FRATELLI
VINEYARDS
POUR MORE INTO LIFE

Date: August 12, 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 August 03, 2026, please find enclosed Investor & Earnings Presentation of the Fratelli Vineyards Limited [earlier known as Tinna Trade Limited] ("the Company") on the Unaudited Financial Results and operational performance for the first quarter ended on June 30, 2026.

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 GUPTA

Digitally signed by MONIKA GUPTA
Date: 2026.08.12 14:46:34 +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: ttl.del@tinna.in Website: www.tinnatrade.in

FRATELLI
•VINEYARDS•

Pour more into Life

Q1FY27, Investor Presentation August, 2026

FRATELLI
•VINEYARDS•

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

Q1FY27 Financial Highlights

Income Statement*- Q1FY27

Net Sales : Overall revenue recorded **~22% YoY growth in Q1 FY27**, led by strong performance in the Bottle and RTD segments despite the impact of changes in Uttar Pradesh's excise policy. The Bottle business grew **~8% YoY**, while the RTD business **more than doubled compared to Q1FY26**

Gross Margins : Gross profit margins remained healthy **at ~80% in Q1FY27** despite changes in product mix

Market & Regulatory Update: Delhi market sales were impacted during Q1FY27 due to delays in label registrations by the excise department, resulting in negligible sales during April. Strong growth across Chandigarh, Haryana, Telangana, Odisha, and Puducherry supported overall revenue growth

EBITDA : Operating performance improved significantly, EBITDA stood positive at Rs 1.1 crore in Q1FY27 compared to a loss of Rs 2.3 crore in Q1 FY26. **EBITDA margin stood at 2.4%,** driven by higher operating leverage and better cost control

Finance and Depreciation : Finance costs increased due to borrowings undertaken for working capital requirements, while depreciation expenses were higher owing to the commissioning of new assets last year

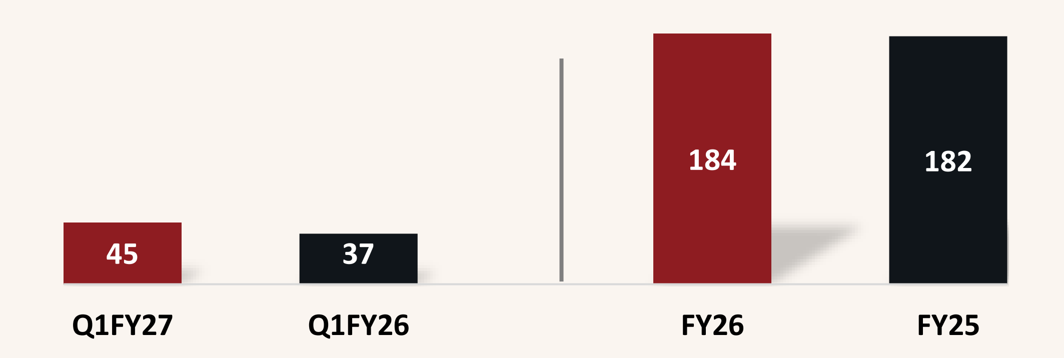
Brand Investments : Prudent and disciplined brand investments in Q1FY27, with a focus on RTD portfolio

In Rs Cr. **	Q1FY27	Q1FY26	Q4FY26	FY26
Net revenue from operations	45.4	37.1	36.3	184.1
COGS	9.1	7.1	7.5	39.7
Gross Profit	36.3	30	28.8	144.3
Gross Profit Margin	80%	81%	79.6%	78.4%
EBITDA	1.1	-2.3	-3.7	1.06
EBITDA Margin	2.4%	-6.1%	-10.1%	0.57%
Depreciation	2.4	2.3	2.1	8.8
Finance cost	3.8	3.2	3.6	13.5
PBT	-5.1	-7.7	-9.4	-21.2
Tax	-1.3	-1.9	-2.4	-5.4
Profit After Tax	-3.8	-5.8	-7.0	-15.8

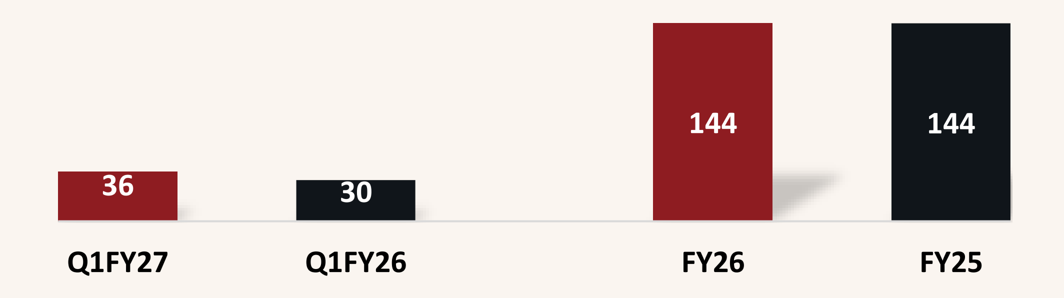
* Standalone Fratelli Wines numbers ; ** Rounded off to nearest decimal

Financial Highlights* - Q1FY27

Revenue in Rs Cr.

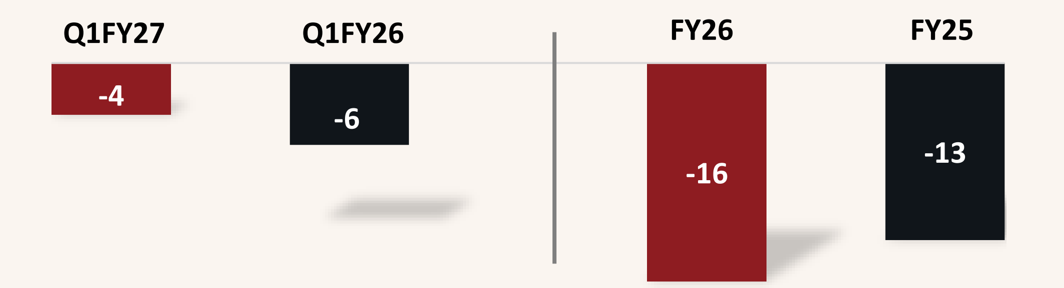


Gross Profit in Rs Cr.



EBITDA in Rs Cr.

PAT in Rs Cr.



* Standalone Fratelli Wines numbers

Key Developments
And Management Focus

Premiumisation : Continued focus on premiumisation, with the premium segment growing **7% YoY**. Luxury portfolio led by **J'noon which grew +36% YoY**

Supply Chain Efficiencies : Strengthened supply chain capabilities to enhance product availability and consumer experience

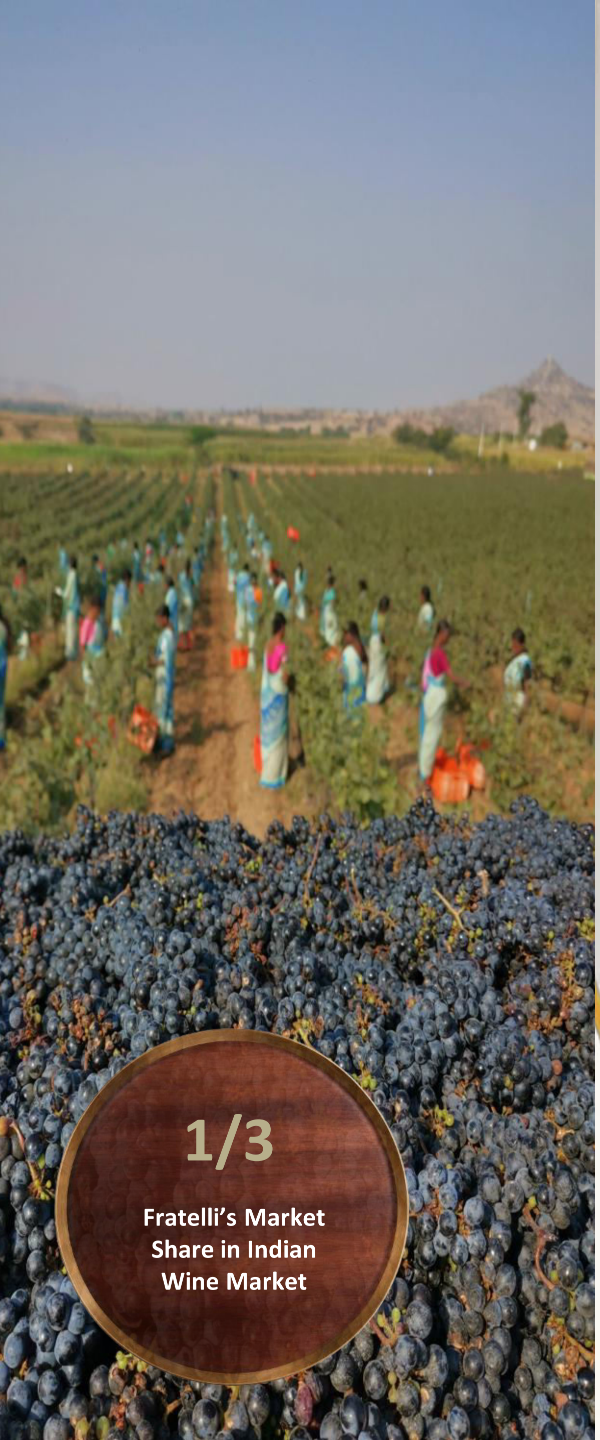
RTD Expansion : Entered the RTD category, creating a second growth engine alongside the core bottle portfolio, with continued expansion in flavors and market reach

Portfolio Innovation : Continued portfolio innovation with the launch of Shiraz Cabernet in April 2026, alongside growing traction for Fratelli Brut and the Manish Malhotra x Sette 15th Anniversary Limited Edition

Cost Discipline : Maintained a strong focus on cost optimisation through increased adoption of solar energy

Exports & CSD Growth : Expanded international footprint to 17 countries, driving higher export contribution, also commenced exports of Tilt and Shotgun. Tilt has made a strong debut in the CSD channel

Distribution Expansion : Expanded distribution to **31,000 touchpoints**, with **Shotgun** reaching over **9,000 touchpoints**



Q1FY27 : Operational and Strategic Highlights

FRATELLI
•VINEYARDS•

OPERATIONAL

01 BUSINESS PERFORMANCE

- **J'noon & Sette: J'noon Range** grew by **36% YoY**; Sette grew **3% YoY**
- Super Premium portfolio grew **7% YoY** in Q1FY27
- **Sparkling Portfolio: Brut & GCB** grew **25%** **YoY** . **Master Selection Late Harvest** recorded exceptional **YoY** growth
- **Value Portfolio:** Grew **26% YoY**, led by **Kyra Red Reserve & Sidus Premium Red**

02 CHANNEL & MARKET EXPANSION

- Global presence expanded to **17** countries
- Merlot, Noi Sparkling & Shotgun approved in **CSD**; sales of Merlot and Noi Sparkling will start in Q2FY27 and Shotgun by H2FY27

- Tilt Red & Tilt Bubbly Rosé launched in **CSD :** first of its kind in the wine category; Shiraz Rosé is also launched in **CSD**

03 OPERATIONS & SUSTAINABILITY

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

STRATEGIC

01 New Product Launches

Shiraz Cabernet

Launched in Apr'26; registered across **11 states**, pan-India expansion underway

Shotgun Jamun

Slated to be Launched in Q2FY27 to further strengthen the **RTD portfolio**

02 Market Expansion

International Expansion

Entered **China & Nepal**, expanding export presence to **17 countries**

03 Other Strategic Initiatives

Plan to enter two new domestic markets

FRATELLI
•VINEYARDS•

Our Latest

LAUNCH

SHIRAZ CABERNET

Approachable | Relaxed | Social

A refined blend that brings together the vibrancy of Shiraz with the depth of Cabernet Sauvignon

This varietal is a true expression of balance & approachability

*MRP: INR 1,000 (750 ml), INR 520 (375 ml)**

*Maharashtra MRP

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**

Q1FY27 - Update

Fratelli Brut expanded its footprint from 4 states to **9 states since launch in November 2025**, strengthening presence across key markets

Commenced exports to **Nepal**, marking its entry into international markets

FRATELLI
VINEYARDS

Fratelli X
MANISH MALHOTRA

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

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

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

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

Q1FY27 - Update

01 **Sette 15th Years Anniversary Limited** edition is currently available across **7 states** since its launch in January 2026

02 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.

03 Available across 7 states, including **Delhi, Haryana, Uttar Pradesh, West Bengal, Tamil Nadu, Karnataka, and Maharashtra,** while continuing to expand its WOD across key markets

Expanding the Shotgun Portfolio

TO BE LAUNCHED IN Q2FY27

JAMUN

EXISTING

BERRY BLAST

MANGO BLAST

PATIALA

STRONG

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

Increasing our base of touch points by entering into new focused markets

DEEPEN PRESENCE

Strengthening footprint in Tier 2 and Tier 3 cities

BROADER CONSUMER REACH

RTD serves a broader target audience and helps Fratelli tap into the younger consumer segment early

Tapping into the Growing RTD Space

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

01 **Introduced in February 2025,** Shotgun continues to deliver strong market traction by doubling sales YoY basis in Q1FY27

02 Strong consumer adoption with **~ 50,000 cases** sold in Q1FY27

03 Aligns with India's growing **wine RTD TAM ~ Rs 500 Cr**

04 Shotgun captured **~6%*** market share as on 30th June 2026

05 Expanded footprint to **22** states, adding Chhattisgarh and Karnataka, with **~9,000** WOD touchpoints

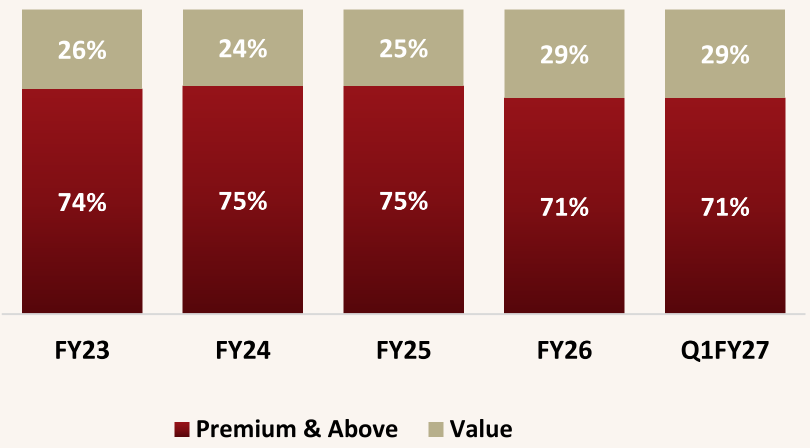
06 Strengthening presence across **Tier 2 and Tier 3 cities. Targeting** launches in 3-4 additional states in H2FY27 including Telangana & J&K

07 Well positioned to start exports to various geographies in Q2

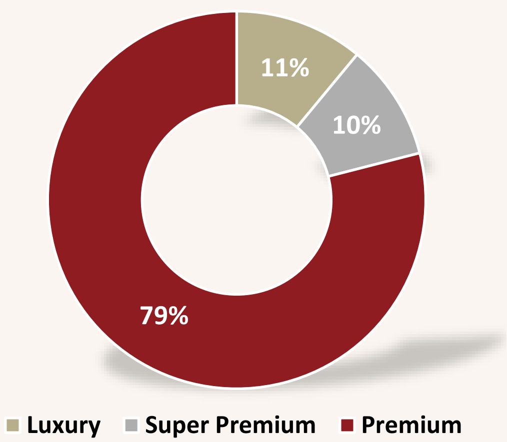
**based on data available for the states where Fratelli's RTD is present*

Winning in
Luxury and Premium Segment

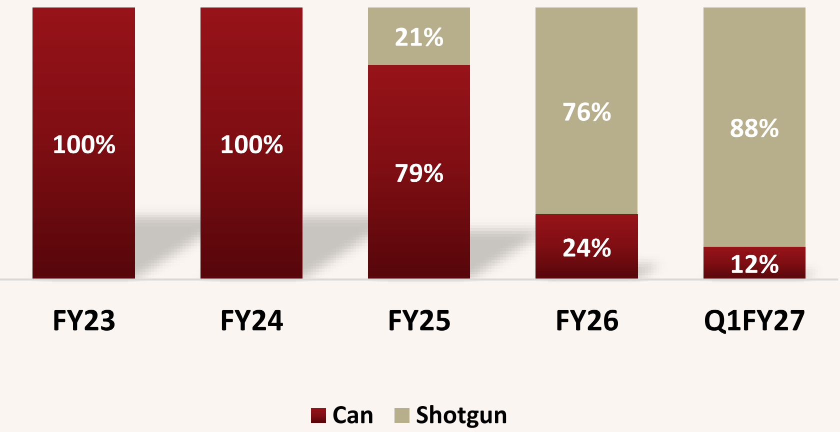
BOTTLES



Q1FY27 Premium and Above Category %



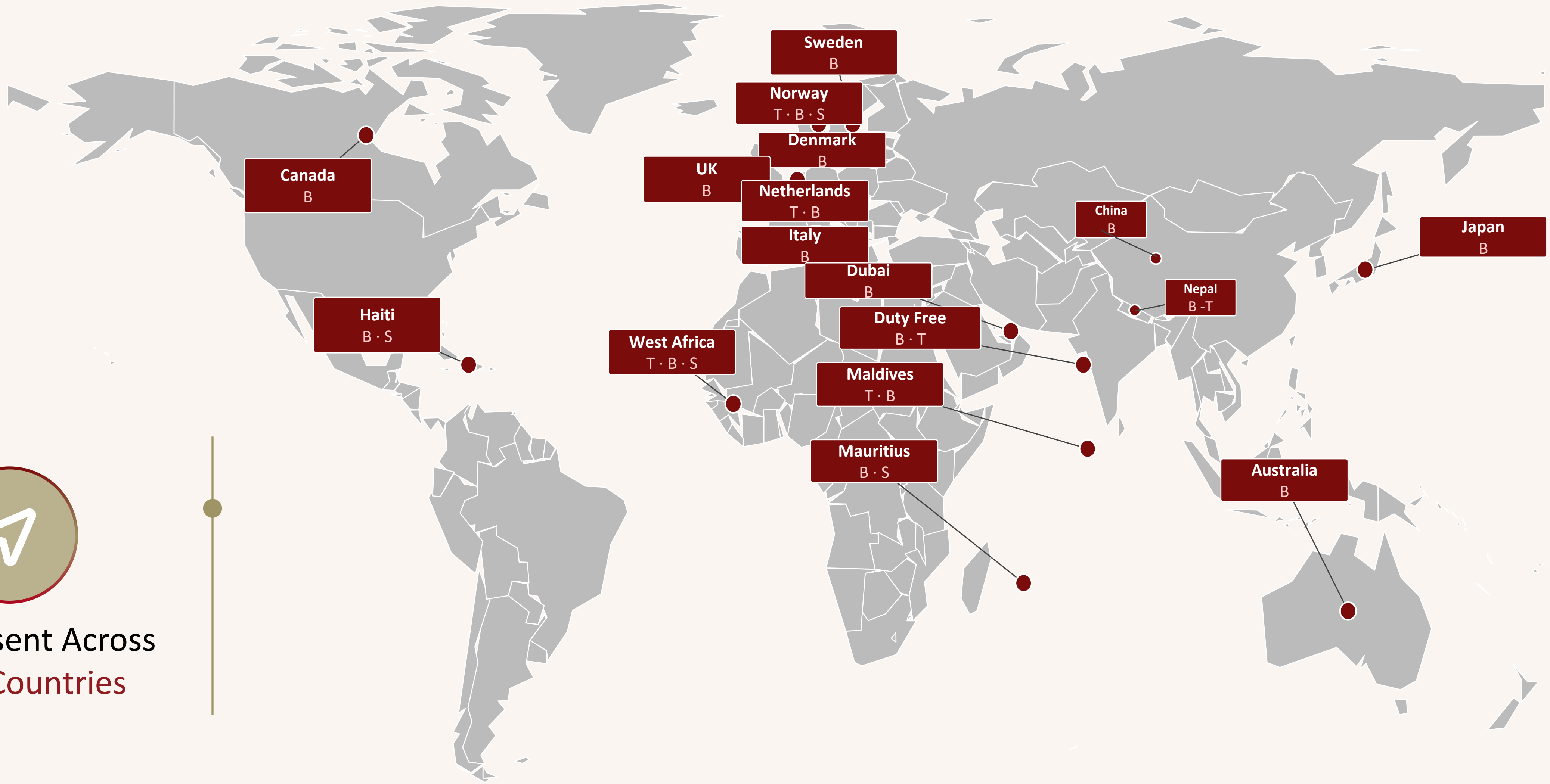
RTD



26	>70%	17	57%	37%	6%
Labels	Premium & Above Category	Countries Exported	Red Wine	White + Sparkling Wine	Rose

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

Expanding Presence - Across Key Markets



Present Across
17 Countries

Label codes: T = TILT · B = Bottles · S = Shotgun

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 in 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 H2FY27

Merlot

Noi

Shotgun - Strong

Continue

Winning Global Accolades

01

6 Gold and Grand Gold Awards

02

First Indian wine to win a **Double Gold in Gilbert and Gaillard**

03

40+ International and National Awards won in FY25-26

04

15# Awards Won across 3 Competitions

05

Over 260# International and national awards

*Major Wins**

INTERNATIONAL CHALLENGE 2024 DOUBLE GOLD GILBERT & GAILLARD

Spirits Achievers' Awards 2025

GRAND INTERNATIONAL WINE AWARD MUNDUS vini GOLD

drinks business GLOBAL WINE MASTERS

CONCOURS MONDIAL de BRUXELLES International Competition

Decanter

* As on FY26 ; # As on Q1FY27

A Proud Moment

For Indian Wine

First Indian winery to win ***five Silver medals with 90+ points*** *at the Decanter World Wine Awards.*

First Indian winery past 90 points · **92 pts — best Indian red wine** · **8 medals: 5 Silver + 3 Bronze**

Best Indian Red Wine

J'NOON Red	J'NOON White	SETTE	SETTE 15	Master Selection White	Master Selection Rosé	Fratelli Chardonnay	Fratelli Pinot Noir
92	90	91	90	90	87	87	87
SILVER	SILVER	SILVER	SILVER	SILVER	BRONZE	BRONZE	BRONZE

Events - PAN India Overview

~24
Events
Across 8 cities

~1.8 K
Trials

~1.2 K
Brand Impressions

Key Initiatives- For Q1 FY27

- **Supper clubs:** Collaborated with 8 supper clubs; Executed 13 events across multiple cities
- **Master of Craft:** A Digital IP celebrating masters of craft through curated stories and at-home experiences, positioning Master Selection as the mark of mastery across key cities
- **Small and Medium Scale Events:** Executed 8 small and medium scale events across major cities
- **Digital Snapshot**: 38.8M impressions; 10.8M reach; 63K profile visits
- **Fratelli X Fort City X Indulge- India Grape Ale:** Fratelli collaborated with Indulge and Fort City to make India's first ever Indian Grape Ale


Omakase- Dehradun

Supper Club Mumbai

Tavola the table- Gurgaon

Chef Sherry Supper club- Mumbai

Chef Hemal Supper club- Mumbai

Fratelli X Fort City X Indulge

Master of Craft

Events conducted from Apr'26-Jun'26

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

02

An Overview of India's Leading Winemaker

Raising a glass to the journey so far -
built brick by brick, over the last 19 years…

FRATELLI
•VINEYARDS•

2007

Fratelli's inception was the vision of **Kapil Sekhri**

240 acres of vineyard setup at Akluj, Maharashtra

2009

Setup of winery at **Motewadi**, Maharashtra

2010

Launch of **Fratelli's first varietal wines**
- **Cabernet Sauvignon**
- **Sauvignon Blanc**
- **Chenin Blanc**

2011

Sette – India's **#1 luxury wine** was launched.
Launch of **India's First Chardonnay & Sangiovese**

2014

Launch of India's first and only **Zero Dosage** Sparkling Grand Cuvee Brut

2016

Launch of **M/S range** – crafted by wine maestros, Piero Masi and Steven Spurrier

2017

Launch of **Noi Sparkling**

2018

Launch of **J'NOON** in collaboration with Jean Charles Boisset

2019

Reached overall capacity of **2.65 Mn Litres**

2020

Launch of **TiLT** – Wine in a can
Noi spritzer – India's first spritzer in a can

2022

Launch of **Noi Rose Sparkling**

2023

Added **100 acres** under active farming in **Jambhali, Maharashtra**

Added additional capacity of **1Mn Litres**

2024

Got Listed via share swap; rebranded as Fratelli Vineyards.

Partnered with Blue Tokai for collaborations

2025

Winery capacity **expanded to 5.4 Mn Litres**

Launch of RTD, **'Shotgun'**

Launch of **Pinot Noir**

2026

Launched 15th Year Anniversary **Limited Edition of Sette**

Launched **Fratelli Brut**

Launched **3 flavours in Shotgun**

2027

Launched **Shiraz Cabernet**

FRATELLI
VINEYARDS

Our Focus : Building Moats

Imported 12 grape varietals from the best regions of France & Italy

These varietals 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

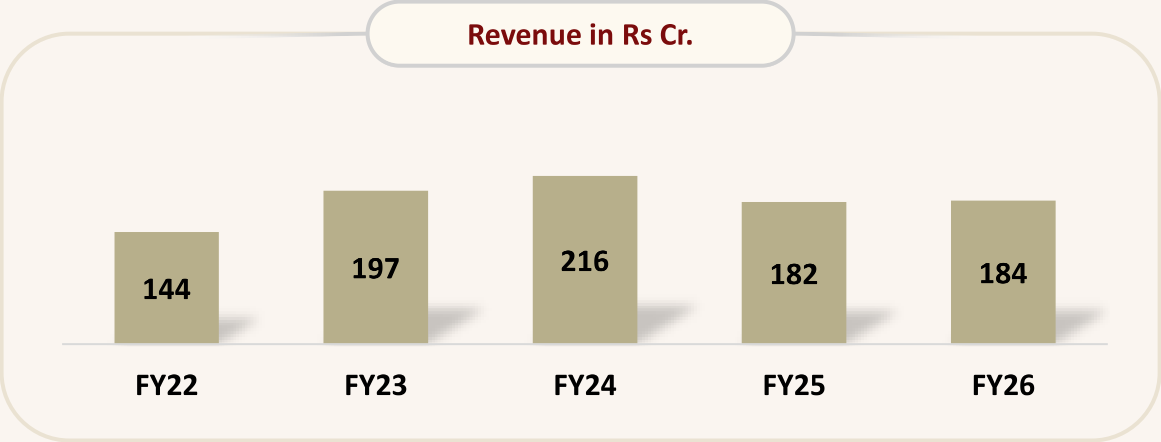
01	02	03	04	05	06
400 acres under active farming	**~1,000 acres** supported by long term contract farmers	**12 varietals** imported from France & Italy	**>15 years** of agronomical experience	Virgin, high minerality soil allows concentrated taste & flavour	**13-30˚c** temperature perfect for cultivation of grapes

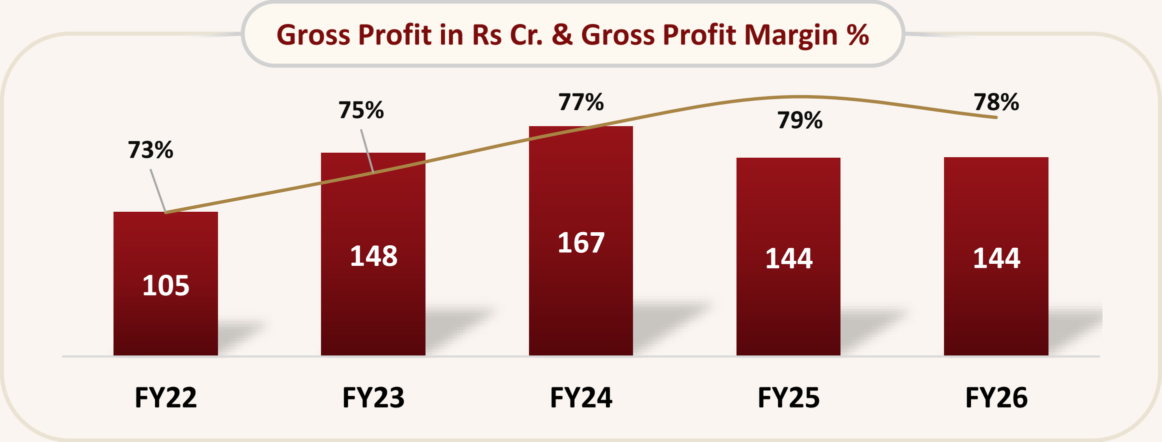
Fratelli's collection of proprietary clones helps produce a unique portfolio of wines

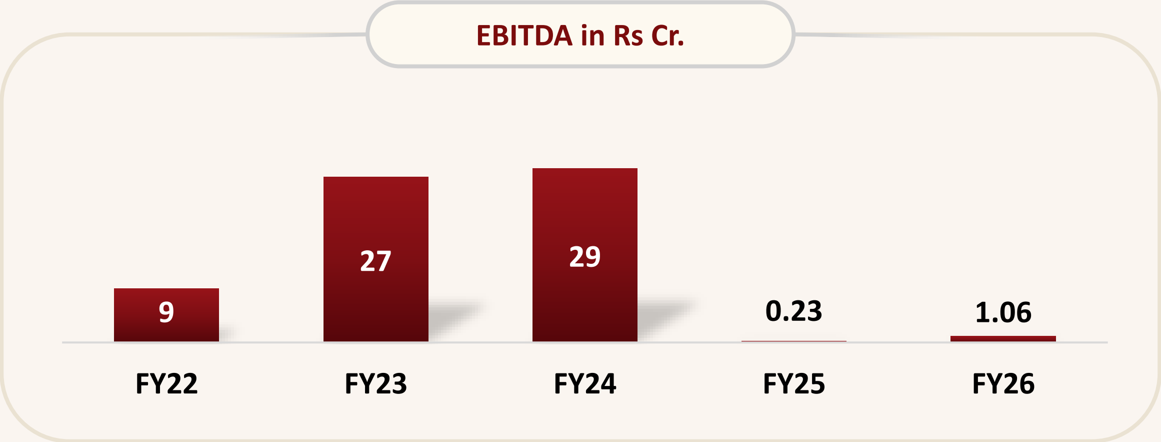
- Chardonnay
- Cabernet Sauvignon
- Chenin Blanc
- Shiraz
- Müller Thurgau
- Gewürztraminer
- Cabernet Franc
- Mercelan
- Petit Verdot
- Merlot
- Sangiovese Grosso
- Sauvignon Blanc

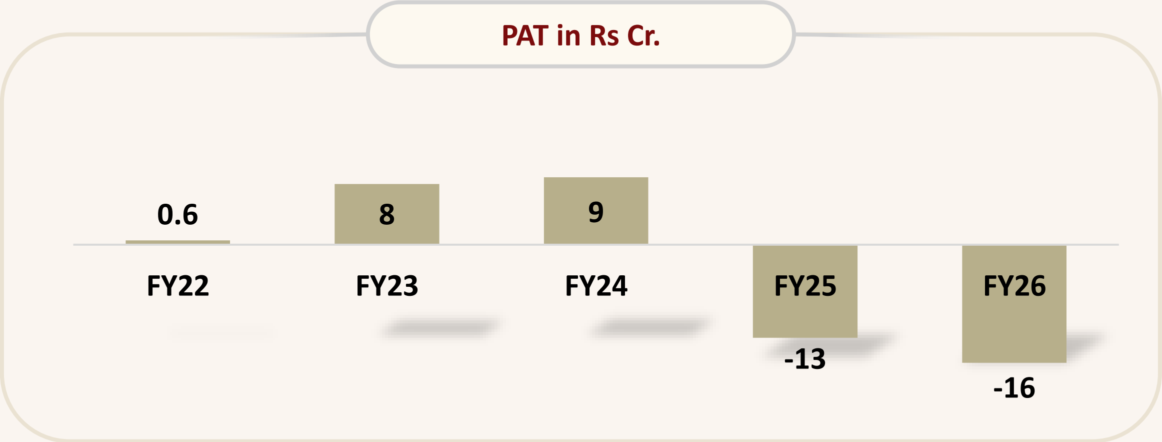
Vast lead in size of business over the next in line. Positioned to **scale up significantly, backed by unique business approach**

Financial Trajectory :
Investing For The Future









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

03

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

*Industry Data

Geared For Progress

Robust operating model

01 Family driven and professionally managed, vineyard to bottling operation

02 Successfully adapted finest grape varietals to Indian terroir

03 Portfolio of award winning luxury & premium wines

Exercising levers to sustain growth momentum

01 Expanding business through enhanced capacities and distribution

02 Strengthening wine portfolio with premium brands/via premier partnerships

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

Laying the foundation for the next tier of performance

01 Grow vineyard tourism business through hospitality offering / partnerships

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

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

04

Annexure

Luxury Range

Flagship Wines

Global Awards

01 **J'NOON** - A luxury wine crafted in collaboration with Jean-Charles Boisset, marking Fratelli as the only Indian winery with such prestigious international partnerships

02 **Sette /Sette 15th Anniversary Edition -** Fratelli's flagship barrel-aged wine, and India's first luxury wine brand, created with meticulous cellar craftsmanship

03 **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

01

Master Selection
Inspired by the Hariyal, Maharashtra's state bird, these blends are curated by international experts to express Fratelli's refined winemaking style

02

Approachable Blends
Crafted for enthusiasts and experts alike, offering nuanced complexity with broad appeal

03

Fratelli Brut
Inspired by the night sky of Akluj, Fratelli Brut is the flagship sparkling wine of our portfolio, meticulously crafted using the Champagne méthode traditionnelle

FRATELLI
•VINEYARDS•

Premium Range

Cabernet Franc Shiraz | Shiraz | Sangiovese | Pinot Noir | Merlot | Cabernet Sauvignon | Shiraz Cabernet

Chenin Blanc | Chardonnay | Sangiovese Bianco | Sauvignon Blanc | Shiraz Rosé

01

Premium Grape Selection

Unique single varietals made from the finest French and Italian grape varieties

02

Diverse Offerings

A portfolio of 12 wines across red, white, and rosé categories

03

Founders’ Tribute

Label inspired by Fratelli’s seven brothers

04

Modern Relevance

Renovated in 2021 to stay relevant to changing audience preferences

Premium RANGE

FRATELLI
VINEYARDS

Noi | noi Rosé

Classic Shiraz | Classic Merlot | Classic Chenin

01

Noi Sparkling Wine
A fruity, vibrant, and bubbly sparkling wine, specially crafted to suit the Indian palate

02

Classic Range
Fratelli’s entry-level wines, offering a seamless introduction to the world of wine

03

Everyday Enjoyment
Easy to drink, making it perfect for everyday consumption

Value RANGE

FRATELLI
•VINEYARDS•

Ziva Range

Mosso Peach Wine

Kyra Reserve

Sidus Port

F7 Port Wine

01

Pocket-Friendly Wines

Establishing a unique category presence in various markets with affordable offerings

02

Ziva Range

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

03

Market Penetration

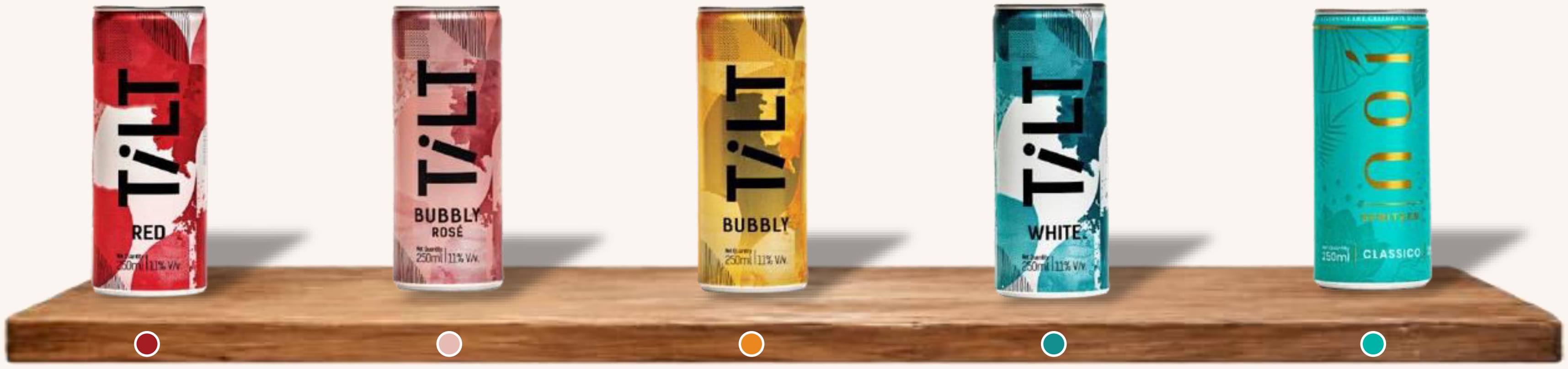
Strong presence in interior and Tier 2 markets, expanding reach

04

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

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

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

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

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

FRATELLI
•VINEYARDS•

RTD - Shotgun

Shotgun Strong

Shotgun Berry Blast

Shotgun Mango Blast

Shotgun Patiala

Shotgun

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

02 **Successful Launch** – Progressing toward achieving 200K cases in FY27

03 **Deeper Penetration** – Enabling Fratelli to gain new customers into Tier 2 & Tier 3 cities

04 **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

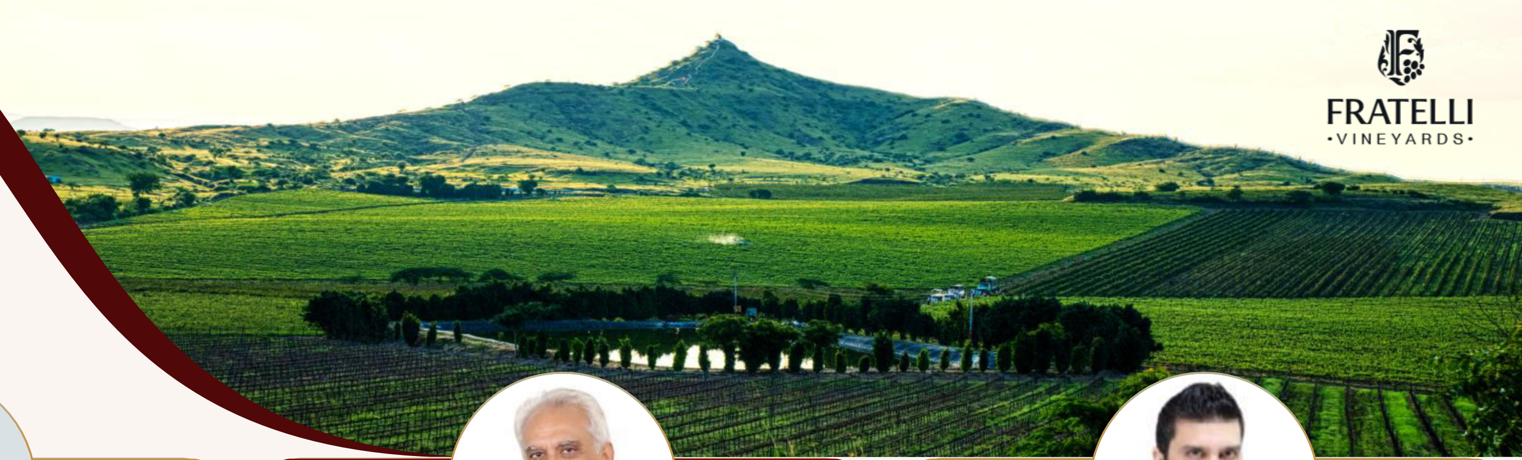
Graduated from George Washington University, where he completed his Bachelors in Business Administration, with a Concentration in Marketing and a Minor in International Affairs. Has recent experience in Management Consulting as an analyst at KPMG India.

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

01 **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

02 **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

03 **Strengthening Farmer Partnerships :**

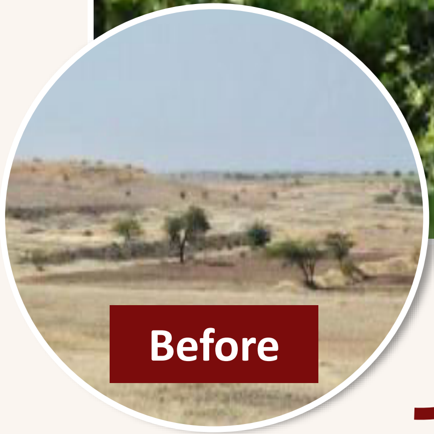
Deep-rooted engagement with farmers as part of a fully integrated value chain

04 **Reducing Logistics Footprint :**

95% of packaging materials sourced domestically

05 **Ethical Brand Building :**

Committed to developing globally competitive brands with a responsible marketing approach



Beyond The Vineyard :
Social Impact

01

Adopted **Zilha Parishad School in Shipaiwadi,** near the **Akluj** winery

Reinforcing long-term commitment to local education and community welfare

02

Installed a **'Water ATM'** in **Garwad** village

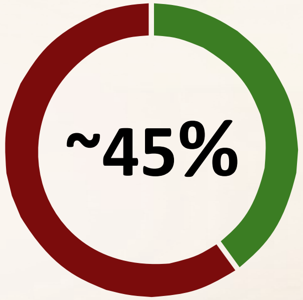
Providing safe and clean drinking water to the local population

Solar Energy Adoption

Installed

520 kW

SOLAR CAPACITY



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

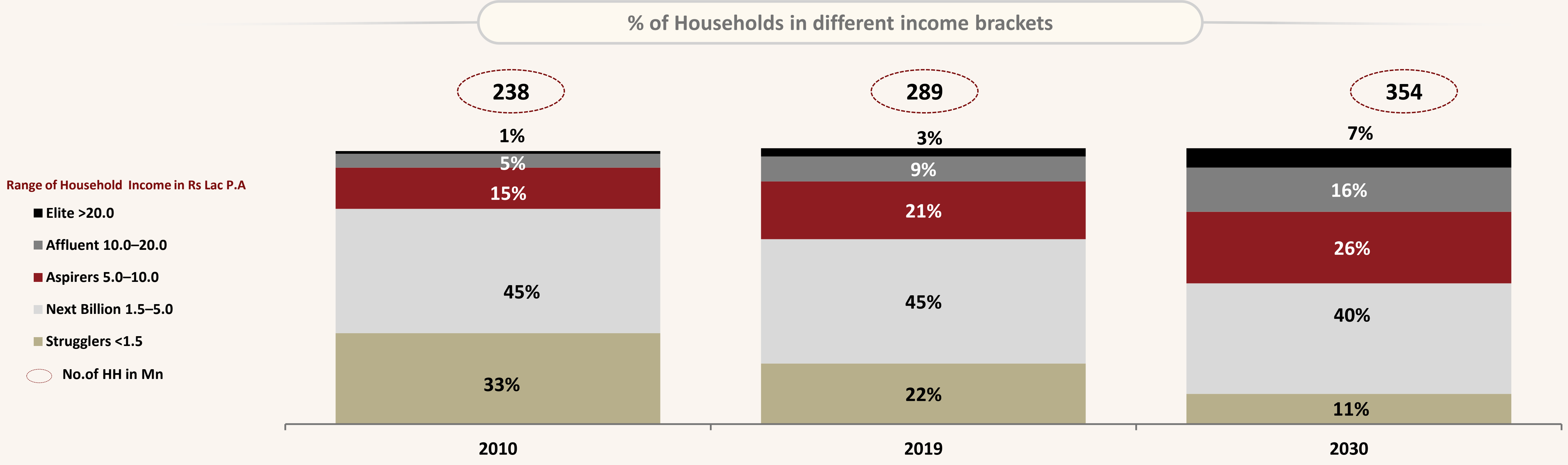
Images are for Representational Purpose ,only not actual site images

05

An Overview of Industry Dynamics

India's Household Income Mix is Shifting Upward

Structural shift toward affluent and aspirational income cohorts



01 Affluent + Elite households to reach 23% by 2030

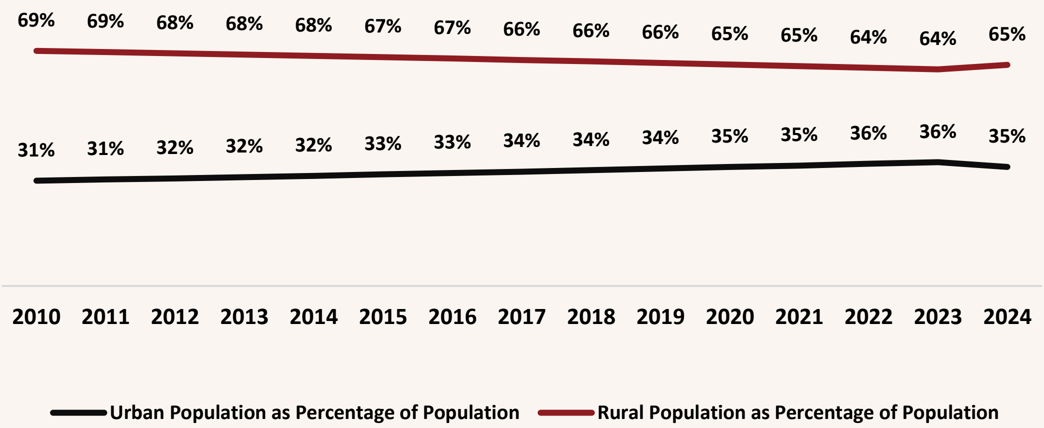
02 Aspirers emerging as a key premium consumption cohort

03 Struggler households expected to halve by 2030

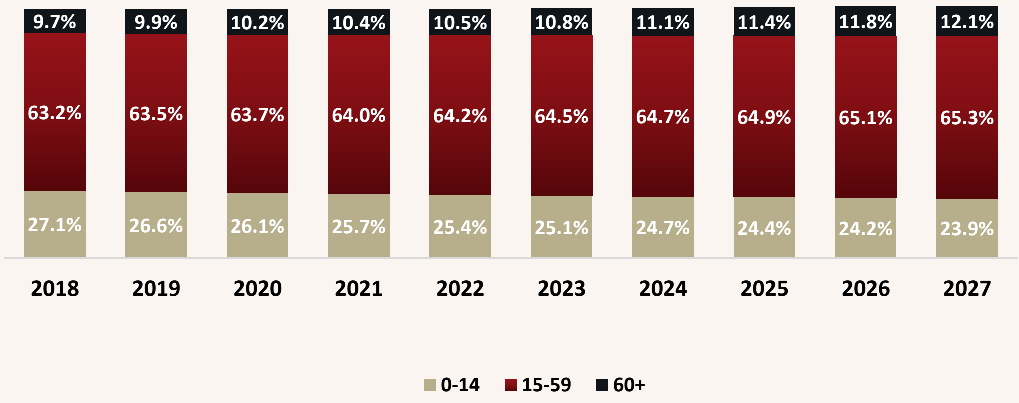
India's evolving income mix with a growing affluent and aspirational consumer base provides a strong tailwind for premium and luxury wine consumption

Untapped Wine Opportunity,
Driven by Favourable Economic Trends

01 Urban Population on an Upward Trajectory [1]



02 Rising Share of Young, Aspirational Consumers



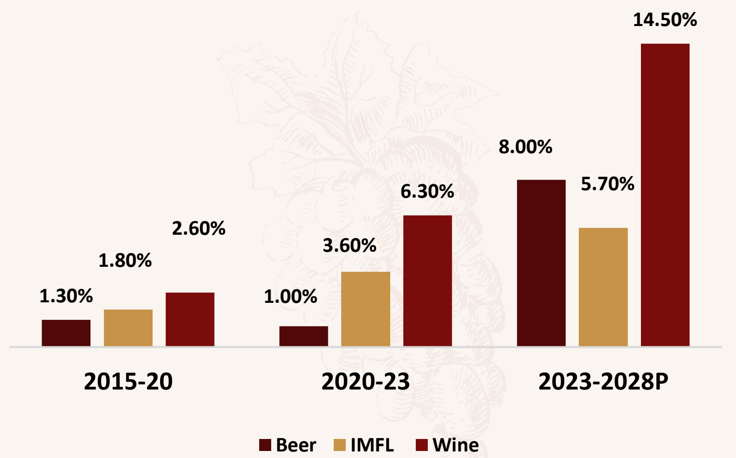
01 **Urban Surge & Premiumization :**
Urban population to rise by ~100M; fine wine sales growing at **22.8% CAGR**

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

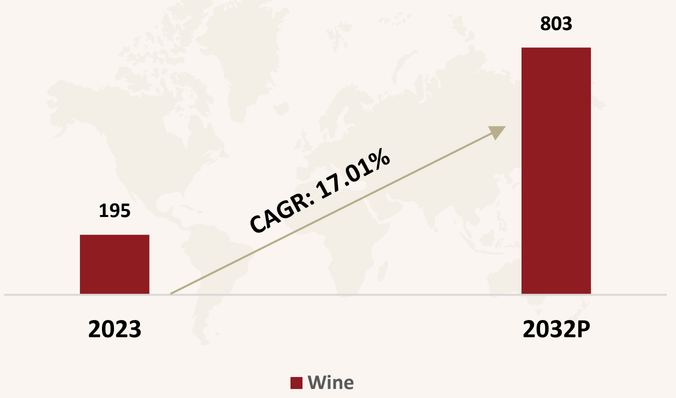
1.World Bank ; 2.Industry Data

India's
Untapped Wine Potential

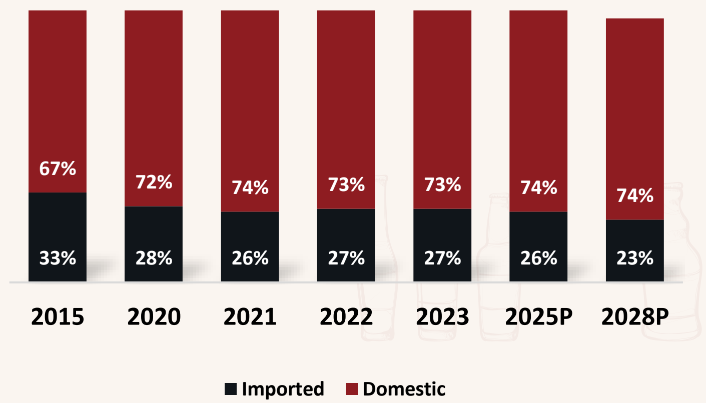
01 Consumption Volume CAGR[1] (%)



02 Wine Industry Growth [2] (USD Mn)



03 Domestic Wine Share[1] (%)



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

Wine consumption is expected to grow **steadily** in the coming years

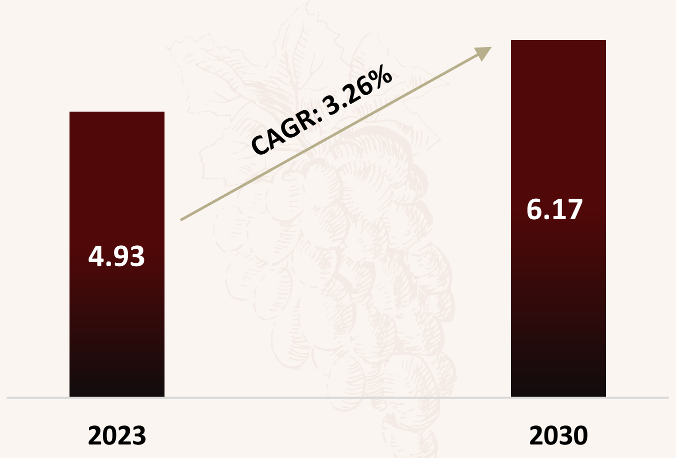
Domestic wine producers are **poised** to capture the **majority** share of this growth

1. *Industry Report*
2. *Market Research*

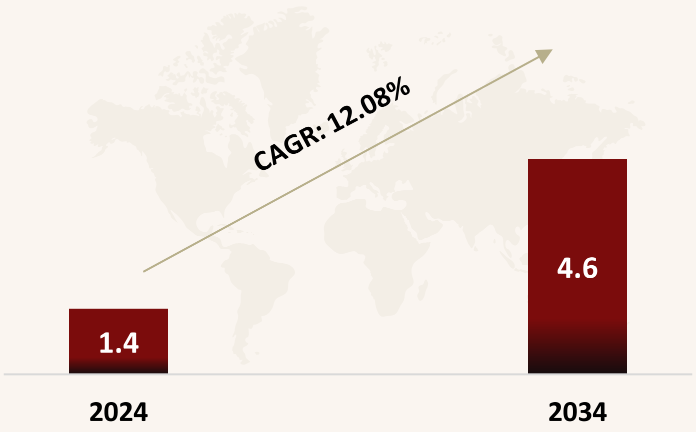
Unlocking Growth in
Underpenetrated Wine Segment

FRATELLI
·VINEYARDS·

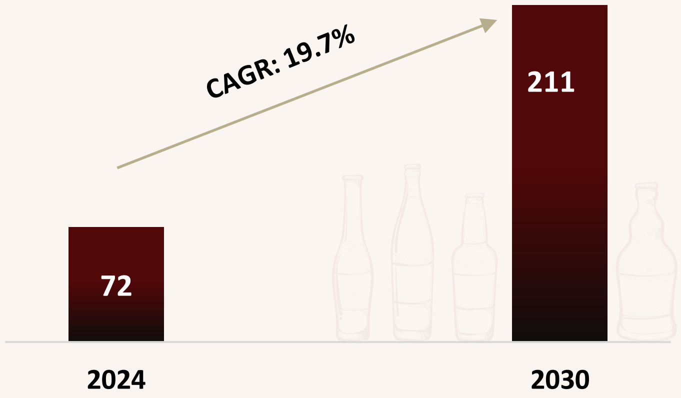
01 Indian Luxury Wine & Spirit Market[1] (USD Bn)



02 Global Canned Wine Market[2] (USD Bn)



03 Indian RTD Market[3] (USD Mn)



01

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

02

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

03

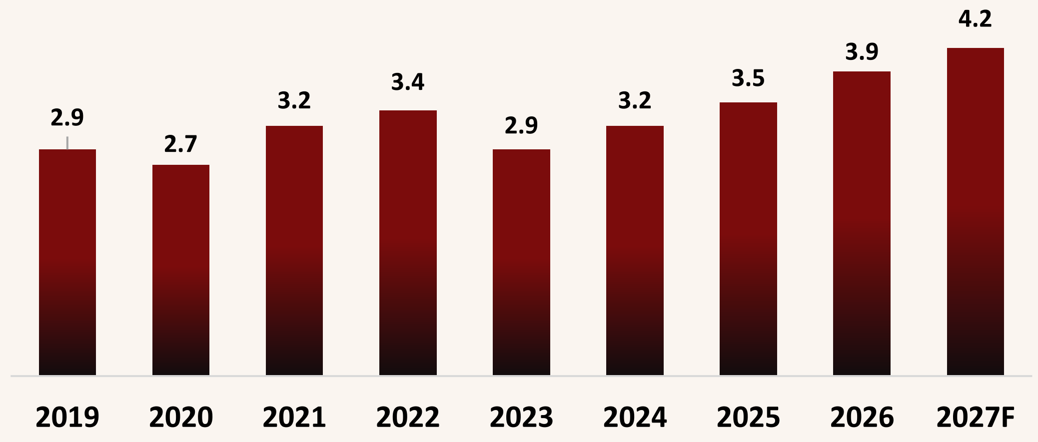
RTDs Driving Category Expansion: Attracting novice and casual drinkers, enabling wider adoption and increasing category penetration

1. Market Research Report [1,2,3]

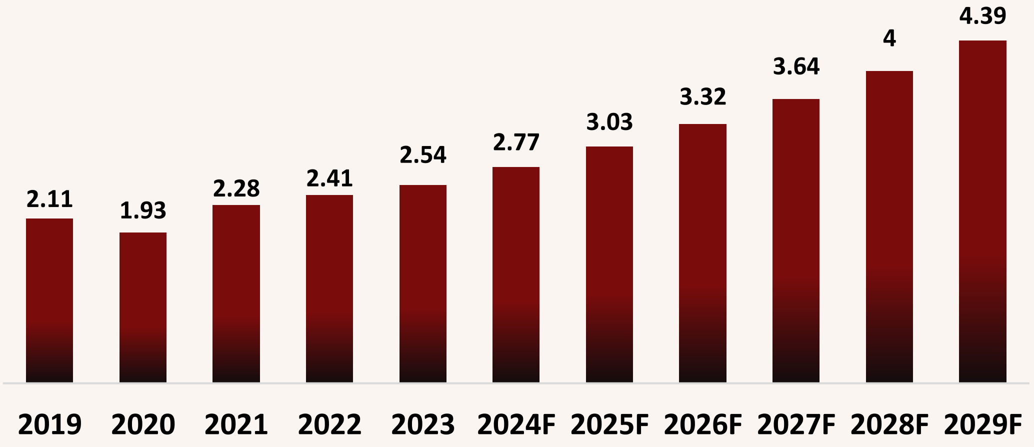
Expanding Middle Class

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

1. Industry Data

Thank you

COMPANY CONTACT

Ms. Monika Gupta

Company Secretary
Fratelli Vineyards Ltd
Email: secretarial@fratelliwines.in

INVESTOR RELATION CONTACT

Ms. Priya Sen

Go India Advisors
Email : priya@goindiaadvisors.com
Phone : +91 8334841047

Ms. Riddhi Shah

Go India Advisors
Email : riddhi@goindiaadvisors.com
Phone : +91 7303699539

FRATELLI
•VINEYARDS•