

Globus Spirits Limited

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For Immediate Release

Q1 FY2012

Total Income up by 29.4% at Rs. 1,585 million*

EBITDA up by 54.2% at Rs. 195 million*

PAT up by 46.3% at Rs. 116 million*

EPS at Rs. 5.03*

New Delhi, August 2, 2011

Globus Spirits Limited (GSL), a leading North Indian player in the spirits sector including IMFL & Country Liquor announced its results for the first quarter ended June 30, 2010.

Performance Review for Q1 FY 2012* vis-à-vis Q1 FY2011

- Total income higher by 29.35% at Rs. 1585.3* million compared to Rs. 1225.6 million
- Operating Profits higher by 54.22% at Rs. 194.9* million compared to Rs. 126.4 million
- Profit after Tax (PAT) higher by 46.28% at Rs. 115.8* million compared to Rs. 79.16 million
- EPS stood at Rs. 5.03*

***Note:**

The above consolidated figures of Globus Spirits Limited includes the financial results of demerged undertaking of Associated Distilleries Limited (ADL) which is proposed to be merged into Globus Spirits Limited (GSL), after necessary approval of High Court & the final date of hearing has been fixed for the same is 17th August 2011.

Q1 FY2012

Financial overview of Globus Spirits Limited (Standalone)

Particulars (Rs. Million)	Q1 FY2012	Q1 FY2011	Shift %
Total Income	1,340.6	1,031.1	30.0
EBIDTA	147.0	100.0	46.9
PAT	85.3	63.0	35.6
EPS	4.32	3.19	35.4

Financial overview of ADL (Standalone)

Particulars (Rs. Million)	Q1 FY2012	Q1 FY2011	Shift %
Total Income	244.7	194.5	25.8
EBIDTA	47.9	26.3	82.1
PAT	30.4	16.2	87.8

Balance Sheet Snapshot (Consolidated)

Particulars (Rs. million)	30 June 2011	30 June 2010
Gross block	2,796	1,958
Net worth	2,236	1,796
Total debt	547	378
Break-up of total debt		
○ Working capital	429	228
○ Term loan	105	135
○ Others	13	15
Cash & Cash Equivalents	43	218

Q1 FY2012

Commenting on Globus Spirit Limited's Q1 FY2012 results, Mr. Ajay Kumar Swarup, Managing Director of Globus Spirits Limited said:

"The results have been very encouraging and we intend to maintain the growth momentum going forward. The country liquor space has shown resurgence in growth on the back of a good monsoon. We have dominated this segment for a long time and have injected a dose of freshness in our brand portfolio to maintain our leadership position. The branded IMFL space has witnessed a volume growth of close to 100% as we continue to train our efforts on establishing ourselves as one of the key players in this segment. The bulk alcohol space showed subdued volumes as the new plants stabilized and will show substantial volume growth going forward."

Business Overview

Branded IMFL

The branded IMFL space is one of the fastest growing segments in the Indian alcohol industry. GSL's branded IMFL business is witnessing good traction on the back of growing acceptance of its flagship brand 'County Club'. The branded IMFL business is in a rapid growth phase clocking volumes of 1.71 lac cases in Q1 FY2012 up by 101% compared to Q1 FY2011. Branded IMFL contributed Rs. 144.7 million of the total revenue in Q1 FY2012 translating in a revenue share of 9.21%. The revenue through tie up units stood at Rs. 35.3 million.

Country Liquor (CL):

The Country Liquor segment has shown resurgence in growth on account of strong rural demand and a healthy monsoon. CL demand in Northern India (the states where GSL operates) is expected to remain robust compared to the rest of country where demand has been fairly stagnant. The new brands introduced by GSL in the state of Haryana have been well received. CL contributed Rs. 736.4 million of the total revenue in Q1 FY2012

Q1 FY2012

translating into a revenue share of 46.9%. The CL segment clocked volumes of 26.71 lakh cases in Q1 FY2012 compared to 21.49 lakh cases in Q1 FY2011.

Franchisee IMFL & Bulk Alcohol

The Franchisee IMFL space clocked volumes of 2.2 lac cases in Q1 FY2012 contributing Rs. 363.6 million to the total revenue translating into a revenue share of 23.14%. Apart from the above, Franchisee IMFL on bottling job work basis was 1.32 lac cases making total franchisee volume of 3.52 lac cases. The bulk alcohol volumes remain subdued as the new plants stabilized contributing Rs. 145.4 million to the total revenue share with volumes of 41.56 lac BL. The revenue share of the bulk alcohol space stood at 9.25%. Going forward the bulk alcohol segment is expected to witness a ramp up in volume.

Company Outlook:

- Capacity expansion to substantially drive the volumes in FY2012
- Branded IMFL business to witness higher volumes and profitability
- Country Liquor segment to benefit on account of strong rural demand
- Bulk Spirit prices expected to remain firm
- Franchisee Bottling to remain strong on account of long term tie ups

About Globus Spirits Limited (GSL)

Established in 1992, Globus Spirits Limited (BSE code: 533104, NSE Id: GLOBUSSPR, ISIN Id: INE615I01010) is engaged in manufacturing, marketing and sale of Industrial Alcohol comprising of Rectified Spirit, ENA, Country Liquor and Indian Made Foreign Liquor (IMFL). The Company has a well established presence in the country liquor segment and is making its mark in the IMFL segment apart from taking up contract bottling to cater to renowned Indian players.

GSL currently operates two modern fully integrated distilleries at Behror, Dist: Alwar, (Rajasthan) and Samalkha, Dist: Panipat, (Haryana), which had a combined capacity of 28.6 million bulk litres (BL) per annum. GSL has completed the expansion to increase the combined capacity of both the units to 70 million bulk litres (BL) per annum.

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***Note:** Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Globus Spirits Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*

GLOBUS SPIRITS LIMITED

REGISTERED OFFICE : A-46, FRIENDS COLONY (EAST), NEW DELHI-110065

UNAUDITED FINANCIAL RESULTS FOR THE 1ST QUARTER ENDED 30TH JUNE, 2011

(Figure in Lacs)

S. No.	Particulars	Quarter Ended		Year Ended
		30.06.2011	30.06.2010	31.03.2011
		Unaudited	Unaudited	Audited
1. (a)	Net Sales/Income from operations	15,713.30	12,170.62	52,831.28
(b)	Other Operating Income	139.39	85.05	520.66
	Total	15,852.68	12,255.67	53,351.94
2	Expenditure			
a.	Increase/decrease in stock in trade and work in progress	280.55	7.74	(16.11)
b.	Consumption of Raw & Packing Materials	5,754.32	5,451.31	22,891.96
c.	Purchase of Traded goods	-	-	-
d.	Excise Duty Paid	4,289.17	3,136.10	14,022.89
e.	Employees Cost	182.39	175.60	674.33
f.	Depreciation	300.67	166.59	701.13
g.	Other expenditure	3,397.35	2,221.24	9,327.63
h.	Total	14,204.44	11,158.58	47,601.84
3	Profit from operation before other Income, Interest and Exceptional Items (1-2)	1,648.24	1,097.09	5,750.10
4	Other Income	20.08	21.43	68.00
5	Profit before interest and Exceptional Items (3+4)	1,668.32	1,118.52	5,818.10
6	Interest	113.95	52.63	283.89
7	Profit after Interest and Exceptional Items (5-6)	1,554.37	1,065.89	5,534.21
8	Tax Expenses : Current Tax	277.75	182.49	1,103.80
	: Deferred Tax	118.63	91.75	463.72
9	Net Profit (+)/Loss (-) from Ordinary Activities after Tax (7-8)	1,157.99	791.65	3,966.69

Note 1): The above consolidated figures of Globus Spirits Limited includes the financial results of demerged undertaking of M/s Associated Distilleries Limited which is proposed to be demerged into M/s Globus Spirits Limited, after necessary approval of High Court & the final date of hearing has been fixed for the same is 17th August 2011.
 2) The standalone figures of M/s Globus Spirits Limited & M/s Associated Distilleries Limited for the quarter ending 30th June 2011 are given below separately:-

Financial Performance for the quarter ended June 30, 2011



Q1 FY2012

UNAUDITED FINANCIAL RESULTS FOR THE 1ST QUARTER ENDED 30TH JUNE, 2011 (STANDALONE-GLOBUS SPIRITS LIMITED) (Figure in Lacs)

S. No.	Particulars	Quarter Ended		Year Ended
		30.06.2011	30.06.2010	31.03.2011
		Unaudited	Unaudited	Audited
1. (a)	Net Sales/Income from operations	13,308.04	10,261.45	43,382.37
(b)	Other Operating Income	97.93	49.22	377.33
	Total	13,405.98	10,310.67	43,759.71
2	Expenditure			
	Increase/decrease in stock in trade and work in progress			
a.		19.00	95.10	66.38
b.	Consumption of Raw & Packing Materials	4,827.33	4,453.81	18,228.98
c.	Purchase of Traded goods			
d.	Excise Duty Paid	3,994.80	2,896.69	13,065.25
e.	Employees Cost	151.16	134.32	510.03
f.	Depreciation	248.11	133.15	567.36
g.	Other expenditure	2,943.76	1,730.38	7,409.39
h.	Total	12,184.16	9,443.45	39,847.40
3	Profit from operation before other Income, Interest and Exceptional Items (1-2)	1,221.81	867.22	3,912.30
4	Other Income	20.05	19.36	59.71
5	Profit before interest and Exceptional Items (3+4)	1,241.86	886.58	3,972.02
6	Interest	96.32	36.09	218.06
7	Profit after Interest and Exceptional Items (5-6)	1,145.54	850.49	3,753.96
8	Exceptional Items w.r.t. surplus depreciation written back	-	-	-
9	Profit (+)/Loss (-) from Ordinary Activities before Tax (7+8)	1,145.54	850.49	3,753.96
10	Tax Expenses : Current Tax	206.20	144.16	1,052.33
	: Deferred Tax	85.92	76.84	
11	Net Profit (+)/Loss (-) from Ordinary Activities after Tax (9-10)	853.42	629.49	2,701.63
12	Extraordinary Item (net of tax expense Rs.)	-	-	
13	Net Profit (+)/Loss (-) for the period (9-10)	853.42	629.49	2,701.63
14	Paid up equity share capital (Face Value of the share shall be indicated)	1,975.77	1,975.77	1,975.77
15	Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year	17,717.38	5,945.76	16,804.57
16	Earning per share (EPS) a) Basic and diluted EPS before Extraordinary items	4.32	3.19	13.67
	b) Basic and diluted EPS after Extraordinary items	4.32	3.19	13.67
17	a) Debt Equity Ratio	0.30	0.20	0.23
	b) Debt Service Coverage Ratio	4.32	4.50	4.98
	c) Interest Service Coverage Ratio	12.89	11.00	18.21
18	Public Shareholding			
	- No. of shares	7,930,231	7,940,231	7,940,231
	- Percentage of shareholding	40.14	40.19	40.19
19	Promoters and promoter group shareholding			
a)	Pledged/Encumbered			
	- Number of shares	NIL	NIL	NIL
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NIL	NIL	NIL
	- Percentage of shares (as a % of the total share capital of the company)	NIL	NIL	NIL
b)	Non-encumbered			
	- Number of shares	11,827,510	11,817,510	11,817,510
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100	100.00	100
	- Percentage of shares (as a % of the total share capital of the company)	59.86	59.81	59.81

Notes :

1. The above results have been reviewed by the Audit Committee and taken on record in the meeting of the Board of Directors held on 02nd August, 2011.

2. The company has a single reportable business segment of "Alcoholic Beverages"

3. Status of Investor Complaints during the quarter ended 30th June 2011.

No. of Complaints pending at the beginning of the quarter : NIL

No. of Complaints received & disposed during the quarter : 1 (One)

No. of Complaints lying unresolved at the end of the quarter : NIL

4. The above standalone figures of Globus Spirits Limited does not include the financial results of demerged undertaking of M/s Associated Distilleries Limited which is proposed to be demerged into M/s Globus Spirits Limited, which will be considered & consolidated after necessary approval of High Court.:-

UNAUDITED FINANCIAL RESULTS FOR THE 1ST QUARTER ENDED 30TH JUNE, 2011
(STANDALONE-ASSOCIATED DISTILLERIES LIMITED) **(Figure in Lacs)**

S. No.	Particulars	Quarter Ended		Year Ended
		30.06.2011	30.06.2010	31.03.2011
		Unaudited	Unaudited	Audited
1. (a)	Net Sales/Income from operations	2,405.25	1,909.17	9,448.91
(b)	Other Operating Income	41.45	35.83	143.33
	Total	2,446.71	1,945.00	9,592.23
2	Expenditure			
a.	Increase/decrease in stock in trade and work in progress	261.55	(87.36)	(82.49)
b.	Consumption of Raw & Packing Materials	926.99	997.50	4,662.98
c.	Purchase of Traded goods			-
d.	Excise Duty Paid	294.38	239.41	957.64
e.	Employees Cost	31.23	41.28	164.30
f.	Depreciation	52.56	33.44	133.77
g.	Other expenditure	453.58	490.86	1,918.24
h.	Total	2,020.28	1,715.13	7,754.44
3	Profit from operation before other Income, Interest and Exceptional Items (1-2)	426.43	229.87	1,837.79
4	Other Income	0.03	2.07	8.29
5	Profit before interest and Exceptional Items (3+4)	426.46	231.94	1,846.08
6	Interest	17.63	16.54	65.84
7	Profit after Interest and Exceptional Items (5-6)	408.83	215.40	1,780.25
8	Exceptional Items w.r.t. surplus depreciation written back	-	-	
9	Profit (+)/Loss (-) from Ordinary Activities before Tax (7+8)	408.83	215.40	1,780.25
10	Tax Expenses : Current Tax	71.55	38.33	354.80
	: Deferred Tax	32.71	14.91	160.38
11	Net Profit (+)/Loss (-) from Ordinary Activities after Tax (9-10)	304.57	162.16	1,265.06

Place : New Delhi
 Date : 02nd August 2011

For Globus Spirits Limited

Ajay K. Swarup
 Managing Director