

SOM DISTILLERIES AND BREWERIES LIMITED

Registered Office: I-A, Zee Plaza, Arjun Nagar, Safdarjung Enclave, Kamal Cinema Road, New Delhi - 110029
Phone: +91-11-26169909, 26169712 Fax: +91-11-26195897

Corporate Office: SOM House, 23, Zone II, M.P. Nagar, Bhopal, Madhya Pradesh – 462011
Phone: +91-755-4278827, 4271271 Fax: +91-755-2557470

Email : compliance@somindia.com **Website:** www.somindia.com

CIN : L74899DL1993PLC052787

(BSE : 507514, NSE : SDBL)



SDBL/BSE/NSE/2025

11.08.2025

To

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

**SUB.: INVESTORS PRESENTATION – UNAUDITED FINANCIAL RESULTS
(STANDALONE AND CONSOLIDATED) FOR THE QUARTER ENDED JUNE 30, 2025**

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, 2025.

The same has also been uploaded on the Company's website www.somindia.com.

This is for your information and records please.

For Som Distilleries and Breweries Limited

NAKUL
KAM SETHI

Digitally signed by
NAKUL KAM SETHI
Date: 2025.08.11
20:28:02 +05'30'

Nakul Kam Sethi
Executive Director
DIN: 06512548



SOM Distilleries & Breweries Limited
(BSE: 507514, NSE: SDBL)

Earnings Presentation
Q1 FY2026

Conference Call Update



Conference Call Details: Tuesday, 12th August 2025 at 4:00 PM IST

| | |
|--|---|
| Diamond Pass | Link |
| Primary Number | +91 22 6280 1106 / +91 22 7115 8007 |
| The number listed above is universally accessible from all networks and all countries. | |
| Toll Free Number | USA: 1 866 746 2133 UK: 08 081 011573 Singapore: 800 101 2045 Hong Kong: 800 96 4448 |

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to SOM Distilleries & Breweries’ 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. SOM Distilleries & Breweries undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



Business Overview



SOM Distilleries & Breweries Limited is based in Bhopal and is one of the leading alcoholic beverages manufacturers in India



The Company is setting up a Rs. 600 crore greenfield project comprising of Brewery and Distillery in Uttar Pradesh



Woodpecker Premium Beer named India's Leading Brand – Rising Star 2025 for innovation, quality, and convenience



Mahavat, premium whiskey, expands from Bhopal to Delhi with new licenses, set to grace top bars, lounges, and liquor stores across the capital



IMFL portfolio grew by approximately 60% during the quarter, driven by strong brand performance, strategic market execution and rising consumer demand



Among the two listed beer companies in India and it is one of the fastest growing beer companies in the India



Product Portfolio



“Mahavat Whisky” - Marking One of Its Most Ambitious Brand Rollouts

SOM Group enters India’s regular (mid-premium) whisky segment with the launch of Mahavat Whisky, priced in the Rs. 1,000–1,100 range

Bold, flavour-forward profile blending royal fruit pairings (pear), a touch of smoke, candied sweetness, and a lingering woody-cocoa finish

Inspired by strength and leadership, Mahavat reflects courage, individuality, and the spirit of royalty in every sip

Crafted with precision using select grain spirits, matured malts, and seasoned barrels for depth, smoothness, and a regal character

Premium positioning aims to disrupt the competitive whisky category and strengthen SOM’s presence in the premium alcobev space

Strategic launch in Bhopal, to be rolled out across Madhya Pradesh, followed by Delhi NCR and other key markets



Investment Case



One of the fastest growing beer companies in the country growing with a CAGR of 59% over the past three years

IMFL portfolio witnessed an approximately 60% volume growth during the quarter, highlighting the strength of the brand and the effectiveness of strategic market execution

The company expects to drive future growth (1) via share gains in core markets, and (2) by replicating the success in by setting up local manufacturing bases or entering with bottling arrangements

Mahavat's successful Bhopal launch and upcoming entry into Delhi and Madhya Pradesh highlight Som's ability to scale premium offerings

Woodpecker named India's Leading Brand – Rising Star 2025, highlighting innovation, quality, and strong growth potential in beer

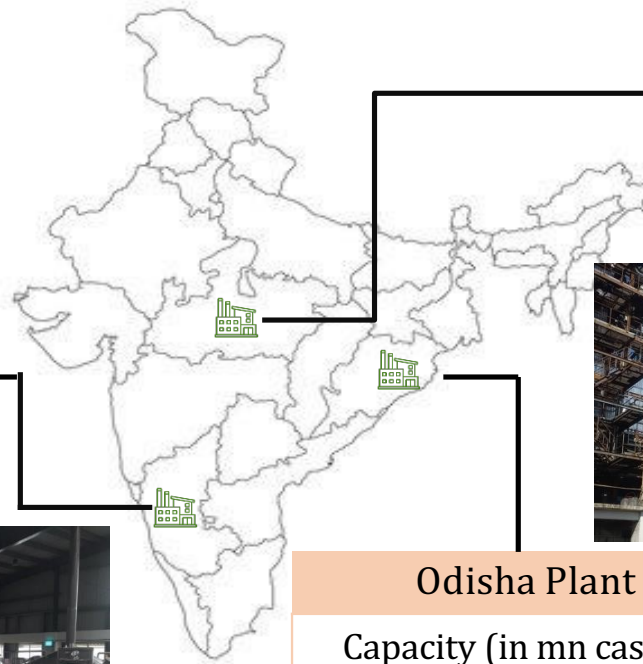


Plant Location



| Hassan Plant | |
|------------------------|------|
| Capacity (in mn cases) | |
| Beer | IMFL |
| 14.7 | 2.7 |

| Bhopal Plant | |
|------------------------|------|
| Capacity (in mn cases) | |
| Beer | IMFL |
| 15.2 | 0.6 |



| Odisha Plant | |
|------------------------|------|
| Capacity (in mn cases) | |
| Beer | IMFL |
| 9.0 | 0.6 |



Management Commentary



INDIA'S FIRST BEER WITH A ↓ TWIST CAP ↑



MAHAVAT — UNBOTTLED IN BHOPAL
UNSTOPPABLE IN MADHYA PRADESH

The first quarter of FY2026 marked a strong performance for us, inspite of the industry de-growth in one of our key markets , Karnataka due to the imposition of high excise duty on beer. This negative sentiment was offset by our ongoing focus on operational efficiency and strategic market positioning. Our total income reached Rs. 5,301 million, reflecting a 3.2% year-over-year increase with a gross margin of 35.9%, highlighting our commitment to value creation and sustainable growth.

EBITDA stood at Rs. 721 million, with a margin of 13.6%, showing a 11.1% increase year-over-year, while net profit reached Rs. 421 million, with a margin of 7.9%. These results highlight our resilience and ability to navigate a competitive market landscape while maintaining financial discipline.

In addition, we are pleased to report strong growth in our IMFL portfolio, with volumes increasing by nearly 60% during the quarter. This growth reflects the continued strength of our brands, effective market execution and rising consumer demand.

During the quarter, we announced our entry into the regular (mid-premium) whisky segment with the launch of Mahavat Whisky. Mahavat is positioned to compete with top regular whisky brands while offering a distinctive, premium taste experience. Mahavat embodies strength, leadership, and self-expression, making it a compelling offering in a competitive market.

Additionally, we are proud to share that Woodpecker Premium Beer was recognized as India's Leading Brand – Rising Star 2025. This prestigious award highlights our commitment to quality, innovation, and market impact.

Looking ahead, we remain focused on expanding our premium portfolio and strengthening our market position through innovative product offerings and strategic execution.

Mr. JK Arora, Chairman & Managing Director





Q1 FY2026 Financial Highlights

Q1 FY2026 Financial Highlights



SOM Distilleries and Breweries expanding its presence in U.P. through its subsidiary "Woodpecker Greenagri"

Beer Volume

85 lakh cases
(2)% Y-o-Y

IMFL Volume

4 lakh cases
59% Y-o-Y

Total Income

Rs. 5,301 Mn
3% Y-o-Y

EBITDA

Rs. 721 Mn
11% Y-o-Y

Total Volume

89 lakh cases
(1)% Y-o-Y

PAT

Rs. 421 Mn
4% Y-o-Y



Performance Discussion



Operational efficiencies leading to better cost management

Volume

- Recorded beer volume of 85 lakh cases: over (2)% y-o-y of Q1 FY25
- Recorded IMFL volume of 4 lakh cases: over 59% y-o-y of Q1 FY25



Realization

- Beer realization for Q1 FY26 was Rs. **566** per case, compared to Rs. **550** in Q1 FY25. This positive change was mainly influenced by the change in brand mix of the beer sold and higher realization achieved in our main line brand Hunter
- IMFL realization for Q1 FY26 was Rs. **1,016** per case as compared to Rs. **974** in Q1 FY25



Cost

- The costs of key raw materials and packaging materials remained stable during the quarter
- The gross margin increased during the quarter due to higher realization, a favorable mix of older glass bottles and stable prices of key raw materials and packaging material prices





FY 2025 Financial Highlights

FY2025 Financial Highlights



Beer Volume

234 lakh cases
10% Y-o-Y

IMFL Volume

11 lakh cases
14% Y-o-Y

Total Income

Rs. 14,474 Mn
+13% Y-o-Y

EBITDA

Rs. 1,807 Mn
+16% Y-o-Y

Total Volume

246 lakh cases
10% Y-o-Y

PAT

Rs. 1,045 Mn
+21% Y-o-Y



Performance Highlights



| | Q1 | | Y-o-Y | 12M | | Y-o-Y |
|---------------------|--------------|--------------|--------------|---------------|---------------|--------------|
| (Rs. Million) | FY2026 | FY2025 | Growth (%) | FY2025 | FY2024 | Growth (%) |
| Total Income | 5,301 | 5,137 | 3.2% | 14,474 | 12,864 | 12.5% |
| Gross Profit | 1,900 | 1,725 | 10.2% | 5,216 | 4,541 | 14.9% |
| <i>Margin (%)</i> | <i>35.9%</i> | <i>33.6%</i> | | <i>36.0%</i> | <i>35.3%</i> | |
| EBITDA | 721 | 648 | 11.1% | 1,807 | 1,552 | 16.5% |
| <i>Margin (%)</i> | <i>13.6%</i> | <i>12.6%</i> | | <i>12.5%</i> | <i>12.1%</i> | |
| Interest | 49 | 27 | 81.0% | 111 | 119 | (7.0)% |
| Depreciation | 87 | 61 | 43.9% | 260 | 213 | 21.6% |
| Net Profit | 421 | 376 | 3.7% | 1,045 | 865 | 20.8% |
| <i>Margin (%)</i> | <i>7.9%</i> | <i>7.3%</i> | | <i>7.2%</i> | <i>6.7%</i> | |



Leverage Profile



| (Rs. Million) | Jun 2025 | Mar 2025 |
|--------------------------------|--------------|--------------|
| Secured Borrowings | 1,950 | 1,640 |
| Unsecured Borrowings | 40 | 40 |
| Gross Debt-Consolidated | 1,990 | 1,680 |
| Less: Cash & Cash Equivalents | (190) | (200) |
| Net Debt | 1,800 | 1,480 |
| Gross Debt / Equity (x) | 0.28x | 0.25x |
| Net Debt / EBITDA (x) | 0.63x | 0.82x |

- Gross Debt increased by Rs. 310 million in the quarter June 2025.
- The secured debt increased due to higher cash credit limit utilisation
- The gross debt-equity ratio increased from 0.25x in Mar 2025 to 0.28x in June 2025
- Net debt increased by Rs. 320 million. The Net Debt-EBITDA ratio decreased from 0.82x in Mar 2025 to 0.63x in Jun 2025





Operational Highlights

Volume Summary



| Lakh cases | Q1 | | Y-o-Y | 12M | | Y-o-Y |
|---------------------|--------|--------|------------|--------|--------|------------|
| | FY2026 | FY2025 | Growth (%) | FY2025 | FY2024 | Growth (%) |
| Hunter | 27.9 | 26.7 | 4.5% | 67.2 | 58.6 | 14.7% |
| Black Fort | 5.3 | 8.2 | (34.5)% | 20.3 | 29.8 | (31.9)% |
| Power Cool | 41.1 | 41.0 | 0.3% | 113.1 | 111.5 | 1.4% |
| Legend | 2.6 | 4.3 | (38.5)% | 19.2 | - | NA |
| Total Beer | 84.6 | 86.8 | (2.5)% | 234.4 | 214.0 | 9.5% |
| Total IMFL | 4.0 | 2.5 | 58.8% | 11.4 | 10.0 | 14.0% |
| Total Volume | 88.6 | 89.3 | (0.8)% | 245.8 | 224.1 | 9.7% |

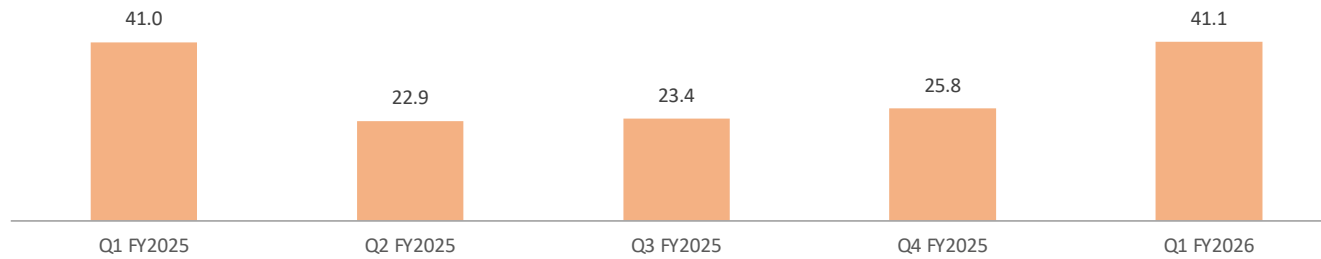
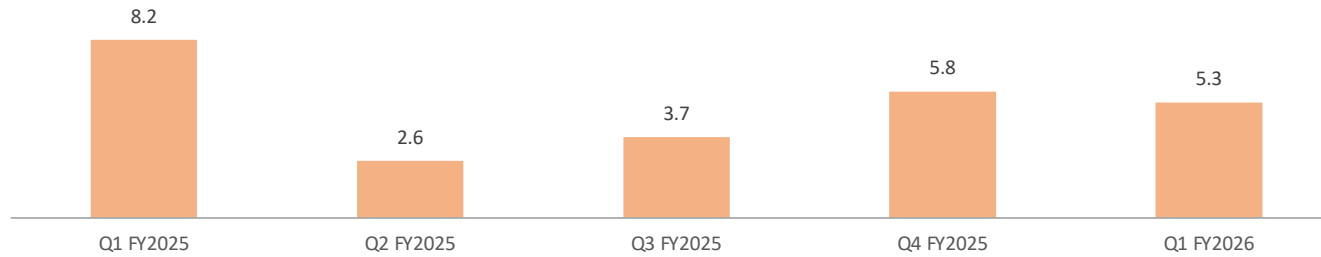
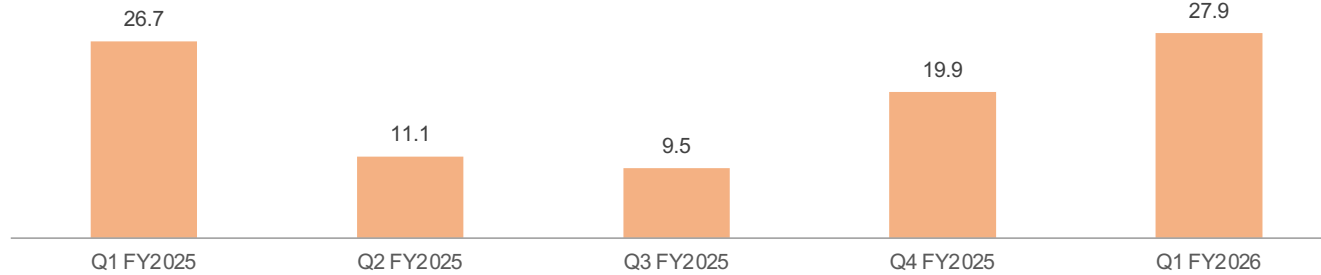
- Beer accounted for **95.5%** of total volumes and **90.6%** of the revenue during Q1 FY2026
- Price realization for Beer during Q1 FY2026 was Rs. **566** and IMFL was Rs. **1,016**; blended realization at Rs. **596**
- Emergence of Legend beer as a major brand for us
- Renewed focus on the IMFL Portfolio



Millionaire Beer Brands – Volume Consolidation



Quantity Sold (in lakh cases)





Sustainability

Sustainability



Conservation of Energy

Reduce fossil fuel dependency by transitioning to renewables and regular checks on electrical equipment to minimize energy waste

Waste Reduction Initiatives

The new greenfield facility is being developed with **Zero Liquid Discharge (ZLD) technology**, ensuring minimal waste generation and responsible disposal practices as part of the Company's commitment to reducing its environmental footprint

Water Stewardship

Advanced membrane technology is being integrated to enhance water recycling and conservation, highlighting water stewardship and sustainable resource management

E



CSR and Donations

In FY25, **donated Rs. 1.26 crores**, for societal education and welfare activities, including Asha Mohan Foundation through CSR

Well-being of employees

The upcoming greenfield project in Farrukhabad is designed to create 700–800 local jobs, reinforcing the Company's commitment to inclusive growth and the well-being of communities through employment generation and regional development

Customer Satisfaction

Implemented proactive customer complaint handling process to promptly address product-related concerns

S



Corporate Governance

Corporate governance philosophy is guided by principles like independence, accountability, transparency, ethics, and integrity in relations with stakeholders

Experienced and Skilled Board of Directors

Balanced board with 2 Executives (including MD) and 4 Non-Executive Non-Independent Directors, offering valuable input on strategy and performance

Executive team of ESG

Dedicated ESG Executive team with 4 associates

G



SOM Distilleries & Breweries ESG Profile Link: <https://bit.ly/364ur49>

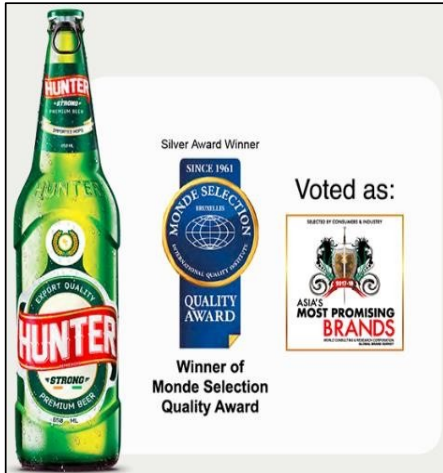


Awards & Accolades

Awards and Accolades



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:





SOM Distilleries & Breweries Limited
(BSE: 507514, NSE: SDBL)

(CIN: L74899DL1993PLC052787)

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Kamal Cinema Road
Arjun Nagar
Safdarjung Enclave
New Delhi 110029

Corporate Office:

SOM HOUSE
23, Zone II
Maharana Pratap Nagar,
Bhopal 462011
Ph.: +91 755 427 8827



Nakul Sethi

Churchgate
Investor Relations

Simran Malhotra/ Jatin Babani

nksethi@somindia.in

+91 755 4271271

som@churchgatepartners.com

+91 22 6169 5988