



EMPERADOR INC.

EMPERADOR INC.

1H2025 Results Presentation



1H2025 Financials – Revenue Highlights

Php 28.2
billion

-1.6% YoY

Revenue

Php 18.5
billion
10.5% YoY

Brandy Revenue



Php 9.7
billion
-18.5% YoY
Whisky Revenue

1H25 Key Financials

Consolidated performance was flattish, mixed performance from segments

	1H25	1H24	YoY	Commentary
Revenue	28,199	28,644	-1.6%	Topline decline mostly due to whisky segment's underperformance
Gross profit (Margin)	8,123 (30.4%)	9,343 (33.1%)	-13.1%	Gross profit was down due to product mix and higher COGS, exchange rates
EBITDA (Margin)	5,949 (21.1%)	6,132 (21.4%)	-3.0%	EBITDA was down on lower revenue and gross profit; EBITDA margin stable to last year's 21%
Net profit (Margin)	3,943 (14.0%)	3,806 (13.3%)	3.6%	Net profit down on lower revenue and gross profit

- 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

1H25 Key Financials – Brandy Segment

Brandy segment improved in the first half as demand started to pick up

	1H25	1H24	YoY	Commentary
Revenue	18,473	16,714	10.5%	Consumer demand began to pick up for the brandy segment
Gross profit (Margin)	4,605 (26.4%)	4,055 (24.4%)	13.6%	Gross profit slightly up on product mix
EBITDA (Margin)	4,387 (23.4%)	3,178 (18.7%)	38.0%	EBITDA saw improvement due to higher revenues, controlled expenses
Net profit (Margin)	3,132 (16.7%)	1,739 (10.2%)	80.1%	Net profit also saw improvements

- 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

1H25 Key Financials – Whisky Segment

Whisky segment was challenged in the first half due to weaker consumer demand

	1H25	1H24	YoY	Commentary
Revenue	9,726	11,930	-18.5%	Revenue was down on weak consumer demand
Gross profit (Margin)	3,518 (36.5%)	5,288 (43.8%)	-33.5%	Gross profit was down on product mix, promotions
EBITDA (Margin)	1,563 (15.9%)	2,954 (24.4%)	-47.1%	EBITDA was down on lower revenue and gross profit, continued investment in the business
Net Profit (Margin)	811 (8.3%)	2,067 (17.1%)	-60.8%	Net profit was down on lower revenues

- 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

Bodegas Fundador Awarded TRIPADVISOR TRAVELERS' CHOICE® 2025 AWARD



- This recognition is based solely on real reviews and ratings extracted from the top 10% of Tripadvisor travelers worldwide.

Bodegas Fundador Awarded TRIPADVISOR TRAVELERS' CHOICE® 2025 AWARD

- Founded in 1730, Bodegas Fundador stands as Spain's oldest and largest producer of brandy and sherry
- Guests can see the century-old barrels and the Garden of La Puerta de Rota, which is officially recognized as a Site of Cultural Interest
- Guests can also visit the Fundador Museum, which commemorates 150 years of the first Spanish brandy
- Guests can dine at the Casa Fundador Restaurant, where they can sample the region's finest brandies, wines, and culinary pairings.



EMPERADOR INC.

Q&A