



May 26, 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 Audited Financial Results for the Quarter and Financial year ended March 31, 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
Company Secretary and Compliance Officer
M. No: A68844

Encl. as above.

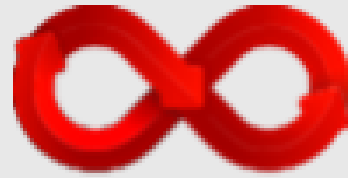
Glottis Limited

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

Corp. Office : Plot 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 : L63090TN2022PLC151443 | GSTIN : 33AAJCG7091D1ZN



Glottis Ltd

(NSE: GLOTTIS; BSE: 544557)

Q4 and FY26 Earnings Presentation

May 2026



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



INR 7,226 Mn
FY26 Revenue

INR 495 Mn
FY26 EBITDA

INR 377 Mn
FY26 PAT

19.9%
FY26 ROE

18.8%
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

BBB+/Stable
CRISIL (October 2025)

Intermediary Network

249
Overseas Agent

51
Custom House Agents

18
Container Freight Stations

156
Shipping Line and Agencies

16
Airlines

33
Countries

Infrastructure

9
Branch Offices in India

1
Warehouse

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

42
Owned Vehicle Fleet

88
Transporters

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 fourth quarter concluded an important year for the company and marked the completion of our first full financial year as a listed entity. During FY2026, the company remained focused on strengthening customer relationships, expanding its multimodal logistics capabilities and improving its operational network across key trade corridors. Despite a softer global freight environment and correction in shipping rates during the year, the company continued to deepen its presence across core business segments and diversified industry categories.

For FY2026, Revenue from Operations was Rs. 7,226 million. Sea Import continued to be the largest business vertical, contributing nearly 78% of total revenue during the year. The company further strengthened its position in the export vertical during the year. Air Import revenue grew 23.6% YoY in FY2026, with its contribution to total revenue increasing to 2.4% from 1.5% in FY2025. Air Export recorded even stronger momentum, with revenue more than doubling during the year and its contribution increasing to 1.2% from 0.4% in FY2025. The growth across the air freight segments reflects increasing customer acceptance of Glottis as a multimodal logistics partner.

Profitability during the year was impacted by lower freight realizations and moderation in shipment volumes across certain trade routes. EBITDA for FY2026 was Rs. 495 million with a margin of 6.9%, while Profit After Tax was Rs. 377 million with a margin of 5.2%. Throughout the year, the company remained focused on shipment-level profitability checks, variable cost alignment and tighter control on overheads to manage the impact of industry-wide rate corrections.

On the operational front, the company handled 89,098 TEUs during FY2026. Volumes during the year were lower compared to previous year as importers and exporters across sectors adopted a measured approach towards procurement and inventory planning due to freight rate volatility and changing global trade patterns. Despite lower volumes, customer engagement remained stable and repeat business improved. During the year, the company added 163 new customers, while the number of repeat customers also increased to 959 from 871, reflecting stronger customer retention and wider market reach.

Furthermore, the company further diversified its sector presence across Automobile, Agro Products, Chemicals, Textiles and Medical segments. Revenue from the Automobile segment more than doubled during FY2026, with its contribution increasing to 4.2% from 1.5% in FY2025, supported by higher movement of auto components and engineering-linked cargo.

The company also continued to strengthen its operational network and infrastructure during the year to support future growth and service capabilities. During FY2026, the company added 32 shipping line connections, expanded its transportation capabilities by onboarding 11 transporters to improve service flexibility and connectivity across routes.

Overall, FY2026 reflects a year of transition and network expansion for the company. The focus going ahead remains on improving shipment quality, increasing wallet share with existing customers, expanding presence across high-growth sectors and strengthening multimodal logistics capabilities across sea and air freight operations.”

Revenue from Operations
Rs. 7,226 Mn

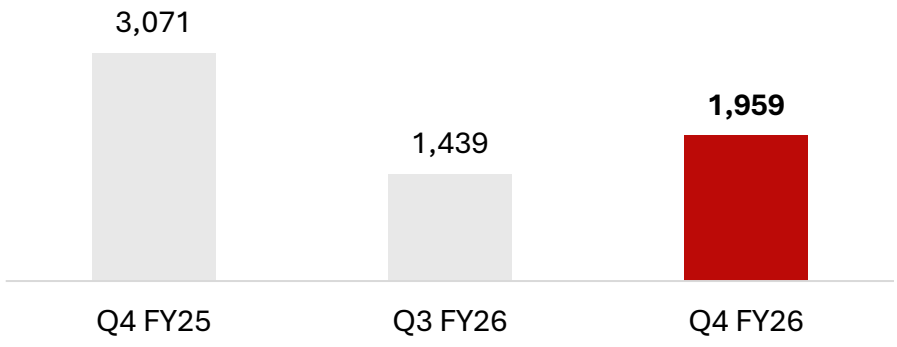
EBITDA
Rs. 495 Mn

PAT
Rs. 377 Mn

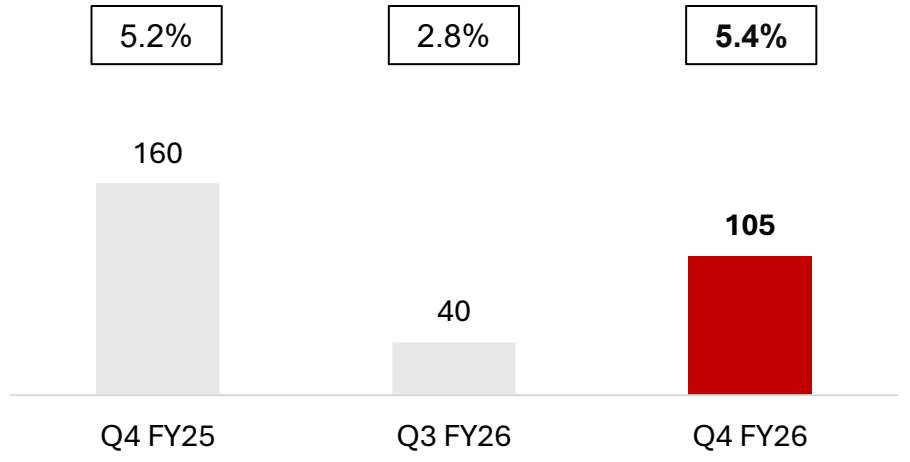
TEUs Handled
89,098



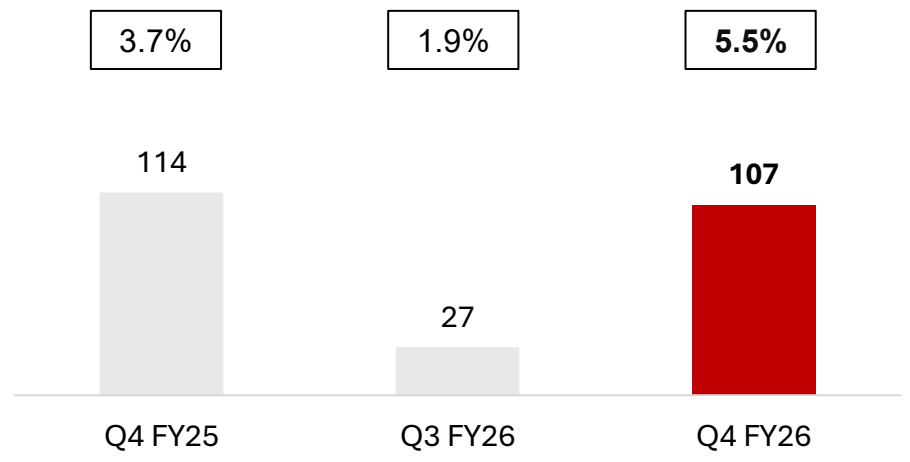
Revenue from Operations



EBITDA and Margin (%)



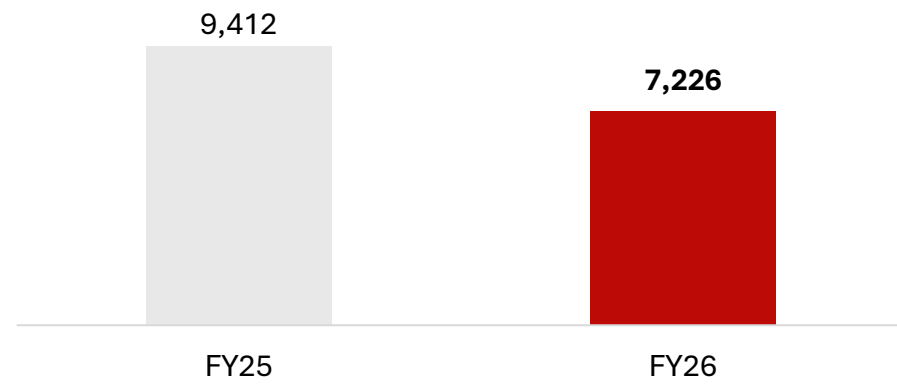
PAT and Margin (%)



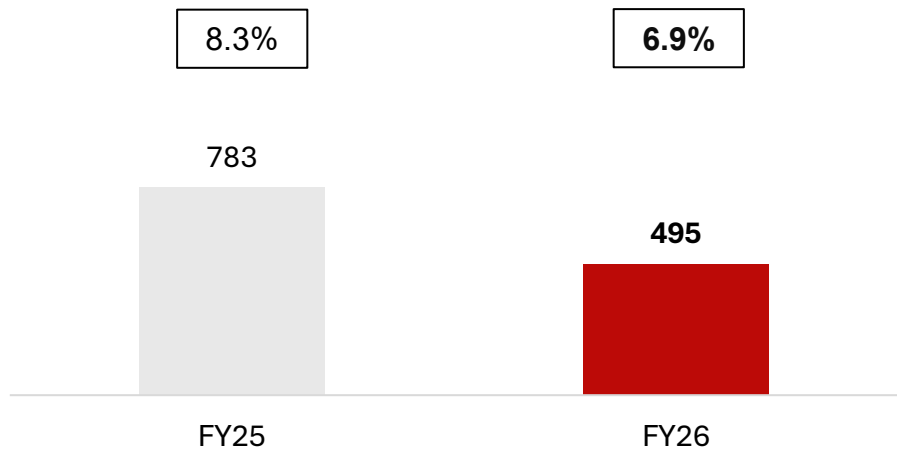
Note: EBITDA excludes other income



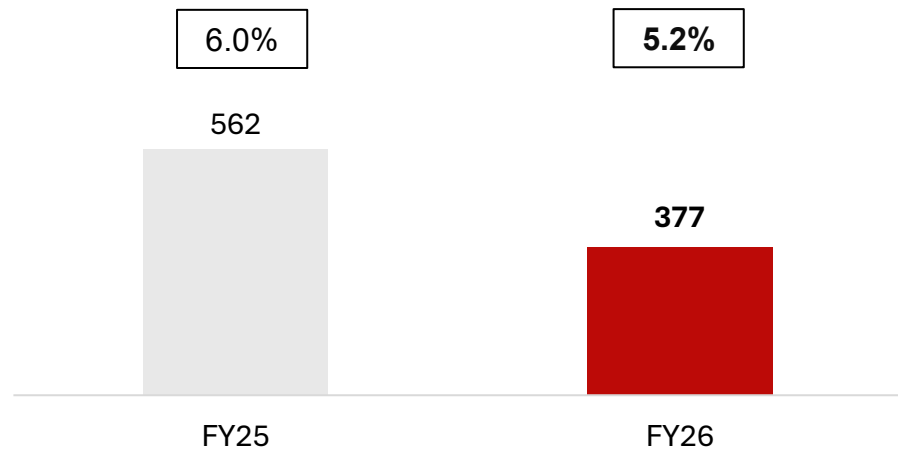
Revenue from Operations



EBITDA and Margin (%)

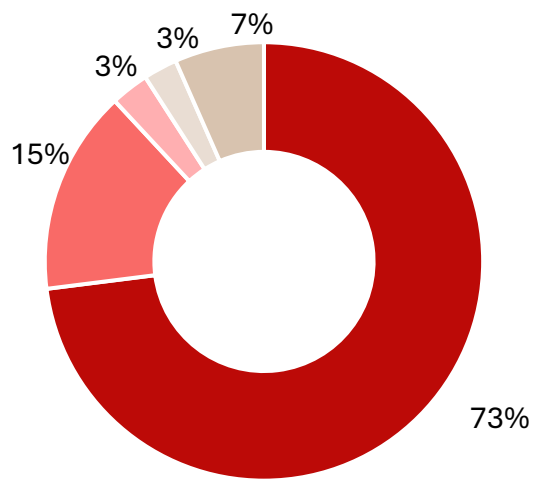


PAT and Margin (%)



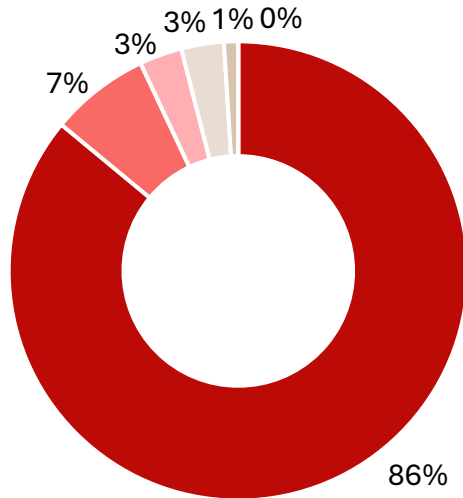
Note: EBITDA excludes other income

By Segment



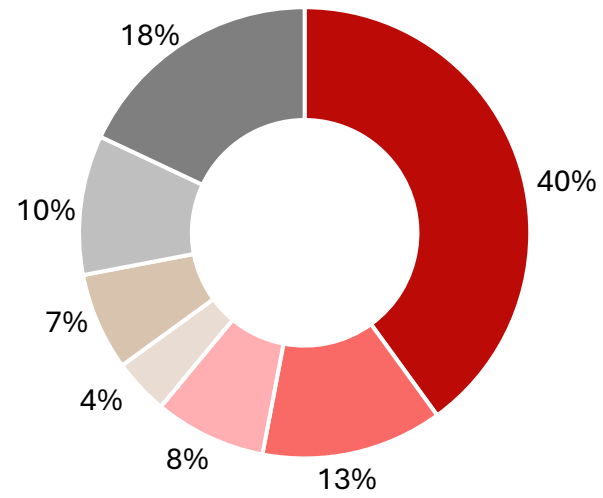
- Ocean Freight - Import
- Ocean Freight - Export
- Air Freight - Import
- Air Freight - Export
- Road Transport

By Geography



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

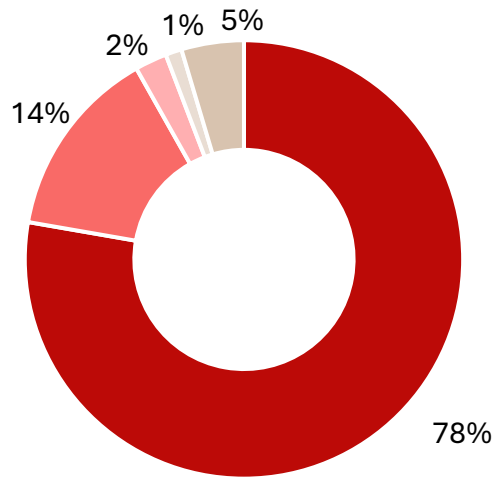
By Industry



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

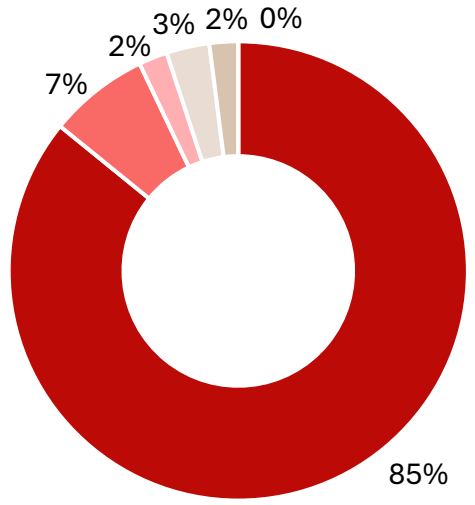
Top 5 Customers Revenue Contribution 35%

By Segment



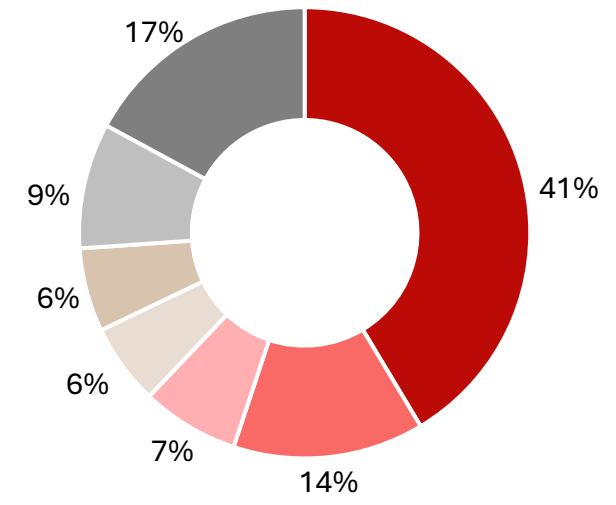
- Ocean Freight - Import
- Ocean Freight - Export
- Air Freight - Import
- Air Freight - Export
- Road Transport

By Geography



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

By Industry

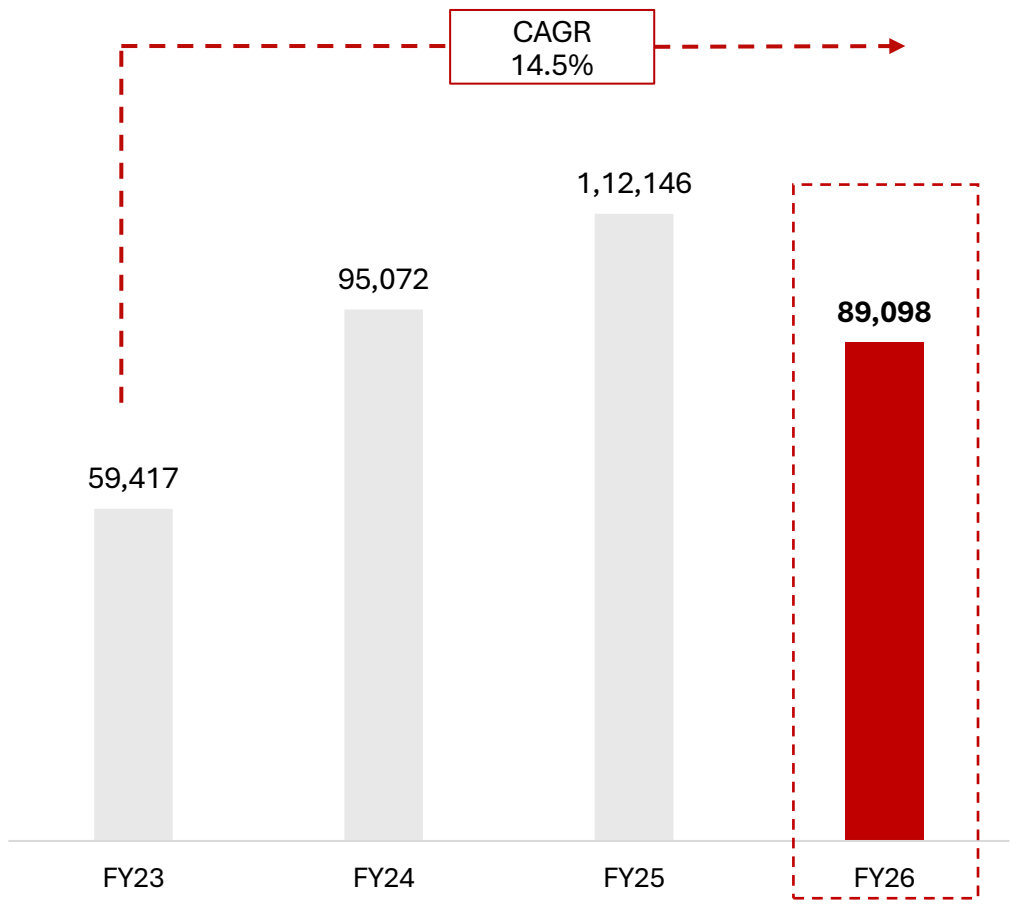


- Renewable Energy
- Granites & Minerals
- Logistics
- Others
- Engineering Products
- Agro
- Home appliances

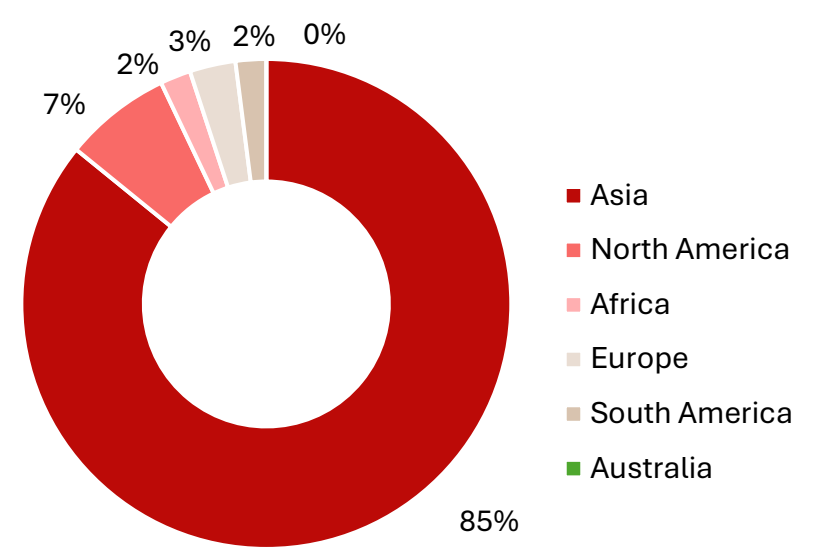
Top 5 Customers Revenue Contribution ~33%

Imports through Ocean (TEUs)

CAGR
14.5%



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 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 8 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 42 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

~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: 249 overseas agents, 51 custom house agents and 18 container freight stations
- Transport partners: 16 airlines, 156 shipping lines and agencies and 88 transporters

249
Overseas Agent

51
Custom House
Agents

32
Container Freight
Stations

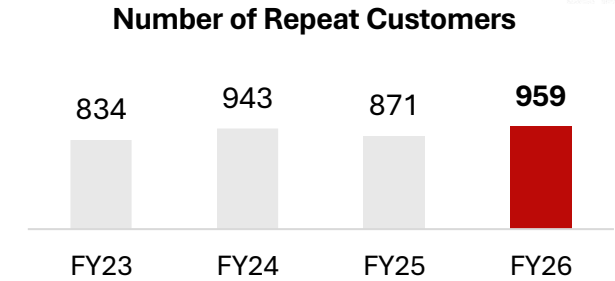
156
Shipping Line and
Agencies

88
Transporters

Investment Case (2/2)

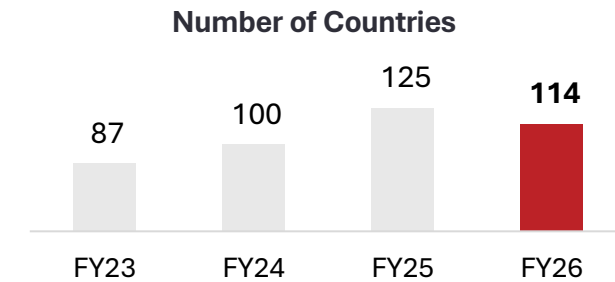
4. Longstanding Customers Relationships Across Industries

- 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



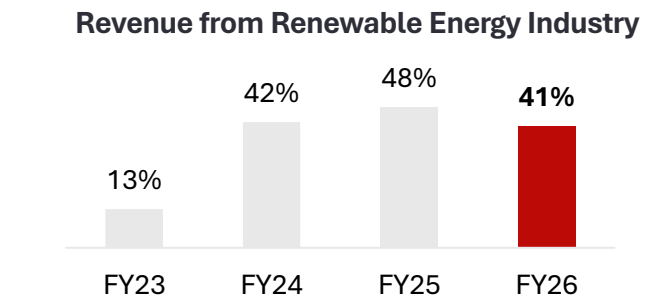
5. Widespread Global Reach to Service International Customers

- 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 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



Awards



15th Cargo and Logistics Awards



14th Cargo and Logistics Awards



Accolades & Recognitions



Safmarine



Q4 and FY2026 Financial Performance Summary



INR (Million)	Q4	Q3	Q-o-Q	Q4	Y-o-Y			Y-o-Y
	FY2026	FY2026	Growth(%)	FY2025	Growth(%)	FY2026	FY2025	Growth(%)
Revenue from Operations	1,959	1,439	36.1%	3,071	(36.2)%	7,226	9,412	(23.2)%
Other Income	50	14		9		68	14	
Total Income	2,009	1,452	38.3%	3,081	(34.8)%	7,294	9,425	(22.6)%
Cost of Services Rendered	1,752	1,308		2,808		6,342	8,289	
Employee Benefits expense	56	57		32		209	162	
Other expenses	45	33		72		180	176	
EBITDA	105	40	163.8%	160	(34.2)%	495	783	(36.8)%
Margin	5.4%	2.8%		5.2%		6.9%	8.3%	
Depreciation and Amortization expense	8	6		6		25	16	
EBIT	97	34	187.4%	154	(36.6)%	470	768	(38.7)%
Margin	5.0%	2.4%		5.0%		6.5%	8.2%	
Finance costs	10	9		9		31	23	
Profit Before Tax	137	38	258.1%	155	(11.2)%	507	759	(33.1)%
Margin	7.0%	2.7%		5.0%		7.0%	8.1%	
Tax expense	30	11				131	197	
Profit After Tax	107	27	294.7%	114	(6.0)%	377	561	(32.9)%
Margin	5.5%	1.9%		3.7%		5.2%	6.0%	
Basic EPS	1.15	0.29	296.6%	1.42	(19.0)%	4.37	7.02	(37.7)%

Note: EBITDA excludes other income

INR Million	As on 31 Mar, 2026	As on 31 Mar, 2025
Equity and liabilities		
a) Equity Share Capital	185	160
b) Other Equity	2,625	818
Shareholders Fund	2,810	978
Non-Current Liabilities		
a) Long-term Borrowings	20	20
b) Lease Liabilities	29	31
c) Provisions	1	1
Total Non-current Liabilities	50	52
Current Liabilities		
a) Short-term Borrowings	477	202
b) Trade Payables	266	274
c) Lease Liabilities	3	3
d) Other Financial Liabilities	22	14
e) Other Current Liabilities	38	26
f) Provisions	3	1
g) Current Tax Liabilities	3	4
Total Current Liabilities	812	524
Total Equity and Liabilities	3,671	1,554

INR Mn	As on 31 Mar, 2026	As on 31 Mar, 2025
Assets		
Non-Current Assets		
a) Property, Plant and Equipment	208	128
b) Capital WIP	107	0
c) Right of Use Assets	30	34
d) Other Intangible Assets	0	0
e) Other Financial Assets	4	3
f) Deferred Tax Assets (Net)	9	5
g) Other Non-Current Assets	223	0
Total Non-current Assets	580	171
Current Assets		
a) Trade Receivables	1,717	1,060
b) Cash & Bank Balances	1,007	148
c) Loans	1	2
d) Other Financial Assets	115	55
e) Current Tax Assets	8	20
f) Other Current Assets	242	98
Total Current Assets	3,091	1,383
Total Assets	3,671	1,554



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

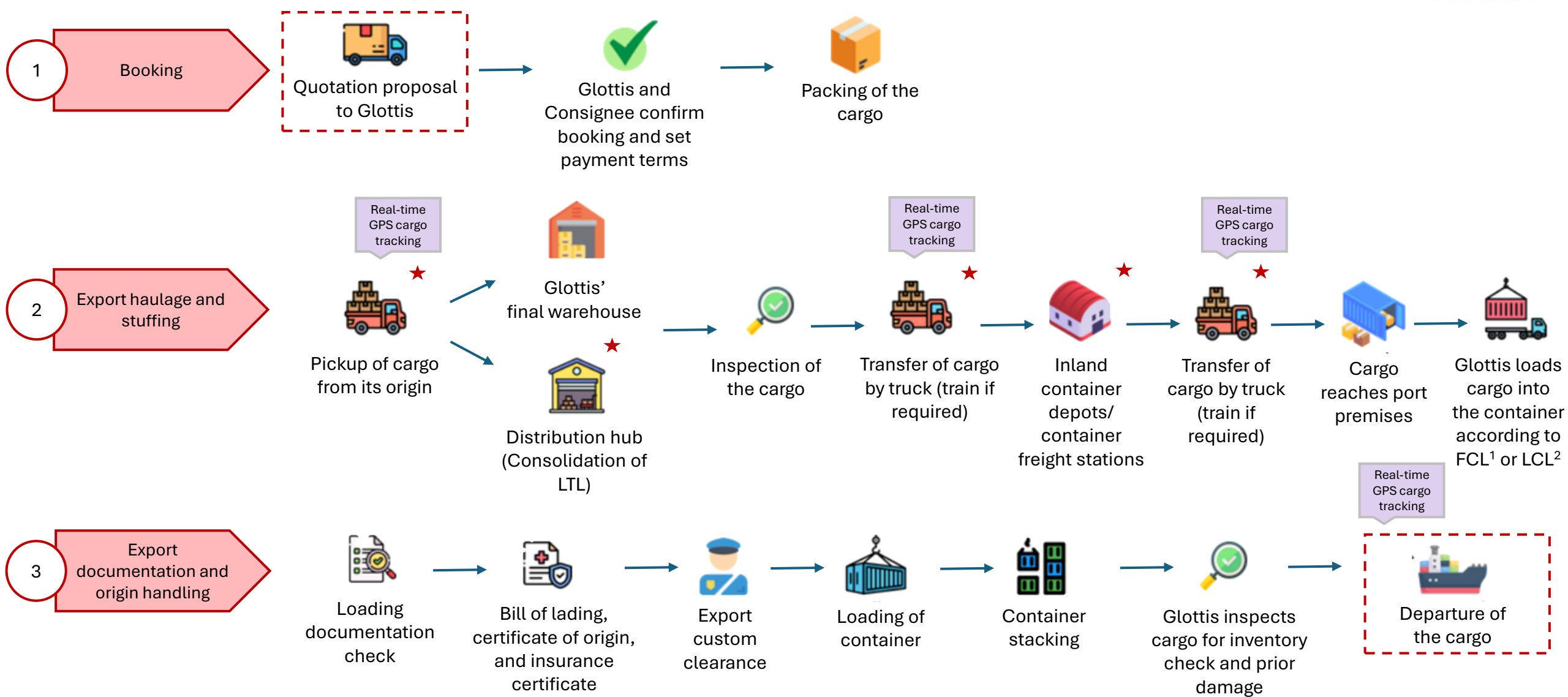
Urban Delivery:

- 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

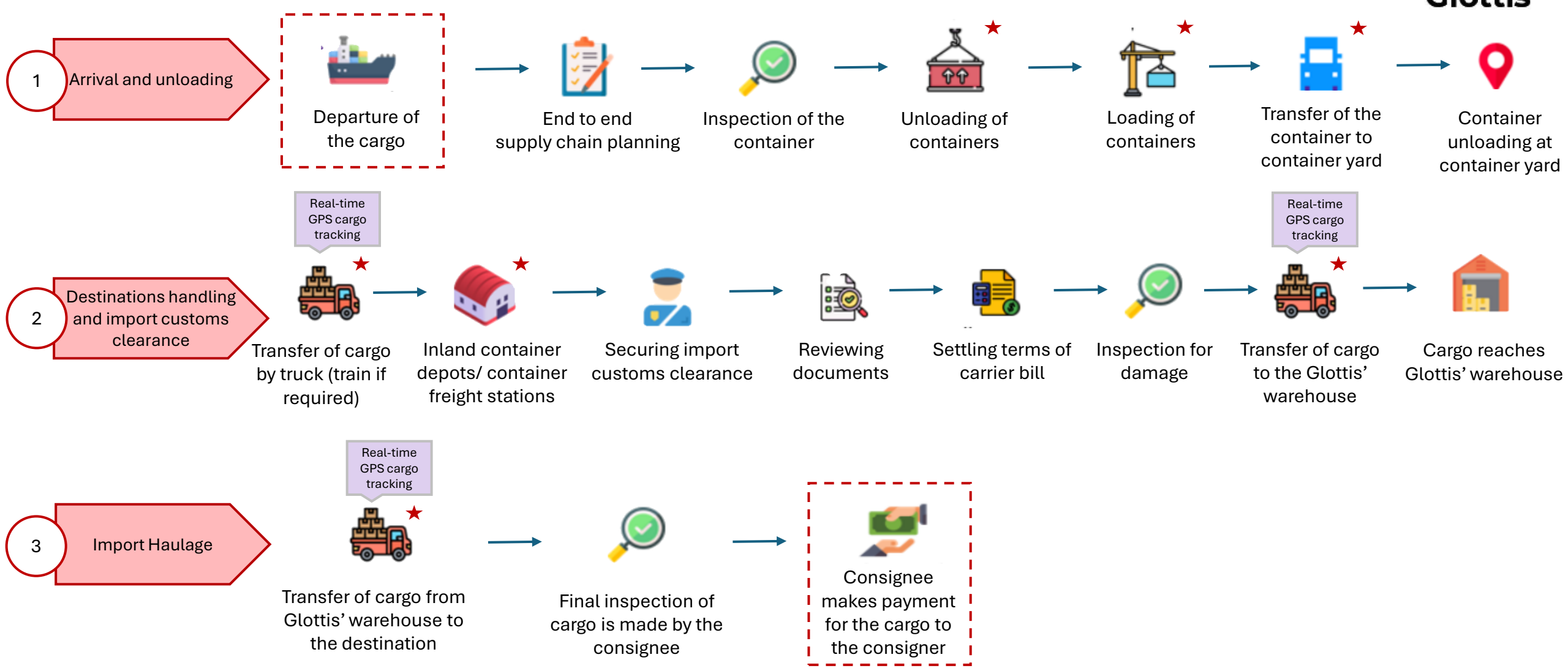
Ocean Freight Value Chain (1/2)



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 **16**

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



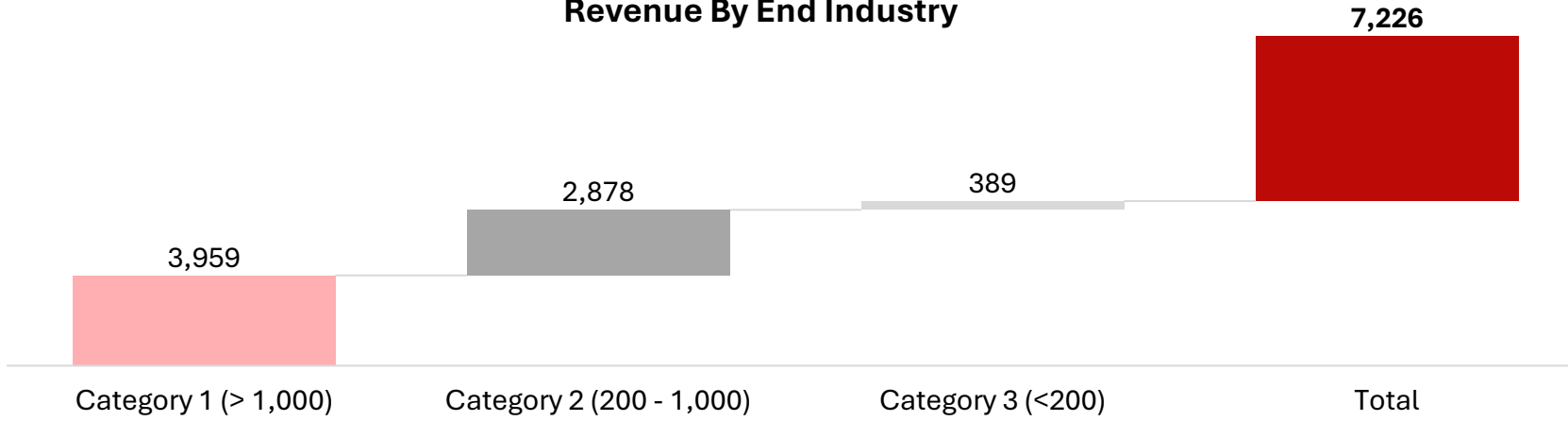
Custom Broking

- 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 Industry



Renewable Energy

Engineering Products

Granite & Minerals

Logistics

Home Appliances

Timber

Agro

Automobile

Others

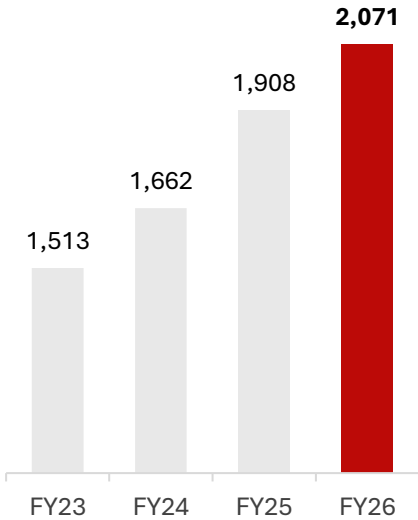
Chemicals

Textiles

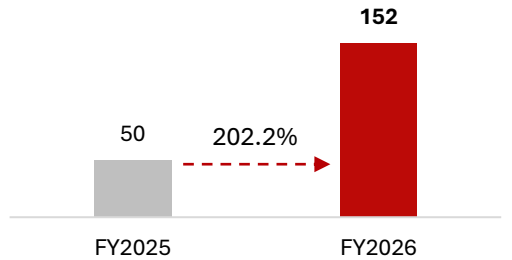
Sports

Medical

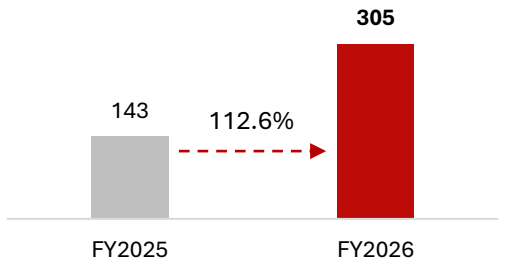
Number of Customers Served



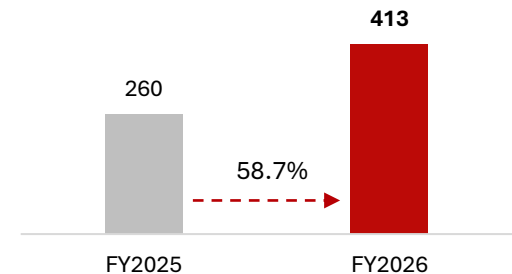
Textiles



Automobile



Agro Products





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

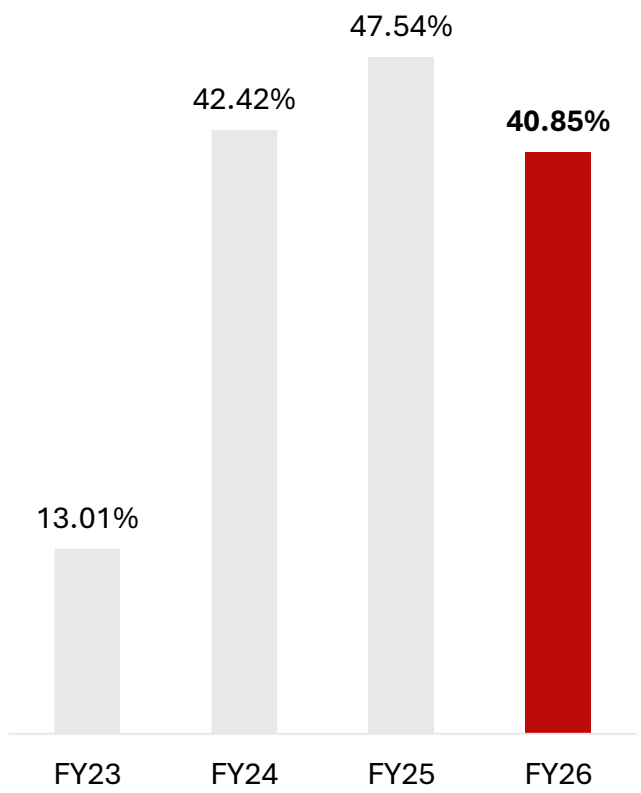
Complex Order Expertise

- 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

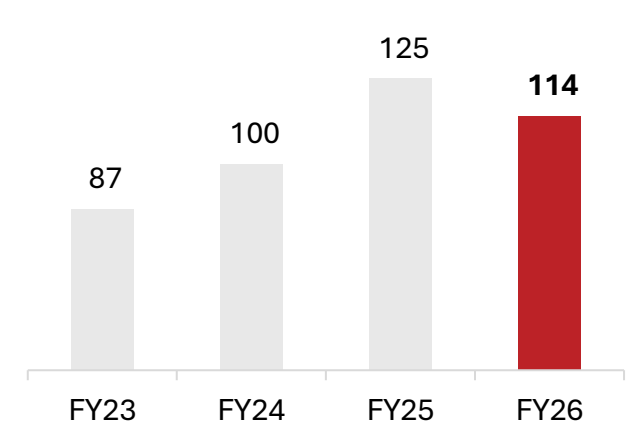
Revenue from services offered in Renewable Energy Industry



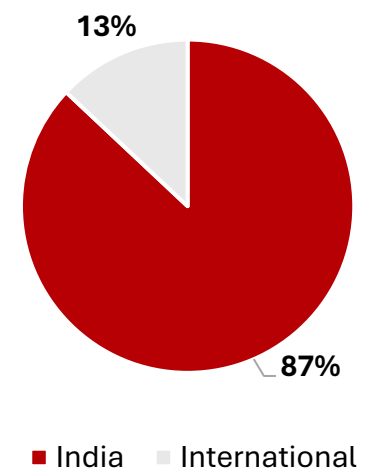
Source: “Freight Forwarding Industry report” dated August 31, 2025 prepared and issued by 1Lattice



Number of Countries



FY26 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



-  Audit Committee
-  CSR Committee
-  Nomination and Remuneration Committee
-  Stakeholder Relationship Committee



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 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

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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