

## Q3 FY26 Revenue from Operations at Rs. 1,439 Million

## Q3 FY26 EBITDA at Rs. 40 Million, with a margin of 2.8%

## Q3 FY26 Ocean Freight – Import were 20,710 TEU

**Chennai, 16<sup>th</sup> February 2026:** Glottis Limited (“Glottis” or the “Company”) (BSE: 544557 | NSE: GLOTTIS), one of the leading freight forwarders offering end-to-end logistics solutions including ocean freight forwarding, air freight forwarding, road transportation; along with other ancillary services, has announced its unaudited financial results for the quarter ended 31<sup>st</sup> December 2025.

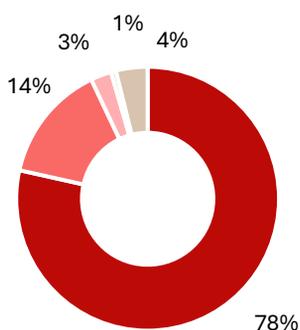
### Q3 and 9M FY26 Financial Performance:

*Rs. Million*

|                         | Q3 FY26 | Q3 FY25 | Y-o-Y   | Q2 FY26 | Q-o-Q   | 9M FY26 | 9M FY25 | Y-o-Y   |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| Revenue from Operations | 1,439   | 1,977   | (27.2)% | 2,147   | (33.0)% | 5,267   | 6,340   | (16.9)% |
| EBITDA                  | 40      | 188     | (78.8)% | 181     | (78.0)% | 390     | 623     | (37.4)% |
| <i>EBITDA Margin%</i>   | 2.8%    | 9.5%    |         | 8.4%    |         | 7.4%    | 9.8%    |         |
| PAT                     | 27      | 135     | (79.9)% | 124     | (78.1)% | 270     | 448     | (39.7)% |
| <i>PAT Margin%</i>      | 1.9%    | 6.8%    |         | 5.8%    |         | 5.1%    | 7.1%    |         |
| EPS                     | 0.29    | 1.68    | (82.7)% | 1.54    | (81.2)% | 3.21    | 5.60    | (42.7)% |

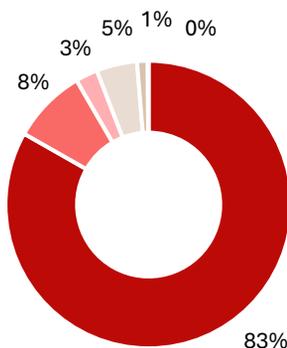
### Q3 FY26 Revenue Contribution:

#### By Segment



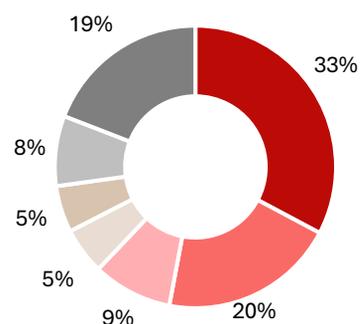
- Ocean Freight - Import
- Ocean Freight - Export
- Air Freight - Import
- Air Freight - Export
- Road Transport

#### By Geography



- Asia
- North America
- Africa
- Europe
- South America
- Australia

#### By Industry



- Renewable Energy
- Engineering Products
- Home Appliances
- Granites & Minerals
- Logistics
- Agro
- Others

## Commenting on the performance Mr. Ramkumar Senthilvel, Managing Director said:

“The third quarter of FY2026 was shaped by softer global trade activity, continued pressure on freight rates and cautious shipment planning by customers across key routes. Against this backdrop, the company remained focused on protecting customer relationships, maintaining service quality and aligning capacity with demand conditions across sea and air freight operations.

Revenue from operations for the quarter was Rs. 1,439 million. Movement in revenue during the quarter reflects lower shipment volumes and rate corrections across major trade lanes, especially in ocean freight. Sea Import continued to be the primary business vertical, contributing about 79% of total revenue. At the same time, Sea Export share improved sequentially to 14.5% of revenue, supported by higher activity from select export-oriented customers and better traction on specific outbound routes.

Under the Air freight segments, the company continued to service time-sensitive cargo requirements for existing customers, while being selective on yields and routes. The broader logistics environment during the quarter was marked by excess capacity in certain shipping corridors and rate volatility, which impacted realizations.

Profitability during the quarter was affected by lower realizations and operating leverage impact from reduced volumes. EBITDA for the quarter was Rs. 40 million with a margin of 2.8%. Profit after tax was Rs. 27 million with a margin of 1.9%. During this period, the company focused on variable cost alignment, tighter shipment-level margin checks and controlled overhead spending to limit the impact of the softer market on earnings.

On the operational side, the company handled 20,710 TEUs during the quarter. Volumes were lower compared to earlier periods in line with industry trends, where importers and exporters adopted a more measured approach to inventory and shipment planning. Despite lower volumes, engagement with core accounts remained active. Contribution from the top five customers was 31% in Q3 and 38% for the nine-month period, indicating continued support from established relationships even as shipment sizes moderated.

From a geographic perspective, Asia continued to be the leading region, contributing about 83% of revenue in Q3 and 84% in the nine-month period. In terms of end-user industries, renewable energy remained a meaningful contributor with around one-third share of revenue in the quarter. Engineering products contribution increased to about 20% during the quarter compared to the previous quarter, driven by higher dispatches from machinery and industrial component exporters, partially offsetting the slowdown seen in some other cargo categories.

Overall, the nine-month performance reflects a mixed demand environment with a softer third quarter after a relatively better first half. The company’s approach remains centered on disciplined shipment selection, strengthening multimodal capabilities and expanding wallet share with existing customers. With a wider service network and diversified sector exposure, the focus remains on improving shipment quality, customer retention and margin discipline as market conditions stabilize.”

**For further information, please contact:**



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## Glottis: Business at a Glance

**INR 9,411 Mn**  
FY25 Revenue

**INR 785 Mn**  
FY25 EBITDA

**INR 561 Mn**  
FY25 PAT

**57%**  
FY25 ROE

**78%**  
FY25 ROCE

### Ocean Freight – 95%

- Covers the entire movement from the shipper's overseas factory to the customer's project site
- Full Container Load (FCL) and Less than Container Load (LCL) shipping solutions for all B2B Customers
- Customs Brokerage: Includes documentation, duty & tax calculation, and regulatory compliance
- Supply Chain Consulting: Offers supply chain design, process improvement and technology integration
- Project logistics solutions from route surveys, cargo planning, and freight finalization to customs documentation and permissions

### Inland Transportation – 3%

- Standard Road Transport
- Specialised Transport
- Last Mile Delivery
- Urban Delivery
- Rural and Remote Delivery

### Air Freight – 2%

- Export Shipment
  - Cargo Pickup
  - Cargo Space Booking
  - Document Preparation
  - Customs Clearance
  - Delivery
- Import Shipment

### Key Facts

#### Chennai, India

Headquarters | Port Proximity

~ 110k+

Volume Handled in FY25 (TEU)

1,908

Customers Served (FY25)

125

Countries Served

BBB+/Stable

CRISIL (June 2025)

### Intermediary Network

256

Overseas Agent

59

Custom House Agents

32

Container Freight Stations

124

Shipping Line and Agencies

16

Airlines

33

Countries

### Infrastructure

9

Branch Offices in India

1

Warehouse

~80,000 sq. ft.

Warehouse Storage

42

Owned Vehicle Fleet

77

3PL Vehicle Fleet

### Other Ancillary Services

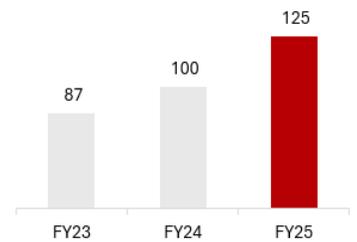
- General Warehousing
- Cross Docking
- 3PL Services
- Custom Broking

FY25 Revenues

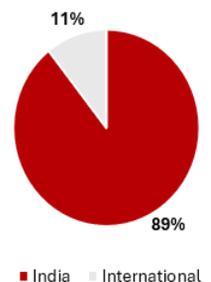
## Geographic Footprint of Import and Export Operations



### Number of Countries



### FY25 Revenue Mix



## About Glottis:

Founded in 2004, Glottis Limited is an integrated logistics solutions provider headquartered in Chennai, Tamil Nadu. The Company offers a diversified portfolio of multimodal services across ocean, air, and road transportation, along with ancillary offerings such as warehousing, customs clearance, third-party logistics (3PL), and project logistics, enabling end-to-end management of domestic and international cargo movement. With over two decades of industry experience, Glottis has established a strong operational footprint across key Indian trade hubs including Chennai, Mumbai, New Delhi, Gujarat, Kolkata, Tuticorin, Coimbatore, Bengaluru, and Cochin, and a global presence across 120+ countries through a network of 256+ overseas agents, 124 shipping lines and agencies, 77 transporters, 59 customs house agents, 16 airlines, and 32 container freight stations. The Company caters to a diverse clientele across industries such as renewable energy, engineering, home appliances, timber, minerals, agro-products, automotive, chemicals, and textiles, and handled over 110,000 TEUs of ocean freight in FY 2025

## Disclaimer:

*Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward- looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.*

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