SULA
VINEYARDS

Date: May 04, 2023

To,
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051

NSE Symbol: SULA
ISIN: INE142Q01026

To,
BSE Limited ("BSE")
Corporate Relationship Department,
2 nd Floor, New Trading Ring,
P.J. Towers, Dalal Street,
Mumbai – 400 001.

BSE Scrip Code: 543711
ISIN: INE142Q01026

Dear Sir/Madam,

Sub: Submission of Investor Presentation FY23 & Q4 FY23

Please find attached herewith the investor presentation on the Financial Results of Sula Vineyards for the quarter and financial year ended March 31, 2023.

This is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, as amended.

The same is also hosted on the Company's website at https://sulavineyards.com/investor-relations.php

You are requested to kindly take the same on your records.

Thanking you,

For Sula Vineyards Limited

R. Sathe

Ruchi Sathe
Company Secretary and Compliance Officer
Membership No.: A33566

Encl: As above

SULA VINEYARDS

Investor Presentation FY23 & Q4FY23

Safe Harbour

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FY23 Highlights




Executive Summary

Market leader with close to **60%+ market share** in premium wines[1]

29.1% EBITDA margin for FY23 vs. 25.6% for FY22

India's **best-selling** red, white, rosé & sparkling wines

Winery capacity of 16.7 Mn liters, amongst the **top 5** wineries in Asia

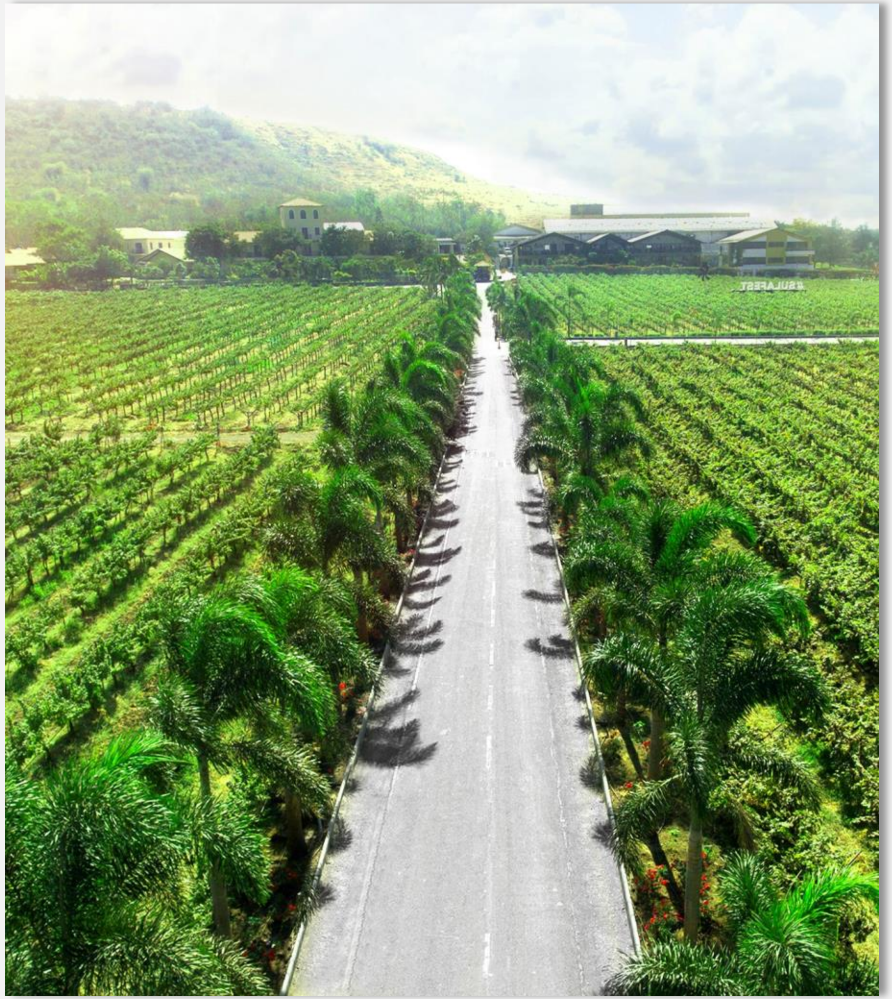
Sourcing from 2,800+ acres of vineyards, significantly higher than the next two wine producers in India

Sula's Shiraz Cabernet - India's **largest selling** wine by value

One of the world's most visited vineyards; **340,000+ visitors**[2]

Strong focus on **sustainability**

Certified as **Great Place to Work** in **CY21 & CY22**



Source: Company data
Notes: 1) Includes Elite and Premium wine categories;2) As of FY23

Key Highlights – FY23

Financials

- Revenue from operations growth : 22% YoY at Rs. 553 Cr
- EBITDA margin at 29.1%; EBITDA growth : 38.7% YoY
- PAT margin : 15.2%; growth of 370 bps over FY22
- EPS growth of 50% YoY from Rs.6.8 to Rs.10.2

Own Brands

- Own Brands Revenue growth : 26% YoY; constituting 87% of revenue
- Of this, Elite & Premium wine revenues contributed 72%, growing 29% YoY
- Crossed 1 million cases, registering volume growth of 19% YoY

Wine Tourism

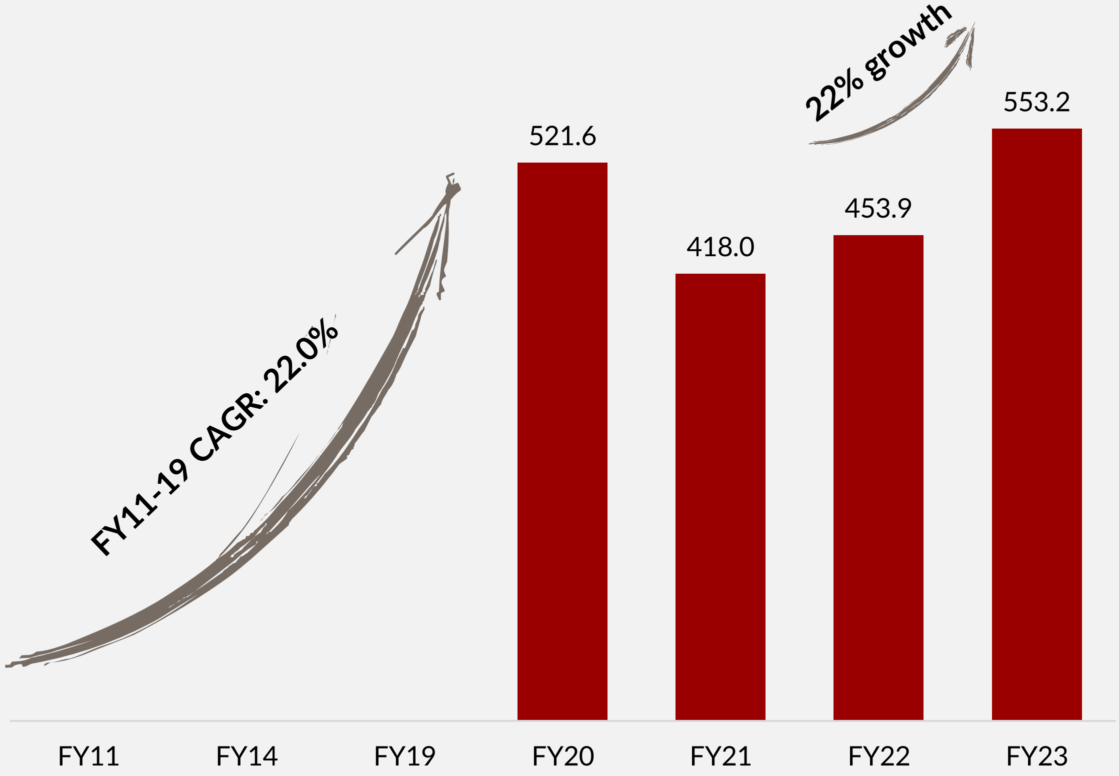
- Wine Tourism revenue growth : 30% YoY
- Footfalls : 3.4 lakhs+
- Tastings across the country : 1.7 lakhs, up 80% from FY22

Profit & Loss Statement – FY23 & Q4FY23

Particulars (Rs. Cr.)	FY23	FY22	Y-o-Y	Q4 FY23	Q4 FY22	Y-o-Y
Revenue from Operations	553.2	453.9	21.9%	120.0	112.1	7.1%
Own Brands	*480.7*	*380.9*	*26.2%*	*103.5*	*90.4*	*14.5%*
Wine Tourism	*45.0*	*34.6*	*29.9%*	*12.5*	*10.5*	*18.1%*
Other Income	3.5	2.8	25.2%	0.9	0.7	21.7%
Total Income	**556.7**	**456.7**	**21.9%**	**120.9**	**112.8**	**7.1%**
Cost of Goods Sold	133.1	117.1	13.8%	23.6	20.9	13.9%
Excise Duty on sales	36.9	29.5	24.6%	6.8	5.6	17.1%
Employee Benefits Expense	77.5	65.3	18.5%	20.3	18.0	12.9%
Other Expenses	148.2	128.6	15.2%	38.5	38.9	-1.1%
EBITDA	**160.9**	**116.1**	**38.7%**	**31.7**	**29.4**	**8.0%**
EBITDA %	**29.1%**	**25.6%**	**-**	**26.4%**	**26.2%**	**-**
Depreciation and Amortisation Expenses	25.9	23.6	9.6%	6.8	6.1	12.5%
Finance Costs	21.1	22.9	-8.0%	4.8	4.7	2.7%
Profit before Tax (PBT)	**114.0**	**69.5**	**63.9%**	**20.1**	**18.6**	**7.9%**
PBT %	**20.6%**	**15.3%**	**-**	**16.7%**	**16.6%**	**-**
Total Tax Expense	29.9	17.4	72.1%	5.8	5.0	16.2%
Profit for the year (PAT)	**84.0**	**52.1**	**61.2%**	**14.2**	**13.6**	**4.8%**
PAT %	**15.2%**	**11.5%**	**-**	**11.9%**	**12.1%**	**-**
Diluted EPS (Rs.)	10.18	6.79	49.9%	1.66	1.72	-3.3%

Strong Financial Profile

Revenue from operations (Rs. Cr.)[1]

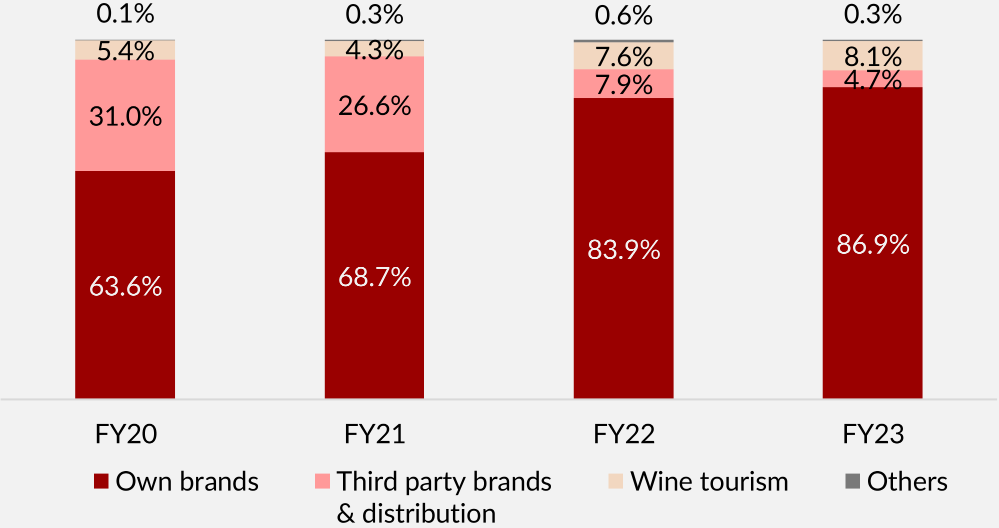


Includes
Rs. 103.6 cr standalone revenue of PADPL, which ceased to be a subsidiary of the Company from Apr 2021

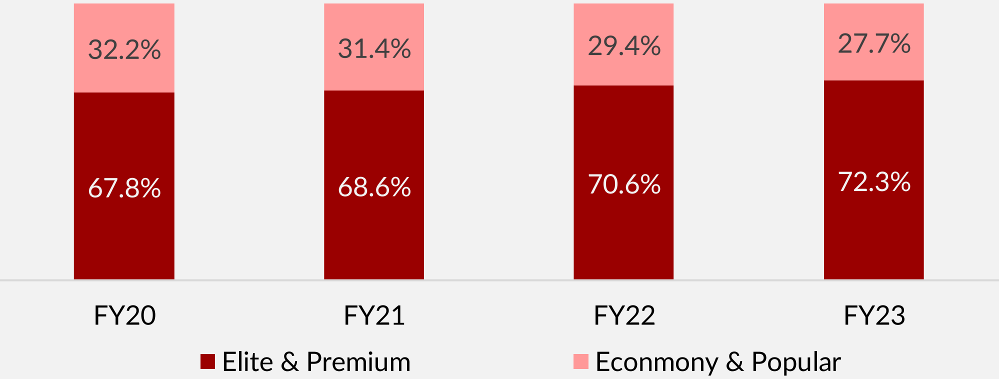
1) Discontinuation of beer business in PADPL;
2) Muted gross sales due to COVID-19

Emerged stronger after COVID-19 pandemic

Revenue split by business segments



Own brands revenue by categories

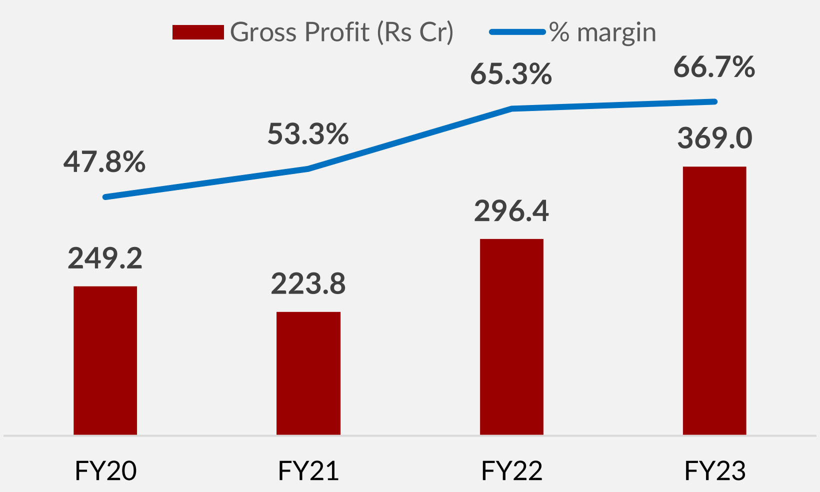


Source: Company Data

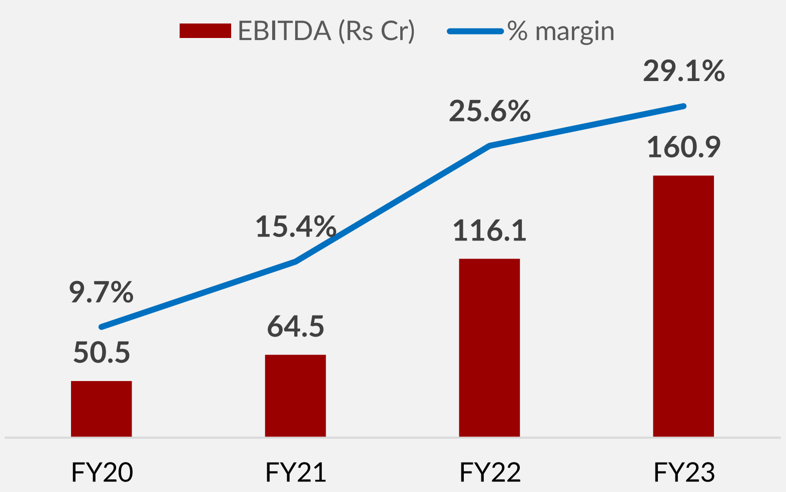
Notes: 1) For FY20 and FY21, Revenue from operations also includes the revenue contribution from Sula's erstwhile subsidiary, PADPL, which had a standalone revenue of Rs 103.6 cr in FY20 and Rs 60.8 cr FY21. PADPL ceased to be a subsidiary with effect from April 1, 2021; 2) Includes the revenue from sales of alcoholic beverages imported by Sula and revenue from brands distributed by PADPL in FY20 and FY21

Strong Financial Performance on All Matrix

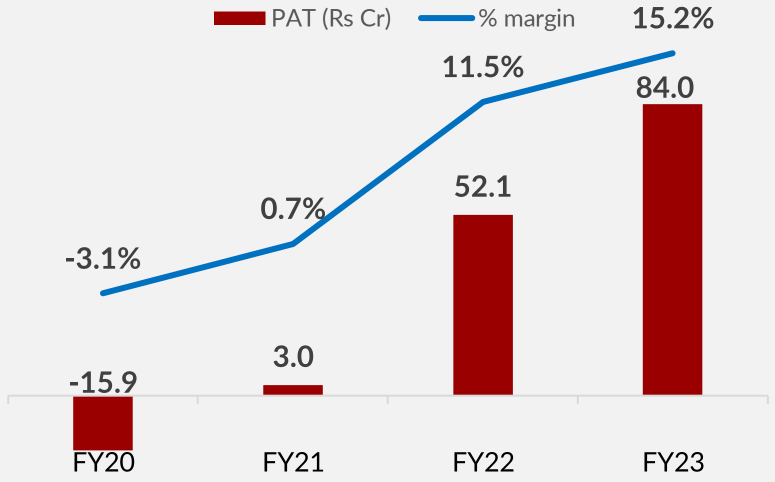
Gross profit and % margin



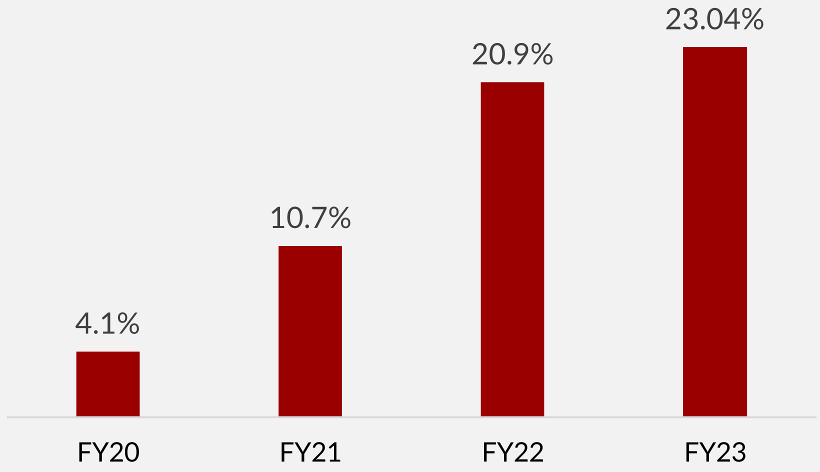
EBITDA and % margin



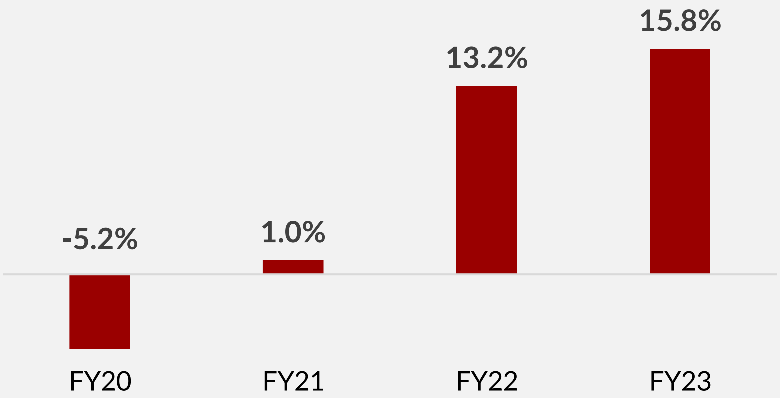
PAT and % margin



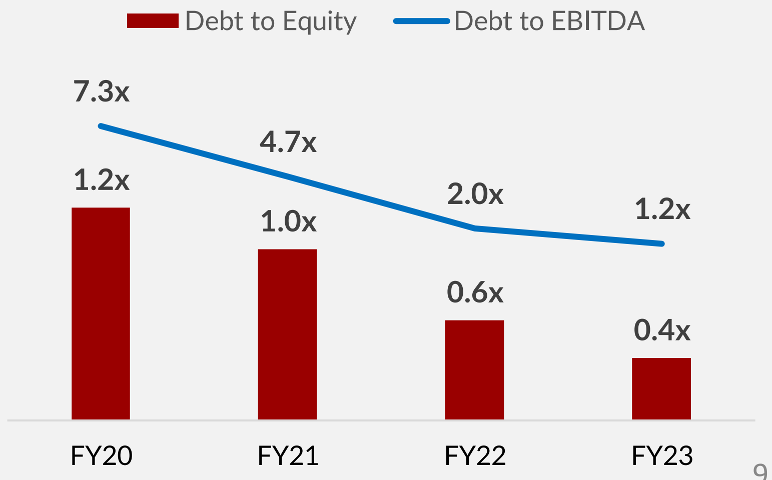
Return on capital employed (ROCE)



Return on equity (ROE)



Leverage ratios



Business Snapshot

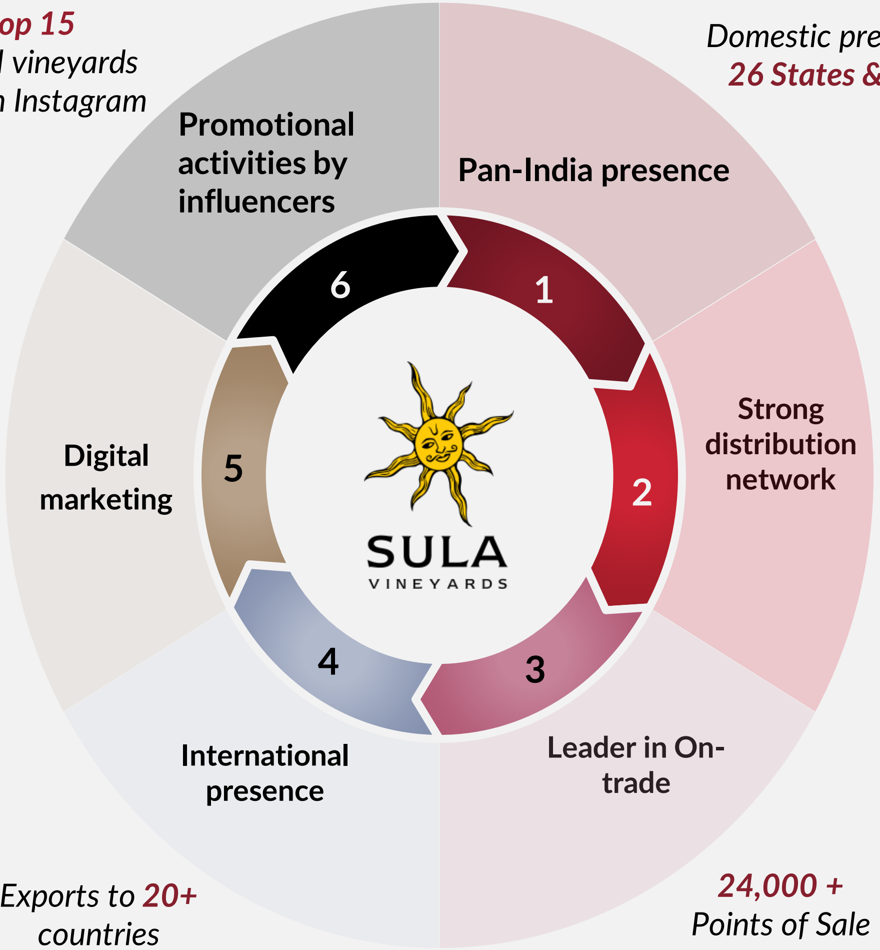
Sula is the Undisputed Leader of the Indian Wine Industry

*Among **Top 15** most followed vineyards in the world on Instagram*

*Domestic presence in **26 States & 6 UTs***

__123k+__ followers on Instagram and __124k+__ followers on Facebook

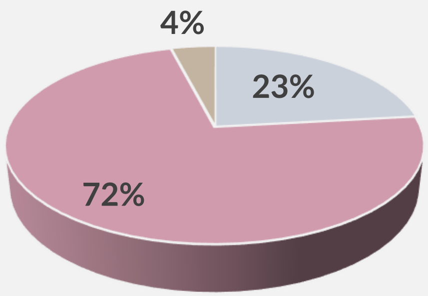
__50__ Distributors, __11__ Corporations, __14__ Licensed resellers, __7__ Company depots, __3__ Defence units

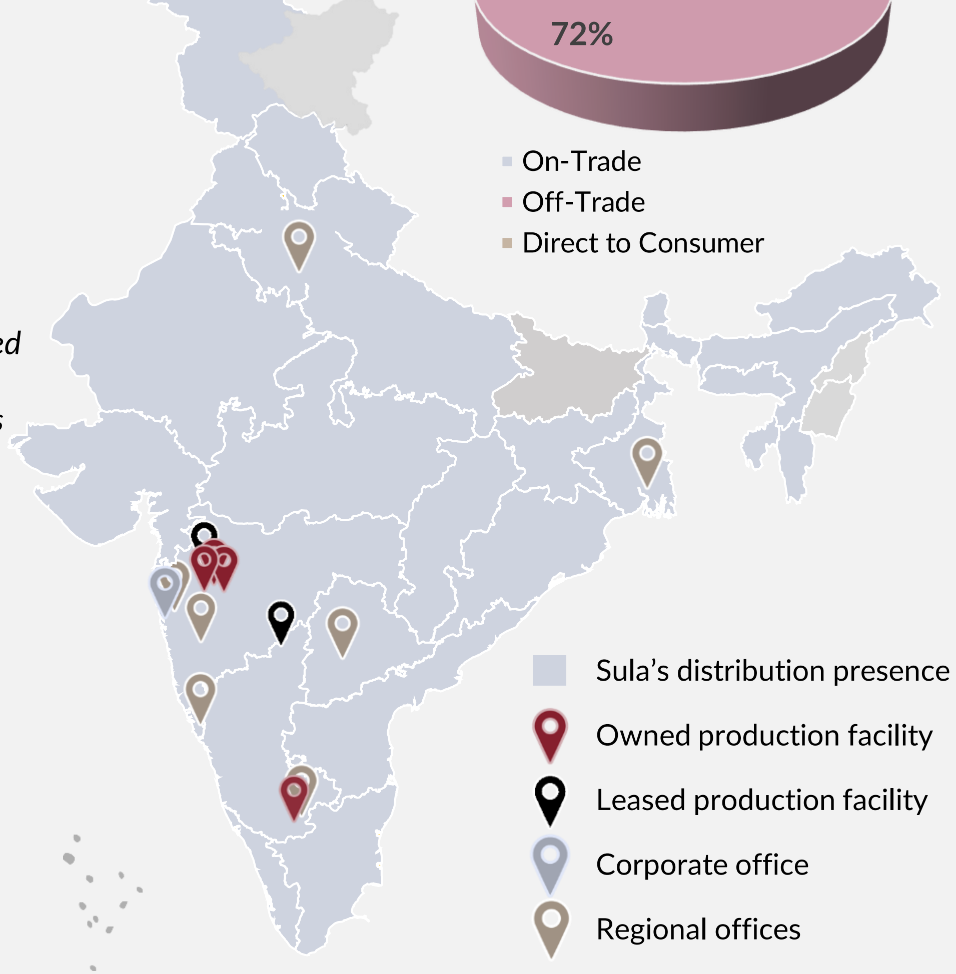


*Exports to **20+** countries*

__24,000 +__ Points of Sale

Secondary Sales breakup





Pioneer of Wine Tourism Business in India Leading to Strong D2C Presence

Creating wine culture through a combination of resorts, tasting rooms and restaurants, which has made Sula the leading D2C alcobev brand in India

340,000+
Footfall of visitors

1,30,000
In person tastings in FY23 vs 85,000 in FY22

310,000+
Bottles sold via D2C channel[1]

INR 10,500+
Avg. room revenue in FY23

2 Vineyard resorts
in Nashik

THE SOURCE AT SULA

Beyond by Sula

Source: Company data; Notes :1)For FY23

Sustainability is Key Focus Area

***2MW** installed solar PV capacity, providing **50%+** of annual energy needs in FY23*

Generated >4 million kWH from solar energy at Sula's owned and leased facilities in Maharashtra and Karnataka in FY23

Rainwater harvesting reservoirs at all facilities with **storage capacity of over 36.8 mn liters**; Reduced water usage per case produced by over 11% in last three fiscal years

Member of the International Wineries for Climate Action ("IWCA"), which is part of a global campaign, led by UN and its member wineries committed to achieve net zero emissions by 2050

Sourcing over 96% of packaging material locally since FY20

Optimizing packaging materials using lightweight bottles

Key Business Strategies for Future

- Continuous focus on Own Brands
- Focus on premiumization of product portfolio
- Increasing wine awareness and consumption, and penetrating further into Tier-1 and 2 cities in India
- Effectively use digital media to increase awareness of wine in India
- Continue to make sustainability and climate change readiness as the heart of Sula’s long-term strategy
- Pursue strategic investments and acquisitions in the Indian wine industry
- Continue to focus on wine tourism to bring in new consumers

Financial Statements & KPIs




FY23 Balance Sheet (Consolidated)

Equity and Liabilities (Rs Cr)	Mar-23	Mar-22
Equity	**532.0**	**395.3**
Equity share capital	16.9	15.7
Other equity	515.2	379.5
Lease Liability	5.8	6.2
Borrowings	54.3	48.1
Long term provisions	-	2.0
Deferred tax liability (net)	18.2	16.9
Total Non-Current Liabilities	**78.2**	**73.2**
Lease Liability	5.1	4.7
Borrowings	137.5	180.9
Trade payables	82.1	67.4
Other financial liabilities	21.9	14.2
Other current liabilities	19.8	18.7
Income tax liabilities (net)	2.6	1.5
Provisions	2.2	2.7
Total Current Liabilities	**271.1**	**290.1**
Total Equity and Liabilities	**881.4**	**758.6**

Assets (Rs Cr)	Mar-23	Mar-22
Plant, Property & Equipment (net)	397.1	344.4
Right use of assets	9.3	9.3
Capital Work in Progress	1.9	1.0
Goodwill & Other Intangible assets	6.9	7.5
Loans & Investments	1.7	1.9
Other financial assets	36.8	21.0
Non Current tax assets (net)	0.2	0.2
Other non-current assets	3.1	2.7
Total Non-Current Assets	**456.9**	**388.0**
Inventories	178.9	162.3
Trade receivables	114.5	109.4
Cash and bank balances	33.8	19.6
Loans	1.6	1.2
Other financial assets	88.6	73.6
Other current assets	7.1	4.5
Total Current Assets	**424.5**	**370.5**
Total Assets	**881.4**	**758.6**

FY23 Cash Flow Statement (Consolidated)

Cash Flow Statement (Rs Cr)	Mar-23	Mar-22
Profit before Tax	114.0	69.5
Adjustment for Non-Operating Items	44.6	48.8
Operating Profit before Working Capital Changes	**158.5**	**118.4**
Changes in Working Capital	-42.5	-14.3
Cash Generated from Operations	**116.1**	**104.1**
Less: Direct Taxes paid	-27.8	-16.7
Net Cash from Operating Activities	**88.3**	**87.4**
Cash Flow from Investing Activities	-72.7	-56.8
Cash Flow from Financing Activities	-9.4	-61.3
Net increase/ (decrease) in Cash & Cash equivalent	6.2	-30.6
Add : Cash and cash equivalents at the beginning of the year	10.2	40.8
Cash and cash equivalents at the end of the year	**16.4**	**10.2**

KPIs–Wine Business & Wine Tourism Business

Particulars (Rs. Cr)	2023	2022
(A) Wine Business	**506.7**	**416.6**
Own brands	480.7	380.9
– Elite (%)	23.9	24.1
– Premium (%)	48.4	46.5
– Economy (%)	11.5	13.6
– Popular (%)	16.2	15.8
Third Party Brands and distribution business	**26.0**	**35.7**
(B) Wine Tourism Business	**45.0**	**34.6**
(C) Others	1.6	2.7
Revenue from operations (A+B+C)	553.2	453.9
Year on year revenue growth (%)	21.9%	8.6%
Revenue contribution (%)		
Wine Business - Own Brands	86.9	83.9
Wine Business - Imports	4.7	7.9
Wine Tourism Business	8.1	7.6
Others	0.3	0.6

KPIs–Wine Business & Wine Tourism Business

Particulars - Wine Business	2023	2022
Elite and Premium		
Number of cases	5,50,278	4,42,833
Volume contribution (%)	51.9	49.6
Revenue of operations (Rs. Cr)	347.6	268.8
Revenue contribution (%)	72.3	70.6
Economy and Popular		
Number of cases	5,10,974	4,50,712
Volume contribution (%)	48.1	50.4
Revenue of operations (Rs. Cr)	133.1	112.1
Revenue contribution (%)	27.7	29.4

Particulars – Wine Tourism Business	2023	2022
Average Room Revenue (ARR) (in Rs.)	10,568	10,367
Average Rooms Occupancy (%)	82.4	71.0

KPIs– Others

Particulars	2023	2022
Gross Margin (Rs Cr)	369.0	296.4
Gross Margin (%)	66.7%	65.3%
EBITDA (Rs Cr)	160.9	116.1
EBITDA Margin (%)	29.1%	25.6%
PAT (Rs Cr)	84.0	52.1
PAT Margin (%)	15.2%	11.5%
Net Asset turnover (Times)	1.0	1.1
Cash Conversion Cycle (days)	293	347
Days Sales Outstanding (days)	74	98
Days Inventory Outstanding (days)	424	449
Days Payables Outstanding (days)	205	200
ROCE – reported (%)	23.0%	20.9%
Net Working Capital Days	101	65
Debt to Equity Ratio (Times)	0.4	0.6
Debt to EBITDA Ratio (Times)	1.2	2.0

THANK YOU