



CIN : L74899DL1993PLC052787

SOM DISTILLERIES & BREWERIES LTD.

ISO 9001:2015 Certified Company

Corporate Office : 23, Zone-II, Maharana Pratap Nagar, Bhopal-462 011 (Madhya Pradesh) Tel.: +91-755-4278827, 4271271 Fax : +91-755-2557470

E-mail : sldtd@bsnl.in, somdistilleries@rediffmail.com, Web : www.somindia.com

Works : Village Rojrachak, Distt. Raisen (Madhya Pradesh) Ph.: +91-7480-266244-5

5.06.2021

NSE/BSE/2021

| | |
|--|---|
| The Manager, Listing Department, NATIONAL STOCK EXCHANGE OF INDIA LIMITED 'Exchange Plaza' C-1 , Block G, Bandra-Kurla Complex, Bandra (E), Mumbai-400 051. cm1ist@nse.co.in Security ID: SDBL | Dy. General Manager, Department of Corporate Services, BSE LIMITED , First Floor, P.J. Towers, Dalal Street, Fort, Mumbai – 400001. corp.compliance@bseindia.com Security ID: 507514 |
|--|---|

Subject: Intimation under Regulation 46(2)(o) of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015


Pursuant to the Regulation 46(2)(o) of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the senior management of the Company is scheduled to have a conference call with Analysts and Investors on 8th June 2021. The detailed schedule of the meeting is attached.

The schedule is subject to changes due to any exigencies on behalf of the analysts/investors or the Company. We would like to inform further that only publicly available information would be discussed during the meeting.

Also we are enclosing the earnings presentation for the Q4 FY 2021 and the full year FY 2021.

We request you to kindly take the above in your records.

Thanking you,
For Som Distilleries & Breweries Limited


Nakul Sethi
Director





VENTURA

Kyon ki bhaiya, sabse bada rupaiya.

VENTURA SECURITIES

CORDIALLY INVITES YOU TO A
CONFERENCE CALL

WITH THE MANAGEMENT OF



SOM DISTILLERIES & BREWERIES LTD.

Agenda: Discussion on Q4FY21 and full year FY21 results and future outlook of business.

June
08th
4.00 PM

COMPANY MANAGEMENT

Mr Nakul Sethi
Director finance

Mr Deepak Arora
(CEO Of SOM Group)

| | India | International Numbers | | | |
|-------------------|--|------------------------------|------------------------------|-----------------------------|------------------------------|
| | | USA | UK | Hong Kong | Singapore |
| TollFree | - | 18773870849 18009740768 | 0800016343900 80000440033 | 00180000440033 800903171 | 00180000440033 8001011941 |
| Local Access | 044 4563 4951 044 3547 0551 | +12129940035 +13478994169 | +442034785527 | NA | +6531581878 |
| Participation Pin | NA | 7920571# | 7920571# | 7920571# | 7920571# |



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

Earnings Presentation
Q4 FY2021





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.

Conference Call Details: Tuesday, June 8, 2021 at 4:00 PM IST

Dial-in Number

Pin

India: +91 44 4563 4951 / +91 44 3547 0551

NA

USA: 1 877 387 0849 / 1 800 974 0768

UK: 080 001 634 3900 / 800 0044 0033

Singapore: 001 800 0044 0033 / 800 903 171

Hong Kong: 001 800 0044 0033 / 800 101 1941

7920571#



Highlights

Financial Highlights

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Company Profile



Key Highlights

- Recorded beer volume of 20.9 Lakh cases (+31% vs Q4 FY2020) and IMFL volumes of 2.1 Lakh cases (+1% vs Q4 FY2020)
- The volume improvement was broad-based across all our key markets
 - Hunter recorded a growth of 47% and Black Fort almost doubled compared to same period last year
 - Recently launched Woodpecker brand continued to grow despite the prevailing challenges, it sold over 46,000 cases in Q4 and 1.1 Lakh cases during the full year
- Total income during the quarter stood at Rs. 1,090 million, an increase of 12.5% compared to Q4 FY2020
- EBITDA for the quarter was Rs. 91 million compared to a loss of Rs. 2 million in Q4 FY2020; EBITDA margin for the quarter was 8.4%
 - Raw material prices remained during period
 - Margins were offset to certain extent due to infusion of new glass bottles in Bhopal and Odisha facilities
- PAT of Rs. 37 million with margin of 3.4%, compared to a loss of Rs. 50 million in same period last year
- The operations during the month of April and May were impacted due to second wave of the pandemic
- With the lifting of lockdowns in states, and re-opening of economy, recovery is anticipated in the month of June



Management Commentary



In context of the prevailing pandemic, our performance was encouraging. Our key brands continue to regain market share in their respective markets as the economy opens and the pandemic related restrictions are relaxed.

The expansion of our Bhopal facility was completed in January 2021 and was commissioned in anticipation of our peak season. We are confident about the demand of our products and barring any external challenges, the utilization levels are expected to gradually improve towards the later part of the year.

Although our aggressive growth trajectory was halted due to global challenges, we believe that our growth story for medium to long term remains intact.

Mr. JK Arora, Chairman (SOM Group of Companies)



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Performance Highlights



| | Q4 | | Y-o-Y | 12 Months | | Y-o-Y |
|---------------------|--------------|-------------|--------------|--------------|--------------|----------------|
| (Rs. Million) | FY2021 | FY2020 | Growth (%) | FY2021 | FY2020 | Growth (%) |
| Total Income | 1,090 | 969 | 12.5% | 2,901 | 4,635 | (37.4)% |
| EBITDA | 91 | (2) | nm | (70) | 479 | nm |
| <i>Margin (%)</i> | <i>8.4%</i> | <i>nm</i> | | <i>nm</i> | <i>10.3%</i> | |
| Interest | 48 | 38 | 25.9% | 187 | 154 | 21.4% |
| Depreciation | 40 | 38 | 6.0% | 134 | 117 | 14.5% |
| Net Profit | 37 | (50) | nm | (381) | 150 | nm |
| <i>Margin (%)</i> | <i>3.4%</i> | <i>nm</i> | | <i>nm</i> | <i>3.2%</i> | |



Leverage Profile



| (Rs. Million) | Mar 31 2021 | Sep 30 2020 | Mar 31 2020 |
|--------------------------------|----------------|----------------|----------------|
| Secured Borrowings | 1,495 | 1,549 | 1,463 |
| Unsecured Borrowings | 594 | 635 | 739 |
| Gross Debt-Consolidated | 2,089 | 2,184 | 2,202 |
| Less: Cash & Cash Equivalents | 145 | 129 | 219 |
| Net Debt | 1,944 | 2,054 | 1,983 |
| Gross Debt / Equity (x) | 0.74x | 0.76x | 0.69x |

- Completed doubling of capacity at Bhopal facility; capitalised the investment in FY2021
- No major capex planned in the near term
- Despite a challenging year in terms of cash management, the Company reduced total debt by Rs. 114 million
- Strong cash flow from operations of Rs. 342 million
- Free cash flow generation to be utilised to repay debt going forward



Industry Dynamics

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Volume Summary



| Lakh cases | Q4 | | Y-o-Y | 12 Months | | Y-o-Y |
|-------------------|-------------|-------------|------------|-------------|-------------|--------------|
| | FY2021 | FY2020 | Growth (%) | FY2021 | FY2020 | Growth (%) |
| Hunter | 9.2 | 6.3 | 47% | 22.4 | 35.9 | (38)% |
| Black Fort | 4.2 | 2.1 | 106% | 10.6 | 14.4 | (26)% |
| Power Cool | 6.2 | 5.9 | 5% | 15.9 | 31.6 | (50)% |
| Others | 1.2 | 1.7 | (31)% | 0.8 | 1.7 | (53)% |
| Total Beer | 20.9 | 15.9 | 31% | 49.7 | 83.5 | (40)% |
| Total IMFL | 2.1 | 2.0 | 1% | 7.7 | 11.9 | (36)% |

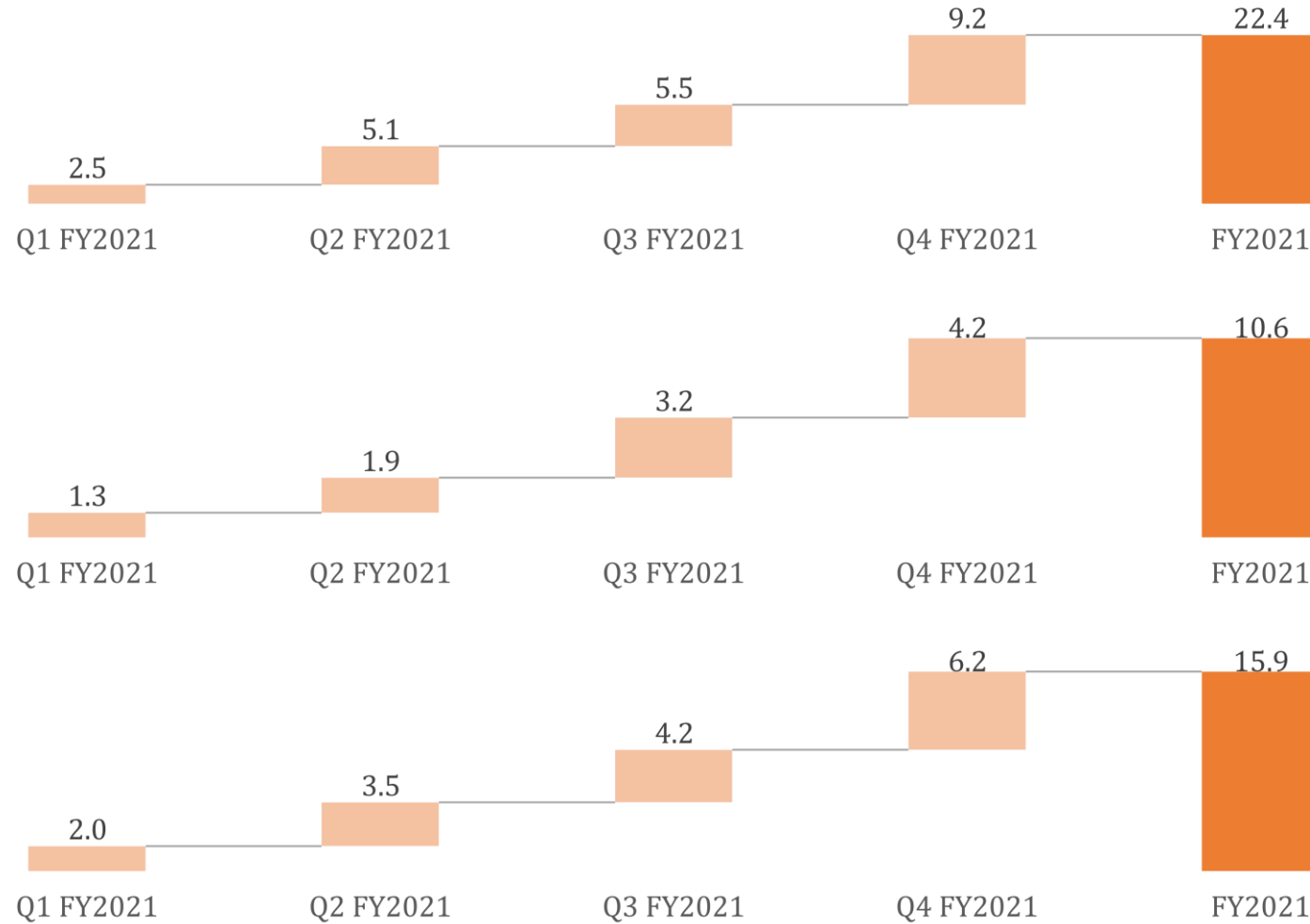
- Continued robust recovery in mainline brands
- Woodpecker beer continued to enhance its market share and sold over 1 lakhs cases in its first year of launch
- During the quarter, Bhopal facility operated at 30% utilization level, considering the expanded capacity
- Karnataka and Odisha facility operated at 45% and 55% utilization levels during Q4 FY2021
- Beer accounted for 91% of total volumes and 86% of the revenue in Q4 FY201
- Price realization for Beer during the quarter was Rs. 445 and IMFL was Rs. 708; blended realization at Rs. 468



Millionaire Beer Brands – Volume Recovery



Quantity Sold (in lakh cases)



Industry Dynamics

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SOM Distilleries: The only listed Beer and IMFL company in India



- SOM Distilleries & Breweries Limited (SDBL) is based in Bhopal and is one of the leading alcoholic beverages manufacturers in India
- SDBL is primarily engaged in production of beer and blending and bottling of IMFL
- Offers a broad line of products at every price point to cater to varied preferences of the consumers. The product portfolio consists of various options across beer, rum, brandy, vodka and whisky
- The Company has three key millionaire brands (sales more than 1 mn cases per annum) – Hunter, Black Fort and Power Cool
- Strategic partnerships with White Owl Distilleries and Jagatjit Industries
- Launched Woodpecker Wheat Beer, India's first filtered wheat beer in FY2020
- New products introduced with seasonal themes to increase consumer traction and engagement – Hunter Pint Beer and different flavors of RTD drinks



Beer Brands



IMFL Brands





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

Som Distilleries & Breweries Limited
(CIN: L74899DL1993PLC052787)

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