



Globus Spirits Limited

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Dated : 07th May 2026

The National Stock Exchange of India Limited
Exchange Plaza, C-1, Block-G
BandraKurla Complex,
Bandra (E),
Mumbai – 400 051

The BSE Limited
PhirozeJeejeebhoy Towers
Dalal Street, Fort
Mumbai – 400 001

Sub: Presentation to be released before investors and Analysts:-

Ref: Scrip- EQ, Code: 533104

Dear Sir,

In terms of Regulation 30 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are attaching herewith a copy of the earnings presentation to be released before Investors & Analysts.

Kindly take note of the same & acknowledgement the receipt of the same.
Thanking You
Yours faithfully
for Globus Spirits Ltd.

Santosh Kumar Pattanayak
Company Secretary
ACS-18721

DŌAAB

TERAI

SNOSKI

OAKTON

**BROTHERS
& CO**





Globus Spirits

Investor Presentation Q4 & FY26



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A Transformed Consumer Centric Business



Ajay Swarup, Managing Director

Founder of the company, builder of manufacturing core. Provides long term strategic direction and stability.



Shekhar Swarup, CEO & Joint Managing Director

Architect of high-growth, high-margin consumer business. Steward of capital.



Paramjit Gill, CEO Consumer Business

Builder of the future profit engine. Creating brands, establishing distribution, deploying FMCG playbook (previously President Diageo, CEO ABD).

From Source to Sip: Globus Spirits Overview

Consumer Focus with a Strong Manufacturing Base:

- Established in 1993 with a focus on India's growing alcobev consumption across various categories and price points.
- Six manufacturing facilities and a fully integrated **"Grain to Glass"** business model, enabling innovation, efficiency and consistency.

38

Brands in Portfolio



3

Millionaire Brands



39%

Consumer Revenue Mix
(FY26)



~334 Mn Ltrs

Distillation Capacity



6

Operational Distilleries



~30 Mn Cases

Bottling Capacity

New Launches in FY26 & Q1 FY27:

TERAI Tequila, Globus Spirits Ryder, Dôaab 02 Single Malt Whisky, Terai Vodka, Mountain Oak Citrus Rum, Carib Strong Beer (Part of our JV with ANSA MCAL Ltd. i.e. Globus Ansa Pvt. Ltd.)

Performance of Key Segments in Q4FY26

Consumer - Prestige & Above (P&A)

Revenue	Sales Volume (cases)	EBITDA
Rs. 399 Mn	0.29 Mn	Rs. -50 Mn
▲ 34% YoY ▼ 11% QoQ	▲ 39% YoY ▼ 10% QoQ	▼ 38% YoY ▼ 148% QoQ

- ✓ QoQ volume degrowth on account of seasonality.
- ✓ In Q4 Delhi achieved 90% of Q4 FY25 volume, up from 60% in Q3 FY26 volume. To grow from here.
- ✓ 5 markets are >3 yo, 4 are profitable

Consumer - Regular & Others (R&O)

Revenue	Sales Volume (cases)	EBITDA
Rs. 2,244 Mn	3.97 Mn	Rs. 412 Mn
▲ 2% YoY ▼ 3% QoQ	Stable YoY ▼ 3% QoQ	▲ 8% YoY Stable QoQ

- ✓ Core markets of RJ and UP has shown growth. Balance markets one time rebasing of volumes- to grow from here

Manufacturing Segment

Revenue	Bulk Sales Volume	EBITDA
Rs. 3,677 Mn	42.99 Mn Ltrs	Rs. 358 Mn
▼ 9% YoY ▼ 17% QoQ	▼ 12% YoY ▼ 18% QoQ	▲ 175% YoY ▼ 8% QoQ

- ✓ Revenue lower due to reduced per unit price of ENA
- ✓ EBITDA per litre improved to Rs 8.30
- ✓ Capacity utilisation achieved 80% after adjusting for UP capacity startup.

Performance of Key Segments in FY26

Consumer - Prestige & Above (P&A)

Revenue	Sales Volume (cases)	EBITDA
Rs. 1,644 Mn	1.19 Mn	Rs. -94 Mn
▲ 27% YoY	▲ 31% YoY	▲ 42 % YoY

✓ Delhi bounced back to 82% of FY25 annual volume.

Consumer - Regular & Others (R&O)

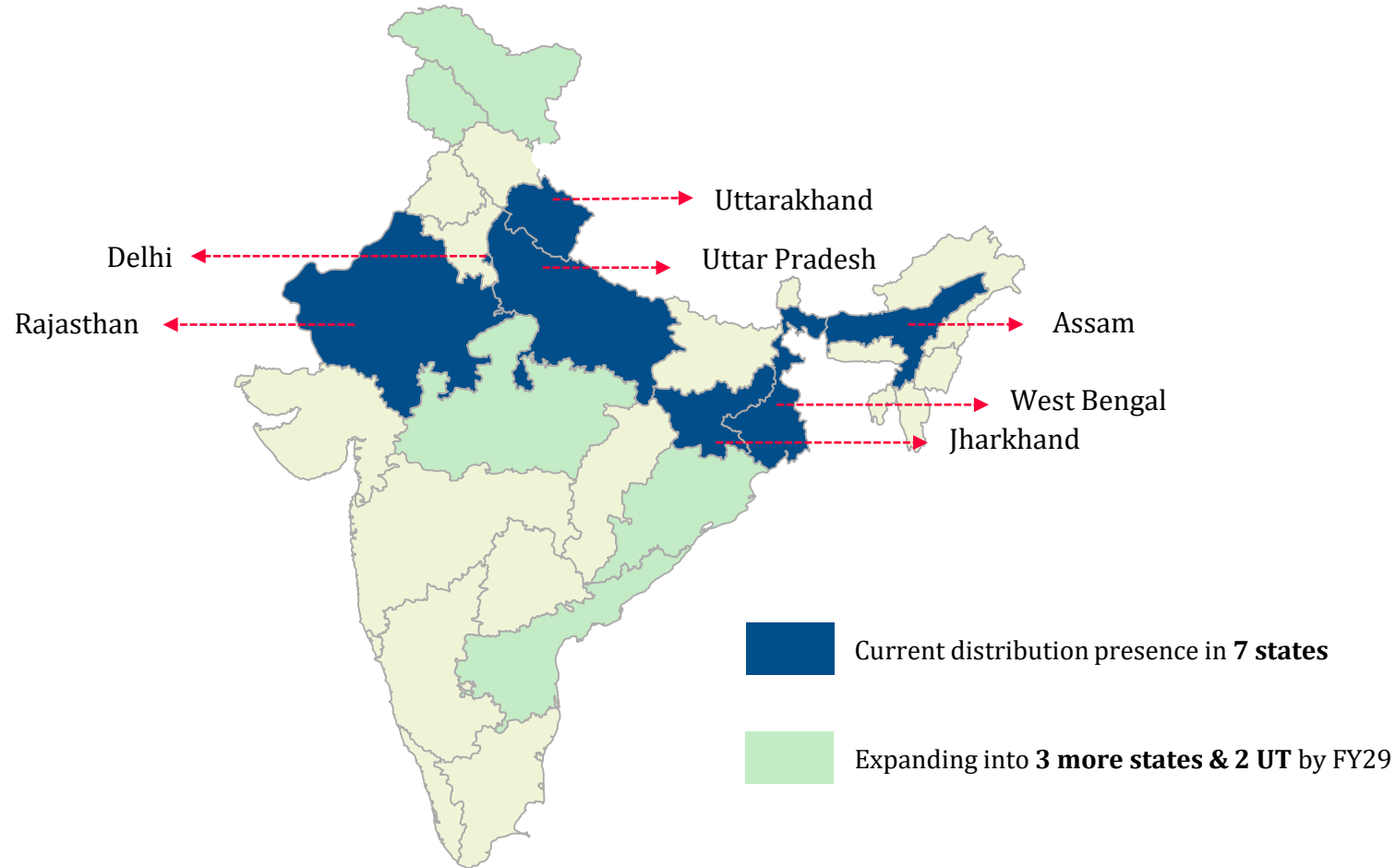
Revenue	Sales Volume (cases)	EBITDA
Rs. 8,997 Mn	15.70 Mn	Rs. 1,584 Mn
▲ 4% YoY	▼ 1% YoY	▲ 12 % YoY

✓ Core markets of RJ and UP grew. Balance markets saw one-time rebasing of volumes in FY26, to grow from here.

Manufacturing Segment

Revenue	Bulk Sales Volume	EBITDA
Rs. 16,440 Mn	199.59 Mn Ltrs	Rs. 1,238 Mn
▲ 7% YoY	▲ 6% YoY	▲ 230 % YoY

✓ EBITDA Growth – Rs. 2.0 in FY25 to Rs 6.2 Per Ltr in FY26
 ✓ Capacity utilisation at 80%

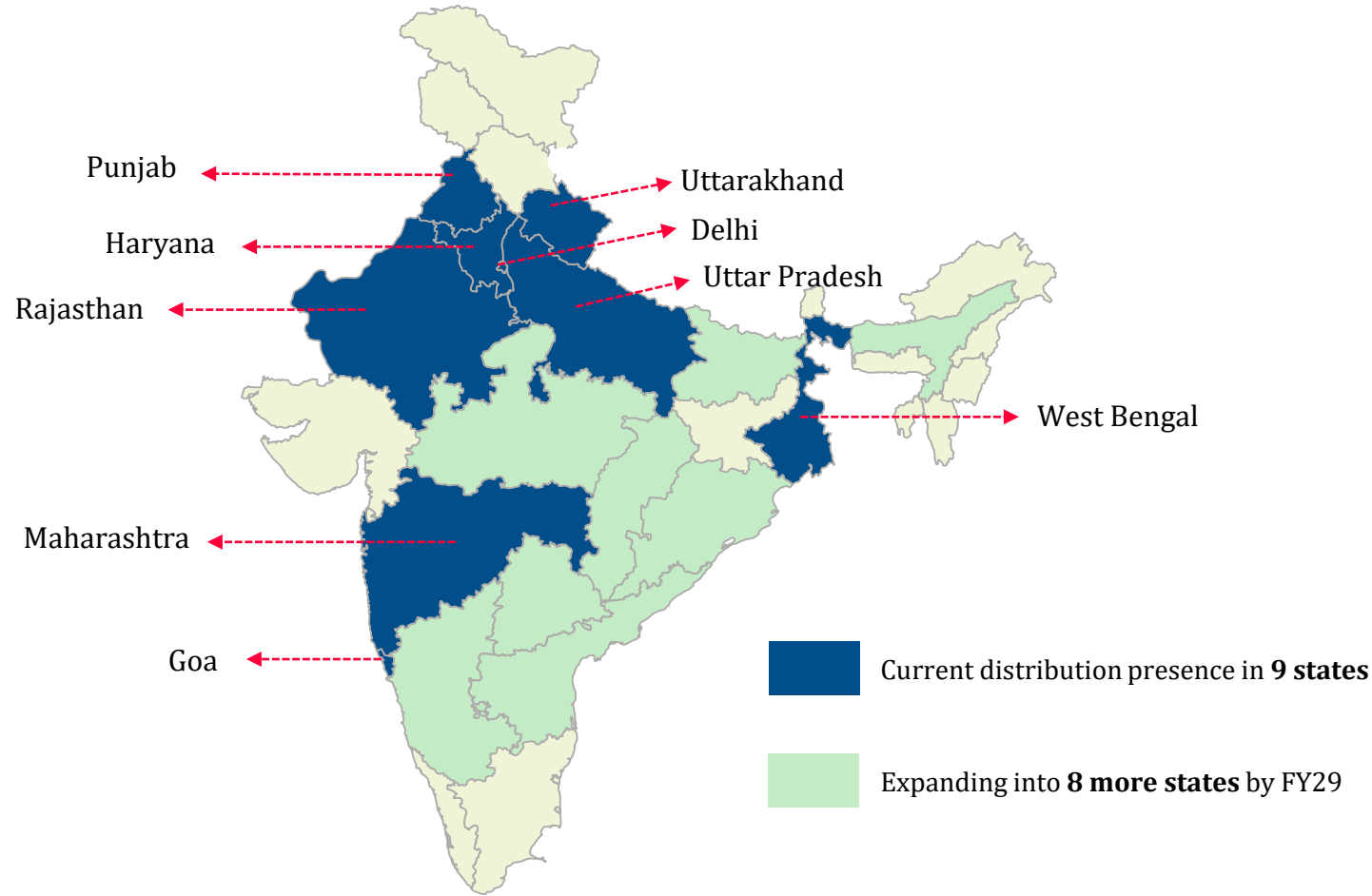


Business Footprint

Currently available in 7 states

- Geographical expansion across price points
- Efficient A&P investments

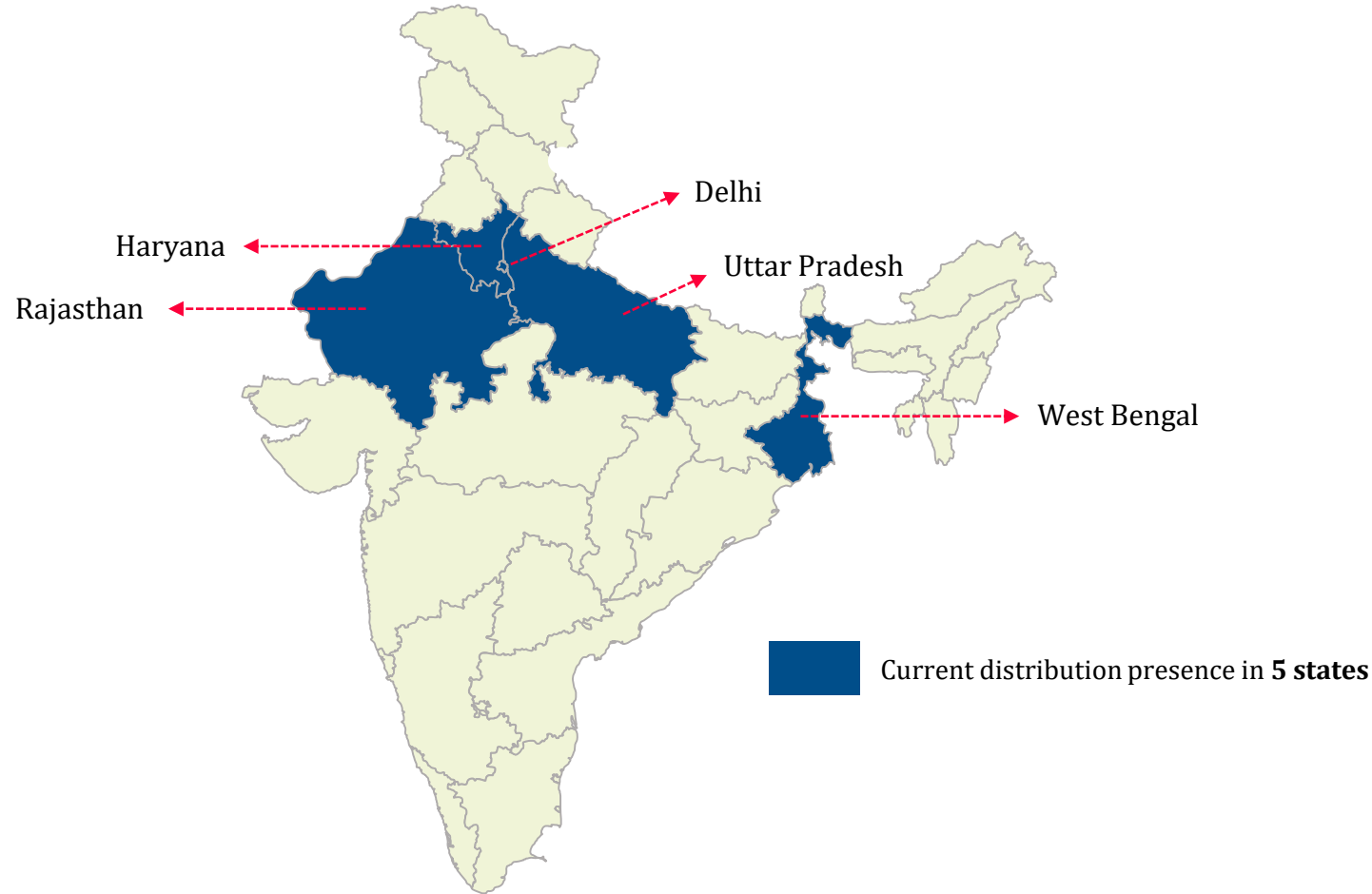
Luxury- Targeting High-end Customers (2/3)



Business Footprint

- Luxury segment offers brands of authentic provenance and intrinsic quality.
- Brands created with a focus on luxury packaging and consumer experience.
- Increase in in-house malt whisky maturation to help increase margin.





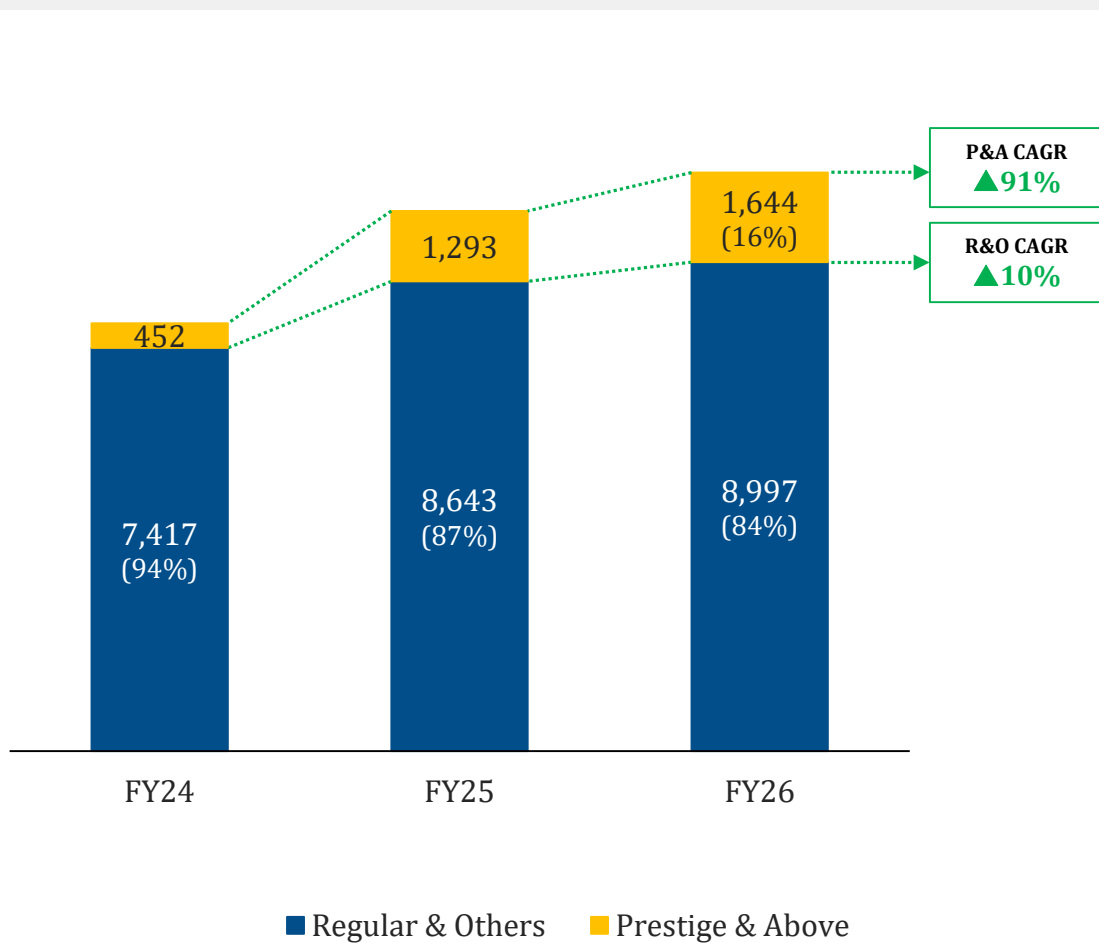
Business Footprint

- Rajasthan to remain at steady volume and margin
- Uttar Pradesh to drive next wave of growth
- Seeding presence in Delhi, Haryana, Rajasthan, Uttar Pradesh and West Bengal

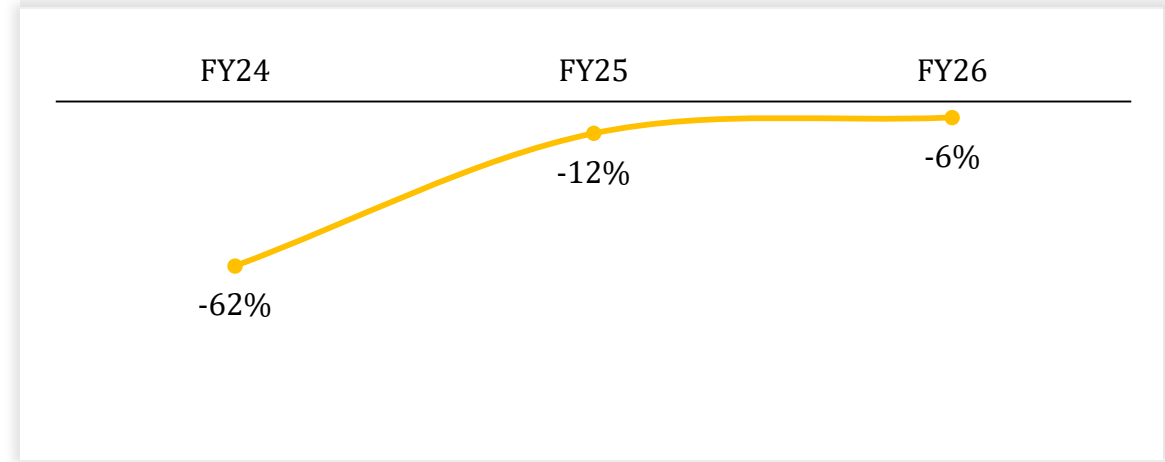


Consumer Business – Powering the Next Phase of Growth

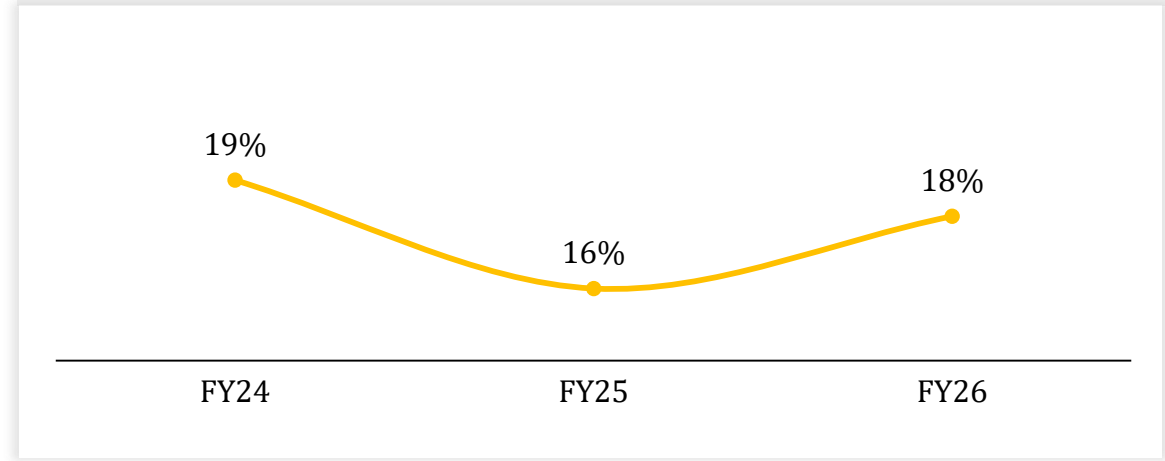
Transforming Consumer Revenue Mix (Rs. Mn)

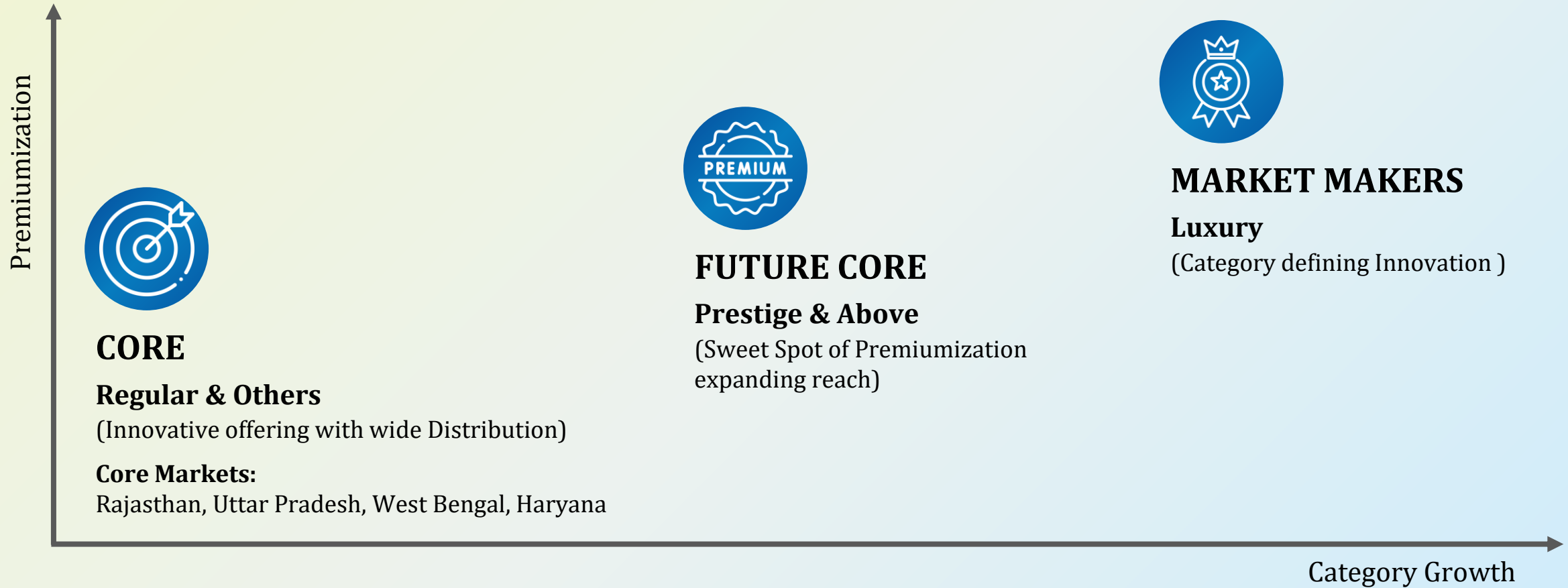


P&A - EBITDA Breakeven within reach



R&O - Delivering Industry Leading Margins





Driving volume and reach across India's most critical markets.

19 Brands

Rural & Urban India
Rajasthan, Uttar Pradesh,
West Bengal, Haryana

High Volume & Spread

Extensive Distribution
Deep Market Penetration

Competitive Edge

8 brands launched in
Q1FY27 to grow R&O



Shahi Nimbu & Shola Shabnam



Heer Ranjha



White Lace Vodka



Ghoomar



Shahi Gold CL-180



White Lace - Jamun



Globus Ryder & Globus Lite

The sweet spot of premiumization — investing today for tomorrow's growth.

13 Brands

Expanding distribution width beyond core states

Higher Per-Unit Contribution

Capturing greater value at every point of sale

Investing for Growth

Targeted spend to accelerate premiumization momentum



Brothers & Co



SNOSKI - Vodka



Category Defining Innovation

**Category-Defining
Innovations**

**High Off-Trade
Performance**

Well Positioned in
Retail & Premium Channels

**Shaping consumer culture in the luxury
segment**



Recognized with 34 Prestigious Awards & Accolades



**DÔAAB India
Craft Whisky**



**DÔAAB 02
Single Malt
Whisky**



**TERAI India
Dry Gin**



**Terai India
Craft Gin _ 02**



**Terai India
Craft Vodka**



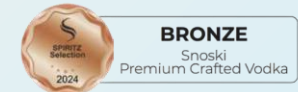
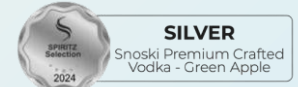
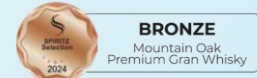
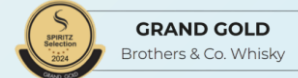
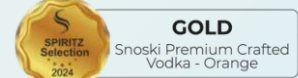
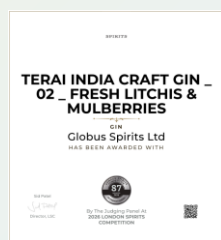
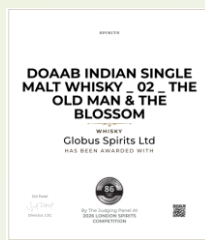
**SNOSKI
Crafted Vodka**



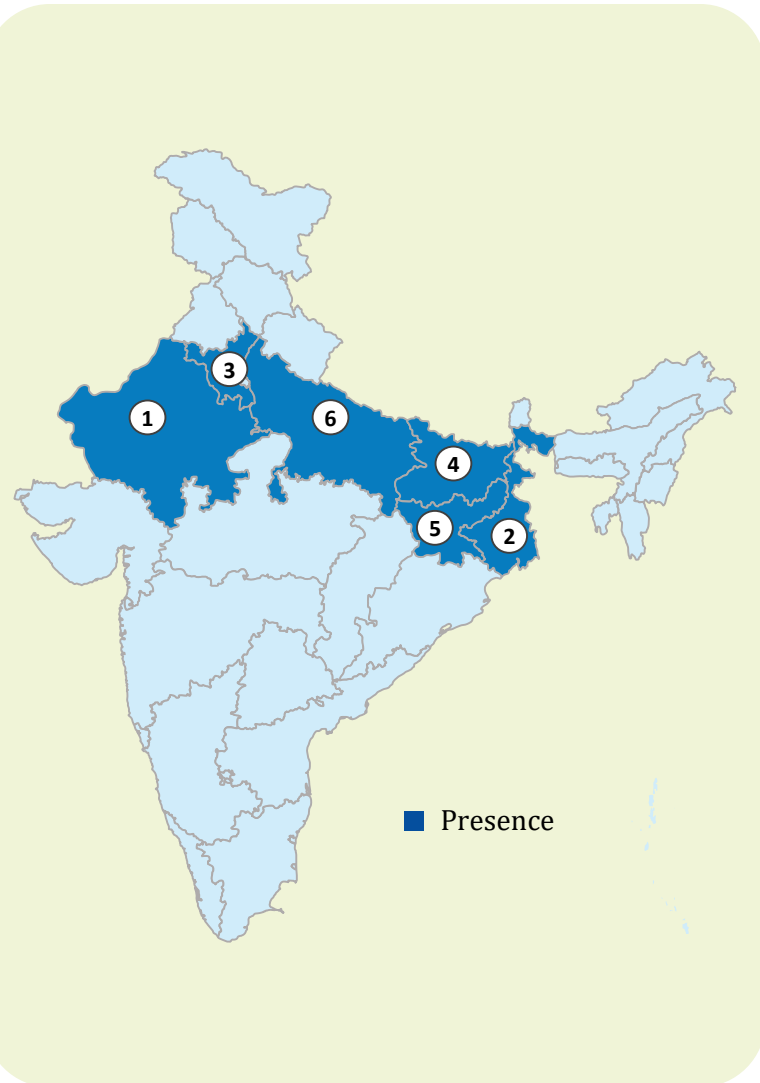
**Brothers &
Co. Whisky**



**Mountain
Oak Whisky**



Manufacturing - Enabling Innovation, Efficiency and Consistency



Behror, Rajasthan

Capacity
54.4 million litres

Products
Regular & Others, Prestige & Above,
Bulk Sales – ENA Only



Panagarh, West Bengal

Capacity
102 million litres

Products
Regular & Others, Prestige & Above , Bulk
Sales – ENA & Ethanol, Contract Bottling



Samalkha, Haryana

Capacity
47.6 million litres

Products
Regular & Others, Prestige & Above, Bulk
Sales – ENA & Ethanol, Contract Bottling



Hajipur, Bihar

Capacity
28.9 million litres

Products
Bulk Sales – ENA & Ethanol



Behragoda, Jharkhand

Capacity
68 million litres

Products
Bulk Sales – ENA & Ethanol



Lakhimpur Kheri, Uttar Pradesh

Capacity
34 million litres

Products
Regular & Others, Prestige & Above, Bulk
Sales – ENA

Manufacturing - Margin Recovery in FY26

ENA

- Stable volume year-round conversion business
- Reliable infrastructure to scale up own brands
- Strategic locations of facility ensure low raw material costs and access to markets.

Ethanol

- Larger volume opportunity without State barriers
- Long term offtake arrangements with OMC to ensure stability in capacity utilisation
- Option of using three raw materials – Broken Rice, Maize and Surplus Rice from FCI

Update FY26

- Multi-RM strategy helped increase and sustain profitability
- Fungibility of capacity between ENA and Ethanol helped ensure capacity utilisation



Manufacturing Strength

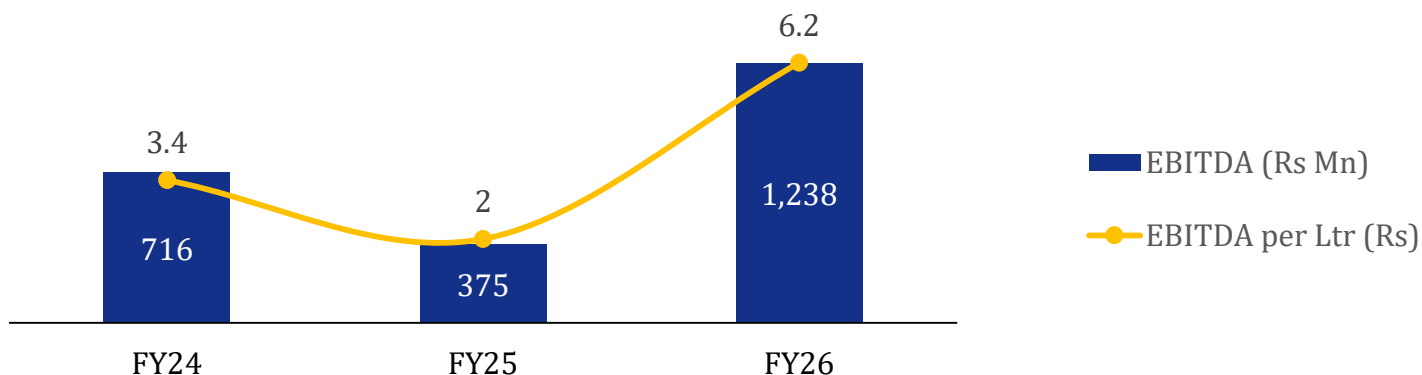
- Reliable infrastructure to scale up own brands

- Multi-decade stable supplies of ENA to leading alcohols players

- Strategic locations of facility ensure low raw material costs and access to markets.

- Capacity to peak in FY27 after Uttar Pradesh startup

Profitability Recovery in FY26



Cheers Bhai!

WINNER OF
GRAND GOLD
AT THE
SPRITZ ACHIEVERS'
AWARDS 2024



Q4 & FY26 Highlights

Profit & Loss Highlights - Standalone

Particulars (Rs Mn)	Q4FY26	Q4FY25	YoY (%)	Q3FY26	QoQ (%)	FY26	FY25	YoY (%)
Net Revenues from Operations	6,321	6,545	-3%	7,164	-12%	27,081	25,360	7%
Other Income	50	36	39%	27	85%	128	96	33%
Total Income	6,371	6,581	-3%	7,191	-11%	27,209	25,456	7%
Consumption of Material	3,985	4,561	-13%	4,692	-15%	17,933	17,970	0%
<i>Gross Margin %</i>	<i>37%</i>	<i>31%</i>		<i>35%</i>		<i>34%</i>	<i>29%</i>	
Employee Cost	274	223	23%	301	-9%	1,115	877	27%
Other Expenditure	1,391	1,370	2%	1,416	-2%	5,433	4,980	9%
EBITDA	720	428	68%	782	-8%	2,728	1,628	68%
<i>EBITDA Margin %</i>	<i>11%</i>	<i>6%</i>		<i>11%</i>		<i>10%</i>	<i>6%</i>	
Depreciation	254	208	22%	224	13%	917	816	12%
Finance Cost	165	130	27%	135	22%	583	460	27%
Profit Before Tax	301	90	234%	423	-29%	1,228	352	249%
Tax Expense (Current, Deferred)	85	27	215%	109	-22%	279	102	174%
Profit After Tax	216	63	243%	314	-31%	949	250	280%

Balance Sheet Highlights - Standalone

Liabilities (Rs Mn)	Mar-24	Mar-25	Mar-26
Networth	9,716	9,947	10,964
LT Borrowings	920	1,619	2,233
Provisions	53	42	73
Deferred Tax Liabilities	841	900	915
Other Non-current Liabilities	22	21	20
Lease Liabilities	66	46	78
Total Non Current Liabilities	11,618	12,575	14,282
ST Borrowings	2,259	3,703	2,918
Trade Payables	3,149	1,871	2,438
Acceptance	0	2,409	1,995
Provisions	48	54	68
Lease Liabilities	46	30	46
Other Financial Liabilities	191	179	185
Current Tax Liabilities	0	0	0
Other Current Liabilities	356	274	615
Total Current Liabilities	6,048	8,520	8,266
Total Liabilities	17,666	21,095	22,548


Assets (Rs Mn)	Mar-24	Mar-25	Mar-26
Fixed Assets (Incl. CWIP)	10,144	11,380	12,507
Right To Use Of Assets	305	270	324
Intangible Assets	13	31	25
Investments	38	60	145
Other Financial Assets (incl. Loans)	192	235	400
Income Tax Assets	104	88	43
Other Non-current Assets	573	856	815
Total Non-Current Assets	11,368	12,920	14,260
Inventories	1,887	2,081	2,860
Trade Receivables	2,756	3,225	3,195
Cash & Cash Equivalents	769	908	704
Other Financial Assets (incl. Loans)	136	217	156
Other Current Assets	750	1,743	1,371
Total Current Assets	6,298	8,175	8,288
Total Assets	17,666	21,095	22,548


Cash Flow Highlights - Standalone


Cash Flow Extract (Rs Mn)	Mar-24	Mar-25	Mar-26
Net Cash generated from Operating Activities (A)	1,719	695	2,705
Net Cash used in Investing Activities (B)	-1,665	-2,102	-1,875
Net Cash used in Financing Activities (C)	-65	1,549	-876
Net (decrease)/ increase in Cash and Cash Equivalents (A+B+C)	-11	142	-46
Add: Cash & Cash Equivalent at the beginning of the year	19	8	150
Cash & Cash equivalent at the end of the year	8	150	104

Let's Connect


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