

**SECURITIES AND EXCHANGE COMMISSION
SEC FORM 17-C
CURRENT REPORT UNDER SECTION 17
OF THE SECURITIES REGULATION CODE
AND SRC RULE 17.2(c) THEREUNDER**

1. **14 August 2023**
Date of Report (Date of earliest event reported)
2. SEC Identification Number **A200117595** 3. BIR Tax Identification No. **214-815-715-000**
4. **EMPERADOR INC.**
Exact name of issuer as specified in its charter
5. **Philippines**
Province, country or other jurisdiction of incorporation
6. (SEC Use Only)
Industry Classification Code:
7. **7th Floor, 1880 Eastwood Avenue, Eastwood City CyberPark
188 E. Rodriguez Jr. Avenue, Bagumbayan, Quezon City**
Address of principal office **1110**
Postal Code
8. **(632)-8709-2038 to 41**
Issuer's telephone number, including area code
9. **N/A**
Former name or former address, if changed since last report
10. Securities registered pursuant to Sections 8 and 12 of the SRC or Sections 4 and 8 of the RSA

Title of Each Class	Number of Shares of Common Stock Outstanding and Amount of Debt Outstanding
Common Shares	15,736,471,238
Treasury Shares	505,919,938

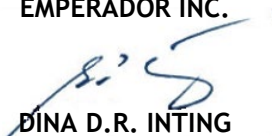
11. Indicate the item numbers reported herein: **ITEM 9 (b)**

Please see the attached presentation materials in connection with the Analysts' Briefing of Emperor Inc. on the financial and operating results for the first half of 2023, to be held today, August 14, 2023, at 10:00 AM, through a video conference facility.

SIGNATURES

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.

By: **EMPERADOR INC.** 14 August 2023


DINA D.R. INTING
Chief Financial Officer, Compliance Officer and
Corporate Information Officer



EMPERADOR INC.

EMPERADOR INC.

1H2023 Results Presentation



Whiskies

Brandies



EMPERADOR INC.



1

1H23 Financials

2

Our Strategy

1H23 Financials – Revenue Highlights

Php31.1
billion

+11% YoY

Revenue

Php 18.6
billion

+4% YoY

Brandy Revenue



Php 12.5
billion

+23% YoY

Whisky Revenue

1H23 Financials

Continued topline growth; higher costs and expenses dampen net income

	1H23	1H22	YoY		2Q23	2Q22	YoY	Commentary
Revenue	31,109	28,054	10.9%		15,518	15,721	-1.3	Higher revenues in 1H for both brandy and whisky, but consolidated revenues in 2Q down due to brandy drop
Gross profit (Margin)	10,646 (35.0%)	8,437 (32.0%)	26.2%		5,542 (36.7%)	4,660 (31.8%)	18.9%	Higher gross profit and GP margin due to improved product mix and stabilization of COGS
EBITDA (Margin)	7,022 (22.6%)	7,267 (25.9%)	-3.4%		3,606 (23.2%)	4,157 (26.4%)	-13.3%	Lower EBITDA mostly on account of higher a&p
Net profit (Margin)	4,740 (15.2%)	5,238 (18.7%)	-9.5%		2,422 (15.6%)	3,140 (20.0%)	-22.9%	Lower earnings as a result of lower EBITDA
Normalized Net Profit (Margin)	4,740 (15.2%)	4,830 (17.2%)	-1.9%		2,422 (15.6%)	2,732 (17.4%)	-11.3%	Net profit minus one-time gain from Whyte & Mackay in 2022

* In million Php; Revenues net of intersegment; Income attributable to parent

** Consolidated revenues including sales and other income

***Gross profit margin computed as gross profit / sales; EBITDA margin computed as EBITDA / consolidated revenues; net profit margin computed as net profit / consolidated revenues

1H23 Financials – Brandy Segment

Brandy segment showed growth despite inflationary headwinds

	1H23	1H22	YoY		2Q23	2Q22	YoY	Commentary
Revenue	18,624	17,897	4.1%		8,866	10,262	-13.6%	Lower revenue due to inflationary headwinds...
Gross profit (Margin)	5,111 (27.7%)	4,564 (26.5%)	12%		2,734 (30.9%)	2,668 (27.0%)	2.5%	...but higher gross profit and GP margin due to improved product mix and stabilization of COGS
EBITDA (Margin)	3,548 (18.8%)	4,141 (22.7%)	-14.3%		1,818 (20.2%)	2,227 (21.4%)	-18.4%	EBITDA down on increased expenses as a result of more activities
Net profit (Margin)	1,974 (10.5%)	2,934 (16.1%)	-32.7%		991 (11.0%)	1,729 (16.7%)	-42.7%	Lower earnings due to lower sales and higher opex

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***Gross profit margin computed as gross profit / sales; EBITDA margin computed as EBITDA / consolidated revenues; net profit margin computed as net profit / consolidated revenues

1H23 Financials – Whisky Segment

Whisky segment records another stellar performance

	1H23	1H22	YoY		2Q23	2Q22	YoY	Commentary
Revenue	12,485	10,157	22.9%		6,652	5,459	21.8%	Revenue up on continued demand for our single malts; strong growth seen in Asia and US
Gross profit (Margin)	5,535 (44.7%)	3,872 (40.5%)	42.9%		2,808 (43.3%)	1,993 (40.8%)	40.9%	Improved gross profit due to product mix and the continued focus on branded business led by single malts
EBITDA (Margin)	3,474 (27.4%)	3,126 (30.6%)	11.1%		1,788 (26.5%)	1,930 (35.3%)	-7.3%	Higher EBITDA in 1H, but 2Q showed a decline owing to higher opex
Net profit (Margin)	2,767 (21.8%)	2,304 (22.6%)	20.1%		1,431 (21.2%)	1,411 (25.8%)	1.4%	Flat earnings growth due to lower EBITDA
Normalized Net Profit (Margin)	2,767 (21.8%)	1,896 (18.6%)	45.9%		1,431 (21.2%)	1,002 (18.3%)	42.7%	Net profit minus one-time gain in 2022

* In million Php; Revenues net of intersegment; Income attributable to parent

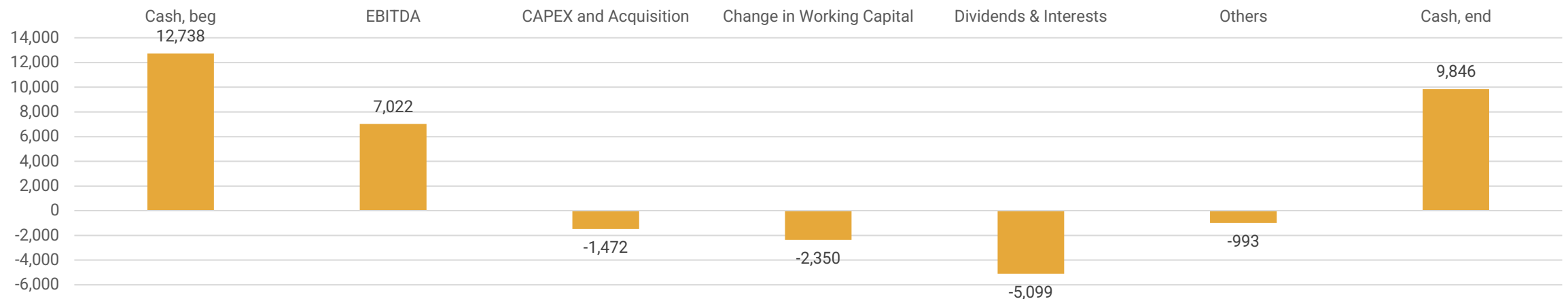
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***Gross profit margin computed as gross profit / sales; EBITDA margin computed as EBITDA / consolidated revenues; net profit margin computed as net profit / consolidated revenues

1H23 Financials – Cash Position

Still Maintaining Strong Cash Position

	Cash	Debt	Net Debt	Net Debt to Equity	Commentary
1H23	9,846	24,769	14,923	16%	Still maintaining good ratio after dividend payout and investments in the business
2022	12,738	23,801	11,063	12%	

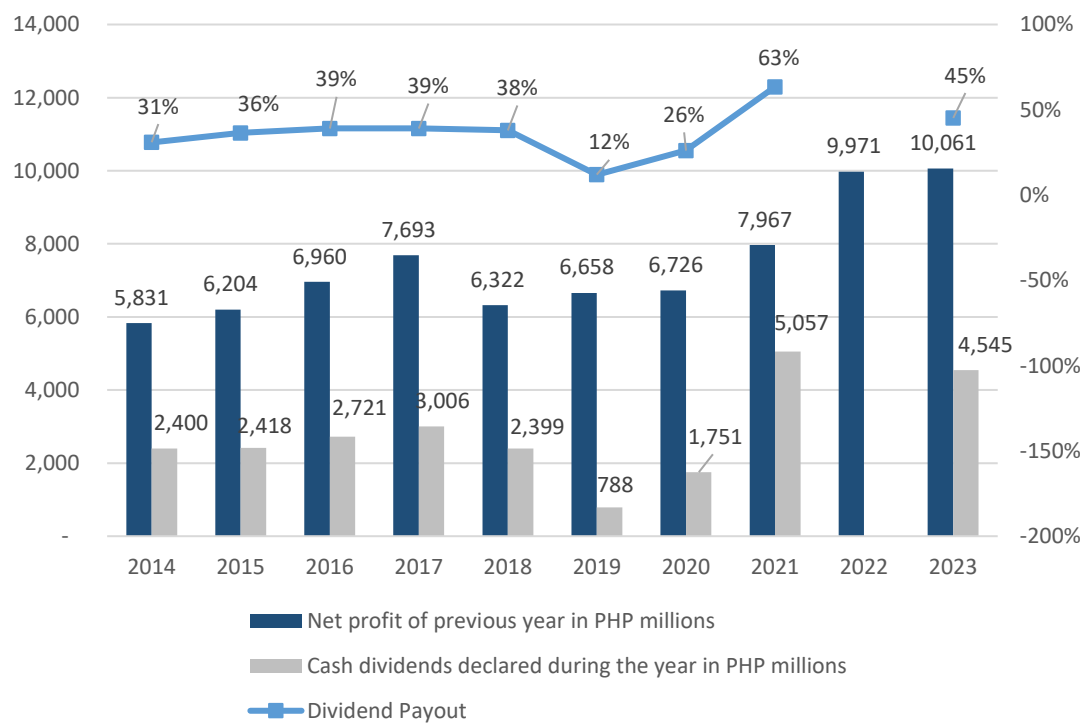


* In million Php

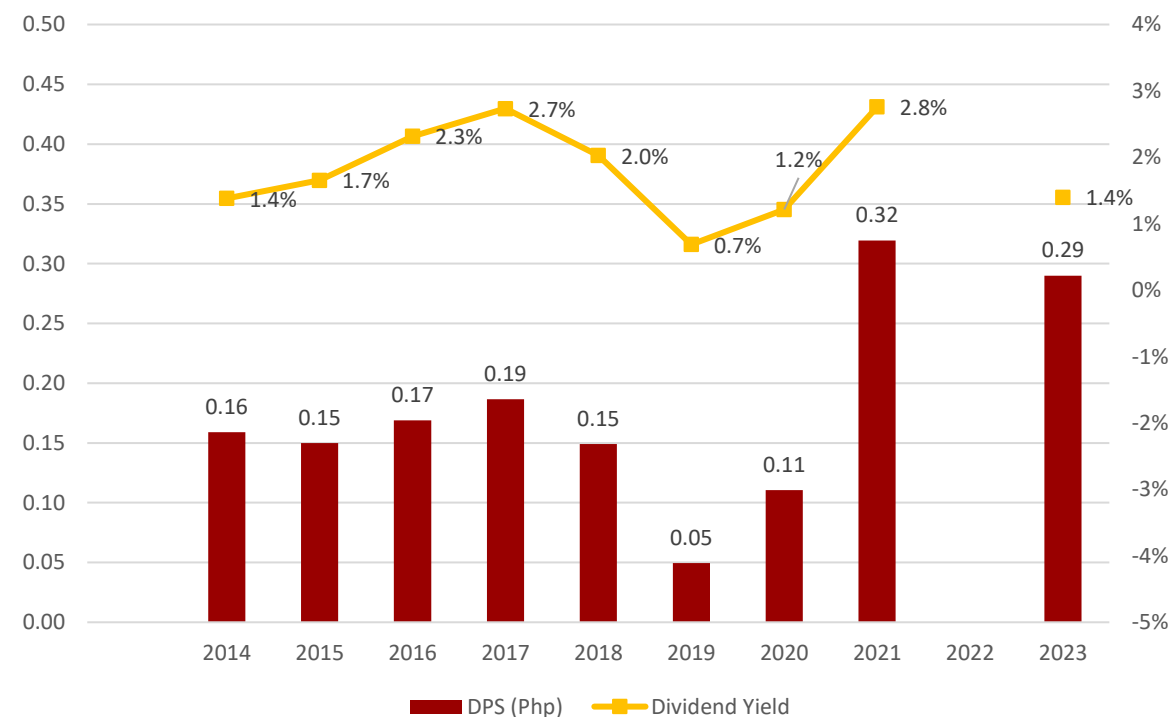
Dividends

Regular dividend payout

Total net profit and dividends and dividend payout



Dividend per share and dividend yield





EMPERADOR INC.



1

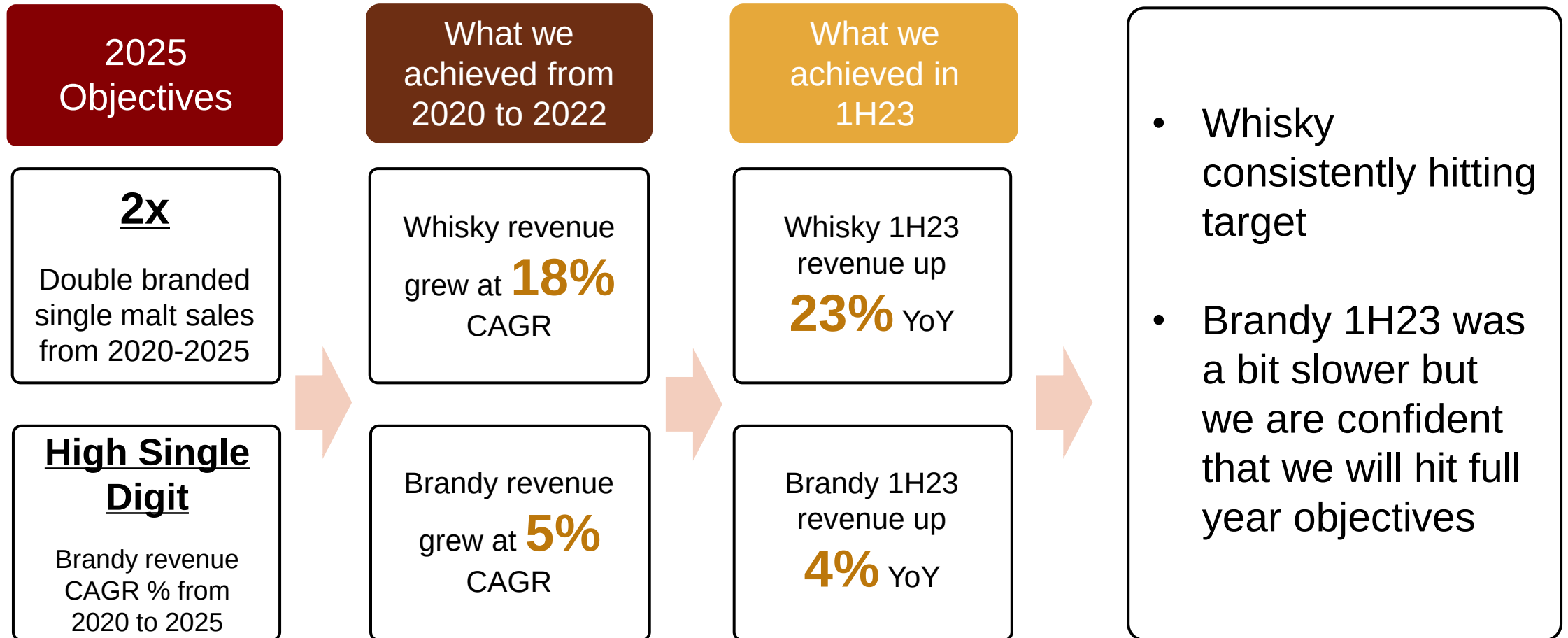
1H23 Financials

2

Our Strategy

Revenue Objectives

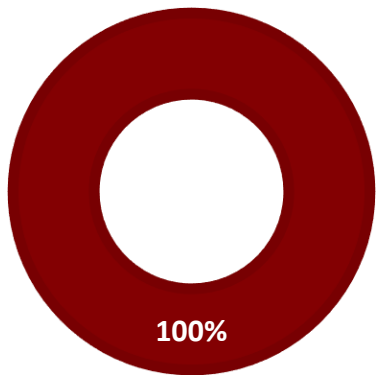
Revenues growing in line with target to meet 2025 objectives



Revenue Objectives

Revenues growing in line with target to meet 2025 objectives

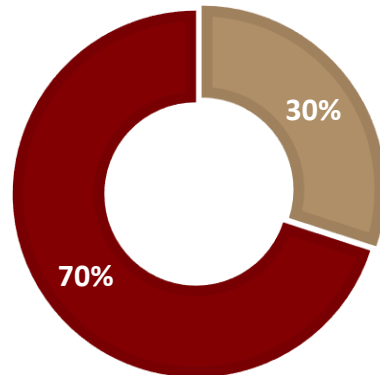
Prior to 2014



- 100% Philippine brandy business



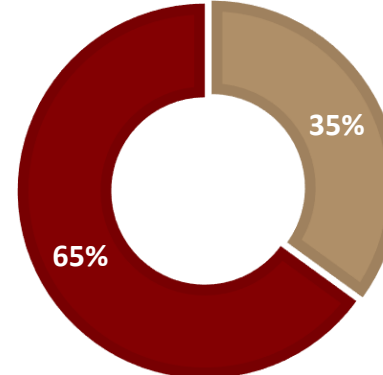
2020



- 70% Brandy
- 30% Whisky



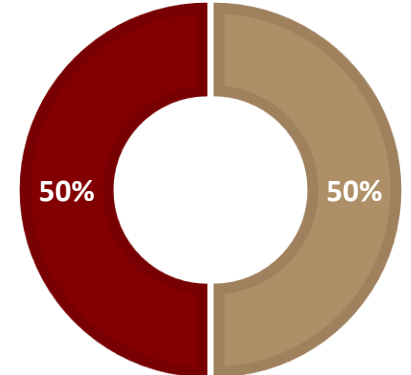
2022



- 65% Brandy
- 35% Whisky

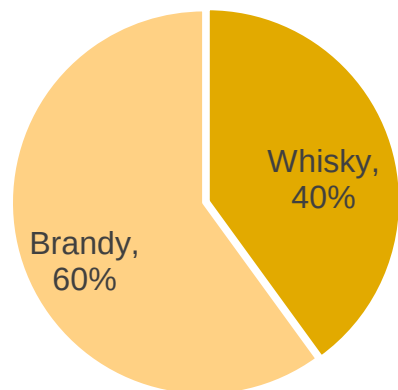


2025



- 50% Brandy
- 50% Whisky

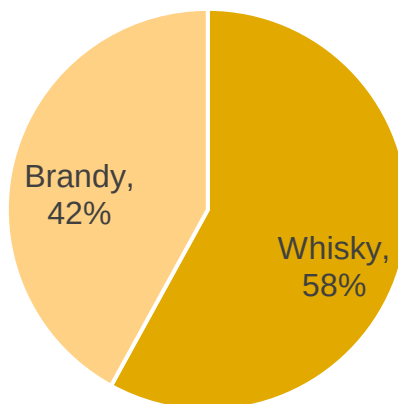
1H23 Revenues



Whisky segment now makes up a significant portion of the business

- Growth of whisky business is in line with our strategy
- Expect whisky segment to continue growth following global trends for whisky and premiumization
- Investments in expanding whisky distillery and maturation facilities underway to ensure future product availability

1H23 Net Income Attributable to Parent



Dalmore Distillery Expansion

- Will expand the Dalmore distillery to cater to future demand
- Expansion will double the distillery's production capacity
- Construction started towards the end of 2022 and is expected to be completed in mid-2024
- On track to completing expansion on time



Expansion of Maturation Complex in Invergordon Distillery



- Doubling footprint to 92 hectares
- Will build additional warehouses for whisky aging
- Project will span many years and will eventually house an additional 1.5 million casks

Global Single Malt Ranking

Our single malts continue to gain market share and advance in rankings globally

Brand	2021 Volume Ranking	2022 Volume Ranking	Change
Dalmore	12	11	+1
Jura	13	12	+1
Tamnavulin	15	15	Maintain

Brand	2021 Value Ranking	2022 Value Ranking	Change
Dalmore	7	7	Maintain
Jura	16	13	+3
Tamnavulin	19	17	+2

Asia Single Malt Ranking

Large gains recorded in China in 2022

Brand	2021 Volume Ranking	2022 Volume Ranking	Change
Dalmore	7	6	+1
Jura	23	10	+13
Tamnavulin	18	16	+2

Brand	2021 Value Ranking	2022 Value Ranking	Change
Dalmore	5	2	+3
Jura	16	13	+3
Tamnavulin	20	20	Maintained

150 years of Fundador in 2024

- 150 year-anniversary of the Fundador brand
- Preparations are underway for this historic milestone
- Will make a big push with the Fundador sherry cask



2023 Outlook

- Expected to hit target for the year in line with 2025 strategic objectives
 - Whisky segment poised to end the year with revenues growing at least 15%
 - Brandy segment will catch up in the 2nd half to end the year to record high single-digit increase in revenue
- Expected to see healthier consumer spending in second half as inflation continues to wane



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Q&A