



Globus Spirits Limited

(Corporate Identity Number: L74899DL1993PLC052177)

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Dated :30th October 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

Digitally signed
by Santosh Kumar
Pattanayak
Date: 2026.10.30
14:12:12 +05'30'

Santosh Kumar Pattanayak
Company Secretary
ACS-18721

DŌAAB

TERAI



SNOSKI



OAKTON



BROTHERS
& CO





Globus Spirits

GLOBUS SPIRITS LIMITED

INVESTOR PRESENTATION | Q2 & H1 FY27

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Drink responsibly: The consumption of alcoholic beverages should always be approached responsibly and with awareness

A CONSUMER ALCOBEV PLATFORM WITH RESILIENT CASH FLOWS, PREMIUMISATION UPSIDE AND DISCIPLINED CAPITAL ALLOCATION



R&O

R&O Growth

Growing scale,
distribution depth
and cash flow
foundation



P&A

P&A Scale-up

Premiumization-led
growth through
deeper reach and
stronger brand
traction



LUXURY

Luxury brand equity

Selective seeding of
aspirational brands
to build equity and
long-term value



OPS

Integrated Operating Discipline

Supply control,
margin support and
return-led capital
allocation



Q2 & H1 FY27 FINANCIAL HIGHLIGHTS

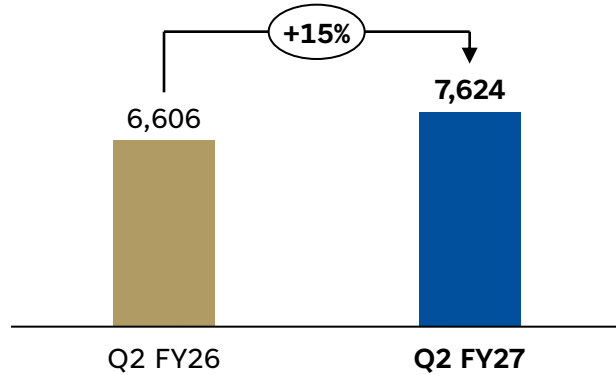
TERAI GIN

An Authentic Dry Gin Of True Provenance

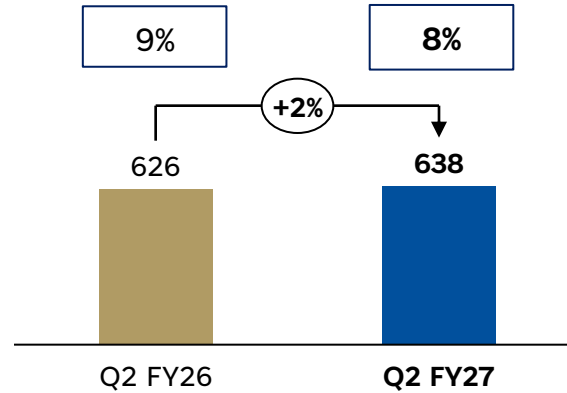


Q2 & H1 FY27 Key Performance Metrics

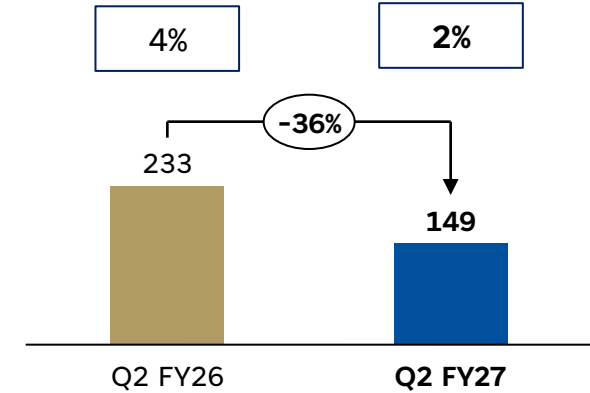
Net Revenue from Operations (INR Mn)



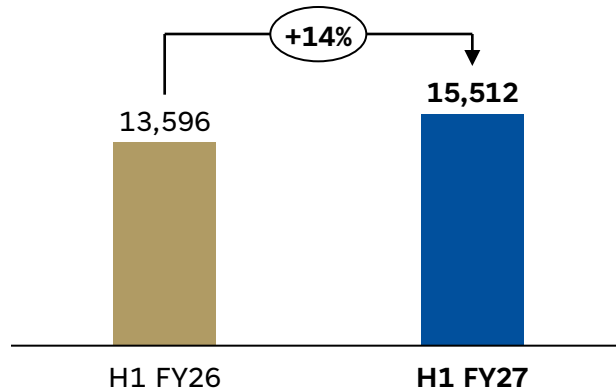
EBITDA (INR Mn) & EBITDA Margin



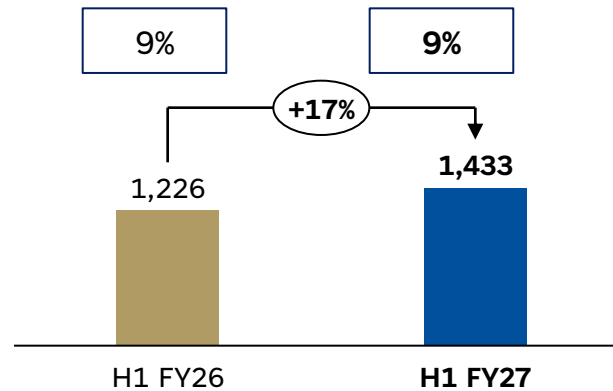
PAT* (INR Mn) & PAT Margin



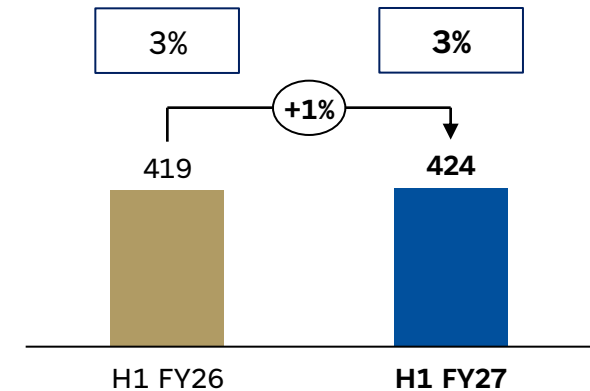
Net Revenue from Operations (INR Mn)



EBITDA (INR Mn) & EBITDA Margin



PAT* (INR Mn) & PAT Margin



*FY27 PAT includes UP depreciation impact of INR 14 cr p.a. (INR 7 Cr in H1 FY27) which was not there last year and related income from UP will gradually ramp up.

*In Q2FY26 one off deferred tax liability write back of Rs. 3.6 cr was added to PAT.

Performance Metrics of Key Segments – Q2 FY27

Segment – Consumer: Prestige & Above

INR 599 Mn

▲ 54% YoY
▲ 9% QoQ

Revenue

0.46 Mn cases

▲ 64% YoY
▲ 10% QoQ

Sales Volume

INR -2 Mn

▲ 83% YoY
▲ 85% QoQ

EBITDA

- ❖ NSV trends have stabilized sequentially, supporting healthier revenue conversion as volumes scales
- ❖ Profitable states now increased to 5 of 12

Segment – Consumer: Regular & Others

INR 2,428 Mn

▲ 14% YoY
▼ 5% QoQ

Revenue*

4.24 Mn cases

▲ 16% YoY
▼ 6% QoQ

Sales Volume*

INR 386 Mn

▲ 4% YoY
▼ 12% QoQ

EBITDA*

- ❖ UP continuing to deliver strong growth
- ❖ QoQ degrowth a result of seasonality

Segment – Manufacturing Segment

INR 4,550 Mn

▲ 11% YoY
▼ 4% QoQ

Revenue

55.26 Mn Litres

▲ 11% YoY
▼ 2% QoQ

Sales Volume

INR 254 Mn

▼ 5% YoY
▼ 31% QoQ

EBITDA

- ❖ Capacity utilisation at 82%
- ❖ Change in product and raw material mix impacted realisation per litre
- ❖ EBITDA per litre at Rs. 4.6 in Q2 and and Rs. 5.59 in H1

Note: * As mandated by UP Excise Policy, all country liquor warehouses in the state need to offer inventory of other company brands. Segment numbers exclude INR 47.84 Mn of trading revenue in Q2 (in Q1 the trading revenue was 53.16 Mn) from GSL managed warehouses in the state. Sale volume above does not include traded volume.

Performance Metrics of Key Segments – H1 FY27

Segment – Consumer: Prestige & Above

INR 1149 Mn

▲ 44% YoY

Revenue

0.88 Mn Cases

▲ 54% YoY

Sales Volume

INR -15 Mn

▲ 38% YoY

EBITDA

Segment – Consumer: Regular & Others

INR 4992 Mn

▲ 12% YoY

Revenue*

8.73 Mn Cases

▲ 14% YoY

Sales Volume*

INR 826 Mn

▲ 9% YoY

EBITDA*

Segment – Manufacturing Segment

INR 9270 Mn

▲ 11% YoY

Revenue

111.37 Mn Litres

▲ 7% YoY

Sales Volume

INR 622 Mn

▲ 27% YoY

EBITDA

Note: * As mandated by UP Excise Policy, all country liquor warehouses in the state need to offer inventory of other company brands. Segment numbers exclude INR 101 Mn of trading revenue in H1 from GSL managed warehouses in the state. Sale volume above does not include traded volume.



Standalone Profit & Loss Statement

Particulars (INR Mn)	Q2 FY27	Q2 FY26	Y-o-Y%	Q1 FY27	Q-o-Q%	H1 FY27	H1 FY26	Y-o-Y%
Revenue from Operations	7,624	6,606	15%	7,888	-3%	15,512	13,596	14%
Other Income	32	28		17		49	52	
Total Income	7,656	6,634	15%	7,905	-3%	15,561	13,648	14%
Cost of Goods Sold	5,136	4,430		5,295		10,431	9,256	
Gross Profit Margin %	33%	33%		33%		33%	32%	
Employee Expenses	362	257		307		670	539	
Other Expenses	1,520	1,321		1,508		3,027	2,627	
EBITDA	638	626	2%	795	-20%	1,433	1,226	17%
EBITDA Margin (%)	8%	9%		10%		9%	9%	
Depreciation	270	223		264		535	439	
Finance Cost	167	137		157		323	283	
Profit before Tax	201	266		374		575	504	
Tax	52	33		98		151	85	
Profit after Tax	149	233	-36%	276	-46%	424	419	1%
PAT Margin (%)	2%	4%		4%		3%	3%	

Standalone Balance Sheet

Particulars (INR Mn)	Sept'26	Mar'26
Net Worth	13,152	10,964
LT Borrowings	689	2,233
Provisions	77	73
Deferred Tax Liabilities	944	915
Other non-current liabilities	19	20
Lease liabilities	60	77
Total Non - Current Liabilities	14,941	14,282
ST Borrowings	2,881	2,918
Trade Payables	2,985	2,438
Acceptance	2,024	1,995
Provisions	74	68
Lease Liabilities	41	46
Other Financial Liabilities	437	185
Current tax liabilities	0	0
Other Liabilities	587	616
Total Current Liabilities	9,029	8,266
Total Liabilities	23,970	22,548

Particulars (INR Mn)	Sept'26	Mar'26
Fixed Assets (Incl. CWIP)	12,600	12,507
Rights to use of assets	299	324
Intangible Assets	25	25
Investments	200	145
Other Financial Assets (Incl. Loans)	180	400
Income Tax Assets	46	43
Other non-current Assets	841	816
Total Non-current Assets	14,191	14,260
Inventories	2,639	2,860
Investments	660	-
Trade Receivables	4,580	3,195
Cash & Cash Equivalents	871	704
Other Financial Assets (Incl. Loans)	156	157
Other Current Assets	873	1,372
Total Current Assets	9,779	8,288
Total Assets	23,970	22,548

Sept'26 vs. March'26

Capital WIP increased INR 36 cr primarily due to malt & bottling capex.

Trade receivables net off prepaid excise duty increased INR 88 cr due to growth of business and timing of collection.

Liquid Investment & Potential Reduction in Finance Cost (Apr'26 – Sept'26)

Particulars	INR Cr
Bank Deposits & Bank Balance as on 1st April 26	95.73
Released from Bank Deposits for Investment (Apr - Sept 26)	24.59
Receipts from QIP	200
Reduction of Term Loan	-155
Treasury Investments including bank deposits*	165.32

*Treasury Investments bifurcation	INR Cr
Deployed in liquid funds	45.45
Deployed in NCD/Bonds	25.95
Balance in Bank Deposits (Including encumbered Bank Deposit: INR 52.82 Cr)	74.82
Balance in Cash & Cash Equivalents	19.1
Total	165.32

- **REDUCTION IN FINANCE COST DUE TO LOAN REPAYMENT** - INR ~6 Cr estimated savings for H2 FY27 (Oct–Mar); INR 11–12 Cr on an annualized basis
- **EXPECTED INTEREST INCOME FROM INVESTMENTS** - INR 2.5 Cr in H2 FY27; INR 5 Cr on an annualized basis. Yield % to be ~7.3%





Globus Spirits Overview

DOAAB

Single Malt Whisky: Six Blind Men & The Elephant



Globus Spirits - At a glance



Incorporated
in

1993



Brands in
Portfolio

42

Brands across
Regular, Prestige &
Luxury segments



Millionaire
Brands

3



Distillation
Capacity

~334 Mn Litres

Distilled annually



Bottling
Capacity

~30 Mn

Cases annually



Cases
Sold (H1 FY27)

~ 9 Mn

Regular & Others

~ 1 Mn

Prestige & Above



Revenue
from Operations

INR 15,411 Mn

in H1 FY27



Geographic
Footprints

13*

PAN India Presence

From Grain to Glass to **Glory**

Headquartered in Delhi, Globus Spirits Limited (GSL) is India's only fully integrated alco-bev player, straddling the entire value chain from raw grain to premium spirits. Its balanced two-engine model — comprising a high-margin manufacturing business and a premiumizing consumer portfolio — positions GSL as a 360-degree integrated alco-bev player with a unique edge in the industry.

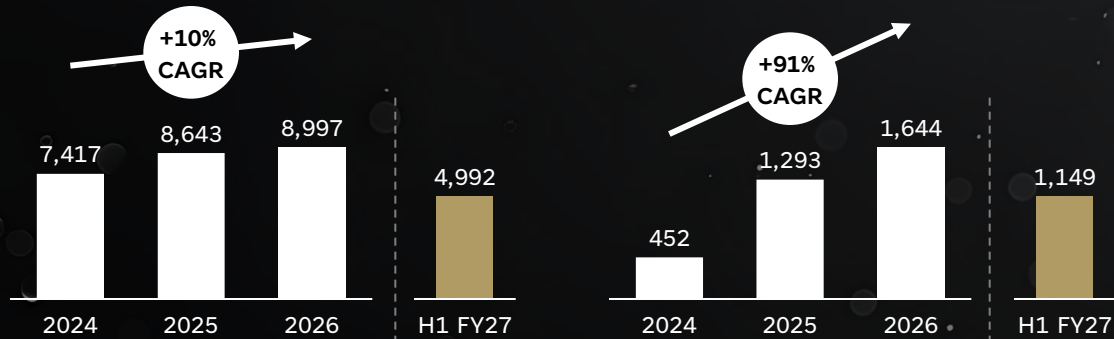


Two engines. One integrated platform



Consumer

Revenue (INR Mn)



Regular & Others

The Regular & Others portfolio anchors the business with steady demand in core markets, providing scale and cash flow to support growth.

Prestige & Above

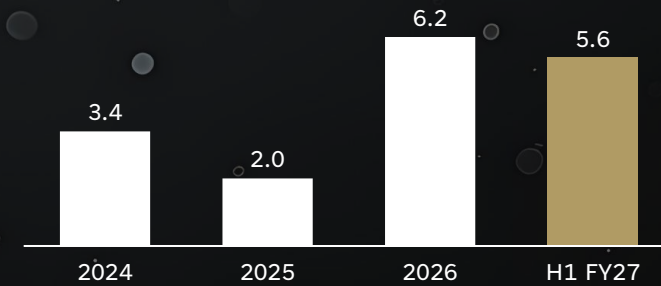
The Prestige & above Portfolio drives premiumisation, strengthening margins while building brand equity in emerging markets.

The Consumer Business is GSL's **GROWTH** engine, contributing **40%** of total revenues (H1 FY27) and driven by a diversified portfolio spanning multiple categories and price segments



Manufacturing

EBITDA/Ltr (INR)



What we produce

Extra Neutral Alcohol (ENA)

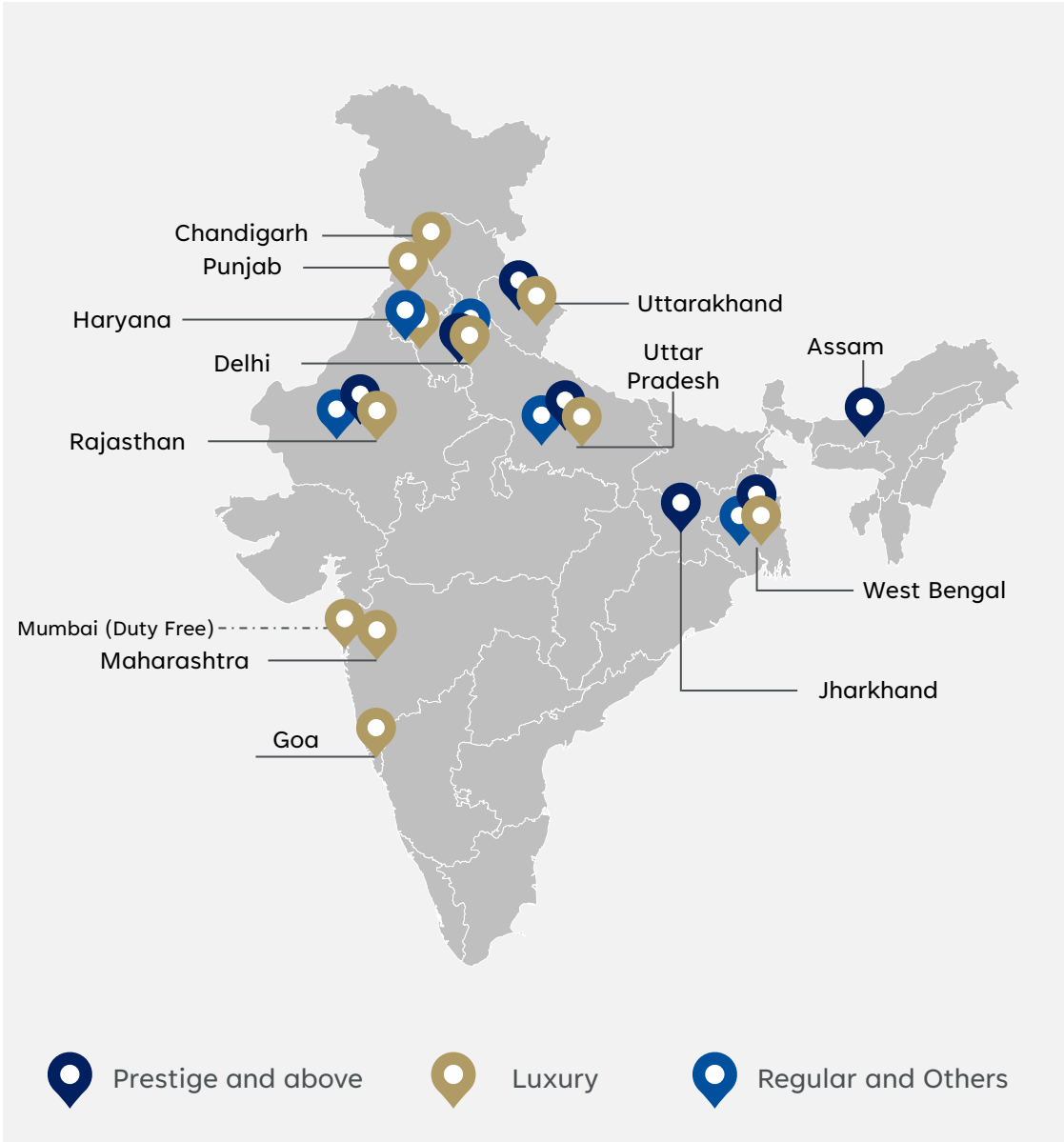
Ethanol

By-Products (Animal Feed, Corn Oil)

Franchise Bottling

GSL's manufacturing business is the **VALUE** engine of the company contributing **60%** of total revenues (H1 FY27)

Our geographical presence

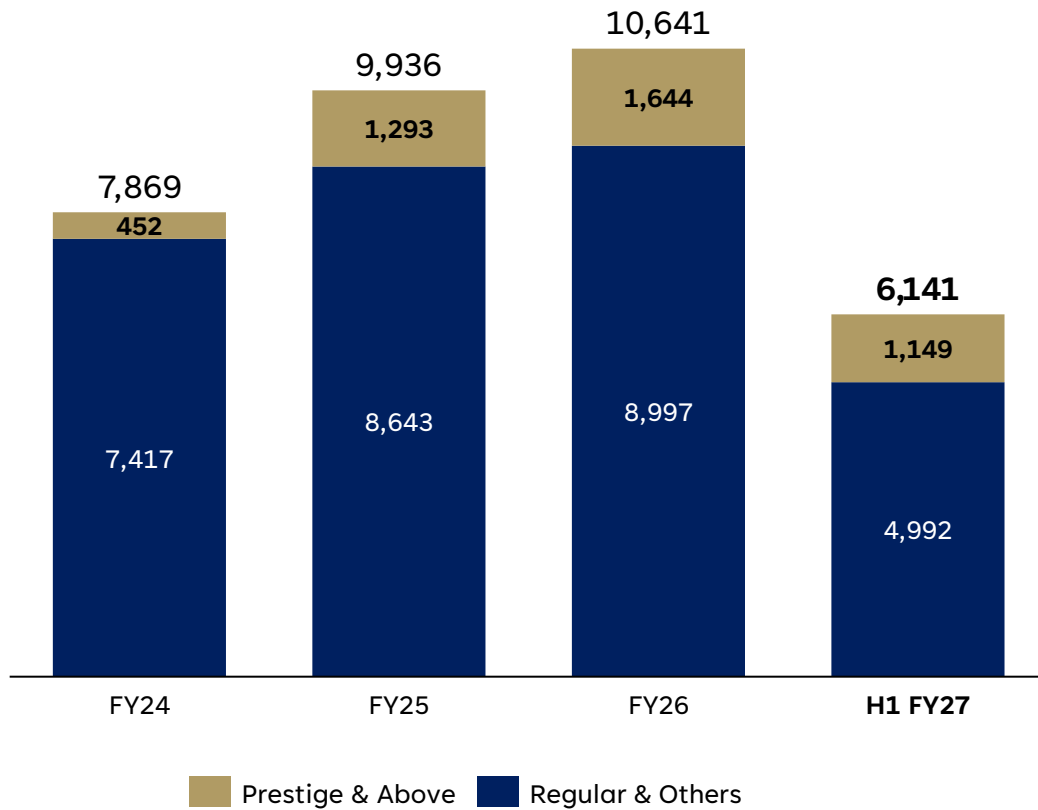


Portfolio	Current Presence	Strategic Role	Key Takeaway
Regular & Others	Rajasthan, Uttar Pradesh, Delhi, Haryana, West Bengal	Scale, distribution depth and cash generation	Rajasthan provides a stable base; UP is the largest volume growth opportunity and is now scaling meaningfully
Prestige & Above	Delhi, West Bengal, Uttar Pradesh, Assam, Rajasthan, Jharkhand, Uttarakhand	Future core consumer growth engine	Presence is expanding beyond legacy markets, with growth led by TERAI, Snoski and Brothers & Co.
Luxury	Delhi, Rajasthan, Maharashtra, Goa, Uttarakhand, Uttar Pradesh, West Bengal, Punjab, Haryana, Chandigarh, Mumbai (Duty-Free)	Brand equity, aspiration and premium image	Selective presence in high-salience markets supports brand seeding rather than volume-led expansion
Manufacturing Footprint	Rajasthan, Haryana, West Bengal, Bihar, Jharkhand, Uttar Pradesh	Supply security, cost control and route-to-market support	Capacity is aligned with key consumption markets, improving serviceability and operating flexibility

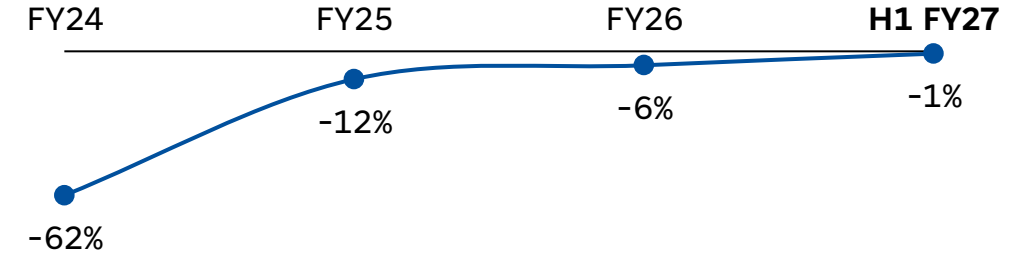
Consumer Segment: Powering the next phase of growth

Transforming Consumer Revenue Mix (INR Mn)

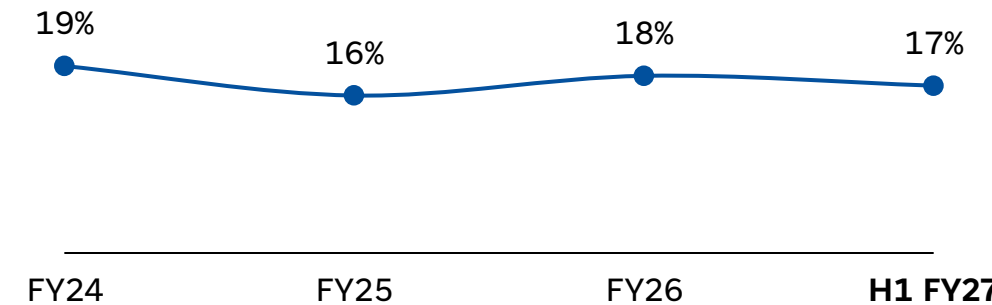
Prestige & Above contribution increased from ~6% in FY24 to ~19% in H1 FY27



P&A - EBITDA Breakeven within reach



R&O - Delivering Industry Leading Margins



Industry guidance 15-17%

DWAAR

— INDIAN CRAFT WHISKY —

A bold new chapter in Indian whisky



INSPIRED BY HERITAGE CRAFTED FOR TODAY

DWAAR is our new Indian Craft Whisky that blends rich heritage with contemporary taste, designed for the modern Indian consumer.



PX SHERRY CASK FINISH

Enhanced depth and complexity with a distinctive character.



BOLD & WOODY PROFILE

A rich, well-balanced flavour for today's whisky enthusiasts.



INDIAN CRAFT AT HEART

A celebration of Indian craftsmanship and timeless traditions.



DESIGNED FOR A GROWING SEGMENT

Targets the evolving premium whisky segment with a distinctive offering.



PREMIUM

DIFFERENTIATED OFFERING

Expands our premium portfolio



STRENGTHENS

BRAND RELEVANCE

Caters to evolving consumer preferences



LEVERAGES

OUR EXPERTISE

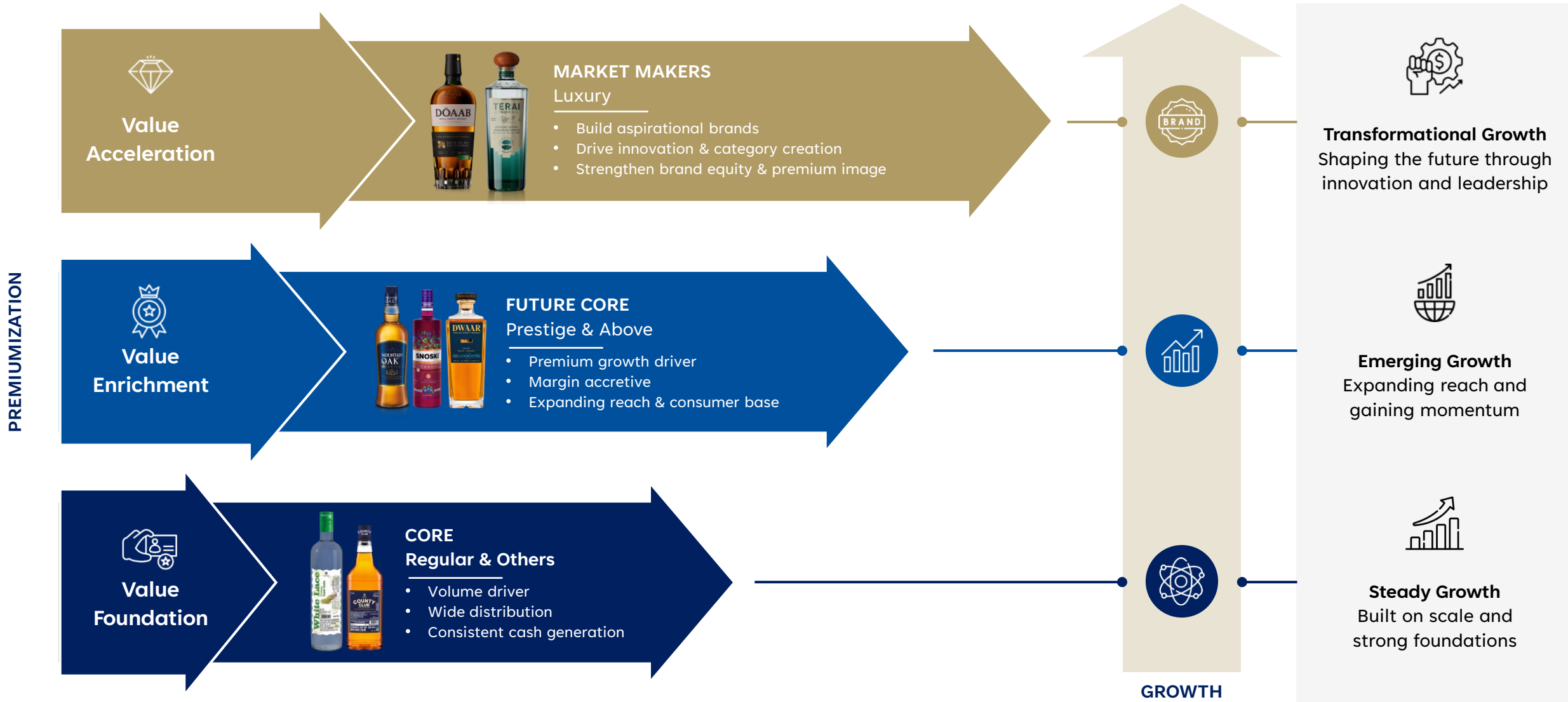
Built on our legacy in craft and quality



SUPPORTS LONG-TERM GROWTH

Enhances presence in the fast-growing Indian craft whisky segment

Portfolio architecture for sustainable value creation



A balanced portfolio approach – driving scale and cash generation today, premiumizing for tomorrow, and building iconic brands that lead the future

State of the art manufacturing units



Samalkha, Haryana

Capacity - **47.6** million litres

Products – Regular & others; prestige & above; Bulk Sales – ENA & Ethanol, Contract Bottling



Panagarh, West Bengal

Capacity - **102** million litres

Products – Regular & others; prestige & above; Bulk Sales – ENA & Ethanol, Contract Bottling



Behror, Rajasthan

Capacity - **54.4** million litres

Products – Regular & others; prestige & above; Bulk Sales – ENA



Behragoda, Jharkhand

Capacity - **68** million litres

Products – Bulk Sales – ENA & Ethanol, prestige & above



Hajipur, Bihar

Capacity - **28.9** million litres

Products – Bulk Sales – ENA & Ethanol



Lakhimpur Kheri, Uttar Pradesh

Capacity - **34** million litres

Products – Regular & others, prestige & above, Bulk Sales – ENA

A stronger ESG score, backed by measurable action

GLOBUS SPIRITS LIMITED

59/100

+9 points

Up from 50 to 59



50 Previous

61 Strong

Just 2 points away from the 'Strong' category

WHAT ESG MEASURES

ESG evaluates how a company manages its environmental impact, its people and workplace, and the quality of its governance. It offers investors a view of long-term risks, resilience and responsible business practices.

KEY STRENGTHS RECOGNISED IN THE ASSESSMENT

36%



Renewable energy

Renewables represented ~36% of total energy use in FY2026, above the peer average.

ZLD



Water stewardship

Zero Liquid Discharge operations mean no process waste water is discharged into the environment.

CIRCULAR



Resource efficiency

Fly ash reused in brick manufacturing; spent grain sold as cattle feed.

0



Workplace safety

No fatalities and nil lost time injury frequency rate (LTIFR) in FY2026.

GOVERNANCE



8 Board members

~83% independent-director attendance

Nil whistleblower complaints

Driving execution: Experienced leadership & governance

Board Of Directors



Sunil Chadha

Chairman



Ajay Kumar Swarup

Managing Director



Shekhar Swarup

Joint Managing Director & CEO



R. K. Malik

Whole Time Director



Amitabh Singh

Whole Time Director



Kenneth Dsouza

Non-Executive Director



Amit Bhatiani

Independent Director



Ruchika Bansal

Independent Director

Management Team



Paramjit Singh Gill

Chief Executive Officer, Consumer Division



R. K. Malik

President – Operations, North



Amitabh Singh

President – Technical and Operations



Nilanjan Sarkar

Chief Financial Officer



Santosh Kumar Pattanayak

Company Secretary, Compliance Officer



Akhil Arora

Senior Vice President, Commercial

COMPANY :



Globus Spirits Limited

CIN: L74899DL1993PLC052177

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Meeting Request

[Link](#)



THANK YOU