

Ref-LTF/ SE/ 2026-27

Date: October 27, 2026

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: Revised Investors Presentation for the quarter and half year ended September 30, 2026.

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 for the quarter and half year ended September 30, 2026.

Further, pursuant to Regulation 46 of the Listing Regulations, the aforesaid information will be available on the website of the Company i.e., www.ltfoods.com

Request you to please take the above information on records.

Thanking you.

Yours truly,

For **LT Foods Limited**

MONIKA
JAGGIA

Digitally signed by
MONIKA JAGGIA
Date: 2026.10.27
22:20:39 +05'30'

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

Our Trusted Brands





LT FOODS
NURTURING GOODNESS

INVESTOR PRESENTATION

Q2 & H1 FY27

27 October 2026



Index	Slide #
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Double-digit growth, a net-cash balance sheet and brands scaling globally

CONSOLIDATED · H1 FY27

International: **71% of H1 revenue**

India: **29% of H1 revenue**

REVENUE* (₹ Cr)

6,414

Q2 FY27 3,253 ▲ 17%

▲ 22% YoY
18% Normalized

EBITDA (₹ Cr)

721

Q2 FY27 358 ▲ 13%

▲ 17% YoY

PAT (₹ Cr)

364

Q2 FY27 180 ▲ 10%

▲ 9% YoY

ROCE

22.4%

vs 22.0% in H1 FY26

▲ 40 bps

WORKING CAPITAL DAYS

143

vs 174 in H1 FY26

▼ 31 days

NET CASH (₹ Cr)

247

STANDALONE

H1 FY27 · ₹ Cr

Revenue **2,417** ▲ 14.1%

EBITDA **223** ▲ 33.5%

PAT **134** ▲ 23.9%

All figures are consolidated unless marked Standalone. *Revenue includes Revenue from Operations and Other Income. Figures in ₹ crores unless specified; growth is YoY. Q2 = Q2 FY27 vs Q2 FY26; H1 = H1 FY27 vs H1 FY26.

Double-digit growth, a net-cash balance sheet and brands scaling globally — International is 71% India is 29% of H1 FY27 revenue



FINANCIAL UPDATE

Margins

Gross margin 34.4% → 32.5% on change in shipment terms (CIF to C&I); EBITDA margin 11.7% → 11.2% on Organic remodelling and brand investments.

Returns

H1 ROCE 22.4% ; ROE 15.7% .
H1 EBIT +13% and PBT +10%

Working capital

Working capital days down to 143; inventory days 159; receivable days 26 .

Balance sheet

Net-cash position: ₹ 247 Cr; interest coverage 13.8x



BUSINESS UPDATE — H1 FY27

Basmati & Other Specialty Rice

₹5,764 Cr, +27% and 90% of revenue; volume +11%; EBITDA margin 12%.

Organic Foods & Ingredients

₹520 Cr, -11% on business remodelling; EBITDA margin 6%.

RTH & RTC

₹102 Cr, +8%; gross margin 35%. Convenience portfolio scaled ~2.5x over FY21-FY26

Key Launches

Golden Star enters ready-to-heat; Daawat Delight Campaign launched with Chef Ranveer Brar
Launch of Daawat Rozana Platinum



MARKETS UPDATE — H1 FY27

India — 29% of revenue

+24% YoY; market share 22.3% (MAT Sep'26); household penetration 67.5 Lacs (56.2 Lacs); e-comm / quick-comm leader.

North America — 50% of revenue

+21% YoY (13% normalised, incl. Golden Star). Royal holds 60%+ of Basmati imports; Golden Star is #1 Jasmine brand.

Europe — 12% of revenue

Flat YoY on reduced non-strategic B2B business; brand activations across UK, Germany and Netherlands.

Middle East & RoW — 9% of revenue

+25% YoY; record 24% share on UAE e-com platforms (Apr-Jun'26); Great Place to Work® certified.

Figures in ₹ crores unless specified; growth is YoY. Q2 = Q2 FY27 vs Q2 FY26; H1 = H1 FY27 vs H1 FY26.

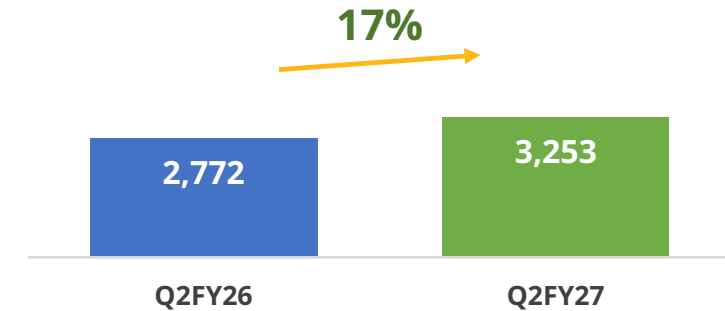
GROWTH PERFORMANCE

Q2 & H1 FY27



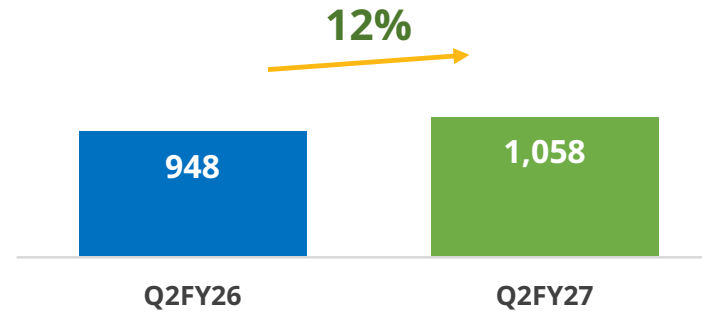
Q2 FY27 Financial Highlights

REVENUE*



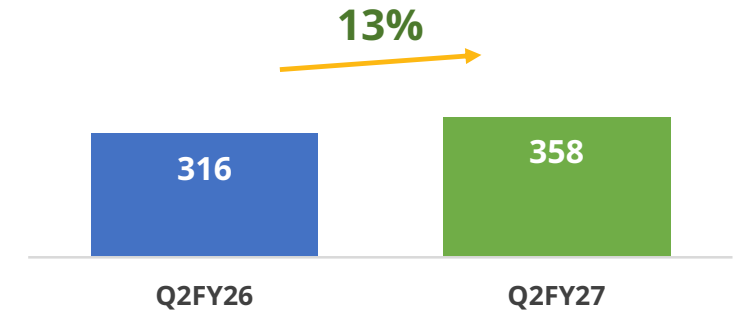
Growth across segments and geographies

GROSS PROFIT



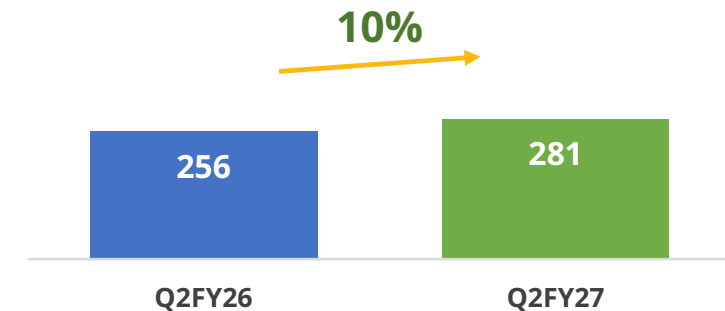
% to revenue: 34.2% → 32.5%
Due to change in shipment terms with related parties from CIF to C&I

EBITDA



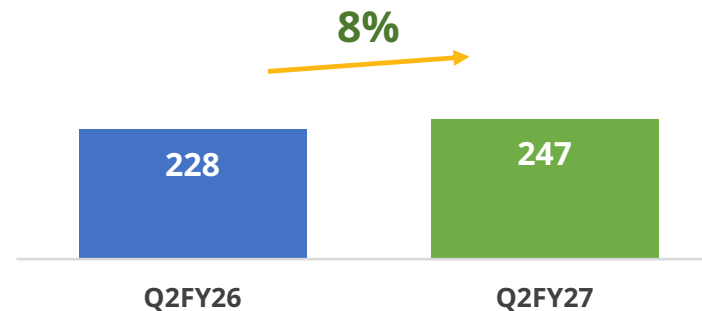
% to revenue: 11.4% → 11%
Due to remodeling of Organic Segment and increase in brand investments

EBIT



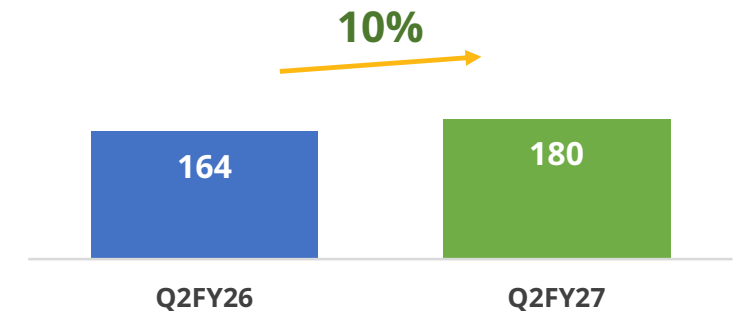
Depreciation increased on account of capitalization of Assets

PBT



Interest Cost increased on account of Supplier Funding arrangements to optimize Working Capital Cycle

PAT

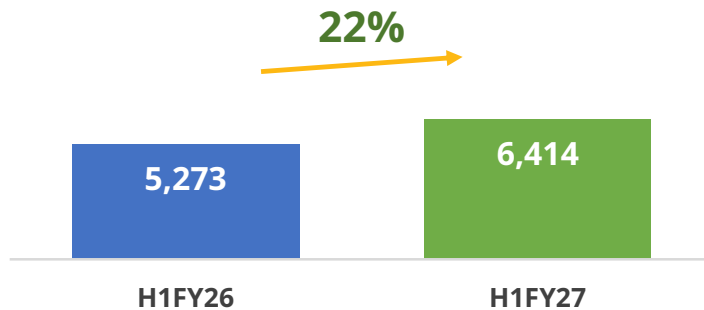


Figures in ₹ crores unless specified

*Revenue includes Revenue from Operations and Other Income

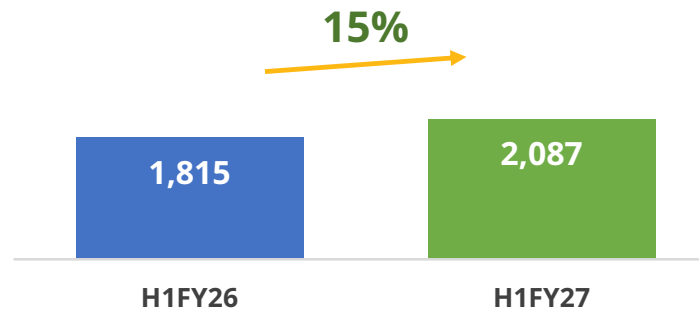
H1FY27 Financial Highlights

REVENUE*



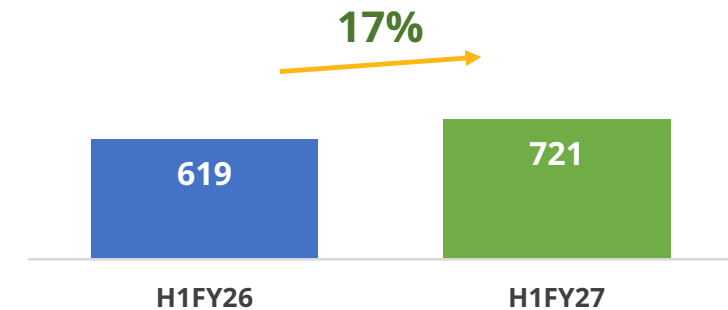
Growth across segments and geographies
Normalized 18% (including Golden Star)

GROSS PROFIT



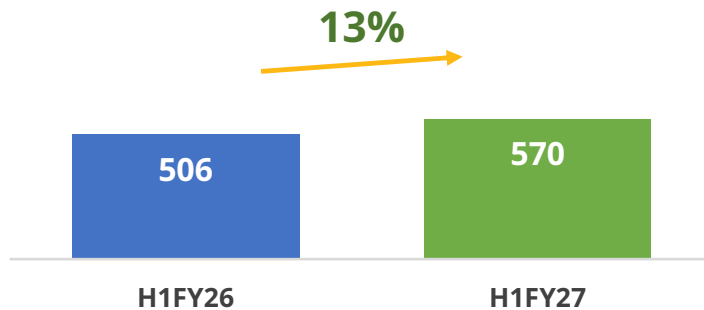
% to revenue: 34.4% → 32.5%
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EBITDA



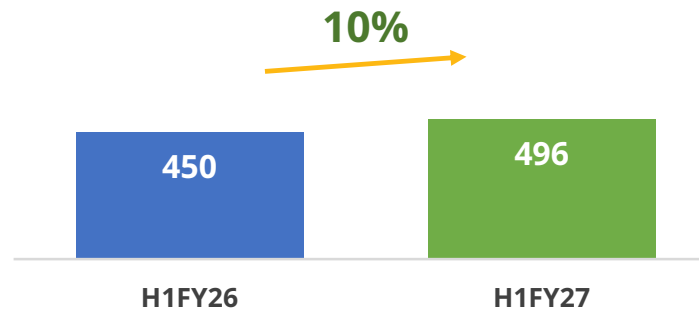
% to revenue: 11.7% → 11.2%
Due to remodeling of Organic Segment and increase in brand investments

EBIT



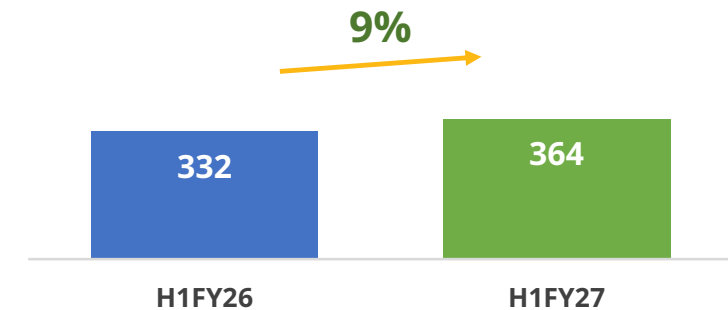
Depreciation increased on account of capitalization of Assets

PBT



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PAT



Figures in ₹ crores unless specified

*Revenue includes Revenue from Operations and Other Income

Disciplined Capital Allocation Supporting Sustainable Growth



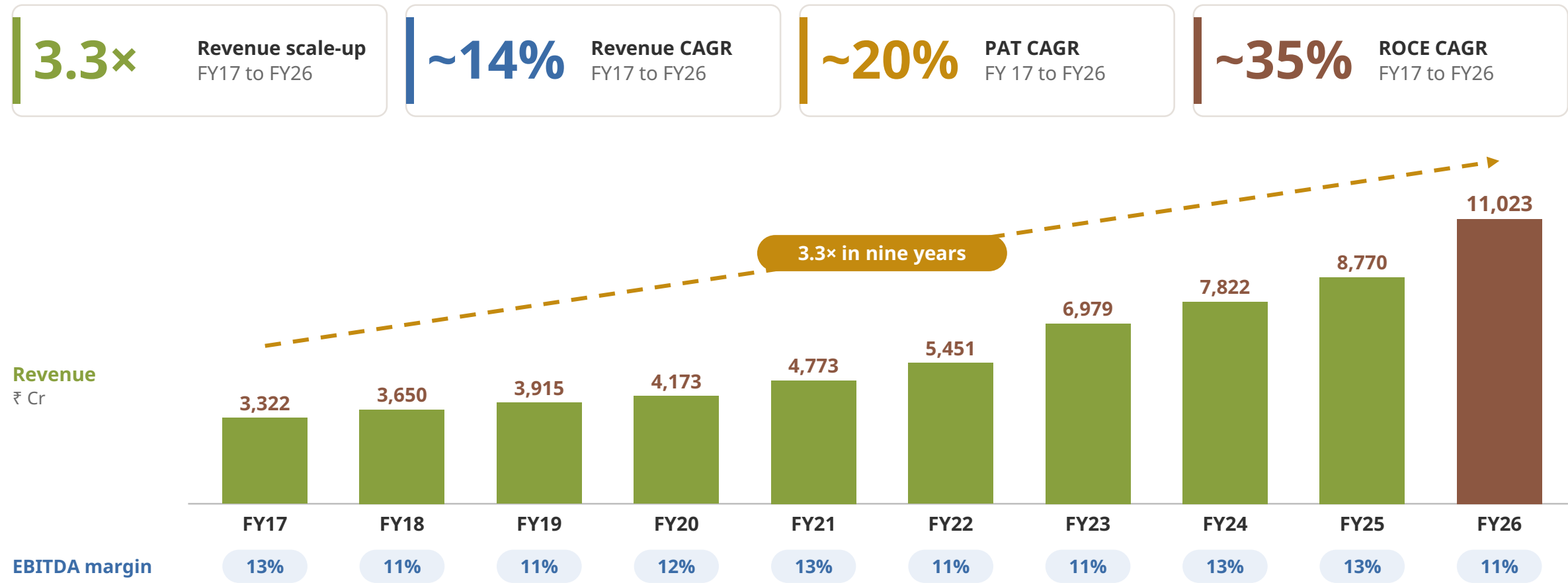
Key Metrics	H1 FY26	H1 FY27
Inventory Days	187	159
Trade Payable Days	43	42
Trade Receivable Days	29	26
Working Capital Days	174	143
Return on Capital Employed %	22.0	22.4
Return on Equity %	16.5	15.7
Interest Coverage (<i>times</i>)*	11.8	13.8

*Includes Bank Interest & Charges

Figures in ₹ crores unless specified

A decade of growth is underpinned by a future-ready global organisation

FINANCIAL COMPOUNDING × INSTITUTIONAL CAPABILITY = DURABLE STAKEHOLDER VALUE





Business Segments:

- 1. Basmati & Other Speciality Rice**
- 2. Organic Foods & Ingredients**
- 3. Ready-to-eat, Ready-to-heat & Ready-to-cook**

Business Segment Performance

SEGMENTS	BASMATI & OTHER SPECIALITY RICE		ORGANIC FOOD AND INGREDIENTS		RTH & RTC	
Period	H1 FY26	H1 FY27	H1 FY26	H1 FY27	H1 FY26	H1 FY27
Revenue Share %	87%	90%	11%	8%	2%	2%
Revenue (INR in Crs)	4,552	5,764	583	520	95	102
Revenue Growth %	24% (Normalized Growth 11.4% excluding Golden Star & US Traiff)	27% (Normalized Growth 22.1% including Golden Star)	26%	-11%*	-5%	8%
Volume Growth %	11%	11%				
Gross Margin %	34%	33%	34%	34%	34%	35%
EBITDA Margin %	13%	12%	7%	6%	-10%	-12%

• Due to remodelling of Organic Business

Figures in ₹ crores unless specified

1. BASMATI & OTHER SPECIALTY RICE

From India to Global Kitchens

LT Foods is Known for its most trusted brands in more than 85+ Countries



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



#1 Basmati brand in Canada



Mazza Rice Brand for Middle East

Devaaya

Staples Brand in Middle East & India

India: A Strong Consumption Story | International: A Scalable Growth Opportunity

Segmental (H1FY27)	India	North America	Europe	Middle East & Rest of the World
Revenue Mix %	29%	50%	12%	9%
YoY Growth %	24%	21% (13% Normalized Growth*)	0%**	25%
Highlights	▪ HH penetration @ 67.5 Lacs (MAT June'26) (vs. 56.2 lacs (MAT'25)); ▪ Leadership in leading E-Comm / Quick-Comm platforms with 18% share; ▪ Market share (value): 23.3% YTD (+1.4 pts); 22.3% MAT Sep'26 vs 22.2% MAT'25	▪ 'Royal' commands a 60% + Basmati rice import share; ▪ 'Golden Star' now #1 Jasmine rice brand;	▪ Brand activations across UK, Germany and Netherlands.	▪ Highest ever Market Share of 24% on UAE E-com Platforms in Apr-June'26 ▪ LT Foods Middle East is now Great Place to Work® certified ▪ Biryani Kits launched in Far East



*Including Golden Star

**Due to reduced non- strategic B2B Business

2. ORGANIC FOODS & INGREDIENTS

Purpose Driven, For a Better Tomorrow

+30 years of industry experience

+110,000 Ha organic farmland

+INR 1,016 Cr Revenue (FY26)

+12% 5-year Revenue CAGR

CERTIFIED, TRACEABLE & FARMER-CONNECTED



350

Agri team strength



80,000

Farming families association



135

Farming groups (ICS)

2. ORGANIC FOODS & INGREDIENTS

Purpose Driven, For a Better Tomorrow

Q2 FY27 UPDATES

EUROPE | ACQUISITION

Controlling stake in Leev.nu B.V.



- Nature Bio Foods B.V. (NBF) acquired an additional 40.75% in the Dutch healthy-snacking company; all-cash €1.735 Mn
- NBF holding now **70.75% — majority control**
- Strengthens foothold in Europe's organic food market and capabilities across the value chain

INDIA | RECOGNITION

SKOCH Award: Sustainable Production of Organic & Fairtrade Rice



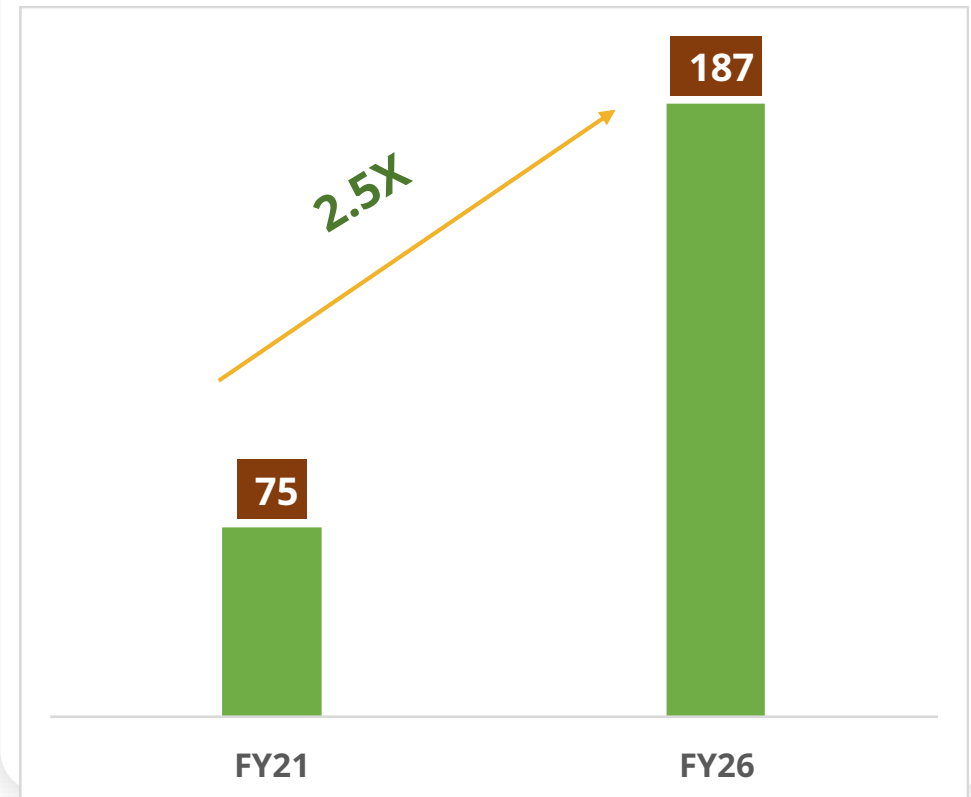
- Category 'ESG', sub-category 'Achiever (MSME)' — 109th SKOCH Summit, New Delhi, 26 Sep'26
- SKOCH is India's highest independent civilian honour (instituted 2003)
- Reinforces commitment to sustainable agriculture, farmer livelihoods and inclusive growth

3. Ready-to-eat, Ready-to-heat & Ready-to-cook

Aligned with consumer preference for convenient food solutions



REVENUE (INR IN CRS)



Convenience-led Portfolio: Ready-to-eat, Ready-to-heat & Ready-to-cook

READY-TO-EAT



▲ 17% YoY Growth

READY-TO-HEAT



▲ 7% YoY Growth

READY-TO-COOK

BIRYANI KIT



▲ 28% YoY Growth in Biryani Kit

THAI GREEN CURRY RICE



CUPPA RICE



Key Launches in Q2 FY27

USA | GOLDEN STAR® ENTERS READY-TO-HEAT



#1

Jasmine Rice brand, U.S.

60 sec

ready in just 60 seconds

- **First RTH entry:** Microwaveable Rice Cups — brand's first major foray into the fast-growing RTH segment
- **Range:** Jasmine, Coconut Jasmine, Jasmine Fried Rice
- **On-the-go:** a quick meal at home, at work or on the go

INDIA | DAAWAT® DELIGHT LAUNCH



Chef Ranveer Brar
Brand ambassador

590M+

campaign impressions

- **New campaign:** DAAWAT® Delight Basmati, with Chef Ranveer Brar as brand ambassador
- **Brand film:** "Har Dish Ko Banaye Very Very Nice"
- **Key message:** Superior Flavour Absorption

INDIA | DAAWAT® ROZANA PLATINUM LAUNCH



16 mm

cooked grain (up to)

2 years

aged (up to)

- **New variant:** DAAWAT® Rozana Basmati Rice — Platinum
- **Long grain:** cooked grain up to 16 mm, aged up to 2 years
- **Brand promise:** "Bring Out Your Finest"



EXTENDING LEADERSHIP THROUGH NEW FORMATS, PREMIUM VARIANTS AND CELEBRITY-LED STORYTELLING

CONSUMER & BRAND INVESTMENTS

Q2 FY27





Celebrity-led 360° launch

Celebrity Chef Ranveer Brar fronts the new campaign, built on 'Superior Flavour Absorption'.

590M+
Impressions

280M+
Views

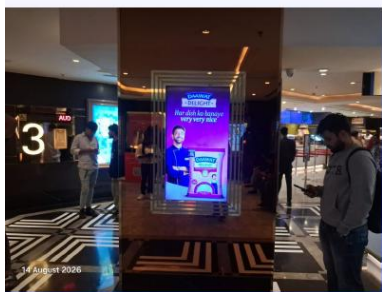
80M+
Reach



TV & Digital



Outdoor & In-shop



Cinema



Ecom Visibility



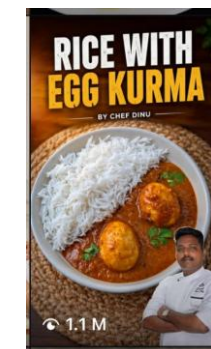
Print

Influencer-led campaign to build relevance

Creators cooking with Daawat Delight to reach home cooks.

149M+
Views

3.6%
Engagement rate



One awareness-day campaign put Daawat in the health and wellness conversation at scale.

98M
Views

Scale

Reach built from a single awareness-day campaign

3%
Engagement rate

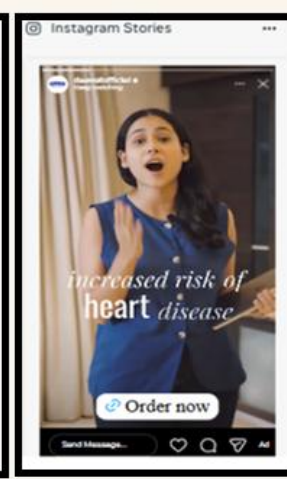
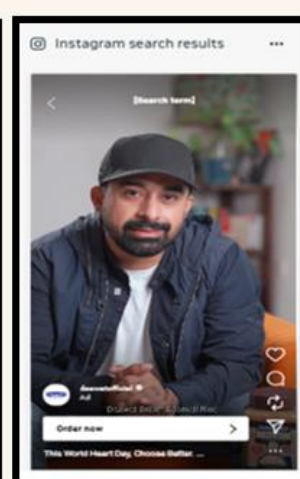
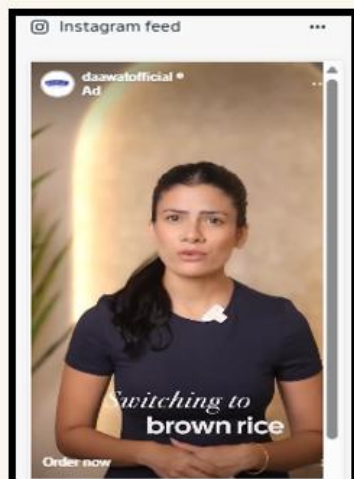
Quality

Audiences engaged with the content, not just viewed it

212K+
Shares

Advocacy

Viewers passed it on, extending reach beyond the original posts



HOW IT WAS DONE

Core influencer campaign



Celebrity post amplification



Dark post edits



Past creator reboost

PAID / OWNED MEDIA

METRICS	Royal	Daawat
Total Impressions	379.2M (+1,044%)	7.3M (+55%)
Reach	20.8M (+21.2%)	2.9M (+81%)
Video Views	16.5M (+94.6%)	987K (+67%)
Clicks	2.4M (+124.9%)	162K (+67%)
Influencer Impressions	3.5M	1.7M

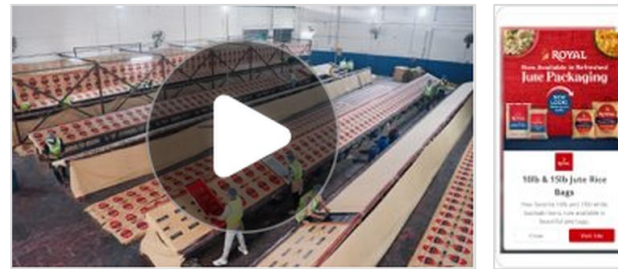
WEBSITE

METRIC	Royal
Total Sessions	1.2M (+104%)
Total Users	1.7M (+91%)
Total Pageviews	3.2M (+117%)

Key Campaigns: Royal®

Jute Refresh: Crafted for Generations to Come

Drive Awareness of the Jute core range refresh & strengthen the #1 Equity with the core audience



10.2M
Impressions

279.5k
Clicks

354.4k
Conversions

RCS Relaunch

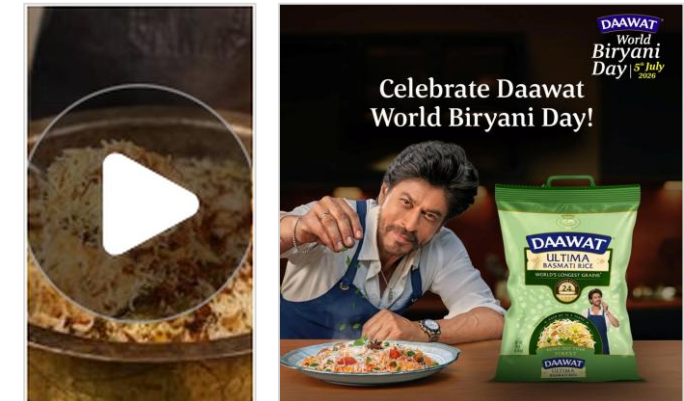
Drive Awareness of the RCS range refresh, highlight new claims & strengthen the #1 Equity



Key Campaigns: Daawat®

World Biryani Day

Drive awareness and engage consumers



1.4M views | @noor.bagtiar

Diwali Campaign Launch

Support 20% extra consumer promo



Objective: Brand & Packaging refresh in line with the positioning. Reassure consumers that product remains unchanged despite the refresh, highlight new Low GI claim on Sella.

Digital Campaign

Influencer Campaign

Packaging Transition Awareness

In-Store Support



ROYAL®
Chef's Secret
Campaign launch video



Nidhi's Cilantro Mint
Pulao with Smoked
Kwati Daal
597k views



Window Branding

Campaign Communication Focus

Product / Claims

- Extra Long Grain
- Premium Aged
- Low GI

- New Look, Same Great Taste
- Naming Convention: Creamy Sella Update
- Product availability in stores near you
- Reinforcing #1 Basmati in the USA Claim

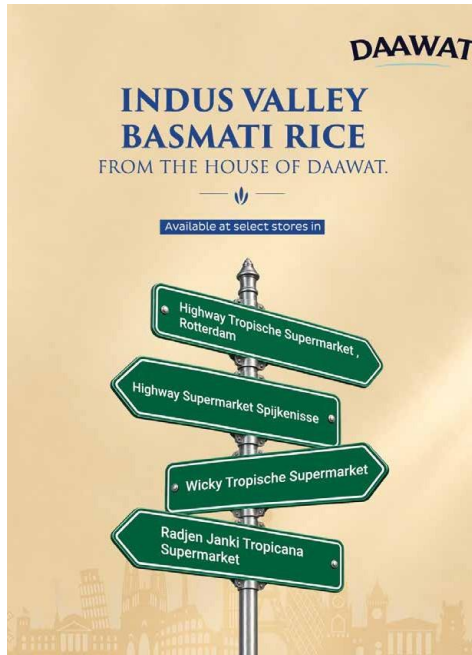


**NEW LOOK,
SAME GREAT TASTE**

Product unchanged despite the refresh

CHEF'S SECRET TVC UPDATE: NEW TV COMMERCIAL LAUNCH TIMELINE — NOVEMBER 2026

LT FOODS EUROPE



Netherlands: Indus Valley

- Live at 4 leading outlets



Germany: DAAWAT® Creamy Sella

- 3,000+ consumers reached via Berlin sampling

LT FOODS UK



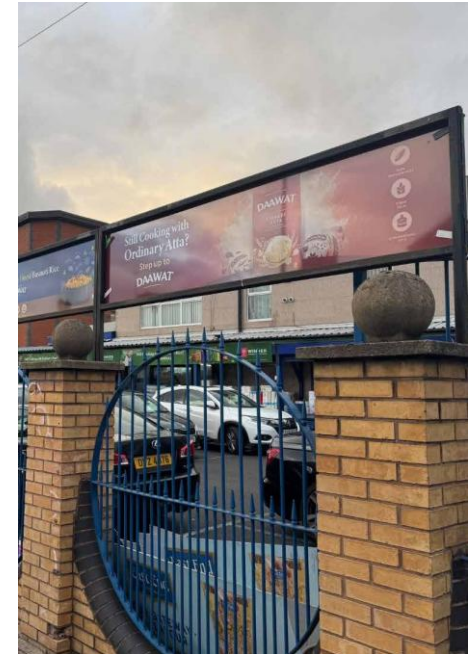
In-store sampling

- Sampling drive at Star Supermarket, Birmingham



DAAWAT® Wali Diwali

- Creator ambassador programme; 10 kg Basmati reward



Long-term signage

- Live at 25 independent stores

Chef Partnership



Health Range



In-Store Trials



Saudi Arabia



1.2M

reach on introductory video

Black & Red

Quick Cooking Rice launched in UAE

~1,000

consumer touchpoints

Highest-ever

Daawat Mazza offtakes at Othaim Retail

Chef-led brand building in the UAE

Health-led range launched in UAE

Strong conversion, led by the 20 kg pack

Growth driven by in-store visibility

BRAND BUILDING + IN-STORE EXECUTION → MIDDLE EAST TRACTION

GROWTH DRIVERS & STRATEGIC PRIORITIES



Continuing On The High-growth Global FMCG Business

Four priorities driving sustained, profitable growth

PROFITABILITY

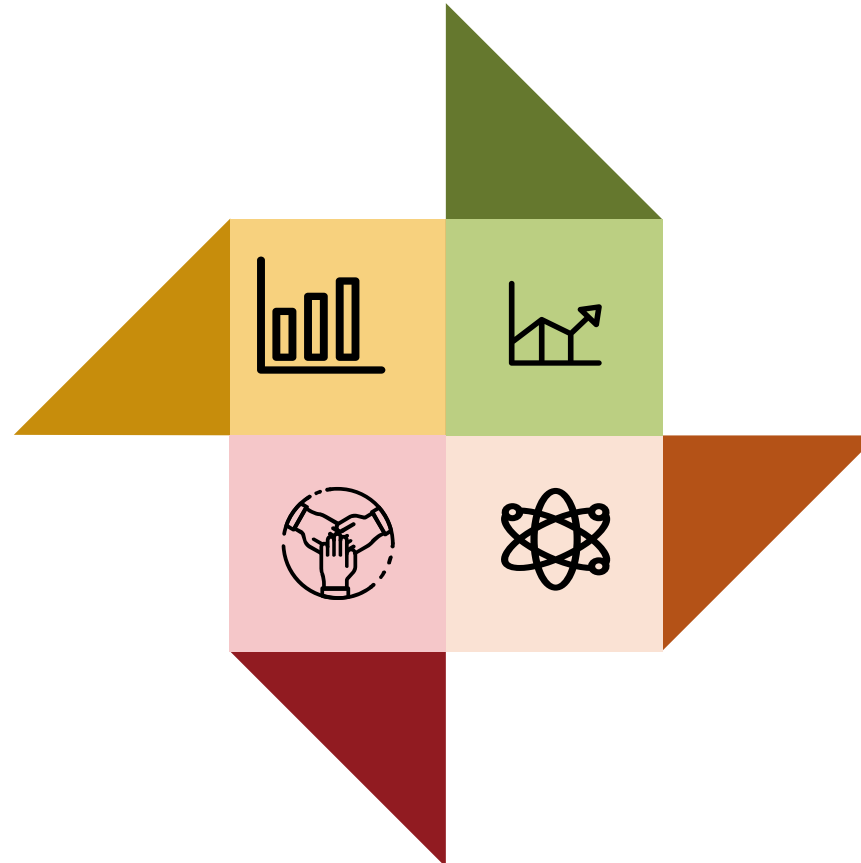
MARGIN EXPANSION

- Building **economies of scale**
- Adding **efficiencies across the value chain**
- Driving **premiumisation**

SUSTAINABILITY

BEING RESPONSIBLE

- Embedding **ESG in the culture of the organisation**



SCALE

GROWTH

- Further solidifying the **CORE business**
- Widening **distribution channels**
- Expanding **product portfolio and newer geographies**
- Exploring **inorganic opportunities**

FUTURE-READINESS

CAPABILITY BUILDING

- Driving **digital transformation**
- Building **people skills and talent pool**

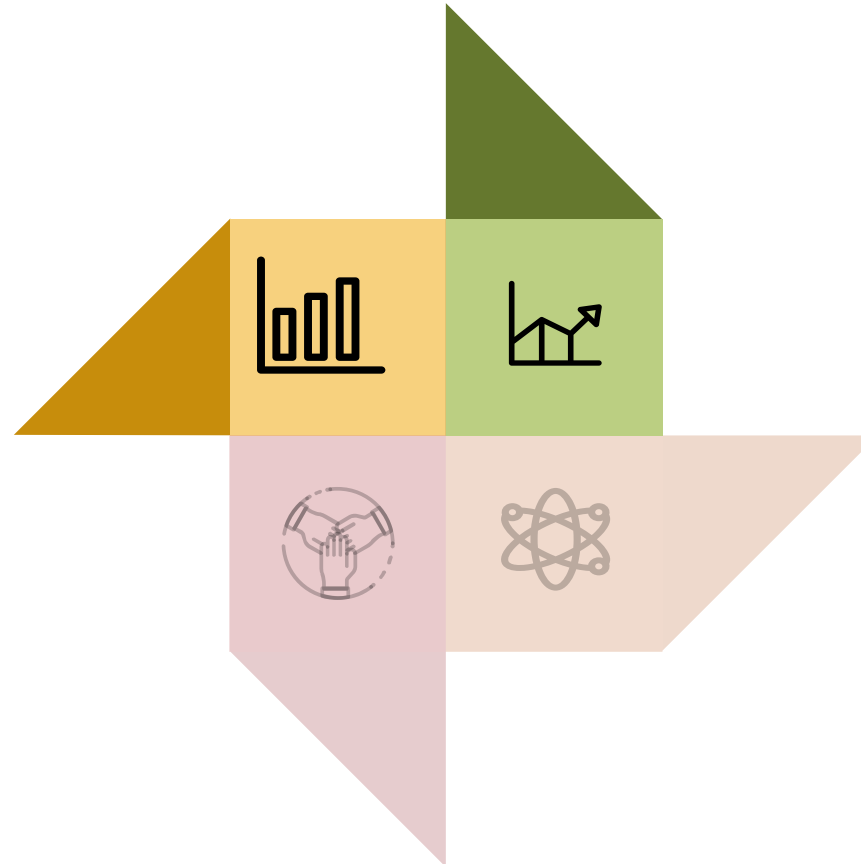
Continuing On The High-growth Global FMCG Business

Four priorities driving sustained, profitable growth | **Profitability & Scale**

PROFITABILITY

MARGIN EXPANSION

- Building **economies of scale**
- Adding **efficiencies across the value chain**
- Driving **premiumisation**



SCALE

GROWTH

- Further solidifying the **CORE business**
- Widening **distribution channels**
- Expanding **product portfolio and newer geographies**
- Exploring **inorganic opportunities**

Opportunity Landscape For Our Basmati And Specialty Rice Business

	 India	 North America	 Europe	 Middle East
Basmati and Specialty Rice Market (est.) (INR in crs.)	50,000+	35,000+	7,500+	40,000+
Expected Industry CAGR	10-12%	10-12%	6-8%	9-10%

Sources of Growth

1 Growth in Category and Premiumisation

- Overall growth in Basmati rice and speciality rice categories
- Consumers' movement from lower to higher price points in India

2 Demographics and new age Channels

- Growing South Asian diaspora fuels Western market demand
- Quick Commerce & E-com are expanding

3 Preferences

- Growth of Ethnic cuisine and increasing popularity of biryani, globally

Indian FMCG market is estimated at ~\$105bns, with an expected growth CAGR of 11%, driven by:

- *increased per capita consumption;*
- *increased household penetration (fueled by improving retail reach)*

Strengthening Brand Equity

- *Improve market share in India*
- *Increase consumer acquisition*

Conversational



Contextual



Conventional



Consumer Engagement For Trials

- *Increase revenue mix of NPD*
- *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



Continuing On The High-growth Global FMCG Business

Four priorities driving sustained, profitable growth | **Sustainability & Future-Readiness**

SUSTAINABILITY

BEING RESPONSIBLE

- Embedding **ESG** in the culture of the organisation



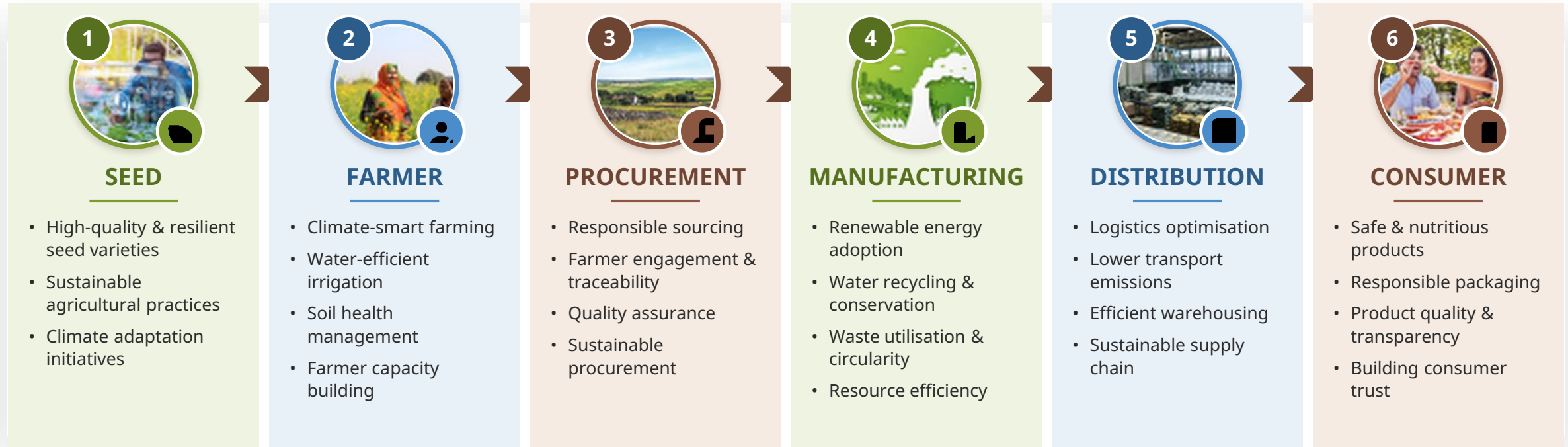
FUTURE-READINESS

CAPABILITY BUILDING

- Driving **digital transformation**
- Building **people skills and talent pool**

ESG Initiatives: Driving Sustainable & Responsible Growth

A FULLY INTEGRATED, TRACEABLE VALUE CHAIN — FROM SEED TO CONSUMER PLATE



ESG RECOGNITION

61

up from 54

CRISIL ESG upgrade

From “Adequate” to “Strong” category
Core ESG Rating of 64

INDIA CSR LEADERSHIP AWARDS 2026

Certificate of Honor

Sustainability Reporting category — LT Foods’ Sustainability Report 2024–25. 19th edition, 16 Oct 2026.



A future-ready global organisation sustains this growth

FINANCIAL COMPOUNDING × INSTITUTIONAL CAPABILITY = DURABLE STAKEHOLDER VALUE

CAPABILITY THAT SUSTAINS IT

2,800+

GLOBAL TALENT

Employee strength across markets

58%

NEXT-GEN WORKFORCE

Millennials & Gen Z: ambition with experience

EQUAL

INCLUSIVE CULTURE

Equal opportunity employer

EXTERNAL VALIDATION OF CULTURE & EXECUTION



Great Place To Work® Certified: India

Feb 2026 – Feb 2027



Great Place To Work® Certified: UAE

Jul 2026 – Jul 2027



IAMAI India Digital Awards

Bronze Winner

SCALE + RETURNS DISCIPLINE + GLOBAL TALENT + INCLUSIVE CULTURE → COMPOUNDING LONG-TERM VALUE

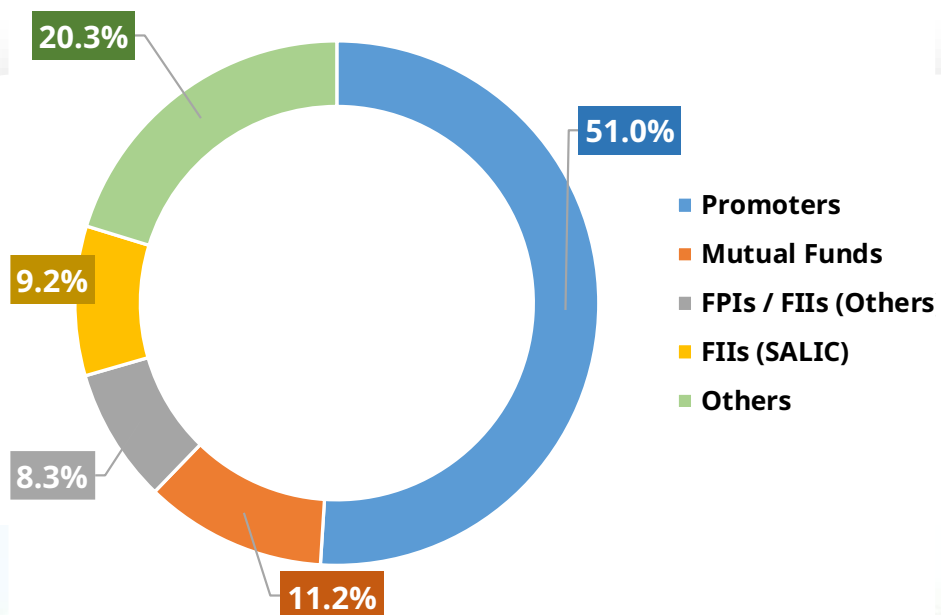


- **Enhance Customer Experience which enable Growth**
- **Margin Expansion for better Profitability**
- **Real time visibility of Data for better Transparency**
- **Enhance Agility, Efficiency & Productivity in operations**
- **Strong Controls & Compliances**



**Sustainable
Business**

Shareholding Information



Shareholder Information as on 30 September 2026

BSE Ticker	532783
NSE Symbol	LTFOODS
Bloomberg	LTFOODS:IN
Market Capitalisation (₹ Crs)*	13,907
Free – Float share %	40.0%
Free Float Market Cap (₹Crs)	5,563
Shares Outstanding (# in Crs)	34.7
Industry	Consumer Foods

Promoter Shares are Unencumbered

* Share price as on 30th Sep' 2026 (Closing Price BSE: INR 400.5)

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**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

