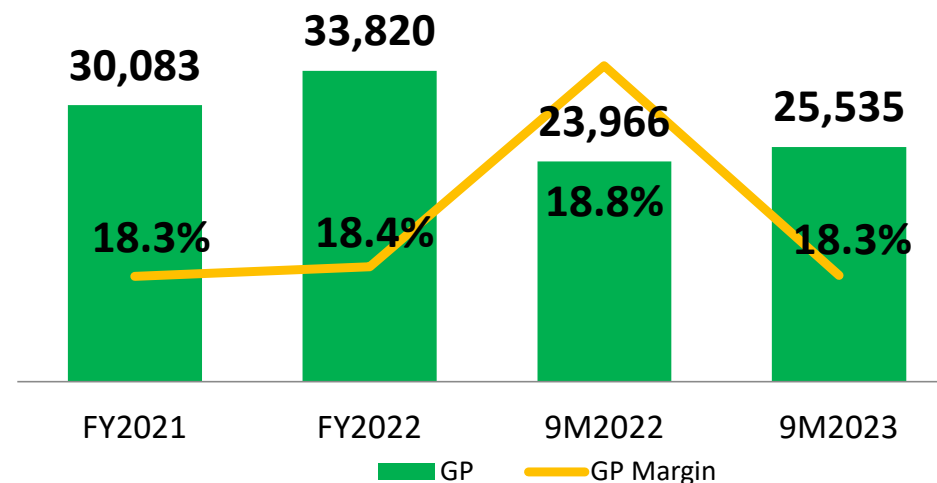
Revenues

+9.2%



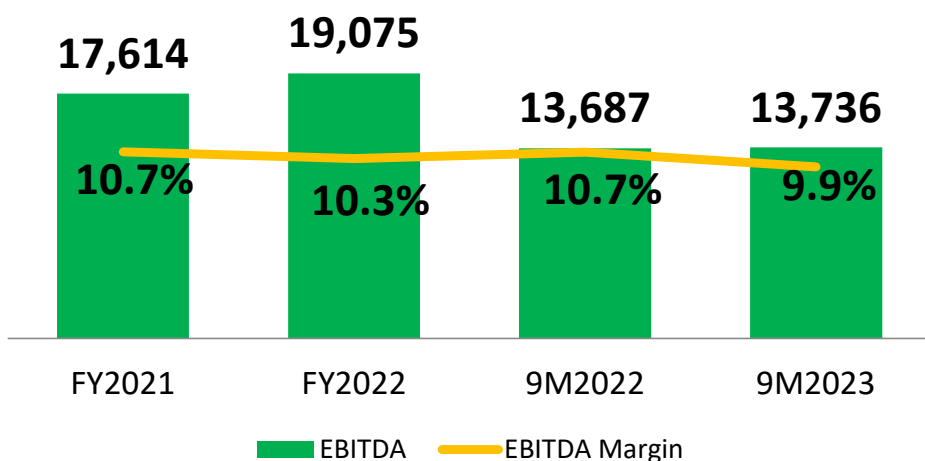
Gross Profit and Margin

+6.5%



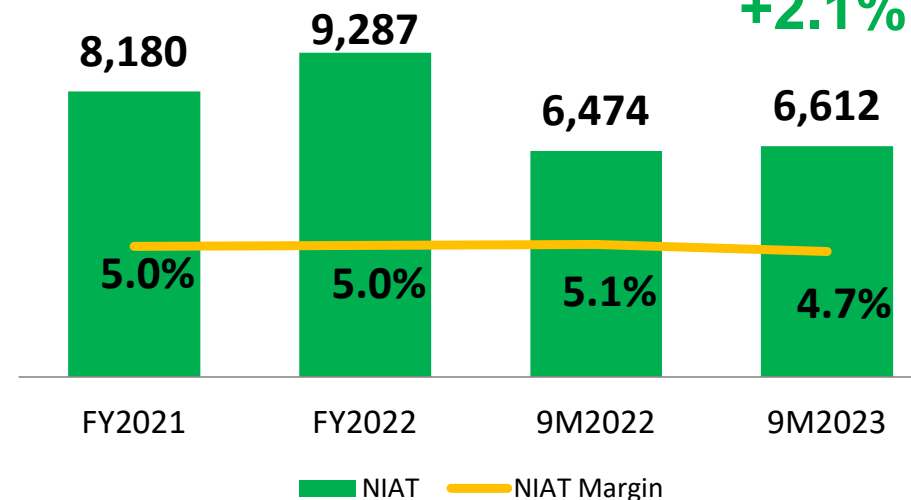
EBITDA and Margin

+0.4%



Net Profit and Margin

+2.1%



Grocery Retail: Operating Highlights



NASA IYO ANG PANALO

- Puregold opened **30 new stores** in 9M 2023 with **21 Divimart conversion**
- S&R opened **2 S&R warehouse clubs** in Kawit & Naga
- Opened **2 QSR** in Valenzuela and Tanauan
- As of 9M 2023, the Grocery Retailing segment is operating a total of **558 stores** with total net selling area (**NSA**) of more than **674,000 sqm**.



	PUREGOLD	S&R	S&R QSR
Metro Manila	148	12	27
Luzon	269	8	19
Visayas	50	2	7
Mindanao	14	2	-
Total	481	24	53

9M 2023 SSSG: +4.8% +4.1%

Grocery Retail: Operating Highlights

Sales Performance

Like-for-like Growth %	Puregold		S&R	
	9M 2023 (427 stores)	9M 2022 (398 stores)	9M 2023 (22 wh)	9M 2022 (20 wh)
Net Sales	4.8%	2.4%	4.1%	9.5%
Ticket	-0.4%	-6.1%	-2.5%	8.8%
Traffic	5.2%	9.1%	6.7%	0.6%

			Traffic <i>(in thousands)</i>			Ticket		
Overall	Store Count		9M 2023	9M 2022	% growth	9M 2023	9M 2022	% growth
	CY	PY						
Puregold	481	443	100,503	91,295	10.1%	959	1,025	-6.4%
S&R WH	24	22	8,975	8,155	10.1%	4,783	4,916	-2.7%









































Liquor Distribution:



The Keepers
Holdings



KEEPR has established market leadership in all leading categories of the imported spirits segment¹.

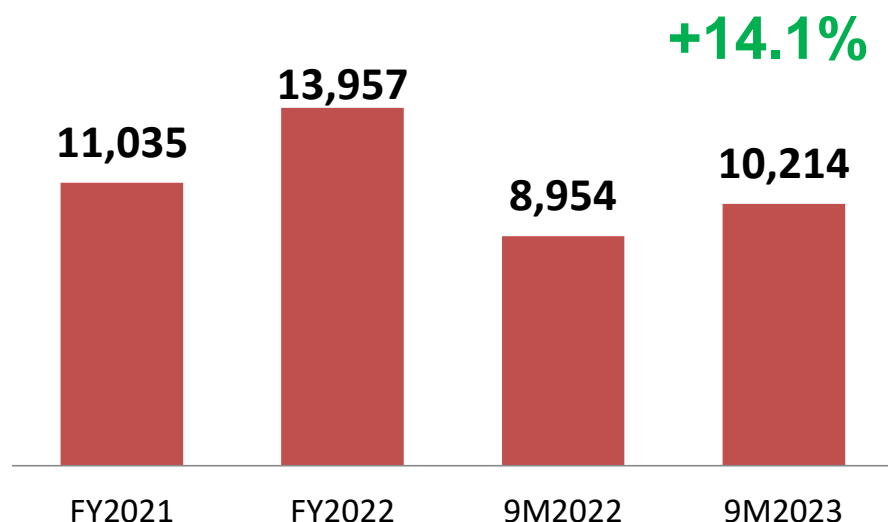
Non-Cognac Brandy	# 1							
Blended Scotch	# 1		# 2					
Malt Scotch	# 1		# 2					
US Whiskey	# 1		# 2					
Soju	# 1							
Cognac	# 2							
Vodka	# 1		# 2					
Gin	# 1							
Rum	# 2							
Agave	# 1							
Flavored Spirits	# 1		# 2					
Irish Whiskey	# 1			Note 1 – References to the ranking is within the imported spirits segment, according to IWSR.				

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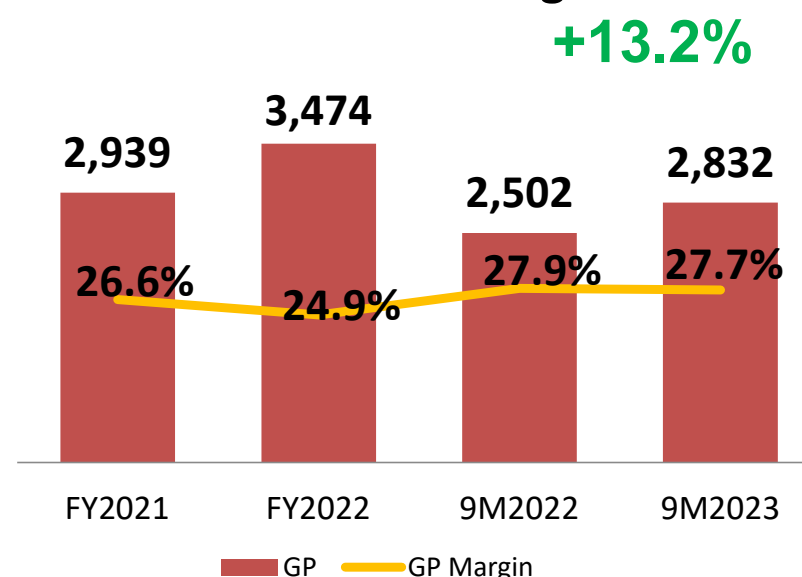
Liquor Distribution: 9M 2023 Financial Highlights

(In PHP millions)

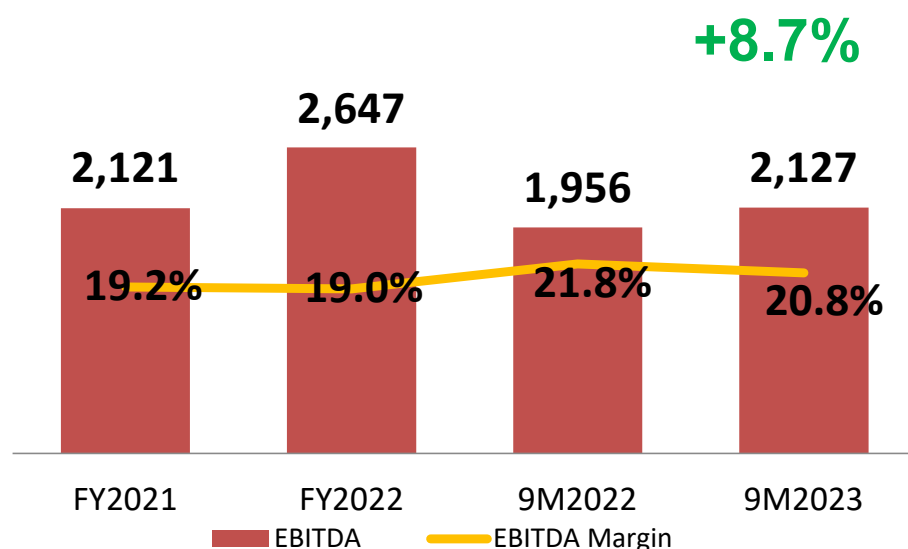
Revenues



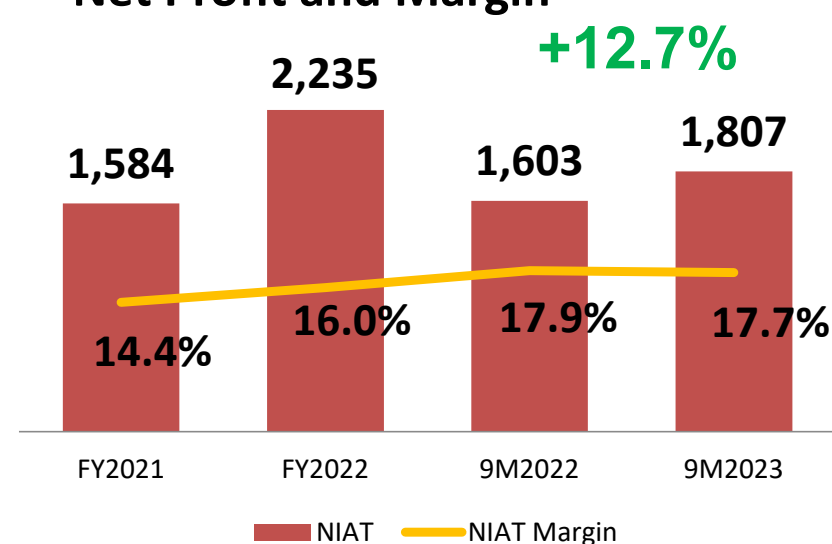
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin

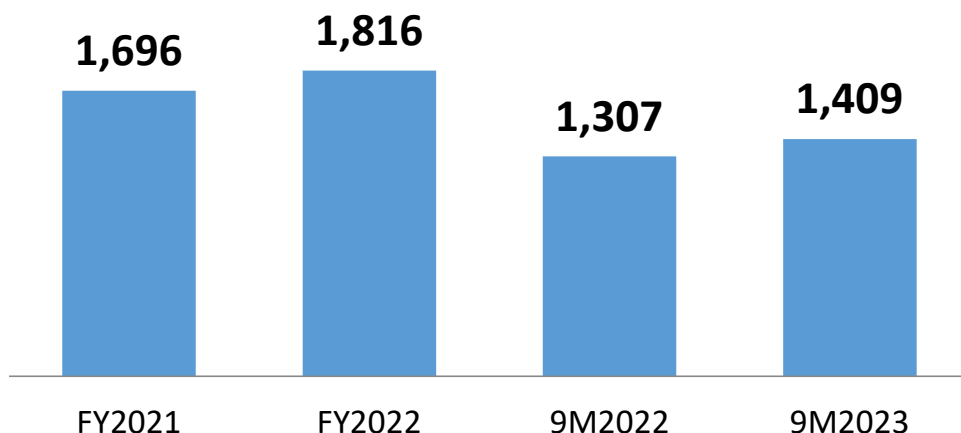


Real Estate: 9M 2023 Financial Highlights

(In PHP millions)

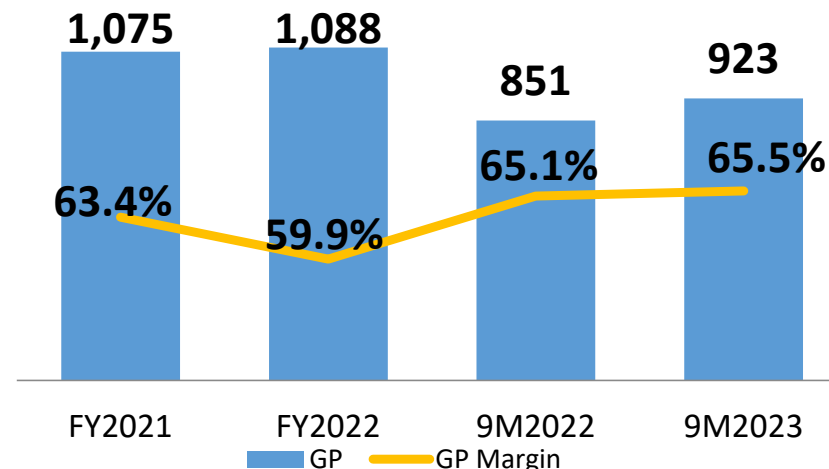
Revenues

+7.8



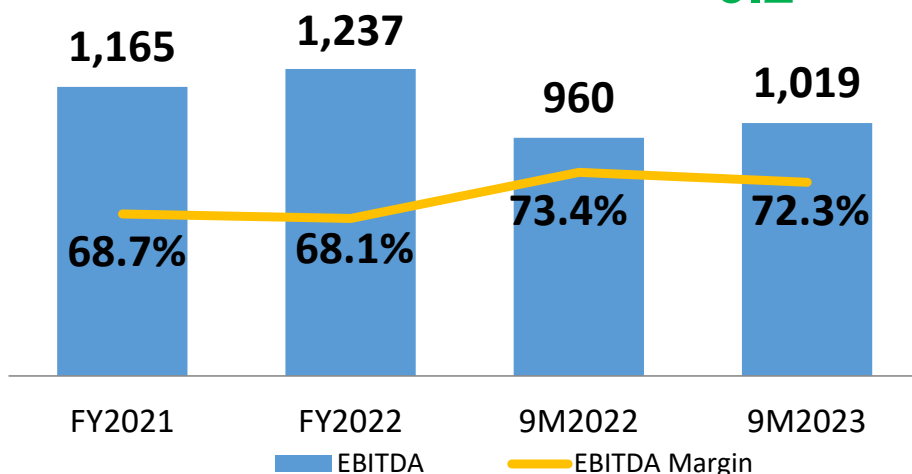
Gross Profit and Margin

+8.5%



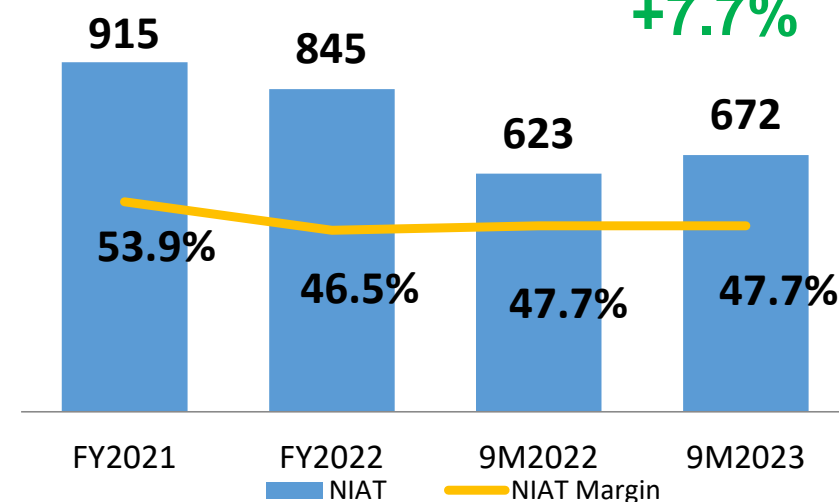
EBITDA and Margin

+6.2



Net Profit and Margin

+7.7%



Real Estate: Operating Highlights



Date Opened:

Jan. 24, 2023

GLA:

3,949.74 sqm.

Occupancy:

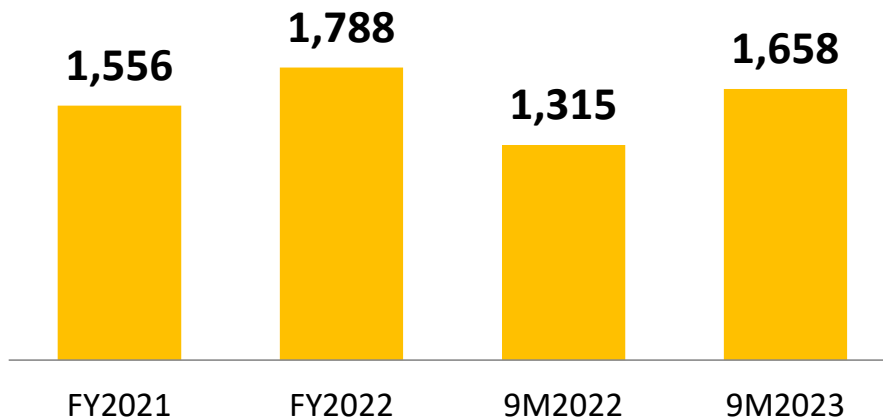
100%

Office Warehouse: 9M 2023 Financial Highlights

(In PHP millions)

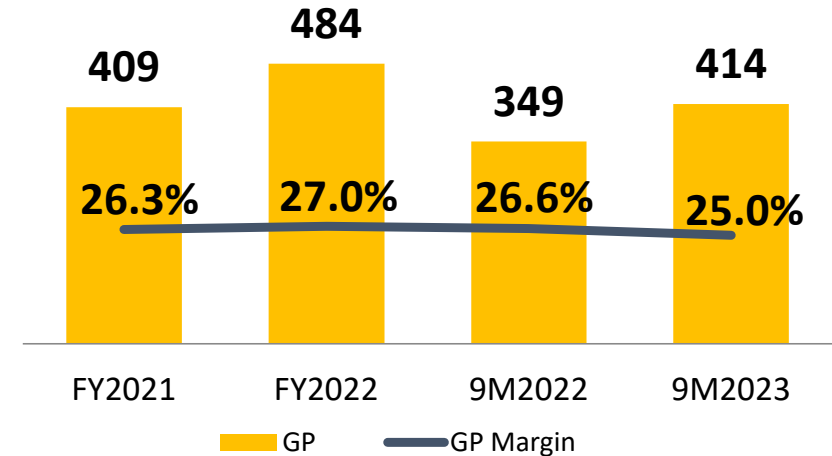
Revenues

+26%



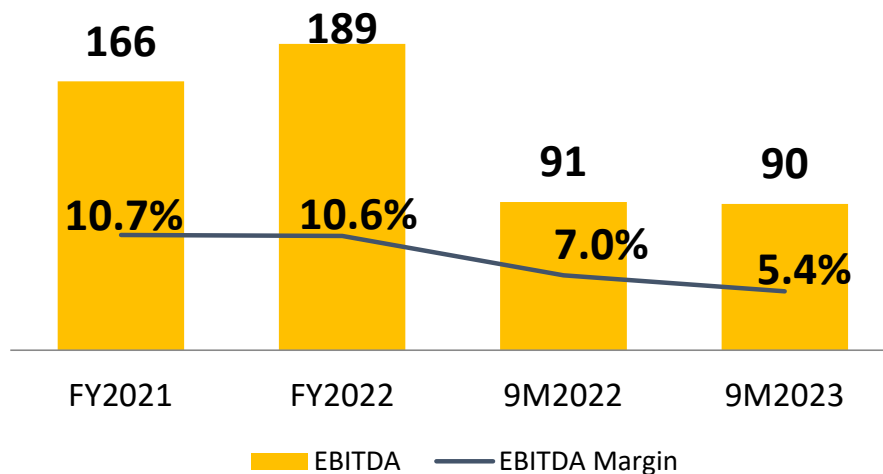
Gross Profit and Margin

+18.5%



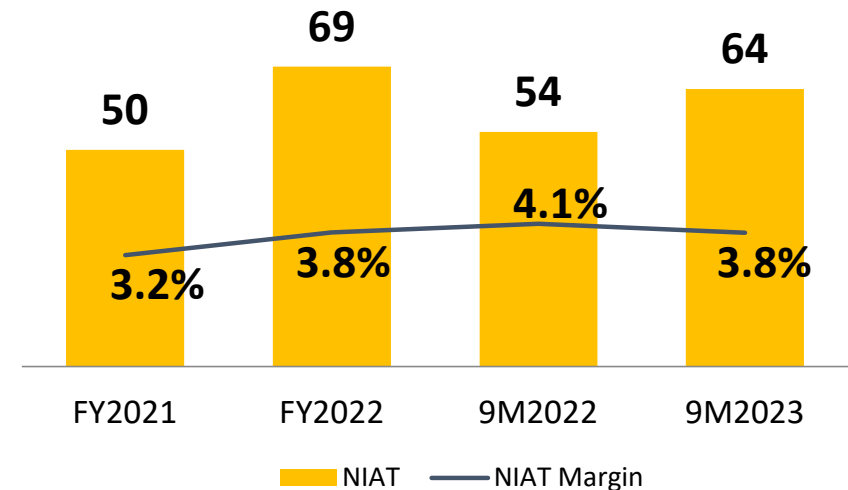
EBITDA and Margin

-1.3%



Net Profit and Margin

+18.3%



Office Warehouse: Operating Highlights

OFFICE WAREHOUSE, INC.

- SSSG of **+20.6%** in 9M 2023 due to opening up of the economy and increased mobility starting 1H 2022.



	FY 2021	FY2022	9M 2023
No. Stores	87	94	103
Net selling area	15,267 sqm	15,741 sqm	16,364 sqm

- CAPEX Budget of Php 12.2 billion in 2023
 - Php 11.9 billion for Puregold Group
 - Php 2.3 billion for 30 new Puregold Stores
 - Php 4.1 billion for 4 S&R WHs, and 10 S&R QSR
 - Php 3.5 billion for logistics capex
 - Php 2 billion for maintenance capex, solar and IT upgrades
 - Php 250 million for Real Estate Group
 - Php 60 million for Office Warehouse
- To be funded by internally generated cash and short term untapped bank credit lines if necessary

Economic Contribution At a Glance



PHP 4.98B

Taxes paid to the Government



PHP 3.14B

Employee wages and benefits



PHP 202.1M

Invested to community
(including LCCK)



12,038

Total no. of direct employees



0

Incidents of corruption



97%

of economic value generated
(revenue) distributed to stakeholders

Environmental Performance At a Glance



3%
Clean electricity used



Roof-top Solar Power
in 22 S&R Warehouse Clubs,
1 S&R Distribution Center and 2 Puregold Stores



Gearing towards **100% conversion**
of Puregold and S&R stores to LED lamps



29%
Scope 1 and 2 GHG Emissions Reduction

Environmental Performance At a Glance



101 M

Reduction of Plastic bags used in
Puregold stores and S&R Warehouses



63%

of Puregold stores use paper bags



4771 MT

Solid waste diverted from disposal



Rainwater Catchment
and Gray Water venture

Sustainability Highlights - 2022

Social Responsibility At a Glance



56%

female employees in the workforce



866 scholars graduated,
107 passed the licensure exam,
and **312** current no. of scholars



28.8 M

Safe man-hours



760,000+

Puregold Sari-Sari Store members
(support local economy)



1.43M

Puregold mobile
App downloads

UN Sustainability Goals





Thank you
