

**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. **14 April 2025**
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)**

Emperador Inc.'s full year 2024 analyst briefing presentation.

The final figures are reflected in Emperador Inc.'s Annual Report (SEC Form 17-A) and financial statements for the period ended December 31, 2024, which shall accordingly be disclosed separately.

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.

EMPERADOR INC.

14 April 2025

By:


DINA D.R. INTING

Chief Financial Officer, Compliance Officer and
Corporate Information Officer



EMPERADOR INC.

EMPERADOR INC.

FY2024 Results Presentation



Whiskies

Brandies

FY2024 Financials – Revenue Highlights

Php 61.6
billion

-6.1% YoY

Revenue

Php 36.4
billion

-9% YoY

Brandy Revenue



Php 25.3
billion

-1.6% YoY

Whisky Revenue

FY24 Key Financials

Headwinds persisted in 2024, slowing down growth in revenue and net profit

	FY24	YoY	Commentary
Revenue	61,646	-6.1%	Revenue declined due to weakness in consumer demand given economic challenges leading to tighter wallets
Gross profit (Margin)	18,784 (30.9%)	-11.2%	Margins declined can be attributed to cost of raw materials, dry goods, and product mix
EBITDA (Margin)	11,394 (18.5%)	-17.2%	EBITDA declined as investments in the brands continued
Net profit (Margin)	6,322 (10.3%)	-27.4%	Net profit declined as a result of lower revenues coupled with continued investment in the business

- Based on unaudited financial statement
- In million Php; Revenues net of intersegment; Income attributable to parent
- Consolidated revenues including sales and other income
- Gross profit margin computed as gross profit / sales; net profit margin computed as net profit / consolidated revenues

FY24 Key Financials – Brandy Segment

Brandy segment was challenged by weaker consumer demand

	FY24	YoY	Commentary
Revenue	36,390	-9%	Revenue declined on weak demand as consumers down traded to bottom-shelf products
Gross profit (Margin)	7,694 (21.3%)	-22.0%	Gross profit declined due to cost of goods, Philippine peso weakness
EBITDA (Margin)	4,889 (13.2%)	-32.8%	EBITDA was down because of A&P and other operational expenses
Net profit (Margin)	1,814 (4.9%)	-51.2%	Net profit was lower due to lower revenues and continued expenses

- Based on unaudited financial statement
- In million Php; Revenues net of intersegment; Income attributable to parent
- Consolidated revenues including sales and other income
- Gross profit margin computed as gross profit / sales; net profit margin computed as net profit / consolidated revenues

FY24 Key Financials – Whisky Segment

Whisky segment more resilient, revenue slightly down

	FY24	YoY	Commentary
Revenue	25,256	-1.6%	Revenue was slightly down as whisky category is more resilient
Gross profit (Margin)	11,090 (43.5%)	-1.8%	Gross profit slightly down mostly due to product mix
EBITDA (Margin)	6,505 (25.4%)	0.2%	EBITDA was flat
Net Profit (Margin)	4,508 (17.6%)	-9.6%	Net profit was down because of interest rate and taxes

- Based on unaudited financial statement

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

- Consolidated revenues including sales and other income

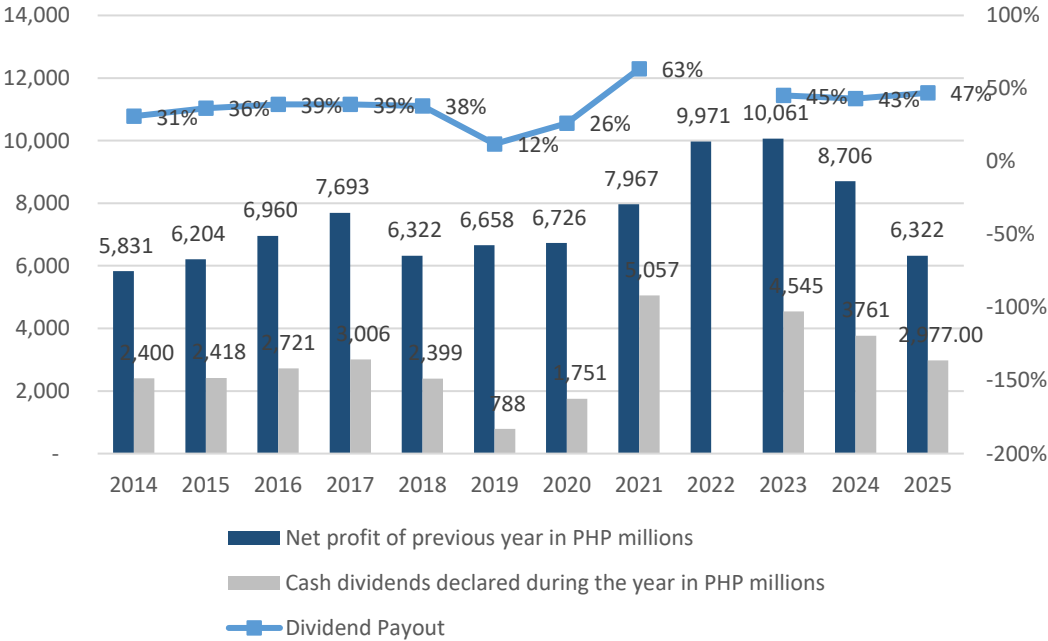
- Gross profit margin computed as gross profit / sales; net profit margin computed as net profit / consolidated revenues

Consistent Dividend Payouts

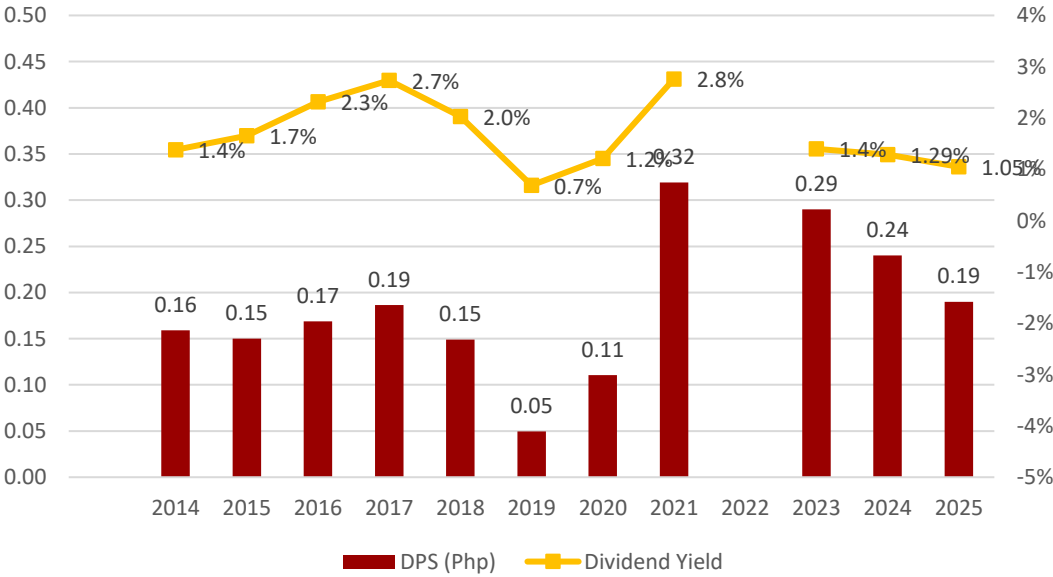


Dividend payout average of 39%

Total net profit and dividends and dividend payout

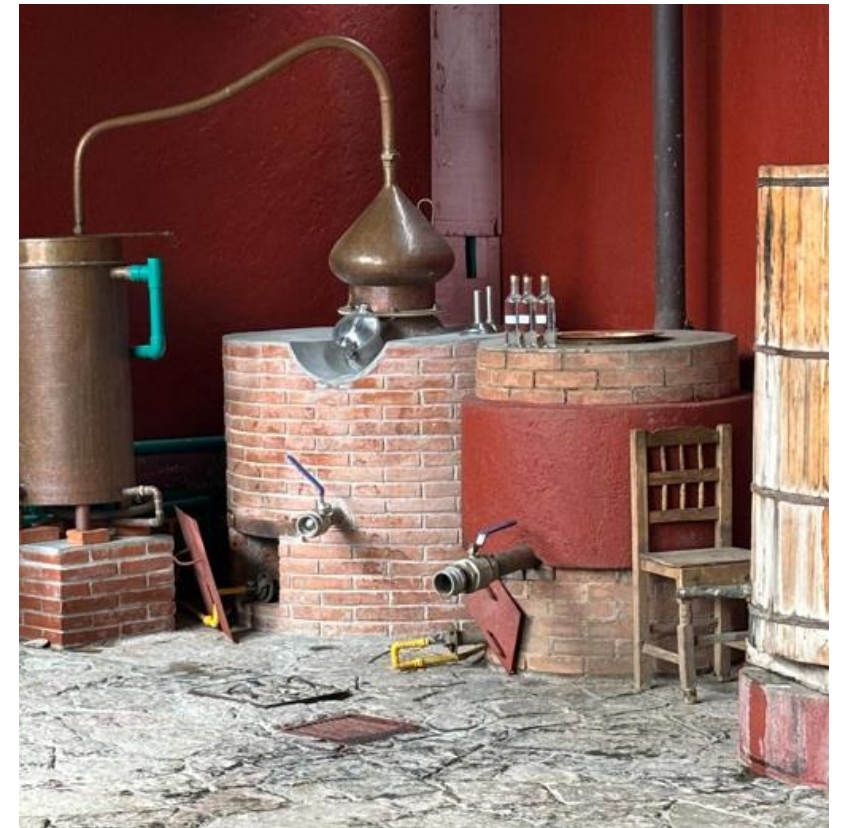


Dividend per share and dividend yield



Los Danzantes Acquisition

- Emperador, through its subsidiary Casa Pedro Domecq, acquired a majority stake in Los Danzantes – a premium Mezcal company
- Los Danzantes uses the traditional process of making Mezcal, its craft separates it from other Mezcal companies
- Production facilities are in Oaxaca, Mexico



Los Danzantes and Alipus

- Los Danzantes and Alipus are among the brands of Los Danzantes Distilleria
- These are two of the best known premium Mezcal brands in Mexico and internationally
- Both are featured in the 2023 Drinks International magazine Top 10 'Bestselling' and 'Top Trending' Mezcal brands.



2025 Outlook

Brandy:

- 2025 will be better than 2024
- Expect higher margins this year
- Pivoting brandy business to target low-priced segment
- Continue to pursue premiumization strategy

Whisky:

- Environment will continue to be challenging especially with the new trade policies from the US

Others:

- Keeping a close eye on developments on US tariffs, and its effect on global market dynamics



EMPERADOR INC.

Q&A