

Ref-LTF/ SE/ 2025-26/

Date: July 24, 2025

To,

<b>BSE Limited</b> Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001	<b>National Stock Exchange of India Ltd.</b> 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: Investors Presentation- Q1 results- FY 2025-26**

Dear Sir /Madam,

Pursuant to provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations") we are enclosing herewith the Investor Presentation.

Further, pursuant to Regulation 46 of the Listing Regulations, the aforesaid information will be available on the website of the Company i.e., <https://ltfoods.com/investors>.

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**

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**Q1 FY2026**

**24 July 2025**

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**DAAWAT**  
 BRING OUT  
 –YOUR–  
 FINEST



## Legacy

**70+ years** of  
Industry Experience

## Most Loved Brands

**DAAWAT<sup>®</sup>, Royal,  
Golden Star, 817  
Elephant, Ecolife,  
Heritage**

## Sustainable Growth

**5 years' Revenue CAGR: 16%  
5 years' PAT CAGR: 21%**

## Global Footprint

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

## Product Portfolio Expansion

**Keeping in pace with  
changing consumer  
preferences**

## Operational Excellence

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

## Market Capitalization

**INR 16,500 crores+**  
*(as on 30 Jun'25)*

## Sustainability Initiatives

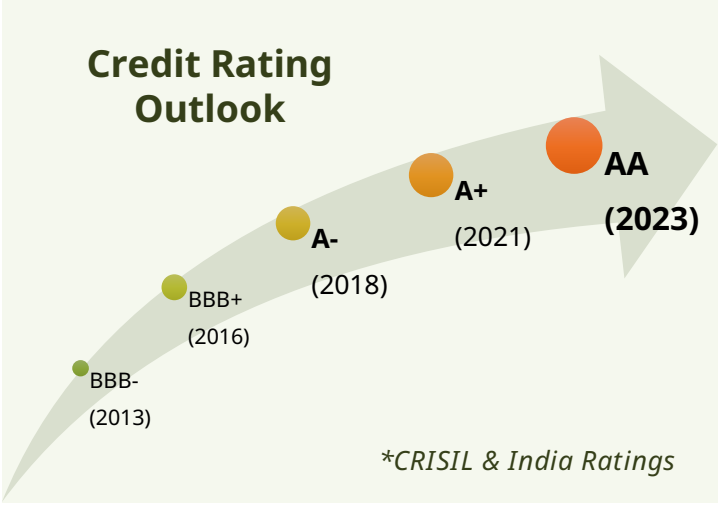
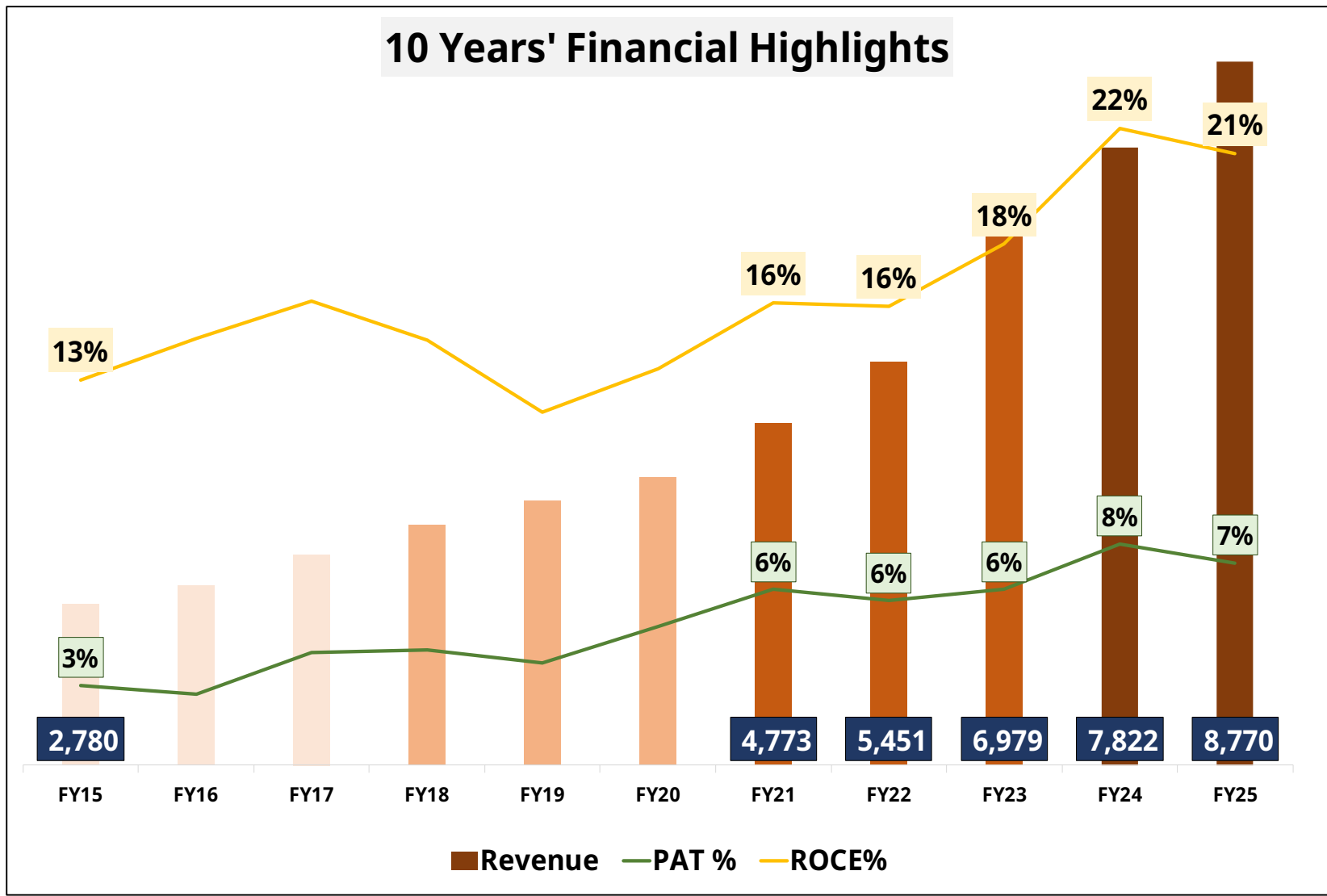
Driving sustainability  
initiatives across the  
**Value Chain**



# Our Global Distribution Network



## 10 Years' Financial Highlights



# **FINANCIAL HIGHLIGHTS**

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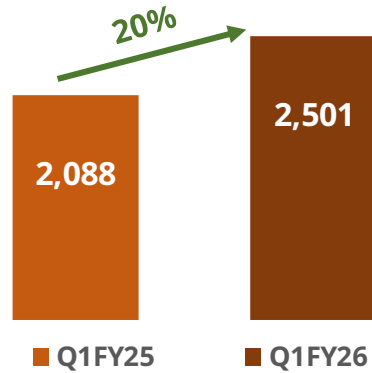
**Q1 FY2026**





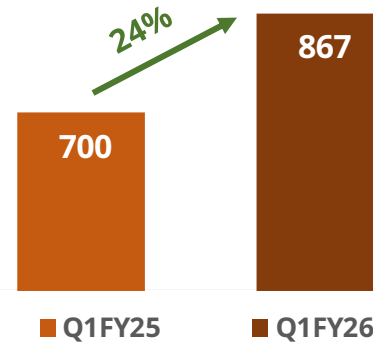
# Q1 FY26 Financial Highlights

## Revenue\*



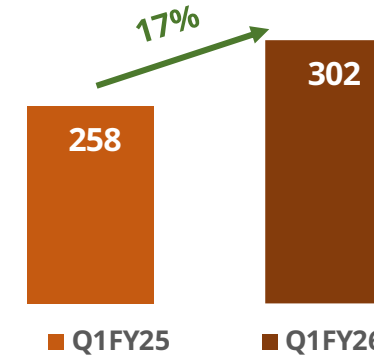
- accelerated **brand** investments;
- Growth across segments and geographies

## Gross Profit



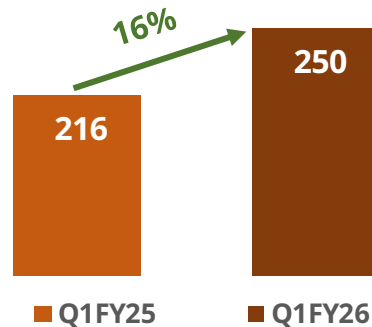
- % to revenue from **33.5% to 34.7%** due to decrease in input costs

## EBITDA

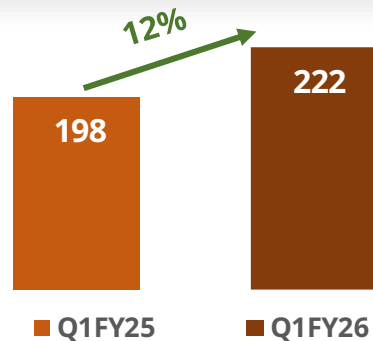


- % to revenue from **12.4% to 12.1%** due to increased brand spends

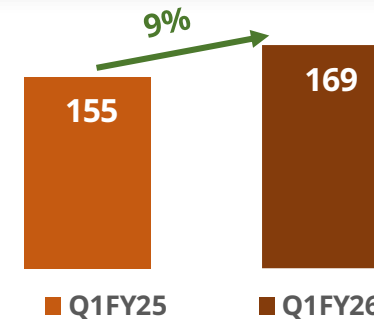
## EBIT



## PBT



## PAT



\*Revenue includes Revenue from Operations and Other Income

Figures in ₹ crores unless specified

# Other Financial Metrics

Key Metrics	Q1 FY25	Q1 FY26
Inventory Days	218	<b>221</b>
Trade Payable Days	50	<b>55</b>
Trade Receivable Days	34	<b>30</b>
<b>Working Capital Days</b>	202	<b>195</b>
<b>Return on Capital Employed %</b>	20.9%	<b>21.1%</b>
<b>Return on Equity %</b>	17.8%	<b>17.1%</b>
<b>Interest Coverage (times)</b>	11.6	<b>8.9</b>
<b>Net Debt / EBITDA</b>	0.78	<b>0.81</b>
<b>Net Debt / Equity</b>	0.22	<b>0.24</b>



Figures in ₹ crores unless specified

# Financial Highlights (Segmental)

SEGMENTS	BASMATI & OTHER SPECIALITY RICE		ORGANIC FOOD AND INGREDIENTS		RTH & RTC	
Period	Q1 FY25	Q1 FY26	Q1 FY25	Q1 FY26	Q1 FY25	Q1 FY26
Revenue Share %	86%	85%	11%	12%	3%	2%
<b>Revenue (INR in Crs)</b>	1,793	<b>2,124</b>	222	<b>293</b>	56	<b>47</b>
Revenue Growth %	14%	18%*	34%	32%**	30%	-16%***
Volume Growth %	19% (branded business @18%)	20% (branded business @22%)	-	-	-	-
<b>Gross Margin %</b>	32%	<b>34%</b>	42%	<b>35%#</b>	37%	<b>37%</b>
<b>EBITDA Margin %</b>	13%	<b>13%</b>	12%	<b>10%#</b>	-3%	<b>-5%</b>

#change in product mix

\*supported by strong demand across geographies;

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

\*\*\*Discontinuation of 'Daawat Sehat' impacted sales growth, new business not generated due to full capacity utilization;

Figures in ₹ crores unless specified





## **BASMATI & OTHER SPECIALITY RICE**

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# OUR MOST LOVED BRANDS



**2<sup>nd</sup> Largest Basmati brand in India**

**Leading brand in Far East & Africa**



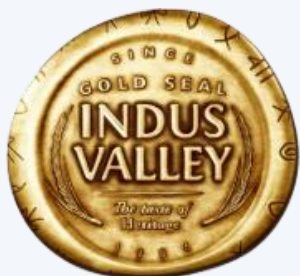
**#1 Basmati brand in North America**



**Regionally strong Basmati brand**



**#1 Jasmine brand in the USA**



**Premium Basmati in the Middle East**



**Everyday Basmati in the Middle East**



**#1 Basmati brand in Canada**















**Long-grain everyday Basmati**



**Staples in Middle East & India**

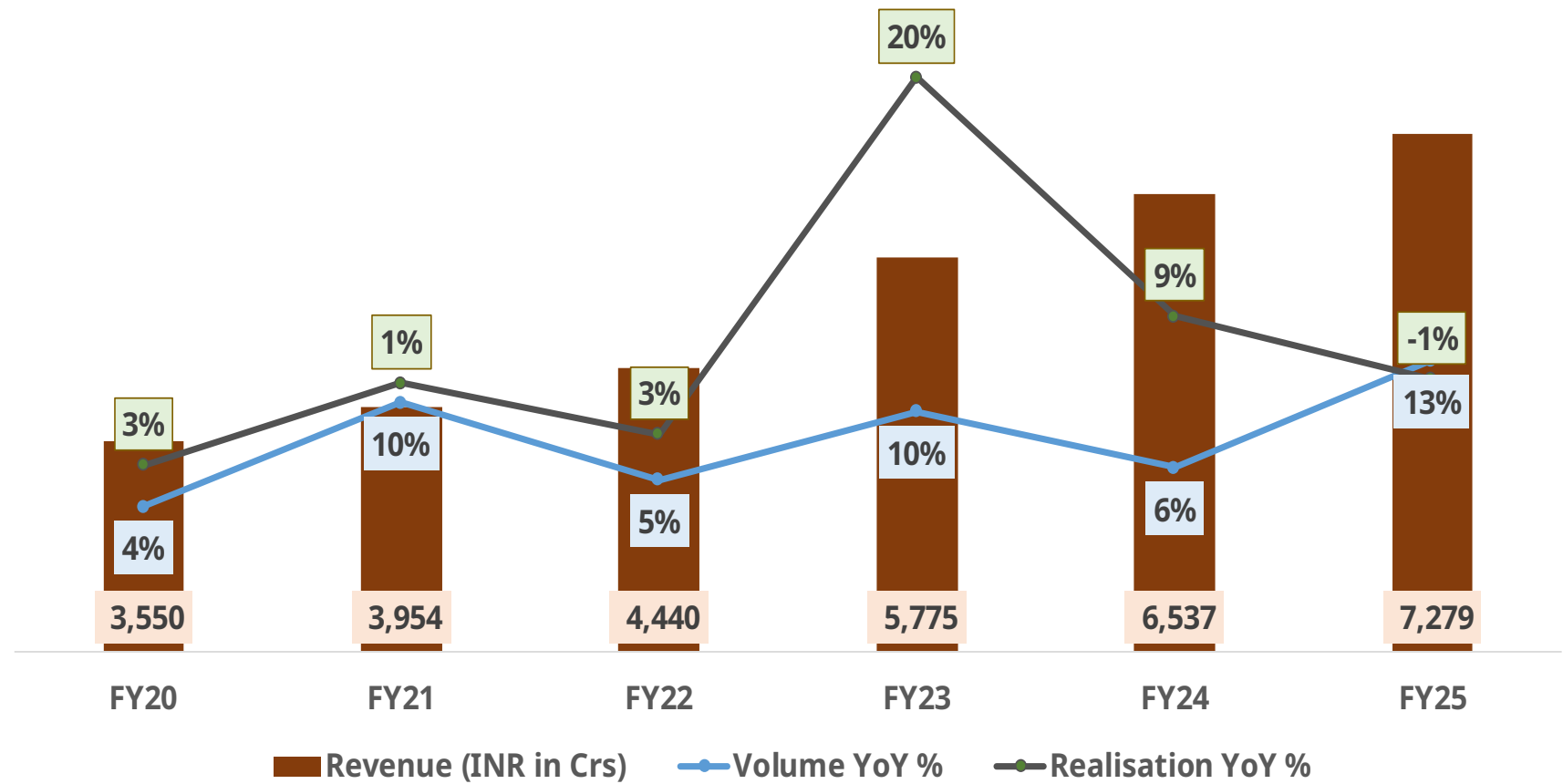
*Figures in ₹ crores unless specified*

# Expanding Horizons, Maintaining Leadership

Segmental	India	North America
Revenue Mix %	31%	43%
YoY Growth %	10%	32%
Highlights	<ul style="list-style-type: none"> <li>MAT Jun'25 Market Share @ <b>25.2%</b> with leadership in the <b>Western region</b></li> <li>HH penetration @ <b>56.2 lacs (MAT'25)</b> (vs. 45.6 lacs (MAT'23));</li> <li>Leadership in majority of <b>E-Comm / Quick-Comm</b> platforms;</li> </ul> <div>    </div>	<ul style="list-style-type: none"> <li>'<b>Royal</b>' commands a <b>54% Basmati rice import share</b>;</li> <li>'<b>Golden Star</b>' now <b>#1 Jasmine rice</b> brand;</li> </ul> <div>    </div>
Segmental	Continental Europe	Middle East & Rest of the World
Revenue Mix %	18%	8%
YoY Growth %	57%	-33%
Highlights	<ul style="list-style-type: none"> <li>5-years revenue target of <b>£100 million</b>;</li> <li>Partnered with <b>4 leading UK retailers</b></li> </ul> <div>  </div>	<ul style="list-style-type: none"> <li><b>INR 16 crores</b> of revenue from <b>Saudi Arabia (Q1 FY26)</b></li> </ul> <div>      </div>



## Basmati & Other Specialty Rice Segment



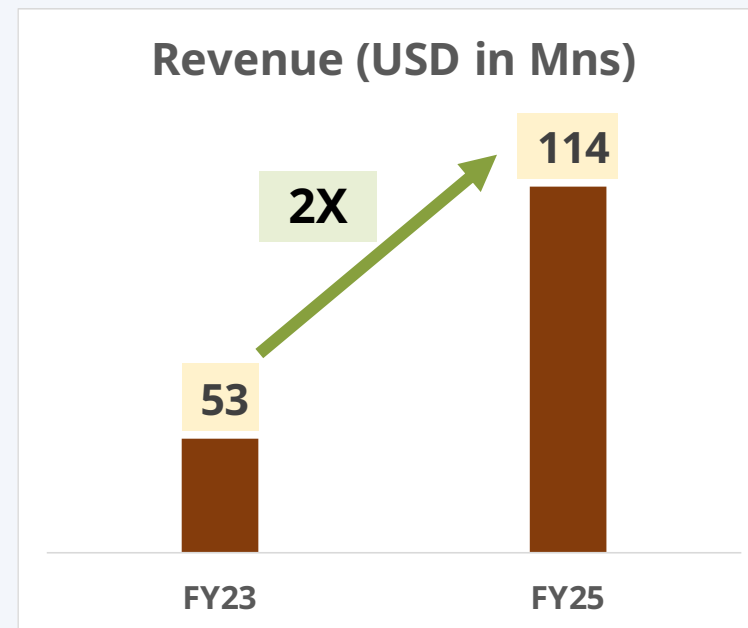
YoY Growth % (Q1 FY26)	
Volume	Realisation
20%	-1%

Figures in ₹ crores unless specified

# Completed 100% acquisition of Golden Star (USA)



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



Figures in ₹ crores unless specified



NATURE BIO FOODS



## ORGANICALLY SOURCED

*Rice, Ancient Grains, Beans & Pulses*



## ORGANIC FOODS & INGREDIENTS



# Purpose Driven, For a Better Tomorrow

**+30 years of  
industry experience**

**+110,000 Ha  
organic farmland**

**+INR 930 crores  
Revenue (FY25)**  
*(+13% CAGR in 5yrs)*

**+11% EBITDA  
(FY25)**



**350 Agri Team  
Strength**



**80,000 Farming  
families  
association**



**135 Farming  
Group (ICS)**



Explore the tales of  
farming dedication &  
innovation:  
**Humans of Organic**



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

# Pioneers of Indian Organic exports

**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



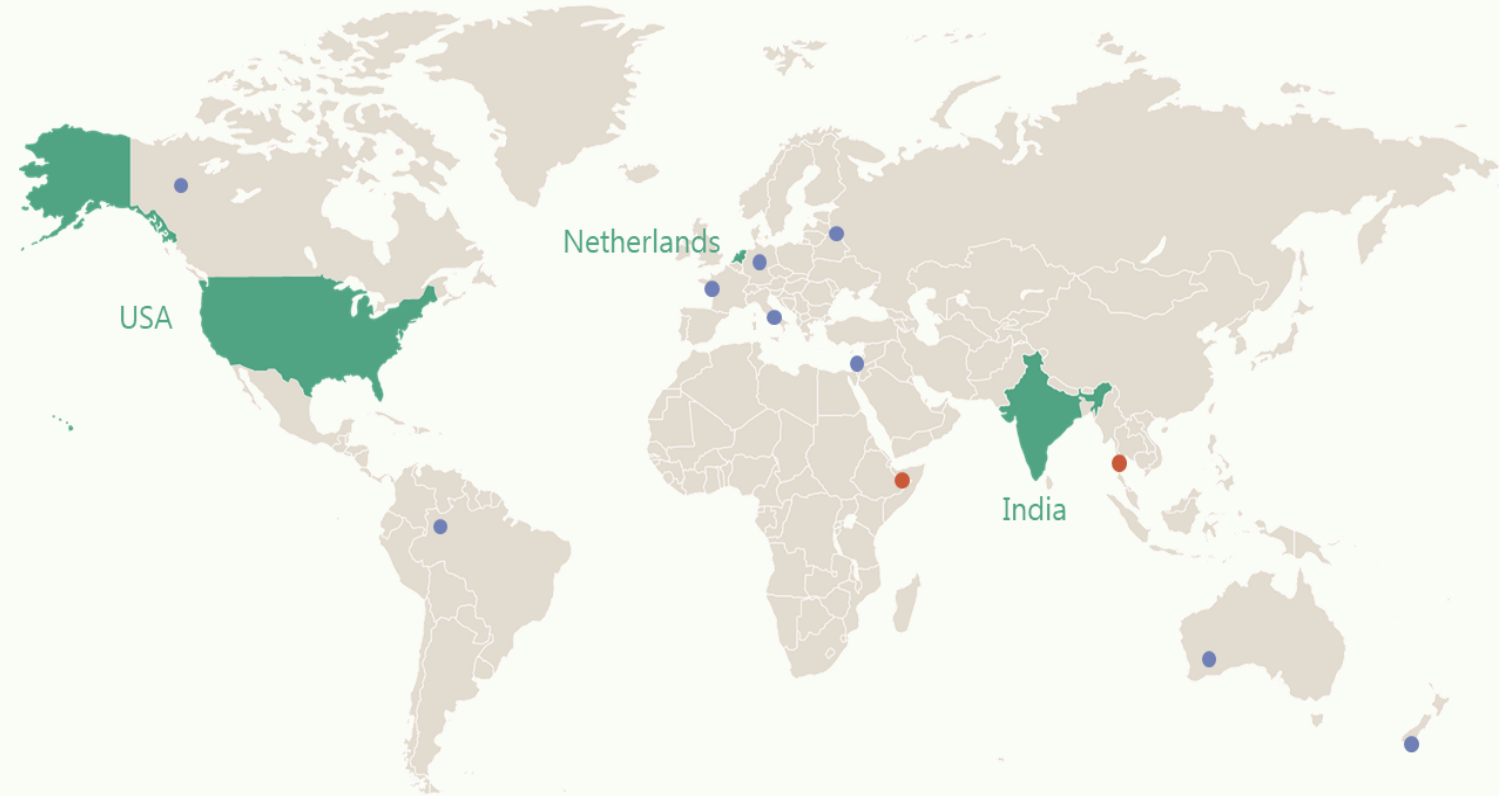
**+52%**

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

*Figures in ₹ crores unless specified*

## New NBFL Facility in Europe



With reference to CVD notice received by Ecopure Specialities Limited (a fellow-subsidary of LT Foods), the Company has filed a case brief on July 16, 2025 giving the past precedents wherein AFA applied by Department was not held right by Courts of International Trade in similar circumstances and as per process if US DOC had some questions/clarifications, they could have done as per process by asking for supplemental questionnaire. Petitioners have also filed their case brief and Ecopure now will file a rebuttal brief on July 24, to contest the AFA.

If the DOC Final results maintains AFA, Ecopure can file an appeal to the Court of International Trade (CIT).



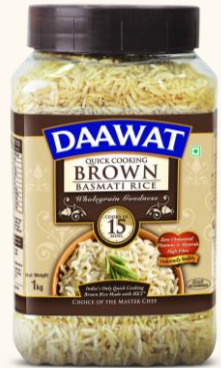


# **READY-TO-HEAT (RTH) & READY-TO-COOK (RTC)**

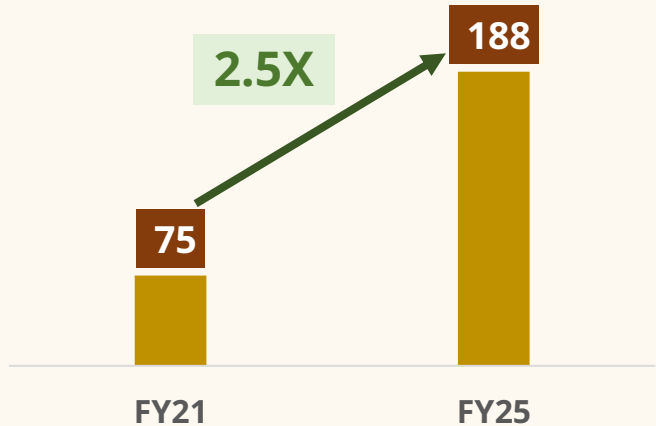
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Revenue (INR in Crs)



## Ready-to-Heat (RTH)



**Doubling existing capacity;  
Monthly production of +1 million  
pouches**

## Ready-to-Cook (RTC)



**+75,000 kits sold to E-commerce  
platforms (+50% YoY)**



**+47,000 cups sold to E-commerce  
platforms (3x YoY);**

## Ready-to-Eat (RTE)



**NOT FRIED  
VEGAN  
NON-GMO  
ZERO TRANS  
FAT**

**↑ +43% growth  
in Kari Kari**

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



# New Product launches: Continuous Innovation



NO PALM OIL  
ZERO TRANS FAT  
VEGAN  
GLUTEN FREE  
NON GMO  
NOT FRIED



Rice Crackers from the  
*Niigata region of Japan*



Why Choose  
Daawat Jasmine Thai Rice?

Product of Thailand  
Naturally Fragrant  
Gluten-Free  
Thai Hom Malli  
Non-GMO certified





Complete Gourmet  
Rice Meal Kit

Suitable to your  
cooking style

Authentic  
Recipe

Simple &  
Convenient



# MARKETING INITIATIVES / UPDATES

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**Q1 FY2026**





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



**DAAWAT**  
BRING OUT  
—YOUR—  
FINEST



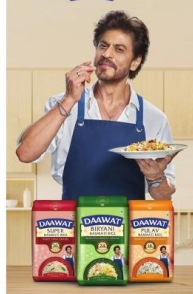
Times Square, New York

## 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.



## THE TIMES OF INDIA



**1st Innovative print  
campaign in category**

[ALL India Edition: 1.52 crore  
HHs]

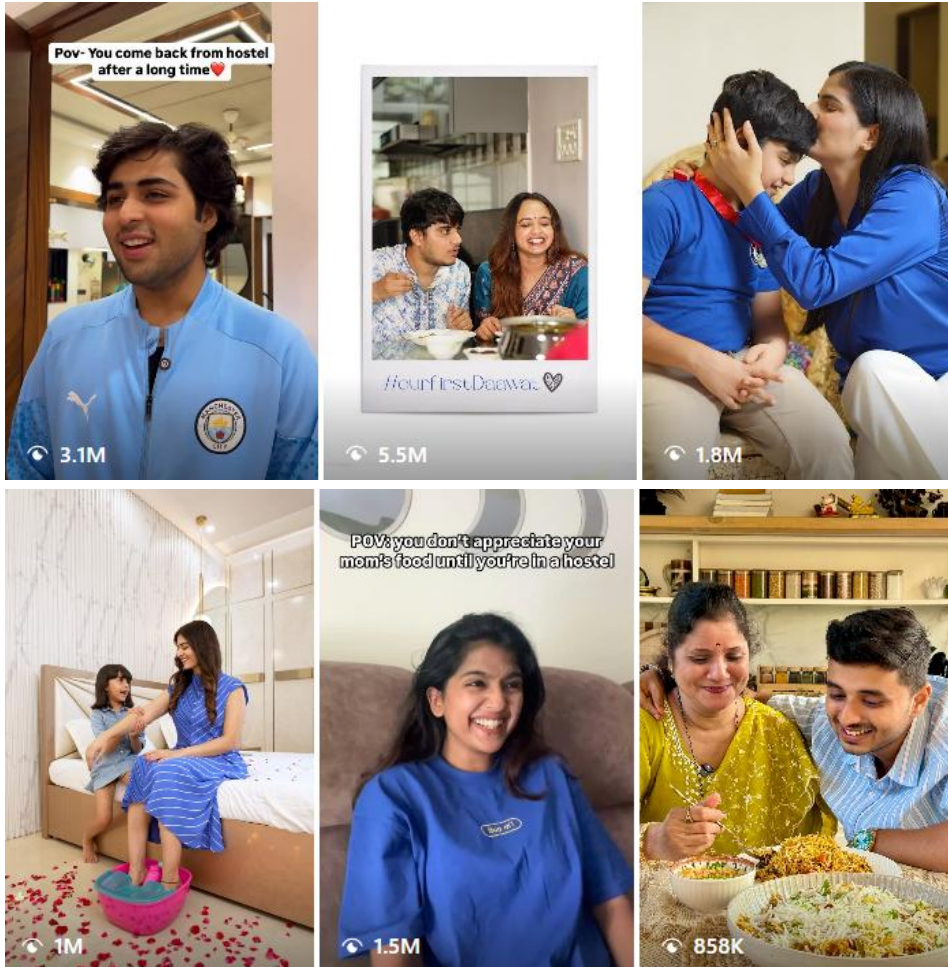
#StocksInFocus #LTfoods #StocksToTrade  
#Collab #NurturingGoodness #LTFOODS  
#rice #StockMarketIndia  
#LTVeteran #daawat #ShahRukhKhan #SRK  
#HPORB #FMCG #BringOutYourFinest #Daawat  
#ZeenatAman #StocksToWatch #StocksInfocus  
#DaawatBringOutYourFinest



Watch the **NEW CAMPAIGN**



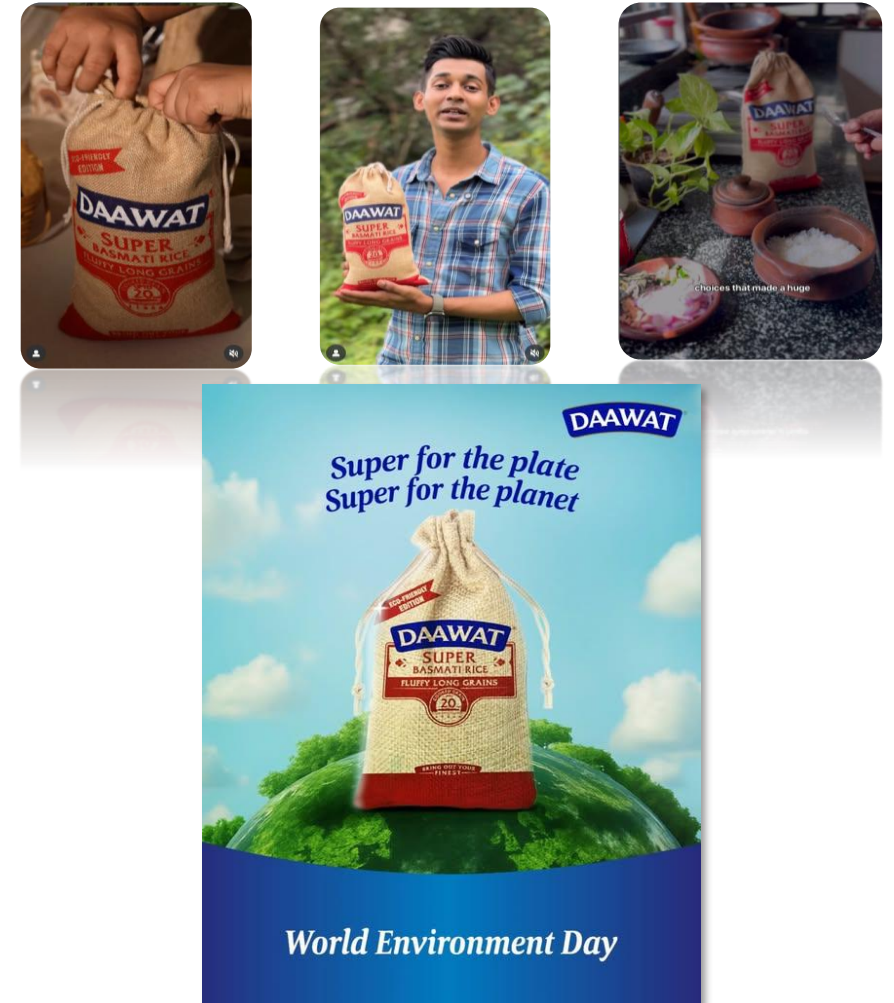
## 'Bring Out Your Finest'



## Radio Campaign for Delhi NCR



## Sustainable and Eco-Friendly Jute Bag launched on World Environment Day





# Accelerated Growth Through Collaboration



Daawat + Zepto = Biryani magic in 10 mins 💖

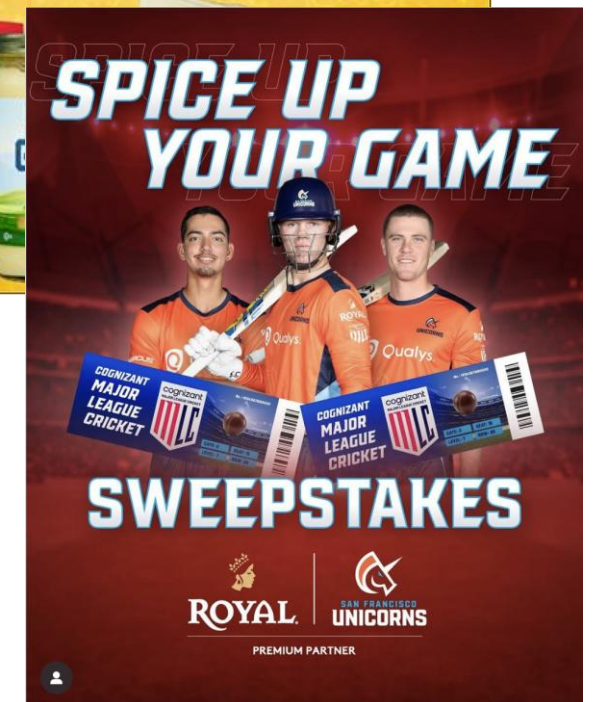
Watch the magic unfold, [HERE](#)

TastingTable.

## The 14 Best Indian Groceries You Can Buy At Costco

Hasina Jeelani

Mon, May 19, 2025 at 3:15 PM EDT  
15 min read



# People, Culture & Recognitions

## Global Manpower

**6,500+** employee strength globally

## Talent Magnet

**58% millennials & Gen Z**

(blend of ambition & experience)

## Inclusion

**Equal Opportunity Employer**



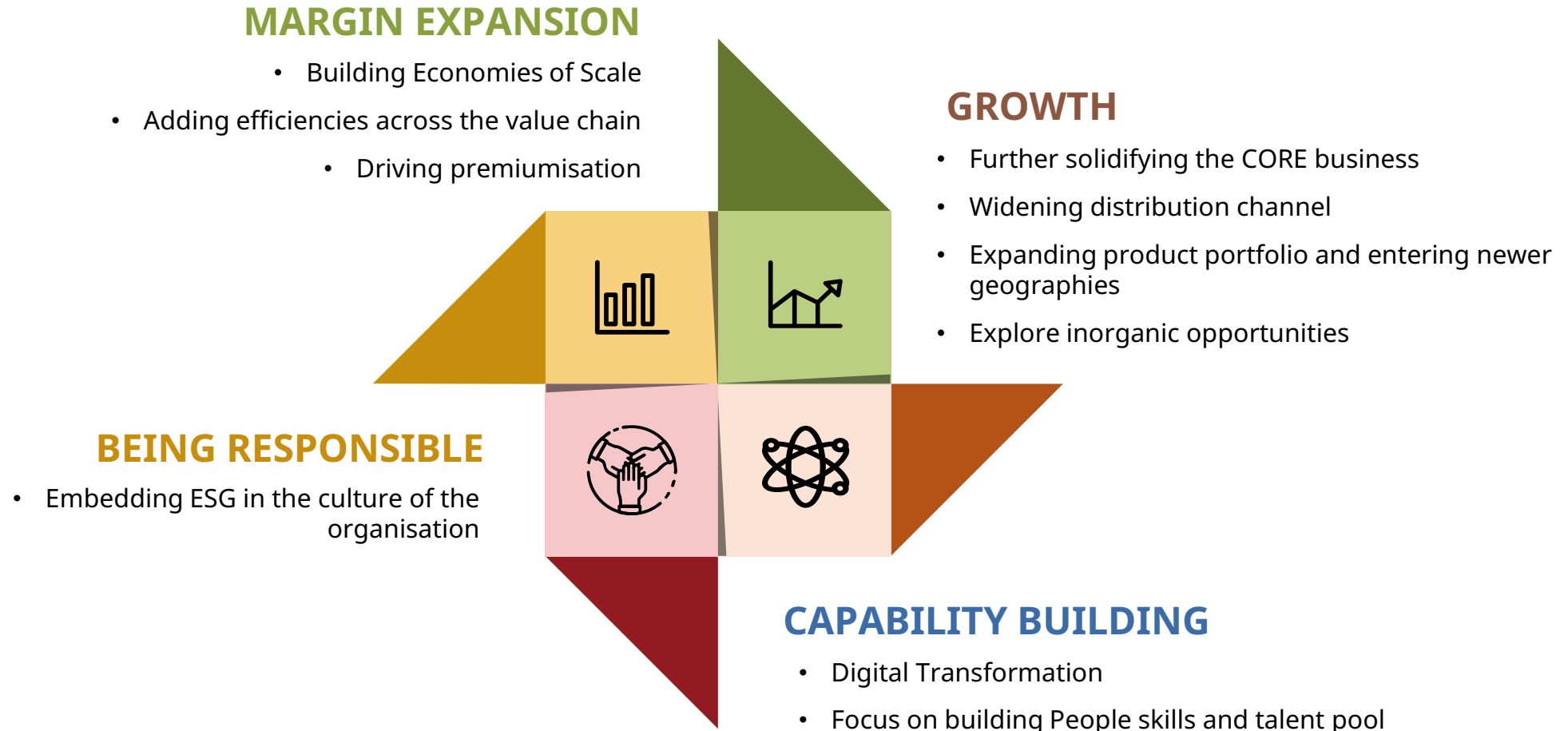




# STRATEGY & OUTLOOK

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# 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

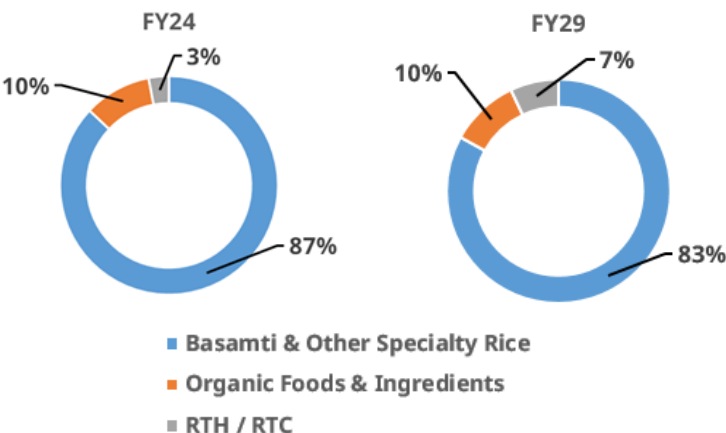
- Focusing on profitable growth, reflected in 5 years' EBITDA CAGR of 16% and corresponding PAT CAGR of 21%;
- Exploring multiple adjacent categories for expansion ~ right to win to expand share of consumer's wallet;

## 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 %



## Distribution Reach (INDIA)

1,400+ Distributors

1,500+ towns





195,000+ outlets

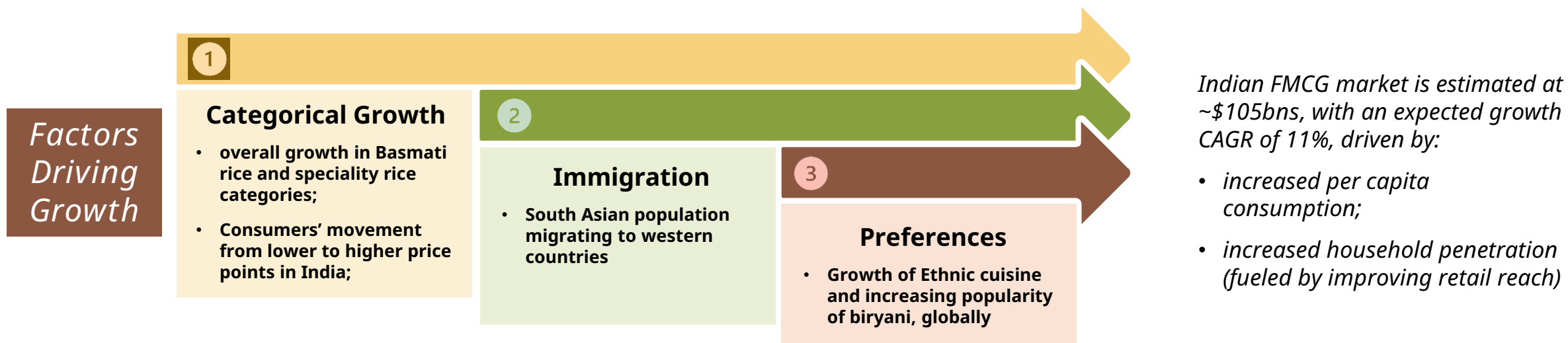
Strong focus on Quick Commerce, E-Commerce and Modern Trade partners

~ reflected in expanding and growing leadership in majority of E-Comm / Q-Comm platforms;



# Opportunity Landscape for our Core Business

	 <b>India</b>	 <b>North America</b>	 <b>Europe (+UK)</b>	 <b>Middle East</b>
<i>Basmati Rice Market (est.) (INR in crs.)</i>	25,000+	6,000+	6,000+	40,000+
<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

General Trade

Wholesale

HoReCa

MT & e-Com



# 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*

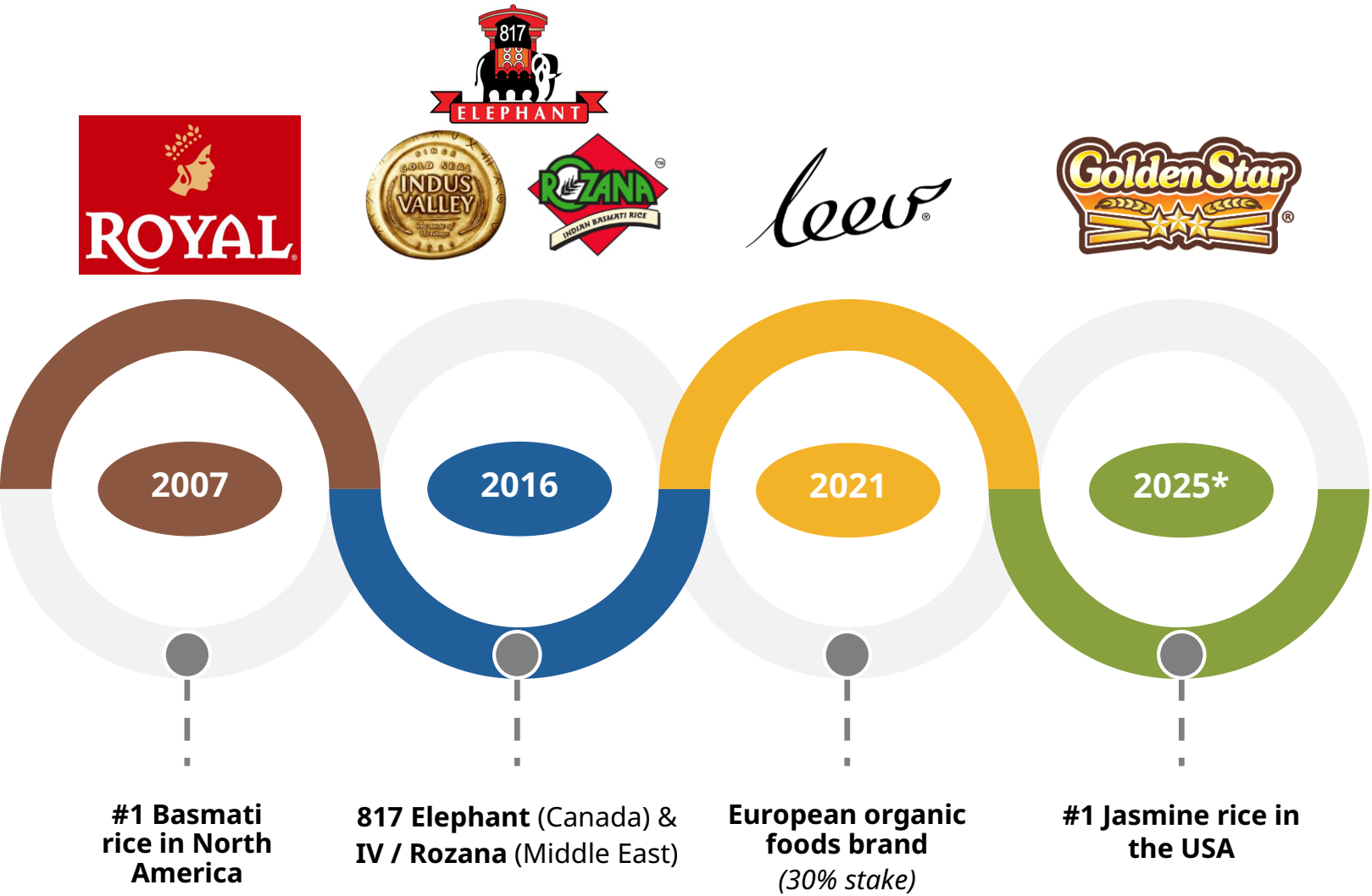


*Enable Sustainability*



*Stronger Financial Position*

# Our Continuous Inorganic Growth Journey




## 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;


*\*remaining 49% acquired in May'25*



# ESG Initiatives: Setting Global Precedents



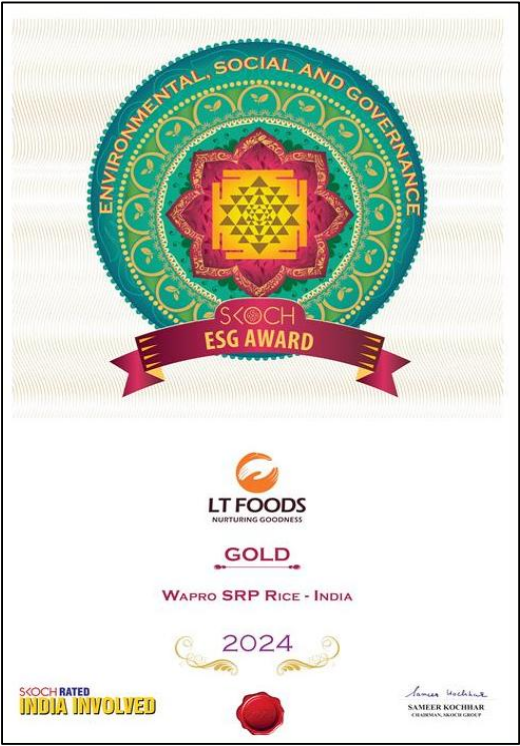
[Home](#)   [About Rice](#) ▾   [About us](#) ▾   [How we work](#) ▾   [Take action](#)   [Resources](#)   [Membership](#) ▾   [News](#) ▾   [Events & Webinars](#) ▾



# LT Foods Achieves Industry First with SRP-Verified Low-Carbon Rice

LT Foods, India, SRP Member, Story


[Read More About It Here](#)






# ESG Initiatives: Nurturing Goodness


LT Foods Limited  
Sustainability Report 2023-24

 **LT FOODS**  
NURTURING GOODNESS


## Shaping a Sustainable Future




**1st Sustainability Report**

 **LT FOODS**  
NURTURING GOODNESS

### 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.

 **LT FOODS**  
NURTURING GOODNESS

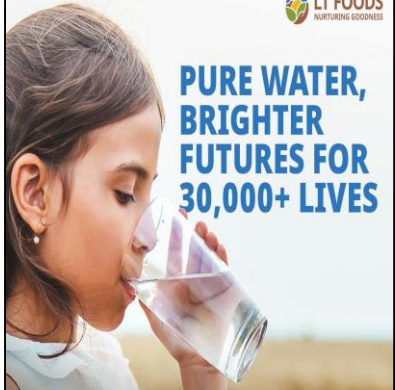
### GENDER EQUALITY STARTS WITH EDUCATION

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




 **LT FOODS**  
NURTURING GOODNESS

### PURE WATER, BRIGHTER FUTURES FOR 30,000+ LIVES





Our water sanitation initiative makes clean water a reality for many

 **LT FOODS**  
NURTURING GOODNESS

### EMPOWERING THE FUTURE


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



 **LT FOODS**  
NURTURING GOODNESS

### THE CYCLE OF CHANGE STARTS HERE!

We empower women with menstrual health education & safe sanitation practices



 **LT FOODS**  
NURTURING GOODNESS

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

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




 **LT FOODS**  
NURTURING GOODNESS

### CHANGE BEGINS WITH BRIGHT IDEAS!

Lighting 323 communities with solar power

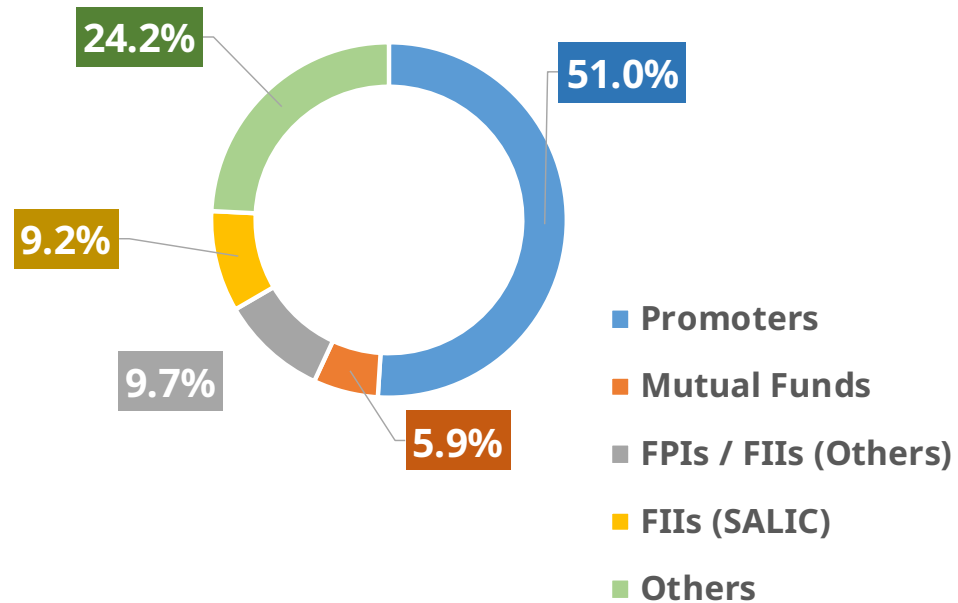


 **LT FOODS**  
NURTURING GOODNESS

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







## Shareholder Information as on June 30, 2025

BSE Ticker	532783
NSE Symbol	LTFOODS
Bloomberg	LTFOODS:IN
Market Capitalisation (₹ Crs)*	16,892
Free – Float share %	40.0%
Free Float Market Cap (₹Crs)	6,757
Shares Outstanding (# in Crs)	34.7
Industry	Consumer Foods

### Promoter Shares are Unencumbered

\* Share price as on 30<sup>th</sup> June 2025 (Closing Price: INR 486.45)

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