

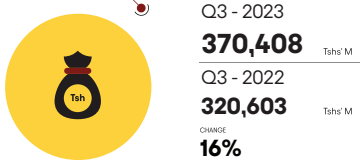


TANZANIA BREWERIES PUBLIC LIMITED COMPANY

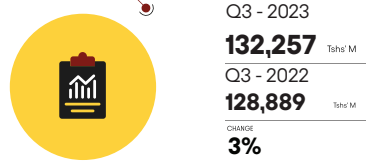
RESULTS FOR THE THIRD QUARTER ENDED 30th SEPTEMBER 2023.



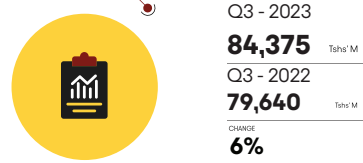
REVENUE



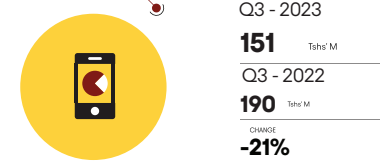
GROSS PROFIT



OPERATING PROFIT



BASIC EARNING PER SHARE



I am pleased to announce the business results for the third quarter ended 30 September 2023.

We continue to make progress and despite the challenges arising from escalating costs and an unexpected 20% increase in beer excise rates that came our way in the third quarter, we remain on track with our growth strategy.

Revenue for the quarter increased by 15.5% compared to the third quarter of the prior year, with growth in both beer and spirit categories driven by price despite a slowdown in volumes after the unexpected excise rate hike.

Operating profit increased by 6% driven by category mix despite continuous pressures on operating cost and the increase in excise duty rates by 20% in Q3. Finance costs increased twofold in the quarter impacted negatively by foreign currency exchange rate movements. The operating margin decreased by 2.1% to 22.8% compared to 24.8% in the similar period last year.

Profit after tax for the quarter decreased by 18% driven by income tax expense impacted by a prior year deferred tax adjustment.

A total of TShs 22,131 million was invested in capital expenditure over the period compared to TShs 25,556 million in 2022 with a focus on capacity improvement to support the volume growth. Cash generated from operations was TShs 126,836 million, net of a corporate tax payment of TShs 13,934 million and, after the above highlighted capital expenditure utilization, the remaining funds were largely retained for future activities.

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.

Jose D. Moran
Managing Director

UNAUDITED QUARTERLY FINANCIAL STATEMENTS

Group and Company Statement of Cashflows

For the Period Ended 30 September 2023

	GROUP		COMPANY	
	2023 July-Sept TZS'M	2022 July-Sept TZS'M	2023 July-Sept TZS'M	2022 July-Sept TZS'M
Cash flows from operating activities				
Cash generated from operations	126,836	119,391	121,254	122,831
Interest paid	(2,058)	(1,242)	(3,443)	(2,477)
Income tax paid	(13,934)	(18,680)	(11,596)	(16,171)
Net cash inflow from operating activities	110,844	99,469	106,215	104,183
Cash flows from investing activities				
Purchase of property, plant and equipment	(22,131)	(25,556)	(21,780)	(24,882)
Interest received	9,041	4,040	9,041	4,040
Net cash used in investing activities	(13,090)	(21,516)	(12,739)	(20,842)
Cash flows from financing activities :				
Repayments of lease liability	(2,606)	(3,731)	(2,313)	(2,503)
Net cash used from financing activities	(2,606)	(3,731)	(2,313)	(2,503)
Net increase in cash and cash equivalents	95,148	74,224	91,164	80,838
Cash and cash equivalents at the beginning of the quarter	389,833	289,225	385,534	276,123
Cash and cash equivalents at the end of the period	484,981	363,449	476,698	356,961

Unaudited quarterly financial statements have been approved by:

Jose D Moran
Managing Director

Avito Swai
Finance Director

UNAUDITED QUARTERLY FINANCIAL STATEMENTS

Group and Company Statements of Profit or Loss and Other Comprehensive Income

For the Period Ended 30 September 2023

	GROUP		COMPANY	
	2023 July-Sept TZS'M	2022 July-Sept TZS'M	2023 July-Sept TZS'M	2022 July-Sept TZS'M
Revenue	370,408	320,603	308,190	273,656
Cost of Sales	(238,151)	(191,714)	(193,861)	(159,782)
Gross Profit	132,257	128,889	114,329	113,874
Selling and distribution costs	(27,915)	(31,271)	(25,307)	(29,604)
Administrative expenses	(20,623)	(17,981)	(19,911)	(17,393)
Other income	656	3	657	80
Operating Profit	84,375	79,640	69,768	66,957
Finance Income	9,041	4,040	9,041	4,040
Finance Cost	(7,582)	(3,759)	(8,245)	(3,801)
Profit before income tax	85,834	79,921	70,564	67,196
Income tax expense	(37,459)	(20,762)	(32,856)	(17,949)
Profit for the period	48,375	59,159	37,708	49,247
Attributable to:				
Non- controlling interests	3,819	3,096	-	-
Equity holders of company	44,556	56,063	-	-
Total comprehensive Income	48,375	49,159	37,708	49,247
Basic Earning per share (TZS)	151	190	-	-

UNAUDITED QUARTERLY FINANCIAL STATEMENTS

Group and Company Statement of Financial Position

As at 30 September 2023

	GROUP		COMPANY	
	2023 30-Sep TZS'M	2023 31-Jun TZS'M	2023 30-Sep TZS'M	2023 31-Jun TZS'M
ASSETS				
Non current assets				
Property, Plant and Equipment	437,835	437,025	408,805	407,498
Intangible assets	40,792	41,041	1,069	1,297
Right of use assets	9,288	10,238	8,314	8,098
Investments	88	88	45,108	45,108
Deferred Income tax asset	11,472	11,639	-	-
	499,475	500,031	463,296	461,992
Current assets				
Inventories	117,005	129,996	99,623	103,197
Trade and other receivables	116,081	105,779	109,864	100,145
Current income tax receivable	5,710	17,502	3,822	13,514
Restricted bank balance	38,300	38,300	38,300	38,300
Bank and cash balances	484,982	389,833	476,699	385,534
	762,078	681,410	728,308	640,690
Total Assets	1,261,553	1,181,440	1,191,604	1,102,682
EQUITY				
Capital and reserve 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	666,817	622,261	543,866	506,158
Other reserves	66,643	66,643	66,643	66,643
	808,312	763,756	685,401	647,693
Non- controlling Interests	48,373	44,554	-	-
Total equity	856,685	808,310	685,401	647,693
LIABILITIES				
Non-current liabilities				
Deferred income tax liability	14,166	2,599	15,915	4,348
Lease liability - LT	4,796	3,666	4,264	3,058
Defined pension benefits	2,259	2,439	2,040	2,222
	21,221	8,704	22,219	9,628
Current liabilities				
Provisions	26,213	26,213	6,559	6,559
Trade and other payables	351,860	330,296	472,655	432,742
Lease liability - CL	5,574	7,917	4,770	6,060
	383,647	364,426	483,984	445,361
Total liabilities	404,868	373,130	506,203	454,989
Total equity and liabilities	1,261,553	1,181,440	1,191,604	1,102,682



UNAUDITED QUARTERLY FINANCIAL STATEMENTS

Group and Company Statement of Changes in Equity

For Period Ended 30 September 2023

	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
GROUP							
Balance at 1 July 2023	29,506	45,346	66,643	622,261	763,756	44,554	808,310
Profit for the period	-	-	-	44,556	44,556	3,819	48,375
Total comprehensive income	-	-	-	44,556	44,556	3,819	48,375
Balance at 30 September 2023	29,506	45,346	66,643	666,817	808,312	48,373	856,685
COMPANY							
Balance at 1 July 2023	29,506	45,346	66,683	506,158	647,693	-	647,693
Profit for the period	-	-	-	37,708	37,708	-	37,708
Total comprehensive income	-	-	-	37,708	37,708	-	37,708
Balance at 30 September 2023	29,506	45,346	66,683	543,866	685,401	-	685,401