



Date: June 01, 2026

To,
The Listing Compliance Department
BSE Limited
P. J. Tower, Dalal Street
Mumbai – 400001

Scrip Code: 541741

ISIN: INE401Z01019

Subject : INVESTOR AND EARNINGS PRESENTATION

Dear Sir/ Madam,

Pursuant to Regulation 30 read with Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, and in continuation to our letter dated May 25, 2026, please find enclosed Investor & Earnings Presentation of the Fratelli Vineyards Limited [earlier known as Tinna Trade Limited] (“the Company”) on the Audited Financial Results and operational performance for the fourth quarter and financial year ended on March 31, 2026 (Q4 & FY 2025-26).

The aforesaid presentation shall also be available on Company’s website at www.fratelliwines.in.

This is for your information and records.

Thanking You,

Yours Faithfully,
For FRATELLI VINEYARDS LIMITED
[formerly known as Tinna Trade Limited]

MONIKA Digitally signed by
GUPTA MONIKA GUPTA
Date: 2026.06.01
18:33:35 +05'30'
Monika Gupta
Company Secretary
FCS 8015

FRATELLI VINEYARDS LIMITED
[Formerly known as TINNA TRADE LIMITED]
CIN: L11020DL2009PLC186397
Regd. Off: NO.6, Sultanpur, Mandi Road, Mehrauli, New Delhi-110030
Tel NO.- +91-11-49518530, Fax: +91-11-26804883
E mail: tli.del@tinna.in Website: www.tinnatrade.in



FRATELLI

• VINEYARDS •

Pour more into Life

**Q4 & FY26,
Investor Presentation
May, 2026**



Disclaimer



This presentation includes forward-looking statements regarding the business, financial performance, strategy, and outcomes of Fratelli Vineyards, as well as the industry it operates in. These statements are subject to risks, uncertainties, and assumptions that may cause actual results to differ from those expressed or implied. Factors such as changes in economic, political, regulatory, or market conditions could affect the accuracy of these statements. Fratelli Vineyards, its affiliates, advisors, representatives, subsidiary undertakings, officers, or employees do not guarantee the accuracy of the assumptions underlying these forward-looking statements, nor do they guarantee the future accuracy of the statements or the occurrence of forecasted developments. The company assumes no obligation to publicly amend, modify, or revise any forward-looking statements based on subsequent developments, information, or events. Given these uncertainties, viewers are advised not to place undue reliance on these forward-looking statements.



TABLE OF CONTENTS

01

Q4 & FY26 Financial Highlights

02

An Overview of India's Leading Winemaker

03

Strategic Priorities

04

Annexure



Q4&FY26 Financial Highlights

Income Statement*- Q4 & FY26

- **Net Sales:** Overall revenue recorded ~13% growth in Q4 FY26 compared to Q4 FY25, led by strong performance in the Bottles and RTD segments. FY26 revenue remained largely flat, with ~1% growth, primarily due to regulatory disruptions in Telangana and Maharashtra during the first half of the year and the excise policy changes in Uttarakhand.
- **Gross Margins:** Gross profit margins remained healthy at ~78% in FY26 despite changes in product mix.
- **Market & Regulatory Update:** In Q4 FY26, Telangana witnessed ~30% growth as sales normalized following the renewal of retail licenses. Haryana, Uttar Pradesh and Kerala delivered robust growth, while the export business more than doubled. Overall market conditions also improved during the quarter.
- **EBITDA:** Operating losses reduced significantly from Rs 7.1 crore to Rs 3.7 crore in Q4 FY26, driven by tighter cost controls. Consequently, EBITDA improved from Rs 0.23 crore to Rs 1.06 crore during FY26.
- **Finance and Depreciation:** Finance costs increased due to borrowings undertaken for capacity expansion and meeting Working capital requirements, while depreciation expenses were higher owing to the commissioning of new assets during the year.
- **Brand Investments:** Brand investments increased during the year, supported by spending on RTD products, rebranding initiatives and strategic collaborations.

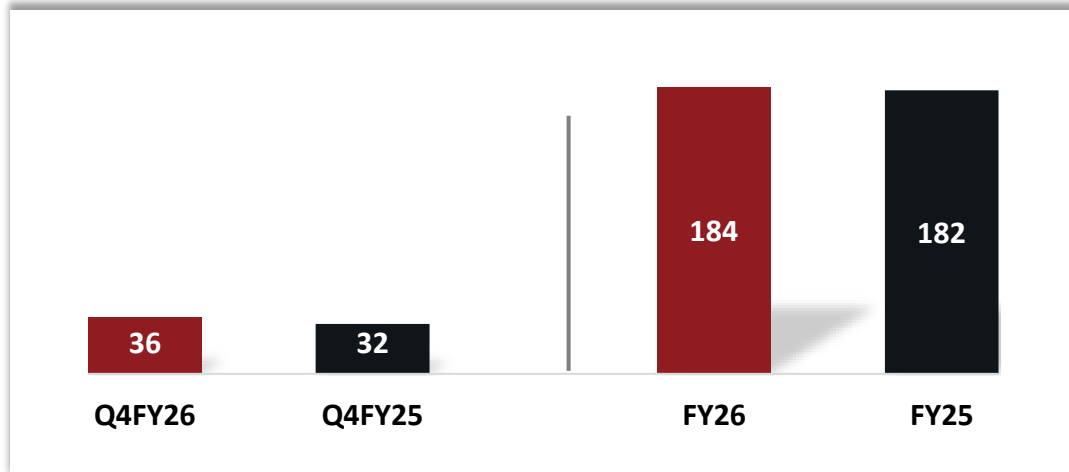
In Rs Cr. **	Q4FY26	Q4FY25	Q3FY26	FY26	FY25
Net revenue from operations	36.3	32.0	64.4	184.1	181.9
COGS	7.5	8.5	15.6	39.7	38.2
Gross Profit	28.8	23.6	48.8	144.3	143.8
Gross Profit Margin	79.3%	73.8%	75.8%	78.4%	79.0%
EBITDA	-3.7	-7.1	5.4	1.06	0.23
EBITDA Margin	-10.1%	-22.1%	8.5%	0.57%	0.13%
Depreciation	2.1	1.6	2.0	8.8	7.2
Finance cost	3.6	2.3	3.3	13.5	10.6
PBT	-9.4	-11.0	0.12	-21.2	-17.6
Tax	2.4	3.0	-0.07	5.4	4.8
Profit After Tax	-7.0	-8.0	0.05	-15.80	-12.8

** Rounded off to nearest decimal

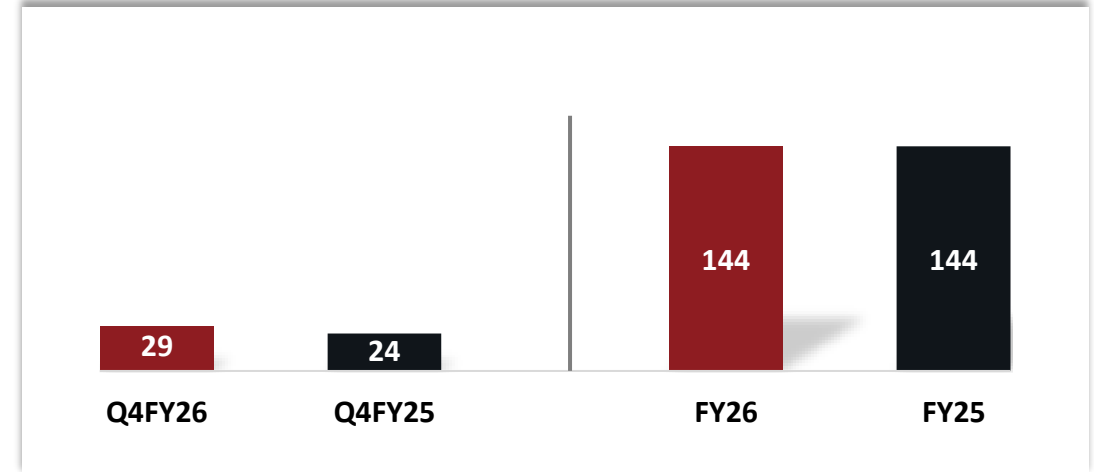
Financial Highlights* – Q4 & FY26



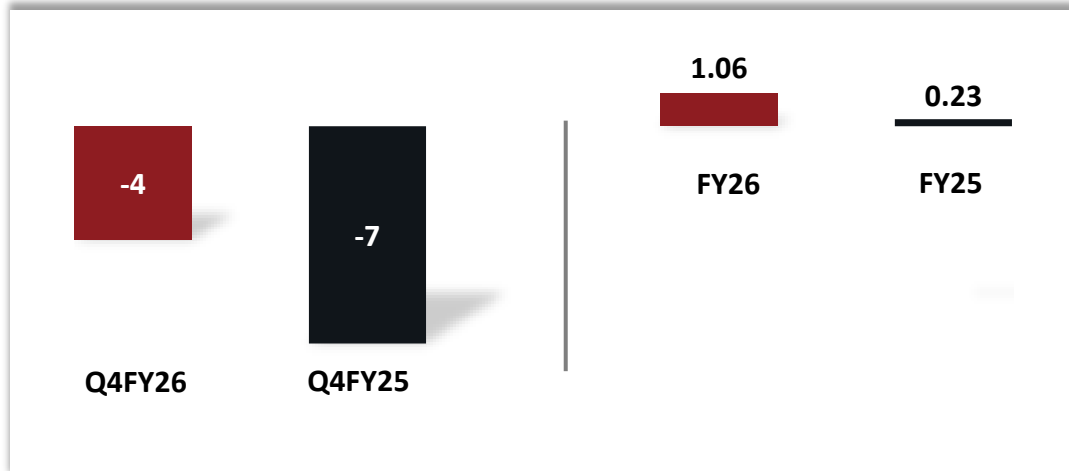
Revenue in Rs Cr.



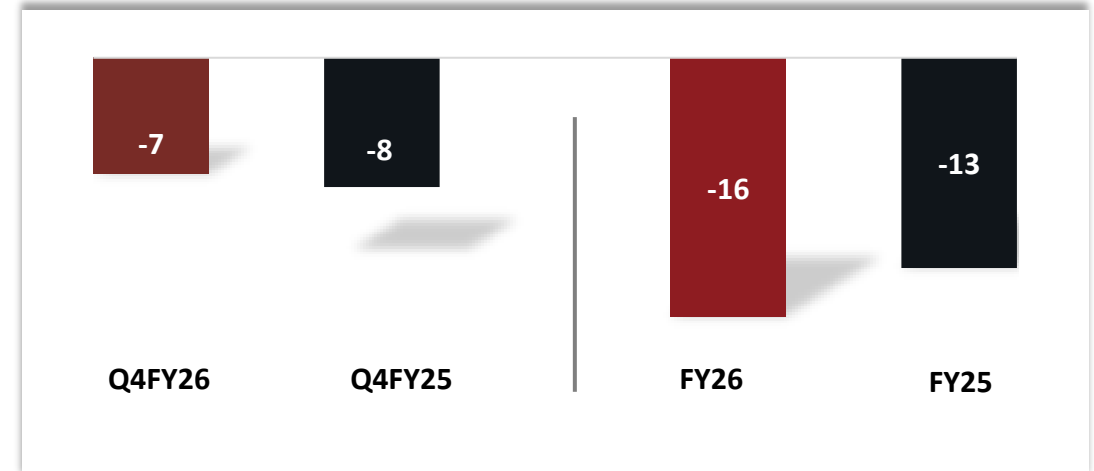
Gross Profit in Rs Cr.



EBITDA in Rs Cr.



PAT in Rs Cr.



* Standalone Fratelli Wines numbers

Key Developments and Management Focus



- 1 Premiumisation:** Continued focus on premiumisation, with the luxury segment growing **15% YoY**, driven by strong performance of flagship brands **J'noon (+44% YoY)** and **Sette (+5% YoY)**
- 2 Supply Chain Efficiencies:** Strengthened supply chain capabilities to enhance product availability and consumer experience
- 3 RTD Expansion:** Entered the RTD category, creating a second growth engine alongside the core bottle portfolio
- 4 Portfolio Innovation:** Continued portfolio innovation through the launch of **Fratelli Brut** and the **Manish Malhotra x Sette 15th Anniversary Limited Edition**
- 5 Cost Discipline:** Maintained a strong focus on cost optimisation through increased adoption of solar energy
- 6 Exports & CSD Growth:** Expanded presence to **15 countries**, doubled export revenue in FY26, commenced exports of **Tilt** and **Shotgun**, and launched **Tilt Red**, **Tilt Bubbly Rosé**, and **Shiraz Rosé** in the **CSD channel**
- 7 Distribution Expansion:** Expanded distribution to **31,000 touchpoints**, with **Shotgun** reaching over **9,000 touchpoints**

Q4FY26: Operational and Strategic Highlights



Operational

BUSINESS PERFORMANCE

- **Luxury Portfolio Performance:** Luxury Portfolio grew well in the second half of FY26 growing at 8% YoY .While on a full year basis the segment grew 15% YoY in FY26
- **J'noon:** J'noon delivered healthy growth, with 27% Growth in H2FY26. The brand grew 44% YoY in FY26
- **Sette:** Sette delivered steady growth, with 5% YoY growth in FY26
- **Premium:** Premium segment declined 7% in H2FY26 and 16% YoY, primarily impacted by regulatory disruptions across Maharashtra, Telangana, Uttarakhand and Delhi, partially offset by strong growth in Haryana, UP, Kerala and Sikkim
- **Pinot Noir:** Contributed ~2% of Total Revenue in its first year of Launch , with ~1700 WOD additions
- **Shotgun:** Shotgun's distribution expanded to 18 states and continued its strong momentum with sales of ~100K cases

CHANNEL & MARKET EXPANSION

- **International Expansion:** Expanded global presence to 15 countries, commenced exports of Tilt and Shotgun, and revenue from export doubled in FY26
- **CSD Channel Expansion:** Merlot and Noi Sparkling received CSD approval, with sales expected to commence from H1FY27 onwards, while Shotgun sales are scheduled to begin sales from H2FY27 onwards
- **Tilt Red , Tilt Bubbly Rose & Shiraz Rose :** Commenced sales of Tilt Red and Tilt Bubbly Rosé in wine-in-a-can format through CSD, becoming the first wine company to launch this category in the CSD channel. Also commenced sales of Shiraz Rosé through CSD in Q4FY26


OPERATIONS & SUSTAINABILITY

- **Sustainability:** Approximately 45% of the energy requirements at the Akluj Winery are met through solar power
- **Harvest:** Despite heavy rainfall making Harvest 2026 particularly challenging, quality has been well managed and remained in line with the standards of the Fratelli's premium portfolio

Strategic

NEW PRODUCT LAUNCHES


- **New Flavours of Shotgun** RTD Shotgun expanded portfolio offerings by adding 3 New flavours
- **Shiraz Cabernet:** Shiraz Cabernet to be launched in Q1FY27 . Premiumization initiatives to continue through new offerings and new varietals never introduced in the Indian market before
- **F7 Expansion:** Targeting Launch of F7 in Goa, Haryana , Karnataka , UP and Kerala





1/3rd


Fratelli's Market Share in
Indian Wine Market

New Sparkling Wine : Fratelli Brut

- 

Backs Fratelli’s long term premiumisation strategy
- 


Offered at an attractive price point of around **Rs 1,500 MRP**, with best-in-class packaging
- 


Targeting iconic and luxury HoReCa touchpoints along with Platinum and Gold retail outlets on a pan-India level
- 

Will enable Fratelli to strengthen presence in the super premium sparkling category.



Q4FY26 - Update

- 

Brut expanded availability to 4 states since its launch in November 2025
- 

Company targets presence across 14 states in FY27, strengthening its pan-India footprint



Fratelli X Manish Malhotra



A landmark collaboration between **Fratelli Vineyards** and **Manish Malhotra**, commemorating **15 years of SETTE** through a limited-edition collector's bottle.



Manish Malhotra's signature motif, inspired by Indian heritage, reimagined on the bottle to bring together luxury design and fine wine.



The final vintage from the original **SETTE vines**, crafted as a tribute piece for collectors, marking a defining chapter in the brand's journey.



Offered at a price point of around **Rs 3,500**.



Q4FY26 - Update



Sette 15th Years Anniversary Limited addition is currently available across 5 states since its launch in January 2026.



The limited-edition 15th anniversary Sette collection, launched in collaboration with Manish Malhotra, further strengthened Sette's positioning as one of India's most beloved luxury wine brands. The brand delivered steady 5% YoY growth in FY26.



Company targets expanding presence to 7 states in FY27, including Delhi, Haryana, UP, West Bengal, Tamil Nadu, Karnataka and Maharashtra



Expanding the Shotgun Portfolio

New Launches



Berry Blast



Mango Blast



Patiala



Strong

Existing

Shotgun RTD is a new vertical aimed at expanding the total addressable market and strengthening Fratelli's presence across existing and emerging markets.



EXPAND MARKET

Entering the total addressable RTD market and strengthening brand presence across existing and emerging markets.



DEEPEN PRESENCE

Strengthening footprint in Tier 2 and Tier 3 cities.



ENHANCE REACH

Building connect in regions with low wine consumption.

Tapping into the growing RTD Space

Wine RTD Industry grew the fastest among major alcobev categories, recording ~25% growth in FY26

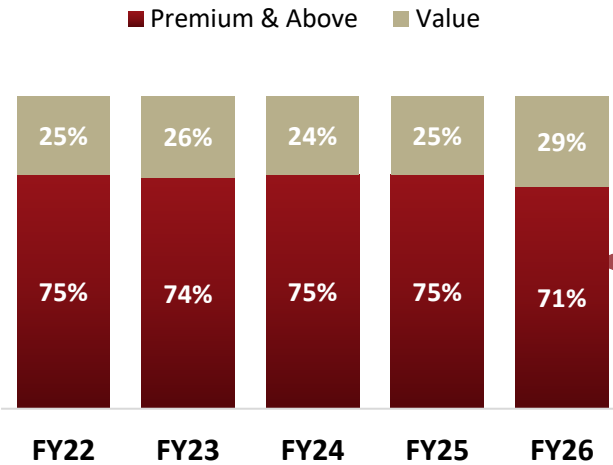
- Introduced in February 2025, Shotgun continues to deliver strong market traction.
- Sold around **100K cases in FY26**. Targeting to **double** sales in FY27
- Aligns with India's growing **wine RTD TAM ~ Rs 500 Cr**
- Shotgun captured **~6%*** market share as on 31st March 2026.
- Distribution expanded to **18 states** with Pan India WOD of **~9,000 outlets**, including **~2000** new outlet additions.
- Strengthening presence across **Tier 2 and Tier 3 cities**. **Targeting** to launch in Chattisgarh , Karnataka and Telengana H1FY27
- Commenced Export of Shotgun in **4 Countries**



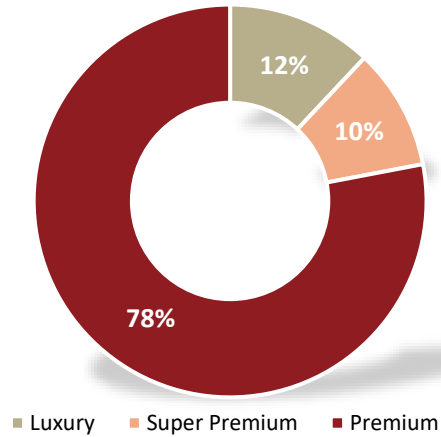
Winning in Luxury and Premium Segment



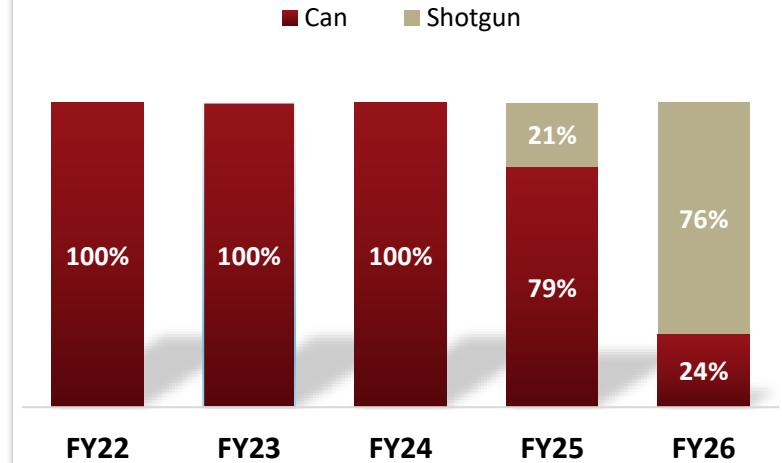
Bottles



FY26 Premium and Above Category %



RTD



25

Labels

>70%

Premium & Above Category

15

Countries Exported

60%

Red Wine

35%

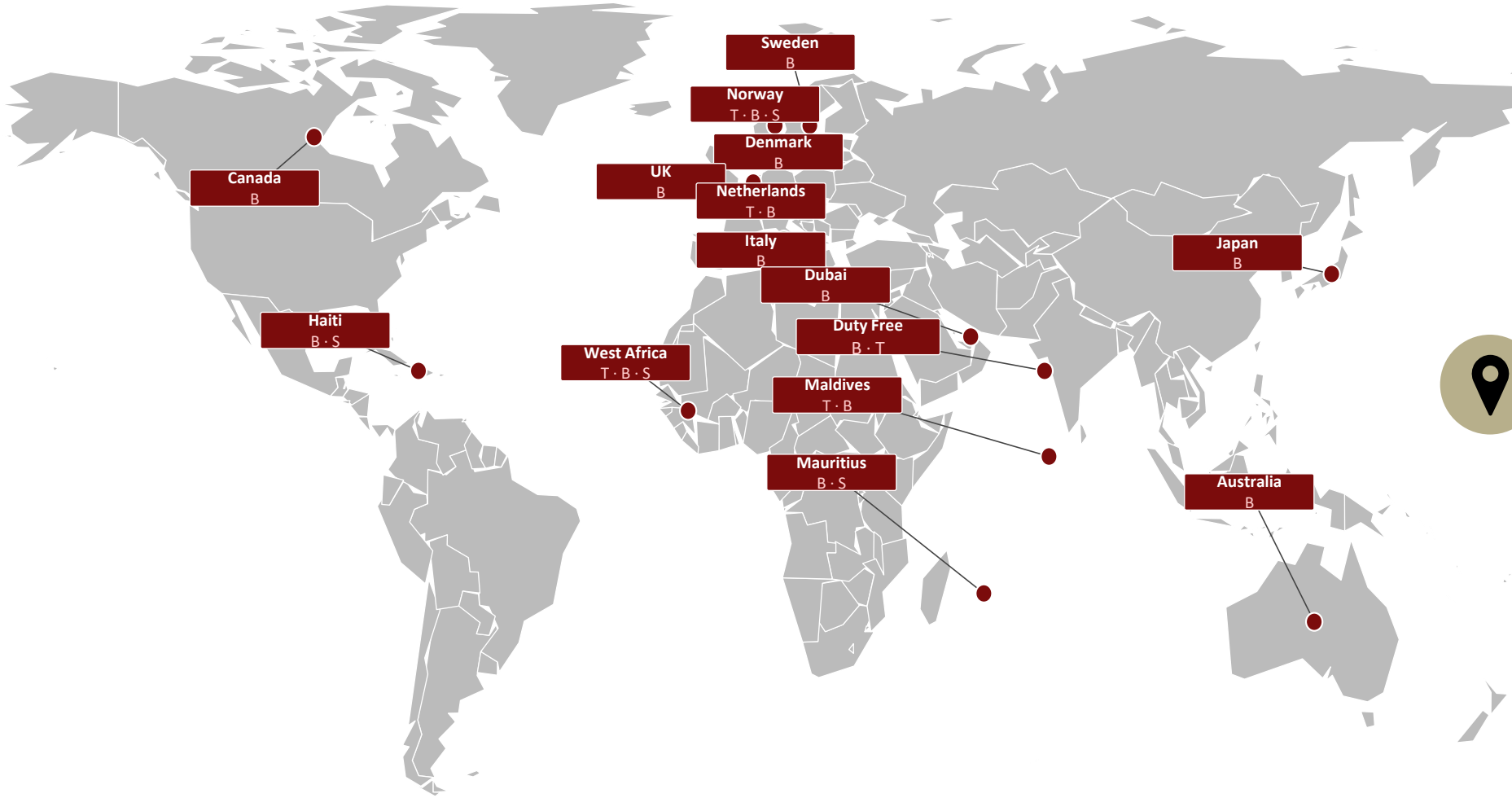
White + Sparkling Wine

5%

Rose

Fratelli is the Market Leader in the Luxury Category with J'NOON & Sette

Expanding Presence Across Key Markets



Present Across **15** Countries.

Robust Presence across CSD



CSD Business Contributed 8% to the top Line , Contribution is expected to increase as more brands are listed

Existing Brands Listed on CSD



Sette Gran Cuvée Brut Cabernet Franc Shiraz Cabernet Sauvignon Chardonnay Sauvignon Blanc Classic Shiraz Classic Chenin

Brands Added in Q4FY26



TiLT Bubbly Rosé TiLT Red Shiraz Rosé

Brands to be added in H1FY27



Merlot Noi Shotgun - Strong

Continue Winning Global Accolades



01

7 Gold and Grand Gold Awards



02

First Indian wine to win a Double Gold



03

40+ International and National Awards won in FY25-26



04

Over 220 International and national awards

Major Wins



Events - PAN India Overview



~100 Events
Across 15 cities

~36 K
Trials

~100 K
Brand Impressions

Tentpole Events	
Bottles	Culinary Culture
	Viva La Vino
	Sunday Soul Sante
Bottles and Cans	IAF
	ProWine
	Spoken Fest

Key Initiative- Supper clubs
Collaborated with 16 supper clubs,
Executed 21 events across 7 cities.

Viva La Vino



India Art Fair (IAF)



ProWine



Culinary Culture



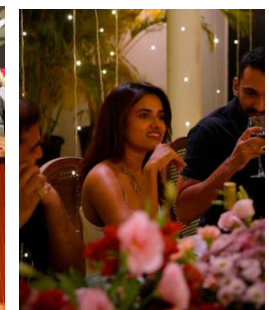
Super Club



Spoken Fest



Sunday Soul Sante



Master of Craft



EU – FTA : Impact on Domestic Wine Industry



India–EU FTA → Policy Framework

-  **Tariff Reduction:** India’s prevailing wine import duty (~150%) is set to reduce under the EU- FTA framework.
-  **Minimum Import Price Condition:** Duty benefits apply only to wines imported above the EUR 2.50 CIF threshold per 750 ml bottle.
-  **Protection for Lower-Priced Wines :** Wines imported below EUR 2.50 will continue to attract the existing duty structure.
-  **Phased Duty Reduction:** An initial duty cut to ~75% is expected after one year, with rates easing over a 7–10 year period toward ~20% for premium wines and ~30% for mid-priced wines.
-  **No Immediate Structural Disruption:** The staggered framework allows for a measured adjustment by domestic producers and market participants.

Implications for Domestic Wine Industry

-  **Limited Price Overlap:** Even after duty reductions, EU wines are expected to be priced around Rs 2,000 MRP in Maharashtra, limiting direct overlap with most domestic wines.
-  **Gradual Competitive Impact:** Any impact from duty reductions is expected to play out progressively rather than immediately.
-  **Existing Import Presence:** Imported wines are already present in India through promotions and pricing schemes.
-  **Domestic Focus Areas:** Producers continue to prioritise quality improvements, brand building, and wider availability.
-  **Potential for Market Expansion:** Improved accessibility of imported wines may support broader wine adoption in India.

Fratelli Vineyards is well poised to benefit from the evolving wine market, backed by a diversified portfolio, focus on Quality , and continued innovation

Vision 2030 : Targeting ₹500+ crore revenue with 20% + margin



01

Revenue Growth Target :

Expected Revenue Growth
20%+ CAGR

02

EBITDA Margin :

EBITDA Margin Target
FY30: 20%+

03

Hospitality :

Hospitality project is currently in the planning stage, with an estimated investment of Rs 70–80 crore

04

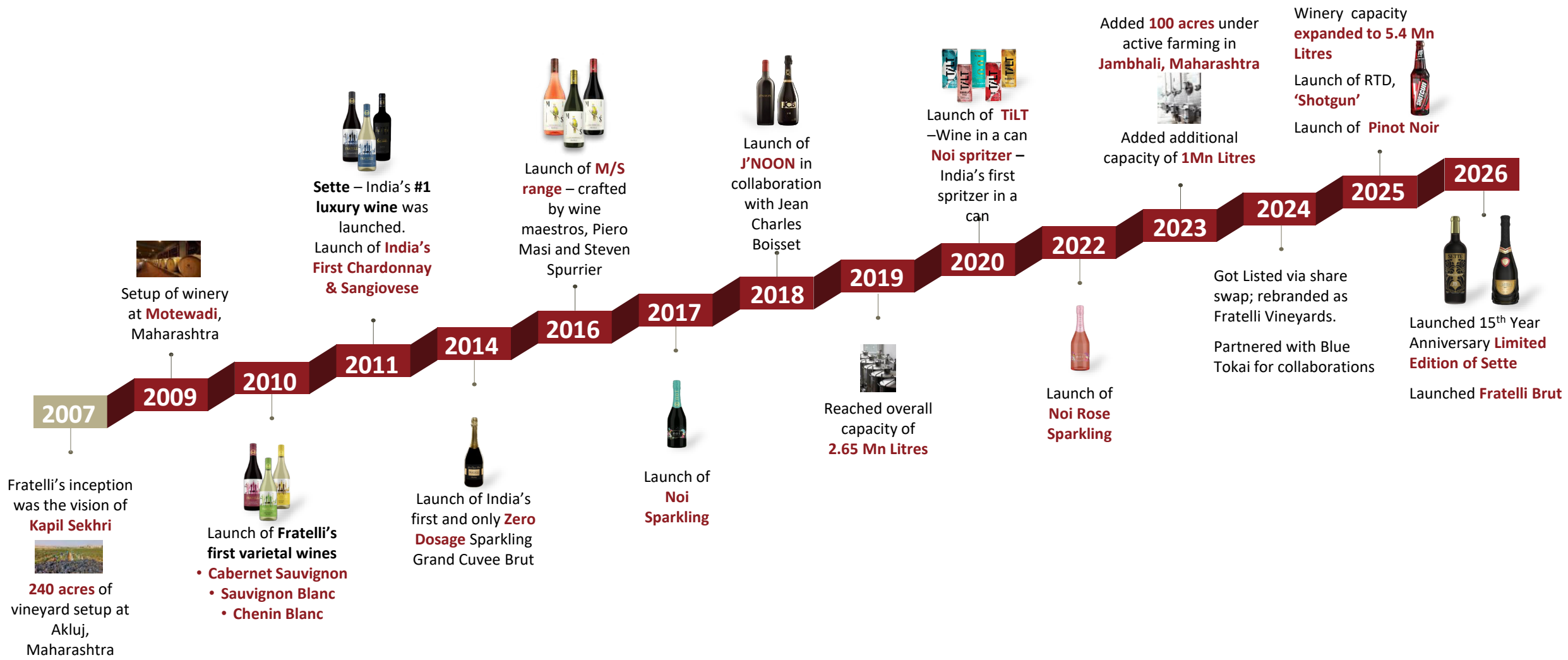
Growth Drivers :

- Focus on premiumization
- Shotgun (RTD format) introduced recently; gaining traction
- Increase in touch points and foray into new markets
- Hospitality venture

An Overview of India's Leading Winemaker



Raising a glass to the journey so far – built brick by brick, over the last 16 years...



Our Focus : Building Moats

01 Imported 12 grape varieties from the best regions of France & Italy

02 These varieties were then grafted on Indian root stock to develop indigenous clones

Excellence in viticulture and terroir to create exceptional wines

These are completely suited to Indian climatic & soil conditions to give superior quality wines

Can be used to produce exquisite wines that cannot be replicated over the next several years

Commanding 1/3rd market share in a market where entry barrier of time is a very strong moat

400 acres under active farming

~1,000 acres supported by long term contract farmers

12 varieties imported from France

15 years of agronomical experience

Virgin, high minerality soil allows concentrated taste & flavour

13-30 °c temperature perfect for cultivation of grapes

Fratelli's collection of proprietary clones helps produce a unique portfolio of wines

- Chardonnay
- Cabernet Sauvignon

- Cabernet Franc
- Merlot

- Petit Verdot
- Merlot

- Chenin Blanc
- Shiraz

- Müller Thurgau
- Gewürztraminer

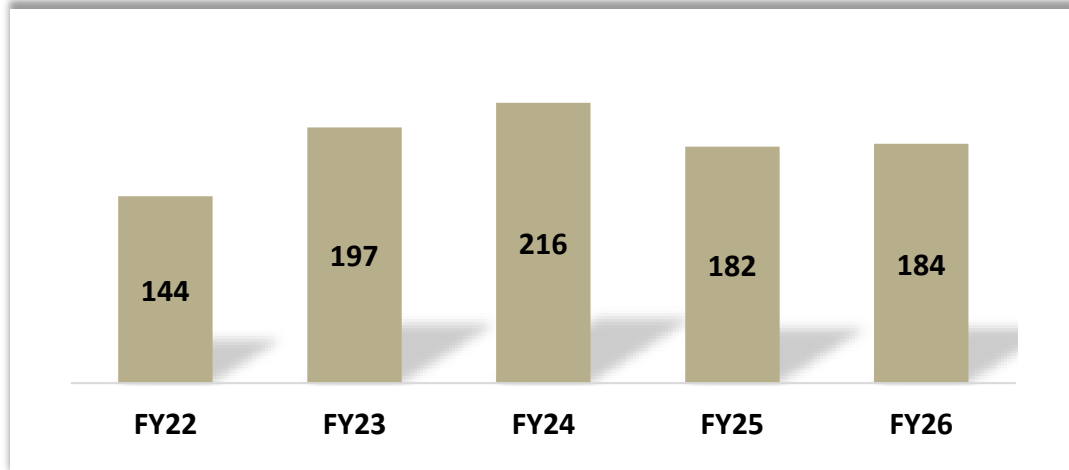
- Sangiovese Grosso
- Sauvignon Blanc

Vast lead in size of business over the next in line. Positioned to scale up significantly, backed by unique business approach

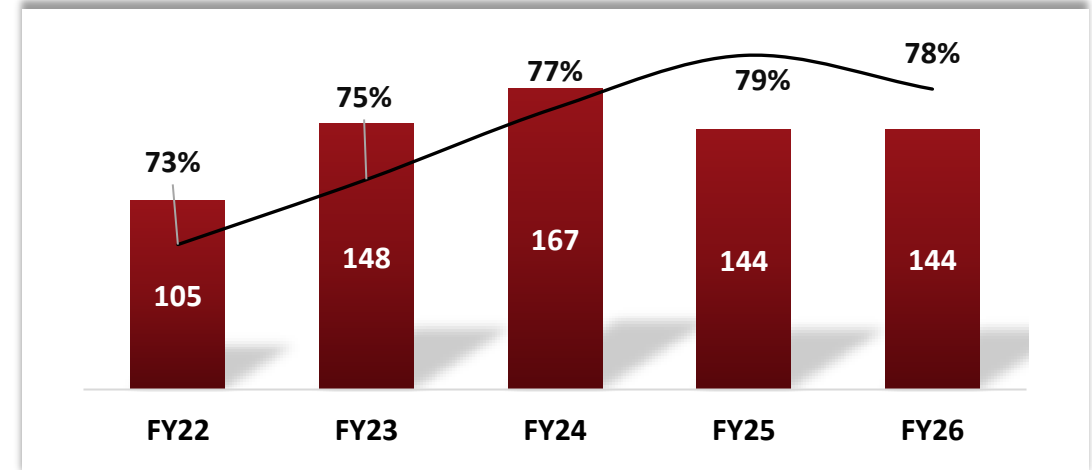
Financial Trajectory : Investing For The Future



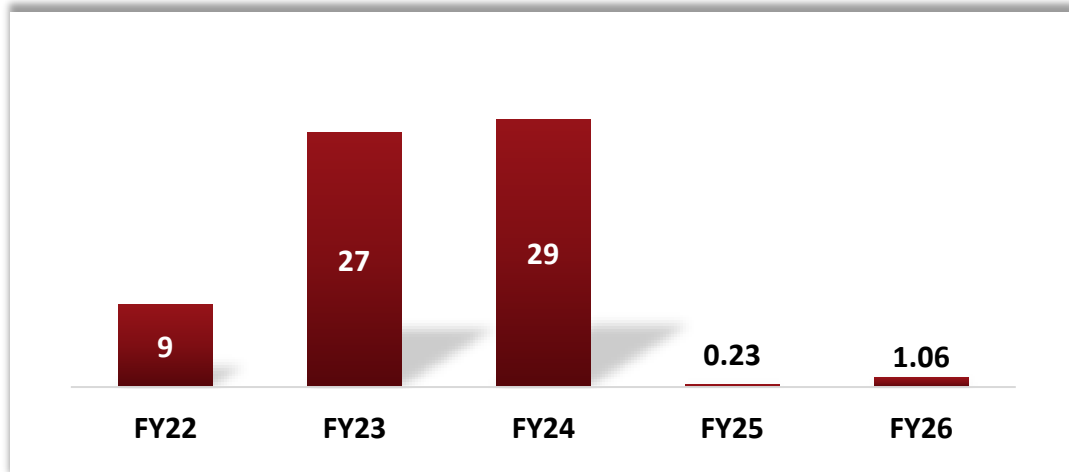
Revenue in Rs Cr.



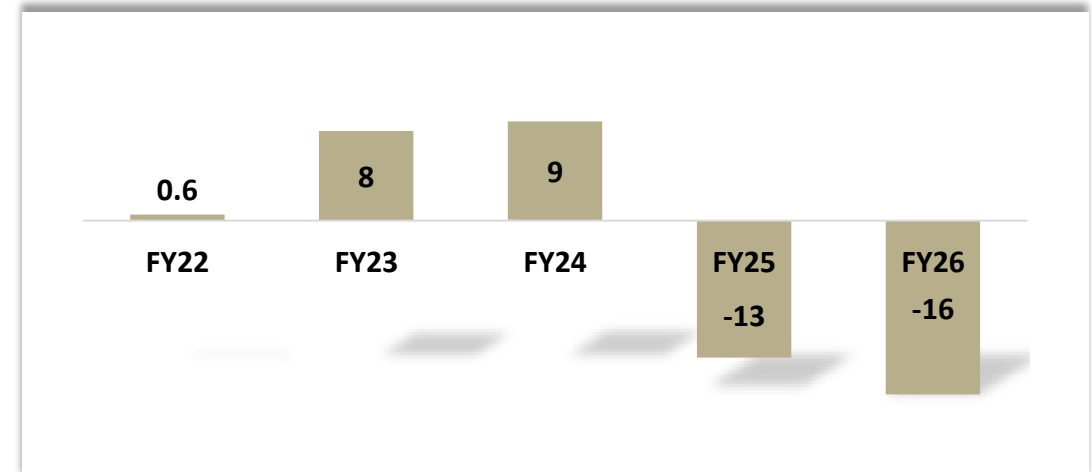
Gross Profit in Rs Cr. & Gross Profit Margin %



EBITDA in Rs Cr.



PAT in Rs Cr.



Consistent Improvement in Gross Margin ; Streamlining supply chain; EBITDA margin improved in FY26 . The company will continue to launch new products and invest in brand building.



Strategic Priorities & Outlook

DRIVERS OF CONSUMPTION TRENDS IN INDIA*



**Urbanization
& Population
Growth**

Urban population to increase by ~100 million, raising urbanization from 35% to 40%

**Rising
affluence**

Growing middle - class fuels demand for premium products like wine and high-end spirits, with fine wine sales at 22.8% CAGR

**Rural
take off**

Rural per capita consumption to rise 4.3x, outpacing urban growth at 3.5x

**Alcohol
consumption
trends in Tier 2
& beyond**

Tier 2 cities (e.g., Kochi, Indore) seeing notable growth. Improved retail experiences can further boost market potential

**Youth
demographics**

Workforce-aged population (15-59) to reach 950 million, boosting economic activity

Geared For Progress



01

Robust operating model



Family driven and professionally managed, vineyard to bottling operation



Successfully adapted finest grape varieties to Indian terroir



Portfolio of award winning luxury & premium wines

02

Exercising levers to sustain growth momentum



Expanding business through enhanced capacities and distribution



Strengthening wine portfolio with premium brands/via premier partnerships



Enhancing category accessibility via Wine-in-a-Can & Shotgun

03

Laying the foundation for the next tier of performance



Grow vineyard tourism business through hospitality offering/partnerships



Increased winery capacity to meet production demand for 3- 4 year horizon



Enhancing penetration in Tier II & III towns by augmenting distribution and marketing initiatives

Annexure



LUXURY RANGE



J'NOON WHITE



J'NOON RED



Sette



**Sette 15th Anniversary
Limited Edition**

Flagship Wines Global Awards

- **J'NOON** – A luxury wine crafted in collaboration with Jean-Charles Boisset, marking Fratelli as the only Indian winery with such prestigious international partnerships
- **Sette /Sette 15th Anniversary Edition**– Fratelli's flagship barrel-aged wine, and India's first luxury wine brand, created with meticulous cellar craftsmanship
- **Award - Winning Craftsmanship** – Both J'NOON and Sette have earned Gold and Double Gold at international competitions, reinforcing Fratelli's quality and commitment to excellence

SUPER PREMIUM RANGE



Fratelli Brut



Master selection Rosé

Master selection Red

Master selection White

Master selection Late Harvest

- **Master Selection** – Inspired by the Hariyal, Maharashtra’s state bird, these blends are curated by international experts to express Fratelli’s refined winemaking style
- **Approachable Blends** – Crafted for enthusiasts and experts alike, offering nuanced complexity with broad appeal
- **Fratelli Brut** – Inspired by the night sky of Akhuj, Fratelli Brut is the flagship sparkling wine of our portfolio, meticulously crafted using the Champagne méthode traditionnelle


PREMIUM RANGE




Cabernet Franc Shiraz Shiraz Sangiovese Pinot Noir Merlot Cabernet Sauvignon




Chenin Blanc Chardonnay Sangiovese Bianco Sauvignon Blanc Shiraz Rosé

 **Premium Grape Selection** – Unique single varietals made from the finest French and Italian grape varieties

 **Diverse Offerings** – A portfolio of 11 wines across red, white, and rosé categories

 **Founders' Tribute** – Label inspired by Fratelli's seven brothers

 **Modern Relevance** – Renovated in 2021 to stay relevant to changing audience preferences

PREMIUM RANGE



Noï




noï Rosé



Classic Shiraz

Classic Merlot

Classic Chenin

-  **Noï Sparkling Wine** – A fruity, vibrant, and bubbly sparkling wine, specially crafted to suit the Indian palate
-  **Classic Range** – Fratelli’s entry-level wines, offering a seamless introduction to the world of wine
-  **Everyday Enjoyment** – Easy to drink, making it perfect for everyday consumption

VALUE RANGE



Ziva Range

Mosso Peach Wine

Kyra Reserve

Sidus Port

F7 Port Wine



Pocket-Friendly Wines – Establishing a unique category presence in various markets with affordable offerings



Market Penetration – Strong presence in interior and Tier 2 markets, expanding reach



Ziva Range – A full selection of red, white, and rosé wines catering to diverse tastes



Mosso – A peach wine, specifically launched to cater to distinct geographic preferences

Wine in a Can



TiLT Red

TiLT Bubbly Rosé

TiLT Bubbly

TiLT White

Noi Spritzer Classico

CANS



Market Leader in Wine-in-a-Can – Pioneering the wine-in-a-can segment in India



Vegan & Gluten-Free – India’s only certified vegan and gluten-free wine



Award-Winning – Recognized at the International Canned Wine Championship for its quality and innovation



CSD Listing – First company to launch Wine-in-a-Can through CSD

RTD- Shotgun



Shotgun - Strong

Shotgun – Berry Blast

Shotgun – Mango Blast

Shotgun- Patiala

Shotgun



Targeting Early Drinkers – Expanding the wine category by appealing to new, younger consumers



Successful Launch – Progressing toward achieving 100K cases in the first year of launch



Deeper Penetration – Enabling Fratelli recruiting new customers into Tier 2 & Tier 3 cities



Portfolio Expansion – Currently offering in 4 exciting flavours

Strong Board



Gaurav Sekhri
Chairman and Managing Director

Educated in London, and with over 3 decades of experience, he started his career in 1992 with Tinna Group of companies, promoted by the Sekhri family. He was actively involved in the group's International trading business. Over his career, he has been involved in executive roles in various joint ventures and managing multi-faceted businesses. He has been a part of the board of Fratelli from its inception. He is an active member of YPO since 2012. Also, served the YPO Delhi Chapter Board from 2016 till 2020 as the Chapter Chair.



Aditya Brij Sekhri
Director

Graduated from George Washington University, where he completed his Bachelors in Business Administration, with a Concentration in Marketing and a Minor in International Affairs. Has recent experience in Management Consulting as an analyst at KPMG India.



Puja Sekhri
Director

Key driver for formulation of marketing strategies to promote Fratelli as a leading brand in the premium wine category. Focused on driving revenue growth, building brand awareness and strategic tie-ups for strengthening the brand positioning. Keen oversight on front-end functions for aligning marketing efforts with business goals and objectives.



Strong Board



Sanjay Kumar Jain, Independent Director

A Commerce graduate from Shri Ram College of Commerce, University of Delhi, and a qualified Chartered Accountant (1990), he brings over 35 years of experience across strategic advisory, research, M&A, fund raising, business development, corporate finance, and investor relations. He has been closely associated with alcohol sector companies and brings valuable board-level experience.



Nakul Nitin Zaveri, Independent Director

Nakul Nitin Zaveri is a Partner at LeapFrog Investments, co-leading the firm's climate investment strategy to enable sustainable pathways for emerging markets. With over 20 years of experience in entrepreneurial, operational, and investment roles, he specializes in driving impactful investments across renewables, climate tech, and efficiency-focused value chains. An Oxford MBA graduate, Nakul is committed to fostering growth in sustainable technologies and aligning climate initiatives with consumer priorities.



Adhiraj Sarin, Independent Director

B. Tech, Electrical and Electronics Engineering from IIT Kanpur. He has vast experience in commodity business. He has been Managing Director at 'Bunge India', Specialty Engineering Company 'Tube Investments Of India', 'Bombay Dyeing Textiles' & 'Hindustan Lever Limited'. He was CEO of Louis Dreyfus Commodities India. He is currently working as Corporate advisor with 'Master & Little'.



Rahul Narang, Independent Director

Graduate of Babson College in Entrepreneurship and a participant in Harvard Business School's Owners President Management Program, has led The Narang Group to become a leading premium food & beverage company in India. The group founded in 1999, initially launched Red Bull in the country and has since introduced top brands like Evian, Perrier, and Lindt. The Narang Group now owns Ocean Beverages, the top brand in the fruit water and premium mixer segment, and Qua, the leading premium natural mineral water in India.

Principles in Practice



Key Initiatives and Impact

Empowering Local Communities :

Over 300 rural families employed through vineyard development. More than 700 individuals from these families are now part of the Fratelli workforce

Sustainable Resource Management :

Strong focus on water security and comprehensive waste management systems. Access to safe drinking water provided to over 2,000 villagers in Garwad through a water ATM

Strengthening Farmer Partnerships :

Deep-rooted engagement with farmers as part of a fully integrated value chain

Reducing Logistics Footprint :

95% of packaging materials sourced domestically

Ethical Brand Building :

Committed to developing globally competitive brands with a responsible marketing approach



Beyond the Vineyard: Social Impact

Adopted Zilha Parishad School in Shipaiwadi, near
the Akluj winery

Reinforcing long-term commitment to local
education and community welfare



Installed a 'Water ATM' in
Garwad village

Providing safe and clean drinking water to the
local population



Solar Energy Adoption



**Installed 520 kW solar
capacity**

**45% of electricity consumption for
Akluj winery will be met through
renewable solar power**



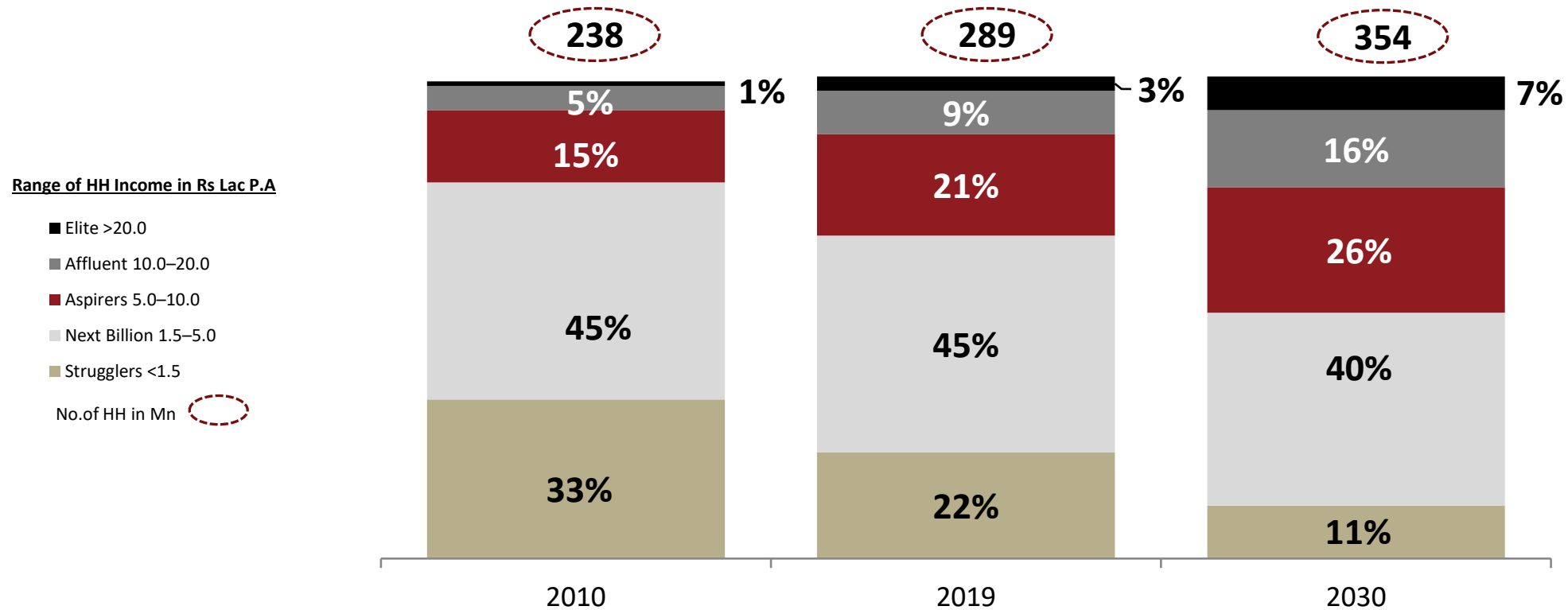
An Overview of Industry Dynamic

India's Household Income Mix is Shifting Upward



Structural shift toward affluent and aspirational income cohorts

% of Households in different income brackets



Affluent + Elite households to reach 23% by 2030

Aspirers emerging as a key premium consumption cohort

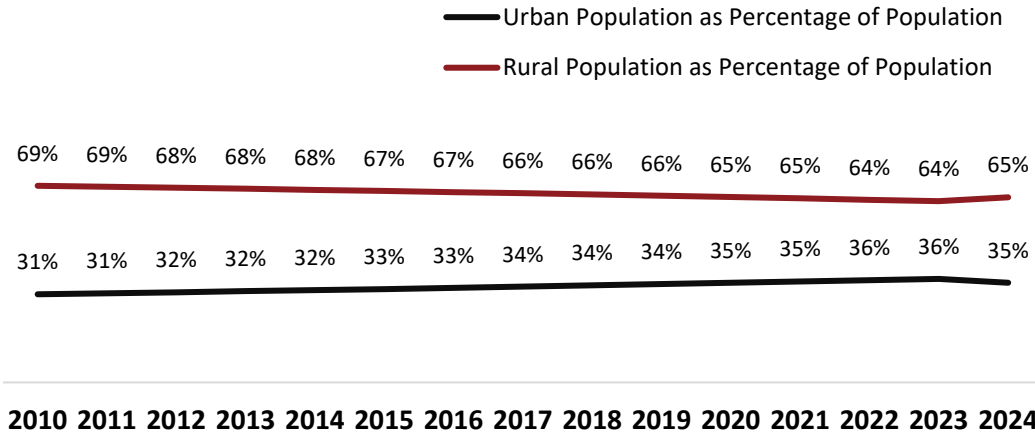
Struggler households expected to halve by 2030

India's evolving income mix with a growing affluent and aspirational consumer base, provides a strong tailwind for premium and luxury wine consumption

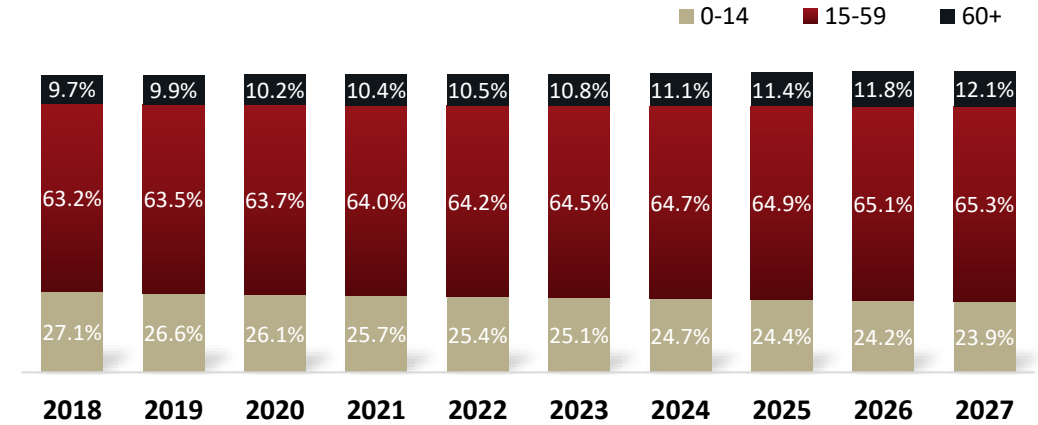
Untapped Wine Opportunity, Driven by Favourable Economic Trends



Urban Population on an Upward Trajectory ¹



Rising Share of Young, Aspirational Consumers



01 Urban Surge & Premiumization: Urban population to rise by ~100M; fine wine sales growing at 22.8% CAGR

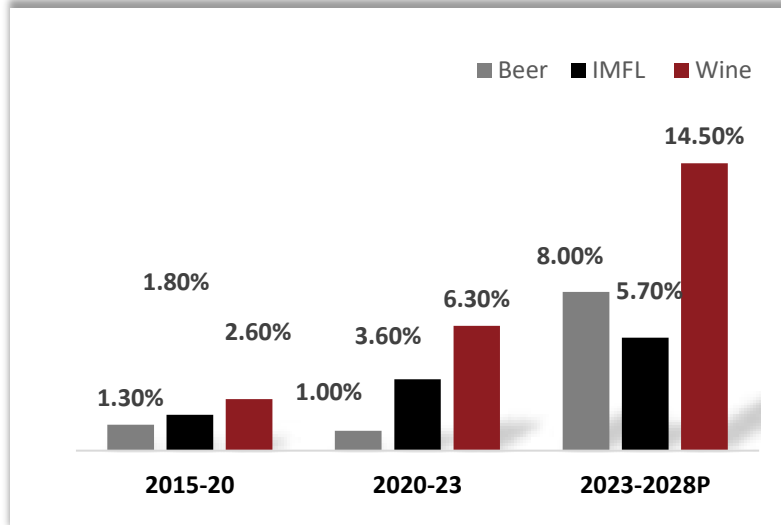


02 Rural & Tier 2 Acceleration: Rural per capita alcohol consumption to rise 4.3x vs 3.5x in urban; Tier 2 cities like Kochi & Indore gaining traction

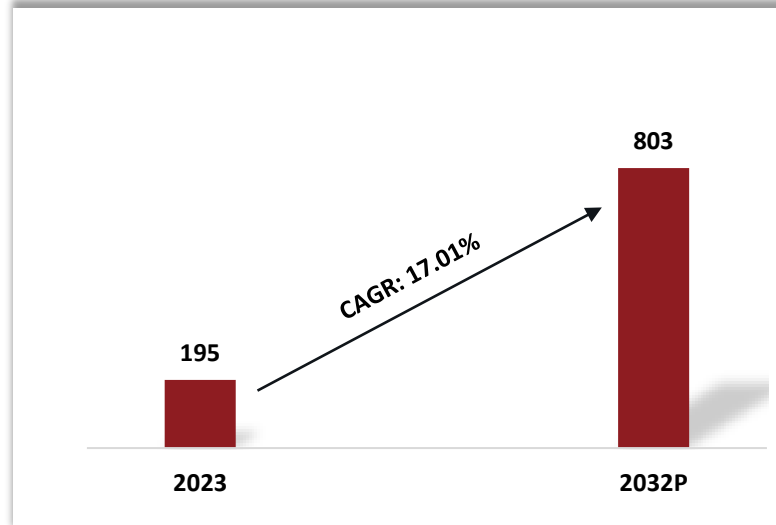
India's Untapped Wine Potential



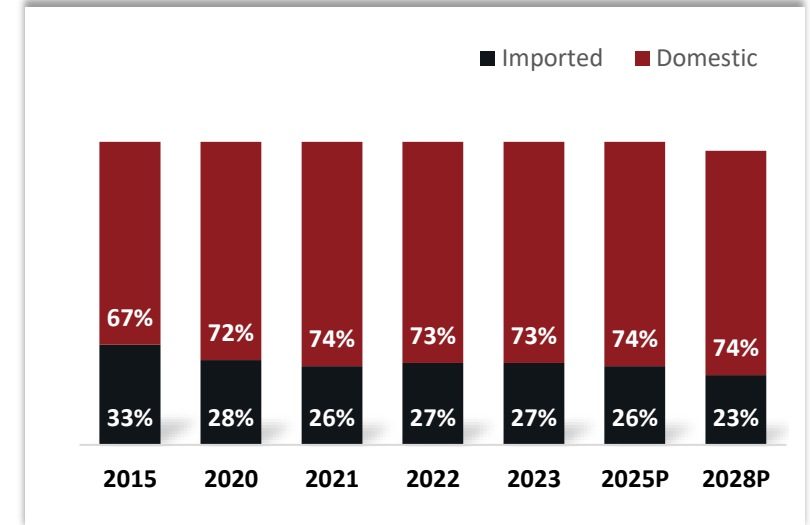
Consumption Volume CAGR¹ (%)



Wine Industry Growth² (USD Mn)



Domestic Wine Share¹ (%)



Wine accounts for less than 1% of India's alcohol market



Wine consumption is expected to grow steadily in the coming years



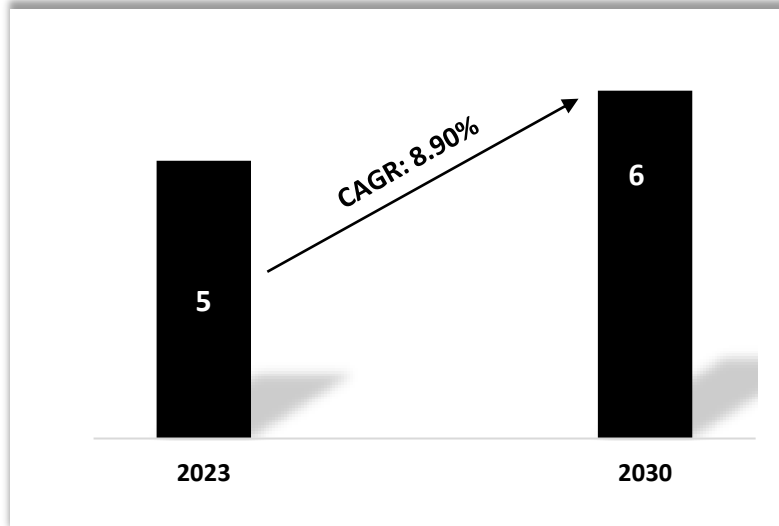
Domestic wine producers are poised to capture the majority share of this growth

1. Industry Report
2. Market Research

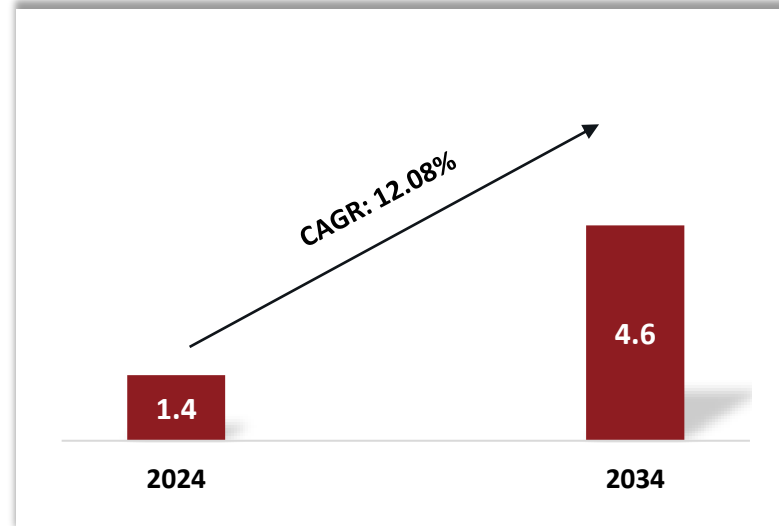
Unlocking Growth in Underpenetrated Wine Segment



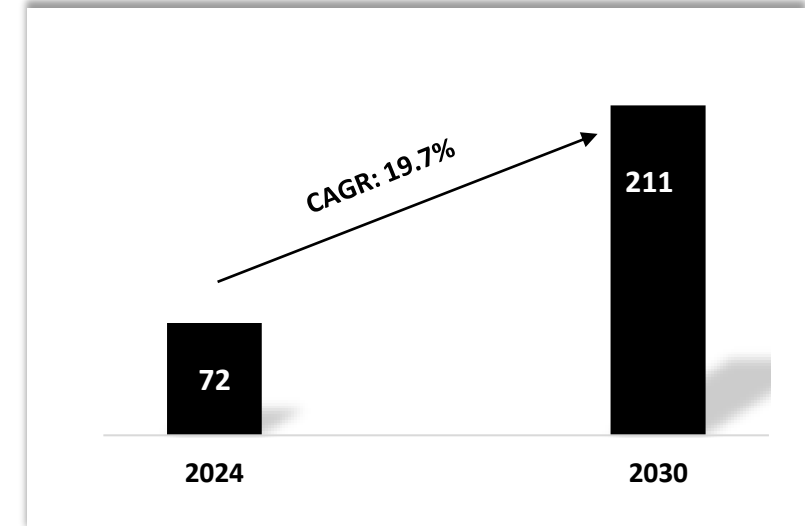
Indian Luxury Wine & Spirit Market¹ (USD Bn)



Global Canned Wine Market² (USD Bn)



Indian RTD Market³ (USD Mn)



Sustainable & Organic Preferences:
Rising demand for organic, responsibly produced wines is shaping premium consumer choices



Canned Wines Gaining Traction: Strong appeal among younger consumers and Gen Z, aligning with convenience and on-the-go lifestyles

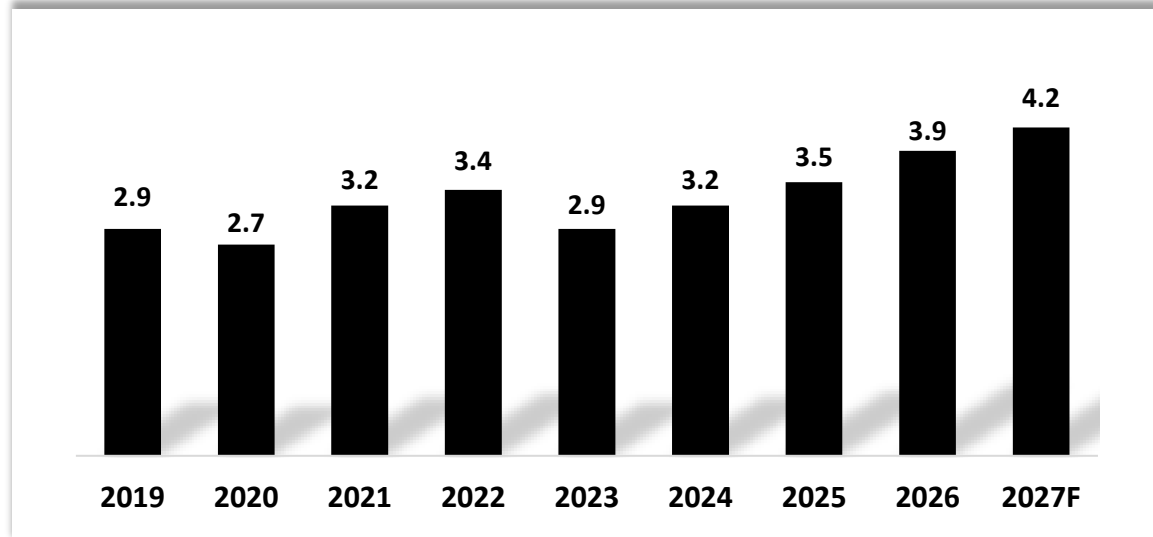


RTDs Driving Category Expansion: Attracting novice and casual drinkers, enabling wider adoption and increasing category penetration

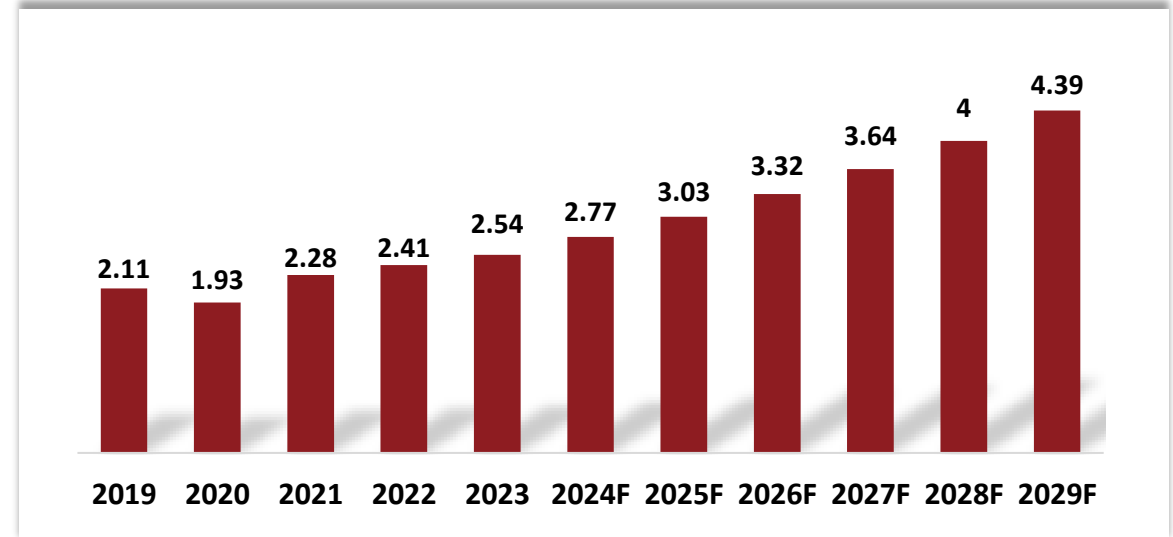
Expanding Middle Class Powering Premiumization



Growing Disposable Income (In Tn USD)



India's Per Capita Disposable Income USD Thousand



01 Young Workforce Advantage: 650M people aged 25 - 59 to drive sustained demand and economic activity



02 Rising Incomes & Aspirations: Expanding middle class with higher disposable income driving demand for premium alcohol choices



THANK YOU

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