

**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. **15 April 2024**
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)**


Emperador Inc.'s full year 2023 analyst briefing presentation.

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.**

15 April 2024


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



EMPERADOR INC.

EMPERADOR INC.

FY2023 Results Presentation



FY2023 Financials – Revenue Highlights

Php65.6
billion
+4.6% YoY
Revenue

Php 40
billion
-1.8% YoY
Brandy Revenue



Php 25.7
billion
+16.3% YoY
Whisky Revenue

FY2023 Key Financials

Revenues continued to increase; improvement in gross margins

	FY23	FY22	YoY	Commentary
Revenue	65,644	62,767	4.6%	Revenues continued to increase due to continued strong performance of whisky
Gross profit (Margin)	21,581 (33.5%)	19,130 (31.5%)	12.8%	Gross profit showed improvement as COGS started to stabilize
Normalized Net Profit (Margin)	8,639 (13.2%)	9,653 (15.4%)	-10.5%	Net profit decreased due to higher interest expense and tax

- Unaudited financials

- 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; net profit margin computed as net profit / consolidated revenues

FY2023 Key Financials – Brandy Segment



Brandy revenue flattish; improved gross margins

	FY23	FY22	YoY	Commentary
Revenue	39,973	40,687	-1.8%	Brandy revenue down on softer consumer demand
Gross profit (Margin)	10,291 (26.0%)	10,044 (25.2%)	2.5%	Gross profit improved due to the stabilization of COGS
Net profit (Margin)	3,650 (9.0%)	5,524 (13.4%)	-33.9%	Net profit was down for the year as interest expense increased

- Unaudited financials

- 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; net profit margin computed as net profit / consolidated revenues

FY2023 Key Financials – Whisky Segment



Revenue continued to improve; net profit also improved

	FY23	FY22	YoY	Commentary
Revenue	25,670	22,080	16.3%	Revenue continued to improve as whisky performance improved across many markets
Gross profit (Margin)	11,290 (43.5%)	9,086 (42.2%)	24.3%	Gross margin improved as COGS improved
Normalized Net Profit (Margin)	4,988 (19.1%)	4,129 (18.6%)	20.8%	Net profit, on a normalized basis, was up 20.8%

- Unaudited financials

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

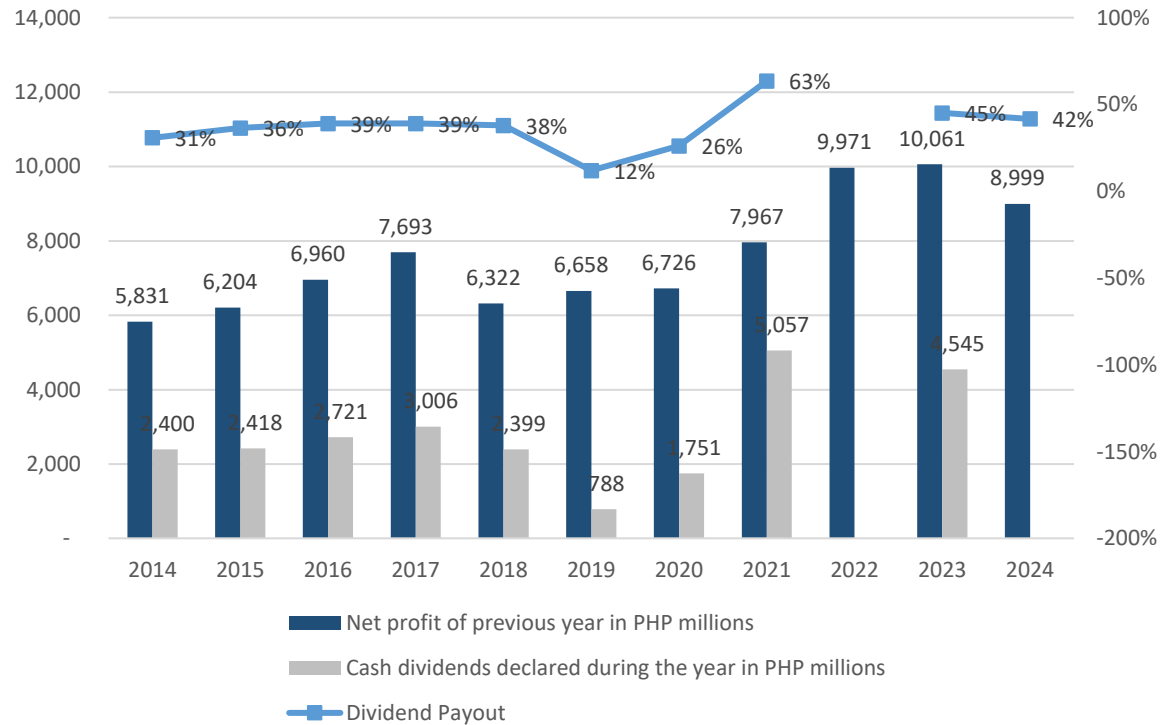
- Consolidated revenues including sales and other income

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

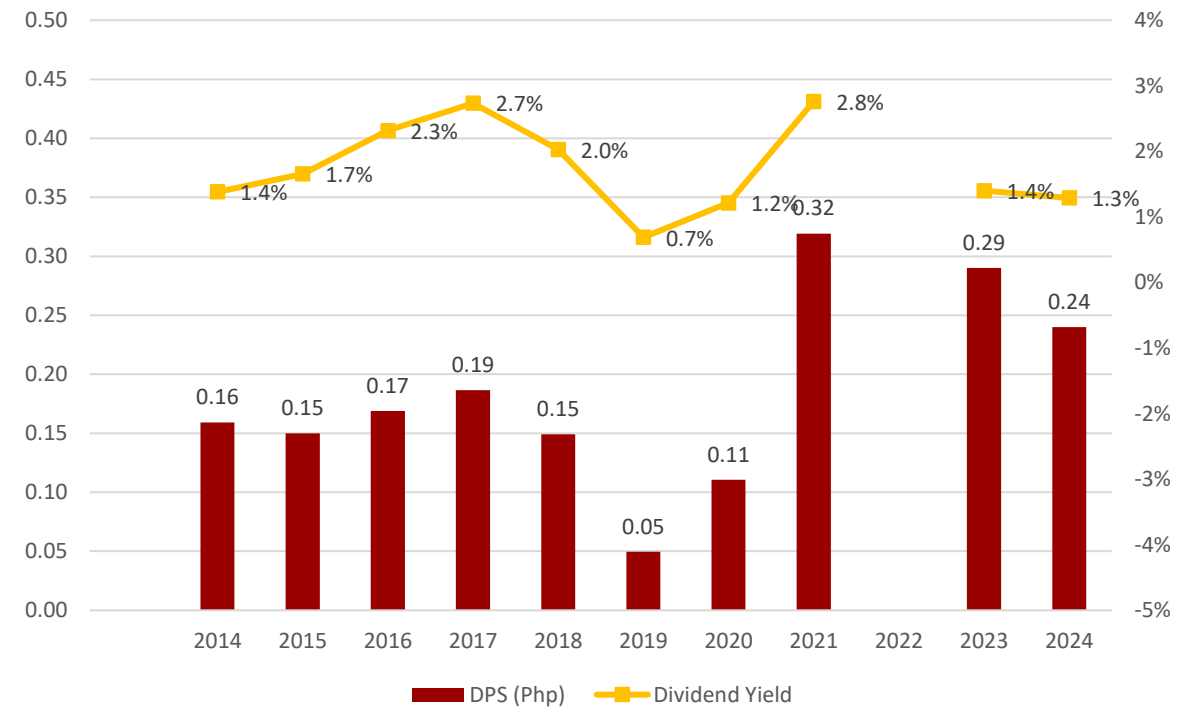
Dividends – Regular Dividend Payout

EMI declared dividend of Php 0.24 payable on May 24, 2024

Total net profit and dividends and dividend payout



Dividend per share and dividend yield





EMPERADOR INC.

Q&A