

Ref-LTF/ SE/ 2025-26/

Date: October 30, 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: Investors Presentation- Q2 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

H1 & Q2 FY2026

30 Oct 2025

Contents

Index	Slide #
• LT Foods	03
• Important Business Updates	06
• Financial Highlights	10
• Business Segments	
• BASMATI & OTHER SPECIALITY RICE	15
• ORGANIC FOODS & INGREDIENTS	19
• READY-TO-HEAT (RTH) & READY-TO-COOK (RTC)	22
• Marketing Initiatives & Updates	25
• Strategy & Outlook	30
• ESG Initiatives	36
• Shareholding Information	38



Legacy

70+ years of
Industry Experience

Most Loved Brands

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

Global Footprint

Presence in **80+**
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: 16%
5 years' PAT CAGR: 21%

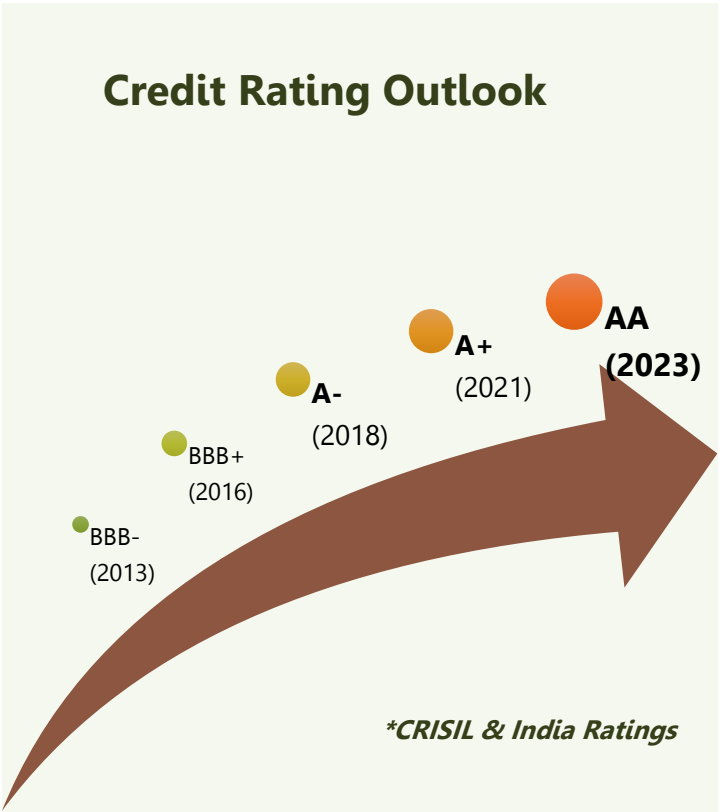
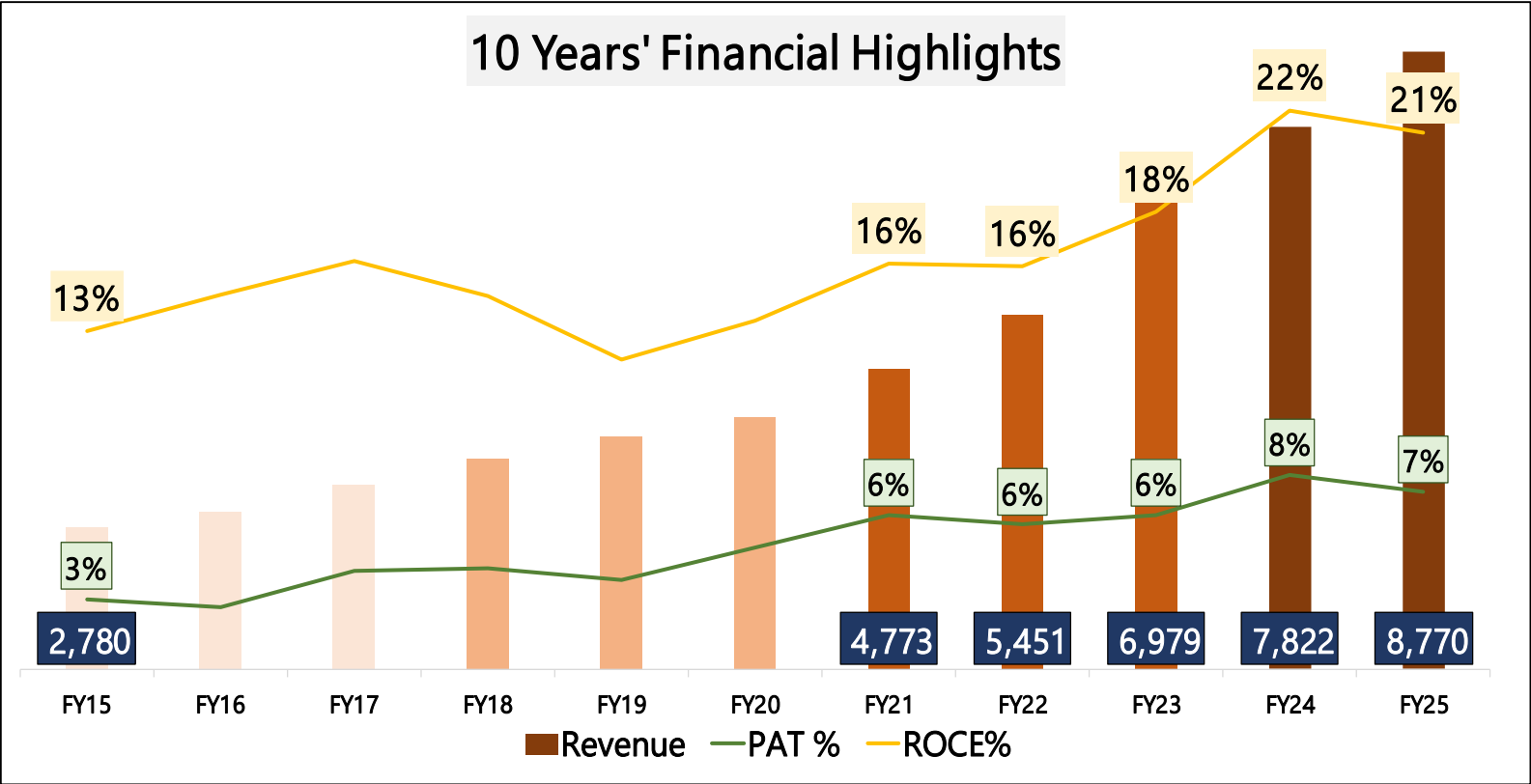
Market Capitalization

INR 14,000 crores+
(as on 30 Sep'25)

Our Global Distribution Network



Our Value Creation Journey so far



Important Business Updates



CVD Update



Acquisition Update (Global Green)



Crop Update

The preliminary determination under the Countervailing Duty (CVD) concerning Ecopure Specialities Limited (a fellow subsidiary of LT Foods) has been received.

Both Petitioners (local industry body) and Respondent (Ecopure Specialities Ltd.) have submitted their case briefs and rebuttals.

A public hearing was held on September 16, 2025, where both parties presented their views before the U.S. Department of Commerce.

The Final Determination has been extended by one month post-hearing and is now expected by November 17, 2025.

Acquisition Update (Global Green)

Category & Portfolio Diversification

- Entry into the **€15 billion European processed canned food market**
- Complements existing **RTE/ RTC packaged food** offerings

Financial Impact

- Adds an established **€40 million revenue base**
- Acquisition at an **Enterprise Value of ~€25 million**, to be largely **debt – funded**
- Enhances **competitiveness, margins, and long-term growth potential**

Operational Synergies

- **Cross-distribution leverage** across UK, Netherlands & Hungary
- **Supply chain and cost efficiencies** through local production
- Shared **procurement, logistics, and R&D** benefits

Strategic Expansion

- Strengthens LT Foods' footprint across **Central & Southern Europe**
- Adds a **third manufacturing hub in Hungary**, improving regional presence



- ✓ **Stable Production:** Estimated output around 18.04 million tonnes, up 1–1.5% from 17.78 million tonnes in 2024, indicating balanced supply.
- ✓ **Regional Dynamics:** Strong sowing in Haryana and Madhya Pradesh; slight acreage moderation in Punjab and Uttar Pradesh due to rainfall variability and crop diversification.
- ✓ **Price Update:** Prices anticipated to remain largely stable year-on-year

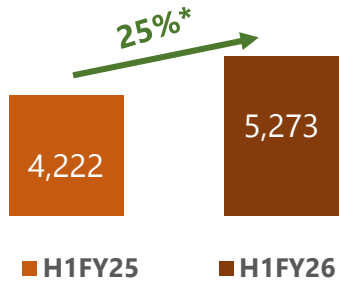
FINANCIAL HIGHLIGHTS

H1 & Q2 FY2026



H1 FY26 Financial Highlights

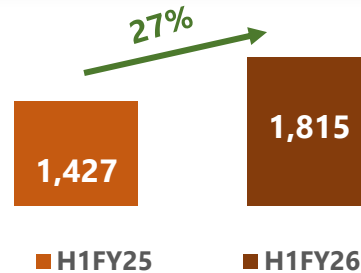
Revenue*



*Normalized Growth 15%
(excluding Golden Star & US Tariff)

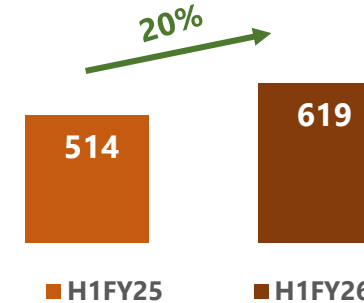
- accelerated **brand** investments;
- Growth across segments and geographies

Gross Profit



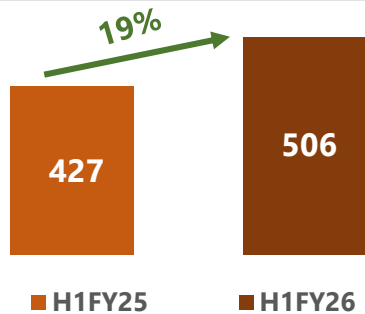
- % to revenue from **33.8% to 34.4%** due to decrease in input costs

EBITDA

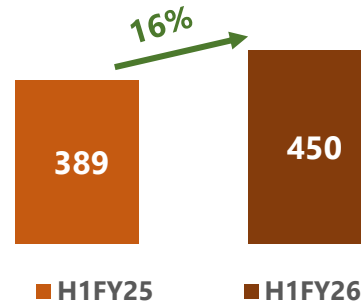


- % to revenue from **12.2% to 11.7%** due to increased spend on Brand and Strategic Initiatives

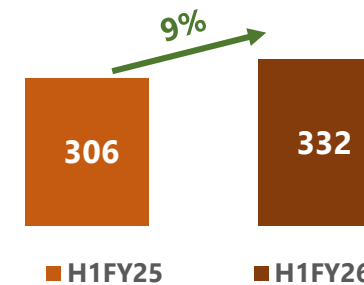
EBIT



PBT



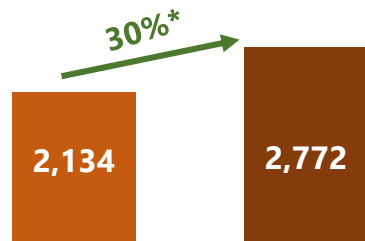
PAT



*Revenue includes Revenue from Operations and Other Income

Q2 FY26 Financial Highlights

Revenue*

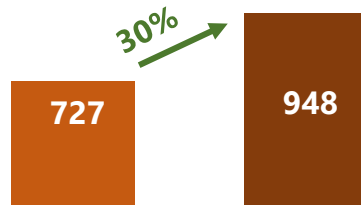


■ Q2FY25 ■ Q2FY26

*Normalized Growth 12%
(excluding Golden Star & US Tariff)

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

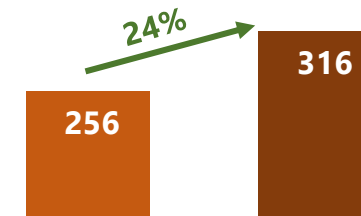
Gross Profit



■ Q2FY25 ■ Q2FY26

- % to revenue from **34.1% to 34.2%** due to decrease in input costs

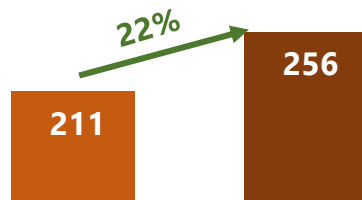
EBITDA



■ Q2FY25 ■ Q2FY26

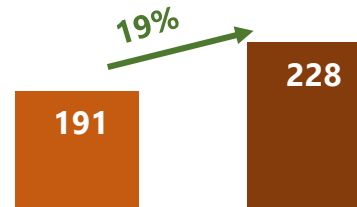
- % to revenue from **12% to 11.4%** due to increased spend on Brand and Strategic Initiatives

EBIT



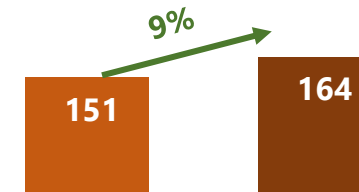
■ Q2FY25 ■ Q2FY26

PBT



■ Q2FY25 ■ Q2FY26

PAT



■ Q2FY25 ■ Q2FY26

Figures in ₹ crores unless specified

*Revenue includes Revenue from Operations and Other Income

Other Financial Metrics

Key Metrics	H1 FY25	H1 FY26
Inventory Days	194	187
Trade Payable Days	28	43
Trade Receivable Days	29	29
Working Capital Days	195	174
Return on Capital Employed %	20.8	22.0
Return on Equity %	17.2	16.5
Interest Coverage (times)	11.1	9.0
Net Debt / EBITDA	0.79	0.46
Net Debt / Equity	0.22	0.14



Figures in ₹ crores unless specified

Financial Highlights (Segmental)

SEGMENTS	BASMATI & OTHER SPECIALITY RICE		ORGANIC FOOD AND INGREDIENTS		RTH & RTC	
Period	H1 FY25	H1 FY26	H1 FY25	H1 FY26	H1 FY25	H1 FY26
Revenue Share %	87%	87%	11%	11%	2%	2%
Revenue (INR in Crs)	3,615	4,488	461	583	100	95
Revenue Growth %	9%	24%* (Normalized Growth 11.4% Excluding Golden Star & US Tariff)	41%	26%	8%	-5%***
Volume Growth %	12.8%	23%	-	-	-	-
Gross Margin %	32%	34%	43%	34%**	39%	34%
EBITDA Margin %	13%	13%	12%	7%**	-6%	-10%

*supported by strong demand across geographies

** Higher initial costs due to commissioning of new plant at Europe

*** Discontinuation of "Daawat Sehat" impacted sales growth

Figures in ₹ crores unless specified



BASMATI & OTHER SPECIALITY RICE

OUR MOST LOVED BRANDS



**2nd Largest Basmati brand
in India**

**Leading brand in Far East
& Africa**



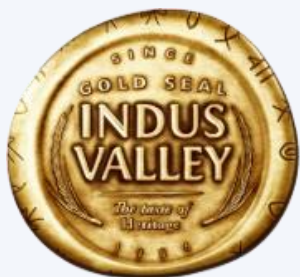
**#1 Basmati brand in
North America**



**Regionally strong
Basmati brand**



**#1 Jasmine brand
in the USA**



**Premium Basmati in
the Middle East**



**Everyday Basmati in
the Middle East**



**#1 Basmati brand
in Canada**



**Long-grain everyday
Basmati**



**Staples in Middle
East & India**

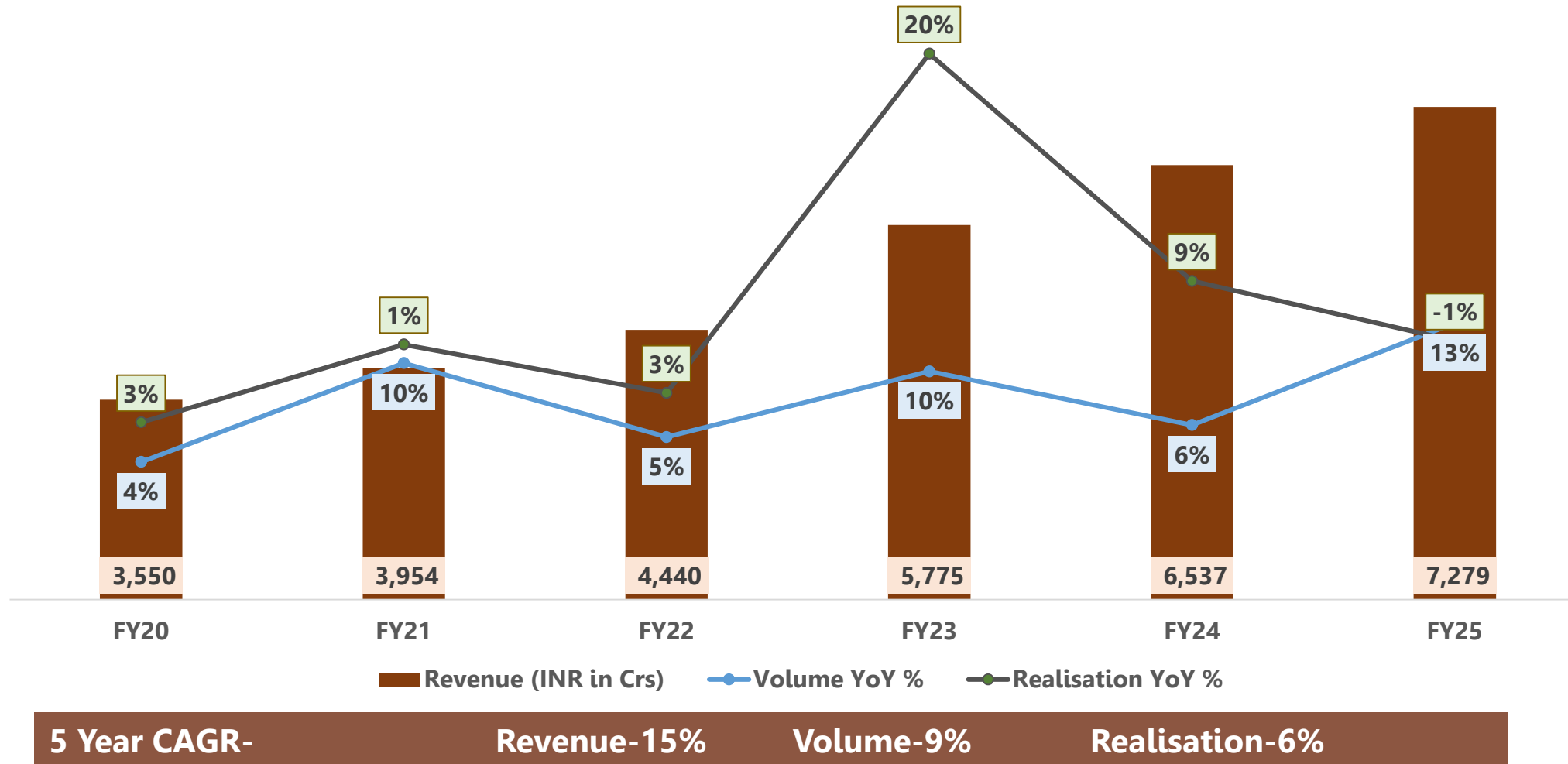
Figures in ₹ crores unless specified

Expanding Horizons, Maintaining Leadership

Segmental (H1 FY26)	India	North America
Revenue Mix %	30%	46%
YoY Growth %	13%	47% (16% Normalized Growth*)
Highlights	- MAT Sep'25 Market Share @ 26.1% with leadership in the Western region - HH penetration @ 56.2 lacs (MAT'25) (vs. 45.6 lacs (MAT'23)); - Leadership in majority of E-Comm / Quick-Comm platforms;   	'Royal' commands a 60% + Basmati rice import share; 'Golden Star' now #1 Jasmine rice brand;   
Segmental	Continental Europe + UK	Middle East & Rest of the World
Revenue Mix %	15%	9%
YoY Growth %	31%	-18%
Highlights	5-years revenue target of £100 million; 	INR 28 crores of Branded revenue from Saudi Arabia (H1 FY26)     

*Excluding Golden Star consolidation & US Tariff

Setting Higher Benchmarks For Our Basmati and Speciality Rice Business



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)**

Organic Certifications



Food Safety Certifications



Food Label Certifications



Social Certifications



Environmental Management System



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



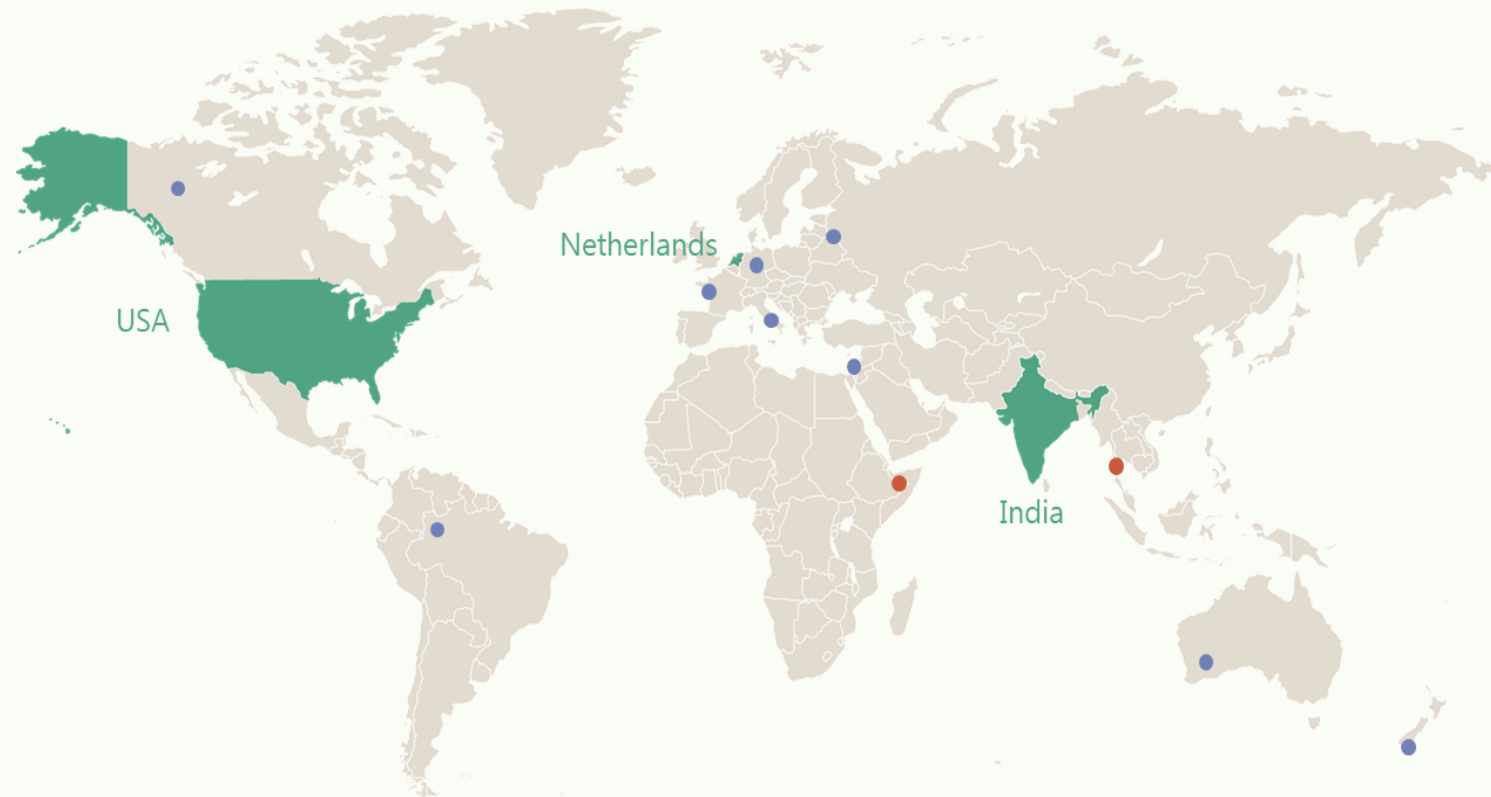
+52%

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

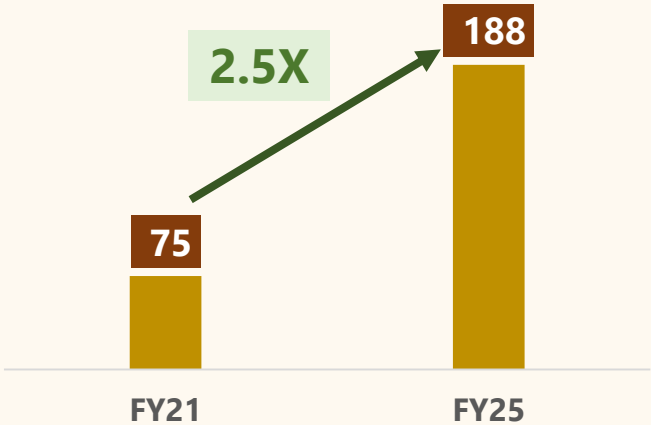
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READY-TO-HEAT (RTH) & READY-TO-COOK (RTC)





Revenue (INR in Crs)



New Product launches: Continuous Innovation



**Eco -friendly Daawat
Super Jute Bag**



**Enhancing Product
Portfolio**



**Strengthening
Product Portfolio**

MARKETING INITIATIVES / UPDATES

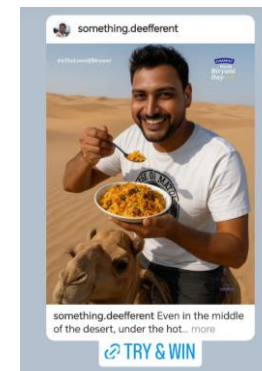
Q2 FY2026



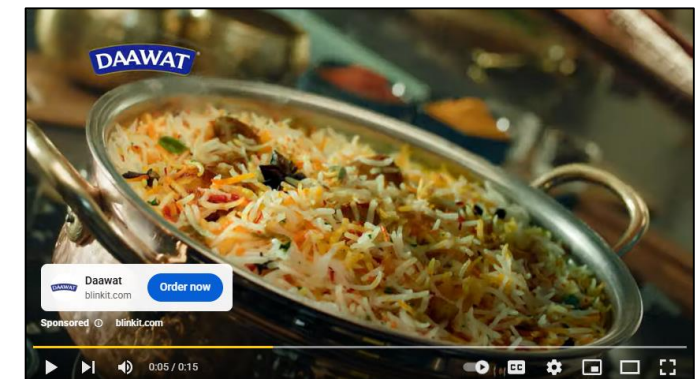
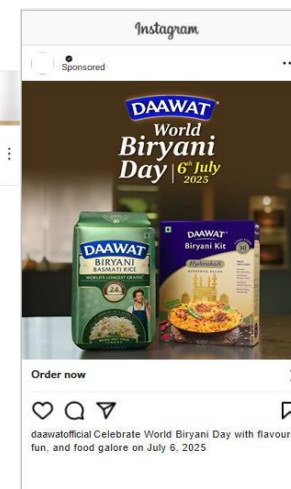
World Biryani Day Celebrations

Biryani Champions league 1st time in Jaipur & Indore

Biryani GPT



Digital Campaigns



Biggest Influencer Campaign



- Biggest Celebs
- 10.1Mn Views , 8 Mn+ reach



- Mega Content Creators
- 15 Mn+ Views , 14 Mn+ reach



- Standup Creators
- 4 Mn Views , 3.5 Mn+ reach



- Regional Mega Content Creators
- 8 Mn Views , 7 Mn+ reach

Global Marketing Initiatives

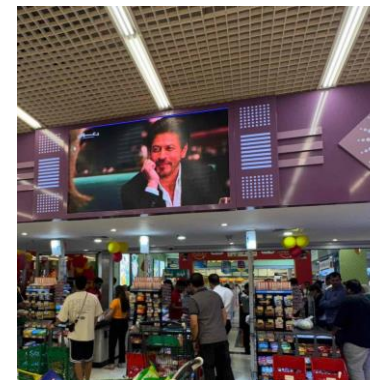
North America : Cultural Festival Events and Consumer Activations



Meet & Greet SRK contest in Dubai



Kuwait: Lulu World Food activity collaboration



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



Continuing on the high-growth global FMCG business

MARGIN EXPANSION

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

GROWTH

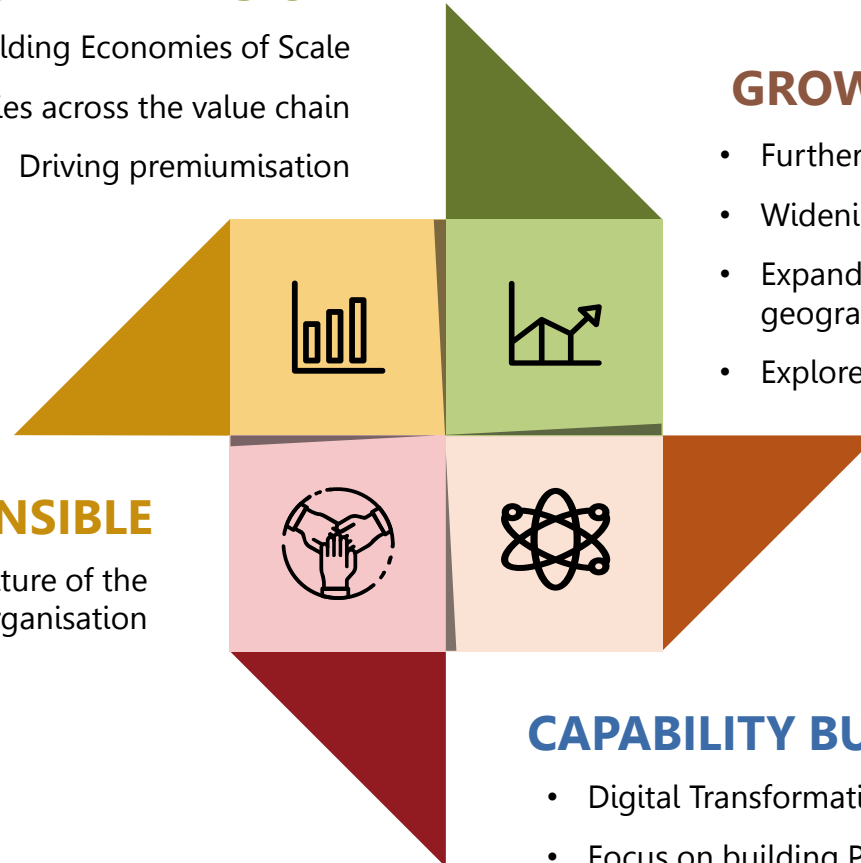
- Further solidifying the CORE business
- Widening distribution channel
- Expanding product portfolio and entering newer geographies
- Explore inorganic opportunities

BEING RESPONSIBLE

- Embedding ESG in the culture of the organisation

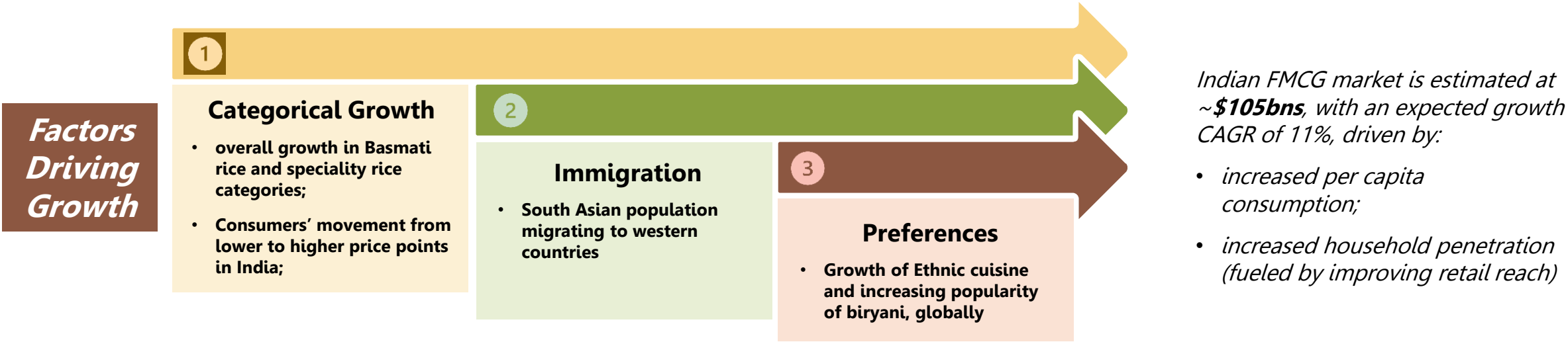
CAPABILITY BUILDING

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



Opportunity Landscape for our Basmati and Specialty Rice Business

	 India	 North America	 Europe (+UK)	 Middle East
Basmati and Specialty Rice Market (est.) (INR in crs.)	50,000+	35,000+	7,500+	40,000+
Expected Industry CAGR	7-9%	10-12%	4-6%	9-10%



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% to 7% 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



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

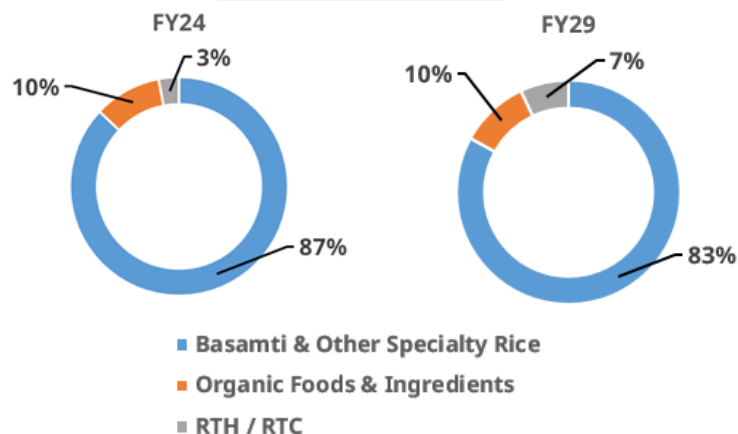
- Focusing on profitable growth, reflected in 5 years' EBITDA CAGR of 16% and corresponding PAT CAGR of 21%;
- Exploring multiple adjacent categories for expansion ~ *right to win to expand share of consumer's wallet*;

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;

Investing in Capabilities: Digital Transformation

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



- 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

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



Enable Revenue Growth



Improved EBITDA



Strong Controls



Enable Sustainability



Stronger Financial Position

ESG Initiatives: Setting Global Precedents



Sustainable Rice Platform
SRP

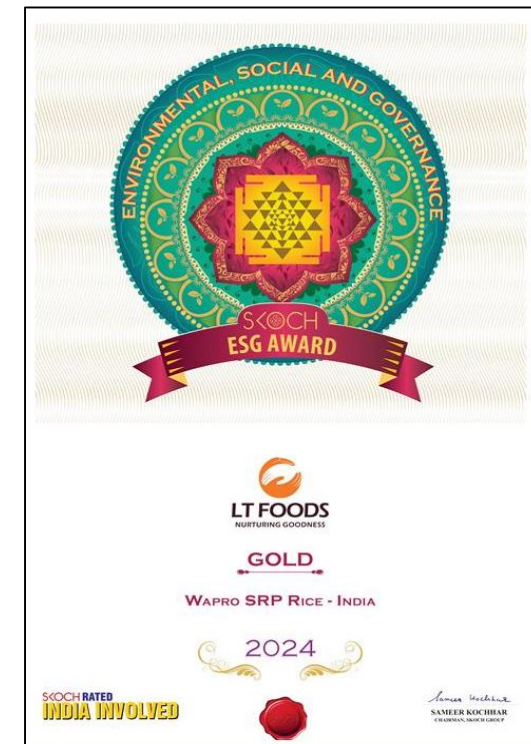
[Home](#) [About Rice](#) [About us](#) [How we work](#) [Take action](#) [Resources](#) [Membership](#) [News](#) [Events & Webinars](#)



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



Shaping a Sustainable Future



1st Sustainability Report

 **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.

 **THE CYCLE OF CHANGE STARTS HERE!**

We empower women with menstrual health education & safe sanitation practices



 **GENDER EQUALITY STARTS WITH EDUCATION**

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



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

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



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



Our water sanitation initiative makes clean water a reality for many

 **CHANGE BEGINS WITH BRIGHT IDEAS!**

Lighting 323 communities with solar power



 **EMPOWERING THE FUTURE**

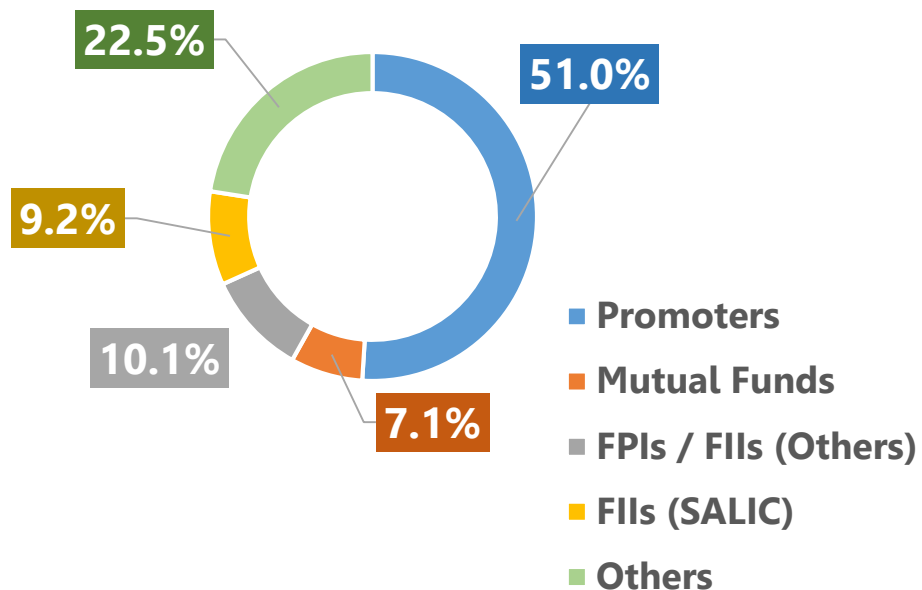
We're promoting digital education by establishing computer labs and dedicated teachers in schools



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



Shareholding Information



Shareholder Information as on Sep 30, 2025

BSE Ticker	532783
NSE Symbol	LTFOODS
Bloomberg	LTFOODS:IN
Market Capitalisation (₹ Crs)*	14,085
Free – Float share %	40.0%
Free Float Market Cap (₹Crs)	5,634
Shares Outstanding (# in Crs)	34.7
Industry	Consumer Foods

Promoter Shares are Unencumbered

** Share price as on 30th Sep 2025 (Closing Price: INR 405.60)*

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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward-looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, Ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.



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



Ms. Monika Chawla Jaggia

(Chief Corporate Development Officer)

E-mail: monika.Jaggia@ltgroup.in

Phone: +91 124-3055101

Website: <https://ltfoods.com/>

LT FOODS LTD.

(CIN: L74899DL1990PLC041790)

Registered Office Address:

Unit-134, 1st Floor, Rectangle-1, Saket District Centre,
Saket, New Delhi-110017

Corporate Office Address:

4th Floor, MVL I Park,
Sector – 15 Gurugram – 122001

