Twitter Thread by Raghav Chaudhary



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#RadicoKhaitan - Concall Snippet !

ROCE GENERATION of 20-25% In Coming Qtrs !

(Weekend Is Coming■) https://t.co/vQw9N2UFgZ

#Q1FY22 29 July

Radico Khaitan Ltd

| MrRChaudhary

Business Highlights

- Incorporated in the year 1943, Radico Khaitan is one of the most recognised IMFL (Indian Made Foreign Liquor) brands in India.
- it has four milloniare brands which are 8 PM Whisky, Contessa Rum, Old Admiral Brandy and Magic Moments Vodka
- Strong demand continued in April, May was severely impacted, Situation started to improve from mid-June and demand normalized by July
- Radico continued to outperform the industry yet for another Quarter
- There was a growth of 59%(5.6 million cases) YoY from IMFL segment.
- Radico Khaitan became the largest IMFL exporter out of India during Q1 FY2022.

Financial Highlights

- Revenue from Operations grew by 47.3% YoY during the quarter
- IMFL sales value accounted for 77.7% v/s 73.2% in Q1 FY2021 of the Revenue from Operations
- Gross Margin contracted by 87 bps due to an unfavorable product mix which was impacted by Lockdown
- EBITDA margins expanded by 54 bps from 14.7% in Q4 FY2021 to 15.2% in Q1 FY2022
- Net Debt was 183.89 Crore v/s 197.54 Crore YoY
- During Q1 FY2022, Advertising & Sales Promotion (A&SP) expenses increased by 70.5% to ` 33.48 Crore. Company is having Marketing campaigns and endorsement deals with Bollywood stars

Outlook

- The Company's cost of borrowing is one of the lowest in the industry due to a lower interest environment, stable profitability, strong capital structure and improved liquidity position
- Few Headwinds in ENA prices due to ethanol blending but co was confident on handling it
- Radico is aggressively investing in its premium brands, co is focusing on premiumisation rather than volumes and is also trying to introduce new brands
- Home delivery of liquors is here to stay and co will capitalize on that
- Exports have been doing great from past 1.5 years and contributed 7% to the net revenue
- Company expects ROCE generation of 20-25% in the coming quarters



#TataCoffee - Concall Snippet !

Expects Margin Expansion in India Coffee.

(Only For Educational Purpose) pic.twitter.com/Dcd6uW7l0R

— Raghav Chaudhary (@MrRChaudhary) July 29, 2021