

Maker's Mark
SIV

TULLAMORE DEW
EST. 1829
The Legendary
IRISH WHISKEY

Ballantine's

CHIVAS



MALIBU



perrier



AVIATION
AMERICAN GIN

B
BEEFEATER
LONDON

FIJI
WATER

SANTA CAROLINA
CHILE 1875



Captain Morgan



NORDÉS
GIN

1800
TEQUILA



SINCE 1924

JINRO



THE SINGLETON



HEREDEROS DEL MARQUÉS DE RISCAL

IMPORTED ALHAMBRA

ALFONSO I
PRODUCTO DE ESPAÑA



ABSOLUT
VODKA

Tanqueray

친구
CHINGU SOJU



JOHNNIE WALKER



PEGO'S



ROYAL SALUTE
SCOTCH WHISKY

HENDRICK'S
DISTILLED AND BOTTLED IN SCOTLAND
GIN

Penfold's

GILBEY'S
Special Dry
GIN

Ketel One
VODKA

Jose Cuervo



Vino Fontana



MOMPÓ
Mass Wine since 1850

Don Julio

BAILEYS



CARLOS I

THE GLENLIVET



Red Bull

DISARONNO
ORIGINALE



ROKU GIN
THE JAPANESE CRAFT GIN

TEQUILA ROSE
STRAWBERRY
CREAM

Kahlúa

STRONG
ZERO

the Saints



WOLF BLASS

CÎROC
ULTRA PREMIUM VODKA



The Keepers
Holdings



The Keepers Holdings, Inc.

9M 2022 Results Investor Presentation
November 2022

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Opening Remarks

Company Overview: Cosco Group Overview



The Group's debut in the PSE is intended to unlock the untapped potential of the three operating companies, and to provide a platform for their future growth.

Cosco Group Overview (Post – Restructuring)

Cosco Capital, Inc.
(Lucio Co & Family)

Grocery Retailing



Liquor Distribution



Commercial Real Estate



Specialty Retailing





1

Leading market position in the imported spirits distribution segment in the Philippines.



2

High potential for rapid growth in the imported spirits segment on the back of an expansive and well-curated product portfolio.



3

Well-positioned to capture the premiumization consumer trend in the Philippines.



4









































Extensive and long-standing relationships with brand owners who are global market leaders.



5

Strategic and sustainable expansion plan complemented by synergistic relationship with Cosco Capital group, allowing the Group to widen its market reach.

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.



Financial Highlights

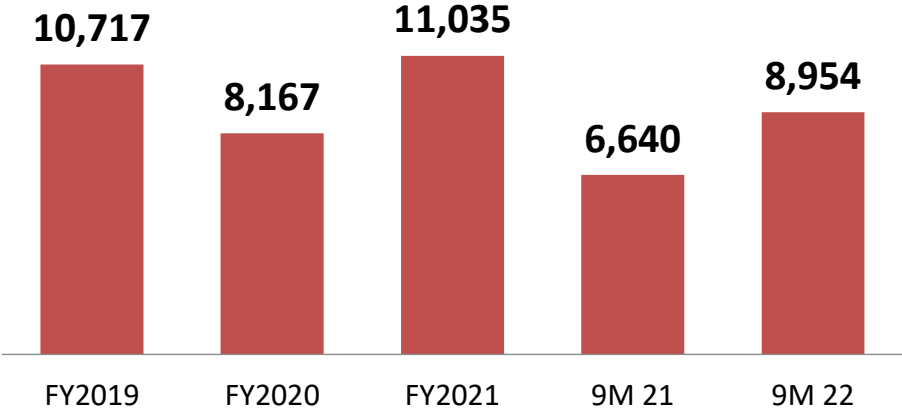
Financial Highlights – 9M 2022



(In PHP millions)

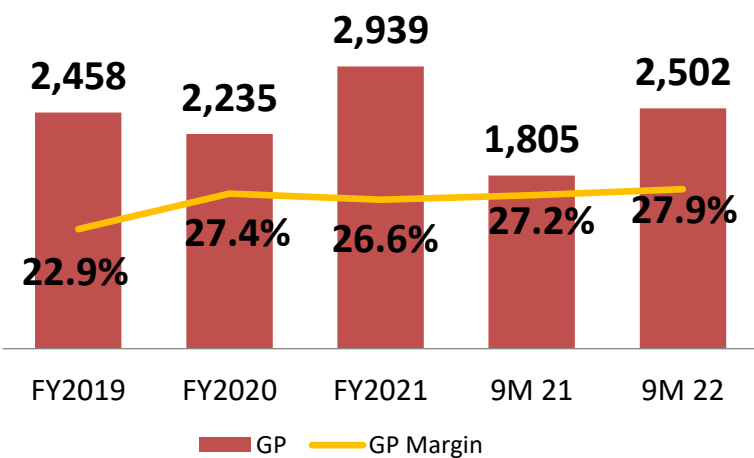
Revenues

+34.9%



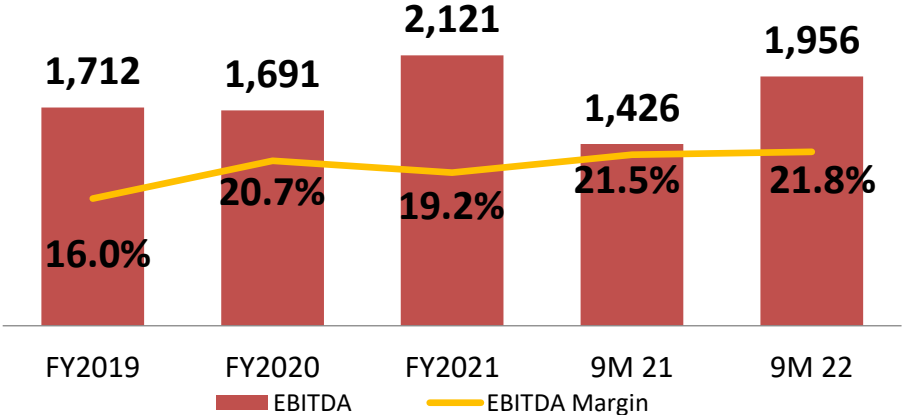
Gross Profit and Margin

+38.6%



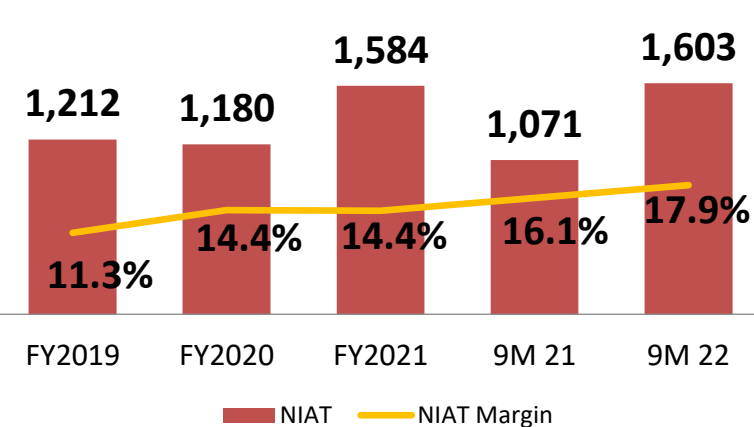
EBITDA and Margin

+37.1%



Net Profit and Margin

+49.7%



- 26% growth in total volume of cases sold in 9M 2022
- Growth driven by the increase in the all product category

(in thousand cases)

CATEGORY	9M 2022	% Mix	9M 2021	% Mix	% Growth
Brandy	2,551	75%	2,078	78%	23%
Other Spirits	422	13%	333	12%	27%
Wines	175	5%	114	4%	54%
Specialty beverages	232	7%	151	6%	54%
Grand Total	3,380	100%	2,676	100%	26%



Q & A



Thank You!

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