

LT Foods' Organic Business Arm - Nature Bio Foods (NBF) enters Business-to-Consumer (B2C) segment

- ***Eyes revenue in tune of Rs. 400 crores over the next 5 years from Europe***

New Delhi, (India), 16th July, 2025: LT Foods, the 70-year-old Indian-origin global FMCG Company in the consumer food space, has announced that its organic business arm, Nature Bio Foods Limited, has forayed into the Business-to-Consumer (B2C) segment in Europe with the inauguration of a new facility in Maasvlakte, Rotterdam.

The move is a part of LT Foods' strategic growth roadmap, which aims to diversify its go-to-market approach by entering the Business-To-Consumer (B2C) segment, thereby complementing its strong Business-To-Business (B2B) foundation. This expansion reinforces Nature Bio Foods' position as one of the leaders of the organic movement globally and deepens its commitment to bridging the gap from 'Farm to Folk', bringing sustainably grown organic ingredients from India, Africa, and beyond, directly to consumers and brands in Europe.

The initial Capital Expenditure (CAPEX) for this new facility is in the tune of Rs. 20 crores. The company would be investing another Rs. 15 crores over the next 3 years. Spread over 20,000 square meters, the new facility is strategically located at the 'Port of Rotterdam', which is widely considered as the "Gateway to Europe" for logistics due to its strategic location, extensive infrastructure, and role as a major hub for maritime and inland transportation.

The new facility boasts of four CO₂ pressure treatment chambers for chemical-free disinfestation. It possesses three cleaning and processing lines with one for seed, one for grains and one for bulk loading for industries. The new facility has advanced retail packaging lines with an annual handling of 15,000 MT. It has a storage capacity for 15,000 pallets and a smart warehouse system aligned with the company's sustainability goals.

The facility will handle a wide range of dry organic products including Organic rice, pulses, superfoods, oilseeds like flaxseed, sesame, buckwheat, chia, quinoa, sorghum, and cashews, all ready for mainstream consumers across Europe. The company has already attracted interest from major retailers in Germany and the Benelux region. With this new capability, the company will not only continue sourcing from India and Africa but also expand its procurement from over 20 countries worldwide, delivering premium organic ingredients to European shelves.

Speaking on the occasion, Mr. Ashwani Arora, Managing Director and CEO, LT Foods said, "The move is a bold step toward strengthening a traceable, efficient, and climate-conscious organic supply chain in Europe. It is a proactive approach to expand the business and create a replica of the successful India model across geographies. This will further help LT Foods scale up the growth from the organic segment. This expansion not only reinforces LT Foods' commitment to responsible sourcing and environmental stewardship, but also positions us to unlock significant growth potential from the organic segment in key international markets."

Sharing his views, Mr. Rohan Grover, CEO, Nature Bio Foods Limited, said, “With this expansion, our universe has just become bigger. We’re proud to have built a world-class facility far from home, with the best technology and the right talent to drive our mission forward. We are now poised to make an even bigger contribution to the € 45 billion organic market in the European Union. The company expects to see revenue acceleration beginning FY 2026-27, with an anticipated additional ₹400 crores in revenue over the next five years, driven by this strategic investment.”

About Nature Bio Foods Limited

Nature Bio Foods traces nearly 30 years back when the first seeds of organic basmati rice were sown in 1996. Since then, NBF has been a core in this organic journey, endeavouring to deliver the purest and healthiest quality products to its consumers worldwide.

NBF is the subsidiary of LT Foods who is among the principal producers of the most premium and finest basmati rice for brands DAAWAT® and Royal®. NBF provides quality food ingredients to global consumers by following environmentally safe production techniques and using agri-ingredients. NBF has a ground presence in the U.S. and Europe through its subsidiaries NBF Inc. and NBF BV, respectively.

For details, visit www.naturebiofoods.organic

About LT Foods Limited

LT Foods Ltd. [NSE: LTFOODS, BSE: 532783] is a leading Indian-origin global FMCG company in the consumer food space. It is a leading player globally in the specialty rice and rice-based foods business for more than last 70 years. The company delivers the finest quality and taste experiences in more than 80 countries across India, the U.S., U.K., Europe, the Middle East, the Far East and the Rest of the World. The company’s flagship brands include DAAWAT®, one of India’s most loved and consumed Basmati brands, Royal®, which is North America’s most loved brand and many more. The company is proudly expanding into the future food preferences of millennials by offering organic food in global markets and supplying organic food-ingredients to leading businesses. The company is committed to nurturing the goodness of food for people, the community and the planet.

With a consolidated revenue of around Rs. 8,770 crores as of FY’25, LT Foods has an integrated “Farm to Fork” approach with a well-entrenched Distribution Network with Global Supply Chain Hubs backed by automated state-of-the-art and strategically located Processing Units in India, the U.S. and Europe, and a robust distribution network with 1400+ distributors across the globe.

For further information, please contact:

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