Jagatjit Industries Limited

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September 26, 2025

The BSE Limited,
Department of Corporate Services,
Phiroze Jeejeebhoy Towers, Dalal Street,
Fort, Mumbai- 400 001

Scrip Code No. 507155

Subject: Intimation regarding corporate presentation

Dear Sir,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations"), we would like to inform you that the Company during its annual general meeting today (September 26, 2025) took on record a corporate presentation highlighting the updates relating to the Company's business and strategies. The presentation has been uploaded on the Company's website at www.jagatjit.com and a copy of the same is attached for your records.

Thanking You,

Yours Truly,

For Jagatjit Industries Limited

Jagatjit Industries Limited New Delhi

Roopesh Kumar
Company Secretary
ICSI Membership No. F10058



Jagatjit Industries Limited | Corporate Presentation

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Forward looking statements are based on the current beliefs and expectations of the Company regarding future events, and are subject to various risks and uncertainties, many of which are difficult to predict. Actual results may differ materially from anticipated results due to factors beyond the Company's control. Such risks and uncertainties include, but are not limited to, challenges to intellectual property, competition from other products, adverse litigation or government action, and changes to laws and regulations applicable to our industry. This presentation also contains certain financial and operational information relating to the Company (on a consolidated basis) that is based on management estimates. These estimates are based on management's past experience and subjective judgment, and the manner in which such estimates are determined may vary from that used for the preparation and presentation of similar information provided by other companies engaged in the sector in which our Company (on a consolidated basis) operates. Neither the Company nor its affiliates or advisors or representatives nor any of their respective affiliates or any such person's officers or employees guarantees that the assumptions underlying such forward-looking statements or management estimates are free from errors nor does either accept any responsibility for the future accuracy of the forward-looking statements contained in this presentation or the actual occurrence of the forecasted developments. Forward-looking statements speak only as of the date of this presentation and are not guarantees of future performance.

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Company Overview

Jagatjit Industries | Heritage of more than eight decades

JIL is one of the Pan India brands in the Indian alcobev industry with a diversified product portfolio

Business overview

- Diversified business model with presence across the **IMFL**, **Country Liquor**, **Ethanol**, **Malt Spirits**, **Malt Foods** & **Distillery** segments
- **11+** brands across price points and segments. Flagship brand "**Aristocrat**" has a legacy of nearly **50 years** and has been part of the **Millionaire Club** on multiple occasions
  - Announced new premium **single malt** which is expected to aid premiumization
- Presence in **11+ states** with own & franchise operations
- Manufacturing units in **Punjab & Rajasthan**
- **200KLD ethanol plant** has been commissioned in July'25

Overview of business segments

IMFL
9 brands across segments

Ethanol
200 KLD plant in Hamira, Punjab

Distillery
ENA production

Malt Foods & Malt Extract
Malt foods unit proposed to be leased out

Country Liquor
Key brands are Bonnie & Binnies

Others
Rental income from non-core real estate assets



Presence across multiple product segments



Pan India footprint and exports to 15 global markets



Experienced Promoter & senior management team



Multiple 'Millionaire' brands

IMFL – Indian Made Foreign Liquor | BL – Bulk Liter | ENA – Extra Neutral Alcohol | KLD – Kilo Liters per Day

Key milestones

1944 The Company was incorporated in 1944 and has been promoted by Maharaja Jagatjit Singh since its early years

1985 Launch of flagship brand Aristocrat Premium

2002 Launched AC Black Whisky, extending Aristocrat brand umbrella

2010-11 Launch of IICE Vodka to diversify into white spirits

2013 IICE Vodka wins Gold at Monde Selection Quality Institution, Belgium

2017 Transitioned from company led operations to franchise led operations in few states

2020 Registered Damn Good Scotch (KH-VIII) targeting premium Scotch segments

2024 AC Premium rejoins the Millionaire club

2025 - now
- Commissioned 200KLD grain-based ethanol plant
- Announced single malt brand in the luxury segment

Established brand with 80+ years of legacy and a proven track record of strong product launches & Millionaire brands

CL – Country Liquor

Comprehensive product portfolio - IMFL

	Whisky	Brandy	Vodka	Rum
Luxury	 Single malt (Upcoming)			
Premium	  Damn Good Scotch (Go to market) & Royal Pride (Go to market)	 Royal Medallion (Product launch stage)		
Prestige	  AC Black & AC Premium	 AC Royale (Product launch stage)	 IICE Vodka (General availability)	
Popular	  AC Fine Whisky & Binnies			 AC Rum (Go to market)

In addition to the above, we are also present in the gin segment and have a country liquor portfolio of Landlords Rum and Raspberry

Sound manufacturing capabilities



Unit – 1: IMFL	
Products	IMFL Brands
Key Brands	AC Black, Aristocrat Premium

Unit – 2: Country Liquor	
Products	Country Liquor Brands
Key Brands	Landlord Rum & Raspberry

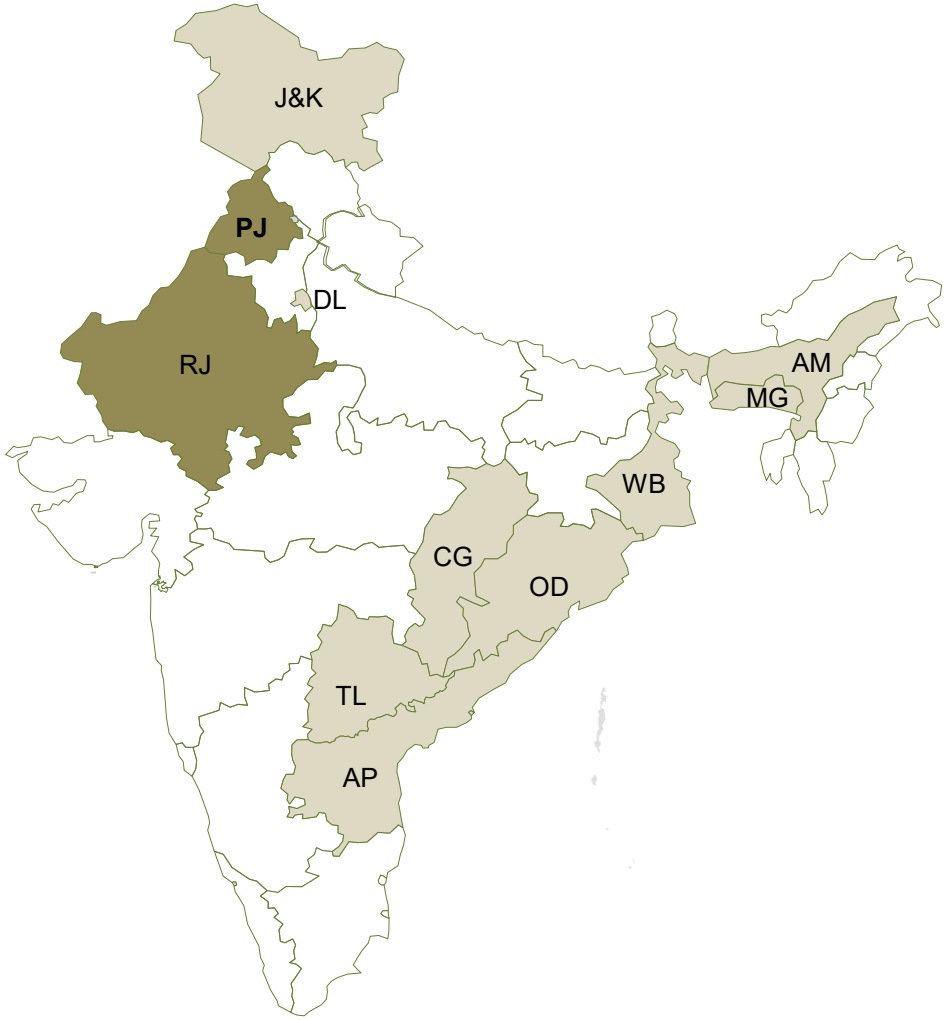
Unit – 3: Malt Extract	
Products	Malt Extract

Distillery Plant	
Products	High quality ENA

Ethanol Plant	
Remarks	Commissioned in July'25

IMFL & CL (Behror Unit)	
Products	IMFL, CL & RML Brands

Established Pan India market presence



Market presence

- Established a **pan-India presence** through the franchise model
- Company-owned operations in Rajasthan, Punjab and Andaman & Nicobar Islands
- Franchise operations currently span **9 states** including Delhi, Assam, AP, Telangana etc.
- We are in process of commencing operations in Uttar Pradesh, one of India's largest IMFL markets^
- Caters to **15 export markets** including UAE, USA, Nigeria, Kenya & Russia etc.

JIL's market share in key states

State	Total IMFL Volumes (Mn Cases) – FY25^	JIL 's Market Share ^
Assam	**11.0**	**6.27%**
Andhra Pradesh	**29.0**	**3.78%**
Delhi	**15.3**	**3.98%**

* Others Include Meghalaya, Telangana, West Bengal and Odisha
^ Source – Technopak report

Key Personnel

Directors

Ms. Roshni S. Jaiswal
Promoter & ED

Mr. Ravi Manchanda
Manging Director

Ms. Asha Saxena
Non-Executive and Non-Independent Director

Ms. Sushma Sagar
Independent Director

Mr. Nagendra Kumar Chauhan
Independent Director

Ms. Vidhi Goel
Independent Director

KMPs & SMPs

Mr. Devender Gulia
Director – Sales

Mr. Anil Singal
Chief Finance Officer

Mr. Roopesh Kumar
General Manager Legal and Company Secretary

Mr. Rakesh Kumar
Executive Vice President

Mr. Raj Kumar Rajpoot
Chief Information Officer

Mr. Prince Garg
Executive Vice President – International Business

Mr. Shashi Bhushan Singh
Director – Human Resources

Mr. Ajeet Singh
Associate Director – Institutional Sales

Key awards & recognition



King Henry VIII (Damn Good Scotch) & AC Black have won **The Ambrosia Awards** in the Product category

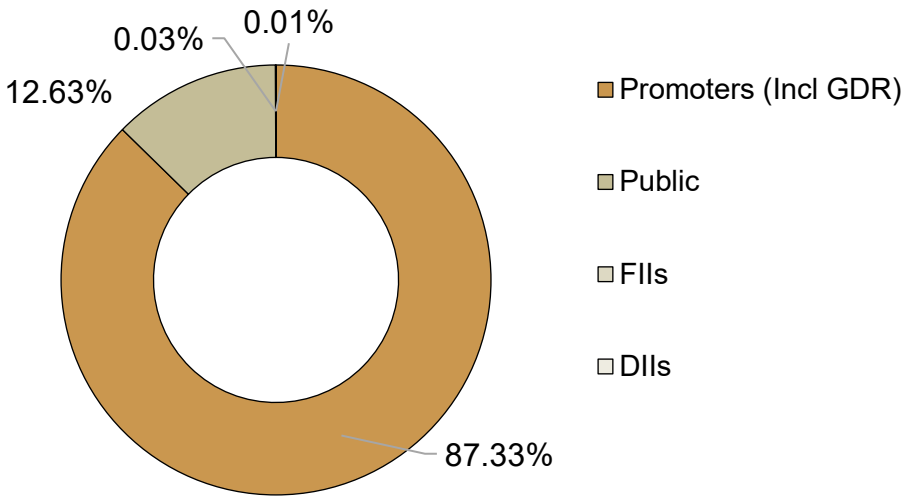
SINCE 1961
MONDE SELECTION
BRUXELLES
2013
INTERNATIONAL QUALITY INSTITUTE
GOLD AWARD

IICE Vodka wins Gold at **Monde Selection Quality Institution, Belgium**



Ms. Roshini Sanah Jaiswal has been honoured as the **"Family Entrepreneur of the Year at The ET Entrepreneur Awards 2024"**

Shareholding pattern

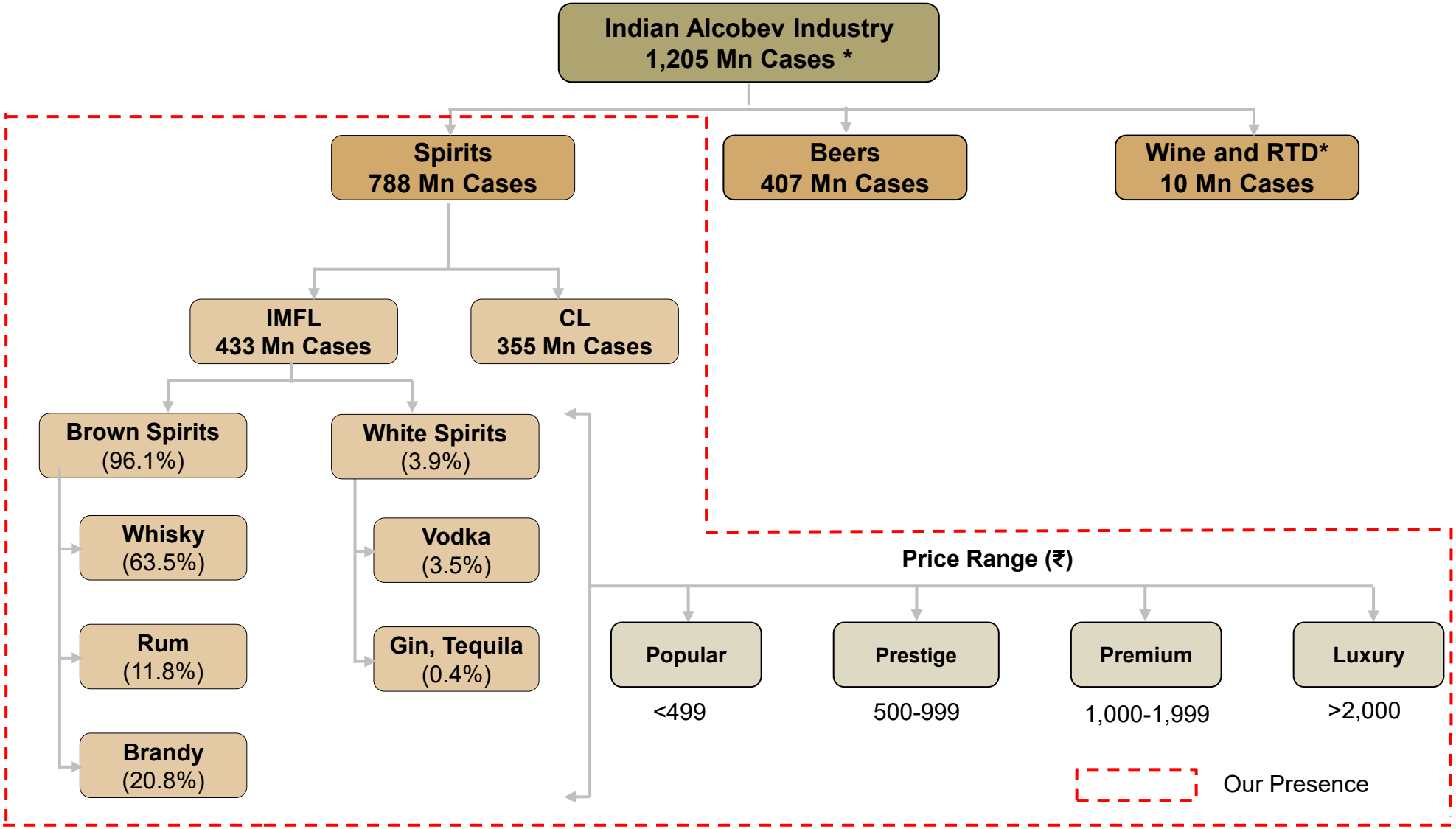


As on 30th June 2025

- **Regular equity shares –** each share having 1 voting right (1,31,45,365 shares held by promoters)
- **Special series equity shares –** each share has a differential voting rights of 20 per share (25,00,000 shares held by promoter group)
- **Equity shares on conversion of GDRs –** 12,60,500 GDRs were issued to The Bank of New York. These were beneficially held by Late Mr. LP Jaiswal, have since been transferred to Mr. Karamjit Jaiswal through will. These GDRs are convertible into 20 equity shares each (2,52,10,000 equity shares held by the promoters)

Industry Overview

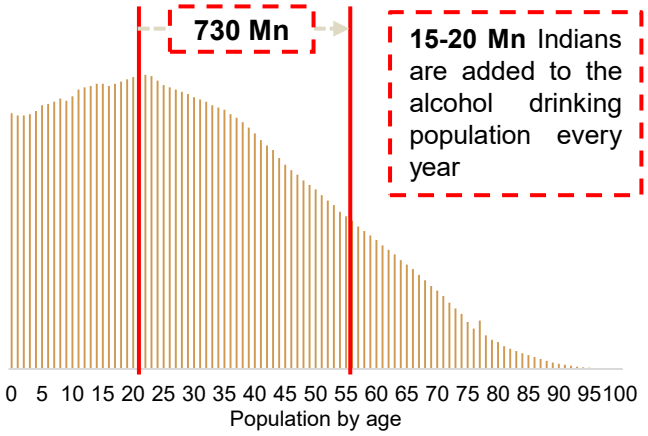
Indian alcobev industry landscape across categories



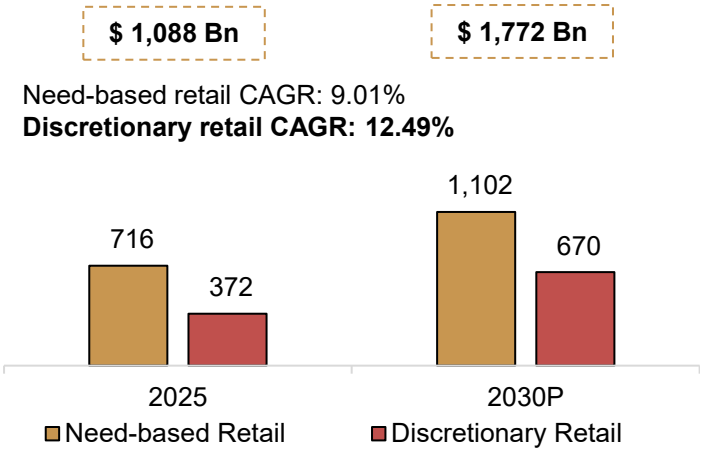
*This represents 100% alcohol beverage industry market size in FY25 | *RTD- Ready to Drink
Source – Technopak Research

Favorable tailwinds for the Indian alcobev industry

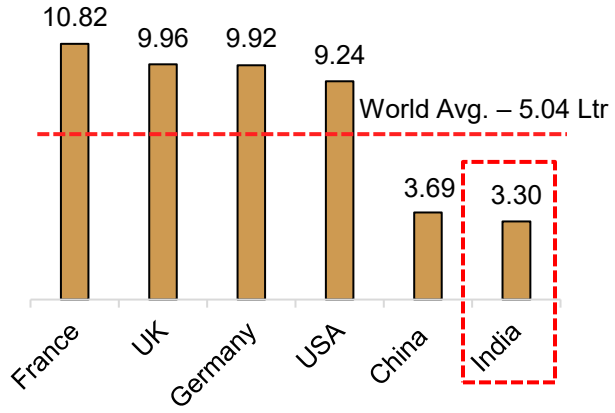
Growing Alcohol Consuming Population…



…with rising discretionary spends…



…to drive per capita alcohol consumption



Key growth drivers for the Indian alcobev industry

Demographic Dividend

India has one of the youngest populations

Rising disposable income

Greater affordability leading to higher consumption

Premiumization

Increasing demand for scotch, single malts, craft spirits etc.

Expansion of distribution channels

Improving the visibility and availability of alcobev

Reduction in social taboo

Acceptance across genders and age groups

Rising influence of on-trade

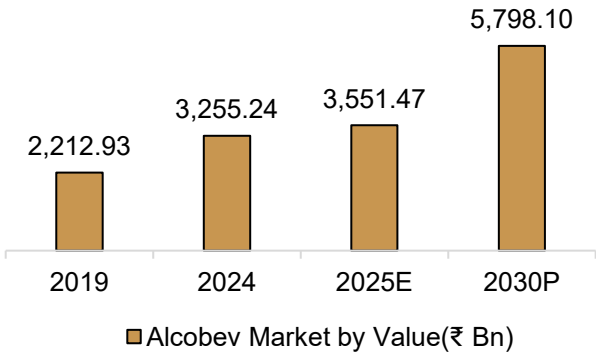
India has one of the youngest populations

Source – Technopak Research

Alcobev industry trends

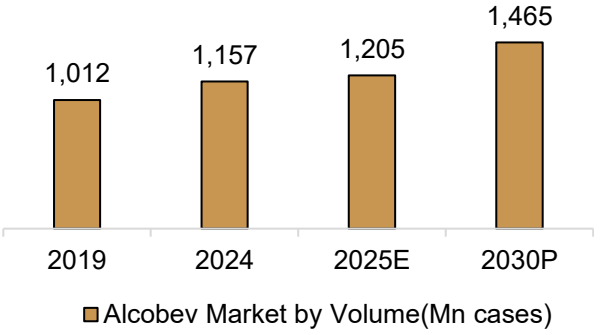
Expected to grow at a 10%+ CAGR

2019-25 CAGR: 8.20%
2025-30 CAGR: 10.30%

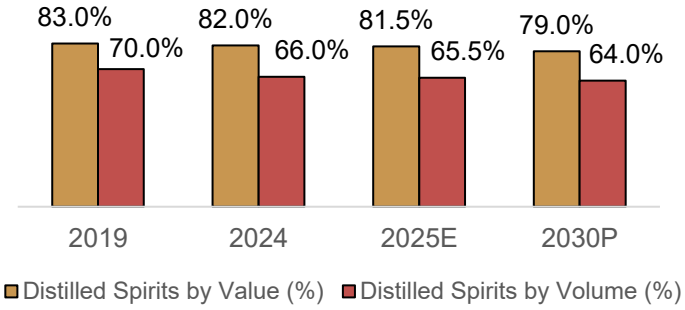


More than a billion cases in size

2019-25 CAGR: 2.95%
2025-30 CAGR: 3.98%



Dominated by distilled spirits

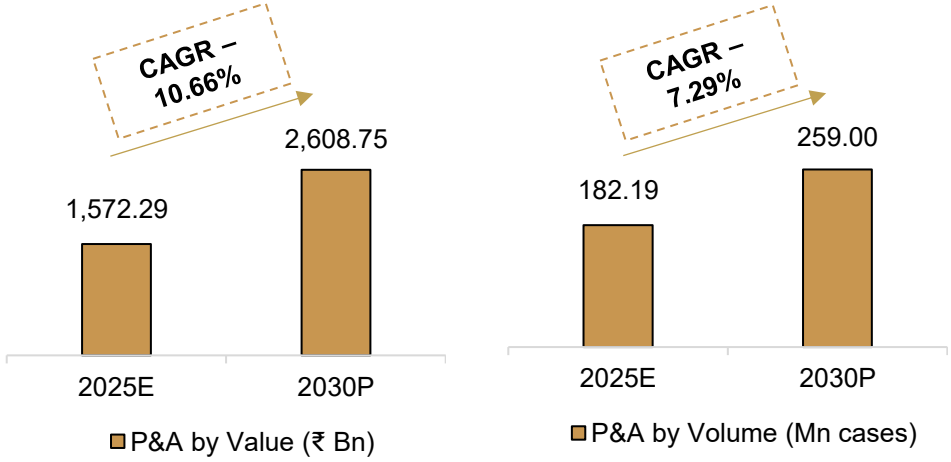


Market Characterized by IMFL and whisky… (2025)

Category	Value (₹ Bn)	%	Volume (Mn cases)	%
IMFL	**2,513.16**	**70.76%**	**433**	**35.90%**
Others	1,038.31	29.24%	772	64.10%
Total	**3,551.47**	**100.00%**	**1,205**	**100.00%**

Product	Value (₹ Bn)	%	Volume (Mn cases)	%
Whisky	**1,762.68**	**70.06%**	**275**	**63.50%**
Others	750.48	29.94%	158	36.50%
Total	**2,513.16**	**100.00%**	**433**	**100.00%**

…with a strong trend towards premiumization in the whisky category



P&A – Prestige & Above | Source – Technopak Research

Key strategies

Key business strategies (1/2)

1

Transitioning from a predominantly franchise-led model to a company-owned distribution model for the IMFL business

We intend to gradually phase out the franchise model and transition to a company-owned operational structure in a phased manner between Fiscal 2027 and Fiscal 2029. Key benefits expected –

- Directly capture gross revenues & profitability;
- Improve supply chain execution by consolidating production and distribution oversight;
- Provide greater flexibility in market positioning, product innovation and pricing decisions;
- Support long term brand positioning by ensuring uniform consumer experience across geographies

2

Expanding IMFL presence and strategic re-entry in high consumption states

- As per Technopak, in Fiscal 2025 IMFL dominates the Indian alcoholic beverage market, leading in both volume and value, 35.90% share by volume and 70.76% share by value;
- Growth is being driven by rising disposable incomes, a shift from country liquor to mass-market IMFL and a strong trend towards premiumization;
- We plan to re-enter key high-consumption states such as Uttar Pradesh, Kerala, Maharashtra and Tamil Nadu .We also plan to re-enter Canteen Store Departments (CSDs);

Key business strategies (2/2)

3

Continuing premiumization through launch of single malt brand and a premium brandy brand i.e. Royal Medallion

- As per Technopak, players with a premium portfolio can secure higher margins, tap into a growing base of affluent consumers, capture value growth even with modest volume increases, and position themselves as aspirational brands both in India and globally;
- As per Technopak, the Premium & Above segment was an ₹ 630.32 billion market in Fiscal 2025 and is expected to become an ₹ 1,052.01 billion market by Fiscal 2030, growing at a CAGR of 10.79%;
- We plan to expand into higher margin categories with out upcoming luxury Indian single malt and premium brandy Royal Medallion;

4

Leveraging distillation expertise through expansion into ethanol

- As per Technopak, the Indian ethanol market is expected to grow at a CAGR of 20.07% between Fiscal 2025 and Fiscal 2030 to become an ₹ 1,680.62 billion market by Fiscal 2030 from ₹ 673.44 billion in Fiscal 2025. Growth is driven by increasing government initiatives;
- To capitalize on this opportunity, we have commissioned a grain based ethanol plant in July'25 with installed capacity of 200 kilolitres per day.

5

Leasing non-core assets and non-core real estate assets to focus on core business

- Two prime real estate properties which are presently leased out are being evaluated for sale;
- Proceeds from the above are intended to be applied towards debt reduction and reinvestment into business initiatives such as expansion of IMFL operations, launch of Indian single malt and transition of franchise led operations to company owned operations;
- Malted milk foods plant is being considered to be leased out;

Consolidated financial statements

Consolidated statement of profit & loss

All amounts in rupees millions, unless otherwise stated

Particulars	FY23	FY24	FY25
Revenue from operations	5,820.19	7,081.62	6,422.49
Other income	417.43	261.59	280.95
Total income	**6,237.62**	**7,343.21**	**6,703.43**
Cost of material consumed	2,830.99	3,377.51	3,186.91
Purchases of stock-in-trade	149.94	138.48	134.72
Changes in inventories of finished goods, work in progress and stock in trade	-19.62	-71.63	52.74
Excise duty	761.14	1,507.08	1,507.53
Employee benefit expenses	733.39	726.32	710.22
Finance cost	305.11	260.37	281.56
Depreciation and amortisation expenses	100.09	97.52	92.72
Other expenses	1,309.16	1,229.32	969.26
Total expenses	**6,170.21**	**7,264.97**	**6,935.66**
Profit/(loss) before tax	67.41	78.24	-232.23
Tax expense	-	-	-
Profit/(loss) after tax from continuing operations	**67.41**	**78.24**	**-232.23**
Share of Profit/(Loss) of Associate	-1.80	-	-
Profit/(loss) after tax and share of Associate for the year from continuing operations	65.61	78.24	-232.23
Profit/(Loss) for the year from discontinued operations	5.85	-2.32	-2.32
Profit/(Loss) for the year	**71.46**	**75.92**	**-234.55**

Consolidated balance sheet (1/2)

All amounts in rupees millions, unless otherwise stated

Particulars	FY23	FY24	FY25
Non-current assets			
Property, plant and equipment	3,575.36	3,612.43	3,628.16
Capital work-in-progress	1,907.67	75.78	7.42
Right-of-use assets	-	-	1.48
Investment properties	161.68	166.33	171.08
Investments	39.17	39.29	57.58
Trade receivable	69.53	53.52	19.62
Loans	10.80	32.36	21.18
Other financial assets	96.38	141.25	127.31
Other non-current assets	43.95	451.11	6.69
Total non-current assets	**5,904.65**	**4,572.07**	**4,040.52**
Current assets			
Inventories	503.67	628.19	443.26
Trade receivables	211.27	360.60	250.14
Loans	5.31	7.88	15.80
Cash and cash equivalents	3.38	7.24	109.82
Bank balances other than above	5.40	311.91	-
Other financial assets	32.27	31.83	52.09
Other current assets	457.48	167.89	108.00
Assets classified as held for sale	90.85	61.67	3.85
Total current assets	**1,309.68**	**1,577.20**	**982.96**
Total Assets	**7,214.41**	**6,149.24**	**5,023.48**

Consolidated balance sheet (2/2)

All amounts in rupees millions, unless otherwise stated

Particulars	FY23	FY24	FY25
Equity and Liabilities			
Equity share capital	467.83	466.64	463.15
Other equity	69.75	294.56	188.97
Non-controlling interest	-0.40	-0.40	-0.40
Total equity	**537.17**	**760.79**	**651.71**
Non-current liabilities			
Borrowings	3,826.50	2,578.21	1,958.58
Other financial liabilities	345.39	454.02	411.88
Provisions	181.64	170.50	190.51
Other long term liabilities	125.98	171.60	51.43
Total Non current liabilities	**4,479.53**	**3,374.33**	**2,612.41**
Current liabilities			
Borrowings	212.22	131.50	265.21
Lease liability	-	-	1.91
Trade payables			
total Outstanding dues of micro & small enterprises	25.08	18.10	5.13
total Outstanding dues of other than micro & small enterprises	823.79	764.73	489.91
Other financial liabilities	337.70	297.80	330.51
Provisions	35.71	56.68	621.19
Other current liabilities	763.21	745.30	45.50
Total Current liabilities	**2,197.71**	**2,014.11**	**1,759.36**
Total equity and liabilities	**7,214.41**	**6,149.24**	**5,023.48**

Consolidated cash flow statement (1/2)

All amounts in rupees millions, unless otherwise stated

Particulars	FY23	FY24	FY25
Net Profit /(loss) for the year after tax	**73.20**	**75.92**	**-234.55**
Rent from investment properties	-131.20	-102.10	-122.60
Employee Stock option expenses	40.71	15.06	9.00
Depreciation	100.09	97.52	92.70
Interest expense	305.11	260.37	281.56
Interest income	-18.08	-10.05	-9.34
(Profit)/Loss on sale of properties, plant and equipment (net)	1.41	-0.74	4.80
Profit on sale of Investment	-20.01	-10.24	-
Investments in subsidiary written off	0.11	-	-
Property, Plant and Equipment written off	0.07	0.10	-
Fair Value loss on financial instruments	-	18.60	-
Bad debts/advances/stock written off	89.49	4.35	31.15
Provision for doubtful debts and advances	1.46	1.00	46.22
Provision for obsolete/damaged inventory	3.13	0.97	0.47
Liability/provisions no longer required written back	-139.73	-51.77	-130.40
Provision for Gratuity & Leave Encashment & others	-8.42	-8.82	-9.90
Operating profit before working capital changes	**297.34**	**290.17**	**-40.88**
Changes in working capital			
Trade receivables	64.11	-140.56	130.30
Other financial assets and other assets	-68.98	-135.88	-296.00
Inventories	-70.71	-187.26	124.10
Trade payables	-29.91	306.00	66.90
Financial liabilities, other liabilities and provisions	-69.33	171.43	-37.50
Net cash generated from operations (A)	**122.52**	**303.90**	**-53.08**

Consolidated cash flow statement (2/2)

All amounts in rupees millions, unless otherwise stated

Particulars	FY23	FY24	FY25
Purchase of property, plant and equipment including capital work-in-progress and capital advances	-38.01	-553.97	-1,500.50
Advance against assets held for sale	-	72.41	43.60
Purchase of investment property	-3.84	-	-
Proceeds from sale of property, plant and equipment	1.86	1.22	3.30
Proceeds from sale of investments	20.47	10.31	-
Realization of loan/(loan given)	-15.19	11.84	-
Investment in subsidiary written off	0.10	-	-
Interest received (Revenue)	18.13	10.05	9.30
Income from investment properties	131.20	102.10	122.60
Release/(Addition) of cash (from)/for restrictive use	86.27	-317.45	325.20
Net Cash generated/(used) from investing activities (B)	**200.99**	**-663.49**	**-996.50**
Cash flow from financing activities:			
Net Loans (repaid) / taken	55.17	504.73	1,309.40
Payment of lease liability	-3.19	-2.67	-
Proceeds from issue of Equity Shares (ESOP)	1.60	3.54	1.20
Interest paid	-288.59	-248.34	-264.40
Net cash generated in financing activities (C)	**-235.01**	**257.00**	**1,046.20**
Net increase/ (decrease) in cash & cash equivalents (A + B + C)	88.50	-102.58	-3.38
Cash and cash equivalents at the beginning of the year	21.32	109.82	7.24
Cash and cash equivalents at the end of the year	**109.82**	**7.24**	**3.85**

Thank You