

Ref-LTF/ SE/ 2025-26/

Date: January 28, 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: Investors Presentation- Q3 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., www.ltfoods.com.

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

9M & Q3 FY2026

28th January 2026



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LT Foods – At a Glance

9M & Q3 FY2026

Legacy

70+ years of Industry Experience

Most Loved Brands

DAAWAT®, Royal, Golden Star, 817 Elephant, Ecolife, Heritage

Global Footprint

Presence in **85+ 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

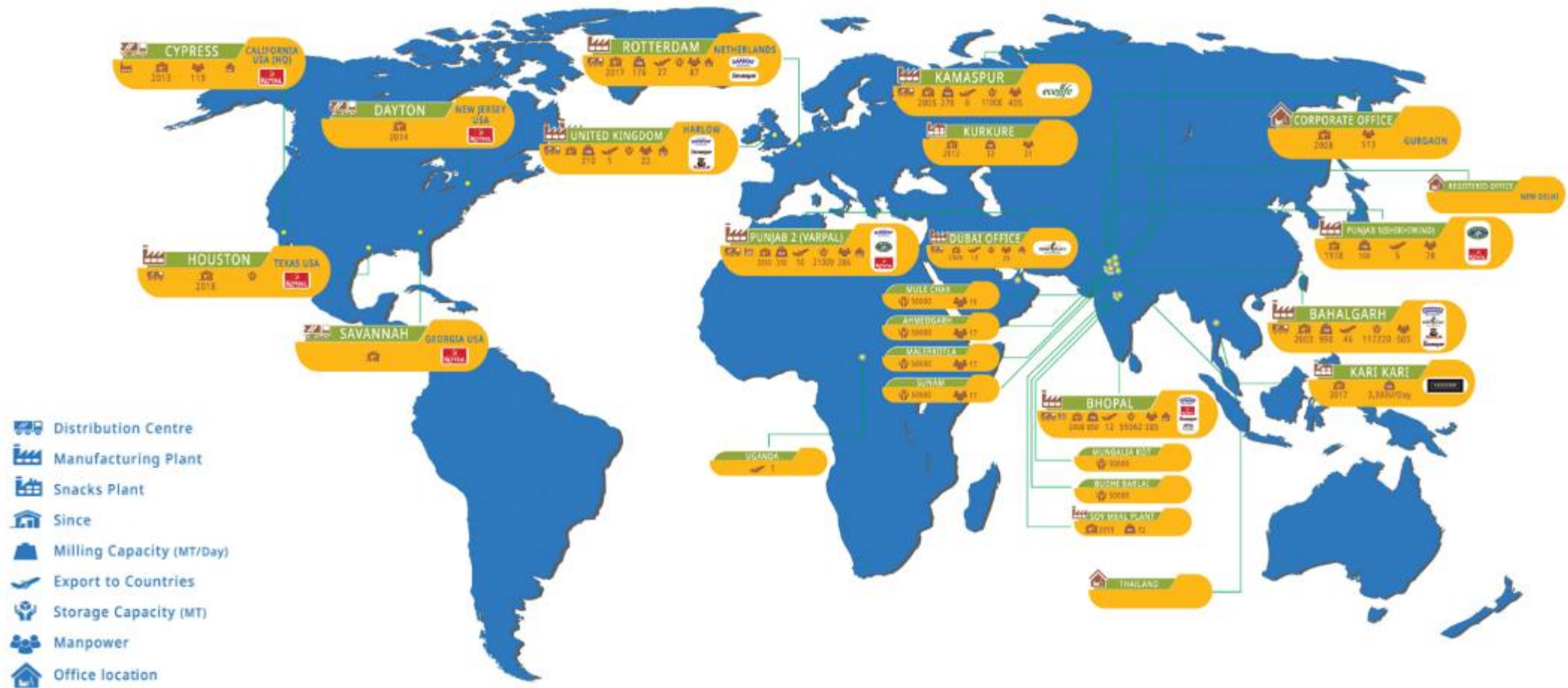
Sustainable Growth

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

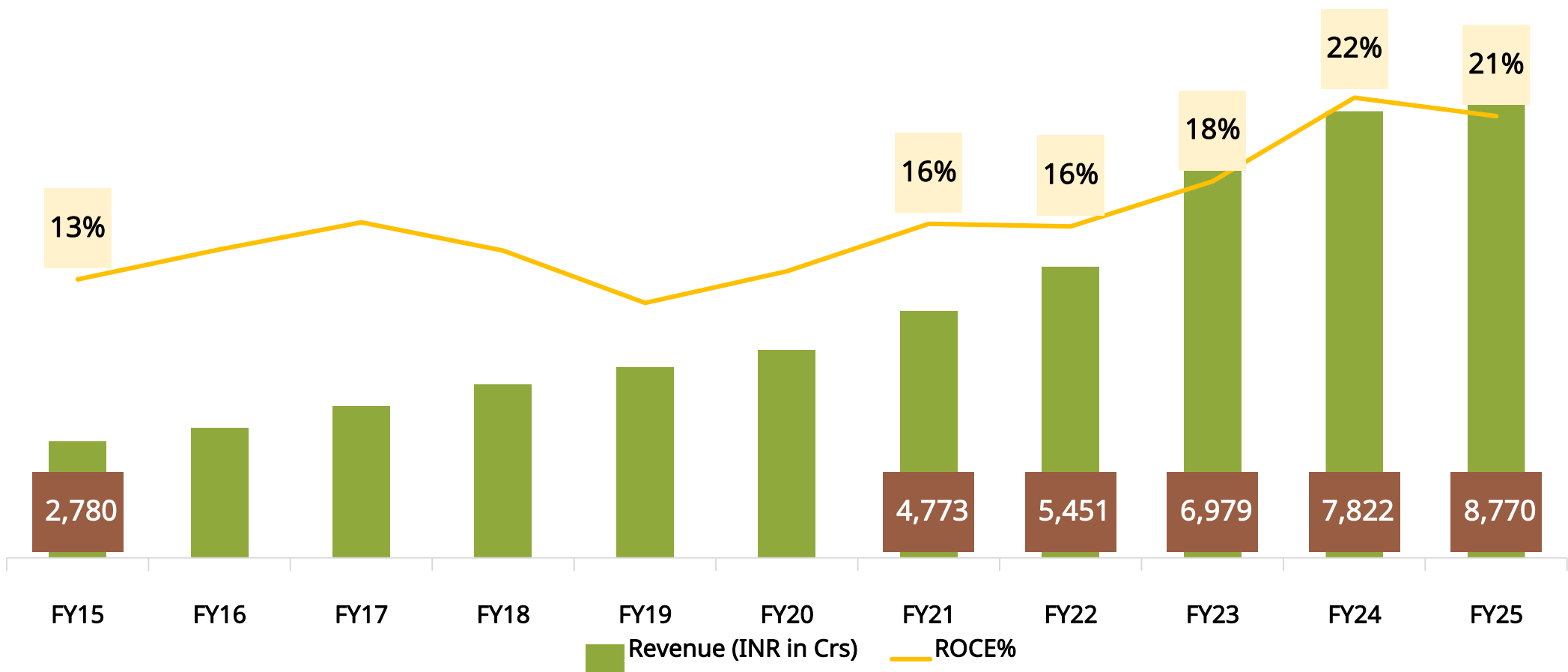
Market Capitalization

INR 13,500 crores+
(as on 31st Dec'25)

A Global FMCG Company - Footprint that spans continents



10 Years' Financial Highlights





Recent Quarter Updates & Financial Highlights

9M & Q3 FY2026



CVD 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.

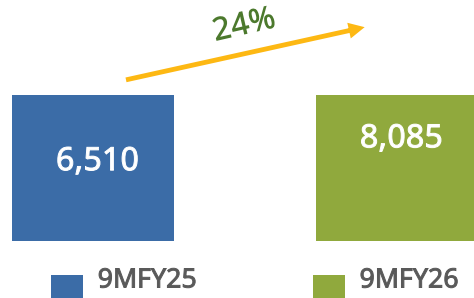
The Final Determination was earlier expected by November 17, 2025; however, due to the U.S. government shutdown, the timeline has been further extended and is now expected by February 17, 2026.

Crop Update

- ✓ Crop 2025 production outlook revised downward due to lower-than-expected yields across key producing states
- ✓ Acreage remained stable; production decline is yield-driven, mainly impacted by weather disruptions during critical crop stages
- ✓ Overall basmati output lower than initial estimates

9M FY26 Financial Highlights

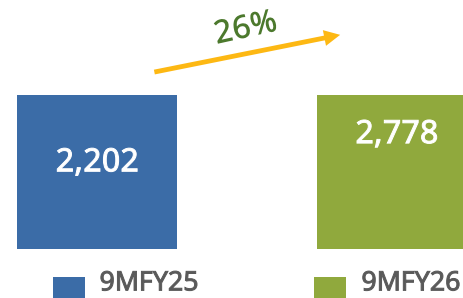
REVENUE*



*Normalized Growth 19% (excluding US Tariff)

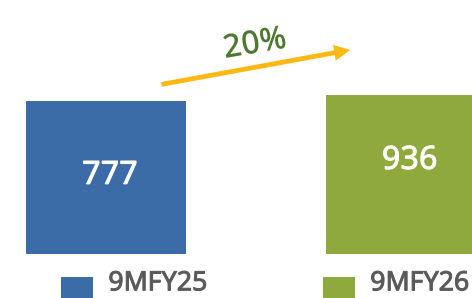
- accelerated brand investments;
- Growth across segments and geographies

GROSS PROFIT



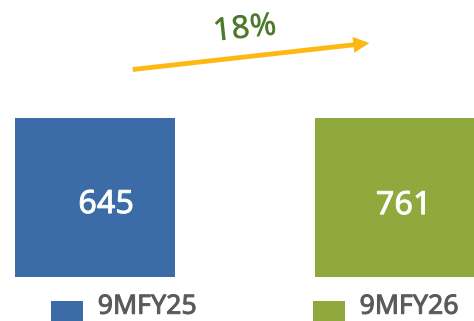
- % to revenue from 33.8% to 34.4% due to decrease in input costs

EBITDA

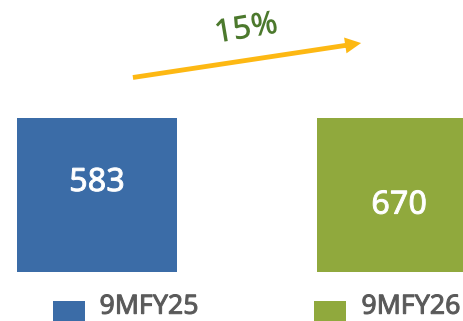


- % to revenue from 11.9% to 11.6% due to increased spend on Brand and Strategic Initiatives

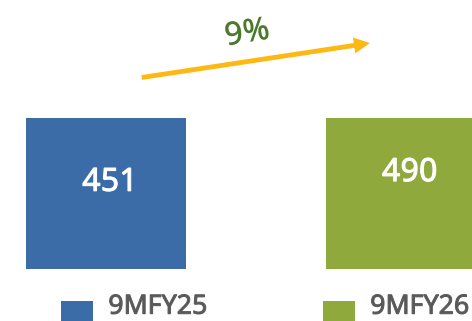
EBIT



PBT



PAT

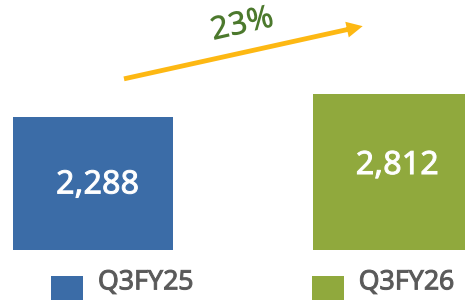


Figures in ₹ crores unless specified

*Revenue includes Revenue from Operations and Other Income

Q3 FY26 Financial Highlights

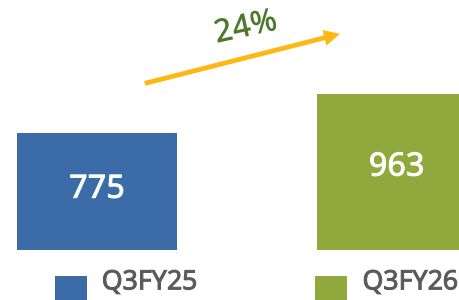
REVENUE*



*Normalized Growth 13% (excluding US Tariff)

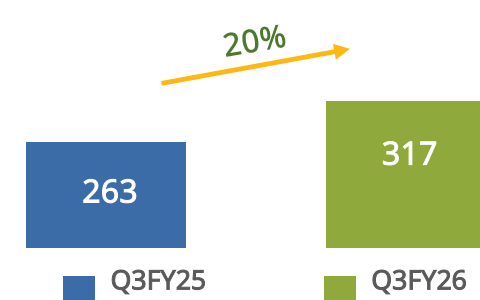
- accelerated brand investments;
- Growth across segments and geographies

GROSS PROFIT



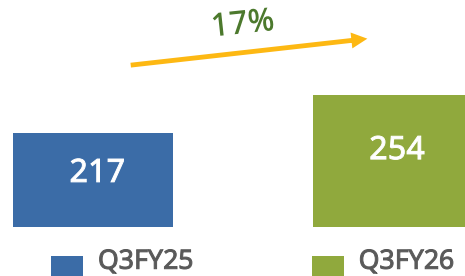
- % to revenue from 33.9% to 34.2% due to decrease in input costs

EBITDA

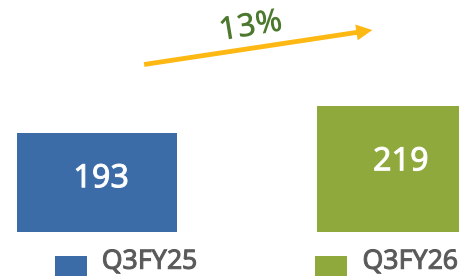


- % to revenue from 11.5% to 11.3% due to increased spend on Brand and Strategic Initiatives

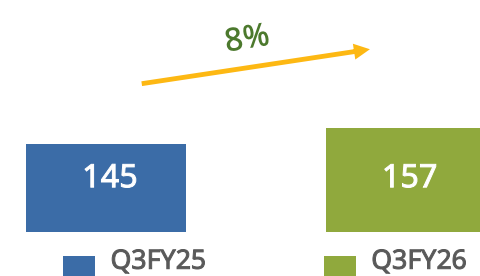
EBIT



PBT



PAT



Figures in ₹ crores unless specified

*Revenue includes Revenue from Operations and Other Income

Other Financial Metrics



Key Metrics	9M FY25	9M FY26
Inventory Days	268	255
Trade Payable Days	73	78
Trade Receivable Days	32	27
Working Capital Days	227	205
Return on Capital Employed %	19.5	20.3
Return on Equity %	16.9	15.9
Interest Coverage (<i>times</i>)	10.4	8.4
Net Debt / EBITDA	1.17	0.95
Net Debt / Equity	0.33	0.27

Figures in ₹ crores unless
specified

Segmental Financial Highlights

SEGMENTS	BASMATI & OTHER SPECIALITY RICE		ORGANIC FOOD AND INGREDIENTS		RTH & RTC	
<i>Period</i>	<i>9M FY25</i>	<i>9M FY26</i>	<i>9M FY25</i>	<i>9M FY26</i>	<i>9M FY25</i>	<i>9M FY26</i>
<i>Revenue Share %</i>	87%	88%	11%	10%	2%	2%
Revenue (<i>INR in Crs</i>)	5,609	7,094	701	807	143	138
<i>Revenue Growth %</i>	12%	26%* (Normalized Growth 21% excluding US Tariff)	36%	15%	0.1%	-4%***
<i>Volume Growth %</i>		20%				
Gross Margin %	33%	35% (Normalized 36.4% excluding US Tariff)	43%	33%**	40%	36%
EBITDA Margin %	12.6%	12.6% (Normalized 13.2% excluding US Tariff)	12%	6%**	-7%	-9%

*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



Business Segments:

1. Basmati & Other Specialty Rice
2. Organic Foods & Ingredients
3. Ready-to-heat (RTH) & Ready-to-cook (RTC)

1. BASMATI & OTHER SPECIALTY RICE

From India to Global Kitchens: A Trusted Basmati Brand

LT Food's Known for its most trusted 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

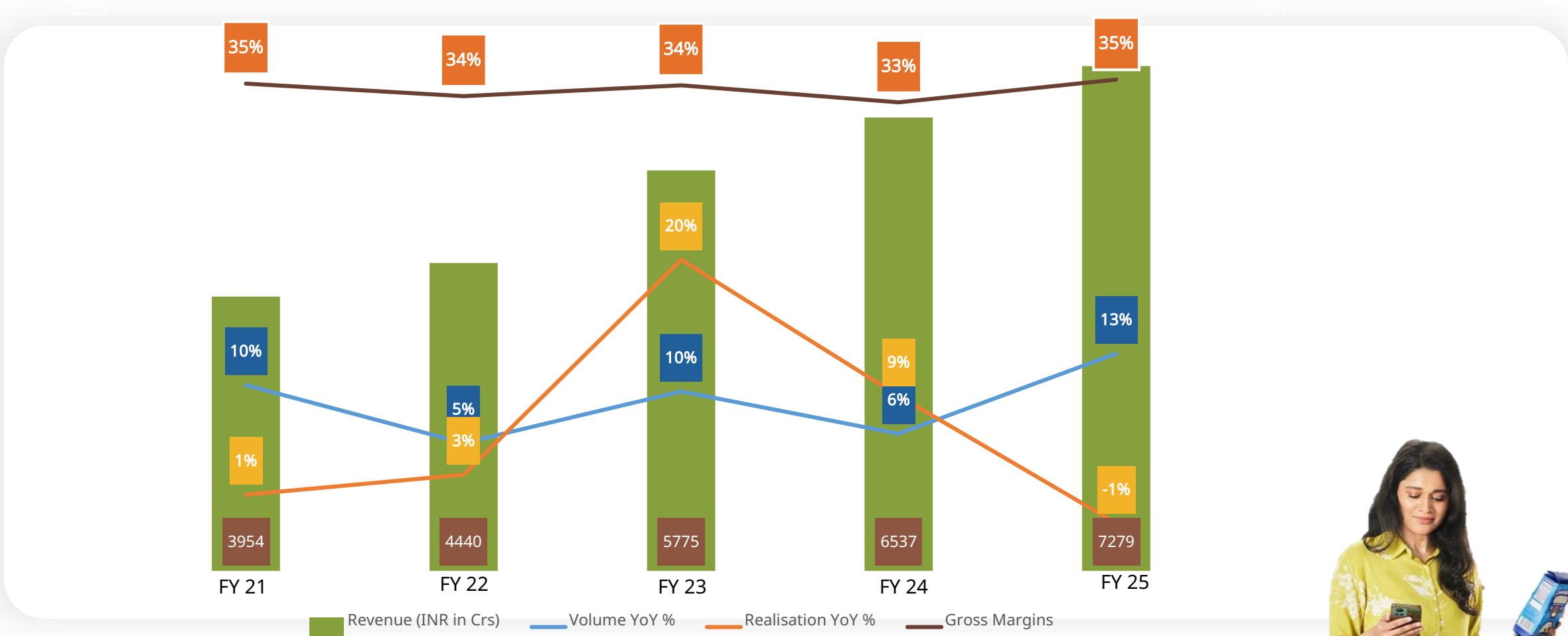
India: A Strong Consumption Story | International: A Scalable Growth Opportunity

Segmental (9M FY26)	India	North America	Europe	Middle East & Rest of the World
Revenue Mix %	29%	46%	16%	9%
YoY Growth %	10%	50% (12% Normalized Growth*)	35%	-11%
Highlights	<ul style="list-style-type: none"> MAT Dec'25 Market Share @ 23.5% HH penetration @ 58.11 lacs (MAT Sep'25) (vs. 45.6 lacs (MAT'23)); Leadership in majority of E-Comm / Quick-Comm platforms; 	<ul style="list-style-type: none"> 'Royal' commands a 60% + Basmati rice import share; 'Golden Star' now #1 Jasmine rice brand; 	<ul style="list-style-type: none"> 5-years revenue target of £100 million; 	<ul style="list-style-type: none"> INR 35 crores of Branded revenue from Saudi Arabia (9M FY26)



*Excluding US Tariff & Golden Star

Setting Higher Benchmarks For Our Basmati and Specialty Rice Business



5 Year CAGR- Revenue-15% Volume-9% Realisation-6%



Figures in ₹ crores unless specified

2. 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)



We own 30% stake of the European organic foods brand, [Leev](#)



Explore the tales of farming dedication & innovation:
[Humans of Organic](#)



350

Agri Team
Strength



80,000

Farming families
association



135

Farming
Group (ICS)

Figures in ₹ crores unless specified

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



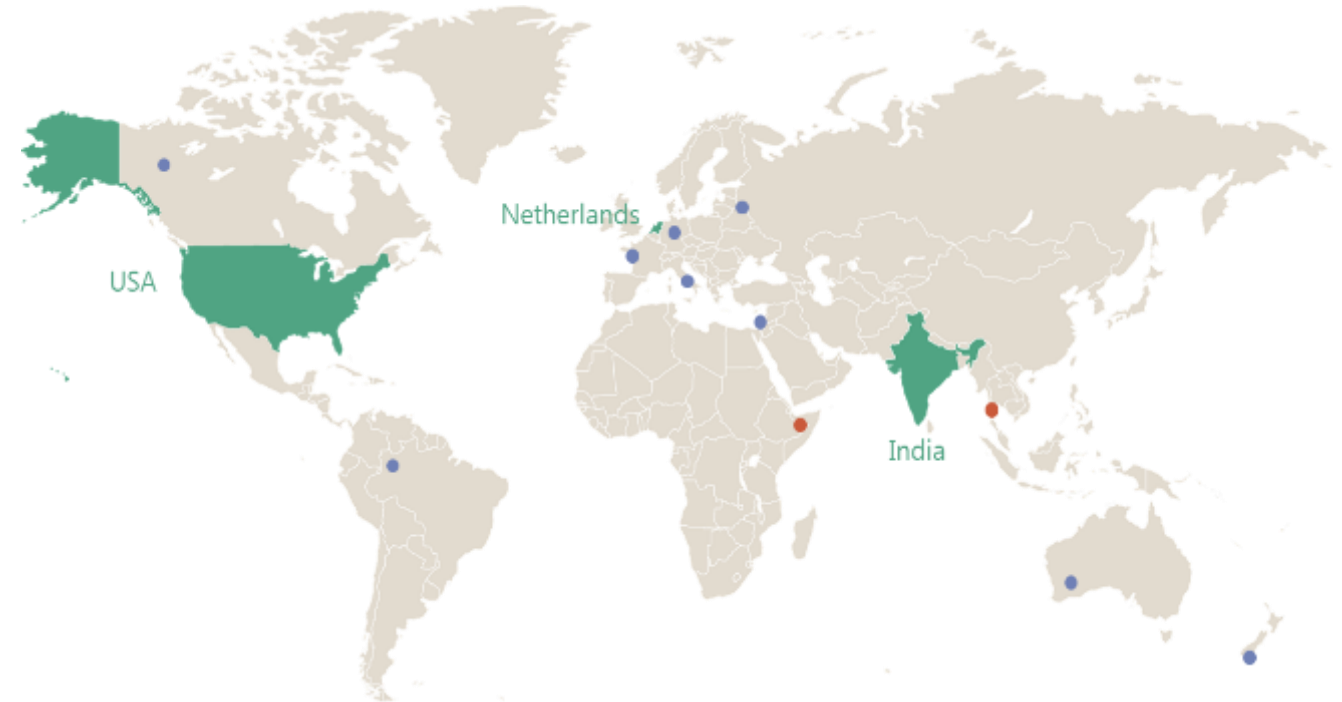
+52%

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

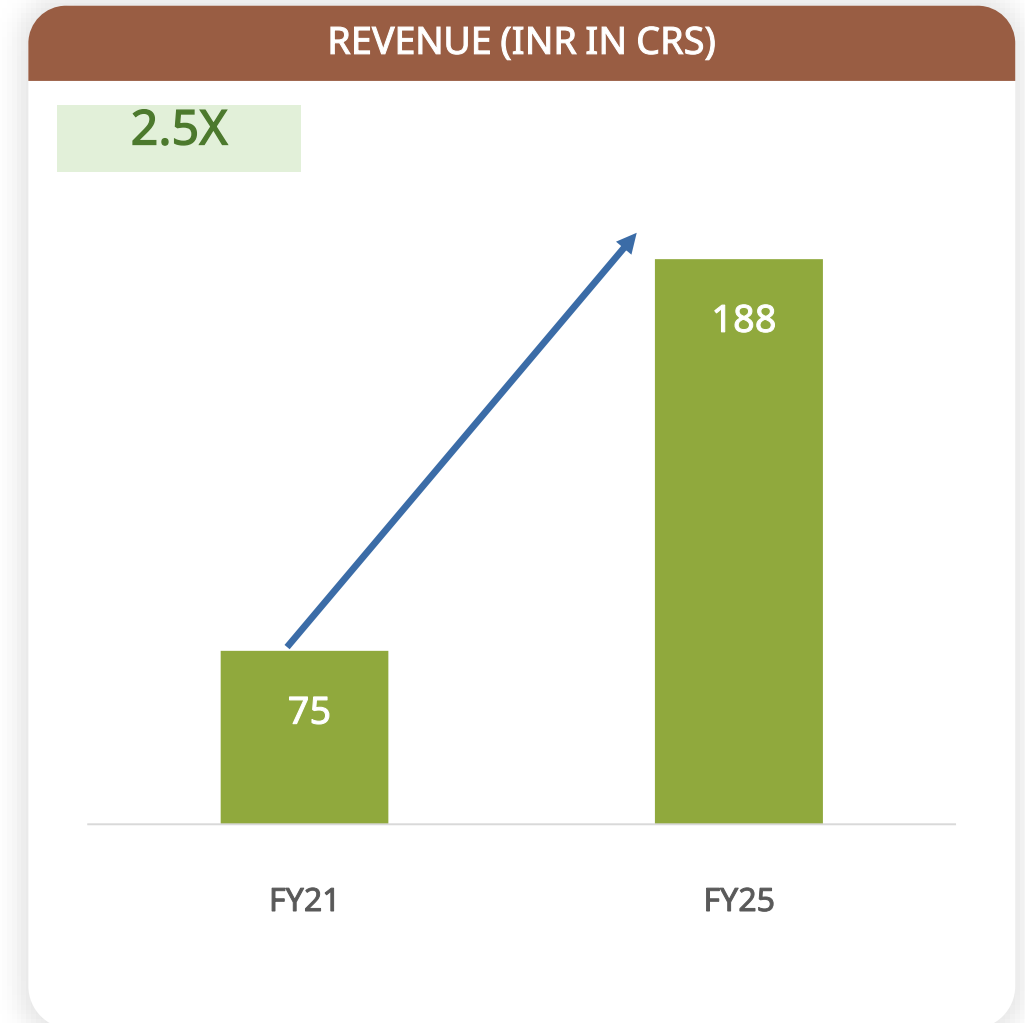


Our Offices

- ✿ USA
- ✿ Netherlands
- ✿ India

3. Ready-to-heat (RTH) & Ready-to-cook (RTC)

Aligned with consumer preference for convenient food solutions



Product Range- RTH (Ready- To -Heat)



Product Range- RTC (Ready -to -Cook)

BIRYANI KIT



THAI GREEN CURRY RICE



SPECIALITY RICE



CUPPA RICE



Product Range - Ready-to-Eat



New Product Launches: Continuous Innovation



Organic Products



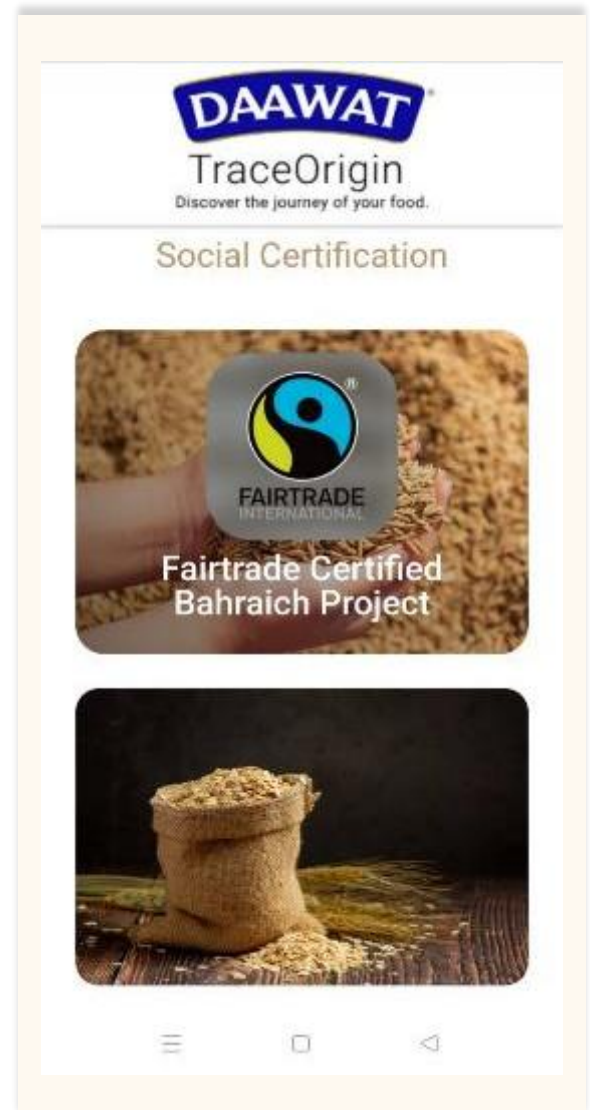
Export Quality



Certified



Traceability of Origin



New Product Launches: Continuous Innovation



MARKETING INITIATIVES

9M & Q3 FY2026



New SRK Packs Rolled out in Middle East



Collab with 15+ influencers to announce new pack with SRK



7600 consumer participation in Meet and Greet contest; 50 winners announced



Redesigned Packs Rolled out In North America



UAE National Day Event

1.7mn Impressions delivered on Tiktok (Male + female, Arabs)

Rice Your Awareness Campaign In India

Rice
Your
Awareness
by **DAAWAT**
The FINEST

Only Rice November

Wake up, Rice Your Awareness & Feel the Power

Take the Challenge →

6 2 4 7 7

Challenges Taken



Rice
Your
Awareness
by **DAAWAT**
The FINEST

Guess the total participants in the biggest marathon in the world? Still fewer than those who have joined India's latest food challenge- **#OnlyRiceNovember**.

More than **55,000** people have already stepped in, and the impact is evident. Participants are experiencing improved energy levels, smoother digestion, better meal satisfaction, and an overall sense of balance - the many benefits of eating rice that often go unnoticed.

From your neighbours to your colleagues and friends, people everywhere have taken up the challenge. Many have already completed their 7-Days challenge and are proudly receiving their Badges of Honour. If you have not joined yet, this is your moment.

You can still start today. Visit www.daawat.com/rya, select the duration that suits you, access the expert crafted meal plans, follow your journey with intention, and complete it to earn your Badge of Honour.

November is moving quickly. Step in, experience the change, and be part of making rice big.

Rice Your Awareness. Join **#OnlyRiceNovember**.

DAAWAT
The FINEST

Only Rice November, a national movement that celebrated the goodness and everyday relevance of rice in our lives.

Response

67285+

people took
Challenge

88 Million

(Total Reach)
Influencers- 47M | Media - 41 M

61 Million

(Media Impressions)

2.5X

Increase in website
Traffic

5198

Total Posts (190
memes + 95 posts +
4913 stories)

68K+

forwards of our
content



221700+

website sessions

4.7Cr +

views across
influencer content

31 million

YouTube Views

Diwali Campaigns Across The Globe

North America



DAAWAT® launches special packs in the International Channel to celebrate the festival of Diwali. Each pack contains a pair of handcrafted brass diyas and a QR code to enter the 'Diwali with Daawat®' sweepstakes and earn prizes upto \$500.

India

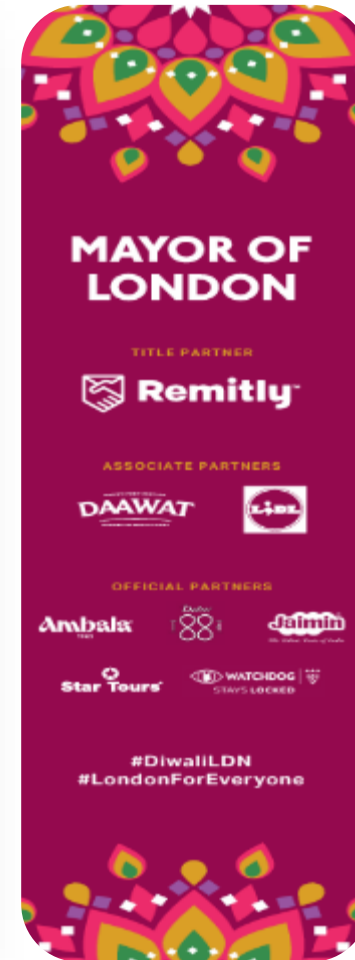


4.8 Crore Impressions

3.8 Crore Views

50 Lacs reach

Europe & Middle East



Global Manpower

6,500+ employee
strength globally

Talent Magnet

58% millennials &
Gen Z
(blend of ambition &
experience)

Inclusion

Equal Opportunity
Employer



BUSINESS STRATEGY & FUTURE OUTLOOK



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%

Factors Driving Growth

1 Growth in Category

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

2 Demographics

- Growing South Asian diaspora fuels Western market demand

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)*

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

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

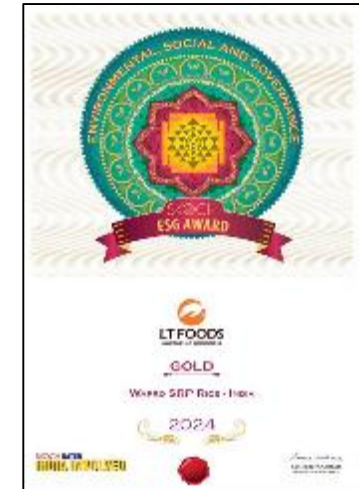
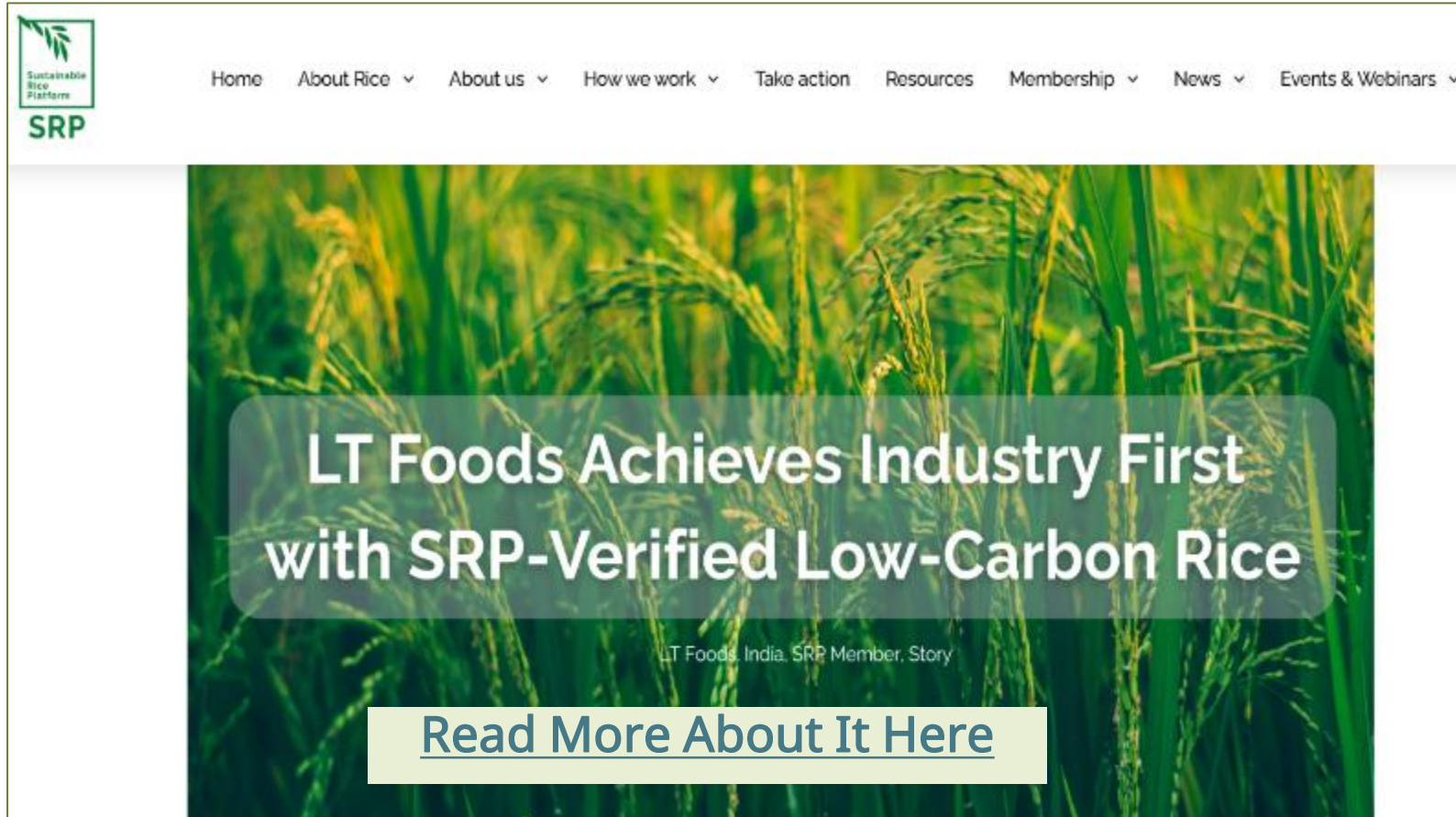


*Stronger Financial
Position*



ESG Initiatives

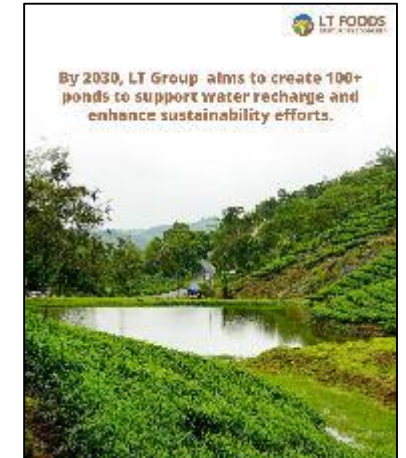
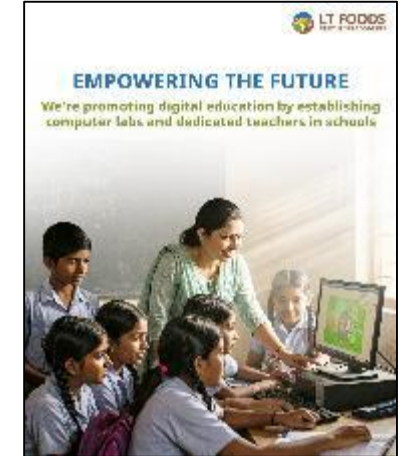
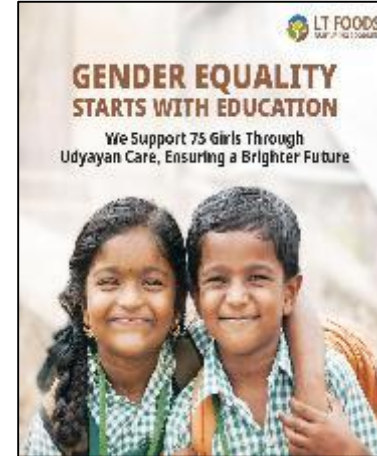
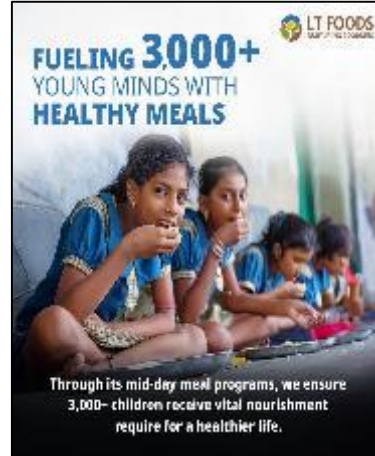




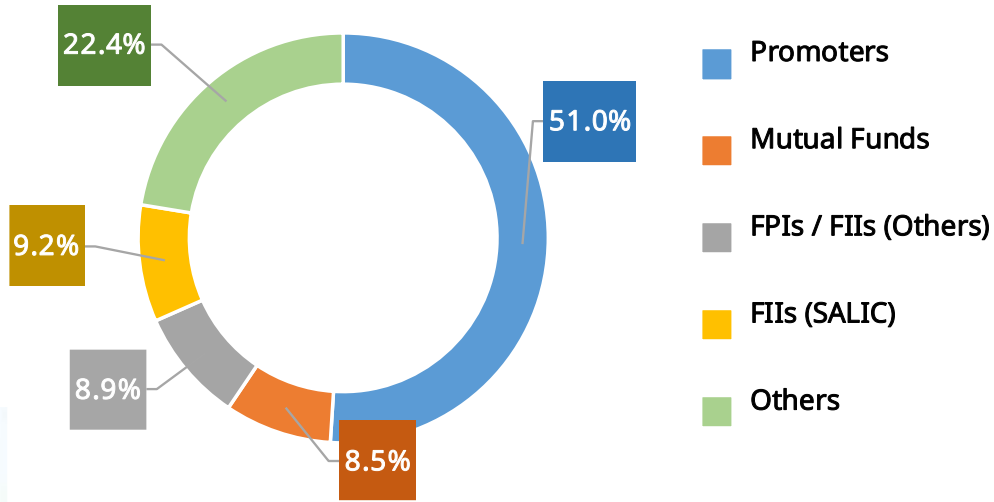
ESG Initiatives: Nurturing Goodness



2nd Sustainability Report



Shareholding Information



Shareholder Information as on 31 December 2025

BSE Ticker	532783
NSE Symbol	LTFOODS
Bloomberg	LTFOODS:IN
Market Capitalisation (₹ Crs)*	13,530
Free – Float share %	40.0%
Free Float Market Cap (₹Crs)	5,412
Shares Outstanding (# in Crs)	34.7
Industry	Consumer Foods

Promoter Shares are Unencumbered

** Share price as on 31st Dec 2025 (Closing Price BSE: INR 389.65)*

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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)

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

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