

COVER SHEET

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SEC Registration Number

C O S C O C A P I T A L , I N C .

(Company's Full Name)

N O . 9 0 0 R O M U A L D E Z S T . , P A C O ,

M A N I L A

(Business Address: No. Street City/Town/Province)

CANDY H. DACANAY-DATUON

(02) 8523-3055

(Company Telephone Number)

1 2

Month

3 1

Day

SEC FORM 17-C

(Form Type)

0 6

Month

2 5

Day

(Secondary License Type, If Applicable)

Dept. Requiring this Doc.

Amended Articles Number/Section

Total No. of Stockholders

Total Amount of Borrowing

Domestic

Foreign

SEC Personnel concerned

File Number

LCU

Document ID

Cashier

STAMPS

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SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-C

CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES
REGULATIONS CODE AND SRC RULE 17.2 (C) THEREUNDER

Date of Report	November 15, 2021
SEC Identification Number	147669
BIR Tax Identification Number	000-432-378
Name of Issuer as specified in its charter	Cosco Capital, Inc.
Address of principal office and postal code	No. 900 Romualdez St., Paco, Manila, 1007
Industry Classification Code	
Issuer's Telephone Number	(632) 522-8801
Former Name	None
Securities registered pursuant to Section 8 and 12 of the SRC or Sections 4 and 8 of the RSA	Number of Common Shares – 7,190,421,264 Treasury Shares – 214,842,300
Indicate the item numbers reported therein	Other Matters/Event

Other matters:

Please see attached Company Presentation for its 9M 2021 Financial Results

SIGNATURE

Pursuant to the requirements of the Securities Regulation Code, the issuer has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

COSCO CAPITAL, INC.



CANDY H. DACANAY-DATUON
Assistant Corporate Secretary & Compliance Officer

Cosco Capital, Inc.

9M 2021 Financial Results Investor Presentation



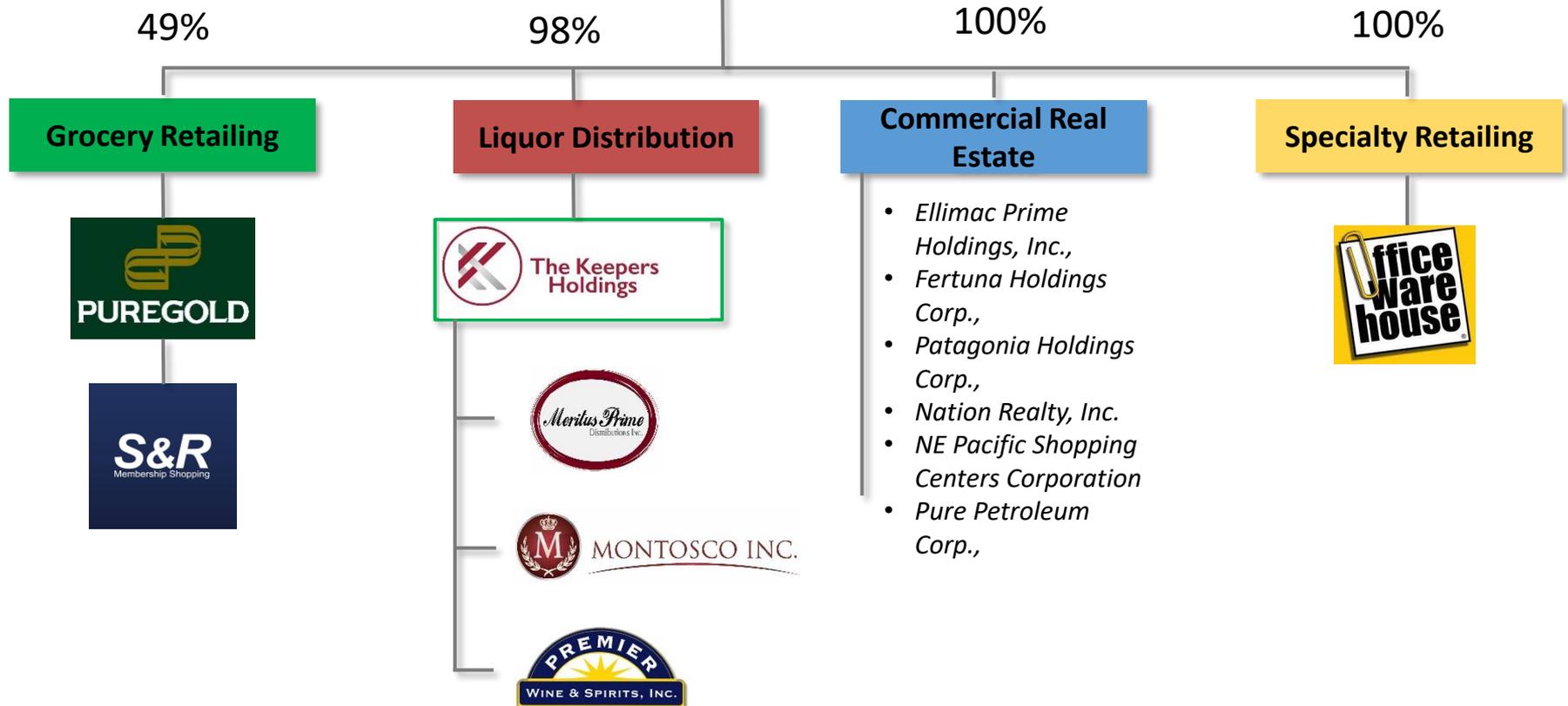
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Head Office Address

2nd floor, Tabacalera Building, 900 Romualdez Street, Paco, Manila, 1007
Philippines

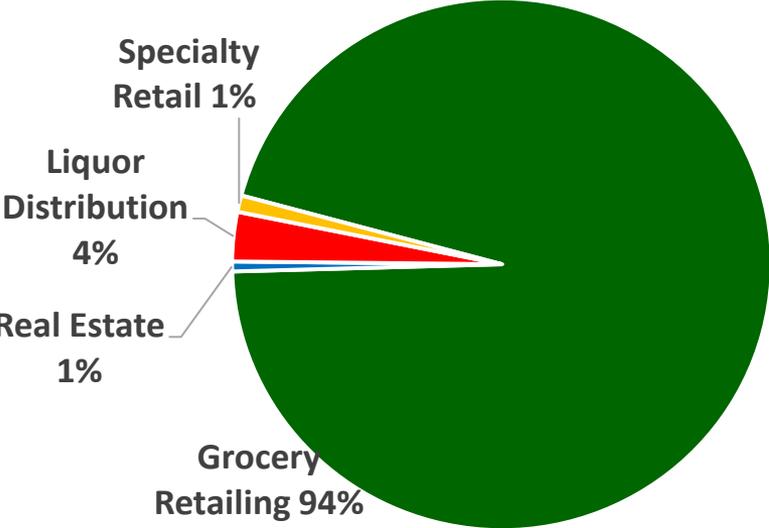
Company Overview



REVENUE AND PATMI CONTRIBUTIONS 9M 2021

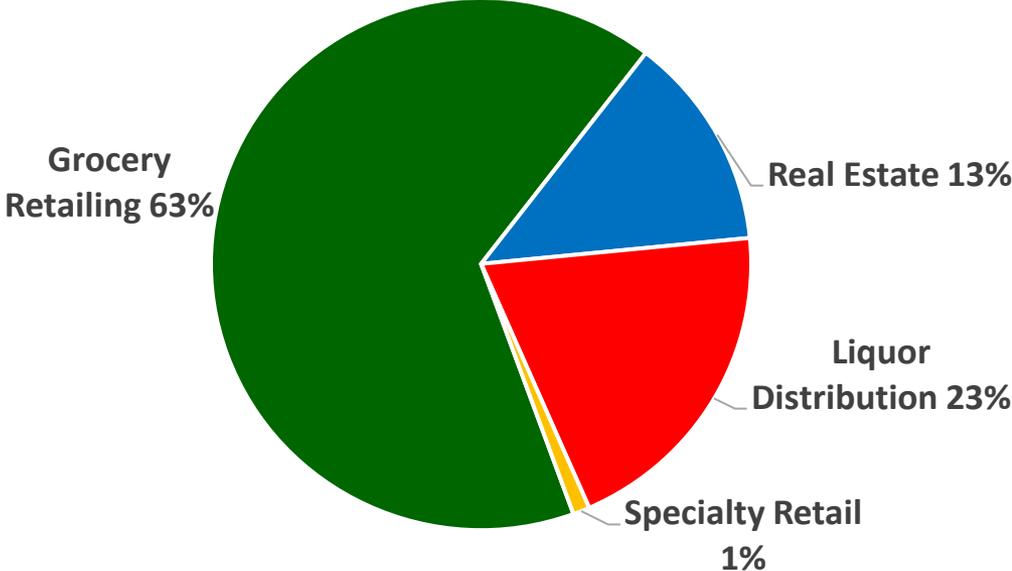


Revenues



PHP 122.06 billion

CORE PATMI



PHP 4.34 billion

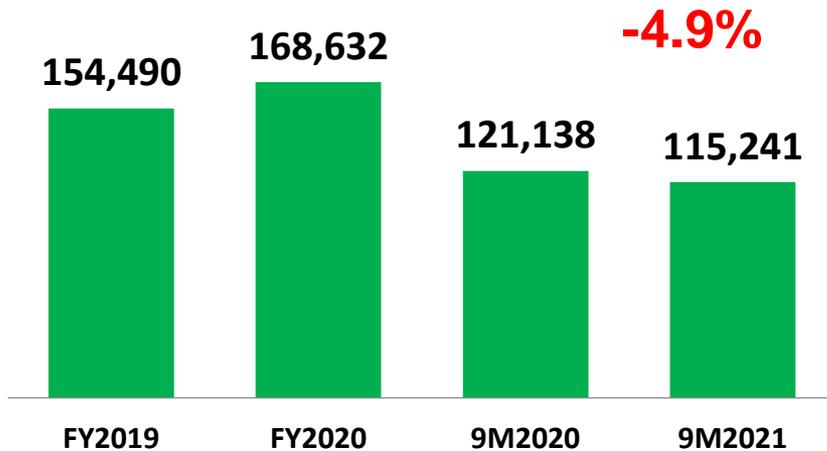
9M 2021 CONSOLIDATED FINANCIAL PERFORMANCE

<i>(In Thousands)</i>	9M2021	%	9M2020	%	INCREASE (DECREASE)	%2
REVENUES	122,056,472	100.00%	126,969,613	100.00%	(4,913,140)	-3.87%
COST OF SALES/SERVICES	98,142,680	80.41%	105,099,224	82.78%	(6,956,545)	-6.62%
GROSS PROFIT	23,913,793	19.59%	21,870,389	17.22%	2,043,404	9.34%
OTHER OPERATING INCOME	2,331,934	1.91%	2,306,771	1.82%	25,163	1.09%
GROSS OPERATING INCOME	26,245,727	21.50%	24,177,160	19.04%	2,068,567	8.56%
OPERATING EXPENSES	15,442,773	12.65%	14,244,996	11.22%	1,197,777	8.41%
INCOME FROM OPERATIONS	10,802,954	8.85%	9,932,164	7.82%	870,790	8.77%
OTHER INCOME (CHARGES) - net	(1,632,123)	-1.34%	(1,041,111)	-0.82%	(591,012)	-56.77%
INCOME BEFORE INCOME TAX	9,170,831	7.51%	8,891,052	7.00%	279,778	3.15%
INCOME TAX EXPENSE	1,897,753	1.55%	2,463,504	1.94%	(565,751)	-22.97%
NET INCOME FOR THE PERIOD	7,273,078	5.96%	6,427,549	5.06%	845,530	13.15%
PATMI	4,344,072	3.56%	3,834,620	3.02%	509,453	13.29%
Non-controlling interests	2,929,006	2.40%	2,592,929	2.04%	336,077	12.96%
	7,273,078	5.96%	6,427,549	5.06%	845,530	13.15%
EARNINGS PER SHARE (EPS)	0.62522		0.55096			13.48%
EBITDA	14,266,460	11.69%	13,017,312	10.25%	1,249,149	9.60%

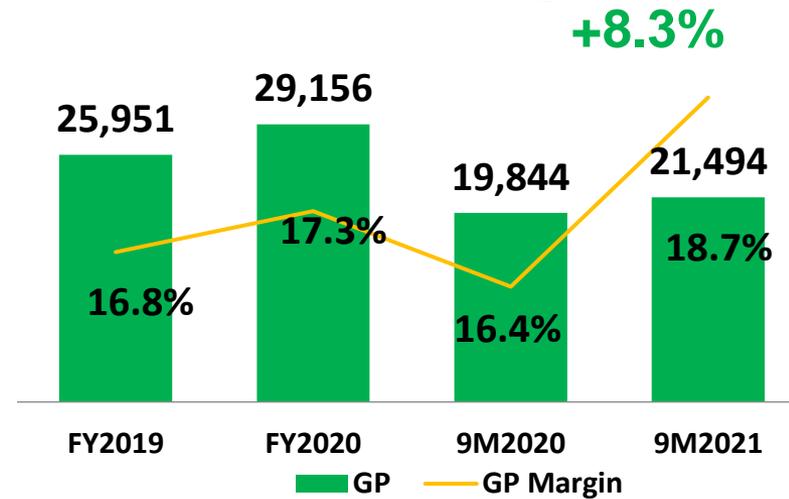
Grocery Retail Segment: 9M 2021 Financial Highlights

(In PHP millions)

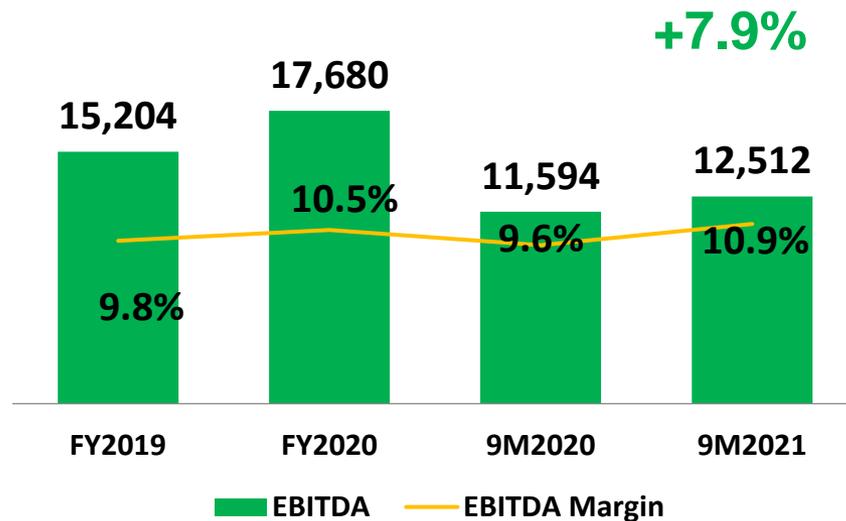
Revenues



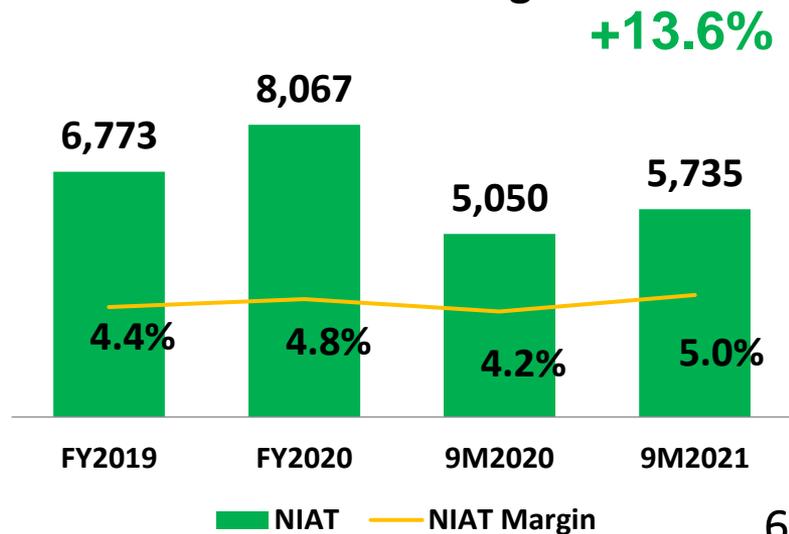
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Grocery Retailing: Operational Highlights



- Puregold opened **19 new stores** during 9M 2021; 3 Metro Manila, 11 Luzon, 2 Visayas, 3 Mindanao.
- Opening of 1 S&R store in Marikina on July 29, 2021 and 1 in Sucat on September 18, 2021
- As of 9M 2021, the Grocery Retailing segment is operating a **total of 489 stores**



	PUREGOLD	S&R	S&R QSR
Metro Manila	139	12	25
Luzon	232	6	13
Visayas	37	2	7
Mindanao	14	2	-
Total	422	22	45

Liquor Distribution:



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

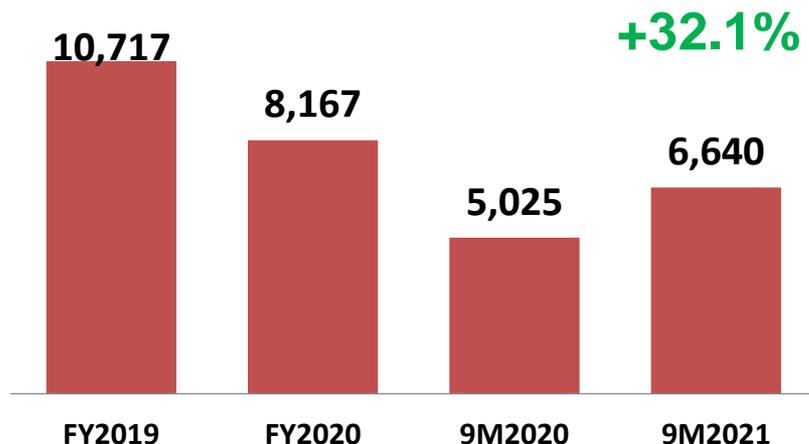
Non-Cognac Brandy	# 1							
Blended Scotch	# 1		# 2					
Malt Scotch	# 1		# 2					
US Whiskey	# 1		# 2					
Soju	# 1							
Cognac	# 2							
Vodka	# 1		# 2					
Gin	# 1							
Rum	# 2							
Agave	# 1							
Flavored Spirits	# 1		# 2					
Irish Whiskey	# 1							

Note 1 – References to the ranking is within the imported spirits segment, according to IWSR.

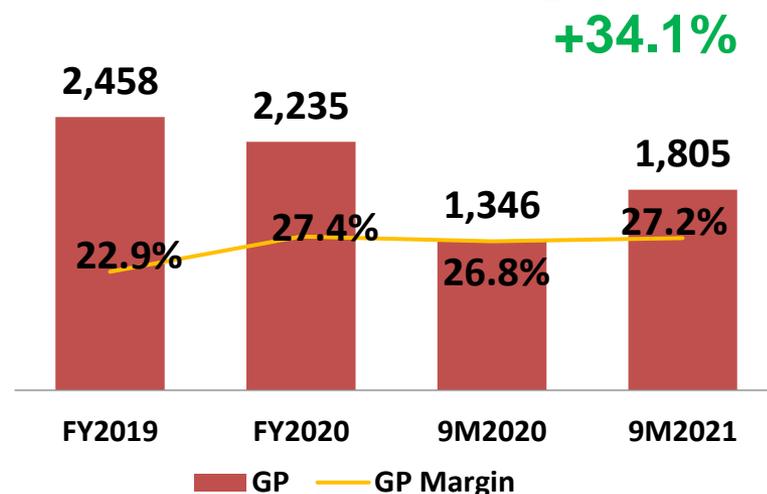
Liquor Distribution: 9M 2021 Financial Highlights

(In PHP millions)

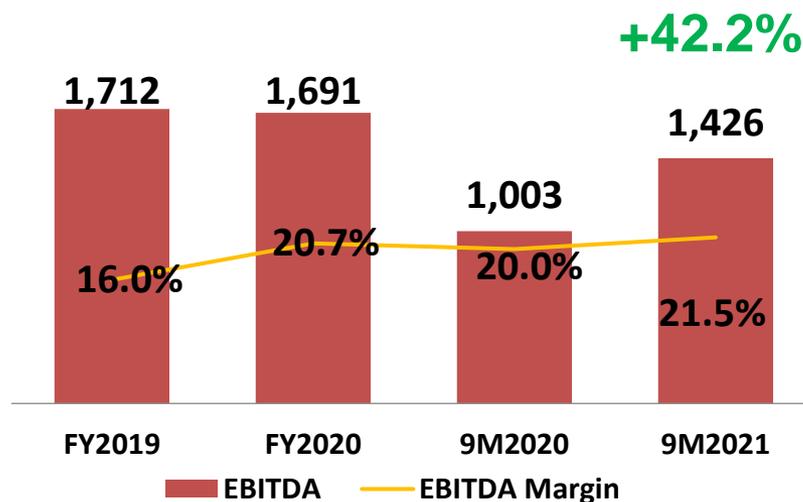
Revenues



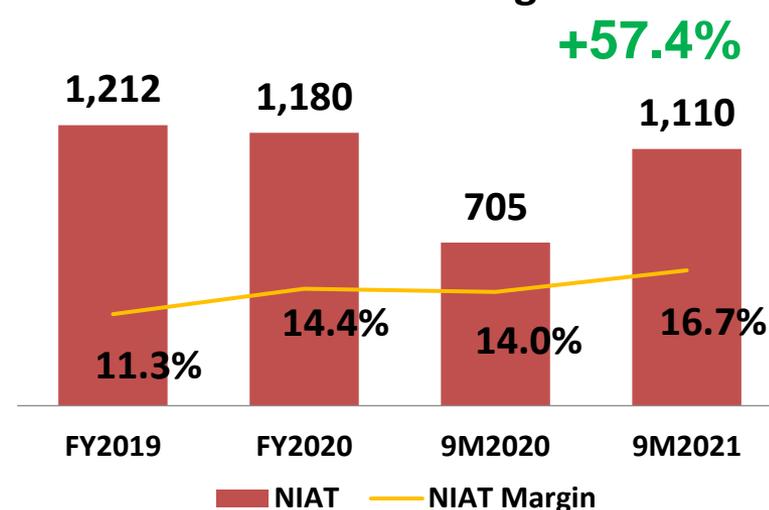
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Liquor Distribution: Total Volume Sales

- 35% growth in total volume of cases sold in 9M 2021
- Growth driven by the increase in the brandy, other spirit segment, and wines.

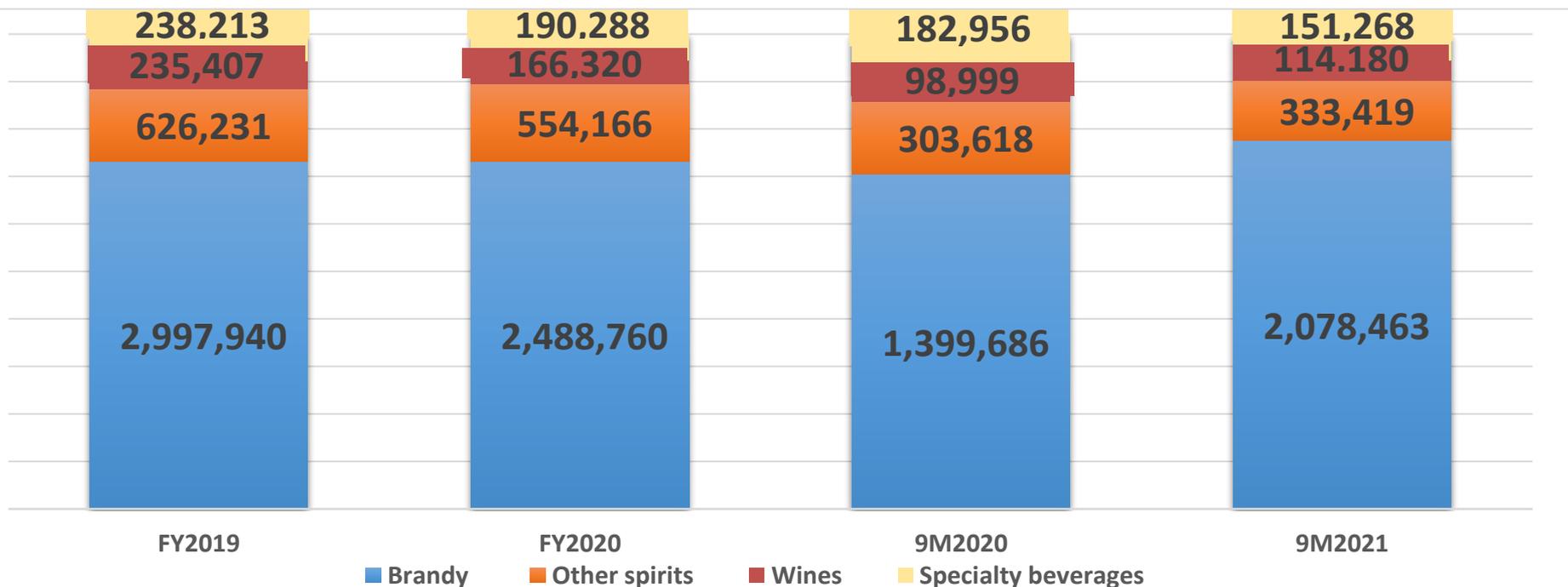
CATEGORY	2019	2020	9M 2020	Mix %	9M 2021	Mix %	Inc/Dec	Growth
Brandy	2,997,940	2,488,760	1,399,686	71%	2,078,463	78%	494,770	48%
Other Spirits	626,231	554,166	303,618	15%	333,419	12%	50,273	10%
Wines	235,407	166,320	98,999	5%	114,180	4%	7,971	15%
Specialty beverages	238,213	190,288	182,956	9%	151,268	6%	-68,111	-17%
Grand Total	4,097,791	3,399,534	1,985,260	100%	2,677,329	100%	484,902	35%

4,097,792

3,399,534

1,985,260

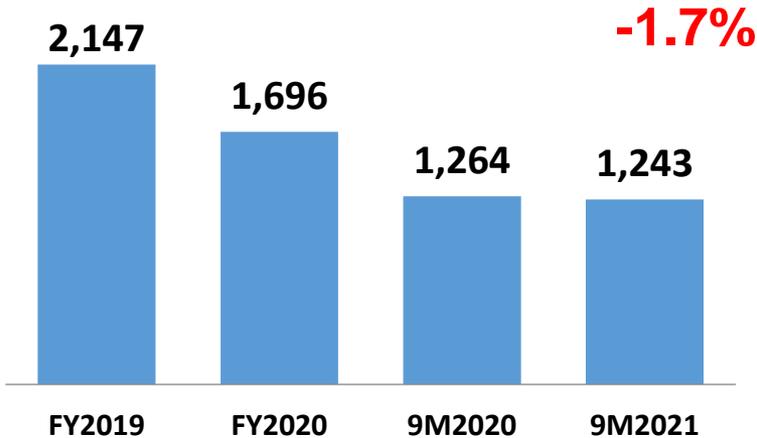
2,677,329



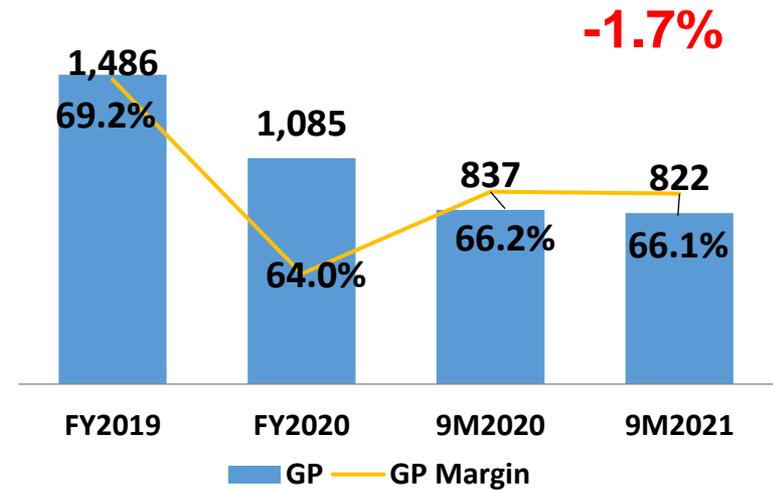
Real Estate Segment: 9M 2021 Financial Highlights

(In PHP millions)

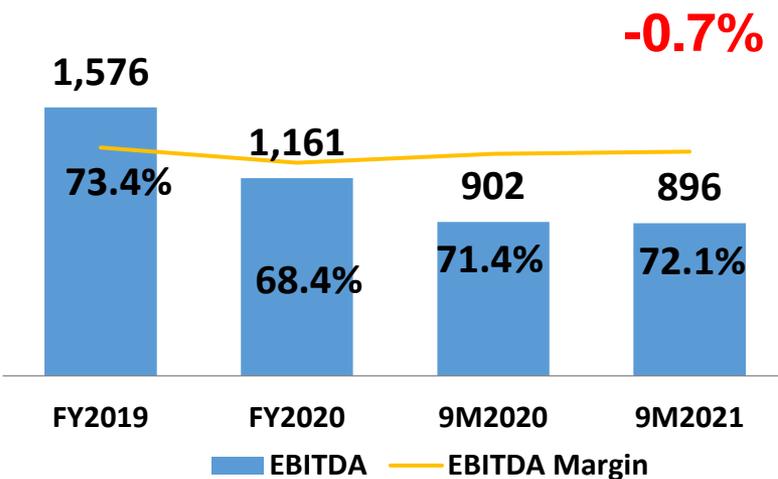
Revenues



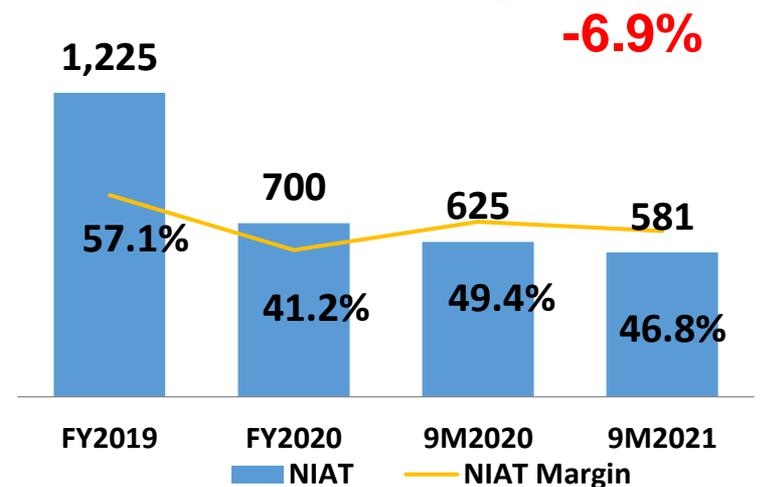
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Real Estate Segment - Operating Highlights

- A. Acquisition of 716 sqm lot located at Tm Road, Sucat, Muntinlupa City
- B. Acquisition of 38,425sqm lot located At Brgy. Tarcan, Baliuag, Bulacan
- C. Started construction and development of buildings for:
 - Puregold-Biñan on February 1, 2021 with estimated completion in Q12022 adding approximately 1,700 square meters to the portfolio
 - Puregold-Antipolo during Q2 2021
- D. Acquisition of 1,864 sqm lot located at Bagumbong, Caloocan Sept. 2021

Category	Q32021	FY2020	FY2019
Land under lease	11	11	11
Commercial Buildings	34	34	34
Under Development	2	1	1
Future Development	11	9	9
Total	58	55	55

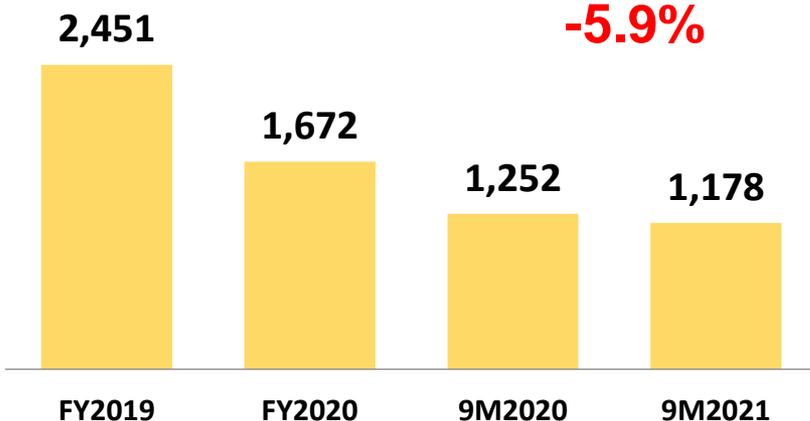
Category	3Q2021	FY 2020	FY 2019
Land under lease	160,921	160,921	160,921
Commercial Buildings	277,056	277,056	277,052
Under Development	9,876	8,457	8,457
Future Development	144,495	104,909	104,909
Total	592,348	551,342	551,338

Office Warehouse: 9M 2021 Financial Highlights

(In PHP millions)

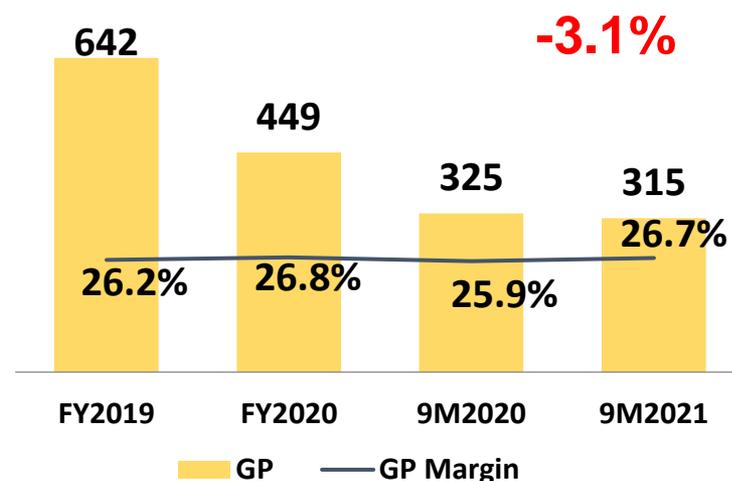
Revenues

-5.9%



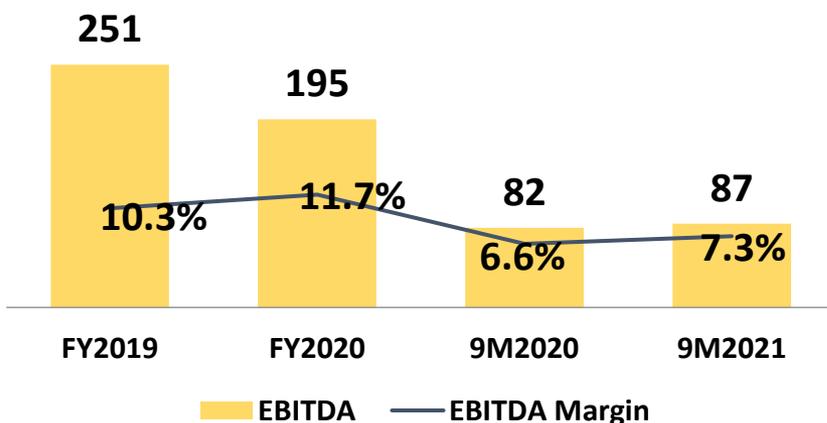
Gross Profit and Margin

-3.1%



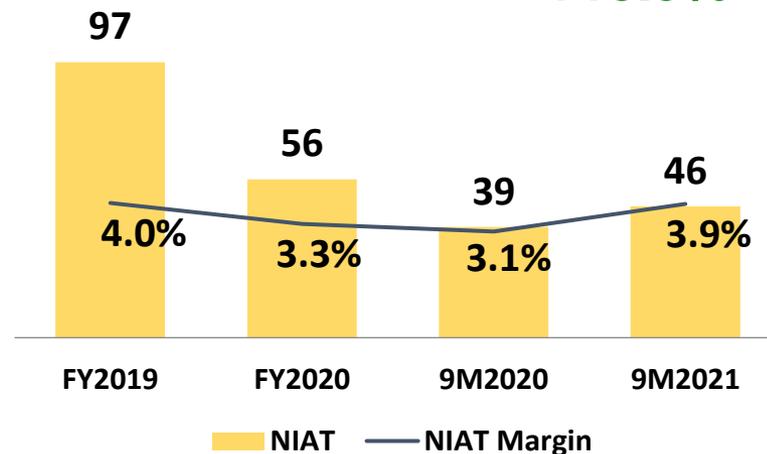
EBITDA and Margin

+5.3%



Net Profit and Margin

+18.5%



Office Warehouse: Operational Highlights

OFFICE WAREHOUSE, INC.

- SSSG of **-9.03%** in 9M 2021 vs **-34.2%** in 9M 2020 due to government lockdown and community quarantine starting March 16, 2020



	2019	2020	9M 2020	9M 2021
No. Stores	89	89	88	89
Net selling area (in sqm)	15,589	15,546	15,489	15,381

- **CAPEX Budget of Php 4.9 billion in 2021**

- Php 4.7 billion for Puregold Group
- Php 131 million for Real Estate Group
- Php 57.5 million for Office Warehouse

- To be funded by internally generated cash and short term untapped bank credit lines if necessary



cosco capital
i n c o r p o r a t e d

Thank you
