

against the odds



ANNUAL REPORT 2011-12



# Corporate Information

## Board of Directors

### Executive Directors

Mr. Amit Dahanukar,  
*Chairman & Managing Director*

Mrs. Shivani Amit Dahanukar,  
*Executive Director*

### Non - Executive Directors

Mr. V. B. Haribhakti

Dr. Vishnu Kanhere

Dr. Ravindra Bapat

Mr. C.V. Bijlani

Mr. Madan Goyal

## Company Secretary

Mr. Gaurav Thakur

## Statutory Auditors

Batlboi & Purohit,  
*Chartered Accountants*

## Internal Auditors

Devdhar Joglekar & Srinivasan,  
*Chartered Accountants*

## Solicitors

W. S. Kane & Co.

Holla & Holla

L. J. Law & Co.

Parekh & Co.

Deepak Sabarwal & Associates

Tatva Legal

## Bankers

Punjab National Bank

Bank of India

State Bank of India

Axis Bank Ltd.

HDFC Bank Limited

Standard Chartered Bank

Punjab & Sind Bank

Karur Vysya Bank Limited

## Shares Listed At

BSE Limited (BSE)

National Stock Exchange of India Limited (NSE)

## Registered Office & Works

P. O. Tilaknagar, Tal. Shirampur,

Dist. Ahmednagar, Maharashtra- 413 720

Tel.: (02422) 265123 / 265032, Fax.: (02422) 265135

## Corporate Office

3<sup>rd</sup> Floor, Industrial Assurance Building,

Churchgate, Mumbai- 400 020

Tel.: (022) 22831716 /18, Fax.: (022) 22046904

e-mail: investor@tilind.com

website: www.tilind.com

## Registrar & Share Transfer Agents

Bigshare Services Pvt. Ltd.

E-2/3, Ansa Industrial Estate, Sakivihar Road,

Sakinaka, Andheri (E), Mumbai – 400 072

Tel.: (022) 2856 0652/53

Fax: (022) 4043 0200

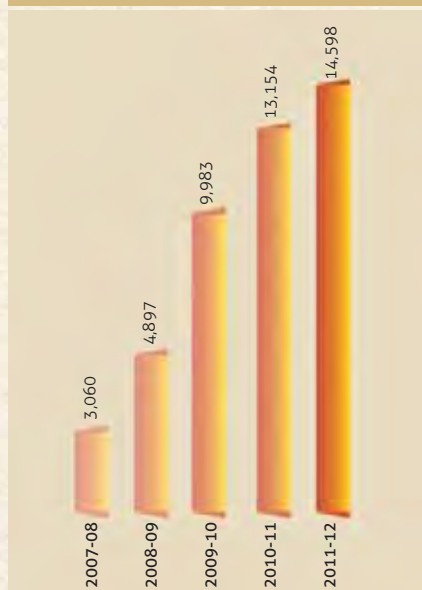
e-mail: info@bigshareonline.com

website: www.bigshareonline.com

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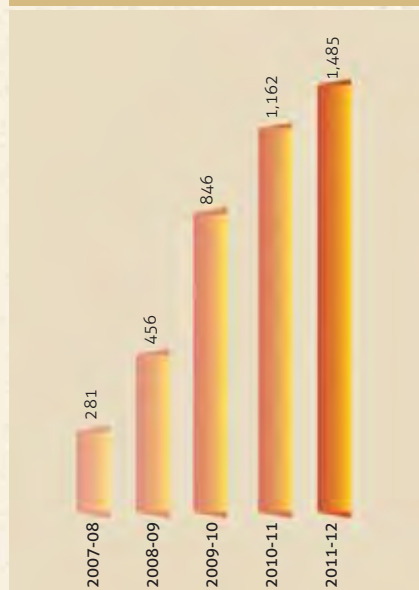
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TI's surging turnover (₹ million)



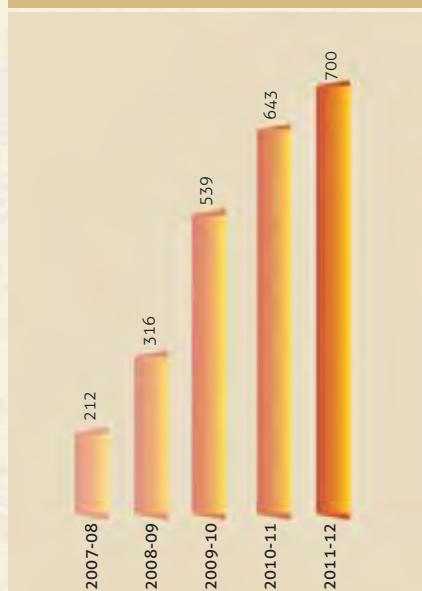
Five-year CAGR of 48% led by bagging new projects and completing existing ones

... led to a surge in EBDITA (₹ million)

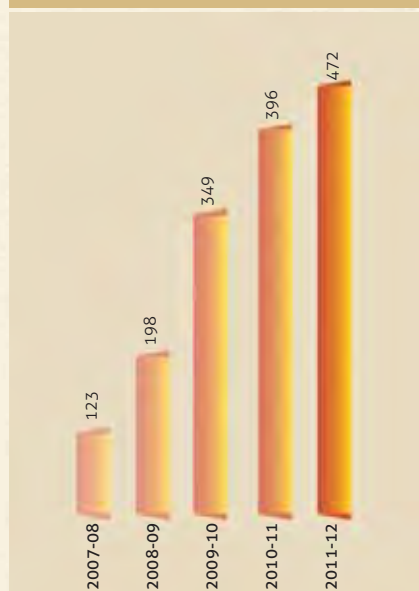


Led by a deep commitment to lean manufacturing, optimum resource utilisation and effective waste recycling

... which resulted in a higher PBT (₹ million)



... and robust growth in PAT (₹ million)



The year 2011-12 was one of the most challenging in the history of our existence marked by inflation, depressed economy, cost increases and operational bottlenecks.

At Tilaknagar Industries Ltd. (TI), we fought the odds, climbing a steeper slope, embarking on innovative practices, launching new brands and variants, driving cost optimisation and penetrating new geographies.

The result was that we grew our topline by 18% against an overall Indian market growth of only 8%.



## Happy hours

TI is in the league of India's largest liquor companies with a market share of about 5%; Mansion House is the second-largest selling brandy in India.

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## High spirits

TI owns more than 40 popular brands across the whisky, brandy, gin, rum and vodka categories.

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## Raising the bar

TI possesses 15 (owned and leased) manufacturing units across India, reinforced by 15 tie-ups for its manufacturing and bottling operations.

## On a high

TI commanded realisations in excess of ₹700 per case across almost 60% of its volumes.

## Ready for more

TI will continue to maintain its fast-paced growth trajectory through an expansion in geographies, the introduction of new brands and acquisitions. TI aims to create a robust brand bouquet that will be cherished by customers.



# Brand showcase



TI unveiled the striking new super-premium **Seven Islands Vintage Single Malt Scotch Whisky** in London in April 2012. It will be subsequently launched in Mumbai, Milan and Paris.

Seven Islands Vintage Single Malt Scotch Whisky has been carefully crafted for the connoisseur and this super-premium whisky has a rich golden colour with notes of butterscotch, honey



and vanilla, mingled with a delicate hint of spices and a faint trace of apples and pears. It is a unique spirit that fuses Indian values and culture and the Scottish art of making whisky. The

launch of Seven Islands Vintage Single Malt Scotch Whisky endorses the Company's premiumisation focus and promises strong growth prospects both in India and internationally.



Mansion House Brandy is the Flagship brand of Tilaknagar Industries Ltd. Mansion House Brandy comes with the credentials of highly experienced and qualified French technique. Made in the Pot Stills of France, Mansion House Brandy is an original and a rare blend.