July 27, 2026

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal 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, 2026**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the Earnings Presentation for the Un-audited Financial Results for quarter ended June 30, 2026.

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

We request you to take the above information on record.

Thanking you,

Yours faithfully,

For **Tilaknagar Industries Ltd.**

Minuzeer Yazdi Bamboat
Digitally signed by Minuzeer Yazdi Bamboat
Date: 2026.07.27 18:56:51 +05'30'

Minuzeer Bamboat
Company Secretary, Compliance Officer & Head – Legal

Encl: A/a

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TILAKNAGAR

INDUSTRIES LTD

A legacy of crafted excellence

Earnings Presentation – Q1 FY27

Disclaimer

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.

Q1 FY27 PERFORMANCE

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

Robust Performance. Strong Growth Visibility.

Mr. Amit Dahanukar
Chairman & Managing Director

Largest Domestic P&A
IMFL Player in India

Largest P&A
IMFL Player in South-India

Highest Selling
Deluxe Whisky in Jun-26

Volumes at 2.2x
SSL[3] Business vs Q1FY26

“ **Integration Update:** Q1 marked another quarter of successful progress on integration with **~90% of Imperial Blue (“IB”) operations being transitioned out of TSMA[1]**, leaving only one state to be completed. As a result, exceptional costs relating to the transition are expected to reduce significantly over the remainder of FY27.

Volumes & Market Share: Despite a challenging start to the quarter, our volumes remained resilient. Apr-26 was impacted by a combination of TSMA exit-related disruptions across Odisha, Punjab, Uttarakhand and Karnataka, as well as state elections in key markets such as Assam and West Bengal. Notwithstanding these temporary headwinds, our Q1 FY27 volumes grew by 9% QoQ, **led by IB, which recorded 18% QoQ growth**. Mansion House Brandy ("MHB") reached 2.6 million cases, reflecting growth of 7%+ YoY and 1%+ QoQ (despite seasonal softness in Q1). **IB expanded market share across India by ~150 bps QoQ**, with significant improvement in shares across North, West and South, reflecting strong trade engagement and healthy consumer demand. Encouragingly, **IB crossed 2 million cases in both May and June**, reinforcing our confidence in delivering double-digit volume growth for the brand in FY27.

Margins and Inflation: Ongoing geopolitical tensions led to inflationary pressures across packaging inputs, particularly glass, resulting in a meaningful increase in packaging costs during the quarter. Consequently, gross margins were under pressure. However, these pressures were partly offset by softened ENA[2] prices. Looking ahead, we remain confident of improving upon the 15.5% baseline EBITDA margin achieved in Q4 FY26. Margin expansion will be supported by ongoing cost optimisation initiatives across packaging materials, manufacturing efficiencies and supply chain operations.

Policy Update: The policy and regulatory environment also witnessed encouraging developments during the quarter. The India-UK Free Trade Agreement came into effect in mid-July and the reduced Scotch import costs are expected to show up in our financials from Q3 FY27. In addition, Karnataka – one of the largest markets for both IB and MHB, is witnessing strong growth on the back of the recent excise policy reforms, creating a favourable environment for sustained category growth.

Going Forward: With the integration of IB now substantially completed, our focus will increasingly shift towards driving long-term growth. We are preparing to accelerate the expansion of our luxury and super-premium portfolio across key markets, while leveraging IB’s strong distribution network to introduce new products across premium price points. We believe these initiatives, alongside continued execution across our core brands, will further strengthen Tilaknagar Industries' growth trajectory. ”

Note: (1) TSMA refers to Transition Services and Manufacturing Agreement; (2) ENA refers to Extra Neutral Alcohol; (3) Spaceman Spirits Lab

Key Highlights – Q1 FY27

Q1 FY27

Volumes	Revenue[1,2]	NSR[1,3]	EBITDA[1,2]	PAT[1,2,4]
8.7 mn cases	INR 1,026 crore	INR 1,183 /case	INR 148 crores	INR 76 crore
172% YoY & 9% QoQ increase	189% YoY & 9% QoQ increase	5.3% YoY & 1.5% QoQ increase	14.5% margin	7.4% margin

Volume & Revenue Performance – Q1 FY27

Cases (in mn)	Q1 FY27		
	Absolute	*YoY Growth*	*QoQ Growth*
IB	5.4	*NA*[5]	*17.7%*
Ex-IB	3.3	*3.8%*	*(3.2%)*

MHB grew at 7%+ in Q1FY27 vs Q1FY26   ***Q1 is historically weaker vs Q4 due to seasonality***

- Net revenue[1] of INR 1,046 crore in Q1 FY27 (YoY growth of 166%)
  - NSR[4] for the combined business stands at INR 1,183 in Q1 FY27 vs INR 1,166 in Q4 FY26
  - Net revenue (adjusted for subsidy) growth of 189% YoY in Q1 FY27

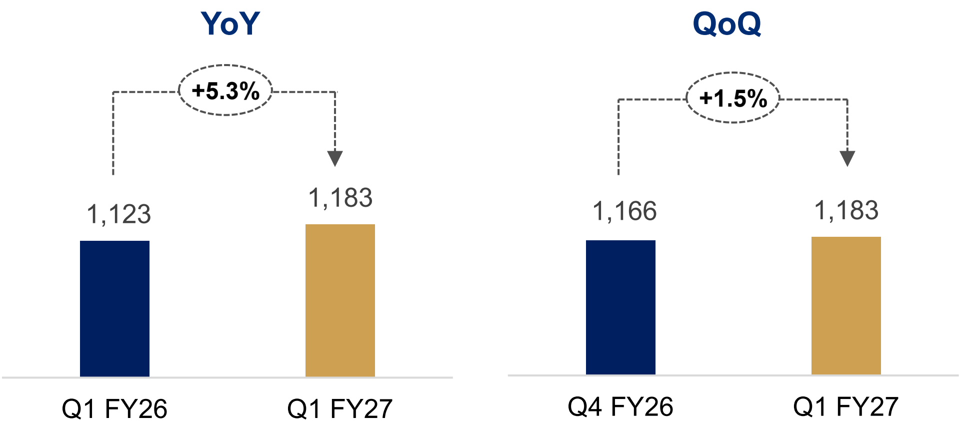
Profitability Performance – Q1 FY27

- Q1 FY27 Gross Profit[2] of INR 432 crore and Gross Profit Margin of 42.1%
  - Fall of 305 bps vs 45.2% margin in Q4 FY26; fall on account of inflationary pressures
  - Excluding impact of inflationary pressure, the gross margin would be in excess of 44.5%[2]
- Q1 FY27 EBITDA[2] of INR 148 crore and PAT[2,4] of INR 76 crore
  - EBITDA margin[1] at 14.5%; PAT margin[1] at 7.4%
  - YoY EBITDA growth of 166%; PAT growth of 52%
  - Excluding impact of inflationary pressure, the EBITDA margin would be ~17%[2] and PAT margin would be ~10%[2]

Notes: (1) Revenue (including past period for comparison) have been restated for change in presentation / disclosure which has been explained in Slide 45; (2) Adjusted for subsidy income; (3) NSR calculation has been updated for adjustment of cash discounts, breakages, wastages, etc. Comparable Q4 FY26 NSR is INR 1,166 per case. This is a calculation refinement only and has no impact on reported net revenue for current or prior periods; (4) Adjusted for exceptional items of INR 30 crores and amortization on intangible assets related to acquisition of INR 35 crores; (5) Acquisition of Imperial Blue was completed in Nov-25, hence, the YoY growth is not applicable

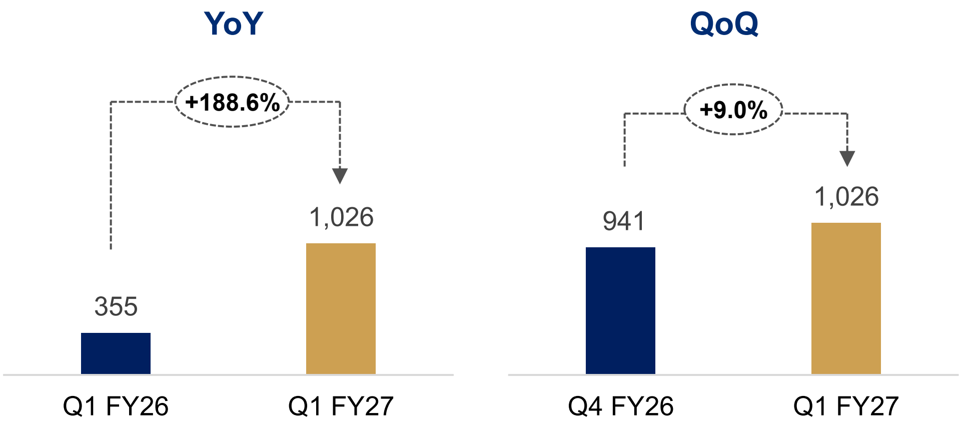
Q1 FY27 – Financial Performance (Adjusted for Subsidy)

NSR (₹ per case)

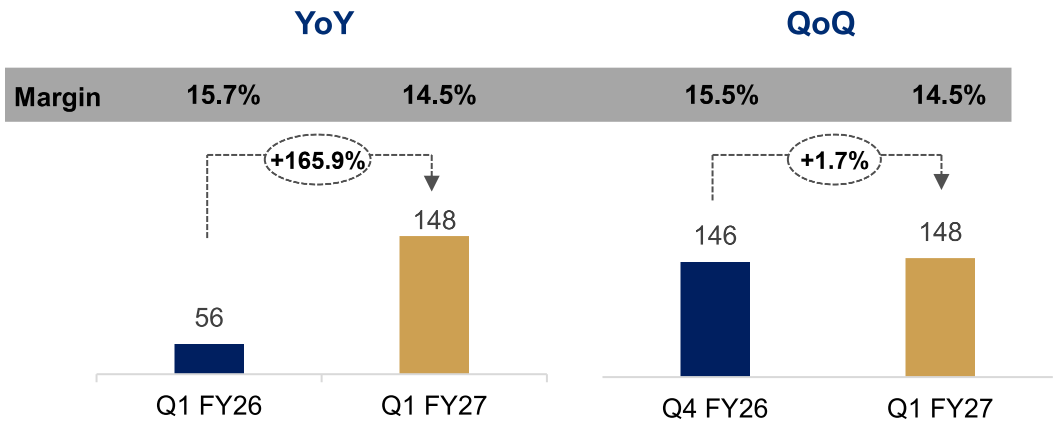


Note: NSR calculation has been updated for adjustment of cash discounts, breakages, wastages, etc. This is a calculation refinement only and has no impact on reported net revenue for current or prior periods

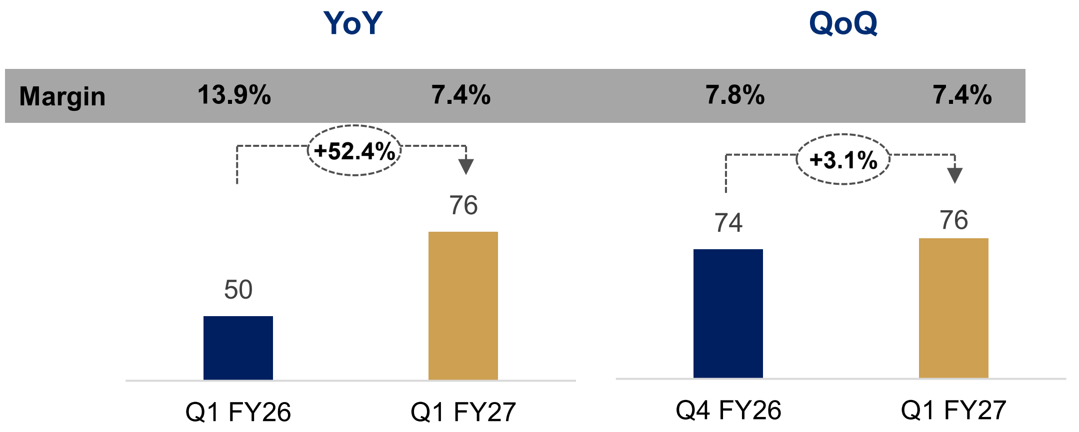
Revenue (₹ crs)



EBITDA (₹ crs) & EBITDA Margin (%)



PAT (₹ crs) & PAT Margin (%)



Note: Profit after tax excluding exceptional items of INR 30 crore and acquisition related amortization of INR 35 crore in Q1 FY27 and Q4 FY26

Income Statement

Particulars (₹ Crs)	Q1 FY27	Q1 FY26	YoY	Q4 FY26	QoQ
Revenue from Operations (Gross)	2,252	849	165.4%	2,090	7.8%
Excise Duty	1,206	455	165.3%	1,141	5.8%
Revenue from Operations (Net)	**1,046**	**394**	**165.5%**	**949**	**10.2%**
Cost of Material Consumed	547	209	162.0%	466	17.2%
Change in Inventories	47	-12	NM	49	(4.9%)
Total Cost of Goods Sold	**593**	**197**	**201.6%**	**516**	**15.1%**
Gross Profit	**453**	**197**	**129.5%**	**434**	**4.3%**
Employee Expenses	46	14	226.5%	43	6.7%
Other Expenses	238	89	168.2%	236	0.7%
EBITDA	**169**	**94**	**78.8%**	**155**	**9.3%**
EBITDA Margin (%)	***16.1%***	***24.0%***	**NM**	***16.3%***	**(13 bps)**
Depreciation & Amortization	45	7	NM	46	0.1%
EBIT	**123**	**87**	**41.6%**	**109**	**13.2%**
EBIT Margin (%)	***11.8%***	***22.1%***	**NM**	***11.5%***	**31 bps**
Finance Cost	66	3	NM	69	(3.7%)
Other Income	5	4	6.5%	7	(35.3%)
Exceptional Items	(30)[1]	0	NM	(63)[2]	NM
Profit Before Tax	**31**	**89**	**NM**	**(15)**	**NM**
Tax	0	0	NM	0	NM
Profit after Tax before Share of Profit/(Loss) of Associate	**31**	**89**	**NM**	**(15)**	**NM**
Share of Profit/(Loss) of Associate	0	0	NM	0	(78.3%)
Profit After Tax	**32**	**89**	**NM**	**(15)**	**NM**
Profit After Tax excl. Exceptional Items	**62**	**89**	**(30.3%)**	**48**	**29.5%**
PAT Margin (%) excl. Exceptional Items	***5.9%***	***22.2%***	**NM**	***5.0%***	**89 bps**
Reported Diluted EPS (As per Profit after Tax)	1.27	4.54	NM	(0.60)	NM

Note: (1) Includes INR 23 cr of TSMA costs, INR 7 crores of transaction & integration costs; (2) Includes INR 43 cr of TSMA / TSSA costs, INR 8 cr of transaction & integration costs and INR 12 cr in relation to changes in labor code;

Record Operating Momentum in Q1: Net Revenue Crosses INR 1,000 cr

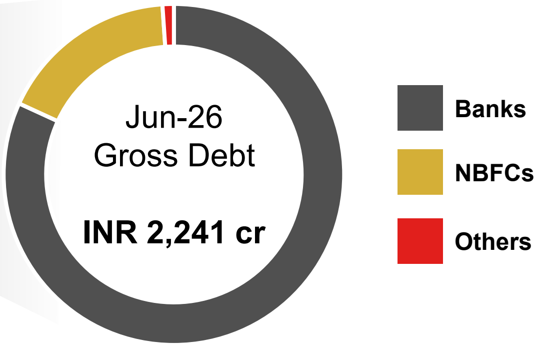
3.4 mn cases	>3 mn per month	2 mn per month
Achieved in June 2026 - Highest-ever sales	For two consecutive months (May & June 2026)	IB sales for two consecutive months (May & June 2026)

- 1st — Largest domestic Prestige & Above (P&A) IMFL player and third-largest P&A IMFL player in India
- Largest P&A player in South India with ~40% market share (ex-Tamil Nadu)
- Net Revenue crossed the mark of INR 1,000 crores for the quarter for the first time ever
- Spaceman Spirits Lab clocks 2.2x volume over Q1 FY26
- Sequential market share expansion by 150+ bps for IB, from Q4FY26 levels; with each of North, South & West gaining market share

Current Gross and Net Debt Position

Particulars (INR crores)	Mar-26	Jun-26
Term Loan[1]	2,040	2,041
Working Capital Loan	230	175
Others	25	25
Total Gross Debt	**2,295**	**2,241**
Cash & Cash Equivalents	384[2]	141[2]
Total Net Debt	**1,911**	**2,100**

Increase in Net Debt from Mar-26 to Jun-26 is on account of complete working capital-cycle investment;
Target Net Debt for Mar-27 below Mar-26 levels



Key Lenders

ICICI Bank, kotak, J.P.Morgan, Piramal Finance, POONAWALLA FINCORP, Avendus

Salient Features of the Term Loan

- Term loan is for a period of 6 years of which the initial 2 years have a principal moratorium
- Post-moratorium, the loan has a balloon repayment structure, with 65% of the principal repayment to be made in the 6th year
- The effective interest rate on the above term loan is ~10%-11%

Note: (1) Loan amount of INR 2,100 crores is adjusted for arranger fees, professional fees, etc.; (2) Includes cash & cash equivalents, bank balances, short term bank deposits, term bank deposits and investment in liquid securities

Proven Leadership to Deliver Continued Success

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Amit Dahanukar
Chairman & Managing Director

Shivani Dahanukar
Executive Director

Rajesh Choudhary
Chief Financial Officer
30+ yrs experience in Finance at Pernod Ricard, Flipkart and Perfetti Van Melle

Ahmed Rahimtoola
Chief Marketing Officer
14+ yrs with Allied Blenders & Distillers

Ameya Deshpande
Chief Strategy Officer
Previously Investment Banker with Deutsche Bank and BNP Paribas & Co-founder at Authenticook

Nishant Jain
Chief Sales Officer
25+ years of alcobev experience with Pernod Ricard, ABD and Inbrew Beverages

Ina Bajwa
Chief People Officer
20+ yrs experience, previously with Tata Group & Landmark Group

Ishwindar Singh
Senior Vice President - Marketing
26+ yrs with Pernod Ricard, AB-InBev, SABMiller, United Spirits & Gillette, heads the IB Brand franchise

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

Tarun Behl
Vice President – Manufacturing & Projects
23+ yrs of alcobev experience In United Spirits/Diageo India, Shaw Wallace

Minuzeer Bamboat
Company Secretary & Compliance Officer, Head - Legal
21+ yrs experience

Sai Amrutkumar Vegisetti
Chief Information Officer
11+ years of experience, last stint with ABD

Updates on Integration

Key Updates on Integration

>90%

IB volumes under TI operations (balance still under TSMA)

1 State

Remains under TSMA (max Q4 FY27 exit)

~INR 8 cr

Avg. monthly TSMA expenses in Q1 FY27; will be halved for remainder of FY27

40+ Units

Post TSMA exit for steady state business

Big 4 Advisor

Integration consultant for smooth transition

Cost Optimization Initiatives

Savings from Day 1 of Acquisition

Employee Cost: Existing team set-up in South India + efficient cost structures

Savings during & post-Integration Period (within 24 months)

Packaging: Identified non-disruptive initiatives for changes in packaging to reduce costs

Customs: Reduction in custom under India-UK FTA from 150% to 75% for scotch import

Bottling Charges: Entering new arrangement with bottlers

General, IT & Admin Overheads: Leaner cost structures

Cost savings will result in 250 – 400 bps in margin expansion on the acquired business

TI Journey Over the Years

2008 - 2014	2014 - 2017	2018 – 2024	2025 Onwards
▪ Acquired various bottling plants as subsidiaries across multiple states ▪ Commissioned expansion and set-up of new distillery	▪ Expansion projects stalled ▪ Default of repayments ▪ Sale of Goa bottling plant	▪ Restructuring of debt with EARC and one-time settlements ▪ Raised ₹ 310 crs+ via pref issues ▪ Achieved net debt free status	▪ CRISIL reaffirms A-/Stable rating ▪ Increased stake in Spaceman Spirits Lab ▪ Acquired Imperial Blue business
Turnaround and Expansion Strategy	▪ Focus away from cheap brands and increase share of P&A ▪ Reduction in long-gestation capex ▪ Focus on asset-light model	▪ Identification of core strength areas and increased focus on Brandy ▪ Getting market share from other categories + other brandy players	▪ Focus on becoming Pan-India and Pan-category player ▪ Entering into niche segments / craft play + luxury launches
Share of P&A Volumes for TI	2014: 42.5%	2018: 79.8%	2025: 80.2% — *90%+ post IB Acquisition*

Preferential Issues in 2021 – 2022

Month	Funds Raised	Investors
Dec-21	INR 126 crores	Lotus Family Trust, Promoter Group
Jun-22	INR 85 crores	Channel Partners
Dec-22	INR 100 crores	Think Investments

Select Key Investors in 2025 Preferential Issue

Capital Group, Singularity AMC, Think Investments, Geecee, Cohesion, Abakkus, Param, Bandhan Mutual Fund

Promoter Group, Axana Estates, QRG Investments, and many more reputed investors and family offices

New Launches & Strategic Investments - Transformation of TI

Tilaknagar Industries

2 years ago

Brandy-first portfolio with regional concentration towards Southern India

- **90%+** volume saliency from Brandy
- **85%+** volume saliency from Southern India
- **2**-brand and **1**-category player

Strategic Investments

Spaceman Spirits

Entry into Craft Spirit space

Round The Cocktails

Entry into disruptive categories

Luxury Launches

Monarch Legacy Edition

Entry into Luxury Brandy Segment

Seven Islands Pure Malt Whisky

Entry into Luxury Whisky Segment

Inorganic Acquisitions

Imperial Blue Brands

3rd Largest IMFL Brand

Future Organic Launches in P&A Segment

New Launches

Presence across profitable price points with Pan India presence

Tilaknagar Industries

Journey Ahead

Pan-India Player with 2 of the largest brands in 2 of the largest IMFL Categories

- **65%+** and **30%+** volume saliency from Whisky and Brandy respectively [(a)]
- Seamless Integration of IB
- Meaningful play in super premium & luxury space

(a) Data for LTM Mar-26

House of TI Premium Portfolio: Expansion Continues

Monarch Legacy Edition Brandy
MRP – INR 4,520 (750 ml)

Seven Islands Pure Malt Whisky
MRP – INR 4,320 (750ml)

Samsara Contemporary Indian Gin
MRP – INR 2,020 (750 ml)

Samsara Pink Gin
MRP – INR 2,620 (750 ml)

West Bengal Expansion:

- ✓ Expands the width for premium product range, leveraging the IB distribution network
- ✓ Kolkata, Siliguri, Asansol and Darjeeling are key premium markets within West Bengal with high foot-fall of target consumers
- ✓ Pathway to high-end key accounts in a metro city with increasing commercialization

House of TI's India presence:

- ✓ Maharashtra
- ✓ Karnataka
- ✓ Goa
- ✓ Kerala
- ✓ Odisha
- ✓ Meghalaya
- ✓ Puducherry
- ✓ **West Bengal**

Brands under House of TI to be launched across 10+ markets in FY27, on the back of Imperial Blue distribution network

New Launches Under Spaceman Spirits Labs

Samsara Secret Orchard Series: Expansion into Fast Growing Indian Flavors

Ready to Serve
House:Pour Picante

TI Doubles Down on Bartisans with Strategic Growth Capital

Stake Increase

41.45%

36.17%
(Fully diluted basis)

Follow On Investment

INR 2 crores
(Primary infusion)

Capital to be used for

- *Q-commerce expansion*
- *Collaborative launches*
- *Product innovation including single serve formats*

Why this investment matters

Rising Cocktail Culture
Growing consumer preference for premium at home consumption

Q-Commerce Momentum
Q-Commerce has grown 2x in FY26 vs FY25 as it emerged as the largest channel with 65% salience

Strategic Collaboration
Developed "Golden Hour", a bespoke cocktail mixer for Monarch; more collaborations to follow

Long Term Value
Strengthens TI's premium ecosystem & expands consumer occasions

Strategy Ahead

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

Ahmed Rahimtoola
Chief Marketing Officer

"Over the past quarter, our marketing priorities have been centred on laying a strong foundation for the next phase of growth of Imperial Blue. Following its integration into the TI portfolio, we have executed a comprehensive brand transition across key markets, with the new communication rolled out across nearly 28,000 on-trade and off-trade outlets nationwide.

At the same time, we have continued to invest behind the Mansion House portfolio, strengthening its consumer connect and reinforcing its leadership in the brandy category. As we move ahead, our focus remains on building enduring brands across our portfolio that deliver sustainable volume growth, premiumisation and long-term value creation."

Sanaya Dahanukar
General Manager – Growth & Innovation

"We continue to strengthen House of TI, Tilaknagar Industries' luxury vertical, through measured expansion across high-potential markets and a differentiated portfolio of luxury brands. Alongside this, our increased investment in Bartisans reflects our long-term strategy of backing high-potential premium brands that complement our luxury portfolio.

This quarter, West Bengal became a new launch market for Monarch Legacy Edition Brandy and Seven Islands Pure Malt Whisky, alongside the Spaceman Spirits Lab portfolio, reflecting our strategy of building a comprehensive premium offering.

As we prepare to enter several additional markets in the coming quarter, our focus remains on creating enduring luxury brands, deepening consumer engagement, and building a scalable premium business for the long term."

Tilaknagar's Growth Trajectory: Next 5 Years and Beyond

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	Integration and Consolidation Phase	*Accelerated Growth Phase*	
	FY27	**FY28 – FY30**	**FY31 Onwards**
Volume Growth	High Single to Low Double Digit	Mid-Teens	Double Digit
Revenue Growth	200 – 250 bps over vol. growth	300 bps+ over vol. growth	300 bps+ over vol. growth
	Only Current Brands	*Current Brands + New Launches*	*Current Brands + New Launches*

1. Maintaining Market Share in Stronghold Markets
2. Cross-leveraging Brand and Distribution Superiority for the Combined Benefit
3. Re-gaining Market Share in States where IB was Strong
4. Entering into New Markets (Domestic + International)
5. Planned Expansion in Manufacturing Footprint to Ensure Supply-side Safety

Imperial Blue | Combined Business

+

Leverage Pan-India Distribution Footprint for Launches across Premium Price Points

Target to reach an EBITDA margin of 16 – 18% on combined business by FY29

Tilaknagar's Growth Trajectory: Luxury Push is a Central Theme

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Presence in Luxury and Super Premium Segments across all Categories

Phased Expansion of Seven Islands into 10+ states

Increase Distribution Depth for Monarch in Existing States + Leverage Seven Islands and SSL Distribution in Non-Brandy High Potential Markets

Expanding SSL Owned Brands in TI strong-hold Markets under the Usership Agreement

Overall Increasing Presence in Key Account Establishments

Seven Islands Pure Malt Whisky	Monarch Legacy Edition Brandy	Samsara Gin	Amara Vodka	Sitara Rum	House:Pour Picante

- Seven Islands Pure Malt Whisky: Launched in Nov-25
- Planned expansion into all key luxury markets across India in FY27

- India's first luxury 100% grape brandy present across few luxury markets
- Expansion into high potential markets in FY27 / FY28
- Strong export potential for Asia and Europe

- Further leveraged usership agreement with to launch SSL brands in Southern, Northern, Eastern and North-Eastern Markets over the course of FY27

<500	~1,400	10,000+
2025	2026	2030E

TI’s Portfolio: Presence Across Categories and Price Points

	Whisky	Brandy	Rum	Vodka	Gin	Ready to Pour
Luxury / Super Premium Industry : ~11 Mn	Seven Island	Monarch Legacy Edition	Sitara Spiced & White Rum	Amara Vodka	Samsara Gin	Picante
Premium / Semi- premium Industry : ~100 Mn	Mansion House Whisky	Courrier Napoleon Red & Green				
Deluxe / Prestige Industry : ~100 Mn	Imperial Blue Imperial Black	Mansion House Brandy			Blue Lagoon	
Regular Industry : ~240 Mn	Senate Royale	Courrier Napoleon Gold	Madiraa			

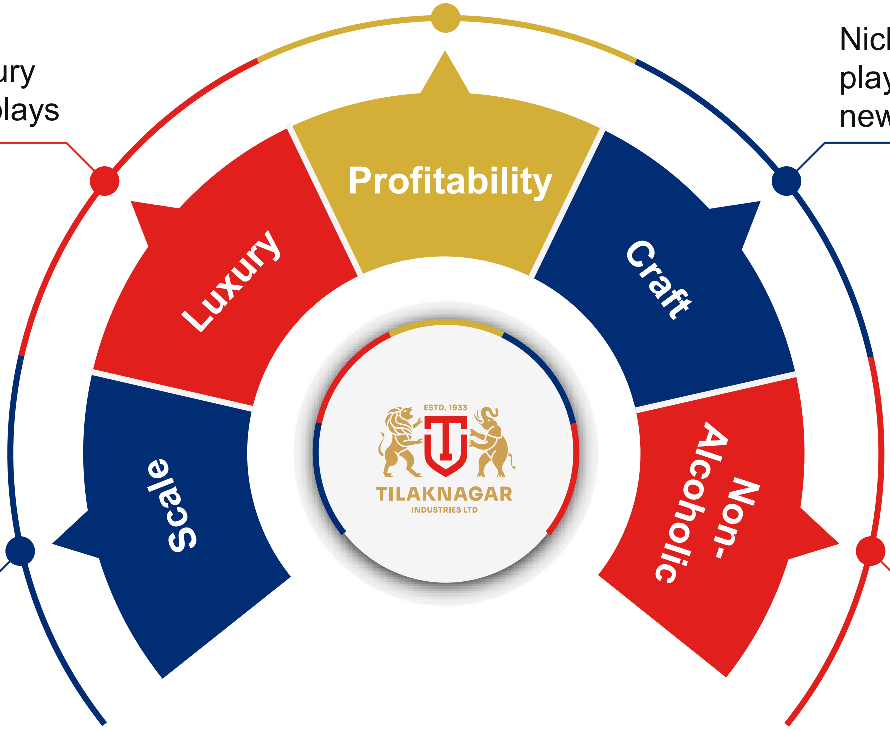
New launches, planned from FY28 onwards, will be aimed at filling the white-spaces in Prestige & Above segments

TI's Portfolio: Each Brand Focuses on Specific Objectives

Long-term margin expansion contributors

Organic brown spirit luxury portfolio & provenance plays

Niche & highly profitable play with on-trade first and new-age focused brands



High-volume, wide-distribution cash cows

Cocktail culture and at-home consumption play

TI has built a high-functioning portfolio with each brand uniquely contributing to the overall platform and providing significant cross-leveraging opportunity in the long-term w.r.t. distribution, profitability and premiumization

Awards & Recognition & Marketing Initiatives

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

(a) Awards / Recognitions

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

Winning Awards with Distinction

Awards across
2023, 2024, 2025
& 2026

Mansion House is the highest selling & fastest growing premium brandy in the World…

…Imperial Blue is the 3rd largest whisky Globally

1st
Fastest growing premium brandy globally

2nd
Largest selling premium brandy globally

3rd
Largest selling brandy globally

3rd
Fastest growing among the world's top 25 largest spirits brands

8th
Largest selling spirits brand in India

3rd
Largest selling whisky in India

3rd
Largest selling spirits brand in India

3rd
Largest selling whisky globally

7th
Largest selling spirits brand globally

Source: Media Reports, Management Estimates

Awards and Accolades - 2026

Platform

- afaqs! Marketers' Excellence Awards 2026

Recognition

- Bronze - Best Innovation in Digital
- Bronze - Best Storytelling

(b) Marketing Initiatives: Luxury and Super Premium

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

Strengthening International Presence

Showcasing our product portfolio at ProWein, Germany and TFWA Asia Pacific, Singapore

- Participated in ProWein (Germany) and TFWA Asia Pacific (Singapore), two of the most prestigious international exhibitions for the wine & spirits and travel retail industry
- Showcased our entire portfolio to the buyers & trade partners from multiple international markets
- Strengthened global brand visibility and explored new export opportunities

Samsara Represents Indian Craft Gin at G7 Summit Meet in France

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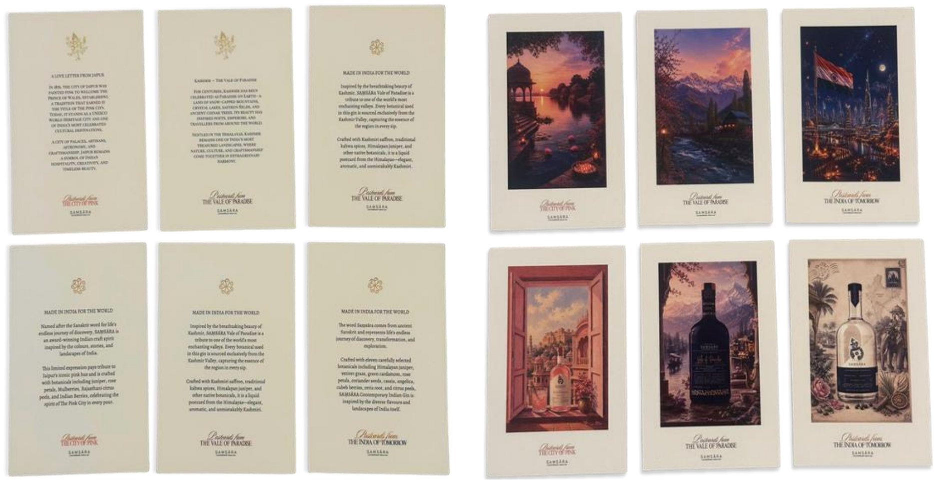
International Recognition for Samsara



The House of Samsara was honored to have its products included among the official gifts presented to the delegates by the Prime Minister's delegation during the G7 Summit

Accompanied by a personal note from Aditya Aggarwal - Founder, SSL, this recognition reflects the growing appreciation of contemporary Indian craft spirits on the global stage

FROM OUR FOUNDER's DESK

Dear Explorer,

SAMSĀRA was created to celebrate a modern India—one that honours its heritage while confidently looking toward the future. Inspired by the Sanskrit philosophy of life's endless journey, this gin brings together botanicals and stories from across our country.

It is our privilege to share this expression with you and offer a small glimpse into the creativity, craftsmanship, and spirit of contemporary India.

Yours Curiously,

Aditya Aggarwal
Founder, SAMSĀRA Spirits
New Delhi, India

Postcards from
THE INDIA OF TOMORROW
SAMSĀRA
CONTEMPORARY INDIAN GIN

House of TI: Launch in West Bengal

Trade Engagements and Visibility Drives

Seven Islands Pure Malt Whisky: Consumer Activation in Maharashtra

Samsara Jamun & Himalayan Pink Salt: Fastest Growing Flavor at SSL

THE JAMUN & PINK SALT CRAZE!

Samsara Secret Orchard Jamun & Pink Salt has emerged as one of the **breakout successes** of the quarter, quickly becoming a favorite among both consumers and bartenders alike.

Strong early sales, online organic content, exceptional repeat demand, and enthusiastic trade feedback have positioned it as one of the **fastest-growing** and **most talked-about** expressions in Spaceman Spirits Lab portfolio, with momentum continuing to build across both retail and on-trade channels.

4 MILLION + ONLINE IMPRESSIONSON JAMUN & PINK SALT RELATED CONTENT

Sitara Spiced Rum: Packaging Revamp

SĪTĀRĀ
INDIAN CRAFT RUM

This quarter, SĪTÄRĀ received a complete packaging revamp with the introduction of a taller, more premium bottle.

The updated design elevates shelf presence, strengthens the brand's luxury positioning and creates a more cohesive identity across the portfolio while aligning with international premium rum standards.

The new packaging is first launching in the United Kingdom, with other domestic markets launch planned in 2026.

Sitara Spiced Rum: Expansion in the United Kingdom

- SSL continues to grow its international footprint with distribution across ~150 new Waitrose stores in the United Kingdom, alongside listings on Amazon UK, Hammonds and several leading premium retailers
- This expansion strengthens SSL’s presence within one of the world's most competitive premium spirits markets while introducing the portfolio to a broader premium consumer base
- Building on the retail momentum, SSL will be participating in the upcoming Waitrose Trade Showcase, providing an opportunity to introduce Sītārā - Botanical Spiced Rum to buyers, category managers and retail partners

(b) Marketing Initiatives: Imperial Blue

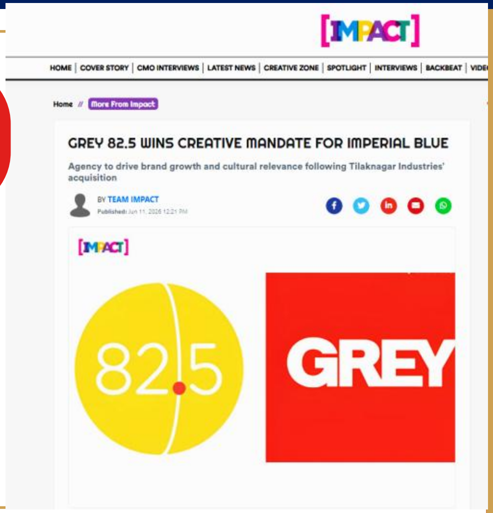
Drink responsibly: *The consumption of alcoholic beverages should always be approached responsibly and with awareness.*

TI Onboards Leading Marketing Agencies to Drive Integrated Marketing

ENHANCED PARTNER ECOSYSTEM

Our Ambition : Enhance connected partner networks to drive seamless omnichannel customer awareness & experiences, leverage specialized data & technology and help achieve strong brand consideration leading to sustainable, scalable growth

- **Cement IB's Iconic stature in Culture**
- **Digital Acceleration, Media Optimization**
- **Enhance Multimedia Creative excellence**



Long term Tie-ups with New Partners:
82.5 Grey, Essence Media,
Dentsu Isobar, Apostrophe

Imperial Blue New Theme Roll-Out across Pan-India

NEW YOUTH CENTRIC, VIBRANT BRAND WORLD ROLLED OUT – DRIVING BRAND AWARENESS AND CONSIDERATION

Andhra Pradesh

Maharashtra

New Theme communication across 28K+ outlets including Large Format GSB's, Lit Signages, Wall Branding & Soft POSM

Telangana

Punjab

Madhya Pradesh

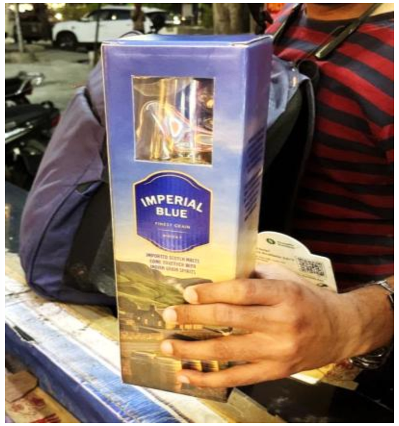
West Bengal

Launch of Imperial Blue Product Superiority Limited Edition Pack

PRODUCT SUPERIORITY LIMITED EDITION PACKS

Product Superiority Limited Edition pack rolled out across select key markets

Impactful visibility, communication and showcase of Product superiority cementing Scotch Malts differentiation & driving consideration at point of sale



Imperial Blue Trade Activations

RECRUITMENT DRIVE THROUGH 90ML AND MEGA PROMOTIONS IN SELECT MARKETS

90ml recruitment acceleration across select markets

Mega Promotions executed across select markets to drive conversions

(c) Mansion House Marketing Initiatives

Premium Packaging Revamp for Mansion House Flandy

New Flandy Bottle

Bottle Structure

Sleek, modern & bold — embodies youthful energy and spontaneity

Dynamic Design & Vibrant Color Palette

Exudes energy and vibrant colors — reflects Flandy's joyful and spontaneous character

Youthful Appeal

Modern & minimalist typography. Instagram-worthy and trend-conscious

New Flandy launch in Telangana

Premium Packaging Revamp for Mansion House Flandy

Annexures

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

Change in Presentation / Disclosure of Selling Expenses from Q4 FY26 Onwards

Rationale for Change

- Current presentation / disclosure change relates to the treatment of selling expenses[1] which was earlier shown under Other Expense, and will now be shown as a reduction from Gross Revenue
- The change has been made post acquisition of Imperial Blue as the business has expanded into multiple non-corporation market states
- Earlier presentation was carried out as majority business (85%+) was in corporation market states where the timing of selling expenses[1] is not always in line with revenue recognition, hence was shown under Other Expense
- As the business has now expanded significantly into non-corporation markets as well, management has taken the view to update the presentation / disclosure in line with future prospects and better comparability with peers

Note: (1) Refers to discounts, schemes and similar incentives provided to customers and distributors which are directly attributable to the sales transaction

Illustration and Impact of Change

Numbers in the face of financials

INR	Impact	Old Presentation	New Presentation
Gross Revenue	No Change	200	200
Less: Selling Expenses[1]	↑	-	(10)
Adj. Gross Revenue	↓	**200**	**190**
Less: Excise Duty	No Change	(100)	(100)
Net Revenue	↓	**100**	**90**
COGS	No Change	50	50
Gross Profit	↓	50	40
GP Margin (on Net Rev.)	↓	*50%*	*44%*
Other Operating Costs	↓	35	25
EBITDA	**No Change**	**15**	**15**
EBITDA Margin (on Net Rev.)	↑	*15%*	*17%*

Note: Above table and figures mentioned are just for illustration purposes

For further information, please contact:

Company :

ESTD. 1933
TILAKNAGAR
INDUSTRIES LTD

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

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Thank You

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