



FUNDADOR



EMPERADOR
BRANDY



EMPERADOR
LIGHT



EMPERADOR
Deluxe



ANDYCOLA



EMPERADOR INC.

EMPERADOR INC.
1Q17 Financials Results



EMPERADOR INC.



1

Our Financials

2

Product Initiatives

3

Key Takeaways



1Q17 Financial Highlights

PHP9b
Consolidated
Revenues

Net Income
Margin
17%



Revenue Breakdown



PHP1.5b
Consolidated
Net Income

Net Income
Growth
7%



1Q17 Performance Update

	1Q16	1Q17	YoY	Commentary
Revenues (PHPm)	8,967	8,979	0.1%	Flat brandy offset by Scotch whisky growth
Gross profit (PHPm)	2,741	3,047	11.2%	29% margin for scotch whisky, 35% margin for brandy
Gross profit margin (%)	30.9%	34.0%		
EBITDA (PHPm)	1,989	2,149	8.03%	14% margin for WMG, 27% margin for brandy
EBITDA margin	22.2%	23.9%		
Net income (PHPm)	1,405	1,498	6.6%	12% margin for whisky, 18% margin for brandy
Net income margin	15.7%	16.7%		

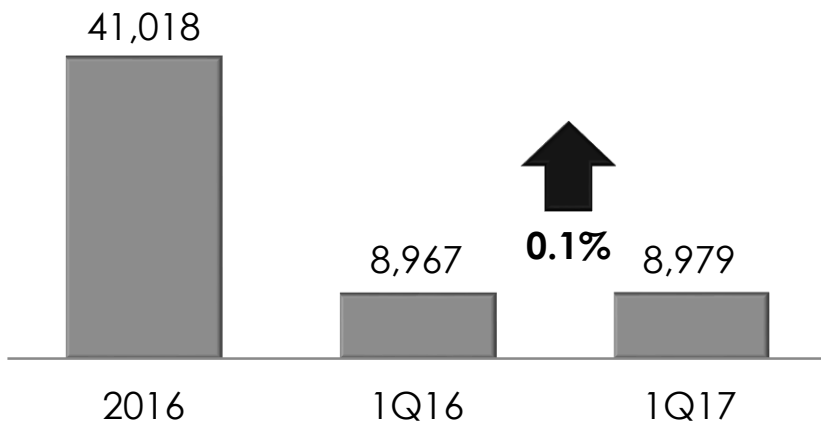
Our Financials



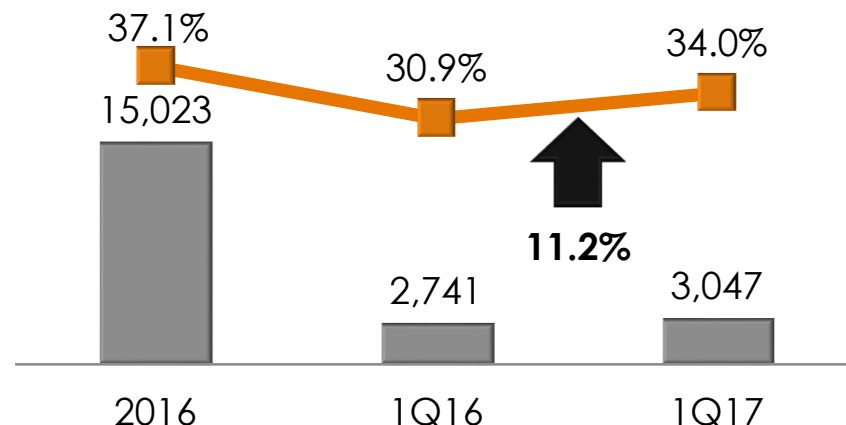
EMPERADOR INC.

Latest Financial Performance

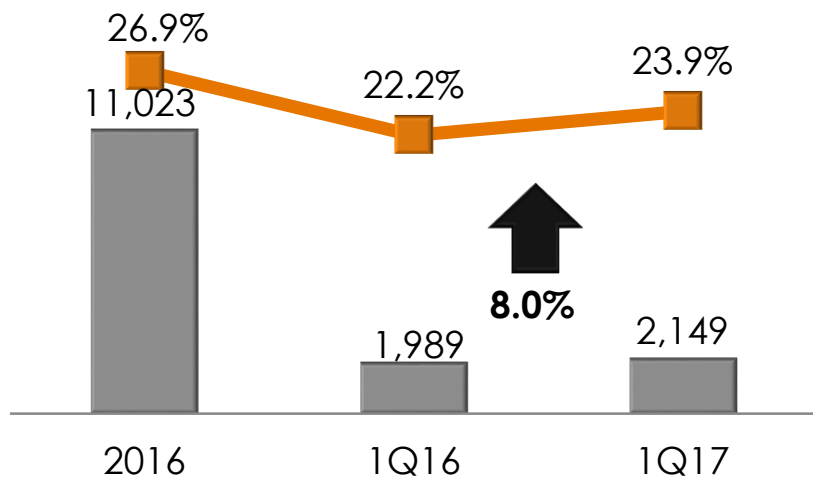
Revenues (PHPm)



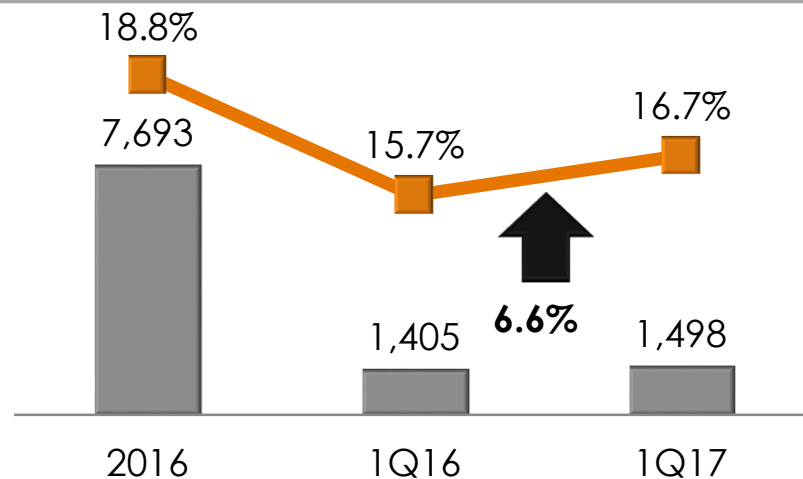
Gross profit & margin



EBITDA & margin



Net income & margin



Our Financials

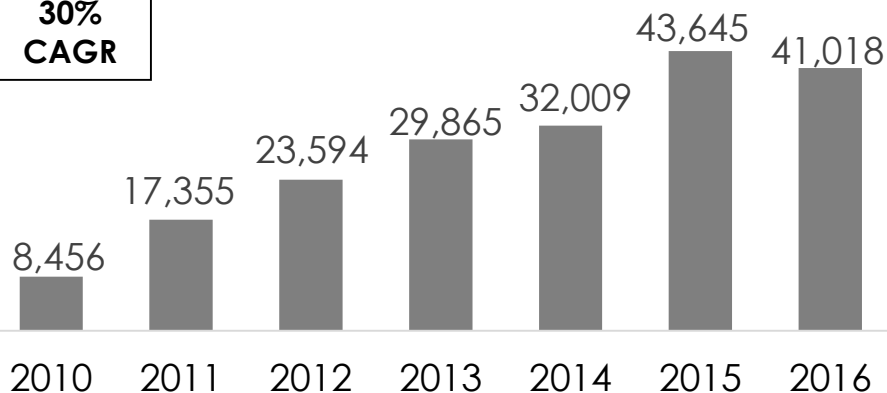


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Financial History

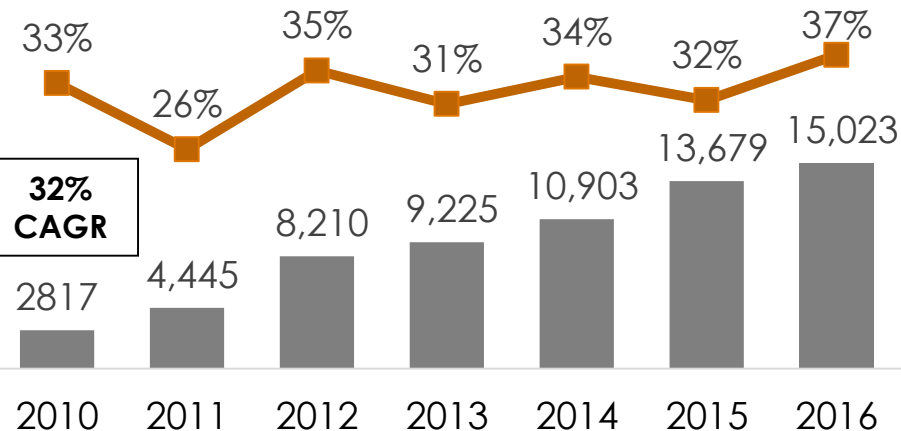
Revenues* (PHPm)

**30%
CAGR**



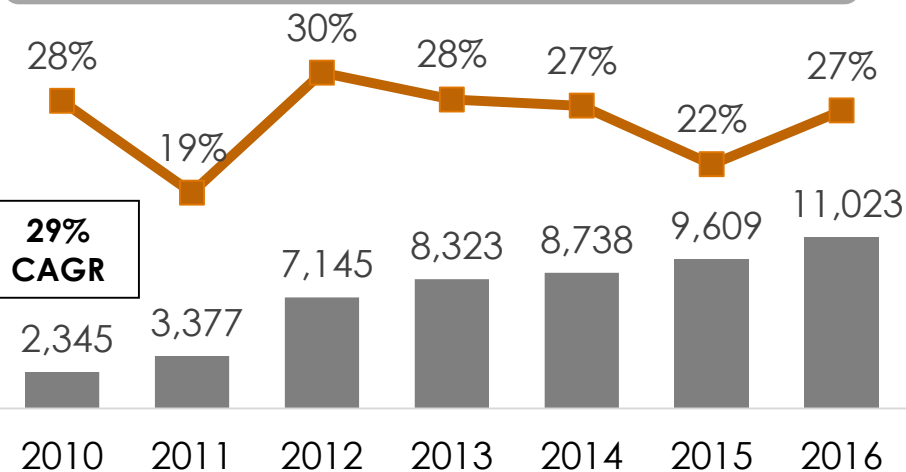
Gross profit* & margin

**32%
CAGR**



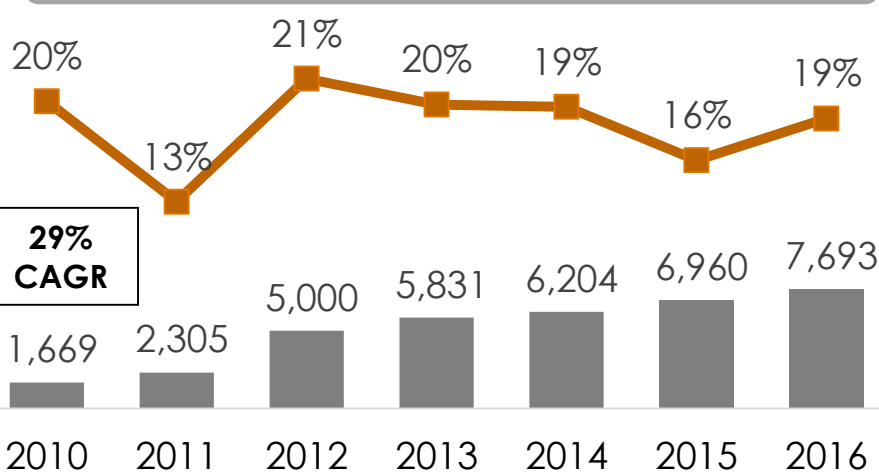
EBITDA & margin

**29%
CAGR**



Net income & margin

**29%
CAGR**



* Consolidated (sale of goods + other revenues); gross profit on sales



Segment Breakdown

In PHP millions	Revenues		Gross Profit		EBITDA		Net Income	
	1Q16	1Q17	1Q16	1Q17	1Q16	1Q17	1Q16	1Q17
Brandy	6,720	6,626	2,120	2,320	1,723	1,801	1,188	1,196
Whisky	2,247	2,519	620	728	266	348	217	302
EMP (consolidated)	8,967	8,979	2,741	3,047	1,989	2,149	1,405	1,498

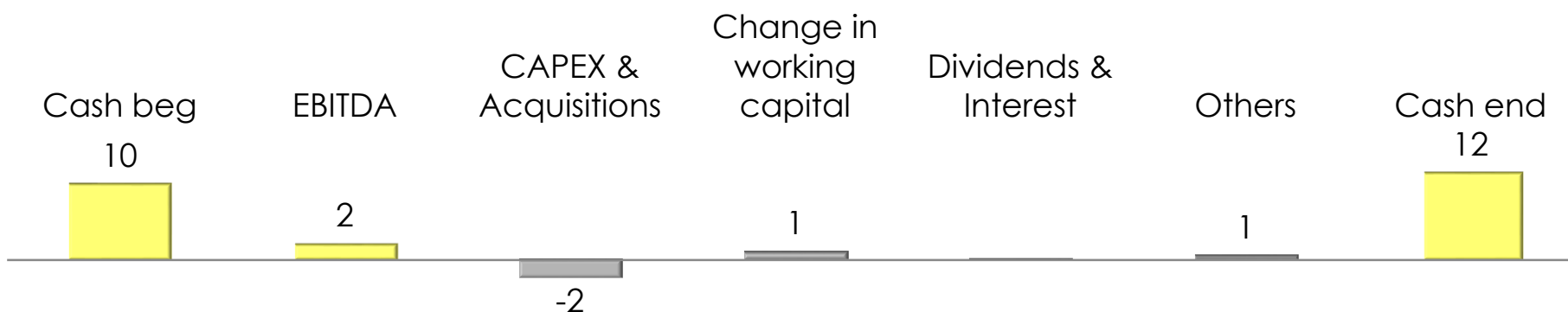
*Net of intersegment



Solid Capital Position

(PHPm)	Cash	Debt	Net Debt	Net Debt to Equity	Commentary
1Q17	11,645	30,021	18,376	36%	Increase in cash mainly due to receivables collection
2016	10,174	29,363	19,189	37%	Use of cash to fund acquisitions, debt repayment, dividend payment
	10,174	24,100	13,926	27%	Ex Equity-linked security
2015	29,178	29,159	cash	cash	Additional debt to purchase Bodegas Fundador

Cash Position (PHPb)





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1

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2

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3

Key Takeaways

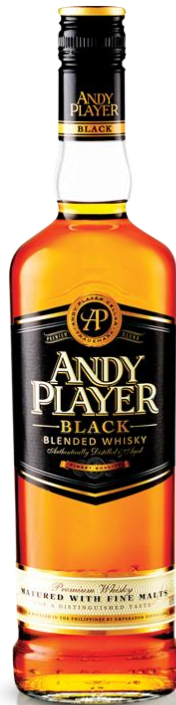


Building The Whisky Segment

Sarap ng
COLA

SWABE
ng Andy Player
Whisky

ANDY
COLA





Building The Whisky Segment

Cola Goes Swabe

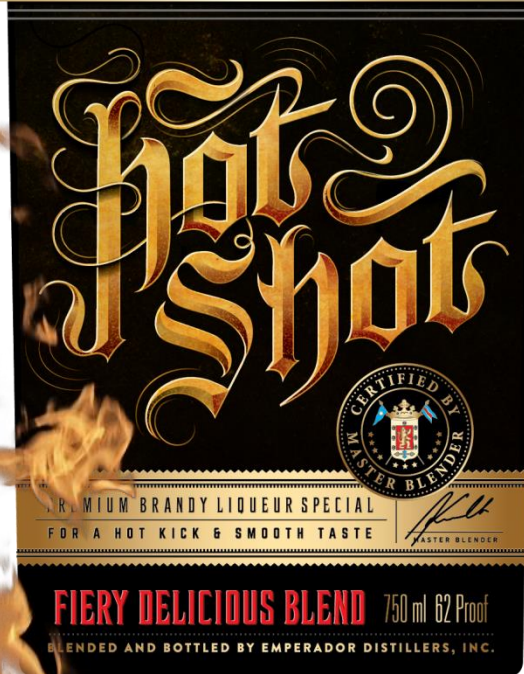


330ml
USD0.55-0.60/
PHP27.50-30



New Product – Shooter

EMPERADOR



The hottest Emperador ever

An Emperador like never before

A first of its kind in the Philippines

A fiery delicious blend





New Product – Shooter



- ❑ World Class Quality
 - #1 brandy in the world from the largest brandy company in the world
- ❑ Distinct Taste & Kick
 - Spicy hot cinnamon flavor
 - Strong alcohol kick
 - Extra smooth finish
- ❑ Catalyst
 - Emboldens the consumer to break boundaries

750 ml
USD 2.5/PHP120
62 proof; 31% ABV

Product Initiatives

Emperador 350ml



EMPERADOR INC.





Emperador 350ml



- ☐ A better alternative to local beer by leveraging its stronger alcohol content
- ☐ Value-for-money alternative to local gin and rum brands of comparable bottle size
- ☐ Compelling radio and TV campaign

350ml
USD0.84/
PHP42



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1

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2

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3

Key Takeaways

Key Takeaways



EMPERADOR INC.

Dominance, Premiumization, Profitability


Future-proofing dominance

We want to secure our dominance in Philippine liquor while making a dent on global liquor.



Premiumization

We are best positioned to do premiumization in the Philippines.



Profitability

We want margin sustainability and stability.





EMPERADOR INC.

END OF PRESENTATION