

# 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

09178612459

(Company Telephone Number)

1 2 3 1  
Month Day

SEC FORM 17-C  
(Form Type)

0 6 3 0  
Month 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

Remarks: Please sure BLACK ink for scanning purposes.

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	April 24, 2023
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	0917-8612459
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 – 7,173,568,764  Treasury Shares – 231,694,800
Indicate the item numbers reported therein	Other Matters/Event

**Other Matters:**

Please see attached Cosco Capital, Inc.'s Full Year 2022 Financial Results Investor Presentation.

## **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.

## Full Year 2022 Financial Results Investor Presentation



# Disclaimer

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## Head Office Address

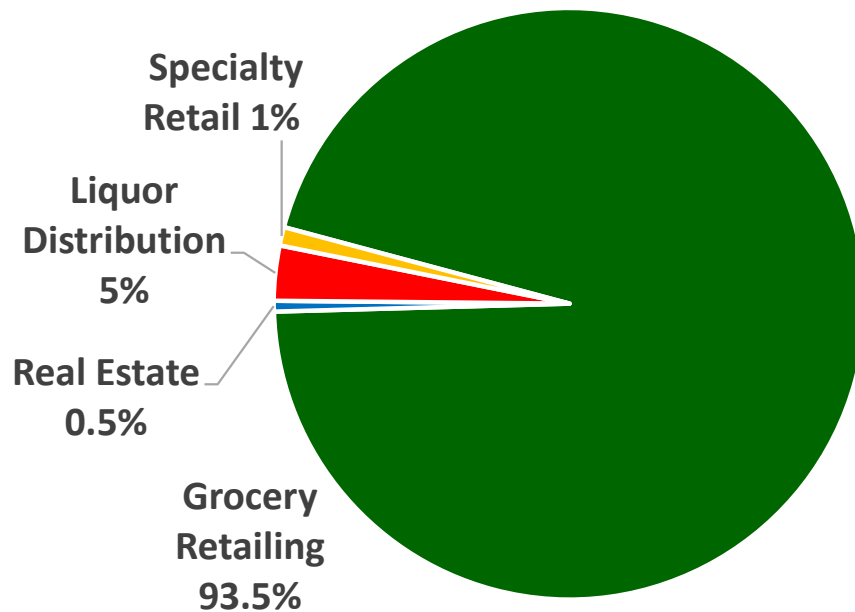
2nd floor, Tabacalera Building, 900 Romualdez Street, Paco, Manila, 1007  
Philippines

# Company Overview



# REVENUE AND PATMI CONTRIBUTIONS FY 2022

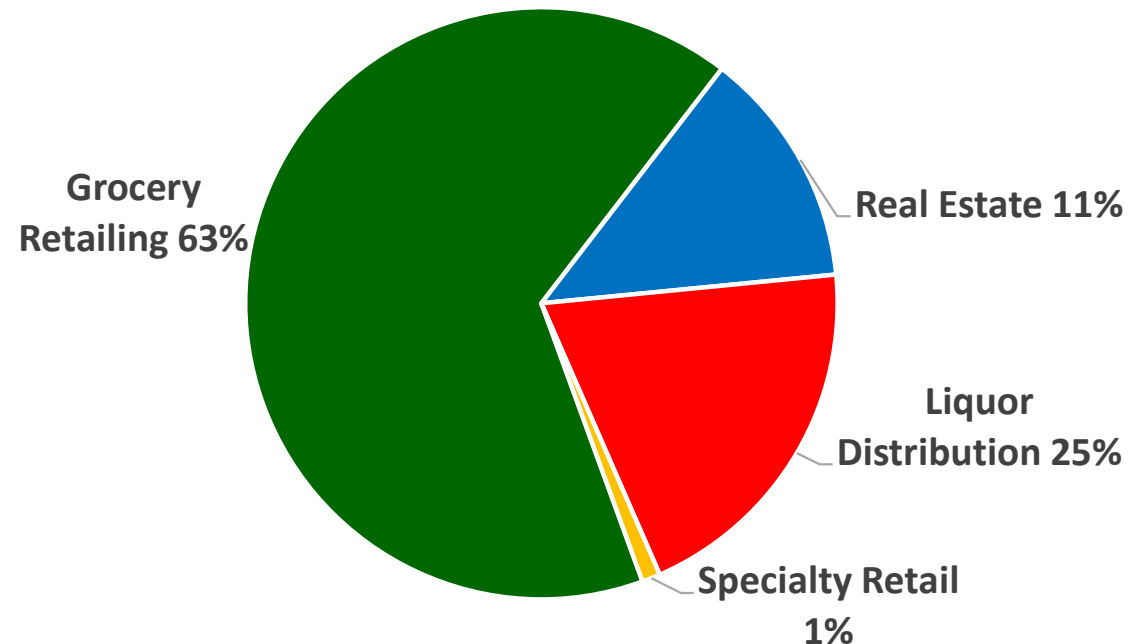
## Revenues



PHP 197.14 billion

+13% vs 2021

## CORE PATMI



PHP 7.05 billion

+14.7% vs 2021

# FY 2022 CONSOLIDATED FINANCIAL PERFORMANCE

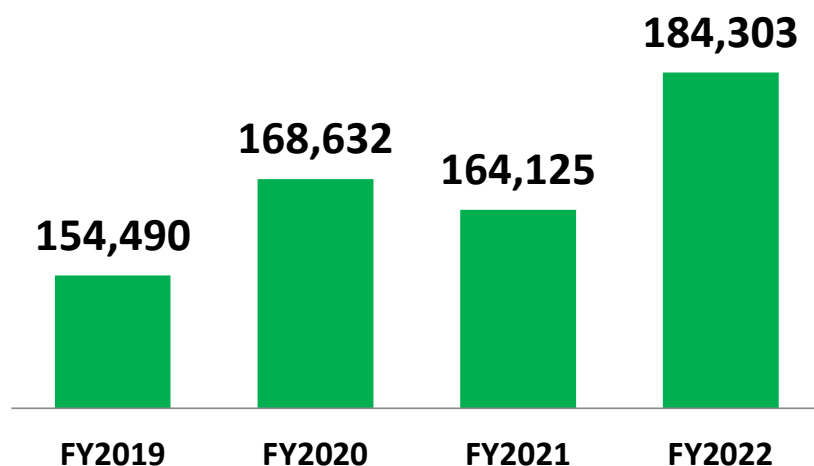
<i>(In Thousands)</i>	FY2022	%	FY2021	%	INCREASE (DECREASE)	%
REVENUES	197,136,763	100.00%	174,453,773	100.00%	22,682,990	13.00%
COST OF SALES/SERVICES	159,204,817	80.76%	140,822,162	80.72%	18,382,655	13.05%
GROSS PROFIT	37,931,946	19.24%	33,631,611	19.28%	4,300,335	12.79%
OTHER OPERATING INCOME	3,187,089	1.62%	3,216,628	1.84%	(29,539)	-0.92%
GROSS OPERATING INCOME	41,119,035	20.86%	36,848,239	21.12%	4,270,796	11.59%
OPERATING EXPENSES	23,579,269	11.96%	21,461,845	12.30%	2,117,424	9.87%
INCOME FROM OPERATIONS	17,539,766	8.90%	15,386,394	8.82%	2,153,372	14.00%
OTHER INCOME (CHARGES) - net	(1,612,705)	-0.82%	(1,883,189)	-1.08%	270,484	-14.36%
INCOME BEFORE INCOME TAX	15,927,061	8.08%	13,503,205	7.74%	2,423,856	17.95%
INCOME TAX EXPENSE	3,643,662	1.85%	2,991,716	1.71%	651,947	21.79%
NET INCOME FOR THE YEAR	12,283,398	6.23%	10,511,490	6.03%	1,771,909	16.86%
PATMI	7,054,011	3.58%	6,151,761	3.53%	902,250	14.67%
Non-controlling interests	5,229,387	2.65%	4,359,728	2.50%	869,659	19.95%
	12,283,398	6.23%	10,511,490	6.03%	1,771,909	16.86%
EARNINGS PER SHARE (EPS)	1.01609		0.88516			14.79%
EBITDA	22,110,776	11.22%	18,849,901	10.81%	3,260,875	17.30%

# Grocery Retail: FY 2022 Financial Highlights

(In PHP millions)

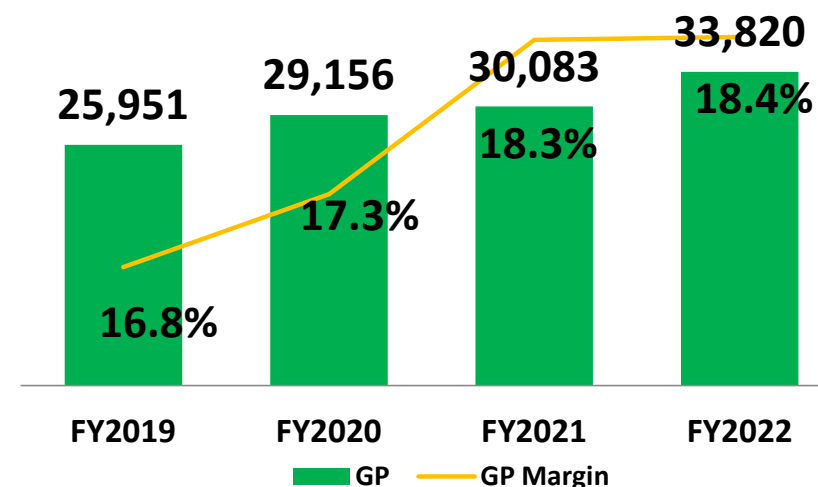
## Revenues

+12.3%



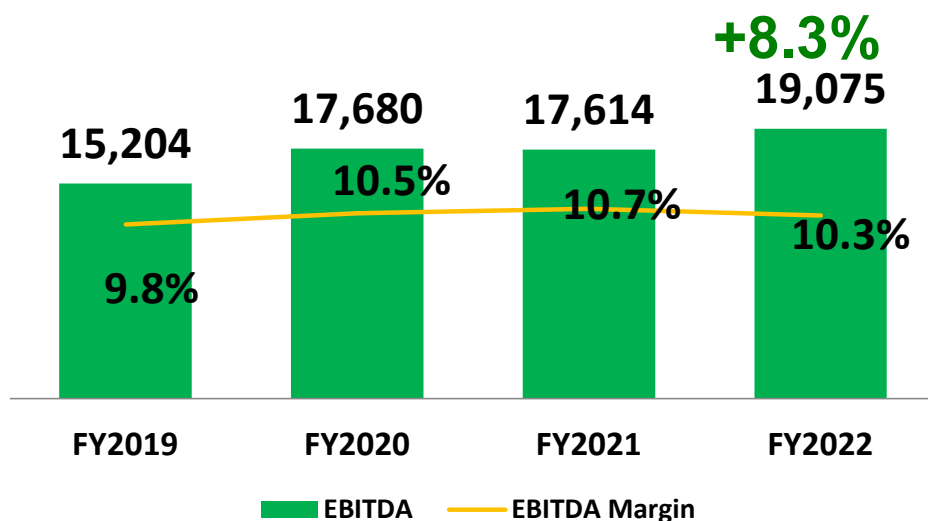
## Gross Profit and Margin

+12.4%



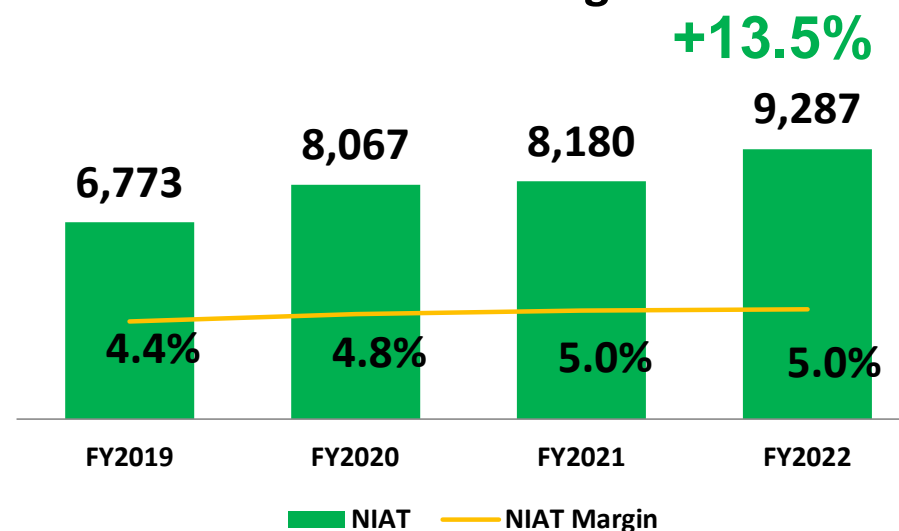
## EBITDA and Margin

+8.3%



## Net Profit and Margin

+13.5%



# Grocery Retail: Operating Highlights



NASA IYO ANG PANALO

- Puregold opened **24 new stores** in 2022,
- 5 S&R warehouse clubs currently under development and expected to open in 2023
- Opened 4 QSR in 2022
- As of FY 2022, the Grocery Retailing segment is operating a total of 525 stores



	PUREGOLD	S&R	S&R QSR
Metro Manila	145	12	26
Luzon	248	6	18
Visayas	45	2	7
Mindanao	14	2	-
<b>Total</b>	<b>452</b>	<b>22</b>	<b>51</b>

2022 SSSG:                    +4.5%                    +11.2%

# Grocery Retail: Operating Highlights

## Sales Performance

Like-for-like Growth %	Puregold		S&R	
	Dec 2022 (398 stores)	Dec 2021 (370 stores)	Dec 2022 (20 wh)	Dec 2021 (18 wh)
Net Sales	4.5%	-9.7%	11.2%	4.7%
Ticket	-4.3%	8.0%	7.9%	2.6%
Traffic	9.2%	-16.4%	3.1%	2.1%

			Traffic <i>(in thousands)</i>			Ticket		
Overall	Store Count		Dec 2022	Dec 2021	% growth	Dec 2022	Dec 2021	% growth
	CY	PY						
Puregold	452	430	125,820	111,104	13.2%	988	1,036	-4.7%
S&R WH	22	22	11,657	10,833	7.6%	5,141	4,785	7.5%









































# Liquor Distribution:



The Keepers  
Holdings



KEEPR has established market leadership in all leading categories of the imported spirits segment<sup>1</sup>.

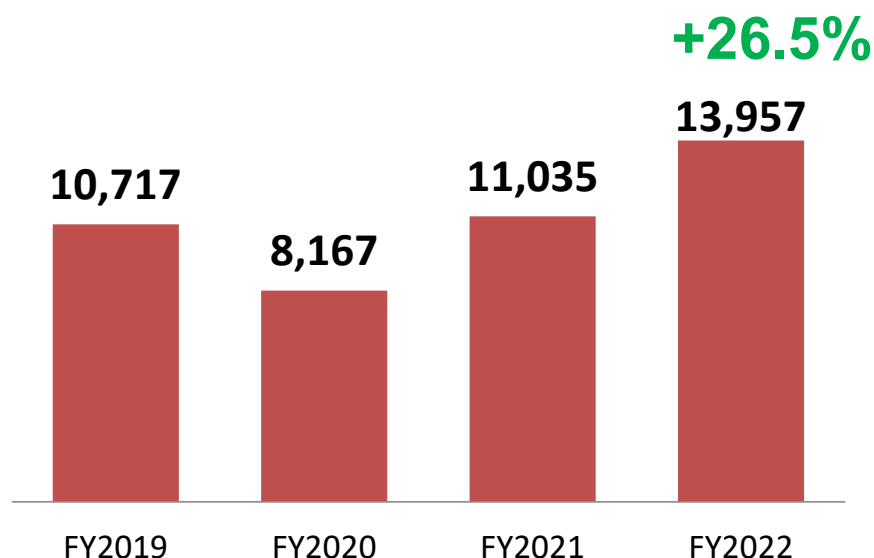
Non-Cognac Brandy	# 1							
Blended Scotch	# 1		# 2					
Malt Scotch	# 1		# 2					
US Whiskey	# 1		# 2					
Soju	# 1							
Cognac	# 2							
Vodka	# 1		# 2					
Gin	# 1							
Rum	# 2							
Agave	# 1							
Flavored Spirits	# 1		# 2					
Irish Whiskey	# 1			Note 1 – References to the ranking is within the imported spirits segment, according to IWSR.				

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

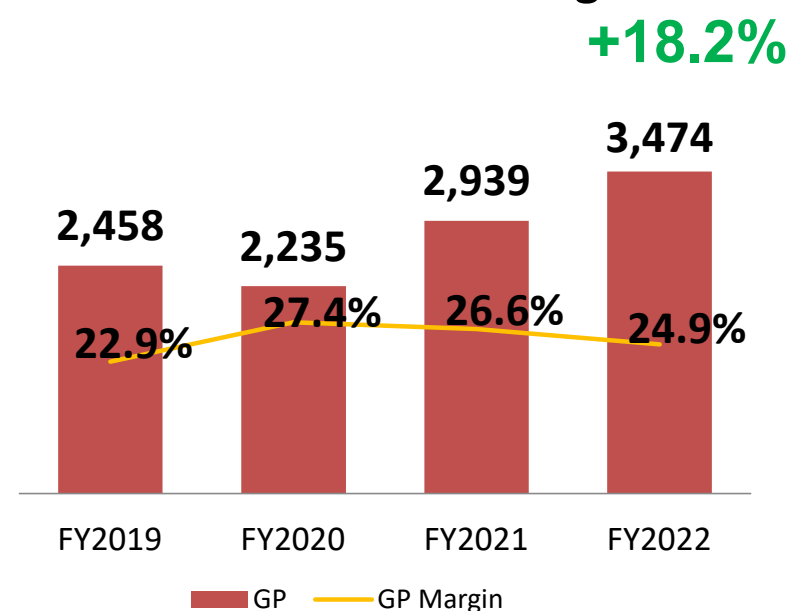
# Liquor Distribution: FY 2022 Financial Highlights

(In PHP millions)

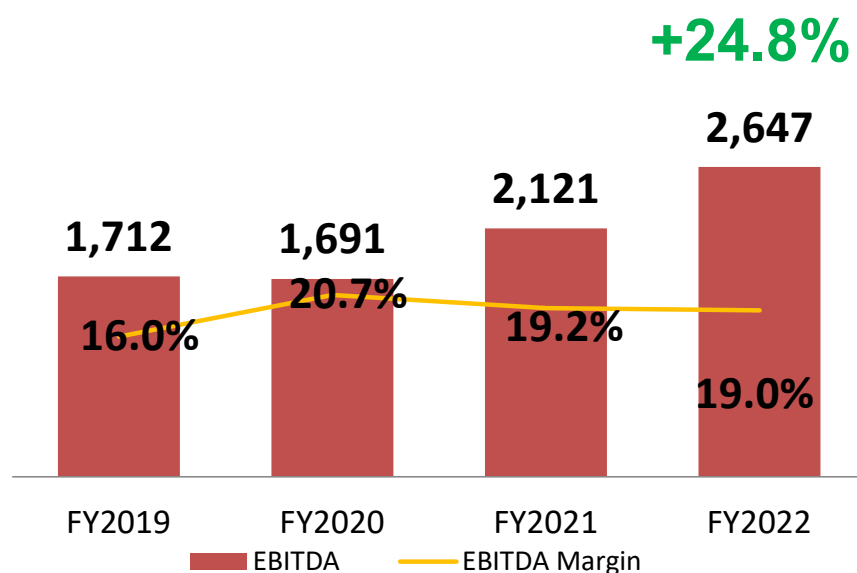
## Revenues



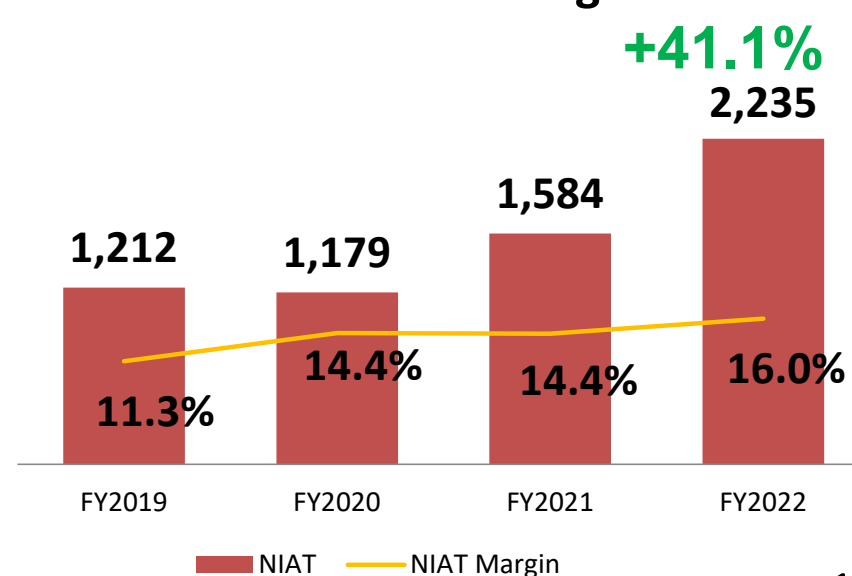
## Gross Profit and Margin



## EBITDA and Margin



## Net Profit and Margin

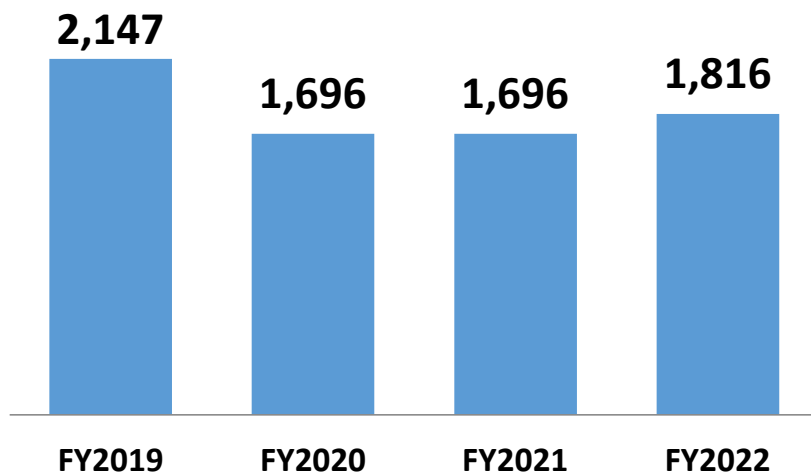


# Real Estate Segment: FY 2022 Financial Highlights

(In PHP millions)

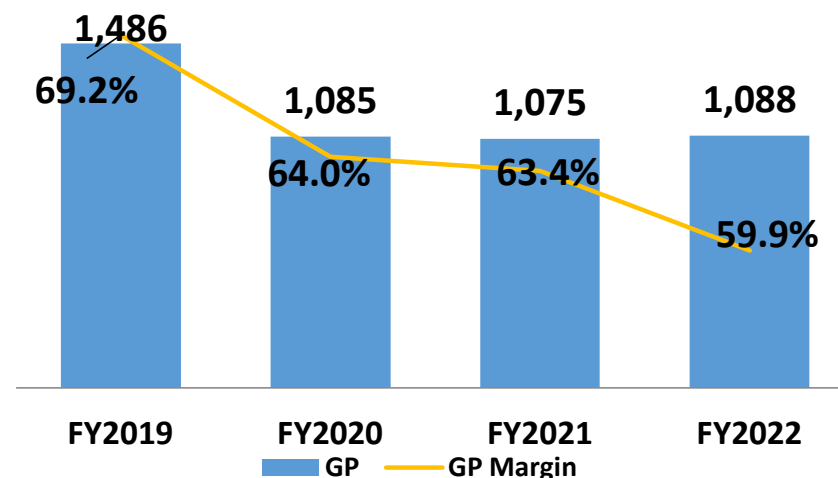
## Revenues

**+7.06**



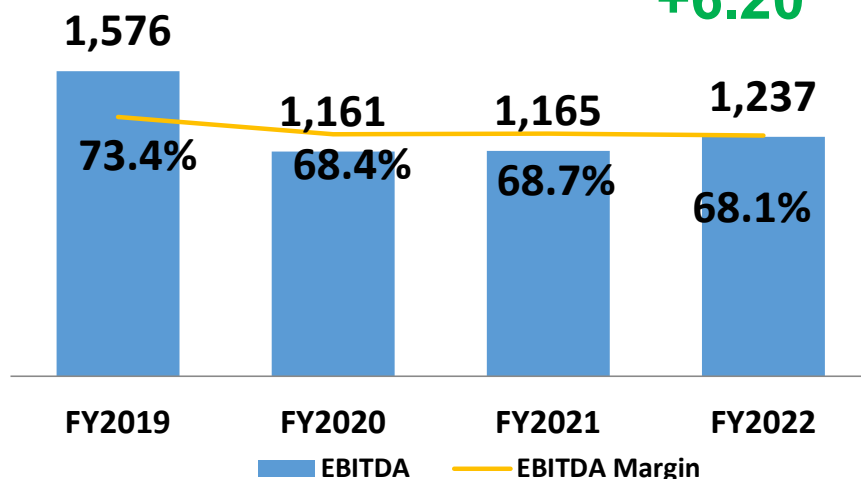
## Gross Profit and Margin

**+1.27%**



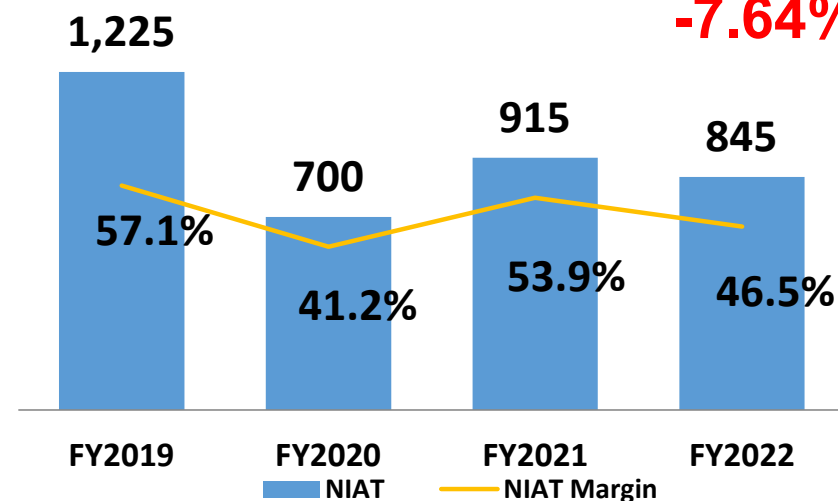
## EBITDA and Margin

**+6.20**



## Net Profit and Margin

**-7.64%**



# Real Estate Segment: Operating Highlights



**Date Opened:**  
**July 21, 2022**

**GLA:**  
**3,220.10 sqm**

**OCCUPANCY**  
**RATE: 84.87%**



**Date Opened:**  
**Jan. 24, 2023**

**GLA:**  
**3,949.74 sqm.**

**Occupancy:**  
**77.66%**

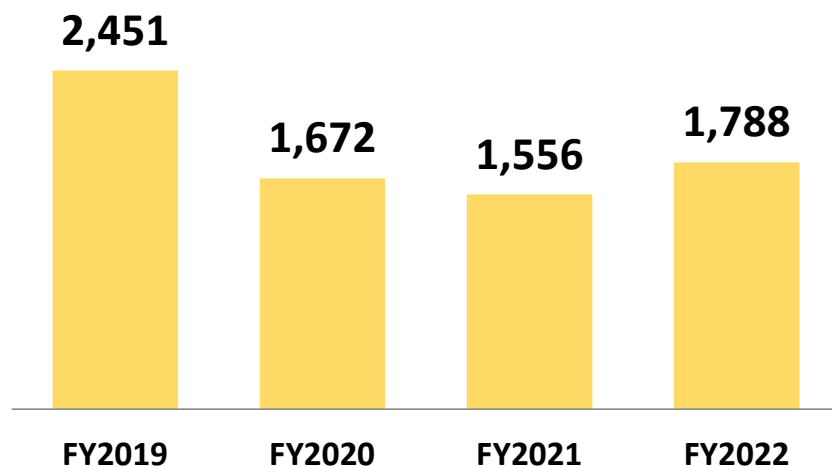
	LOT AREA (sqm)	GFA (sqm)	GLA (sqm)
SUMULONG-ANTIPOLO	4,965.00	7,297.02	3,884.85
BIÑAN	4,911.00	5,167.30	3,253.20
<b>TOTAL</b>	<b>9,876.00</b>	<b>12,464.32</b>	<b>7,138.05</b>

# Office Warehouse: FY 2022 Financial Highlights

(In PHP millions)

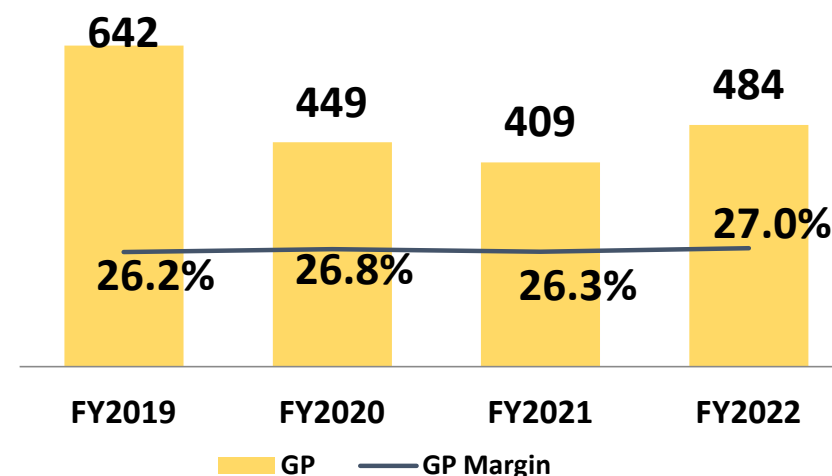
## Revenues

**+14.9%**



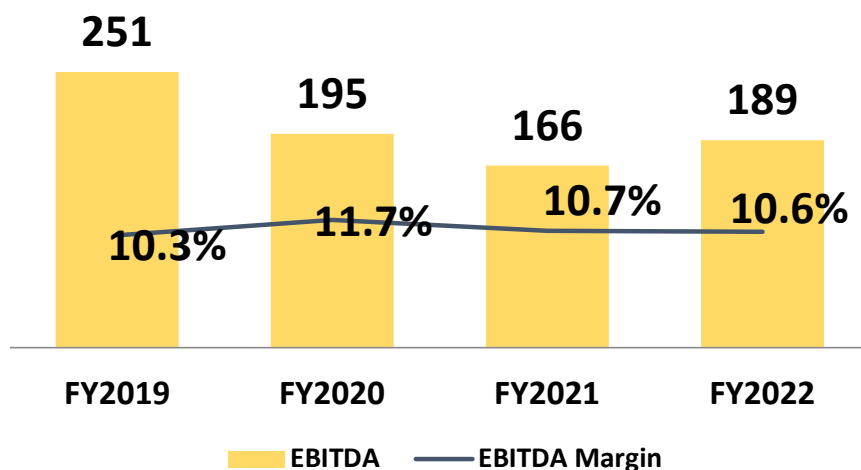
## Gross Profit and Margin

**+18.3%**



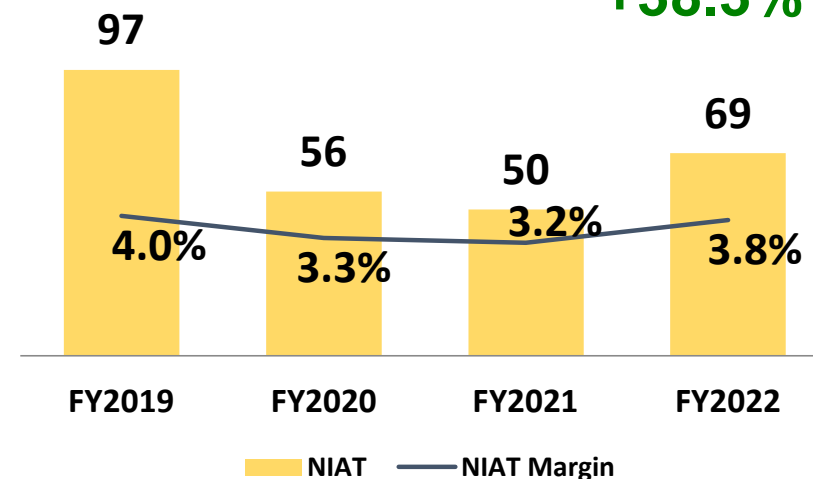
## EBITDA and Margin

**+14.0**



## Net Profit and Margin

**+38.3%**



# Office Warehouse: Operating Highlights

## OFFICE WAREHOUSE, INC.

- SSSG of **+13.8%** in 2022 vs **-9.7%** in 2021 due to opening up of the economy and increased mobility starting 2Q 2022.



	2020	2021	2022
<b>No. Stores</b>	89	87	94
<b>Net selling area (in sqm)</b>	15,546	15,267	15,741

# Sustainability Highlights 2022

## Economic Contribution



PHP4.98B

Taxes paid to the Government



PHP3.14B

Employee wages and benefits



PHP202.1M

Invested to community  
(including LCCK)



12,038

Total no. of direct employees



0

Incidents of corruption

# Sustainability Highlights 2022

## Environment Performance

6 CLEAN WATER  
AND SANITATION



7 AFFORDABLE AND  
CLEAN ENERGY



12 RESPONSIBLE  
CONSUMPTION  
AND PRODUCTION



3%

Clean electricity used



101M

Reduction of plastic bags used in Puregold stores compared to 2018 base year



Roof-top Solar Power in **22** S&R Warehouse Clubs, **1** S&R Distribution Center and **2** Puregold Stores



63%

of Puregold stores use paper bags and promote monthly upsizing to reduce single-use



Gearing towards **100%** conversion of Puregold and S&R stores to LED lamps



4771MT

Solid waste diverted from disposal



29%

Scope 1 and 2 GHG Emissions Reduction



Rainwater Catchment and Gray Water venture

# Sustainability Highlights 2022

## Social Responsibility

4 QUALITY  
EDUCATION



5 GENDER  
EQUALITY



10 REDUCED  
INEQUALITIES



56%

female employees  
in the workforce



**866** scholars graduated, **107**  
passed the licensure exam, and  
**312** current no. of scholars



28.8M

Safe man-hours



760,000+

Puregold Sari-Sari Store members  
(support local economy)



1.43M

Puregold mobile  
app downloads

# UN Sustainability Goals





# Thank you

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