



CIN : L74899DL1993PLC052787

## SOM DISTILLERIES & BREWERIES LTD.

ISO 9001:2015 Certified Company

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SDBL/BSE/NSE/2020

Date: 05.09.2020

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**ISIN : INE480C01012**

**SUBJECT: - BUSINESS HIGHLIGHTS FOR THE QUARTER ENDING JUNE 2020**

*[In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015]*

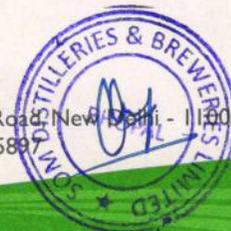
Dear Sir/Madam,

**Business highlights for the Quarter ending June 2020**

1. Our peak season was impacted gravely by the Pandemic.
2. The outlook for the short term will be uncertain due to uncertain consumption and government policies on prices/MRP.
3. We are trying to actively manage our fixed costs.
4. We are trying to maintain a stable liquidity position to tide over the crisis.
5. We have taken a loan of Rs.9.2 crores under GECL in Woodpecker Distilleries and Breweries Private Limited from State Bank of India in August for working capital purposes.

There were virtually no sales in April and May 2020 due to lockdown and disruption in the supply chain. The plants at Bhopal ran Hassan at very low capacity utilisation. The bottling and brewing operations at the Odisha plant did not start in the quarter.

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Our business operations continued to be impacted by the spread of pandemic and related State/Local restrictions from time to time. Numbers of states had increased taxation level, yet some states have rolled it back but still there has been a big contraction in the industry.

Our sales were down around 80% in comparison to the corresponding quarter of the previous year. We have also provided for one off expense amounting to nearly Rs.10 crores. The volumes were impacted much more in the states of Odisha, Karnataka, Delhi, CSD and Madhya Pradesh which are key states for our company. We shall continue to manage and keep in control all costs and capital investments considering the uncertain scenario.

We are also in the process of exiting and or changing the business model in the less profitable states we are operating in.

During the first quarter, the company has not taken any new interest-bearing debt and tried to manage the liquidity well.

The medium and long-term potential of the industry is robust.

Thanking you,  
**For Som Distilleries & Breweries Limited**

  
  
**Om Prakash**  
**Company Secretary & Compliance Officer**