Globus Spirits

Result Presentation

Q4 & FY25

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Q4FY25 Snapshot - Standalone

Globus Spirits

Consumer - Prestige & Above (P&A)

Sales Volume	Revenue	EBITDA
0.21 Mn Cases	Rs. 298 Mn	Rs. -36 Mn
▲ *62% YoY*	▲ *106% YoY*	▲ *53% YoY*

- ✓ Continued growth trajectory , led by our strategic investments in route to market efficiency and success of innovative product launches.
- ✓ 8 brands operating in 9 states.
- ✓ EBITDA in line with our projections.

Consumer - Regular & Others (R&O)

Sales Volume	Revenue	EBITDA
3.97 Mn Cases	Rs. 2,207 Mn	Rs. 382 Mn
▲ *16% YoY*	▲ *26% YoY*	▲ *52% YoY*

- ✓ Strong growth in Rajasthan industry 11% YOY.
- ✓ Volume increased 16% and Net Revenue increased by 26% aided by price hike in Rajasthan effective 1st Apr'24 of approximately 4%.

Manufacturing Segment (includes Ethanol | ENA | By-Products | Franchise Bottling)

Revenue	EBITDA
Rs. 4,039 Mn	Rs. 129 Mn
▲ *1% YoY*	▲ *58% YoY*

- ✓ 2% increase in sale of Bulk Alcohol and realization Rs/liter increased by 6% leading to overall increase in Bulk Alcohol Revenue by 8%.
- ✓ This was due to better ENA realization price of 3 per Liter and overall mix benefit of selling more maize based ethanol with better realization- 80% which last year was 16%

FY25 Snapshot - Standalone

Globus Spirits

Consumer - Prestige & Above (P&A)

Sales Volume	Revenue	EBITDA
0.91 Mn Cases	**Rs. 1,293 Mn**	**Rs. -161 Mn**
▲ *140% YoY*	▲ *186% YoY*	▲ *43% YoY*

- ✓ Continued growth trajectory , led by our strategic investments in route to market efficiency and success of innovative product launches.
- ✓ 140% growth in volumes.
- ✓ Better realization in revenue- per case by 19%.

Consumer - Regular & Others (R&O)

Sales Volume	Revenue	EBITDA
15.80 Mn Cases	**Rs. 8,643 Mn**	**Rs. 1,413 Mn**
▲ *12% YoY*	▲ *17% YoY*	▲ *1% YoY*

- ✓ EBITDA growth of 1% as inflation in input cost was up by 6%
- ✓ Mitigation of this cost push was through first price increase of in Rajasthan - approx 4% in Apr'24 and followed by another 4.35% in Apr'25.

Manufacturing Segment (includes Ethanol | ENA | By-Products | Franchise Bottling)

Revenue	EBITDA
Rs. 15,423 Mn	**Rs. 375 Mn**
▼ *5% YoY*	▼ *48% YoY*

- ✓ Input cost increased by 10% in the same period and decline in EBITDA per liter.
- ✓ Volume decline by 10% In most of Q3 there was diversion to ENA sale with high COP.
- ✓ Planned closures in Bengal and coupled with quantity diversion to ENA, capacity utilisation for the full year declined by 16% (90% to 74% same period).

Well Diversified - Bulk Alcohol + Consumer Alcobev (Prestige, Regular, RTD, Beer)

Globus Spirits

Prestige and Above - DŌAAB

Our entry in Single Malt has won the **Prestigious Icons of Whisky International awards** amongst 550+ entrants

Regular and Others

3 Millionaire brands in the Regular segment .

Manufacturing Business

Tailwinds seen from Feb'25 with EBITDA per Liter moving to approx **5-6 per Ltr** from 0-1 per Liter.

Manufacturing Capacity

5 Existing State of the Art plants with an installed capacity of 301 Mn Ltrs and another distillation capacity being added this fiscal in UP of 34 Mn Ltrs

Malt Maturation

Malt plant of 2KLPD commissioned in Apr'25 in Rajasthan

PBT Growth in Q4FY25	▲ **217% YoY** ▲ **513% QoQ**
EBITDA Growth in Q4FY25	▲ **85% YoY** ▲ **45% QoQ**
Prestige & Above Revenue in FY25	**Rs. 1,293 Mn** *(vs Rs 452 Mn in FY24)*
Regular & Others Revenue in FY25	**Rs. 8,643 Mn** *(vs Rs 7,417 Mn in FY24)*

Focus on Building Brands Across Segments

Globus Spirits

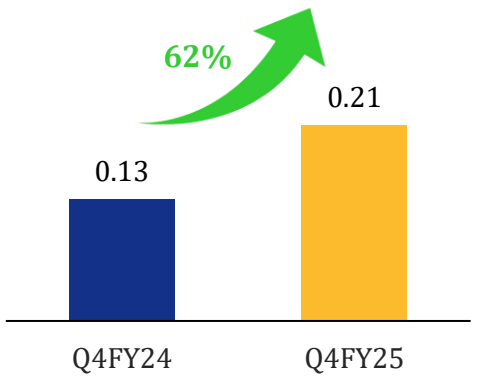
Segment Indicative MRP	Whisky	Rum	Vodka	Gin	RTD & Beer
Luxury MRP: Rs 2500+	Dōaab			TERAI	
Semi Luxury MRP: Rs 1300+	Seventh Heaven				
Super Premium MRP: Rs 800+	Oakton Barrel Aged Grain		Snoski - Green Apple		
Semi Premium MRP: Rs 750	Brothers & Co.				
Premium MRP: Rs 650+	★ Coming Soon	Mountain Oak – Rum	Snoski		NOT OUT Rs 165 (330 ml)
Prestige/Deluxe MRP: Rs 500+	Mountain Oak				CARIB® Rs 130 (500 ml)
Regular & Others MRP: < Rs 500	GR8 Times	Black lace	White lace GR8 Times	Globus Dry Gin	

Prestige & Above

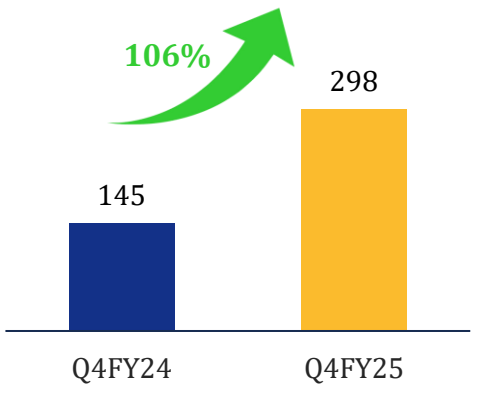
Prestige & Above – High Growth Segment

Globus Spirits

Sales Volume (Mn Cases)



Net Revenue (Rs Mn)



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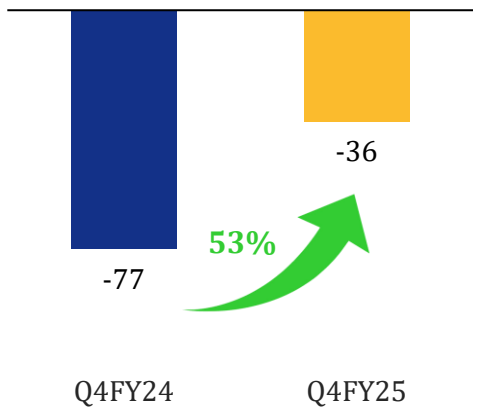
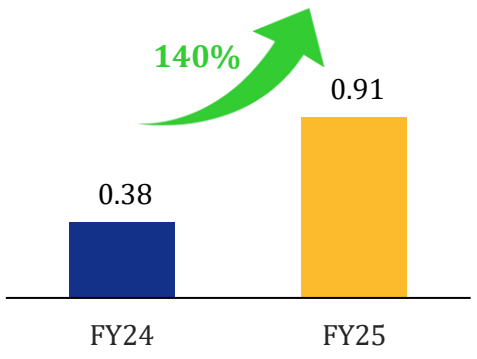


Sales Volume (Mn Cases)



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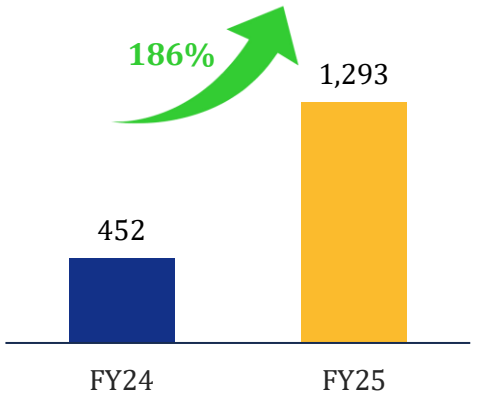

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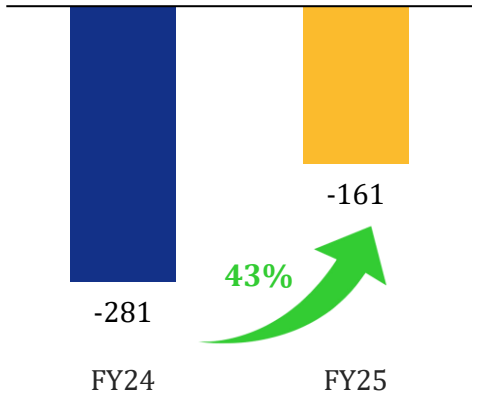


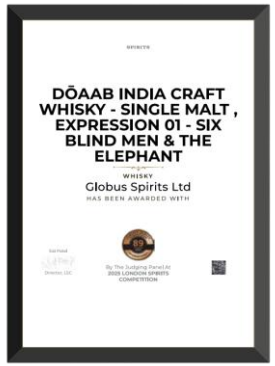
- ✓ **Surpassed FY25 Revenue Target of Rs 1,000 Mn (reported Rs 1,293 Mn)**
- ✓ Profitability improving with volume growth; Closer to breakeven in UP and Delhi
- ✓ **7 new launches in FY25**; Current portfolio of 11 brands across Whisky, Gin, Vodka and Rum segments
- ✓ Forayed into Beer and launched Carib 500 ML Strong Beer in Uttar Pradesh.
- ✓ Expanded presence to **currently 7 States.**

Dōaab India Craft Whisky

About Dōaab

- **Heritage & Craftsmanship:** DÔAAB India Craft Whisky is a limited-edition single malt made from traditional six-row Indian barley, matured in 100% ex-bourbon barrels, and rooted in organic, sustainable methods.
- **Flavour Profile:** On the nose, it offers tropical fruits, dried dates, honey, vanilla, toffee, and charred oak. The palate reveals nutty barley richness, cinnamon, toasted almonds, and spiced caramel.
- **Finish:** Long and refined, with creamy vanilla, coconut, and mellowed oak, delivering a warm, graceful conclusion that reflects both tradition and modernity.

Awards and Recognitions



Terai India Dry Gin

About Terai

- The 1st of its kind India Dry Gin, made at our purpose built craft distillery in Behror, Rajasthan.
- Proudly Indian with 11 select botanicals sourced mainly from Khari Baoli, Asia's largest spice market in India.

Awards and Recognitions

Awards at Prestigious International Competitions

BRONZE
Terai India Craft Gin

SILVER MEDAL
Terai India Dry Gin

TERAI
Litchis & Mulberries India Craft Gin

GIN OF THE YEAR
Terai India Craft Gin

Snoski Crafted Vodka

About Snoski

- A highly unique Vodka crafted from alcohol distilled from the finest winter grains grown in the verdant environments of the Himalayan Highlands.
- 7 Stage Charcoal filtered Vodka that provides a smooth and superior experience on the palate.
- Available as a Classic Vodka and as three refreshing flavours Green Apple, Cranberry and Orange.

Awards and Recognitions

GOLD
Snoski Premium Crafted Vodka - Orange

SILVER
Snoski Premium Crafted Vodka - Green Apple

BRONZE
Snoski Premium Crafted Vodka

Brothers & Co. – Whisky

About Brothers & Co.

- Exclusive blend of Scotch, American Bourbon and Aged Indian Single Malt with a smoky, smooth and full-bodied experience that reflects the artistry of traditional blending methods.

Awards and Recognitions

SPIRITZ Selection 2024 GRAND GOLD

GRAND GOLD

Brothers & Co. Whisky

Mountain Oak Whisky

About Mountain Oak

- An exclusive blend of Scotch Malts and select Indian Grain Spirit.
- First Year of launch 0.25 million cases sold.

Awards and Recognitions

SPIRITZ Selection 2024

BRONZE

Mountain Oak Premium Gran Whisky

Forayed into Beer Segment - CARIB® Commercial Production Started

About CARIB®

- Carib® Beer, owned by ANSA McAL Group of Companies in Trinidad & Tobago celebrates the culture of the Caribbean.
- It is being brought to India by **Globus Ansa Private Limited ("GAPL"), A Joint Venture entity between Globus Spirits Limited and Ansa McAL Limited.**

Key Development

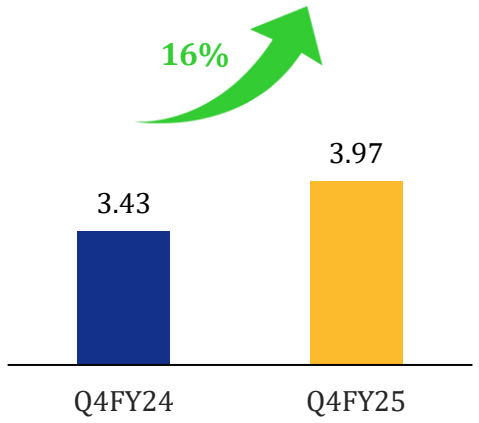
- **Commercial production of Carib Premium Strong Beer (500 ML cans) commenced in the state of Uttar Pradesh on May 5th** at contracted facility located at Gaziabad, Uttar Pradesh.
- It will be available for sale in Uttar Pradesh at a maximum retail price (MRP) of INR 130 per can.

Regular & Others

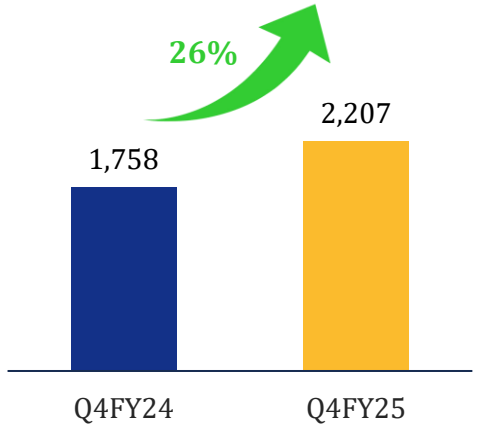
Regular & Others – Stable Volume; Healthy Profitability

Globus Spirits

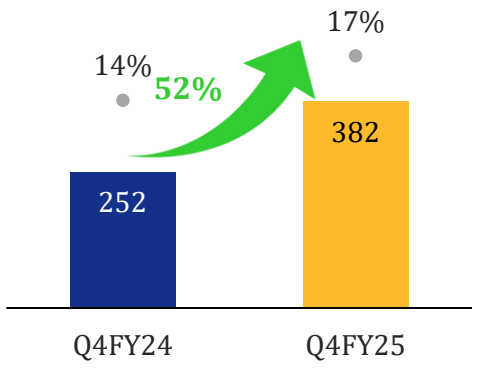
Sales Volume (Mn Cases)



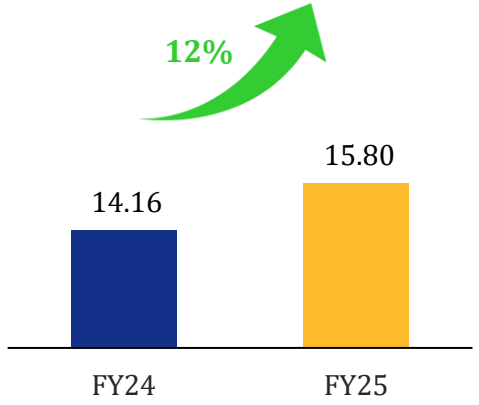
Net Revenue (Rs Mn)



EBITDA (Rs Mn) & EBITDA Margin (%)



Sales Volume (Mn Cases)



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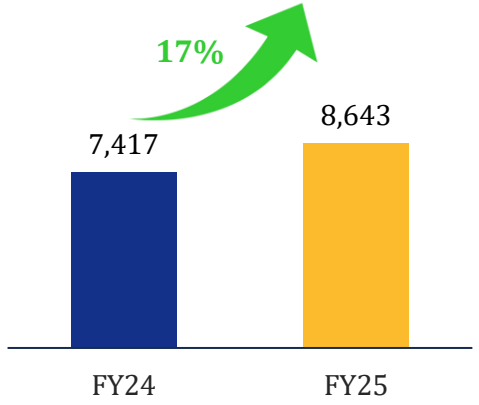
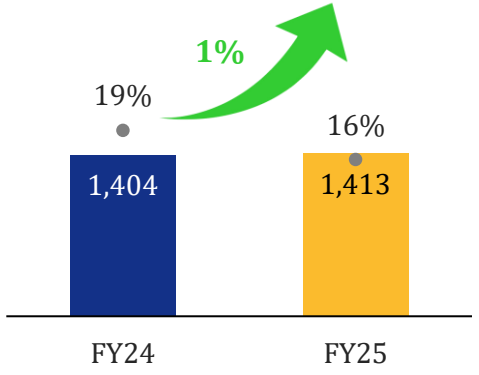


EBITDA (Rs Mn) & EBITDA Margin (%)



- ✓ Fast moving cash-cycle with Low Asset Base and High Profitability
- ✓ Healthy Sales Volume performance
- ✓ UP with a market size of **10 Mn cases** per month- GSL expects growth.
- ✓ UP launches to help drive volume growth from FY26
- ✓ Received price hike in Rajasthan of **4.35%** and in Uttar Pradesh wef 1st Apr'25.
- ✓ Rajasthan business to remain steady - price hike to help increase profitability and revenue growth wef 1 April 2025

Our Millionaire Brands – Regular & Others Segment

White Lace

- With distinct notes of fennel and orange in the two varieties available, White Lace fits in well with a wide range of flavors.
- The vodka, made in Rajasthan, is a versatile and clean tasting drink

Millionaire

Ghoomar

- Ghoomar - which began as a traditional folk dance of the Bhil tribe in Rajasthan - is closely associated with celebrations and extremely popular now across the state of Rajasthan.
- A refreshing drink for the dry, arid heat of the Rajasthani desert.

Millionaire

Heer Ranjha

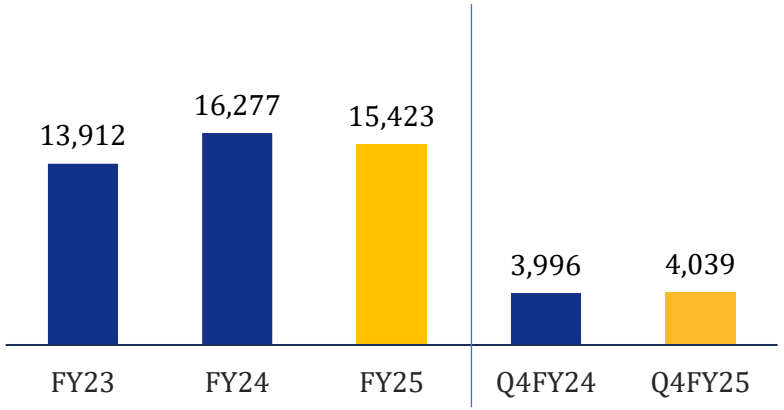
- Heer Ranjha by Globus Spirits is a clean tasting spirit harkening back to a deep rooted connection with the land.
- Nearly 5 centuries later, the epic story of the two lovers lives on in rural Rajasthan and through our spirit.

Millionaire

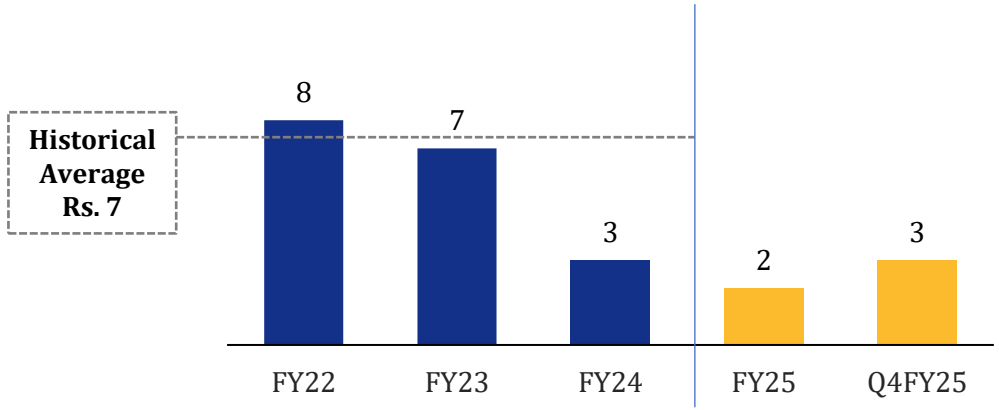
Manufacturing

Manufacturing – Strong Fundamentals, Input Costs Turning Favorable

Net Revenue (Rs Mn)



EBITDA Rs. Per litre



- ✓ Total Capacity stood at 301 Mn Litres per annum. The total capacity utilisation was 81% (Ethanol + ENA) in Q4 up from 50% in Q3
- ✓ Bulk alcohol QOQ revenue growth is 25% with Ethanol growth is 47%
- ✓ Policy of Supply of rice by FCI has impacted by reducing the price of rice and maize.
- ✓ EBITDA per Liter for Feb and Mar after FCI supply and the rice policy announcement has been Rs 6 per BL which was Rs 0-2 per BL prior to Feb'25
- ✓ FY25 margins remained low due to low availability of raw material. December month saw a reduction in RM prices due to maize crop in South and Central India.
- ✓ FY26 – Corn Oil from Maize started production from Bengal and dispatches started

Commercial Strategy

With 7 months of the ethanol year to go, our focus is on Maize based Ethanol.

- 84% of the total allocation will be from Maize based ethanol due to the geographical advantage of our Eastern Units.

- In this area (eastern region)- maize crop has grown up by 12.5% YoY

- In addition, we are securing our maize supply chain by increased storage capacity at the plant and outside warehouses.

Manufacturing – Existing State-of-the-Art Units

Rajasthan Facility

Capacity: 54.4 Mn Ltrs

Products: Regular & Others, Prestige & Above, Bulk Sales – ENA Only

West Bengal Facility

Capacity: 102 Mn Ltrs

Products: Regular & Others, Prestige & Above, Bulk Sales - ENA & Ethanol, Contract Bottling

Haryana Facility

Capacity: 47.6 Mn Ltrs

Products: Regular & Others, Prestige & Above, Bulk Sales - ENA & Ethanol, Contract Bottling

Bihar Facility

Capacity: 28.9 Mn Ltrs

Products: Bulk Sales – ENA & Ethanol

Jharkhand Facility

Capacity: 68 Mn Ltrs

Products: Bulk Sales - ENA & Ethanol

Uttar Pradesh Facility

Bottling (started in April 2024) - Regular & Others, Prestige & Above

Distillation for 100 KLPD, likely completion in Q3FY26 - ENA (fungible between molasses and grain)

Status of the Uttar Pradesh Project

Brief Description	• Bottling of Premium & Above and Regular & Others brands is already commissioned • Construction of Multi-Feed distillery capacity is underway and likely to be complete in Q3FY26
Purpose	• The project is aimed to reduce cost of production of our bottled products with backward ENA integration. • There is sufficient headroom available for expansion of bottling capacity if required.
Completion Timeline & Capex Outlay	• 100 KLPD completion expected Q3FY26. Total capex around 115 Cr.

Financials

MOUNTAIN
OAK
SELECT DARK
RUM
EXCLUSIVE BLEND OF
CUBAN DARK RUM
DISTILLERS SINCE
1958
MOUNTAIN
OAK
RUM

Profit & Loss Highlights - Standalone

Particulars (Rs Mn)	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)	FY25	FY24	YoY (%)
Net Revenues from Operations	**6,545**	**5,899**	**11%**	**6,015**	**9%**	**25,360**	**24,147**	**5%**
Other Income	36	52	-30%	**22**	63%	96	135	-29%
Total Income	**6,581**	**5,952**	**11%**	**6,037**	**9%**	**25,456**	**24,282**	**5%**
Consumption of Material	5,045	4,777	6%	4,690	7%	19,928	19,003	5%
Gross Margin %	*30%*	*28%*	*-*	*29%*	*-*	*29%*	*32%*	*-*
Employee Cost	223	199	12%	220	1%	877	790	11%
Other Expenditure	838	720	17%	799	5%	3,023	2,655	14%
EBITDA	**475**	**255**	**85%**	**328**	**45%**	**1,628**	**1,834**	**-11%**
EBITDA Margin	*7%*	*4%*	*-*	*5%*	*-*	*6%*	*8%*	*-*
Reclassification of Supplier Finance Charges	-48	0	-	40	-	0	0	-
Restated EBITDA	**428**	**255**	**68%**	**368**	**16%**	**1,628**	**1,834**	**-11%**
Depreciation	208	166	25%	211	-2%	816	656	24%
Finance Cost	130	61	113%	142	-8%	460	261	76%
Profit Before Tax	**90**	**28**	**217%**	**15**	**513%**	**352**	**917**	**-62%**
Tax Expense (Current, Deferred)	27	25	9%	8	260%	102	-51	-300%
Profit After Tax	**63**	**4**	**1576%**	**7**	**776%**	**250**	**968**	**-74%**

The Reclassification of Supplier Finance Charges is a reclass of Finance Cost which was earlier reported under Cost of Goods Sold, and is now reclassed to Finance Cost.

Balance Sheet Highlights - Standalone

Liabilities (Rs Mn)	Mar-24	Mar-25
Net-worth	9,716	9,947
LT Borrowings	920	1,619
Lease Liabilities	66	46
Provisions	53	42
Deferred Tax Liabilities	841	900
Other Non-current Liabilities	22	21
Total Non-Current Liabilities	**11,618**	**12,575**
ST Borrowings	2,259	3,570
Trade Payables	3,148	1,871
Provisions	48	54
Lease Liabilities	46	30
Other Financial Liabilities	191	179
Acceptances	0	2,409
Other Current Liabilities	355	274
Total Current Liabilities	6,047	8,387
Total Liabilities	**17,665**	**20,962**

Assets (Rs Mn)	Mar-24	Mar-25
Fixed Assets (Incl. CWIP)	10,144	11,380
Right to use of Assets	305	270
Intangible Assets	12	31
Financial Assets	230	296
Income Tax Assets	103	88
Other Non-current Assets	573	856
Total Non-Current Assets	**11,367**	**12,920**
Inventories	1,887	2,081
Trade Receivables	2,756	3,225
Cash & Cash Equivalents	769	691
Other Financial Assets	136	301
Other Current Assets	750	1,743
Total Current Assets	**6,298**	**8,042**
Total Assets	**17,665**	**20,962**

Increase in Borrowing in FY25 is Rs 203 Cr:

- Advance Excise Duty of Rajasthan paid from Short Term Borrowing – Rs 54 Cr which was subsequently repaid in full in April-25
- Increase in general drawing power of the Company – Rs 88 Cr due to increase in Consumer Business which comprises Trade Receivables and Inventory
- CAPEX initiated from Long Term Borrowing – Rs 61 Cr (Uttar Pradesh capex of Rs 36 Cr; West Bengal and Jharkhand (60 KLPD) of Rs 25 Cr)

Cash Flow Highlights - Standalone

Cash Flow Extract (Rs Mn)	FY24	FY25
Net cash generated from Operating Activities (A)	1,719	695
Net cash used in Investing Activities (B)	-1,666	-2,102
Net cash used in Financing Activities (C)	-65	1,416
Net (decrease)/ increase in cash and cash equivalents (A+B+C)	**-12**	**9**
Add: Cash & Cash equivalent at the beginning of the year	19	8
Cash & cash equivalent at the end of the year	**8**	**18**

Board of Directors and Management Team

Management Team

Ajay Kumar Swarup
Managing Director

- Joined the family business in 1981 after having earned his MBA at the Indian Institute of Management (IIM), which at the time dealt with sugar, edible oil, and alcohol.
- Founded Associated Distilleries Limited in 1983 and then subsequently went on to establish Globus Spirits Limited in 1993.

Shekhar Swarup
Joint Managing Director

- After studying Marketing and Finance at the University of Bradford in the U.K., he made the conscious decision to join the family business and dive into steering the company's growth.
- He has contributed significantly to scaling up the Company's operations in both Manufacturing and Consumer divisions.

R K Malik
Whole Time Director

- Joined Globus Spirits in 1986 and now leads operations across North India. As former GM of the Behror plant, he scaled capacity from 5,000 to 40,000 cases/day.
- Under his leadership, Globus became Rajasthan's #1 value liquor producer, driven by quality, innovation, and operational excellence.

Amitabh Singh
Whole Time Director

- An Engineering Graduate from the DEI Faculty of Engineering, Dayalbagh (Agra) with certifications in energy auditing and boiler operations, and over 25 years of cross-industry experience.
- He has played a key role in scaling Globus Spirits through strategic leadership and process-driven initiatives.

Paramjit Singh Gill
CEO - Consumer Division

- 30+ years of progressive experience in the FMCG industry in India and abroad. Joined Globus Spirits Ltd in 2020.
- Work Experience: President & CEO at Allied Blenders & Distillers Ltd. (ABD), and President - All India Operations, at Diageo India.

Nilanjan Sarkar
Chief Financial Officer

- A qualified professional ICWA (CMA) with rich experience of over 28+ years in diverse industries, 18+ years in Spirits.
- Work Experience: United Breweries Group, United Spirits Ltd, Diageo India, and Allied Blenders & Distillers

Santosh Kumar Pattanayak
CS, Compliance Officer

- B.Com, LLB, ACS, and Diploma in Computer Software from APTECH.
- Work experience: Phoenix Overseas Ltd, Magnum Strips and Tubes Pvt. Ltd

Board of Directors

Chairman
- Sunil Chadha

Executive Directors
- Ajay Kumar Swarup
- Shekhar Swarup
- R K Malik
- Amitabh Singh

Non-Executive Directors
- Ajay B. Baliga

Independent Directors
- Amit Bhatiani
- Ruchika Bansal

Brand Portfolio

Snapshot of Select Brands (1/5)

Dōaab India Craft Whisky

- After a long search for the right casks, just 500 casks were finally selected and expertly worked with to create a whisky which is truly greater than the sum of its parts.
- Recognized as amongst the world's best whisky in prestigious Icons of Whisky International awards amongst 550+ entrants

Terai India Dry Gin

- The 1st of its kind India Dry Gin, made at our purpose built craft distillery in Behror, Rajasthan.
- Proudly Indian with 11 select botanicals sourced mainly from Khari Baoli, Asia's largest spice market in India.
- An award winning Gin at prestigious National & International Awards including Best Packaging Award at IndSpirit 2024, the Ambrosia Awards, the San Francisco World Spirits Competition 2021 (Silver), the Spirits Business 2022 (Silver) and others.

Oakton Barrel Aged Grain Whisky

- A blend of barrel aged imported Scotch and premium Indian Malts.
- Handcrafted to perfection by our Master Blender and matured in Oak Barrels.

Snapshot of Select Brands (2/5)

Snoski Crafted Vodka

- A highly unique Vodka crafted from alcohol distilled from the finest winter grains grown in the verdant environments of the Himalayan Highlands.
- 7 Stage Charcoal filtered Vodka that provides a smooth and superior experience on the palate.
- Available as a Classic Vodka and as three refreshing flavours Green Apple, Cranberry and Orange.

Brothers & Co. – Whisky

- Exclusive blend of Scotch, American Bourbon and Aged Indian Single Malt with a smoky, smooth and full-bodied experience that reflects the artistry of traditional blending methods.

Governors Reserve 100% Grain Whisky

- Presenting a unique expression of art by our master blender.
- This blend has been arrived after years of exploring combinations with the best scotch and malt whiskies. It is a perfectly balanced, light bodied whisky having an exceptional flavour and aroma. Governors Reserve is our Master Blender's tribute to the art of blending.

Snapshot of Select Brands (3/5)

Mountain Oak Whisky

- An exclusive blend of Scotch Malts and select Indian Grain Spirit.
- First Year of launch 0.25 million cases sold.

NOT OUT

- Strong ABV Ready to Drink mead beverage.
- Is Being Launched in select markets in India.
- Carbonated, refreshing & gluten free .

CARIB®

- Carib® Beer, owned by ANSA McAL Group of Companies in Trinidad & Tobago celebrates the culture of the Caribbean. It is being brought to India by Globus ANSA India Limited, a JV between Globus Spirits and ANSA McAL.
- Commercial production of Carib Premium Strong Beer (500 ML cans) commenced in the state of Uttar Pradesh on May 5th.
- Available for sale in Uttar Pradesh from Q1FY26

Snapshot of Select Brands (4/5)

WHITE LACE

- With distinct notes of fennel and orange in the two varieties available, White Lace fits in well with a wide range of flavors. The vodka, made in Rajasthan, is a versatile and clean tasting drink

Millionaire

GR8 Times – Whisky & Vodka

- In two variants, Whisky and Green Apple Vodka in Uttar Pradesh in Regular & Others Category. Both variants of GR8 Times will initially be available in Uttar Pradesh in attractive, convenient and secure aseptic brick packs of TetraPak®.

County Club

- County Club Whisky by Globus Spirits represents a blend of tradition and modernity, catering to the premium segment of the whisky market. Its commitment to quality, combined with Globus Spirits' robust production and sustainability practices, makes it a notable choice for whisky enthusiasts.
- It is known for its smooth blend, combining the richness of Indian grains with imported Scotch malts, providing a balanced and sophisticated taste profile

Snapshot of Select Brands (5/5)

Globus Dry Gin

A great tasting gin that makes you feel vibrant and refreshed, the Globus Spirits Dry Gin is easy on the palate and certainly a companion for good times with our younger consumers.

Ghoomar

Ghoomar - which began as a traditional folk dance of the Bhil tribe in Rajasthan - is closely associated with celebrations and extremely popular now across the state of Rajasthan. A refreshing drink for the dry, arid heat of the Rajasthani desert.

Millionaire

Heer Ranjha

- Heer Ranjha by Globus Spirits is a clean tasting spirit harkening back to a deep rooted connection with the land. Nearly 5 centuries later, the epic story of the two lovers lives on in rural Rajasthan and through our spirit.

Millionaire

Shahi

- Shahi, meaning royalty, has been inspired by a recipe of India's royalty. Shahi uses natural essential oils from fennel and builds on the tradition of serving fennel-based beverages at the king's court.
- The beverage features herbal flavors along with the natural sweetness of fennel and contains no added sugar.

Let’s Connect

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