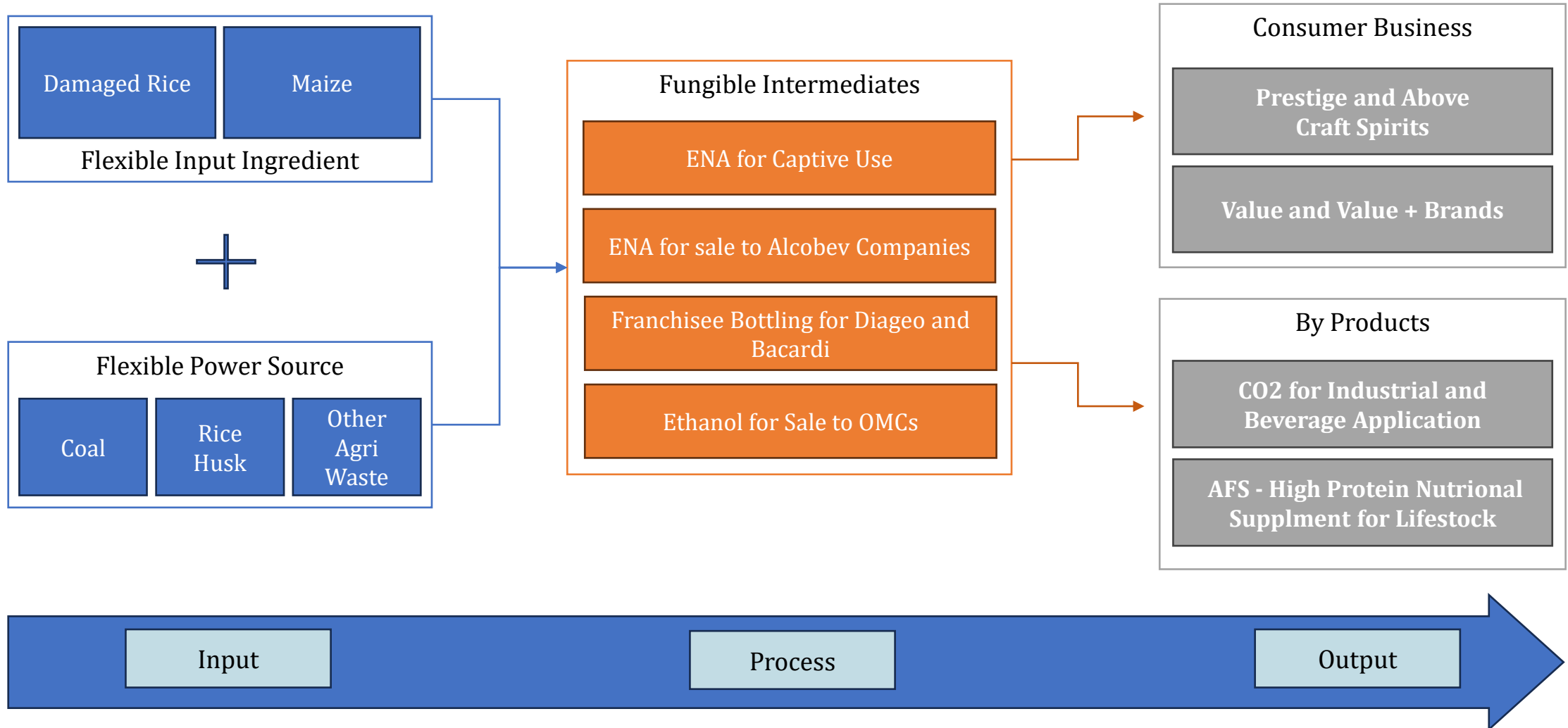




ENabling Excellence
GLOBUS SPIRITS LIMITED
Q2 & H1FY24



Globus Spirits - A Well Entrenched Distillation Business...



India Crafts Spirit Co., Distillers Since 1958

THE
INDIA
CRAFT
SPIRIT
— CO —

- Organised all super premium offering into an umbrella brand - signifying hand-crafted product offerings from India
- The brand leverages authentic Indian heritage of our distilleries and the history of the promoter family in the alcohol industry
- Craft Gin** - Long Term Driver with tremendous growth potential. The IWSR report estimates surge in sales of standard-and-above locally produced traditional Gins from 4,000 nine-litre cases in 2018 to 1.57 Lac cases by 2022

Current brand – TERAI



Future brand – Craft Whisky, TERAI variants



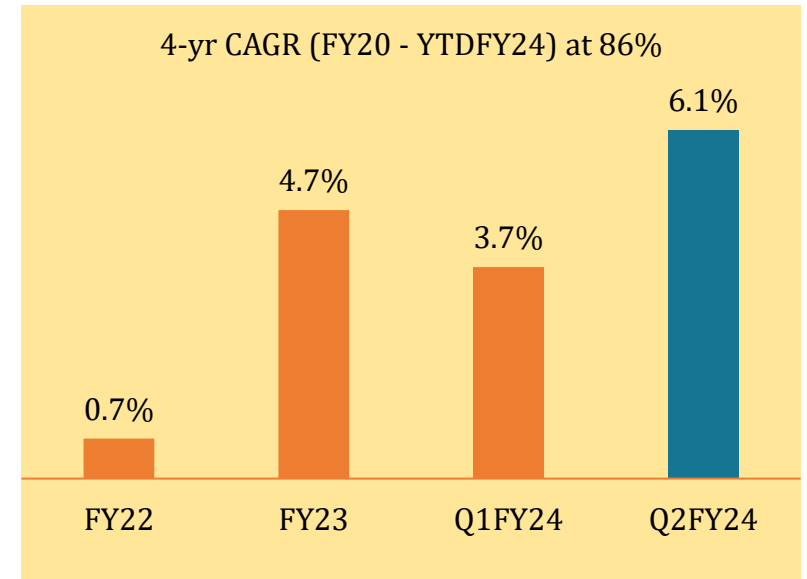
Prestige & Above Segment

- Disruptive IMFL portfolio, offering Unique Value Proposition
- Strategic presence in 5 states (combined market size of ~74 Mn cases)
- Entered Haryana and Punjab in the last 12 months
- Exploring to enter new Domestic Markets

Select Product Portfolio



IMFL Share in Consumer Revenue



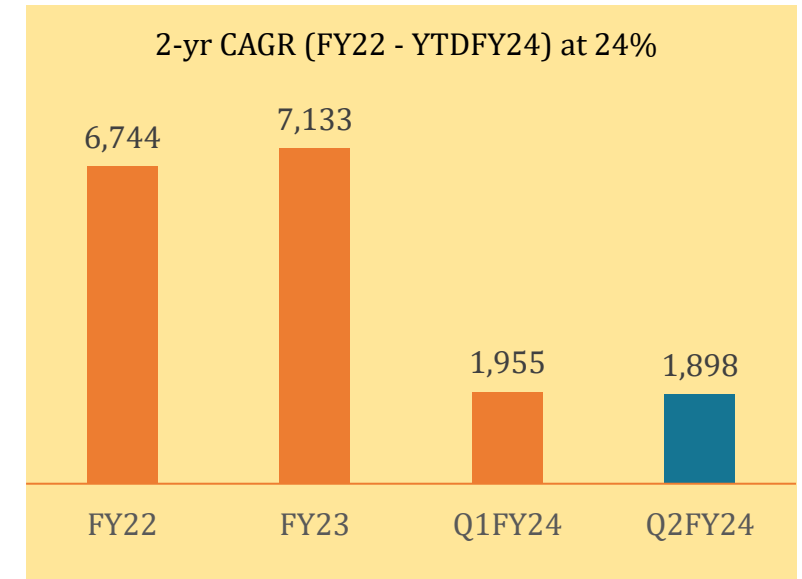
Value & Value Plus Segment

- Pioneer in Value Plus segment in Rajasthan with introduction of RML (medium liquor) - GSL enjoys a ~55% market share in RML
- Strong portfolio based on local tastes and preferences
- Covering rural consumption and aspirational urban consumption
- Product Innovation by investment in R&D and focus on Brand Building, enabled Growth

Select Product Portfolio



Value & Value Plus Net Revenue (Rs Mn)



... Supporting a Growing Consumer Business (4/4)

Ready-to-Drink Segment (upcoming)

- GSL is foraying into the Ready-to-Drink (RTD) segment with the formation of a subsidiary in M/s Bored Beverages Pvt. (Innovative alcohol beverage startup). GSL will own 51.13% of this subsidiary, with management control, and invest up to Rs 6 crore.
- It is a strategic alignment and a thrilling journey that will cater to the dynamic preferences of consumers of today and tomorrow.
- Market Potential: India's RTD market volume is projected to grow from 3.82 Cr litres in FY20 to 6.56 Cr litres by FY25.



Incorporation

2020

- Incorporated in 2020 by Anant Gupta and Vinayak Malhotra.
- An innovative alcohol beverage startup with a vision to create an aspirational cross-category portfolio of beverages targeting millennials and Gen Z.

Launched No Label Original in Mumbai & Pune

2021

- In Sept 2021, they launched No Label Original Mead in Mumbai and Pune. By June 2022, they had expanded to Delhi and Haryana.

Expanded to Delhi & Haryana

2022

- As of March 2023, they have **crossed 1.2 lakh pints of No Label Original Mead** in Delhi and Haryana, capturing a 7% market share in Delhi.

Crossed 1.2 lakh pints of No Label Original in Delhi & Haryana

2023





No Label Mead is made by fermenting a mixture of honey and water with a little help from yeast!

Expansion Plans for Manufacturing Business – Strong Backbone

Location	Capacity Addition (KLPD)	Total Capacity after Completion	Status
West Bengal (WB) – II	140	240	Completed Q4FY22
Jharkhand (JHK)	140	140	Completed Q2FY23
West Bengal - III	60	300	In trial stage and awaiting regulatory approval; To be commissioned in Q4FY24
Jharkhand - II	60	200	In trial stage and awaiting regulatory approval; To be commissioned in Q4FY24
Bihar	19	110	Q2FY24
Orissa - greenfield	200*	-	Awaiting water withdrawal permissions
Uttar Pradesh – greenfield	200*	-	Approvals in process; Work on Bottling project already started and should commence by Dec-23

**At the end of Q2FY24, the total installed capacity was 885 KLPD after the installation of plants in WB and JHK.
120KL at WB + JHK will be started after gaining regulatory consent**

Rajasthan Facility

Capacity: 54.4 Mn Ltrs

Products: Value, Value Plus, IMFL Liquor; ENA, Ethanol and Other By-products (mainly AFS)



West Bengal Facility

Capacity: 81.6 Mn Ltrs (scale up to 102.0 Mn Ltrs by Q1FY24)

Products: Value, Value Plus, IMFL Liquor Franchisee IMFL;
ENA, Ethanol and Other By-products (mainly AFS)



Haryana Facility

Capacity: 47.6 Mn Ltrs

Products: Value, Value Plus, IMFL Liquor, Franchisee IMFL;
ENA, Ethanol and Other By-products (mainly AFS)



Bihar Facility

Capacity: 28.9 Mn Ltrs (scale up to 35.4 Mn Ltrs by Q1FY24)

Products: Ethanol and Other By-products (mainly AFS)



Jharkhand Facility

Capacity: 47.6 Mn Ltrs (scale up to 68 Mn Ltrs by Q1FY24)

Products: ENA, Ethanol and Other By-products (mainly AFS)



Q2FY24 Results Commentary



Consumer Business (36% of Net Revenue)

Net Revenue (Rs Mn)	Q2FY24	Q2FY23	YoY%	Q1FY24	QoQ%	H1FY24	H1FY23	YoY%
IMFL (Prestige & Above)	125	44	181%	75	68%	199	116	72%
- Volumes sold (Mn cases)	0.08	0.03	143%	0.05	68%	0.13	0.08	73%
Value and Value Plus	1,898	1,587	20%	1,955	-3%	3,853	3,455	12%
- Volumes sold (Mn cases)	3.54	3.16	12%	3.51	1%	7.05	7.06	0%
Total Consumer Revenue	2,022	1,631	24%	2,031	0%	4,053	3,571	13%
Total Consumer Volumes	3.62	3.20	13%	3.56	2%	7.18	7.14	1%
<i>IMFL as % of Total Consumer Volume</i>	2.3%	1.1%	122 bps	1.4%	90 bps	1.8%	1.1%	77 bps
<i>IMFL as % of Total Consumer Revenue</i>	6.1%	2.7%	342 bps	3.7%	239 bps	4.9%	3.2%	168 bps

Prestige & Above:

- Growth trajectory accelerating on the back of building consumer acceptance of our range of products .
- Established a strong Route-To-Market in Delhi, West Bengal and Haryana, while strengthening of Uttar Pradesh and Punjab are in H2 FY24

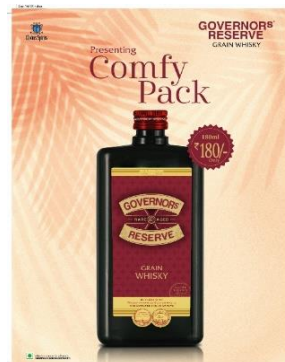
Value and Value Plus:

- Value Plus continuing to clock market share growth in Rajasthan
- Efforts continue to expand this category in West Bengal and Haryana.
- In view of the expected improvement in the Haryana environment, initiating reinvestment in the state in the Value segment.

Update on Current and Upcoming IMFL Brands

	
<p>Mountain Oak (whisky) continues to gain momentum across West Bengal and Delhi markets.</p>	<p>SNOSKI Vodka launched in Delhi. Will be spread across to Haryana and West Bengal</p>

Market Expansion in Rajasthan in Q3 & Jharkhand in Q4		
Expansion of Brands & Market		
Brand	State	Timeline
SNOSKI & Variants	Haryana , West Bengal and Delhi	Q3 to Q4FY24
Premium Rum	Uttar Pradesh and Delhi	H1FY25
Premium Malt	Haryana, Punjab and Uttar Pradesh	Q4FY24



GSL has built **in-house maturation facilities** at Rajasthan to mature high end spirits. This will help us to save around Rs. 85 per BL and drive profitability in the consumer business.

Maturation to help us:

- Reduce dependence on external supplies.
- Build High-Quality Malt Whiskies



Manufacturing Business (64% of Net Revenue)

Net Revenue (Rs Mn)	Q2FY24	Q2FY23	YoY%	Q1FY24	QoQ%	H1FY24	H1FY23	YoY%
Bulk Alcohol	3,024	2,534	19%	2,974	2%	5,998	4,877	23%
- Volumes sold (Mn Ltr)	48.41	43.33	12%	49.77	-3%	98.19	84.37	16%
- Avg. Realisation (Rs/Ltr)	62.5	58.5	7%	59.7	5%	61.1	57.8	6%
Franchise Bottling	26	43	-40%	35	-27%	61	83	-27%
AFS & Others	600	595	1%	661	-9%	1,261	1,226	3%
Total Manufacturing Revenue	3,650	3,172	15%	3,670	-1%	7,320	6,186	18%

Bulk Alcohol:

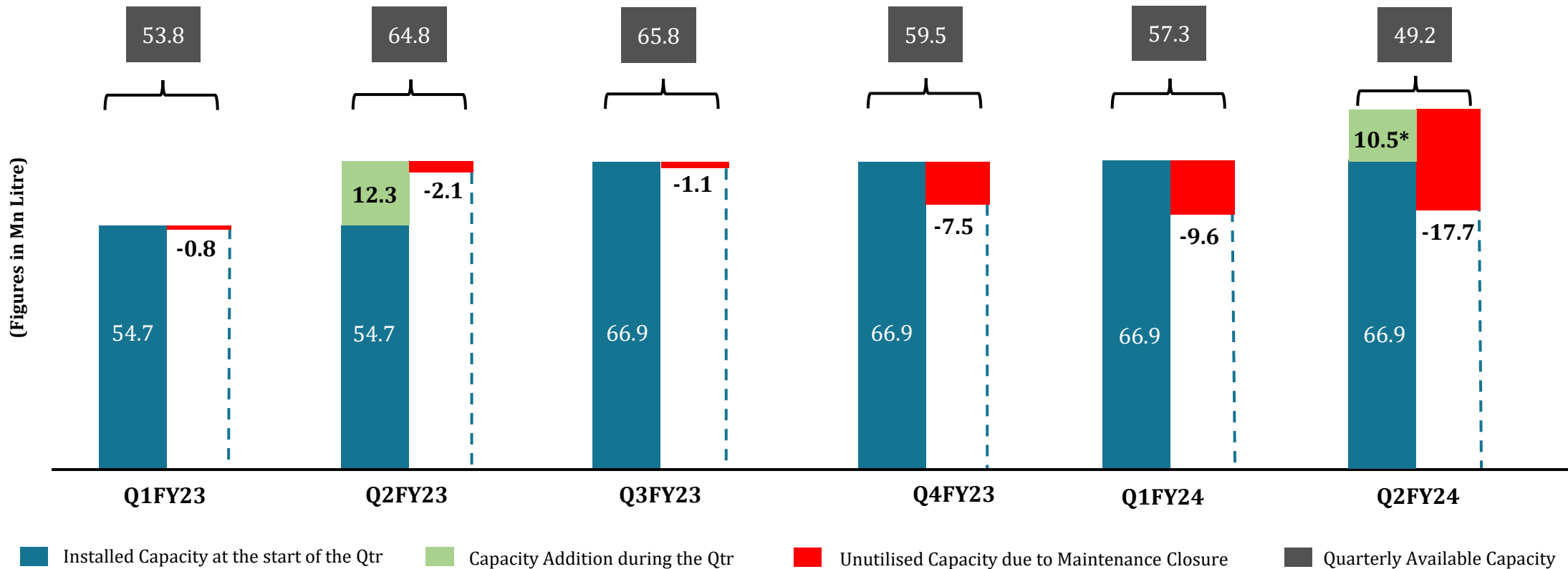
- Capacity utilization came in at 78% due to the sudden stoppage of supply of FCI rice. This impacted the West Bengal and Jharkhand plants for a combined period of ~43 days in Q2FY24
- Volume Sales growth of **12% YoY aided by enhanced capacity** (Jharkhand facility commissioned in Sep'22), while the decline of 3% QoQ was on account of disruption in FCI grain supplies for Ethanol production and regular maintenance shutdowns
- Average Realization growth of **7% YoY and 5% QoQ** was mainly on the account of **improved ENA realization and Ethanol price hike**. While the FCI announced temporary discontinuation of rice supply for Ethanol from 24-Jul-23, the GoI announced two price price hikes of Rs 6 per Ltr and Rs. 4.8 per litre. Current Price of Ethanol made from Broken rice is Rs. 64 and from Maize is Rs. 66

Franchisee Bottling:

- Revenue impacted due to lower volume off-take by United Spirits and Bacardi in Q2FY24; With season coming, we hope this to pick up

Ethanol Allocation for ESY 22-23 has been received for 9.24 Cr litre, in line with target

Update on Capacity and Capacity Utilisation



- Total capacity at 885 KLPD with capacity utilization on 765 KLPD at ~78% in Q2FY24. **Significant headroom for growth as the capacity utilization increases – expected 95%+ utilization in Q4FY24**
- *Installed 120 KLPD at WB + JHK towards the end of Q2FY24, which will start post gaining regulatory consent likely by Q4FY24, and will generate an estimated revenue of Rs. 240 Cr.



FCI Disruption

- Grain prices were higher in Q2FY24 as compared to Q1FY24, and the impact was ~Rs. 17 Cr
- West Bengal and Jharkhand plants faced production loss for a combined period of ~43 days in Q2FY24, and the impact was ~Rs. 25 Cr
- As the above two units faced a production loss, we lost on the benefit of correcting fuel prices, and the impact was ~Rs. 4 Cr



Capacity Expansion

- **Additional capacity of 60 KLPD** each at the West Bengal and Jharkhand plants in trial stage and awaiting regulatory approval - to be commissioned in Q4FY24
- Additional capacities will also **reduce Cost of Production by 3% to 4%** on the entire expanded capacity of WB and JHK.



Grain and Power & Fuel

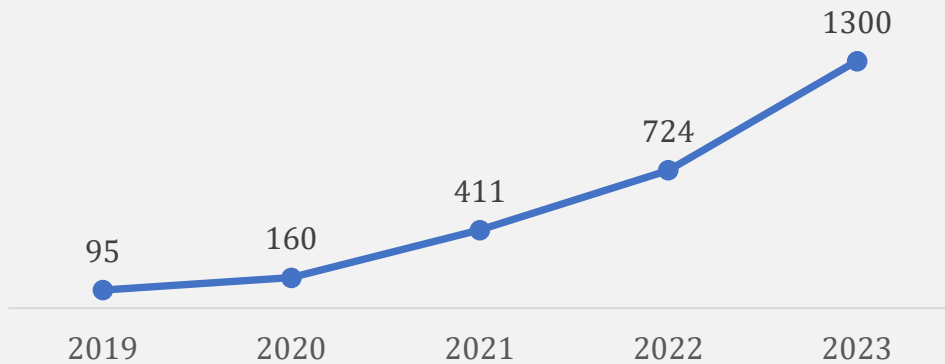
- Grain prices are expected to reduce by 8% vs current levels due to the Khariff crop arrival in H2FY24.
- Fuel prices are expected to be like H1FY24 due to a 33% increase in Coal Production.
- Company has received long term Linkage of coal to the extent of 30% of total fuel requirement. This will allow us to mitigate seasonal cost pushes.



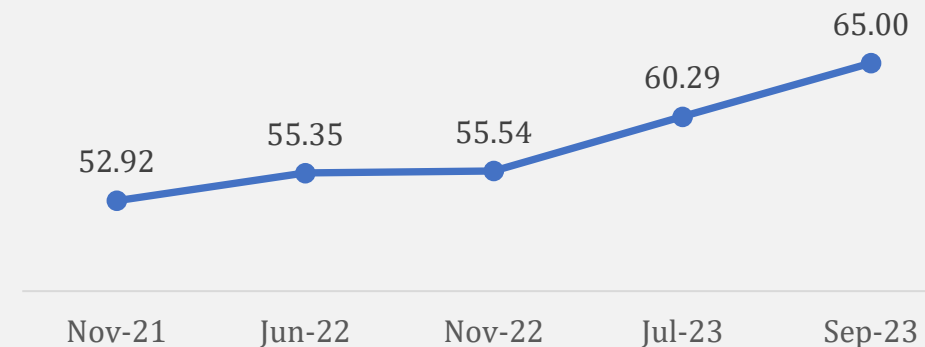
Inherent Business Strength of GSL - The current opportunity in Ethanol

- In Ethanol Supply Year 2022-23 (ended Oct), total ethanol supply was 500 Cr litres representing 12 % petrol blending of which Grain ethanol was 26%
- Supply needs to increase by 6,000 million in order to meet E20 by 2025, at this point grain ethanol will be 50% of total supplies.
- To support production and supplies of grain ethanol, OMCs have supported supply by frequently revising prices – 5 price revisions in last 2 ethanol years – 25% increase in price over this period.

Grain Ethanol Supply (Mn Ltrs)



Grain Ethanol Price (Rs./Ltr)



- **GSL is an industry leader on operating distilleries and has consistently been achieving the lowest cost of conversion in the industry.**
- **Ethanol Business for GSL will aid in free cash generation and support investing activities.**
- **Key Long Term Offtake Agreements secured with OMCs to guarantee offtake.**

Profit & Loss Highlights

Particulars (Rs Mn)	Q2FY24	Q2FY23	YoY (%)	Q1FY24	QoQ (%)	H1FY24	H1FY23	YoY (%)
Net Revenue	5,672	4,803	18.1%	5,701	-0.5%	11,372	9,757	16.6%
Other Income	35	21		19		54	38	
Total Income	5,707	4,824	18.3%	5,720	-0.2%	11,427	9,795	16.7%
Raw Material Cost	3,825	2,829		3,369		7,194	5,750	
<i>Gross Margin</i>	<i>33.0%</i>	<i>41.4%</i>		<i>41.1%</i>		<i>37.0%</i>	<i>41.3%</i>	
Employee Cost	199	137		192		391	279	
Other Expenditure	1,272	1,388		1,417		2,689	2,593	
EBITDA	411	470	-12.6%	742	-44.6%	1,152	1,173	-1.8%
<i>EBITDA Margin</i>	<i>7.2%</i>	<i>9.7%</i>		<i>13.0%</i>		<i>10.1%</i>	<i>12.0%</i>	
Depreciation	162	129		161		323	254	
EBIT	248	341	-27.1%	581	-57.3%	829	919	-9.7%
Finance Cost	74	25		63		136	47	
PBT	175	315	-44.6%	518	-66.3%	693	872	-20.5%
Tax Expense (Current, Deferred)	44	94		130		175	278	
PAT (From ordinary activities)	131	221	-41.0%	388	-66.3%	518	594	-12.7%
<i>PAT Margin</i>	<i>2.3%</i>	<i>4.6%</i>		<i>6.8%</i>		<i>4.5%</i>	<i>6.1%</i>	
EPS (Rs)	4.53	7.68	-41.0%	13.47	-66.3%	18.00	20.62	-12.7%

Balance Sheet

Liabilities (Rs mn)	Mar-23	Sep-23
Networth	8,866	9,238
LT borrowings	1,112	941
Provisions	46	62
Deferred tax liabilities	1,102	1,113
Other non-current liabilities	135	112
Total Non-Current Liabilities	11,261	11,467
ST borrowings	1,645	2,452
Trade payables	2,096	2,330
Provisions	65	76
Other financial liabilities	247	178
Current tax liabilities	96	25
Other current liabilities	500	514
Total Current Liabilities	4,650	5,575
Total Liabilities	15,911	17,042

Assets (Rs mn)	Mar-23	Sep-23
Fixed assets (incl. CWIP)	9,249	9,818
Investments	0	0
Other financial assets	683	640
Income tax assets	32	30
Other non-current assets	853	777
Total Non-Current Assets	10,817	11,265
Inventories	1,578	1,578
Trade receivables	2,113	2,732
Cash & cash equivalents	352	556
Other financial assets	106	111
Other current assets	946	799
Total Current Assets	5,094	5,776
Total Assets	15,911	17,042

Annual Financials



Particulars (Rs Mn)	FY20*	FY21*	FY22	FY23
Net Revenues from Operations	11,688	12,308	15,791	21,091
Other Income	37	66	66	78
Total Income	11,726	12,373	15,858	21,169
Total Expenditure	10,441	9,756	12,506	18,635
Consumption of Material	7,176	6,532	8,384	12,413
Employee Cost	343	384	501	651
Other Expenditure	2,922	2,840	3,621	5,570
EBITDA	1,285	2,618	3,352	2,534
Depreciation	380	407	426	563
EBIT	905	2,211	2,926	1,971
Finance Cost	236	188	114	170
PBT	669	2,023	2,812	1,801
Tax Expense (Current, Deferred)	136	583	940	579
PAT (From ordinary activities)	533	1,440	1,872	1,222
EPS	18.51	50.01	65.06	42.42

Note: * Restated to include the effect of the merger of Unibev with Globus Spirits Limited

Particulars (% of Total Income)	FY20*	FY21*	FY22	FY23
Gross Margin	39%	47%	47%	41%
Employee Cost	3%	3%	3%	3%
Other Expenditure	25%	23%	23%	26%
EBITDA	11%	21%	21%	12%
Finance Cost	2%	2%	1%	1%
PAT	5%	12%	12%	6%

- **Consistently focusing on reducing debt from business cashflow; The Net Debt/Equity stands at ~0.3x as at 31-Mar-23**
- **Available low finance cost with average cost of debt at ~4% for FY23**
- **Healthy return ratios - RoE of ~14% and RoCE of ~17% in FY23**

Note: * Restated to include the effect of the merger of Unibev with Globus Spirits Limited

Balance Sheet

Liabilities (Rs mn)	Mar-21*	Mar-22	Mar-23
Networth	5,907	7,723	8,866
LT borrowings	1,067	1,089	1,109
Provisions	30	33	46
Deferred tax liabilities	494	887	1,102
Other non-current liabilities	77	67	138
Total Non-Current Liabilities	7,575	9,800	11,261
ST borrowings	721	650	1,643
Trade payables	1,187	1,383	2,160
Provisions	68	67	65
Other financial liabilities	48	147	249
Current tax liabilities	10	24	96
Other current liabilities	322	294	436
Total Current Liabilities	2,355	2,565	4,650
Total Liabilities	9,930	12,365	15,911

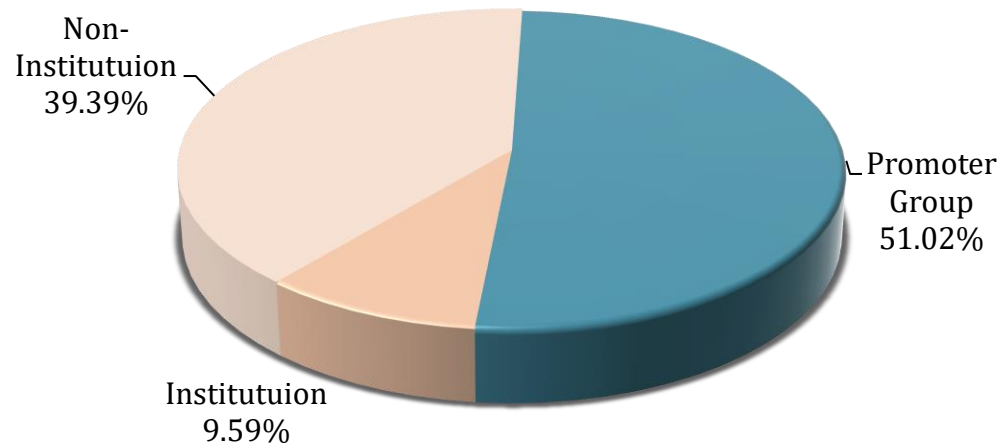
Assets (Rs mn)	Mar-21*	Mar-22	Mar-23
Fixed assets (incl. CWIP)	6,269	7,676	9,249
Investments	0	0	0
Other financial assets	176	274	683
Income tax assets	10	10	32
Other non-current assets	438	534	853
Total Non-Current Assets	6,892	8,495	10,817
Inventories	1,021	1,085	1,578
Trade receivables	879	1,181	2,113
Cash & cash equivalents	581	761	352
Other financial assets	50	61	106
Other current assets	506	784	946
Total Current Assets	3,037	3,871	5,094
Total Assets	9,930	12,365	15,911

Note: * Restated to include the effect of the merger of Unibev with Globus Spirits Limited

Cashflow Deployment – FY23

Cash Flow Extract (Rs Mn)	FY23
Net cash generated from Operating Activities (A)	1,224
Net cash used in Investing Activities (B)	(2,119)
Net cash used in Financing Activities (C)	863
Net (decrease)/ increase in cash and cash equivalents (A+B+C)	(32.5)
Add: Cash & Cash equivalent at the beginning of the year	896
Cash & cash equivalent at the end of the year	864

Shareholding Pattern (as on 30-Sept-23)




Script Related Information (as on 08-Nov-23)

BSE/NSE Code	533104 INE615I01010
CMP (Rs)	844
Market Cap (Rs Cr)	2,431
Shares (Cr)	2.88
Face Value (Rs)	10.0

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Globus Spirits Limited (the “Company”), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. Unless otherwise stated in this document, the information contained herein is based on management information and estimates. The information contained is subject to change without notice and past performance is not indicative of future results. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guaranteeing of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and worldwide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely and completely responsible for forming your own view of the potential future growth and performance of the Company. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update, amend, modify or revise these forward-looking statements to reflect subsequent events or developments. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statement/s and projection/s made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statement/s and projection/s. The contents of this presentation have not been reviewed by any regulatory authority in any jurisdiction where such presentation has been made or distributed.

Let's Connect


 Mr. Bhaskar Roy
Globus Spirits Limited

 Phone : +91 11 6642 4600

 Email : broy@globusgroup.in

 Ms. Pooja Sharma / Mr. Suyash Samant
Stellar IR Advisors Pvt. Ltd.

 Phone : +91 22 6239 8024

 Email : pooja.sharma@stellar-ir.com
suyash@stellar-ir.com

