



February 16, 2026

To,

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

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400 001

SYMBOL: GLOTTIS

SCRIP CODE: 544557

Dear Sir/Ma'am

Sub: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations, 2015”)

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulation”), we hereby enclose a copy of the Investor Presentation on the Un- Audited Financial Results for the 3rd quarter ended December 31, 2025.

The copies of the same can be accessed from the website of the Company at <https://www.glottislogistics.in/>.

This is for your kind information and records.

Thanking you,

Sincerely,

For Glottis Limited

Nibedita Panda
Company Secretary and Compliance Officer
M. No: A68844

Encl. as above.

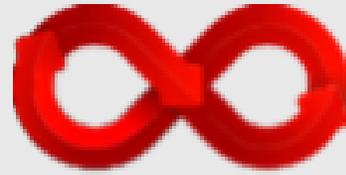
Glottis Limited (Formerly Known as Glottis Private Limited)

Regd Off : New No.46, Old No.311, 1st Floor, Thambu Chetty Street, Chennai - 600 001. ☎ (044) 2525 0222 / 4266 5587

Corp. Office : New No.164, 13th Cross Street, Defence Officers Colony, Ekkatuthangal, Nandambakkam, Chennai - 600 032.

☎ (044) 4266 5586 / 4266 8366 ✉ info@glottislogistics.in 🌐 www.glottislogistics.in

CIN : U63090TN2022PLC151443 | GSTIN : 33AAJCG7091D1ZN



Glottis Ltd

(NSE: GLOTTIS; BSE: 544557)

Q3 and 9M FY26 Earnings Presentation February 2026



Over two decades of providing end-to-end Logistics Services



INR 9,411 Mn
FY25 Revenue

INR 785 Mn
FY25 EBITDA

INR 561 Mn
FY25 PAT

57%
FY25 ROE

78%
FY25 ROCE

Ocean Freight – 95%

- Covers the entire movement from the shipper’s overseas factory to the customer’s project site
- Full Container Load (FCL) and Less than Container Load (LCL) shipping solutions for all B2B Customers
- Customs Brokerage: Includes documentation, duty & tax calculation, and regulatory compliance
- Supply Chain Consulting: Offers supply chain design, process improvement and technology integration
- Project logistics solutions from route surveys, cargo planning, and freight finalization to customs documentation and permissions

Inland Transportation – 3%

- Standard Road Transport
- Specialised Transport
- Last Mile Delivery
- Urban Delivery
- Rural and Remote Delivery

Air Freight – 2%

- Export Shipment
 - Cargo Pickup
 - Cargo Space Booking
 - Document Preparation
 - Customs Clearance
 - Delivery
- Import Shipment

Key Facts

Chennai, India
Headquarters | Port Proximity

~ 110k+
Volume Handled in FY25 (TEU)

1,908
Customers Served (FY25)

125
Countries Served

BBB+/Stable
CRISIL (June 2025)

Intermediary Network

256
Overseas Agent

59
Custom House Agents

32
Container Freight Stations

124
Shipping Line and Agencies

16
Airlines

33
Countries

Infrastructure

9
Branch Offices in India

1
Warehouse

~80,000 sq. ft.
Warehouse Storage

42
Owned Vehicle Fleet

77
3PL Vehicle Fleet

Other Ancillary Services

- General Warehousing
- Cross Docking
- 3PL Services
- Custom Broking

Expand Revenue Streams & Asset Base

- Expand service portfolio through freight transport and container procurement solutions
- Increase owned fleet of commercial vehicles to reduce third-party dependency and enhance service reliability
- Acquire key operational assets to strengthen capabilities and drive revenue growth

Strengthen End-to-End Service Offerings

- Cross-sell warehousing and distribution services to existing clients
- Offer integrated logistics with minimal third-party reliance
- Expand client base through innovative, cost-efficient solutions

Enhance Geographic Reach

- Expand presence in existing markets and establish international branches in key regions
- Enter underpenetrated markets such as Africa, Australia, and South America
- Strengthen partnerships with freight agencies and enhance sales teams for real-time market service

Advance Technology Capabilities

- Invest in technology and systems to enhance operational efficiency
- Implement specialized ERP platforms for automated multimodal freight management
- Upgrade transport management systems for real-time visibility and faster warehouse access

Expand Sectoral Presence

- Broaden industry reach by entering new and high-growth sectors
- Leverage integrated logistics capabilities to offer end-to-end, third-party-independent solutions tailored to diverse industries
- Capitalize on sectoral growth trends and policy support to drive revenue diversification and margin expansion

Align Growth with Government Initiatives

- Leverage PM-KUSUM and PM Suryodaya initiatives to accelerate solar capacity expansion
- Utilize Make in India and Bharatmala programs to improve infrastructure and reduce logistics costs
- Align with Gati Shakti and Sagarmala frameworks to strengthen connectivity and operational efficiency

Commenting on the performance Mr. Ramkumar Senthilvel, Managing Director said:



“The third quarter of FY2026 was shaped by softer global trade activity, continued pressure on freight rates and cautious shipment planning by customers across key routes. Against this backdrop, the company remained focused on protecting customer relationships, maintaining service quality and aligning capacity with demand conditions across sea and air freight operations.

Revenue from operations for the quarter was Rs. 1,439 million. Movement in revenue during the quarter reflects lower shipment volumes and rate corrections across major trade lanes, especially in ocean freight. Sea Import continued to be the primary business vertical, contributing about 79% of total revenue. At the same time, Sea Export share improved sequentially to 14.5% of revenue, supported by higher activity from select export-oriented customers and better traction on specific outbound routes.

Under the Air freight segments, the company continued to service time-sensitive cargo requirements for existing customers, while being selective on yields and routes. The broader logistics environment during the quarter was marked by excess capacity in certain shipping corridors and rate volatility, which impacted realizations.

Profitability during the quarter was affected by lower realizations and operating leverage impact from reduced volumes. EBITDA for the quarter was Rs. 40 million with a margin of 2.8%. Profit after tax was Rs. 27 million with a margin of 1.9%. During this period, the company focused on variable cost alignment, tighter shipment-level margin checks and controlled overhead spending to limit the impact of the softer market on earnings.

On the operational side, the company handled 20,710 TEUs during the quarter. Volumes were lower compared to earlier periods in line with industry trends, where importers and exporters adopted a more measured approach to inventory and shipment planning. Despite lower volumes, engagement with core accounts remained active. Contribution from the top five customers was 31% in Q3 and 38% for the nine-month period, indicating continued support from established relationships even as shipment sizes moderated.

From a geographic perspective, Asia continued to be the leading region, contributing about 83% of revenue in Q3 and 84% in the nine-month period. In terms of end-user industries, renewable energy remained a meaningful contributor with around one-third share of revenue in the quarter. Engineering products contribution increased to about 20% during the quarter compared to the previous quarter, driven by higher dispatches from machinery and industrial component exporters, partially offsetting the slowdown seen in some other cargo categories.

Overall, the nine-month performance reflects a mixed demand environment with a softer third quarter after a relatively better first half. The company’s approach remains centered on disciplined shipment selection, strengthening multimodal capabilities and expanding wallet share with existing customers. With a wider service network and diversified sector exposure, the focus remains on improving shipment quality, customer retention and margin discipline as market conditions stabilize.”

Revenue from Operations
Rs. 1,439 Mn

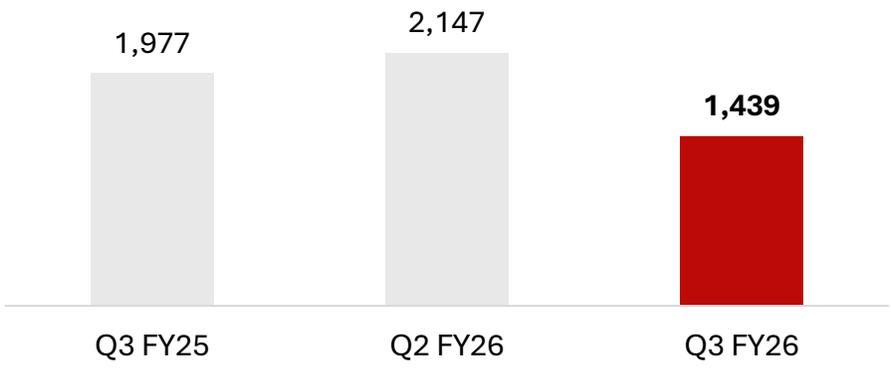
EBITDA
Rs. 40 Mn

PAT
Rs. 27 Mn

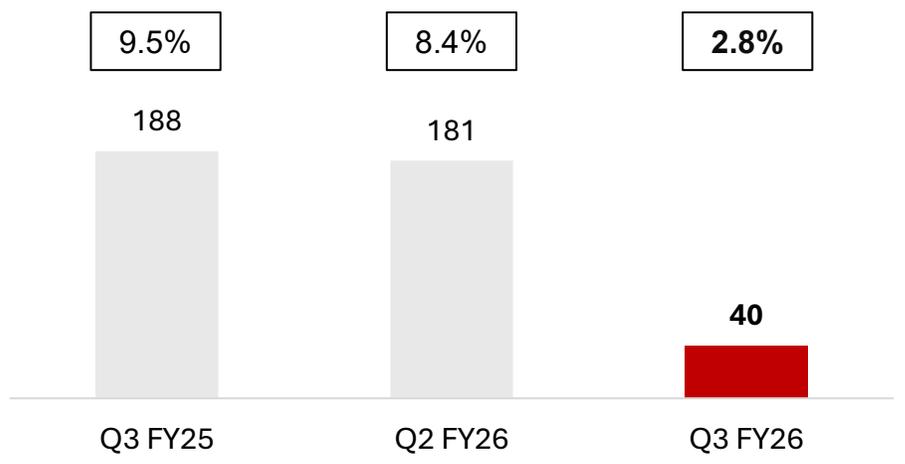
TEUs Handled
20,710



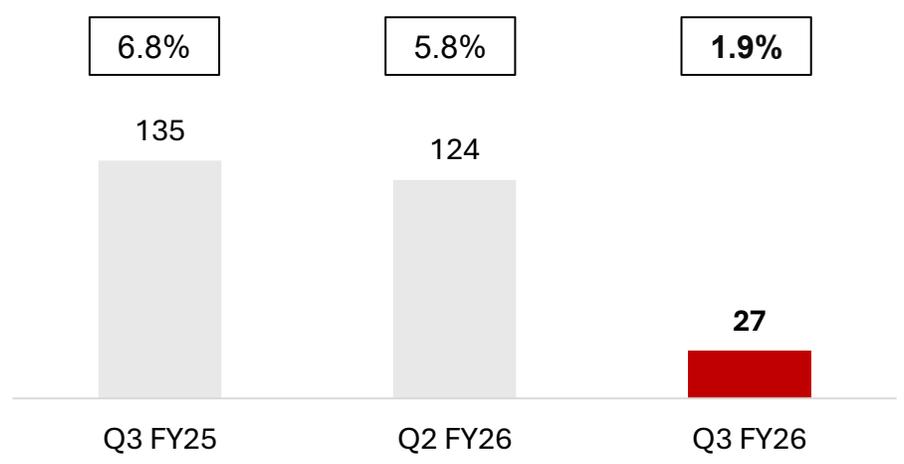
Revenue from Operations



EBITDA and Margin (%)



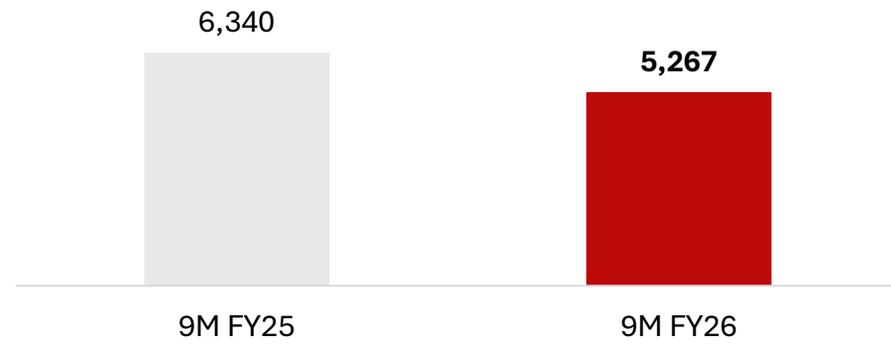
PAT and Margin (%)



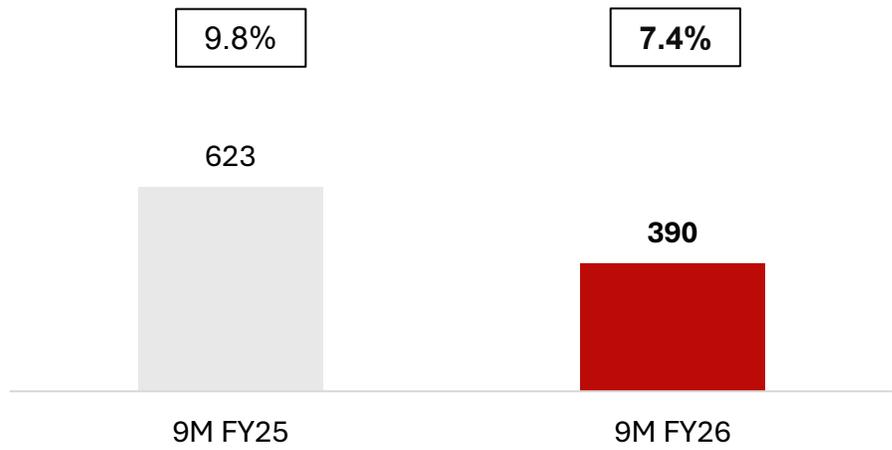
Note: EBITDA excludes other income



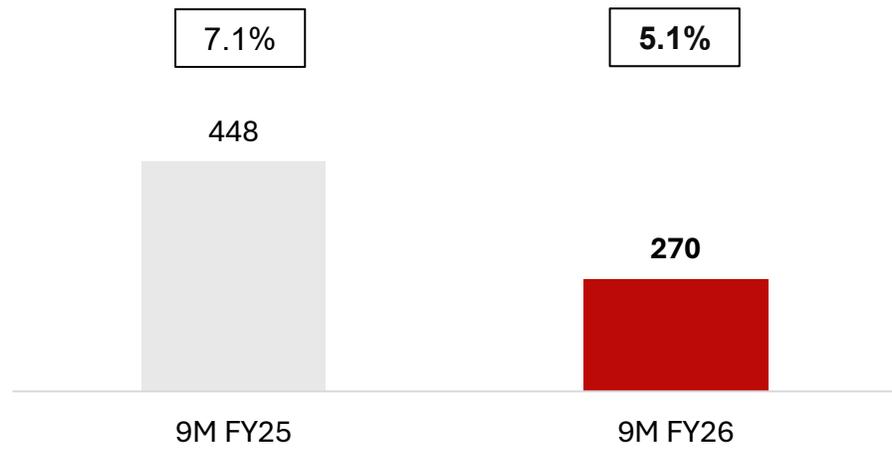
Revenue from Operations



EBITDA and Margin (%)

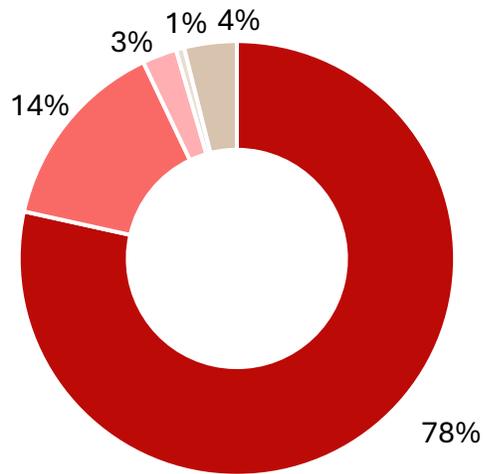


PAT and Margin (%)



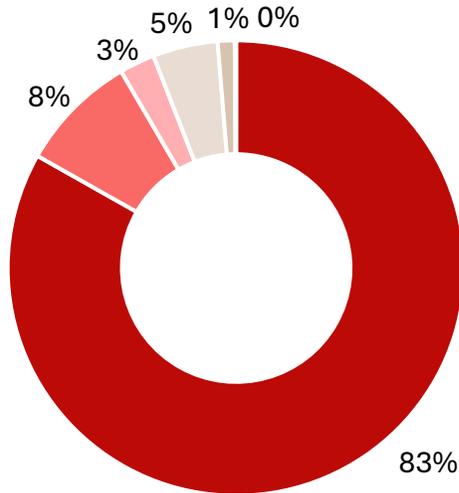
Note: EBITDA excludes other income

By Segment



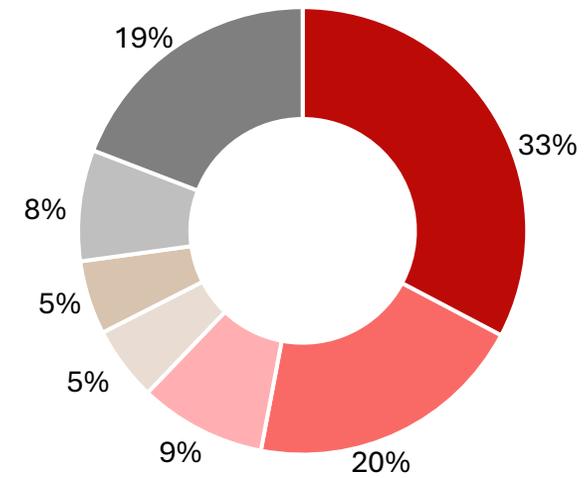
- Ocean Freight - Import
- Ocean Freight - Export
- Air Freight - Import
- Air Freight - Export
- Road Transport

By Geography



- Asia
- North America
- Africa
- South America
- Europe
- Australia

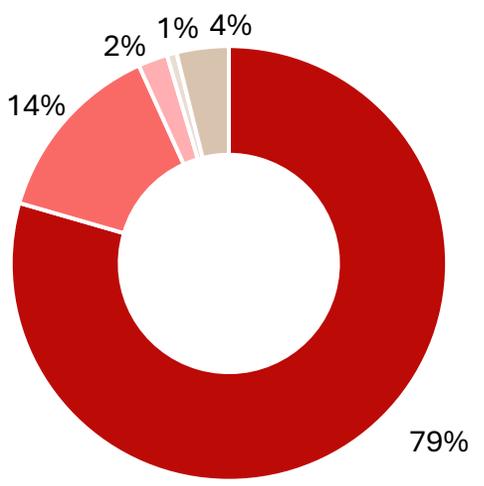
By Industry



- Renewable Energy
- Engineering Products
- Granites & Minerals
- Agro
- Logistics
- Home appliances
- Others

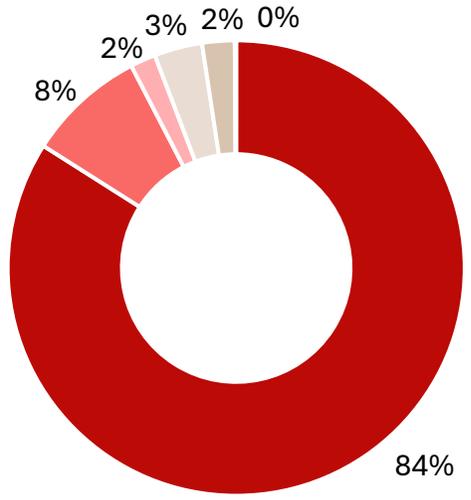
Top 5 Customers Revenue Contribution ~31%

By Segment



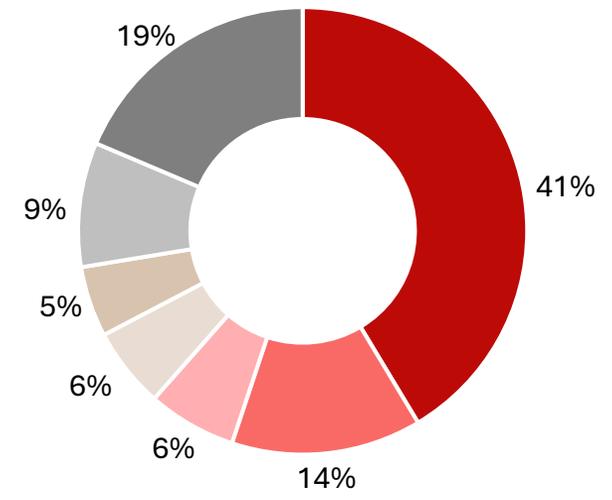
- Ocean Freight - Import
- Ocean Freight - Export
- Air Freight - Import
- Air Freight - Export
- Road Transport

By Geography



- Asia
- North America
- Africa
- South America
- Europe
- Australia

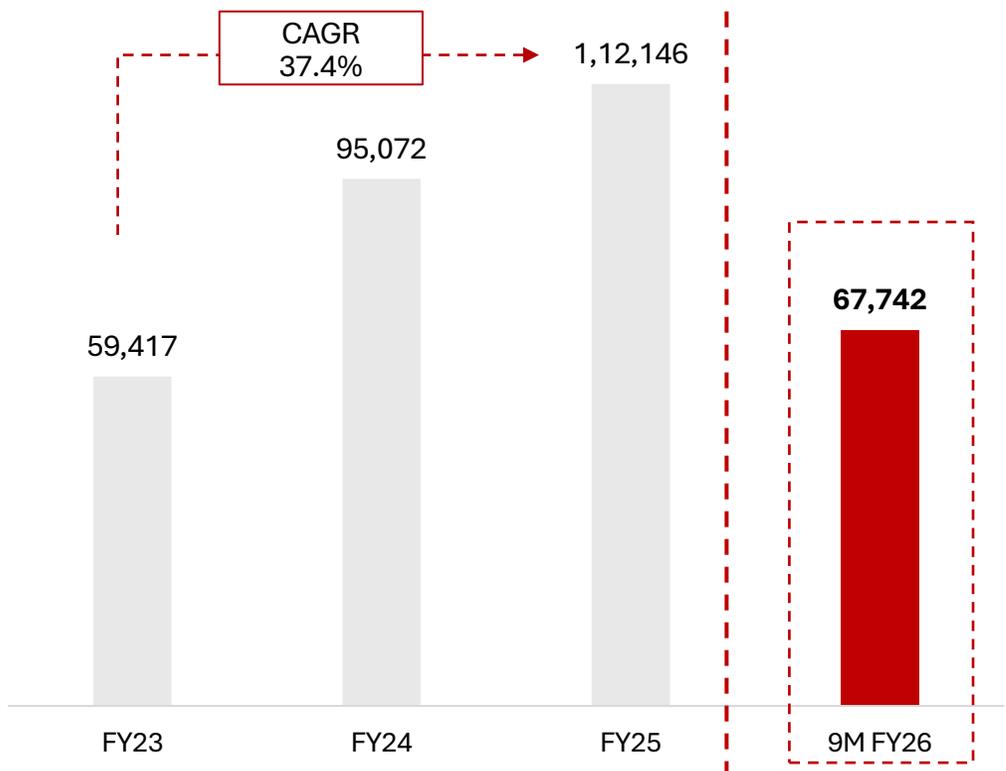
By Industry



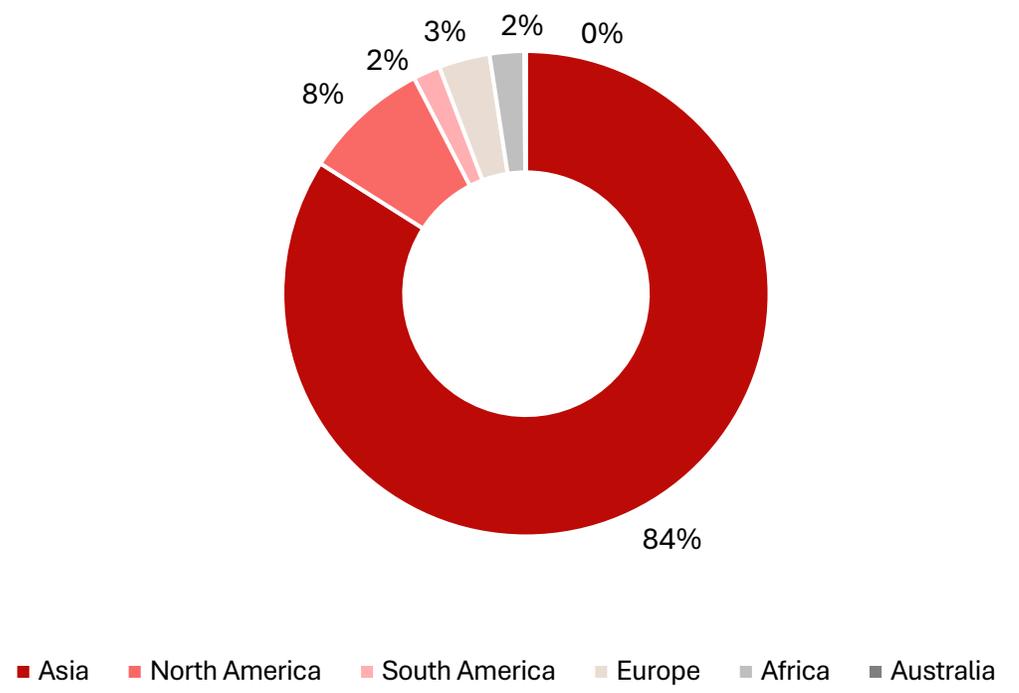
- Renewable Energy
- Granites & Minerals
- Logistics
- Others
- Engineering Products
- Agro
- Home appliances

Top 5 Customers Revenue Contribution ~38%

Imports through Ocean (TEUs)



By Geography



1. Proven Capabilities in Delivering Complex and Diverse Projects of Scale

- Integrated Logistics Solutions across Ocean, Air and Inland established over two decades
- Developed market intelligence related to trade flows and volumes to capitalize on commercial opportunities
- Broad-based experience has enabled successful projects completion involving critical and sensitive components
- In FY2025, 1,10,000+ Twenty-foot Equivalent Units (TEUs) transported



Ocean Freight



Air Freight



Land Transport

2. Optimal Infrastructure Platform and Vehicle Fleet

- Headquartered in Chennai, one of India's major port hubs, enabling strong connectivity for logistics operations
- Operates PAN-India through a network of 8 branch offices covering major transportation hubs
- Manages a warehouse with total storage capacity of up to 80,000 sq. ft., catering to renewable energy and consumer durables sectors
- Maintains a base of 17 owned vehicles, leveraging a wide network of business partners for additional fleet and logistics support

9
Branch
Offices in India

42
Owned Commercial
Vehicle Fleet

1
Warehouse

~80,000 sq. ft.
Warehouse Storage
Capacity

3. Outsourcing Strategy for Economies of Scale

- Outsourcing of ocean freight functions allows mobilization of larger cargo volumes and enhance margins
- Operating scale reduces delivery cost and time, along with additional revenue sources
- Business partners: 256 overseas agents, 59 custom house agents and 32 container freight stations
- Transport partners: 16 airlines, 124 shipping lines and agencies and 77 transporters

256
Overseas Agent

59
Custom House
Agents

32
Container Freight
Stations

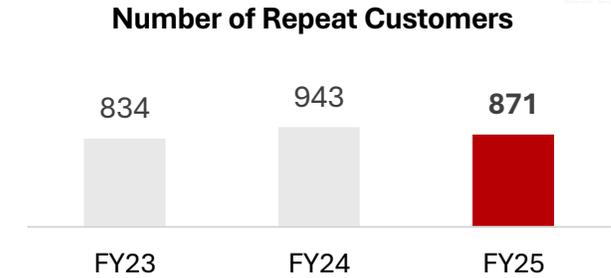
32
Container Freight
Stations

124
Shipping Line and
Agencies

77
Third Party
Vehicle Fleet

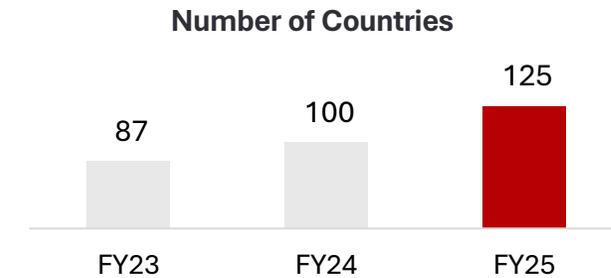
4. Longstanding Customers Relationships Across Industries

- Established long-term relationships with customers across import and export segments over the years
- Serves manufacturers, suppliers, and traders across renewable energy, engineering products, granite and minerals, logistics and timber, among other key sectors
- Engaged 1,908 customers in FY2025, supported by referrals driving new client additions and geographic expansion



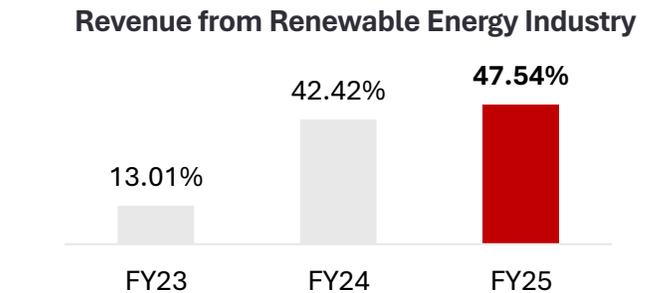
5. Widespread Global Reach to Service International Customers

- Present across Asia, North America, Europe, South America, Africa, and Australia, enabling seamless connectivity across key global trade routes
- Regional offices in Singapore, the UAE, and Vietnam provide local presence enabling smoother operations and efficient supply-chain management



6. Leading Freight Forwarding Sector Expertise in Renewable Energy

- Among the key freight forwarding operators supporting import and export logistics in India's renewable energy
- Developed capability to execute complex shipments involving transportation of fragile and specialized products across the supply chain
- Expertise in handling movement of solar cells and panels and equipment for solar cell manufacturing



7. Financial Growth Backed by Demonstrable Performance Metrics

- Revenue CAGR of 40.3% over FY2023–FY2025, highlighting consistent growth potential
- EBITDA margin of 8.34% and PAT margin of 5.97% in FY2025, improved through operational and cost efficiency
- Return on Equity of 57.0% and Return on Capital Employed of 73% in FY2025
- Debt-to-Equity ratio at 0.22x in FY2025, indicating a strong balance sheet position



Awards



15th Cargo and Logistics Awards



14th Cargo and Logistics Awards



Accolades & Recognitions



Safmarine



Q3 and 9M FY2026 Financial Performance Summary



INR (Million)	Q3	Q2	Q-o-Q	Q3	Y-o-Y	9M		Y-o-Y
	FY2026	FY2026	Growth(%)	FY2025	Growth(%)	FY2026	FY2025	Growth(%)
Revenue from Operations	1,439	2,147	(33.0)%	1,977	(27.2)%	5,267	6,340	(16.9)%
Other Income	14	4		6		18	5	
Total Income	1,452	2,151	(32.5)%	1,983	(26.8)%	5,286	6,345	(16.7)%
Cost of Services Rendered	1,308	1,865		1,703		4,590	5,480	
Employee Benefits expense	57	52		46		153	130	
Other expenses	33	48		40		134	107	
EBITDA	40	181	(78.0)%	188	(78.8)%	390	623	(37.4)%
Margin	2.8%	8.4%		9.5%		7.4%	9.8%	
Depreciation and Amortization expense	6	6		6		17	10	
EBIT	34	176	(80.7)%	182	(81.4)%	373	613	(39.2)%
Margin	2.4%	8.2%		9.2%		7.1%	9.7%	
Finance costs	9	9		9		21	13	
Profit Before Tax	38	170	(77.5)%	179	(78.6)%	370	604	(38.7)%
Margin	2.7%	7.9%		9.1%		7.0%	9.5%	
Tax expense	11	47		45		100	156	
Profit After Tax	27	124	(78.1)%	135	(79.9)%	270	448	(39.7)%
Margin	1.9%	5.8%		6.8%		5.1%	7.1%	
Basic EPS	0.29	1.54	(81.2)%	1.68	(82.7)%	3.21	5.60	(42.7)%

Note: EBITDA excludes other income



Ocean Freight

Full Container Load (FCL) and Less than Container Load (LCL):

- Handles B2B container movements across import and export operations
- FCL: Shipping solutions dedicated to a single client's cargo
- LCL: Shipping solutions combining cargo from multiple clients into shared containers

Other Value-Added Services:

- Customs Brokerage: Includes documentation, duty & tax calculation, and regulatory compliance
- Supply Chain Consulting: Offers supply chain design, process improvement & technology integration

Project Logistics:

- End-to-end project logistics solutions from route surveys, cargo planning, and freight finalization to customs documentation and permissions
- Covers the entire movement from the shipper's overseas factory to the customer's project site



Air Freight Services

Export Shipment:

- Covers cargo pickup, space booking, document preparation, and destination customs clearance and delivery
- Coordinates directly with airlines or their agents to secure cargo space

Import Shipment:

- Includes arrival checks, documentation preparation, and customs clearance coordination
- Manages all import processes upon receiving pre-alert notifications from overseas freight forwarders or customers



Land Transport

Standard Road Transport:

- Reliable door-to-door delivery across urban and rural routes

Import Shipment:

- Custom solutions for heavy, oversized, or fragile cargo using low loaders, multi-axle trailers, and cranes

Last-Mile Delivery:

- Precise delivery solutions for e-commerce, retail, and other sectors

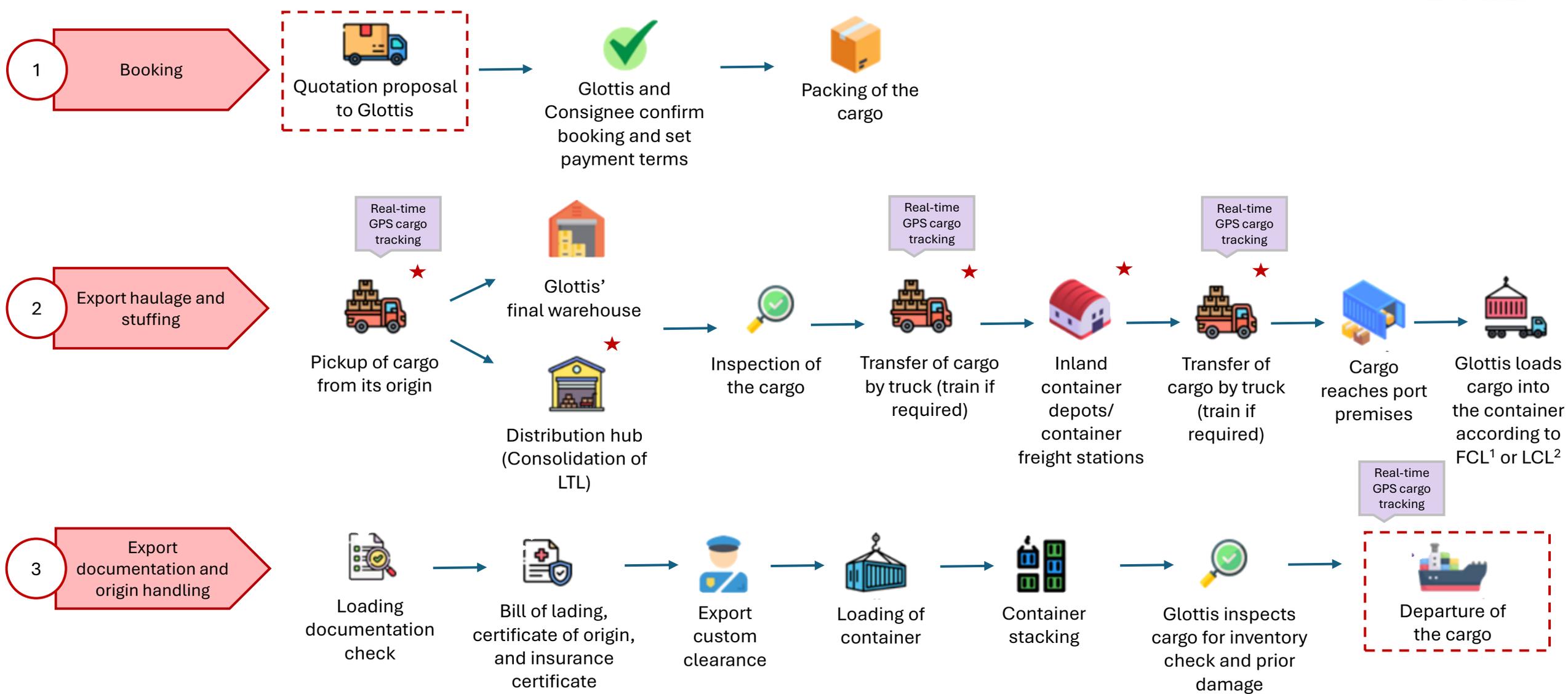
Urban Delivery:

- Delivery within cities using smaller vehicles suited for high-density zones

Rural and Remote Delivery:

- Specialized services ensuring reliable delivery to less accessible areas via suitable road or off-road transport

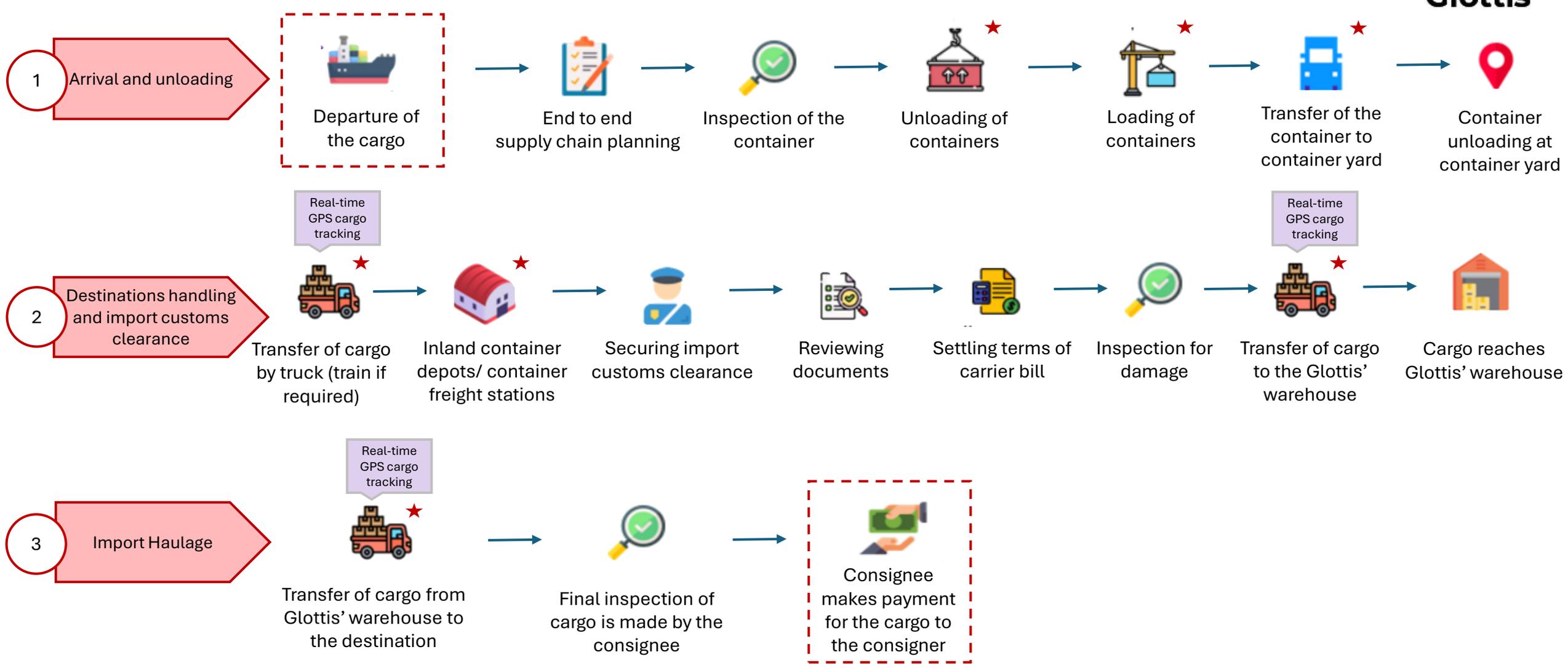
Ocean Freight Value Chain (1/2)



Note: 1. Full Container Load (FCL) is a shipping method when one customer uses an entire container to transport their cargo and Glottis is involved in the end to end value chain
 2. Less than Container Load (LCL) is a shipping method where cargos from multiple freight forwarding agents share a single container and intermediaries are also involved

★ Intermediaries involved for LCL **15**

Ocean Freight Value Chain (1/2)



Note: 1. Full Container Load (FCL) is a shipping method when one customer uses an entire container to transport their cargo and Glottis is involved in the end to end value chain
 2. Less than Container Load (LCL) is a shipping method where cargos from multiple freight forwarding agents share a single container and intermediaries are involved

★ Intermediaries involved for LCL



General Warehousing

Storing products while offering value-added services :

- Packaging
- cross-docking
- Other customer-specific solutions



Cross Docking

Streamlined process where goods are transferred directly from inbound to outbound transport with minimal or no storage time



3PL Services

- Providing warehouse management for large customers, multi-user small parts warehousing, intra-city last-mile delivery, and bulk material management
- Includes handling of inward and outward stocks, order processing, inventory, transportation, and purchase order management



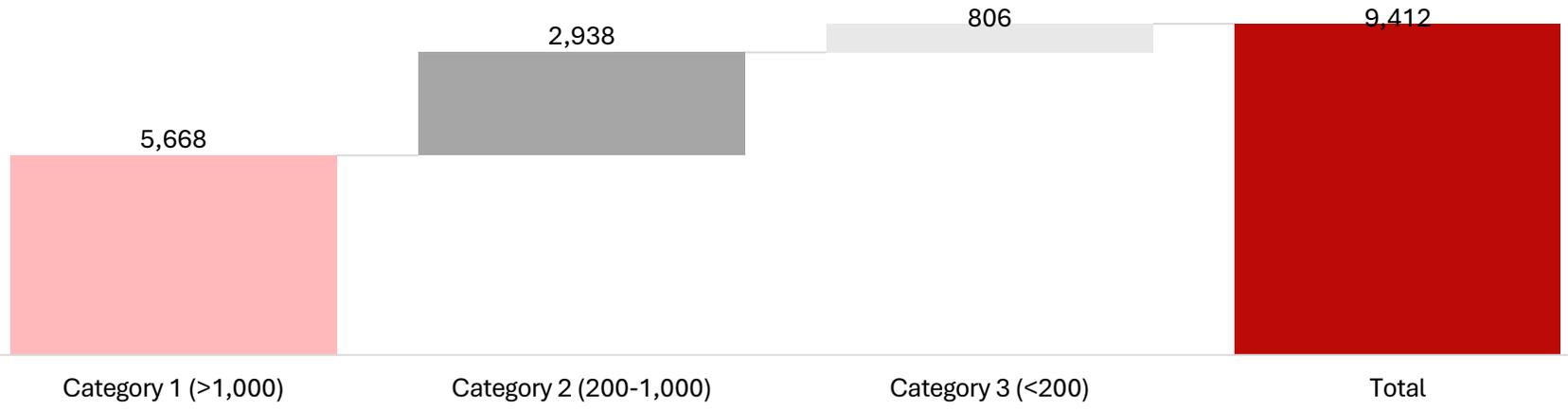
Custom Broking

- Received customs broker license under Regulation 7 of the Customs Brokers Licensing Regulations, 2018
- Aims to integrate operations by managing customs clearance in-house for better control and efficiency

Industries Served

(Rs. Million)

Revenue by End-Use Industry

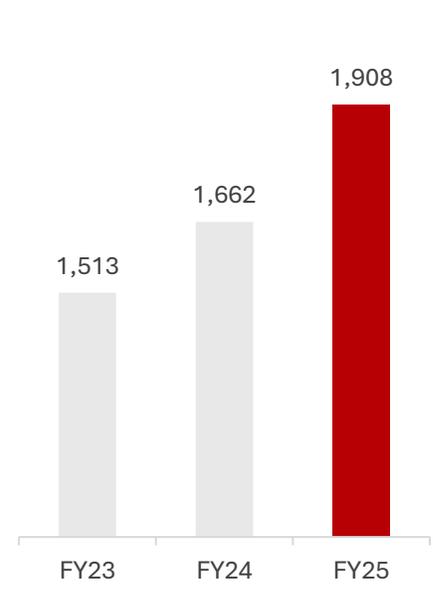


- Renewable Energy
- Engineering Products

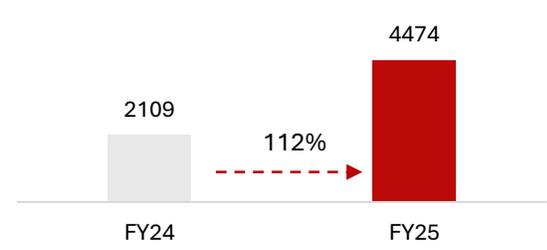
- Granite & Minerals
- Logistics
- Home Appliances
- Timber
- Agro
- Consumer Durables

- Automobile
- Chemicals
- Construction
- Medical
- Plywood
- Textiles
- FMCG
- Food

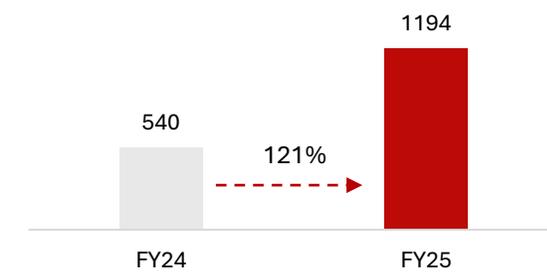
Number of Customers Served



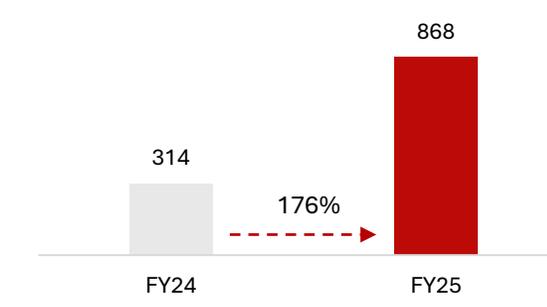
Renewable Energy



Engineering Products



Granite & Minerals





Leadership in Solar Logistics

- Glottis has been instrumental in ocean haulage / freight movement of 21.09GW (cumulative) as on March 2025, indicating 19.77% of the total installed solar capacity (106.65 GW)
- Glottis has supported in shipment of ~7.29GW solar panels in FY25 which attributes to ~31% of the installed solar capacity in FY24 (23.83GW solar capacity installed in FY25)

Diversified Renewable Energy Clientele

- Glottis has developed a specialised customer base, comprising power generation and component manufacturing companies engaged in the renewable energy industry
- Leading logistics partner for India’s renewable energy imports and exports, managing a significant share of solar sector cargo movement

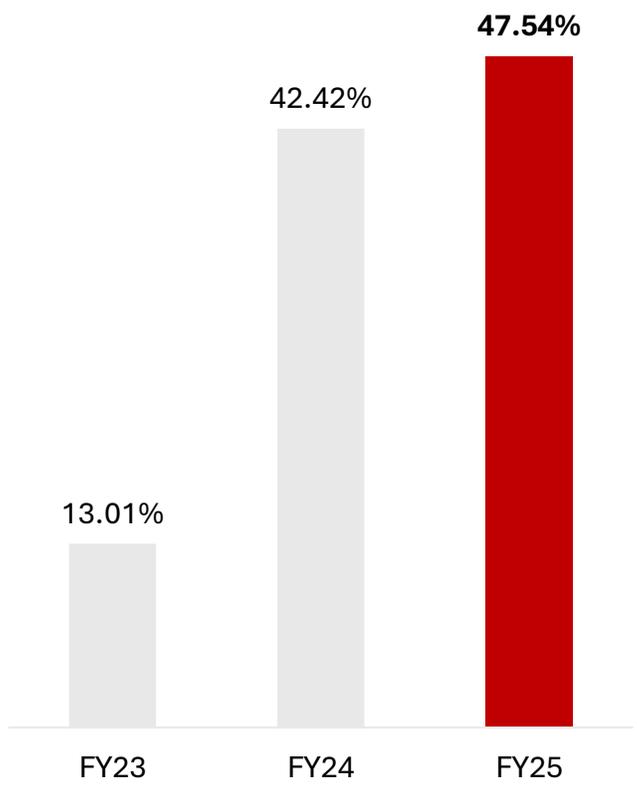
Complex Order Expertise

- Company has harnessed capabilities of executing complex orders which involve transportation of fragile and specialized products across the supply chain in this industry
- Expertise in handling logistics for solar panels, solar cells, glass panels, and solar manufacturing equipment

Industry-Aligned Growth

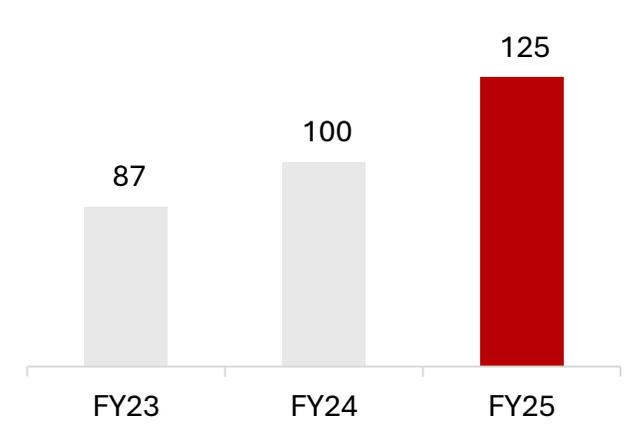
- Glottis’ focus on solar and sustainable freight movement aligns with India’s policy-led shift toward green logistics and renewable-energy expansion.
- The renewable energy (solar) sector’s installed capacity is expected to grow at 23.8 % CAGR during FY25–30, supported by India’s target to reduce carbon intensity by < 45 % by 2030

Revenue from services offered in Renewable Energy Industry

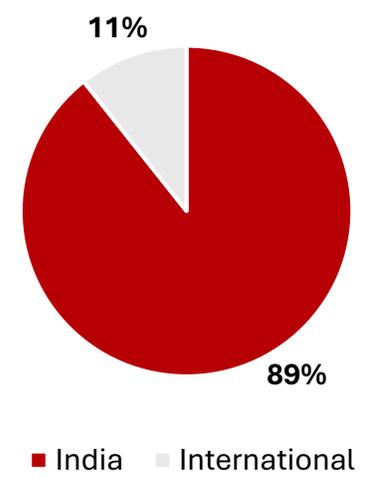




Number of Countries



FY25 Revenue Mix





Ramkumar Senthilvel
Managing Director



Kuttappan Manikandan
Managing Director



Thirumazhisai Puttam Shridar
Non Executive Director



Vijaya Kumar Partha Sarathy
Independent Director



Naveen Mehta
Independent Director



Aruna Subbaraman
Independent Director





Rajashree Ananthapadmanaban
Chief Financial Officer



Muthukrishnakanth Rajagopal Nadar
Chief Operating Officer



Nibedita Panda
Company Secretary & Compliance Officer



Navasakthi K
General Manager – Indonesia & Africa



Subash Selvan R
General Manager – Malaysia & Med Ports



Narendran Ranganathan
General Manager - Vietnam and Thailand



Rahman Khan H
Chief Sales Officer



Satheesh
Senior Manager - Trade Lane Development Exports



Vinothkumar M
Manager – Ocean Exports



Saravanakumar S
Manager - Clearance and Operation

Glottis: ESG Commitments Driving Sustainable Growth



Environment

- Enabled transportation of 21.09 GW of solar capacity, representing ~19.8% of India's installed solar base as of March 2025
- Supported shipment of ~7.29 GW solar panels in FY25, equal to ~31% of FY24 capacity additions
- Implemented a comprehensive Health, Safety & Environment (HSE) framework ensuring compliance with all statutory safety norms
- Conducts periodic safety reviews and on-ground training; employees equipped with required PPE at operating sites

Energy Impact
Enabled renewable logistics driving solar growth and lower carbon footprint



Social

- Promotes a culture of safety, accountability, and continuous improvement
- 182 permanent employees as of Dec 2025; regular training on HSE and compliance across levels
- Adopted a CSR Policy focused on education, healthcare and environment sustainability
- Rs. 5.5 million spent on CSR in FY25, directed toward community development initiatives

Employee Training
Regular HSE and compliance sessions conducted for all employees



Governance

- Board comprises 6 members, including 3 Independent Directors and 1 Woman Director ensuring diversity and oversight.
- Established Audit, CSR, Nomination & Remuneration, and Stakeholders' Committees for strong governance.
- Operates in accordance with SEBI (LODR) and Companies Act 2013 requirements

Board Composition
Independent and gender-diverse board ensuring transparency and accountability

This presentation contains “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Glottis Ltd. future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. We undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

For Further Information Please Contact:

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