



TANZANIA BREWERIES PUBLIC LIMITED COMPANY PRESS ANNOUNCEMENT

Results for the Fourth Quarter ended 31st December 2023.

Financial Review



I am pleased to announce the business results for the fourth quarter ended 31st December 2023.

Revenue rose by a high-single digit in the quarter despite challenges as a result of an unexpected 20% increase in beer excise rates which impacted our business in July last year. Despite the challenging operating environment in Q4 2023, we remained focused on delivering our commercial plan and ensured the consistent execution of our growth strategy which resulted in the continued momentum of our business in the fourth quarter.

Revenue for the quarter increased by 8.5% compared to the same period in the prior year, driven by category mix and commercial decisions implemented by the business. Beer performance in the quarter declined due to the negative impact of the excise increase compared to the same period last year.

Operating profit decreased by 9.4% caused by product mix combined with the 20% hike in excise duty rates. Finance costs increased twofold in the quarter impacted negatively by unfavourable foreign currency exchange rate movements. The operating margin decreased by 3.0% to 14.9% compared to 17.9% in the same period last year.

Profit after tax for the quarter increased by 8.1% largely due to income tax expense as the prior year income tax expense line was impacted by a deferred tax adjustment.

A total of TShs 26,178 million was invested in capital expenditure over the period compared to TShs 34,092 million in 2022. Cash generated from operations was TShs 76,818 million and net of a corporate tax payment of TShs 14,463 million, the remaining funds were retained for future activities.

I would like to thank the Board, Management and employees for their engagement and commitment in delivering these 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, 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, exports its products to neighboring countries.

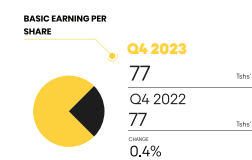
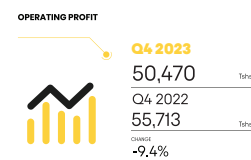
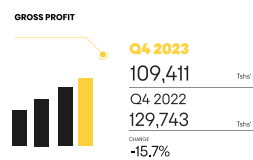
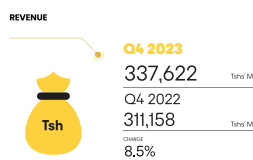
TBL Plc is listed on the DSE and has a controlling interest in Tanzania Distilleries Limited, Darbrew Limited and Kibo Breweries Limited and employs over 1,200 employees. It operates breweries in Dar es salaam, Arusha, Mbeya and Mwanza, a distillery and has eight depots across the country.

TBL Plc's most popular beer brands include Safari Lager, Kilimanjaro Premium Lager, Castle Lite, Castle Lager, Balimi Extra Lager, Flying Fish, Redds Premium Cold and Kilimanjaro Light. Other prominent brands associated with the TBL Group are Grand Malt 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 PERIOD ENDED 31 DECEMBER 2023				
	Group		Company	
	2023 Oct - Dec	2022 Oct - Dec	2023 Oct - Dec	2022 Oct - Dec
	Tsh's M	Tsh's M	Tsh's M	Tsh's M
Revenue	337,622	311,158	272,703	264,884
Cost of sales	(228,211)	(181,415)	(184,533)	(150,032)
Gross profit	109,411	129,743	88,170	114,852
Selling and distribution costs	(20,023)	(37,037)	(17,676)	(35,201)
Administrative expenses	(31,346)	(27,897)	(30,960)	(27,181)
Other income expenses	(7,572)	(9,096)	(7,404)	(7,375)
Operating profit	50,470	55,713	32,130	45,095
Finance income	11,767	4,786	11,767	4,786
Finance cost	(20,795)	(7,052)	(21,671)	(6,017)
Profit before income tax	41,442	53,446	22,226	43,862
Income tax expense	(13,866)	(27,927)	(7,832)	(25,065)
Profit for the period	27,576	25,519	14,394	18,797
Attributable to:				
Non-controlling interests	4,348	2,397		
Equity holders of company	23,228	23,123	14,394	18,797
	27,576	25,519	14,394	18,797
Other comprehensive income:				
Items that may be reclassified to profit or loss				
Loss on re-measurement of defined benefit plan	(734)	(459)	(769)	(421)
Deferred tax on remeasurement	221	138	231	126
Total comprehensive income	27,063	25,198	13,856	18,503
Non-controlling interests	4,357	2,397		
Equity holders of parent company	22,706	22,801	13,856	18,503
	27,063	25,198	13,856	18,503
Basic earnings per share (Tshs)	77	77		
Diluted earning per share (Tshs)	77	77		

STATEMENT OF CASH FLOWS FOR THE PERIOD ENDED 31 DECEMBER 2023				
	Group		Company	
	2023 Oct - Dec	2022 Oct - Dec	2023 Oct - Dec	2022 Oct - Dec
	Tsh's M	Tsh's M	Tsh's M	Tsh's M
Cash flows from operating activities:				
Cash generated from operations	76,818	122,102	72,471	113,603
Interest paid	(4,263)	(2,205)	(4,862)	(1,977)
Income tax paid	(14,463)	(18,207)	(9,855)	(15,666)
Net cash inflow from operating activities	58,092	101,689	57,754	95,960
Cash flows from investing activities				
Purchase of property, plant and equipment	(26,178)	(34,092)	(25,381)	(32,414)
Interest Received	11,767	4,786	11,766	4,786
Net cash used investing activities	(14,411)	(29,305)	(13,615)	(27,629)
Cash flows from financing activities:				
Dividends paid to company's shareholders	(759)	(72,478)	(759)	(72,478)
Repayments of lease liability	(2,985)	(2,165)	(2,634)	(1,840)
Net cash used from financing activities	(3,744)	(74,643)	(3,393)	(74,318)
Net Increase / (Decrease) in cash and cash equivalents	39,937	(2,259)	40,747	(5,986)
Cash and cash equivalents at beginning of the quarter	484,982	363,449	476,699	356,961
Cash and cash equivalents at the end of the period	524,919	361,190	517,446	350,975

STATEMENT OF CHANGES IN EQUITY FOR THE PERIOD ENDED 31 DECEMBER 2023 Attributable to owners of the parent							
	Share 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
GROUP							
Balance at 1 September 2023:	29,506	45,346	66,643	666,817	808,312	48,373	856,685
Profit for the period	-	-	-	23,228	23,288	4,348	27,576
Other comprehensive income							
Re-measurement of defined Benefit net tax	-	-	-	(522)	(522)	9	(513)
Total comprehensive income	-	-	-	22,706	22,706	4,357	27,063
Balance at 31 December 2023	29,506	45,346	66,643	689,523	831,018	52,730	883,748
COMPANY							
Balance at 1 September 2023	29,506	45,346	66,683	543,866	685,401		
Profit for the period				14,394	14,394		
Other comprehensive income							
Re-measurement of defined Benefit net tax	-	-	-	(538)	(538)		
Total comprehensive income	-	-	-	13,856	13,856		
Balance at 31 December 2023	29,506	45,346	66,643	557,722	699,257		

STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2023				
	Group		Company	
	31- Dec 2023	30- Sept 2023	31- Dec 2023	30- Sept 2023
	Tsh's M	Tsh's M	Tsh's M	Tsh's M
ASSETS				
Non-current assets				
Property, plant and equipment	482,162	437,835	450,387	408,805
Intangible assets	42,696	40,792	3,212	1,069
Right-of use of assets	12,304	9,288	11,274	8,314
Investments	88	88	45,108	45,108
Deferred income tax asset	11,554	11,472	-	-
	548,804	499,475	509,981	463,296
Current assets				
Inventories	112,271	117,005	95,790	99,623
Trade and other receivables	98,934	116,081	94,726	109,864
Current income tax receivable	5,969	5,710	5,722	3,822
Restricted bank balance	38,300	38,300	38,300	38,300
Bank and cash balances	524,919	484,982	517,446	476,699
	780,393	762,078	751,984	728,308
Total assets	1,329,197	1,261,553	1,261,965	1,191,604
EQUITY				
Capital and reserves attributable to the company				
Share capital	29,506	29,506	29,506	29,506
Share premium	45,346	45,346	45,346	45,346
Retained earnings	689,523	666,817	557,722	543,866
Other reserves	66,643	66,643	66,683	66,683
	831,018	808,312	699,257	685,401
Non-controlling Interests	52,730	48,373		
Total equity	883,748	856,685	699,257	685,401
LIABILITIES				
Non-current liabilities				
Deferred income tax liability	14,044	14,166	15,794	15,915
Lease liability - LT	5,342	4,796	4,928	4,264
Defined pension benefits	3,519	2,259	3,398	2,040
	22,905	21,221	24,120	22,219
Current liabilities				
Provisions	25,565	26,213	5,911	6,559
Trade and other payables	388,967	351,860	525,575	472,655
Lease liability - CL	8,012	5,574	7,102	4,770
	422,544	383,647	538,588	483,984
Total Liabilities	445,449	404,868	562,708	506,203
Total Equity and Liabilities	1,329,197	1,261,553	1,261,965	1,191,604

