



13th August 2025

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Floor 25, Pheroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.
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Fax No. 022-22723121 / 22721072

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra-Kurla Complex,
Bandra (E), Mumbai – 400 051.
Ph.No. 022- 26598100 / 26598101
Fax No. 022-26598237 / 26598238

Codes: BSE Scrip code 500215, Co. code 1311
NSE Symbol SUNDROP, Series EQ-Rolling Settlement

Dear Sir(s)/Madam,

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015

Further to our earlier letter dated 06th August 2025, regarding hosting of an Investor/Analyst Conference Call on the Unaudited Financial Results (Standalone & Consolidated) for Q1 ended June 30, 2025, on Wednesday, 13th August 2025, we are enclosing a copy of the presentation proposed to be shared to Investors/Analysts at the said Call. The presentation would also be placed on the website of the Company <https://www.sundropbrands.com/analyst-calls.aspx>

You are requested to take this on record.

Thanking you,

Yours faithfully

For Sundrop Brands Limited

(formerly known as Agro Tech Foods Limited)

Jyoti Chawla
Company Secretary and Compliance Officer
Encl. a/a.

Sundrop Brands Limited (Formerly known as Agro Tech Foods Limited)

Registered office: 31, Sarojini Devi Road, Secunderabad- 500003, Telangana, India. Tel: 91-40-66650240

Corporate office: Tower C, 15th Floor, Building No. 10, Phase-II, DLF Cyber City, Gurgaon-122002, Haryana. Tel: 0124-4593700

Web: www.sundropbrands.com; CIN: L15142TG1986PLC006957

Sundrop Brands Limited

(Formerly known as Agro Tech Foods Limited)

Investor Presentation

13th Aug 2025

Certain statements in this release concerning our future growth prospects are forward-looking statements, which are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated in such forward-looking statements.

Important factors that could cause actual results to differ materially from our expectations include, but are not limited to, risks and uncertainties regarding the execution of our business strategy, general economic and business conditions in India, our research and development efforts, our growth and expansion plans and technological changes, increased competition for talent, changes in the value of the Rupee and other currencies, economic uncertainties and geo-political situations, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global food industries, increasing competition, expectations concerning our market position, future operations, margins, profitability, liquidity, capital resources and changes in the foreign exchange control regulations in India.

Neither the company, nor its directors and any of the affiliates have any obligation to update or otherwise revise any statements reflecting circumstances arising after this date or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.



Vision

Bringing joyful food experiences to the modern consumer

Mission

Creating innovative, delicious, and convenient food solutions



Sundrop Brands is emerging as a scaled food platform, with a significant profitable growth opportunity

Presence in high growth and high margin categories

Renewed focus on its core portfolio

Increased salience in fast-growing channels

Increased focus on improving EBITDA and PAT margins

Capital efficient approach to building scale

Organic + Inorganic route to own category leading brands



Sundrop Brands platform is a combination of three market leading brands



A powerhouse of owned and perpetually licensed food brands with strong recall and global affiliation



...with a large and diverse product portfolio

Snacking



Popcorns (All formats) | Nachos |
Breakfast Cereals | Fruit Drinks

Staples



Edible Oil | Plain Oats



Culinary



Ketchup & Sauces | Mayonnaise |
Dips & Sauces | Peanut Butter

Italian



Pasta | Olive Oil | Pizza & Pasta Sauce



...which addresses all the consumer megatrends that we intend to ride

1 Need for convenience



With lives becoming increasingly busy, consumers are seeking efficiency in what, when and where they consume food and are seeking portable and easy to prepare foods.



4 Shift towards organized



Consumption is shifting towards organized retail and food services, driven by increasing variety & availability, health & hygiene preference, as well as regulatory controls over quality



7 Experiential & Eating Out



With new-age cafes and restaurants investing in creating a luxury / themed experience, consumers want to try out new places, increasing number of occasions of eating out



Strong B2B portfolio across food services and QSR

2 "Better for you"



The modern consumer is shifting towards more natural, less processed, healthy ingredient lists with clean labels and 'free from' products.



5 In-home consumption



Driven by the fast-paced life and remote working of consumers post-covid, in-home snacking has risen this has driven growth in both RTE and RTC snacks



8 Sustainability & concern for environment



New age consumers are also increasingly mindful about provenance and sustainability impact with a growing preference for traditional grains and millets



3 New/Globalized tastes



Consumers are seeking new tastes and are increasingly willing to experiment with their food experiences, driven by global influence and culinary tourism



6 Premiumization and value-added products



Product innovation, introduction of new and exciting snacking formats and premium variants by incumbents has been driving experimentation and trials



9 Rising protein consumption



India's protein consumption (5Kg / capita) lags developing peers (China – 15, Brazil – 40, USA – 50).



Extensive distribution and diversified manufacturing have set up a strong springboard for a growing business

Distribution Network



Pan – India retail presence



Listing across online channels



~500,000+ retail coverage¹



~1,800 distributors²



~1,700 sales personnel³

Production Facilities⁴



Total 9 food manufacturing facilities
Majority of consumers in India within 300 kms of one of the plants



¹ Direct retail coverage; ² Active distributors; ³ Includes sales personnel on distributor rolls; ⁴ India map not to scale and locations are on an indicative basis; ⁵ Except Uttarakhand, which is a lease unit.

Q1 FY26: Strong Growth across Key Indicators*

+12%

Consolidated Revenue Growth

+42%

E-commerce Growth

+110 bps

Gross Margin Expansion

+58%

Advertising Investments growth

+11000

Direct Coverage expansion

9%

EBITDA Growth

Supported by Strong
Balance Sheet

INR 1,444 Cr Net Worth

INR 44 Cr Free Cash balance
as on 30th June' 25

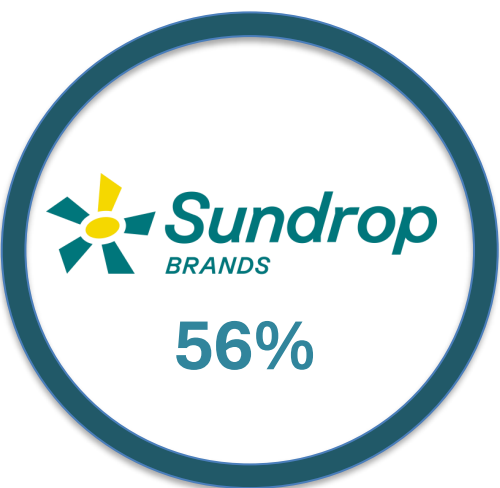
NIL Borrowings as on
30th June' 25

* Total of Sundrop Brands and Del Monte nos. on like to like basis; Outlet addition for Sundrop Brands alone vs. Q1 FY25



Q1 FY26 | Business Growth vs. Last Year

Sundrop



INR 208.5 Cr

Q1 FY26 Growth 15%

FY25 Growth 5%

Del Monte



INR 163.6 Cr

Q1 FY26 Growth 8%

FY25 growth 13%

Group



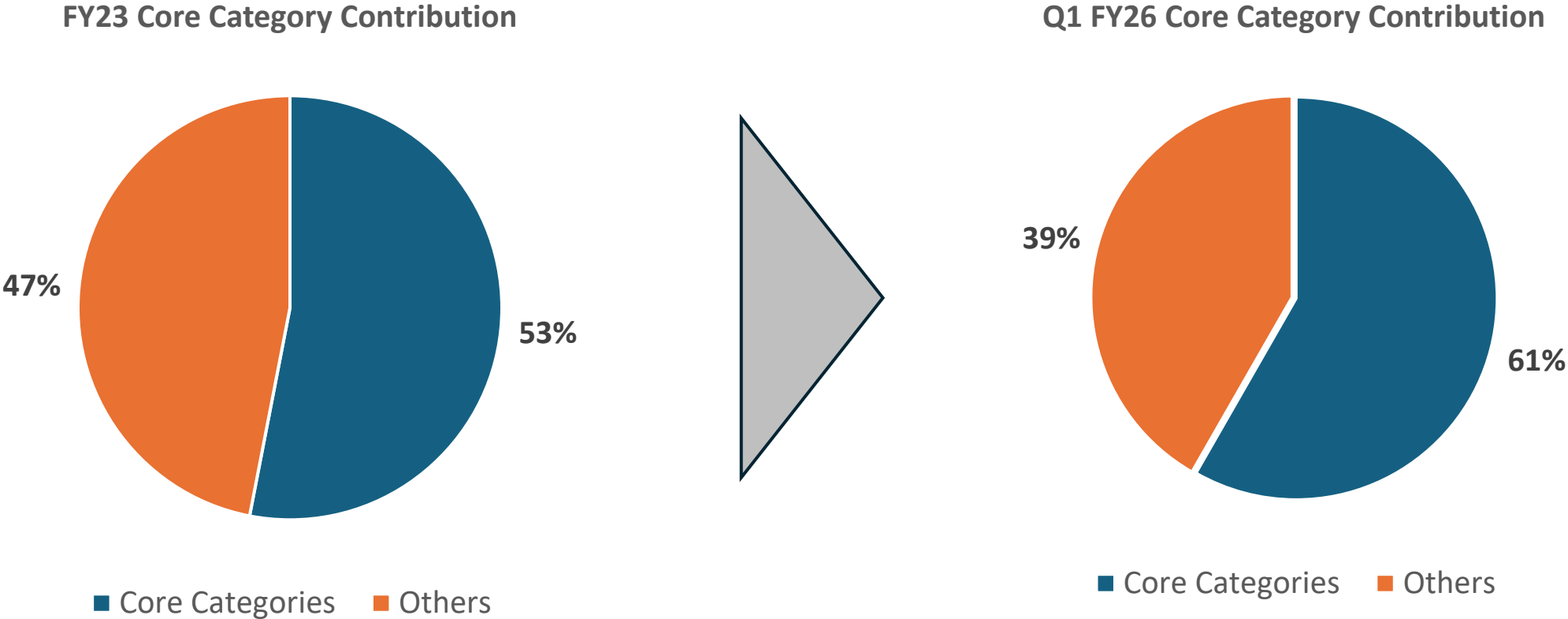
INR 372.1 Cr

Q1 FY26 Growth 12%

FY25 growth 8%



Core categories showing increase in contribution with continued investment



Core categories

Sundrop Brands (formerly known as Agro Tech Foods Limited) include Ready to cook popcorn, Ready to eat Popcorn & Snacks, Peanut Butter, Breakfast Cereals

DelMonte Foods: Spreads, Ketchups, Sauces and Mayonnaise and Italian Range



Growth driven by Core categories with strong headroom for business expansion

Popcorn & Snacks



▲ 21% Value
▲ 12% Volume

Culinary



▲ 4% Value
▲ 14% Volume

Premium Staples



▲ 20% Value
▼ -2% Volume

Italian



▼ -7% Value
▲ 12% Volume

Spreads

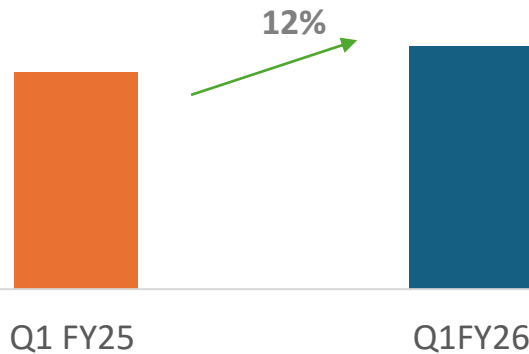


▼ -4% Value
▼ -13% Volume

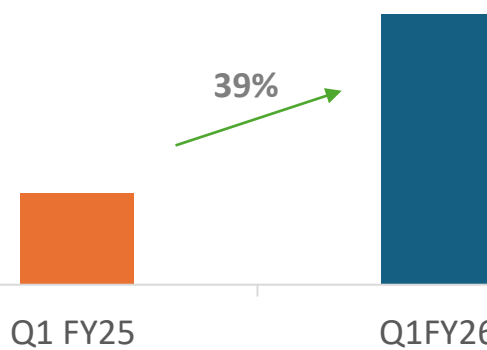


Popcorn & Snacks Q1 FY26 Update

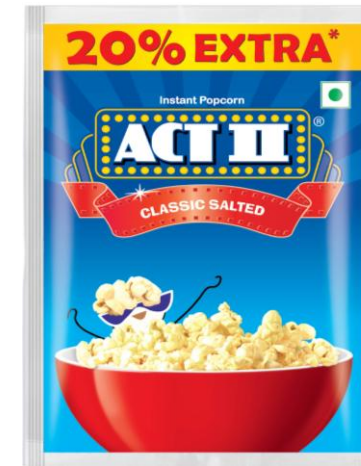
Ready to Cook Net Sales Growth



Ready to Eat Net Sales Growth



- Popcorn category grows at 20%+ with strong performance in both Ready to Cook and Ready to Eat formats.
- Launch of R20 and R30 pack to up-trade consumers; 10% saliency in General Trade achieved within 3 months of launch
- Enhanced performance marketing investments on E-commerce helped double business

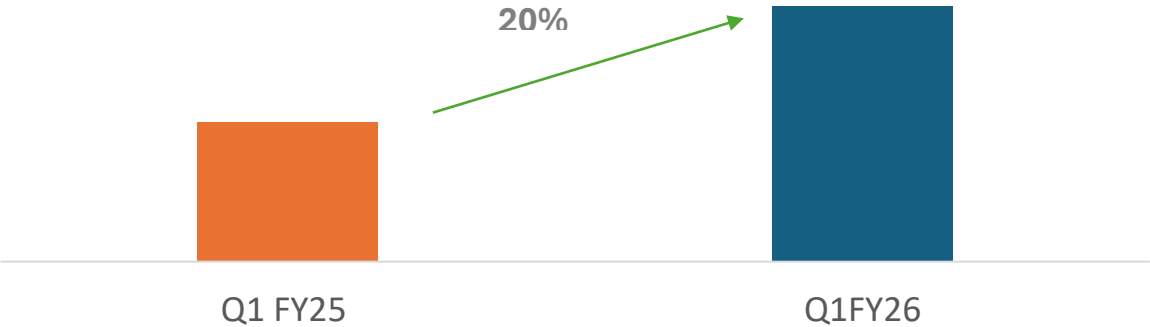


Brand: Act II
 Act II Golden Sizzle Popcorn, 38g (30g with Free 8g)/35g (30g with Free 5g)
 #1 Best Seller in Unpopped Popcorn
 10K+ bought in past month

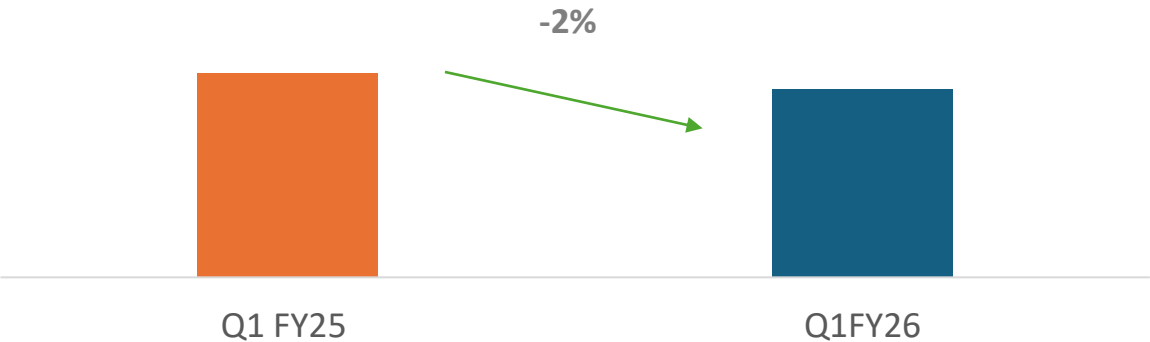


Premium Staples Q1 FY26 Update

Premium Staples Net Sales Growth %



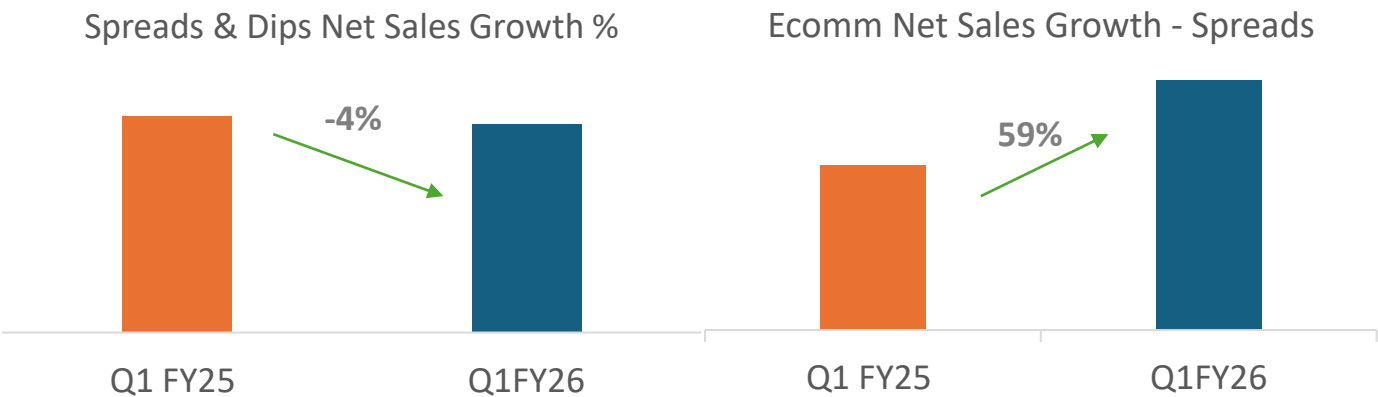
Premium Staples Growth % (Tons)



Increases in commodity prices have led to a strong growth in the staples category though volumes are flat.



Spreads and Dips Q1 FY26 Update

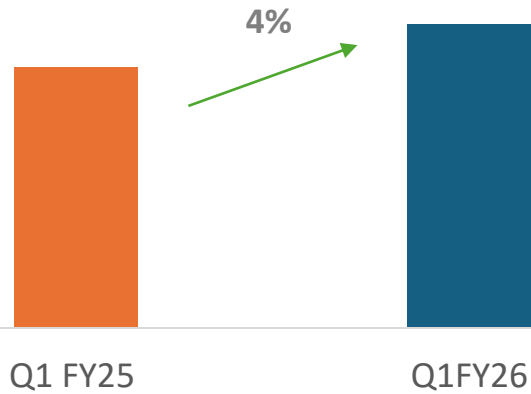


- Loosing market share to competition in MT channel: Developed a strong new product pipeline to counter competitive pressure
- Increased focus on e-commerce / quick commerce channel with focused investments helping deliver strong growths

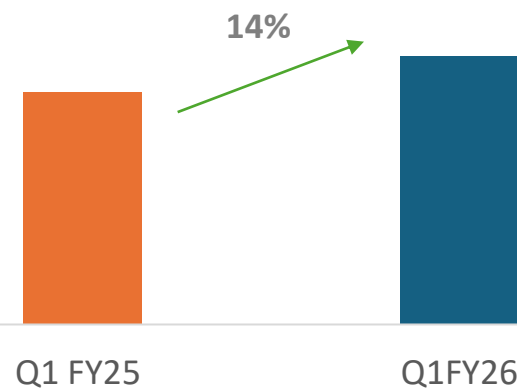


Culinary Q1 FY26 Update

Culinary Net Sales Growth %



Culinary Volume Growth (Tons)

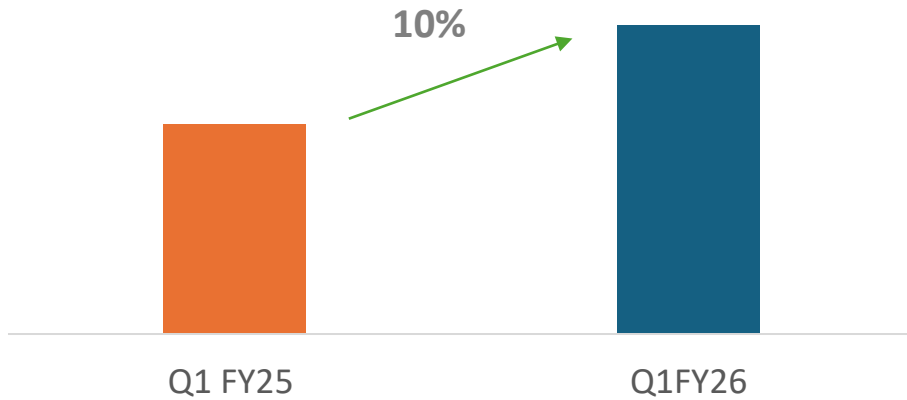


- Ketchup & Sauces – Strong growth seen across both B2C and Food Services segment. Partnerships with leading MT chains and marketing investments in q-com platforms helping drive strong volume gains
- Emulsions category growth driven by food services channel including large restaurant chains

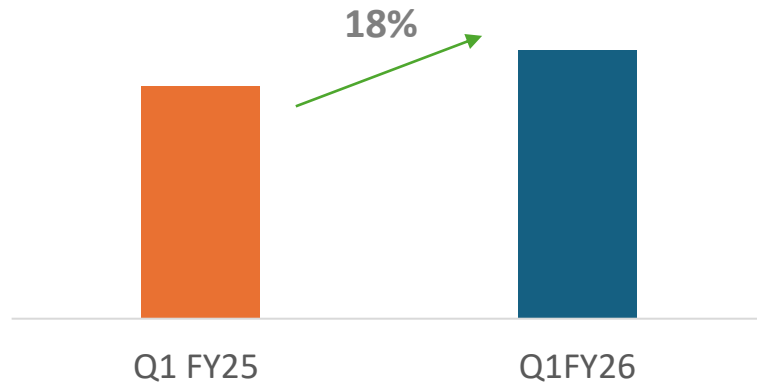


Italian Q1 FY26 Update

Pasta Volume Growth (Tons)

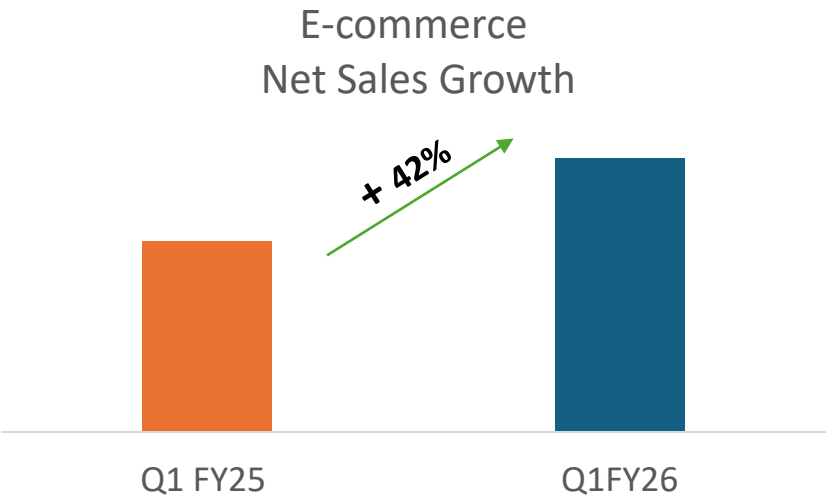


Olive Oil Volume Growth (Tons)



- Pasta growth driven by enhanced marketing investments in MT and E-commerce channel
- Olive oil volumes have shown a strong growth. However, commodity price decline has impacted revenue growth

A well diversified channel mix with increasing salience on fast-growing channels



E-commerce growth helped by focused investments in performance marketing and Q-commerce growth

KW Display Banner

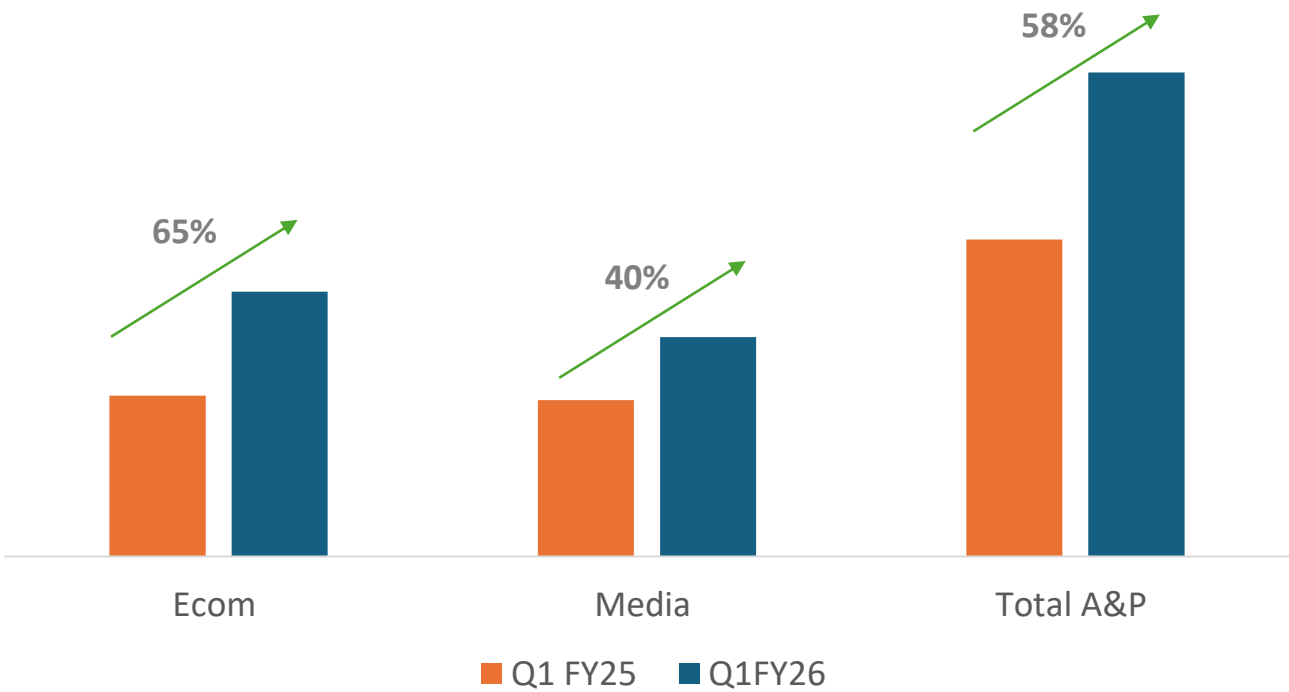
Category Banners

Home Page ATC



Brand Marketing Spend Q1 FY26

Brand Marketing Spend (INR Mn)



- Significant increase in Media and E-commerce spends helping accelerate business momentum.



Consolidated Profit & Loss Statement – Reported

Values in INR Mn	Q1FY26	Q1FY25	Change (%)	Q4FY25
Revenue from Operations	3,721	1,806	106%	3,039
Materials Costs (RM & PM)	2,403	1,137	111%	1,982
Employee Benefits Expense	370	161	129%	302
Advertisement & Promo Expenses	229	56	309%	233
Other Expenses	583	391	49%	526
EBITDA	137	61	124%	-4
EBITDA Margin	3.7%	3.4%		-0.1%
Depreciation and amortisation expense	86	54	-	93
Finance costs	4	7	-	3
Other Income	-9	-3	-	-16
Profit / (Loss) before exceptionals and tax	57	3	-	-84
Exceptional items	0	0	-	1,430
Profit / (Loss) before tax	57	3	1925%	-1,514
Total tax expense	13	1	-	-373
Profit / (Loss) after tax	43	2	2061%	-1,141

The Group acquired 100% equity shares and voting interest of DMFPL on February 6, 2025, being acquisition date. It has contributed revenue for the quarter ended June 30, 2025 of ₹ 1,635 Mn and of ₹1044 Mn quarter ended 31, March 2025 (for two months i.e Feb 2025 and March 2025) to the consolidated revenue of the Group. Accordingly, the consolidated financials result for the quarter ended June 30, 2024 are not comparable.



Consolidated Profit & Loss Statement – Proforma

Includes proforma financials of Del Monte Foods in the base period of Q1 FY25 & Q4 FY25

Values in INR Mn	Q1FY26	Q1FY25	Change (%)	Q4FY25
Revenue from Operations	3,721	3,325	12%	3,537
Materials Costs (RM & PM)	2,403	2,145	12%	2,311
Employee Benefits Expense	370	352	5%	379
Advertisement & Promo Expenses	229	145	58%	263
Other Expenses*	583	557	5%	594
EBITDA	137	125	9%	-10
EBITDA Margin	3.7%	3.8%		-0.3%
Depreciation and amortisation expense	86	91	-	105
Finance costs	4	43	-	3
Other Income	-9	-6	-	-25
Profit / (Loss) before exceptionals and tax	57	-3	-	-94
Exceptional items	0	0	-	1,430
Profit / (Loss) before tax	57	-3	n.m.	-1,523
Total tax expense	0	0	-	-478
Profit / (Loss) after tax	57	-3	n.m.	-1,046

- Employee Benefit Expenses includes INR 15 Mn charge to the P&L in Q1 FY26 on account of ESOPs granted to the employees. Excluding ESOP charge, Employee Benefit Expenses are flat vs. last year.
- Other Expenses includes INR 11 Mn provisioned on account of payment to advisors onboarded for certain one-time projects being undertaken by the Group
- Normalising for above expenses, the proforma EBITDA of the Group for Q1 FY26 would have been INR 163 Mn, 4.4% of sales, 30% growth vs. last year.

* Other expenses include Manufacturing, Logistics and Selling & Admin expense



Summing Up



1

Platform with stable of Well known Food Brands catering to modern, evolving consumer food choices

2

Riding on Consumer Mega Trends driving consumption of Branded Packaged Foods

3

Identified high growth and margin categories with leadership position and / or significant headroom for growth

4

Renewed investment on core portfolio driving accelerated growths while ensuring capital efficiency

5

Leveraging complementary channel and manufacturing strengths to drive accelerated growth

6

Backed by management with strong credentials to drive growth, profitability and value creation



Thank you