



RKL/SX/2023-24/89  
November 06, 2023

BSE Ltd. Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400 001  <b>Scrip Code: 532497</b>	National Stock Exchange of India Ltd. Exchange Plaza, 5 <sup>th</sup> Floor, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai – 400 051  <b>Symbol: RADICO</b>
--	--

**Sub: Investor's presentation on Unaudited Financial Results for the quarter and half year ended September 30, 2023**

Dear Sir / Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulation 2015, we enclose herewith a copy of Investors presentation on Unaudited Financial Results for the quarter and half year ended September 30, 2023 for your reference and records.

Thanking you,

Yours faithfully,  
**For Radico Khaitan Limited**

**(Dinesh Kumar Gupta)**  
**Senior Vice President - Legal &**  
**Company Secretary**

**Email Id: [investor@radico.co.in](mailto:investor@radico.co.in)**

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) 4097 5444/555 Fax: (91-11) 4167 8841-42  
Registered Office: Rampur Distillery, Bareilly Road, Rampur-244901 (UP.)  
Phones: 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)

**Q2 FY2024 Earnings  
Presentation**



# RAMPUR

INDIAN SINGLE MALT WHISKY  
NON-CHILL FILTERED

## JUGALBANDI #3

A luxurious euphony of sweetness and spice from *American Bourbon Barrels* and a smooth, velvety aria with hints of sweet plum cake from *Port Casks*.

♦ **PORT CASK MATURED** ♦  
*a medley of aromas*

### NOSE

The intense tropical fruity top notes that evolve into a hint of mango. As the elegance of lychee playfully steps in with the heavier sweet and spicy notes of the Port cask.

### PALATE

Refreshing vanilla notes from the First Fill Bourbon, followed by the cheerful sweetness of prunes and spicy notes of the port cask extract, unravelling the flavors, layer by delicate layer.

### FINISH

The aromatic finish lingers on your palate:  
a Jugalbandi of textures tempting you to take another sip.





# RAMPUR

INDIAN SINGLE MALT WHISKY  
NON-CHILL FILTERED

## JUGALBANDI #4

A charming melody of fruity, floral glory from *American Bourbon Barrels* and spicy malty magic from *Indian Pale Ale Casks*.

♦ IPA CASK MATURED ♦  
*a medley of aromas*

### NOSE

An intense tropical fruity note with a ripe juicy apple and a hint of mango. The Indian Pale Ale cask sings in a sweet malty undertone with hints of hops, pears and floral notes.

### PALATE

It is the simple joy of the First Fill Bourbon Cask's sweet vanilla that introduces you to the sinfully deep depths of the malt, green apple and hops spiciness.

### FINISH

Of sweetness and sunshine that lingers on:  
an amber jugalbandi that revives the spirit.



# Q2 FY2024 Performance Highlights

Sustained strong operating performance led by Prestige & Above category portfolio

## Q2 FY2024 vs. Q2 FY2023

- Total IMFL volume\* of 6.96 Million Cases (-3.1%)
- Prestige & Above brands volume of 2.84 Million Cases (+21.8%)
- Prestige & Above brands net sales of ₹489.7 Cr (+35.6%)
- Prestige & Above brands contribution to the IMFL volumes of 47.1% (vs. 37.9%)
- Prestige & Above brands contribution to the Total IMFL sales value of 70.0% (vs. 59.2%)
- Revenue from Operations (Net) of ₹925.0 Cr (+21.5%)
- Gross Profit of ₹408.3 Cr (+29.1%) at 44.1% margin (+259 bps)
- EBITDA of ₹120.6 Cr at 13.0% margin (+127 bps)
- Total comprehensive income of ₹61.4 Cr (+19.3%)

## H1 FY2024 vs. H1 FY2023

- Total IMFL volume\* of 14.32 Million Cases (+2.3%)
- Prestige & Above brands volume of 5.23 Million Cases (+24.2%)
- Prestige & Above brands net sales of ₹909.2 Cr (+37.7%)
- Prestige & Above brands contribution to the IMFL volumes of 41.6% (vs. 33.7%)
- Prestige & Above brands contribution to the Total IMFL sales value of 64.7% (vs. 54.6%)
- Revenue from Operations (Net) of ₹1,878.9 Cr (+23.7%)
- Gross Profit of ₹824.2 Cr (+27.5%) at 43.9% margin (+132 bps)
- EBITDA of ₹239.5 Cr at 12.7% margin (+79 bps)
- Total comprehensive income of ₹124.2 Cr (+13.5%)

\* Including brands on Royalty

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

“Radico Khaitan continued its robust performance in line with our expectations despite a challenging operating environment. This was led by a broad-based growth across our premium portfolio. Industry volume growth, particularly in the regular category, remained muted during the quarter. We expect demand momentum to improve with the upcoming festive season. The recent commissioning of the greenfield grain distillery at Sitapur is a significant milestone development in the history of Radico Khaitan and augurs well for our future growth trajectory. We are committed to our long-term strategy of delivering a sustainable premium volume growth. With our strong backward integrated platform and dedication to brand excellence, we are confident in our ability to capitalize on the long-term growth prospects within the Indian spirits industry.”

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

“During Q2 FY24, we delivered a strong growth of 22% in our Prestige & Above category brands. We are making remarkable progress in further expanding our brand portfolio and launched next two whiskies in the Jugalbandi series of eight Indian Single Malt whiskies, i.e. Jugalbandi #3 and #4, at The Whisky Show in London. With our Rampur Indian Single Malt portfolio, we have always strived to take India to the World and the recent launch is a testament to our brand creation capabilities and celebrates an ancient Indian artform. Despite a volatile cost environment, our EBITDA margins have sustained on sequential basis. We are confident that we are making progress in the right direction with our business strategies. We are focused on delivering a value-led growth, managing business with agility, harnessing the strength of our extensive distribution network and manufacturing platform, while consistently improving our profit margins.”

# Performance Trend

	Q2		y-o-y	Q1		Half Year		y-o-y
	FY2024	FY2023	Growth (%)	FY2024	Growth (%)	FY2024	FY2023	Growth (%)
<b>Operational Performance (Million Cases)</b>								
Prestige & Above	2.84	2.33	21.8%	2.39	18.9%	5.23	4.21	24.2%
Regular & Others	3.19	3.82	(16.5)%	4.15	(23.1)%	7.34	8.29	(11.5)%
Total Own Volume	6.03	6.15	(2.0)%	6.53	(7.7)%	12.56	12.50	0.5%
<i>Prestige &amp; Above as % of Total</i>	47.1%	37.9%		36.5%		41.6%	33.7%	
Royalty Brands	0.93	1.03		0.83		1.76	1.51	
Total Volume	6.96	7.18	(3.1)%	7.36	(5.5)%	14.32	14.01	2.3%
<b>Revenue Break up (₹ Crore)</b>								
IMFL (A)	699.1	610.0	14.6%	705.5	(0.9)%	1,404.5	1,207.9	16.3%
<i>Prestige &amp; Above</i>	489.7	361.1	35.6%	419.5	16.7%	909.2	660.0	37.7%
<i>Regular &amp; Others</i>	201.4	241.1	(16.5)%	278.3	(27.6)%	479.7	535.5	(10.4)%
<i>Other</i>	8.0	7.8		7.7		15.7	12.4	
Non IMFL (B)	226.0	151.3	49.3%	248.4	(9.0)%	474.3	310.9	52.6%
Revenue from Operations (Net) (A+B)	925.0	761.4	21.5%	953.9	(3.0)%	1,878.9	1,518.8	23.7%
<i>Prestige &amp; Above as % of Total IMFL Revenue</i>	70.0%	59.2%		59.5%		64.7%	54.6%	
<i>IMFL as % of Total Revenue</i>	75.6%	80.1%		74.0%		74.8%	79.5%	

Above financials are on Standalone basis

# Performance Trend

	Q2		y-o-y	Q1		Half Year		y-o-y
	FY2024	FY2023	Growth (%)	FY2024	Growth (%)	FY2024	FY2023	Growth (%)
<b>Financial Performance (₹ Crore)</b>								
Revenue from Operations (Gross)	3,715.1	3,018.6	23.1%	4,023.3	(7.7)%	7,738.4	6,202.4	24.8%
Revenue from Operations (Net)	925.0	761.4	21.5%	953.9	(3.0)%	1,878.9	1,518.8	23.7%
Gross Profit	408.3	316.4	29.1%	415.9	(1.8)%	824.2	646.3	27.5%
<i>Gross Margin (%)</i>	44.1%	41.6%		43.6%		43.9%	42.6%	
EBITDA	120.6	89.6	34.6%	118.9	1.4%	239.5	181.7	31.8%
<i>EBITDA Margin (%)</i>	13.0%	11.8%		12.5%		12.7%	12.0%	
Profit Before Tax	83.3	69.8	19.4%	84.0	(0.9)%	167.3	147.0	13.9%
Total Comprehensive Income	61.4	51.5	19.3%	62.8	(2.2)%	124.2	109.4	13.5%
<i>Total Comprehensive Income Margin (%)</i>	6.6%	6.8%		6.6%		6.6%	7.2%	
Basic EPS (₹)	4.63	3.88	19.4%	4.73	(2.2)%	9.36	8.24	13.6%

Above financials are on Standalone basis



# Performance Trend

₹ Crore)	Q2		y-o-y	Q1		Half Year		y-o-y
	FY2024	FY2023	Growth (%)	FY2024	Growth (%)	FY2024	FY2023	Growth (%)
Revenue from Operations (Gross)	3,715.1	3,018.6	23.1%	4,023.3	(7.7)%	7,738.4	6,202.4	24.8%
Revenue from Operations (Net)	925.0	761.4	21.5%	953.9	(3.0)%	1,878.9	1,518.8	23.7%
Other Income	0.7	0.9	(27.0)%	1.1	(38.5)%	1.8	5.3	(66.0)%
Income from Operations	925.7	762.3	21.4%	955.0	(3.1)%	1,880.7	1,524.1	23.4%
Cost of Goods Sold	516.7	445.0	16.1%	538.0	(4.0)%	1,054.7	872.5	20.9%
Employee Benefit	48.6	40.2	21.0%	41.3	17.6%	90.0	76.6	17.4%
Selling & Distribution	99.5	73.2	36.0%	107.8	(7.7)%	207.3	167.2	24.0%
Depreciation	26.1	17.2	52.0%	24.3	7.3%	50.5	33.9	48.7%
Interest	12.5	4.0	208.2%	12.3	1.6%	24.7	7.0	252.6%
Other Operating Expenses	139.0	112.9	23.0%	147.3	(5.6)%	286.2	219.9	30.2%
Total Expenses	842.4	692.5	21.6%	871.0	(3.3)%	1,713.4	1,377.2	24.4%
Profit Before Exceptional Item & Tax	83.3	69.8	19.4%	84.0	(0.9)%	167.3	147.0	13.9%
Exceptional Items	0.0	0.0		0.0		0.0	0.0	
Profit Before Tax	83.3	69.8	19.4%	84.0	(0.9)%	167.3	147.0	13.9%
Current Tax	13.5	18.7		22.8		36.2	40.7	
Previous Year Adjustments	0.0	0.0		0.0		0.0	0.0	
Deferred Tax	8.0	(0.7)		(2.0)		6.0	(3.9)	
Net Profit	61.9	51.8	19.4%	63.2	(2.2)%	125.1	110.1	13.6%
<i>Net Income Margin (%)</i>	6.7%	6.8%		6.6%		6.7%	7.3%	
Other Comprehensive Expenses / (Income)	0.5	0.4		0.4		0.9	0.7	
Total Comprehensive Income	61.4	51.5	19.3%	62.8	(2.2)%	124.2	109.4	13.5%
<i>Total Comprehensive Income Margin (%)</i>	6.6%	6.8%		6.6%		6.6%	7.2%	

## Q2 FY2024 Highlights

- Revenue from Operations (Net) grew by 21.5% y-o-y. Total IMFL volume\* decreased 3.1% whereas Prestige & Above category volume grew 21.8%. Prestige & Above net revenue growth was 35.6% compared to Q2 FY2023. Non-IMFL revenue growth was due to incremental country liquor volumes from our Sitapur bottling plant coupled with the country liquor price increases received w.e.f. 1-April-2023.
- Gross Margin during the quarter was 44.1% compared to 41.6% in Q2 FY2023 and 43.6% in Q1 FY2024. On Y-o-Y basis, our gross margin improved significantly due to the price increases and ongoing premiumization in the IMFL business coupled with price increases received in the Country Liquor business. On Q-o-Q basis, despite commodity inflation in the ENA and grain prices we have been able to sustain Gross Margins.
- Although, prices of certain packaging materials have softened recently, we cautiously monitor the trends of ENA and glass bottles where volatility persists.
- The Company's strategy is to continue to make prudent marketing investments over existing core brands and new launches to sustain the growth and market share. During Q2 FY2024, A&SP as 5.3% of IMFL sales compared to 4.0% in Q2 FY2023. On a quarterly basis, the amount may vary but we expect to maintain A&SP spend around 6% to 8% of our IMFL revenues to be able to drive the sales momentum.
- The Company has incurred ₹834 Crore on the Rampur Dual Feed and Sitapur Green Field projects since inception.

As of September 30, 2023	₹ Crore	Comment
Total Debt	826.3	Long Term ₹ 357.9 Crore, Short Term (including current maturities) ₹ 468.4 Crore
Cash & Cash Equivalents	(54.9)	
<b>Net Debt</b>	<b>771.4</b>	<b>Increase in Net Debt of ₹ 160.4 Cr after Capex on new projects of ₹ 156 Crore since Mar-2023</b>

# Disclaimer

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.

*For further information, please contact:*

**Saket Somani**

*Senior Vice President, Finance & Strategy*

[somanis@radico.co.in](mailto:somanis@radico.co.in)

☎ +91 11 4097 5403

## Q2 FY2024 Earnings Call Details

Date: Tuesday, November 7, 2023 | Time: 12:30 PM IST

Universal Access: +91 22 6280 1116, +91 22 7115 8017

[Pre-Register to avoid wait time and Express Join with Diamond Pass](#)



**Radico Khaitan Limited**

(CIN: L26941UP1983PLC027278)

J-I, Block B-I, Mohan Co-operative Industrial Area,  
Mathura Road, New Delhi-110044

Ph.: +91-11-4097 5400/5500

Fax: +91-11-4167 8841/42

[www.radicokhaitan.com](http://www.radicokhaitan.com)