

Beverage

Khoday India Ltd.

1. Company Overview & Contact details

Company Details and Overview	
Sector	Beverage Industry
Turnover	INR 1,647.8 million
Chairman/MD/CEO/President	Shri. L. Ramachandra Khoday (Chairman / Chair Person)
No of branches/offices	1 production facility
Number of Employees	over 6,000
No of subsidiaries	7
Parent Company(If any)	Khoday Group
Market Capitalisation	INR 2,518.6 million
Company Overview	Khoday India is a multi-service, business group engaged in activities that include distilling, brewing, malt sting, bottle manufacturing, transportation, engineering, construction, hotelier, tours and travels, exports, agricultural products, chemicals, paper manufacture, diamonds and jewelry crafting, computer software, tissue culture, financial services and pharmaceuticals.
Contact Details	No. 54, Kannayakana Agrahara, Anjanapura Post Bangalore - 560062 Karnataka Tel: +91 80 2295 6571 – 75 Fax: +91 80 2295 6570 Email: - Website: http://khodaygroup.com
Rating	Not Rated

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Shri. L. Ramachandra Khoday	Chairman / Chair Person
Shri. L. Sriari Khoday	Vice Chairman and Managing Director
Shri. L. A. Padmanabhasa Khoday	Joint Managing Director
Shri. L. Swamy Khoday	Executive Director
Shri. Nityanand Khoday	Director
Shri. Gurunath Khoday	Director
Shri. Srinivas Khoday	Director
Shri. Radheshyam Khoday	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoter Group	33,660,195	89.54
Institutions	4,127	0.01
Non-Institutions	3,926,915	10.45

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Brands/Products Description
Beverage	The company is into distilling, brewing, malt sting of brandy, whisky, malt whisky white rum and XXX rum.

3.2 Subsidiaries

Division	Business Descriptions
Khoday Engineering	Engages in construction. It is a self-contained unit
Ram Mohan Travels	A wholly owned subsidiary
Khoday Biotech	A wholly owned subsidiary
Khoday Glass	Khoday Glass, a fully automated plant, produces millions of bottles of various shapes and sizes.
Khoday Agro	A wholly owned subsidiary
Khodayss Technologies	A wholly owned subsidiary
Khoday L K Power	Involved in setting up of a gas terminal, a regasification plant, setting up pipeline facilities and a power project based in Gokarn in northern coastal Karnataka. The project was cleared by the state government at estimated cost of INR 31,400 million

4. Growth strategy and business model

The company intends to enter the realty sector. It is in the process of entering into arrangements with potential parties. The company is engaged in activities that include distilling, brewing, malt sting, bottle manufacturing and such.

5. Foreign collaboration

The company does not have any foreign collaboration.

Empee Distilleries Ltd

1. Company Overview & Contact details

Company Details and Overview	
Sector	Beverage Industry
Turnover	INR 9,979 million
Chairman/MD/CEO/President	Mr. M. P. Purushothaman (Chairman / Chair Person)
No of branches/offices	3 manufacturing units
No of subsidiaries	5
Parent Company(If any)	Empee Group
Market Capitalisation	INR 1,616.7 million
Company Overview	Empee Distilleries Ltd. started over two decades ago in Chennai to manufacture Indian-made foreign liquor. Now, it has expanded substantially with manufacturing facilities not only in Tamil Nadu but also in Kerala, Karnataka and Andhra Pradesh.
Contact Details	Empee Tower, No. 59, Harris Road, Pudupet Chennai – 600 002. Tel: +91 44 28531111 Fax: +91 44 28555163 Email: info@empeegroup.co.in Website: http://www.empeegroup.co.in
Rating (CARE)	BB+ (Fund Based – Long Term)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. M. P. Purushothaman	Chairman / Chair Person
Mr. Shaji Purushothaman	Managing Director
Ms. Nisha Purushothaman	Joint Managing Director
Mr. T. S. Raghavan	Executive Director
Mr. M. K. Mohan	Director
Mr. M. P. Mehrotra	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters	13,404,314	70.52
Institutions	22,246	0.12
Non-Institutions	5,582,333	29.37

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business / Brand / Product descriptions
Beverage	The company entered into the beverages and distillery industry in 1984 by manufacturing India Made Foreign Liquor (IMFL) products. It set up its first distillery unit at Mevaloorkuppam, Tamil Nadu with an installed capacity of 2,000 cases per day. The company launched its products under the brand names Marcopolo and Victoria (Marcopolo in 4 flavours of brandy, rum, whisky and gin and Victoria in 2 flavours of rum and brandy).

3.2 Subsidiaries

Division	Business descriptions
Apollo Distilleries Pvt Ltd	The company produces beer and is based in India. As of May 11, 2011, the company operates as a subsidiary of Empee Distilleries Limited.
Empee Sugars and Chemicals Limited	Empee Group had set up a sugar mill in Andhra Pradesh in 1992 and has expanded into a huge complex with additional facilities for manufacturing rectified spirit, extra neutral spirit, bio-mass fertilizer and such.
EDL Properties Limited	Delivers best value-added construction services to customers
Empee Power Company (India) Limited	Empee Group set up wind turbine generators and biomass power plants in Coimbatore, Tamil Nadu, which generates power not only for captive consumption but also for supply to the state.
Apollo Wind Energy Pvt. Ltd	Wind power generation

4. Growth strategy and business model

The company plans to tackle the issue of competition from low-priced brands available in the Kerala market by entering into the premium segment. It needs to be seen whether the strategy will be successful as high taxes in Kerala make premium brands unaffordable to most consumers. The company plans to expand existing capacity in Tamil Nadu and add new capacity in Andhra Pradesh. This will help it to augment its presence in these two markets. Empee Distilleries manufactures and bottles Indian-made foreign liquor (IMFL) and has manufacturing and sales bases in Tamil Nadu and Andhra Pradesh.

5. Foreign collaboration

The company does not have any foreign collaboration.

Globus Spirits Ltd.

1. Company Overview & Contact details

Company Details and Overview	
Sector	Beverage Industry
Turnover	INR 7,159.6 million
Chairman/MD/CEO/President	Mr. Gautam Premnath Khandelwal (Chairman)
No of branches/offices	3 distilleries
No of subsidiaries	No subsidiaries present
Parent Company(If any)	-
Market Capitalisation	INR 56,709 million
Company Overview	Globus Spirits Limited is a leading north Indian alcohol player engaged in manufacturing, marketing and sale of branded IMFL, IMIL and bulk alcohol comprising rectified spirit and Extra Neutral Alcohol (ENA). It is also engaged in taking franchisee bottling to cater to renowned brand owners.
Contact Details	Globus Spirits Limited, F-0, Ground Floor, The Mira Corporate Suites, Plot No. 1 & 2, Ishwar Nagar, Mathura Road, New Delhi 110065 Tel: +91-11-66424600 Fax: +91-11-66424629 Email: corpoffice@globusgroup.in Website: http://www.globusspirits.com
Rating (CARE)	CARE A-/CARE A2+ (Non-Fund Based – Long Term / Short Term); CARE A- (Fund Based- Long Term)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Gautam Premnath Khandelwal	Chairman
Mr. Ajay Kumar Swarup	Managing Director
Mr. Manik Lall Dutta	Director
Mr. Shekhar Swarup	Director
Mr. Joginder Singh Dhamija	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoter and Promoter Group	15,440,330	67.14
Institutions	3,556,516	15.46
Non-Institutions	4,000,895	17.40

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business/Brands/Products Description
Beverages	Manufacturing, marketing, and sale of branded IMFL, India Made Indian Liquor (IMIL) and bulk alcohol comprising rectified spirit and Extra Neutral Alcohol (ENA)

3.2 Subsidiaries

The company does not have any subsidiaries.

4. Growth strategy and business model

GSL has a two-fold strategy for growth in the IMFL segment. It is intent on building a robust distribution network through launch of brands in regular or mass market segments and leveraging this network for marketing higher value-added products. The distribution reach now extends to 7 states - Haryana, Rajasthan, Punjab, Himachal Pradesh, Kerala, Andhra Pradesh and Delhi, which comprises 40 percent of the branded IMFL industry in India

5. Foreign collaboration

The company does not have any foreign collaboration

Tilaknagar Industries Ltd. (TIL)

1. Company Overview & Contact Details

Company Details and Overview	
Sector	Breweries & Distilleries
Turnover	INR 6,039.7 million
Chairman/MD/CEO/President	Mr. Amit Dahanukar, Chairman & Managing Director
No of branches/offices	1 owned facility, 4 operating subsidiaries with additional 5 subsidiaries for allied activities, 10 lease arrangements and 15 tie-up units.
Number of Employees	681
No. of Subsidiaries	9
Parent Company(If any)	No
Market Capitalization	INR 9,685.3 million
Company Overview	Tilaknagar Industries Ltd. (TIL) is a leading player in the liquor industry and manufactures IMFL. Established in 1933 as Maharashtra Sugar Mills Ltd. (MSM), the company transitioned to the liquor business in 1987. Its products include whisky, brandy, rum, gin, vodka, as well as IMFL.
Contact Details	P.O. Tilaknagar Tal. Shrirampur Ahmednagar Maharashtra - 413 720 Tel: +91-2422-265 123 Fax:+91-2422-265 135 Email: regoff@tilind.com Website: www.tilind.com
Rating (CARE)	BBB+ (for long-term loan)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Amit Dahanukar	Managing Director
Mrs. Shivani Amit Dahanukar	Executive Director
Mr. V. B. Haribhakti	Non Executive Director
Dr. Vishnu Kanhere	Non Executive Director
Mr. Gaurav Thakur	Company Secretary

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters & Promoters Group	68,283,335	56.70
Institutional Investors	21,387,917	17.76
Non-Institutional Investors	30,762,302	25.54

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business Descriptions/Brands
IMFL (Indian made Foreign Liquor)	The company makes the following brands: Mansion House, Madira, Courier Napoleon, Blacpower, White House, MH Very Special Old Pale (VSOP).
Sugar	Manufactures sugar cubes, with a manufacturing capacity of 60,000 kg cubes per month. The cubes are made of double refined, sparkling white, pure sugar and are hygienically packed. Each pack contains 135 cubes.
Water	Manufactures packaged drinking water - Senate Royale. It is available in 2,000 ml, 1,000 ml, 500ml, 200ml.
Chemicals	Has a dedicated chemical division, where chemicals such as TRO (Turkey Red Oil) are manufactured. DEO is colorless, odourless, non-inflammable liquid. Its major application is found in pharma and food-dyes manufacturing. TRO, also known as sulphated castor oil, is the only oil which can get completely dispersed in water. It is an amber colour viscous liquid with a heavy scent.

3.2 Subsidiaries

Name	Description
Prag Distillery (P) Ltd.	Has a bottling unit located in Andhra Pradesh and composite license to manufacture all types of IMFL. It also holds letter of intent for 100 kilo litres per day (KLPD) greenfield distillery
Vahni Distilleries Private Ltd.	Owns a bottling unit along with a distillery license in Karnataka
Kesarval Springs Distillers Pvt. Ltd.	Its bottling unit is located in Goa, with a capacity of 15,000 cases per month

4. Growth Strategy and Business Model

The company envisages growth through expansion in geographies, introduction of new brands and acquisitions. The company offers more than 40 brands in the IMFL space, including whisky, brandy, gin, rum and vodka. The brands cater to economy, semi-premium and premium segments. The products are sold through three channels: government corporations, distributors and direct sales.

The company has been growing both organically and inorganically. It has realized that the existing bottling facilities are not enough to meet future demands. Therefore, it has acquired companies to forge both forward and backward linkages.

5. Foreign Collaboration

The company does not have any foreign collaboration.