

Cosco Capital, Inc.

FY 2018 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
73%

Public
27%



51%

100%

100%

Grocery Retailing



Liquor Distribution



Specialty Retailing

90%



100%

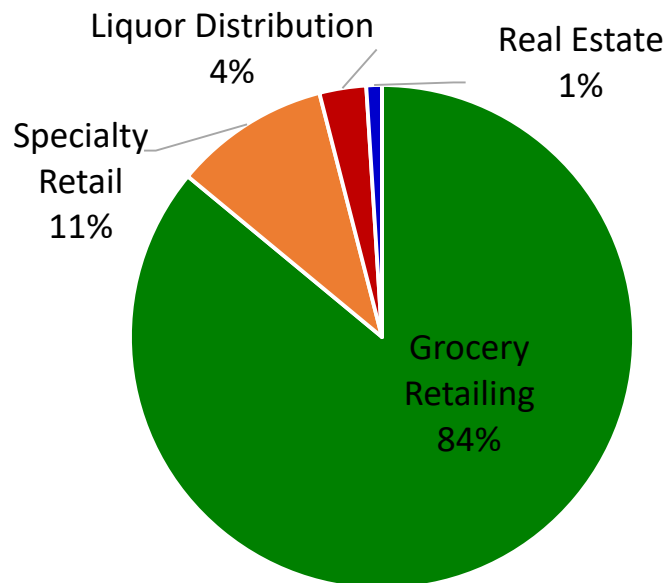


Commercial Real Estate

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

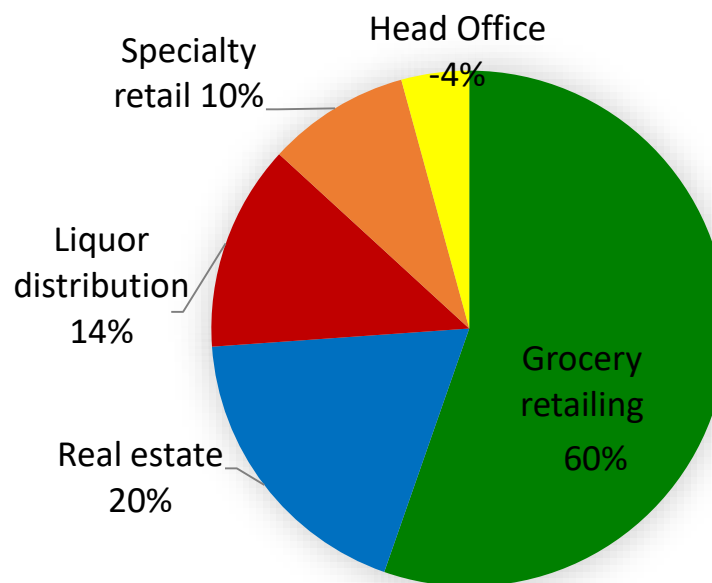
Revenue & Net Income Contribution FY 2018

Revenues



PHP 168.4 billion

PATMI



*PHP 5.55 billion

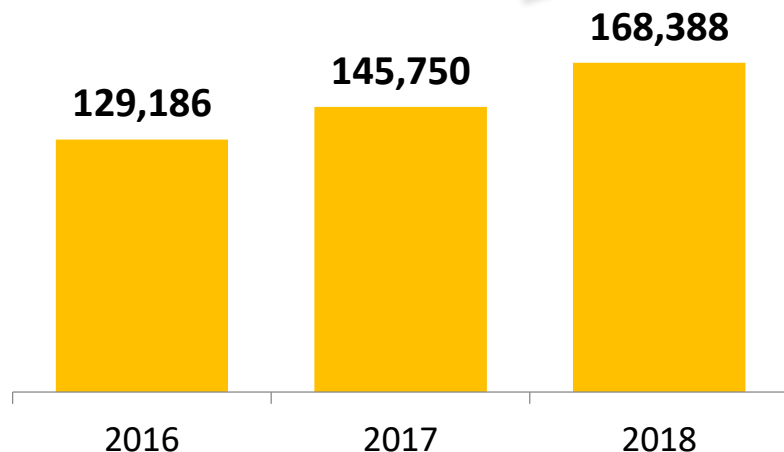
*Net Income includes one-time gain on sale of Lawson amounting to Php 362.8 million

FY 2018 Consolidated Financial Highlights

(In PHP millions)

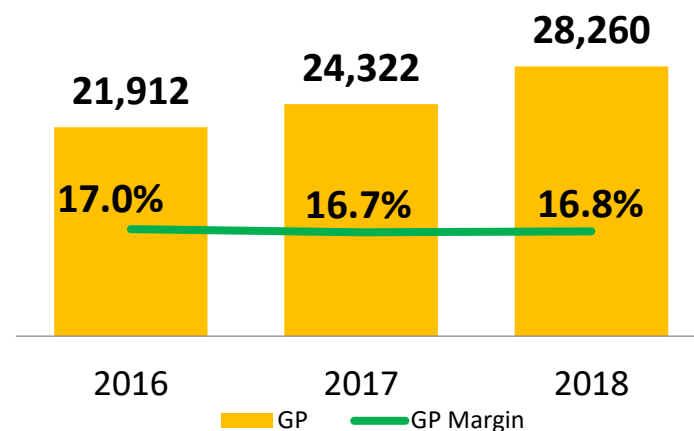
Revenues

+15.5%



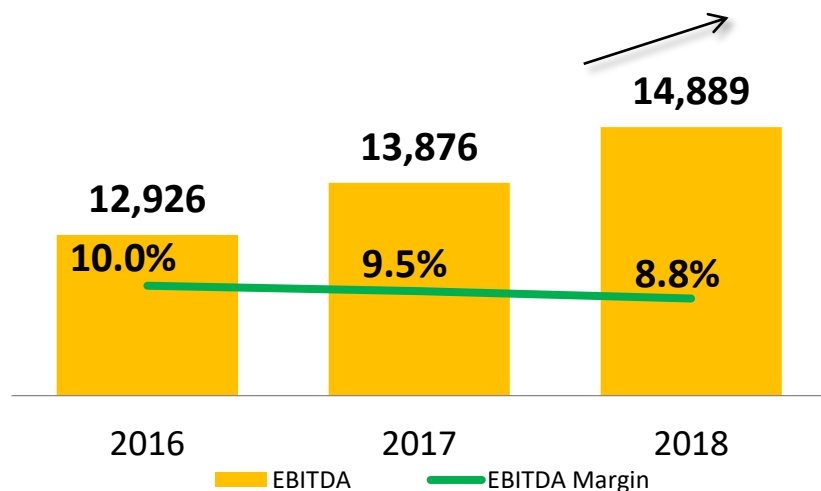
Gross Profit

+16.2%



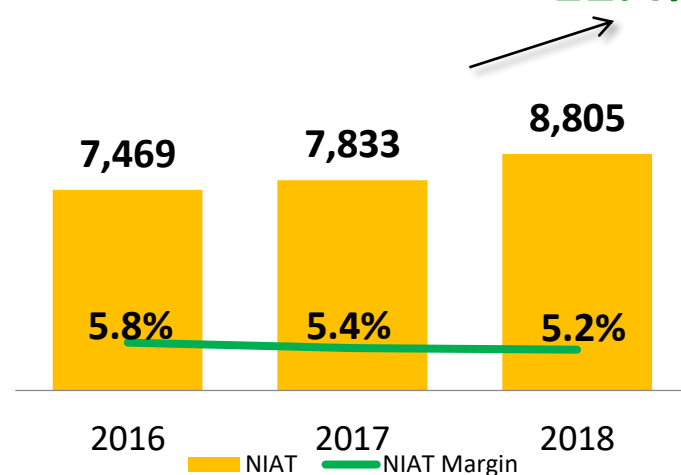
EBITDA

+7.3%



Net Income

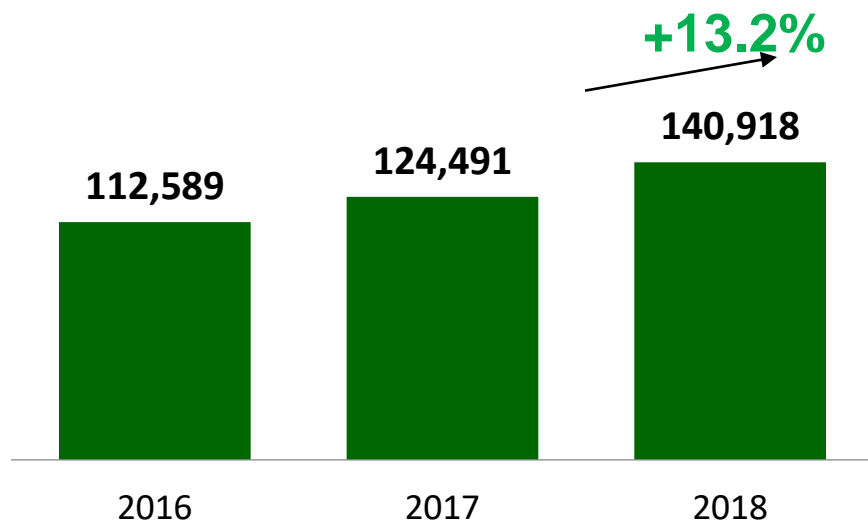
+12.4%



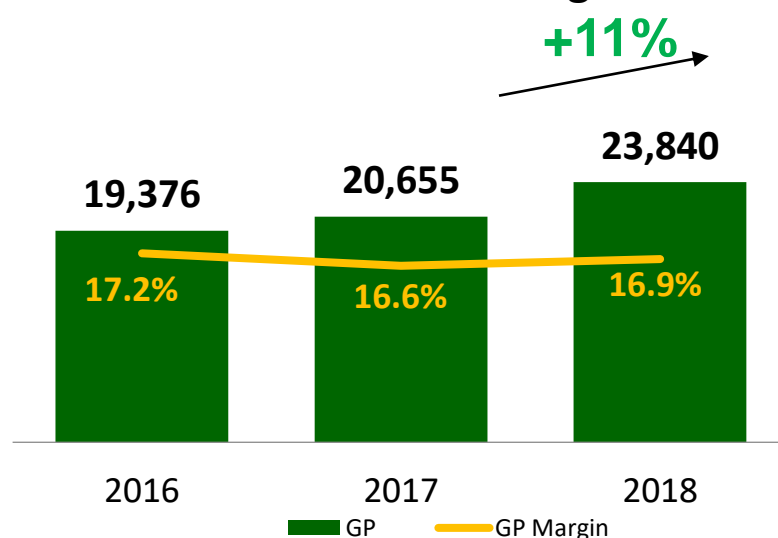
Grocery Retailing: FY 2018 Financial Highlights

(In PHP millions)

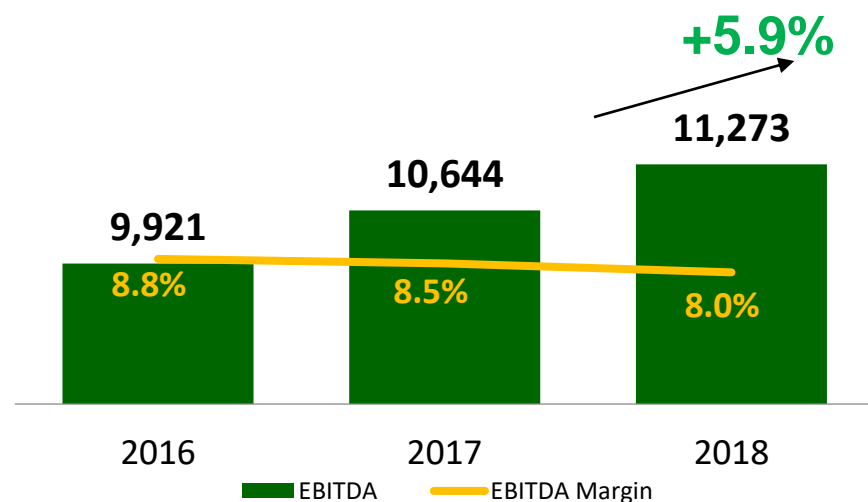
Revenues



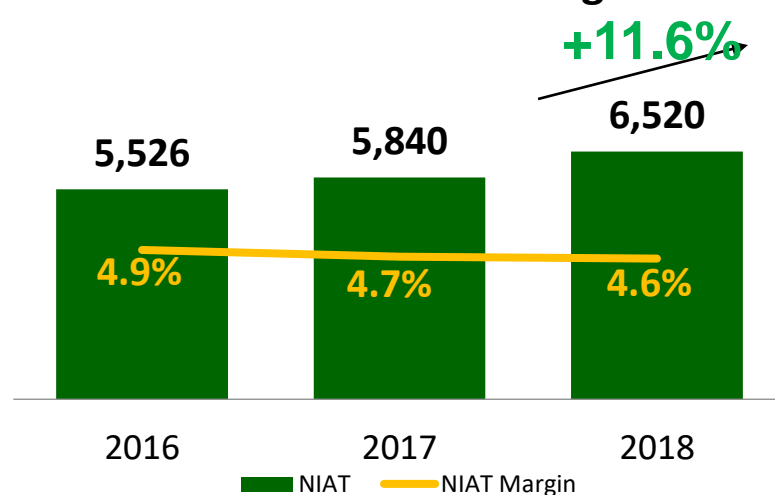
Gross Profit and Margin



EBITDA and Margin

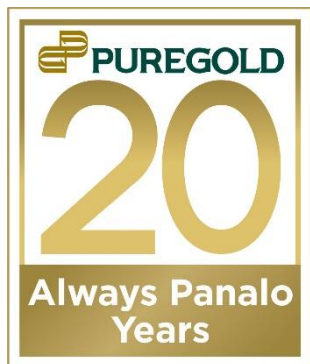


Net Profit and Margin



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

Grocery Retailing: Operational Highlights



- Puregold opened **30 new stores** in FY 2018 and closed down 2 stores during 3rd Quarter.
- S&R opened **2 new S&R warehouse** and **7 new S&R QSR**
- As of FY 2018, the Grocery Retailing segment is operating a total of **409 stores**
- SSSG PGOLD only is at 5.8% while S&R is at 8.4%
- Merger and conversion of NE Bodega and Budgetlane supermarket stores effective **January 1, 2018**



	PUREGOLD	S&R	S&R QSR
Metro Manila	125	7	25
Luzon	194	5	9
Visayas	25	2	4
Mindanao	10	2	1
Total	354	16	39

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

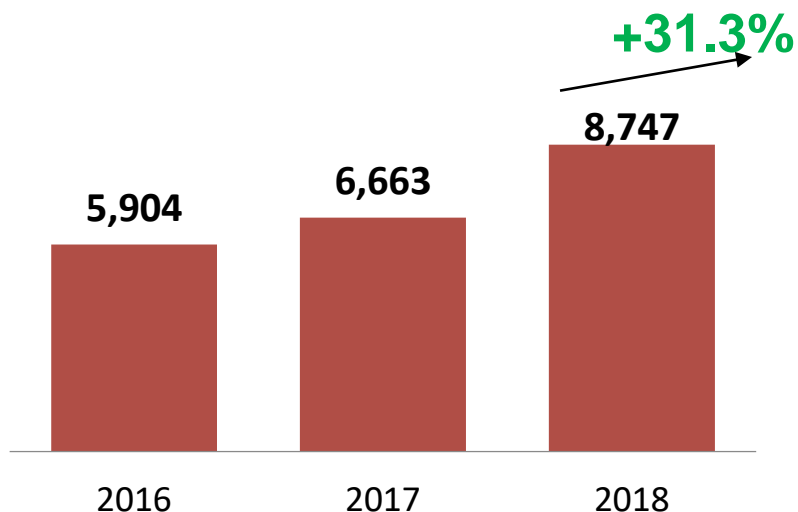
Red Bull

Various Wines

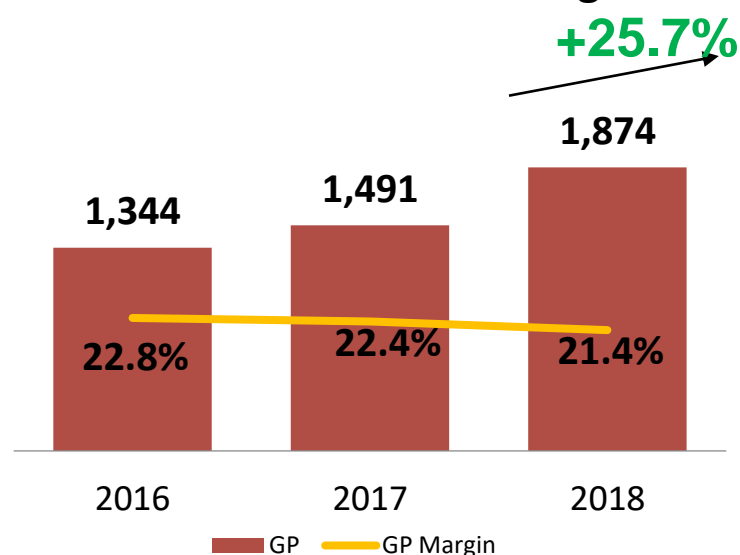
Liquor Distribution: FY 2018 Financial Highlights

(In PHP millions)

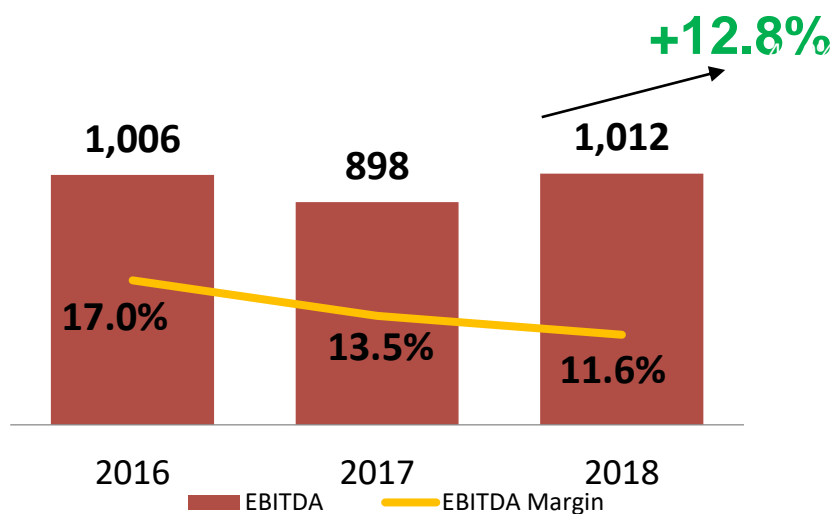
Revenues



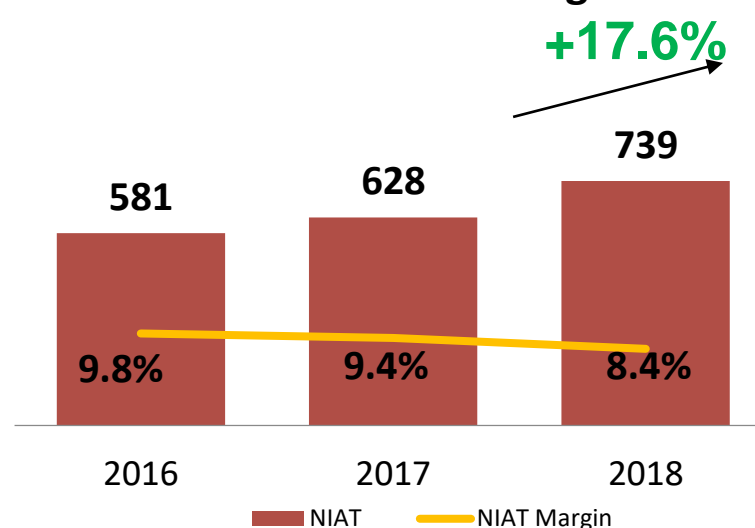
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin

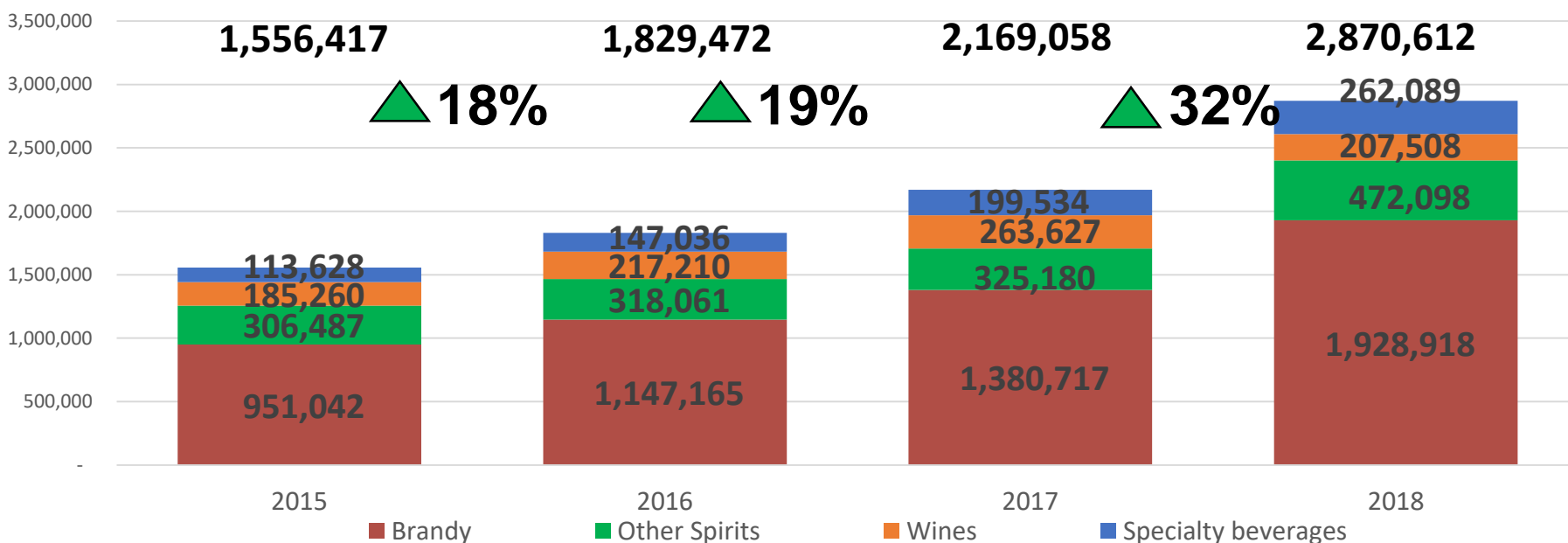


Liquor Distribution: Total Volume Sales

- 32% growth in total volume of cases sold in FY 2018
- Growth driven by the increase in Alfonso Light and Alfonso .

CATEGORY	2017	Mix %	2018	Mix %	Inc/Dec	Growth
Brandy	1,380,717	64%	1,928,918	67%	548,201	40%
Other Spirits	325,180	15%	472,098	17%	146,918	45%
Wines	263,627	12%	207,508	7%	(56,119)	-21%
Specialty beverages	199,534	9%	262,089	9%	62,555	31%
	2,169,058	100%	2,870,612	100%	701,554	32%

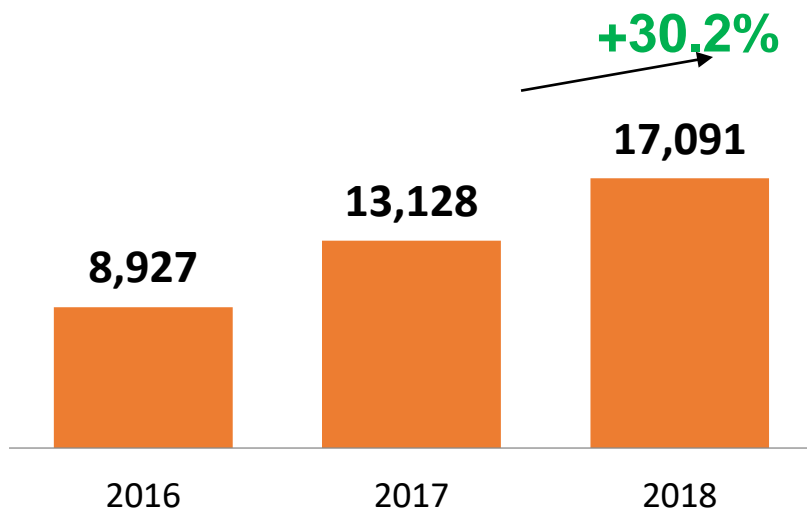
Category Volume Sold (in cases)



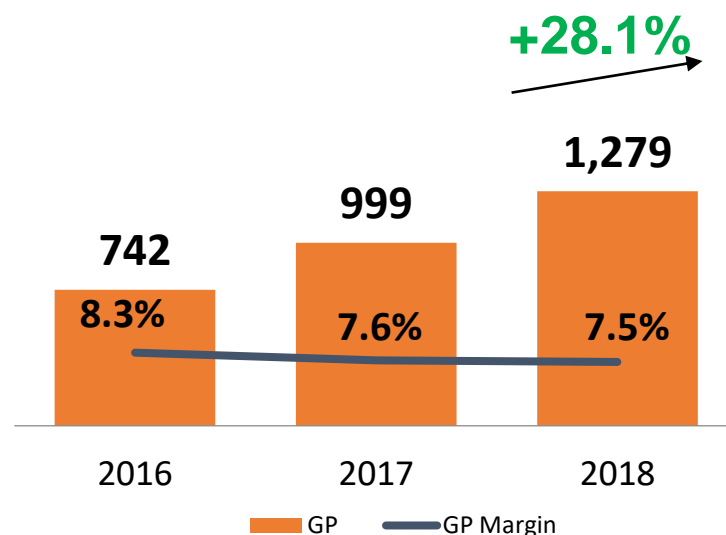
Liquigaz: FY 2018 Financial Highlights

(In PHP millions)

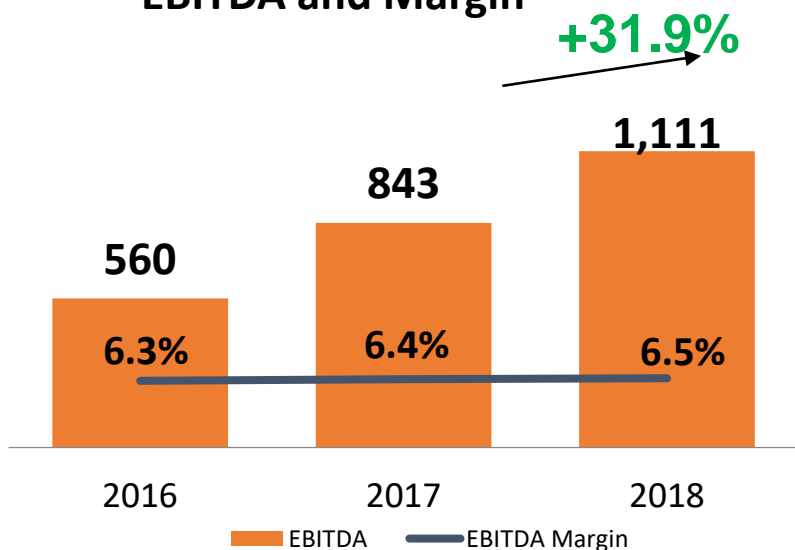
Revenues



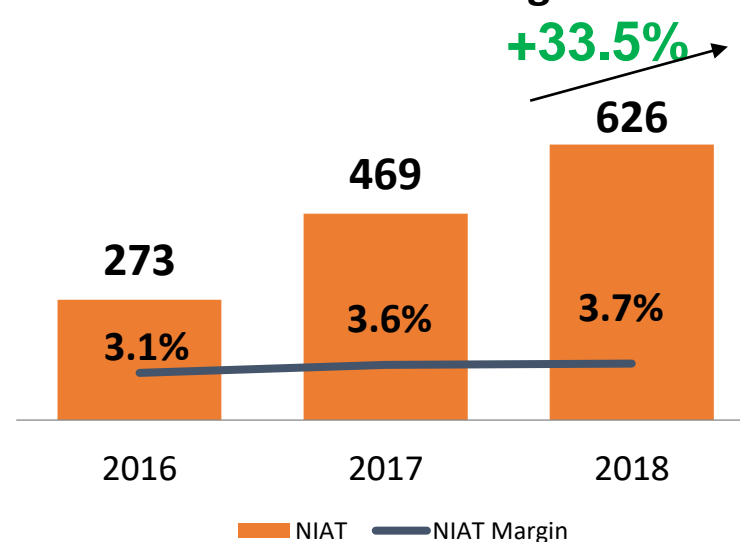
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



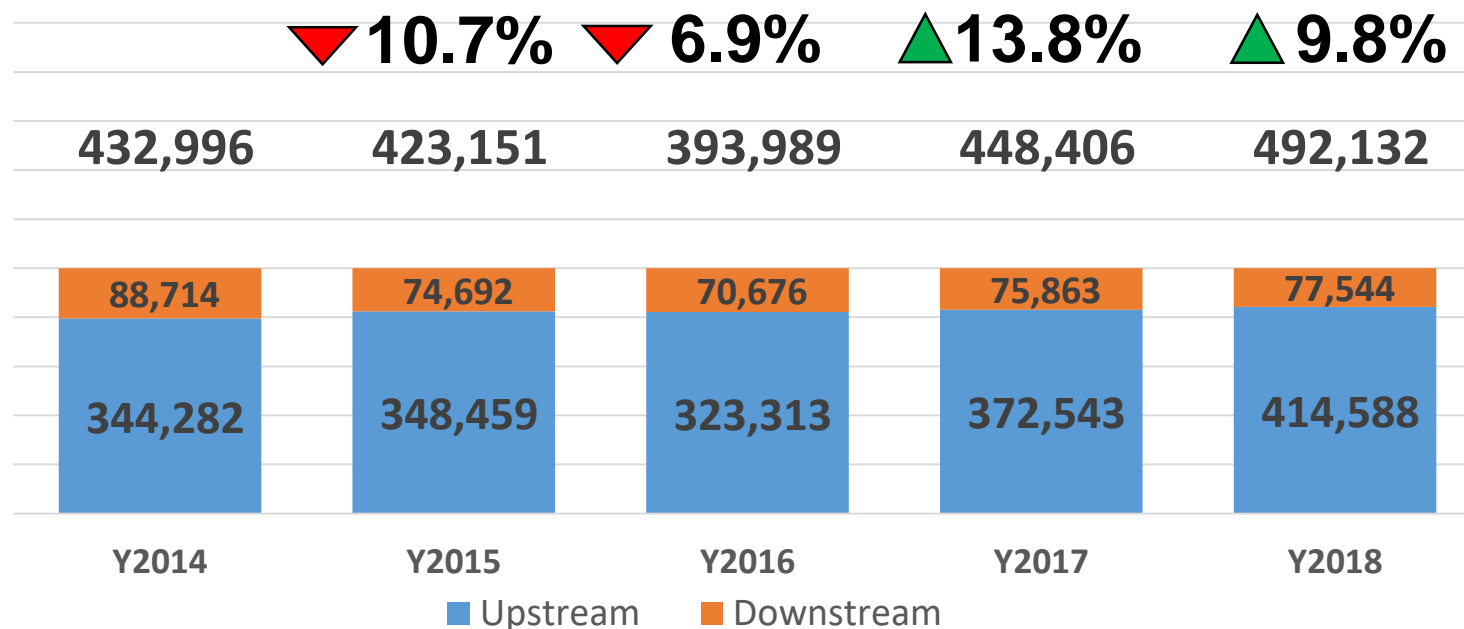
Liquigaz: Operational Highlights

LIQUIGAZ PHILIPPINES CORPORATION



- 9.8% increase in total sales volume due to higher sales from wholesale and major clients in FY 2018
- New terminal facility in Sairaya, Quezon to start full commercial operations in 2H 2018
- PCC approved sale of Liquigaz on January 17, 2019

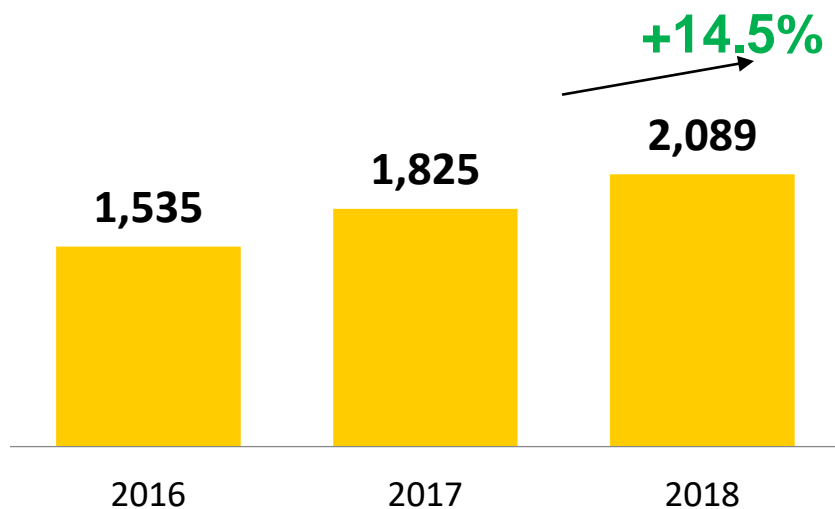
Total Volume (mT)



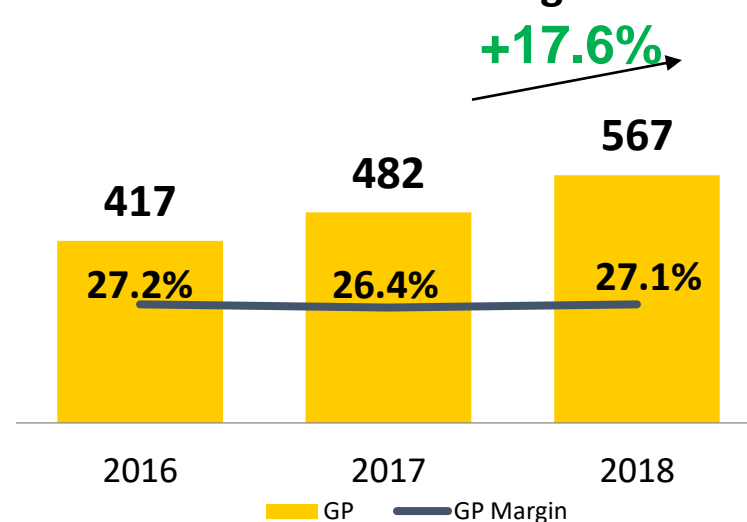
Office Warehouse: FY 2018 Financial Highlights

(In PHP millions)

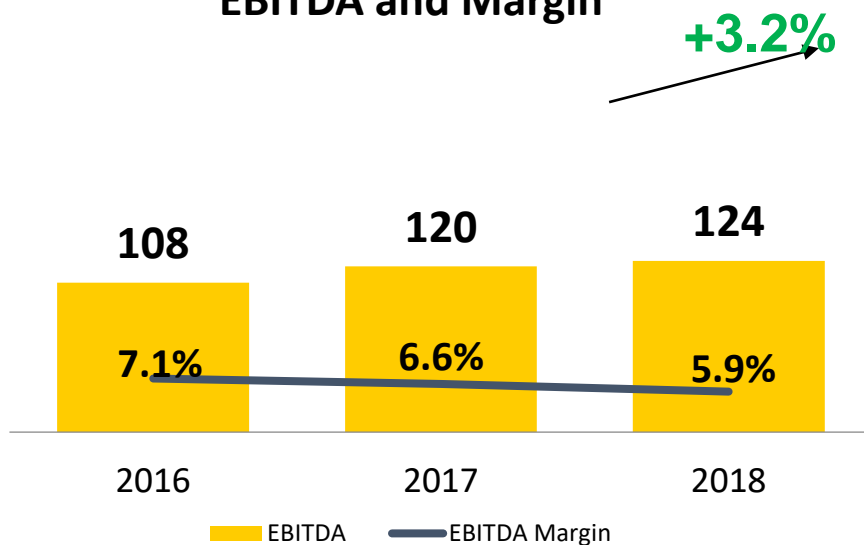
Revenues



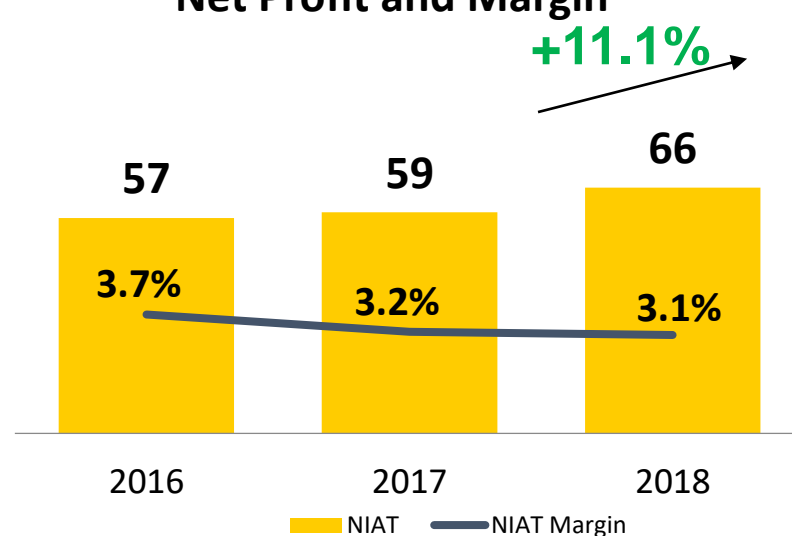
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Office Warehouse: Operational Highlights

OFFICE WAREHOUSE, INC.

- Strong growth driven by store expansion and enhanced product offerings
- Office Warehouse opened **8 new store** during FY 2018 and **1 store** closed

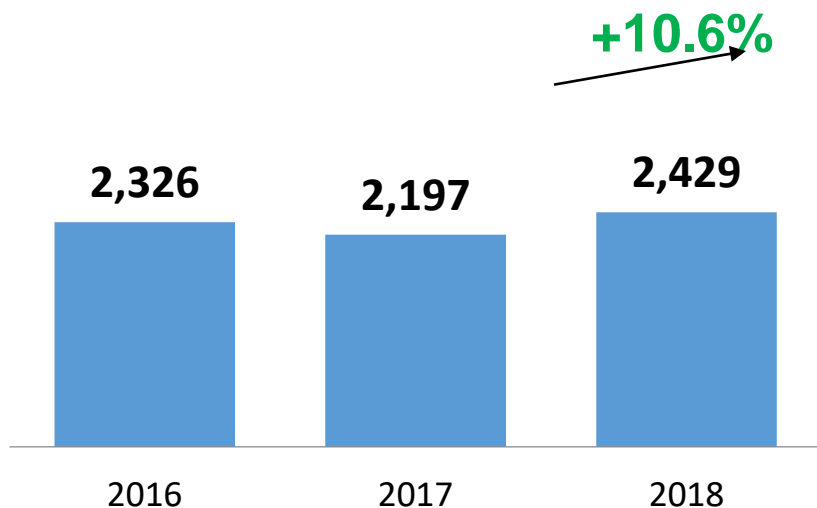


	2015	2016	2017	2018
No. Stores	59	71	82	88
Net selling area	11,036 sqm	14,014 sqm	15,945 sqm	16,738 sqm

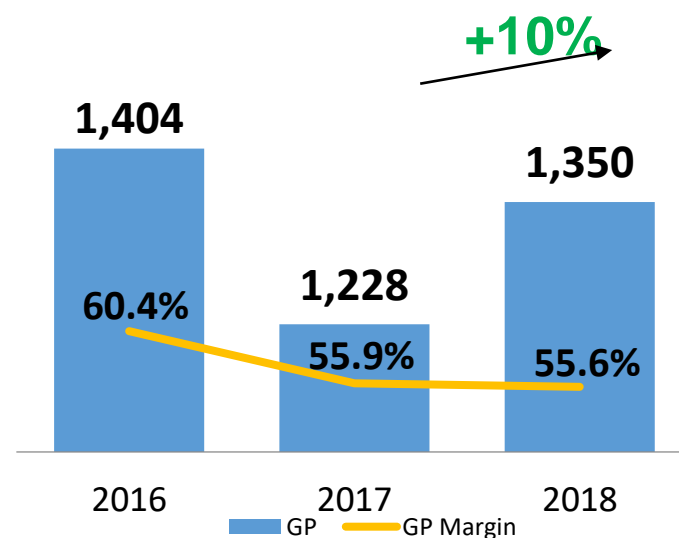
Real Estate: FY 2018 Financial Highlights

(In PHP millions)

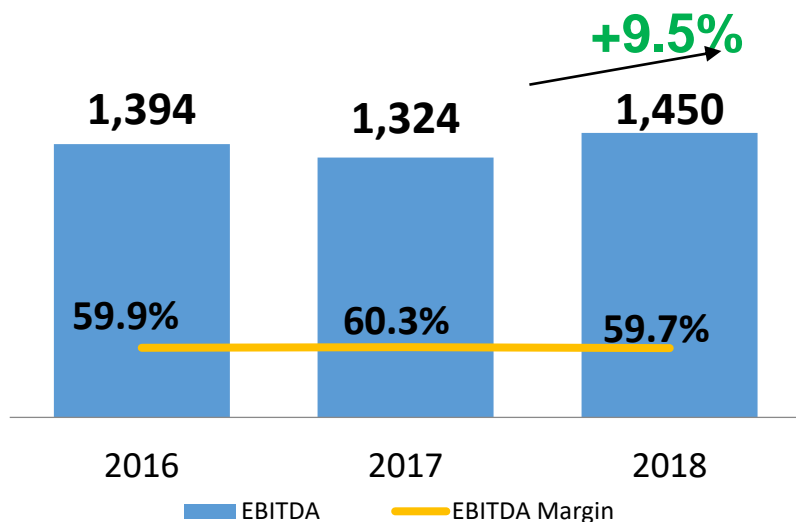
Revenues



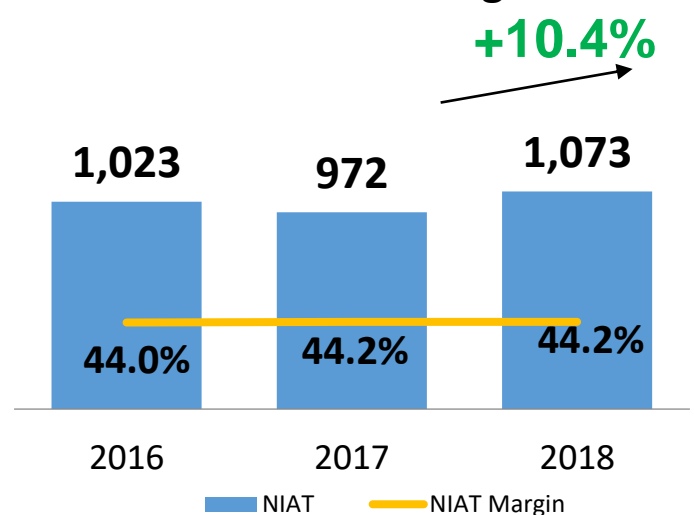
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Real Estate Group: Operational Highlights

- Total of 53 commercial properties with 98% average occupancy rate
- Pure Petroleum operating at 100% capacity in 2018 and 2017 (9 storage tanks with 88.5M liters capacity)

Category	FY2018	FY2017	GLA/Lot Area in sq.m.
Land under lease	10	9	158,123
Commercial Buildings	32	29	264,306
Under Development	3	4	21,702
Future Development	8	10	85,486
Total	53	52	529,617

- 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 5.8 billion in 2019**
 - Php 5.2 billion for Puregold Group
 - Php 500 million for Real Estate Group
 - Php 75 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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