

SOM DISTILLERIES AND BREWERIES LIMITED

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

CIN : L74899DL1993PLC052787

(BSE : 507514, NSE : SDBL)



SDBL/BSE/NSE/2025

30.05.2025

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. cmllist@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>
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SUB.: EARNINGS PRESENTATION – AUDITED FINANCIAL RESULTS (STANDALONE AND CONSOLIDATED) FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2025

Dear Sir/Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Earnings Presentation on Audited Financial Results (Standalone and Consolidated) for the quarter and Year ended 31st March, 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: 2025.05.30
10:46:23 +05'30'

Nakul Kam Sethi
Executive Director
DIN: 06512548



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

Earnings Presentation
Q4 FY2025

Conference Call Update



Conference Call Details: Friday, 30th May 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.

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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 in phases in Uttar Pradesh, with a capacity of over 12 million beer cases annually



Primarily engaged in production of beer and blending and bottling of IMFL



Dispatches from the Bhopal plant recorded over 32% growth in April 2025, reflecting increasing demand and enhanced operational efficiency



Emerged as the second-largest beer company in Jharkhand with a 22% market share



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



Product Portfolio



Investment Case



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

The company has rapidly gained market share in its local manufacturing states of MP, Karnataka, and Odisha

The company expects to drive future growth through market share gains in core and identified key markets, and by replicating the success by setting up local manufacturing bases or entering with bottling arrangements for other states.

Dispatches from the Bhopal plant grew over 32% in April 2025, reflecting rising demand and improved operational efficiency

Execution of the capex at Odisha was completed during the Q4 FY 2024-25

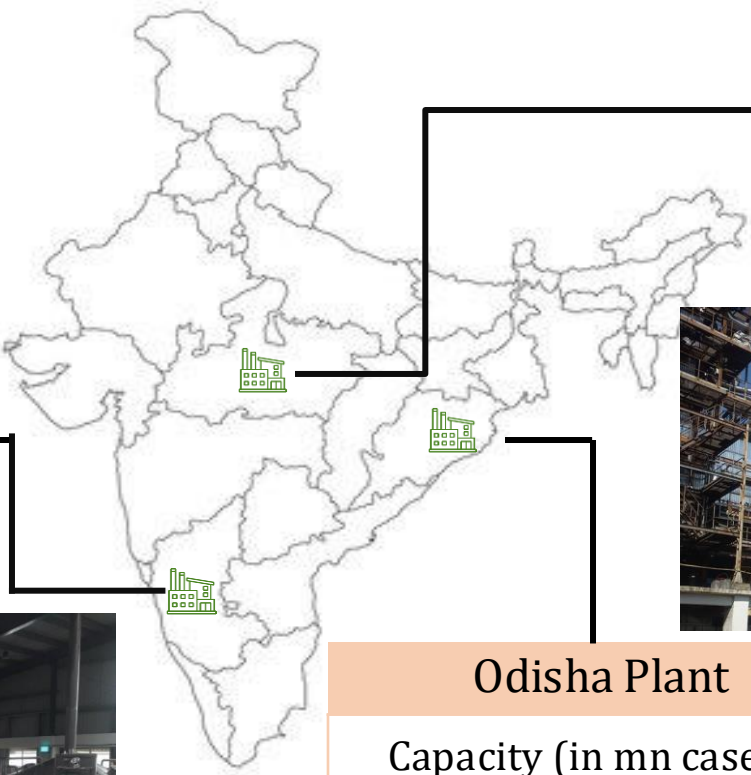


Plant Location



Hassan Plant	
Capacity (in mn cases)	
Beer	IMFL
14.0	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





INDIA'S FIRST BEER WITH A ↓ TWIST CAP ↑



India's first filtered wheat beer.

"We are pleased to share the progress made in FY2025, which reflects our continued focus on expansion, innovation, and operational execution. Our total income reached a record high of Rs. 14,474 million, marking a 13% YoY growth. EBITDA stood at Rs. 1,807 million, a 16% YoY increase, and net profit reached Rs. 1,045 million a 21% YoY increase. These numbers reflect successful strategies for sustainable growth and profitability. Our beer and IMFL volumes grew by 10% and 14% annually, respectively, showcasing the quality of our products and alignment with customer preferences

During the year, we commenced dispatches from our Karnataka facility to Tamil Nadu, marking our entry into one of India's largest consumption markets. We also strengthened our position in Jharkhand, becoming the second-largest beer company in the state with a 22% market share.

Our dispatches from the Bhopal plant grew over 32% in April 2025, supported by increased demand and greater operational efficiency during the peak season. These achievements are a result of our sharp focus on market dynamics, consumer preference, and strong distribution.

We also began construction of our Rs. 600 crore greenfield project in Farrukhabad, Uttar Pradesh, under our subsidiary Woodpecker Greenagri Nutrients.

With these developments, we are well positioned to build on our momentum and continue scaling our presence across key markets".

Mr. JK Arora, Chairman & Managing Director



Q4 FY2025 Financial Highlights

Q4 FY2025 Financial Highlights



Beer Volume

57 lakh cases
(10)% Y-o-Y

IMFL Volume

3 lakh cases
+22% Y-o-Y

Total Income

Rs. 3,400 Mn
(12)% Y-o-Y

EBITDA

Rs. 428 Mn
(6)% Y-o-Y

Total Volume

60 lakh cases
(9)% Y-o-Y

PAT

Rs. 237 Mn
+19% Y-o-Y





Operational efficiencies leading to better cost management

Volume

- Recorded beer volume of **57** lakh cases: over **(10)%** y-o-y of Q4 FY24
- Recorded IMFL volume of **3** lakh cases: over **22%** y-o-y of Q4 FY24



Realization

- Beer realization for Q4 FY25 was Rs. **534** per case, compared to Rs. **552** in Q4 FY24. This change was mainly influenced by a change in mix of the beer sold.
- IMFL realization for Q4 FY25 was Rs. **991** per case as compared to Rs. **914** in Q4 FY24



Cost

- The costs of key raw materials and packaging materials remained stable during the quarter.
- The gross margin was also stable due to a favorable mix of older glass bottles and softening of key raw material and packaging material prices.





FY2025 Financial Highlights

FY2025 Financial Highlights



“Power Cool brand secured its position as the second most popular and highest-selling beer in **Karnataka**”

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



	Q4		Y-o-Y	12M		Y-o-Y
(Rs. Million)	FY2025	FY2024	Growth (%)	FY2025	FY2024	Growth (%)
Total Income	3,400	3,852	(11.7)%	14,474	12,864	12.5%
Gross Profit	1,222	1,294	(5.6)%	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	428	455	(6.0)%	1,807	1,552	16.5%
<i>Margin (%)</i>	<i>12.6%</i>	<i>11.8%</i>		<i>12.5%</i>	<i>12.1%</i>	
Interest	34	35	(1.6)%	111	119	(7.0)%
Depreciation	69	59	17.5%	260	213	21.6%
Net Profit	237	200	18.7%	1,045	865	20.8%
<i>Margin (%)</i>	<i>7.0%</i>	<i>5.2%</i>		<i>7.2%</i>	<i>6.7%</i>	

Leverage Profile



(Rs. Million)	Mar 31 2025	Mar 31 2024
Secured Borrowings	1,670	940
Unsecured Borrowings	40	830
Gross Debt-Consolidated	1,710	1,770
Less: Cash & Cash Equivalents	200	130
Net Debt	1,510	1,640
Gross Debt / Equity (x)	0.26x	0.35x
Net Debt / EBITDA (x)	0.63x	1.06x

- Gross Debt reduced by Rs.60 million, Overall consolidated debt decreased, showcasing an improved total debt position
- The secured debt increased due to higher cash credit limit utilisation
- The gross debt-equity ratio decreased from 0.35x in Dec 2024 to 0.26x in Mar 2025
- Net debt reduced by Rs. 130 million, resulting in an improved net debt/EBITDA
- The finance cost for the year declined to 0.76% of revenue, down from 0.92% in the previous fiscal year





Operational Highlights

Volume Summary



Lakh cases	Q4		Y-o-Y	12M		Y-o-Y
	FY2025	FY2024	Growth (%)	FY2025	FY2024	Growth (%)
Hunter	19.9	16.6	19.9%	67.2	58.6	14.7%
Black Fort	5.8	5.3	9.4%	20.3	29.8	(31.9)%
Power Cool	25.8	33.3	(22.5)%	113.1	111.5	1.4%
Legend	2.6	-	NA	19.2	-	NA
Total Beer	56.8	63.4	(10.4)%	234.4	214.0	9.5%
Total IMFL	3.3	2.7	22.2%	11.4	10.0	14.0%
Total Volume	60.2	66.0	(8.8)%	245.8	224.1	9.7%

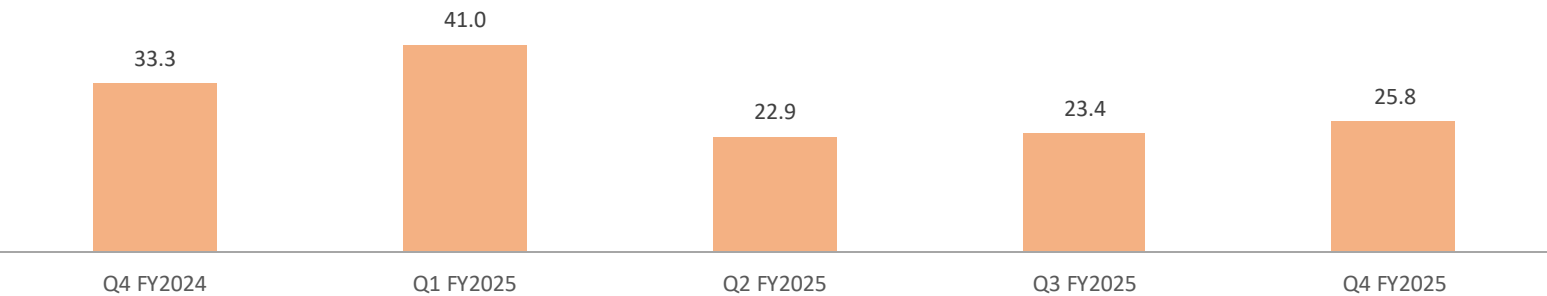
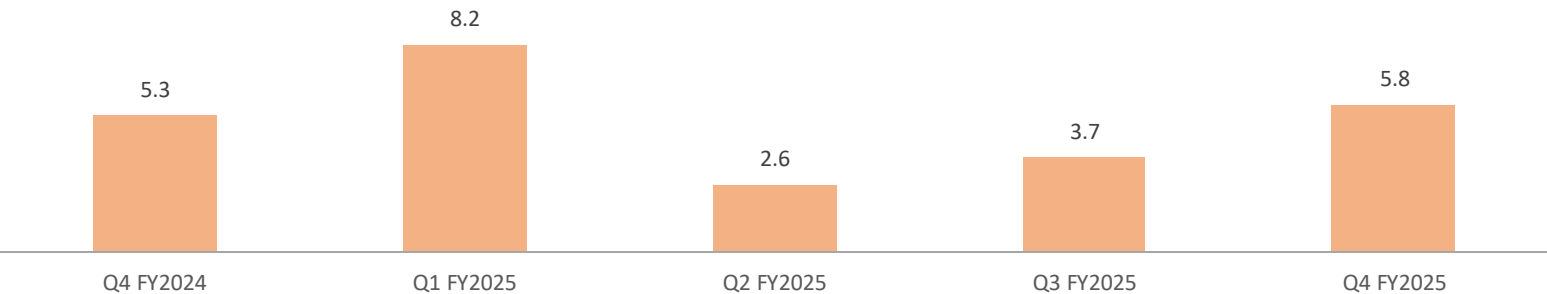
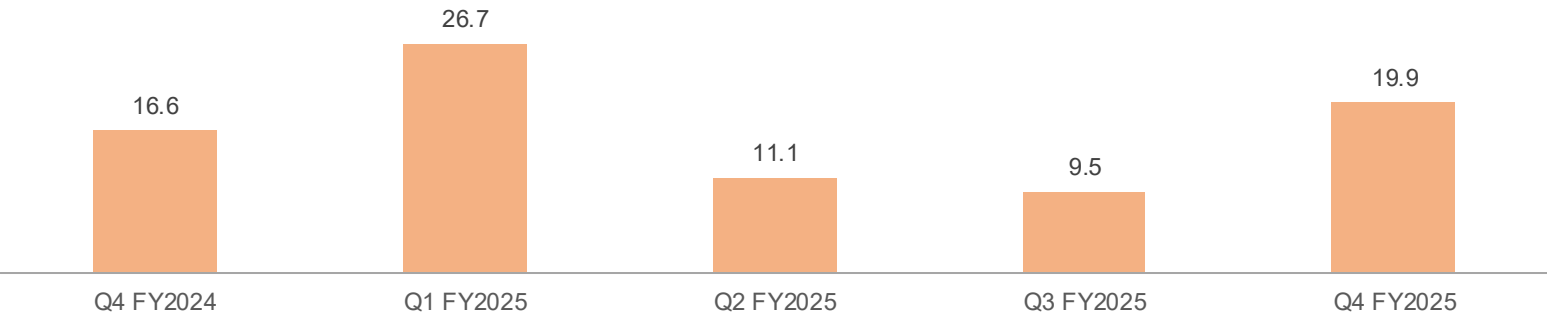
- Beer accounted for **95%** of total volumes and **89%** of the revenue during Q4 FY2025
- Price realization for Beer during Q4 FY25 was Rs. **534** and IMFL was Rs. **991**; blended realization at Rs. **563**.
- Emergence of Legend beer as a major brand for us.



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

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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

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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



Awards & Accolades



Brand Recognition



Awarded Fastest Growing Company by:



Selected in:



Ranked 86th by:



Awarded Innovative CEO & Excellence for Smart Innovation by:



Included in:



Winner of:





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