

SOM DISTILLERIES AND BREWERIES LIMITED

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CIN : L74899DL1993PLC052787

(BSE : 507514, NSE : SDBL)



SDBL/BSE/NSE/2025
To

15.11.2025

The Manager, Listing Department, NATIONAL STOCK EXCHANGE OF INDIA LIMITED 'Exchange Plaza' C-1, Block G, Bandra-Kurla Complex, Bandra (E), Mumbai-400 051. cmllist@nse.co.in <u>Security ID: SDBL</u>	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>
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SUB.: EARNINGS PRESENTATION – UNAUDITED FINANCIAL RESULTS
(STANDALONE AND CONSOLIDATED) FOR THE QUARTER AND HALF YEAR ENDED
SEPTEMBER 30, 2025

Dear Sir/Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Earnings Presentation on Unaudited Financial Results (Standalone and Consolidated) for the Quarter and Half Year ended September 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

Om Prakash Singh
Company Secretary & Compliance Officer



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

Earnings Presentation
Q2 FY2026

HUNTER

THE BEER THAT BUILT A LEGACY

Hunter is the beer that built SOM's legacy; bold, smooth, and timeless. Crafted from the finest malts of Argentina and Chile, Hunter glows golden and vibrant with blends of noble German hops. The notes invite a fresh aroma of hop-kissed barley while the palate unfurls malt sweetness balanced by a whisper of herbs. The finish is crisp, clean, and endlessly refreshing. Hunter is more than a beer; it is indulgence for the strong man perfect for lively evenings, late hours, and moments that call for a companion of character.



Available SKUs:
650ml & 330ml bottles, 500ml & 330ml cans



Conference Call Update



Conference Call Details: Tuesday, 17th November 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
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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 65% 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

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



“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, and the brand has been rolled out in Madhya Pradesh, Delhi and Uttar Pradesh.



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 65% 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 launch in Madhya Pradesh and Delhi highlights 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

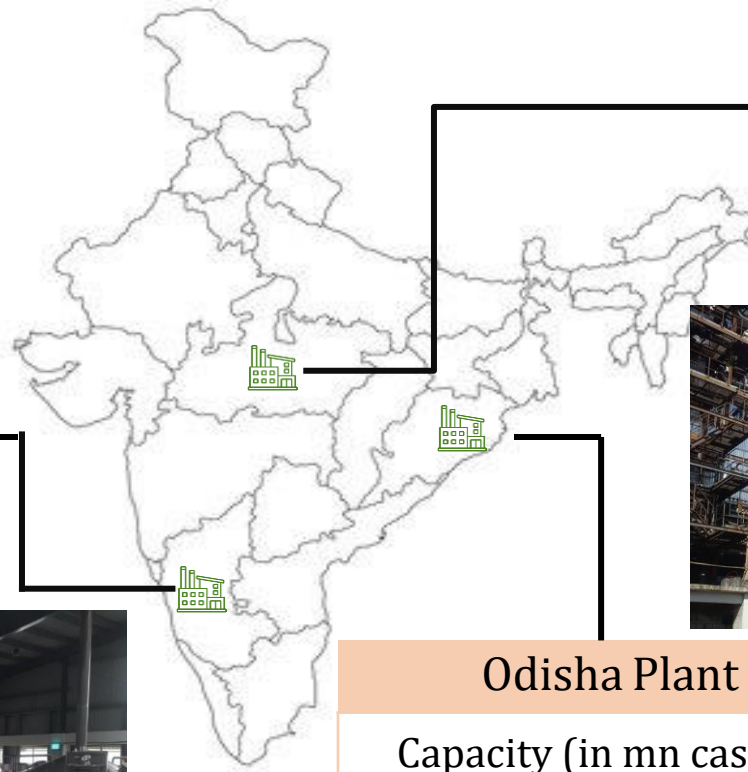


Plant Location



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





**MAHAVAT — UNBOTTLED IN BHOPAL
UNSTOPPABLE IN MADHYA PRADESH**

"Q2 FY26 marked another strong performance for us, reflecting our strategic focus on operational efficiency, brand strength and market expansion. Our total income reached Rs. 2,700 million, with a gross margin of 41.1%. These results highlights our commitment to creating sustainable value and driving long-term growth.

EBITDA was at Rs. 405 million, marking a growth of 15.1% compared to the same period last year, with a margin of 15.0%. Our net profit for the quarter was Rs. 195 million, with a margin of 7.2%, demonstrating our resilience in navigating a competitive market.

Additionally, the strong performance was supported by a significant increase in volumes, driven by the continued success of our IMFL brands, with volumes rising by 65%. This growth highlights the effectiveness of our strategic focus on brand strength and market execution.

This strong performance was driven by the continued growth of our core beer and IMFL brands, alongside the successful launch of our new whiskey brand, Mahavat. Mahavat, positioned in the mid-premium whisky segment, has been well received in the market and contributed to the overall strength of our portfolio.

We also made significant progress on our greenfield project in Uttar Pradesh, under the company's subsidiary Woodpecker Greenagri Nutrients which remains on track for completion by FY27.

Looking ahead, we remain focused on expanding our premium portfolio and strengthening our market positioning through strategic product innovation and operational excellence."

Mr. JK Arora, Chairman & Managing Director

Performance Highlights



	Q2		Y-o-Y	H1		Y-o-Y
(Rs. Million)	FY2026	FY2025	Growth (%)	FY2026	FY2025	Growth (%)
Total Income	2,700	2,910	(7.2)%	8,001	8,047	(0.6)%
Gross Profit	1,109	1,164	(4.8)%	3,009	2,889	4.2%
<i>Margin (%)</i>	<i>41.1%</i>	<i>40.0%</i>		<i>37.6%</i>	<i>35.9%</i>	
EBITDA	405	352	15.1%	1,126	1,000	12.5%
<i>Margin (%)</i>	<i>15.0%</i>	<i>12.1%</i>		<i>14.1%</i>	<i>12.4%</i>	
Interest	49	30	63.6%	99	57	71.8%
Depreciation	82	62	32.2%	169	122	38.0%
Net Profit	195	187	4.3%	616	592	3.9%
<i>Margin (%)</i>	<i>7.2%</i>	<i>6.4%</i>		<i>7.7%</i>	<i>7.4%</i>	





Q2 FY2026 Financial Highlights

Q2 FY2026 Financial Highlights



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

Beer Volume

36 lakh cases
(19)% Y-o-Y

IMFL Volume

4 lakh cases
+65% Y-o-Y

Total Income

Rs. 2,700 Mn
(7)% Y-o-Y

EBITDA

Rs. 405 Mn
+15% Y-o-Y

Total Volume

40 lakh cases
(15)% Y-o-Y

PAT

Rs. 195 Mn
+4% Y-o-Y





Operational efficiencies leading to better cost management

Volume

- Recorded beer volume of 35.7 lakh cases: over (19)% y-o-y of Q2 FY25
- Recorded IMFL volume of 4.1 lakh cases: over 65% y-o-y of Q2 FY25



Realization

- Beer realization for Q2 FY26 was Rs. **607** per case, compared to Rs. **531** in Q2 FY25. This change was mainly influenced by a change in mix of the beer sold and higher realization achieved in its main line brand Hunter
- IMFL realization for Q2 FY26 was Rs. **939** per case as compared to Rs. **1,038** in Q2 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 a favorable mix of older glass bottles and softening of key raw material and packaging material prices





H1 FY2026 Financial Highlights

H1 FY2026 Financial Highlights



Beer Volume

120 lakh cases
(8)% Y-o-Y

IMFL Volume

8 lakh cases
62% Y-o-Y

Total Income

Rs. 8,001 Mn
(1)% Y-o-Y

EBITDA

Rs. 1,126 Mn
13% Y-o-Y

Total Volume

128 lakh cases
(6)% Y-o-Y

PAT

Rs. 616 Mn
4% Y-o-Y



Leverage Profile



(Rs. Million)	Sep 2025	Jun 2025
Secured Borrowings	1,955	1,949
Unsecured Borrowings	44	44
Gross Debt-Consolidated	1,999	1,993
Less: Cash & Cash Equivalents	(193)	(192)
Net Debt	1,806	1,801
Gross Debt / Equity (x)	0.27x	0.28x
Net Debt / EBITDA (x)	0.40x	0.63x

- Gross Debt increased by Rs. 6 million in the quarter September 2025
- The gross debt-equity ratio reduced from 0.28x in Jun 2025 to 0.27x in Sep 2025
- The net debt-EBITDA ratio decreased from 0.63x in Jun 2025 to 0.40x in Sep 2025





Operational Highlights



POWER COOL

KEEP IT COOL

Golden and inviting, Power Cool opens with fresh hops and malt sweetness, tailored perfectly for the Indian palate. Bold yet balanced, its crisp finish makes it a trusted choice for celebrations and everyday refreshment. The gentle yet strong flavour profile blends well with diverse tastes and occasions. Brewed with consistency, Powercool is the sip of refreshment you need to unwind after a tiring week.

Available SKUs:
650ml & 330ml bottles, 500ml & 330ml cans



Volume Summary



Lakh cases	Q2		Y-o-Y	6M		Y-o-Y
	FY2026	FY2025	Growth (%)	FY2026	FY2025	Growth (%)
Hunter	9.7	11.1	(12.9)%	37.6	37.8	(0.6)%
Black Fort	5.1	2.6	95.7%	10.5	10.8	(2.8)%
Power Cool	13.5	22.9	(40.9)%	54.6	63.9	(14.5)%
Legend	2.7	6.4	(58.5)%	5.3	10.7	(50.5)%
Total Beer	35.7	44.1	(19.1)%	120.3	130.9	(8.1)%
Total IMFL	4.1	2.5	64.5%	8.1	5.0	61.7%
Total Volume	39.8	46.6	(14.6)%	128.4	135.9	(5.5)%

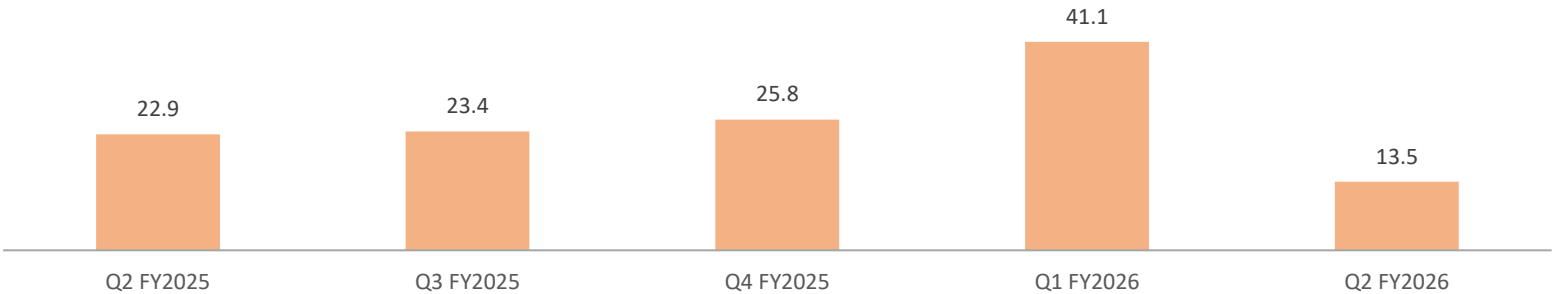
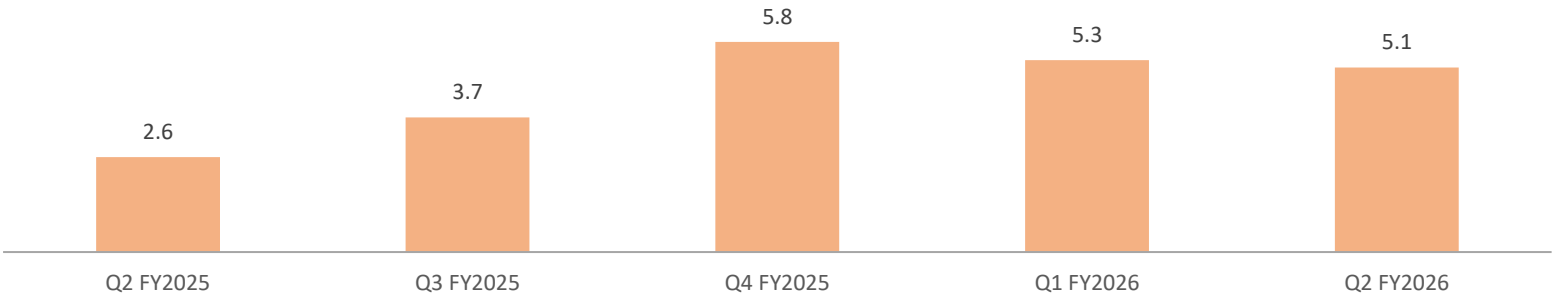
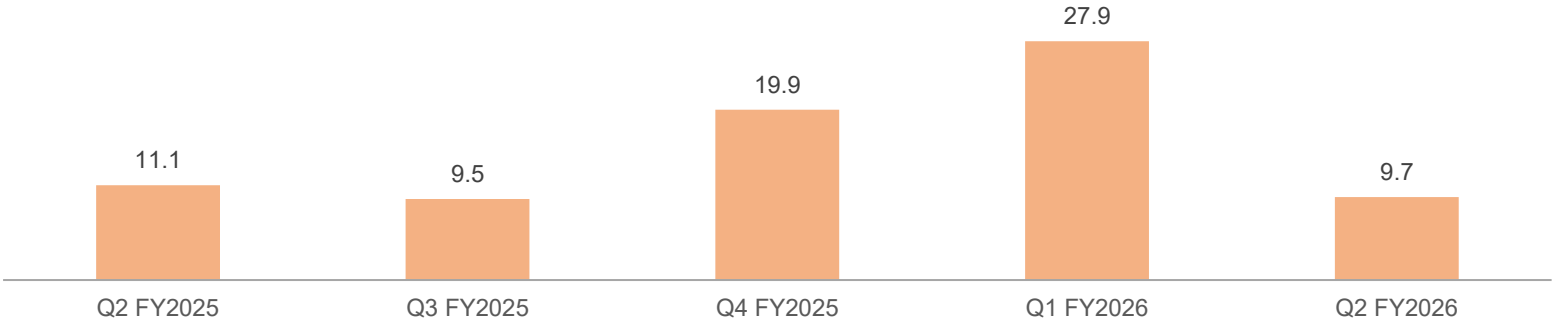
- Beer accounted for **89.7%** of total volumes and **80.5%** of the revenue during Q2 FY2026
- Price realization for Beer during Q2 FY2026 was Rs. **607** and IMFL was Rs. **939**; blended realization at Rs. **677**
- Emergence of Legend beer as a major brand for us
- Renewed focus on the IMFL Portfolio



Millionnaire Beer Brands – Volume Consolidation



Quantity Sold (in lakh cases)





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

The CSR Committee ensures that at least **2% of the average net profit** from the preceding three years is spent on education and welfare activities for society.

Well-being of employees

The upcoming greenfield project in Farrukhabad is expected to create **700-800 local jobs**, reinforcing the Company's focus on inclusive growth and community 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 3 Executives (including MD) and 5 Non-Executive Non-Independent Directors, offering valuable input on strategy and performance

Executive team of ESG

Dedicated ESG Executive team with 4 associates

G

Visit Our Real Time ESG Disclosure Platform



SOM Distilleries & Breweries is committed to sustainable practices, with a strong emphasis on Environmental, Social, and Governance (ESG) principles.

Click to access ESG Profile

Map our ESG framework with 35+ different frameworks

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With this new AI-powered enhancement, our ESG Profile now enables stakeholders to:

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- Receive customised responses to ESG-related queries on disclosures, data, and performance
- Experience clear and transparent engagement throughout our ESG journey
- Copy and paste responses easily for use in reports, briefing notes, and related documentation



Awards & 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 A 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:



LEGEND STRONG BEER

STRONG PREMIUM BEER

Crafted with indigenous malts and a balance of hops and sweetness, Legend is golden-amber and smooth on the palate, with a crisp and memorable finish. Refined, smooth, and fit for every mood.



Available SKUs:
650ml & 330ml bottles, 500ml & 330ml cans





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(BSE: 507514, NSE: SDBL)

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