



November 16, 2025

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 2nd quarter, and half year ended September 30, 2025.

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

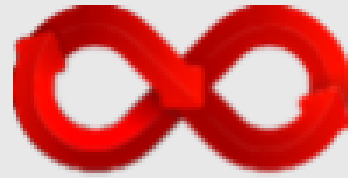
Glottis Limited (Formerly Known as Glottis Private Limited)

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

Corp. Office : New 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 : U63090TN2022PLC151443 | GSTIN : 33AAJCG7091D1ZN



Glottis Ltd

(NSE: GLOTTIS; BSE: 544557)

Q2 and H1 FY26 Earnings Presentation

November 2025



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



INR 9,411 Mn FY25 Revenue	INR 785 Mn FY25 EBITDA	INR 561 Mn FY25 PAT	57% FY25 ROE	78% FY25 ROCE
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Ocean Freight – 95% - 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 – 3% - Standard Road Transport - Specialised Transport - Last Mile Delivery - Urban Delivery - Rural and Remote Delivery	Air Freight – 2% - Export Shipment - Cargo Pickup - Cargo Space Booking - Document Preparation - Customs Clearance - Delivery - Import Shipment
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Key Facts		Intermediary Network		Infrastructure		Other Ancillary Services	
Chennai, India Headquarters Port Proximity		256 Overseas Agent	59 Custom House Agents	8 Branch Offices in India		General Warehousing	
~ 110k+ Volume Handled in FY25 (TEU)	1,908 Customers Served (FY25)	32 Container Freight Stations	124 Shipping Line and Agencies	1 Warehouse	~80,000 sq. ft. Warehouse Storage	Cross Docking	
125 Countries Served	BBB+/Stable CRISIL (June 2025)	16 Airlines	33 Countries	17 Owned Vehicle Fleet	77 3PL Vehicle Fleet	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:



Revenue from Operations
Rs. 2,147 Mn +27.7% QoQ

EBITDA
Rs. 181 Mn +7.3% QoQ

PAT
Rs. 124 Mn +3.5% QoQ

TEUs Handled
21,972

“The second quarter of FY2026 reflects a stable performance in a changing trade environment. Despite market-wide pressure on freight rates and a moderation in global shipment movement, the company continued to build on its growth strategy, focusing on strengthening core business segments, enhancing customer engagement and capturing emerging opportunities across trade lanes.

Revenue from Operations was Rs. 2,147 million during Q2 FY26, lower by 25.2% YoY on account of softer demand and price normalization in the freight industry. However, revenue improved meaningfully on a sequential basis, increasing 27.7% over Q1 FY26, driven by improved realisations across key routes. Sea Import remained the primary business vertical, contributing nearly 81% to quarterly revenue and continuing to be the cornerstone of operations.

Air segment performance was encouraging, supported by broad-based growth across both imports and exports. Air Import revenue increased 17.3% YoY and its share of total revenue rose to 2.11% in Q2 FY26 from 1.34% in Q2 FY25. Air Export also gained momentum, with revenue growing more than doubling 2x YoY, increasing its contribution to 0.66% in Q2 FY26 from 0.22% in Q2 FY25. The steady scale-up in air freight indicates increasing acceptance of Glottis as a multi-modal logistics partner, backed by an expanding network across global gateways.

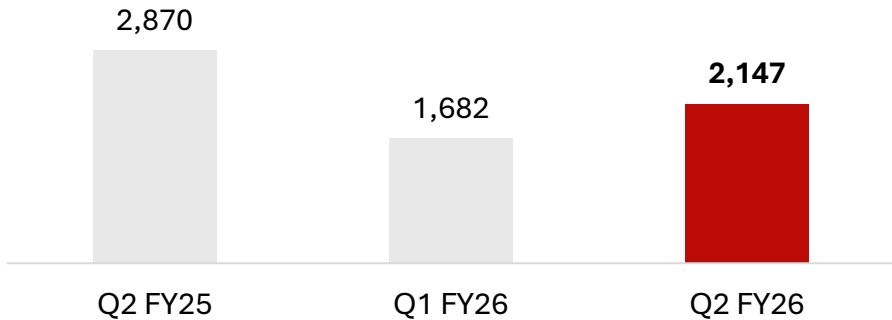
Profitability remained steady in line with business momentum. EBITDA for the quarter was Rs. 181 million with a margin of 8.4% whereas Profit After Tax was Rs. 124 million with a margin of 5.8%.

On the operational front the company handled 21,972 TEUs during Q2 FY26. Although TEU handling moderated, customer traction improved with deeper wallet share gains among strategic accounts. Revenue contribution from the top 5 customers increased to 41% in Q2 FY26 from 39% in Q1 FY26, reflecting stronger customer stickiness and a higher share of business from long-standing relationships.

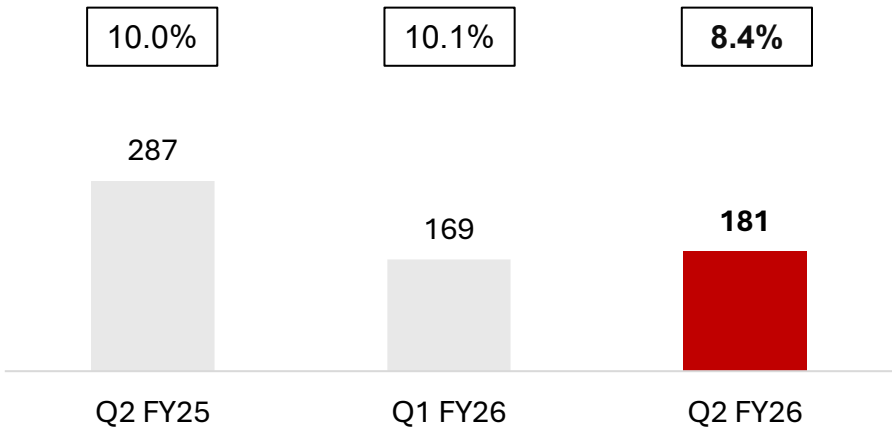
From a geographic standpoint, Asia remained the dominant region, contributing 86% to revenue in Q2 and 84% during H1 FY26. Region-wise demand trends remained favorable in sectors such as renewable energy, where the share of revenue improved to 46% in Q2 from 43% in Q1, supported by sustained global capacity expansion in the clean energy value chain and rising import flows into India.

Overall, the performance in the first half of FY2026 shows the company’s ability to sustain growth while adapting to shifts in the global logistics cycle. The focus going ahead remains on expanding service capabilities across both sea and air segments, deepening customer relationships, and leveraging our presence across high-growth end-industries and trade lanes. With continued strengthening of internal processes and customer reach, the company is well-positioned to drive scale and efficiency in the coming quarters.”

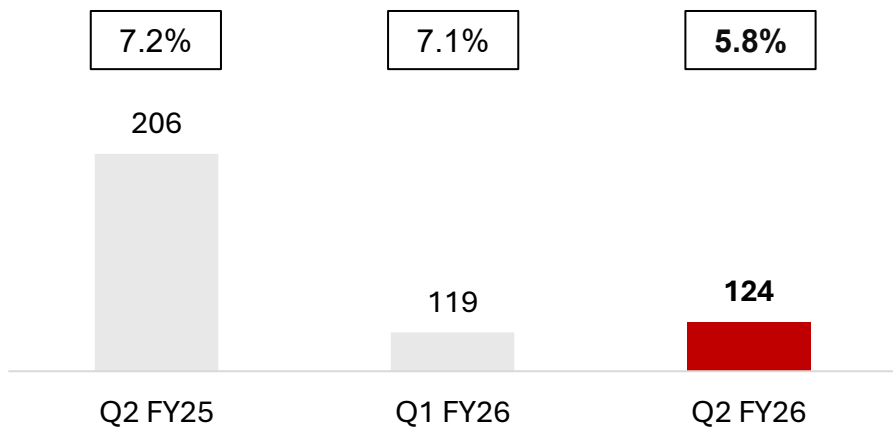
Revenue from Operations



EBITDA and Margin (%)

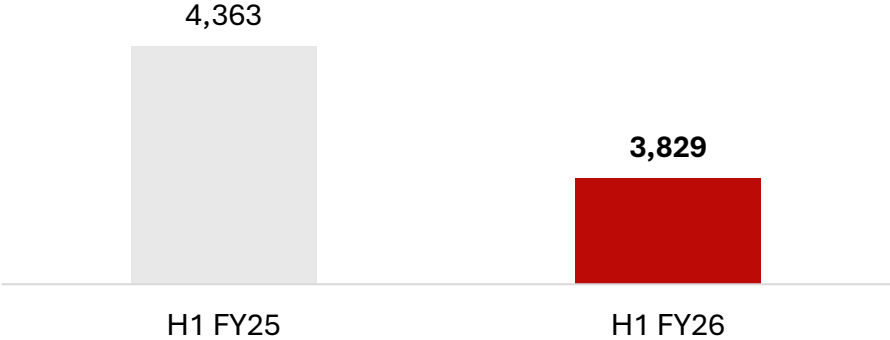


PAT and Margin (%)

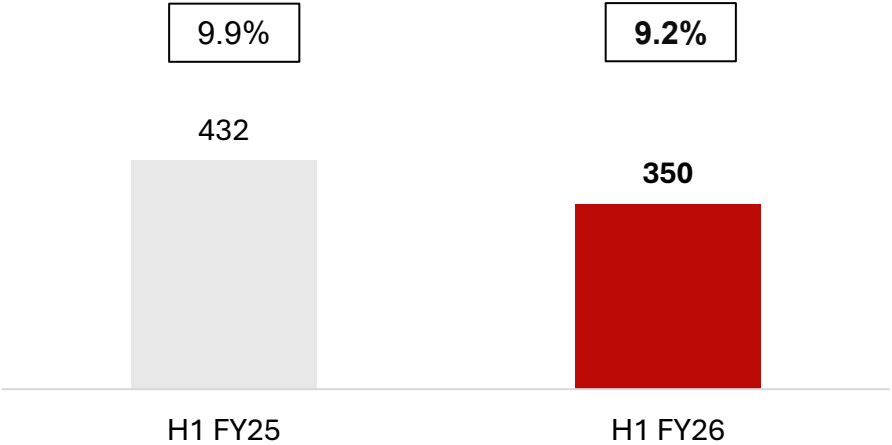


Note: EBITDA excludes other income

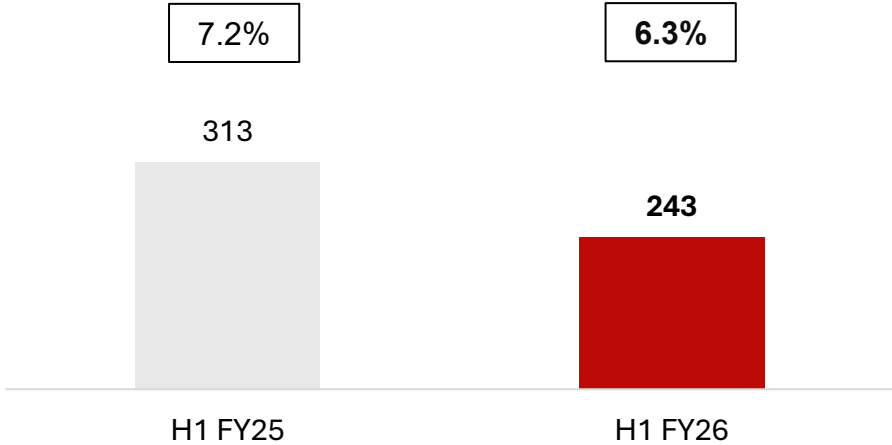
Revenue from Operations



EBITDA and Margin (%)

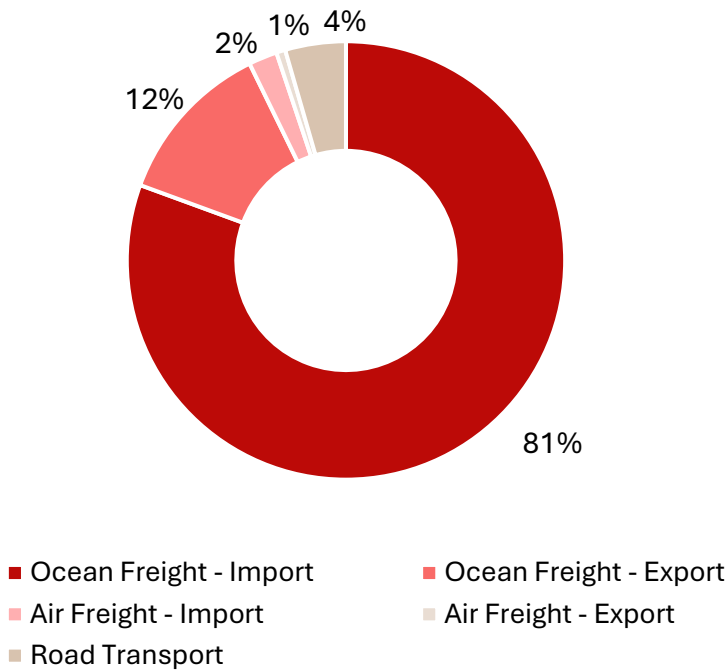


PAT and Margin (%)

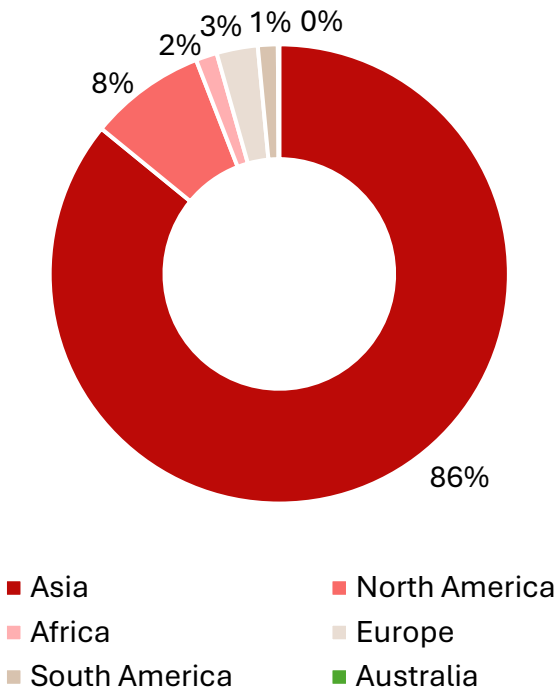


Note: EBITDA excludes other income

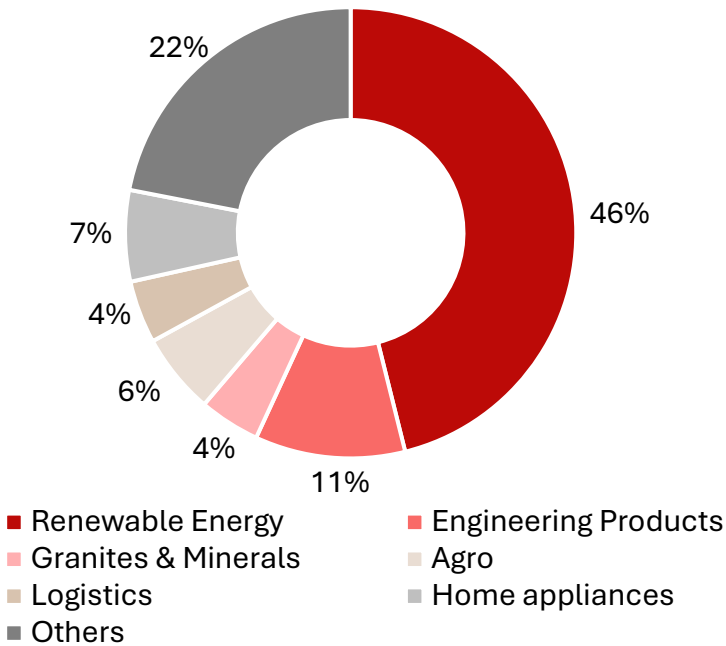
By Segment



By Geography



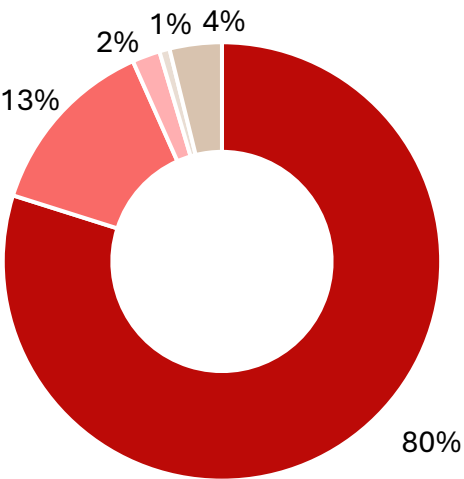
By Industry



Top 5 Customers Revenue Contribution ~41%

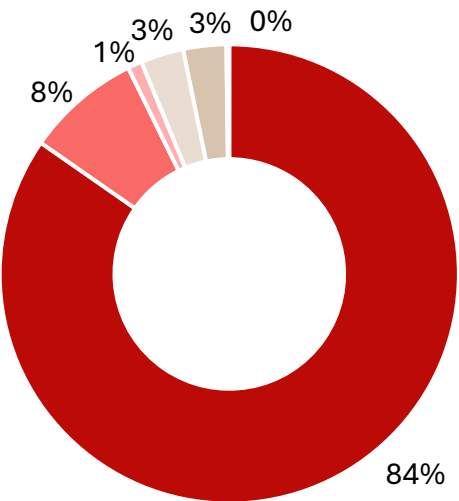


By Segment



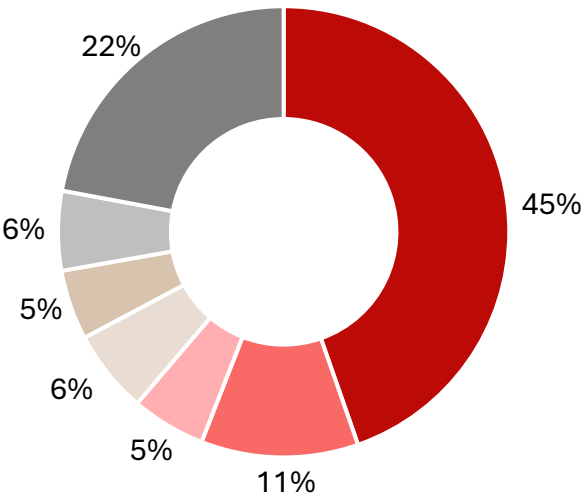
- Ocean Freight - Import
- Ocean Freight - Export
- Air Freight - Import
- Air Freight - Export
- Road Transport

By Geography



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

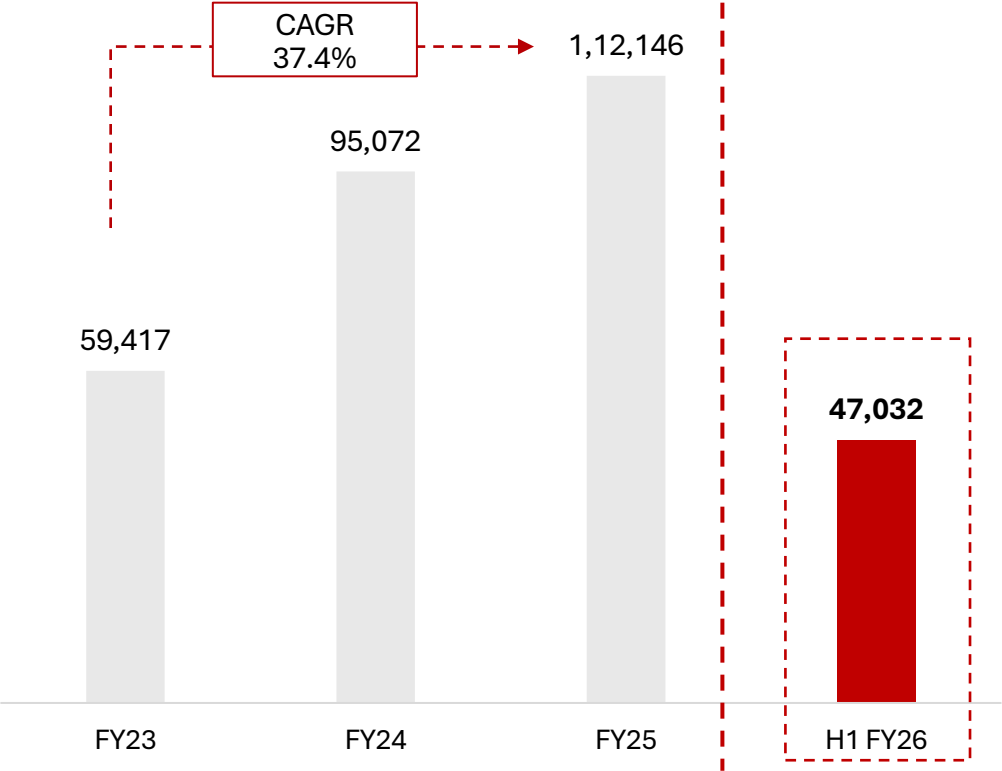
By Industry



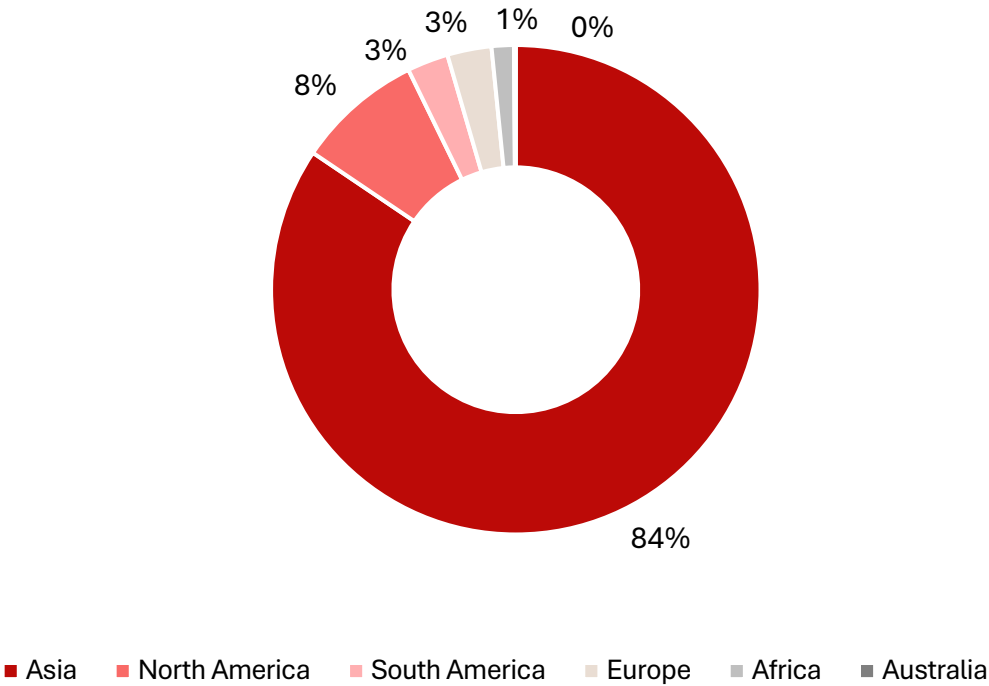
- Renewable Energy
- Engineering Products
- Granites & Minerals
- Agro
- Logistics
- Home appliances
- Others

Top 5 Customers Revenue Contribution ~33%

Imports through Ocean (TEUs)



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 FY2025, 1,10,000+ 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 80,000 sq. ft., catering to renewable energy and consumer durables sectors
- Maintains a base of 17 owned vehicles, leveraging a wide network of business partners for additional fleet and logistics support

8
Branch
Offices in India

17
Owned Commercial
Vehicle Fleet

1
Warehouse

~80,000 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: 256 overseas agents, 59 custom house agents and 32 container freight stations
- Transport partners: 16 airlines,124 shipping lines and agencies and 77 transporters

256
Overseas Agent

59
Custom House
Agents

32
Container Freight
Stations

32
Container Freight
Stations

124
Shipping Line and
Agencies

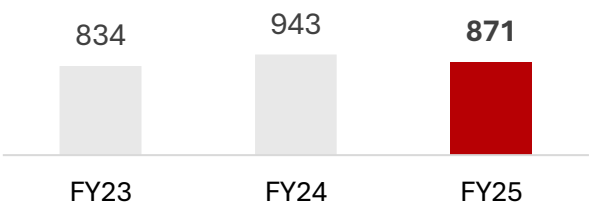
77
Third Party
Vehicle Fleet



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 1,908 customers in FY2025, supported by referrals driving new client additions and geographic expansion

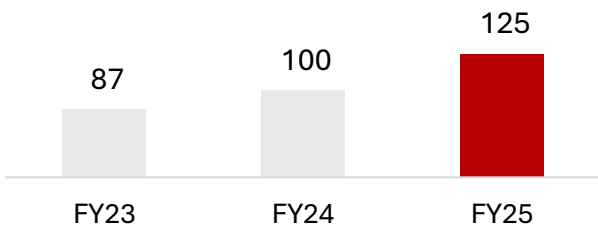
Number of Repeat Customers



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

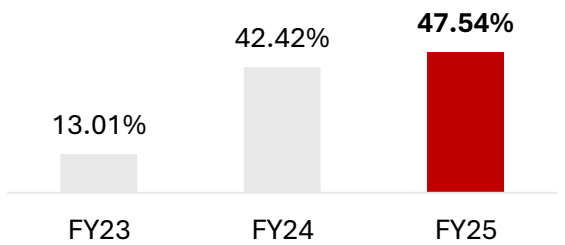
Number of Countries



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 40.3% over FY2023–FY2025, highlighting consistent growth potential
- EBITDA margin of 8.34% and PAT margin of 5.97% in FY2025, improved through operational and cost efficiency
- Return on Equity of 57.0% and Return on Capital Employed of 73% in FY2025
- Debt-to-Equity ratio at 0.22x in FY2025, indicating a strong balance sheet position



Awards



15th Cargo and Logistics Awards



14th Cargo and Logistics Awards



Accolades & Recognitions



Safmarine



Q2 and H1 FY2026 Financial Performance Summary



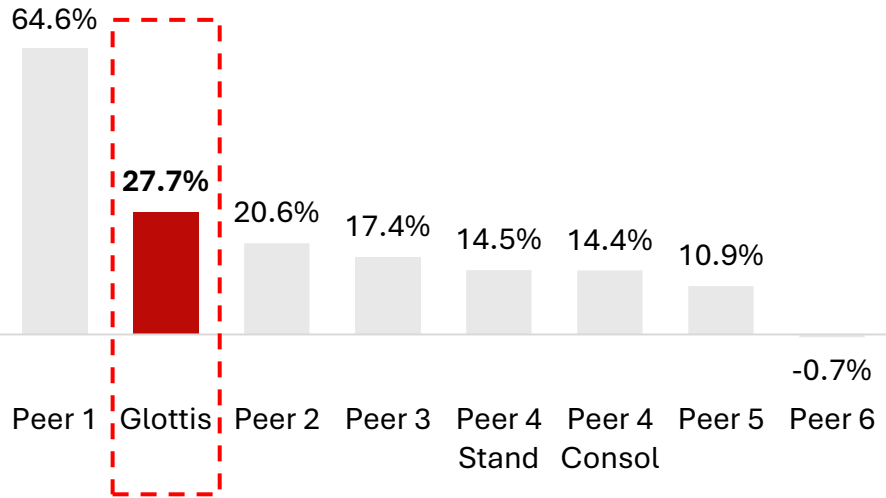
INR Million)	Q2	Q1	Q-o-Q	Q2	Y-o-Y	H1 FY		Y-o-Y
	FY2026	FY2026	Growth(%)	FY2025	Growth(%)	2026	2025	Growth(%)
Revenue from Operations	2,147	1,682	27.7%	2,870	(25.2)%	3,829	4,363	(12.3)%
Other Income	4	1		1		5	2	
Total Income	2,151	1,682	27.8%	2,870	(25.1)%	3,833	4,365	(12.2)%
Cost of Services Rendered	1,865	1,417		2,482		3,282	3,778	
Employee Benefits expense	52	44		55		96	84	
Other expenses	48	52		45		101	70	
EBITDA	181	169	7.3%	287	(36.9)%	350	432	(18.8)%
Margin	8.4%	10.1%		10.0%		9.2%	9.9%	
Depreciation and Amortization expense	6	6		2		12	4	
EBIT	176	163	7.5%	285	(38.4)%	339	427	(20.7)%
Margin	8.2%	9.7%		9.9%		8.8%	9.8%	
Finance costs	9	3		4		12	4	
Profit Before Tax	170	161	5.5%	281	(39.4)%	332	425	(21.9)%
Margin	7.9%	9.6%		9.8%		8.7%	9.7%	
Tax expense	47	42		75		89	112	
Profit After Tax	124	119	3.5%	206	(39.9)%	243	313	(22.4)%
Margin	5.8%	7.1%		7.2%		6.3%	7.2%	
Basic EPS	1.54	1.49	3.4%	2.57	(40.1)%	3.04	3.92	(22.4)%

Note: EBITDA excludes other income

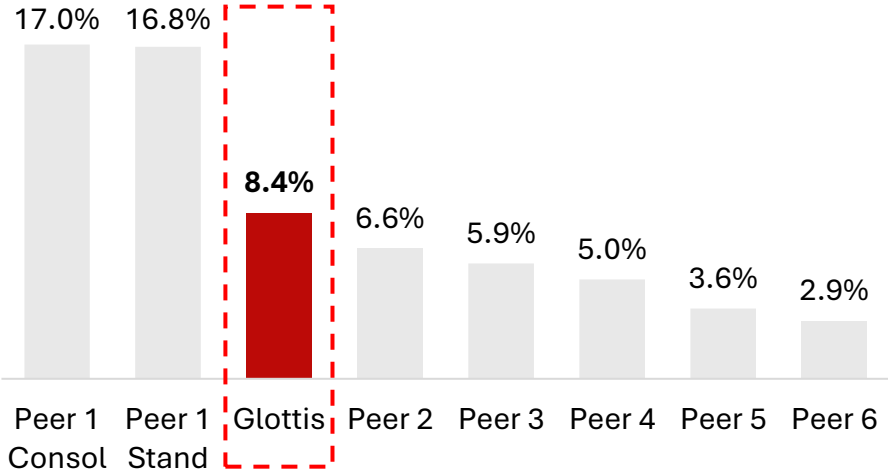
INR Million	As on 30 Sep, 2025	As on 31 Mar, 2025
Equity and liabilities		
a) Equity Share Capital	160	160
b) Other Equity	1,812	818
Shareholders Fund	1,972	978
Non-Current Liabilities		
a) Long-term Borrowings	18	20
b) Lease Liabilities	30	31
c) Provisions	0	1
Total Non-current Liabilities	47	52
Current Liabilities		
a) Short-term Borrowings	451	202
b) Trade Payables	376	274
c) Lease Liabilities	3	3
d) Other Financial Liabilities	19	14
e) Other Current Liabilities	18	26
f) Provisions	9	1
g) Current Tax Liabilities	16	4
Total Current Liabilities	892	524
Total Equity and Liabilities	2,911	1,554

INR Mn	As on 30 Sep, 2025	As on 31 Mar, 2025
Assets		
Non-Current Assets		
a) Property, Plant and Equipment	131	128
b) Capital WIP	0	0
c) Right of Use Assets	32	34
d) Other Intangible Assets	1	0
e) Other Financial Assets	4	3
f) Deferred Tax Assets (Net)	8	5
g) Other Non-Current Assets	0	0
Total Non-current Assets	176	171
Current Assets		
a) Trade Receivables	1,647	1,060
b) Cash & Bank Balances	849	148
c) Loans	2	2
d) Other Financial Assets	113	55
e) Current Tax Assets	0	20
f) Other Current Assets	124	98
Total Current Assets	2,735	1,383
Total Assets	2,911	1,554

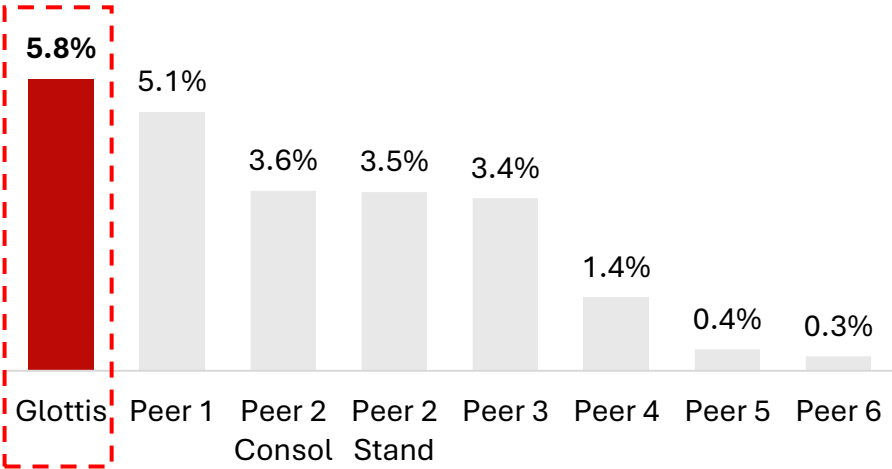
Revenue from Operations QoQ Growth



EBITDA Margin



PAT Margin



Note: EBITDA excludes other income



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

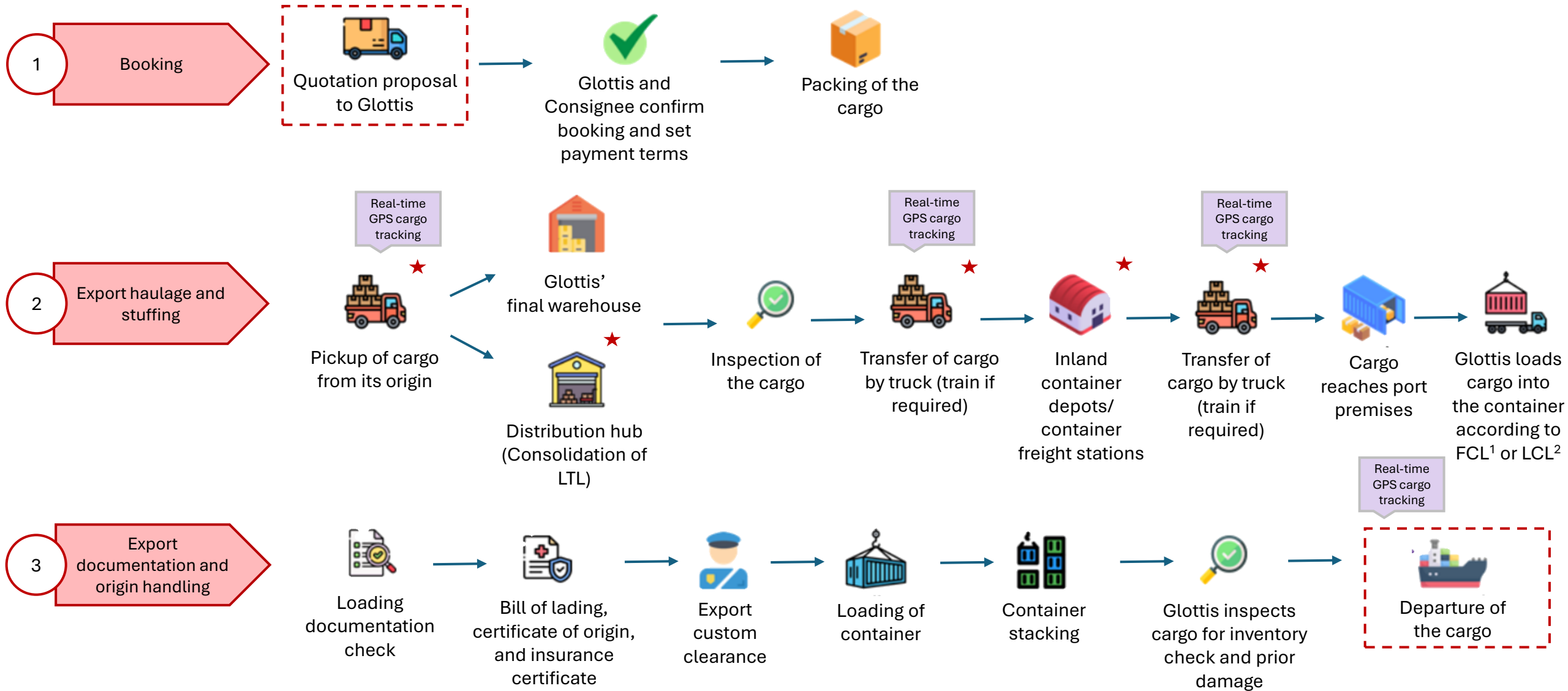
Urban Delivery:

- 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

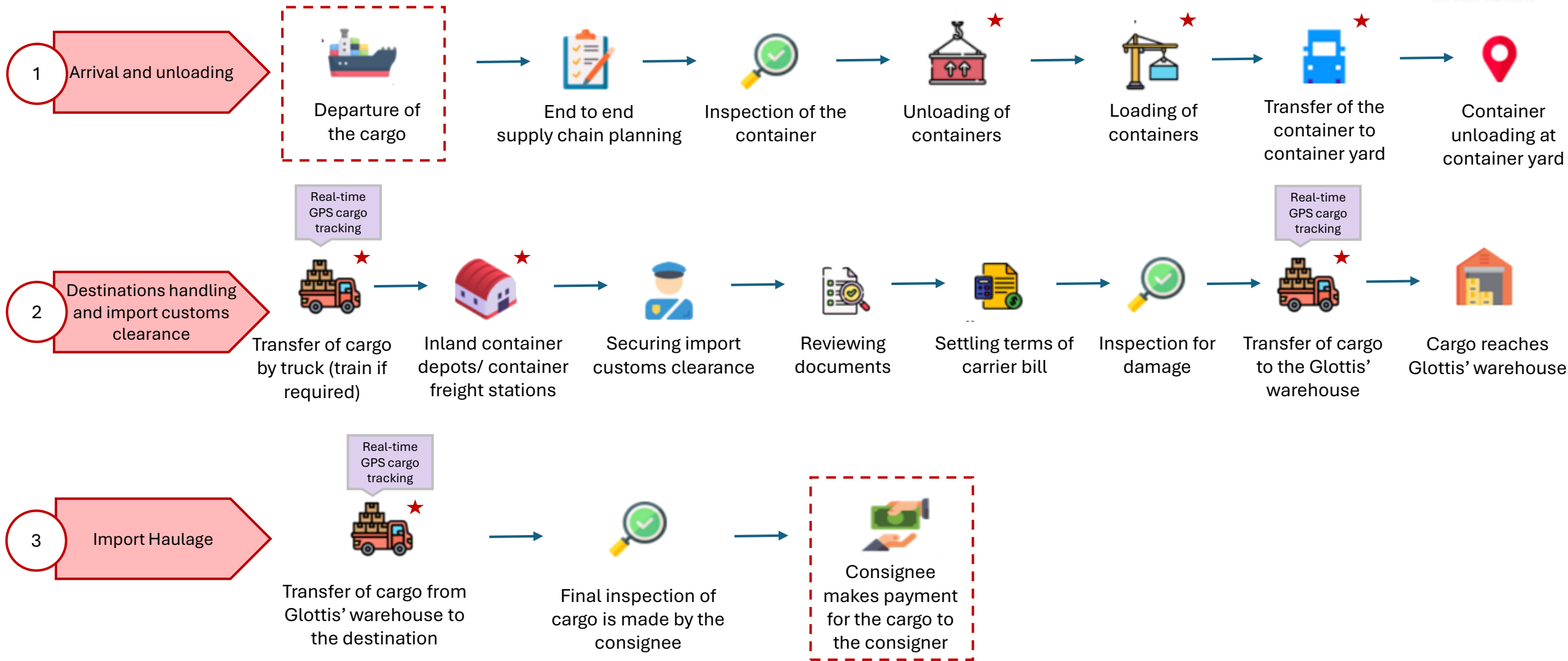
Ocean Freight Value Chain (1/2)



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)



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
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★ 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

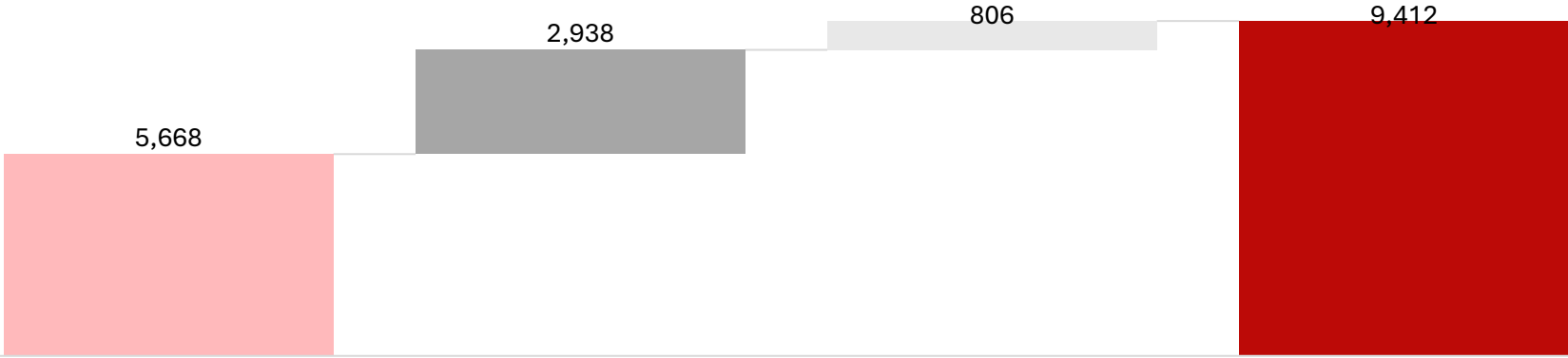
- Received customs broker license under Regulation 7 of the Customs Brokers Licensing Regulations, 2018
- Aims to integrate operations by managing customs clearance in-house for better control and efficiency

Industries Served



(Rs. Million)

Revenue by End-Use Industry



Category 1 (>1,000)

Category 2 (200-1,000)

Category 3 (<200)

Total

Renewable Energy

Engineering Products

Granite & Minerals

Logistics

Home Appliances

Timber

Agro

Consumer Durables

Automobile

Chemicals

Construction

Medical

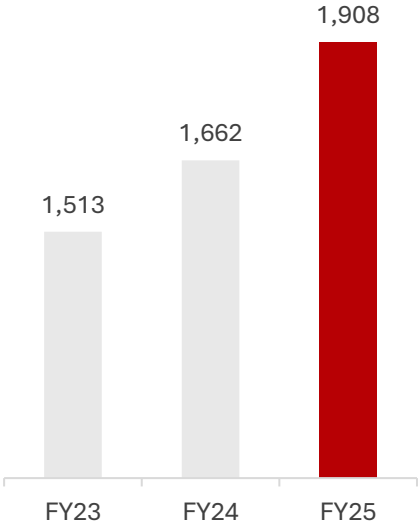
Plywood

Textiles

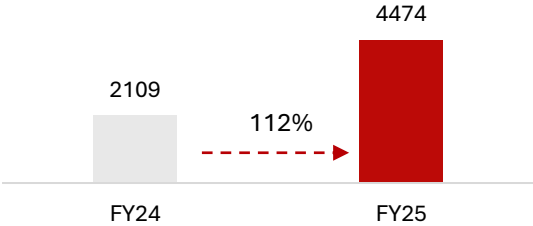
FMCG

Food

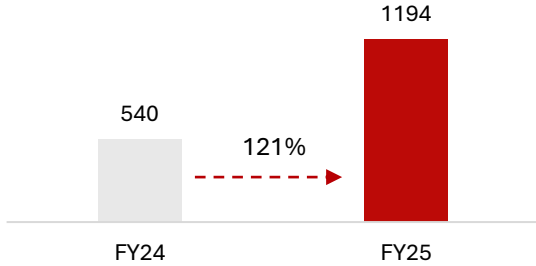
Number of Customers Served



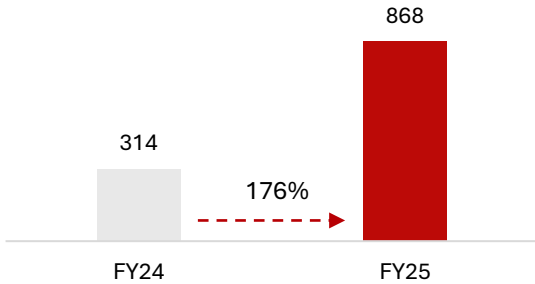
Renewable Energy



Engineering Products



Granite & Minerals



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 in FY24 (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

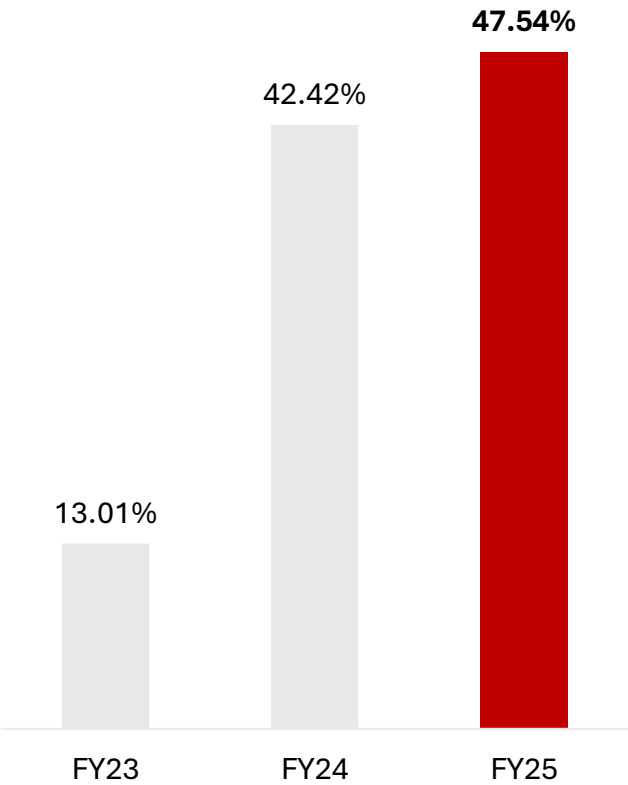
Complex Order Expertise

- 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

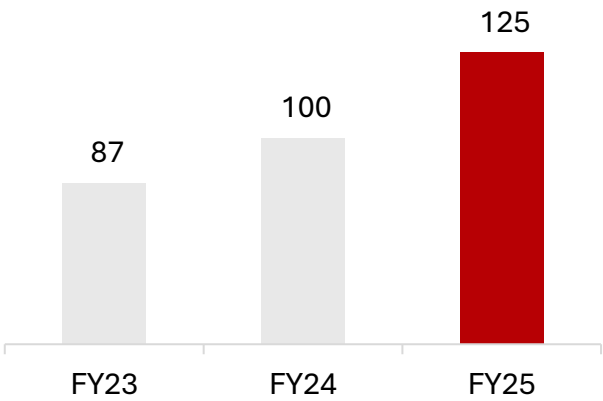
- Glottis’ focus on solar and sustainable freight movement aligns with India’s policy-led shift toward green logistics and renewable-energy expansion.
- The renewable energy (solar) sector’s installed capacity is expected to grow at 23.8 % CAGR during FY25–30, supported by India’s target to reduce carbon intensity by < 45 % by 2030

Revenue from services offered in Renewable Energy Industry

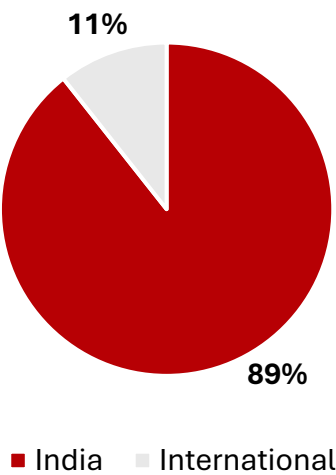




Number of Countries



FY25 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 FY24 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
- 174 permanent employees as of Aug 2025; regular training on HSE and compliance across levels
- Adopted a CSR Policy focused on education, healthcare and environment sustainability
- ₹ 5.5 million spent on CSR in FY25, 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 and 1 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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Nibedita Panda

Company Secretary

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