



LT FOODS
NURTURING GOODNESS

INVESTOR PRESENTATION

Q1 FY27

30 July 2026



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Consolidated revenue grew 26% YoY to ₹3,161 Cr, with Gross Profit up 19% and EBITDA up 20% YoY.



PAT grew 9% YoY to ₹183 Cr; ROCE held steady at 21.1%, while Net Debt/EBITDA decline to 0.48x (from 0.59x).



India revenue grew 19% YoY, contributing 29% of revenue mix; market share at 23.1% (MAT Jun'26) and household penetration at 64.4 Lacs (MAT Mar'26, vs. 45.6 Lacs MAT'23), with continued e-Comm/Quick-Comm leadership.



International markets contributed 71% of revenue, with North America growing 49% YoY and the Middle East & Rest of the World growing 44% YoY.

- ◆ Royal commands a 60%+ Basmati import share in North America
- ◆ Golden Star is now the #1 Jasmine rice brand in the US
- ◆ Daawat has set a 4-year UK revenue target of £100 million



Basmati & Other Specialty Rice revenue grew 34% YoY to ₹2,845 Cr, led by volume growth of 11%, with branded volume up 10% and EBITDA margin steady at 13%.



Organic Foods & Ingredients revenue declined 13% YoY to ₹254 Cr due to remodeling of Organic Business with EBITDA margin at 4% (from 10%); underlying demand fundamentals remain intact, with normalization expected over coming quarters.



RTH & RTC revenue grew 13% YoY to ₹53 Cr with 42% growth in Biryani Kits YoY; The portfolio has scaled ~2.5x over FY21-FY26.



CVD update: the rate on Ecopure's organic soyabean meal exports to the US was revised down from 340% to 75%; the Company has filed an appeal.



Brand momentum continued with the 5th edition of Daawat World Biryani Day (50 Cr+ impressions) and SRK-led campaigns across the US, Middle East & Far East.



LT Foods

At a Glance

Building a Global Food FMCG Powerhouse

Legacy

70+ years of
Industry Experience

Most Loved Brands

DAAWAT®, Royal,
Golden Star, 817
Elephant, Ecolife,
Heritage

Global Footprint

Presence in **85+**
countries
*(well-entrenched global
distribution network)*

Product Portfolio Expansion

Keeping in pace with
changing consumer
preferences

Sustainability Initiatives

Driving sustainability
initiatives across the
Value Chain

Operational Excellence

State-of-the-art facilities;
Strengthening Supply Chain
through **Digital
intervention &
automation**

Sustainable Growth

5 years' Revenue CAGR: 18%
5 years' PAT CAGR: 17%

Market Capitalization

INR 12,700 crores+
(as on 30th June'26)

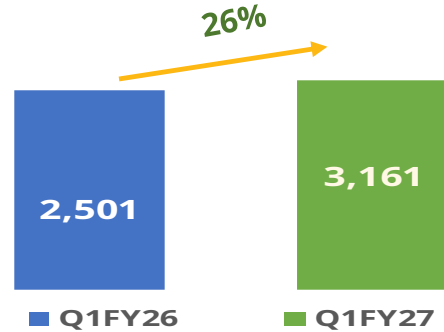
GROWTH PERFORMANCE

Q1 FY27



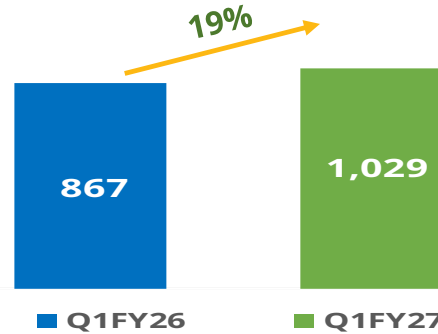
Q1 FY27 Financial Highlights

REVENUE*



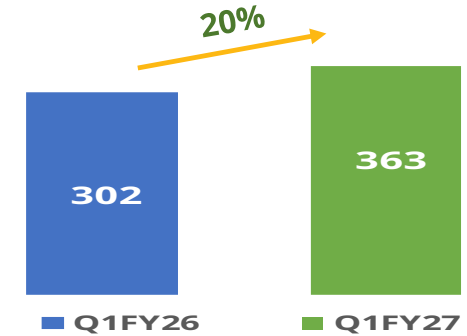
- Normalized 19% (Including Golden Star in Q1 FY26)
- Growth across segments and geographies

GROSS PROFIT



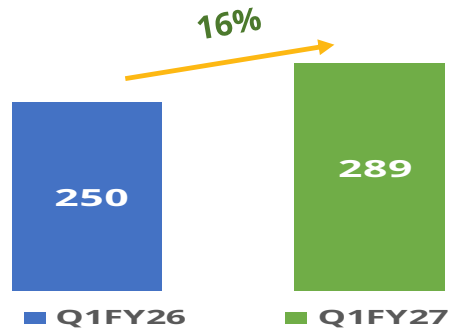
% to revenue from 34.7% to 32.6% due to change in shipment terms with related parties from CIF to C&I

EBITDA



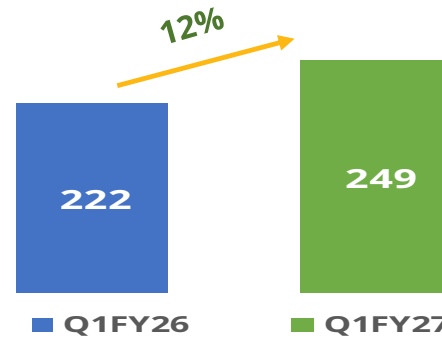
% to revenue from 12.1% to 11.5% due to remodeling of Organic Segment

EBIT



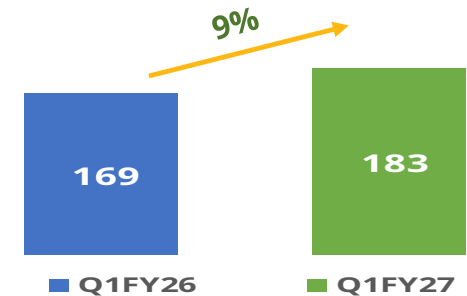
Depreciation increased on account of capitalization of Assets

PBT



Interest Cost increased on account of Supplier Funding arrangements to optimize Working Capital Cycle

PAT



*Revenue includes Revenue from Operations and Other Income

Disciplined Capital Allocation Supporting Sustainable Growth



Key Metrics	Q1 FY26	Q1 FY27
Inventory Days	221	187
Trade Payable Days	55	43
Trade Receivable Days	30	26
Working Capital Days	195	170
Return on Capital Employed %	21.1%	21.1%
Return on Equity %	17.1%	15.9%
Interest Coverage (<i>times</i>)	8.9	7.2
Net Debt / EBITDA	0.59	0.48
Net Debt / Equity	0.18	0.15

Figures in ₹ crores unless specified

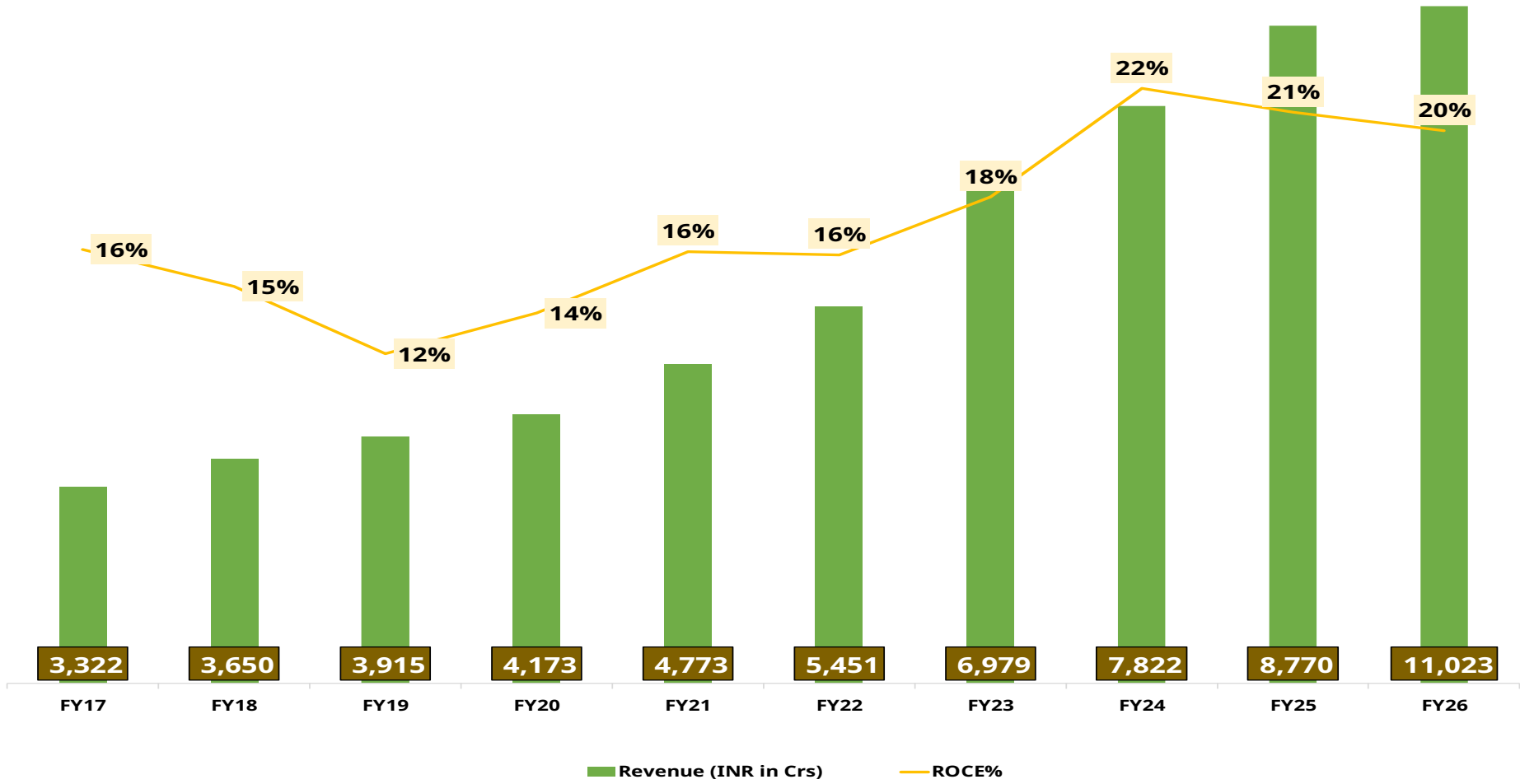
Business Segment Performance

SEGMENTS	BASMATI & OTHER SPECIALITY RICE		ORGANIC FOOD AND INGREDIENTS		RTH & RTC	
Period	Q1 FY26	Q1 FY27	Q1 FY26	Q1 FY27	Q1 FY26	Q1 FY27
Revenue Share %	85%	90%	12%	8%	2%	2%
Revenue (INR in Crs)	2,124	2845	293	254	47	53
Revenue Growth %	18%	34%	32%	-13%*	-16%	13%
Volume Growth %	20% (branded business @22%)	11% (branded business @10%)	-	-	-	-
Gross Margin %	34%	33%	35%	33%	37%	37%
EBITDA Margin %	13%	13%	10%	4%	-5%	-9%

* Due to remodelling of Organic Business

Figures in ₹ crores unless specified

10 Years' Financial Highlights





Business Segments:

- 1. Basmati & Other Specialty Rice**
- 2. Organic Foods & Ingredients**
- 3. Ready-to-heat & Ready-to-cook**

1. BASMATI & OTHER SPECIALTY RICE

From India to Global Kitchens

LT Foods is Known for its most trusted brands in more than 85+ Countries



2nd Largest Basmati brand in India
Leading brand in Far East & Africa



#1 Basmati brand in North America



Regionally strong Basmati brand



#1 Jasmine brand in the USA



Premium Basmati in the Middle East



#1 Basmati brand in Canada



Mazza Rice Brand for Middle East

Devaaya

Staples Brand in Middle East & India

India: A Strong Consumption Story | International: A Scalable Growth Opportunity

Segmental (Q1FY27)	India	North America	Europe	Middle East & Rest of the World
Revenue Mix %	29%	50%	12%	9%
YoY Growth %	19%	49% (27% Normalized Growth*)	-12%**	44%
Highlights	▪ MAT Jun'26 Market Share @ 23.1% ▪ HH penetration @ 64.4 Lacs (MAT Mar'26) (vs. 45.6 lacs (MAT'23)); ▪ Leadership in leading E-Comm / Quick-Comm platforms;	▪ 'Royal' commands a 60% + Basmati rice import share; ▪ 'Golden Star' now #1 Jasmine rice brand;	▪ 4-years revenue target of £100 million for UK;	▪ INR 17 crores of revenue from Saudi Arabia (Q1 FY27)



Devaaya



Devaaya

*Including Golden Star in Q1 FY26

**Due to reduced non- strategic B2B Business

2. ORGANIC FOODS & INGREDIENTS

Purpose Driven, For a Better Tomorrow

+30 years of industry experience

+110,000 Ha organic farmland

+INR 1016 crores Revenue (FY26)

+12% (5 Years' Revenue CAGR)



We own **30% stake** of the European organic foods brand, **Leev**



Explore the tales of farming dedication & innovation:
[Humans of Organic](#)



Figures in ₹ crores unless specified

We are the Leaders in most of the food categories we deal in



25

Countries which form our partner base



+12%

Share in India's exports of organic food



+78%

Share in India's exports of organic rice



+85%

Share in India's exports of organic flour



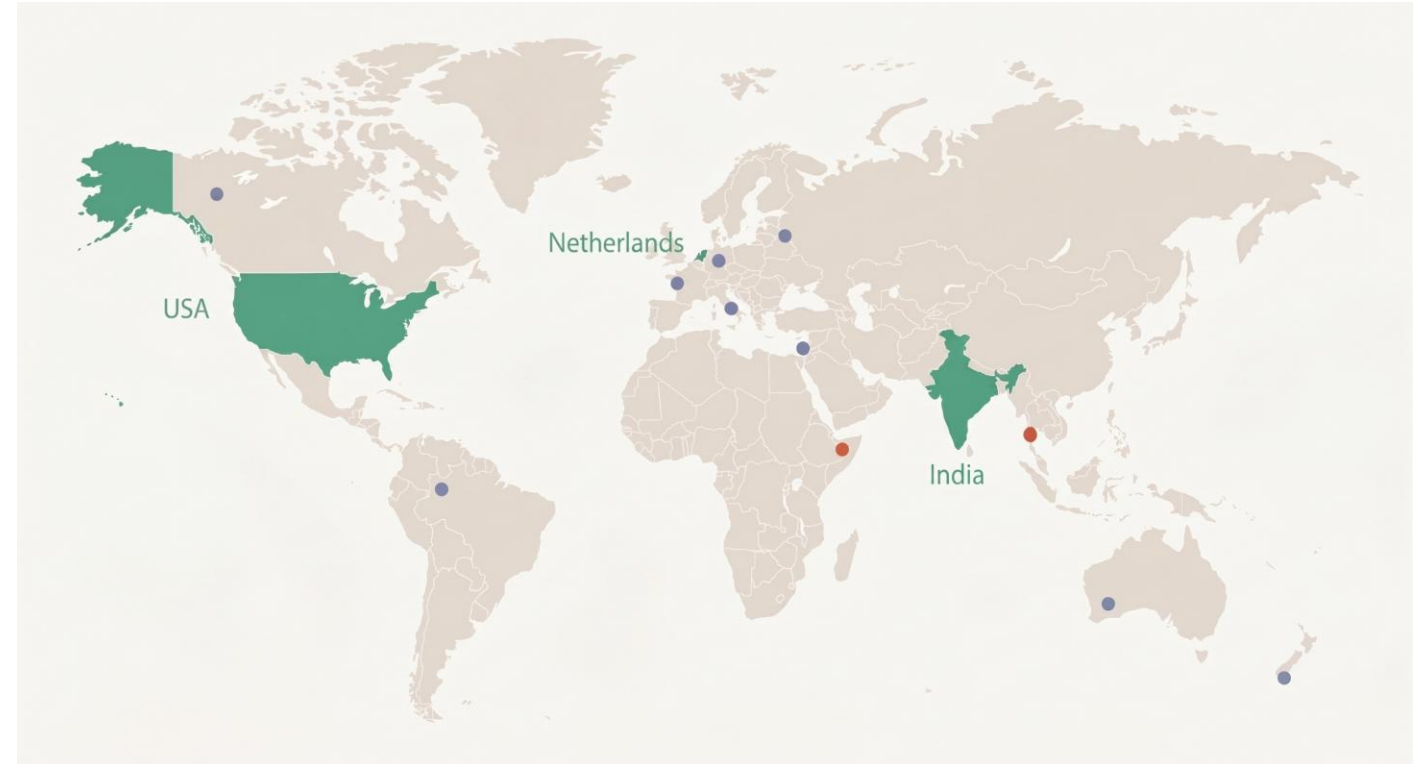
+52%

Share in India's exports of organic pulses & lentils



+21%

Share in India's exports of organic oil seeds



Regions We Export to

- Canada
- France
- Italy
- Australia
- New Zealand

- Germany
- South America
- Israel
- Eastern Europe
- United States



Sourcing Partners

- India
- East Coast Africa
- Thailand



Our Offices

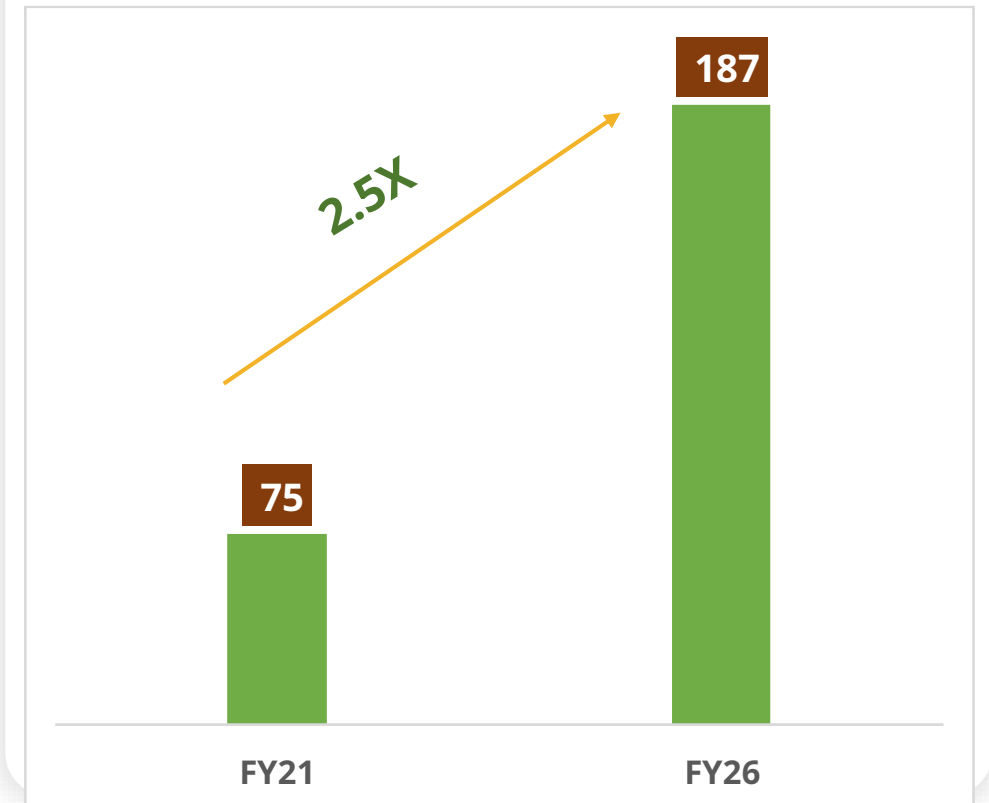
- USA
- Netherlands
- India

3. Ready-to-heat & Ready-to-cook

Aligned with consumer preference for convenient food solutions



REVENUE (INR IN CRS)



Convenience-led Portfolio of Ready-to-Eat & Ready-to-Heat Range

READY-TO-EAT



READY-TO-HEAT



11% YoY Growth

Innovative Ready-to-Cook Solutions for Evolving Consumer Lifestyle

BIRYANI KIT



42% YoY Growth in Biryani Kit

THAI GREEN CURRY RICE



CUPPA RICE



Key Product Launches in Q1 FY27

PRODUCT LAUNCH SPOTLIGHT

NOW IN EUROPE



Idli Rice

Matta Rice

Ponni Rice

10 KG household packs, now available across Europe



Three Authentic Varieties

Launched DAAWAT Idli Rice, Ponni Rice, and Matta Rice across Europe, sourced from South India's finest rice-growing regions for authentic taste, texture, and quality.



10 KG Household Packs

Sized to meet the growing demand for regional staples across Indian households.



A Stronger DAAWAT Portfolio

Strengthens DAAWAT's regional range and reinforces its position as a trusted brand offering diverse rice varieties.



Global Expansion Strategy

Supports LT Foods' plan to grow its regional foods portfolio, bringing India's culinary heritage to consumers across Europe and beyond.

CONSUMER & BRAND INVESTMENTS

Q1 FY27



Daawat World Biryani Day – Strengthening Brand Engagement

DAAWAT[®]
World Biryani Day[®] | 5th July



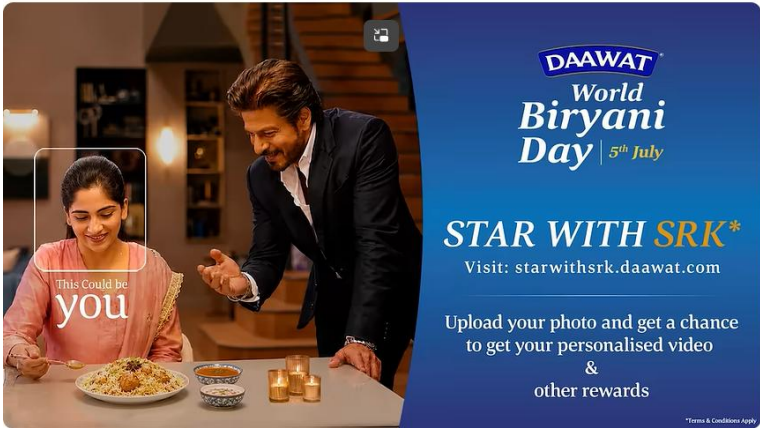
10 Cr+ Impressions



YouTube



Meta



~40000+ Entries



INDIA | 360 degree innovation-led campaign covering various mediums

Massive Digital Reach Through Influencer-Led Storytelling



20Cr+ Views
3L+ Forwards

Biryani scented TOI front page ad



High impact
innovation that went
viral

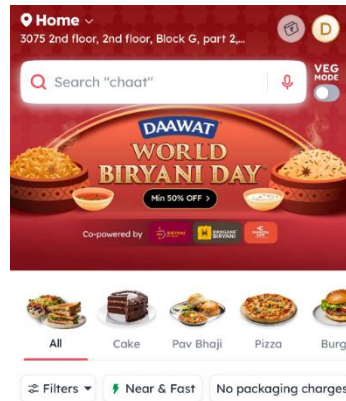
PAN India presence



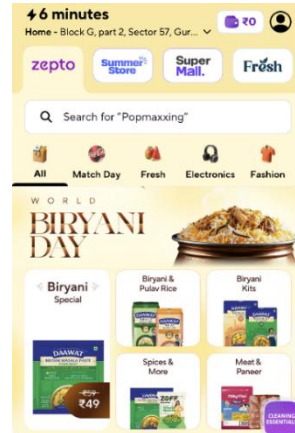
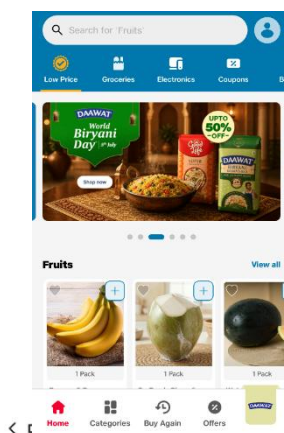
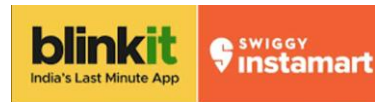
300+ Sites

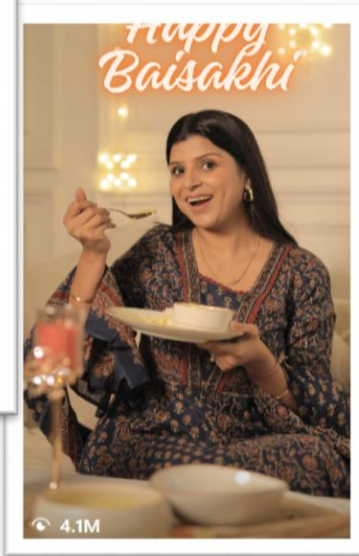
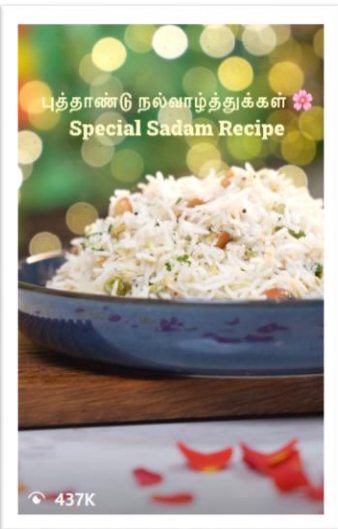
INDIA | Strengthening Brand Reach Through Strategic Partnerships

zomato



SWIGGY





13 M+ Views

BAISAKHI | BIHU | VISHU



18 M+ Views

MOTHER'S DAY



6Mn+ Views

Cultural Relevance

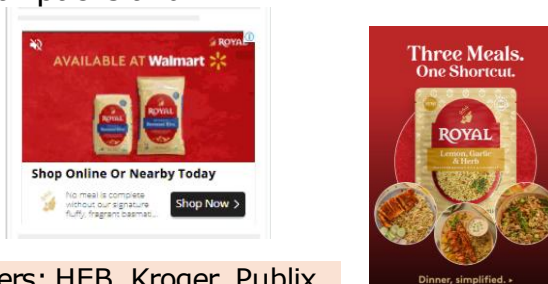
Key Campaigns: Royal®

20lb Jute Refresh: Crafted for Generations to Come
Drive Awareness of the Jute core range refresh & strengthen the #1 Equity with the core audience



Results: Impressions: 10.1M, Clicks: 219.8k, Video views: 714.3k

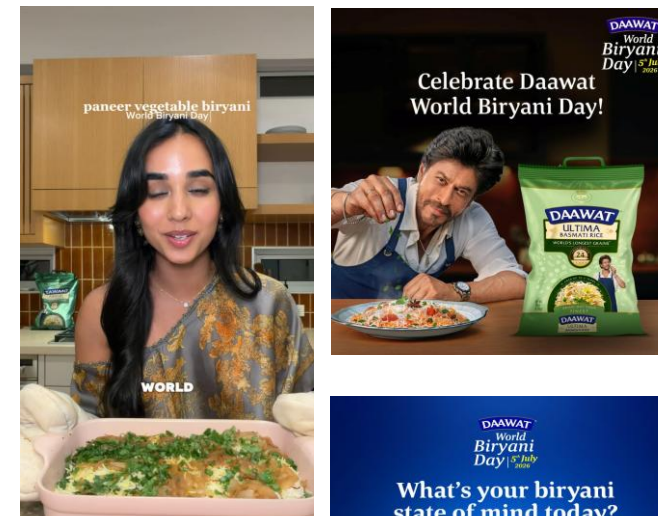
2lb/5lb Basmati & RTH: Conversion Campaign
Drive household penetration and trial in the GenPop audience with small packs and RTH



Key Retailers: HEB, Kroger, Publix, Giant Eagle & Walmart
Impressions: 37.8M, Clicks: 219.2k, Conversion Rate: 48.78%

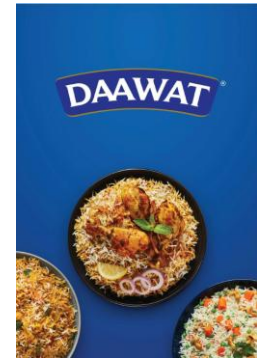
Key Campaigns: Daawat®

World Biryani Day (Pre Buzz Campaign)
Drive awareness and engage consumers



Panner Biryani
@tivphull
136k video views

Results: Impressions: 651K, Clicks: 34K, Video views: 732K



Brand Sponsorships

Major League Cricket Season 4

- Objective:** Strengthen Brand Equity and community engagement among core South Asian audience
- Sponsorship Pillars:** Digital Player content, In-stadium activations & branding, Consumer contests, Product sampling, Branded merch, In-store activations.



Royal Fan Meetup at New India Bazaar

Community engagement with a cricket-affinity audience to drive in-store purchases.

Product focus: Royal 10lb basmati



Trade Shows

National Restaurant Association Show 2026

Brands: Royal and 817 Elephant

Objective: Showcase refreshed Royal brand portfolio, drive trials and purchase consideration among food service audience, and highlight sustainability commitment.



In-Store Activations

ROYAL
Store
window
branding



POS
highlighting
brand refresh





Strategic in-store branding initiative across leading ethnic outlets in the Netherlands

LT Foods UK Launched “**DAAWAT**® Midlands Street Takeover”, a hyper-local integrated marketing campaign

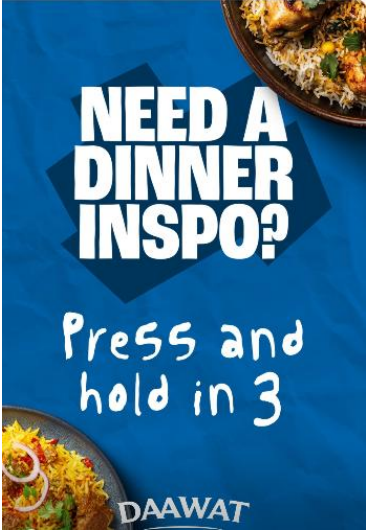
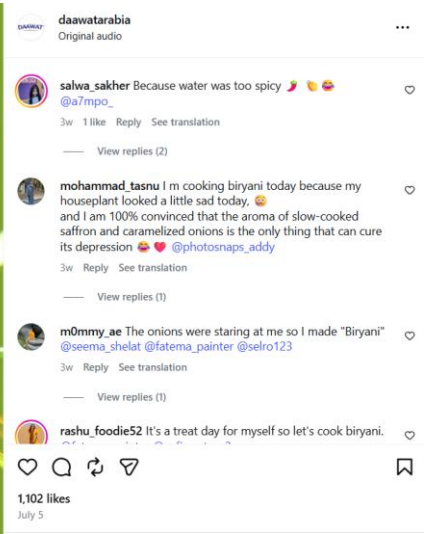
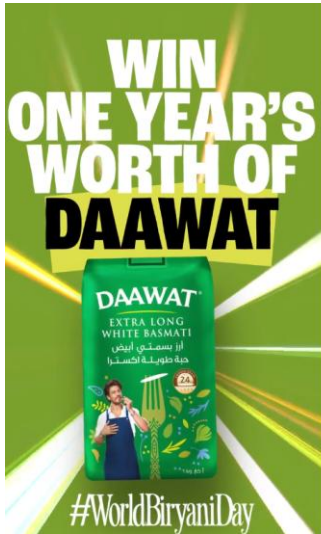


Eid Campaign



Social
Media

Influencer led festive Campaign tap on cultural relevance



GROWTH DRIVERS & STRATEGIC PRIORITIES

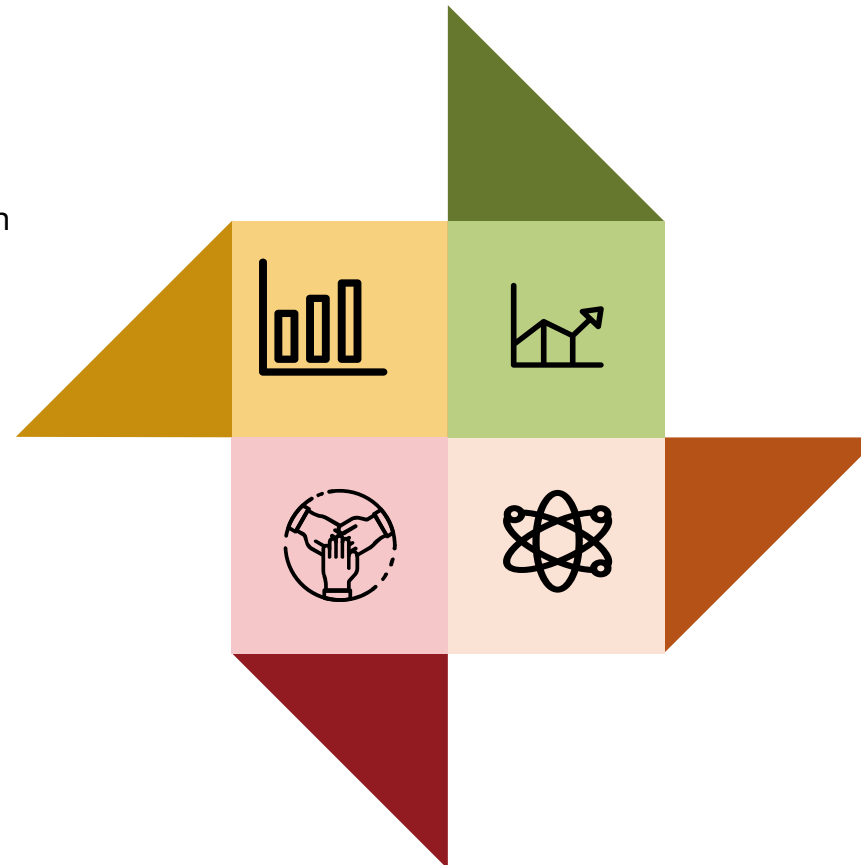


MARGIN EXPANSION

- Building Economies of Scale
- Adding efficiencies across the value chain
- Driving premiumisation

BEING RESPONSIBLE

- Embedding ESG in the culture of the organisation



GROWTH

- Further solidifying the CORE business
- Widening distribution channel
- Expanding product portfolio and entering newer geographies
- Explore inorganic opportunities

CAPABILITY BUILDING

- Digital Transformation
- Focus on building People skills and talent pool

Opportunity Landscape For Our Basmati And Specialty Rice Business

	 India	 North America	 Europe	 Middle East
Basmati and Specialty Rice Market (est.) (INR in crs.)	50,000+	35,000+	7,500+	40,000+
Expected Industry CAGR	10-12%	10-12%	6-8%	9-10%

Sources of Growth

1 Growth in Category and Premiumisation

- Overall growth in Basmati rice and speciality rice categories
- Consumers' movement from lower to higher price points in India

2 Demographics and new age Channels

- Growing South Asian diaspora fuels Western market demand
- Quick Commerce & E-com are expanding

3 Preferences

- Growth of Ethnic cuisine and increasing popularity of biryani, globally

Indian FMCG market is estimated at ~\$105bns, with an expected growth CAGR of 11%, driven by:

- *increased per capita consumption;*
- *increased household penetration (fueled by improving retail reach)*

Strengthening Brand Equity

- *Improve market share in India*
- *Increase consumer acquisition*

Conversational



Contextual



Conventional



Consumer Engagement For Trials

- *Increase revenue mix of NPD*
- *Further strengthen consumer reach and penetration*

Tapping Emergent and Big Opportunities

Super Foods



Regional Specialities



Global Specialities



Portfolio Expansion & NPDs

Mass Media + Digital Presence + Activations

Food Expressions & Recipes



Festive Packs



Consumer Promotions



Activations

Digitally-enabled Distribution Across Verticals

War Room
'Plan Central – Enable Local'

Resolving Bottlenecks
at points-of-sale

Virtual Calling
to reduce costs

Auto Replenishment
for efficient-serving

Credit financing to distributors
cost optimisation





- **Enhance Customer Experience which enable Growth**
- **Margin Expansion for better Profitability**
- **Real time visibility of Data for better Transparency**
- **Enhance Agility, Efficiency & Productivity in operations**
- **Strong Controls & Compliances**



**Sustainable
Business**

Building a Future-ready Global Organisation

Global Manpower

2,800+ employee strength globally

Talent Magnet

58% millennials & Gen Z

(blend of ambition & experience)

Inclusion

Equal Opportunity Employer



ESG Initiatives: Driving Sustainable & Responsible Growth

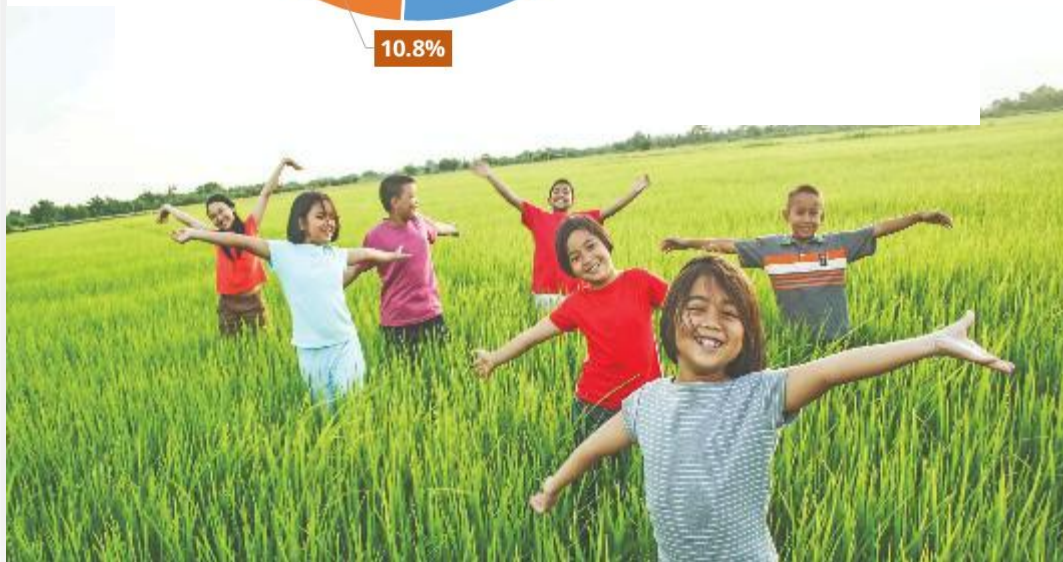
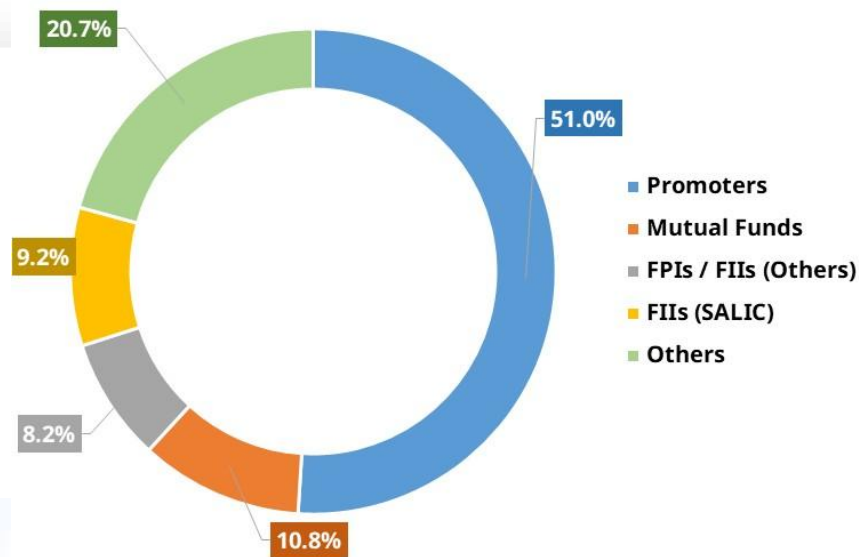
A FULLY INTEGRATED, TRACEABLE VALUE CHAIN — FROM SEED TO CONSUMER PLATE



ESG Recognition

72/100 ESG Rating (Aspiring)

Awarded by **NSE Sustainability Ratings & Analytics**, recognizing LT Foods' commitment to sustainable growth, responsible sourcing, operational excellence, and strong governance.



Shareholder Information as on 30 June 2026

BSE Ticker	532783
NSE Symbol	LTFOODS
Bloomberg	LTFOODS:IN
Market Capitalisation (₹ Crs)*	12,762
Free – Float share %	40.0%
Free Float Market Cap (₹Crs)	5,105
Shares Outstanding (# in Crs)	34.7
Industry	Consumer Foods

Promoter Shares are Unencumbered

* Share price as on 30th June' 2026 (Closing Price BSE: INR 367.5)

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**LET'S BUILD RESILIENCE.
LET'S GROW SUSTAINABLY.**



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