



TANZANIA BREWERIES PUBLIC LIMITED COMPANY

Unaudited results for the year ended 31 December 2022.

Financial Highlights



I am pleased to announce the results for the year ended 31 December 2022. The Group's Revenue increased by 12% with growth in beer and slightly in spirits, with significant contribution coming from the core and core plus segments of the business, especially our recently launched innovations.

Operating profit increased by 21% driven by volume performance and efficiencies in operating costs. Sales and marketing costs decreased by 8% due to business focus on strategic sales and marketing investments. Distribution costs increased by 23.5% driven by volume performance and increase in fuel prices. Decrease in other expenses is driven by the impact of one off expense provision in prior year results.. Operating margin increased by 1% to 19% compared to 18% last year.

The Group profit after tax for the period grew by 14% compared to last year significantly driven by volume performance.

A total of TShs 82,350 million was invested in capital expenditure during the year, 53% more compared to TShs 53,729 million in 2021.

The Group's reported cash generated from operations was TShs 368,299 million, of which TShs 72,551 million was utilized to pay corporate income tax, TShs 82,350 million to pay capital expenditure TShs 82,865 million used in financing activities (including payment of dividend Tshs 72,478 million) and the remaining funds were retained for future activities.

Our growth momentum accelerated by consistent performance in our core and core plus segment of the business and category expansion delivered double-digit top-line growth. Despite the dynamic operating environment, we continued to focus on disciplined cost management and resource allocation and delivered double-digit bottom-line growth.

We continue to execute on our strategy and increase sales and marketing investments in our brands to deliver consistent growth and long-term value creation.

Our people and our culture of ownership remain our greatest competitive advantage; we would like to express our appreciation and admiration for the commitment, dedication and engagement of our Board, management and employees in delivering the results as well as our customers, consumers and all stakeholders for their loyalty and continued trust in our brands as we dream big to create a future we can all celebrate.

Jose D Moran
Managing Director

Company and Group Profile

TBL Plc, manufacturers, sells and distributes clear beer, alcoholic fruit beverages and non-alcoholic beverages in Tanzania. As a major player in the beverage sector, TBL Plc, export its products to niche and neighboring markets under the East Africa common market trading arrangement.

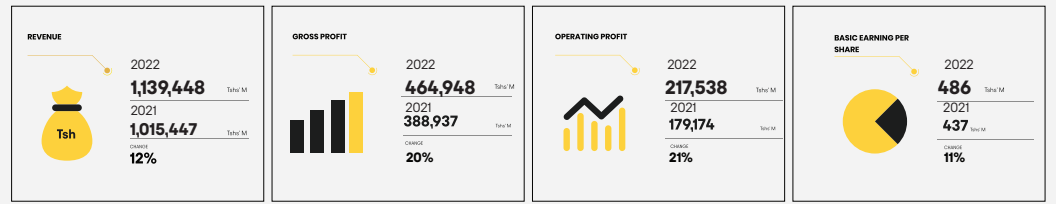
TBL Plc has a controlling interest in Tanzania Distilleries Limited, Darbrew Limited and Kibo Breweries Limited and employs about 1,300 employees. It operates breweries in Dar es salaam, Arusha, Mbeya and Mwanza, a distillery and eight depots across the country.

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

Unaudited financial statements have been approved by:

Jose D. Moran
Managing Director

Avito Swai
Finance Director



STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME YEAR ENDED 31 DECEMBER 2022

	31-Dec-22 TZS'M	31-Dec-21 TZS'M	Change %
Revenue	1,139,448	1,015,447	12%
Cost of Sales	(674,500)	(626,510)	
Gross Profit	464,948	388,937	20%
Selling and distribution costs	(139,633)	(114,309)	
Administrative expenses	(87,358)	(71,516)	
Other Expenses	(20,419)	(23,938)	
Operating Profit	217,538	179,174	21%
Finance Income	12,668	2,847	
Finance Cost	(15,692)	(7,761)	
Profit before income tax	214,514	174,260	
Income tax expense	(61,143)	(39,503)	
Profit for the year	153,371	134,757	14%
Attributable to:			
Non- controlling interests	9,766	5,672	
Owners of the parent	143,605	129,085	
	153,371	134,757	14%
Other comprehensive income: Items that will not be reclassified to profit or loss:			
Gain on the remeasurement of defined benefit plan	(459)	108	
Deferred tax on re-measurement of defined pension plan	138	(32)	
Total comprehensive income	153,050	134,833	
Attributable to:			
Non- controlling interests	9,756	5,674	
Equity holders of company	143,294	129,159	
	153,050	134,833	14%
Basic Earning per share (TZS)	486	437	11%
Diluted earning per share (TZS)	486	437	

STATEMENT OF CASHFLOWS YEAR ENDED 31 DECEMBER 2022

	31-Dec-22 TZS'M	31-Dec-21 TZS'M	Change %
Cash flows from operating activities			
Cash generated from operations	368,299	272,469	
Interest paid	(6,267)	(5,640)	
Income tax paid	(72,551)	(62,844)	
Net cash inflow from operating activities	289,481	203,985	42%
Cash flows from investing activities			
Purchase of property, plant and equipment and intangible as	(82,350)	(53,729)	
Interest received	12,668	2,846	
Net cash used in investing activities	(69,682)	(50,883)	37%
Cash flows from financing activities			
Dividends paid to owners of the parent	(72,478)	(75,596)	
Payment of lease liability	(10,387)	(8,589)	
Net cash utilised in financing activities	(82,865)	(84,185)	-2%
Net increase in cash and cash equivalents	136,934	68,917	99%
Cash and cash equivalents at beginning of the year	224,635	155,925	
Exchange loss on cash and cash equivalent	-	(207)	
Cash and cash equivalents at the end of the period	361,569	224,635	61%

STATEMENT OF CHANGES IN EQUITY YEAR ENDED 31 DECEMBER 2022

	Share Capital TZS' M	Share Premium TZS' M	Other Reserves TZS' M	Retained earnings TZS' M	Total TZS' M	Non-Controlling Interests TZS' M	Total Equity TZS' M
Balance at 1 January 2022:	29,506	45,346	66,643	496,911	638,406	28,823	667,229
Profit for the year	-	-	-	143,605	143,605	9,766	153,371
Other comprehensive income							
Re-measurement of defined benefit plan (net of tax)	-	-	-	(311)	(311)	(10)	(321)
Total comprehensive income	-	-	-	143,294	143,294	9,756	153,050
Transaction with owners	-	-	-	-	-	-	-
Dividends declared	-	-	-	(85,566)	(85,566)	-	(85,566)
At 31 December 2022	29,506	45,346	66,643	554,639	696,134	38,579	734,713

STATEMENT OF FINANCIAL POSITION YEAR ENDED 31 DECEMBER 2022

	31-Dec-22 TZS'M	31-Dec-21 TZS'M	Change %
ASSETS			
Non current assets			
Property, Plant and equipment	438,635	446,337	
Intangible assets	43,835	44,745	
Right of use of assets	9,068	12,051	
Investments	88	88	
Deferred Income tax asset	12,240	11,395	
	503,866	514,616	-2%
Current assets			
Inventories	115,469	122,953	
Trade and other receivables	103,497	129,395	
Restricted bank balance	38,300	38,300	
Bank and cash balances	361,569	224,635	20%
	618,835	515,283	20%
Total Assets	1,122,701	1,029,899	9%
EQUITY			
Capital and reserve attributable to owners of the parent			
Share capital	29,506	29,506	
Share premium	45,346	45,346	
Retained earnings	554,639	496,911	
Other reserves	66,643	66,643	
	696,134	638,406	9%
Non- controlling Interests	38,579	28,823	34%
Total equity	734,713	667,229	10%
LIABILITIES			
Non-current liabilities			
Deferred income tax liability	1,503	15,471	
Lease liability	4,663	8,745	
Defined pension benefits	2,414	1,630	
	8,580	25,846	-67%
Current liabilities			
Provisions	26,405	26,316	
Trade and other payables	335,789	297,131	
Current income tax payable	10,967	7,699	
Lease liability	6,247	5,678	
	379,408	336,824	13%
Total liabilities	387,988	362,670	7%
Total equity and liabilities	1,122,701	1,029,899	9%

To a Future with More Cheers

