

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. Date of Report (Date of earliest event reported)
Aug 11, 2021
2. SEC Identification Number
A200117595
3. BIR Tax Identification No.
214-815-715-000
4. Exact name of issuer as specified in its charter
EMPERADOR INC.
5. Province, country or other jurisdiction of incorporation
Philippines
6. Industry Classification Code(SEC Use Only)
7. Address of principal office
7th Floor, 1880 Eastwood Avenue, Eastwood City CyberPark, 188 E. Rodriguez Jr. Ave.,
Bagumbayan, Quezon City
Postal Code
1110
8. Issuer's telephone number, including area code
(632)-8709-2038 to 41
9. Former name or former address, if changed since last report
N/A
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 | 15,736,471,238 |
| Treasury | 505,919,938 |

11. Indicate the item numbers reported herein
Item 9(b)

The Exchange does not warrant and holds no responsibility for the veracity of the facts and representations contained in all corporate disclosures, including financial reports. All data contained herein are prepared and submitted by the disclosing party to the Exchange, and are disseminated solely for purposes of information. Any questions on the data contained herein should be addressed directly to the Corporate Information Officer of the disclosing party.



EMPERADOR INC.

Emperador Inc.

EMP

PSE Disclosure Form 4-30 - Material Information/Transactions
References: SRC Rule 17 (SEC Form 17-C) and
Sections 4.1 and 4.4 of the Revised Disclosure Rules

| |
|--|
| Subject of the Disclosure |
| Analysts' briefing presentation materials |
| Background/Description of the Disclosure |
| Presentation materials in connection with the analysts' briefing on Emperador Inc.'s financial and operating results for the First Half 2021 to be held today, August 11, 2021, 2:00 PM through a video conference facility. |
| Other Relevant Information |
| None. |

| | |
|----------------------------|-----------------------|
| Filed on behalf by: | |
| Name | Anna Michelle Llovido |
| Designation | Corporate Secretary |



EMPERADOR INC.

EMPERADOR INC.

1H 2021 Results Briefing

11 August 2021



Whiskies

Brandies



EMPERADOR INC.

1

Earnings Snapshot

2

1H2021 Financials



EMPERADOR INC.

1

Earnings Snapshot

2

1H2021 Financials

1H2021 Normalized Net Profit at Php5.75b

“

Normalized net profit at **Php5.75b, up 73%**; after one-time non-cash deferred tax expense, net profit at Php5.1b, up 53%

”





EMPERADOR INC.

1

Earnings Snapshot

2

1H2021 Financials

1H2021 Financials – Highlights

**Php25.3
billion**

Revenue

+17.6%

Revenue Growth

**65% Brandy
35% Whisky**

**Revenue
Breakdown**

**Php5.75
billion**

Normalized Net Profit*
+73% YoY

**Php5.1
billion**

Reported Net Profit*
+53% YoY

1H2021 Financials

Record Performance Owing To Brandy & Whisky Segments' Strength & Resilience

| | 2Q21 | YoY | 1H20 | 1H21 | YoY | Commentary |
|--------------------------------------|------------------|------|------------------|------------------|------|--|
| Revenue | 13,255 | +22% | 21,540 | 25,331 | +18% | Driven by both whisky and brandy sales |
| Gross profit (Margin) | 5,667 (43.7%) | +58% | 6,987 (33.2%) | 9,566 (38.5%) | +37% | Better product mix and less promos |
| EBITDA (Margin) | 4,847 (36.6%) | +85% | 4,827 (22.4%) | 7,825 (30.9%) | +62% | Double-digit growth in revenues vs mid single-digit increase in costs & expenses |
| Normalized net profit (Margin) | 3,662 (27.6%) | +96% | 3,327 (15.4%) | 5,746 (22.7%) | +73% | Due to higher GP and EBITDA margins |

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

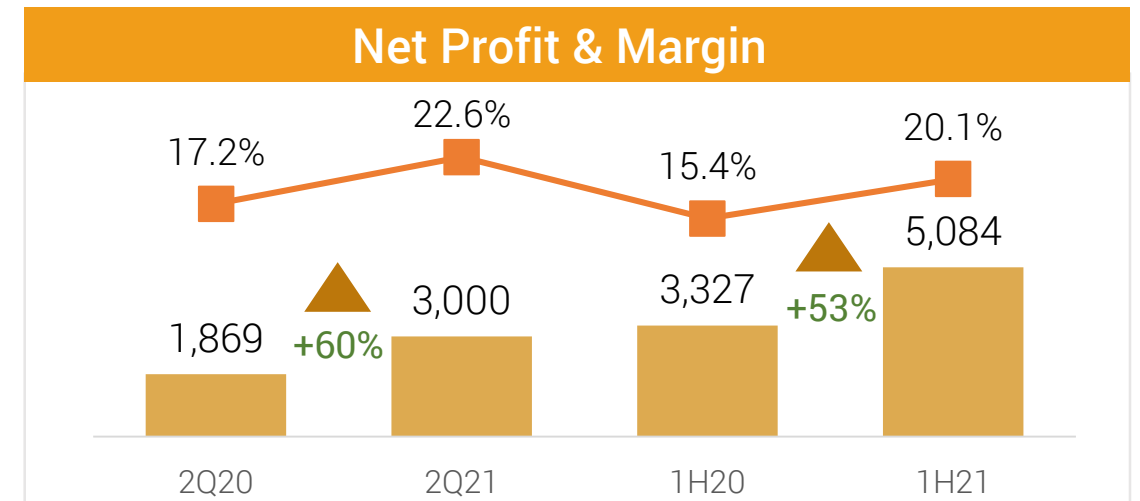
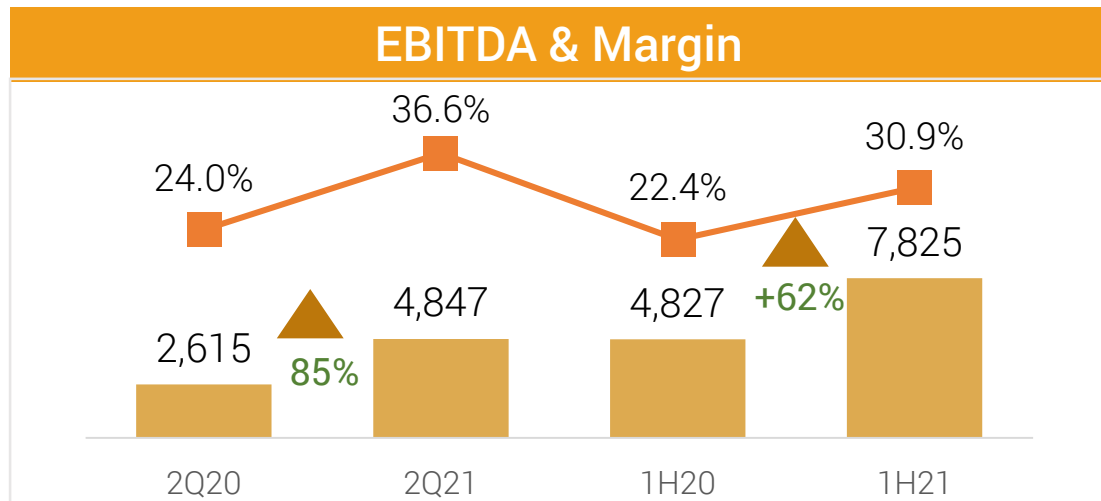
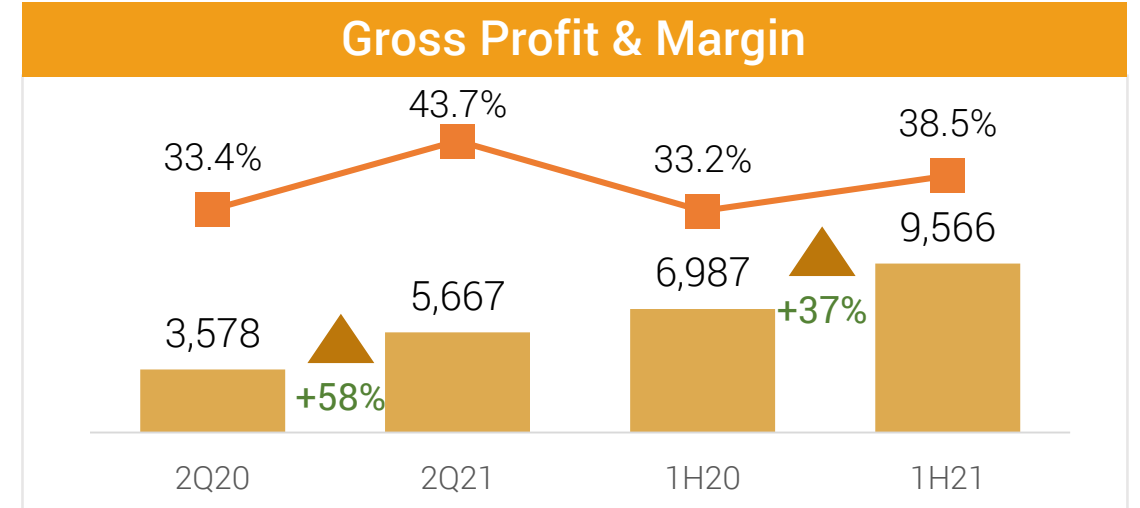
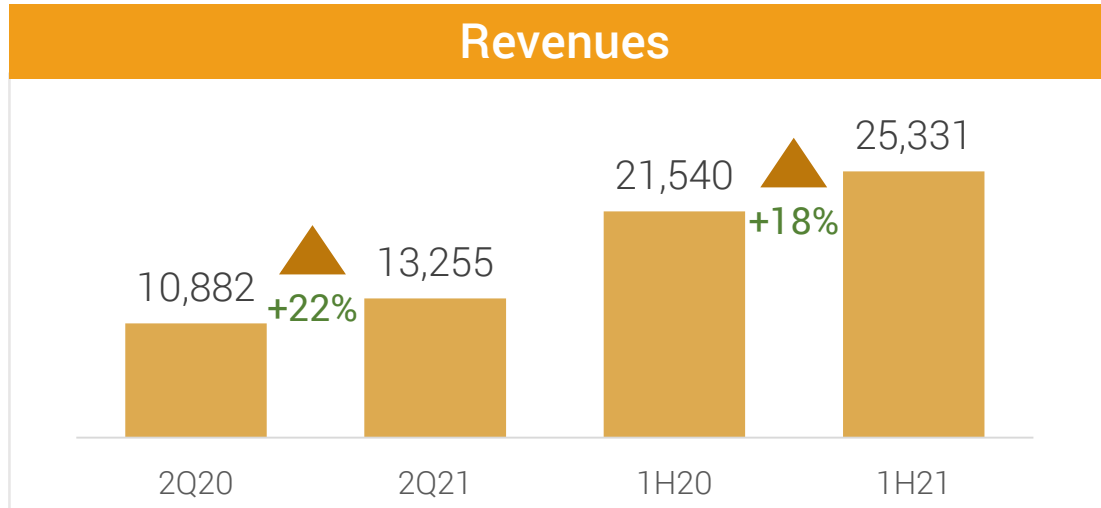
1H2021 Financials

Php5.75b Net Profit, Up 73% - Ex One-time Deferred Tax Expense

| | 2Q21 | YoY | 1H20 | 1H21 | YoY | Commentary |
|--------------------------------|------------------|------|------------------|------------------|------|--|
| Normalized net profit (Margin) | 3,662 (27.6%) | +96% | 3,327 (15.4%) | 5,746 (22.7%) | +73% | Due to higher GP and EBITDA margins |
| Impact of tax change for WMG | 662 | | | 662 | | One-time deferred tax expense due to the statutory tax rate change from 19% to 25% |
| Net profit (Margin) | 3,000 (22.6%) | +60% | 3,327 (15.4%) | 5,084 (20.1%) | +53% | Reported 2Q21 net income would have been up almost 100% |

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

1H2021 Financials



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

1H2021 Financials – Brandy Segment

Resilient Amid Perennially Stiff Competition In An Even More Challenging Milieu

| | 2Q21 | YoY | 1H20 | 1H21 | YoY | Commentary |
|--------------------------|------------------|-------|------------------|------------------|------|--|
| Revenue | 8,179 | +12% | 14,901 | 16,341 | +10% | Higher mainstream and premium brandy sales |
| Gross profit (Margin) | 3,701 (44.6%) | +55% | 4,755 (32.3%) | 6,006 (36.7%) | +26% | Sales growth outpaced COGS growth; less promos |
| EBITDA (Margin) | 3,260 (39.1%) | +85% | 3,466 (23.0%) | 5,262 (31.6%) | +52% | Continued effective opex management |
| Net profit (Margin) | 2,492 (29.9%) | +112% | 2,310 (15.3%) | 3,859 (23.2%) | +67% | Due to higher GP and EBITDA margins |

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

1H2021 Financials – Whisky Segment

Persistently Growing Across The Globe

| | 2Q21 | YoY | 1H20 | 1H21 | YoY | Commentary |
|--------------------------|------------------|------|------------------|------------------|------|--|
| Revenue | £74.9 5,076 | +42% | £107.1 6,639 | £134.2 8,990 | +35% | Continued robust growth in UK, Europe, North America and Asia especially China |
| Gross profit (Margin) | 1,967 (40.7%) | +66% | 2,232 (34.1%) | 3,559 (40.6%) | +59% | Improved product mix, higher sales growth than COGS growth |
| EBITDA (Margin) | 1,587 (31.2%) | +86% | 1,361 (20.4%) | 2,563 (28.4%) | +88% | Slower increase in opex than revenues |
| Net profit (Margin) | 508 (10.0%) | -27% | 1,017 (15.3%) | 1,225 (13.6%) | +21% | Reported earnings would have been 1.2b in 2Q21, Php1.9b in 1H21... |

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

1H2021 Financials – Whisky Segment

Php1.9b in earnings, up 86%, ex one-time deferred tax expense

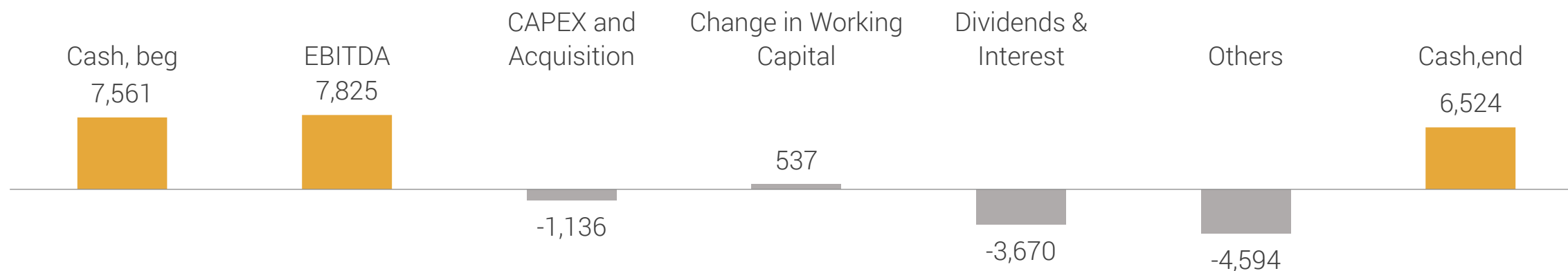
| | 2Q21 | YoY | 1H20 | 1H21 | YoY | Commentary |
|--------------------------------|------------------|------|------------------|------------------|------|--|
| Net profit (Margin) | 508 (10.0%) | -27% | 1,017 (15.3%) | 1,225 (13.6%) | +21% | Lower earnings in 2Q21 only because of one-time noncash expense |
| Impact of tax change for WMG | 662 | | | 662 | | One-time deferred tax expense due to the statutory tax rate change from 19% to 25% |
| Normalized net profit (Margin) | 1,170 (23.0%) | +69% | 1,017 (15.3%) | 1,887 (21.0%) | +86% | Reported 2Q21 net income would have been up 68% yoy and Php1.9b in 1H21, up 86% |

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

1H2021 Financials – Cash Position

EMP maintains strong liquidity and cash position

| | Cash | Debt | Net Debt | Net Debt to Equity | Commentary |
|--------|-------|--------|----------|--------------------|---|
| 1H2021 | 6,524 | 31,411 | 24,887 | 36% | Lower net debt to equity due to loan repayment; lower cash due to dividend payments |
| 2020 | 7,561 | 33,824 | 26,263 | 39% | |



* In million Php



EMPERADOR INC.

EMPERADOR INC.

1H 2021 Results Briefing

End of presentation



Whiskies

Brandies