

Dated: 08.11.2024

To,

BSE Limited
25Th Floor, Pheroze Jeejebhoy Towers
Dalal Street, Mumbai – 400 001

BSE Scrip Code: 530305

Subject: <u>Investor Presentation on Unaudited Financial Results for the Quarter ended on</u>
<u>Sept 30, 2024</u>

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the Earnings Presentation on the Unaudited Financial Results for the Quarter ended Sept 30, 2024.

We request you to take the above on record.

Thanking you.

Yours faithfully,

For Piccadily Agro Industries Limited

Sd/-

Niraj Kumar Sehgal

Company Secretary & Compliance Officer

M. No. A8019



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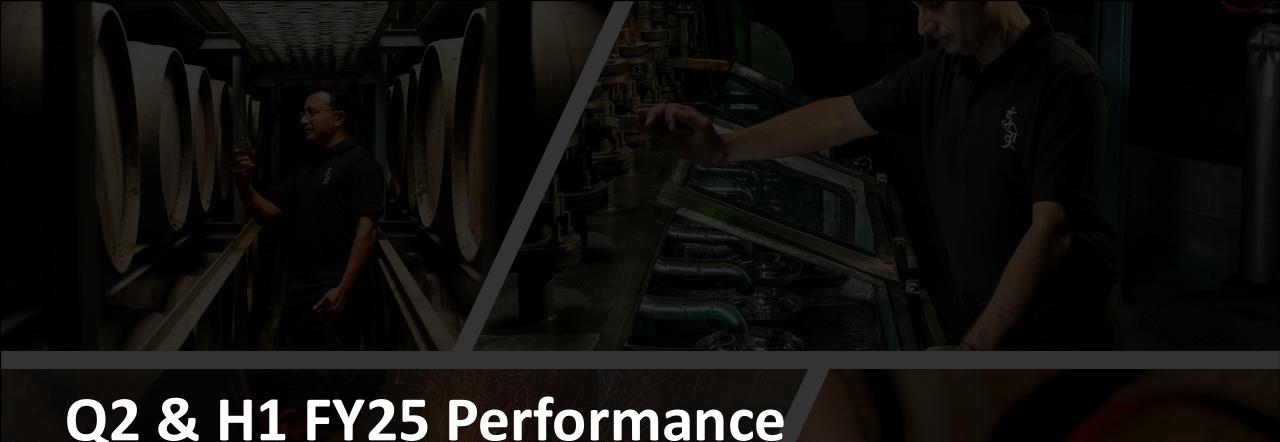


01. Q2 & H1 FY25 Performance

02. Company Overview

03. Our Alco-Bev Brands Portfolio

04. Historical Financials





Q2 & H1 FY25 Key Highlights



Strong Growth in Profitability & Margins Driven by Premium Alco-Bev Brands

Q2FY25 Performance









H1FY25 Performance

₹ 411 Cr
Total Income

17% Y-o-Y Growth







Q2 & H1 FY25 Financial Performance Highlights



Standalone Financials	C	2	Y-o-Y	Q1	Q-o-Q	Half	Year	Y-o-Y
Particulars (Figures in ₹ Cr)	Q2 FY25	Q2 FY24	- Growth (%)	FY25	 Growth (%)	H1FY25	H1FY24	- Growth (%)
Revenue from Distillery Vertical	184.9	105.4	75.3%	119.2	55.0%	304.1	211.1	44.1%
Revenue from Sugar Vertical	15.6	17.3	-9.3%	89.1	-	104.8	140.6	-25.5%
Total Revenue from Operations	200.5	122.7	63.4%	208.4	-3.8%	408.9	351.6	16.3%
Other Income	1.1	0.0	-	0.6	74.2%	1.7	0.1	-
Total Income	201.6	122.7	64.3%	209.0	-3.5%	410.6	351.7	16.7%
EBITDA	43.6	25.0	74.5%	28.6	52.5%	72.2	50.0	44.6%
EBITDA Margin	21.6%	20.4%	126 bps	13.7%	795 bps	17.6%	14.2%	339 bps
Profit/ Loss Before Tax (PBT)	33.0	16.0	106.6%	20.1	64.6%	53.1	31.3	69.7%
PBT Margin	16.4%	13.0%	335 bps	9.6%	678 bps	12.9%	8.9%	404 bps

Income Statement



Standalone Financials	(Q2	Y-o-Y	Q1	Q-o-Q	Half '	Yearly	Y-o-Y
Particulars (Figures in ₹ Cr)	Q2 FY25	Q2 FY24	Growth (%)	FY25	Growth (%)	H1FY25	H1FY24	- Growth (%)
Revenue from Operations	200.5	122.7	63.4%	208.4	-3.8%	408.9	351.6	16.3%
Other Income	1.1	0.0	-	0.6	76.0%	1.7	0.1	
Total Income	201.6	122.7	64.3%	209.0	-3.5%	410.6	351.7	16.7%
Expenses								
Cost of Materials Consumed	43.2	29.0	49.1%	38.4	12.5%	81.7	77.7	5.1%
Changes In Inventories	17.2	10.6	62.8%	72.4	-76.2%	89.6	98.2	-8.7%
Excise Duty On Sale Of Goods	15.6	8.6	82.1%	12.7	23.0%	28.3	18.7	51.3%
Employee Benefits Expense	8.9	6.8	30.4%	8.1	9.1%	17.0	13.7	23.8%
Finance Costs	5.5	4.5	21.2%	4.0	37.3%	9.5	8.3	14.7%
Depreciation And Amortization Expense	5.1	4.5	14.1%	4.6	12.4%	9.7	10.5	-7.6%
Power, Fuel etc.	9.5	8.7	9.4%	6.7	41.7%	16.2	19.6	-17.6%
Other Expenses	63.6	34.1	86.5%	42.0	51.2%	105.6	73.9	43.0%
Total Expenses	168.6	106.7	58.0%	188.9	-10.8%	357.5	320.5	11.5%
Profit /(Loss) Before Exceptional Items & Tax	33.0	16.0	106.5%	20.1	64.6%	53.1	31.3	69.9%
Exceptional Items	-	0.0	-	0.0	-	0.0	0.0	-
Profit /(Loss) Before Tax (PBT)	33.0	16.0	106.6%	20.1	64.6%	53.1	31.3	69.7%
PBT Margin	16.4%	13.0%	339 bps	9.6%	678 bps	12.9%	8.9%	404 bps
Taxes	8.1	4.1	-	5.8	-	13.9	8.0	-
Profit/ (Loss) After Tax (PAT)	24.9	11.9	109.2%	14.3	74.4%	39.2	23.3	68.2%
PAT Margin	12.4%	9.7%	266 bps	6.8%	553 bps	9.6%	6.6%	292 bps

Performance Discussion



Q2 FY25 YoY

- Premium Alco-Bev brands volume grew by 426%
- Indri single malt sales volume grew by 443%
- Resulting in revenue from distillery growing by 75%
- Distillery growth enabled company's EBITDA grew by 75% and PAT grew by 109%
- EPS grew to INR 2.6 by 110%

H1 FY25 YoY

- Distillery revenue grew by 44% while sugar revenue saw a de-growth due to seasonality
- Company level EBITDA grew 45% and PAT 68%
- EPS grew to INR 4.2 by 68%

Other key events in Q2 FY25

- Company raised capital aggregating Rs 262 Crore through preferential allotment
- Funds are being utilized for ongoing expansions

Expanding Horizons & Strengthening Distribution Presence Across India & Global Markets





21 States, UTs & CSD

25 Countries, 7 International and 11 Indian Duty Free

Newly Added State Chhattisgarh Newly Added International Duty Free Fiji

Newly Added Domestic Duty Free
Ahmedabad | Amritsar | Lucknow | Trivandrum

Q2 FY25 Key Developments



New Launches



- THE CITY SERIES -EXCLUSIVELY BOTTLED FOR BENGALURU DUTY FREE

Indri Single Malt Indian Whisky proudly Launched 'The City Series' featuring an exclusive Single Cask expression crafted for city specific travel retail. The debut edition of the city series was exclusively bottled for the Bengaluru Duty Free.



Diwali Collector's Edition 2024

PEATED PX-SHERRY CASK

Indri Single Malt Indian Whisky Launched it's Diwali Collector's Edition 2024. This Edition has achieved global recognition, building on the success of its last year's predecessor. This latest triumph reinforces Indri's position as a world-class whisky maker and highlights the rising status of Indian single malts.

Q2 FY25 Key Developments



Awards & Recognitions

- Indri Diwali Collector's Edition 2024 won a Gold at the Whiskies of the World 2024.
- Indri Diwali Collector's Edition 2024 was the Category Winner Best Indian Whisky at the International Whisky Competition 2024.
- Indri Diwali Collector's Edition 2023 won the Best Limited Edition at the World Whiskies Awards 2024.
- Indri Diwali Collector's Edition 2024 won a Silver at the New York World Spirits Competition 2024.
- Indri's Founder's Reserve 11 YO wine cask won a Double Gold at the Whiskies of the world 2024.
- Indri's Founder's Reserve 11 YO wine cask won a Gold at the New York World Spirits Competition 2024.
- Indri Dru won the 'Single Malt of the Year' & 'Whisky of the Year' at the USA Spirits Ratings 2024.
- Indri Dru won the **Best Spirit of the Year** by country category at the USA Spirits Ratings 2024.
- Indri Dru won a Gold with 95 points at the USA Spirits Ratings 2024.
- Indri Trini won a Gold with 90 Points at the USA Spirits Ratings 2024.
- Camikara 8 YO Pure cane juice Rum won a **Silver** at the USA Spirits Ratings 2024.
- Camikara 3 YO won the Product Debut of the year at Spiritz Achiever's Awards 2024.
- Indri Trini won the Fastest Growing Brand at the Spiritz Achiever's Awards 2024.
- Piccadily Agro Industries Limited won the Company of the year at the Spiritz Achiever's Awards 2024.





Experiential Marketing – Liquid To The Lips!



Curated Experiential Dinners

Tie-up with key influential people to curate exclusive experiential dinners for consumers.











Win At On Trade

Focus on key cities and ensuring availability in relevant outlets and Visibility.







Build Awareness And Consideration

Brand led training and appreciation sessions to sample and create recommendations for all brands.







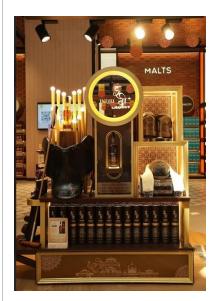


On Trade Marketing



Global Travel Retail

Created impactful & visually stunning display units as part of the visibility drive at select few travel retail airports.



HPP space branding at Bengaluru Duty Free



Island space branding at Mumbai Duty Free



Island space branding at Mumbai Duty Free

Domestic Retail

Placement of impactful display units as part of the visibility drive at multiple retail outlets across India.



Indri HOD display pillars at multiple retail stores

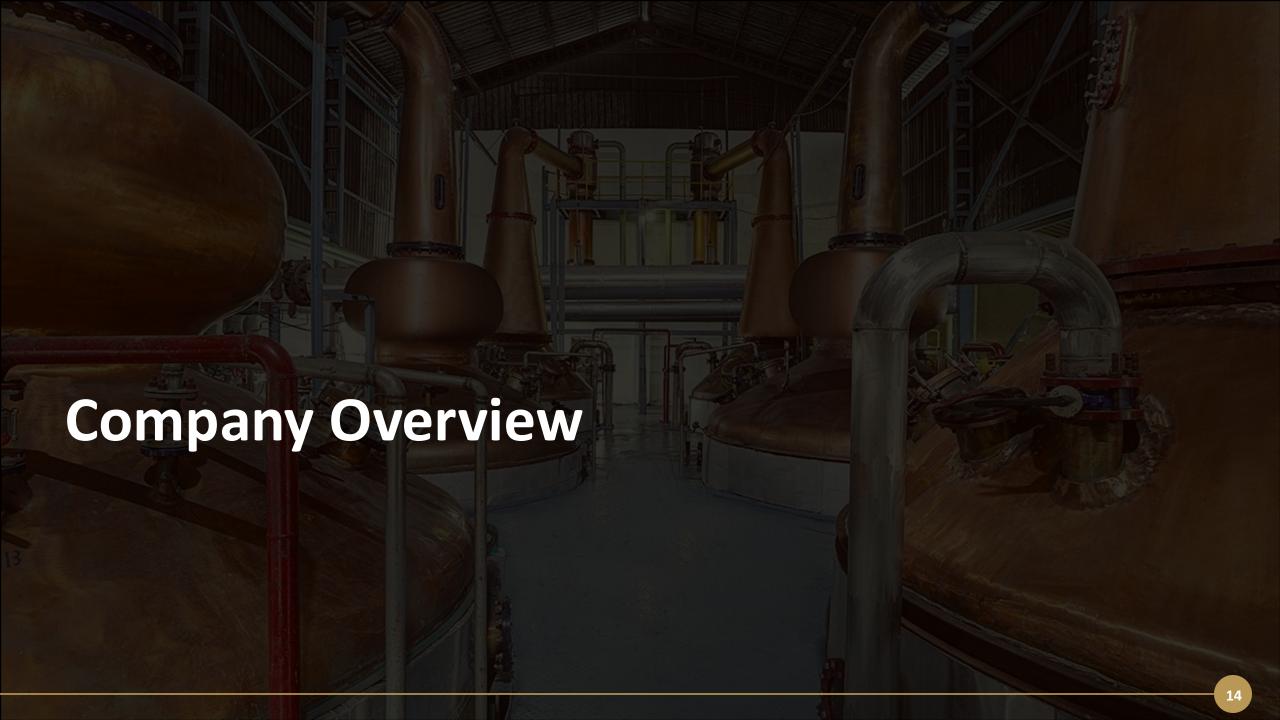


Camikara branding at retail in Kolkata





Indri glorifiers placed at multiple outlets.



Company Snapshot





12 KLPD*
Malt Plant



78 KLPD*
Ethanol/ ENA Plant



5,000 TCDSugar Plant



Indri
Top selling Indian
Single Malt Brand in

India & Globally



25 Countries



10,000+
PAN India Retail
Outlets



₹829 CrFY24 Total Income



₹152 Cr FY24 EBITDA



₹112 Cr FY24 PAT

^{*}Excludes ongoing expansions

From Sugarcane Fields to Iconic Liquor Brands: A Remarkable Journey





Sugar plant was
set up in Indri,
Haryana



Established an advanced state-of-the-art distillery



Commissioned the malt distillery meeting Global standards



Launched whisky segment Whistler & started B2B Malt business





2022Launched Indri Single
Malt Whiskey



Indri accredited globally









2023
Launched Camikara 3 YO rum,
India's 1st cane juice based
sipping rum & Indri Diwali
Collector's Edition 2023

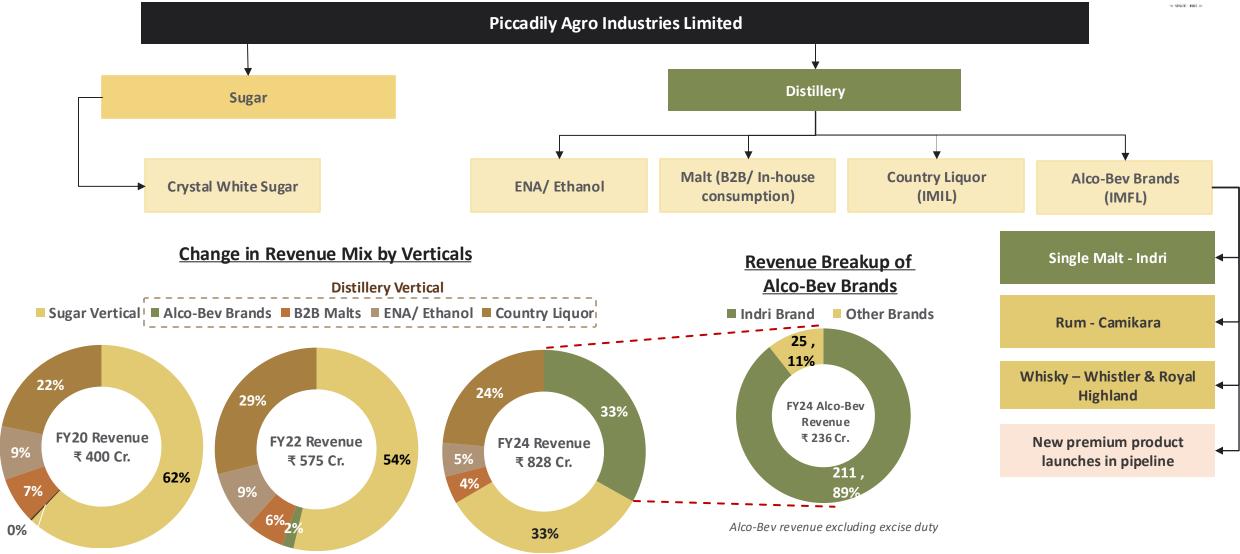


Expansion plans to set-up new distillery in
Chhattisgarh & Scotland

Company pivoted towards premium alco-beverages in 2020, creating a portfolio of premium alco-bev brands across segments

Overview of Business Verticals; Distillery Driving Growth & Margins





Key Business Highlights





Robust & well diversified Product Portfolio: Includes Premium Alco-Bev Brands, Country Liquor (IMIL), Malt, ENA, and Ethanol, crafted to satisfy the preferences of luxury and budget-conscious consumers



Global Acceptance of INDRI: First ever single malt brand in the world to cross sales of 1,00,000+ in FY 23-24 (in less than 24 months from launch), capturing ~35% of exports market share from India in its category with presence in 25 countries



India's largest independent malt warehousing capacity: 45,000+ Barrels with holding capacity of 10+ Mn liters of spirit, having malt of different aging establishing a commanding presence in malt category



Strong financial performance in FY 23-24: 30% revenue growth and ~144% EBITDA increase in FY 23-24 vs. FY 23-22, with a 30% ROCE, ~15% ROA, and low leverage of 1.1x debt to EBITDA and 0.5x debt to equity



Favorable macro-economic factors: Positioned to capitalize on growing demand in alcoholic beverage sector driven by macroeconomic trends, with a strategic focus on aligning with the industry-wide shift towards premiumization

A fully integrated player; right from distilling capabilities to a strongly established global brand, in growing alco-bev industry



Our Branded Alco-Bev Portfolio









Single Malt Whisky Aged Rum Whisky









Diverse Portfolio of Alco-Bev Brands Redefined Across Price Segments





More products being worked upon in premium spirits, pricing decided basis maturity and market fit



Single Malt Whisky





INDRI Single Malt Whisky

The Spirit Of Five Senses

A remarkable single malt made from the indigenous non-hybrid, non-GMO, six-row barley grown for hundreds of years in Rajasthan. The Inaugural award-winning expression (Indri–Trini) is India's first triple cask single malt matured in ex-bourbon, ex-french wine, and PX sherry casks, carefully curated by the master craftsmen at the distillery to bring out the individual character of each wood.

Indri In Sankrit refers to The Five Senses or Indriya

SMELL • TASTE • TOUCH • SIGHT • SOUND

INDRI is also the name of a quaint village in the state of Haryana, India, where our distillery is located. It is situated in the catchment area of River Yamuna, nestled in the foothills of the mighty Himalayas.





INDRI Cask Strength Expression



DRU is a cask strength expression from the house of INDRI, bottled at 57.2% ABV. The Ex-Bourbon barrels for DRU are handpicked by our master blender to offer an experience that will awaken your senses.

DRU in Sanskrit means wood, tree or a vessel made of wood. In ancient Indian mythology, Dru was a vessel in which 'soma' (a drink) was collected and offered to the Gods.

















INDRI - THE CITY SERIES -

Indri Single Malt Indian Whisky introduces 'The City Series' with a debut Single Cask expression exclusively bottled for the Bengaluru Duty Free.

This unique release embodies the essence of Bengaluru through its rich, aromatic profile. Crafted with intricate detailing, it pays homage to the city's vibrant spirit by incorporating iconic landmarks seamlessly into its design. Each sip unveils layers of flavor, echoing the city's dynamic blend of tradition and modernity. Indri's dedication to quality and craftsmanship shines through in this expression.

- THE CITY SERIES -EXCLUSIVELY BOTTLED FOR BENGALURU DUTY FREE







INDRI Diwali Collector's Edition 2024

PEATED PX-SHERRY CASK

INDRI Diwali collector's edition 2024 is a limited-edition release, bottled at 50% ABV.

This unique expression is made from Peated Indian Six-row barley, distilled in traditional copper pot stills crafted in India, carefully matured in PX Sherry Cask for a significantly long time amidst the sub-tropical climate of Northern India. It entices you with a whiff of smoke and awakens your senses to a myriad of flavours like candied dried fruits, toasted nuts, subtle spices, oak, bittersweet chocolate and an array of undiscovered delights.

It has been awarded the Gold at the prestigious Whiskies of the World Awards 2024.



INDRI Game Of Thrones House Of The Dragon Exclusive Edition

In an extraordinary collaboration bridging the realms of Westeros and the realm of fine spirits, Indri Single Malt Indian Whisky, in partnership with Warner Bros. Discovery Global Consumer Products, proudly introduced its latest masterpiece inspired by the Game of Thrones franchise - the 'House of the Dragon' Exclusive Edition. Crafted in homage to the highly anticipated return of the HBO Original Series, House of the Dragon, this exclusive edition stands as a unique partnership, the first of its kind in India's single malt market.



Indri Shines



Recognized as Best Indian Single Malt Whisky in the World by Media



WORLD'S BEST WHISKY 2024: THIS INDIAN BRAND IS AT THE TOP AGAIN WITH 5 AWARDS, CHECK...

22 Aug, 2024 | By Times Now



INDRI INDIAN SINGLE MLAT WHISKY UNCEILS THE 'HOUSE OF THE DRAGON' EXCLUSIVE EDITION

22 Aug, 2024 | By Hospitality Biz



THIS INDIAN SINGLE MALT WHISKY WINS 'WHISKY OF THE YEAR' AT USA SPIRITS RATING AWARDS

23 Aug, 2024 | By Dailyhunt



THIS INDIAN WHISKY WINS THE GLOBAL 'WHISKY OF THE YEAR' AWARD

28 Aug, 2024 | By Hotelier India



दुनिया भर की 100 WHISKY को पछाड़ नंबर 1 बनीं भारत की ये व्हिस्की, जुबान से जेब तक सबको अराम

23 Aug, 2024 | By India News



THIS WHISKY IS NUMBER ONE IN INDIA AND IT ONLY COSTS RS 640; CAN YOU GUESS WHICH ONE IT IS?

06 Sep, 2024 | By GQ India



INDIAN ALCOHOLS ARE TAKING THE WORLD BY STORM: CHECK LIST OF 10 AWARD-WINNING...

20 Sep, 2024 | By CNBC TV 18



AS INDRI SINGLE MALT WHISKY KEEPS SURFACING ON GOOGLE TRENDS – A LOOK AT ITS PRICE I...

01 Oct, 2024 | By FE Leisure



Award-Winning at Every Age







INDIA'S 1ST PURE CANE RUM

Camikara is derived from the Sanskrit word, meaning liquid gold. This rum is aged for 12 years in American oak barrels amidst the hills of Northern India.

Camikara is bottled at 50% ABV with no added colors, flavors, sugar, or spices.

This expression represents the unadulterated flavor of an Indian cane spirit intermingled with cask aging at the extreme temperatures of India's northern plains. Camikara Rum is the pioneer of a revolution – a testament to our land's history, its culture, and its people.







The 1st Indian Rum to Ever Win A Gold Medal, Especially at the Prestigious IWSC Awards 2023, With 95 Points



Discover the Camikara 8YO, a treasure of India. Unique in its kind, this pure cane juice rum aged for 8 years in American oak barrels promises a taste experience rich in aromas. Let yourself be tempted by this unique sensory journey!

Distilled in copper stills and aged for eight years in American oak barrels, it has a complex nose of honey, ginger, caramel, prunes and leather. The first sip reveals a vegetal attack, evolving into exotic flavors of banana and marshmallow, enhanced by ginger and sweet spices. The woody notes and a hint of caramel on the finish bring a unique depth. Camikara is more than a rum, it's a sensory experience that will delight connoisseurs and novices alike.





The 1st Indian Rum to Ever Win A Gold Medal at The Global Rum & Cachaca Masters 2024







1ST INDIAN PURE CANE JUICE RUM

Camikara 3YO is aged in American oak barrels and bottled at 42.8% ABV. It is a departure from the myth that rum is a seasonal spirit. Inviting young consumers to experiment and impressing rum enthusiasts with its complexity, Camikara 3YO is a versatile drink. On the rocks or as the foundation of a preferred cocktail, it can be savoured all year long, serving as a canvas for the true essence of the cane juice to shine through.



The 1st Indian Rum to Ever Win A Silver Medal at The Global Rum & Cachaca Masters 2024



Whisky







Whisky



Whistler Barrel Aged Blended Malt Whisky is a handcrafted masterpiece. Master distiller's special blend has been perfectly matured and aged for at least three years. Our ex-bourbon and wine oak barrels give the blend a lovely, woody flavour. The result is an Indian whisky that is smooth, elegant and a no fuss whisky for a perfect evening tipple. Best enjoyed with a bit of water or a few cubes of ice.





Whisky



Royal Highland Blended Malt Whisky is a perfect blend of matured malt and grain spirits aged in American oak barrels that brings to you a true whisky which is 100% natural without any added flavours. The blend is a perfect balance of rich and smooth spirit that matches true international standards. This expression is currently exported to international markets only.







Last 3 Years Standalone Income Statement



Particulars (Figures in ₹ Cr)	FY 21-22	FY 22-23	FY 23-24
Revenue from Operations	575.3	635.8	828.1
Other Income	0.8	0.5	0.8
Total Income	576.1	636.3	828.9
Expenses			
Cost of Materials Consumed	338.1	357.6	364.4
Changes In Inventories	4.4	-11.1	-7.5
Excise Duty On Sale Of Goods	1.8	26.9	48.7
Employee Benefits Expense	22.1	27.3	32.6
Finance Costs	14.1	13.3	15.7
Depreciation And Amortization Expense	14.5	15.6	18.2
Power, Fuel etc.	28.6	40.5	33.0
Other Expenses	111.1	131.5	205.1
Total Expenses	534.6	601.7	710.2
Profit /(Loss) Before Exceptional Items And Tax	41.5	34.6	118.7
Exceptional Items	0.0	0.0	-29.4
Profit /(Loss) Before Tax (PBT)	41.5	34.6	148.1
PBT Margin	7.2%	5.4%	17.9%
Taxes	12.1	10.0	36.0
Profit /(Loss) PAT Tax (PAT)	29.3	24.7	112.1
PAT Margin	5.1%	3.9%	13.5%
Earnings Per Share (EPS)	3.1	2.6	11.9

Last 3 Years Standalone Balance Sheet



Particulars (Figures in ₹ Cr)	Mar-22	Mar-23	Mar-24
Non Current Assets			
Property Plant & Equipment	144	194	218
Capital Work In Progress	52	21	26
Biological Assets	0	0	0
Financial Assets			
(I) Investments	60	69	77
(ii) Other Financial Assets	1	1	1
Other Non Current Assets	0	8	17
Total Non Current Assets	258	294	339
Current Assets			
Inventories	174	191	196
Financial Assets			
(I) Trade Receivables	50	69	137
(ii) Cash & Cash Equivalents	6	4	14
(iii) Other Bank Balances	2	3	4
(iv) Other Financial Assets	24	18	17
Other Current Assets	16	12	32
Total Current Assets	271	296	400
Total Assets	529	590	739

Particulars (Figures in ₹ Cr)	Mar-22	Mar-23	Mar-24
Equity			
Equity Share Capital	95	95	94
Other Equity	112	136	247
Total Equity	207	231	341
Non Current Liabilities			
Financial Liabilities			
(i) Borrowings	26	52	59
Provisions	1	1	1
Deferred Tax Liabilities (Net)	14	13	15
Other Non Current Liabilities	11	9	18
Total Non-current Liabilities	51	75	94
Current Liabilities			
Financial Liabilities			
(i) Borrowings	109	102	112
(ii) Trade Payable	116	132	110
(iii) Other Financial Liabilities	5	6	5
Current Tax Liabilities	7	7	26
Other Current Liabilities	34	37	50
Total Current Liabilities	271	285	304
Total Equities & Liabilities	529	590	739

Disclaimer



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