



# F23 Results

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July 2023



# Agenda



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Business Review

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Financial Review

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Looking Ahead

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Q&A

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# Business Review

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# CHALLENGING OPERATING ENVIRONMENT

Political



Economic



Regulatory



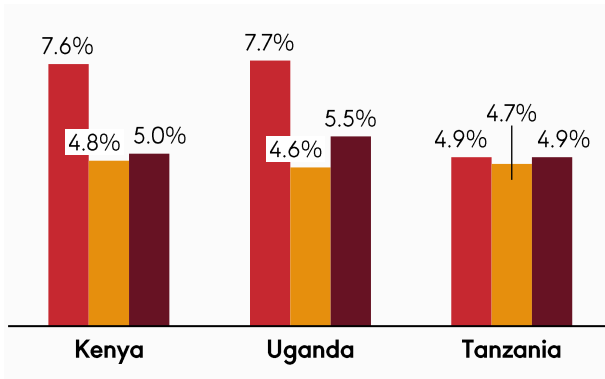
Geo-Politics



# TOUGH MACROS

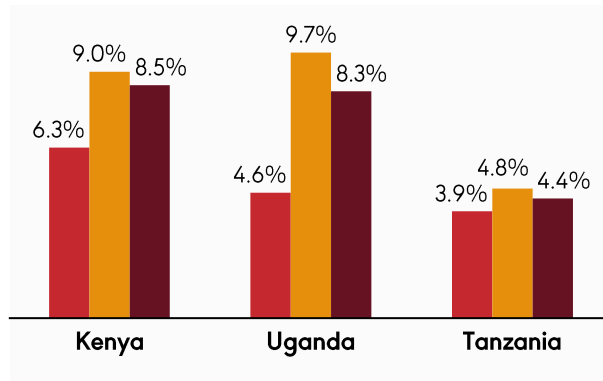


## GDP



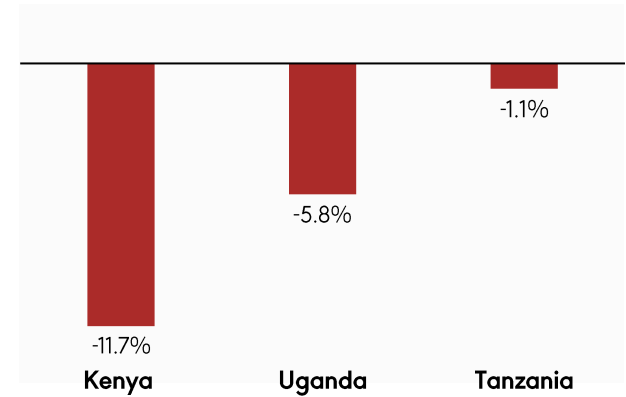
2021 2022 2023F

## Inflation



2022 H1 2022 H2 2023 H1

## Currency



FY23

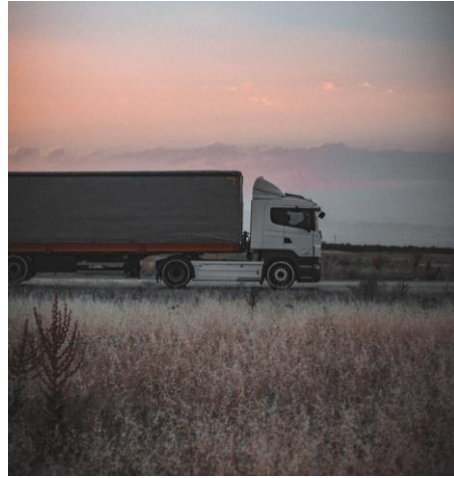
# KEY INFLATION IMPACTS TO OUR BUSINESS

## Grains



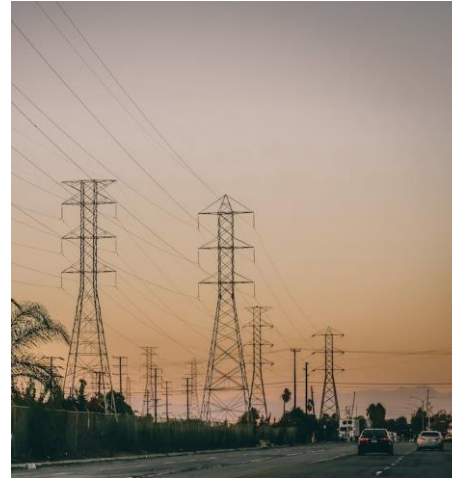
31%

## Logistics



14%

## Electricity



40%

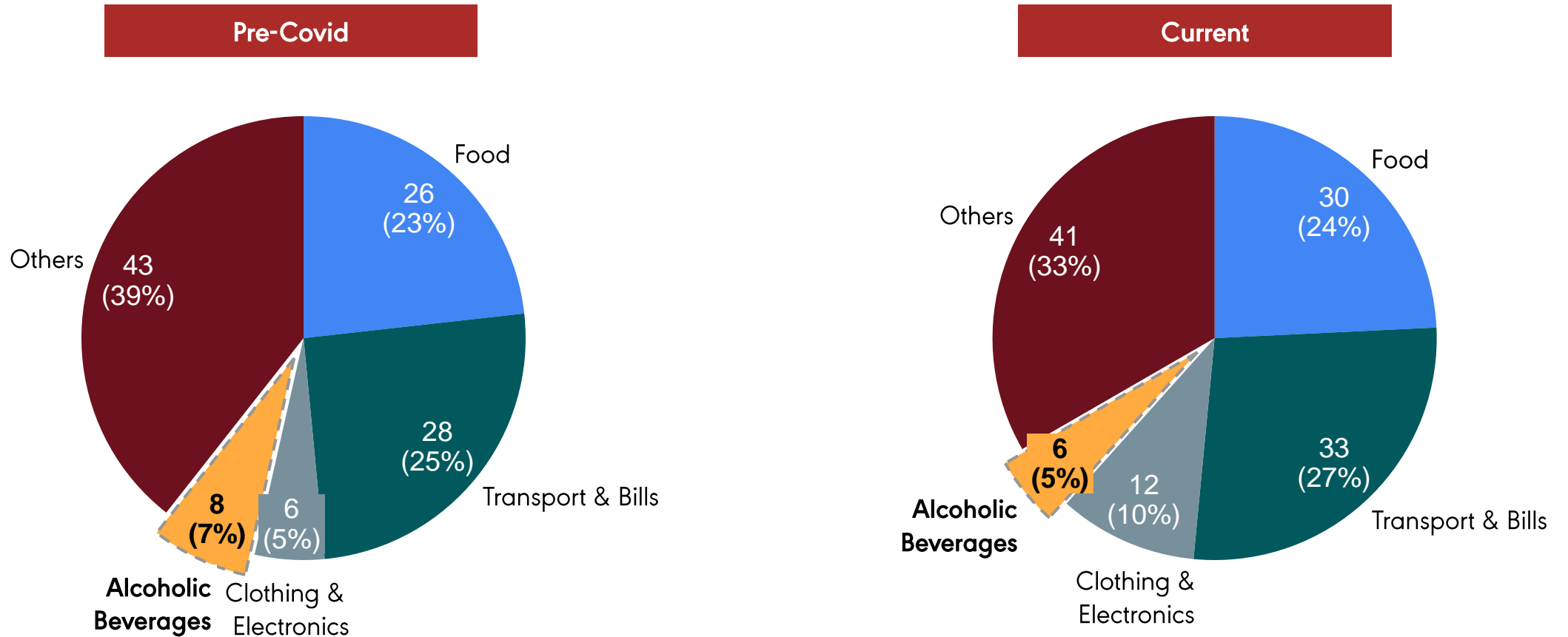
## Neutral Spirits



61%

# MACROS COMPELLING CONSUMERS TO REPRIORITIZE SPEND

Amounts in USD



# OUR STRATEGY



To create the best performing, most trusted and respected consumer products company in Africa

Vibrant Beer

Explode Mainstream Spirits

Win in Premium

Shape New Frontiers

Aspirational and Accessible Innovations

Digital Transformation

Route to Consumer

Reputation, Society 2030

Supply Footprint

Efficient Growth / Productivity

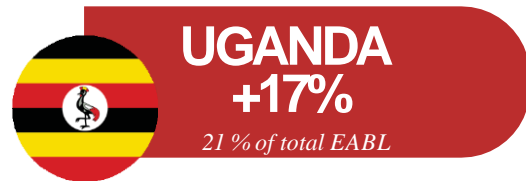
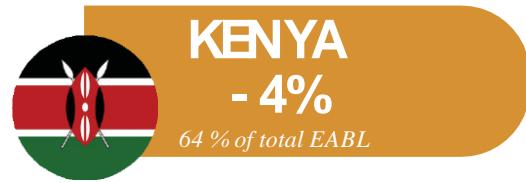
Unlock growth through People and Organisation





# EABL REVENUE FLAT

Revenue % vs LY



# CATEGORY PERFORMANCE

Revenue % vs LY

## Vibrant Beer



-2% vs LY

## Explode Mainstream Spirits



+3% vs LY

## Win in Premium



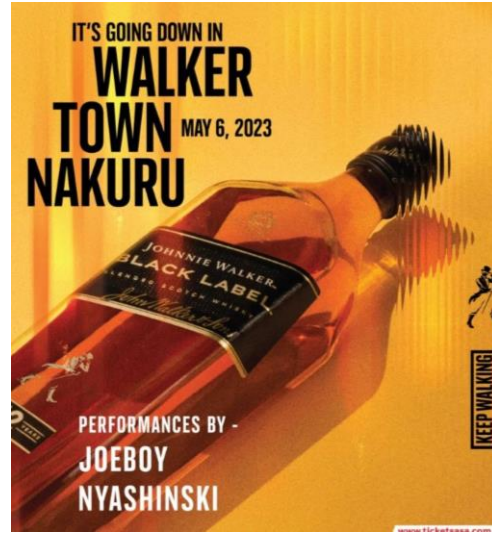
+5% vs LY

## Shaping New Frontiers



-3% vs LY

# EXCELLENCE IN BRAND BUILDING



# EXCITING INNOVATIONS



# EXCELLENT EXECUTION

Off Trade



OnTrade



3<sup>rd</sup> & 4<sup>th</sup> Spaces

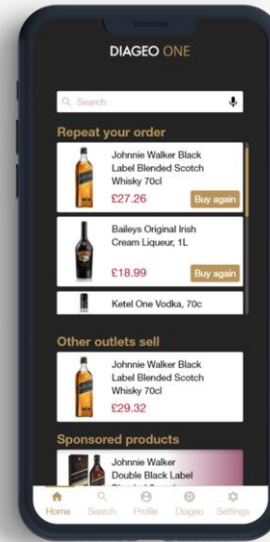


# LEADING THE WAY IN DIGITAL TRANSFORMATION

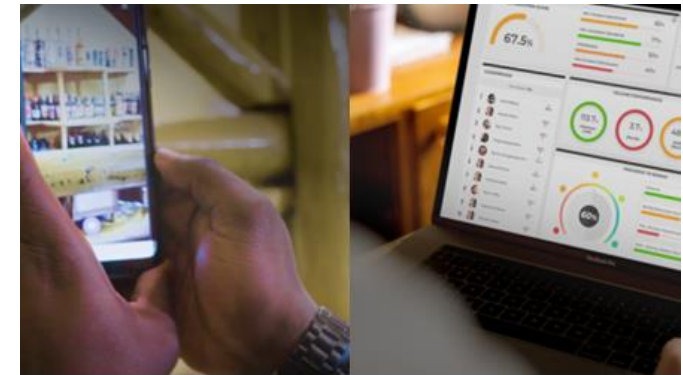
## B2C



## B2B



## Tools for Efficiency

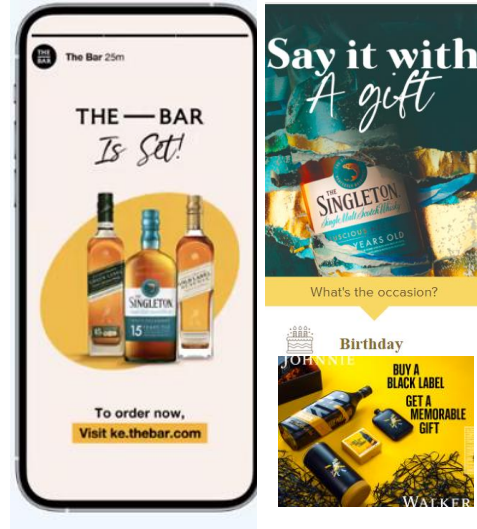


# DIGITAL EXECUTION

## Partner of Choice



## Convenience



## Harness at home hosting



## Last-Mile Solution



# SOCIETY 2030: SPIRIT OF PROGRESS (ESG)



**331K** students reached via SMASH



**55%** Reduction in carbon emission vs LY



**57%** Female beneficiaries in community programs



# MICROBREWERY



# OUR PEOPLE

## Empowerment



## Inclusive Culture



## Engagement



# AWARD-WINNING BRANDS ...



# ... AND ORGANISATION

## HR Awards



## MSK & Fire Awards



## Sustainability Awards





Thank You

Please hold questions to the end



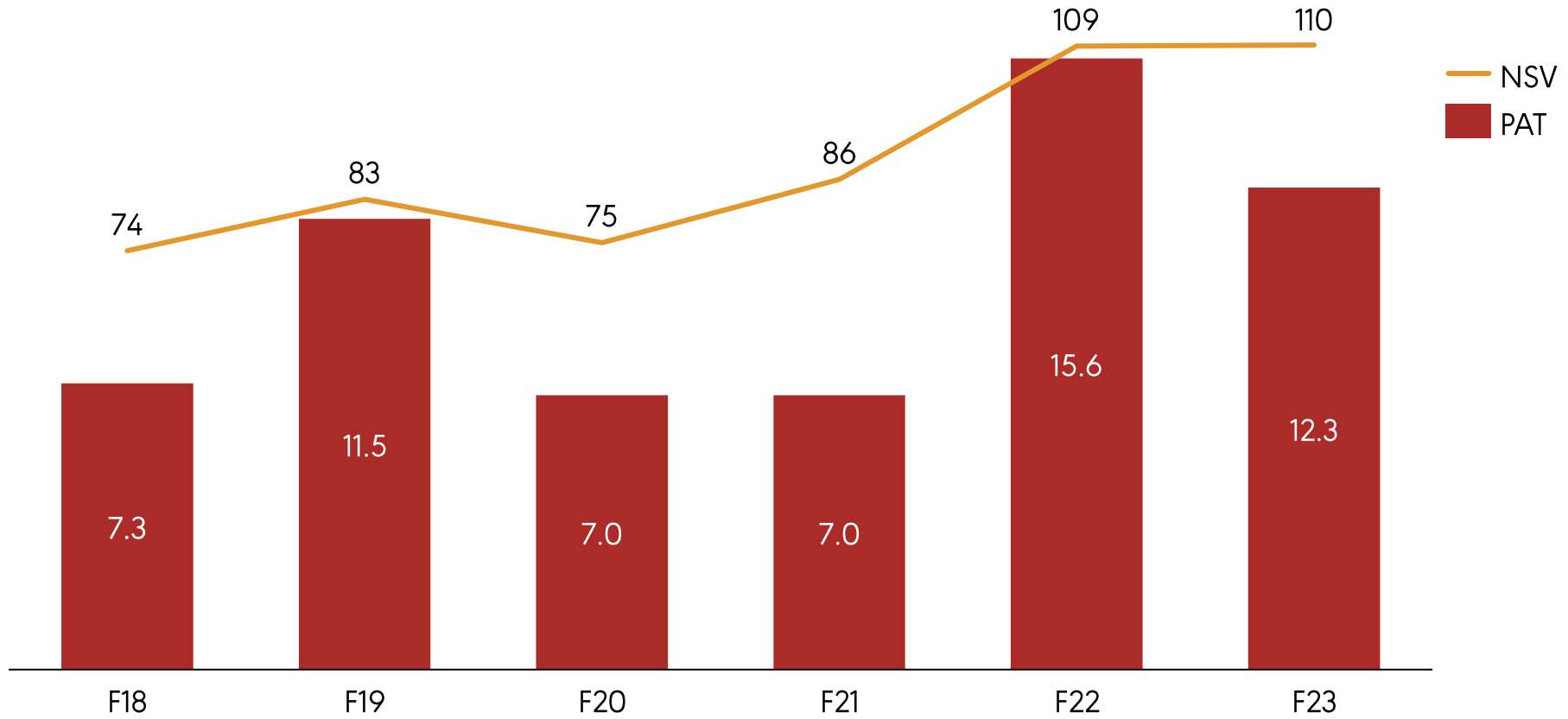
# Financial Review

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# TRACK RECORD OF STRONG PERFORMANCE

Kes bn



## INCOME STATEMENT

Kes bn	F23	F22	vs F22
<b>Net Sales</b>	<b>109.6</b>	<b>109.4</b>	<b>0.2%</b> ▲
Cost of Sales	(62.2)	(56.6)	10.1% ▲
<b>Gross Profit</b>	<b>47.4</b>	<b>52.9</b>	<b>-10.3%</b> ▼
Expenses	(23.2)	(24.6)	-5.7% ▼
<b>EBIT</b>	<b>24.2</b>	<b>28.3</b>	<b>-14.4%</b> ▼
Net Finance Cost	(5.5)	(4.2)	29.5% ▲
<b>Profit Before Tax</b>	<b>18.7</b>	<b>24.0</b>	<b>-22.1%</b> ▼
Income Tax	(6.4)	(8.4)	-24.4% ▼
<b>Profit After Tax</b>	<b>12.3</b>	<b>15.6</b>	<b>-20.9%</b> ▼

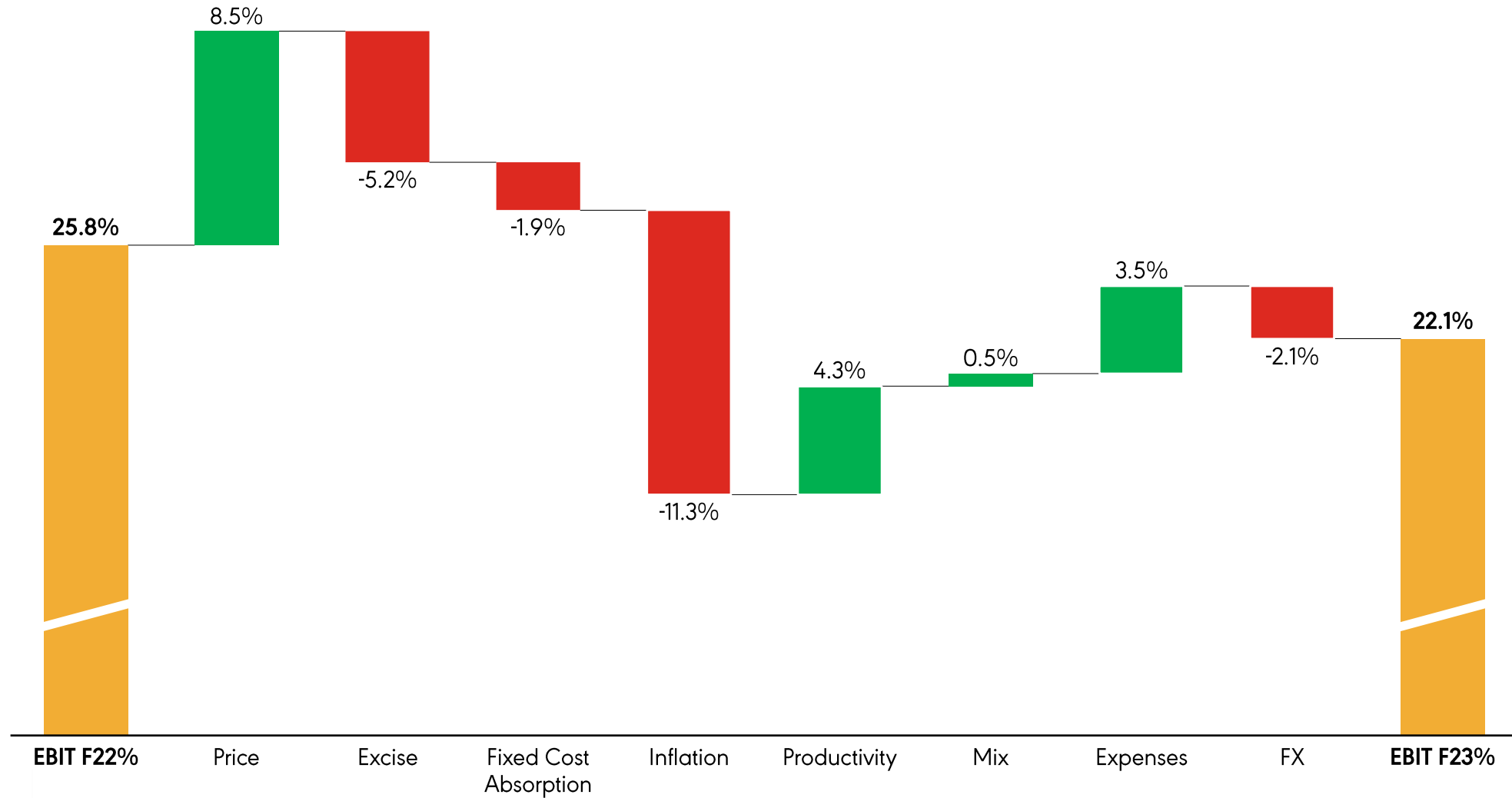
*Attributable to:*

<b>Equity holders</b>	<b>9.8</b>	<b>11.9</b>	<b>-16.9%</b> ▼
<b>NCI</b>	<b>2.5</b>	<b>3.7</b>	<b>-33.7%</b> ▼
Earnings per Share	12.47	15.00	-16.9% ▼

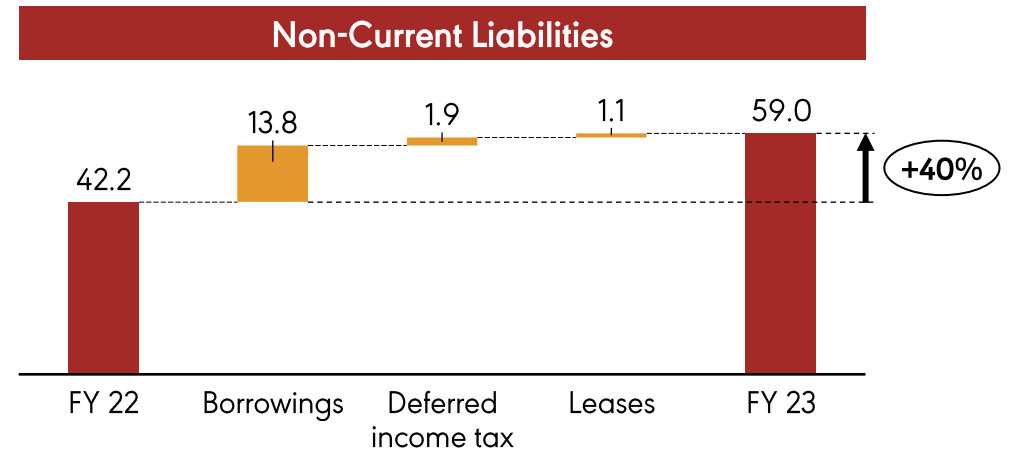
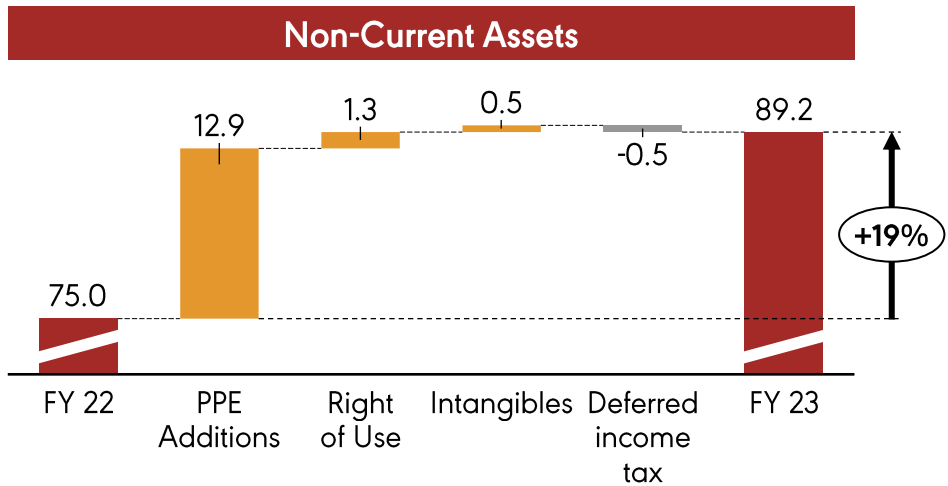
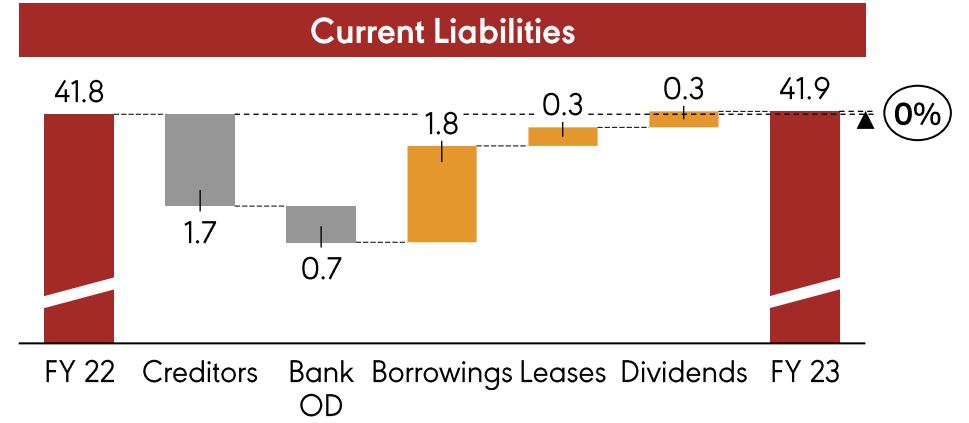
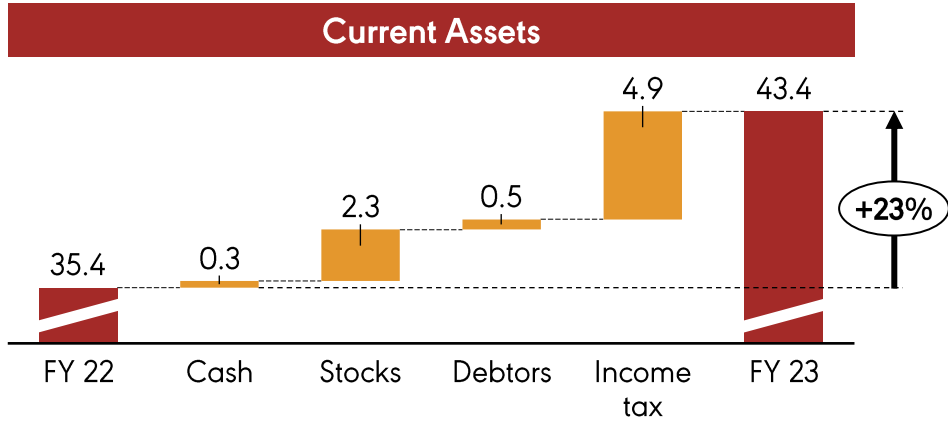




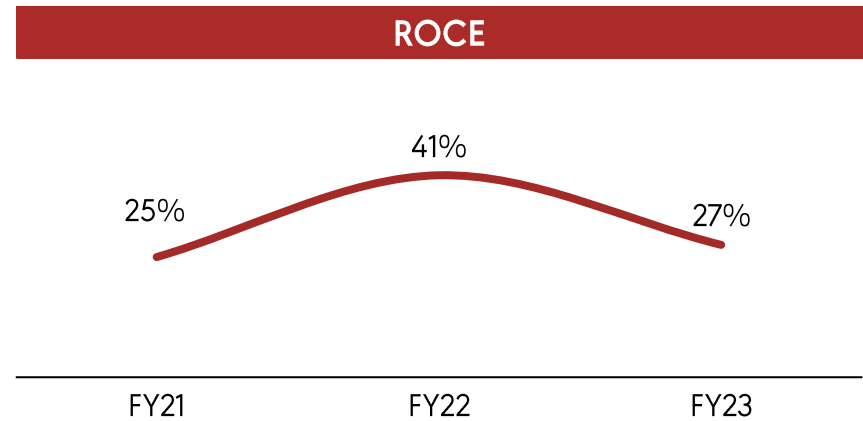
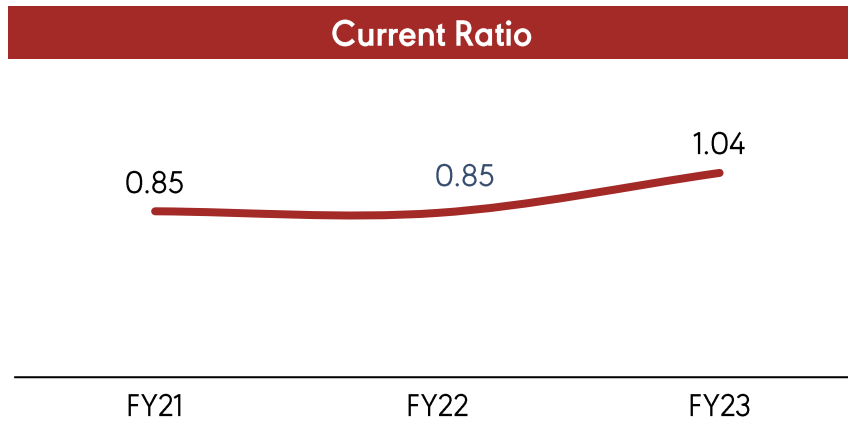
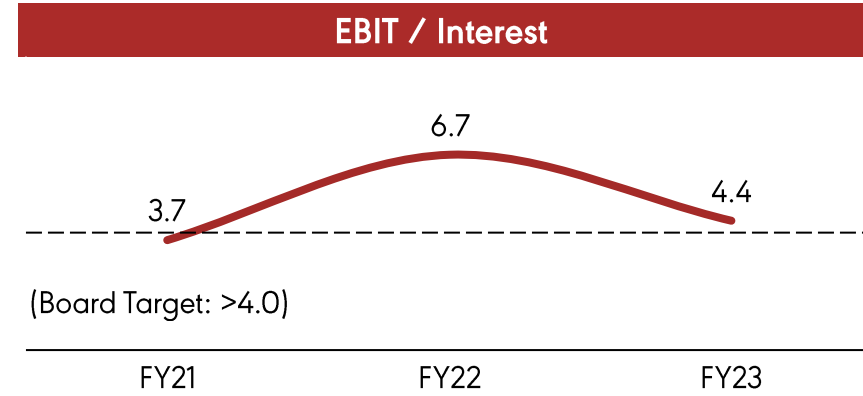
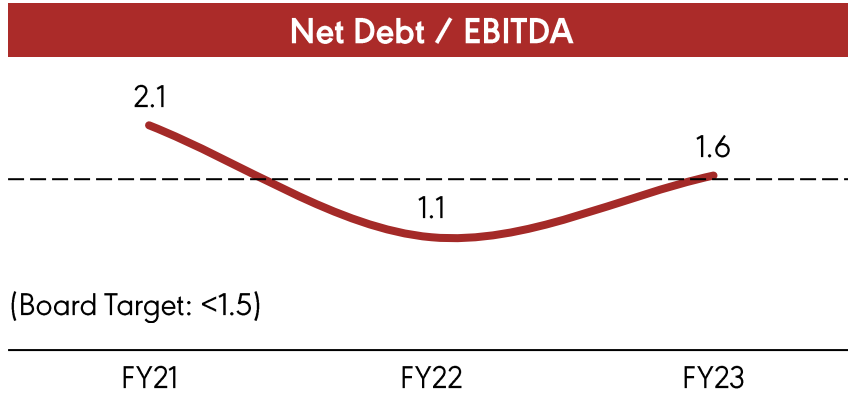
# MARGIN EVOLUTION



# BALANCE SHEET

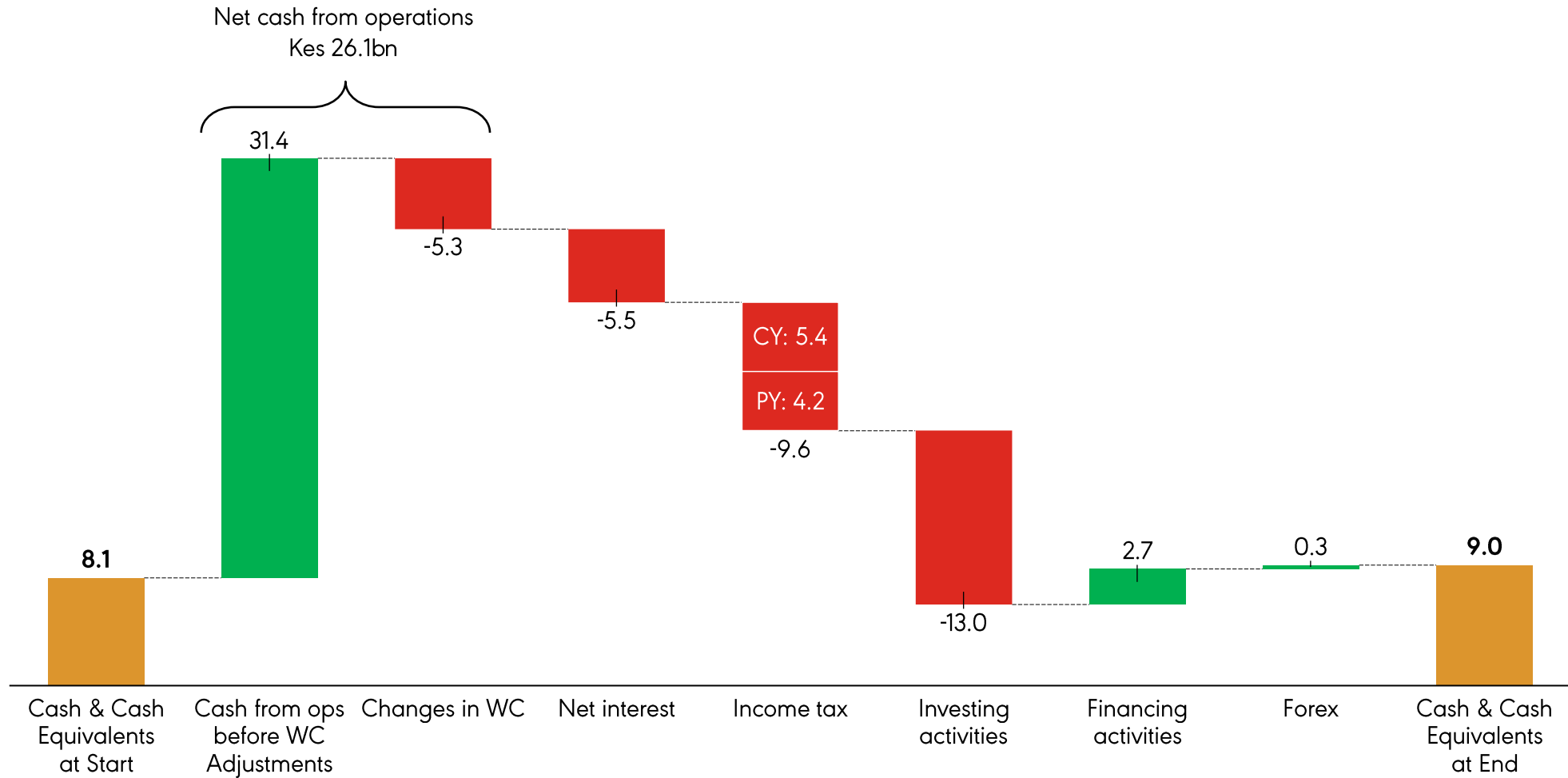


# KEY RATIOS



# CASHFLOW

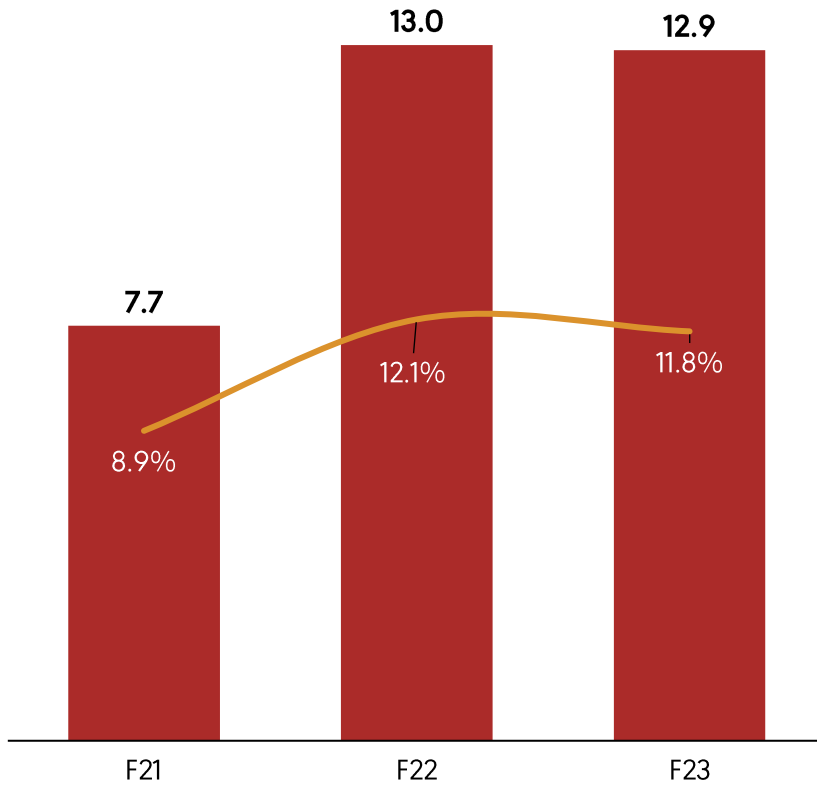
Kes bn



# CAPEX

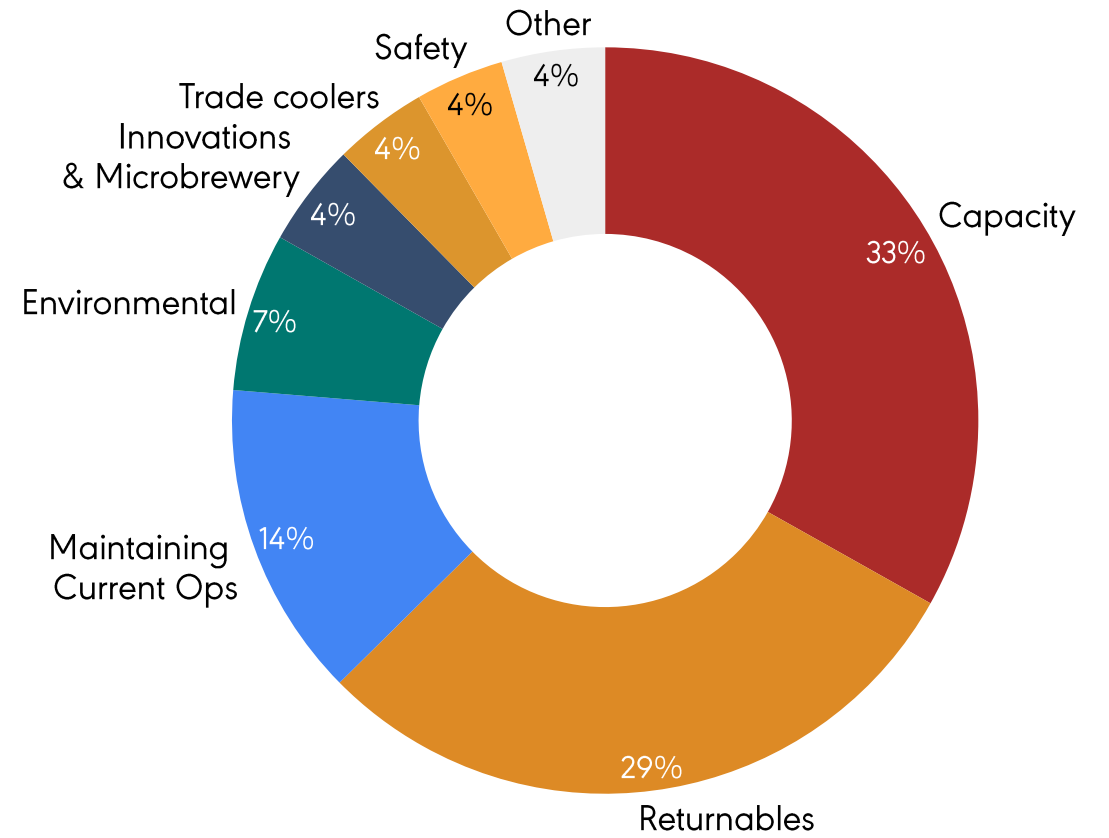
Kes bn

### FY Capex



— Capex % NSV

### Capex by Category FY



# Agenda

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Looking ahead

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Q&A

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## F24 PRIORITIES



1. Stay close to our consumer
2. Invest in our brands
3. Embed everyday efficiency
4. Society 2030
5. Our People



# Q&A Session