





EMPERADOR INC.

## **Emperador Inc. Posts Highest 9-Mos Net Income at Php5.2-B, Up 18%**

*MANILA, Philippines, November 7, 2018* - Emperador Inc., the world's largest brandy company owning the iconic Emperador Brandy, Fundador Spanish Brandy de Jerez and the luxury Single Malt Scotch Whisky The Dalmore – records an 11% increase in revenues in the first nine months of this year, amounting to Php30.5-billion. Margins were higher, partly contributing to faster earnings growth than revenue growth. For the first time, 9-month net income surpassed the Php5-billion mark, growing 18% year-on-year. Noteworthy is the expanding international presence of the brand portfolio in Asia, Europe, North America and Latin America.

Emperador Inc. President Winston Co said, “Our performance is brought about by the sustained growth in international expansion. The premium Scotch whisky business continues to show robust growth led by The Dalmore single malt whisky and innovations. The brandy business continues to perform well as well with greater penetration into North and Latin America. We are organically global. Our products are available in more than 100 countries and more than 350 cities in the world. Emperador brandy is now sold in the USA like New York, Chicago, LA, San Francisco, Hawaii, and Las Vegas. Early next year, we are to start the export of Emperador Hotshot, a cinnamon brandy, to the US market to capitalize on the growing popularity of cinnamon whiskey.”



Emperador Spain Managing Director Jorge Domecq also said, “We have fortified our brandy portfolio to sustain our No.1 position in Spain, Mexico, Colombia, and the Philippines. We have introduced a super-premium Brandy de Jerez in Fundador Supremo through travel retail channel in Europe and Asia like Hong Kong, Beijing, Shanghai, Korea, etc. The Fundador Supremo is now available in

the Philippines with the 18YO Oloroso Sherry Cask retailing at Php12,800 a bottle.”



In the domestic front, Mr. Co said, “We are focused on reinventing the local liquor space with initiatives geared towards increasing profitability. Recently, we introduced to the market, The BaR Gin, infused with imported botanicals sourced from the gardens of Andalusia, Spain. It comes in Pink Berries, Green Lime and Premium Dry variants. The BaR Gin offers good value world-class gin experience to the Filipino consumers.”



Meanwhile, the company has an ongoing buyback of shares of up to PhP5-billion over a 24-month period that began in May 2017. The management believes that this exercise will enhance shareholder value over time. To date, roughly 211 million shares have been bought back amounting to around Php1.5-billion.

Emperador Inc., a publicly listed company at the Philippine Stock Exchange, owns Emperador Distillers, Inc., Scotch whisky maker Whyte and Mackay Group, and Bodegas Fundador in Spain.

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