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S.E.C. Registration Number

E	M	P	E	R	A	D	O	R										
I	N	C	.															

(Company's Full Name)

7	/	F		1	8	8	0		E	A	S	T	W	O	O	D		A	V	E	N	U	E				
E	A	S	T	W	O	O	D		C	I	T	Y		C	Y	B	E	R	P	A	R	K					
1	8	8		E	.	R	O	D	R	I	G	U	E	Z		J	R	.		A	V	E	.				
B	A	G	U	M	B	A	Y	A	N		Q	U	E	Z	O	N		C	I	T	Y						

(Business Address: No. Street City/ Town/ Province)

DINA D.R. INTING

Contact Person

8709-2038 to 41

Company Telephone Number

1 2 3 1

Month Day
Fiscal Year

SEC FORM 17-C

FORM TYPE

**Third Monday
of May**

Month Day
Annual Meeting

**Registration of
Securities**

Secondary License Type, If Applicable

Dept. Requiring this Doc.

Amended Articles Number/Section

Total Amount of Borrowings

Total No. of Stockholders

Domestic

Foreign

To be accomplished by SEC Personnel concerned

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File Number

LCU

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Document I.D.

Cashier

STAMPS

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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. **26 April 2022**
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 attached Presentation materials in connection with the Analysts' Briefing on Emperador Inc.'s financial and operating results for the Full Year 2021, to be held today, April 26, 2022, 3:00 PM, 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.** 26 April 2022


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



EMPERADOR INC.

EMPERADOR INC.

2021 Results Briefing

26 April 2022



Whiskies

Brandies



EMPERADOR INC.



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Earnings Snapshot

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2021 Financials

3

Our Strategy

2021 Normalized Net Profit at Php10.8bn

“

Normalized net profit at Php10.8bn,
up 35% y-o-y; normalized earnings
to owners at Php10.6bn, up 34%

”





EMPERADOR INC.



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Our Strategy

2021 Financials – Highlights

Php55.9
billion

Revenue

+6%

Revenue Growth

67% Brandy
33% Whisky

Revenue
Breakdown



Php10.6
billion

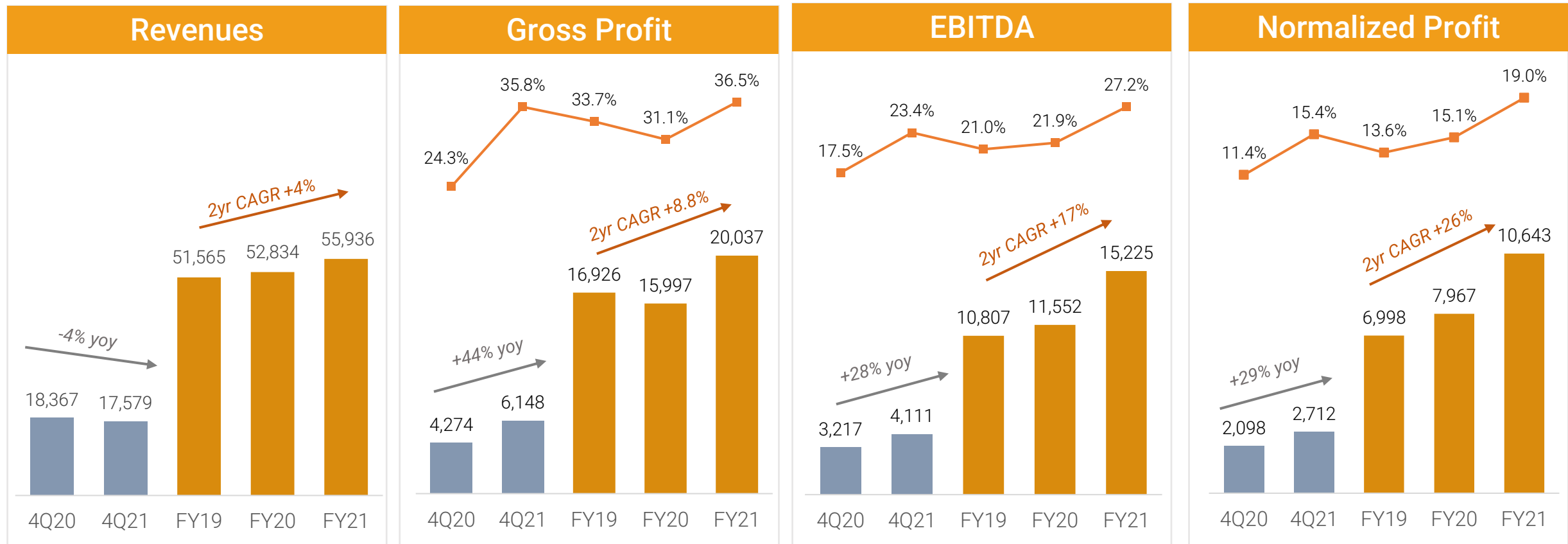
Normalized Net Profit*
+34% YoY

Php10.0
billion

Reported Net Profit*
+25% YoY

2021 Financials

Stellar Performance Showing Resilience Amidst a Pandemic



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

2021 Financials

Record Performance

	4Q21	YoY	2020	2021	YoY	Commentary
Revenue	17,579	-4%	52,834	55,936	+6%	Strong whisky sales
Gross profit (Margin)	6,148 (35.8%)	+44%	15,997 (31.1%)	20,037 (36.5%)	+25%	Improved product mix and less promotional expenses
EBITDA (Margin)	4,111 (23.4%)	+28%	11,552 (21.9%)	15,225 (27.2%)	+32%	Effective cost management
Normalized net profit (Margin)	2,712 (15.4%)	+29%	7,967 (15.1%)	10,643 (19.0%)	+34%	Higher earnings growth vs sales growth due to higher GP margins

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

2021 Financials

Record Performance

	4Q21	YoY	2020	2021	YoY	Commentary
Normalized net profit (Margin)	2,712 (15.4%)	+29%	7,967 (15.1%)	10,643 (19.0%)	+34%	Due to higher revenues and GP margins
Impact of tax change for WMG	0			672		Extraordinary non-cash deferred tax expense due to the statutory tax rate change from 19% to 25%
Net profit (Margin)	2,712 (15.4%)	+29%	7,967 (15.1%)	9,971 (17.8%)	+25%	

2021 Financials – Brandy Segment

Sustained Growth In Premium Brandy Sales Amidst a Pandemic

	4Q21	YoY	2020	2021	YoY	Commentary
Revenue	12,393	-8%	36,891	37,232	+1%	Led by strong premium brandy sales
Gross profit (Margin)	4,114 (34.4%)	+66%	10,229 (28.3%)	12,637 (34.1%)	+24%	Better product mix and lower promos
EBITDA (Margin)	3,178 (25.5%)	+17%	8,473 (22.5%)	10,713 (28.2%)	+26%	Effective opex management
Net profit (Margin)	2,118 (17.0%)	+14%	5,715 (15.2%)	7,403 (19.5%)	+30%	Due to higher GP and EBITDA margins

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

2021 Financials – Whisky Segment

Persistently Growing Across The Globe

	4Q21	YoY	2020	2021	YoY	Commentary
Revenue	£76 5,186	+4%	£249 15,943	£275 18,704	+17%	Growth mainly driven by North America, Europe as well as Asia, led by Greater China.
Gross profit (Margin)	2,034 (38.4%)	14%	5,768 (36.1%)	7,400 (39.9%)	+28%	Better product mix
EBITDA (Margin)	932 (17.9%)	+83%	3,079 (19.2%)	4,512 (24.0%)	+46%	Higher EBITDA due to cost efficiency
Normalized net profit (Margin)	£9 594 (11.4%)	+147%	£36 2,252 (14.1%)	£48 3,240 (17.3%)	+44%	Higher margins led to strong profit growth

In million Php except values in £; Revenues net of intersegment; Income attributable to parent

2021 Financials – Whisky Segment

Php2.6b In Earnings, Up 14%, Ex-Extraordinary Non-Cash Deferred Tax Expense

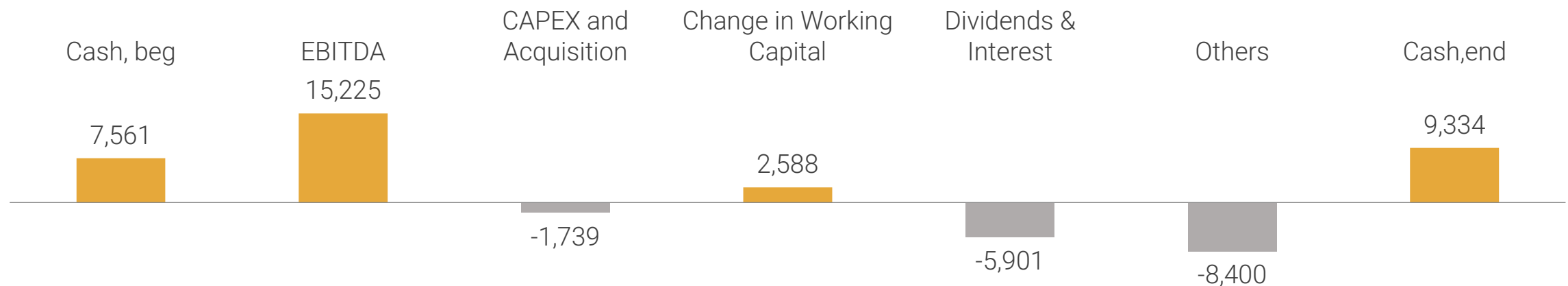
	4Q21	YoY	2020	2021	YoY	Commentary
Normalized net profit (Margin)	£9 594 (11.4%)	+147%	£36 2,252 (14.1%)	£48 3,240 (17.3%)	+44%	
Impact of tax change for WMG	0			672.4		Extraordinary non-cash deferred tax expense due to the statutory tax rate change from 19% to 25%
Net profit (Margin)	£9 594 (11.4%)	+147%	£36 2,252 (14.1%)	£38 2,568 (13.7%)	+14%	

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

2021 Financials – Cash Position

Strong Liquidity And Cash Position

	Cash	Debt	Net Debt	Net Debt to Equity	Commentary
2021	9,334	24,841	15,508	20%	Significant improvement in gearing due to ELS deletion
2020	7,561	33,824	26,263	39%	



* In million Php



EMPERADOR INC.



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Our Strategy

Our CPI Strategy



CONTEMPORIZE our offering

- ❑ Excite customers with innovative new product launches
- ❑ Rebrand and reposition key brands
- ❑ Improve brand visibility amongst millennials and Gen Z



PREMIUMIZE our portfolio

- ❑ Leverage iconic portfolio of globally recognized marquee brands
- ❑ Focus on single malts (which contribute to c.70% of our branded Scotch Whisky business)



INTERNATIONALIZE our business

- ❑ Global spirits multinational champion with an outreach to >100 countries
- ❑ Expand globally into key focus markets targeting >50% of sales and profits outside the Philippines by 2025



EMPERADOR INC.

EMPERADOR INC.

2021 Results Briefing

26 April 2022



Whiskies

Brandies