



INVESTOR PRESENTATION

June 2021



Create Exceptional™

FORWARD LOOKING STATEMENTS

Certain of the comments made in this presentation and in the question and answer session that follows may contain forward-looking statements in relation to operations, financial condition and operating results of MGP Ingredients, Inc. and such statements involve a number of risks and uncertainties. Forward looking statements are usually identified by or are associated with such words as “intend,” “plan,” “believe,” “estimate,” “expect,” “anticipate,” “hopeful,” “should,” “may,” “will,” “could,” “encouraged,” “opportunities,” “potential,” and/or the negatives or variations of these terms or similar terminology.

These statements reflect management’s current beliefs and estimates of future economic circumstances, industry conditions, Company performance, and Company financial results and are not guarantees of future performance. All such forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Important factors that could cause actual results to differ materially from our expectations include, among others: (i) the ability to realize the anticipated benefits of the acquisition of Luxco; (ii) the ability to successfully integrate the businesses; (iii) disruption from the acquisition of Luxco making it more difficult to maintain business and operational relationships; and (iv) significant transaction costs and unknown liabilities. Additional factors that could cause results to differ materially include, among others, (i) disruptions in operations at our Atchison facility, our Indiana facility, or any Luxco facility, (ii) the availability and cost of grain and flour, and fluctuations in energy costs, (iii) the effectiveness of our grain purchasing program to mitigate our exposure to commodity price fluctuations, (iv) the effectiveness or execution of our strategic plan, (v) potential adverse effects to operations and our system of internal controls related to the loss of key management personnel, (vi) the competitive environment and related market conditions, (vii) the impact of the COVID-19 pandemic, (viii) the ability to effectively pass raw material price increases on to customers, (ix) our ability to maintain compliance with all applicable loan agreement covenants, (x) our ability to realize operating efficiencies, (xi) actions of governments, and (xii) consumer tastes and preferences.

For further information on these and other risks and uncertainties that may affect our business, including risks specific to our Distillery Products and Ingredient Solutions segments, see Item 1A. Risk Factors of our Annual Report on Form 10-Q for the quarter ended March 31, 2021.

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, MGP has disclosed adjusted operating income, adjusted income before taxes, adjusted net income, adjusted MGP earnings, and basic and diluted adjusted earnings per share. The presentation of non-GAAP financial measures should be reviewed in conjunction with operating income, income before taxes, net income, net income attributable to common shareholders and basic and diluted earnings per share computed in accordance with U.S. GAAP and should not be considered a substitute for these GAAP measures. The non-GAAP adjustments referenced in the section entitled “Reconciliation of Selected GAAP Measures to Non-GAAP Measures,” take into account the impacts of items that are not necessarily ongoing in nature and/or predictive of the Company’s operating trends. We believe that these 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 schedules attached at the end of the presentation provide a full reconciliation of these non-GAAP financial measures to their most directly comparable U.S. GAAP financial measure.

MISSION STATEMENT

Secure our future by consistently delivering superior financial results by more fully participating in all levels of the alcohol and food ingredients segments for the betterment of our shareholders, employees, partners, consumers and communities.



MGP OVERVIEW¹

MGP has a portfolio of highly attractive business units centered around its historic core

DISTILLERY PRODUCTS

Sales: \$294MM
(54% of Total)
GP Margin: 22%



- Leading supplier of distilled spirits, facilitating the creation of bourbons, rye whiskeys, distilled gins and vodkas
- Continued strategic position within MGP as legacy producer of food grade alcohol
- Capacity and capability provide key competitive advantage
- Shifting business mix towards higher margin opportunities as a supplier to our increasingly diverse range of customers
- Becoming a “solutions provider” to our customers

BRANDED SPIRITS

Adj. Sales: \$186MM
(34% of Total)
Adj. GP Margin: 35%



- Attractive and growing portfolio of spirit brands in fastest growing categories
- A natural evolution to leverage MGP’s expertise in production to target the highly attractive branded spirits market
- Combination with Luxco provides step change in scale and a platform
- Diversified standard and value portfolio positioned at affordable price points and provides stable cash flows
- Award winning premium and super premium brands offer a significant long-term upside

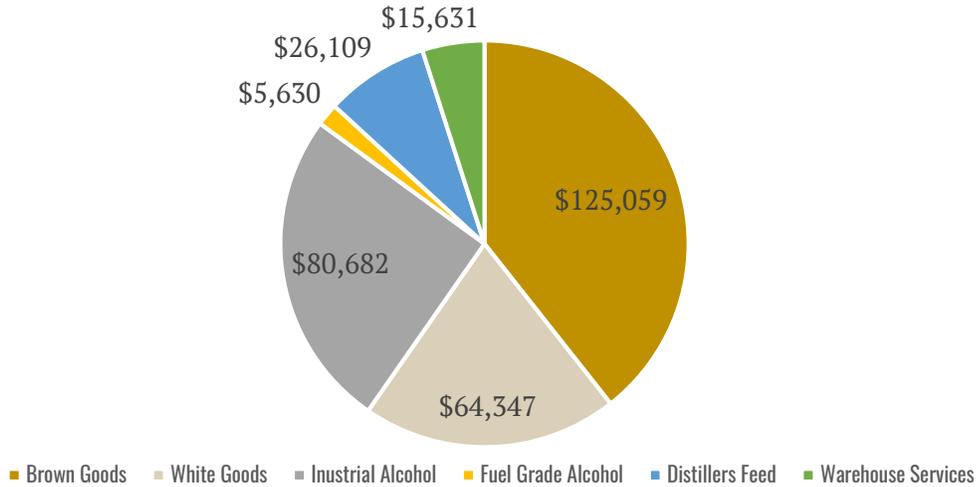
INGREDIENT SOLUTIONS

Sales: \$66MM
(12% of Total)
GP Margin: 16%

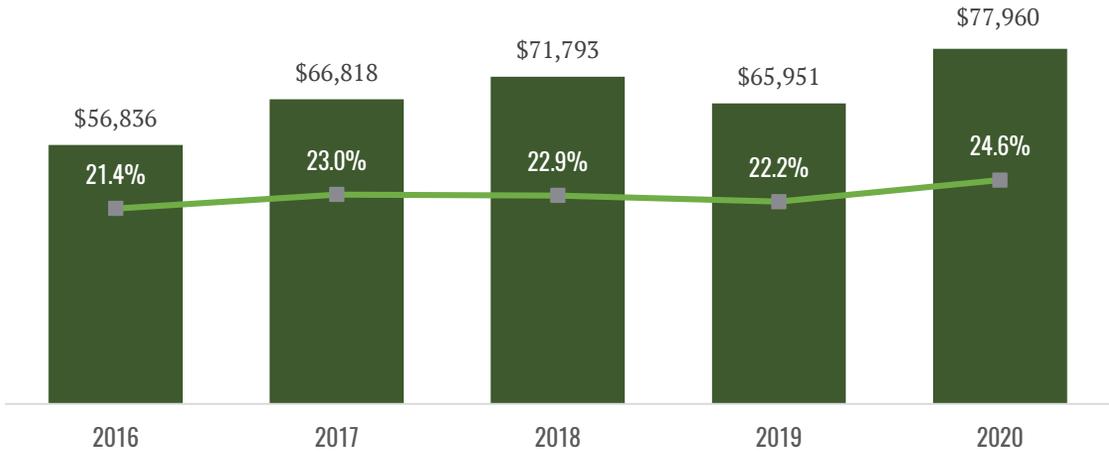


- Largest U.S. supplier of specialty wheat proteins and starches
- Rapidly growing category with significant long-term upside
- Aligned with several important consumer trends (e.g. clean label, better for you)
- Particular focus on specialty starches and proteins
- MGP’s history affords unique know-how in the specialty ingredient category and we are widely regarded as experts in the industry

2020 Revenue by Product Line



Historical Gross Profit and Margin (%)



Note: The above amounts may not foot due to rounding and sourced alcohol financials include branded spirits

DISTILLERY PRODUCTS

MGP IS A LEADING SUPPLIER OF ALCOHOL SOLUTIONS TO THIRD PARTIES

Products consist of the following:

- **Brown Goods:** Premium bourbon and rye whiskeys sold as aged whiskey or unaged new distillate, which is then aged by customers from two to four years
- **White Goods:** Primarily grain neutral spirits (“GNS”), including vodka and gin
- **Industrial Alcohol:** Used as an ingredient in foods, personal care products, cleaning solutions, pharmaceuticals, and other products
- **Fuel Grade Alcohol:** Sold primarily for blending with gasoline to increase the octane and oxygen levels
- **Distillers Feed and Related Co-Products:** Primarily dried mash and corn oil sold to processors of animal feeds
- **Warehouse Services:** Services related primarily to customer storage of Brown Goods product for aging
- Diversified customer base supporting over 300 new distillate and aged customers
- Compete on product innovation, product characteristics, functionality, price, service, and quality factors, like flavor

Atchison, KS Operations

- Company HQ
- Distillery
 - Largest supplier of distilled gin
 - Grain Neutral Spirits/Vodka
 - Industrial alcohol
- Research & Development

Lawrenceburg, IN Operations

- Distillery
 - Top-5 American Whiskey producer
 - Largest supplier of rye whiskey
 - Bourbon
 - Gin & Grain Neutral Spirits/Vodka
- Whiskey aging warehouses
- Research & Development

AGED WHISKEY CUSTOMER ECONOMIC BENEFITS

- Shortens timeline to cash flow
- Brand launches can occur in weeks rather than years
- Reduces working capital investment
- No need to build additional distillation capacity or warehouses
- Enables M&A-related growth and brand expansion
- MGP provides a reliable long-term supply chain solution

DISTILLERY PRODUCTS

MGP'S UNIQUE EXPERTISE POSITIONS US AS THE PREFERRED PARTNER TO OUR CUSTOMERS

Scale provides competitive pricing

Capacity supports long-term growth

Capabilities to meet diverse customer needs - Standard & custom mash bills; Blending

Flexibility to shift between various offerings

Library of different mash bills and ages

Broad base of premium beverage offerings

◀ **Leveraging aged whiskey** to retain and attract new customers

Partnership approach to our core business

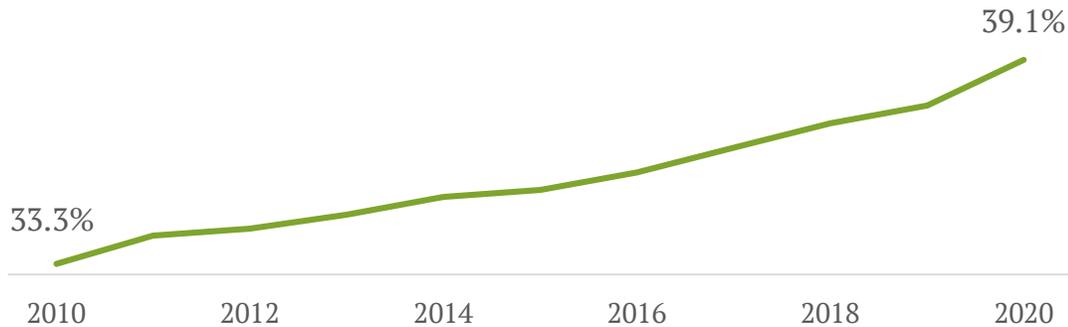
DISTILLERY PRODUCTS



MGP IS WELL POSITIONED TO CONTINUE BENEFITTING FROM GROWTH IN U.S. SPIRITS – PRIMARILY AMERICAN WHISKEY

U.S. Spirits Continue To Gain Share Of Total Beverage Alcohol

U.S. Spirits Market Share - Revenue



- Total distilled spirits have experienced 11 straight years of market share gains in the U.S.
 - 2020 volume up 5.3% to 251M cases
 - 2020 revenues up 7.7% to \$31B
- Premiumization trends across categories continued to drive U.S. volume growth for high end and super premium brands in 2020
 - Super Premium American Whiskey +17.4%
 - Rye Whiskey +16.3%
 - Super Premium Gin +8.4%

Growth of American Whiskey Continues To Outperform

5-year U.S. American Whiskey Volume CAGR Remains Robust



- 2020 volume was up 7.0% to 28.4M cases, revenues up 8.2% to \$4.3B
- Historical length of trends in the U.S. indicates sustainable growth opportunities
- Significant headroom for additional American Whiskey growth in the U.S.

9-LTR Case Volume	1970	2010	2020
American Whiskey	35.6M	15.3M	28.4M
Vodka	18.8M	62.1M	76.9M
Tequila	0.4M	11.6M	22.2M

Amer. Whiskey Metrics	1970	2010	2020
9-LTR Case Volume	35.6M	15.3M	28.4M
Per Capita Consumption	0.69	0.16	0.28
LDA Population	122M	221M	244M
Share of TDS	22.8%	8.0%	11.3%

DISTILLERY PRODUCTS



MGP HAS IDENTIFIED FIVE STRATEGIES TO CONTINUE DELIVERING LONG-TERM GROWTH WITHIN THE DISTILLERY PRODUCTS SEGMENT

Distillery Products Growth Strategy

1. Focused Migration Away From Industrial Alcohol To White Beverage Alcohol
2. Continue Cultivating Multi-national And Craft Customers For Brown Goods Sales
3. Enhance Offerings To Become A “Solutions Provider”
4. Develop Export Market For Aged Brown Goods
5. Attract Control Label Customers To Boost Overall Brown Goods Growth

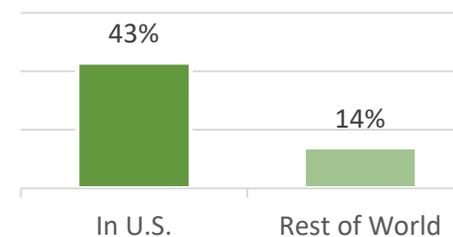
Distillery Products Gross Profit Ladder



American Whiskey is Underdeveloped Outside U.S.

- Despite current tariffs, exports expected to be a key driver of long-term growth, particularly in the European Union

American Whiskey S.O.M. of Total Whiskey



Total American Whiskey Exports (\$996MM)



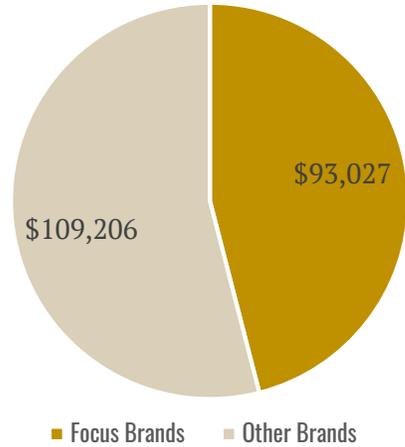
Note: Data sourced from Distilled Spirits Council, USITC Dataweb and Impact.

BRANDED SPIRITS



WITH THE ACQUISITION OF LUXCO, MGP HAS AN ESTABLISHED PORTFOLIO WITH A FOCUS ON GROWING HIGH POTENTIAL, HIGH MARGIN FOCUS BRANDS

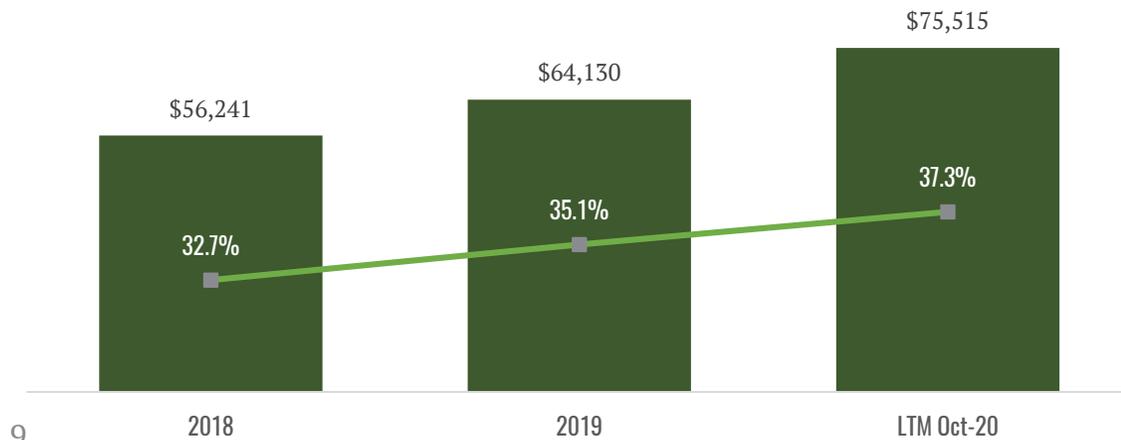
LTM Oct 2020 Revenue by Product Line



Focus Brands



Historical Gross Profit and Margin (%)



Select Other Brands



All figures in thousands

BRANDED SPIRITS



MGP'S PLATFORM INCLUDES EXTENSIVE OPERATIONAL CAPABILITIES AND A COMPREHENSIVE NATIONAL SALES FOOTPRINT

Operational Capabilities

3
Distilleries



Limestone Distillery
Lebanon, KY



Lux Row Distillery
Bardstown, KY



DGL Distillery (JV)
Arandas, Mexico

+

3
Other Facilities¹



Bottling & Distribution
St. Louis, MO



Bottling
Cleveland, OH



Bottling & Blending
Northern Ireland

Distilleries
Extensive operational capacity with plans in place to increase production in 2021

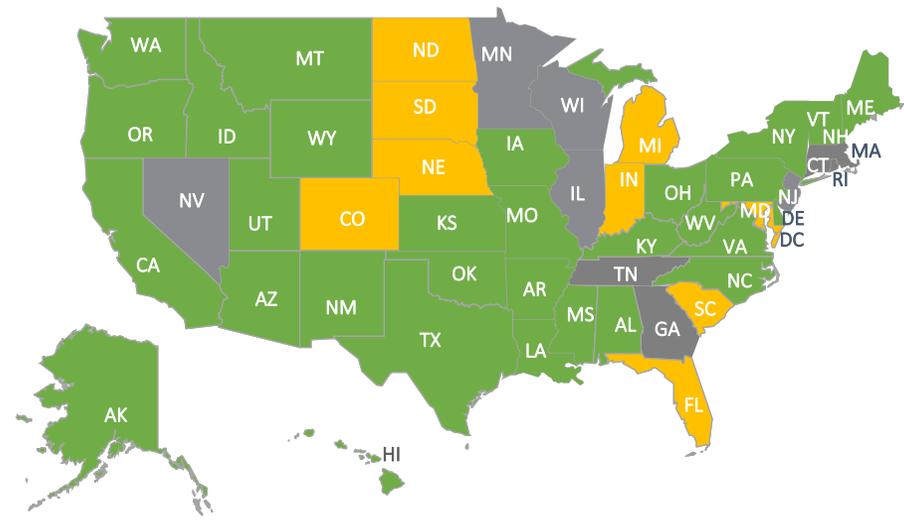
Bottling / Blending
Various bottling lines with cream, spirits and RTD processing capabilities

Distribution Center
210,000 square feet with customs bond space in St. Louis

National Sales Platform

- Sales / Distributor representation in every state across the United States and a dedicated international sales team
- Dedicated sales and marketing team of 43 spanning from coast to coast with decades of experience in the liquor industry
- Strong relationships with all major US distributors

NATIONAL DISTRIBUTOR ALIGNMENT



SGWS: 31 Markets RNC: 9 Markets All Others: 10 Markets

BRANDED SPIRITS



MGP'S BRANDED SPIRITS CONTINUE TO FOCUS AND INNOVATE WITHIN U.S. SPIRITS GROWTH – PRIMARILY HIGH-END AMERICAN WHISKEY, TEQUILA & GIN

Growth across spirits categories continues to outperform in the High-End

Recent innovation launches are designed to capitalize on fastest growing price segments

AMERICAN WHISKEY	9L Case Volume	52 Weeks Trend	TEQUILA	9L Case Volume	52 Weeks Trend
Ultra Premium	900,236	+53%	Ultra Premium	571,251	+84%
Super Premium	3,869,518	+30%	Super Premium	1,338,101	+56%
Premium	4,548,232	+16%	Premium	2,562,952	+45%
Mid	5,869,205	+5%	Mid	2,472,850	+9%
Value	858,420	-5%	Value	464,969	+27%

GIN	9L Case Volume	52 Weeks Trend	IRISH WHISKEY	9L Case Volume	52 Weeks Trend
Ultra Premium	134,256	+73%	Ultra Premium	62,807	+40%
Super Premium	357,557	+40%	Super Premium	96,980	+23%
Premium	1,492,883	+18%	Premium	1,686,931	+18%
Mid	1,252,157	+3%	Mid	127,947	+3%
Value	403,314	-5%	Value	100	+19%

Ezra Brooks
99 Proof
SRP: \$24.99
Jan '21

Dos Primos
Blanco
SRP: \$44.99
Jan '21

Daviess County
Straight Bourbon
SRP: \$39.99
Jan '20

Bowling & Burch
Gin
SRP: \$39.99
Jan '20



BRANDED SPIRITS



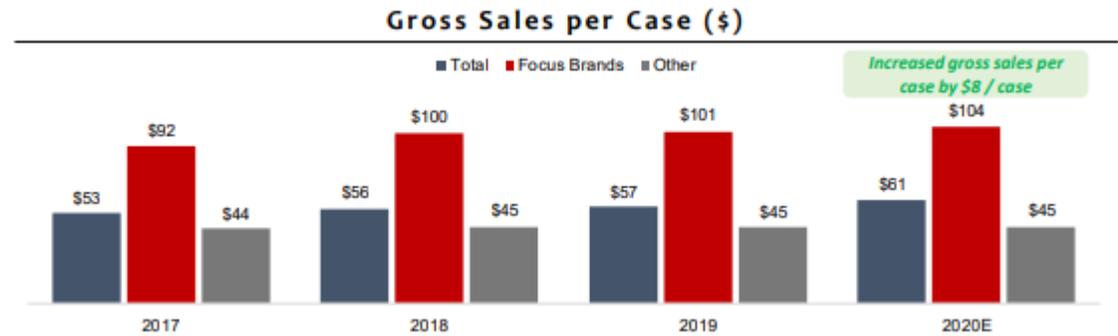
WE'VE IDENTIFIED FIVE STRATEGIES TO CONTINUE DELIVERING LONG-TERM GROWTH WITHIN THE BRANDED SPIRITS SEGMENT

Branded Spirits Growth Strategy

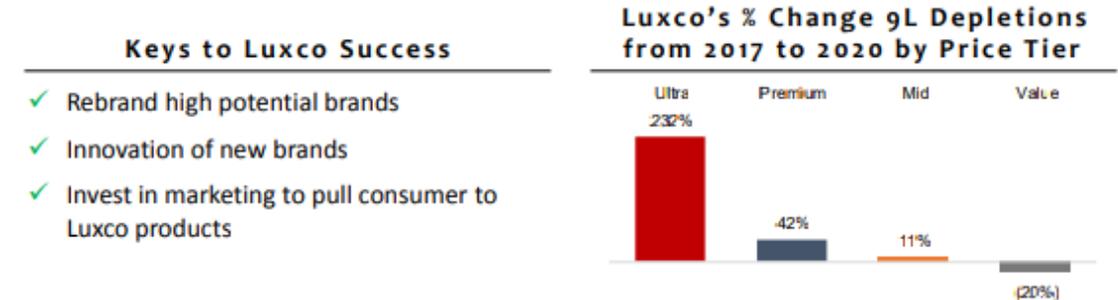
1. Continued Premiumization of the Portfolio
2. Commit To Making Necessary Investments To Support Our Efforts
3. Focus On Key Brands With Greatest Volume And Profit Potential
4. Scale Portfolio in New Channels: E-Commerce And International
5. Continue To Innovate



Luxco has shifted from volume growth to value growth



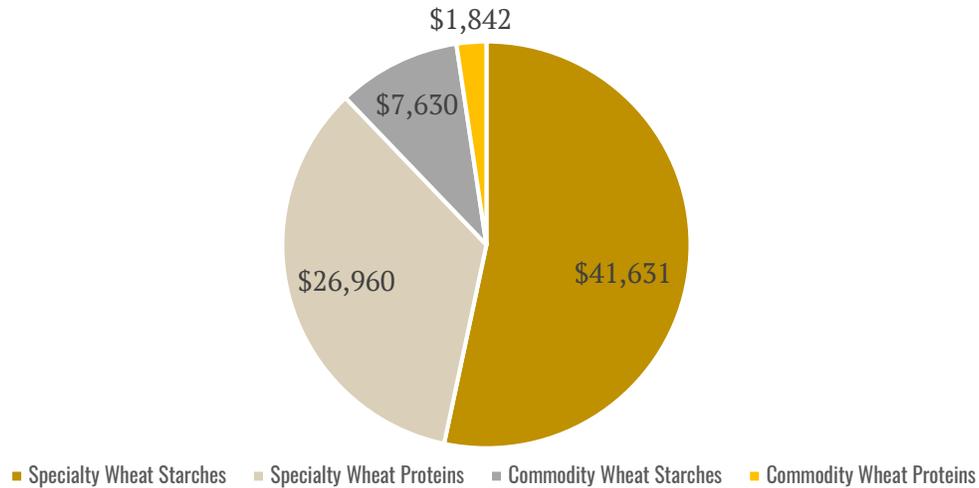
Invest in premium and ultra-premium price points



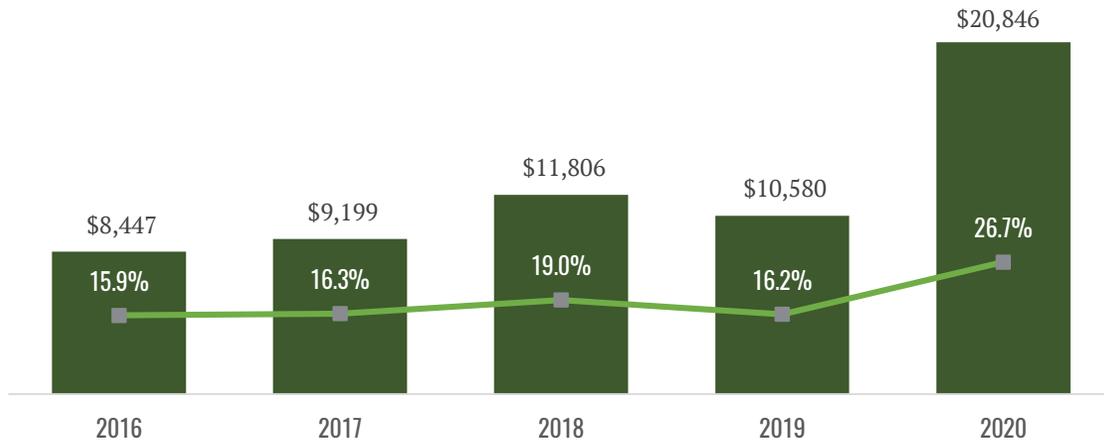
PRODUCT	PRICE	PLACE	PROMOTION
<ul style="list-style-type: none"> • Drive awareness on the right brands in growth categories 	<ul style="list-style-type: none"> • Adhere to pricing guidelines and establish brands for long-term growth and profitability 	<ul style="list-style-type: none"> • Expand distribution in the right accounts and leverage marketing support 	<ul style="list-style-type: none"> • Utilize marketing materials and educate consumers about our great brands

Note: Data sourced from Distilled Spirits Council, USITC Dataweb and Impact.

2020 Revenue by Product Line



Historical Gross Profit and Margin (%)



INGREDIENTS SOLUTIONS

MGP IS A LEADING SUPPLIER OF SPECIALTY WHEAT STARCHES & PROTEINS

- Products consist of the following:
 - **Specialty Wheat Starches:** Premium wheat starches sold to food processors and distributors, a substantial portion of which is altered for special applications such as improving tastes and textures or improving the nutritional profile
 - **Specialty Wheat Proteins:** Derived from vital wheat gluten for food applications; competes with other ingredients and modified proteins, primarily soy protein
 - **Commodity Wheat Starches:** Non-specialized product with non-food and food applications, which primarily competes with corn starch
 - **Commodity Wheat Proteins:** Also known as vital wheat gluten, this product represents a free-flowing light tan powder, containing 70 – 80% protein, which is used by bakeries and food processors to improve the nutritional content, texture, strength, shape, and other aspects of their product
- Compete on product innovation, product characteristics, price, name, color, flavor, or other properties that affect how the ingredient is being used



INGREDIENTS SOLUTIONS

MGP IS A LEADER IN PROVIDING INGREDIENT SOLUTIONS

- MGP is a global provider of specialty starches and proteins
- MGP is the largest producer of wheat starches in the U.S.
- MGP is the largest producer of specialty wheat proteins in the U.S.
- MGP holds the number one market position in fiber from wheat starches
- MGP is viewed as a market leader and innovator across the industry
- MGP is viewed as a market expert in texturizing plant proteins
- The MGP team is highly skilled and known as experts in the food industry

INGREDIENTS SOLUTIONS

MGP IS STRONGLY POSITIONED TO SERVE GROWING SPECIALTY PLANT-BASED MARKETS

- Plant-based new product launches up 65% since 2012¹
 - Global sales of alternative meats expected to reach \$100B in the next decade²
 - 16% of U.S. consumers eat “meatless” once per week¹
 - Meat substitute products introduced in the U.S. have increased 84% since 2015¹
- 85% of consumers regard dietary fiber as a healthy component to their food³
 - Starches used for fiber are expected to grow in volume by a CAGR of 6.7% over the next 5 years⁴
- New product launches with non-GMO claims are up 10.2% since 2015¹

¹Mintel

²CFRA from Sosland Publishing

³Foodinsight.org from Sosland Publishing

⁴QYResearch, 2019

INGREDIENTS SOLUTIONS

MGP HAS IDENTIFIED FIVE STRATEGIES TO CONTINUE DELIVERING LONG-TERM GROWTH WITHIN THE INGREDIENTS SOLUTIONS SEGMENT

Ingredients Solutions Growth Strategy

1. Aggressively expand market share of Fibersym And Arise brand platforms
2. Opportunistically expand Textured Plant Proteins under ProTerra brand
3. Maximize the value of clean label commodity starches
4. Optimize customer, market and channel to drive additional profitability
5. Develop a new M&A focus

What Nutrients Do Consumers See As “Healthy”?

- 85%** Dietary Fiber in Diet- #1
- 84%** Vitamin D
- 81%** Whole Grains
- 72%** Protein from Plant Sources
- 70%** Omega-3 Fatty Acids



Healthfulness Among U.S. Consumers

Year	Plant Protein	Animal Protein
2017	4 th	9 th
2018	4 th	8 th
2019	3 rd	10 th
2020	3 rd	9 th

Source: Foodinsight.ORG; International Food Information Council (IFIC) Foundation.



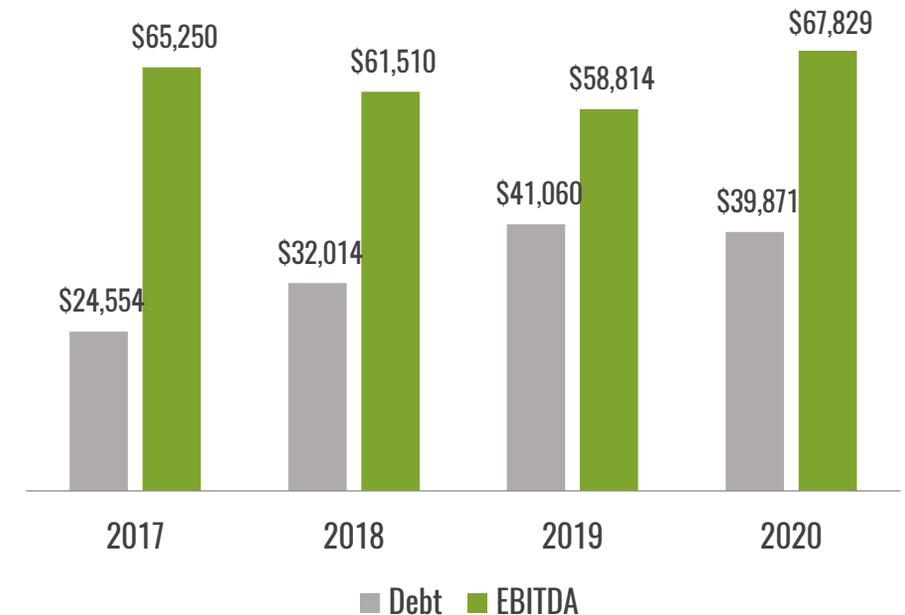
A CULTURE OF CONTINUOUS IMPROVEMENT

- Improving throughput while maintaining consistency of high quality products
- Managing commodity cost risks
 - Formula-driven pricing
 - Locking in margins
 - Passing through significant swings in cost
- Continued focus on safety initiative – Safety Up
- BRC audit Grade AA ratings (highest rating) at all facilities
- Ongoing sustainability efforts
 - 100% of electricity sourced from renewable wind energy
- MGP University: Developing the talent to support our growth
- Launching MGP “House of Zero Loss” operational excellence initiative

STRONG BALANCE SHEET AND CASH FLOWS PROVIDE INVESTMENT FOR GROWTH

- Evaluating M&A opportunities
- Maintaining a broad offering of aging whiskey inventory
- Supporting new distillate growth with adequate barrel warehouse capacity
- Enhancing production capabilities
- Attracting, developing and retaining talent
- Returning funds to shareholders - quarterly dividend of \$0.12 per share
- Excellent access to capital – recently amended credit agreement provides greater access to capital, improved flexibility and reduced rate risk

2020 YE Debt to EBITDA ratio of 0.59



Note: See 8-K dated May 20, 2021 for full description of credit agreement

Note: Calculations as of year-end. See Appendix for GAAP to Non-GAAP Reconciliation

Q1 2021 FINANCIAL RESULTS



Q1 SALES WERE UP 9.3% WITH DOUBLE DIGIT GROWTH IN DISTILLERY PRODUCTS

Consolidated Sales

(quarter ended 3/31/21)

	<u>\$MM</u>	<u>Fav / (Unfav) vs Prior Year</u>	
		<u>\$MM</u>	<u>%</u>
Distillery Products	\$89.2	\$9.2	11.5%
Ingredient Solutions	19.1	0.1	0.3
MGP Ingredients	\$108.3	\$9.3	9.3%

Key Drivers

- Distillery Products growth primarily due increased sales of premium beverage alcohol, primarily due to higher aged whiskey sales.
- Ingredient Solutions increased slightly due to increased sales of commodity wheat starches

DOUBLE-DIGIT SALES PERCENTAGE GROWTH OF AGED WHISKEY DESPITE PANDEMIC UNCERTAINTY

Distillery Products Sales

(quarter ended 3/31/21)

		<u>Fav / (Unfav) vs Prior Year</u>	
	<u>\$MM</u>	<u>\$MM</u>	<u>%</u>
Brown Goods	\$43.4	\$14.3	49.3%
White Goods	<u>16.9</u>	<u>(0.1)</u>	(0.3)
Premium Beverage Alcohol	60.3	14.3	31.1
Industrial Alcohol	<u>17.3</u>	<u>(4.3)</u>	(19.8)
Food Grade Alcohol	77.6	10.0	14.8
Fuel Grade Alcohol	2.5	1.0	65.4
Distillers Feed	5.0	(2.0)	(28.9)
Warehouse Services	<u>4.1</u>	<u>0.2</u>	5.1
Total Distillery Products	\$89.2	\$9.2	11.5%

SALES GROWTH REMAINED CONSISTENT COMPARED TO PRIOR YEAR

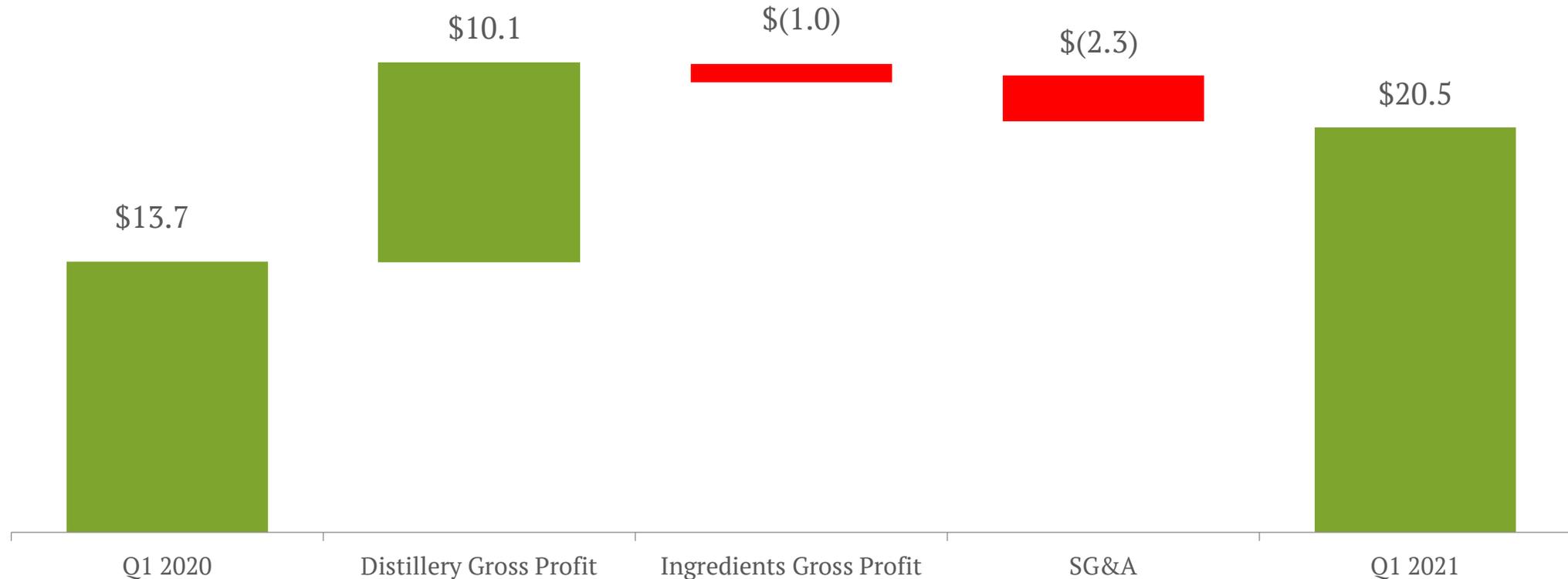
Ingredient Solutions Sales (quarter ended 3/31/21)

		<u>Fav / (Unfav) vs Prior Year</u>	
	<u>\$MM</u>	<u>\$MM</u>	<u>%</u>
Specialty wheat starches	\$10.2	\$0.0	0.1%
Specialty wheat proteins	6.1	(0.3)	(5.0)
Commodity wheat starches	2.3	0.4	21.6
Commodity wheat proteins	<u>0.6</u>	<u>(0.1)</u>	<u>(7.7)</u>
Total Ingredient Solutions	\$19.1	\$0.1	0.3%

OPERATING INCOME INCREASED DUE TO INCREASED GROSS PROFIT IN DISTILLERY PRODUCTS SEGMENT

Operating Income Drivers

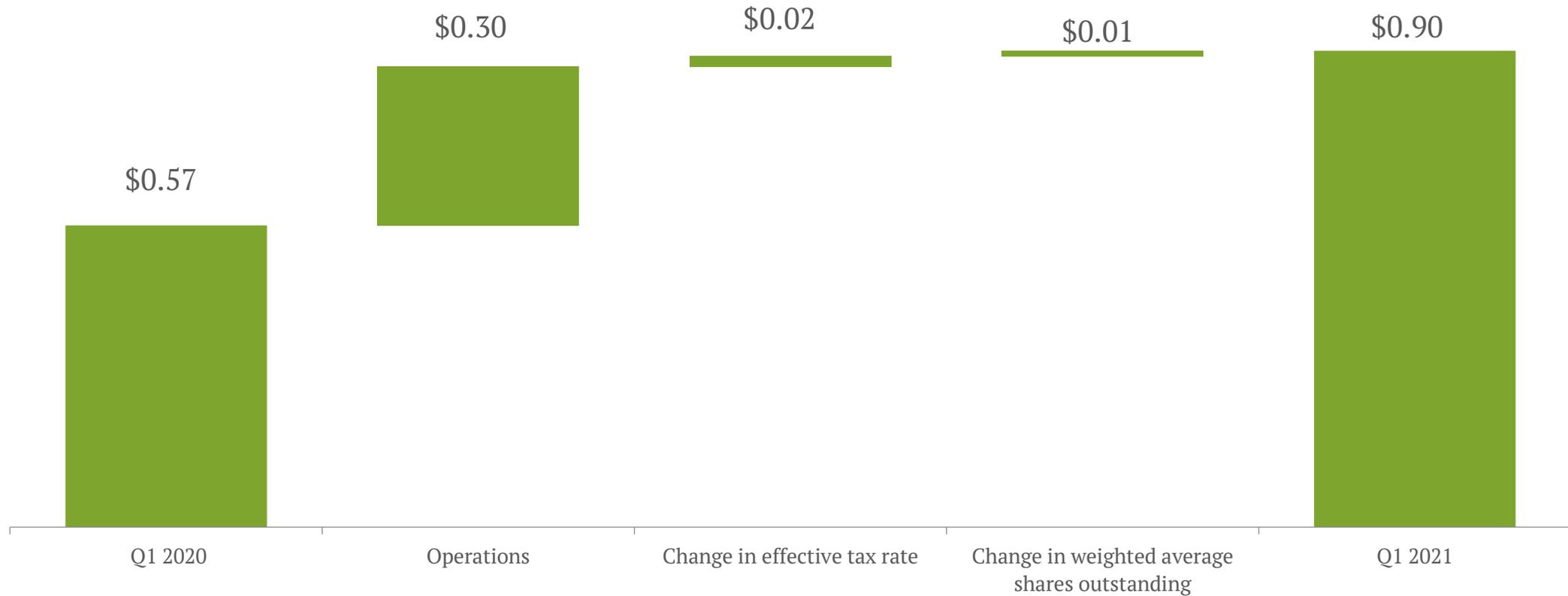
First Quarter 2020-21 (\$MM)



EPS REFLECTS STRONG PERFORMANCE IN OPERATIONS

Earnings Per Share Drivers

First Quarter 2020-21



APPENDIX



U.S. SPIRITS MARKET

9-Liter Cases (000s)

	2020 Volume	% Change
Total Distilled Spirits (TDS)	251,351	+5.3%
Total Whiskey	72,854	+5.1%
American Whiskey (Bourbon/Rye/Tennessee)	28,434	+7.0%
Super Premium	4,087	+17.4%
Rye	~1,400	+16.3%
Vodka	76,863	+3.7%
Super Premium	4,978	-2.9%
Gin	10,167	+4.2%
Super Premium	261	+8.4%

RECONCILIATION OF GAAP TO NON-GAAP – OPERATING INCOME

Reconciliation of GAAP to Non GAAP Measures

Operating Income

(Dollars in Thousands)

	Quarter Ended March 31,	
	2021	2020
Reported GAAP Operating Income	\$ 20,500	\$ 13,708
Adjusted to remove:		
Business acquisition costs (a)	1,890	-
CEO transition costs (b)	-	585
Adjusted Non-GAAP Operating Income	\$ 22,390	\$ 14,293

(a) The Business acquisition costs are included in Statement of Income within the Selling, general and administrative line item. The adjustment includes transaction and integration costs associated with the Luxco acquisition

(b) The CEO transition costs are included in Statement of Income within the Selling, general and administrative line item. The adjustment includes additional employee related costs in connection with the transition of CEOs.

RECONCILIATION OF GAAP TO NON-GAAP

Reconciliation of GAAP to Non GAAP Measures

EBITDA

(Dollars in Thousands)

	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>
Net Income	\$ 40,345	\$ 38,793	\$ 37,284	\$ 41,823
Interest	2,267	1,305	1,168	1,184
Taxes	12,256	7,144	11,696	10,935
Depreciation / Amortization	12,961	11,572	11,362	11,308
EBITDA	<u>\$ 67,829</u>	<u>\$ 58,814</u>	<u>\$ 61,510</u>	<u>\$ 65,250</u>
Total Debt (See Note 5 of 10-K)	\$ 39,871	\$ 41,060	\$ 32,014	\$ 24,554
Debt to EBITDA	0.59	0.70	0.52	0.38