

Ref. No.: MAL-SEC/13/2025-26

Date: November 6, 2025

To,
The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
Scrip Code: 544451

Sub: Investor/Earnings Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor/Earnings Presentation for the half year ended September 30, 2025. The Company will use this presentation for any meeting scheduled with analysts or institutional investors.

The above information shall be available on the Company's website at: monikaalcobev.com/investors.

Request to kindly take this intimation on record.

Thanking you,

Yours faithfully,
For **Monika Alcobev Limited**



Kalpesh Ramina
Company Secretary & Compliance Officer

Encl: As above



MONIKA
Alcobev Limited

H1 FY2026

Earnings Presentation

BSE: 544451

Serving #OnlyTheBest



A Spanish legend of 43 secret ingredients, perfectly balanced with notes of vanilla and citrus.

Licor 43 –
the world's fastest-growing
premium liqueur, Now in India





Monika Alcobev – Showcased Brands



Category	Brand	Category	Brand
TEQUILA		WINE	  
WHISKEY	  	VODKA	 
LIQUEUR	 	RUM	 
BRANDY/ COGNAC	 	GIN	 

Source: Company's Internal Data

Monika has one of the most robust and strategically curated portfolio in the country. Its brands have earned more than 65 awards in FY25 in India.





Monika offers a compelling launch platform to Imported brands



Key Entry Barriers

Monika Alcobev

Regulatory Barrier

- ❖ The Indian alcoholic beverage industry is governed by a highly fragmented regulatory framework, with each state implementing its own excise policies, licensing structures, and tax regulations.

- ❖ Monika **operates in 20+ states**, leveraging market insight and operational agility for smooth compliance and execution.

Fragmented Distribution Chain

- ❖ The entry of new players in distribution is prohibitive due to high compliance requirements & upfront costs.

- ❖ Monika works with several state-licensed distributors, resellers, and retailers, **supported by a 100+ member sales team** handling on-ground operations.

Limited access to Marketing Levers

- ❖ Marketing alcoholic beverages in India presents considerable challenges due to stringent regulations that prohibit direct advertising across television, print, and media.

- ❖ Monika's team actively targets **Retail and Digital Channels**.

Bias towards Premium and Luxury Segment in New Launches

- ❖ New launches in Indian alco-beverage market are usually seen in the premium and luxury segment

- ❖ As a leading player in imported spirits, Monika serves to top-tier premium consumers and boasts one of the **industry's highest net realizations at ₹17,017 per case**.



Key Financial Metrics



(In INR Lakhs)

Total Income

8,456 → 11,932

FY25H1

FY26H1



41.1 %
Y-O-Y

(In INR Lakhs)

EBITDA

1,498 → 2,005

FY25H1

FY26H1



33.9 %
Y-O-Y

EBITDA % : 16.8%

(In INR Lakhs)

PAT

499 → 997

FY25H1

FY26H1



99.9 %
Y-O-Y

PAT % : 8.4%

(In INR Lakhs)

Net Debt

14,672 → 10,070

FY25

FY26H1



-45.7%
Y-O-Y



Financial Overview– Summary P&L Statement



(In INR Lakhs)

Particulars	FY26H1	FY25H1	YOY Growth
Total Income	11,932.32	8,456.25	41.1%
(-) Cost of Goods Sold	7,217.56	5,117.19	41.0%
(-) Employee Benefit Expenses	1,004.21	629.87	59.4%
(-) Other Expenses	1,705.70	1,211.60	40.8%
EBITDA	2,004.85	1,497.59	33.9%
(-) Finance Costs	870.03	783.92	11.0%
(-) Depreciation and Amortization Expenses	99.85	47.43	110.5%
PBT	1,034.97	666.24	55.3%
(-) Tax	37.75	167.50	
(+) Exceptional & Extraordinary Items	0.00	0.00	
PAT	997.22	498.74	99.9%





Financial Overview– Summary BS Statement



(In INR Lakhs)

Particulars	FY2026H1	FY2025
Total Shareholders Equity	22,433.84	9,600.92
Borrowings	15,627.67	17,409.64
Trade Payables	2,180.30	2,418.11
Other Liabilities	2,425.09	2,960.80
Total Equity & Liabilities	42,666.91	32,389.47
Fixed Assets	1,848.84	1,905.02
Inventories	19,682.34	14,942.06
Trade Receivables	9,172.49	10,187.88
Cash & Cash Equivalent	5,557.35	2,737.68
Other Assets	6,405.88	2,616.83
Total Assets	42,666.91	32,389.47



Financial Overview– Summary Cash Flow Statement



(In INR Lakhs)

Particulars	FY2026H1	FY2025
Net Cash (used in)/ from Operating Activities (A)	(4,576.71)	(2,592.14)
Net Cash (used in)/ from Investing Activities (B)	(3,066.8)	(2,603.16)
Net Cash (used in)/ from Financing Activities (C)	9,263.37	5,201.90
Net Increase/(Decrease) from in Cash and Cash Equivalents (A+B+C)	1,619.86	6.60
Cash and Cash Equivalents at the beginning of the year	34.34	27.74
Cash and Cash Equivalents at the end of the year	1,654.20	34.34



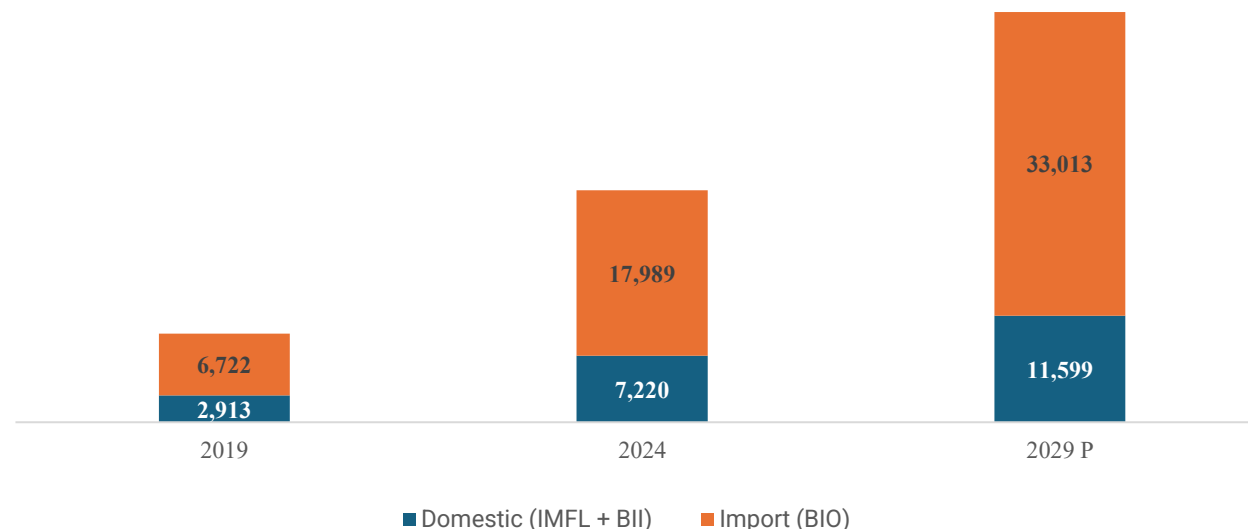
Macro-economic and Industry Trends



India is expected to have the longest demographic dividend of the world

Age Group	Total Population (CY2023)	Total Population as a % (CY2023)
0-LDA	492,979,720	35.2%
21-24	98,134,770	7%
25-34	237,939,820	17%
35-44	202,506,700	14.5%
45-54	159,795,710	11.4%
55-64	112,626,950	8.0%
65 & Above	95,195,920	6.8%
Total	1,399,179,590	100%

Indian Premium and above Spirits Market by Value (in INR Crores)



Imported (BIO) spirits dominate the premium segment, capturing 68% of the market share in the MRP > INR 1000 category.

Source: Technopak Analysis, Premium: INR >1,000-2,000, Luxury: >2,000





Recent Awards in India

9 Best in Show's, 12 Gold's and 10 Silver's at IWS Awards



Importer of the Year by Spiritz Conclave along with 4 Grand Gold's, 4 Gold's and 2 Silver's by our portfolio brands





Disclaimer



This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Monika Alcobev’s future business developments and economic performance. While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, several 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. Monika Alcobev undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.



MONIKA
Alcobev Limited

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Source: Company Internal Data

ONLY THE BEST

