Glottis

August 11, 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 Quarter ended June 30, 2026.

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
Digitally signed by NIBEDITA PANDA
Date: 2026.08.11 14:06:44 +05'30'

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

Encl. as above.

Glottis Ltd

(NSE: GLOTTIS; BSE: 544557)

Q1 FY27 Earnings Presentation

August 2026

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

Glottis

INR 7,226 Mn	INR 495 Mn	INR 377 Mn	19.9%	18.8%
FY26 Revenue	FY26 EBITDA	FY26 PAT	FY26 ROE	FY26 ROCE

Ocean Freight – 92%

- 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 – 5%

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

Air Freight – 3%

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

Key Facts

Chennai, India
Headquarters | Port Proximity

~ 89k+
Volume Handled in FY26 (TEU)

2,071
Customers Served (FY26)

114
Countries Served FY2026

BBB+/Stable
CRISIL (July 2026)

Intermediary Network

198
Overseas Agent

62
Custom House Agents

16
Container Freight Stations

88
Shipping Line and Agencies

23
Airlines

Infrastructure

9
Branch Offices in India

1
Warehouse

~2,00,000 sq. ft.
Warehouse Storage

80
Owned Vehicle Fleet

51
Transporters

Other Ancillary Services

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

FY26 Revenues

Strategic Direction

Glottis

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

Management Commentary

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

Revenue from Operations
Rs. 2,345 Mn

EBITDA
Rs. 163 Mn

PAT
Rs. 107 Mn

TEUs Handled
21,841

"The first quarter of FY2027 reflected an improvement in revenue performance despite a volatile global logistics environment. International trade remained affected by geopolitical developments and changes in freight rates across key trade corridors. In this environment, the company remained focused on customer additions, expanding its presence across service segments and maintaining a diversified business mix.

Revenue from Operations for the quarter was Rs. 2,345 million, registering a growth of 39.5% YoY. The increase in revenue was supported by higher realizations, with the company handling 21,841 TEUs during the quarter. Sea Import remained the largest business vertical, contributing 70% of revenue and registering a 24.1% YoY growth. Sea Export also recorded higher activity, with revenue growing 83.5% YoY, taking its contribution to 20% of revenue from 15% in Q1 FY2026.

The company is also seeing a gradual increase in the contribution from its air freight and other multimodal services. Air Import revenue grew 97.1% YoY, while Air Export revenue increased 240.4% YoY. Transport revenue was Rs. 107 million during the quarter. The company also started generating revenue from its warehousing operations during the quarter. These segments are helping broaden the service mix beyond the core Sea Import business and create additional opportunities to serve customers across multiple logistics requirements.

Profitability during the quarter was impacted by higher operating costs and the change in business mix. EBITDA for the quarter was Rs. 163 million, with a margin of 6.9%. Profit After Tax was Rs. 107 million, with a margin of 4.6%. The company remains focused on improving shipment level profitability, maintaining cost discipline and improving operating efficiency as the business scales.

Customer additions remained an important area of focus during the quarter. The company added 260 new customers in Q1 FY2027, expanding its market reach across different industry categories. At the same time, the contribution from the top five customers reduced to 29% of revenue. The wider customer base and lower concentration support the company's efforts to build a more diversified revenue profile and expand relationships across its logistics offerings.

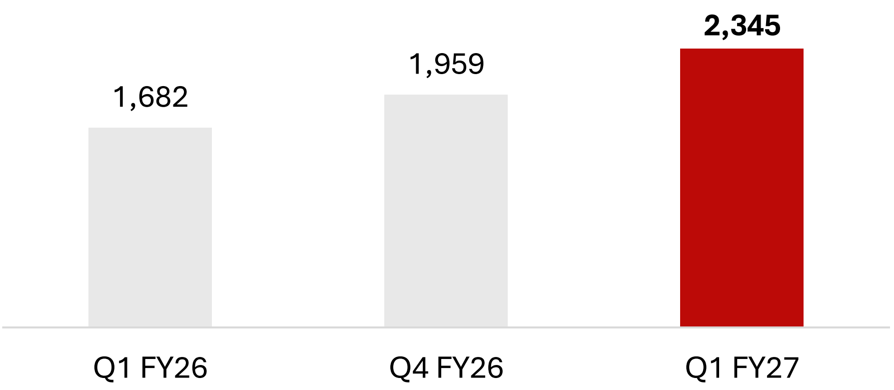
The company also saw a broader mix across end user industries during the quarter. Renewable Energy remained the largest contributor at 38% of revenue. At the same time, contribution from Consumer Durables increased to 10% from 7% in Q1 FY2026, while Chemicals increased to 7% from 3%. The increasing contribution from other industry categories reduces dependence on any single sector and provides a wider base for customer acquisition and cross selling opportunities.

On the operational side, the company added 38 owned vehicles during the quarter, taking its total owned fleet to 80 vehicles. The expansion of the owned fleet is aimed at improving control over transportation requirements and providing greater flexibility in servicing customers across routes.

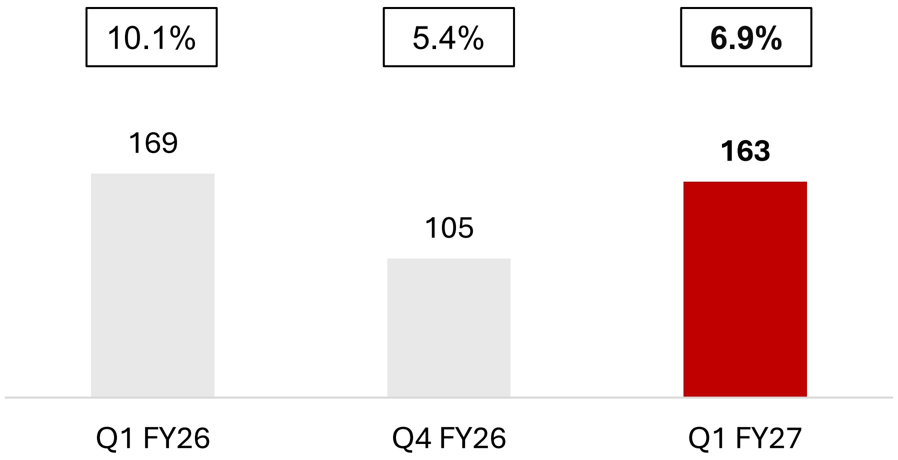
Overall, the first quarter reflects an improvement in revenue and a broader business mix, even as shipment volumes remained lower and profitability was affected by the increase in the operating cost base. Going ahead, the company's focus remains on improving shipment-level profitability, increasing business from existing customers and expanding the customer base."

Q1 FY2027 Performance Highlights

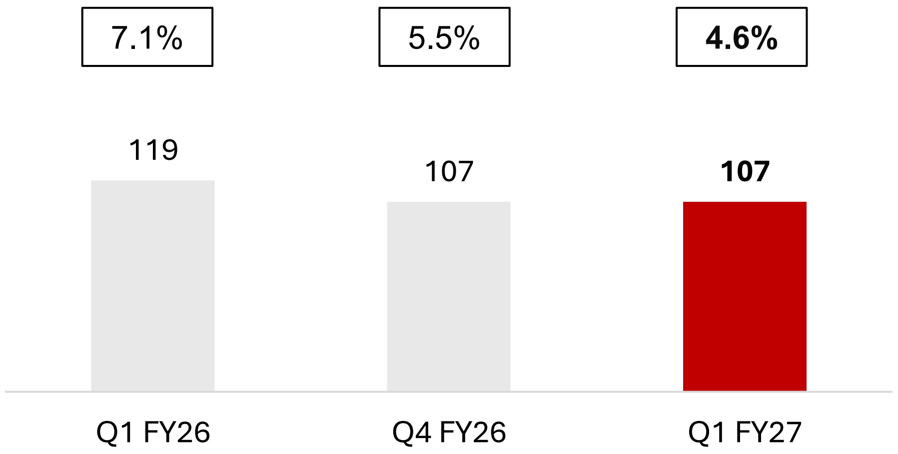
Revenue from Operations



EBITDA and Margin (%)



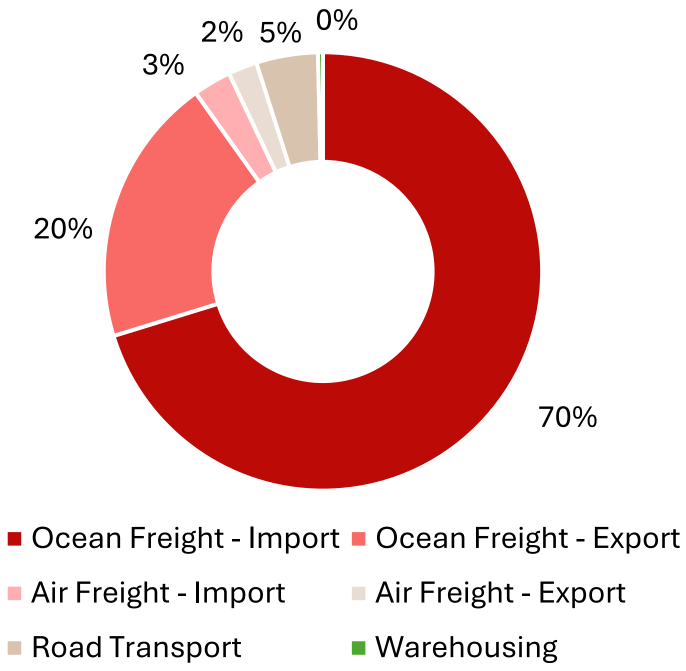
PAT and Margin (%)



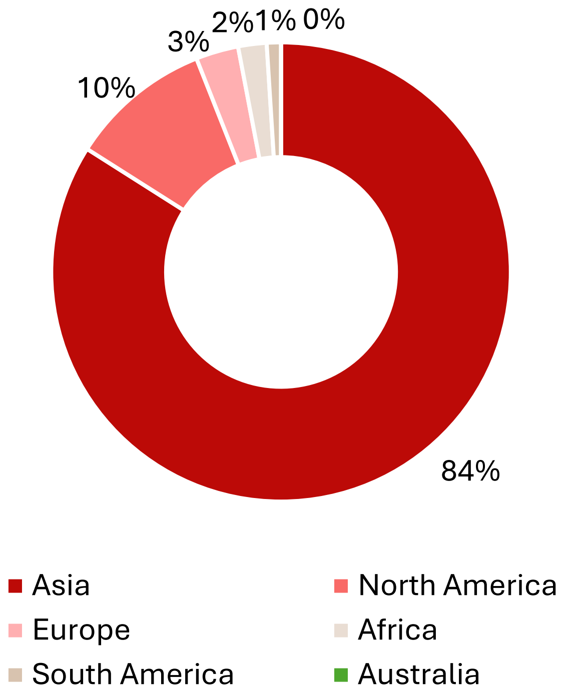
Note: EBITDA excludes other income

Q1 FY2027 Revenue Contribution

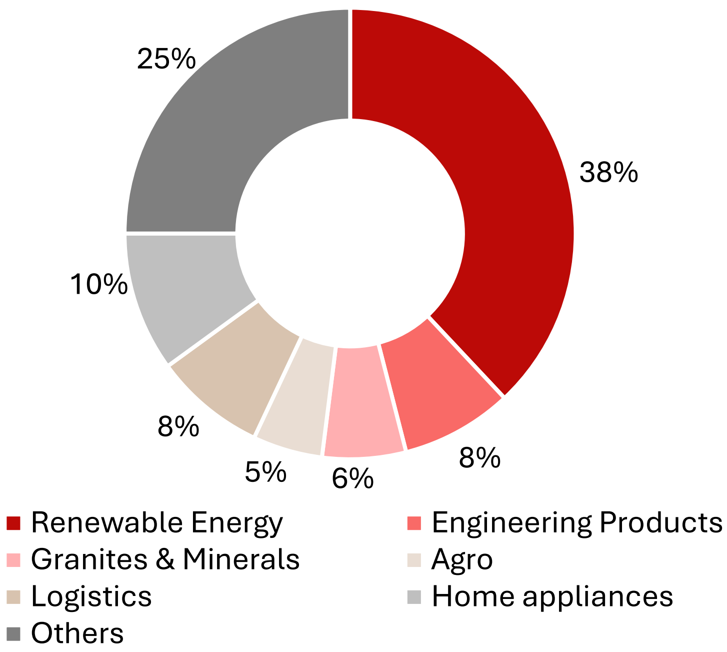
By Segment



By Geography



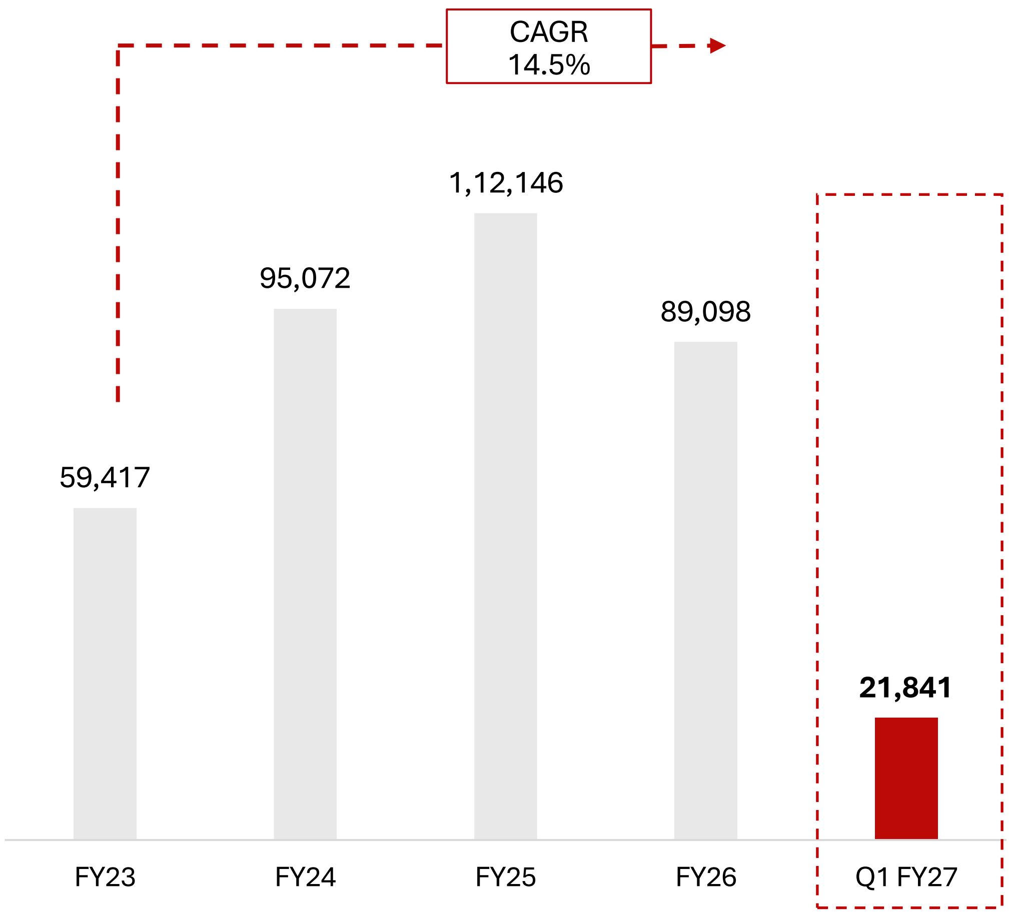
By Industry



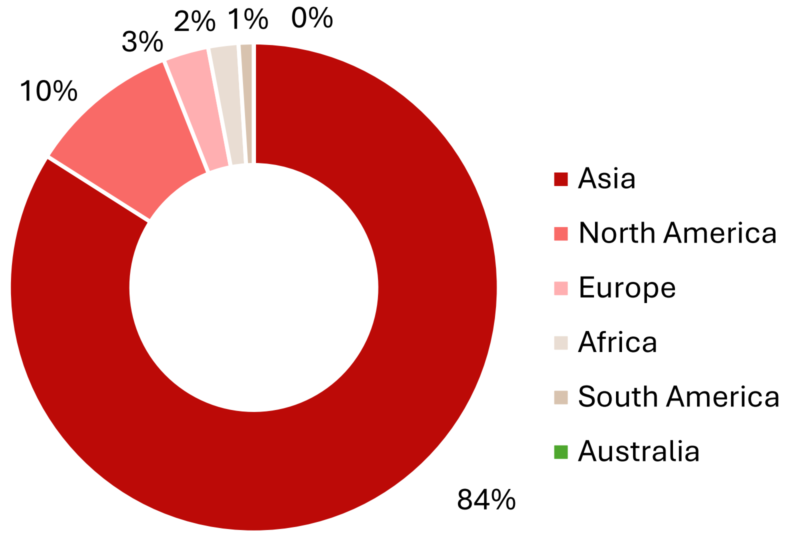
Top 5 Customers Revenue Contribution 29%

Q1 FY27 Volume Mix

Imports through Ocean (TEUs)



By Geography



Investment Case (1/2)

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 FY2026, 89,000+ 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 9 branch offices covering major transportation hubs
- Manages a warehouse with total storage capacity of up to 2,00,000 sq. ft., catering to renewable energy and consumer durables sectors
- Maintains a base of 80 owned vehicles, leveraging a wide network of business partners for additional fleet and logistics support

9
Branch Offices in India

80
Owned Commercial Vehicle Fleet

1
Warehouse

~2,00,000 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: 198 overseas agents, 62 custom house agents and 16 container freight stations
- Transport partners: 23 airlines,88 shipping lines and agencies and 51 transporters

198
Overseas Agent

62
Custom House Agents

16
Container Freight Stations

88
Shipping Line and Agencies

51
Transporters

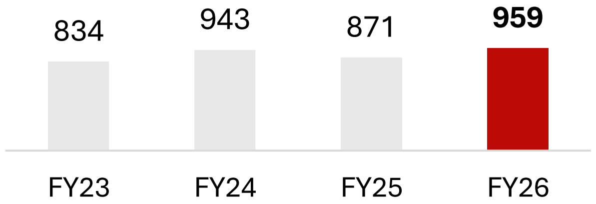
Investment Case (2/2)

Glottis

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 2,071 customers in FY2026, supported by referrals driving new client additions and geographic expansion

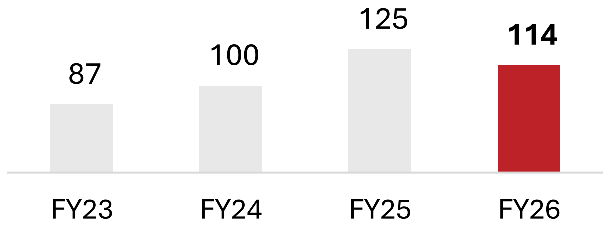
Number of Repeat Customers



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

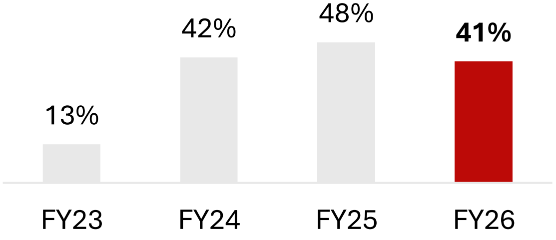
Number of Countries



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

Revenue from Renewable Energy Industry



7. Financial Growth Backed by Demonstrable Performance Metrics

- Revenue CAGR of 14.7% over FY2023–FY2026, highlighting consistent growth potential
- EBITDA margin of 6.9% and PAT margin of 5.2% in FY2026, improved through operational and cost efficiency
- Return on Equity of 19.9% and Return on Capital Employed of 20.9% in FY2026
- Debt-to-Equity ratio at 0.18x in FY2026, indicating a strong balance sheet position

INR 7,226 Mn
FY26 Revenue

INR 495 Mn
FY26 EBITDA

INR 377 Mn
FY26 PAT

Awards and Recognitions

Glottis

Awards

Freight Forwarder of the Year (Imports) 2024

15th Cargo and Logistics Awards

Freight Forwarder of the Year (Imports) 2023

14th Cargo and Logistics Awards

Freight Forwarder of the Year (Imports) 2022

Freight Forwarder of the Year (Containerized) 2019

Accolades & Recognitions

Approved as Member of International Federation of Freight Forwarders Association 2024

Customer of the Year Award 2017

Safmarine

Token of Appreciation from APM Terminals Inland Services, 2016

Recognized by Safmarine for continued support and patronage, 2015 & 2014

Q1 FY2027 Financial Performance Summary

Glottis

INR (Million)	Q1	Q1	*Y-o-Y*	Q4	*Q-o-Q*
	FY2027	FY2026	*Growth(%)*	FY2026	*Growth(%)*
Revenue from Operations	2,345	1,682	*39.5%*	1,959	*19.7%*
Other Income	21	1		50	
Total Income	**2,366**	**1,682**	***40.7%***	**2,008**	***17.8%***
Cost of Services Rendered	2,060	1,417		1,752	
Employee Benefits expense	71	44		56	
Other expenses	51	52		46	
EBITDA	**163**	**169**	***(3.7)%***	**105**	***54.8%***
Margin	***6.9%***	***10.1%***		***5.4%***	
Depreciation and Amortization expense	23	6		8	
EBIT	140	163	*(14.1)%*	98	*43.7%*
Margin	*6.0%*	*9.7%*		*5.0%*	
Finance costs	16	3		10	
Profit Before Tax	**146**	**161**	***(9.7)%***	**137**	***6.2%***
Margin	***6.2%***	***9.6%***		***7.0%***	
Tax expense	39	42		30	
Profit After Tax	**107**	**119**	***(10.6)%***	**107**	***0.1%***
Margin	***4.6%***	***7.1%***		***5.4%***	
Basic EPS	1.16	1.49	*(22.1)%*	1.15	*0.9%*

Note: EBITDA excludes other income

Freight and Forwarding Services

Glottis

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

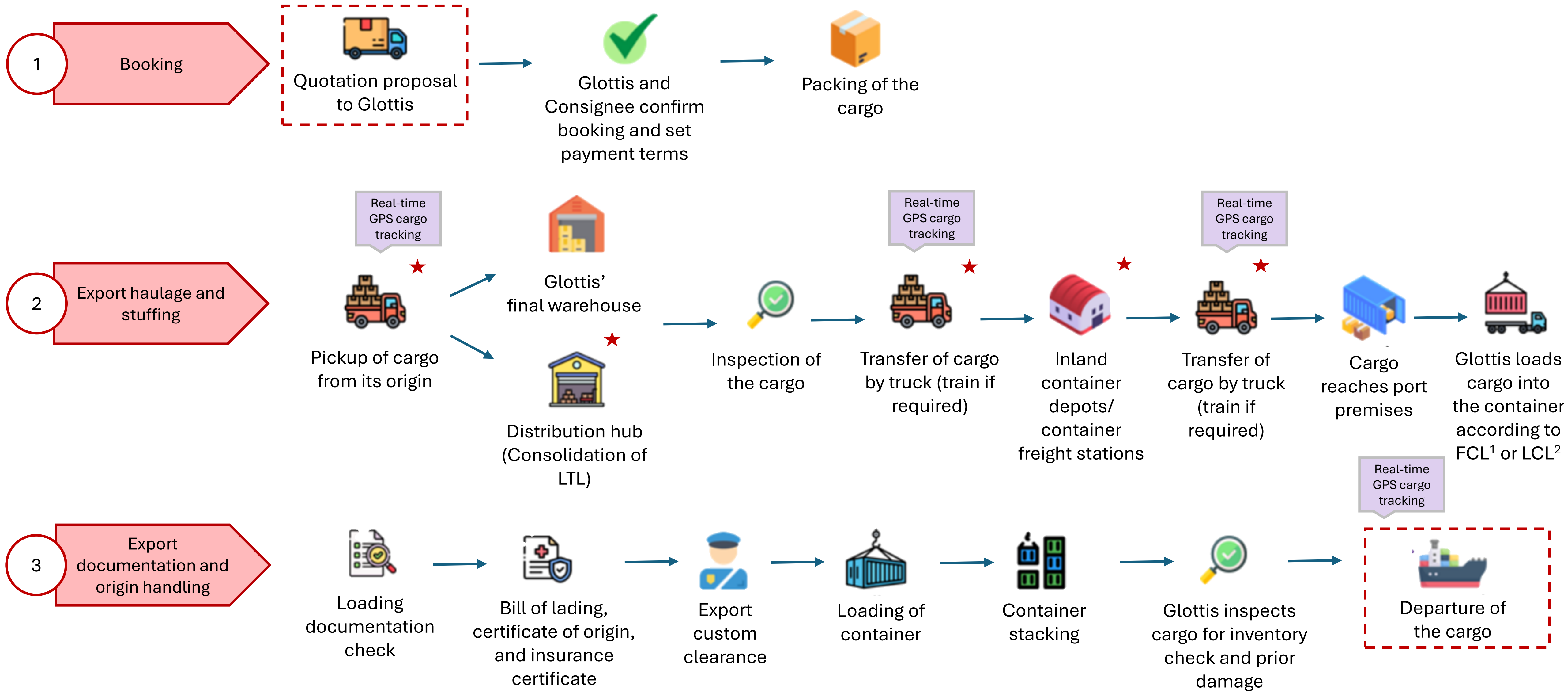
Urban Delivery:

- 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

Ocean Freight Value Chain (1/2)

Glottis

1 Arrival and unloading

1. Departure of the cargo
2. End to end supply chain planning
3. Inspection of the container
4. Unloading of containers ★
5. Loading of containers ★
6. Transfer of the container to container yard ★
7. Container unloading at container yard

2 Destinations handling and import customs clearance

1. Transfer of cargo by truck (train if required) ★ (Real-time GPS cargo tracking)
2. Inland container depots/ container freight stations ★
3. Securing import customs clearance
4. Reviewing documents
5. Settling terms of carrier bill
6. Inspection for damage
7. Transfer of cargo to the Glottis' warehouse ★ (Real-time GPS cargo tracking)
8. Cargo reaches Glottis' warehouse

3 Import Haulage

1. Transfer of cargo from Glottis' warehouse to the destination ★ (Real-time GPS cargo tracking)
2. Final inspection of cargo is made by the consignee
3. Consignee makes payment for the cargo to the consigner

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

Other Ancillary Services (1/2)

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

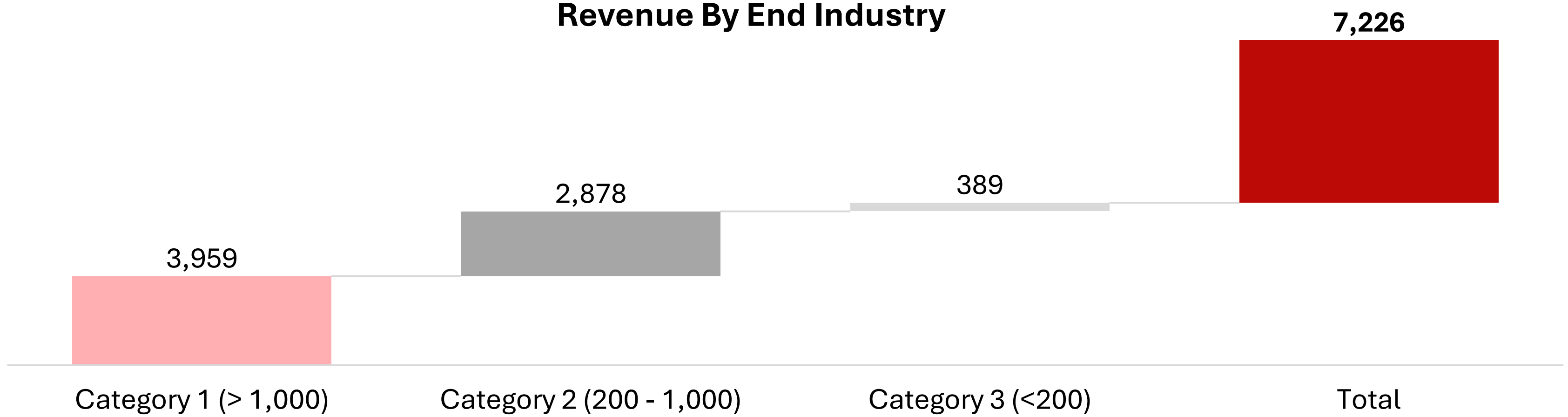
Custom Broking

- 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 Industry



Renewable Energy

Engineering Products

Granite & Minerals

Logistics

Home Appliances

Timber

Agro

Automobile

Others

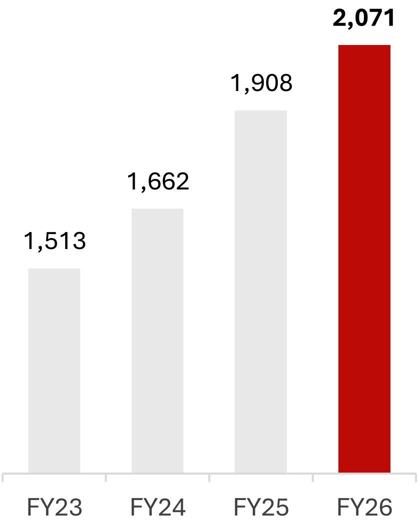
Chemicals

Textiles

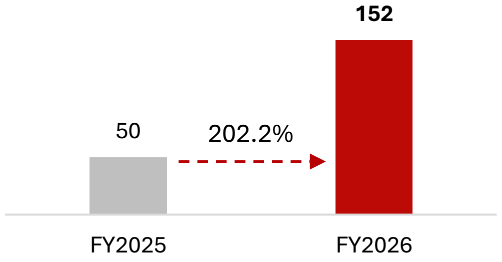
Sports

Medical

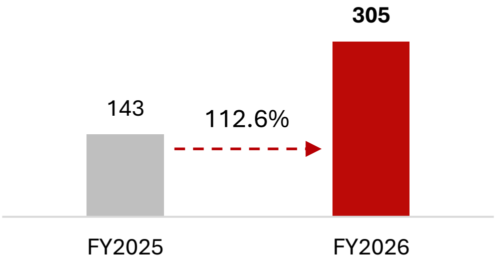
Number of Customers Served



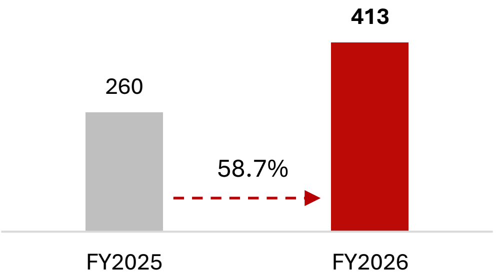
Textiles



Automobile



Agro Products



Offering High Entry Barrier Solutions for Renewable Logistics

Glottis

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 (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

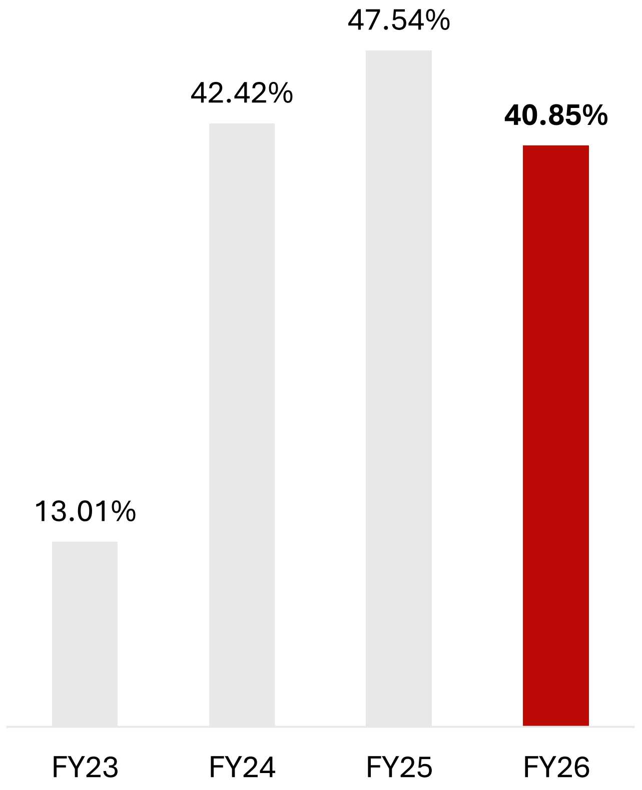
Complex Order Expertise

- 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



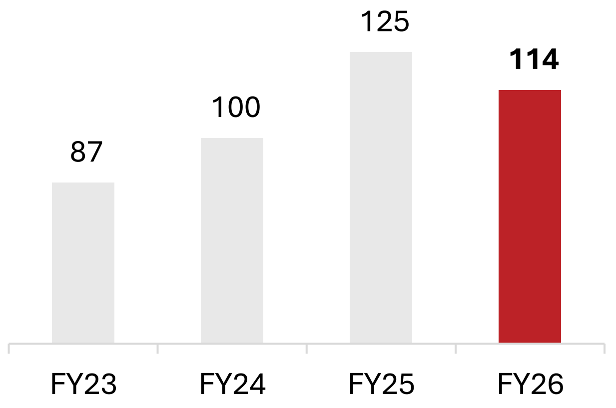
Source: "Freight Forwarding Industry report" dated August 31, 2025 prepared and issued by 1Lattice

Global Presence

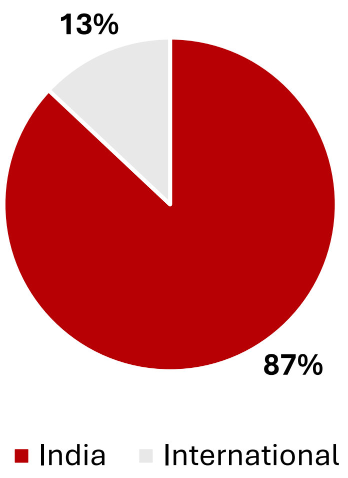
9 Branch Offices

New Delhi	Tuticorin
Gandhidham	Coimbatore
Kolkata	Bengaluru
Mumbai	Cochin
Ahmedabad	

Number of Countries



FY26 Revenue Mix



Glottis

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

Audit Committee

CSR Committee

Nomination and Remuneration Committee

Stakeholder Relationship Committee

Management Team

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

Suraj Prakash Gupta
Head of Corporate Governance and Compliance

Satheesh
Senior Manager - Trade Lane Development Exports

ESG: Sustainability at its Core

Glottis

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 FY25 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
- 186 permanent employees as of March 2026; regular training on HSE and compliance across levels
- Adopted a CSR Policy focused on education, healthcare and environment sustainability
- Rs. 8.7 million spent on CSR in FY26, 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 of which 1 is 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

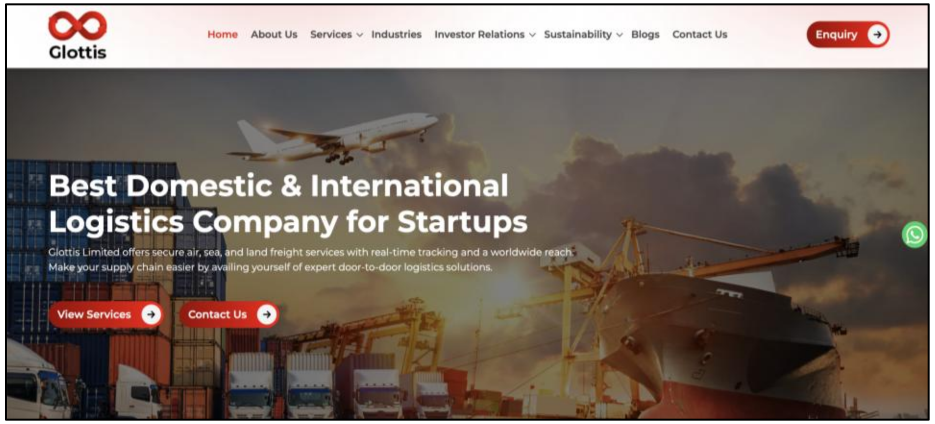
Independent and gender-diverse board ensuring transparency and accountability

AI ESG Profile: 10 Factors and 142 Subfactors

ESG WORLD

Glottis

Glottis Website



ESG Disclosure Platform

Glottis ESG Profile Link (Click Here)

ESG Factors (10)

Company Overview (8)

Board of Directors (6)

Resilience (3)

Environment (15)

Social (28)

Governance (49)

Awards and Recognitions (2)

Ratings and Indices (1)

Corporate Information (11)

Profile Sources (19)

Disclaimer

Glottis

This presentation contains "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Glotis 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.

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