

Cosco Capital, Inc.

Q1 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

Lucio Co Family
76%

Public
24%



49%

100%

100%

100%

Grocery Retailing



Liquor Distribution



Specialty Retailing

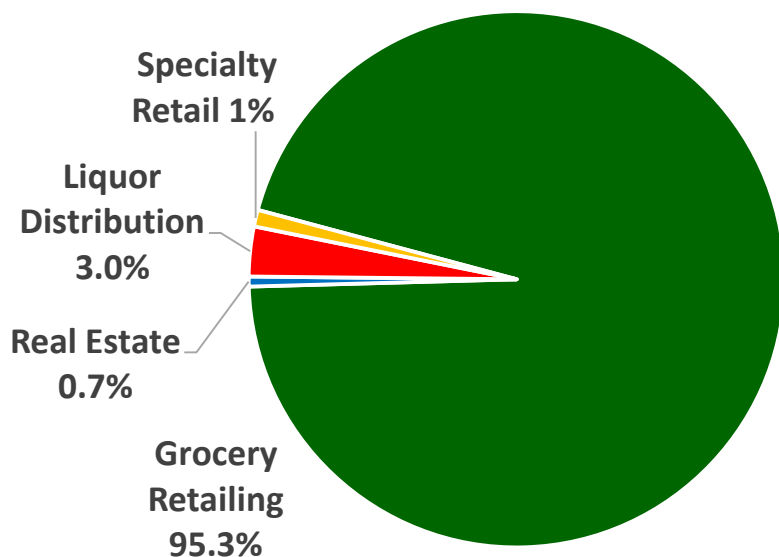


Commercial Real Estate

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

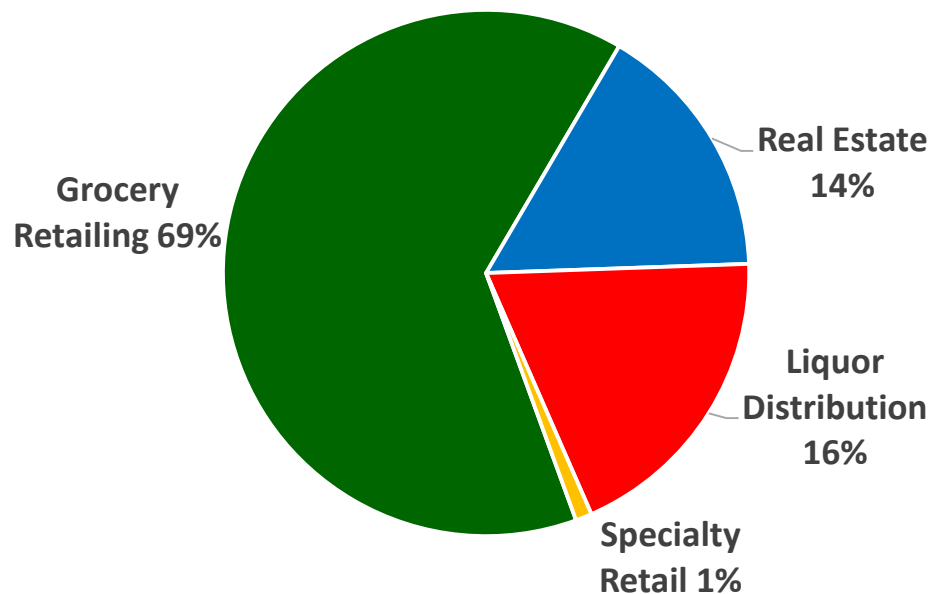
Revenue & Net Income Contribution Q1 2021

Revenues



PHP 39.60 billion

CORE PATMI



PHP 1.41 billion

Q1 2021 CONSOLIDATED FINANCIAL PERFORMANCE

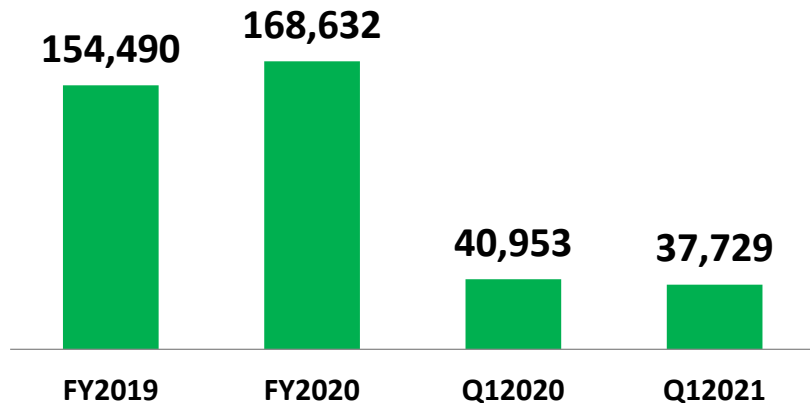
<i>(In Thousands)</i>	Q12021	%	Q12020	%	INCREASE (DECREASE)	%
REVENUES	39,607,069	100.00%	43,085,267	100.00%	(3,478,198)	-8.07%
COST OF SALES/SERVICES	31,692,555	80.02%	35,344,924	82.03%	(3,652,369)	-10.33%
GROSS PROFIT	7,914,515	19.98%	7,740,343	17.97%	174,171	2.25%
OTHER OPERATING INCOME	814,896	2.06%	827,222	1.92%	(12,325)	-1.49%
GROSS OPERATING INCOME	8,729,411	22.04%	8,567,565	19.89%	161,846	1.89%
OPERATING EXPENSES	4,946,152	12.49%	5,020,400	11.65%	(74,248)	-1.48%
INCOME FROM OPERATIONS	3,783,259	9.55%	3,547,165	8.23%	236,094	6.66%
OTHER INCOME (CHARGES) - net	(585,267)	-1.48%	(342,893)	-0.80%	(242,374)	-70.68%
INCOME BEFORE INCOME TAX	3,197,992	8.07%	3,204,272	7.44%	(6,280)	-0.20%
INCOME TAX EXPENSE	757,249	1.91%	885,153	2.05%	(127,903)	-14.45%
NET INCOME FOR THE YEAR	2,440,742	6.16%	2,319,119	5.38%	121,623	5.24%
PATMI	1,407,703	3.55%	1,416,797	3.29%	(9,095)	-0.64%
Non-controlling interests	1,033,040	2.61%	902,322	2.09%	130,718	14.49%
	2,440,742	6.16%	2,319,119	5.38%	121,623	5.24%
EARNINGS PER SHARE (EPS)	0.20244		0.20325			-0.40%
EBITDA	4,850,255	12.25%	4,562,360	10.59%	287,894	6.31%

Grocery Retail Segment: Q1 2021 Financial Highlights

(In PHP millions)

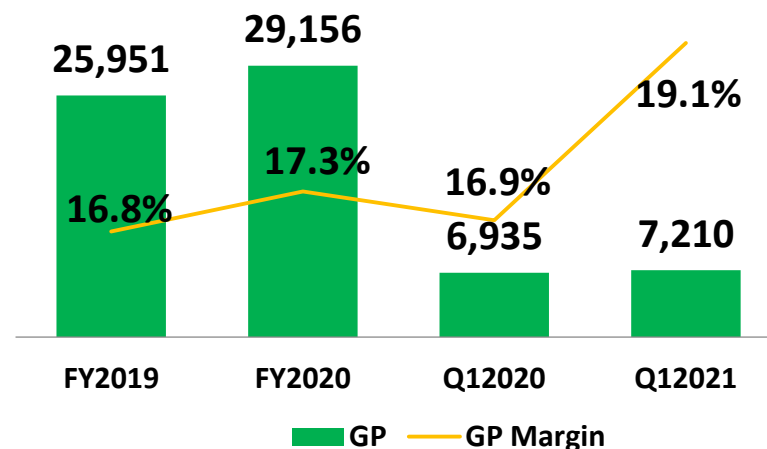
Revenues

-7.9%



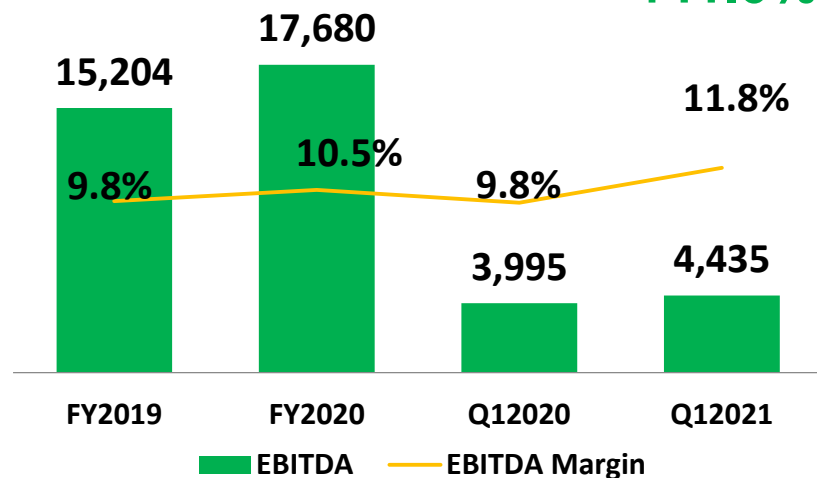
Gross Profit and Margin

+4.0%



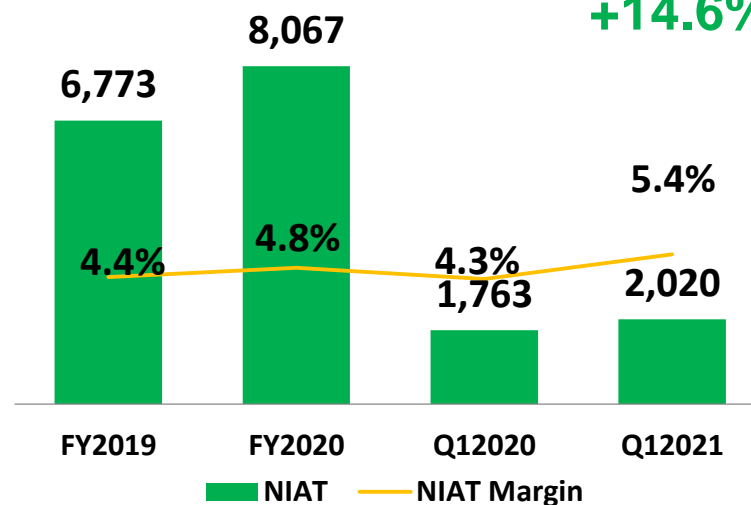
EBITDA and Margin

+11.0%

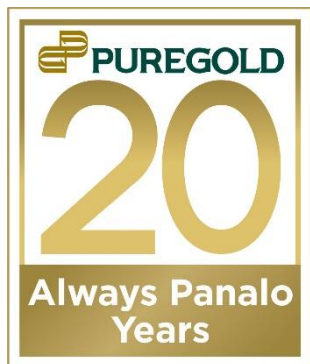


Net Profit and Margin

+14.6%



Grocery Retailing: Operational Highlights



- Puregold opened **10 new stores** during Q1 2021, out of targeted 25 new stores; 1 Metro Manila, 6 Luzon, 1 Visayas, 2 Mindanao.
- As of Q1 2021, the Grocery Retailing segment is operating a **total of 479 stores**

	PUREGOLD	S&R	S&R QSR
Metro Manila	138	10	26
Luzon	226	6	13
Visayas	36	2	7
Mindanao	13	2	-
Total	413	20	46



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

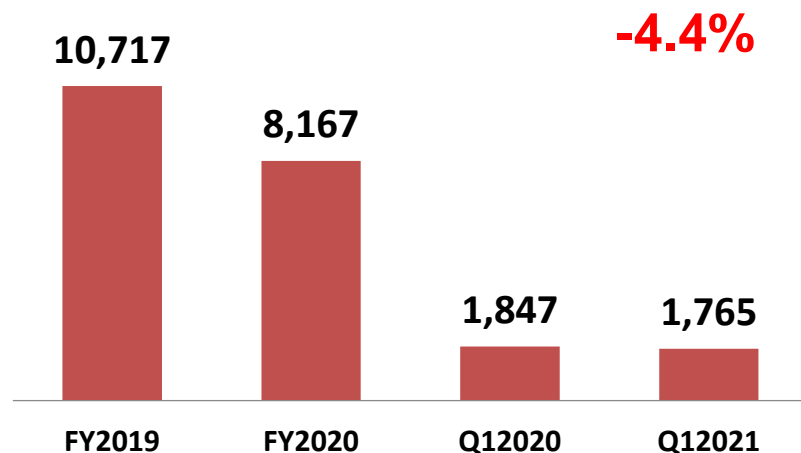
Red Bull

Various Wines

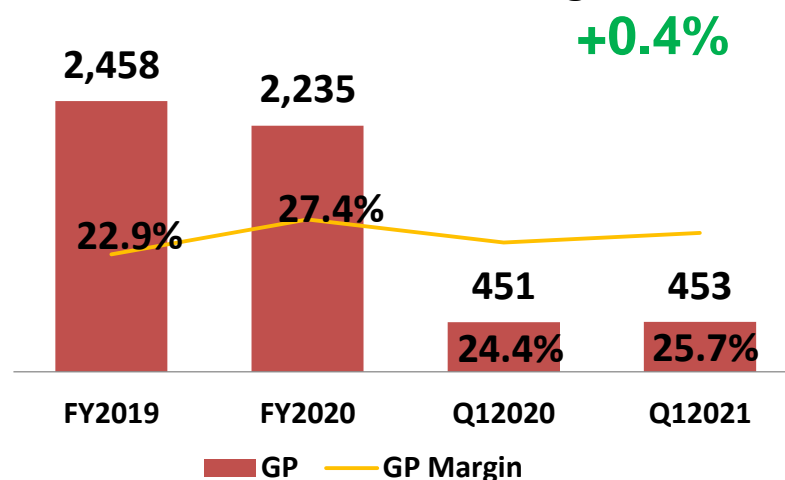
Liquor Distribution: Q1 2021 Financial Highlights

(In PHP millions)

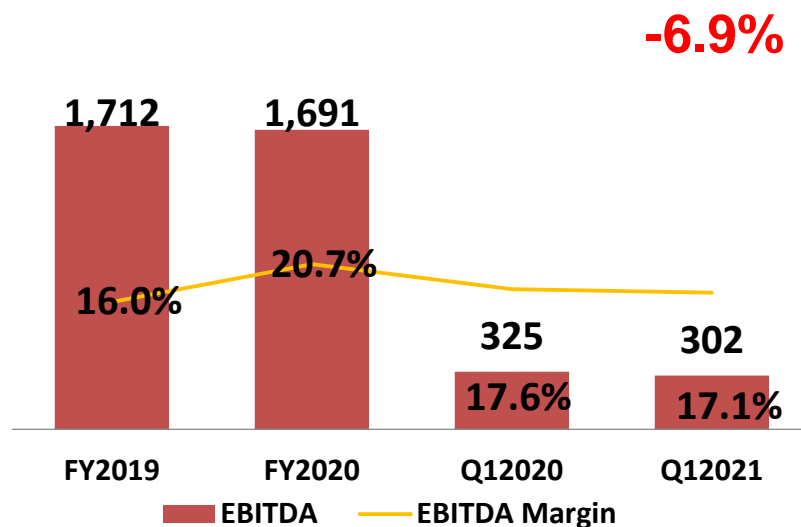
Revenues



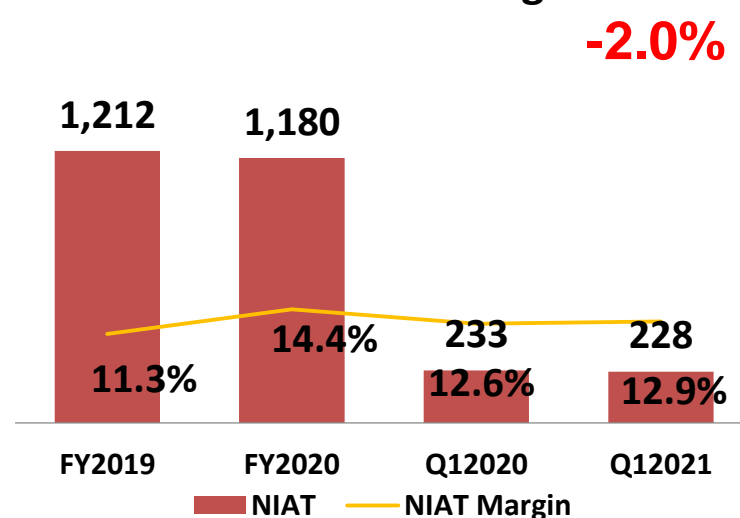
Gross Profit and Margin



EBITDA and Margin



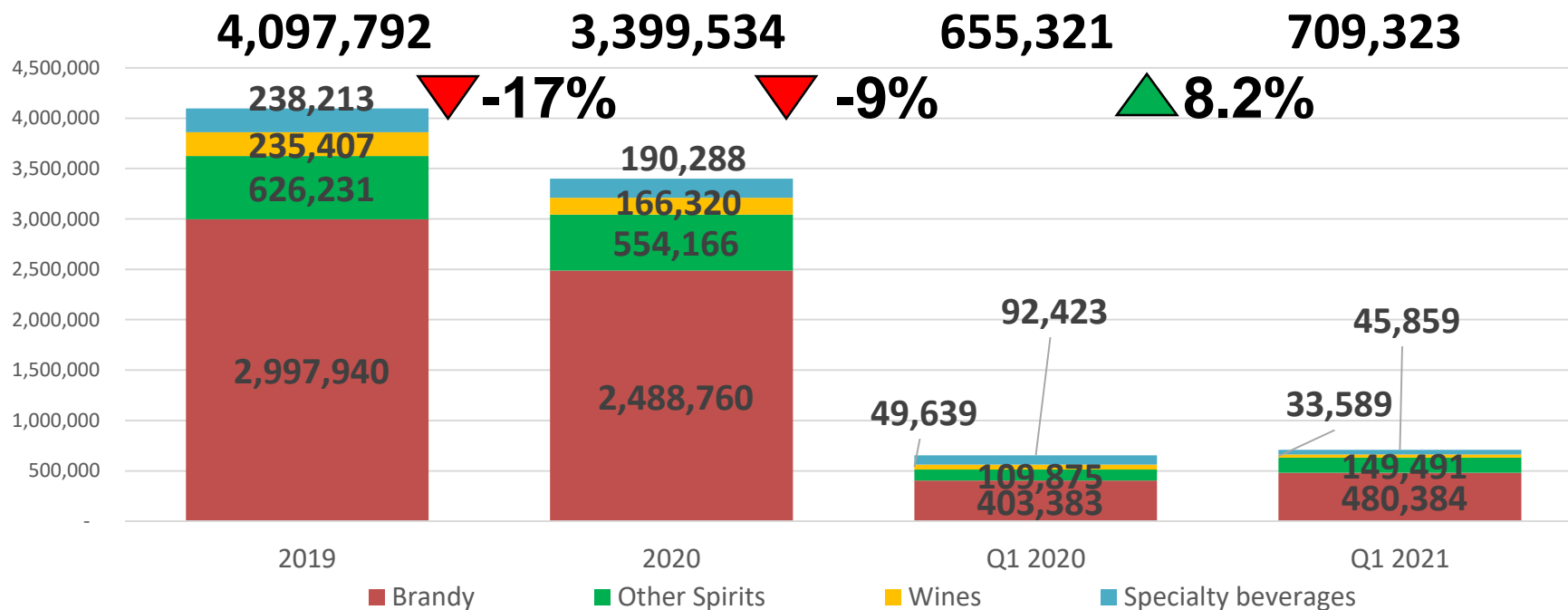
Net Profit and Margin



Liquor Distribution: Total Volume Sales

- 8.2% growth in total volume of cases sold in 1Q 2021
- Growth driven by the increase in the brandy and other spirit segment.

CATEGORY	2019	2020	Q1 2020	Mix %	Q1 2021	Mix %	Inc/Dec	Growth
Brandy	2,997,940	2,488,760	403,383	62%	480,384	68%	77,001	19%
Other Spirits	626,231	554,166	109,875	17%	149,491	21%	39,616	36%
Wines	235,407	166,320	49,639	8%	33,589	5%	(16,050)	-32%
Specialty beverages	238,213	190,288	92,423	14%	45,859	6%	(46,564)	-50%
Grand Total	4,097,791	3,399,534	655,320	100%	709,323	100%	54,003	8%

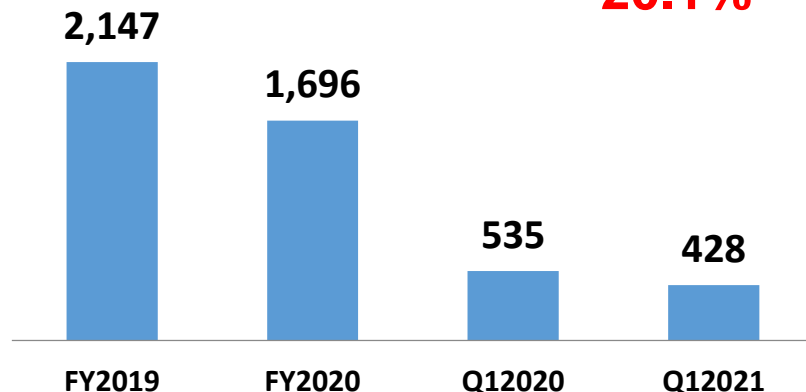


Real Estate Segment: Q1 2021 Financial Highlights

(In PHP millions)

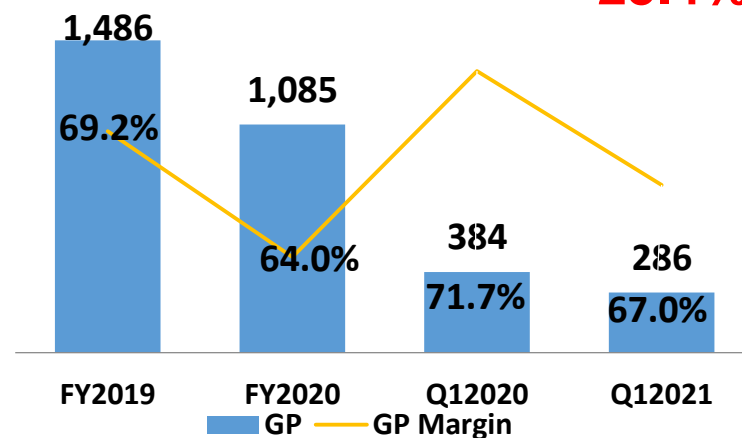
Revenues

-20.1%



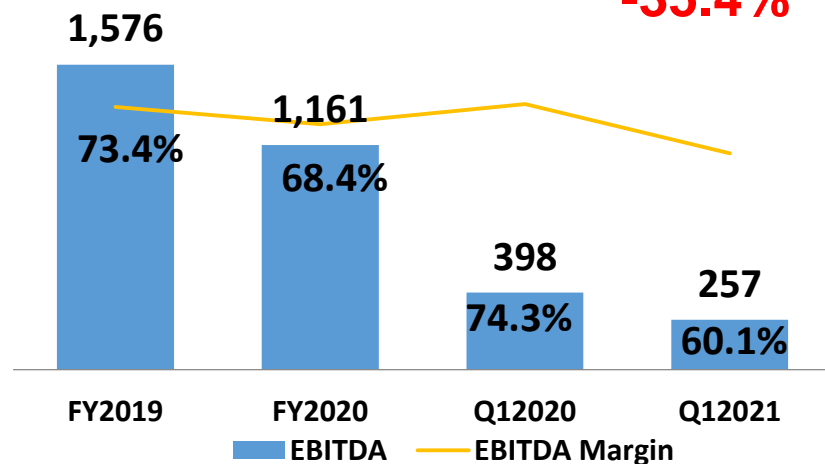
Gross Profit and Margin

-25.4%



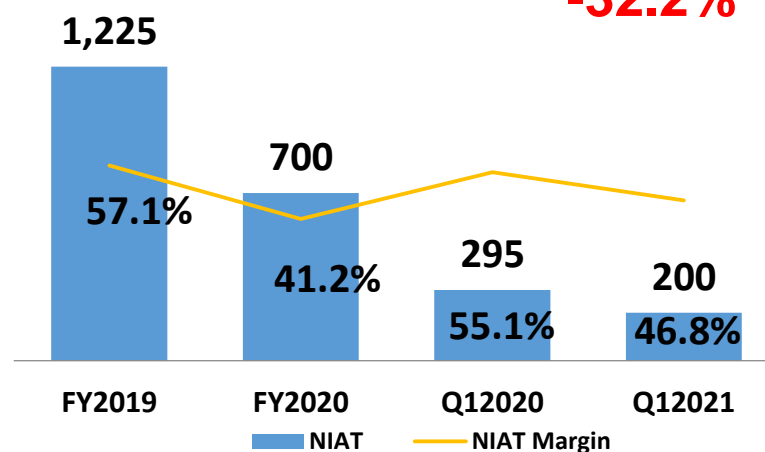
EBITDA and Margin

-35.4%



Net Profit and Margin

-32.2%

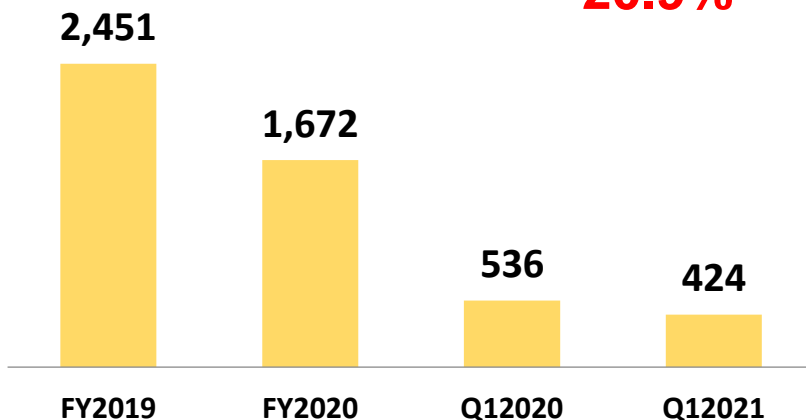


Office Warehouse: Q1 2021 Financial Highlights

(In PHP millions)

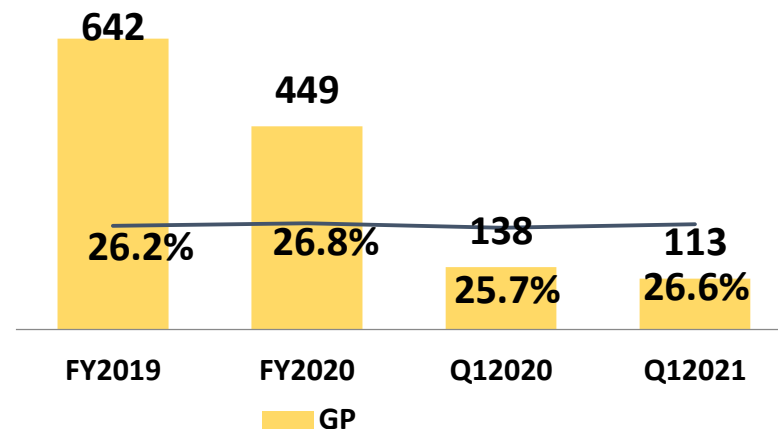
Revenues

-20.9%



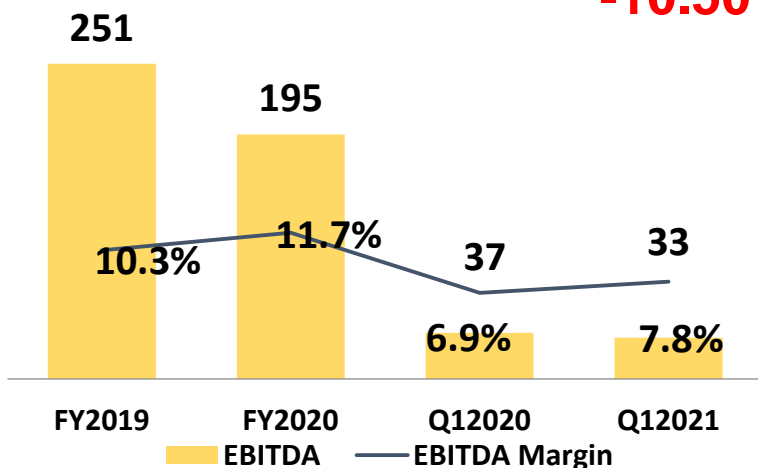
Gross Profit and Margin

-18.4%



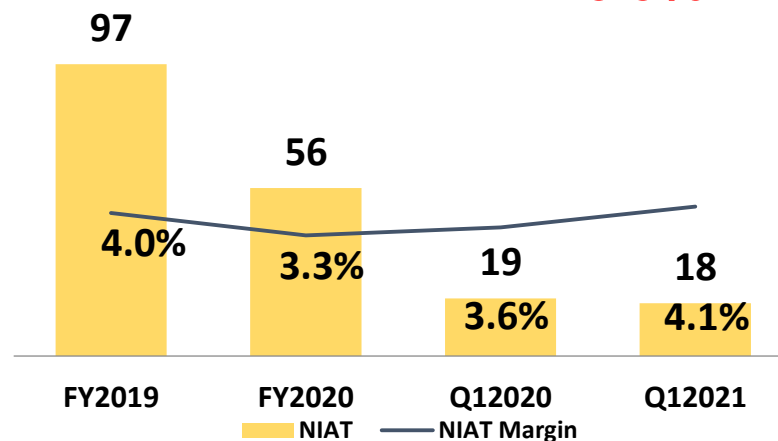
EBITDA and Margin

-10.50%



Net Profit and Margin

-8.3%



Office Warehouse: Operational Highlights

OFFICE WAREHOUSE, INC.

- SSSG of **-23.36%** in Q1 2021 vs **-15.33%** in Q1 2020 due to government lockdown and community quarantine starting March 16, 2020



	2018	2019	2020	Q1 2021
No. Stores	88	89	89	89
Net selling area (in sqm)	16,738	15,589	15,546	15,546

- **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



Thank you.

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REAL ESTATE

- 53% of tenants portfolio are essential industries allowed to continue business operations during the community quarantines and lockdowns
- 47% of tenants portfolio – directly affected by the mall closures and community quarantines
- Rental reliefs extended to directly affected tenants by way of:
 - Rental Waivers – April and May 2020
 - Reduced rentals – Subsequently thereafter
- Major capex programs have been put on hold