

Ref-LTF/ SE/ 2025-26/

Date: May 15, 2025

To,

BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001	National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051
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Ref. Code: 532783. Scrip ID: LTFOODS

Sub: Presentation for Investors/Analysts Conference Call (Group Meet) to be held today i.e., Thursday, May 15, 2025 at 04:30 P.M. (IST)

Dear Sir /Madam,

With reference to the subject cited above and pursuant to Regulation 30 read with Clause 15 of Para A of Part A of Schedule III of the SEBI Listing Regulations, 2015, please find enclosed the copy of Investors/Analysts Call Presentation pertaining to the Audited Consolidated and Standalone Financial Results and operations of the Company for the quarter and year ended 31st March, 2025.

The Presentation is also made available on the Website of the Company at <https://ltfoods.com/investors>. The recordings and transcript of the said Call will be disseminated to the Stock Exchanges and will be hosted on the Website of the Company within the prescribed timelines as per the SEBI Listing Regulations, 2015.

Request you to please take the above information on records.

Thanking you.

Yours truly,

For **LT Foods Limited**

Monika Chawla Jaggia
Company Secretary
Membership No. F5150
Encl: a/a

Our Trusted Brands





LT FOODS
NURTURING GOODNESS

INVESTOR PRESENTATION

12M & Q4 FY2025

15th May 2025

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DAAWAT
 BRING OUT
 –YOUR–
 FINEST

LT Foods: An Indian-origin Global FMCG Company

Legacy

70+ years of
Industry experience
*(from a small company to a
Billion dollar powerhouse)*

Most Loved Brands

**DAAWAT[®], Royal,
Golden Star, 817
Elephant, Ecolife,
Devaaya**

Sustainable Growth

FY25 Revenue: **INR 8,770 crs**
[16% CAGR in 5 years]
FY25 Profit: **INR 612 crs**
[21% CAGR in 5 years]

Global Footprint

Presence in **80+**
countries
*(well-entrenched global
distribution network)*

Innovation & Portfolio Expansion

New Launches
Keeping in pace with
changing consumer
preferences

Operational Excellence

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

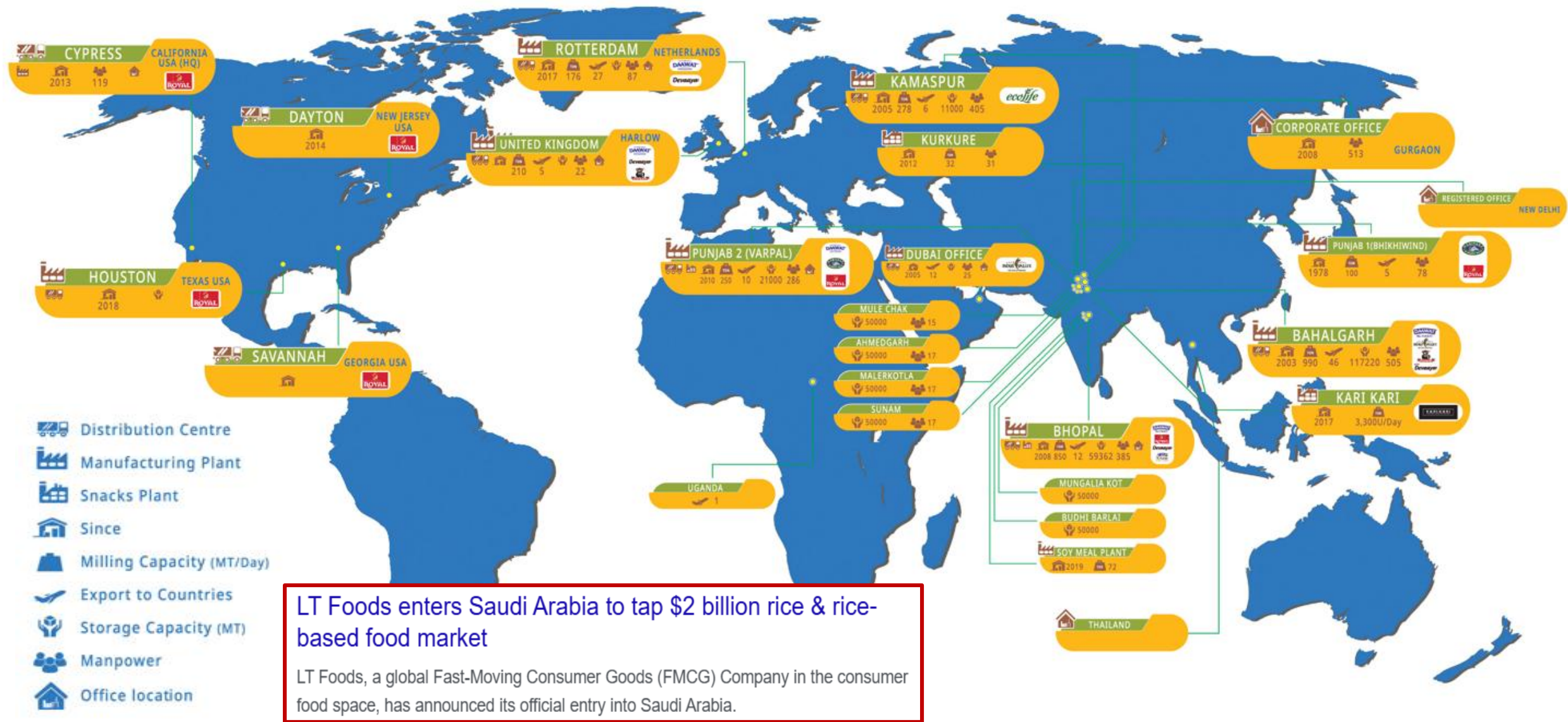
Market Capitalization

INR 13,230 crores
(as on 28 Mar'25)

Sustainability Initiatives

Driving initiatives
**across the Value
Chain**

Our Global Distribution Network



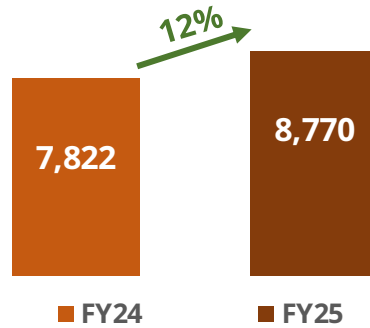
FINANCIAL HIGHLIGHTS

12M & Q4 FY2025



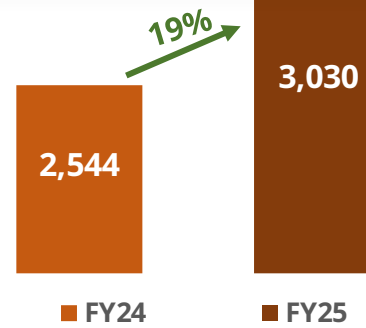
12M FY25 Financial Highlights

Revenue*



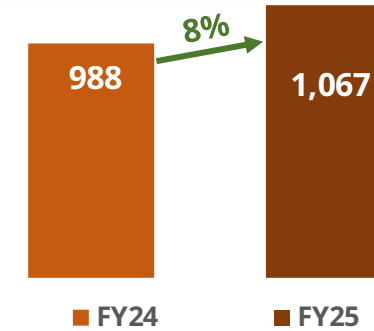
- accelerated **brand** investments;
- Growth across segments and geographies

Gross Profit



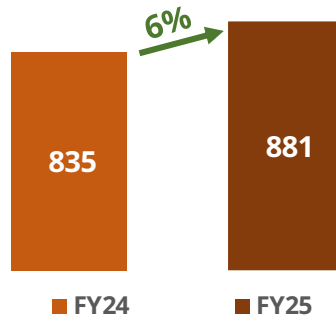
- % to revenue from **32.5% to 34.5%** due to decrease in input costs

EBITDA

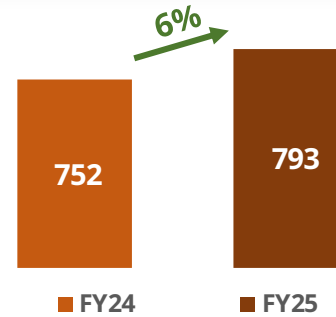


- % to revenue from **12.6% to 12.2%** mainly on account of higher freight & advertisement

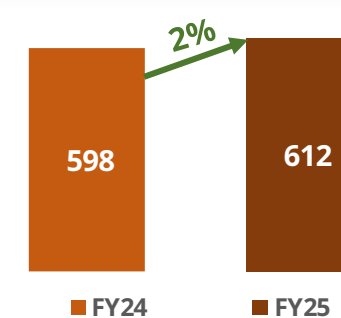
EBIT



PBT



PAT

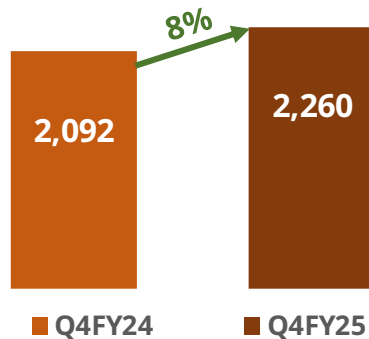


Figures in ₹ crores unless specified

*Revenue includes Revenue from Operations and Other Income

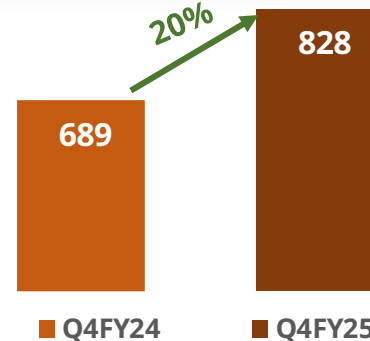
Q4 FY25 Financial Highlights

Revenue*



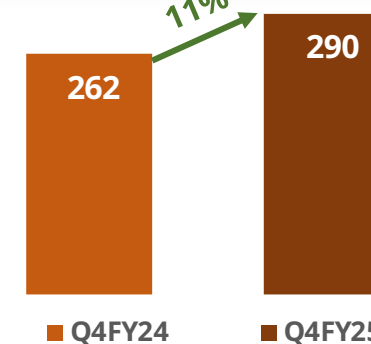
- accelerated **brand** investments;
- Growth across segments and geographies

Gross Profit



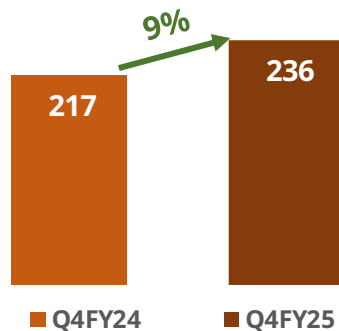
- % to revenue from **32.9% to 36.6%** due to decrease in input costs

EBITDA

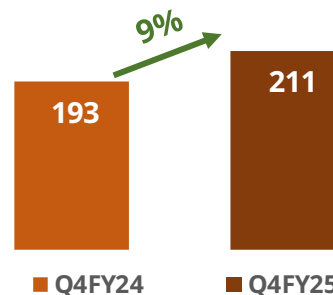


- % to revenue from **12.5% to 12.8%** due to higher margins, offsetting higher freight and advertisement spends

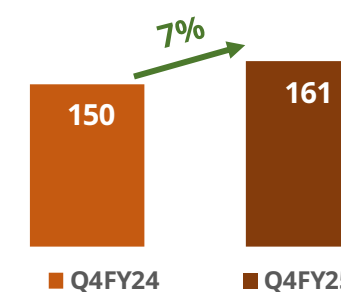
EBIT



PBT



PAT



Figures in ₹ crores unless specified

*Revenue includes Revenue from Operations and Other Income

Higher inventory days on account of **strategic paddy procurement**, as **greater demand is anticipated** in key markets;



Key Metrics	12M FY24	12M FY25
Inventory Days	242	277
Trade Payable Days	85	113
Trade Receivable Days	32	31
Working Capital Days	188	196
Return on Capital Employed %	21.7%	21.0%
Return on Equity %	19.2%	16.8%
Interest Coverage (times)	10.1	10.0
Net Debt / EBITDA	0.53	0.56
Net Debt / Equity	0.14	0.16

Figures in ₹ crores unless specified

Financial Highlights (Segmental)

SEGMENTS	BASMATI & OTHER SPECIALITY RICE		ORGANIC FOOD AND INGREDIENTS		RTH & RTC	
Period	12M	Q4	12M	Q4	12M	Q4
Revenue Share %	86%	86%	11%	10%	2%	2%
Revenue (INR in Crs)	7,561	1,955	933	229	188	45
Revenue Growth %	10%*	8%*	29%**	10%**	-7%*** (normalised @ 21%)	-22%*** (normalised @ -3%)
Volume Growth %	13% (Branded business @13%)	7% (Branded business @13%)	-	-	-	-
Gross Margin %	33%	36%	42%	39%	39%	38%
EBITDA Margin %	13%	14%	11%	10%	-6%	-5%

*supported by strong demand across geographies;

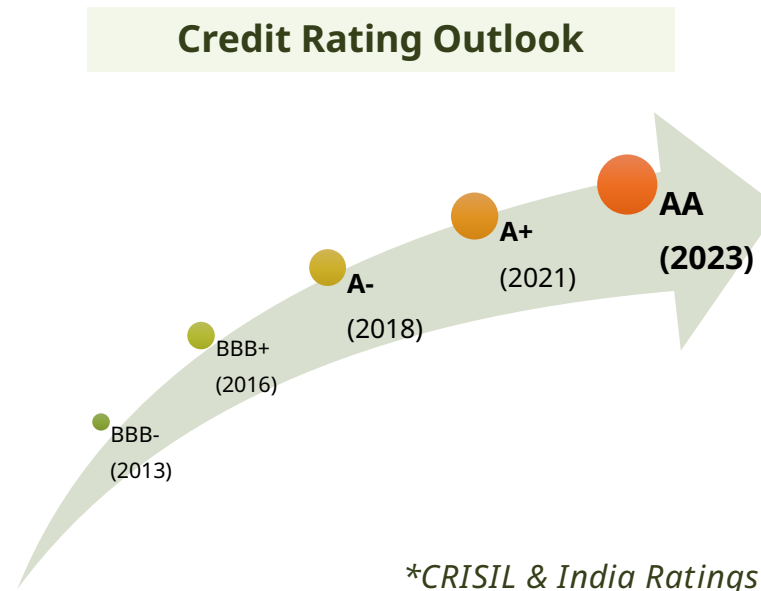
** growth driven by expanded distribution in Europe and the US;

***Discontinuation of 'Daawat Sehat' impacted sales growth, direct sales from JV included;

Figures in ₹ crores unless specified

Our Value Creation Journey

Financial Highlights (INR in Crs)												CAGR
	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY15-25
Revenue	2,780	2,980	3,322	3,650	3,915	4,173	4,773	5,451	6,979	7,822	8,770	12%
Gross Margin %	25.3%	29.4%	27.6%	26.8%	24.9%	28.8%	33.7%	33.7%	34.4%	32.5%	34.5%	16%
PAT %	2.8%	2.4%	3.9%	4.0%	3.5%	4.8%	6.1%	5.7%	6.1%	7.6%	7.0%	23%
ROCE%	13.3%	14.7%	16.0%	14.7%	12.2%	13.7%	15.9%	15.8%	18.0%	22.0%	21.1%	





One of the most loved and consumed brands across globe

BASMATI & OTHER SPECIALITY RICE

Highlights







#1 basmati rice brand in North America



#1 jasmine rice brand in the USA

Expanding Horizons, Maintaining Leadership

Segmental Revenue (12MFY25)	 India	 North America	 Continental Europe	 Middle East & RoW
Mix %	33%	41%	14%	11%
YoY Growth %	9%	19%	2%	-
	<ul style="list-style-type: none"> Leadership in majority of E-comm / Q-comm platforms; Omni channel Presence 	<ul style="list-style-type: none"> 'Royal' commands a 55% market share; Golden Star now #1 Jasmine rice brand; Omni channel Presence 	<ul style="list-style-type: none"> Growth focused on key accounts / brands; Focus on expanding market distribution; Omni channel Presence 	<ul style="list-style-type: none"> 11% growth in the Middle East markets offsetting de-growth in RoW Omni channel Presence



Figures in ₹ crores unless specified

Bringing Food closer to its consumers globally!



United Kingdom

- 5-years revenue target of **£100 million**;
- Partnered with **4 leading retailers** in the UK with focused plans to scale up;



Saudi Arabia

- 5-years investment estimated at **SAR 185 million**;
- 5-years revenue target of **SAR 435 million**;

Incremental revenue of INR 55 crores from rice and value-added products.



Golden Star (USA)

- **#1 Jasmine rice brand in the USA**
- (Thailand) naturally fragrant, long grained, slightly sweet taste and soft texture;

LT Foods owns 51% stake, with an option to acquire the remaining 49% in FY26;

ORGANIC
ecoLife

Good for the People. Good for the Planet.

Live the ecoLife®



ORGANIC FOODS & INGREDIENTS

Highlights

Organic Certification



Food Safety Certification



Other Certifications

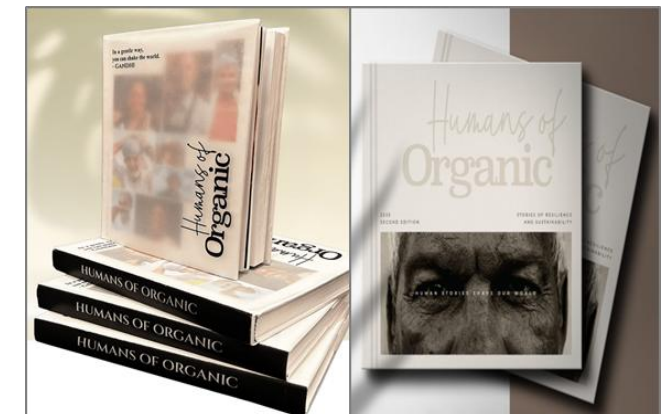


Social Certification



Nature Bio Foods: Pioneers of Indian Organic exports

Expected CAGR of +10%, targeting INR 1,000 crs+ of annual revenue by FY26



Explore more at:
[Humans of Organic](#)

Figures in ₹ crores unless specified



READY-TO-HEAT (RTH) & READY-TO-COOK (RTC)

Highlights



Our Newest
Launch →



Ready-to-Cook (RTC)	Snacks	Ready-to-Heat (RTH)	NEWEST LAUNCH
<div> <div>DAAWAT® Biryani Kits now available in Loblaws (Canada)</div></div> <div><div>↑</div><div>+160% growth in Biryani Kits</div></div>	<div></div> <div><div>↑</div><div>+150% growth in Kari Kari*</div></div>	<div><ul style="list-style-type: none">• Doubling existing capacity;• +1mn pouches being produced monthly;</div> <div><div>↑</div><div>+13% growth in RTH</div></div>	<div><p>Rice Crackers from the <i>Niigata region of Japan</i></p><div><div>Roasted</div><div>Vegan</div><div>Gluten-free</div><div>Non-GMO</div></div></div>

Streamlining product portfolio to focus on high-demand and high-margin products;

* includes direct sales from JV (Kameda LT Foods)

OTHER INITIATIVES / UPDATES

12M & Q4 FY2025



Update on Insurance Claim (9 Apr'25):

Daawat Foods has received **INR 265 crores** (incl. interest of INR 93crs) against 100% bank guarantee, valid till final disposal of the ongoing appeal at the Hon'ble High Court of Madhya Pradesh.

Stake Acquisition (31 Dec'24):

LT Foods completed the acquisition of balance stake in **NBFL (17.5%)**, making it a 100% wholly-owned subsidiary of the Company.

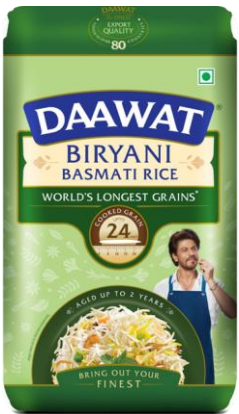
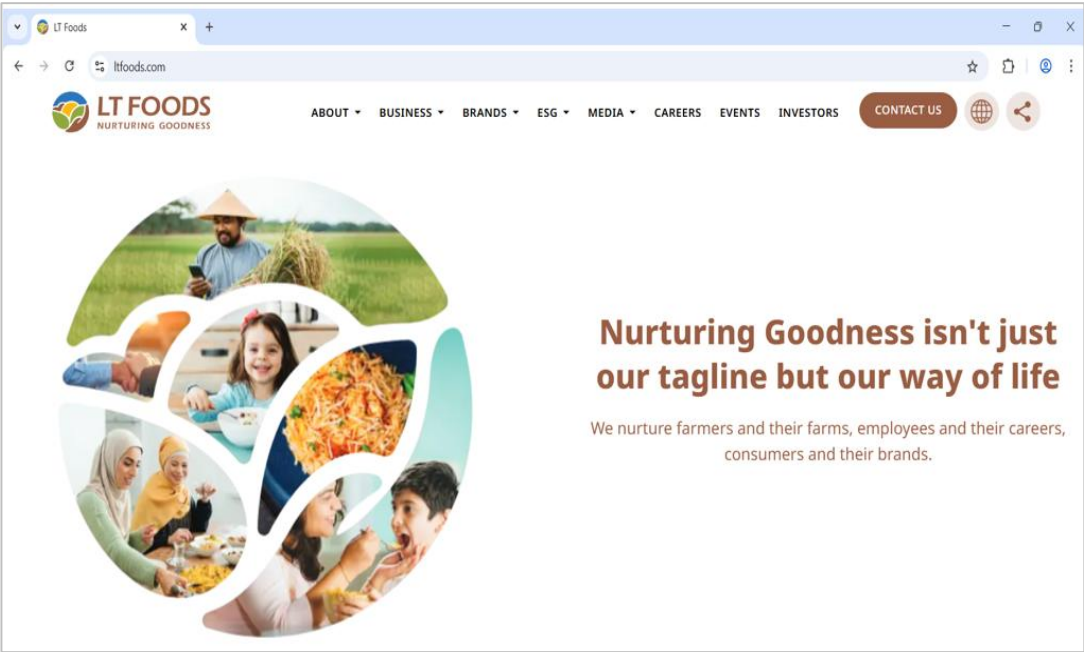
Core Unchanged, Look Refreshed



LT FOODS
NURTURING GOODNESS

Nurturing by Nature
Authentic and Trustworthy
Dynamic and Self-Driven
Enterprising

Visit the
New
Website



The King of Bollywood teams up with the King of Basmati!



DAAWAT
BRING OUT
—YOUR—
FINEST

THE RICE OF INDIA



DAAWAT
BRING OUT
—YOUR—
FINEST

When there's a little impatience,
and a bit of love in the heart
is about to start.
When you want to do something special,
something rare.
When the air at home is spiced with saffron,
cinnamon and care.
When you take note of what will delight
your guest even more.
When on the dining table,
you lay out your best — your heart and soul.
When there's more than one reason
to shower praise.
When your hospitality leaves
nothing to chance.
That's when you know
a **DAAWAT** awaits.



**1st Innovative print campaign
in category**

[ALL India Edition: 1.52 crore
HHS]



Times Square, New York



#StocksInFocus #LTfoods #StocksToTrade
#Collab #NurturingGoodness #LTFOODS
#rice #StockMarketIndia
#LTVeteran **#ShahRukhKhan** #SRK
#daawat #FMCG #BringOutYourFinest #Daawat
#HPORB #ZeenaAman #StocksToWatch #StocksInfocus
#DaawatBringOutYourFinest



Watch the **NEW CAMPAIGN**

The King of Bollywood teams up with the King of Basmati!

Live across Top 25+ channels (National & Regional)



Impactful OOH and DOOH branding in 134 sites across 32 Cities;



Watch here:

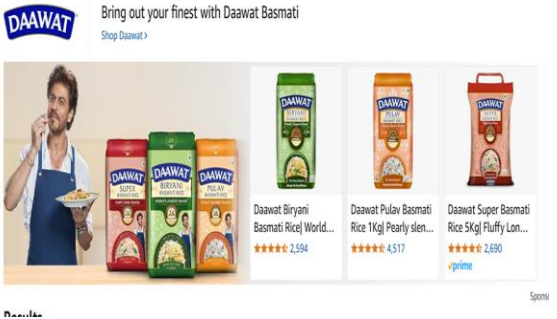
1st ever 3D Anamorphic in category



Visibility on Top Shows



Events of the week



Sponsored

 Daawat
www.blinkit.com/

Daawat - Bring Out Your Finest - Elevate all dishes with Daawat

Discover the fluffiest, long grain Daawat Basmati. Perfectly aged for finest flavor & aroma that bring out the best in your dishes.

Culinary Celebrations: DAAWAT® World Biryani Day



Highlights from India, UK, Middle East and Australia



Brands align with
DAAWAT®



Innovative Tech-AI
enabled campaign



Electrifying music
concert



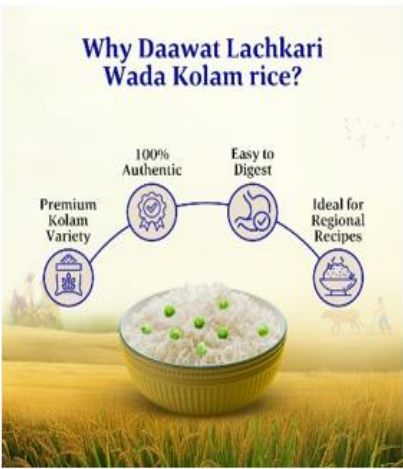
Star Power



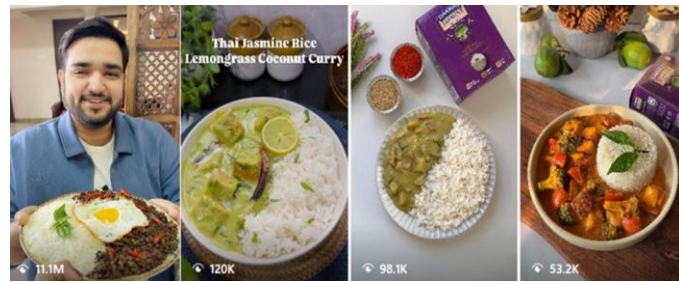
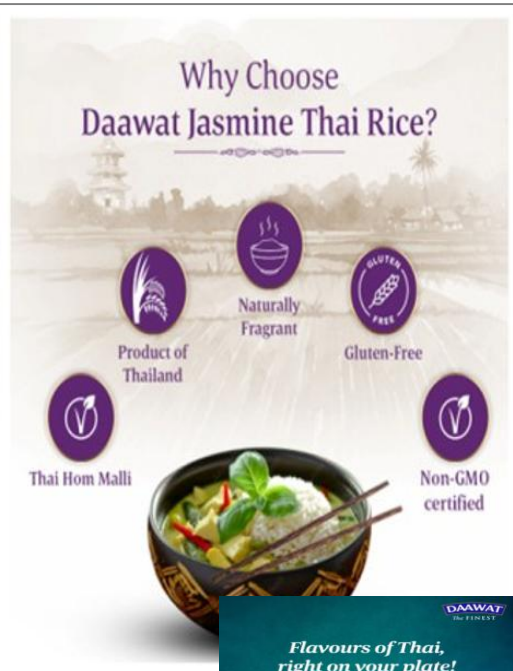
Community
building

One stop solution for all your needs

Launch of 1kg Regional Rice varieties across all the channels



Daawat's Jasmine Thai Rice: INDIA's 1st GLOBAL RICE, now at your doorstep!

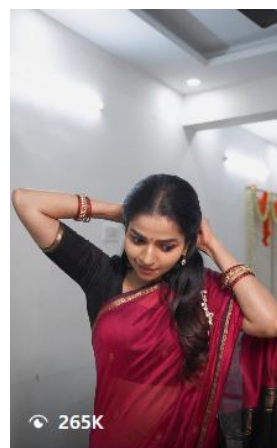


Celebrating the Spirit of India with Festive Campaigns

UNESCO Heritage Pandal: 1st of its kind RICE INSTALLATION of Goddess Durga Kolkata



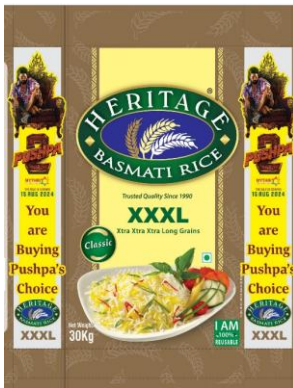
HERITAGE Campaigns: Goa and Pongal (Tamil Nadu)



Navratri: 360 campaign ~ On-Ground, On Air coverage, In-show integration & Radio



Pushpa 2: On-Pack and In-film Integration



Digital Campaign featuring 3 Michelin Star Chefs: (+3.2cr impressions and +4.5mn views)



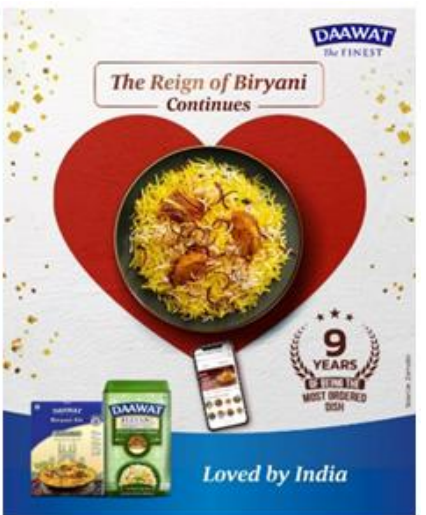
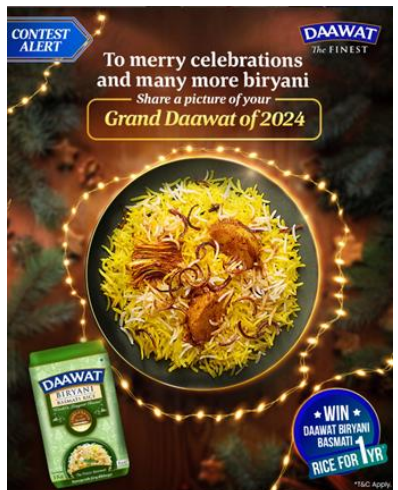
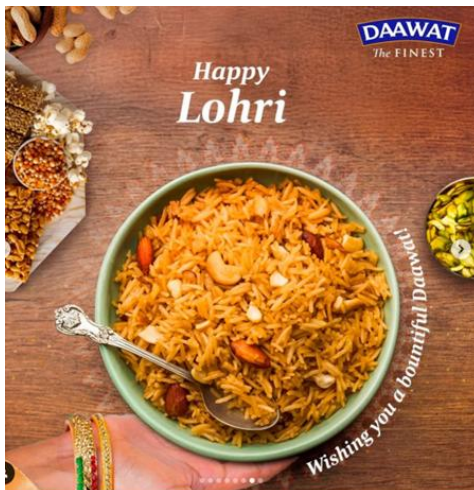
Gourmet Journey: Daawat by Chef
Gaggan Anand - Episode 1



Gourmet Journey: Daawat by Chef
Himanshu Saini - Episode 2



Gourmet Journey: Daawat by Chef
Atul Kochhar - Episode 3



Focused Marketing Initiatives Across Key Geographies

US	IMPRESSIONS	CLICKS	WEBSITE CONVERSIONS
SEARCH	16,852,969 +42%	320,682 +10%	336,975 +25%
DISPLAY	87,745,848 +188%	1,691,210 +541%	1,017,747 +10k%
YOUTUBE	87,322,689 +234%	176,772 +237%	86,128 +3k%
TOTAL	191,921,506 +180% YoY	2,188,664 +259% YoY	1,440,604 +400% YoY



'Signature sponsor partner of 'Major League Cricket'



Dual branded booth at the 'Natural Products Expo West'



Co-Marketing campaign with **Kikkoman**

UAE: 11Mn VIEWS & 4.3Mn reach JAN.-MAR.'25

CONTINUE BUILDING BRAND FAMILIARITY



8 weeks starting Jan.15. Monthly R 90%+/F 5 Views: SA 6Mn. AR 4.2Mn

ENDORSEMENT WITH EMIRATI CHEFS & AMPLIFY BRAND BUZZ WITH ORGANIC OUTREACH



7 Chefs paid 20 organic outreach 125 pieces of content 600K Views 4.3Mn reach



IRQ: 33Mn VIEWS JAN.-MAR.'25

CONTINUE BUILDING BRAND FAMILIARITY BTFD ON HIGH REACH ONLINE PLATFORMS



Iraqi	Live time	Monthly Reach/ Frequency	Views
	5 weeks starting Jan.15.	90%+/5	18.3Mn

SEEDING RECOMMENDATION & OCCASION FIT FOODIES & CELEBRITIES IN RAMADAN



15Mn views. 19 pieces of content. 2K followers' gain. 9 influencers

Awards & Accolades



Great Place To Work[®]
Certified
FEB 2025-FEB 2026
INDIA[™]

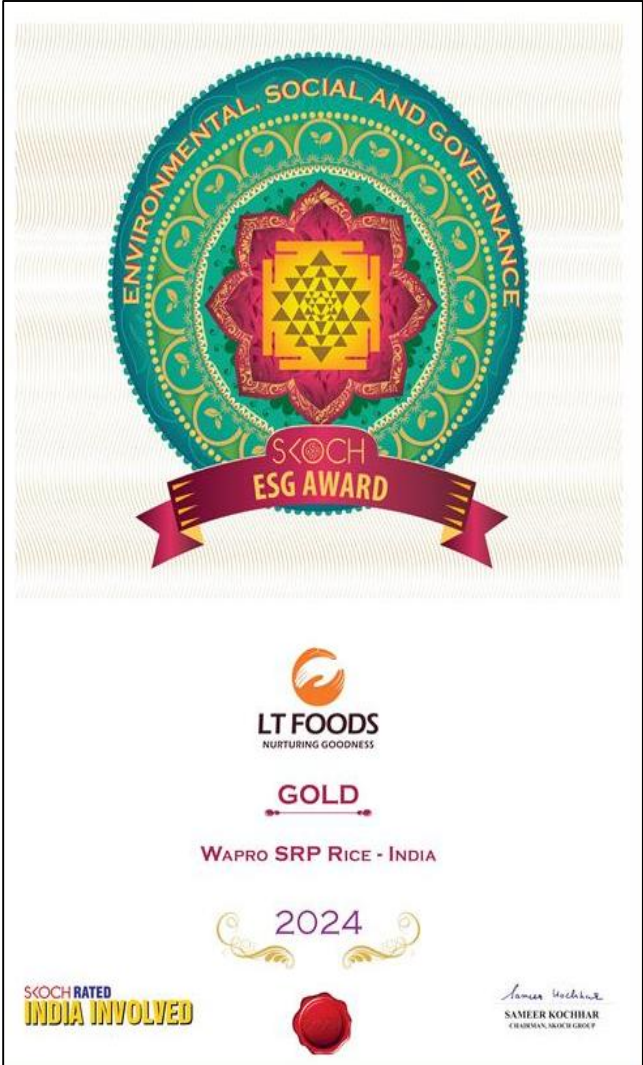
This is to certify that LT Foods Limited has successfully completed the assessment conducted by Great Place To Work[®], India, and is certified as a great workplace.
Category: Mid-Size Organizations

This certificate is valid from February 2025 till February 2026.



Balbir Singh
Chief Executive Officer
Great Place To Work[®], India

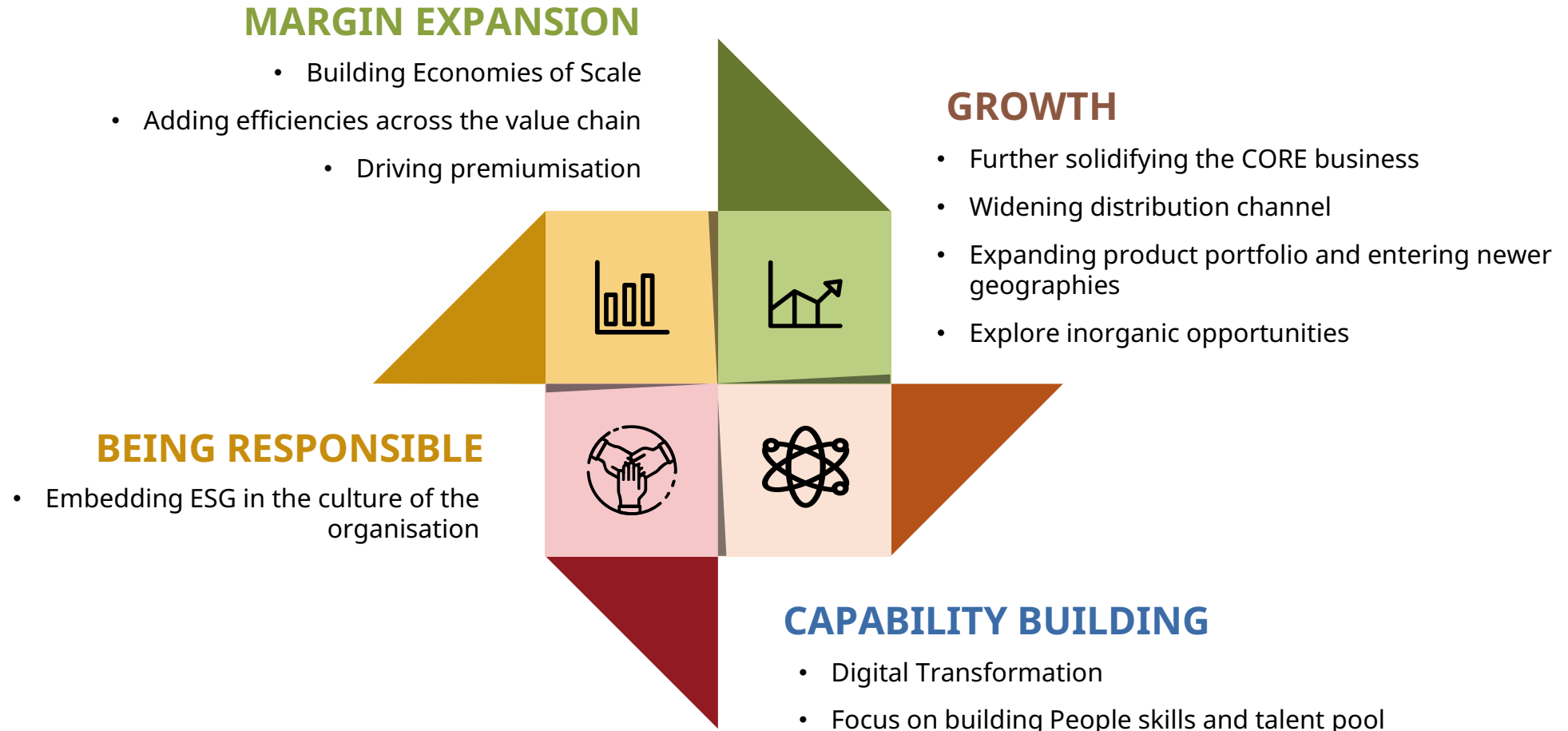
Note: The certificate is valid subject to the terms and conditions agreed to by the Organization.





STRATEGY & OUTLOOK





Laying A Clear Path in Place for Future Growth

Compelling growth opportunities across geographies, expected to achieve EBITDA Margin of +14% in the next 4 years

Expanding Product Portfolio and Product Premiumisation

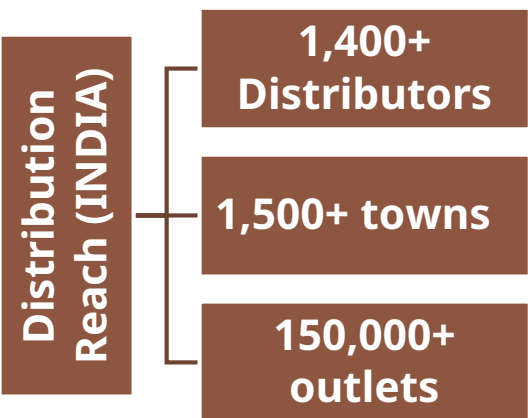
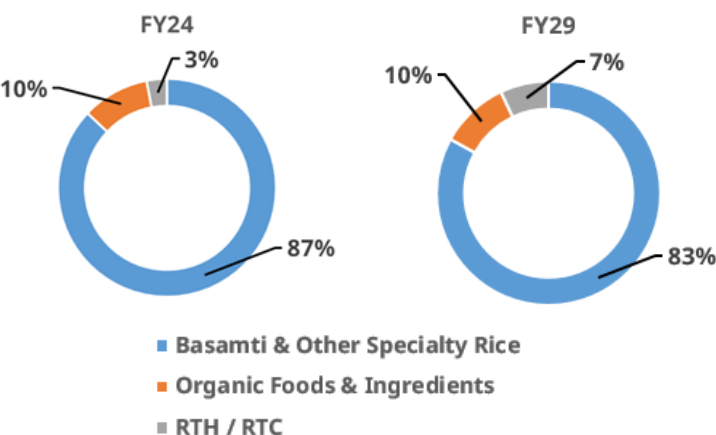
- Focusing on high margin new and premium products;
- Exploring multiple adjacent categories for expansion ~ *right to win to expand share of consumer's wallet;*

Identified Levers for Margin Expansion

Deepening Distribution and entering Newer Geographies





- Robust distribution network to drive consumer reach & penetration, and to further strengthen our franchise;
- Strategic restructuring based on the 'Theory of Constraints' is geared towards achieving sustainable growth

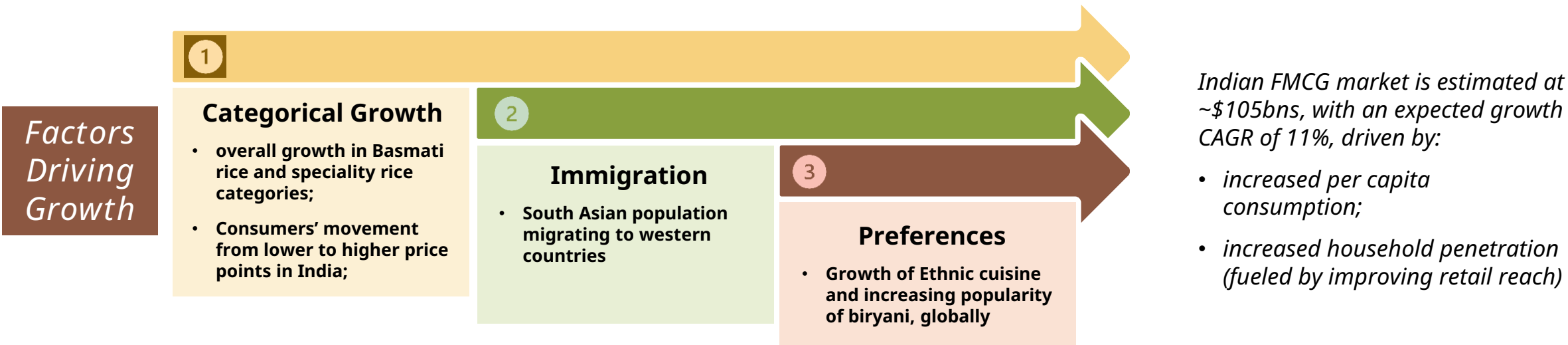
Revenue Mix %



Strong focus on Quick Commerce, E-Commerce and Modern Trade partners

Opportunity Landscape for our Core Business

	 India	 North America	 Europe (+UK)	 Middle East
<i>Basmati Rice Market (est.) (INR in crs.)</i>	24,000+	6,000+	6,000+	30,000+
<i>Expected Industry CAGR</i>	7-9%	10-12%	4-6%	3-4%



Further strengthening brand recall for increased market share

Strengthening Brand Equity

- Improve market share in India
- Increase consumer acquisition

Conversational



Contextual



Conventional



Consumer Engagement For Trials

- Increase revenue mix of NPD from 2% (currently) to 10%
- Extend into adjacencies
- 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



Investing in Capabilities: Digital Transformation

Build a 'Smart & Intelligent Enterprise' which can drive 1.5X ~ 2X BUSINESS VALUE



Case Study:

How LT Foods achieved 2x revenue growth with digital supply chain transformation

Almost 2X
revenue growth

Reduced finished
good inventory
from 40-45 days
to 20 days

Expansion of
depots from 6 to 12

- Enhance Stakeholder Experience
- Create More Value For The Customer
- Optimize & Rationalize Cost
- Enhance Productivity
- Bring More Transparency
- Reduce Risks
- Enable Compliances
- More Controls & Agility
- Enhance Safety
- Enable Fast Decision Making
- Enable ESG
- Strong Brand Value
- Better Market Position



Enable Revenue Growth



Improved EBITDA



Strong Controls

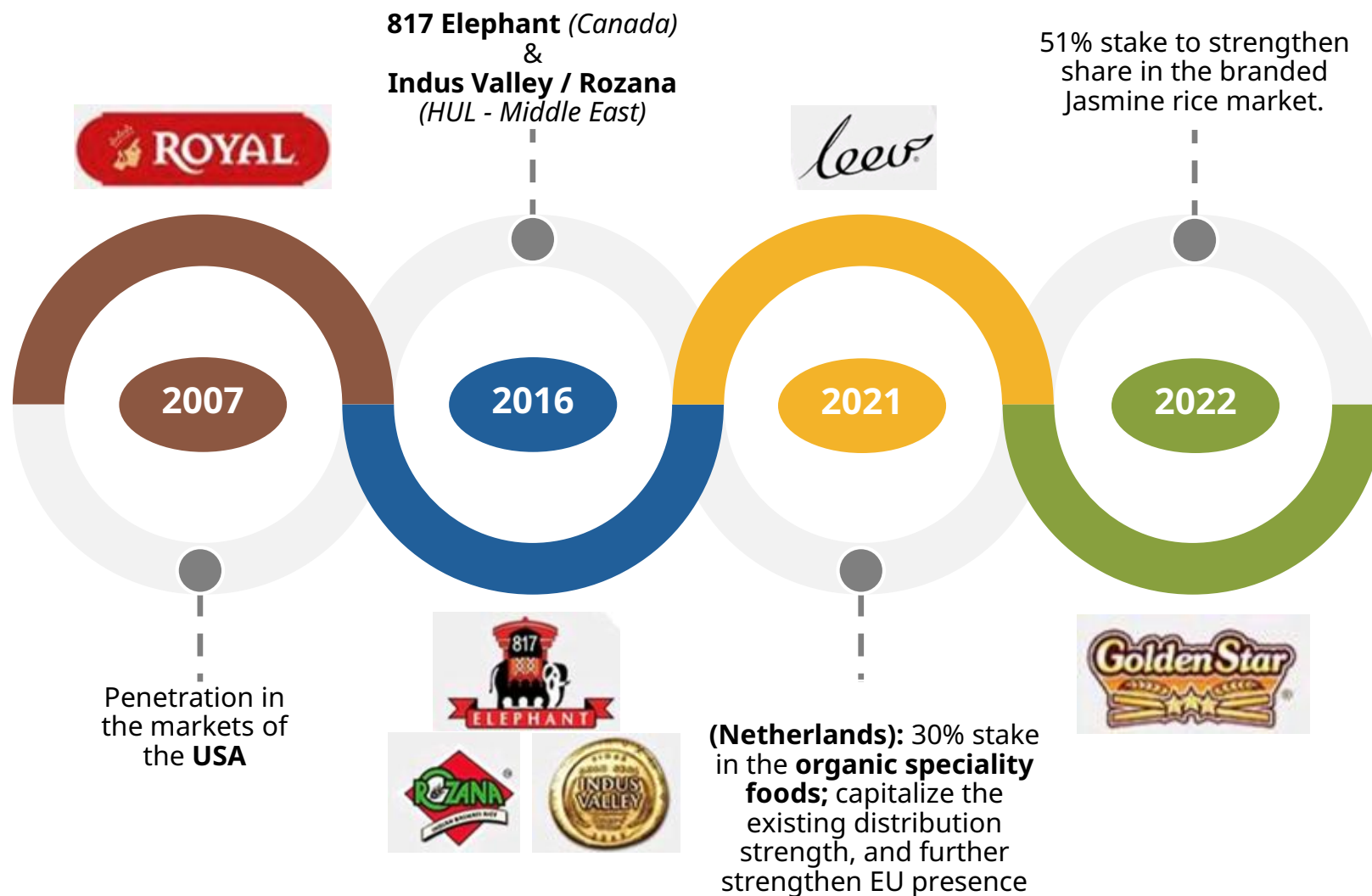


Enable Sustainability



Stronger Financial Position

Our Inorganic journey so far



'Golden Star' is now the #1 Jasmine rice brand in the US


Acquisition Attributes

- Strengthen presence in existing and newer geographies;
- Further solidify presence in newer segments in existing geographies;
- Leverage distribution network of the target entity to supply existing products;


ESG Initiatives: Nurturing Goodness


LT Foods Limited

Sustainability Report 2023-24




Shaping a Sustainable Future






FUELING 3,000+ YOUNG MINDS WITH HEALTHY MEALS




Through its mid-day meal programs, we ensure 3,000+ children receive vital nourishment require for a healthier life.



GENDER EQUALITY STARTS WITH EDUCATION

We Support 75 Girls Through Udyayan Care, Ensuring a Brighter Future






PURE WATER, BRIGHTER FUTURES FOR 30,000+ LIVES





Our water sanitation initiative makes clean water a reality for many



EMPOWERING THE FUTURE


We're promoting digital education by establishing computer labs and dedicated teachers in schools





THE CYCLE OF CHANGE STARTS HERE!

We empower women with menstrual health education & safe sanitation practices





COME RAIN OR MORE RAIN, WE'LL BE READY!

We recycle 15,000+ KL of water with rainwater harvesting.





CHANGE BEGINS WITH BRIGHT IDEAS!

Lighting 323 communities with solar power

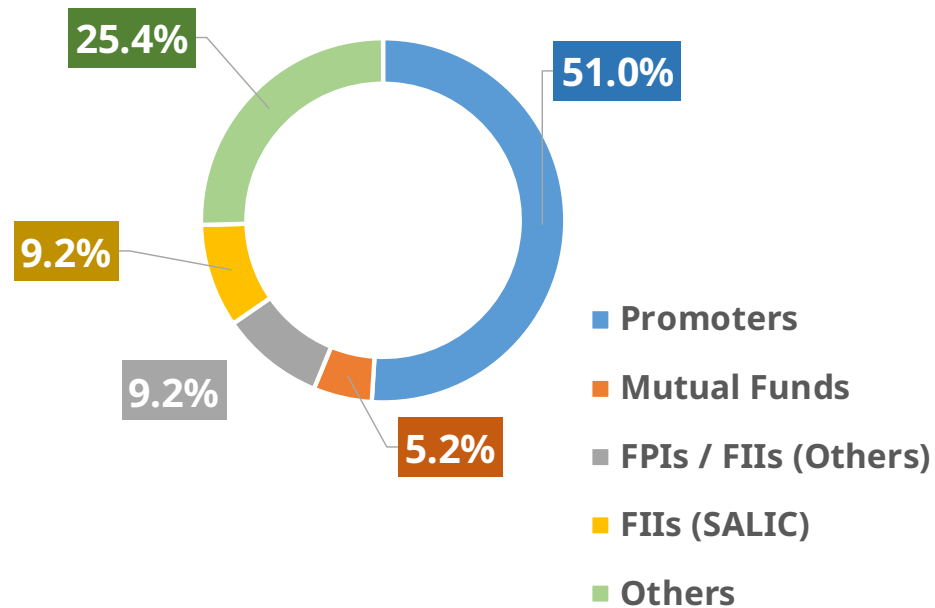




By 2030, LT Group aims to create 100+ ponds to support water recharge and enhance sustainability efforts.



1st Sustainability Report



Shareholder Information as on March 28, 2025

BSE Ticker	532783
NSE Symbol	LTFOODS
Bloomberg	LTFOODS:IN
Market Capitalisation (₹ Crs)*	13,230
Free – Float share %	40.0%
Free Float Market Cap (₹Crs)	5,292
Shares Outstanding (# in Crs)	34.7
Industry	Consumer Foods

Promoter Shares are Unencumbered

* Share price as on 28th March 2025 (Closing Price: INR 381.0)

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



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