



Tilaknagar Industries Ltd. announces Q2 & H1 FY25 results

Turns net debt free

Records highest ever Q2 EBITDA

EBITDA margin at 17.6%; margin expansion of 422 basis points YoY

<u>Q2 FY25 summary</u>	<u>H1 FY25 summary</u>
Revenue at Rs. 374.9 Cr; 5.8% growth	Revenue at Rs. 687.9 Cr; 4.5% growth
EBITDA at Rs. 66.0 Cr; 39.1% growth	EBITDA at Rs. 116.1 Cr; 35.3% growth
PAT* at Rs. 58.2 Cr; 82.4% growth	PAT* at Rs. 98.3 Cr; 70.5% growth

* Profit after tax excluding exceptional items

Mumbai, November 4, 2024: Tilaknagar Industries Limited (TI), the maker of Mansion House Brandy, India's largest and world's second largest selling brandy, has announced its financial results for the quarter ended September 30, 2024.

Consolidated: Q2 FY25 performance overview compared with Q2 FY24

- Net revenue from operations grew 5.8% to Rs. 374.9 crore v/s Rs. 354.4 crore; slowdown in growth was driven by the transition to a new policy in our key state
- EBITDA improved by 39.1% to Rs. 66.0 crore v/s Rs. 47.4 crore; adjusted for the subsidy income, EBITDA for Q2 FY25 stands at Rs. 55.6 crore
 - o EBITDA margin improved by 422 basis points, standing at 17.6% as against 13.4%
- PAT excl. exceptional items increased by 82.4% to Rs. 58.2 crore from Rs. 31.9 crore
- Reported EPS (Diluted) stood at Rs. 2.99 per share
- Volumes grew 3.1% to 2.94 mn cases, while NSR expanded 0.2% to Rs. 1,274 per case

Consolidated: H1 FY25 performance overview compared with H1 FY24

- Net revenue from operations grew 4.5% to Rs. 687.9 crore v/s Rs. 658.5 crore
- EBITDA improved by 35.3% to Rs. 116.1 crore v/s Rs. 85.8 crore; adjusted for the subsidy income, EBITDA for H1 FY25 stands at Rs. 100.2 crore
 - o EBITDA margin improved by 385 basis points, standing at 16.9% as against 13.0%
- PAT excl. exceptional items increased by 70.5% to Rs. 98.3 crore from Rs. 57.7 crore
- Reported EPS (Diluted) stood at Rs. 5.05 per share
- Volumes grew 2.0% to 5.47 mn cases, while NSR expanded 0.2% to Rs. 1,264 per case

Commenting on the performance, Mr. Amit Dahanukar, Chairman & Managing Director, said

"I am happy to share that we have turned net debt free as of September 2024. From a peak debt of more than Rs. 1,100 crore in March 2019, to achieving net debt free status, we have come a long way. This transformation was achieved through a combination of financial prudence and achieving industry-beating profitable growth.

From a Q2 business perspective, we have delivered our highest ever EBITDA at Rs. 66 crore. Our margins expanded on the back of superior brand mix as well as cost optimization initiatives. All this despite subdued volume growth on account of transitioning of RTM in our key state of Andhra Pradesh ("AP") in Q2.

With retail going private in AP from mid-October onwards, we expect to continue with our industry-beating growth trajectory; achieved through a combination of doubling down on our market share gains from our brandy portfolio as well as new product launches across categories.

The worst of the inflationary cycle seems behind us, and we expect to grow on our profitability despite increasing investments in A&SP, providing meaningful 'Share of Voice' to brandy as a category."

Other Developments

- Net debt free as of September 2024, with net cash Rs. 25 crore
 - Launch of Mansion House Whisky in Assam in the Semi-Premium segment
 - Follow-up investment in Spaceman Spirits Lab Pvt. Ltd., the makers of 'Samsara Gin' and 'Sitara Rum'
 - Investment in Round the Cocktails Pvt. Ltd., the makers of 'Bartisans', a 'Ready to Pour' cocktail mixers brand, made with all-natural ingredients
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About Tilaknagar Industries

Tilaknagar Industries is among India's top alcoholic beverage industry, with a diverse array of brands across various categories such as brandy, flandy, whisky, gin and rum. With a strong foothold primarily in South India and CSD stores, Tilaknagar Industries has cemented its position as a leader in the IMFL market.

The Company's portfolio showcases iconic brands like Mansion House and Courier Napoleon, both of which have garnered immense popularity. Notable offerings include Mansion House Brandy, Mansion House Chambers, Courier Napoleon Brandy Green, Flandy (flavoured brandy range), Mansion House Whisky, Blue Lagoon Gin, Madiraa XXX Rum, and Courier Napoleon Brandy Gold.

The Company has an extensive manufacturing network across 12 states, encompassing 4 owned units and 15 contract manufacturing units. As of March 31, 2024, Tilaknagar Industries achieved sales volumes of 11.2 million cases.

For more information about us, please visit www.tilind.com or contact:

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