

INVESTOR PRESENTATION

First Quarter 2025



Create Exceptional™

May 2025



FORWARD LOOKING STATEMENTS AND NON-GAAP DISCLAIMER

This presentation may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including without limitation statements regarding the impact of whiskey consumption and whiskey inventories on brand goods performance for MGP Ingredients, Inc. (the “Company” or “MGP”); the Company’s ability to deliver full year outlook; and the Company’s 2025 guidance, including its expectations for sales, adjusted EBITDA, adjusted basic earnings per common share (“EPS”), tax rate, shares outstanding, and capital expenditures. Forward looking statements are usually identified by or are associated with words such as “intend,” “plan,” “believe,” “estimate,” “expect,” “anticipate,” “project,” “forecast,” “hopeful,” “should,” “may,” “will,” “could,” “encouraged,” “opportunities,” “potential,” and similar terminology. These forward-looking statements reflect management’s current beliefs and estimates of future economic circumstances, industry conditions, Company performance, Company financial results, and Company financial condition and are not guarantees of future performance.

All forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially. Factors that could cause actual results to differ materially from our expectations include without limitation any effects of changes in consumer preferences and purchases and our ability to anticipate or react to those changes; our ability to compete effectively and any effects of industry dynamics and market conditions; damage to our reputation or that of any of our key customers or their brands; failure to introduce successful new brands and products or have effective marketing or advertising; changes in public opinion about alcohol or our products; our reliance on our distributors to distribute our branded spirits; our reliance on fewer, more profitable customer relationships; interruptions in our operations or a catastrophic event at our facilities; decisions concerning the quantity of maturing stock of our aged distillate; any inability to successfully complete our capital projects or fund capital expenditures or any warehouse expansion issues; our reliance on a limited number of suppliers; our reliance on a limited number of suppliers; work disruptions or stoppages; climate change and measures to address climate change; regulation and taxation and compliance with existing or future laws and regulations; tariffs, trade relations, and trade policies; excise taxes, incentives and customs duties; our ability to protect our intellectual property rights and defend against alleged intellectual property rights infringement claims; failure to secure and maintain listings in control states; labeling or warning requirements or limitations on the availability of our products; product recalls or other product liability claims; anti-corruption laws, trade sanctions, and restrictions; litigation or legal proceedings; limited rights of common stockholders and anti-takeover provisions in our governing documents; the impact of issuing shares of our common stock; higher costs or the unavailability and cost of raw materials, product ingredients, energy resources, or labor; failure of our information technology systems, networks, processes, associated sites, or service providers; acquisitions and potential future acquisitions; interest rate increases; reliance on key personnel; commercial, political, and financial risks; covenants and other provisions in our credit arrangements; pandemics or other health crises; ability to pay any dividends and make any share repurchases; and the effectiveness or execution of our strategic plan. For further information on these risks and uncertainties and other factors that could affect the Company’s business, see the “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” sections of the Company’s Annual Report on Form 10-K for the year ended December 31, 2024 and Quarterly Report on Form 10-Q for the quarter ended March 31, 2025, as well as the Company’s other SEC filings. The Company undertakes no obligation to update any forward-looking statements or information in this presentation, except as required by law.

Non-GAAP Financial Measures

In addition to providing financial information in accordance with U.S. GAAP, the Company provides certain non-GAAP financial measures that are not in accordance with, or alternatives for, GAAP. In addition to the comparable GAAP measures, the Company has disclosed adjusted operating income, adjusted net income, adjusted EBITDA, net debt, net debt leverage ratio, and adjusted basic and diluted EPS, as well as guidance for adjusted EBITDA and adjusted basic EPS. The presentation of these non-GAAP financial measures should be reviewed in conjunction with operating income, net income, debt, and basic and diluted EPS computed in accordance with U.S. GAAP and should not be considered a substitute for the GAAP measure. We believe that the non-GAAP measures provide useful information to investors regarding the Company’s performance and overall results of operations. In addition, management uses these non-GAAP measures in conjunction with GAAP measures when evaluating the Company’s operating results compared to prior periods on a consistent basis, assessing financial trends and for forecasting purposes. Non-GAAP financial measures may not provide information that is directly comparable to other companies, even if similar terms are used to identify such measures. The appendix provide a full reconciliation of historical non-GAAP financial measures to the most directly comparable U.S. GAAP financial measure. Full year 2024 guidance measures of adjusted EBITDA and adjusted basic EPS are provided on a non-GAAP basis without a reconciliation to the most directly comparable GAAP measures because the Company is unable to predict with a reasonable degree of certainty certain items contained in the GAAP measures without unreasonable efforts. Such items include without limitation, acquisition related expenses, restructuring and related expenses, and other items not reflective of the Company’s ongoing operations.

FIRST QUARTER 2025 RESULTS

ENCOURAGING FIRST QUARTER RESULTS WITH SIGNS OF POSITIVE PROGRESS ACROSS ALL THREE OPERATING SEGMENTS

- Consolidated sales decreased 29% to \$121.7 million.
- Branded Spirits segment sales declined 4% due to double digit decline in mid and value priced brands portfolio. Premium plus sales increased 7%, driven partly by Penelope's continued strong growth.
- Distilling Solutions sales and gross profit each declined by 45%, reflecting lower brown goods sales. While our brown goods volumes and price/mix were down, they were consistent with our expectations.
- Ingredient Solutions sales decreased 26% primarily due to supply challenges from adverse weather and complexities associated with the closure of the Atchison distillery as well as timing of the commercialization of new customers.
- Adjusted EBITDA and adjusted EPS decreased by 46% and 66% to \$21.8 million and \$0.36, respectively.
- First quarter cash flow from operations increased 82% to \$44.7 million. Our net debt leverage remains relatively stable at 1.6x as of March 31, 2025.

LOWER SALES AND GROSS PROFITS PRIMARILY DRIVEN BY THE EXPECTED DECLINE IN BROWN GOODS

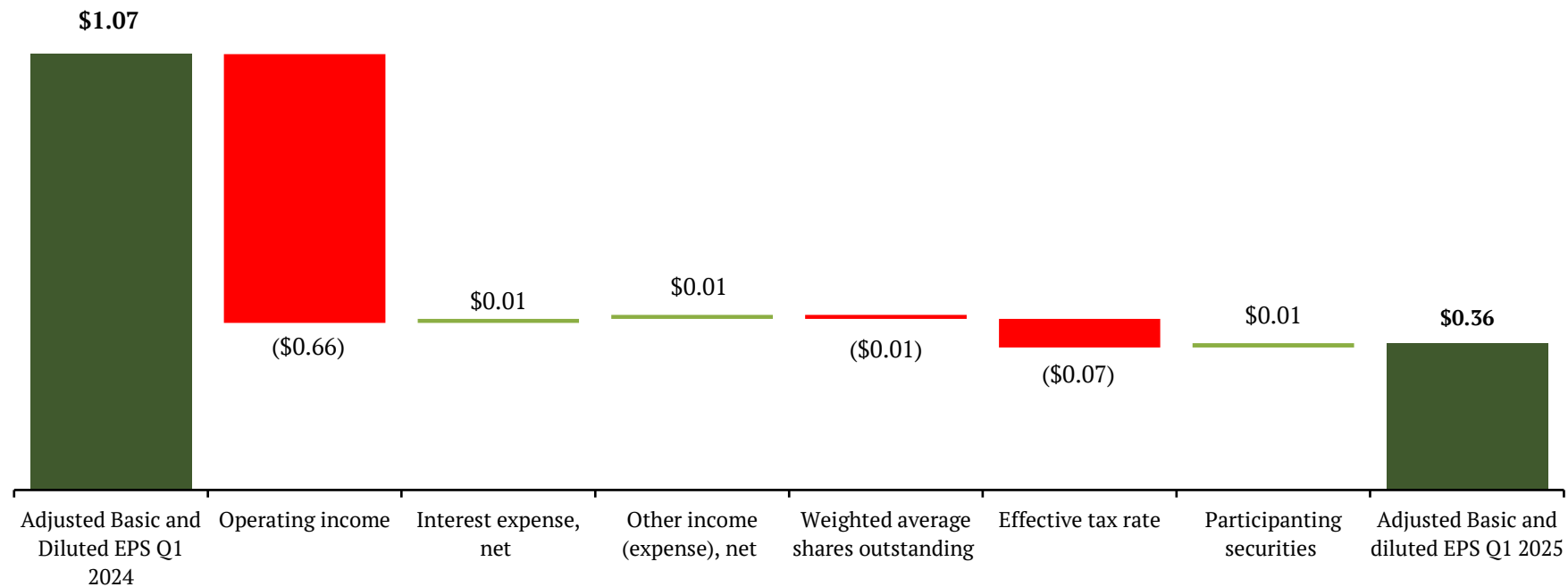
FIRST QUARTER SALES AND GROSS PROFIT DECREASED BY 29% AND 31%, RESPECTIVELY

| Consolidated Sales (Quarter Ended 3/31/2025) | SMM | Change vs Prior Year | |
|---|----------------|----------------------|--------------|
| | | SMM | % |
| Branded Spirits | \$48.2 | \$(1.9) | (4)% |
| Distilling Solutions | 46.9 | (37.9) | (45) |
| Ingredient Solutions | 26.5 | (9.1) | (26) |
| MGP Ingredients | \$121.7 | \$(48.9) | (29)% |

| Consolidated Gross Profit (Quarter Ended 3/31/2025) | SMM | Change vs Prior Year | |
|--|---------------|----------------------|--------------|
| | | SMM | % |
| Branded Spirits | \$22.2 | \$(0.3) | (1)% |
| Distilling Solutions | 18.7 | (15.4) | (45) |
| Ingredient Solutions | 2.5 | (3.7) | (60) |
| MGP Ingredients | \$43.3 | \$(19.5) | (31)% |

ADJUSTED EPS DECLINE REFLECTS LOWER OPERATING INCOME AND HIGHER EFFECTIVE TAX RATE

First Quarter Adjusted EPS⁽¹⁾



BRANDED SPIRITS

PENELOPE'S ONGOING MOMENTUM DRIVING PREMIUM PLUS GROWTH

| Branded Spirits (Quarter ended 3/31/2025) | SMM | Change vs Prior Year | |
|--|---------------|----------------------|---------------|
| | | SMM | % |
| Premium plus | \$22.3 | \$1.4 | 7% |
| Mid | 13.0 | (1.7) | (12) |
| Value | 7.3 | (2.7) | (27) |
| Other | 5.5 | 1.1 | 24 |
| Sales | \$48.2 | \$(1.9) | (4)% |
| | | | |
| Gross Profit | \$22.2 | \$(0.3) | (1)% |
| Gross Margin | 46.0% | | 1.1 pp |

DISTILLING SOLUTIONS

BROWN GOODS SALES AND GROSS PROFIT DECLINE IN LINE WITH OUR EXPECTATIONS

| Distilling Solutions (Quarter ended 3/31/2025) | \$MM | Change vs Prior Year | |
|---|---------------|----------------------|-----------------|
| | | \$MM | % Change |
| Brown goods | \$33.7 | \$(32.7) | (49)% |
| Warehouse services | 8.1 | 0.1 | 2 |
| White goods and other co-products | 5.2 | (5.4) | (51) |
| Sales | \$46.9 | \$(37.9) | (45)% |
| | | | |
| Gross Profit | \$18.7 | \$(15.4) | (45)% |
| Gross Margin | 39.8% | | (0.4) pp |

INGREDIENT SOLUTIONS

QUARTERLY PERFORMANCE IMPACTED BY UNFAVORABLE WEATHER AND TIMING OF COMMERCIALIZATION OF NEW CUSTOMERS

| Ingredient Solutions (Quarter ended 3/31/2025) | SMM | Change vs Prior Year | |
|---|---------------|----------------------|-----------------|
| | | SMM | % |
| Specialty wheat starches | \$15.9 | \$(6.4) | (29)% |
| Specialty wheat proteins | 7.4 | (2.7) | (26) |
| Commodity wheat starches | 2.7 | (0.5) | (17) |
| Commodity wheat proteins | 0.6 | 0.5 | 1,422 |
| Sales | \$26.5 | \$(9.1) | (26)% |
| | | | |
| Gross Profit | \$2.5 | \$(3.7) | (60)% |
| Gross Margin | 9.3% | | (8.1) pp |

REAFFIRM 2025 FINANCIAL GUIDANCE

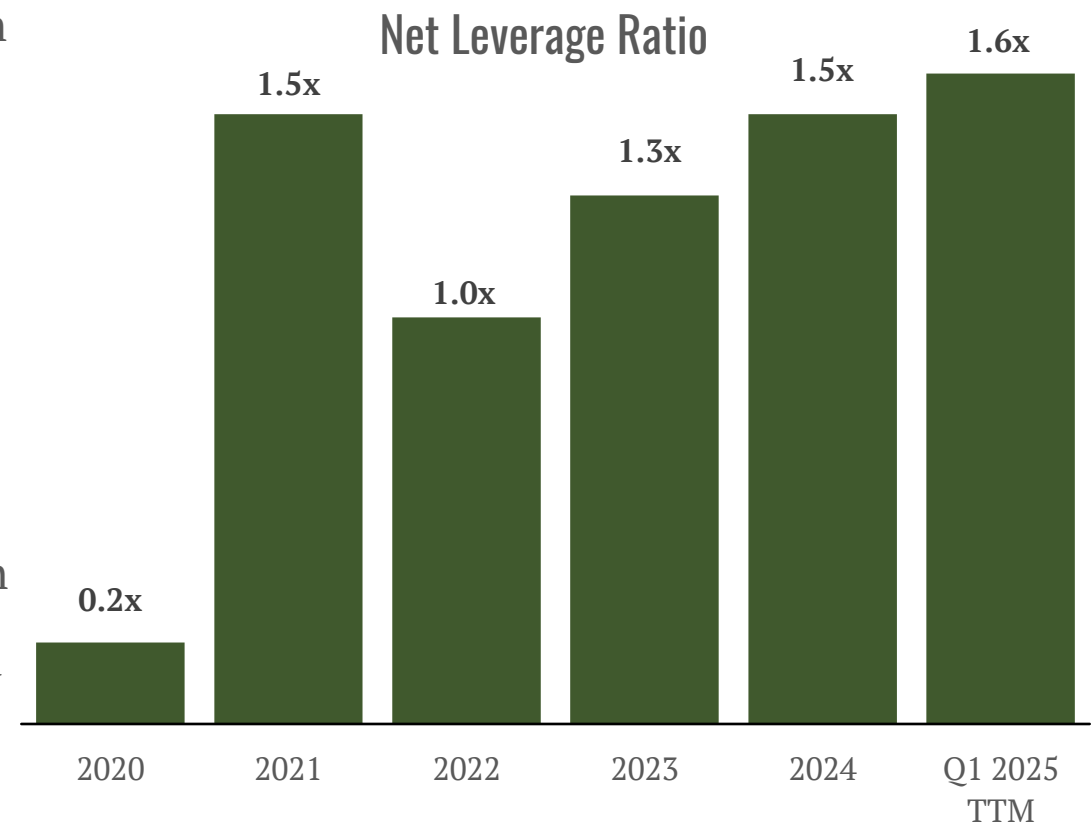
REMAIN ON-TRACK TO DELIVER FULL YEAR OUTLOOK

| Full Year 2025 Guidance ¹ | |
|---|--------------------------------|
| Sales | \$520 million to \$540 million |
| Adjusted EBITDA | \$105 million to \$115 million |
| Adjusted basic EPS | \$2.45 to \$2.75 |
| Effective tax rate | ~ 25% |
| Basic weighted average shares outstanding | ~ 21.3 million |
| Capital expenditures | ~ \$36 million |

SUCCESSFUL REFINANCING REFLECTS STRONG CASH FLOWS AND BALANCE SHEET

AMENDED CREDIT FACILITY FURTHER BOLSTERS ALREADY EXCELLENT ACCESS TO CAPITAL

- Balance sheet remains healthy and well capitalized, with total debt of \$297 million and a cash position of \$20 million⁽¹⁾
- Excellent access to capital with total availability of \$548 million under our credit facility and note purchase agreement, as of March 31, 2025
- Net leverage ratio of 1.6x⁽¹⁾
- On April 24, 2025, we successfully upsized our credit facility from \$400 million to \$500 million, extended its maturity to 2030, and increased the size of the accordion feature from \$100 million to \$200 million. In addition, the shelf for issuing up to \$250 million of senior secured promissory notes was extended to 2028



FOCUS BRANDS DRIVING PREMIUM PLUS GROWTH



PENELOPE
BOURBON

*Innovation Driving
Continued
Momentum*

+52%

*13 Week Y/Y

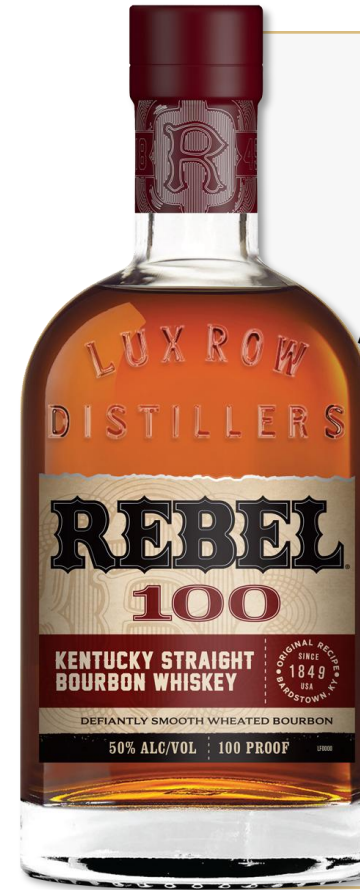


el Mayor
TEQUILA

*Packaging
Refresh in Q1*

+13%

*13 Week Y/Y



REBEL
BOURBON

*Strong Turnaround
Continues for
REBEL 100*

+41%

*13 Week Y/Y

*

*Nielsen Sales dollars – 13 week period ending 03/22/2025

APPENDIX

CHANGE IN BASIC AND DILUTED EPS

| Change in Basic and Diluted EPS, quarter versus quarter | EPS | Change |
|---|---------------|---------------|
| Quarter ended March 31, 2024 | \$0.92 | |
| Change in operating income (loss) ¹ | (1.01) | (110)% |
| Change in interest expense, net ¹ | 0.01 | 1% |
| Change in other income (expense), net ¹ | 0.01 | 1% |
| Change in effective tax rate | (0.07) | (8)% |
| Change in income allocated to participating securities | 0.01 | 1% |
| Change in weighted average shares outstanding | (0.01) | (1)% |
| Quarter ended March 31, 2025 | (0.14) | (116)% |

RECONCILIATION OF SELECTED GAAP TO NON-GAAP MEASURES



NET INCOME TO ADJUSTED EBITDA AND NET DEBT LEVERAGE RATIO

| (\$ in thousands) | 2020 | 2021 | 2022 | 2023 | 2024 |
|--|-----------------|------------------|------------------|------------------|------------------|
| Net Income | \$40,345 | \$90,817 | \$108,872 | \$107,130 | \$34,465 |
| Interest | 2,267 | 4,037 | 5,451 | 6,647 | 8,439 |
| Taxes | 12,256 | 30,279 | 31,300 | 34,616 | 33,977 |
| Depreciation and amortization | 12,961 | 19,092 | 21,455 | 22,113 | 21,989 |
| Share-based compensation expense | 5,289 | 3,306 | 5,502 | 7,501 | 3,188 |
| Equity method investment loss (gain) | - | 1,611 | 2,220 | 337 | (1,827) |
| Impairment of long-lived assets and other | - | - | - | 19,391 | 137 |
| Fair value of contingent consideration | - | - | - | 7,100 | 16,100 |
| Goodwill impairment | - | - | - | - | 73,755 |
| Business acquisition costs | 919 | 8,927 | - | 2,060 | 116 |
| Executive transition costs | 1,932 | - | - | 3,134 | 4,075 |
| Insurance recoveries | - | (16,325) | - | - | - |
| Unusual items cost | - | - | - | - | 2,081 |
| Inventory step-up – Branded Spirits | - | 2,529 | - | - | - |
| Adjusted EBITDA | \$75,969 | \$144,273 | \$174,800 | \$210,029 | \$196,495 |
| Total debt | \$39,871 | \$233,399 | \$230,335 | \$287,249 | \$323,541 |
| Cash and cash equivalents | 21,662 | 21,568 | 47,889 | 18,388 | 25,273 |
| Total net debt | \$18,209 | \$211,831 | \$182,446 | \$268,861 | \$298,268 |
| Net debt leverage ratio¹ | 0.2x | 1.5x | 1.0x | 1.3x | 1.5x |

RECONCILIATION OF SELECTED GAAP TO NON-GAAP MEASURES



NET DEBT LEVERAGE RATIO

| (\$ in thousands) | Quarter Ended 6/30/2024 | Quarter Ended 9/30/2024 | Quarter Ended 12/31/2024 | Quarter Ended 3/31/2025 | TTM ¹ 3/31/2025 |
|--|----------------------------|----------------------------|-----------------------------|----------------------------|-------------------------------|
| Net income (loss) | \$32,017 | \$23,862 | \$(41,998) | \$(3,057) | \$10,824 |
| Interest expense | 2,205 | 2,174 | 2,041 | 1,854 | 8,274 |
| Income tax expense | 10,108 | 7,554 | 10,053 | 671 | 28,386 |
| Depreciation and amortization | 5,329 | 5,680 | 5,691 | 5,808 | 22,508 |
| Share based compensation | 865 | 767 | 440 | 742 | 2,814 |
| Equity method investment gain | (910) | (832) | (381) | (257) | (2,380) |
| Impairment of long-lived assets and other | 21 | - | - | - | 21 |
| Goodwill Impairment | - | - | 73,755 | - | 73,755 |
| Professional service fees | - | - | - | 382 | 382 |
| Fair value of contingent consideration | 5,400 | 6,400 | 200 | 14,700 | 26,700 |
| Business acquisition costs | 15 | 15 | 15 | - | 45 |
| Executive transition costs | 843 | - | 2,857 | 306 | 4,006 |
| Restructuring and other costs | - | - | - | 613 | 613 |
| Unusual items costs | 1,639 | 34 | 408 | - | 2,081 |
| Adjusted EBITDA | \$57,532 | \$45,654 | \$53,081 | \$21,762 | \$178,029 |
| Total debt | | | | | \$297,114 |
| Cash and cash equivalents | | | | | 20,112 |
| Net debt | | | | | \$277,002 |
| Net debt leverage ratio² | | | | | 1.6x |

RECONCILIATION OF SELECTED GAAP TO NON-GAAP MEASURES

FOR THE QUARTERS ENDED MARCH 31, 2025 AND 2024

| Quarter Ended March 31, 2025 (in thousands, except per share amounts) | Operating Income | Net Income | Basic and Diluted EPS |
|---|------------------|----------------|-----------------------|
| Reported GAAP Results | \$(747) | \$(3,057) | \$(0.14) |
| Fair value of contingent consideration | 14,700 | 9,937 | 0.46 |
| Executive transition costs | 306 | 207 | 0.01 |
| Professional service fees | 382 | 258 | 0.01 |
| Restructuring and other costs | 613 | 414 | 0.02 |
| Adjusted Non-GAAP Results | \$15,254 | \$7,759 | \$0.36 |

| Quarter Ended March 31, 2024 (in thousands, except per share amounts) | Operating Income | Net Income | Basic and Diluted EPS |
|---|------------------|-----------------|-----------------------|
| Reported GAAP Results | \$28,917 | \$20,584 | \$0.92 |
| Impairment of long-lived assets and other | 116 | 89 | - |
| Fair value of contingent consideration | 4,100 | 3,145 | 0.14 |
| Business acquisition costs | 71 | 55 | - |
| Executive transition costs | 375 | 288 | 0.01 |
| Adjusted Non-GAAP Results | \$33,579 | \$24,161 | \$1.07 |

RECONCILIATION OF SELECTED GAAP TO NON-GAAP MEASURES

RECONCILIATION OF NET INCOME TO ADJUSTED EBITDA

| (\$ in thousands) | Quarter Ended 3/31/2025 | Quarter Ended 3/31/2024 |
|---|----------------------------|----------------------------|
| Net income (loss) | \$(3,057) | \$20,584 |
| Interest expense | 1,854 | 2,019 |
| Income tax expense | 671 | 6,262 |
| Depreciation and amortization | 5,808 | 5,289 |
| Share based compensation | 742 | 1,116 |
| Equity method investment loss (gain) | (257) | 296 |
| Fair value of contingent consideration | 14,700 | 4,100 |
| Executive transition costs | 306 | 375 |
| Professional service fees | 382 | - |
| Impairment of long-lived assets and other | - | 116 |
| Business acquisition costs | - | 71 |
| Restructuring and other costs | 613 | - |
| Adjusted EBITDA | \$21,762 | \$40,228 |

DESCRIPTION OF NON-GAAP ITEMS

- Fair value of contingent consideration relates to the quarterly adjustment of the contingent consideration liability related to the acquisition of Penelope Bourbon LLC. It is included in the Condensed Consolidated Statement of Income as a component of operating income and relates to the Branded Spirits segment.
- The executive transition costs are included in the Condensed Consolidated Statement of Income within the selling, general, and administrative line item. The adjustment includes costs related to the transition of certain executive positions.
- The professional services fees are included in the Condensed Consolidated Statement of Income within the selling, general, and administrative line item. The adjustment includes costs related to professional services in conjunction with the goodwill impairment valuation and other special projects.
- Business acquisition costs are included in the Condensed Consolidated Statement of Income within the selling, general, and administrative line item and include transaction and integration costs associated with the various acquisitions and mergers.
- The restructuring and other costs are included in the Condensed Consolidated Statement of Income within the selling, general, and administrative line item. The adjustment includes special one-time severance costs related to the reduction in force that occurred during the period.
- The impairment of long-lived assets and other relates to impairments of assets as well as miscellaneous expenses in connection with the closure of the Atchison distillery. Impairment of long-lived assets and other are included in the Condensed Consolidated Statement of Income as a component of operating income and relates to the Distilling Solutions segment.
- Business acquisition costs are included in the Condensed Consolidated Statement of Income within the selling, general, and administrative line item and include transaction and integration costs associated with the acquisition of Penelope Bourbon LLC.