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Radico

3rd May 2019

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|---|---|
| To Bombay Stock Exchange Ltd. Phiroze Jeejeebhoy Towers Dalal Street <u>Mumbai – 400 001.</u> | To National Stock Exchange of India Ltd. Exchange Plaza, 5 th Floor Plot no. C/1, G Block Bandra-Kurla Complex, Bandra (E) <u>Mumbai – 400 051.</u> |
|---|---|

Sub: Earning presentation

Dear Sir,


Please find enclosed herewith a copy of Earning release incorporating quarterly results for the 4th Quarter ended 31st March 2019 as approved in the meeting of the Board of Directors held on Thursday, 2nd May 2019 at 12 Noon.

Further the said earning release presentation will be uploaded on the Company's website i.e. www.radicokhaitan.com

Kindly take the same on record.

Thanking you,

Yours faithfully,
for Radico Khaitan Limited


Amit Manchanda
Vice President – Legal &
Company Secretary
Membership No. FCS 6615

Encl.: As above.

Radico Khaitan Limited

Plot No. J-1, Block B-1, Mohan Co-op. Industrial Area
Mathura Road, New Delhi - 110044

Ph : (91-11) 4037 5400/444/500/555 Fax: (91-11) 4167 0841-42

Registered Office : Bareilly Road, Rampur-244901 (U.P.)

Phone: 0595-2350601/2, 2351703 Fax : 0595-2350008

e-mail : info@radico.co.in, website : www.radicokhaitan.com

CIN No. L26941UP1983PLC027278



Radico Khaitan Ltd.

(BSE: 532497; NSE: RADICO)


Earnings Presentation

Q4 and Full Year FY2019


FY2019 Performance Highlights

Solid topline growth coupled with significant profitability improvement

Total IMFL Volume

Increased
10.8% 
to 21.61 Million Cases


Prestige & Above Volume

Increased
21.3% 
to 6.12 Million Cases


Prestige & Above as % of Total Volume

Increased from
25.9% to 
28.3%


Regular & Others Volume

Increased
7.1% 
to 15.48 Million Cases


Revenue from Operations (Net)

Increased
15.0% 
to Rs. 2,096.95 Crore


Gross Profit Margin (%)

Expanded
286 bps 
47.8% to 50.6%

EBITDA

Increased
30.6% 
to Rs. 349.23 Crore

EBITDA Margin (%)

Expanded
200 bps 
14.7% to 16.7%

Note: All numbers above are for FY2019 and Y-o-Y comparison

FY2019 Performance Highlights

Reduction in borrowings and improvement in leverage and return ratios

Net Debt

Rs. 319.35 Crore

(31 Mar 2019)


Reduction of

Rs. 250.34 Crore


Net Debt / EBITDA (x)

Leverage ratio
improved
from 2.13x
to 0.91x

Return on Average Equity (%)

Improved 400 bps
from 11.2% 
to 15.2%

Return on Average Capital Employed (%)

Improved 540 bps
from 12.7% 
to 18.1%

Note: Balance Sheet numbers for 31-March-2019 and Y-o-Y comparison

FY2019 Performance Highlights

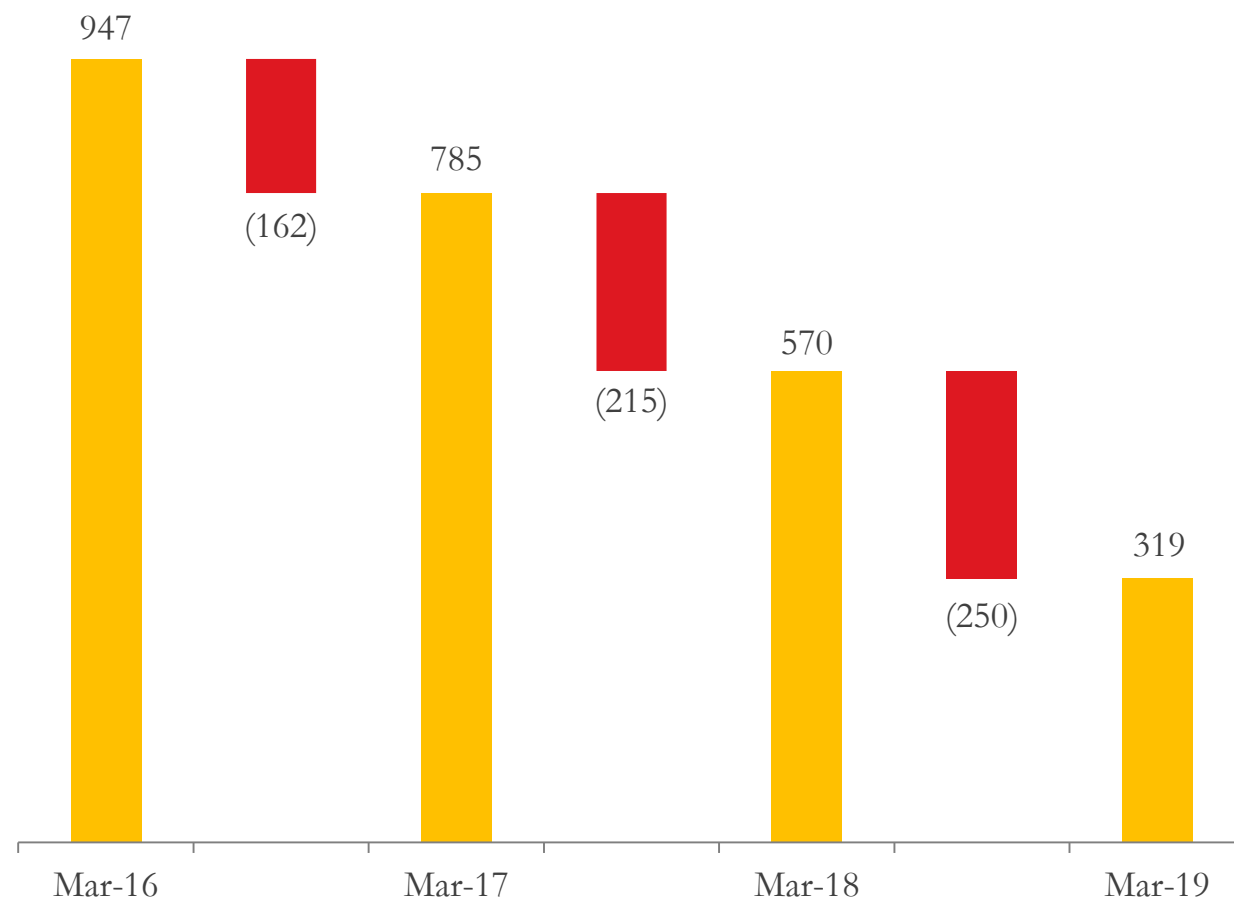
Improved profitability and cash flows resulted in deleveraging and interest cost reduction



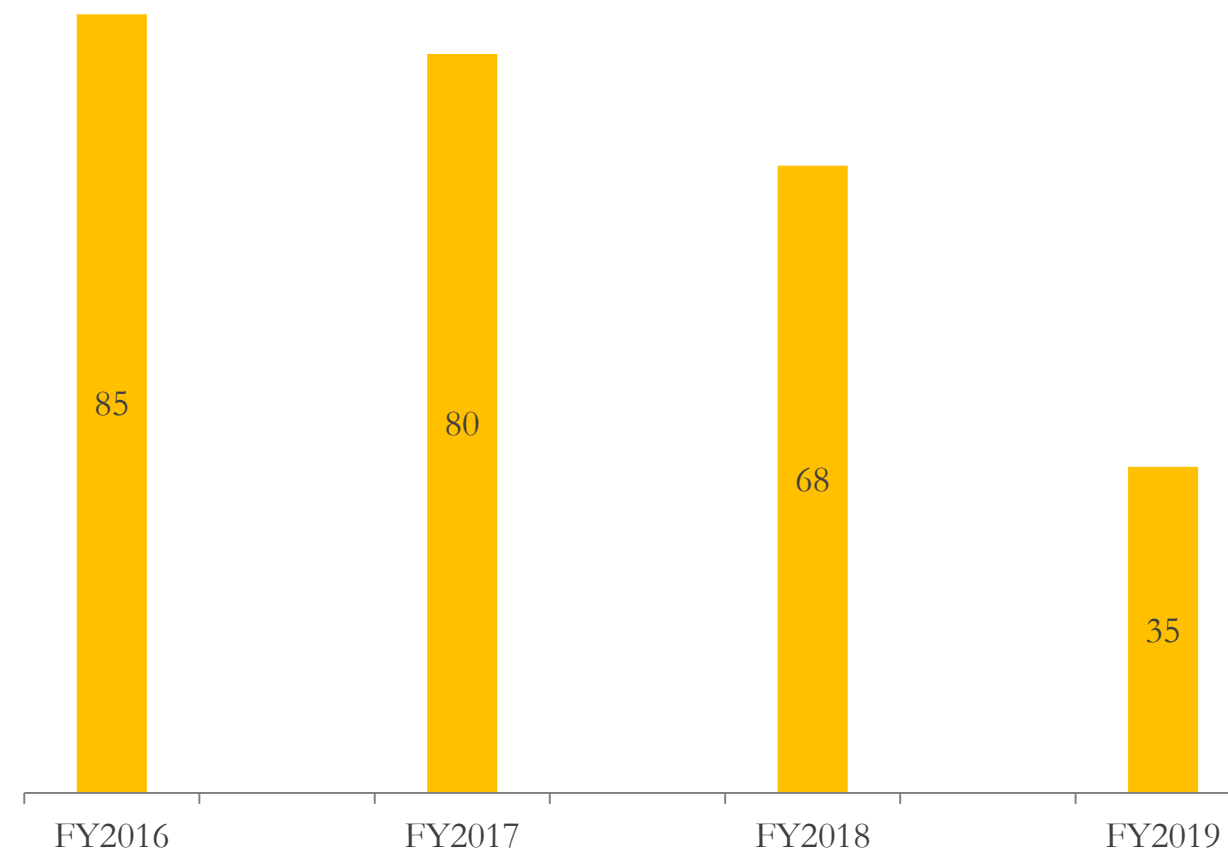
Cumulative Net Debt reduction of Rs. 628 Cr since March 2016...

...Resulted in annualized interest cost saving of 58%

Net Debt Position (Rs. Crore)



Annual Interest Cost (Rs. Crore)



Performance Highlights

Solid all round performance and ongoing deleveraging

Q4 FY2019 vs. Q4 FY2018

- Revenue from Operations (Net) of Rs. 509.98 Cr (+6.1%)
- Prestige & Above brands volumes increased by 22.1%
- Prestige & Above brands contribution to the total IMFL volumes of 26.8% (vs. 23.3% last year)
- Gross Margin improved from 49.9% to 52.0%
- EBITDA of Rs. 72.61 Cr (+9.2%)
- EBITDA margin improved from 13.8% to 14.2%
- Reduction in interest costs from Rs. 14.81 Cr to Rs. 7.73 Cr
- Total Comprehensive Income of Rs. 39.68 Cr (+16.1%)
- Dividend of 60% or Rs. 1.20 per share (up from 50%)

12M FY2019 vs. 12M FY2018

- Revenue from Operations (Net) of Rs. 2,096.95 Cr (+15.0%)
- Prestige & Above brands volumes increased by 21.3%
- Prestige & Above brands contribution to the total IMFL volumes of 28.3% (vs. 25.9% last year)
- Gross Margin improved from 47.8% to 50.6%
- EBITDA of Rs. 349.23 Cr (+30.6%)
- EBITDA margin improved from 14.7% to 16.7%
- Reduction in interest costs from Rs. 68.24 Cr to Rs. 35.48 Cr
- Total Comprehensive Income of Rs. 187.35 Cr (+53.6%)
- Net debt reduced by Rs. 250.34 Cr during FY2019

Commenting on the results and performance, Dr. Lalit Khaitan, Chairman & Managing Director said:

“Achieving new highs! This is how I would sum up the performance of the fiscal year 2019. Our operational and financial results have been remarkable with improvement across all key metrics. Driven by a strong growth in the premium brands portfolio, we delivered net revenue growth of 15% leading to corresponding profitability enhancement. We generated strong free cash flows and reduced net debt by over Rs. 250 Crore during the year.

We continue to strengthen our core brands through focused marketing investments and also launch select new brands in the premium category. This strategy not only enables us to deliver the desired growth profile but also diversifies and reinforces our brand portfolio for the future.

After a long period of stagnation, the liquor industry in India has returned to growth. Radico Khaitan is very confident of capitalising on this opportunity given its strong operating platform. Senior management team is inspired by and focused on achieving our vision to be the most preferred IMFL brand in India with global standards, whilst at the same time committed to environment, sustainability and governance.

In line with our strategy of maintaining a balance between delivering returns to shareholders and preserving funds for growth capital, we propose an increased dividend of Rs. 1.20 per share.”

Commenting on the results and performance, Mr. Abhishek Khaitan, Managing Director said:

“Radico Khaitan’s performance during FY2019 was a testament to the underlying strength of our premium brand portfolio, strong brand equity, robust manufacturing platform and widespread selling & distribution network. During the fiscal year 2019, net revenue increased by 15% led by prestige & above category volume growth of over 21%. Towards the second half of year, we experienced raw material cost pressures which was more than offset by a favourable product mix. Our profitability improved with EBITDA margins expanding from 14.7% in FY2018 to 16.7% in FY2019.

Our recent new launches continue to perform well. In the first year of its launch and with distribution only in select states in northern India, 8PM Premium Black whisky has exceeded management expectations. During FY2020, it will be launched across other key states which will drive volumes of this product further. Driven by focused marketing investments, Magic Moments continued its leadership position with market share gains and achieved volumes of over 4 million cases. The repackaged premium variant of Magic Moments vodka, Verve has delivered faster than industry growth. We also launched a semi-luxury variant of Morpheus brandy which provided a fillip to the growth of this brand. Our investment in creating malt capacities for Rampur Single Malt will start to bear fruits in the future given the strong demand for our single malt whisky.

I am very pleased with the performance of FY2019 and with all the initiatives undertaken during the last few years, I am confident about our future growth trajectory.”

Performance Overview

| | Q4 | | y-o-y | 12 Months | | y-o-y |
|--|-------------|-------------|-------------|--------------|--------------|--------------|
| | FY2019 | FY2018 | Growth (%) | FY2019 | FY2018 | Growth (%) |
| Operational Performance (Million Cases) | | | | | | |
| Prestige & Above | 1.38 | 1.13 | 22.1% | 6.12 | 5.05 | 21.3% |
| Regular & Others | 3.76 | 3.71 | 1.3% | 15.48 | 14.45 | 7.1% |
| Total Volume | 5.14 | 4.84 | 6.2% | 21.61 | 19.50 | 10.8% |
| <i>Prestige & Above as % of Total</i> | 26.8% | 23.3% | | 28.3% | 25.9% | |
| Financial Performance (Rs. Crore) | | | | | | |
| Revenue from Operations (Gross) | 1,978.26 | 1,662.23 | 19.0% | 8,058.00 | 6,270.36 | 28.5% |
| Revenue from Operations (Net) | 509.98 | 480.76 | 6.1% | 2,096.95 | 1,822.77 | 15.0% |
| Gross Profit | 265.17 | 239.99 | 10.5% | 1,061.58 | 870.56 | 21.9% |
| <i>Gross Margin (%)</i> | 52.0% | 49.9% | | 50.6% | 47.8% | |
| EBITDA | 72.61 | 66.49 | 9.2% | 349.23 | 267.43 | 30.6% |
| <i>EBITDA Margin (%)</i> | 14.2% | 13.8% | | 16.7% | 14.7% | |
| Total Comprehensive Income | 39.68 | 34.16 | 16.1% | 187.35 | 121.94 | 53.6% |
| <i>Total Comprehensive Income Margin (%)</i> | 7.8% | 7.1% | | 8.9% | 6.7% | |
| Basic EPS (Rs.) | 2.93 | 2.56 | 14.1% | 14.10 | 9.26 | 52.2% |

Revenue from Operations includes Other Operating Income

Performance Overview

| (Rs. Crore) | Q4 | | y-o-y | 12 Months | | y-o-y |
|--|---------------|---------------|--------------|-----------------|-----------------|--------------|
| | FY2019 | FY2018 | Growth (%) | FY2019 | FY2018 | Growth (%) |
| Gross Sales | 1,978.26 | 1,662.23 | 19.0% | 8,058.00 | 6,270.36 | 28.5% |
| Revenue from Operations | 509.98 | 480.76 | 6.1% | 2,096.95 | 1,822.77 | 15.0% |
| Other Income | 3.59 | 10.08 | (64.4)% | 13.29 | 26.67 | (50.2)% |
| Income from Operations | 513.58 | 490.84 | 4.6% | 2,110.23 | 1,849.44 | 14.1% |
| Raw Materials Consumed | 244.82 | 240.77 | 1.7% | 1,035.37 | 952.21 | 8.7% |
| Employee Benefit | 45.14 | 41.35 | 9.2% | 171.38 | 154.97 | 10.6% |
| Selling & Distribution | 76.64 | 61.72 | 24.2% | 284.89 | 215.87 | 32.0% |
| Depreciation | 10.86 | 10.23 | 6.1% | 42.44 | 40.90 | 3.8% |
| Interest | 7.73 | 14.81 | (47.8)% | 35.48 | 68.24 | (48.0)% |
| Other Operating Expenses | 71.73 | 70.38 | 1.9% | 254.97 | 229.97 | 10.9% |
| Total Expenses | 456.92 | 439.27 | 4.0% | 1,824.52 | 1,662.16 | 9.8% |
| Profit Before Tax | 56.66 | 51.56 | 9.9% | 285.71 | 187.28 | 52.6% |
| Provision for Tax | 17.61 | 17.38 | | 97.64 | 63.83 | |
| Net Profit | 39.05 | 34.19 | 14.2% | 188.06 | 123.45 | 52.3% |
| Net Income Margin (%) | 7.7% | 7.1% | | 9.0% | 6.8% | |
| Other Comprehensive Expenses / (Income) | -0.62 | 0.03 | | 0.72 | 1.52 | |
| Total Comprehensive Income | 39.68 | 34.16 | 16.1% | 187.35 | 121.94 | 53.6% |
| Total Comprehensive Income Margin (%) | 7.8% | 7.1% | | 8.9% | 6.7% | |
| Basic EPS (Rs.) | 2.93 | 2.56 | 14.1% | 14.10 | 9.26 | 52.2% |
| EBITDA | 72.61 | 66.49 | 9.2% | 349.23 | 267.43 | 30.6% |
| EBITDA Margin (%) | 14.2% | 13.8% | | 16.7% | 14.7% | |

FY2019 Highlights (Y-o-Y)

- **Revenue from Operations (Net)** grew by 15.0%. Total IMFL volumes increased by 10.8%. This volume growth was led by a strong Prestige & Above category volume increase of 21.3%. Volume growth was broad based across key states and key IMFL brands primarily driven by the recent price increases and favourable policy changes. A significantly improved operating environment in Uttar Pradesh continued to drive a strong volume growth and market share increase in the state. Our recently launched brands such as 8PM Premium Black whisky and 1965 – Spirit of Victory rum also started to make meaningful contribution to the overall volumes. Within a short span after launch, 8PM Premium Black has gained encouraging traction with both consumers as well as the trade channels. It is currently available in 8 key states in northern India. During FY2020, we expect to launch this brand to pan India level.
- **Gross Margin** increased by 286 bps y-o-y to 50.6%. Despite the recent upward trend in raw material prices (both ENA and packaging materials), gross margins improvement was driven by a combination of price increases and premiumization.
- **EBITDA** increased by 30.6% y-o-y with margins of 16.7% (up 200 bps Y-o-Y). This increase in EBITDA was driven by significantly improved Gross Margins. Selling & Distribution expenses have been higher during the year compared to FY2018 as the Company has been progressively making marketing investments. Advertising & Sales Promotion expenses increased by 58.6% to Rs. 138.5 Crore compared to FY2018. Higher A&SP spend has enabled the Company to sustain the growth momentum.
- **Finance Cost** for FY2019 declined by 48.0% y-o-y from Rs. 68.24 Crore to Rs. 35.48 Crore.
- **Balance Sheet:** As of March 31, 2019, Total Debt was Rs. 337.02 Crore, Cash & Bank Balances were Rs. 17.67 Crore resulting in Net Debt of Rs. 319.35 Crore (vs. Rs. 569.70 Crore as of March 31, 2018). Gross Debt consists of Rs. 301.60 Crore of Working Capital loans and Rs. 35.42 Crore of Long Term loans. Net Debt reduction was Rs. 250.34 Crore during FY2019.

Brand Performance



Rampur Indian Single Malt

- Launched select variants:
 - Rampur PX Sherry: Limited 48 cask batch where American Oak were handpicked and transferred to PX Sherry Butts from Jerez, Spain
 - Rampur Double Cask: Matured in hand-picked American Bourbon barrels and European Oak Sherry casks
- Now also available in select stores in New Delhi
- Investing in malt capacity expansion



Jaisalmer Indian Craft Gin

- A triple-distilled neutral grain spirit, re-distilled in a traditional copper pot still; the recipe is handcrafted in a time-honoured way
- Derived from the ancient Indian knowledge on herbs, the botanicals beautifully release pine notes from Juniper
- Launched in key European markets at the duty free stores
- Rated as the Best Gin produced out of Asia in 2019 at The Gin Guide Awards, the most respected Awards for Gin in the world



Morpheus Super Premium Brandy

- Launched a semi luxury variant – Morpheus Blue
- Market leading share of 56% in the super premium brandy category in India

Brand Performance



Magic Moments Vodka

- Sales volumes crossed 4 million case mark
- Launched Magic Moments Verve in a new premium canister packaging
- Marketing campaign with Bollywood stars Kartik Aryan and Jacqueline Fernandez
- Continues to gain market share with Magic Moments now accounting for 56% of the overall vodka market share and Verve accounting for 20% market share of the premium vodka category



8PM Premium Black Whisky

- Launched a premium variant of 8PM whisky
- Strong initial traction and consumer response
- Initially launched in 8 states in north India. Plans for pan India launch in FY2020
- Signed endorsement deal with Bollywood youth icon, Tiger Shroff

Endorsement deals with Bollywood stars for Magic Moments vodka and 8PM Premium Black whisky

A&SP now accounts for 6.6% of Total Net Revenue (4.8% in FY2018)

Leading market positioning

The Millionaires' Club 2018 global rankings

4th Fastest growing
whisky in the
world

11th Largest whisky
in the world by
volume

11th Largest vodka
in the world by
volume

7th Largest rum in
the world by
volume

5th Largest brandy
in the world by
volume



Company overview

One of the largest spirits manufacturers in India



1943

Year of
Incorporation

75 years of experience in spirits making. One of the most recognized IMFL brands in India

157

Million litres

One of the largest spirits manufacturers. Operates three distilleries and one joint venture

28

Bottling
units

Strategically limiting interstate taxes and transport costs. Five own and 23 contract bottling units spread across the country

75,000

Retailers

Strong distribution network. Sale through over 75,000 retail and 8,000 on premise outlets

28%

FY2019
Premium
volume share

Consistently increasing Prestige & Above brand contribution to total IMFL volumes; 49% in value terms

FY2019
Net Revenue

21.0

(Rs. billion)

With EBITDA margin of 16.7%

Clearly defined strategic roadmap

Focus on building brands and driving a profitable growth

Innovation and brand building

- **Established track record:** Magic Moments vodka, Morpheus brandy
- **Recent launches:** 8PM Premium Black whisky, Jaisalmer Indian Craft gin, Rampur Indian Single Malt, 1965 rum, Electra ready to drink, Pluton Bay rum, Regal Talon whisky

Premium growth

- Growth driven by Prestige & Above category brands
- Strong premiumization focus with over 13% volume growth since FY2014
- Prestige & Above category contribute to 28.3% of IMFL volumes and 49.5% of the IMFL value sales during FY2019

Strong cash flow generation and deleveraging

- Focused on a profitable growth driven by Prestige & Above category brands
- Ongoing debt reduction
- Target to have no borrowings by end of FY2021
- Improved profitability margins and return ratios

Consumer centric go-to-market strategy

Human resource development

Product portfolio

Jaisalmer Indian craft gin



AN ODE TO

Magnificence

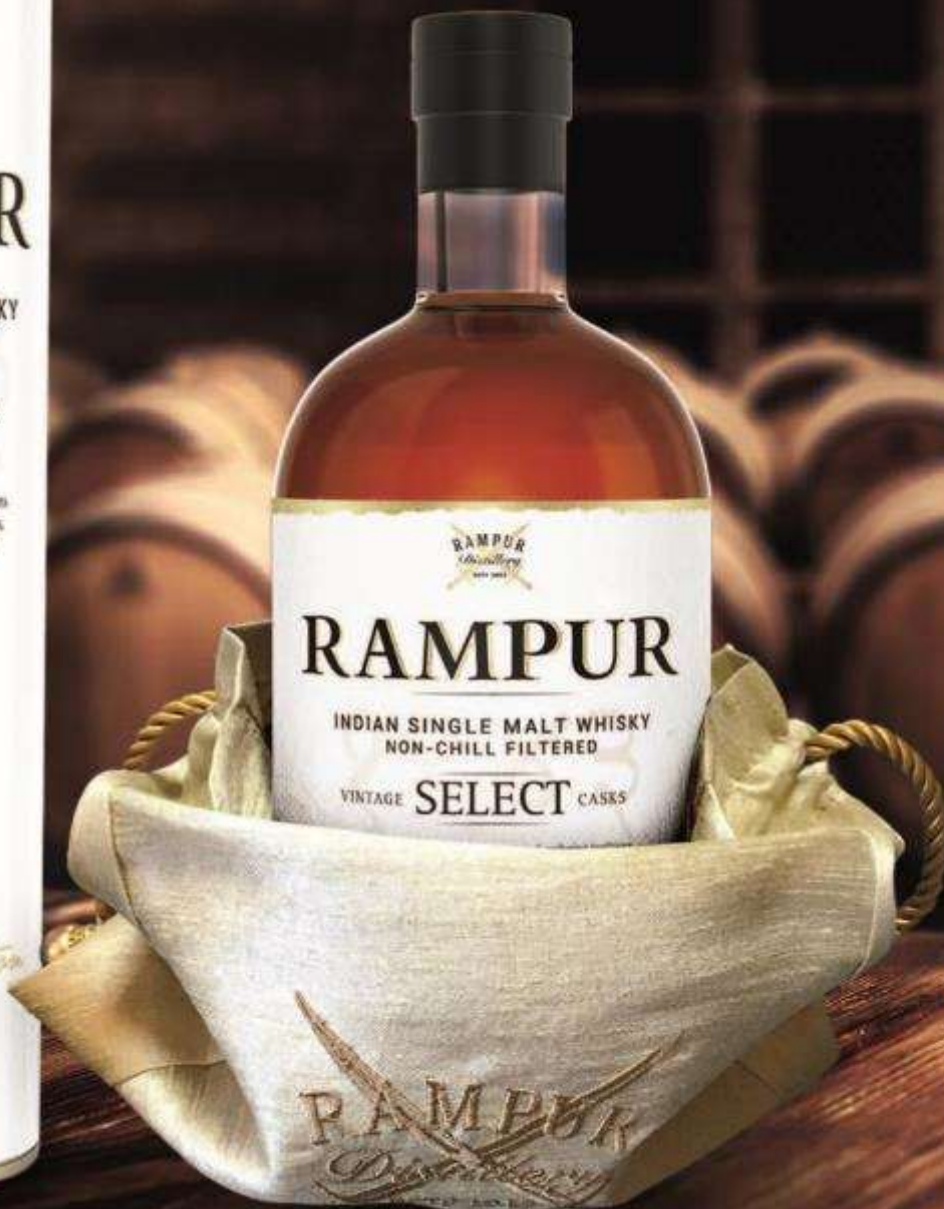
*"The air swells up with paeans of valour
Of heroic feats, and protecting honour"*

Dedicated to this spectacular way of life, the new Jaisalmer Indian Craft Gin harks back to imperial age of Maharajas and their leisure moments. Befitting a state with many fascinating stories, Jaisalmer Indian Craft Gin is a worthy experience with a chequered past that lives on in a new incarnation today.



Product portfolio

Rampur Indian single malt



Rampur Indian Single Malt Whisky: Decades of Perfection

Takes forward the rich heritage of Rampur, a princely state of British India and the 75 years of distillation expertise of Radico Khaitan, the pioneers of legendary spirits in India. Aged in the foothills of the Himalayas, Rampur is the Kohinoor of Single Malts. The Rampur Indian Single Malt is presented in a distinguished canister packaging. Treasured in a robust stout bottle with a thick base, the overall appearance is of under-stated luxury. The Rampur Indian Single Malt experience is enhanced with the addition of a cork with sleeve and a hand crafted silk pouch imparting a royal touch.

Product portfolio

Magic Moments vodka and Magic Moments Verve



Magic Moments Vodka: Zing up Life

A rage overnight, the enthralling taste of Magic Moments not only set towns buzzing but also unleashing the thirst of making every moment grand.

Produced from finest grains, its triple distilled process is a mark of absolute purity that simply zings up life. The spirit of Magic Moments can be celebrated with various tantalizing flavors that take excellence a notch up!



Radico

RADICO KHAITAN LTD.



Verve Super Premium Vodka: High on Verve

Using a 5 stage filtration process with silver and platinum filters, this vodka possesses the ability to send you in trance. The tantalizing aroma of its flavor and its crisp taste enabled the success of Verve



Exploring the wilderness within, the quest to conquer the usual and zest to go beyond limits, is what drives non conformists. To kick the boring out of their lives we have introduced a gush of raw adrenalin for them – Electra.

Electra is triple distilled and triple filtered with carbon and platinum filter. Keeping the spirit of innovation alive, this 8% vodka infused drink comes with a premium ring pull cap.



Product portfolio

Morpheus Blue super premium brandy



HOW DO
YOU SAY SPELL-BINDING
IN FRENCH?

“

”



Product portfolio

Morpheus super premium brandy

The
spirit of France,
captured in a goblet.




Radico
RADICO KHAITAN LTD.

Product portfolio

1965 premium rum



IN AN INITIATIVE UNDERTAKEN BY RADICO KHAITAN,
1965 – THE SPIRIT OF VICTORY,
PREMIUM XXX RUM, WAS LAUNCHED THIS YEAR.

WITH THIS ENDEAVOUR, WE WISH TO SALUTE THE GALLANT TASK
UNDERTAKEN BY OUR BRAVE SOLDIERS IN THE 1965 INDO-PAK WAR.

MARKETED EXCLUSIVELY TO THE INDIAN DEFENCE FORCE PERSONNEL,
IT IS AVAILABLE AT CANTEEN STORES DEPARTMENT.

THE PRODUCT WAS CREATED TO CATER TO PREMIUM RUM DRINKERS, WITH
RICH FLAVOURS LIKE DRIED FRUITS, CHOCOLATE, OAK AND HONEY.
THE PRODUCT IS NOMINALLY PRICED AND IS A SHINY
NEW FEATHER IN RADICO KHAITAN'S CAP.



Product portfolio

Regal Talon whisky



Regal Talons Rare Generation Whisky: Unbeatable Spirit

The finest blend that combines Indian grain spirits with imported aged scotch malts to deliver an exceptional smoothness. Regal Talons has been especially made for those who believe in conquering and always emerge as champions at every step with their unbeatable spirit.

The fine taste of Regal Talons sets free the spirit of passion & perfection and takes one to a new level of supremacy. The smoothness of this whisky rolls on the tongue like silk and lets one savour it effortlessly, enjoying the finest things in life

Product portfolio

Pluton Bay rum



Pluton Bay Rare Exotic Rum: Spirit of Adventure

A unique experience, with a perfect blend of international design and world-class packaging. Rare and smooth taste, offering a premium blend. A rich, full and spicy dark rum with caramel and spice on the nose. Smooth and medium-bodied rum. A suitable and fine mixing rum if ever there was one.

Product portfolio

After Dark premium whisky



After Dark Fine grain whisky: One life, many passions. Why wait?

Night has different connotations for different people, it unfolds differently and brings a unique world of desire, adventure and excitement.

It's where fun and action begins and party never stop.

Product portfolio

8PM whisky



Product portfolio

Contessa rum

Contessa XXX rum: For the Man of Courage

Another millionaire brand from Radico Khaitan's straddle. This brand has surpassed expectations and has garnered strong foothold in the Indian market. This rum truly reflects the real meaning of courage and the taste simply touches the right cords and reflects true essence of bravery.



Product portfolio

Old Admiral brandy



Old Admiral Brandy: For Real Men Only

Made specially for the men with pride, honour and courage. The splendid taste of this spectacular brandy celebrates the greatness achieved and passion for all good things in life. The classic taste perfectly blended with rich sensation & enthralling aroma ensures that it is savoured the way it is desired and truly deserved.

Statutory Results

Statement of Audited Standalone IND AS Financial Results for the quarter and year ended March 31, 2019

(Rs. In lakhs, except EPS)

| No. | Particulars | (1) | (2) | (3) | (4) | (5) |
|-----------|--|--|--|--|---------------------------------------|---------------------------------------|
| | | Quarter ended 31.03.2019 (Audited) | Quarter ended 31.12.2018 (Unaudited) | Quarter ended 31.03.2018 (Audited) | Year ended 31.03.2019 (Audited) | Year ended 31.03.2018 (Audited) |
| 1 | Income | | | | | |
| | (a) Revenue from Operations | 197,826.12 | 205,836.93 | 166,222.92 | 805,800.25 | 627,036.43 |
| | (b) Other Income | 359.30 | 275.45 | 1,007.97 | 1,328.77 | 2,667.02 |
| | Total Income | 198,185.42 | 206,112.38 | 167,230.89 | 807,129.02 | 629,703.45 |
| 2 | Expenditure | | | | | |
| | (a) Cost of material consumed | 27,666.42 | 27,972.80 | 25,165.03 | 106,589.90 | 93,920.10 |
| | (b) Purchase of stock-in-trade | 424.73 | 29.39 | 581.60 | 1,116.53 | 2,554.12 |
| | (c) Changes in inventories of finished goods, work-in-progress and stock-in-trade | (3,609.63) | (152.58) | (1,669.84) | (4,169.89) | (1,253.25) |
| | (d) Excise duty on sales | 146,827.74 | 150,543.71 | 118,147.11 | 596,105.71 | 444,759.84 |
| | (e) Employee benefits expense | 4,513.98 | 4,326.85 | 4,135.28 | 17,138.07 | 15,496.84 |
| | (f) Finance Costs | 772.62 | 763.50 | 1,481.45 | 3,547.98 | 6,824.42 |
| | (g) Depreciation and amortisation expense | 1,086.30 | 1,068.54 | 1,023.48 | 4,243.58 | 4,090.02 |
| | (h) Selling & Distribution expenses | 7,664.25 | 7,231.85 | 6,171.99 | 28,488.85 | 21,586.58 |
| | (i) Other Expenses | 7,173.22 | 6,304.61 | 7,038.44 | 25,497.36 | 22,996.82 |
| | Total Expenditure | 192,519.63 | 198,088.67 | 162,074.54 | 778,558.09 | 610,975.49 |
| 3 | Profit / (Loss) before Exceptional Items & tax (1-2) | 5,665.79 | 8,023.71 | 5,156.35 | 28,570.93 | 18,727.96 |
| 4 | Exceptional items | - | - | - | - | - |
| 5 | Profit (+) / Loss (-) before tax (3-4) | 5,665.79 | 8,023.71 | 5,156.35 | 28,570.93 | 18,727.96 |
| 6 | Tax Expense | 1,760.50 | 2,813.92 | 1,737.63 | 9,764.47 | 6,382.63 |
| 7 | Net Profit (+) / Loss (-) after tax (5-6) from continuing operations | 3,905.29 | 5,209.79 | 3,418.72 | 18,806.46 | 12,345.33 |
| 8 | Other Comprehensive (Income)/ Expenses | | | | | |
| | (i) Items that will not be reclassified to profit or loss | (95.72) | 68.75 | 4.00 | 110.53 | 232.01 |
| | (ii) Income tax relating to items that will not be reclassified to profit or loss | 33.45 | (24.02) | (1.38) | (38.62) | (80.29) |
| 9 | Total Comprehensive Income (7-8) | 3,967.56 | 5,165.06 | 3,416.10 | 18,734.55 | 12,193.61 |
| 10 | Paid up equity share capital (Face value of Rs. 2/- each) | 2,668.19 | 2,666.15 | 2,666.15 | 2,668.19 | 2,666.15 |
| 11 | Earning per share (Face value of Rs.2/- each) not annualized | | | | | |
| | Basic | 2.93 | 3.91 | 2.56 | 14.10 | 9.26 |
| | Diluted | 2.93 | 3.91 | 2.56 | 14.08 | 9.25 |

Statutory Results

Statement of Assets & Liabilities (Standalone) under regulation 33 of the Listing Regulations

(Rs. In lakhs, unless otherwise stated)

| Particulars | As at March 31, 2019 | As at March 31, 2018 |
|---------------------------------|-------------------------|-------------------------|
| ASSETS | | |
| Non-current assets | | |
| Property, plant and equipment | 69,792.38 | 66,769.09 |
| Capital work-in-progress | 1,599.86 | 2,019.06 |
| Intangible assets | 1,601.79 | 1,780.10 |
| Financial assets | | |
| Investment in a joint venture | 15,538.53 | 15,538.53 |
| Investment in others | 0.60 | 0.60 |
| Loans | 803.08 | 2,901.30 |
| Others | 159.60 | 217.51 |
| Other non-current assets | 11,025.14 | 9,995.29 |
| Total Non-Current Assets | 100,520.98 | 99,221.48 |
| Current assets | | |
| Inventories | 35,971.29 | 31,085.68 |
| Financial assets | | |
| Investments | - | 5,000.00 |
| Trade receivables | 64,174.89 | 63,001.07 |
| Cash and cash equivalents | 825.40 | 1,676.51 |
| Bank balances other than above | 941.61 | 558.92 |
| Loans | 4,669.95 | 5,449.20 |
| Others | 2,412.35 | 2,508.39 |
| Current Tax assets (Net) | - | 2.27 |
| Other current assets | 13,544.00 | 14,612.24 |
| Total Current Assets | 122,539.49 | 123,894.28 |
| Total Assets | 223,060.47 | 223,115.76 |

| Particulars | As at March 31, 2019 | As at March 31, 2018 |
|--|-------------------------|-------------------------|
| EQUITY AND LIABILITIES | | |
| Equity | | |
| Equity share capital | 2,668.19 | 2,666.15 |
| Other Equity | 128,826.10 | 111,545.80 |
| Total Equity | 131,494.29 | 114,211.95 |
| Non-current liabilities | | |
| Financial liabilities | | |
| Borrowings | 2,165.56 | 3,439.79 |
| Others | 47.19 | 68.19 |
| Provisions | 1,036.69 | 980.60 |
| Deferred tax liabilities (Net) | 10,404.90 | 9,252.38 |
| Other non current liabilities | 19.13 | 35.15 |
| Total Non-Current Liabilities | 13,673.47 | 13,776.11 |
| Current liabilities | | |
| Financial liabilities | | |
| Borrowings | 30,160.06 | 48,780.09 |
| Trade payables | | |
| Total outstanding dues of micro enterprises and small enterprise's | | - |
| Other Enterprises | 24,483.57 | 21,413.50 |
| Others | 3,154.84 | 8,352.91 |
| Other current liabilities | 12,413.17 | 8,424.27 |
| Provisions | 6,835.20 | 8,156.93 |
| Current tax liabilities(Net) | 845.87 | - |
| Total Current Liabilities | 77,892.71 | 95,127.70 |
| Total Liabilities | 223,060.47 | 223,115.76 |

Statutory Results

Statement of Audited Standalone IND AS Financial Results for the quarter and year ended March 31, 2019

Notes:

1. The audited standalone IND AS financial results of the Company for the quarter and year ended March 31, 2019 have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on May 2, 2019. The statutory auditors have expressed an unmodified audit opinion on these results.
2. This statement has been prepared in accordance with the Companies (Indian Accounting Standards) Rules 2015 (Ind AS) prescribed under Section 133 of the Act, 2013 and other recognised accounting practices and policies to the extent applicable.
3. IND AS 115 "Revenue from Contracts with Customers", mandatory for reporting periods beginning periods on or after April 1, 2018, replaces existing revenue recognition requirements. Under the Cumulative catch-up approach opted by the company, there were no adjustments required to the retained earnings as at April 1, 2018. Also, the application of IND AS 115 did not have any significant impact on recognition & measurement of revenue and related items in the financial results.
4. As the Company's business activity falls within a single primary business segment, namely Alcohol and Alcoholic Beverages, the disclosure requirements as per Ind-AS 108 "operating segments" are not applicable.
5. Tax expenses includes current tax and deferred tax.
6. Revenue from operations for periods up to June 30, 2017 includes excise duty, which is discontinued on few items effective July 1, 2017 upon implementation of Goods and Service Tax (GST) in India. In accordance with 'Ind-AS 18, Revenue' GST is not included in revenue from operations. In view of the aforesaid restructuring of indirect taxes, revenue from operations for the quarter/year ended on March 31, 2018 are not comparable with the previous periods.
7. During the year, the Company has allotted 1,02,000 equity shares on exercise of Employees Stock Option by the eligible employees, as per the ESOP Scheme 2006.
8. The Board of Directors has recommended dividend on equity shares @ Rs 1.20 per equity share having face value of Rs 2/- of the Company amounting to Rs 1,600.91 lakhs (excluding dividend distribution tax), for approval of the shareholders at their ensuing Annual General Meeting.
9. The figures for the quarter ended March 31, 2019 & March 31, 2018 are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures up to the 3rd quarter of the current financial year and previous Financial Year, respectively.
10. The previous period figures have been regrouped / reclassified, wherever considered necessary.

For Radico Khaitan Ltd.

New Delhi
2 May, 2019

Abhishek Khaitan
Managing Director
DIN No. 00772865

Contact information



This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Radico Khaitan’s future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Radico Khaitan undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

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