



August 08, 2023

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalai Street,
Mumbai 400001
Scrip Code : 507205

To,
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block-G,
Bandra-Kurla Complex, Bandra (East),
Mumbai-400 051.
Symbol : TI

Sub: Earnings Presentation for Unaudited Financial Results for Quarter ended June 30, 2023

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), please find attached herewith the Earnings Presentation for the Unaudited Financial Results for quarter ended June 30, 2023.

The same is also available on our website www.tilind.com.

We request you to take the above information on record.

Thanking you,

Yours faithfully,

For **Tilaknagar Industries Ltd.**

Abhinav Gupta
Chief Financial Officer

Encl: as above

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Churchgate, Mumbai, Maharashtra - 400 020, India
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E tiliquor@tilind.com

CIN: L15420PN1933PLC133303

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Tilaknagar Industries Limited

Earnings Presentation – Q1FY24



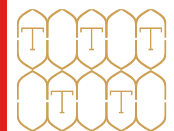


This presentation may include statements which may constitute forward-looking statements including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to **Tilaknagar Industries'** future business developments and economic performance. Forward looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements.

The information and opinions contained in this presentation are current. The Company undertakes no obligation to update or revise any information or the opinions expressed in this presentation as a result of new information, future events or otherwise. Any opinions or information expressed in this presentation are subject to change without notice.

Q1FY24 PERFORMANCE





Mr. Amit Dahanukar,
Chairman & Managing Director

“ Our resolute dedication to innovation, expansion, and prudent financial strategies underscores our unwavering priority: the well-being of our stakeholders ”

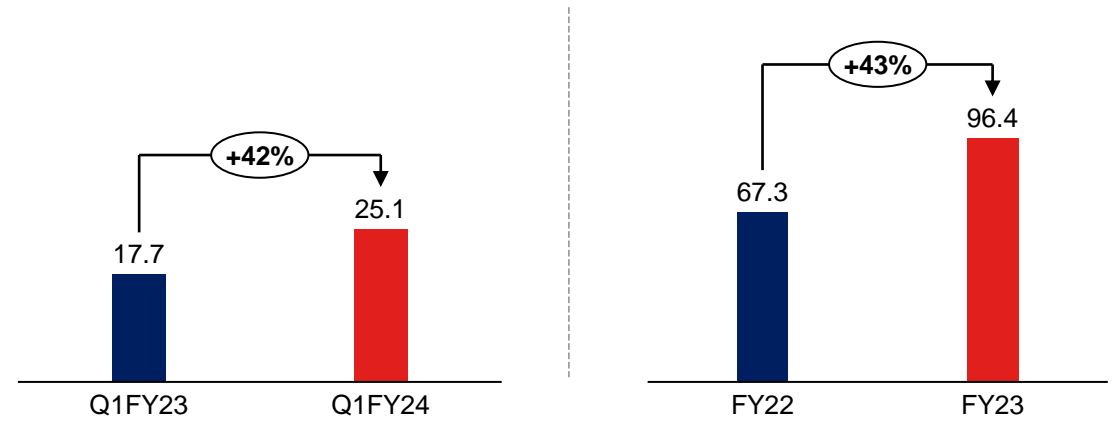
- ❖ In Q1 FY24, our company has again significantly outgrown the overall IMFL industry, with volume growth of 42% YoY, compared to around 5-6% for overall IMFL industry
- ❖ Our Net Sales Realization (NSR) per case improved to Rs. 1,249 in Q1 FY24 against Rs. 1,157 in Q1 FY23, on account of a combination of state mix, price and brand mix
- ❖ Despite the persistent inflationary pressures, our EBITDA margins expanded by 300+ basis points compared to same period last year; EBITDA grew by 77% to Rs. 38.4 crs in Q1 FY24
- ❖ Owing to significant reduction in debt, interest costs have also significantly reduced from Rs. 13.3 crs in Q1 FY23 to Rs. 6.0 crs in Q1 FY24
- ❖ I am further delighted to share that we are in the final stages of refinancing our EARC debt, thereby providing flexibility in managing cash flows in the immediate future. We are refinancing our existing debt with one of India's largest private sector banks, thereby providing us with entry into regular banking channels. We intend to become net debt free by March 2025
- ❖ Our commitment to diversification and innovation is exemplified by recent product launches, including Flandy and Blue Lagoon Gin, catering to varied consumer preferences and broadening our market footprint
- ❖ Collectively, these achievements in the first quarter of FY24 underscore our ability to seize opportunities, drive consistent growth, and navigate evolving market dynamics, all while maintaining a focus on innovation, expansion, and financial prudence for the benefit of all stakeholders

Key highlights

Total Volumes (lacs cases)

Quarter

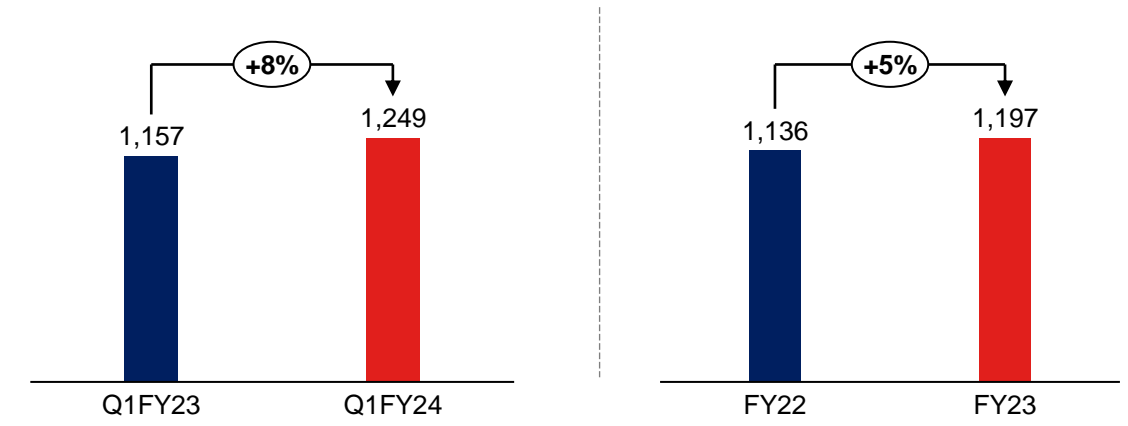
Full Year



NSR (₹ per case)

Quarter

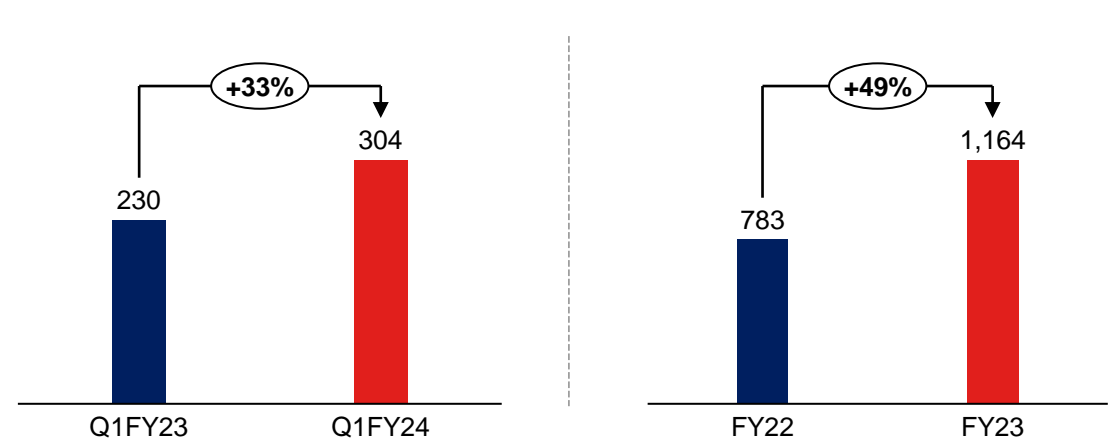
Full Year



Revenue (₹ crs)

Quarter

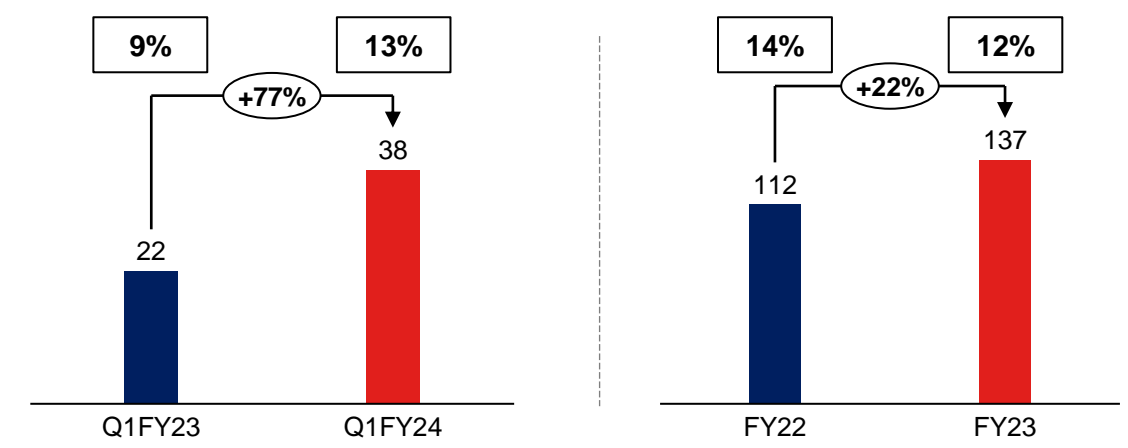
Full Year

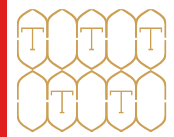


EBITDA (₹ crs) & EBITDA Margin (%)

Quarter

Full Year





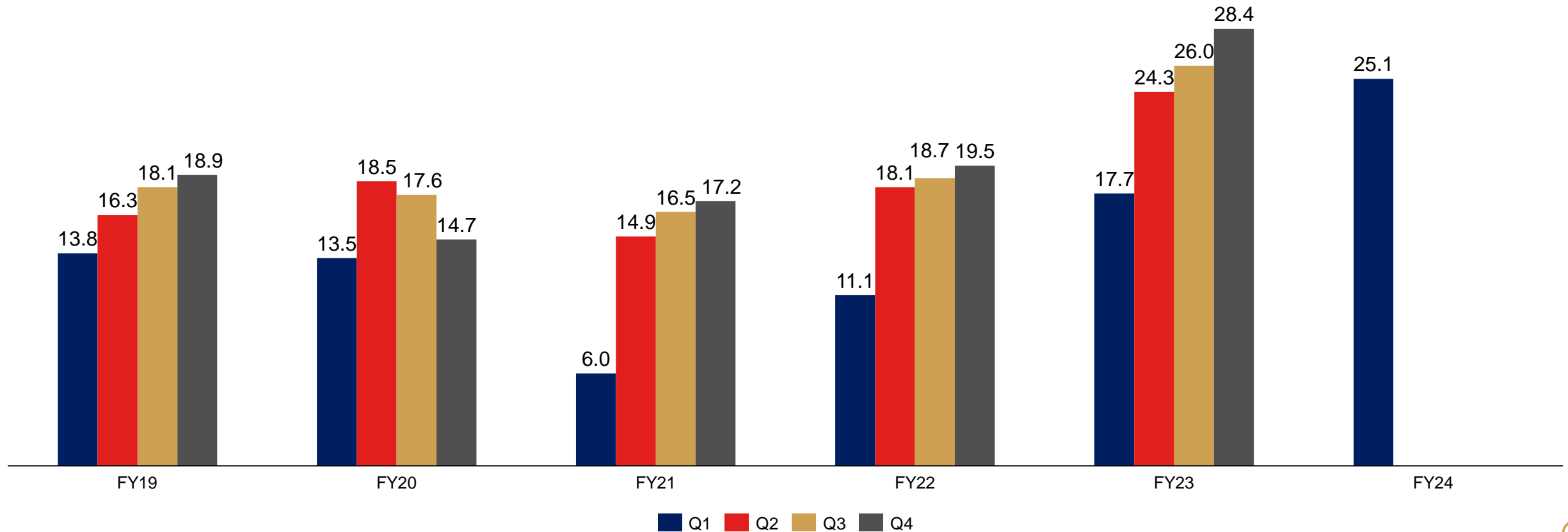
Consistent growth in volumes

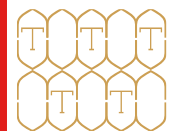
...owing to seasonality, Q1 volume saliency is usually between 19-21% of yearly volumes



Quarterly volumes (lacs cases)

42% volume growth in Q1 FY24 on YoY basis
86% volume growth vs. Q1 FY20 (pre-Covid)



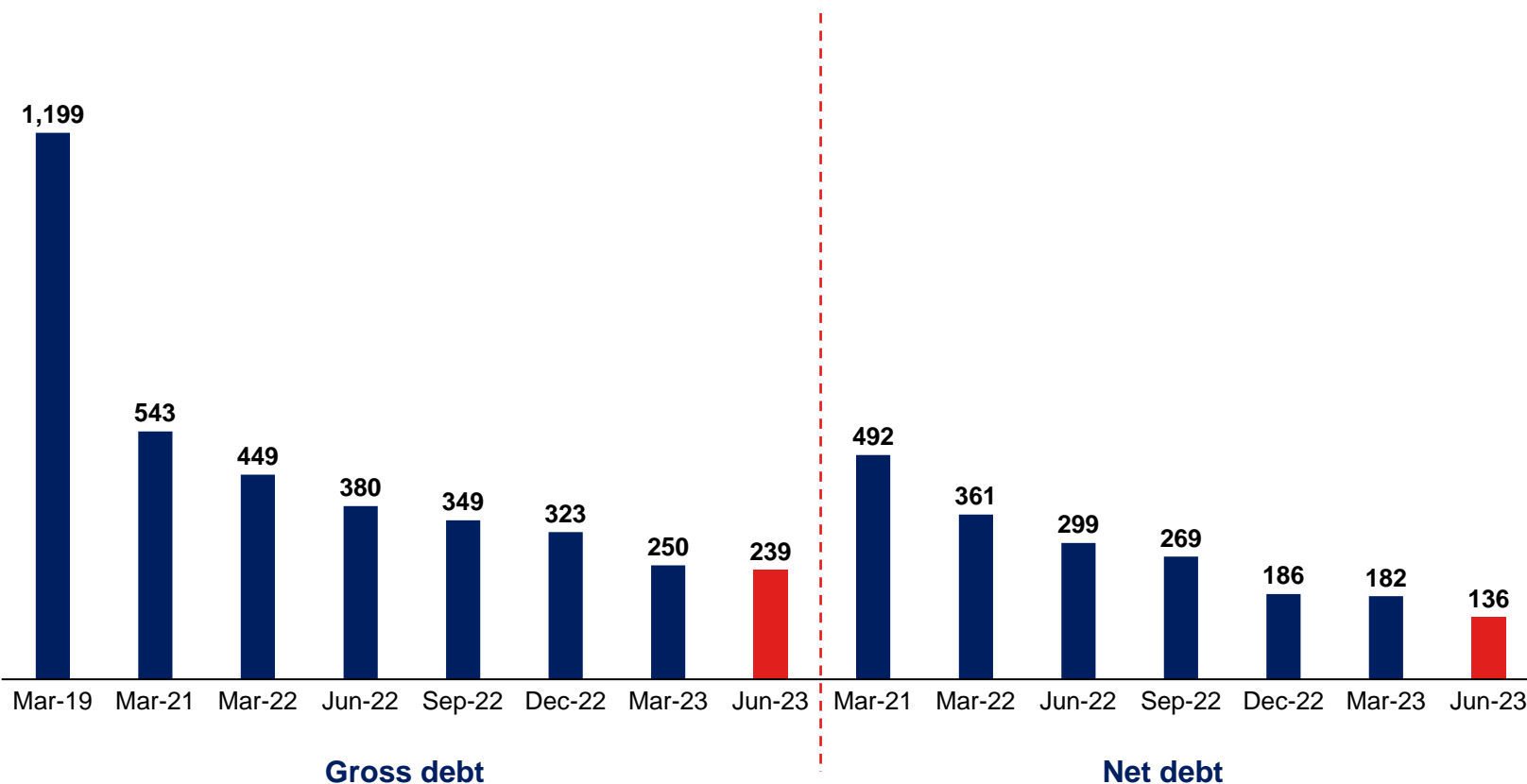


Debt reduction journey...

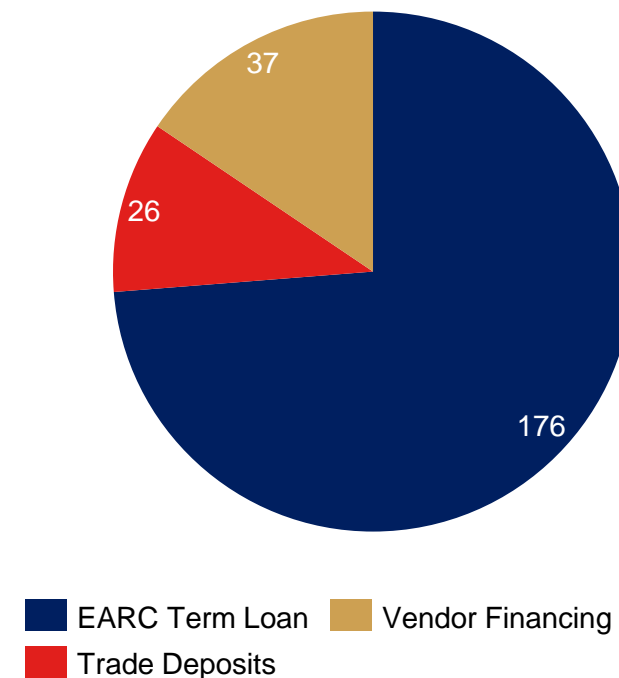
...operating cash flows helping in funding debt repayments as well as working capital requirements



Debt Journey (₹ Crs)^{(a)(b)}

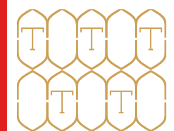


Debt as of 30-Jun-23^{(a)(b)}



(a) Debt adjusted for EARC balance debt of ₹ 3.6 crs which would be waived off in FY24 on following the repayment schedule

(b) Debt includes interest bearing trade deposits



Debt refinancing in final stages to completely prepay EARC debt

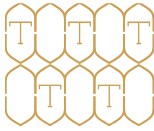


- ❖ We are in the final stages of refinancing our debt with Edelweiss ARC (“EARC”)
- ❖ EARC debt balance of Rs. 176 crs as of 30 June 2023
- ❖ Refinancing will be done through a loan facility taken from one of India’s largest private sector banks
- ❖ This refinancing enables entry into regular banking channels
- ❖ Offers immediate flexibility in managing cash flows, enabling investment in brand building
- ❖ We intend to become net debt free by March 2025



Quarterly Income Statement

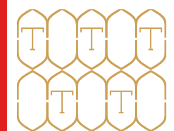
Particulars (₹ Crs)	Q1 FY24	Q1 FY23	Y-o-Y	Q4 FY23	Q-o-Q
Revenue from Operations (Gross)	640.0	480.5	33.2%	717.2	-10.8%
Excise Duty	335.9	251.0	33.8%	359.8	-6.6%
Revenue from Operations (Net)	304.1	229.5	32.5%	357.4	-14.9%
Cost of Material Consumed	150.2	121.4	23.7%	189.7	-20.8%
Change in Inventories of Finished goods & Work in Progress	0.8	4.6	-83.0%	8.0	-90.2%
Total Cost of Goods Sold	151.0	126.1	19.8%	197.7	-23.6%
Gross Profit	153.1	103.5	47.9%	159.8	-4.2%
Employee Expenses	10.0	8.5	18.3%	9.4	6.9%
Other Expenses	104.7	73.3	42.8%	106.9	-2.1%
EBITDA	38.4	21.7	76.8%	43.5	-11.7%
EBITDA Margin (%)	12.6%	9.5%	317 bps	12.2%	47 bps
Other Income	1.2	0.7	74.6%	5.1	-77.0%
Depreciation	7.8	8.0	-3.0%	7.9	-1.5%
EBIT	31.8	14.3	121.6%	40.6	-21.8%
EBIT Margin (%)	10.4%	6.2%	418 bps	11.2%	-80 bps
Finance Cost	6.0	13.3	-54.8%	8.0	-24.3%
Exceptional Items/Share from Associates	0.0	0.0	NM	26.4	-100.0%
Profit before Tax	25.7	1.0	2385.5%	59.1	-56.4%
Profit before Tax(%)	8.4%	0.4%	798 bps	16.3%	-787 bps
Tax	0.0	0.0	NM	-0.0	-100.0%
Profit After Tax	25.7	1.0	2385.5%	59.1	-56.4%
Profit After Tax excl. Exceptional Items	25.7	1.0	2385.5%	32.7	-21.2%
PAT Margin (%) excl. Exceptional Items	8.4%	0.4%	798 bps	9.0%	-58 bps
Reported Diluted EPS (As per Profit after Tax)	1.35	0.06	2157.9%	3.11	-56.4%



Introducing "A Warm Welcome"

...our new proposition for Mansion House Brandy





Disruptive renovation of Blue Lagoon Gin

ESTD. 1933
TILAKNAGAR
INDUSTRIES LTD.

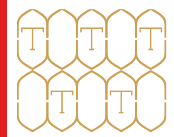
VARIETY'S THE SPICE OF LIFE

Just DIVE IN

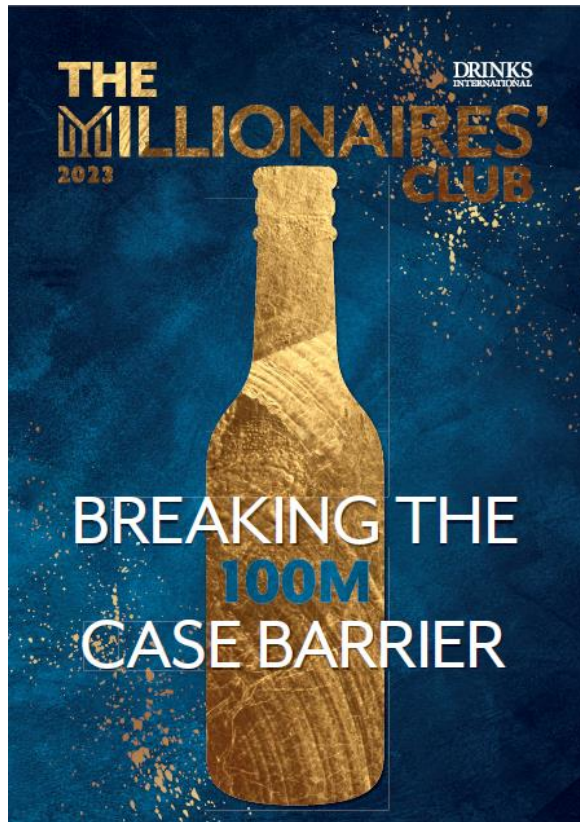
BLUE LAGOON
GIN LEMON
SPECIALLY DISTILLED FROM PREMIUM GRADE ALCOHOL

BLUE LAGOON
GIN
SPECIALLY DISTILLED FROM PREMIUM GRADE ALCOHOL

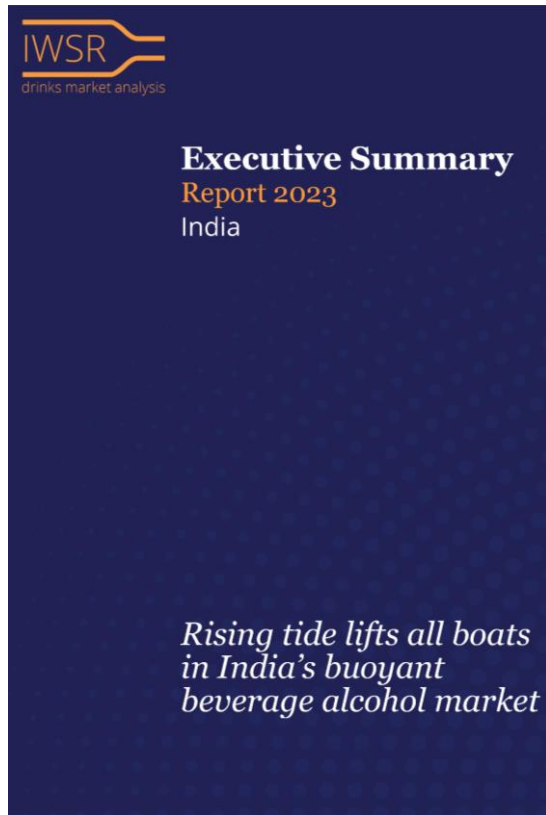
BLUE LAGOON
GIN ZESTY ORANGE
SPECIALLY DISTILLED FROM PREMIUM GRADE ALCOHOL



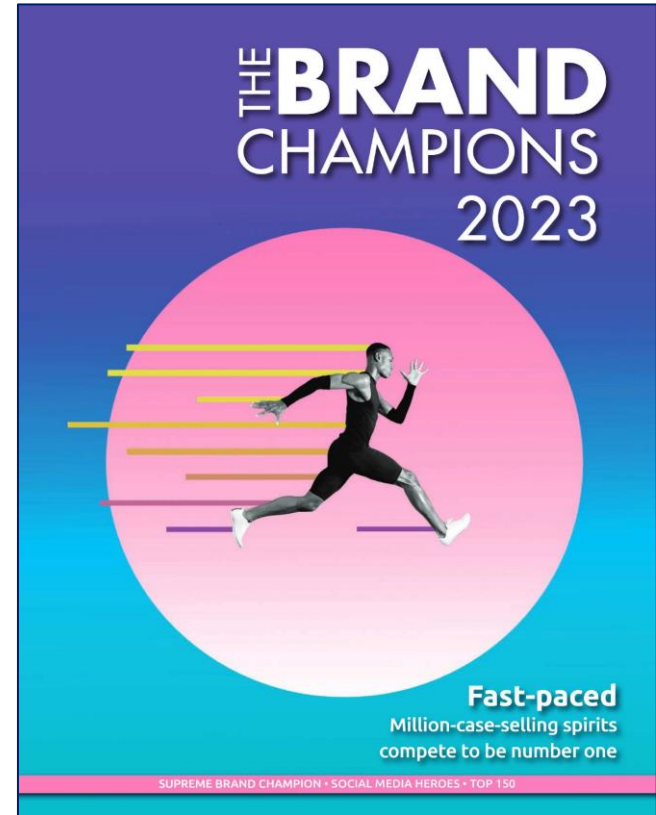
Accolades & Recognition for MHB



World's 2nd Fastest Growing Spirits Brand



India's Largest Selling Brandy and World's 2nd Largest Selling Brandy



Brandy Brand Champion 2023

 Two millionaire brands in the portfolio

MANSION HOUSE
*India's largest
selling brandy*



COURRIER NAPOLEON
*Our second
Millionaire brand*



Drink responsibly: The consumption of alcoholic beverages should always be approached responsibly and with awareness.

COMPANY & INDUSTRY OVERVIEW

The advertisement features a group of six people in vibrant, colorful clothing (blue, pink, purple, yellow, red, and green) posing in a futuristic hallway with a blue and white checkered floor and glowing neon lines. The text "NOW IS GAME ON" is prominently displayed in the center. In the top left corner, the Tilaknagar logo is visible. In the top right corner, the Mansion House logo is displayed above the brand name "Flandy" and the text "ORANGE FLAVOURED BRANDY". A bottle of Mansion House Flandy Orange Brandy is shown in the bottom right corner, with the slogan "WELCOME THE NOW" next to it.

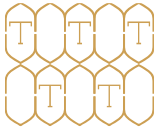
MANSION HOUSE
Flandy
— ORANGE FLAVOURED BRANDY —

WELCOME THE NOW

NOW IS GAME ON

MANSION HOUSE
Flandy
ORANGE
TILAKNAGAR INDUSTRIES LTD.





About the Company

Largest brandy manufacturer in India with presence across all segments of IMFL



1933

90 years since incorporation & 50+ years of experience in alcobev manufacturing



20

Manufacturing units across 12 states
Owned: 4 units
Contract manufacturing: 16 units



15+

Brands across products



93%

Share of Brandy as % of total volumes



9.64mn

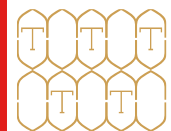
Volumes (in cases) sold



86%

Share of sales to South India as % of total volumes

* All data is for FY23; manufacturing units is as on date



Our journey

The turnaround well and truly coming to fruition



1933-2007

- Founded in 1933 as Maharashtra Sugar Mills Ltd. (MSML) to manufacture sugar and allied products
- Tilaknagar Distilleries and Industries Ltd. (TDIL) promoted as 100% subsidiary of MSML to manufacture industrial alcohol, IMFL and sugar cubes
- TDIL merged with MSML after MSML exits sugar business and renamed to Tilaknagar Industries

2008-2014

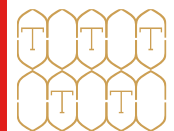
- Acquired subsidiaries Vahni Distilleries (Karnataka), Prag Distilleries (Andhra), Kesarval Springs Distillers (Goa) and PunjabExpo (Punjab)
- Acquired seven brands from Alcobrew Distilleries for CSD segment and IFB Agro's IMFL business ('Volga' vodka and 'Blue Lagoon' gin) for an entry into East Indian markets of West Bengal, Assam and Odisha
- Commissioned expansion of 50 KLPD molasses based distillery to 100 KLPD and 100 KLPD grain based distillery
- At its peak, registered net revenue of ₹ 824 crs in FY14

2014-2017

- Expansion project at Prag stalled
- Defaults in repayment to banks and financial institutions
- Sale of assets of Kesarval Springs Distillers to Indospirit Beverages Pvt. Ltd. in 2015

2018 onwards

- Restructuring of debt completed with EARC and one-time settlements reached with all lenders
- Enters into 10 yrs agreement to manufacture products for Pernod Ricard products in Maharashtra
- EBITDA more than doubled in FY23 to ₹ 137 crs
- Volumes in FY23 at 9.6 mn
- Gross debt as of 30-Jun-23 at ₹ 239 crs and Net debt at ₹ 136 crs
- Raised more than ₹ 310 crs through preferential issue of equity and warrants, since Dec-21



Super-Premium ₹ 1,000 & Above



Mansion House Reserve Brandy



Courier Napoleon Brandy Green



India's first premium flavoured brandy
Mansion House Flandy

Premium / Semi-Premium ₹ 700-1,000



#1 Premium Brandy in India
Mansion House Brandy



Mansion House Gold Whisky



New Launch
Blue Lagoon Gin

Deluxe ₹ 500-700



Madiraa XXX Rum



Courier Napoleon Brandy Gold

(Note: All MRP for 750ml)

 Senior management



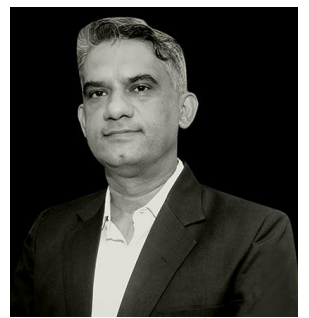
Amit Dahanukar
Chairman & Managing Director



Abhinav Gupta
CFO
Previously CFO with Trident Limited



Ameya Deshpande
President – Strategy & Corp Dev
Previously Investment Banker with Deutsche Bank and BNP Paribas & Co-founder at Authenticook



Tarun Behl
Vice President – Works
22+ yrs of alcobev experience In United Spirits/Diageo India, Shaw Wallace



Shivani Dahanukar
Executive Director



Ahmed Rahimtoola
CMO
14+ yrs with Allied Blenders & Distillers



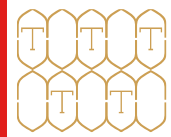
Col. Bineet Walia (Retd)
President – Institutional Sales
Former Colonel of the Indian Army



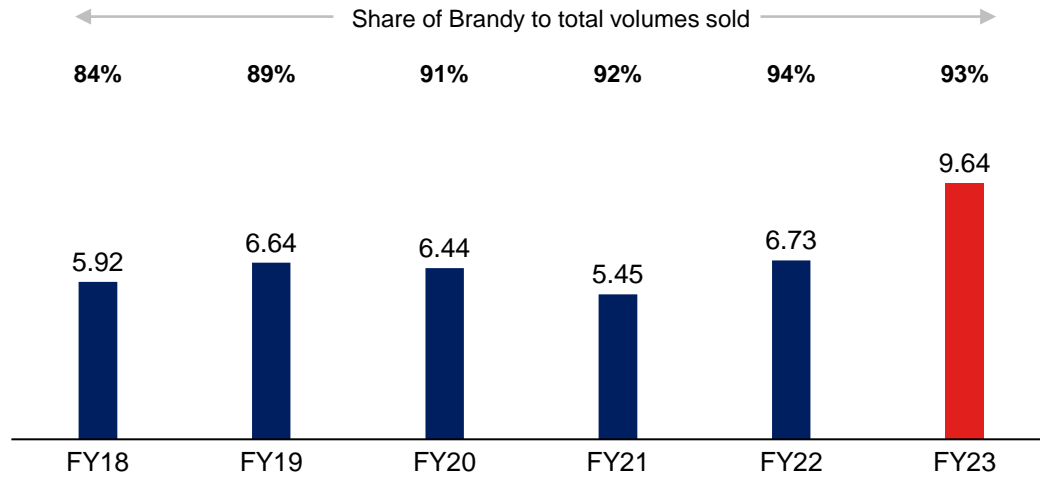
Yuvraj Singh Som
Vice President – Strategy & Operations
13+ yrs with Radico Khaitan

FULL YEAR FINANCIALS

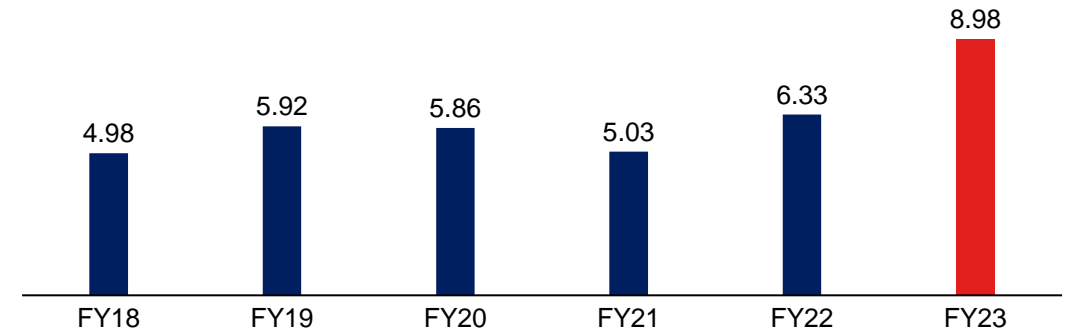




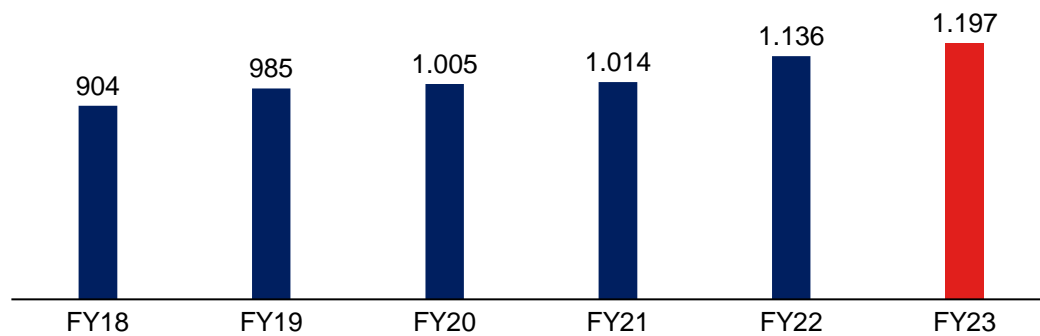
Total Volumes Sold (mn cases)



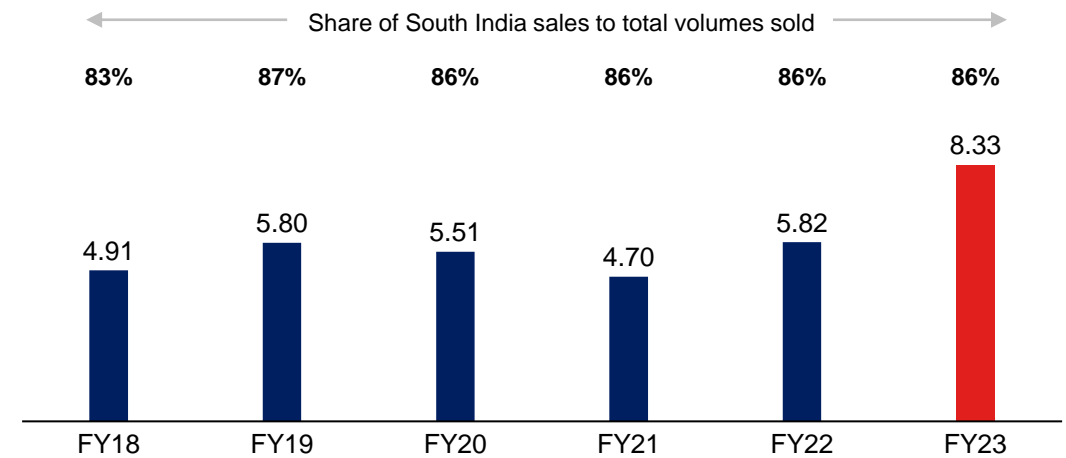
Brandy Sales (mn cases)

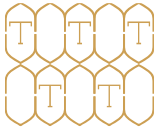


NSR per case (₹)



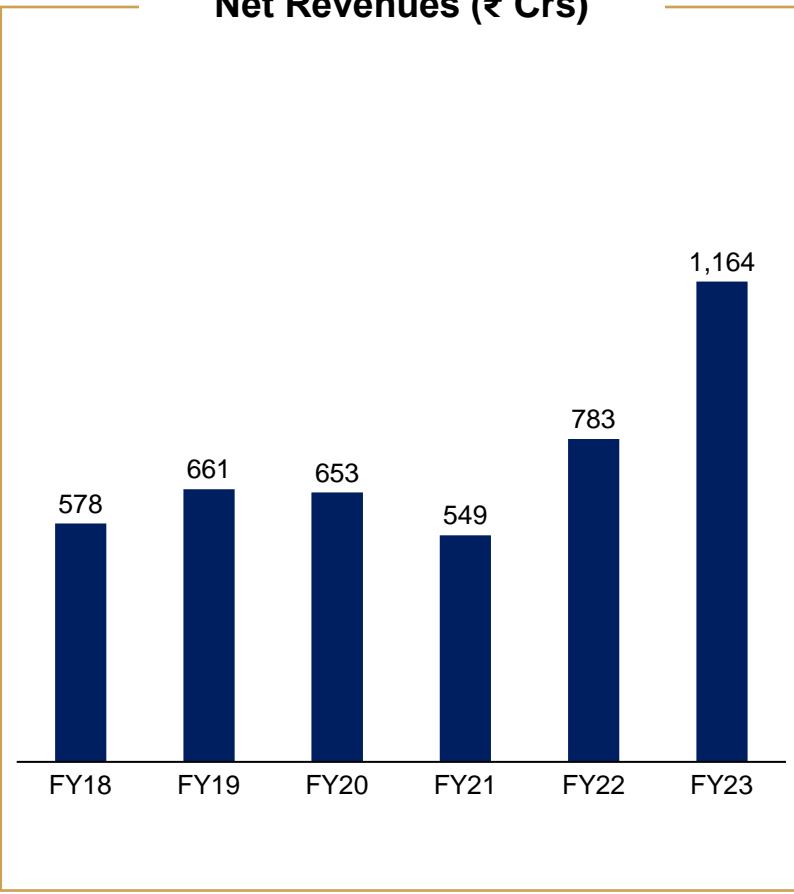
Robust sales in South India (mn cases)



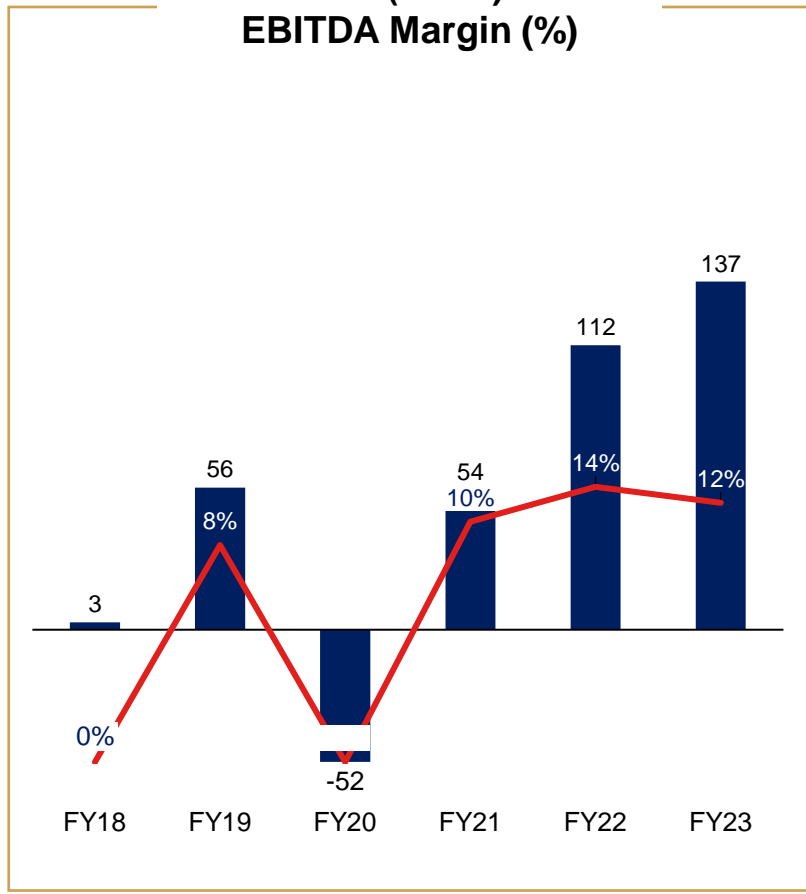


Focus on margins and cashflows

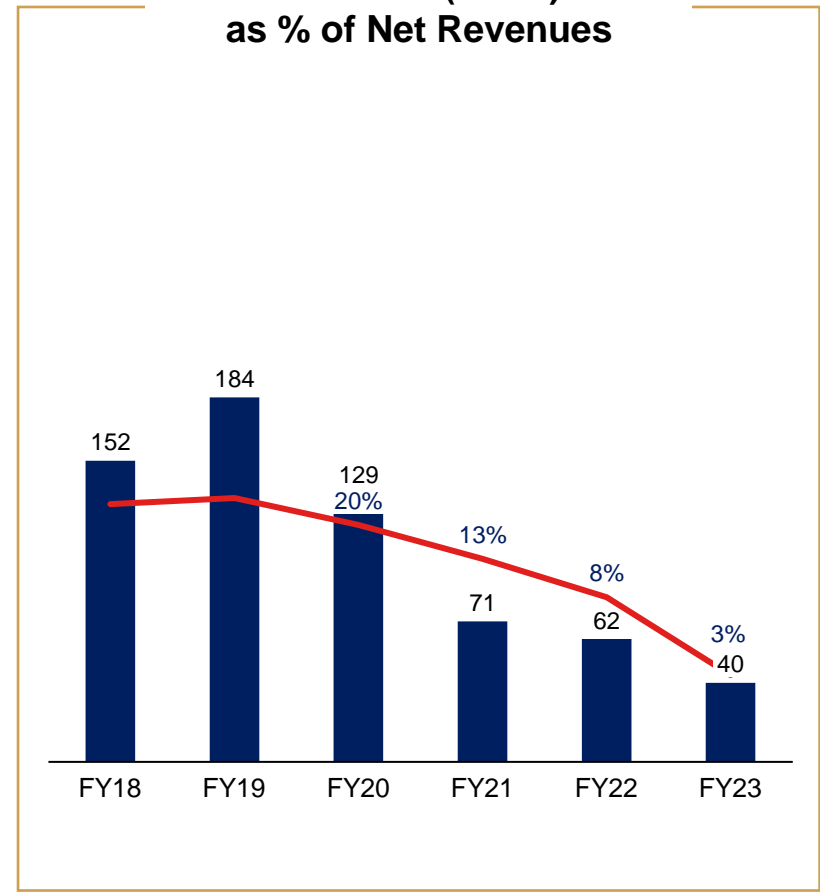
Net Revenues (₹ Crs)



EBITDA (₹ Crs) and EBITDA Margin (%)



Finance Cost (₹ Crs) and as % of Net Revenues

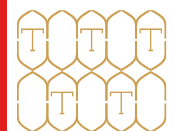


(a) EBITDA for FY20 is not comparable due to write-offs impacting EBITDA

Particulars (₹ Crs)	Mar-23	Mar-22	Mar-21
Revenue from Operations (Gross)	2,469.3	1,792.1	1,418.4
Excise Duty	1,304.9	1,008.7	869.6
Revenue from Operations (Net)	1,164.4	783.4	548.8
Cost of Material Consumed	633.3	378.0	291.3
Change in Inventories of Finished goods & Work in Progress	-17.0	4.4	-13.9
Total Cost of Goods Sold	616.3	382.4	277.4
Gross Profit	548.1	401.0	271.4
Employee Expenses	37.6	32.1	25.2
Other Expenses	373.3	256.8	192.1
EBITDA	137.2	112.1	54.1
EBITDA Margin (%)	11.8%	14.3%	9.9%
Other Income	7.5	10.5	11.4
Depreciation	32.3	32.7	33.1
EBIT	112.3	89.8	32.4
EBIT Margin (%)	9.6%	11.3%	5.8%
Finance Cost	40.2	61.9	71.0
Exceptional Items/Share from Associates	77.7	13.2	0.0
Profit before Tax	149.9	41.2	-38.6
Profit before Tax (%)	12.8%	5.2%	-6.9%
Tax	-0.0	-4.0	-0.2
Profit After Tax	149.9	45.2	-38.4
Profit After Tax excl. Exceptional Items	72.2	32.0	-38.4
PAT Margin (%) excl. Exceptional Items	6.2%	4.0%	-6.9%
Reported Diluted EPS (As per Profit after Tax)	8.56	3.08	(3.07)

Particulars (₹ Crs)	Mar-23	Mar-22	Mar-21
ASSETS			
Non - Current Assets			
Property, plant and equipment	417.5	438.8	467.8
Capital work-in-progress	0.1	100.2	100.1
Right of use assets	2.2	0.2	0.4
Intangible assets	0.3	0.3	0.4
Financial Assets			
(i) Investments	0.5	0.0	0.0
(ii) Loans	0.1		
(iii) Other Financial Assets	28.5	41.4	29.0
Income Tax Assets (Net)	4.3	3.1	3.8
Other non-current assets	6.5	9.2	69.8
Total Non - Current Assets	460.1	593.3	671.3
Current Assets			
Inventories	116.2	72.3	72.1
Financial Assets			
(i) Investments	22.1		
(ii) Trade receivables	338.8	236.8	181.1
(iii) Cash and cash equivalents	34.8	42.7	44.9
(iv) Bank balances other than (iii) above	9.4	27.9	3.2
(v) Loans	0.0		0.0
(vi) Other current financial assets	7.7	17.0	0.2
Other current assets	22.5	23.3	38.7
Total Current Assets	551.5	420.0	340.2
TOTAL ASSETS	1011.5	1013.3	1011.5

Particulars (₹ Crs)	Mar-23	Mar-22	Mar-21
Equity			
(a) Equity share capital	185.3	158.6	125.4
(b) Other equity	297.6	-25.1	-181.2
Total Equity	482.9	133.5	-55.7
Liabilities			
Non - Current Liabilities			
Financial liabilities			
(i) Borrowings	24	381	459
(ii) Lease liabilities	2.1	0.1	0.1
(iii) Other Financial Liabilities	64.3	40.2	60.2
Deferred Tax Liabilities			
Provisions	4.1	4.7	4.3
Other Non-Current Liabilities		14.5	30.5
Total Non- Current Liabilities	94.5	440.5	554.1
Current Liabilities			
Financial liabilities			
(i) Borrowings	229.1	204	242.9
(ii) Lease liabilities	0.3	0.1	0.5
(a) total outstanding dues of micro enterprises and small enterprises	34.4	23.7	25.4
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	94.7	147.6	122.6
(iv) Other financial liabilities	29.6	17.7	73.4
Other current liabilities	12.2	19.8	19.3
Provisions	33.7	26.3	29
Current tax liabilities (net)			0
Total Current Liabilities	434.1	439.3	513.1
Total Equity and Liabilities	1012	1013.3	1012



Cash Flow Statement

Particulars (₹ Crs)	Mar-23	Mar-22	Mar-21
Cash Flow from Operating Activities			
Profit before Tax	149.9	41.2	-38.6
Adjustment for Non-Operating Items	4.7	-86.9	-106.9
Operating Profit before Working Capital Changes	145.2	128.1	68.3
Changes in Working Capital	-72.8	-67.6	14.3
Cash Generated from Operations	72.4	60.4	82.6
Less: Direct Taxes paid	-1.2	4.7	2.9
Net Cash from Operating Activities	71.3	65.1	85.5
Cash Flow from Investing Activities	-11.8	-25.9	-0.3
Cash Flow from Financing Activities	-67.4	-41.3	-77.6
Net increase/ (decrease) in Cash & Cash equivalent	-7.9	-2.1	7.5
Add: Cash and cash equivalents as at 1st April	42.7	44.9	37.3
Add: Net effect of exchange gain on cash and cash equivalents			
Cash and cash equivalents as at 31st March	34.8	42.7	44.9

For further information, please contact:

Company :



Tilaknagar Industries Ltd. (BSE: 507205 | NSE: TI)

Ameya Deshpande

President – Strategy & Corporate Development

Email: adeshpande@tilind.com

Investor Relations Advisors :



Orient Capital (a division of Link Group)

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Thank You

