



Cosco Capital net income hits PHP 3.1 billion in 3Q 2022 up 36%

Manila, Philippines - Cosco Capital, Inc., the listed retail holding firm of Mr. Lucio L. Co, reported a 36% growth in its third quarter 2022 net income of Php 3.1 billion versus Php 2.28 billion a year ago. Third quarter revenues rose by 17.3% to Php 48.59 billion from Php 41.43 billion a year ago.

As of September 2022, the consolidated net income for Cosco grew by 19.7% to Php 8.7 billion versus Php 7.27 billion in the same period in 2021. While the nine-month consolidated revenues for Cosco amounting to Php 136 billion, up 11.5% versus Php 122 billion in the same period of 2021.

The company continued to benefit on the back of higher revenue growth across all its business segments. Better bottom-line results were due to a combination of the gross margin enhancements thru stronger supplier support, sustained strategic cost and expense management lead to a slower growth in expenses versus revenues.

For the first nine months of 2022, the group's grocery retailing businesses, Puregold Price Club, Inc. and S&R Membership Shopping Club, contributed 63% of total core net income, followed by the Liquor Distribution with 24%, Commercial Real Estate segment with 12% and Specialty Retail at 1%.

The grocery retail segment experienced an increase in its consolidated revenues by 10.7% to PHP 127.56 billion. Sales had an uplift as mobility has continued to increase starting in the second quarter. Total traffic to stores increased by 12% versus the same period last year. With increased shopper confidence, the enterprise experienced positive same store sales growth (SSSG) of 2.4% for Puregold Stores and 9.5% for S&R Warehouse Clubs. Gross Profit of Php 24 billion grew at a faster clip by 11.5% year on year as operating expenses rose to Php 15.9 billion - a 7.9% increase versus a year ago. The grocery retail segment also managed a 12.9% growth in net income to PHP 6.47 billion compared to the same period in 2021.

The Liquor Distribution business thru The Keepers Holdings Inc. has recorded a consolidated revenue amounting to Php 8.95 billion, a 34.9% growth versus same period last year on the back of a 26% growth in volume of cases sold totaling more than 3.3 million cases sold in the first nine months of 2022. This was driven principally by the continued robust performance of Alfonso, the leading imported brandy in the market, which has already surpassed its pre pandemic levels, preimmunizing market and on-premise channel rebound. Sales performance from our other spirits, wines as well as Specialty Beverages categories also registered remarkable growth contributing to the overall revenue growth during the same period which clearly indicates a recovering demand with the easing of community restrictions. Net income for the liquor segment jumped by 49.7% to PHP 1.6 billion in the first nine months of 2022 resulting from the strong sales performance from all categories – imported wine, spirits, and specialty beverages.

The Commercial Real Estate segment posted a 5% growth in rental revenue amounting to PHP 1.3 billion in the first nine months of 2022 as with the continued easing of mobility restrictions and improve business operations. The real estate segment also managed to improve its net income by 7.2% to PHP 623 million for the period in 2022 versus Php 581 million in the same period in 2021 due to a combination of strategic cost efficiencies in the management of its cost of services as well as operating expenses. The real estate group continued to expand its real estate assets portfolio through acquisitions of additional land banking assets for future development and initiated the development of two commercial assets to be completed in 2022.

For the Specialty Retailing business segment, Office Warehouse, Inc.'s revenues grew by 11.6% at PHP 1.31 billion as it continued to recover from the effects of lockdowns during the first quarter of 2022. Net income improved by 16.2% to Php 54 million in first nine months 2022 from Php 46 million during the same period 2021.