



EMPERADOR INC.

2018 ANNUAL STOCKHOLDERS' MEETING
MAY 21, 2018



EMPERADOR INC.



1

Our Financials

2

Recent Developments

3

Key Takeaways

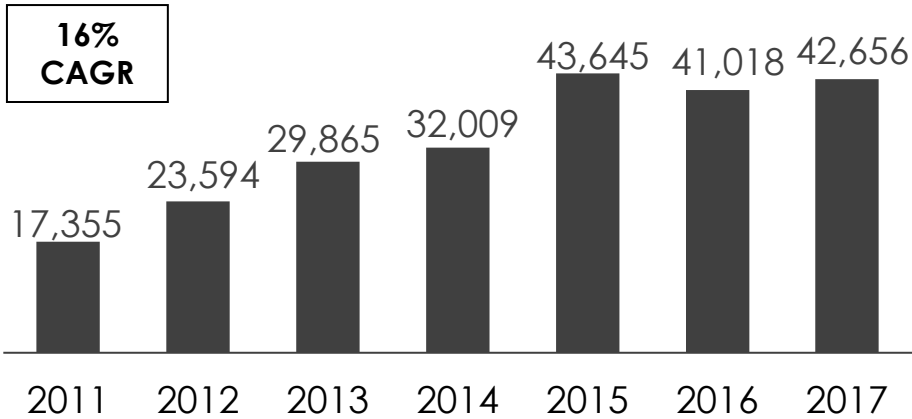
Our Financials



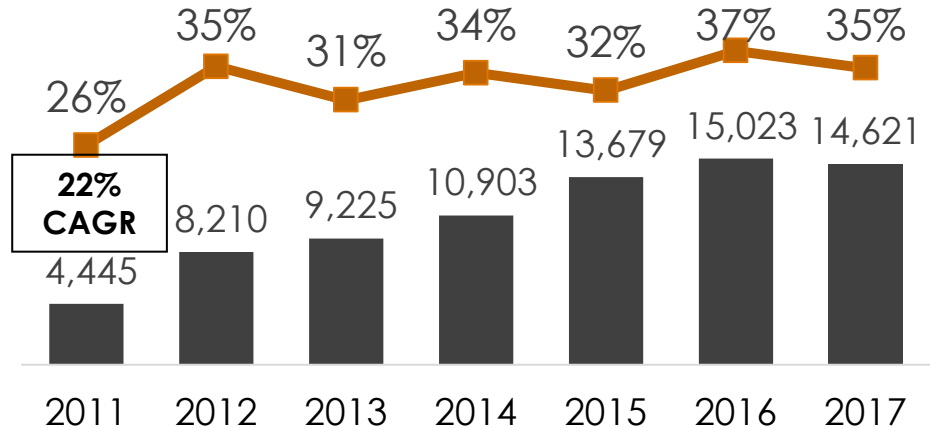
EMPERADOR INC.

Financial History

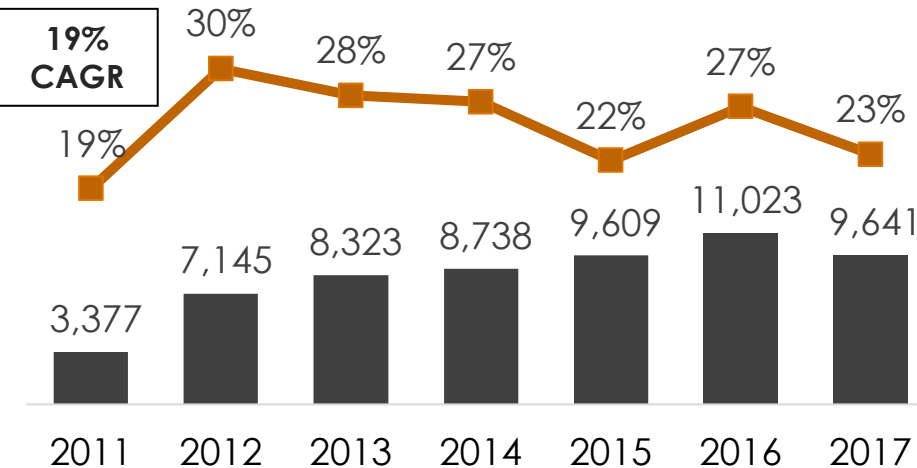
Revenues* (PHPm)



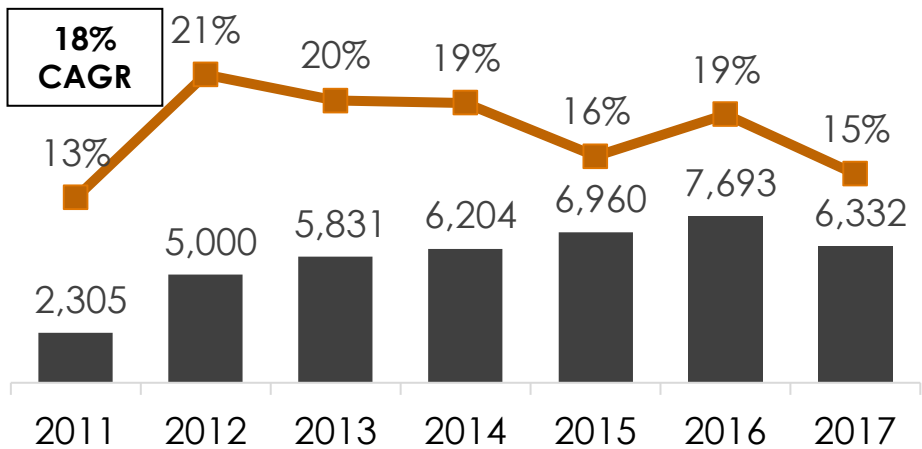
Gross profit* & margin



EBITDA & margin



Net income & margin



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



Segment Breakdown

In PHP millions	Revenues		Gross Profit		EBITDA		Net Income	
	2016	2017	2016	2017	2016	2017	2016	2017
Brandy	30,025	31,174	11,884	10,852	9,790	8,024	6,646	5,012
Scotch whisky	11,469	12,571	3,138	3,769	1,232	1,617	1,047	1,320
EMP* (consolidated)	41,018	42,656	15,023	14,621	11,023	9,641	7,693	6,332



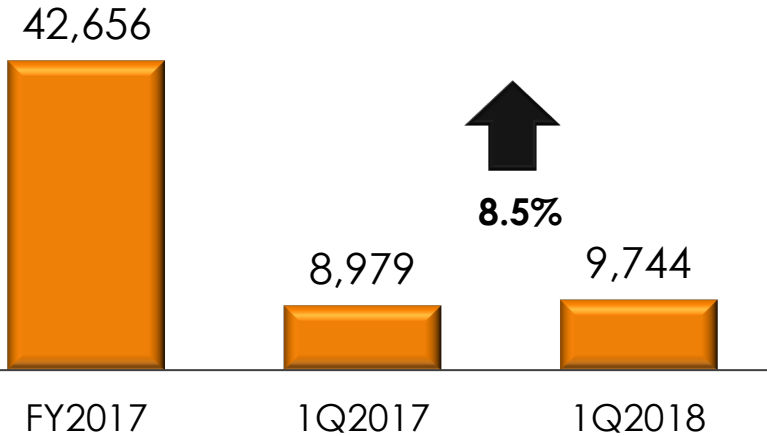
1Q18 Performance Update

	1Q17	1Q18	YoY	Commentary
Revenues (PHPm)	8,979	9,744	8.5%	Flat brandy offset by Scotch whisky growth
Gross profit (PHPm)	3,047	3,251	6.7%	35% margin for brandy, 35% margin for Scotch whisky
Gross profit margin (%)	34.0%	34.9%		
EBITDA (PHPm)	2,149	2,414	12.4%	27% margin for brandy, 18% margin for Scotch whisky
EBITDA margin	23.9%	24.8%		
Net income (PHPm)	1,498	1,661	10.9%	17% margin for brandy, 16% margin for Scotch whisky
Attributable to equity holders of parent	1,498	1,585	5.8%	
Net income margin	16.7%	17.1%		

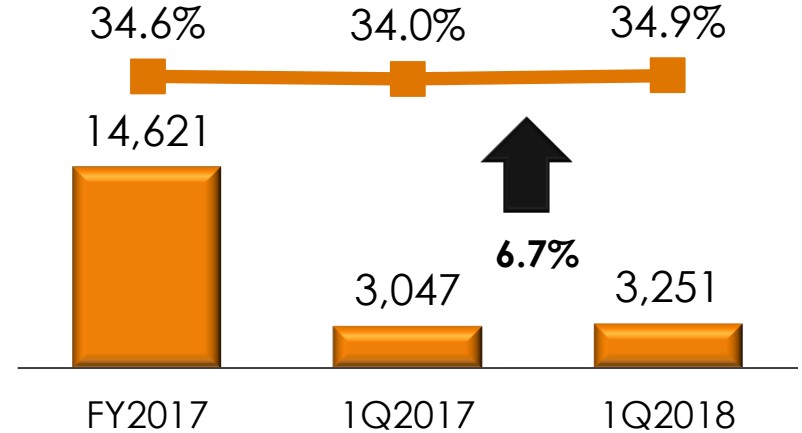


Latest Financial Performance

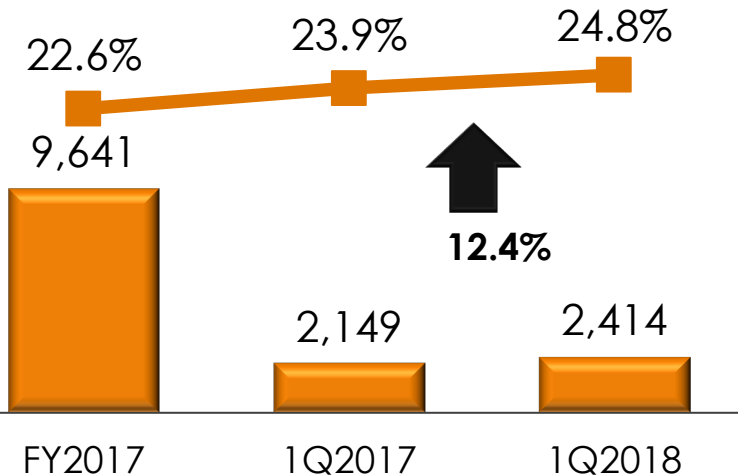
Revenues (PHPm)



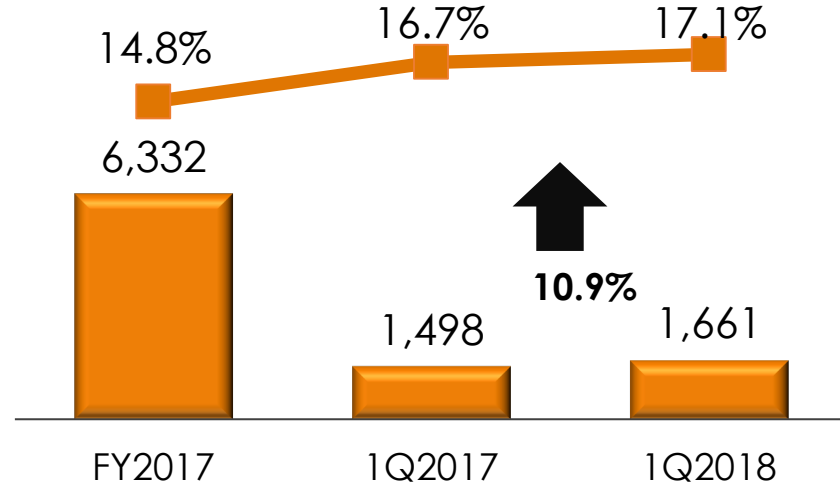
Gross profit & margin



EBITDA & margin



Net income & margin





Segment Breakdown

In PHP millions	Revenues		Gross Profit		EBITDA		Net Income	
	1Q17	1Q18	1Q17	1Q18	1Q17	1Q18	1Q17	1Q18
Brandy	6,626	7,012	2,319	2,290	1,801	1,908	1,196	1,207
Whisky	2,519	2,847	728	961	348	507	302	454
EMP (consolidated)	8,979	9,744	3,047	3,251	2,149	2,414	1,498	1,661

*Net of intersegment



Solid Capital Position

(PHPm)	Cash	Debt	Net Debt	Net Debt to Equity	Commentary
1Q18	10,717	39,338	28,621	46%	Slight improvement from end-2017 due to higher cash
2017	10,162	38,150	27,987	48%	Additional borrowings to fund investments
	10,162	32,922	22,760	38%	Ex Equity-linked security
2016	10,174	29,363	19,189	37%	Use of cash to fund acquisitions, debt repayment, dividend payment

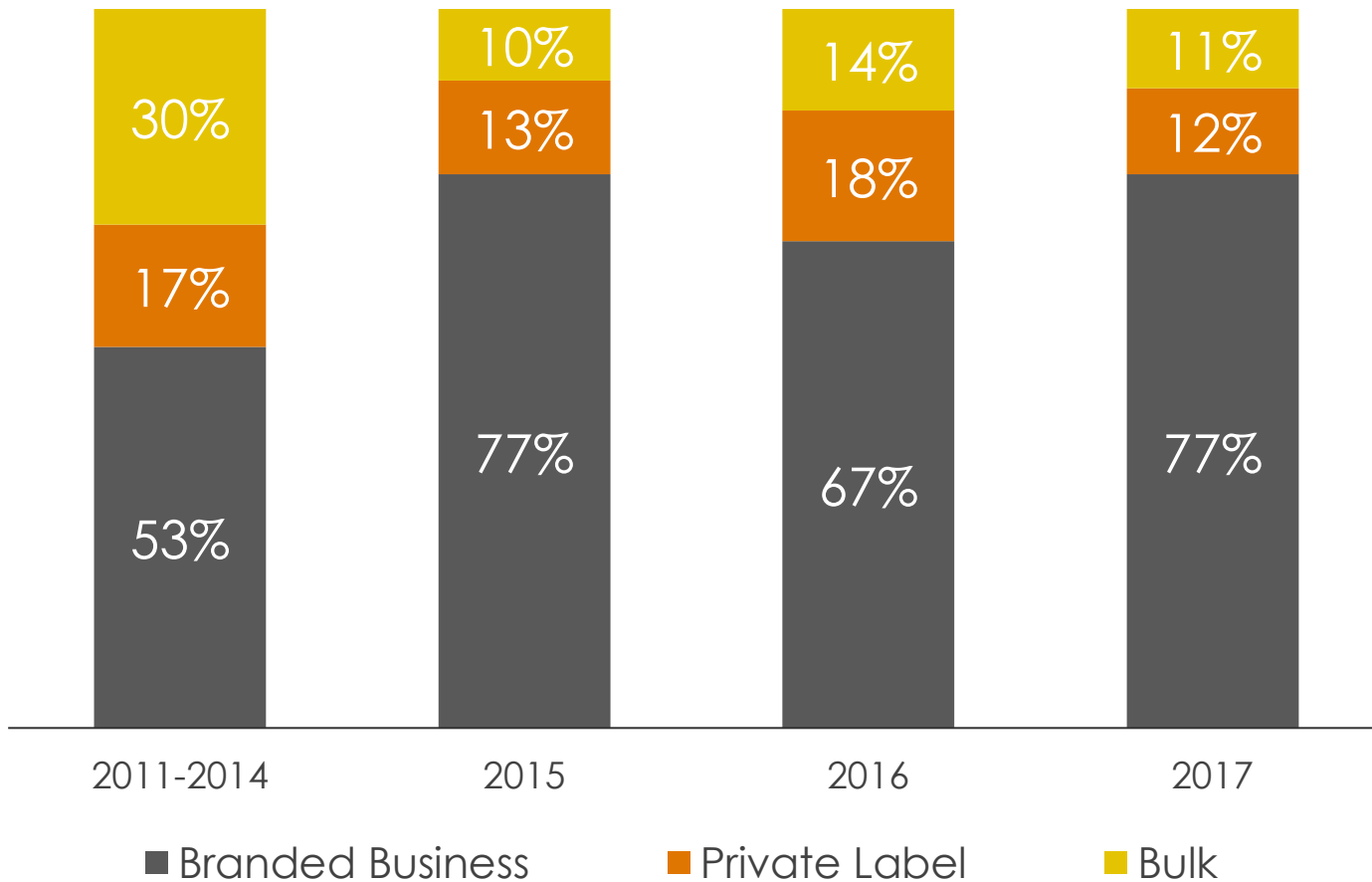
Cash Position (PHPb)





WMG Under EMP Inc.'s Tutelage

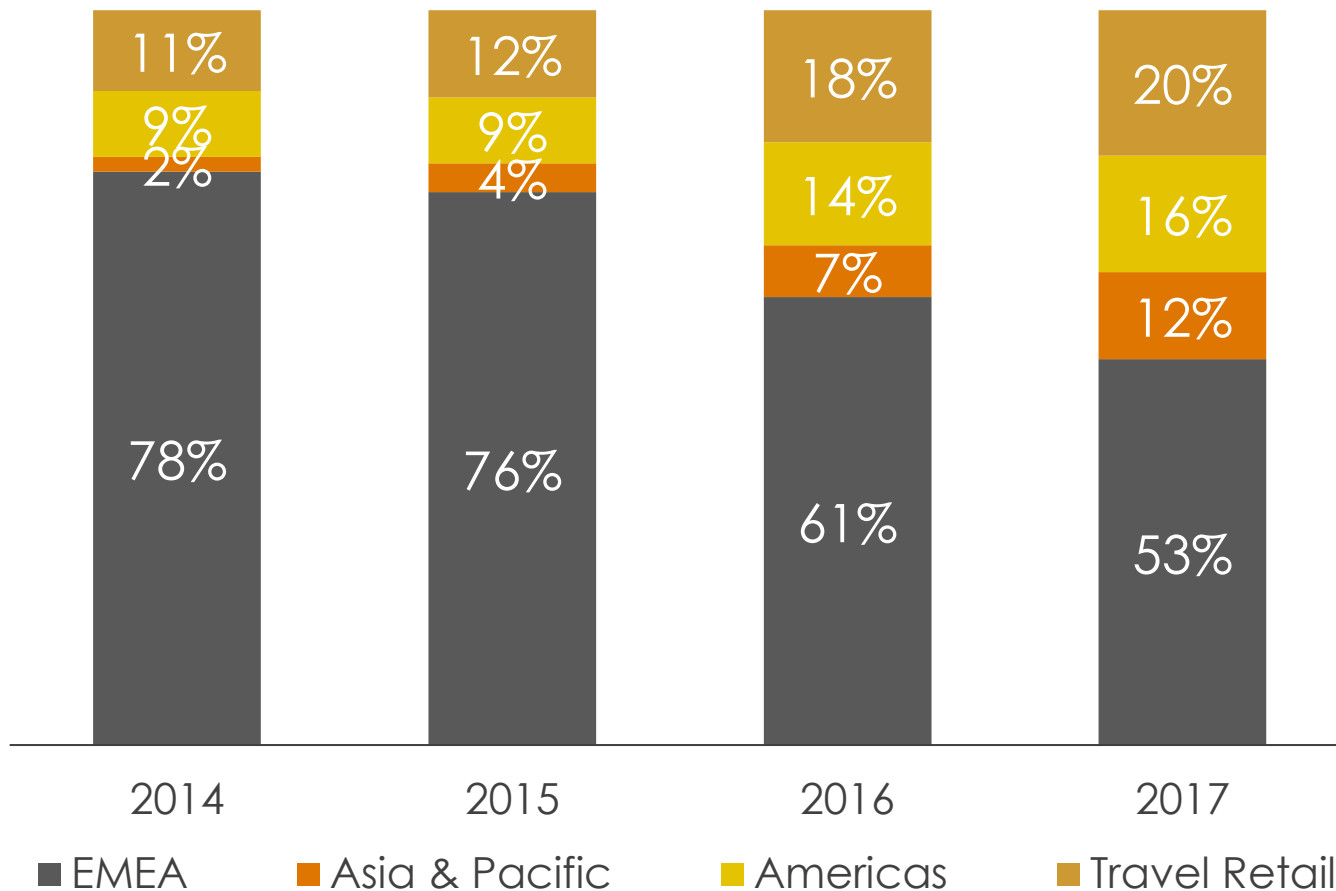
Revenue Mix





WMG Under EMP Inc.'s Tutelage

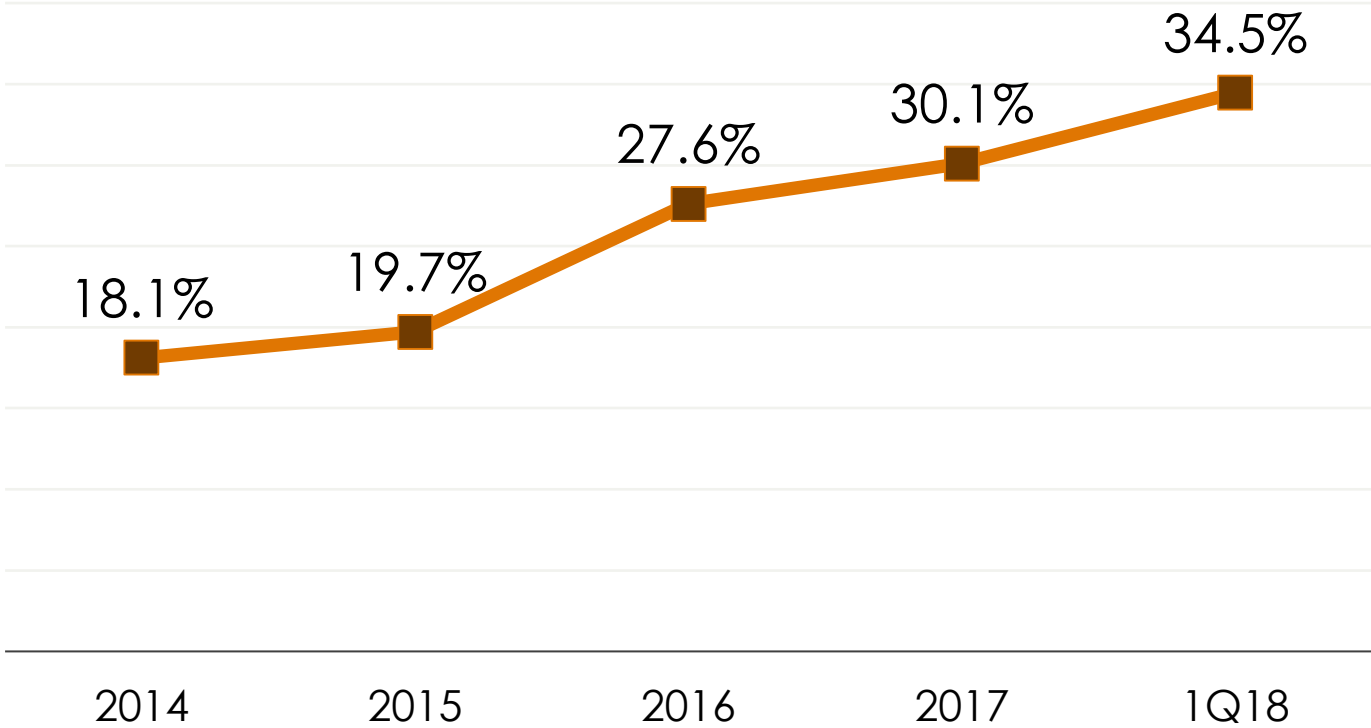
Branded Business Breakdown





WMG Under EMP Inc.'s Tutelage

Gross Profit Margin





EMPERADOR INC.



1

Our Financials

2

Recent Developments

3

Key Takeaways

Recent Developments



EMPERADOR INC.

Fundador Cafe



A 50 sq.m. grab-and-go “**booze shop cafe**”, that woo millennials with cocktails and spiked coffee and cupcakes.

Coffee, cocktails and sweets



Recent Developments



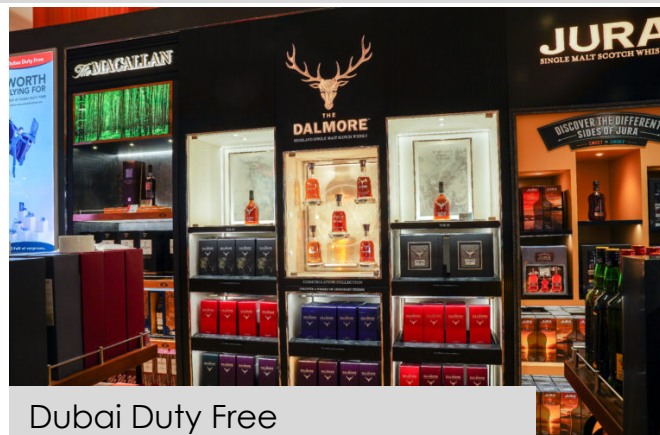
EMPERADOR INC.

Dalmore's Visual Identity

Dalmore's brand positioning with the introduction of new visual merchandising standards in Middle East and China



Flagship store at Taoyuan International Airport



Dubai Duty Free



Guangzhou Airport



Shackleton Blended Scotch Whisky



One of the 2018 initiatives in the Philippines is the launch of Shackleton Blended Malt Scotch Whisky. Shackleton Blended Malt combines select Highland Single Malts to capture the spirit of the original whisky commissioned by British explorer Sir Ernest Shackleton's for his legendary 1907 Antarctic expedition.



EMPERADOR INC.



1

Our Financials

2

Recent Developments

3

Key Takeaways



Dominance, Premiumization, Profitability

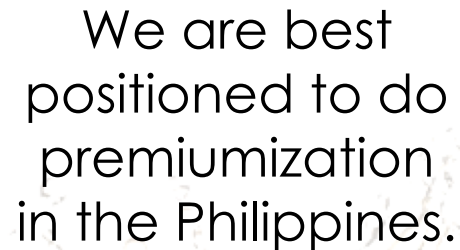
Future-proofing dominance

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

A clear glass filled with amber-colored liquor and several ice cubes. The liquid is splashing upwards, creating a dynamic and energetic scene. The background is a soft, light blue gradient.

Premiumization

We are best positioned to do premiumization in the Philippines.

A clear glass filled with amber-colored liquor and several ice cubes. The liquid is splashing upwards, creating a dynamic and energetic scene. The background is a soft, light blue gradient.

Profitability

We want margin sustainability and stability.

A clear glass filled with amber-colored liquor and several ice cubes. The liquid is splashing upwards, creating a dynamic and energetic scene. The background is a soft, light blue gradient.



EMPERADOR
BRANDY



EMPERADOR
LIGHT



SMIRNOFF
MULE



THE DALMORE

JURA



FUNDADOR



EMPERADOR INC.

END OF PRESENTATION