



Ref: TI/NSE/COMP/14-15/54

November 14, 2014

To,
The Manager (Listing),
National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra -Kurla Complex, Bandra (E).
Mumbai 400 051.
Ph No.: 26598235/36
Fax No.: 26598120/237/238

Sub: Investor Presentation and Press Release
Ref: Scrip Code – TI

Dear Sir/Madam,

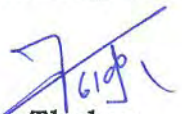
Please find attached herewith a copy of the press release and investor presentation with respect to unaudited financial results of the Company for the quarter and half year ended September 30, 2014.

Kindly acknowledge the receipt and take the same on your record.

Thanking you.

Yours faithfully,

For Tilaknagar Industries Ltd.


Gaurav Thakur
Company Secretary



Encl: a/a

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CIN : L15420PN1933PLC133303



Q2 & H1 FY2015 Results Overview

November 14, 2014

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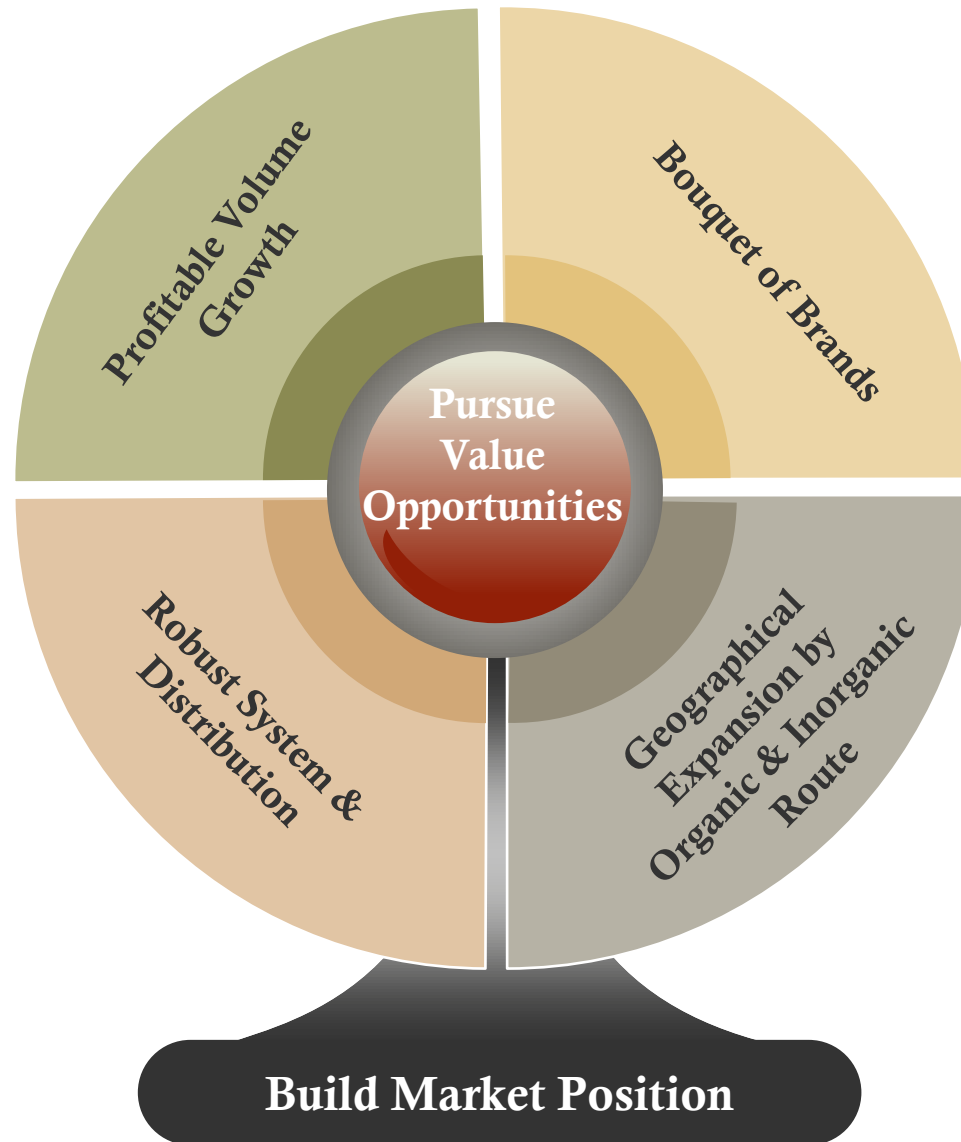
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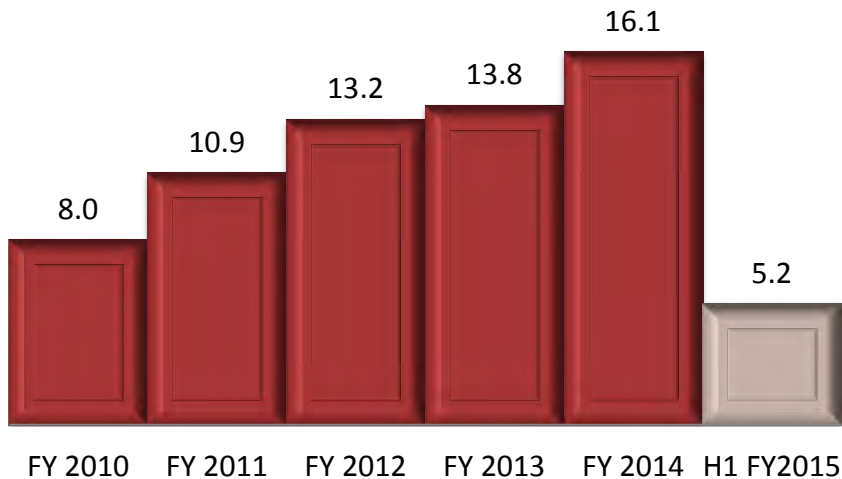
*Note- All financial discussions are on consolidated results
- Figures have been rounded off for the purpose of reporting*

TI's Business Philosophy



Operational Highlights

Total number of cases sold (mn)



- Volumes in Q2 reflect
 - Focus on high margin semi-premium and premium brands
 - Supply side limitations in Tamil Nadu driven by bottling capacity constraints resulted in lack of sales for TI
 - Company exited volumes that were loss leaders
 - Conscious plan to exit volumes in the subprime category in Kerala and CSD
- Business strategies remained tuned to market conditions in key operating markets with a continued focus on profitability

Q2 FY2014

3.96 mn cases

Q2 FY2015

2.29 mn cases

H1 FY2014

7.66 mn cases

H2 FY2015

5.24 mn cases

Operational Highlights

→ Brandy

- Premium brandy segment witnessed double digit growth
- No sales in Tamil Nadu primarily due issues around bottling capacities

→ Whisky

- Segment reflects conscious strategy to focus on profitable category
- Senate Royale and Mansion House Whisky are the key brands in TI's profitable whisky portfolio and showing healthy growth

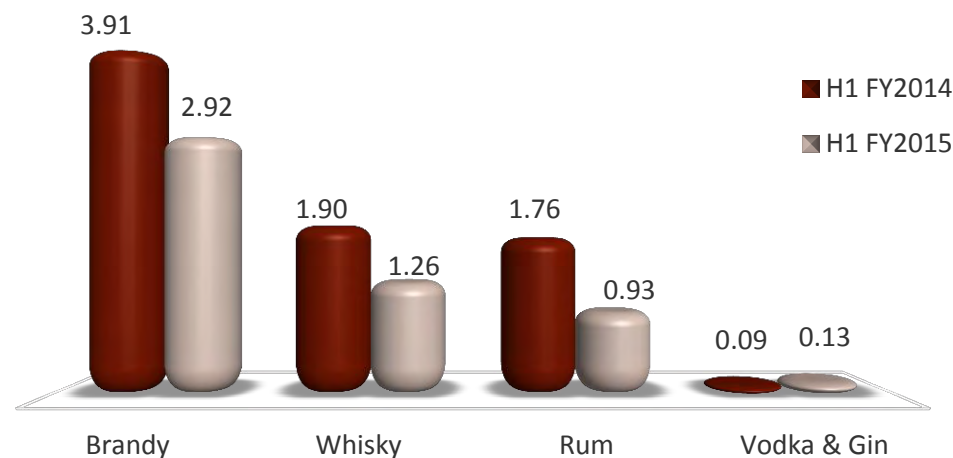
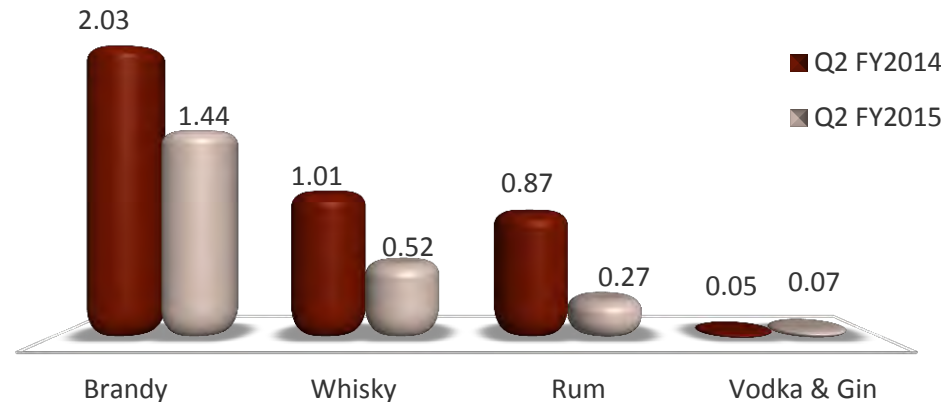
→ Rum

- Strategy to extend growth to lead the market in this segment
- Planned decision to reduce sales of regular category brands which add pressure to margins, thereby impacting total volumes in the rum category
- Kerala and CSD continue to be primary rum markets.

→ Vodka and Gin

- Growth in the segment led by the Company's efforts to drive sales of IFB Agro's and TI's brands
- IFB Brands post growth in September 2014.

Segment wise cases sold (mn cases)



Financial Performance

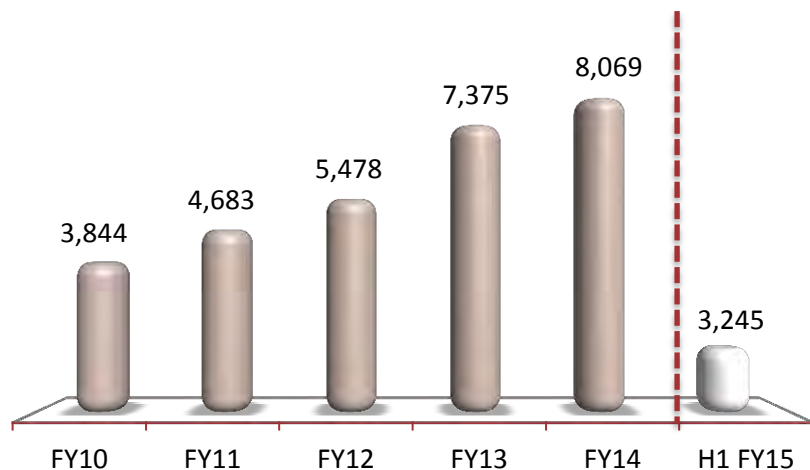
Particulars (Rs. in million)	Q2 FY15	Q2 FY14	Shift (%)	H1 FY15	H1 FY14	Shift (%)
Net Sales	1,607.3	1,985.0	(19.0)%	3,245.0	3,655.3	(11.2)%
Other Operating Income*	206.0	13.1	1472.7%	707.9	144.2	390.9%
Total Revenues	1,813.2	1,998.1	(9.3)%	3,952.9	3,799.5	4.0%
Expenditure	1,510.6	1,558.1	(3.0)%	2,974.0	2,958.5	0.5%
EBITDA	302.6	440.1	(31.2)%	978.9	841.1	16.4%
PBT	8.3	238.7	(96.5)%	401.7	443.4	(9.4)%
PAT	5.6	160.4	(96.5)%	314.5	333.2	(5.6)%
Basic EPS (Rs.)	0.05	1.3	(96.5)%	2.5	2.7	(6.9)%

- ➔ Q2 FY15 Net Sales reported muted performance on account of
 - No sales in Tamil Nadu due bottling issues in the region
 - Exit of unprofitable volumes in Kerala and CSD
- ➔ Led by efforts to drive sales of higher margin brands, TI was able to mitigate to a limited extent the impact of the spike in raw material costs
- ➔ Profitability remained constrained under the influence of
 - Diluted revenues
 - Interest expenses
 - Higher raw material costs particularly ENA

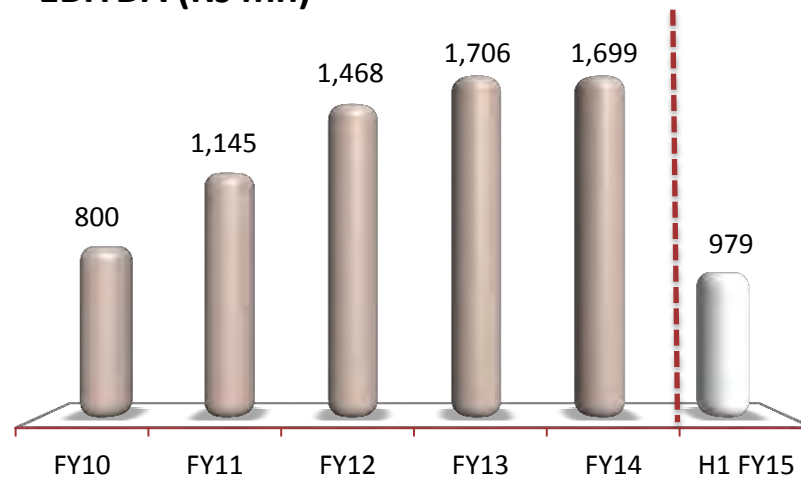
- The Company has accrued the income entitlement of MVAT and CST refund for the quarter ended September 2014 and henceforth will account on quarterly basis to ensure comparison and consistency, instead of accruing the same on yearly basis as done in the past and hence the profit for the quarter ended September 30, 2014 and half year ended September 30, 2014 is higher to that extent.

Financial Synopsis

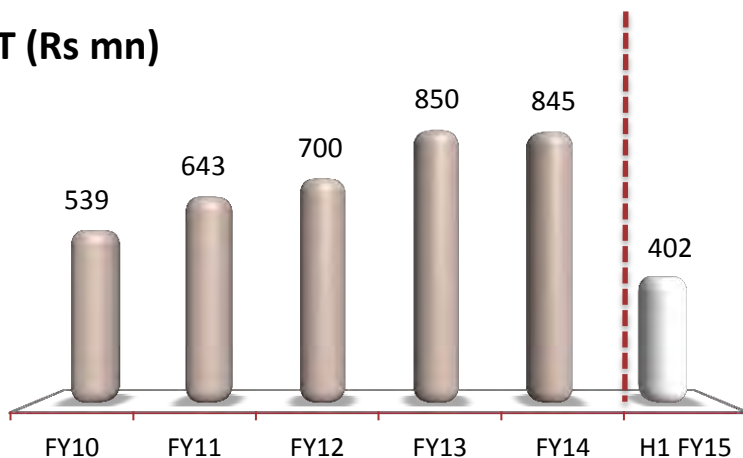
Net Sales (Rs mn)



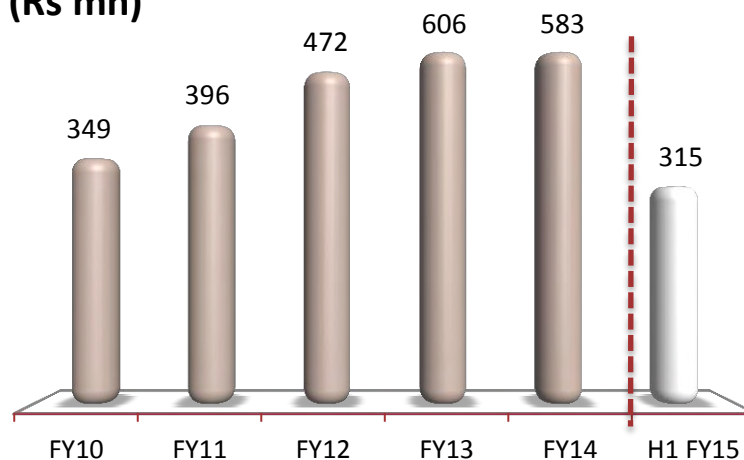
EBITDA (Rs mn)



PBT (Rs mn)



PAT (Rs mn)



Commenting on these results, Mr. Amit Dahanukar, Chairman & Managing Director, Tilaknagar Industries Ltd, said: *“Our Q2 and H1 FY15 results reflect the influence of a less favourable macro-economic environment, as a result of which the overall business context remained tough. Nonetheless, we continued to focus on optimizing TI’s brand and product mix to sustain our initiatives to secure long term growth.*

While the last few quarters have been challenging for the Company, across TI’s product categories we have had a secular aim of premiumisation which has resulted in a subdued performance on the volume front but has enabled us to witness higher average realizations. In continuation, this strategy partially offset the impact of high raw material costs and tedious operating conditions in some of our key markets.

With regards to our markets, we sustained our momentum to expand in the East which has displayed healthy potential to grow. In South, we are focused on entrenching TI’s brand reach deeper in existing markets of Karnataka, Andhra Pradesh, Telangana and Kerala. External factors such as the supply side bottlenecks in Tamil Nadu persisted, hence we have simultaneously made concerted measures to utilize resources to diversify growth in other markets.

Whilst we anticipate that these headwinds are likely to have a lag effect on the full year results, we remain committed to brand building and exploiting opportunities in the key markets with heightened focus on the premium segment. ”

TI's Business segments - Brandy

Key brands



- Brandy segment continues to hold a dominant position in TI's portfolio
- Its Millionaire brand Mansion House Brandy continues to lead the segment for TI
- Courier Napoleon series of Red, Blue and Green is progressing well to join the Millionaire club

Vodka & Gin

Rum

Whisky

Brandy

2%

18%

24%

56%

TI's Business segments - Rum

Key brands



- TI aims to capitalize this segment . The Company plans to extend its footprints with its Millionaire Brand White House rum

Vodka & Gin

2%

Rum

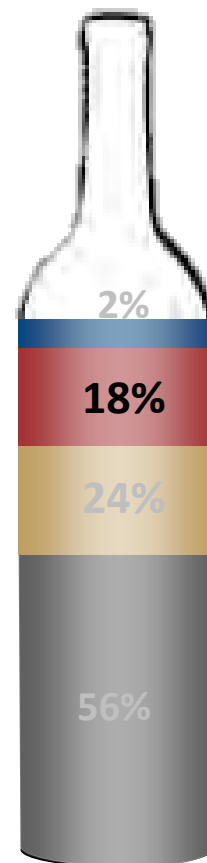
18%

Whisky

24%

Brandy

56%



TI's Business segments - Whisky

Key brands



- TI is expanding this segment with a keen eye on its premium brands
- TI's Senate Royale Whisky and Mansion house Whisky lead the pack in the segment

Vodka & Gin

Rum

Whisky

Brandy

2%

18%

24%

56%

TI's Business segments - Vodka and Gin

Key brands



- The Vodka and Gin segment presents a unique expansion and growth opportunity for TI
- With its existing portfolio and addition of IFB Agro's brands 'Volga' vodka and 'Blue Lagoon', TI well placed to extend its mark in this space

Vodka & Gin

2%

Rum

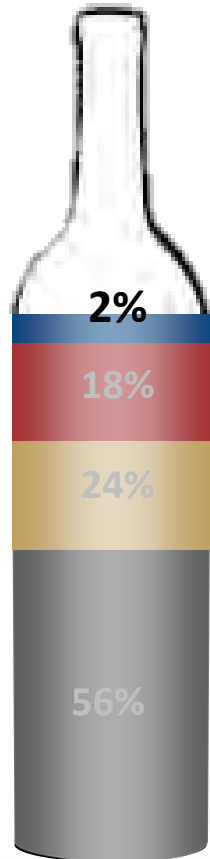
18%

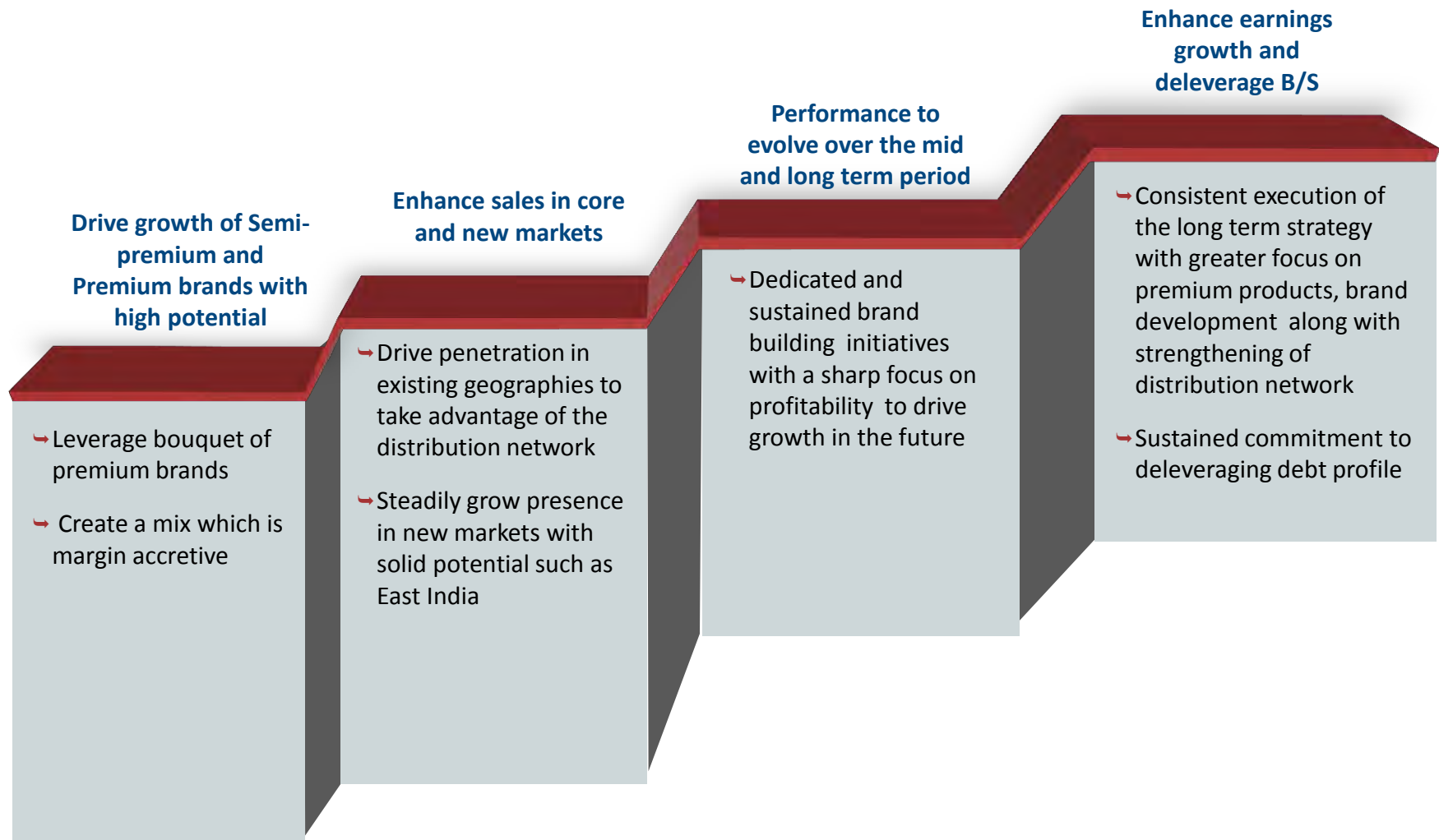
Whisky

24%

Brandy

56%





Company Overview

5 millionaire brands namely, Mansion House brandy, Madiraa Rum, White House Rum Brigadier No. 1 brandy and Vorion No. 1 Indian Brandy

Dominance in Karnataka, Andhra Pradesh, Kerala and Puducherry

Focus on Premiumisation

Leading player in Indian Made Foreign Liquor

Brand bouquet of more than 40 brands at attractive price points and for varied customer

Diversified Brand Portfolio

Robust Operating Model



Efficient Distribution Sales Force

5 in-house manufacturing facilities (inclusive of 4 subsidiaries) 12 lease arrangements and 14 tie-up units

Strengthening the foothold in East

East being tapped with immense potential to grow

Sales through State Corporation across Andhra Pradesh, Karnataka, Kerala, Tamil Nadu and Odisha

Distributor channels located in Maharashtra, Goa, Silvassa, West Bengal
One of the largest player in CSD

For further information

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Disclaimer:

Certain statements in this document may be forward-looking statements. These statements entail risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. Tilaknagar Industries Ltd (TI) is under no obligation to (and expressly disclaims any such obligation to) update or alter its forward-looking statements whether as a result of new information, future events or otherwise. The Company may, from time to time, make additional written and oral forward looking statements, including statements contained in its filings with the regulatory bodies and reports to shareholders.



P.O. Tilaknagar, Tal. Shrirampur, Ahmednagar, Maharashtra – 413 720

Mumbai, November 14: Tilaknagar Industries Ltd. (TI), a leading player in the Indian Made Foreign Liquor (IMFL) industry has announced its consolidated financial results for the quarter and half year ended September 30, 2014.

H1 FY15 Net Sales at Rs. 3,245 million

H1 FY15 PAT at Rs. 315 million

H1 FY15 Volumes at 5.2 million cases

Note: Figures have been rounded off for the purpose of reporting

Key Highlights:

- ❑ Volumes in Q2 reflect
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 - ✓ Supply side limitations in Tamil Nadu driven by bottling capacity constraints resulted in lack of sales for TI
 - ✓ Company exited volumes that were loss leaders
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- ❑ Q2 FY15 Net Sales reported muted performance on account of
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Whilst we anticipate that these headwinds are likely to have a lag effect on the full year results, we remain committed to brand building and exploiting opportunities in the key markets with heightened focus on the premium segment.”

Outlook:

❑ Drive growth of Semi- premium and Premium brands with high potential

- ✓ Leverage bouquet of premium brands
- ✓ Create a mix which is margin accretive

❑ Enhance sales in core and new markets

- ✓ Drive penetration in existing geographies to take advantage of the distribution network
- ✓ Steadily grow presence in new markets with solid potential such as East India

❑ Performance to evolve over the mid and long term period

- ✓ Dedicated and sustained brand building initiatives with a sharp focus on profitability to drive growth in the future

❑ Enhance earnings growth and deleverage B/S

- ✓ Consistent execution of the long term strategy with greater focus on premium products, brand development along with strengthening of distribution network
- ✓ Sustained commitment to deleveraging debt profile

About Tilaknagar Industries Ltd. (TI)

Tilaknagar Industries Ltd. (BSE: 507205 / NSE: TI) is one of the renowned Indian Made Foreign Liquor players (including whisky, brandy, gin, rum and vodka) with presence across India. The Company manufactures, markets and sells more than 40 brands across all price points. TI's subsidiaries are Prag Distillery (P) Ltd, Vahni Distilleries Private Limited, Kesarval Springs Distillers Pvt. Ltd., Punjab Expo Breveries Private Limited. The Company exports its products to Western Africa, the Middle East, the Far East and Caribbean countries.

For further information, please visit www.tilind.com:

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