MONIKA
Alcobev Limited
CIN:-L15490MH2022PLC375025

Ref. No.: MAL-SEC/37/2026-27 Date: November 6, 2026

To,
The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
Scrip Code: 544451

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith Investors Presentation on the financial results for the half year ended September 30, 2026.

The above information will be made available on the Company's website at www.monikaalcobev.com.

Please take the above document and information on record.

Thanking you,

Yours faithfully,
For **Monika Alcobev Limited**

Kalpesh Himmatram Ramina
Digitally signed by Kalpesh Himmatram Ramina
Date: 2026.11.06 17:49:33 +05'30'

MONIKA ALCOBEV LIMITED Mumbai

Kalpesh Ramina
Company Secretary & Compliance Officer

Encl: As above

MONIKA ALCOBEV

INVESTOR PRESENTATION

November 2026

ONLY THE BEST



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Agenda

01 **H1FY27 Financial Highlights**

02 **Business Overview**

03 **USPs**

04 **Annexure**



Bringing #OnlyTheBest Alcobev Brands to India, Monika Alcobev *is dedicated to delivering exceptional experiences through a diverse portfolio of 100+ premium brands.*

By offering end to end services from import and distribution to marketing and branding.

We consistently enhance the quality, diversity, and reach of alco-bev brands, connecting global craftsmanship to consumers across the Indian Subcontinent.

Mr. Kunal Patel
Managing Director

H1FY27 Financial Highlights

Update on Supplier Notice

MONIKA Alcobev Limited

Business Transition: Visibility Remains Intact



Key business Update

- Suppliers have proposed cessation of distribution rights for select brands effective 31 March 2027
- Portfolio includes José Cuervo, 1800, Kraken, Bushmills and other brands



Mitigation

- Exploring with other global brands across various price points
- Continuous focus remains on scaling existing brands and adding new brands across category

New Brand Partnership Strengthening The Portfolio

MONIKA Alcobev Limited

Angostura



New Strategic Partnership: Exclusive right to import, distribute and market Angostura's portfolio across key Indian markets

Premium Portfolio Addition: Angostura 5-Year-Old Rum, Angostura Aromatic Bitters, and Angostura Orange Bitters

Initial Launch: Initial launch in Maharashtra & Delhi, followed by phased expansion across states and deeper penetration in Retail & HORECA

Remy Cointreau

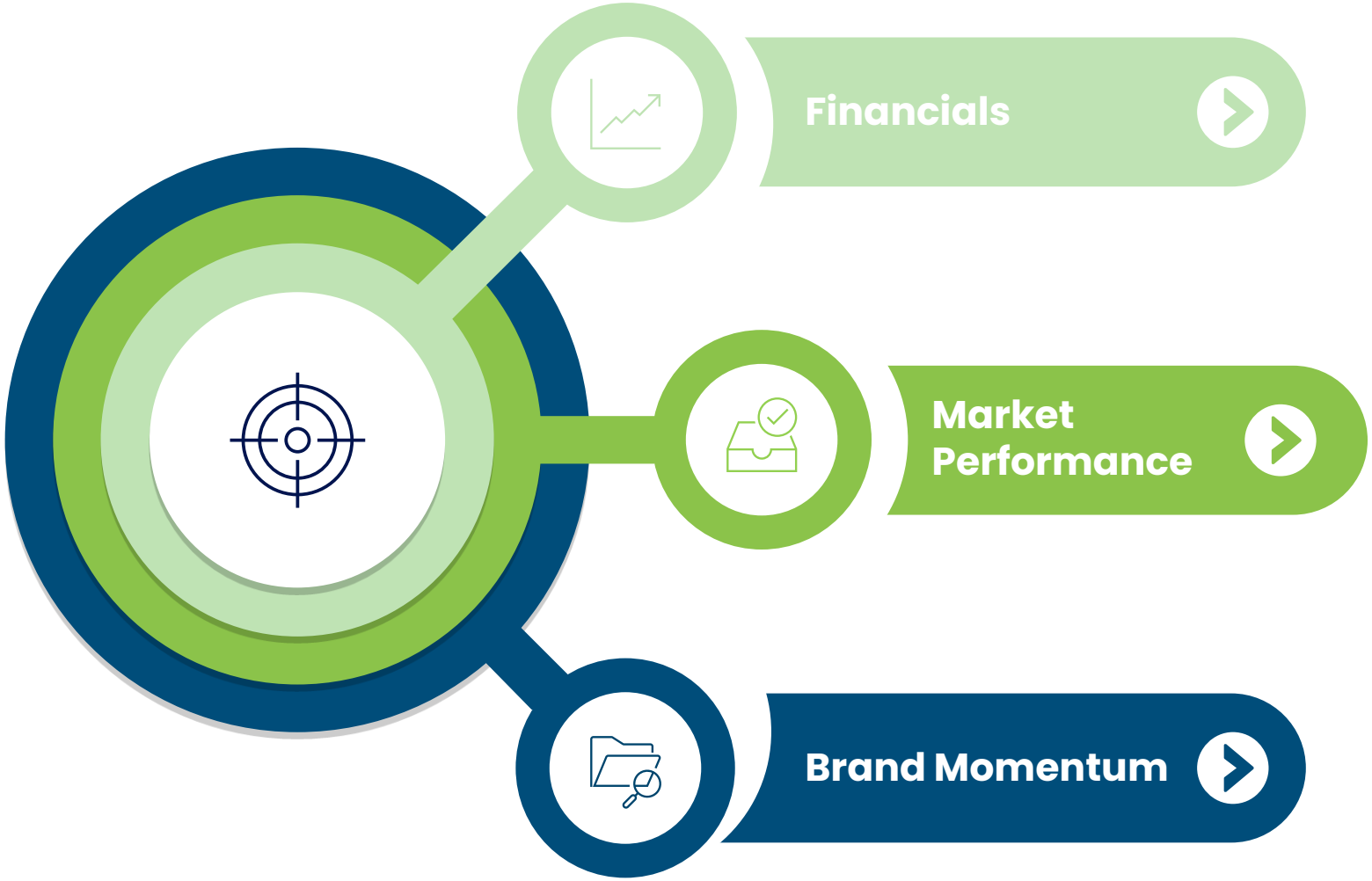


Exclusive PAN-India Partnership: Solidifying the presence by exclusive distribution & marketing partner across India

Premium Portfolio Addition: Rémy Martin, Louis XIII, Cointreau, The Botanist, Bruichladdich, Metaxa and Mount Gay

Market Expansion: Remy Cointreau's distribution footprint catered by Monika expanded from 6 states in FY25 to 19 states in H1 FY27

H1FY27 Business Highlights



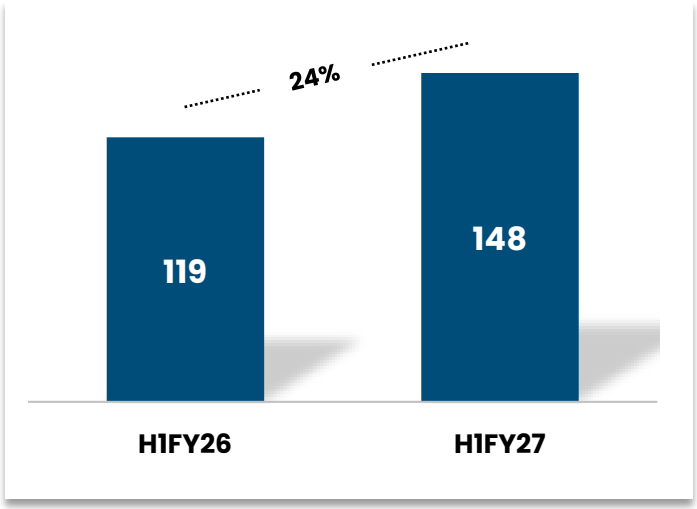
- H1FY27 total income **grew 24% YoY to Rs 148 Cr**, driven by robust performance of the brand portfolio across category
- **EBITDA Margins** stood at 16% amid higher A&P spends focused on brand-building endeavours

- Continued **double-digit growth momentum** across key markets, including Maharashtra, Haryana, Karnataka and Telangana

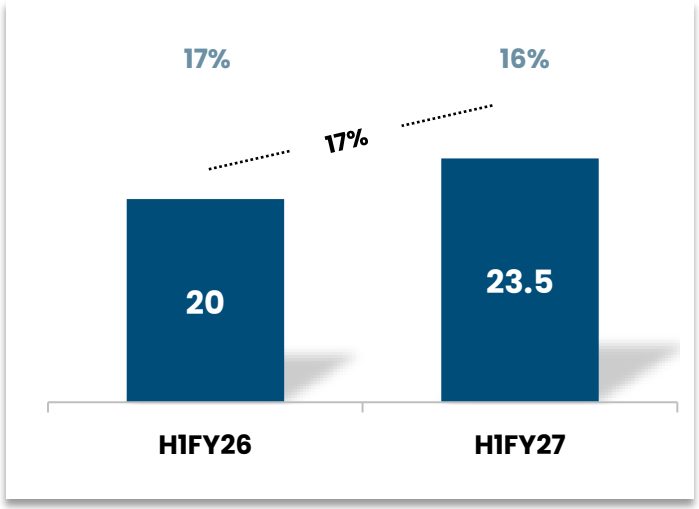
- **Liqueurs segment** recorded healthy growth, driven by increasing traction across Licor 43, Cointreau & Angostura Bitters
- Brandy category stood strong, with deeper market penetration across **Southern India**

H1FY27 Financial Highlights

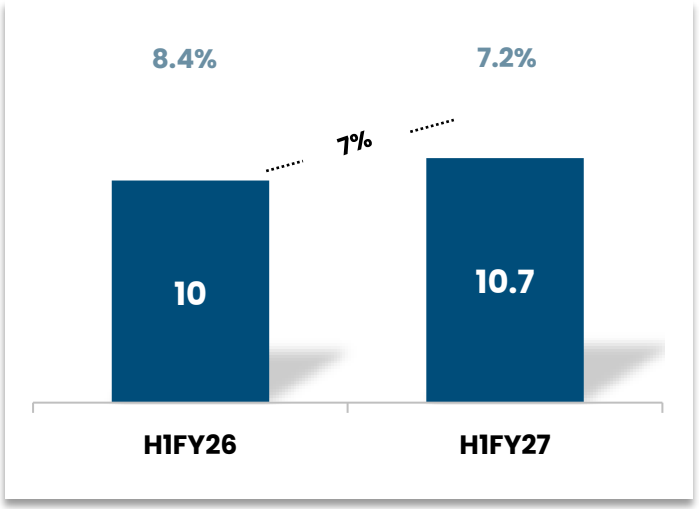
Total Income (Rs Cr)

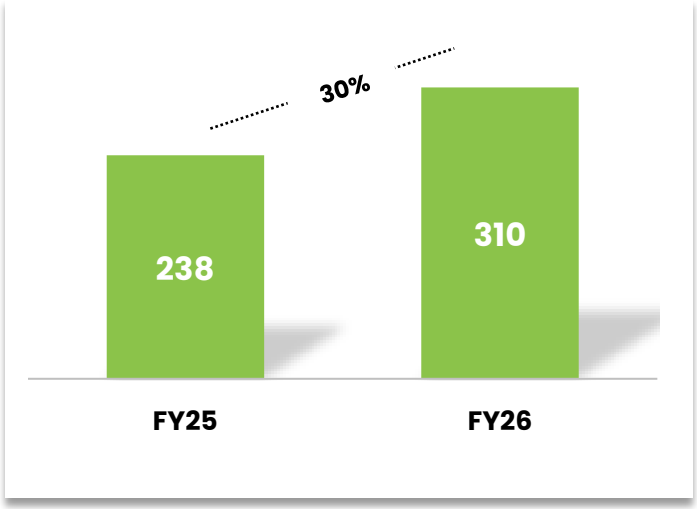


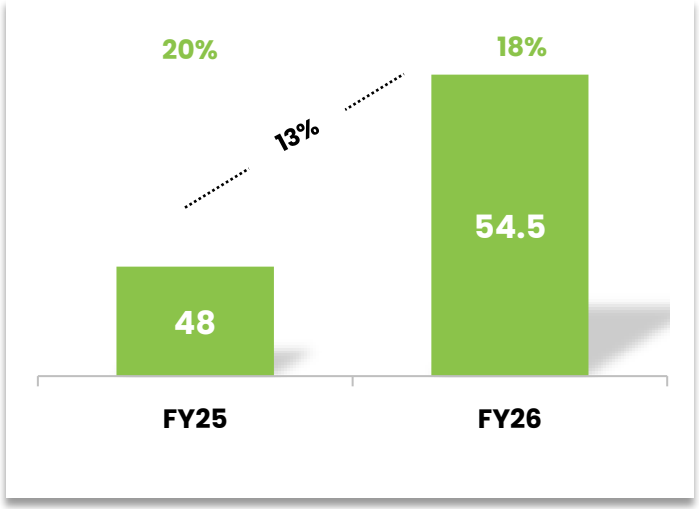
EBITDA (Rs Cr) & EBITDA Margin %

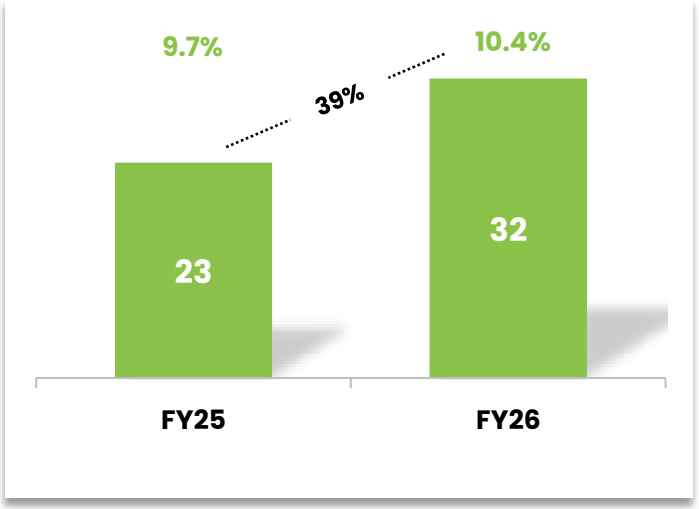


PAT (Rs Cr) & PAT Margin %









EBITDA Includes Other income

H1FY27 Financial Highlights

Particulars (Rs Cr)	H1FY27	H1FY26	YoY	FY26	FY25	YoY
Revenue from Operations	**143**	**117**	**22%**	**301**	**236**	**28%**
Other Income	5	2		9	2	
Total Revenue	**148**	**119**	**24%**	**310**	**238**	**30%**
Total Expenses	124	99	26%	256	190	35%
EBITDA	**24**	**20**	**17%**	**55**	**48**	**13%**
EBITDA Margin %	16%	17%	(100 bps)	18%	20%	(200 bps)
Depreciation	1	1		2	1.2	61%
Finance Cost	10	9	16%	18	18	
Profit Before Exceptional Item and Tax	**13**	**10**	22%	35	**30**	17%
Exceptional Items	-	-		-	1.3	
Profit Before Tax	**13**	**10**	22%	35	**31**	12%
Tax	2	0.38		2	8	(69%)
Profit After Tax	**11**	**10**	**7%**	**32**	**23**	**39%**
PAT Margins (%)	**7.2%**	**8.4%**	(120) bps	**10.4%**	**9.7%**	**70 bps**
Diluted EPS (Rs/ Share)	**4.97**	**5.38**		**16.08**	**13.94**	

BUSINESS OVERVIEW

Gateway to Global Premium Spirits in India

MONIKA Alcobev Limited

Competitive Leadership Profile

One of **India's Largest Importer, market maker & distributor** of global luxury alcohol brands

Offers end-to-end services for expansion of premium liquor brands across the Indian Subcontinent

Highest Net Revenue per Case in the Industry : ₹13,700

Operational Excellence

End-to-end route-to-market management

Pan-India Sales, Marketing & Warehousing Network

Operates in **25+** Indian states & UTs including **Nepal, Sri Lanka & Maldives**

150+ inhouse Sales & Marketing Team

Premium & Luxury brand portfolio

100+ Exclusive Brands, strategically curated and non-competing

12+ brand Categories

11,000+ Touchpoints

Monika's Market Share in Premium spirits

Monika's portfolio features category leaders globally , including the world's #1 triple sec, #1 tequila and #1 Soju by Market Share

Ranks among the top 10 importers across liquor sub-categories, with a dominant market share in Tequila and Rum

Financial Metrics



Gross Revenue
CAGR : *FY22 – FY26*

EBITDA
CAGR : *FY22 – FY26*

PAT
CAGR : *FY22 – FY26*

ROCE
FY26

Business Model

MONIKA Alcobev Limited

Global Alcohol Brand





Global High-End Premium Brands Partner

Spirits

Wines

Liqueur

- **Exclusive Partnership**
- **Imports spirits via shipments**

Custom Clearance

Master bonded warehouse

Nhava Sheva, Maharashtra

Bonded Warehouse (North)
Delhi, Haryana and Uttar Pradesh

Bonded Warehouse (West)
Maharashtra

Bonded Warehouse (South)
Karnataka

Primary Sales

Distributors/ Corporations/Travel Retail

Goods supplied to licensed distributors , corporations and Travel Retail*

Inhouse Sales Team ensures stock sale

On- Trade (HORECA)

Inhouse trade marketing team to ensure depletion at on and off trade level

Off Trade (RETAIL)

Importers → **Distributors** → **Retailers**

*Present in duty free for leading Indian brands like Sula & Amrut

Travel Retail for Alco bev players

MONIKA Alcobev Limited

Monika distributes across Global Travel Retail and airport duty-free outlets

Travel Retail Partnership: Distribution Partner for leading domestic brands including Amrut, Stranger & Sons, Sula, Samsara, Doaab and Sitara Rum

Strengthening Portfolio-Wide Market Presence : Enhancing brand visibility through strategic displays and product placement across travel-retail outlets









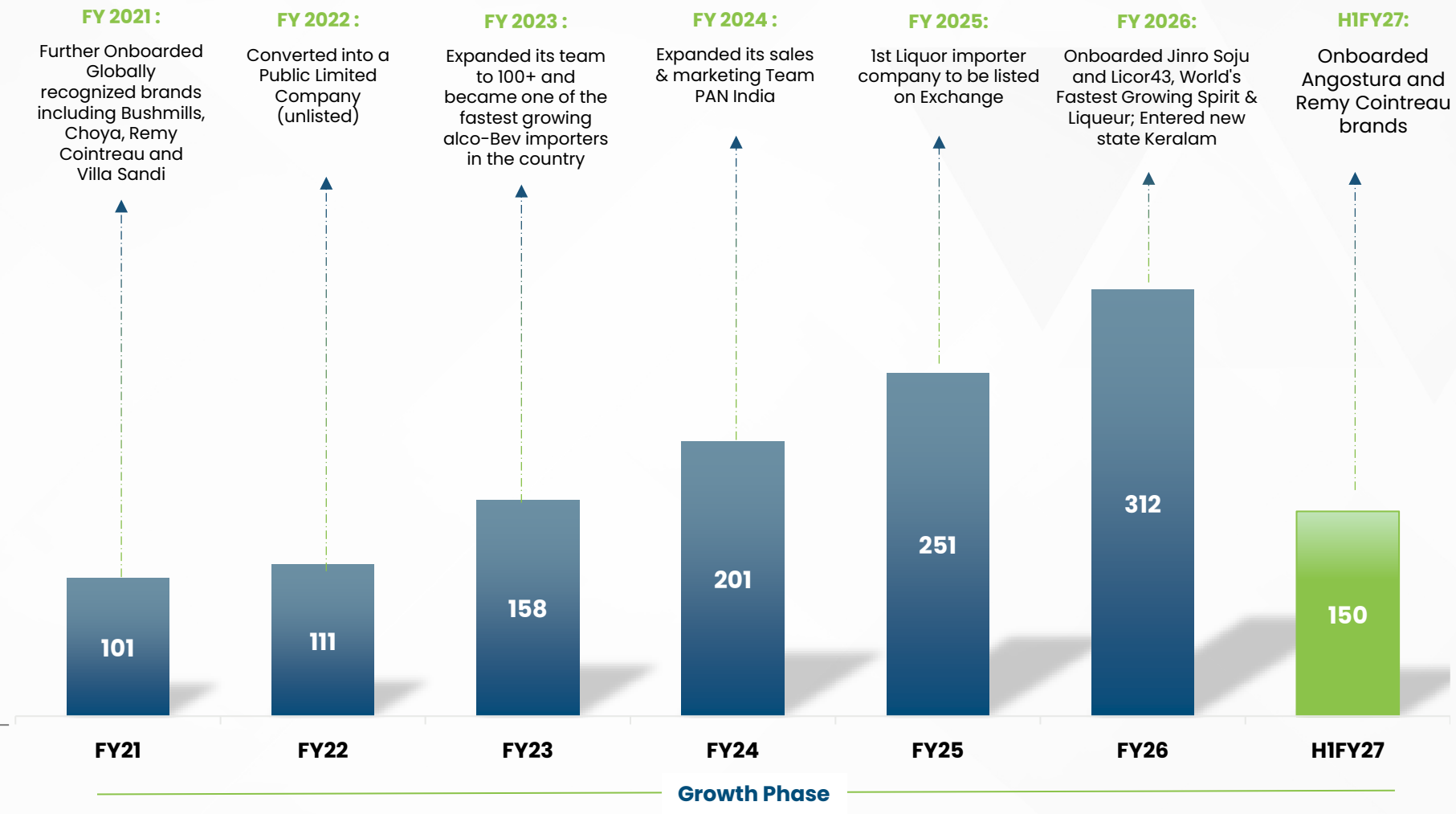
Scaling Global Brands, Driving Category Growth and Value Creation

MONIKA Alcobev Limited

Early Years (FY15 –FY19)

Incorporated as Monika Enterprises along with exclusive Partnerships with Brands like

- **Jose Cuervo,**
- **Ron Diplomatico,**
- **Laurent Perrier**
- **Belenkaya**



Accelerating Growth Trajectory : 5 Years Gross Revenue CAGR 25%

Evolving Demographic Tailwinds Supporting AlcoBev Consumption in India

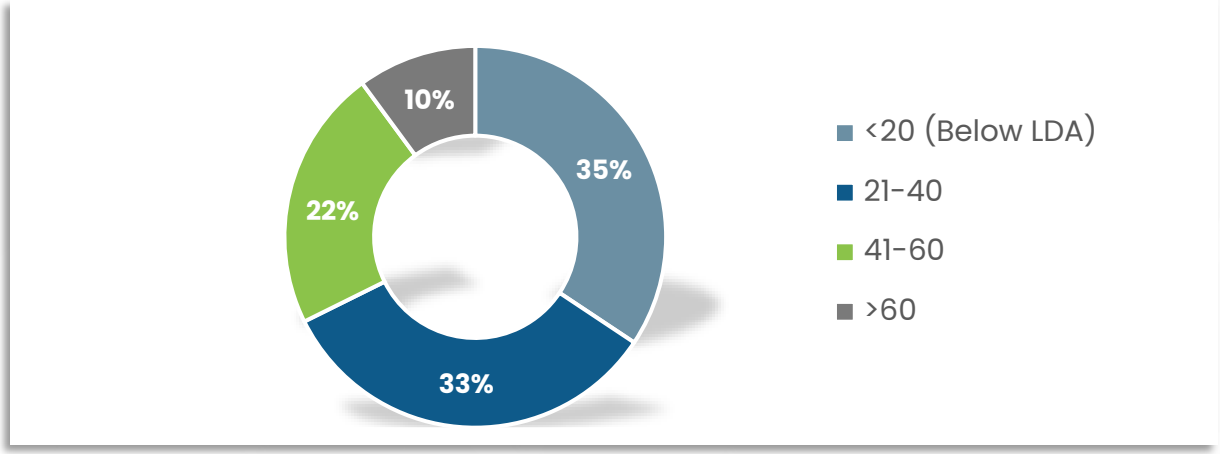
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Median Age of Key Global Economies

Country	Median Age
India	29.5
Brazil	34.7
United States	38.5
China	39.8
United Kingdom	40.6
France	42.4
Germany	46.7

India has one of the youngest populations among major economies

Population distribution of India



A large portion of Indian consumers are still below LDA, and are expected to reshape the consumption landscape

Growing Workforce driving consumption growth and premiumization

With ~1.4 billion people (~1/6th of the world's population), India offers one of the largest and most scalable consumer markets globally for alcobev

~68% of India's population is in the working-age bracket, rising employment and income levels increase discretionary spending

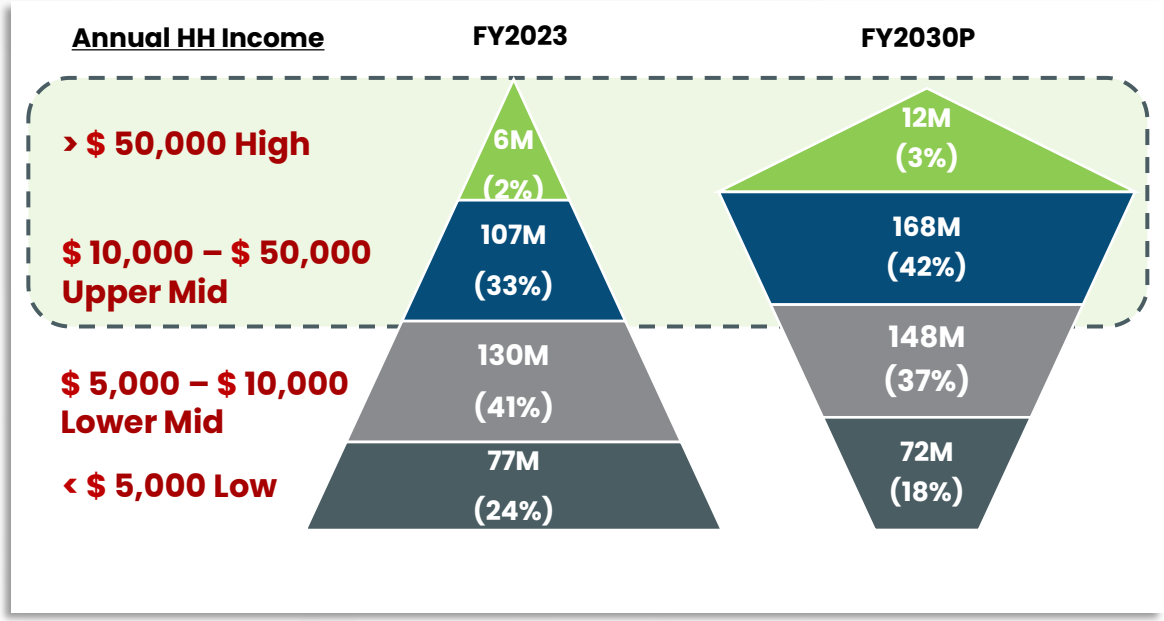
India is expected to have the longest demographic dividend in the world

Source: Industry Report; LDA: Legal Drinking Age

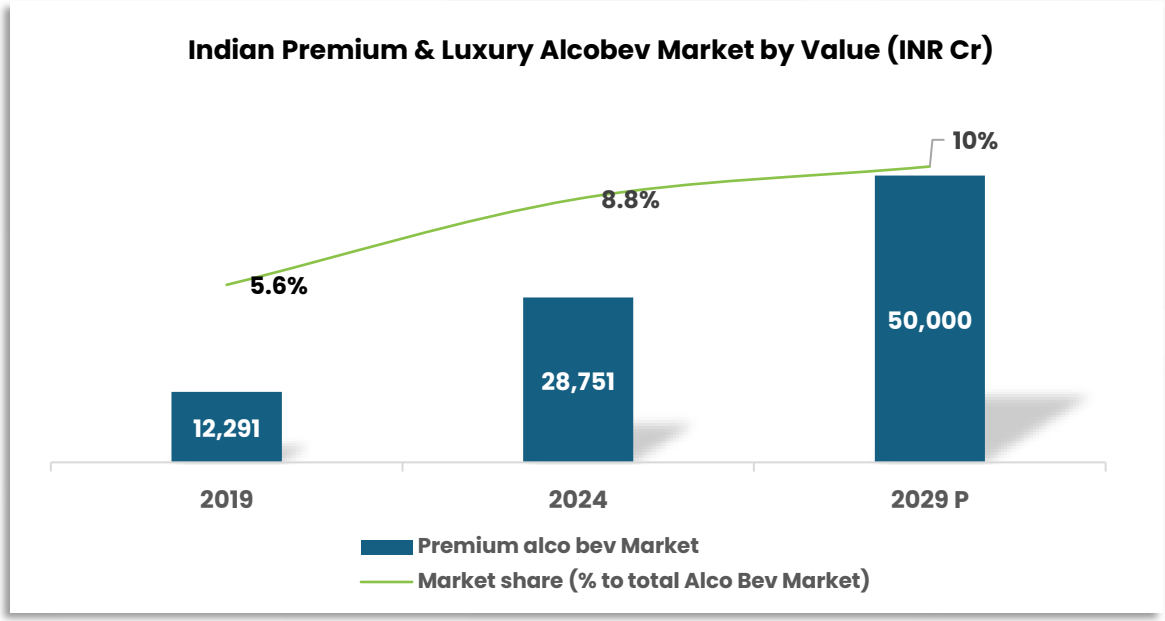
Rising Disposable Income Driving Premium Consumption

MONIKA Alcobev Limited

India's Household Income Shifting Upwards



Premium & Luxury Alco bev Market Scaling Rapidly



A larger and affluent consumer base is expanding the addressable market for premium and luxury alcohol categories

Key Growth Drivers for Indian Alco-Bev Industry

India's evolving demographic landscape and increasing per capita income

Urbanization, wider availability, and increased brand engagement are fueling consumption growth.

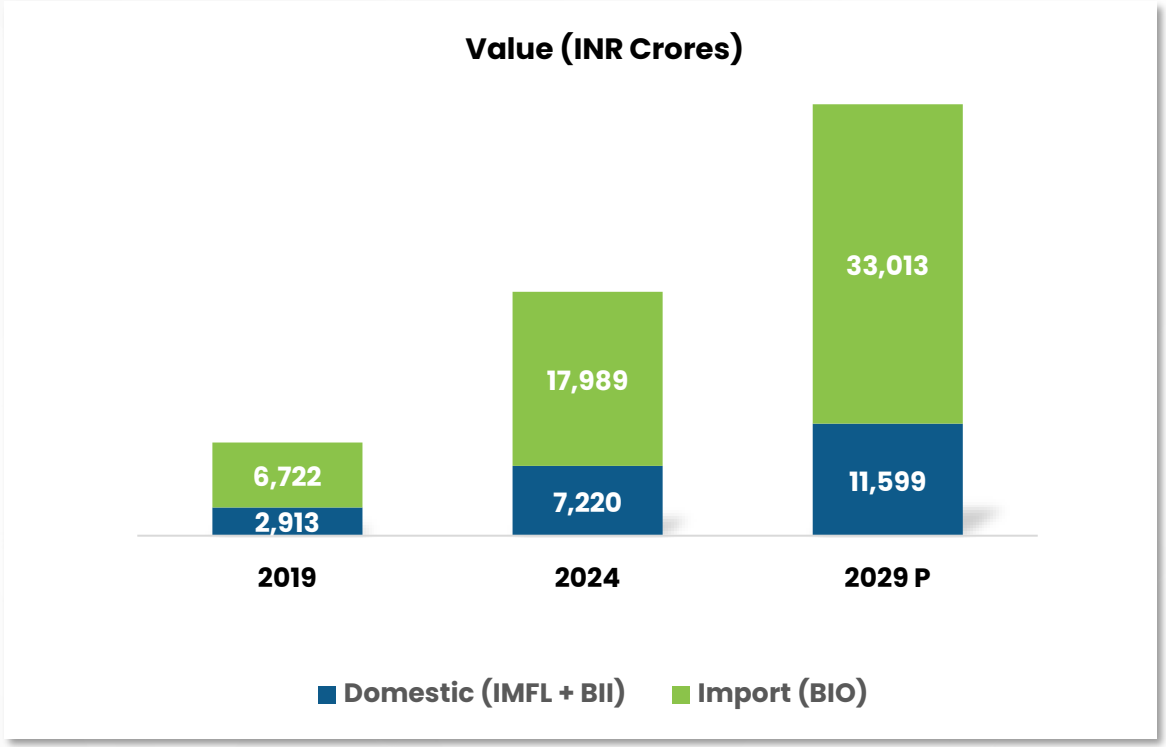
The premium alco-bev segment is witnessing rapid growth, delivering higher growth and superior value realization

Source: Industry Report

Growing Significance of Imported Spirits (BIO)

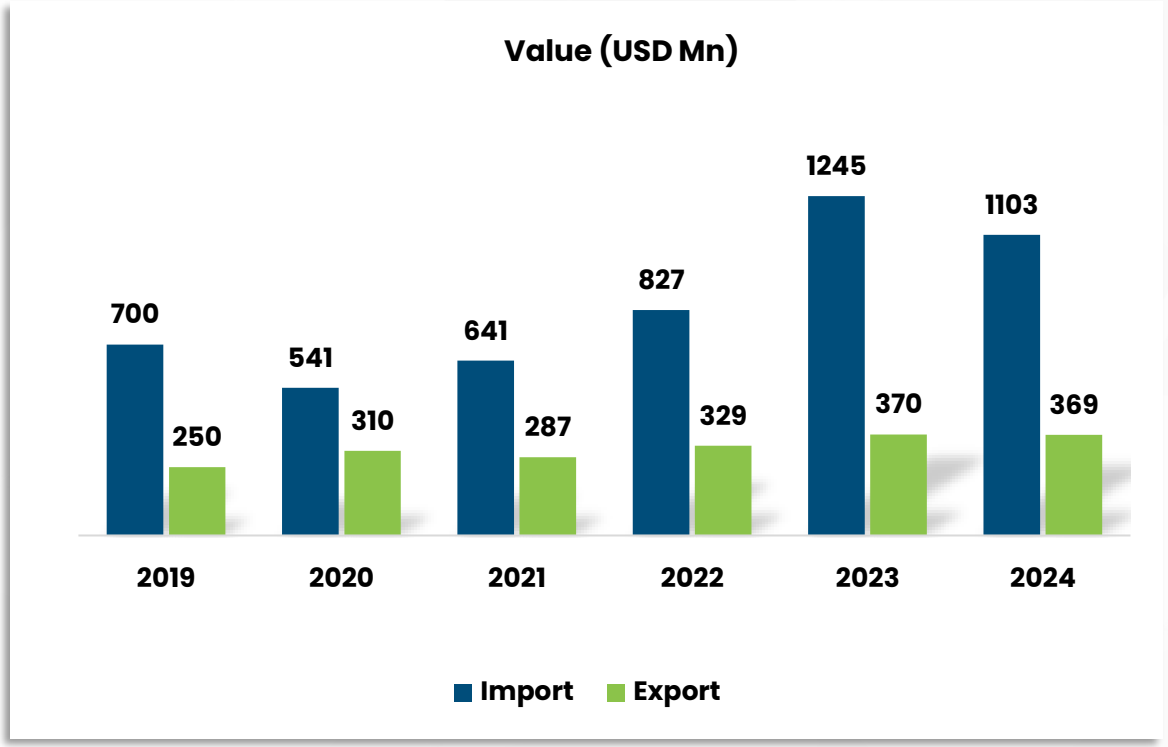
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Indian Premium and above Spirits Market by Value



Imported (BIO) spirits dominate the premium segment, capturing **68%** of the market share in the **MRP > INR 1000** category.

Total Alcohol beverage Import and Exports from India



The consistent rise in import values reflects the evolving preferences of Indian consumers and their growing appreciation for the heritage and quality of global craftsmanship

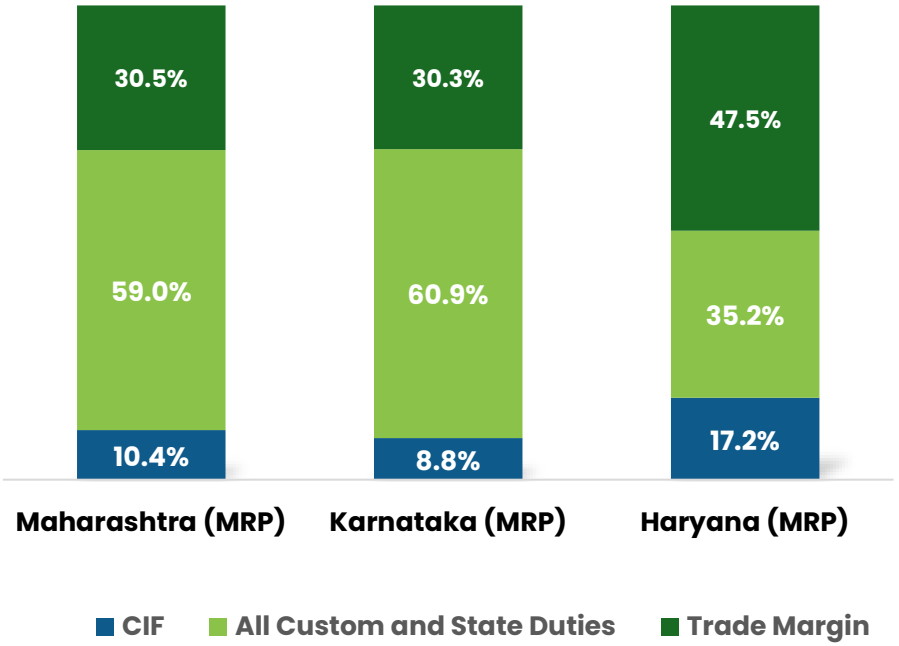
Source: Industry Report

State-Wise MRP Breakup for BIO Spirits

MONIKA Alcobev Limited

Imported Spirits (BIO) Value Chain across key markets

Duties may vary based on applicable criteria, values shown represent the closest applicable fit



Distribution Mode	Sub-Type	Differentiating Details	Example States
Distributor Model Company > Licensed Distributor > Licensed Retailer/HORECA	Type - 1	Retail Private Distributor Private	Maharashtra, Goa, Assam, Delhi-NCR
Corporation Model Company > State Corporation > Licensed Retailer/HORECA	Type – 2	Retail Private The corporation buys from the company and sells it to the retailer	Rajasthan, Karnataka, Telengana

Custom and State duties account for approximately 50% of the MRP in key markets, significantly compressing trade margins. As Taxes are also driven by states, it leads to non-uniform pricing across all states



Unique Selling Propositions

Sustainable Moats



01 **Well positioned in high entry barrier industry**

02 **Procurement Excellence**

03 **Multi-Location Warehousing Network**

04 **Ability to navigate complex regulations & registrations**

05 **Exclusive Global Brand Partnerships & Diversified Product Range**

06 **Proven Category Creation with Globally Successful Product Launches**

07 **Sustained Margins Supporting Long-Term Value Creation**

Well positioned in high entry barrier industry

MONIKA Alcobev Limited

	The Problem	Monika as the Value Creator
Regulations	**Fragmented State-wise Regulation & Licensing** • Alcohol market regulated at state level with varying excise laws. • High compliance cost, long approval timelines.	**Regulatory Execution Expertise** • Operates in **25+** states, leveraging market insight and operational agility. • Proven expertise across state-wise licensing, registrations, and excise compliance.
Supply chain Management	**Supply chain & Market Reach** • Supply chain complexity, import duties, and access to high-demand zones.	**End-to-End Import & Supply Chain Management** • Handles customs clearance, bonded warehousing, and inventory planning. • Ensures steady availability and compliance.
Distribution	**Fragmented Distribution Network** • Establishing a **nationwide network** requires substantial time, investment and established relationships.	**Seamless Sales & Distribution** • **150+** member sales and marketing team with strong presence **in Tier 1 & Tier 2 cities.** • Established relationships with distributors, retailers, HORECA across India.
Marketing	**Limited access to Marketing Levers** • Stringent laws limit direct alcohol advertising across television, print, and media in India.	**Brand Centric Marketing** • Strengthens consumer engagement and builds long-term brand loyalty. • Executed **800+** on - trade and experiential activations in FY26.

Procurement Excellence – *Ensuring Quality, Reliability & Market Readiness*

MONIKA Alcobev Limited

Product Identification

Market research to identify gaps & premium brands

Track trends & customer preferences

Supplier Qualification

All potential suppliers are vetted for adherence to international trade laws, import/export regulations, and industry standards

Negotiations

Evaluate pricing, quality, delivery & compliance

Prepare annual sales forecast & shipment plan

Procurement Planning & Commencement

Finalize planning & receive goods at central warehouse

Enables streamlined logistics and timely market supply



Multi-Location Warehousing Network

MONIKA Alcobev Limited

A vast, pan-India distribution network underpinning resilient and efficient supply chains





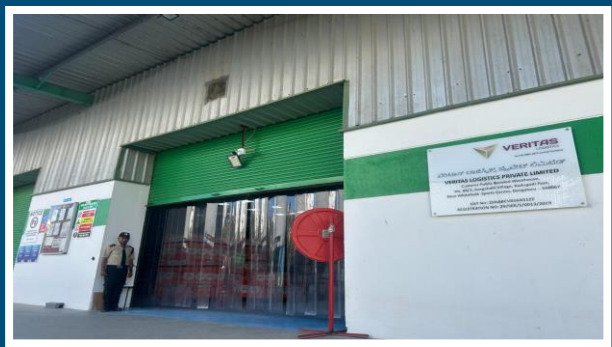
North

Number of Warehouses – 4
Total Capacity – 45,300 Sq. Ft



West

Number of Warehouses – 2
Total Capacity – 77,000 Sq. Ft



South

Number of Warehouses – 1
Total Capacity – 19,500 Sq. Ft

Monika Alcobev operates on a pay-per-utilization model, incurring costs only for the warehouse area actually utilized

Ability to navigate complex regulations & registrations – *Seamlessly navigating India's fragmented and tightly regulated alcohol market*

MONIKA Alcobev Limited

India's alcohol market spans 28 states with distinct regulations - Monika Alcobev executes seamlessly across all states

1



Integrated operations & Logistics

In-house warehousing and logistics

Sufficient inventory planning & allocation

Timely deliveries across channels

2



Strategic Market Access & Compliance

End-to-end management of excise registrations, with 1,200+ labels registered pan-India in FY25

State-wise route-to-market execution. Deep regulatory know-how

3



Pan Channel Sales & Marketing Reach

Retail, HORECA, Duty Free

Strong on-trade and off-trade execution

Demand creation at key consumption touchpoints

4



Extensive Distribution Ecosystem

Supplies to licensed distributors & wholesalers

Engagement with state corporations

Monika Alcobev manages end-to-end execution, from state excise compliance to on-ground availability and brand scale-up through a strong marketing-led approach

Exclusive partnerships with Globally Reputed, Premium Alcohol Brands

MONIKA Alcobev Limited



The Problem

Global brands struggle with India's fragmented excise, compliance, and distribution landscape, making scalable market entry challenging. Faces lack of market intelligence for competitive pricing & difficulty in maintaining brand positioning across diverse channels.

Our Consultative Solution

End-to-end India market entry and growth support for global alcohol brands, **including import structuring, excise and regulatory compliance, and a strong foundation for long-term brand building.** Pan-India distribution and execution focused on premium channels, supported by brand-aligned retail visibility and integrated in-house sales and marketing to drive consistent sell-in and sell-out.

Results / Benefit

Bringing **#OnlyTheBest to India consumers** with a curated portfolio designed to maximize synergy. With a proven track record, Monika has built long-term relationships and holds exclusive distribution partnerships, with each brand strategically positioned to thrive.

Achievements

Among **India's largest independent alcohol importers**, alongside global majors like Pernod Ricard, Diageo India, Bacardi & Brown Forman. Top 10 importers across each alco-bev categories, including Whisky, Vodka, Liqueurs, Tequila, Brandy, Gin, Wine, and Rum. **Portfolio brands won 65+ awards in FY25.**

Jinro : Strategic New Category Addition To Monika Alcobev Portfolio



World's No. 1 Spirit

Introduce Korea's Iconic No.1 Soju Brand to Indian Consumers Reinforcing Monika Alcobev as the Preferred Partner

Category Creator

Strengthens Monika Alcobev's portfolio by anchoring the fast-emerging Soju category, offering first-mover advantage in a high-growth, under-penetrated segment.

Strong brand pull

Rising popularity of Korean culture in India creates strong demand for Jinro, while its flavoured variants encourage faster adoption and repeat consumption. Presence expanded from 5 to 9 states in H1FY27

Margin-Accretive

Enhances premium imported spirits mix, driving long-term margin expansion and portfolio diversification with phased rollout across key metros cities, followed by Tier 1 & Tier 2 expansion

Licor 43 : Elevating Monika Alcobev's Premium Liqueur Portfolio

MONIKA Alcobev Limited



World's Fastest Growing Liqueur

As Spain's #1 liqueur brand, Licor 43 brings its iconic Spanish heritage to Indian consumers

Modern Mixology Category Creator

Anchors through globally known drinks like "Carajillo 43" , "Spritz 43" and "Mini Beers", in the high-growth cocktail segment and establishing the brand as an essential tool for modern bartenders

Unrivaled Versatility & Appeal

A complex blend of 43 natural ingredients citrus, botanic, sweet, and floral makes it uniquely versatile for neat serves, long drinks with milk, or signature global shots like the "Mini Beer".

High- Margin Growth Driver

Enhances premium imported spirits mix, driving long-term margin expansion and portfolio diversification with phased rollout across key metros cities, followed by Tier 1 & Tier 2 expansion

Diversified Product Range with Centuries of craftmanship (1/3)

MONIKA Alcobev Limited

Category	Description	Brand	Price Range
TEQUILA	World's Oldest and Highest Selling Tequila brand launched in 1758	Jose Cuervo	Rs 3,275 – Rs 19,999
	Premium 100% Blue Agave Tequila brand launched in 1975	1800 TEQUILA	Rs 7,250 – Rs 35,000
WHISKEY	A new-age blended whiskey launched to tap into the entry-level premium whiskey market	LUCIFER'S GOLD	Rs 1,994
	A premium range of Japanese blended whiskeys	TENJAKU WHISKY	Rs 3,500 – Rs 4,800
	World's Oldest Licensed Whiskey brand launched in 1608	BUSHMILLS IRISH WHISKEY	Rs 2,850 – Rs 59,500
BRANDY / COGNAC	Top selling Range of Cognac and Brandy's launched in 1724	ST-RÉMY	Rs 2,000 – Rs 4,595
		LOUIS XIII	Rs 4,72,500

Diversified Product Range with Centuries of craftmanship (2/3)

MONIKA Alcobev Limited

Category	Description	Brand	Price Range
LIQUEUR	World's highest-selling triple sec and orange liqueur, crafted since 1849	COINTREAU	Rs 4,100
	Japan's highest-selling liqueur brand, established in 1959	The CHOYA	Rs 3,500 – Rs 44,500
WINE	Top 20 Wine Producers globally	vspt WINE GROUP	Rs 1,750 – Rs 8750
	An award-winning Italian Prosecco house, established in 1975	ANNO 1622 VILLA SANDI	Rs 2,195 – Rs 19,500
	Founded in 1812, one of the world's Top Champagne Brands	CHAMPAGNE Laurent-Perrier MAISON FONDÉE 1812	Rs 9,500 – Rs 17,950

Diversified Product Range with Centuries of craftmanship (3/3)

MONIKA Alcobev Limited

Category	Description	Brand	Price Range
VODKA	One of Russia's largest-selling vodka brands from the Beluga Group	Belenkaya Vodka	Rs 1,750
	An award-winning premium vodka	Crystal Head Vodka	Rs 11,111 – Rs 16,666
RUM	A world-renowned leader in bitters, backed by over 75 years of expertise in rum production	Angostura Premium Caribbean Rum	Rs 3,950
	The world's oldest rum brand, producing fine rums since 1703	Mount Gay Barbados Rum Est 1703	Rs 4,250 – Rs 9,999
	A meticulously crafted rum, globally recognized as one of the world's leading super-premium rum brands	Diplomático	Rs 4,500 – Rs 60,000

Scaling Brand Visibility and Consumer Engagement Inhouse

MONIKA Alcobev Limited

Continuously engages consumers through a combination of off premise visibility, on-trade engagement & experiential events

Comprehensive 360 - Degree Approach comprising of over 800 Activations in FY26

Off-Premise Activations (Wineshops)

Maximized retail shelf visibility through strategic VAP (Value-Added Pack) offerings and high-impact POS (Point of Sale) materials







Digital Activations

Social Media Presence :
Strengthening Digital Engagement





On-Premise Activations (HoReCa)

*Executed **400+** activations via outlet collaborations*



Experiential Activations (Consumer Events)

*Participated in **100+** large-scale activations at major events and festivals*







Source : *Company Internal Data*

Retail Marketing Initiatives Driving Growth

MONIKA Alcobev Limited

Scaling brand visibility across retail outlets by strengthening L3F (last three feet) presence and brand promotion





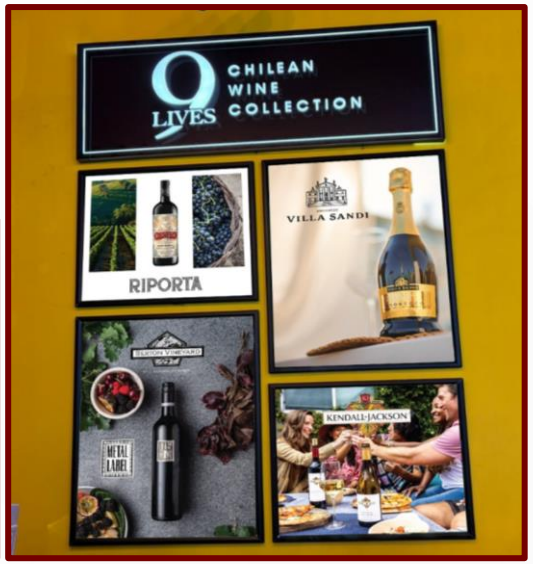


Strategic in-store activation and visibility supporting premiumization, stronger sell-through, and expanding market share in Retail and Travel Retail Stores









Experiential

MONIKA Alcobev Limited

Scaling brand lifestyle through curated, immersive environments that turn social experiences into meaningful consumer engagement











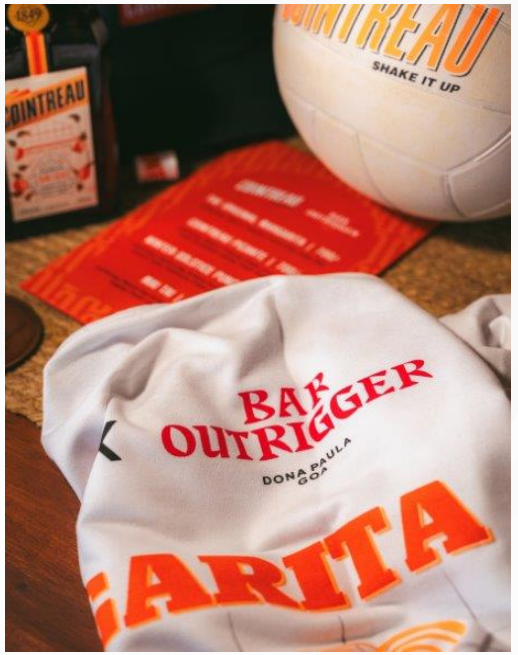


ON-PREMISE


LUCIFER'S
Play the Wildcard


VODKA
ONEGIN
ST. PETERSBURG
1831


WAX ON
ANANAS HIGHBALL | 1095/
MATCHA MARTINI | 995/
WAX ON PALOMA | 1095/
CHAI SOUR | 995/


COINTREAU
SHAKE IT UP
BAR
OUTRIGGER
DONA PAULA
GOA
ARITA


Jose Cuervo


BUSHMILLS
IRISH WHISKEY
EXCLUSIVE OFFER!
PURCHASE 2 BUSHMILLS DRINKS AND GET THIRD DRINK FOR FREE!
BUSHMILLS
THE ORIGINAL
IRISH WHISKEY


"WORLD'S NO.1 SELLING SPIRIT"
WHAT IS SOJU?
ABOUT JINRO
CHAMISUL FRESH
JINRO
CHAMISUL
SPIRIT OF KOREA


pullman
VILLA SANDI

Strategic Pillars of Growth

MONIKA Alcobev Limited

Growth Through Entry into New Product categories

Continuous introduction of **new categories and sub-segments** across premium, luxury, and emerging trends

New brands including Jinro, Licor43, Angostura further expanding our product portfolio

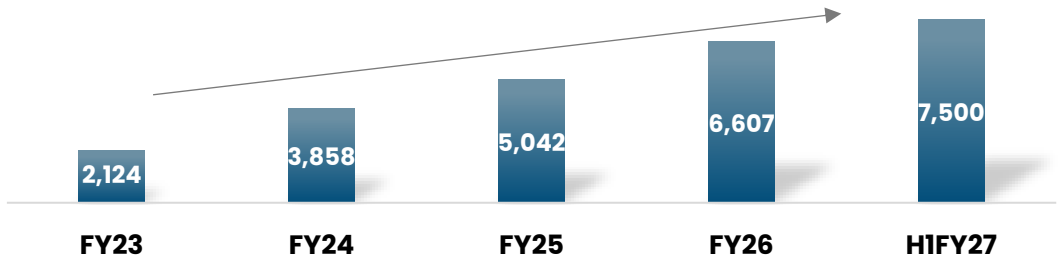
Long-Term Portfolio Partnerships with Global Brand Owners

Curated portfolio of Iconic Global brands . Preferred choice for long term scaling & premium brand building

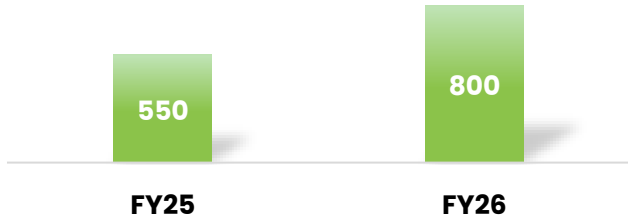
Strong Pricing Power

Ability to price products state-wise in line with varying excise duties & tax structures

Touchpoints Actively Tapped by Monika's Team



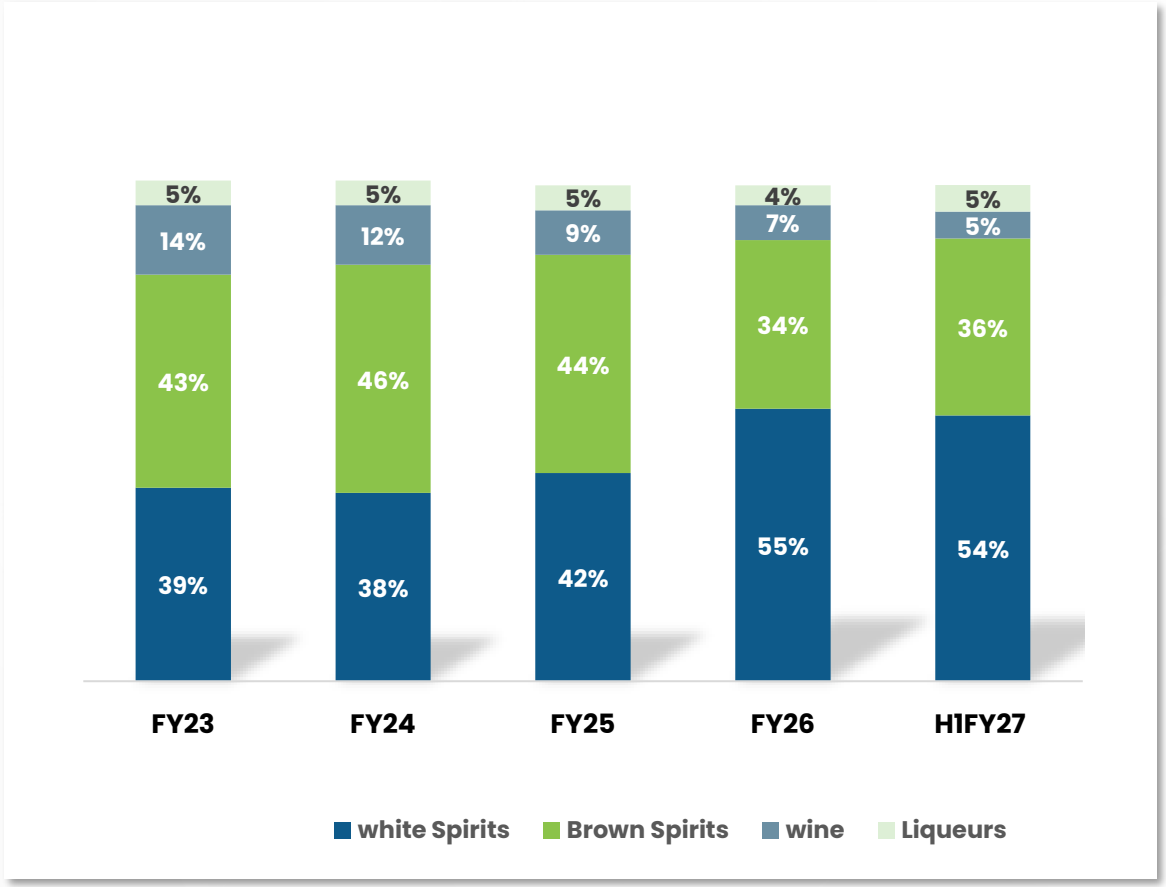
Experiential Activations



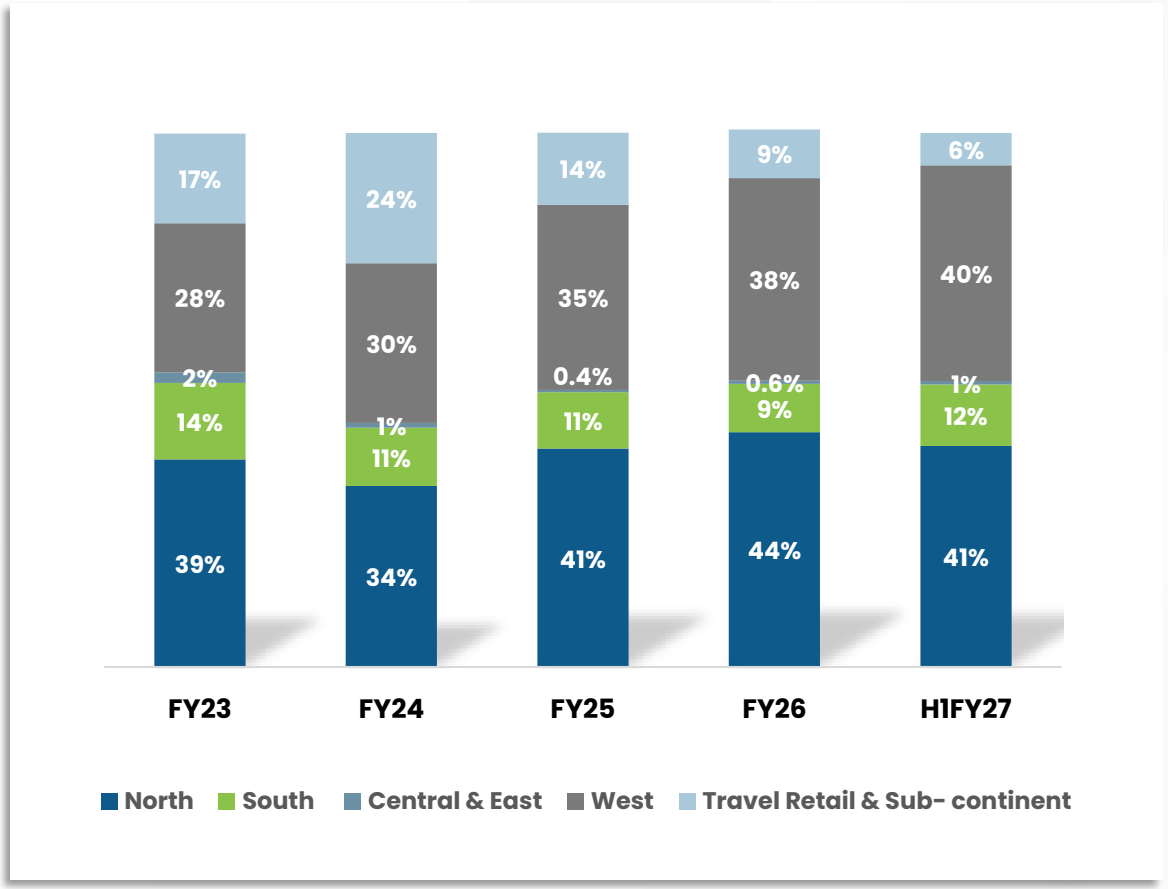
Revenue Mix

MONIKA Alcobev Limited

Product - wise Revenue



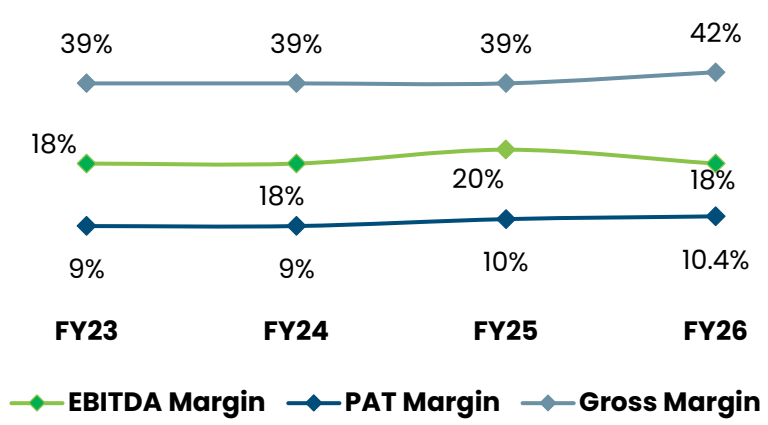
Geography - wise Revenue



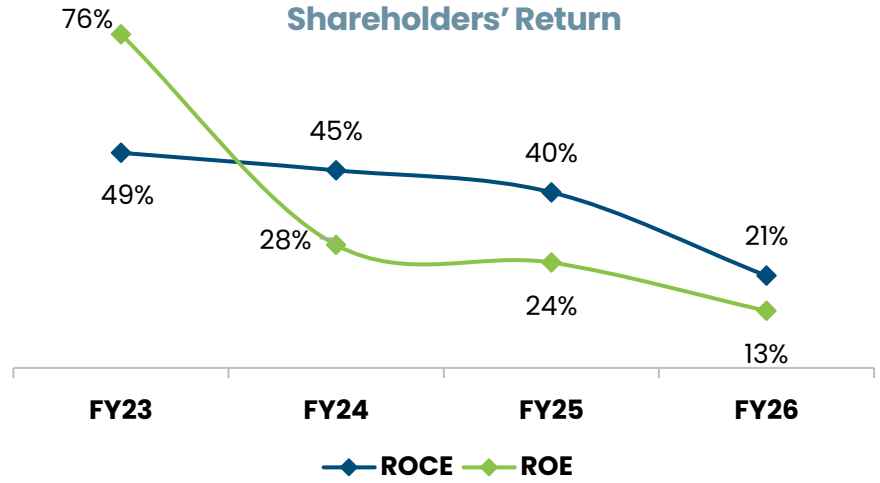
Sustainable Margins and Strong Balance Sheet

MONIKA Alcobev Limited

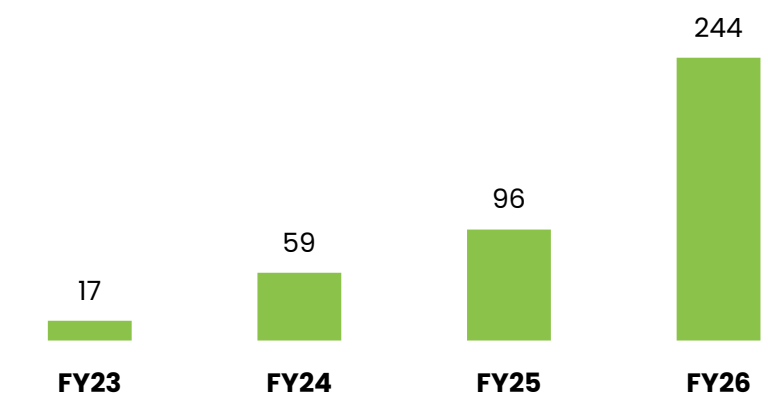
Strong Sustainable Margin



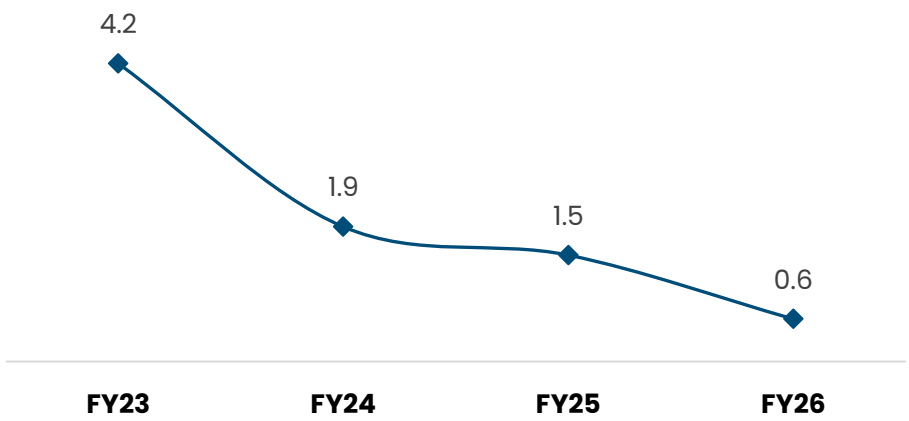
Shareholders' Return



Increasing Shareholders' Equity (Rs Cr)



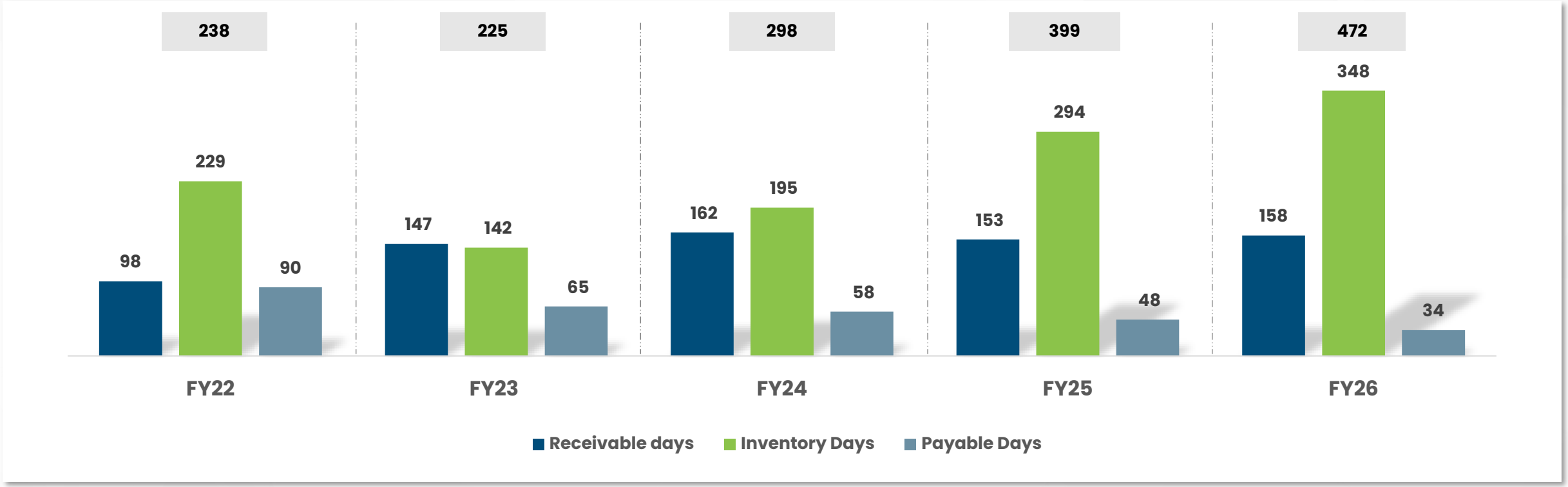
Net Debt/Equity(x)



Working Capital Movement

MONIKA Alcobev Limited

Net working capital Days



Imported spirits involve ocean transit of 30–105 days, coupled with customs, duty assessments, FSSAI approvals, and regulatory clearances

Higher inventory days in FY26 was to support market expansion and manage demand volatility

Offers flexible credit terms to distributors and resellers to support payments and ensure product availability

Historical supplier credit was limited, stronger relationships will support negotiations for extended terms

Growth Outlook

MONIKA Alcobev Limited



Deepening Market Penetration

Increase sales per retail outlet and per brand through targeted upselling, cross-promotion, and brand education.

Portfolio & Geographic Expansion

Scale through entry into newer brand offerings and SKUs to address multiple price points and evolving consumer preference

Building Brand Pull & Premiumisation

Strengthen premium offerings to support margin expansion and long-term brand equity. Drive consumer awareness through influencer collaborations and on-ground brand activations

Revenue Growth

FY27 outlook remains intact

Working capital levels expected to rationalize going forward

Targeted Active Touchpoints

~20,000 by FY28

Continuous emphasis on adding best-in-class Global brands

Annexure

Historical Income Statement

MONIKA Alcobev Limited

Particulars (Rs Cr)	FY24	FY25	FY26
Revenue from Operations	**189**	**236**	**301**
Other Income	2.1	2.2	9
Total Revenue	**191**	**238**	**310**
Total Expenses	157	190	256
EBITDA	34	48	55
EBITDA Margin %	**18%**	**20%**	18%
Depreciation	1	1.2	2
Finance Cost	10	18	18
Profit Before Exceptional Item and Tax	**23**	**30**	35
Exceptional Items	-	1.3	-
Profit Before Tax	**23**	**31**	35
Tax	6.2	7.8	2
Profit After Tax	17	23	32
PAT Margins (%)	**8.7%**	**9.7%**	**10.4%**
Diluted EPS (Rs/ Share)	**11.58**	**13.94**	**16.08**

Historical Balance Sheet

MONIKA Alcobev Limited

Particulars (Rs Cr)	FY24	FY25	FY26	H1FY27
Assets				
Non-Current Assets				
Plant Property and Equipment	5	19	18	17
Investments	-	-	-	-
Long-term loans and advances	-	-	3	2
Other Non-Current Assets	2	2	2	19
Total Non Current Assets	**7**	**21**	**23**	**38**
Current Assets				
Investments	-	-	-	
Inventories	86	149	196	191
Trade receivables	96	102	159	156
Cash and bank balances	14	27	60	58
Short Term Loans and Advances	14	24	54	62
Other current Assets	0.4	0.4	0.3	0.3
Total Current Assets	**210**	**303**	**469**	**467**
Total Assets	**216**	**324**	**492**	**505**

Particulars (Rs Cr)	FY24	FY25	FY26	H1FY27
Equity and Liabilities				
Equity				
Share Capital	2	17	21	21
Other Equity	56	79	223	230
Non Controlling Interest	-	-		
Total Equity	**59**	**96**	**244**	**251**
Non-Current Liabilities				
Long term borrowings	15	21	0.22	0.19
Deferred tax liabilities (net)	-	0.3	0.05	0.10
Other long-term liabilities	-	-	0.01	0.03
Long term provisions	0.3	0.4	0.8	0.91
Total Non-Current Liabilities	**15**	**21**	**1**	**1**
Current Liabilities				
Short term borrowings	108	153	210	201
Trade payables			-	-
Micro and Small Enterprises	0.6	-	-	-
Other than Micro and Small Enterprises	13	24	10	25
Other current liabilities	14	21	21	19
Short-term provisions	6	8	6	7
Total Current Liabilities	**143**	**206**	**247**	**253**
Total Liabilities	**158**	**228**	**248**	**254**
Total Equity and Liabilities	**216**	**324**	**492**	**505**

Consolidated Cash Flow Statement

MONIKA Alcobev Limited

Particulars (Rs Cr)	FY24	FY25	FY26
Operating cash flow			
Profit Before Tax	23	31	35
Depreciation & Amortization expense	1.0	1.2	2
Interest Income	(0.50)	(1.2)	(3)
Interest Expense	9	15	17
Provision for Gratuity expense	0.15	0.20	0.39
Profit on sale of Property, Plant and Equipment			-
Lease equalisation		(1.3)	0.01
Change in Working Capital			
Change in Trade Receivables	(24)	(6)	(57)
Change in Inventories	(46)	(64)	(46)
Change in Payables and Other Liabilities	(7)	15	(15)
Change in Others	(3)	(9)	(30)
Tax Paid	(6)	(8)	(5)
Operating cash flow	(54)	(26)	(102)
Investing cash flow			
Capex	(13)	(30)	(10)
Sale of PPE		3	-
Other investing cash flow	(0.15)	(0.13)	(0.42)
Others	0.01	1.4	(7)
Investing cash flow	(13)	(26)	**(17)**
Financing cash flow			
Proceeds from from issue of Share Capital	27	19	137
Share issue expenses paid			(19)
(Repayment) / Proceeds from Borrowing	51	51	36
Interest paid	(9)	(15)	(17)
Dividends Paid	(2)	(2)	(2)
Financing cash flow	67	52	136
Total cash flow	0.13	0.07	17
Beginning Cash Balance	0.14	0.28	0.34
Closing Cash Balance	0.28	0.34	17

Leadership Team (1/2)

MONIKA Alcobev Limited



Mr. Bhimji Patel

Chairman & Whole-time Director

Associated with the Company since inception, he has over **18 years** of experience across the clothing and alco-bev industry. He brings strong managerial expertise, provides strategic direction to the company, and currently oversees financing and licensing functions



Mr. Kunal Patel

Managing Director

Associated with the Company since inception, with over **10 years** of experience in the alco-bev industry. He holds a Bachelor of Commerce degree from the University of Mumbai and leads sales, marketing, brand building, and overall operations



Ms Jagruti Sheth

Independent Director

A Chartered Accountant and Law graduate associated with the Company since **February 2025**. She is a qualified Chartered Accountant and is registered with the Insolvency and Bankruptcy Board of India as an Insolvency Resolution Professional



Mr. Das

Independent Director

An Insolvency Professional with a strong and diverse professional background. He holds a B.A. in Political Science & Public Administration from Osmania University and a Diploma in Electrical Engineering, both obtained in 1991. He is a Certified Associate of the Indian Institute of Banking & Finance (CAIIB, 2001) and an Oracle Certified Professional – DBA (2004)



Mr. Ghanshyam Vyas

Independent Director

Holds a Bachelor of Science (B.Sc. Hons.) degree from Bombay University and has been a member of the Institute of Chartered Accountants of India (ICAI) since 1984

Leadership Team (2/2)

MONIKA Alcobev Limited



Mr. Ashish Mandaliya

Chief Financial Officer

A qualified Chartered Accountant with **22+ years** of experience. Previously associated with Sun Pharmaceuticals Industries Limited and VIP Clothing, bringing strong expertise in financial strategy, capital allocation, and operational efficiency



Mr. Hemang Chandat

Chief Commercial Officer

Associated with the company since its incorporation, he brings over **9 years** of experience in the Alcobev industry



Mr. Deepak Bajetha

Chief Logistics Officer

Holds an MBA from the Institute of Chartered Financial Analysts of India, Sikkim. With over **14 years** of experience in logistics, he brings deep expertise in supply chain optimization and distribution network management



Mr. Kalpesh Ramina

Company Secretary & Compliance Officer

A qualified Company Secretary with over **5 years** of experience in secretarial and regulatory compliance. He brings strong expertise in corporate governance and adherence to legal and regulatory frameworks

MONIKA
Alcobev Limited

THANK YOU

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