

Cosco Capital, Inc.

9M 2018 Financial Results Investor Presentation



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Head Office Address

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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



Liquor Distribution



Specialty Retailing

90%



100%



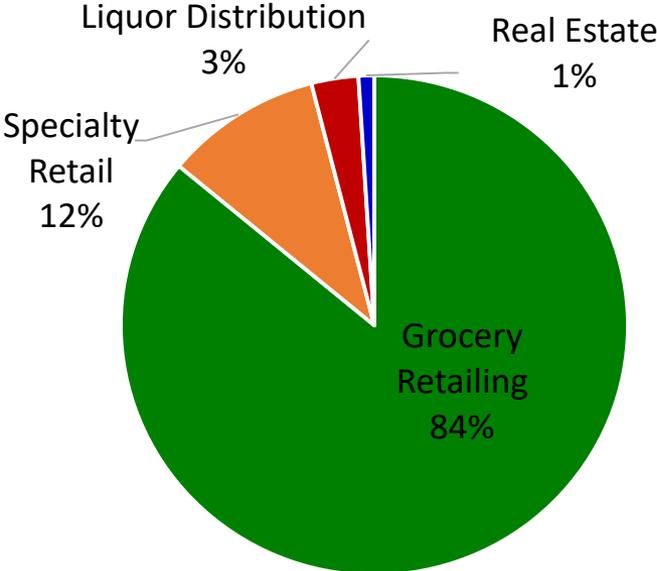
Commercial Real Estate

- *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 9M 2018

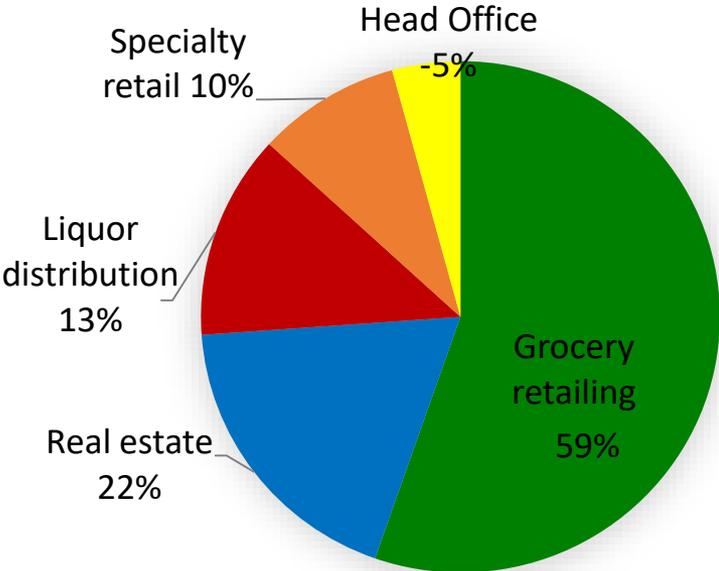


Revenues



PHP 119.3 billion

PATMI



***PHP 3.97 billion**

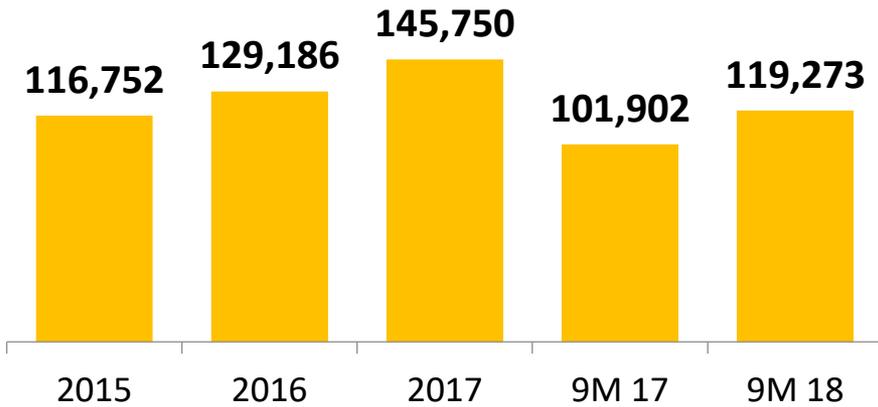
*Net Income includes one-time gain on sale of Lawson amounting to Php 362.8 million

9M 2018 Consolidated Financial Highlights

(In PHP millions)

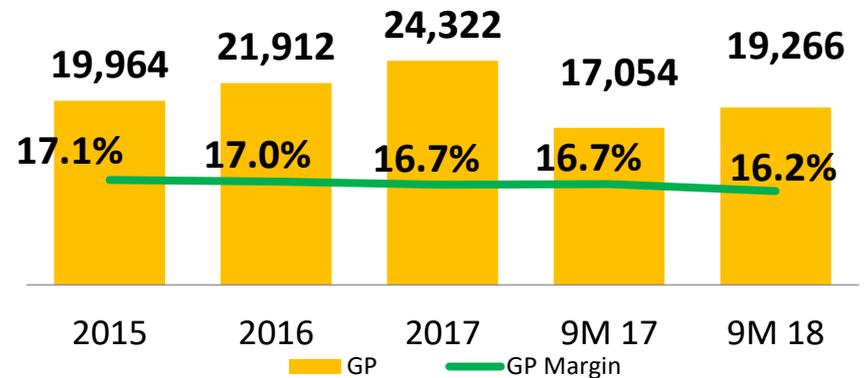
Revenues

+17%



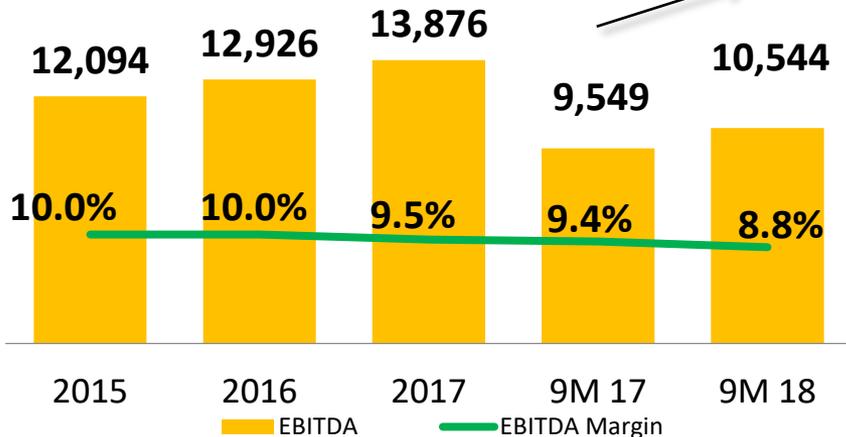
Gross Profit

+13%



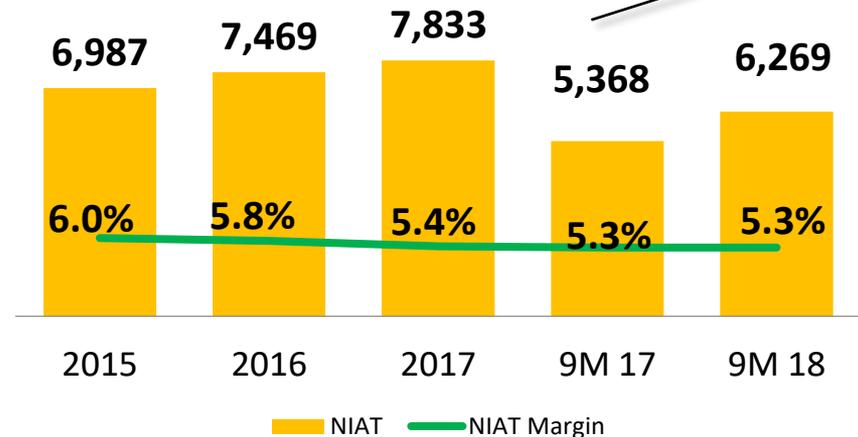
EBITDA

+10.4%



Net Income

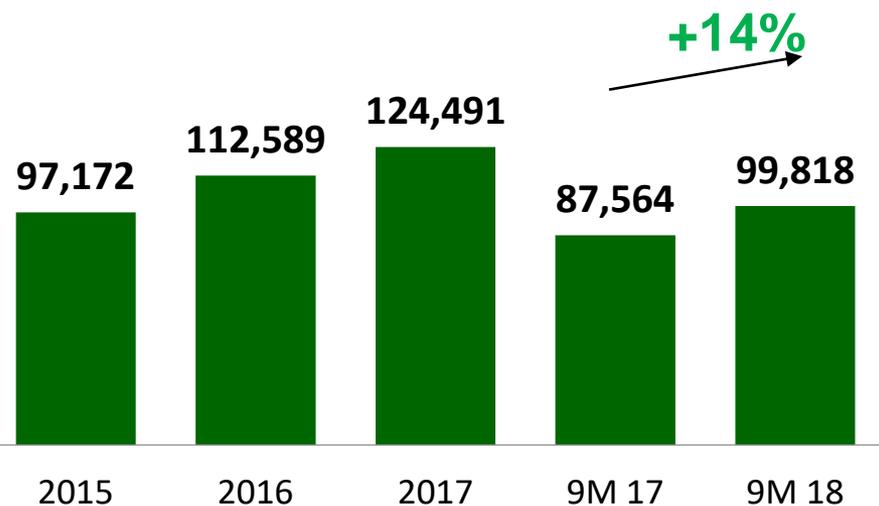
+16.8%



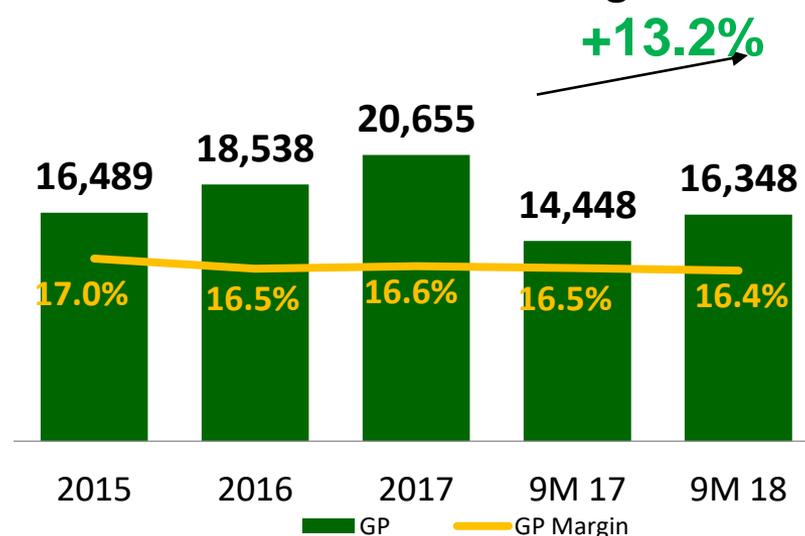
Grocery Retailing: 9M 2018 Financial Highlights

(In PHP millions)

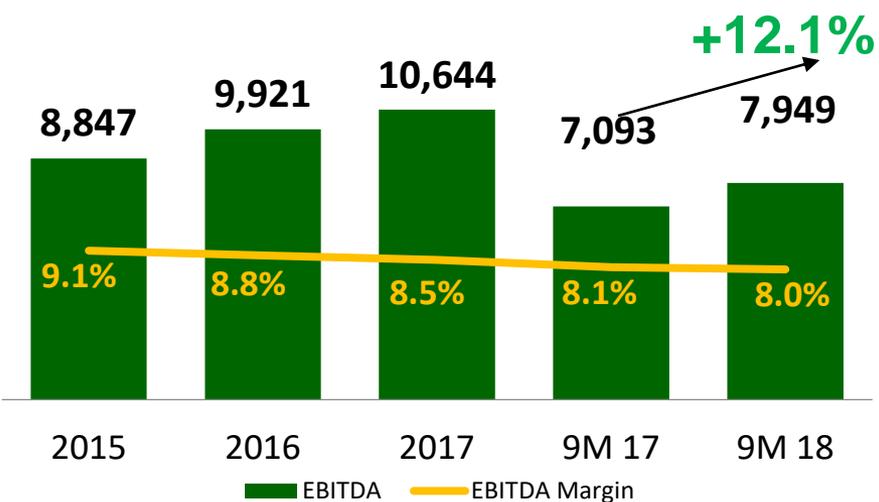
Revenues



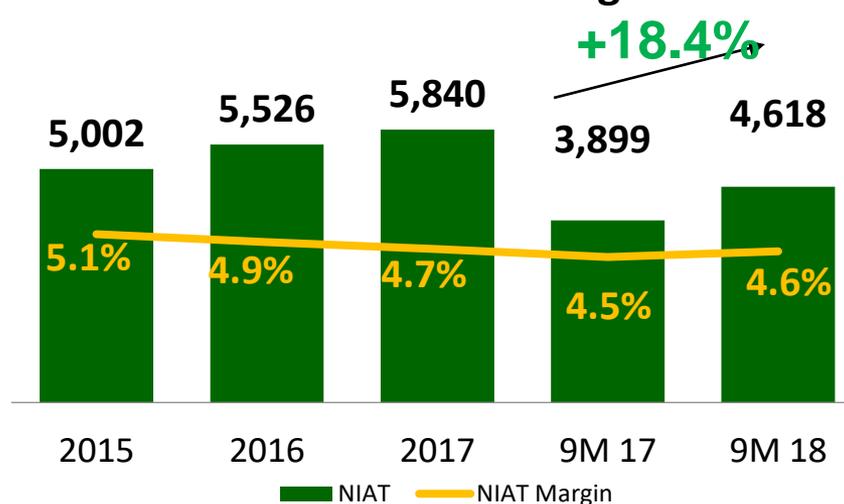
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



*Net Income includes one-time gain on sale of Lawson amounting to Php 362.8 million

Grocery Retailing: Operational Highlights



- Puregold opened **21 new stores** in 9M 2018 and closed down 2 stores during 3rd Quarter.
- S&R opened **2 new S&R warehouse** and **5 new S&R QSR**
- As of 9M 2018, the Grocery Retailing segment is operating a **total of 397 stores**
- SSSG PGOLD only is at 5.8% while S&R is at 8.8%
- Merger and conversion of NE Bodega and Budgetlane supermarket stores effective **January 1, 2018**



	PUREGOLD	S&R	S&R QSR
Metro Manila	122	7	23
Luzon	189	5	8
Visayas	24	2	4
Mindanao	10	2	1
Total	345	16	36

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

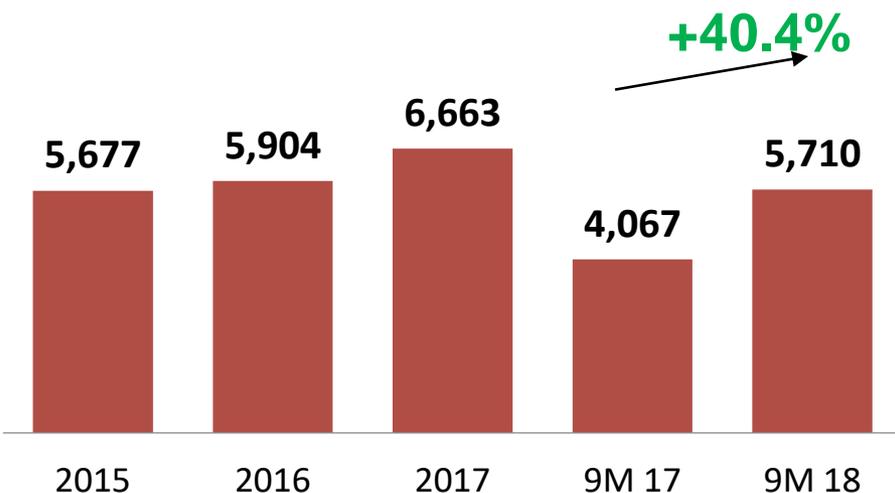
Red Bull

Various Wines

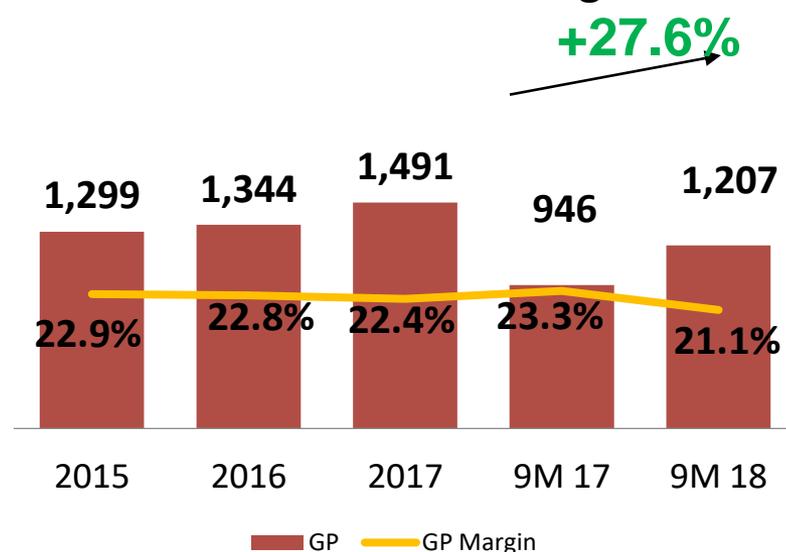
Liquor Distribution: 9M 2018 Financial Highlights

(In PHP millions)

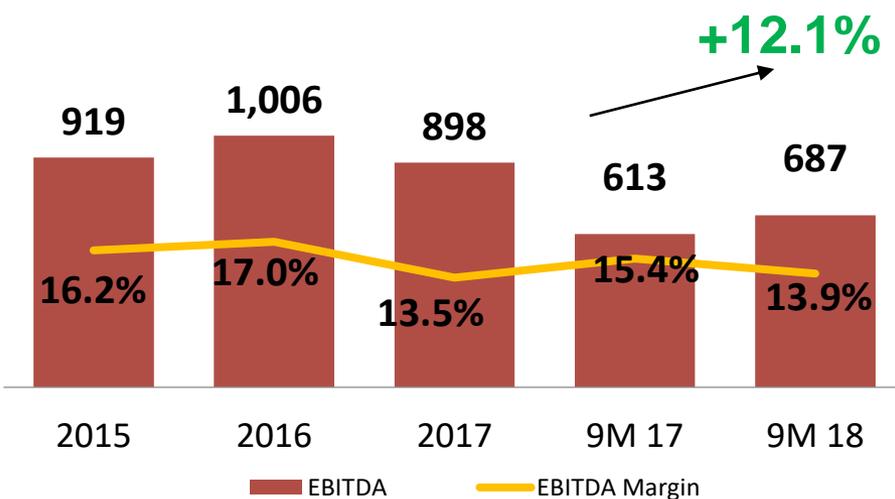
Revenues



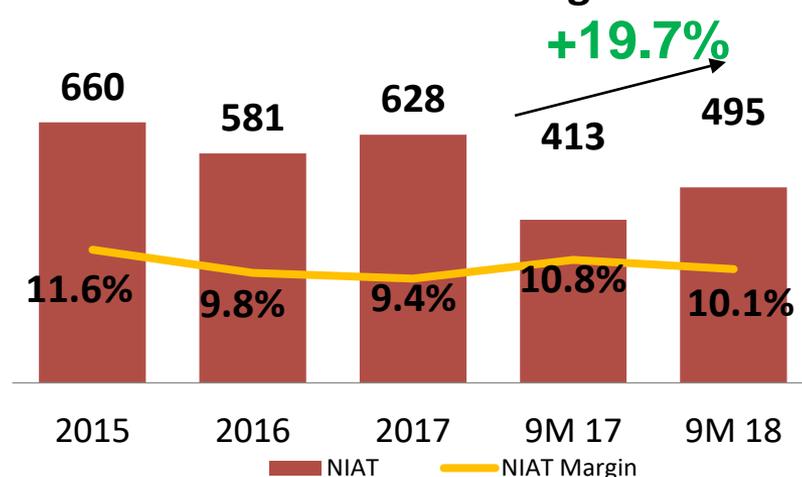
Gross Profit and Margin



EBITDA and Margin



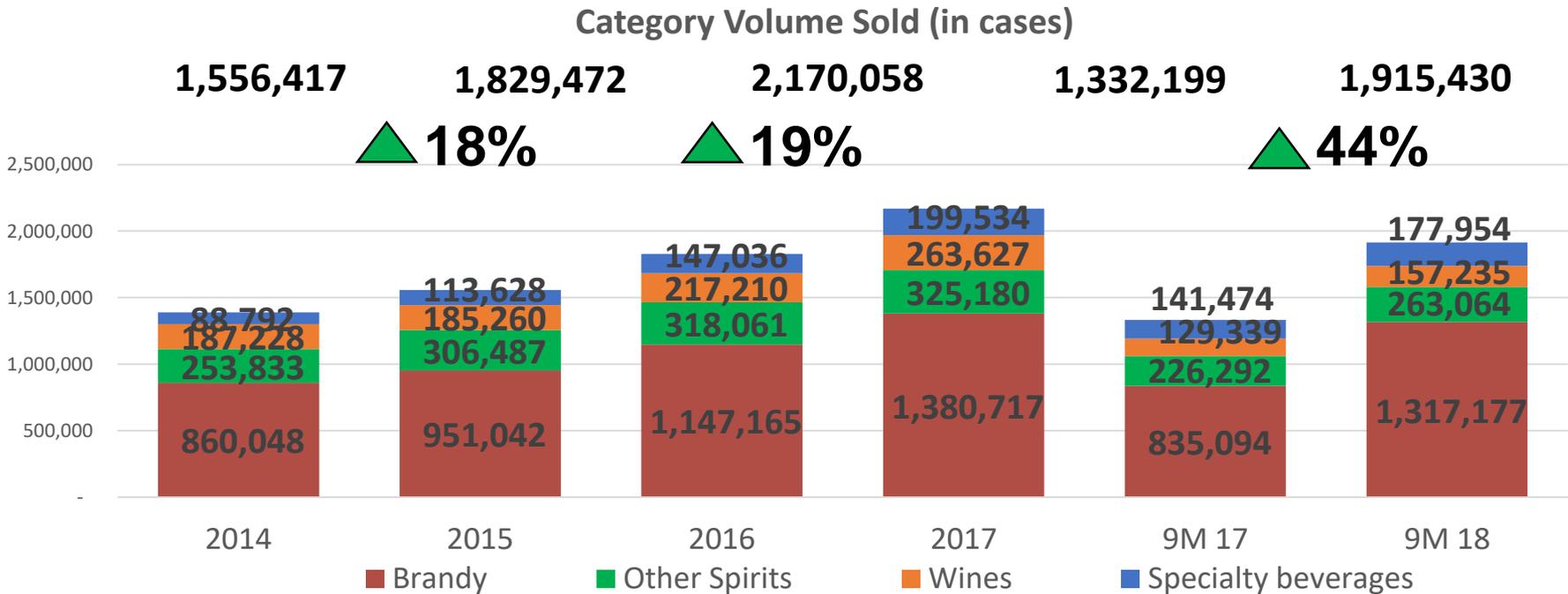
Net Profit and Margin



Liquor Distribution: Total Volume Sales

- 44% growth in total volume of cases sold in 9M 2018
- Growth driven by the increase in Alfonso Light and Alfonso .

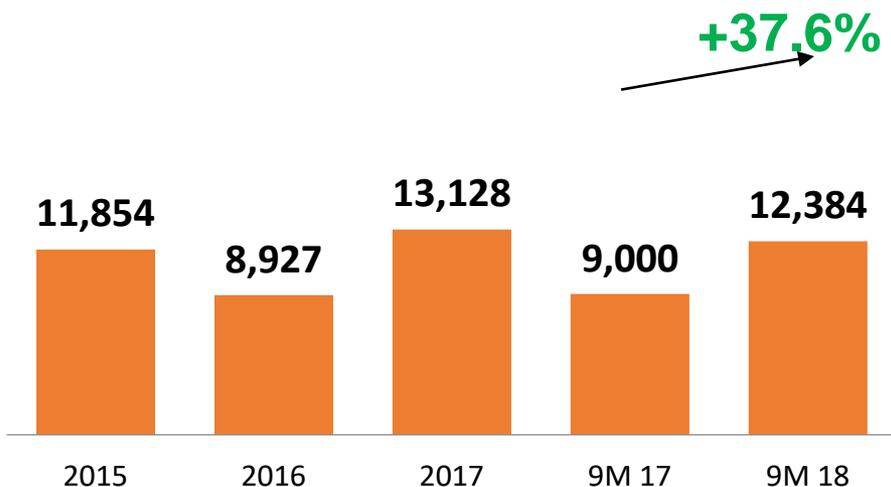
CATEGORY	9M 17	Mix %	9M 18	Mix %	Inc/Dec	Growth
Brandy	835,094	63%	1,317,177	69%	482,083	58%
Other Spirits	226,292	17%	263,064	14%	36,772	16%
Wines	129,339	10%	157,235	8%	27,896	22%
Specialty beverages	141,474	11%	177,954	9%	36,480	26%
	1,332,199	100%	1,915,430	100%	583,231	44%



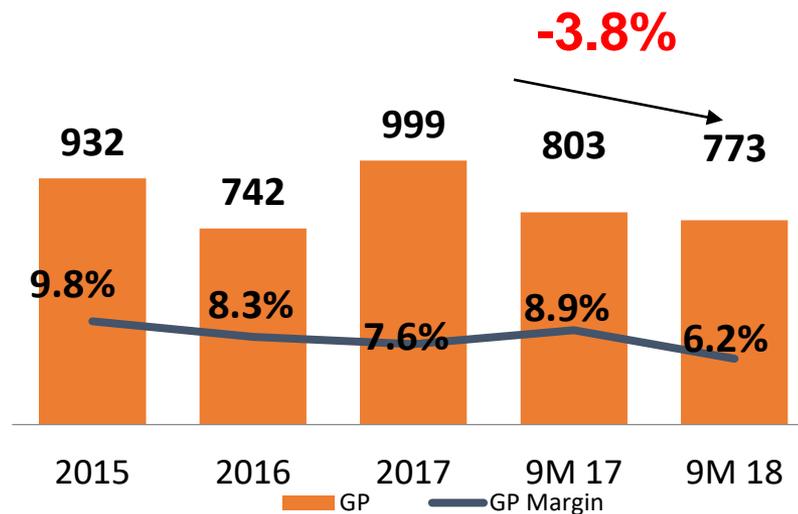
Liquigaz: 9M 2018 Financial Highlights

(In PHP millions)

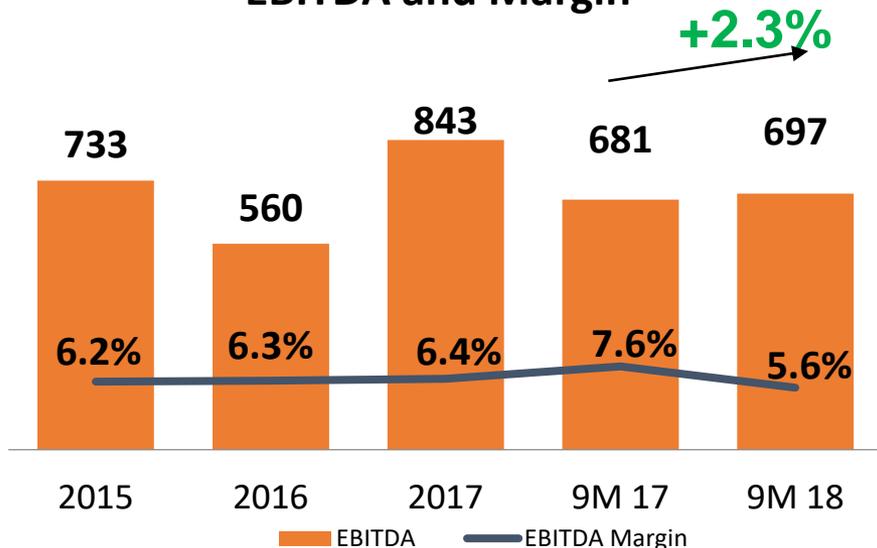
Revenues



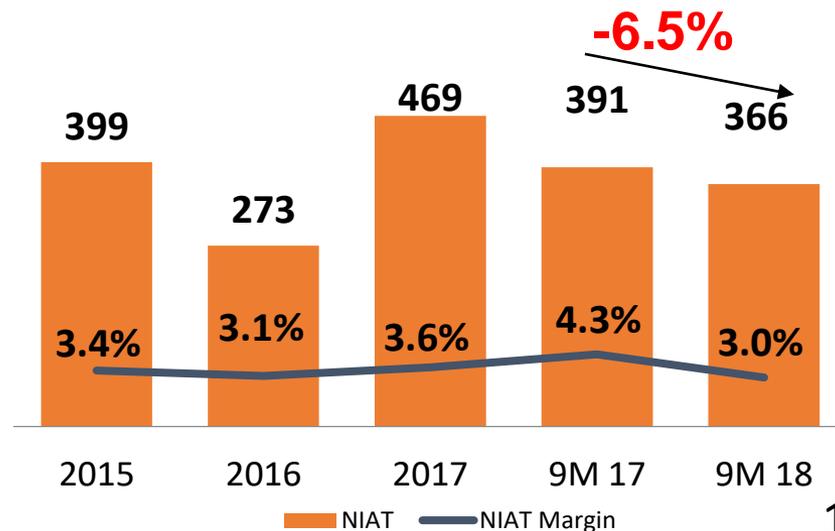
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



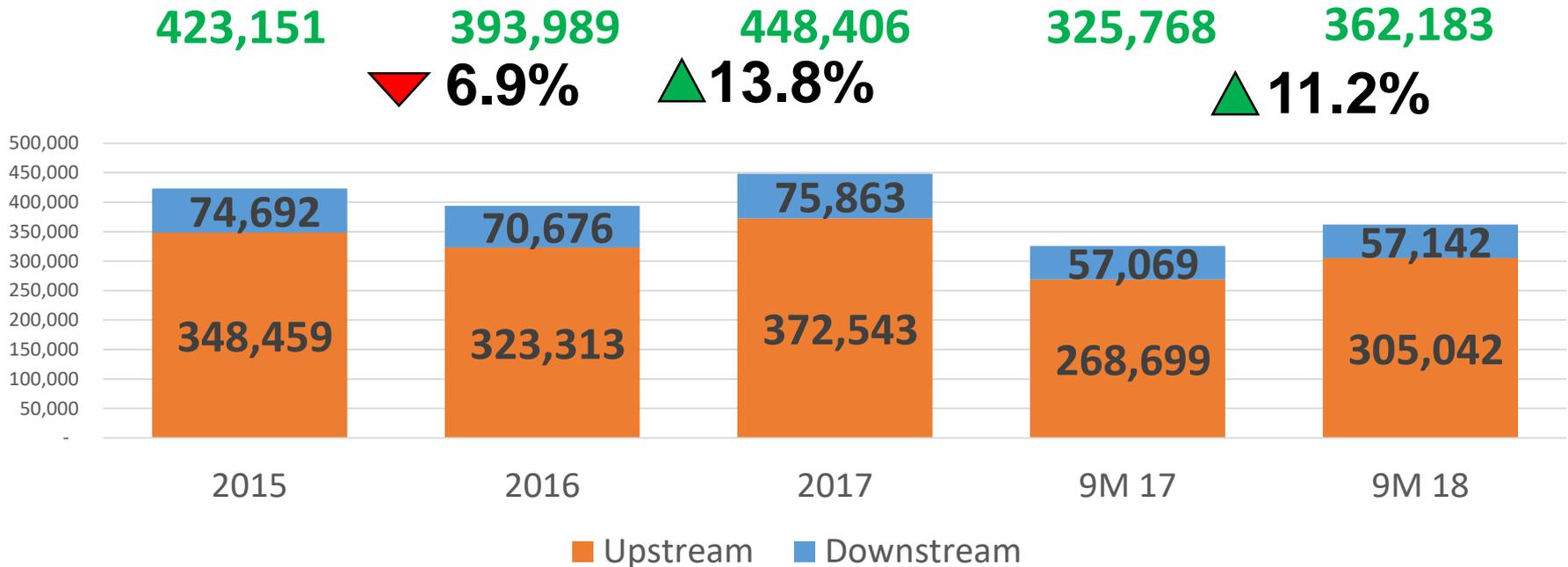
Liquigaz: Operational Highlights

LIQUIGAZ PHILIPPINES CORPORATION



- 11.2% increase in total sales volume due to higher sales from wholesale and major clients in 9M 2018
- New terminal facility in Sairaya, Quezon to start full commercial operations in 2H 2018

Total Volume (mT)



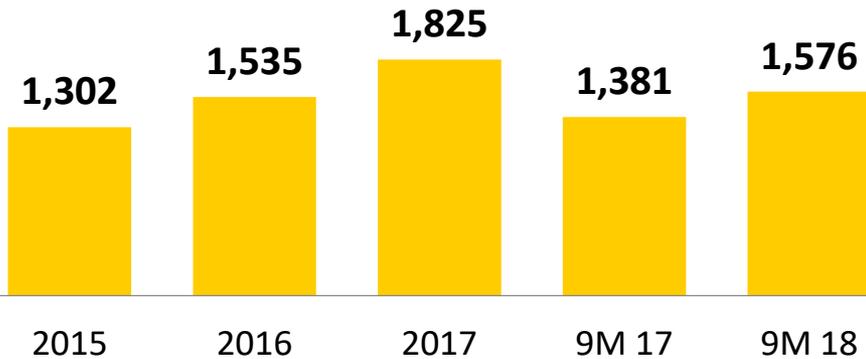
Office Warehouse: 9M 2018 Financial Highlights



(In PHP millions)

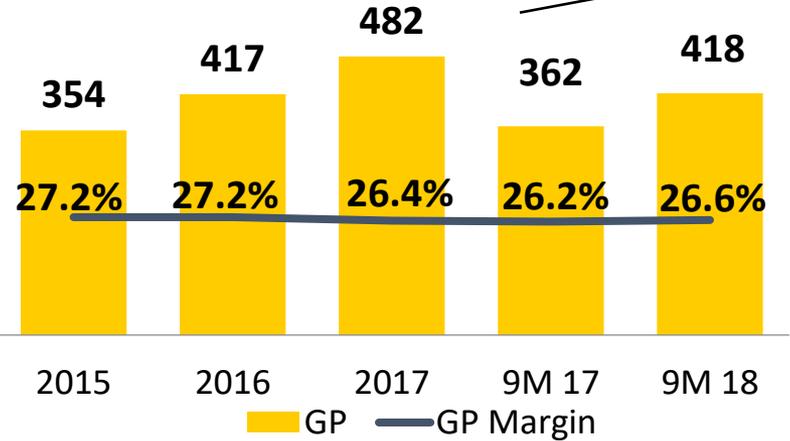
Revenues

+14.1%



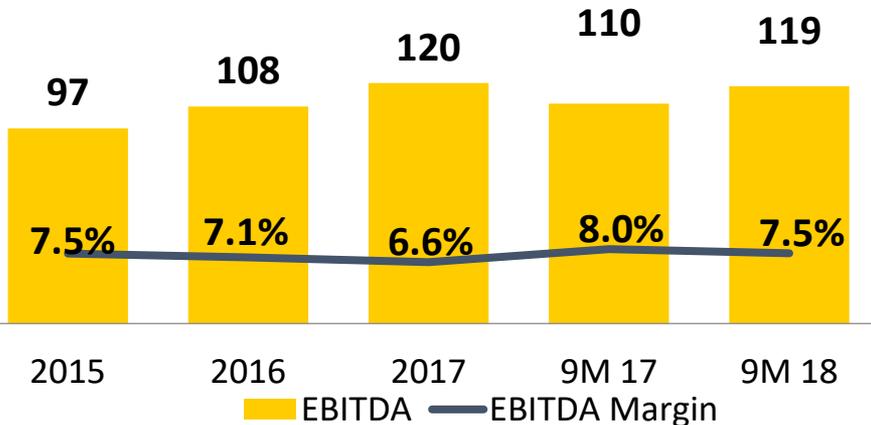
Gross Profit and Margin

+15.7%



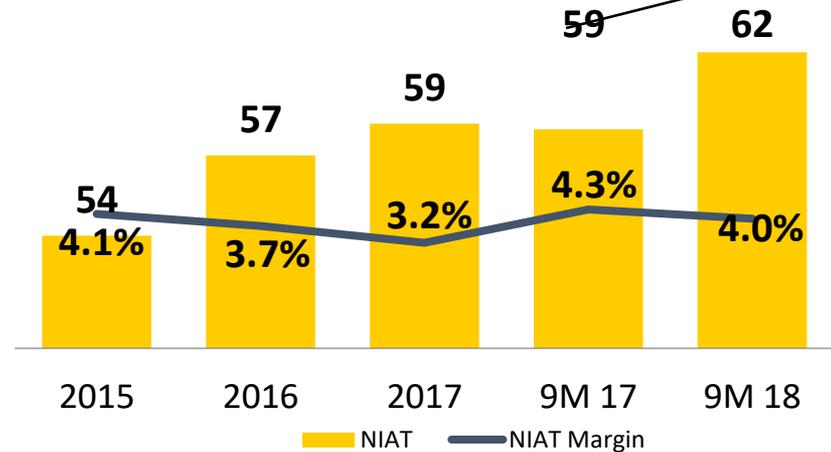
EBITDA and Margin

+7.9%



Net Profit and Margin

+6.4%



Office Warehouse: Operational Highlights

OFFICE WAREHOUSE, INC.

- Strong growth driven by store expansion and enhanced product offerings
- Office Warehouse opened 6 new store during 9M 2018 and 1 store closed

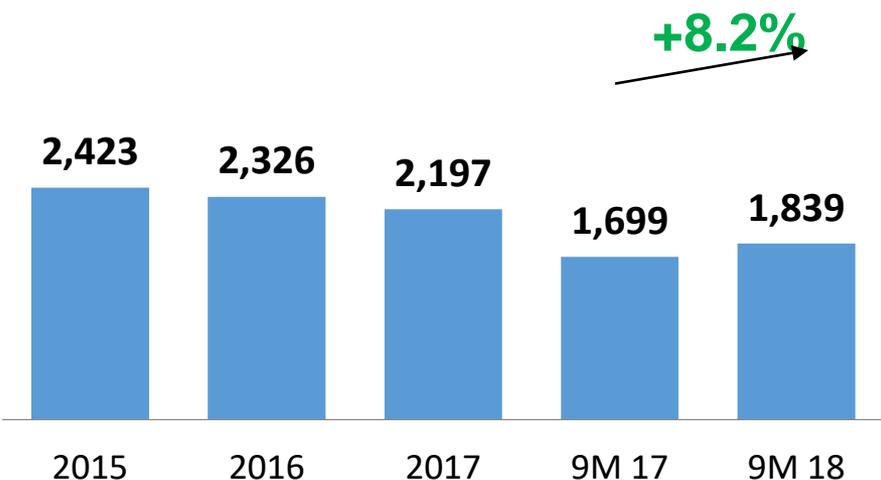


	2015	2016	2017	9M 2017	9M 2018
No. Stores	59	71	82	79	86
Net selling area	11,036 sqm	14,014 sqm	15,945 sqm	15,353 sqm	16,738 sqm

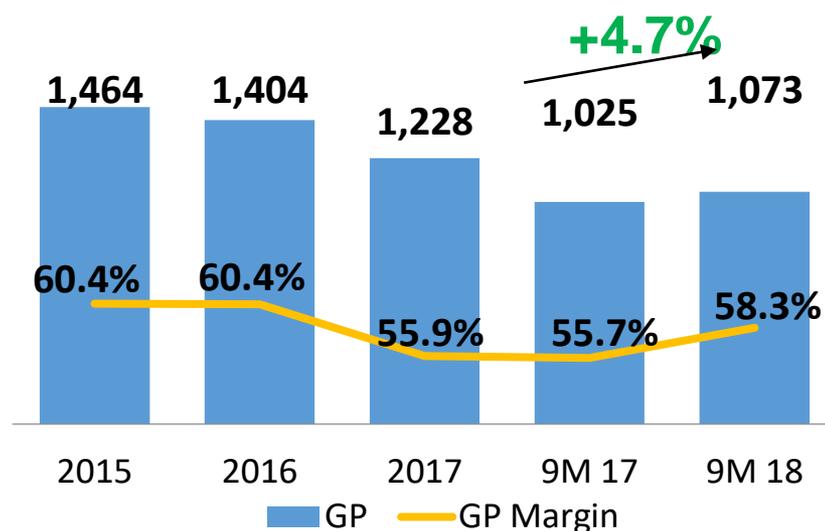
Real Estate: 9M 2018 Financial Highlights

(In PHP millions)

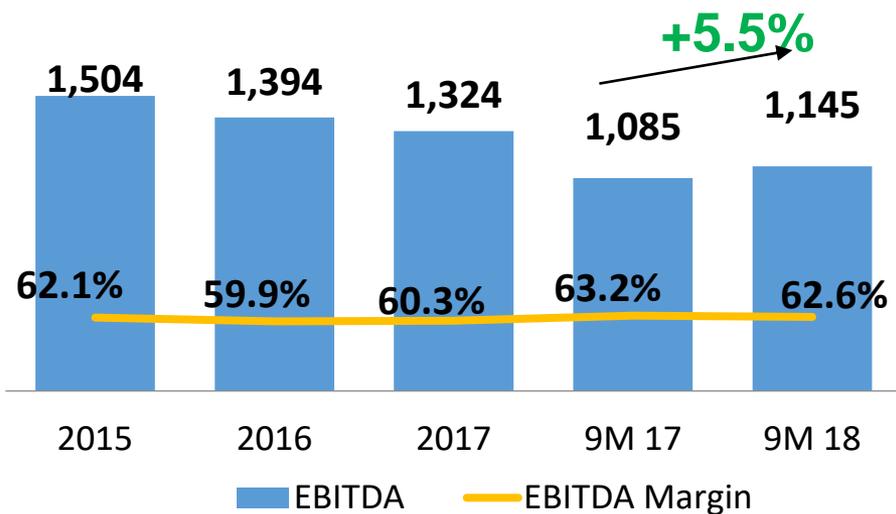
Revenues



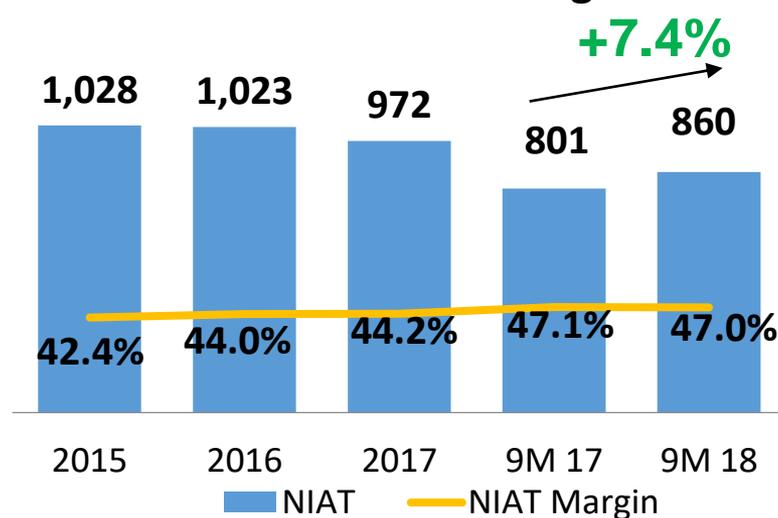
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Real Estate Group: Operational Highlights

- Total of 53 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	9M 2018	FY2017	GLA/Lot Area in sq.m.
Land under lease	10	9	158,123
Commercial Buildings	32	29	261,722
Under Development	3	4	20,841
Future Development	8	10	98,686
Total	53	52	539,372

- 3 new community malls opened in Q12018 located in **Cavite, Muntinlupa and Subic.**
- **San Miguel, Pasig** property partly lease out to Lawson in February 2018
- On-going development of **3 new** community malls in **Las Pinas, Bayawan Negros Oriental and Maria Aurora, Aurora**
- Acquired 1 property for future development located in **Cabatuan, Iloilo**

- **CAPEX Budget of Php 5.55 billion in 2018**

- Php 3.65 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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