



September 08, 2025

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: Notice of 90th Annual General Meeting along with Annual Report for the Financial Year 2024-25

Dear Sir/Madam,

This is to inform you that the 90th Annual General Meeting ("**AGM**") of the Members of Tilaknagar Industries Ltd. ("the Company") is scheduled to be held on **Tuesday, September 30, 2025, at 10:30 a.m. (IST)** through Video Conferencing ("VC")/ Other Audio Visual Means ("OAVM").

Pursuant to Regulation 30 and 34 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we are enclosing herewith the Notice for the 90th AGM and the Annual Report, including the Business Responsibility and Sustainability Report, for the financial year 2024-25, being sent through electronic mode to the Members of the Company whose email addresses are registered with the Company / Depository Participants. Further, a letter providing the web-link to access the said AGM Notice and Annual Report, are being sent to those Members who have not registered their email addresses.

The Notice of 90th AGM of the Company along with Annual Report for the financial year 2024-25 is also available on the website of the Company at www.tilind.com.

Please take the above on your record.

Thanking you,

Yours faithfully,

For Tilaknagar Industries Ltd.

Minuzeer Bamboat
Company Secretary & Compliance Officer

Encl: a/a

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ANNUAL REPORT 2024-25

Operational Performance

While the first three quarters of FY25 were impacted due to elections, expectation of introduction of progressive excise policy in Andhra Pradesh and the subsequent transitioning to the same, we bounced back to industry-beating growth in Q4, with a 20.1% volume growth year-on-year.

Furthermore, given the disruptions of the first three quarters of the year were industry-wide, we continued to see our market shares grow for the entire year in each of our key states, demonstrating agility of our business.

Financial Performance

In FY25, our net revenue stood at ₹ 1,434 crores, a growth of ~3% year-on-year, with Q4 growing 13.1% year-on-year. The revenue growth in Q4 was below volume growth on account of a price reduction taken in Andhra Pradesh during the year. This price reduction led to NSR per case falling from ₹ 1,282 in FY24 to ₹ 1,214 in FY25. Given mid-year reduction in price in AP, the Q4 NSR per case of ₹ 1,182 forms the base going forward. Moving ahead, we expect to increase this NSR on back of premiumisation and favourable state and product mix.

Despite the impact on volumes and revenues, we continued to drive margin expansion through cost optimisation initiatives. EBITDA grew to ₹ 255 crores (adjusted for subsidy income, EBITDA came in at ₹ 226 crore) from ₹ 185 crores, a growth of 37.4% year-on-year. Adjusted for subsidy income, the growth stood at 21.8% (16.1% margin). I am especially proud that we expanded our EBITDA margins by 447 basis points to 17.8% in FY25 despite inflationary pressure and volatile environment.

Our focus on balance sheet strengthening and cashflows has resulted in significant reduction in finance costs, with our Profit after Tax excluding exceptional items growing ~63% to ₹ 230 crores in FY25. Adjusted for subsidy, our PAT grew by ~42% to ₹ 201 crores.

Gross debt came down by ₹ 77 crores in FY25, from ₹ 119 crores to ₹ 42 crores as on March 31, 2025. Our net cash as on March 31, 2025 stood at ₹ 107 crores. We achieved net debt free status around September 2024, well before our stated target of end of FY25.

I am also happy to share that the Board of Directors of the Company has recommended a dividend of ₹ 1 per share for FY25.

Brand Building

We continued our efforts by taking small yet significant steps in giving brandy the 'share of voice' commensurate to its 'share of market.' We launched Mansion House Boyzzzz, a Telugu web series, with 21 short stories of 8-10 minutes running time for each episode. This series not only provided entertainment but also served as a platform to establish a strong brand identity and ritual that deeply resonates with both our current and potential audience from Andhra Pradesh and Telangana.

Another large-scale initiative, 'The Warm Embrace of Fatherhood,' was designed to celebrate the multifaceted dimensions of fatherhood, emphasising on unconditional love and a nurturing spirit that extends beyond biological ties. This campaign reached over 15mn+ viewers and garnered 30mn+ impressions and 25mn+ engagement. This campaign also won the prestigious 'Brand Promotion of the Year' at Ambrosia Awards 2025.

As our launch and innovation pipeline keeps progressing, we expect to increase the re-investment rates on marketing and brand building.

Strategic Investments

During the year we announced a follow-on investment in Spaceman Spirits Lab Pvt Ltd ('SSL'), the makers of Samsara Gin. We have committed an investment of ₹ 13.15 crore, with ₹ 4 crore being invested upfront and the balance ₹ 9.15 crore to be invested by March 2026. The resultant shareholding post the investment of entire tranche would be 20.02%. In addition, we also entered into a Usership Agreement with SSL, wherein TI will sell Samsara Gin, Sitara Rum and Amara Vodka in some states in India and select international markets. I am happy to share that we have commenced operations in respect to this agreement from April 2025.

Additionally, we also announced an investment in Round The Cocktails Pvt Ltd ('RTC'), the makers of Bartisans, 'ready to pour' cocktail mixers. We invested ₹ 8 crore for a 36.2% stake in RTC. The investment in RTC is synergistic with TI's vision of making brandy fun and exciting. With India's evolving cocktail culture and increase in 'at-home' drinking, RTC is an exciting proposition.

Achieved net cash status in H1 FY25

Strategy Going Forward

• Continue the Strong Growth Tra

