

# SOM DISTILLERIES AND BREWERIES LIMITED

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CIN : L74899DL1993PLC052787

(BSE : 507514, NSE : SDBL)



**SDBL/BSE/NSE/2026-27**

**12.08.2026**

**To**

|                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                         |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| The Manager,<br>Listing Department,<br><b>NATIONAL STOCK EXCHANGE OF INDIA LIMITED</b><br>'Exchange Plaza' C-1, Block G,<br>Bandra-Kurla Complex, Bandra (E),<br>Mumbai-400 051.<br><a href="mailto:cmllist@nse.co.in">cmllist@nse.co.in</a><br><u>Security ID: SDBL</u> | Dy. General Manager,<br>Department of Corporate Services,<br><b>BSE LIMITED,</b><br><br>25 <sup>th</sup> Floor, P.J. Towers,<br>Dalal Street, Fort,<br>Mumbai – 400001.<br><a href="mailto:corp.compliance@bseindia.com">corp.compliance@bseindia.com</a><br><u>Security ID: 507514</u> |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

**SUB.: INVESTORS PRESENTATION – UNAUDITED FINANCIAL RESULTS  
(STANDALONE AND CONSOLIDATED) FOR THE QUARTER ENDED JUNE 30, 2026**

Dear Sir/Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Investors Presentation on Unaudited Financial Results (Standalone and Consolidated) for the quarter ended June 30, 2026.

The same has also been uploaded on the Company's website [www.somindia.com](http://www.somindia.com)

This is for your information and records please.

**For Som Distilleries and Breweries Limited**

**Nakul Sethi**  
**Whole time Director**  
**DIN:- 06512548**  
**Encl. aa**



**SOM DISTILLERIES & BREWERIES LIMITED**

## **Earnings Presentation**

**Q1 FY2026-27**

Quarter ended 30 June 2026

BSE: 507514 | NSE: SDBL





## IMPORTANT NOTICE

### Forward-looking statements

This presentation contains statements that include forward-looking statements relating to the implementation of strategic initiatives and future business developments and economic performance. Actual developments and results may differ materially due to market, macro-economic, governmental and regulatory trends; movements in currency and interest rates; competitive pressures; technological developments; changes in the financial condition of third parties; legislative developments; and other factors affecting the business and financial performance. SOM Distilleries & Breweries Limited undertakes no obligation to publicly revise any forward-looking statements to reflect future events or circumstances.

**SOM Distilleries & Breweries Limited | BSE: 507514 · NSE: SDBL**

## CONFERENCE CALL



### Q1 FY2026–27 earnings call details

**THURSDAY, AUGUST 13, 2026 | 2:00 PM IST**

**Primary number +91 22 6280 1106 / +91 22 7115 8007**

**Toll Free Number**

**USA 1 866 746 2133 | UK 08 081 011573**

**Singapore 800 101 2045 | Hong Kong 800 96 4448**

**Diamond Pass**

[Link](#)

# Product Portfolio



## INVESTMENT CASE



The medium-term thesis rests on footprint, market access and premiumisation

01

### CORE MARKETS

Share gains in existing markets remain a key growth lever.

02

### LOCAL MANUFACTURING

Replicate the model through local manufacturing bases or bottling arrangements.

03

### UTTAR PRADESH

A new manufacturing platform strengthens access to a large regional market and with this gives four manufacturing locations.

04

### PREMIUMISATION

Increase the contribution of premium products to the overall portfolio.

## MANUFACTURING PLATFORM



A four-location footprint expands capacity and regional market access

### INSTALLED CAPACITY

**Beer** 48.2 mn cases

**IMFL** 5.1 mn cases

**Bhopal** 15.2 / 1.8

**Hassan** 14.0 / 2.7

**Odisha** 9.0 / 0.6

**U.P.** 10.0 / —

*mn cases | Beer / IMFL*



### Bhopal

15.2 mn beer + 1.8 mn IMFL



### Hassan

14.0 mn beer + 2.7 mn IMFL



### Odisha

9.0 mn beer + 0.6 mn IMFL

**U.P. PLANT** 10 mn cases

Commercial production commenced in Q1  
FY2026–27



## NEWLY COMMISSIONED UP PLANT





## PERFORMANCE CONTEXT



Q1 was a disruption-led quarter; early recovery and new capacity create a pathway to revival

### HEADWINDS

- Temporary license-related disruption at the Bhopal facility materially reduced operating volumes and impacted the quarter's earnings performance.
- Lower volumes reduced operating leverage, amplifying the impact on EBITDA and PAT.
- Higher key raw material and packaging costs further pressured margins.

The Q1 decline therefore reflects specific

- operational disruption and market conditions rather than the full potential of the expanded manufacturing footprint.

### OFFSETS & NEXT STEPS

- Karnataka delivered a strong rebound in demand and market share, providing an important early indicator of recovery.
- Odisha has also shown a strong recovery, reinforcing confidence in the underlying brands and distribution network.
- UP commercial production has commenced, adding 10 mn cases of annual beer capacity and creating a new scale-up platform.
- The next phase is focused on converting recovery into sustained volumes, with MP normalization remaining the key catalyst for a broader revival.

## QUARTER IN REVIEW



Q1 performance was impacted by temporary disruption at Bhopal but there was resilience in other markets.

The quarter also marked the start of commercial production at Woodpecker Green Agri, Uttar Pradesh.

### TOTAL VOLUME

**45.79 lakh**

**(48)% YoY**

### TOTAL INCOME

**₹268.8 cr**

**(49)% YoY**

### EBITDA

**₹15.2 cr**

**(79)% YoY**

### PAT

**₹1.6 cr**

**(96)% YoY**

## THE QUARTER IN ONE VIEW

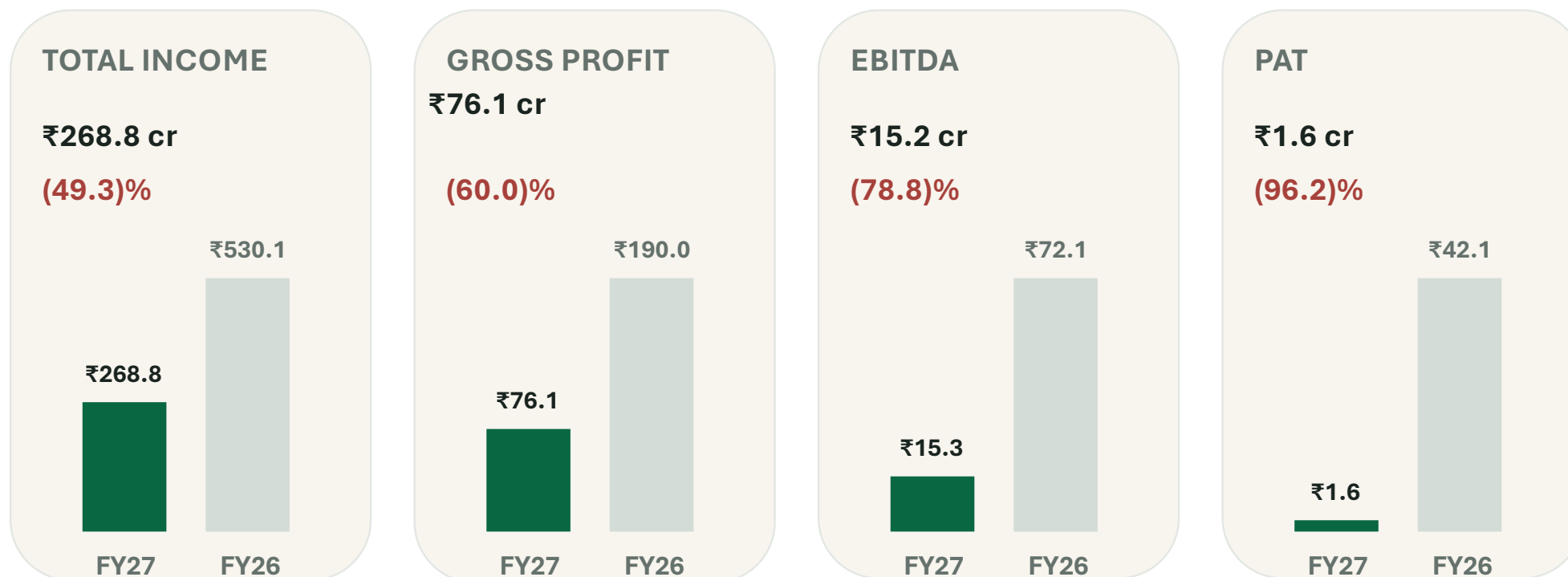
- Bhopal license-related disruption materially reduced operating volumes.
- There was a strong rebound in Karnataka and Odisha which helped cushion the Bhopal impact.
- Cost pressure from key raw and packaging materials weighed on margins.
- UP brewery commenced commercial production, strengthening the growth pipeline.
- Sunny Beaches has done well in Karnataka.
- Legend emerged as an important development in the beer portfolio.

## FINANCIAL PERFORMANCE



### Q1 profitability was sharply lower year-on-year

(₹ crore; consolidated figures)



EBITDA margin **5.70%** vs **13.60% in Q1 FY26**

PAT margin **0.62%** vs **7.90% in Q1 FY26**

## MARGINS & EARNINGS



Lower volumes and cost pressure reduced operating leverage

| Metric       | Q1 FY27  | Margin | Q1 FY26   | Margin |
|--------------|----------|--------|-----------|--------|
| Gross profit | ₹76.1 cr | 28.33% | ₹190.0 cr | 35.90% |
| EBITDA       | ₹15.2 cr | 5.70%  | ₹72.1 cr  | 13.60% |
| PAT          | ₹1.6 cr  | 0.62%  | ₹42.1 cr  | 7.90%  |

EBITDA margin contracted by 790 bps YoY, while finance cost and depreciation remained broadly contained in Q1.

## LEVERAGE



Balance-sheet leverage remained broadly stable in Q1

### GROSS DEBT / EQUITY

**0.31x**

June 2026

**0.30x**

March 2026

**Gross debt increased by ₹10 cr during Q1.**

The gross debt / equity ratio moved only marginally from 0.30x to 0.31x.

### BALANCE-SHEET MESSAGE

**Capacity added without a material step-up in leverage.**

- U.P. manufacturing footprint now operational.
- Debt-equity remains close to 0.3x.
- Focus remains on operational recovery and asset utilization.



## VOLUME & REALIZATION



Volumes were constrained; beer remains the core earnings engine

### Q1 VOLUME

|      |            |           |
|------|------------|-----------|
| Beer | 45.00 lakh | (47)% YoY |
|------|------------|-----------|

|      |           |           |
|------|-----------|-----------|
| IMFL | 0.51 lakh | (88)% YoY |
|------|-----------|-----------|

|       |            |           |
|-------|------------|-----------|
| Total | 45.79 lakh | (48)% YoY |
|-------|------------|-----------|

### REALIZATION / CASE

|      |      |         |
|------|------|---------|
| Beer | ₹554 | Q1 FY27 |
|------|------|---------|

|  |      |         |
|--|------|---------|
|  | ₹566 | Q1 FY26 |
|--|------|---------|

(2.1)%

|      |        |         |
|------|--------|---------|
| IMFL | ₹1,047 | Q1 FY27 |
|------|--------|---------|

|  |        |         |
|--|--------|---------|
|  | ₹1,016 | Q1 FY26 |
|--|--------|---------|

+3.0%

Beer represented 98.90% of total volume and 93.29% of revenue in Q1 FY27.

## STRATEGIC PROGRESS



Revival is taking shape through market recovery and new manufacturing scale

01

### UP SCALE-UP

Commercial production commenced at Woodpecker Green Agri, Uttar Pradesh. The focus now shifts from commissioning to ramp-up, utilization and regional market penetration.

02

### KARNATAKA REBOUND

A strong rebound in demand and market share was visible in Q1, with improving market conditions providing an important early sign of business revival.

03

### REVIVAL ACROSS MARKETS

Odisha has also shown a strong recovery. Together with Karnataka, this provides evidence of underlying brand and distribution resilience, while MP normalization remains the key catalyst.

04

### PORTFOLIO & PREMIUMISATION

Introduce premium products selectively in markets where we have strong distribution and consumer acceptance, while continuing to strengthen our core brands..



## MANAGEMENT COMMENTARY

### Building capacity through a difficult operating quarter

*Q1 performance was impacted by temporary operational and regulatory disruptions, particularly in Madhya Pradesh, together with a softer start in certain key markets. We have, however, seen a strong rebound in Karnataka, with market conditions and volumes improving materially during the quarter. Odisha has also shown a strong recovery, providing encouraging evidence of the underlying strength of our brands and distribution network.*

*The recovery in Karnataka and Odisha gives us confidence that the business can regain momentum as market conditions normalize across the portfolio. In Madhya Pradesh, we remain hopeful that the current situation will be resolved, and normal operations will resume shortly. We are actively working through the regulatory process and remain confident of returning to normal business in the state soon.*

*The commencement of commercial production at our Uttar Pradesh facility provides an additional growth platform and will progressively support volumes and market expansion. Overall, management remains confident about the underlying business, with improving conditions in key states and the expanded manufacturing footprint providing a stronger platform for the balance of FY2026–27.*

**— Mr. JK Arora, Chairman & Managing Director**

# MAHAVAT

PASSIONATELY CRAFTED WHISKY

*Mahavat embodies royalty in spirit and craft. This golden-amber whisky opens with crisp green apples, pears, and a hint of barbecue smoke on the nose. The palate unfolds with orchard fruits, candied sweetness, and a subtle richness that deepens into a long, warming finish of smooth wood and cocoa. Regal yet lighter on the texture, Mahavat celebrates grandeur in every sip, crafted for those who lead with poise, strength, and legacy.*



Available SKUs:  
750ml, 375ml, 180ml, 90ml



2/11/2026

SOM Distilleries & Breweries Limited | Q1 FY2026-27

## MAHAVAT ROLLOUT



A broader IMFL proposition with expansion across key markets

**₹1,000–1,100**

**MID-PREMIUM WHISKY**

**Rolled out in Madhya Pradesh, Delhi and Uttar Pradesh.**

**Strategic launch began in Bhopal.**

- Bold, flavour-forward profile with pear, smoke, candied sweetness and woody cocoa finish.
- Positioned to strengthen SOM's presence in the premium alcobev space.
- Crafted using select grain spirits, matured malts and seasoned barrels.
- Market rollout now spans MP, Delhi and Uttar Pradesh.





### BRAND NARRATIVE

- A strong beer with a bold, contemporary personality, built around a distinctive gold-and-maroon visual identity.
- Up to 8% ABV and the “Keep It Cool” platform combine strength with a relaxed, confident attitude.
- The brand is designed for chilled, social occasions and uses memorable creative cues to stand out in the strong-beer segment.





## BRAND NARRATIVE

- A premium beer with a bright, tropical and optimistic visual identity.
- The yellow-and-blue pack, beach-inspired cues and “Still Sunny” platform create a distinctive lifestyle proposition centered on refreshment and easy-going occasions.
- Sunny Beaches adds a contemporary, premium-looking expression to SOM’s beer portfolio and has shown encouraging traction in Karnataka.



## SUSTAINABILITY & RECOGNITION



ESG disclosure depth and brand recognition support the broader corporate story

### ESG PROFILE

**415** disclosure subfactors

**Environment** **41**

**Social** **66**

**Governance** **99**

**Resilience / Board / Company / Others** **209**

### AWARDS & BRAND RECOGNITION

#### Woodpecker Premium Beer

- Named India's Leading Brand – Rising Star 2025 in the company presentation.
- Recognition across product quality and brand platforms.
- Awards and recognition support the premiumization and brand-building narrative.

*See appendix for the detailed ESG disclosure framework.*

## Brand Recognition



Awarded Fastest Growing Company by:  
The Best of Wine, Beer, Spirits & Allied Industry  
**INDSPIRIT**  
The Mega Alcohol Trade Event in Asia

Selected in:  
**Forbes** Asia  
**Best Under \$Billion**

Ranked 86th by:  
**Inc. 500**

Awarded Innovative CEO & Excellence for Smart Innovation by:

**innovative** 100

Included in:  
**S&P BSE**  
SMALL CAP INDEX

Winner of:





## APPENDIX

### ESG disclosure framework

# AI - ESG Profile: 16 Factors and 415 Subfactors



SOM Website



ESG Disclosure Platform



Som Distilleries & Breweries ESG Profile Link ([Click Here](#))

ESG Factors (16)

Management Approach (3)

Company Overview (11)

Board of Directors (8)

Resilience (4)

Environment (41)

Social (66)

Governance (99)

ISO and Certifications (1)

Materiality Assessment (12)

Awards and Recognitions (4)

Ratings and Indices (2)

Partnerships (1)

Membership (1)

Profile Sources (34)

Corporate Information (18)

BRSR (110)

## AI - ESG Profile: 415 Disclosure Subfactors (1/4)



### Environment Subfactors (41)

- |                                                                    |                                             |
|--------------------------------------------------------------------|---------------------------------------------|
| 1) Environment Strategy in Place                                   | 21) Energy Efficiency History               |
| 2) Environmental Reporting                                         | 22) Energy Efficiency Initiatives           |
| 3) Environmental Policy and Commitments                            | 23) Energy Intensity                        |
| 4) Environmental Incidents                                         | 24) Transition to Renewable Energy          |
| 5) Identifying and Assessing Climate and Environment Related Risks | 25) Clean Technology Initiatives            |
| 6) Climate Impact Phasing                                          | 26) Amount of Air Pollution                 |
| 7) Innovation and Product Stewardship                              | 27) Air Pollution History                   |
| 8) Product Free From Harmful Substances                            | 28) Air Pollution Reduction Initiatives     |
| 9) Recycling Old Products                                          | 29) Amount of Plastic Pollution             |
| 10) GHG Reduction Initiatives                                      | 30) Reduction in Plastic Use                |
| 11) Amount of Water Usage                                          | 31) Amount of Waste Generated               |
| 12) Sources of Water                                               | 32) Amount of Hazardous Waste Generated     |
| 13) Amount of Water Withdrawn                                      | 33) Amount of Non-Hazardous Waste Generated |
| 14) Water Usage History                                            | 34) Waste Generation History                |
| 15) Water Savings Initiatives                                      | 35) Waste Reduction Initiatives             |
| 16) Waste Water Safe Discharge                                     | 36) Reusing Waste                           |
| 17) Water Stress                                                   | 37) Recycling Waste                         |
| 18) Protecting Land, Natural Resources and Biodiversity            | 38) E-Waste Management                      |
| 19) Operations Around Ecologically Sensitive Areas                 | 39) Other Circular Economy Initiatives      |
| 20) Energy Consumption                                             | 40) Fuel Costs                              |
|                                                                    | 41) Fuel Efficiency                         |



## AI - ESG Profile: 415 Disclosure Subfactors (2/4)



### Social Subfactors (66)

- |                                                           |                                                       |                                                            |
|-----------------------------------------------------------|-------------------------------------------------------|------------------------------------------------------------|
| 1) Social Strategy in Place                               | 24) Total Recordable Injury Frequency Rate            | 45) Respecting Employee Rights                             |
| 2) Supplier Responsibility Initiatives                    | 25) <b>Fatalities Reporting</b>                       | 46) Preventing Forced and Bonded Labour                    |
| 3) Supply Chain Assessment                                | 26) Health and Safety Board Oversight                 | 47) Preventing Child Labour                                |
| 4) Customer Responsibility Initiatives                    | 27) Emergency Procedure Guidelines                    | 48) Collective Bargaining Allowed                          |
| 5) Customer Grievance Mechanism                           | 28) Accessibility for Differently Abled Employees     | 49) Freedom of Association Allowed                         |
| 6) Amount Spend on Promotional Materials                  | 29) Labour Management Commitment                      | 50) Anti Discrimination Workplace                          |
| 7) Product/Service Safety and Quality Metrics             | 30) Talent Attraction and Retention                   | 51) Anti Harassment Workplace                              |
| 8) Product Recalls                                        | 31) People Analytics for Strategic Workforce Planning | 52) <b>Complaints on Sexual Harassment on Workplace</b>    |
| 9) Diversity and Inclusion                                | 32) Workforce Training                                | 53) Board of Directors Training                            |
| 10) <b>Board of Directors Gender Composition</b>          | 33) Number of Trained Staff                           | 54) Policy Breach Action Taken                             |
| 11) Senior Management Gender Composition                  | 34) <b>Fair Wage, Benefits and Contracts</b>          | 55) Broader Education Initiatives                          |
| 12) <b>Workforce Gender Composition</b>                   | 35) Minimum Wages Paid                                | 56) Supporting Protected Classes                           |
| 13) Contractors Part of Workforce                         | 36) Location Based Wages Paid for Job Creation        | 57) Effective Grievance Mechanisms                         |
| 14) Differently Abled Workforce                           | 37) Compulsory Employer Pensions                      | 58) <b>Human Rights and Modern Slavery Risk Management</b> |
| 15) Percentage of Women Attrition                         | 38) Fair Working and Living Conditions                | 59) Customer Satisfaction Survey                           |
| 16) Pay Performance Gap Management                        | 39) Employee Well Being Programs                      | 60) Community Support Initiatives                          |
| 17) Median Salary of Employees                            | 40) <b>Amount Spend on Employees Well-being</b>       | 61) <b>Community Investment Policy</b>                     |
| 18) Staff Turnover Rate                                   | 41) Employee Engagement Initiatives                   | 62) Wider Stakeholder Initiatives                          |
| 19) Return to Work and Retention Rates for Parental Leave | 42) Formal Employee Feedback                          | 63) Community Grievances Mechanism                         |
| 20) Gender Pay Differentials Addressed and Monitored      | 43) <b>Employee Performance Reviews</b>               | 64) Local Employment and Sourcing                          |
| 21) Health and Safety Initiatives                         | 44) Formal Employee Feedback Response                 | 65) Employee Engagement With Community                     |
| 22) Health and Safety Systems and Processes               |                                                       | 66) Total Donations Made and Philanthropy                  |
| 23) <b>Time Injuries and Lost Time Frequency Rate</b>     |                                                       |                                                            |

## AI - ESG Profile: 415 Disclosure Subfactors (3/4)



### Governance Subfactors (99)

- 1) Corporate Governance Policies
- 2) Governance Oversight Framework
- 3) Board Oversight on Financial Statements
- 4) Allocation of Duties and Responsibilities
- 5) Corporate Culture Management
- 6) Behaviour and Business Ethics
- 7) ESG Guideline Compliance
- 8) ESG Listing Disclosure Compliance
- 9) Implementation of Codes of Conduct
- 10) Scope of Policies and Practices
- 11) Dedicated Person for Risk Management
- 12) Risk Management Processes
- 13) Nature Related Policies and Stakeholder Engagement
- 14) Fraud Risk Control Policies
- 15) Anti Corruption Policy
- 16) Anti Corruption Policy for Suppliers
- 17) Anti Corruption Training
- 18) Related Party Transactions
- 19) Anti Competitive Practices Controls
- 20) Whistle Blower Policy
- 21) Dividend Distribution Policy
- 22) Penalty Disclosures
- 23) Environmental, Social or Ethical Violations
- 24) Environmental, Social or Ethical Litigation Claims
- 25) Non Compliant Staff Actions
- 26) Strikes and Lockouts

- 27) Accounts Payables Days
- 28) Concentration of Purchases and Sales
- 29) Tax Transparency Disclosures
- 30) Effective Tax Rate
- 31) Material Controversies Identified
- 32) Concerns Identified in Audit Report
- 33) Auditor's Report on Financial Statements
- 34) Standalone Financial Statements
- 35) Consolidated Financial Statements
- 36) Auditor and Fee Disclosure
- 37) CEO / Chairperson Separation
- 38) CEO/Senior Management Succession Planning
- 39) Board Succession Planning
- 40) Directors / Senior Management Development Programs
- 41) Regular Self-Assessment of Board Performance
- 42) CEO and Board Compensation
- 43) Board Composition
- 44) Board Overview
- 45) Management Overview
- 46) Regular Independent Assessment of Board Performance
- 47) Disclosure of Board Age Ranges
- 48) Board Skill Map Matrix
- 49) Non Executive Board of Directors
- 50) Independent Board of Directors
- 51) Board Independence Statement
- 52) Board Independence Criteria
- 53) Climate Related Governance
- 54) Entrenched Board of Directors
- 55) Average Tenure of Board Members



# THANK YOU

## HUNTER BEER

Strong. Smooth. Distinctively Hunter.

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