

RKL/SX/2026-27/43

July 28, 2026

BSE Limited
Phiroze Jeejeeboy Towers
Dalal Street
Mumbai – 400001
Scrip Code: 532497

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot no. C/1,
G Block, Bandra-Kurla Complex, Bandra
(E), Mumbai – 400051
Symbol: RADICO

Subject : Earnings Conference Call Presentation

Ref. : Disclosure under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”).

Dear Sir/Madam,

Pursuant to Regulation 30 of the Listing Regulations, please find enclosed herewith the Earnings Presentation for the Unaudited Financial Results for the quarter ended June 30, 2026.

The aforesaid intimation is also being disseminated on the website of the Company at <https://www.radicokhaitan.com/investor-relations>

This is for your information and records.

Thanking You,
For **Radico Khaitan Limited**

Dinesh Kumar Gupta
Senior Vice President - Legal & Company Secretary

Email Id: investor@radico.co.in
Encl.: as above

RADICO KHAITAN LIMITED
Corporate Office: Plot No. J-1, Block B-1, Mohan Co-op. Industrial area
Mathura Road, New Delhi-110044
Ph: (91-11) 4097 5444/555
Registered Office: Rampur Distillery, Bareilly Road, Rampur-244901 (UP.)
Phones: 0595-2350601/2, 0595-2350009
E-mail: info@radico.co.in, website: www.radicokhaitan.com
CIN No.: L26941UP1983PLC027278

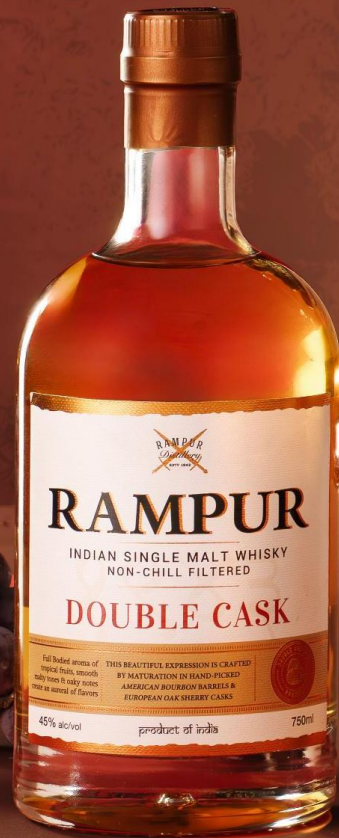


Radico Khaitan Ltd.

(BSE: 532497; NSE: RADICO)

**Q1 FY2027 Earnings
Presentation**

—•••••—
Taking India to the World



Q1 FY2027 Performance Highlights

Another quarter with record performance: Highest ever volume, top line, profitability

Total IMFL Volume*

Increased
2.8% 
to **10.00 Million**
Cases

Prestige & Above Volume

Increased
35.8% 
to **5.22 Million**
Cases

Revenue from Operations (Net)

Increased
11.8% 
to ₹ **1,683.7 Crore**

Gross Profit

Increased
27.7% 
to ₹ **826.8 Crore**

EBITDA

Increased
50.9% 
to ₹ **348.1 Crore**

EBITDA Margin

Expanded
536 bps 
to **20.7%**

Total Comprehensive Income

Increased
70.5% 
to ₹ **225.4 Crore**

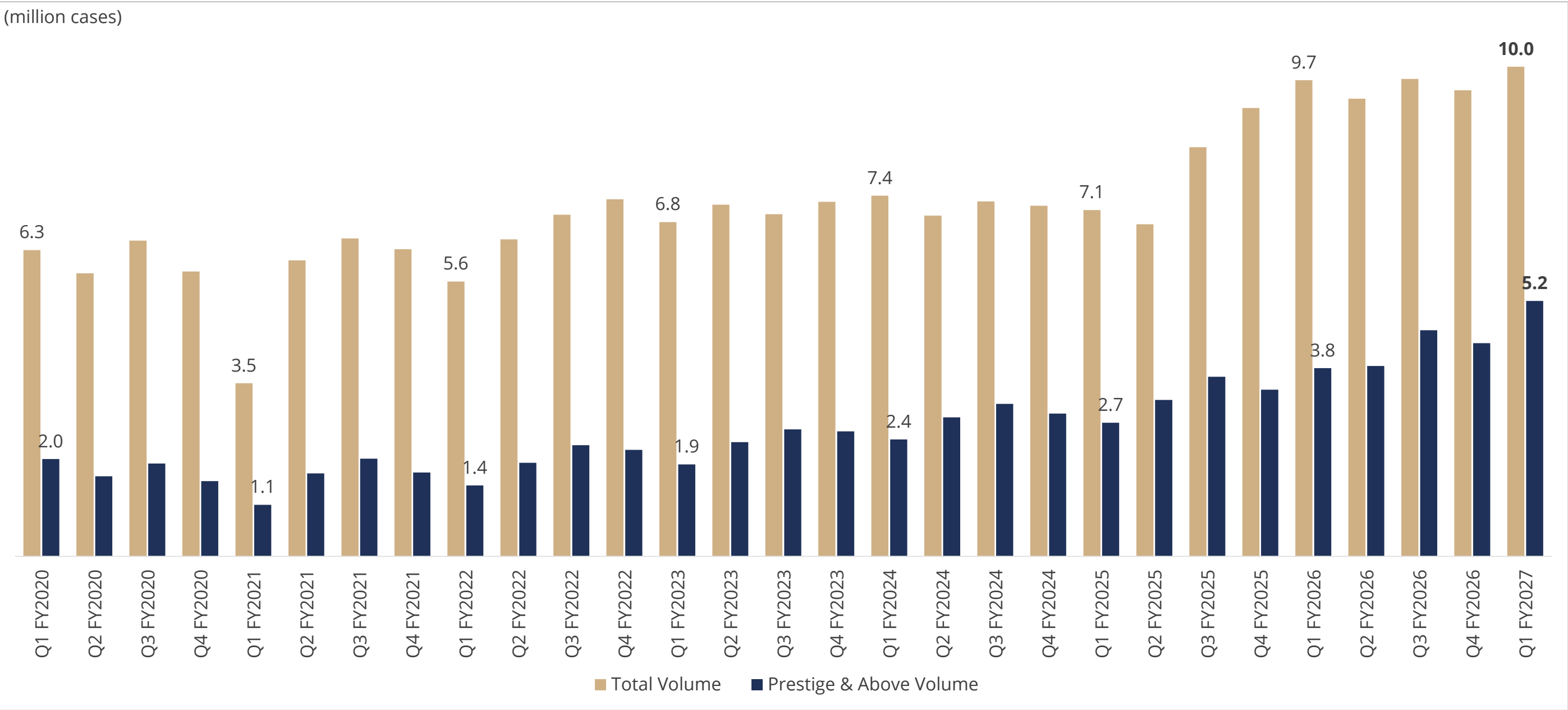
Net Debt

₹ **106 Crore**
Reduction of 
₹ **138 Crore**
vs. March 2026

* Including Royalty volumes

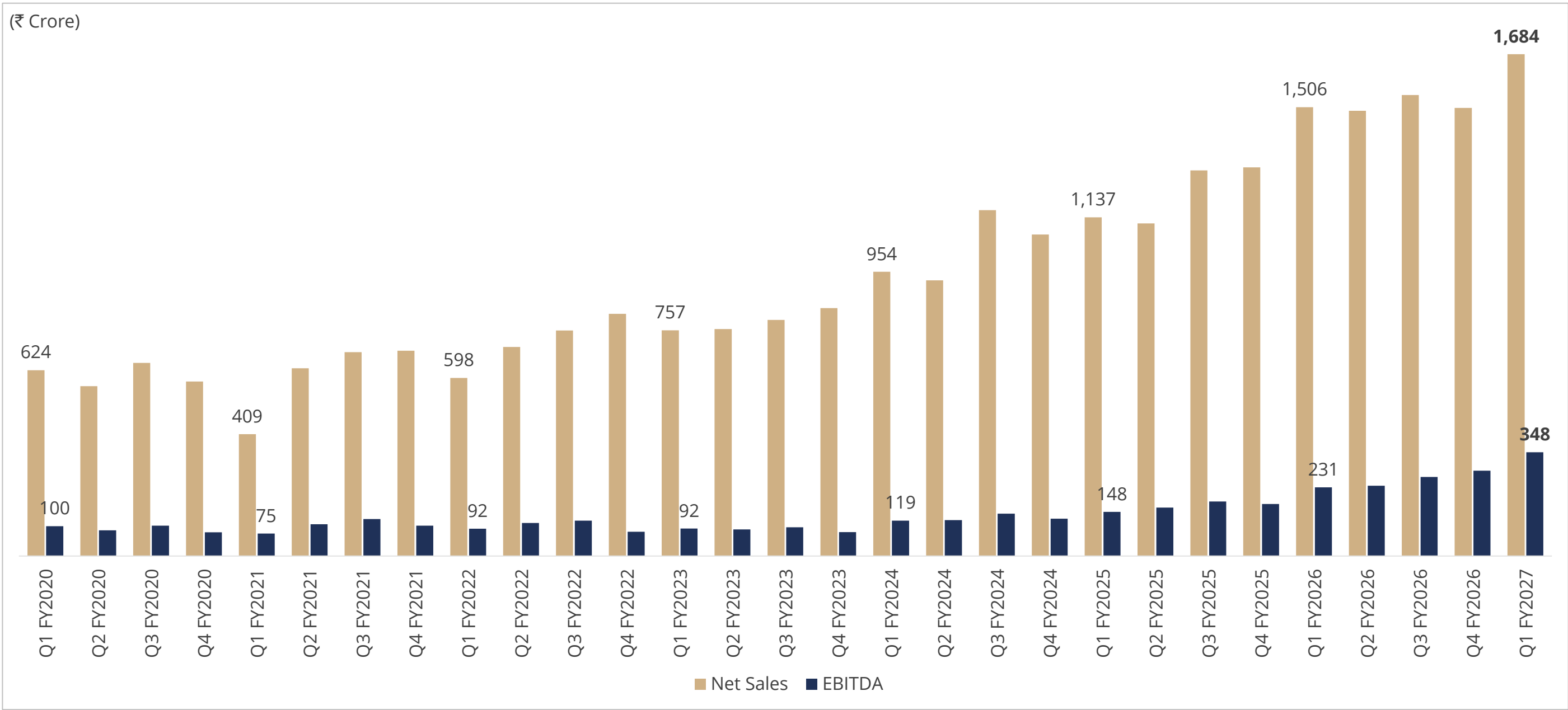
Q1 FY2027 Performance Highlights

Achieving new highs: Delivered highest ever quarterly volume...



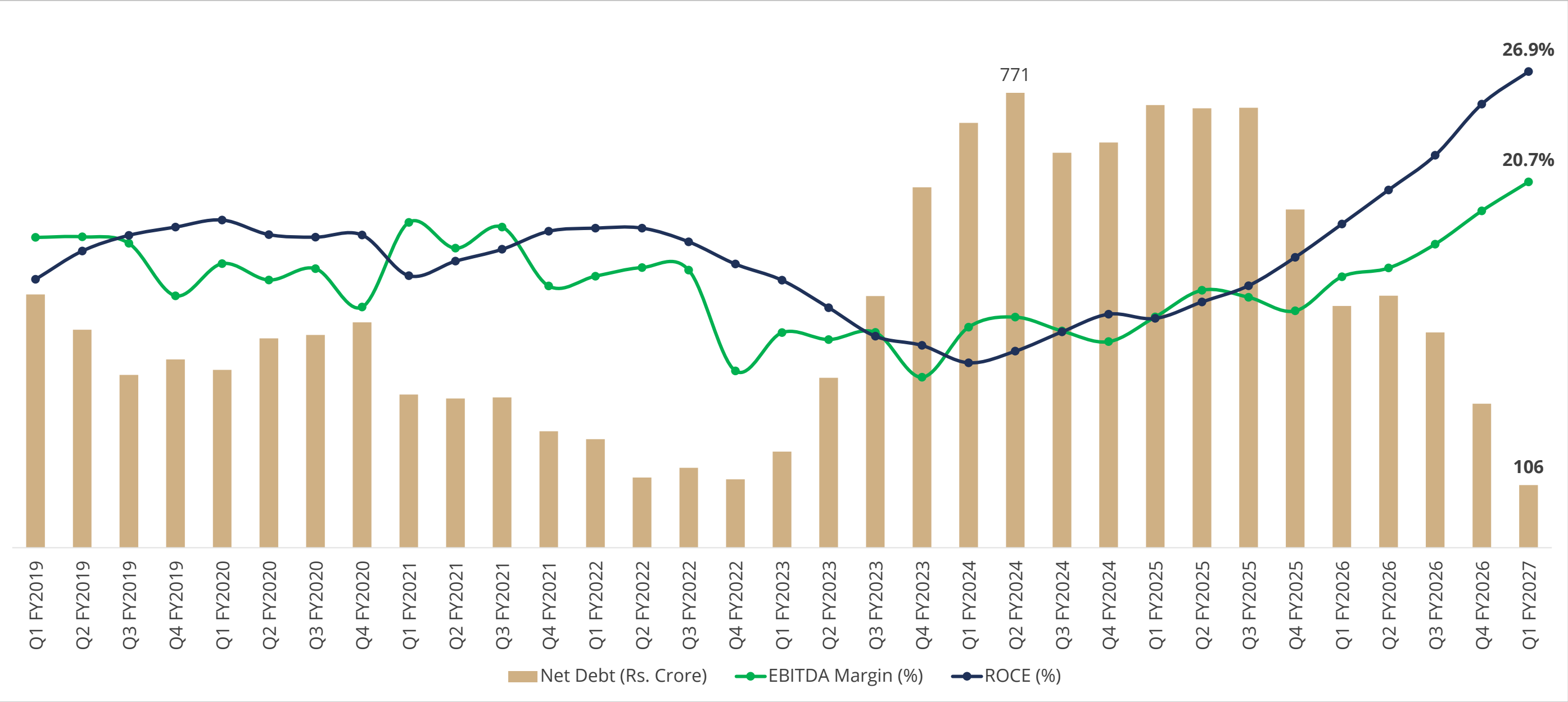
Q1 FY2027 Performance Highlights

...Translating into highest ever quarterly Net Sales and EBITDA



Robust Financial Performance

Premiumization has led to higher profitability and stronger return ratios



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

“Carrying forward the momentum of the previous year, we have made a strong start to FY2027, underpinned by sustained premiumisation, disciplined execution and the successful implementation of our long-term strategy. The strong performance of our Prestige & Above portfolio reflects the evolving aspirations of Indian consumers and reinforces our conviction in the strategic direction we have pursued over the years. The encouraging results during the quarter, including margin expansion despite a challenging global environment, reflect not only favourable industry trends but also the unwavering commitment of our employees, business partners and other stakeholders, whose support remains integral to our success.

The operating environment, however, remains dynamic. Geopolitical uncertainties, evolving supply chain disruptions and volatility in certain input costs continue to require agility and prudent risk management. At the same time, the Indian IMFL industry is benefiting from favourable structural tailwinds. Progressive regulatory reforms in key states, an improving policy environment and the sustained shift towards premium brands are creating significant opportunities for companies that have consistently invested in building strong brands with enduring consumer recall and loyalty.

Our optimism is also anchored in the structural strengths we have built over the years. Investments in brand building, strengthening of organisational bandwidth, backward integration, manufacturing capacity and supply chain resilience have enhanced our competitive position and strengthened our ability to respond swiftly to evolving market dynamics. Together with our disciplined approach to capital allocation, these investments provide a robust foundation for sustainable value creation.

India's favourable demographics, rising disposable incomes, increasing urbanisation and growing preference for premium experiences continue to present a compelling opportunity for the spirits industry. As one of the country's leading homegrown spirits companies, we are well positioned to capitalise on these trends through innovation, execution excellence and an unwavering focus on consumer preferences.

At Radico Khaitan, we remain committed to strengthening our market leadership, investing behind our brands and creating enduring value for all our stakeholders. With a robust portfolio, expanded manufacturing capabilities, a resilient supply chain and a clear strategic roadmap, we look to the future with confidence and optimism.”

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

“Our premiumisation strategy continues to deliver strong results as we begin FY2027 with another quarter of robust 36% growth in Prestige & Above segment and significantly improved profitability. Our premium portfolio continued to significantly outpace industry growth, reflecting the strength of our brands, innovation capabilities and disciplined execution.

One of the most significant structural shifts underway in the Indian IMFL industry is the rapid growth of the vodka category, with its saliency increasing from 4.6% in Q1 FY26 to 6.1% in Q1 FY27. This reflects changing consumer preferences, evolving consumption occasions and the growing preference for premium white spirits. Vodka's versatility, strong cocktail compatibility and increasing acceptance among younger consumers are driving category expansion, while existing traditional consumers are increasingly choosing vodka across different social occasions. As the clear market leader, Magic Moments is well positioned to capitalise on this opportunity, delivering an impressive 43% volume growth during the quarter. Our flavour-led innovation strategy continues to differentiate the brand, deepen consumer engagement and reinforce our leadership in this rapidly expanding category.

The continued premiumisation of our portfolio has translated into superior business economics and sustained margin expansion. Combined with disciplined cost management and operating leverage, this has further enhanced the quality of our earnings.

Within our whisky portfolio, After Dark continues to strengthen its position in one of India's largest and most aspirational whisky segments. The recently introduced contemporary packaging is expected to further enhance the brand's premium appeal and support market share gains. Meanwhile, 8PM Premium Black has sustained its strong growth momentum, reaffirming the growing consumer preference for our premium whisky offerings.

Looking ahead, we remain confident in the long-term growth opportunity for the Indian spirits industry and in the strength of our execution capabilities. We expect our Prestige & Above portfolio to continue delivering strong growth and upgrade our P&A volume growth guidance to over 25% for the full year FY2027. With premium and luxury brands contributing an increasing share of our business, we remain confident of continued margin expansion and expect to deliver EBITDA margin of around 20% for the full year FY2027, while strengthening our portfolio of market-leading brands and creating sustainable long-term value for all our stakeholders.”

Key Operating Metrics

	Q1		y-o-y	Q4		Full Year		y-o-y
	FY2027	FY2026	Growth (%)	FY2026	q-o-q Growth (%)	FY2026	FY2025	Growth (%)
Operational Performance (Million Cases)								
Prestige & Above	5.22	3.84	35.8%	4.35	19.8%	16.70	13.00	28.5%
Regular & Others	4.61	5.42	(15.1)%	4.75	(3.1)%	19.92	15.21	31.0%
Total Own Volume	9.82	9.27	6.0%	9.11	7.9%	36.62	28.20	29.8%
<i>Prestige & Above as % of Total Own Volume</i>	53.1%	41.5%		47.8%		45.6%	46.1%	
Royalty Brands	0.17	0.46		0.41		1.72	3.16	
Total Volume	10.00	9.72	2.8%	9.52	5.0%	38.33	31.36	22.2%
Revenue Break up (₹ Crore)								
IMFL (A)	1,262.5	1,069.7	18.0%	1,098.7	14.9%	4,355.5	3,371.7	29.2%
<i>Prestige & Above</i>	970.0	713.2	36.0%	793.7	22.2%	3,063.7	2,340.2	30.9%
<i>Regular & Others</i>	289.3	349.9	(17.3)%	294.5	(1.8)%	1,262.5	986.3	28.0%
<i>Others</i>	3.2	6.5		10.4		29.4	45.2	
Non IMFL (B)	421.2	436.4	(3.5)%	405.0	4.0%	1,694.9	1,479.4	14.6%
Revenue from Operations (Net) (A+B)	1,683.7	1,506.0	11.8%	1,503.7	12.0%	6,050.4	4,851.1	24.7%
<i>Prestige & Above as % of Total IMFL Revenue</i>	76.8%	66.7%		72.2%		70.3%	69.4%	
<i>IMFL as % of Total Revenue from Operations</i>	75.0%	71.0%		73.1%		72.0%	69.5%	

Above financials are on Standalone basis

Key Financial Metrics

Financial Performance (₹ Crore)	Q1		y-o-y	Q4		Full Year		y-o-y
	FY2027	FY2026	Growth (%)	FY2026	Growth (%)	FY2026	FY2025	Growth (%)
Revenue from Operations (Gross)	5,867.7	5,313.5	10.4%	5,182.3	13.2%	20,976.4	17,098.5	22.7%
Revenue from Operations (Net)	1,683.7	1,506.0	11.8%	1,503.7	12.0%	6,050.4	4,851.2	24.7%
Gross Profit	826.8	647.7	27.7%	721.8	14.5%	2,740.9	2,077.3	31.9%
Gross Margin (%)	49.1%	43.0%		48.0%		45.3%	42.8%	
EBITDA	348.1	230.7	50.9%	286.3	21.6%	1,018.5	668.4	52.4%
EBITDA Margin (%)	20.7%	15.3%		19.0%		16.8%	13.8%	
Profit Before Tax *	301.4	177.6	69.7%	232.7	29.5%	803.3	464.6	72.9%
Total Comprehensive Income *	225.4	132.2	70.5%	176.5	27.7%	600.3	341.2	75.9%
Total Comprehensive Income Margin (%)	13.4%	8.8%		11.7%		9.9%	7.0%	
Basic EPS (₹)	16.88	9.96	69.5%	13.08	29.1%	45.01	25.81	74.4%

Above financials are on Standalone basis

* Including exceptional charge of ₹ 6.99 Cr in Q1 FY26 on account of reassessment of House & Water Tax (FY2019-FY2025) and ₹ 9.56 Cr in Q3 FY26 on account of the changes due to the New Labour Code; Q4 FY26 includes an income of ₹ 3.90 Cr on account of capital subsidy received from UP state government for the Sitapur greenfield distillery project

Key Financial Metrics

(₹ Crore)	Q1		y-o-y	Q4		Full Year		y-o-y
	FY2027	FY2026	Growth (%)	FY2026	q-o-q Growth (%)	FY2026	FY2025	Growth (%)
Revenue from Operations (Gross)	5,867.7	5,313.5	10.4%	5,182.3	13.2%	20,976.4	17,098.5	22.7%
Revenue from Operations (Net)	1,683.7	1,506.0	11.8%	1,503.7	12.0%	6,050.4	4,851.2	24.7%
Other Income	5.4	4.7	15.4%	5.8	(7.6)%	15.4	4.9	218.4%
Income from Operations	1,689.1	1,510.7	11.8%	1,509.5	11.9%	6,065.9	4,856.0	24.9%
Cost of Goods Sold	856.9	858.3	(0.2)%	781.9	9.6%	3,309.5	2,773.9	19.3%
Employee Benefit	68.4	55.3	23.7%	60.2	13.7%	244.0	217.3	12.3%
Selling & Distribution	180.1	146.9	22.6%	164.6	9.4%	641.6	476.5	34.6%
Depreciation	41.2	36.3	13.7%	42.2	(2.3)%	153.0	140.1	9.2%
Interest	11.7	15.9	(26.9)%	15.4	(24.3)%	64.0	73.8	(13.2)%
Other Operating Expenses	229.4	213.4	7.5%	212.5	7.9%	833.8	709.8	17.5%
Total Expenses	1,387.7	1,326.1	4.6%	1,276.8	8.7%	5,246.0	4,391.4	19.5%
Profit Before Exceptional Item & Tax	301.4	184.6	63.3%	232.7	29.5%	819.9	464.6	76.5%
Exceptional Items*	0.0	(7.0)		0.0		(16.6)	0.0	
Profit Before Tax	301.4	177.6	69.7%	232.7	29.5%	803.3	464.6	72.9%
Current Tax	78.2	42.2		48.9		186.0	110.9	
Tax Adjustments for Earlier Years	0.0	0.0				0.0	0.6	
Deferred Tax	(2.8)	2.0		8.6		14.8	7.9	
Net Profit	226.0	133.3	69.5%	175.2	29.0%	602.5	345.2	74.6%
Net Income Margin (%)	13.4%	8.9%		11.6%		10.0%	7.1%	
Other Comprehensive Expenses / (Income)	0.6	1.1		(1.3)		2.3	4.0	
Total Comprehensive Income	225.4	132.2	70.5%	176.5	27.7%	600.3	341.2	75.9%
Total Comprehensive Income Margin (%)	13.4%	8.8%		11.7%		9.9%	7.0%	

Q1 FY2027 Highlights

- Revenue from Operations (Net) grew by 11.8% y-o-y. Total IMFL volume* increased 2.8% whereas Prestige & Above category volume grew 35.8%. Regular volume degrowth was due to a higher base of Q1 FY26 after the change in the route-to-market in the state of Andhra Pradesh, and the impact of the policy change in Maharashtra and Karnataka. Prestige & Above net revenue growth was 36.0% compared to Q1 FY26.
- IMFL revenue growth was 18.0% Y-o-Y led by the premium portfolio. Non-IMFL revenue degrowth was due to higher captive consumption and lower Bulk alcohol sales in Q1 FY27.
- Gross Margin during the quarter was 49.1%, representing a 610 bps expansion Y-o-Y and 110 bps expansion Q-o-Q. Gross Margin improved on Y-o-Y basis due to a relatively benign raw material scenario coupled with ongoing premiumization. Raw material accounted for 75 bps of gross margin expansion during the quarter. This is despite the recent volatility in the packing material prices which resulted in approximately ₹ 30 Crore of financial impact. While, the Company continues to monitor the West Asia crisis, we are confident of our margin expansion trajectory in FY27.
- 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 Q1 FY27, A&SP was 6.9% of IMFL sales compared to 5.8% in Q1 FY26. 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.

As of June 30, 2026	₹ Crore	Comment
Total Debt	212.2	Including Term Loans of ₹ 72.1 Cr (reduction in TL of ₹ 57.9 Cr since March 31, 2026)
Cash & Cash Equivalents	(106.1)	
Net Debt	106.1	Reduction in Net Debt of ₹ 138.0 Cr since March 31, 2026; Net Debt free by Q2 FY2027

Best-in-Class Luxury Portfolio

After the success of Rampur and Jaisalmer, further strengthened the Indi-lux portfolio over the past five years



FY2022

The most expensive Indian whisky at the entry level scotch segment; priced higher than the competition



FY2023

A confluence of the finest malts sourced from traditional European origins as well as from the New World



FY2024

The crown jewel of luxury rums – triple aged in American Oak Barrels, followed by further maturation in Cognac XO and Vermouth casks



FY2025

Another core expression from the House of Rampur, reflecting our distinctive maturation techniques



FY2026

Luxury vodka with with an aspiration to transform into a leading global brand;
A new age single malt carrying forward the legacy of Rampur Distillery

A disciplined journey from selective brands to a comprehensive, world-class Indian luxury spirits portfolio



Rampur Indian Single Malt Whisky

- Eight expressions (Select, PX Sherry, Signature Reserve, Double Cask, Asava, Trigun, Jugalbandi, Barrel Blush)
- Available in around 50 countries and 35 travel retail
- Rampur Double Cask available in 22 states in India and Asava in 14 states

Recent Awards: Rampur Double Cask

- Gold Medal Winner at The Spirits Business World Whisky Masters, 2025
- World's 50 Most Admired Whiskies by Drinks International
- Gold Medal Winner at Eurasia Spirits Drinks, 2024
- Gold Medal Winner at London Spirit Competition, 2024
- Gold Medal Winner at Barleycorn Awards, 2024



Recent Awards: Rampur Asava

- Gold in The Fifty Best World Whisky Tasting 2025
- Gold in London Spirit Competition, 2024
- Gold Medal at Bartender's Brand Award, 2024
- Wine Enthusiast named Rampur Asava as one of the Top 10 Single Malts in the World, 2023
- Double Gold at Barleycorn Award, 2023 and named as the Best World Whisky

Recent Awards: Rampur Select

- World's 50 Most Admired Whiskies by Drinks International
- Top 100 Spirits of 2023 by Wine Enthusiast
- Double Gold at The Fifty Best World Whisky, 2023





Sangam World Malt Whisky

- “Sangam” is derived from the Hindi word meaning "confluence," which symbolizes the seamless blend of Eastern tradition and Western whisky-making expertise
- Meticulous fusion of premium malts sourced from Europe and the New World
- Available in around 40 countries; 19 states in India

Recent Awards

- Spirit of the Year – India at the 2025 Bartender Spirits Awards
- Gold Medal Winner at Barleycorn Awards, 2024
- Gold Medal at the Beverage Tasting Institute, BTI Luxury Spirits Award, 2023

Jaisalmer Indian Craft Gin

- Contains 11 botanicals/herbs, out of which 7 are from all parts of India
- Available in around 40 countries and 30+ travel retail; 23 states in India & 50% market share of the luxury gin space
- Jaisalmer Gold has 18 botanicals including saffron; Now available in 7 states

Recent Awards

- Gold Medal Winner at The London Spirits Competition, 2025
- Double Gold Medal Winner at The Fifty Best Gin, 2025
- Double Gold Medal Winner at the Barleycorn Awards, 2024
- Gold Medal Winner at Eurasia Spirits Drinks, 2024





Magic Moments Vodka

- Continues to gain market share; accounts for 60% of the overall vodka market share
- Crossed 3.25 million case sales in Q1 FY27, growth of 43% y-o-y
- Recently launched Magic Moments Flavors of India, a vibrant new range of flavored vodkas that celebrate the essence, culture, and taste of India, with Jamun SpicyMint, Alphonso Mango and Thandaai flavors, driving the growth further

8PM Premium Black Whisky

- Available in 24 states and we will continue to expand the width of distribution; building strong traction
- As part of our premiumization strategy, we introduced a bold new look for 8PM Premium Black Whisky, reflecting evolving consumer preferences while retaining the brand's distinctive character
- Received Gold at Monte Selection Awards 2025; International High-Quality Trophy at Monde Selection Awards 2024 (for achieving Gold/ Grand Gold for three consecutive years)



After Dark Blue Whisky



- During Q1 FY27, launched an all-new premium avatar, reflecting the brand's evolution in line with changing consumer preferences and the growing demand for contemporary, aspirational whisky experiences.
- Registered 63% growth in FY26 and crossed 3.1 million case sales
- Available in 21 states and we will continue to expand the width of distribution

LIVE
YOUR
NIGHT



NEW



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

☎ +91 973 196 6789

Q1 FY2027 Earnings Call Details

Date: Wednesday, 29 July 2026 | Time: 4:00 PM IST

Universal Access: +91 22 6280 1144; +91 22 7115 8045

Toll Free Numbers: Singapore 8001012045; Hong Kong 800964448; UK 08081011573; USA 18667462133

[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