



# TANZANIA BREWERIES PUBLIC LIMITED COMPANY PRESS ANNOUNCEMENT

Results for the First Quarter ended 31st March 2024.

## Financial Review



I am pleased to announce the business results for the first quarter ended 31st March 2024.

Revenue for the quarter increased by 9.4% compared to the same period last year. Increase in revenue was driven by category mix; strong performance in the spirits business and brand mix in beer mainly due to strong performance in the core segment compared to the prior year. However, despite the increase in revenue, overall beer performance in the quarter declined due to the negative impact of the excise increase compared to the same period last year.

Operating profit slightly increased by 2% driven by product mix and an improved focus on selling and distribution costs as well as administrative expenses. Finance costs deteriorated in the quarter due to a negative impact from foreign currency exchange rate movements. The operating margin decreased by 1.3% to 17.1% compared to 18.4% in the similar period last year.

Profit after tax for the quarter decreased by 27.6% mainly impacted by the foreign exchange losses due to increase in demand of US dollar in the quarter.

In the quarter a total of TShs 11,068 million was invested in capital expenditure compared to TShs 17,957 million in 2023. Cash generated was utilized in operation activities, including a corporate tax payment of TShs 20,716 million.

We remain focused on the consistent execution of our business plan by investing behind our brands, innovation and digital transformation, and we continue to drive revenue growth despite challenges arising from escalating input costs and depreciation of the exchange rate due to US dollar liquidity.

I would like to thank the Board, Management and employees for their engagement and commitment in delivering the results and most importantly our customers, consumers and partners for their continued support and trust in our brands.

**Michelle Kilpin**  
Managing Director

## Company and Group Profile

TBL Plc is a member of the Anheuser Busch InBev Group of companies that manufacturers, sells and distributes beer, alcoholic fruit beverages and non-alcoholic beverages in Tanzania.

TBL Plc is listed on the DSE and has a controlling interest in Tanzania Distilleries Limited, Darbrew Limited and Kibo Breweries Limited and employs 1,220 employees. It operates breweries in Dar es salaam, Arusha, Mbeya and Mwanza, a distillery and has seven depots across the country.

TBL Plc's popular beer brands include Safari Lager, Kilimanjaro Premium Lager, Castle Lite, Castle Lager, Balimi Extra Lager, Flying Fish, Redd's Premium Cold and Eagle Lager. Other prominent brands associated with the TBL Group are Konyagi, Valeur Brandy, Zanzi Cream Liqueur and Dodoma and Imagi wines.

Unaudited Quarterly Financial Statements have been approved by:

**Michelle Kilpin**  
Managing Director:

**Avito Swai**  
Finance Director:



### STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE QUARTER ENDED 31 MARCH 2024

	Group		Company	
	2024 Jan - Mar	2023 Jan - Mar	2024 Jan - Mar	2023 Jan - Mar
	Tsh's M	Tsh's M	Tsh's M	Tsh's M
Revenue	287,441	262,699	233,076	219,112
Cost of sales	(191,704)	(165,248)	(154,173)	(136,816)
<b>Gross profit</b>	<b>95,737</b>	<b>97,451</b>	<b>78,903</b>	<b>82,296</b>
Selling and distribution costs	(28,017)	(29,018)	(25,790)	(26,044)
Administrative expenses	(17,207)	(20,110)	(16,508)	(19,404)
Other expenses	(1,246)	70	(972)	156
<b>Operating profit</b>	<b>49,267</b>	<b>48,393</b>	<b>35,633</b>	<b>37,004</b>
Finance income	8,688	4,835	8,688	4,818
Finance cost	(19,867)	(4,733)	(20,871)	(4,782)
<b>Profit before Income tax</b>	<b>38,088</b>	<b>48,494</b>	<b>23,469</b>	<b>37,039</b>
Income tax expense	(11,433)	(11,699)	(7,048)	(8,258)
<b>Profit for the period</b>	<b>26,655</b>	<b>36,795</b>	<b>16,401</b>	<b>28,781</b>
<b>Attributable to:</b>				
Non-controlling interests	3,586	2,753	-	-
Equity holders of parent company	23,069	34,043	16,401	28,781
	26,655	36,795	16,401	28,781
Basic earnings per share (TZS)	78	115	-	-
Diluted earning per share (TZS)	78	115	-	-

### STATEMENT OF CASH FLOWS FOR THE QUARTER ENDED 31 MARCH 2024

	Group		Company	
	31 Mar 2024	31 Mar 2023	31 Mar 2024	31 Mar 2023
	Tsh's M	Tsh's M	Tsh's M	Tsh's M
<b>Cash flows from operating activities:</b>				
Cash generated from operations	(36,051)	6,848	(50,067)	7,005
Interest paid	(1,315)	(1,267)	(2,517)	(1,465)
Income tax paid	(20,426)	(21,508)	(11,529)	(17,097)
Net cash inflow from operating activities	(57,792)	(15,927)	(64,113)	(11,557)
<b>Cash flows from investing activities</b>				
Purchase of property, plant and equipment	(11,068)	(17,957)	(11,067)	(17,199)
Interest Received	8,688	4,835	8,688	4,818
Net cash used investing activities	(2,381)	(13,122)	(2,379)	(12,381)
<b>Cash flows from financing activities:</b>				
Dividends paid to company's shareholders	-	-	-	-
Repayments of lease liability	(2,437)	(2,719)	(2,186)	(2,260)
Net cash used from financing activities	(2,437)	(2,719)	(2,186)	(2,260)
Net Increase in cash and cash equivalents	(62,610)	(31,768)	(68,678)	(26,198)
Cash and cash equivalents at the beginning of the quarter	524,919	361,569	517,446	351,350
Cash and cash equivalents at the end of the period	462,309	329,801	448,768	325,152

### STATEMENT OF CHANGES IN EQUITY FOR THE QUARTER ENDED 31 MARCH 2024

	Attributable to owners of the parent							
	Share TZS' M	Capital TZS' M	Share Premium TZS' M	Other reserves TZS' M	Retainer Earnings TZS' M	Total TZS' M	Non-Controlling Interests TZS' M	Total Equity TZS' M
<b>GROUP</b>								
Balance at 1 January 2024		29,506	45,346	66,643	682,906	824,401	53,258	877,659
Profit for the period		-	-	-	23,069	23,069	3,586	26,655
Total comprehensive income		-	-	-	23,069	23,069	3,586	26,655
<b>Balance at 31 March 2024</b>		<b>29,506</b>	<b>45,346</b>	<b>66,643</b>	<b>705,975</b>	<b>847,470</b>	<b>56,844</b>	<b>904,314</b>
<b>COMPANY</b>								
Balance at 1 January 2024		29,506	45,346	66,683	549,368	690,903	-	690,903
Profit for the period		-	-	-	16,401	16,401	-	16,401
Total comprehensive income		-	-	-	16,401	16,401	-	16,401
<b>Balance at 31 March 2024</b>		<b>29,506</b>	<b>45,346</b>	<b>66,683</b>	<b>565,769</b>	<b>707,304</b>		<b>707,304</b>

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