
RADICO KHAITAN LIMITED
POSTS A NET PROFIT AFTER TAX OF RS 11.52 CRORE FOR THE THIRD QUARTER
NINE MONTHS ENDED – NET PROFIT AFTER TAX OF RS 31.94 CRORE
WITH GROWTH OF 423%

Performance Highlights for the Third Quarter ended 31st December 2009

Highlights: Quarter ended December 31, 2009

1. Net Sales of **Q3 of FY 09-10 at Rs. 316.26 crore**, against sales of **Rs. 245.11 crore** over corresponding quarter in the previous year, thereby showing a **growth of 29.03%**. (Net Sales includes Sale from Tie-up units net of Royalty income).
2. The company achieved a Net Profit of **Rs.11.52 crore in Q3 of FY 09-10** compared to loss of **Rs. 6.80 crore** in the corresponding quarter of FY 08-09.
3. EBITDA at **Rs.36.00 crore grew by 47.60% compared to Rs.24.39 crore** over corresponding quarter in the previous year.
4. Operating margins of **Q3 of FY 09-10 is 11.38% against 9.95 %** over corresponding quarter in the previous year.

Highlights: Nine months ended April - December 31, 2009

1. Net Sales of **Nine months of FY 2010 at Rs. 849.36 crore**, against sales of **Rs. 694.49 crore** over corresponding nine months in the previous year, thereby showing a **growth of 22.30%**. (Net Sales includes Sale from Tie-up units net of Royalty income).
2. The company achieved a Net Profit of **Rs.31.94 crore in Nine months ended of FY 2010** compared to **Rs. 6.11 crore** in the corresponding nine months of FY 2009, thereby showing a growth of **423%**.
3. EBITDA at **Rs.98.29 crore grew by 36.00% compared to Rs.72.27 crore** over corresponding nine months in the previous year.

4. Operating margins of **Nine months of FY 2010 at 11.57% against 10.41 %** over corresponding nine months in the previous year.

New Delhi, January 20, 2010: Radico Khaitan Ltd., one of the largest liquor companies in the country today announced its unaudited third quarter results for the year 2009-10. The company has registered net profit of Rs.11.52 crores as compared to loss of Rs.6.80 crore for the same period last year. The company registered Net Sales of Q3 of FY 09-10 at Rs.316.26 crore, against net sales of Rs.245.11 crore over corresponding quarter in the previous year, thereby showing a growth of 29.03%.

Commenting on the results, Dr. Lalit Khaitan, Chairman & Managing Director, Radico Khaitan Limited said, “Net sales are up mainly because of increase in sales of IMFL division by over 31%, which consist of more than 75% of total sales of the company. The operating margins in this period have been possible due to increase in sale of our main line IMFL brands”.

Commenting on the results, Mr. Abhishek Khaitan, Managing Director, said, “Company continued focus on its branded IMFL business, which is yielding good results. Magic Moments Vodka in the first nine months has crossed more than 1 million cases and has clocked volume growth of 35%. In the first nine months, our other main line brands 8PM Whisky, Whytehall Whisky and Old Admiral Brandy have also registered sale growth of 10%, 70% and 47% respectively and total mainline brand growth of 19%. Our total IMFL sales have grown by 16.20% i.e. from 9.3 mn c/s to 10.9 mn c/s. during this nine months period”.

Consistent with our policy of premiumization of brands, In May, 2009, Company has successfully launched ‘**Morpheus Premium Brandy**’ in Andhra Market. In 3rd Quarter, Morpheus Premium Brandy has been launched in other southern states like Tamilnadu, Kerala, Karnataka, Pondicherry and the response in all the markets has been encouraging.

The summary of financial performance is as under:

| | Q – 3 | Q – 3 | Nine Months | Nine Months | Growth % | Growth % |
|------------------|--------------|--------------|--------------------|--------------------|------------------|--------------------|
| | FY 2009-10 | FY 2008-09 | FY 2010 | FY 2009 | Q-3 | Nine Months |
| | Rs. / Crs. | Rs. / Crs. | Rs./Crs. | Rs./Crs. | FY - 2010 | FY 2010 |
| Net Sales* | 316.26 | 245.11 | 849.36 | 694.49 | 29.03% | 22.30% |
| EBITDA | 36.00 | 24.39 | 98.29 | 72.27 | 47.60% | 36.00% |
| PBT | 14.15 | (-)6.58 | 39.16 | 9.66 | - | 305% |
| PAT | 11.52 | (-)6.80 | 31.94 | 6.11 | - | 423% |
| Operating Margin | 11.38% | 9.95% | 11.57% | 10.41% | | |

* Net Sales includes Sale from Tie-up units net of Royalty income.

About Radico Khaitan Ltd.

Radico Khaitan Ltd., one of the largest liquor companies in the country, is best known for its brands 8 PM whisky, Magic Moments Vodka, Contessa Rum and Old Admiral Brandy. 8 PM whisky has the unique distinction of having touched sales of one million cases in the first year of its launch .Magic Moments is the fastest growing Vodka in the country , Contessa Rum is one of the largest selling Rum brand among Defense forces. Old Admiral Brandy another winner from the portfolio of Radico is also a part of the millionaire club.