LT FOODS
NURTURING GOODNESS

Great Place To Work. Certified FEB 2024-FEB 2025 INDIA

www.ltfoods.com

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New Delhi-110017, India.
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Ref-LTF/ SE/ 2026-27 **Date: July 30, 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

Ref. Code: 532783. Scrip ID: LTFOODS

Sub: Investors Presentation for the quarter ended June 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 ended June 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: 2026.07.30 17:52:16 +05'30'

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

LT FOODS
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INVESTOR PRESENTATION

Q1 FY27

30 July 2026

Contents

EXECUTIVE SUMMARY

Consolidated revenue grew 26% YoY to ₹3,161 Cr, with Gross Profit up 19% and EBITDA up 20% YoY.

PAT grew 9% YoY to ₹183 Cr; ROCE held steady at 21.1%, while Net Debt/EBITDA decline to 0.48x (from 0.59x).

India revenue grew 19% YoY, contributing 29% of revenue mix; market share at 23.1% (MAT Jun’26) and household penetration at 64.4 Lacs (MAT Mar’26, vs. 45.6 Lacs MAT’23), with continued e-Comm/Quick-Comm leadership.

International markets contributed 71% of revenue, with North America growing 49% YoY and the Middle East & Rest of the World growing 44% YoY.

- Royal commands a 60%+ Basmati import share in North America
- Golden Star is now the #1 Jasmine rice brand in the US
- Daawat has set a 4-year UK revenue target of £100 million

Basmati & Other Specialty Rice revenue grew 34% YoY to ₹2,845 Cr, led by volume growth of 11%, with branded volume up 10% and EBITDA margin steady at 13%.

Organic Foods & Ingredients revenue declined 13% YoY to ₹254 Cr due to remodeling of Organic Business with EBITDA margin at 4% (from 10%); underlying demand fundamentals remain intact, with normalization expected over coming quarters.

RTH & RTC revenue grew 13% YoY to ₹53 Cr with 42% growth in Biryani Kits YoY; The portfolio has scaled ~2.5x over FY21–FY26.

CVD update: the rate on Ecopure's organic soyabean meal exports to the US was revised down from 340% to 75%; the Company has filed an appeal.

Brand momentum continued with the 5th edition of Daawat World Biryani Day (10 Cr+ impressions) and SRK-led campaigns across the US, Middle East & Far East.

LT Foods

At a Glance

Building a Global Food FMCG Powerhouse

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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: **18%**

5 years' PAT CAGR: **17%**

Market Capitalization

INR 12,700 crores+

(as on 30th June'26)

GROWTH PERFORMANCE

Q1 FY27

Q1 FY27 Financial Highlights

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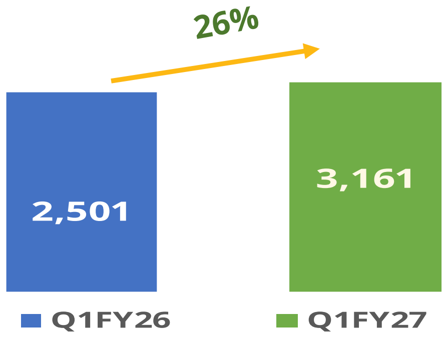
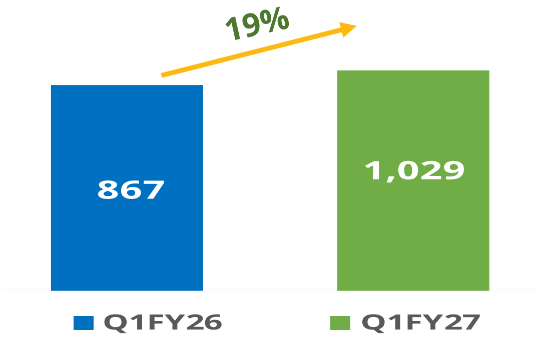
REVENUE*



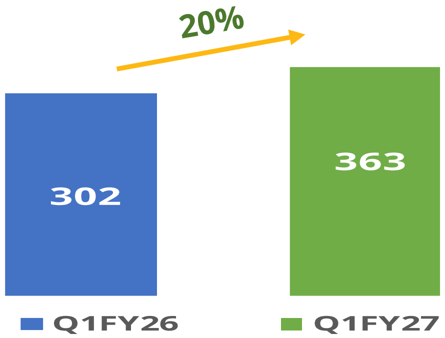
- Normalized 19% (Including Golden Star in Q1 FY26)
- Growth across segments and geographies

GROSS PROFIT



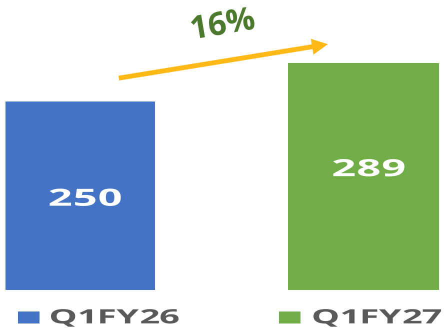
% to revenue from 34.7% to 32.6% due to change in shipment terms with related parties from CIF to C&I

EBITDA



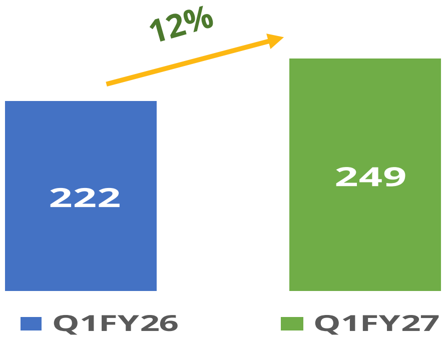
% to revenue from 12.1% to 11.5% due to remodeling of Organic Segment

EBIT



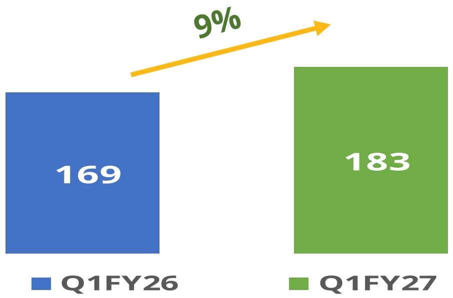
Depreciation increased on account of capitalization of Assets

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*

Disciplined Capital Allocation Supporting Sustainable Growth

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Key Metrics	Q1 FY26	Q1 FY27
Inventory Days	221	187
Trade Payable Days	55	43
Trade Receivable Days	30	26
Working Capital Days	195	170
Return on Capital Employed %	21.1%	21.1%
Return on Equity %	17.1%	15.9%
Interest Coverage *(times)*	8.9	7.2
Net Debt / EBITDA	0.59	0.48
Net Debt / Equity	0.18	0.15

Figures in ₹ crores unless specified

Business Segment Performance

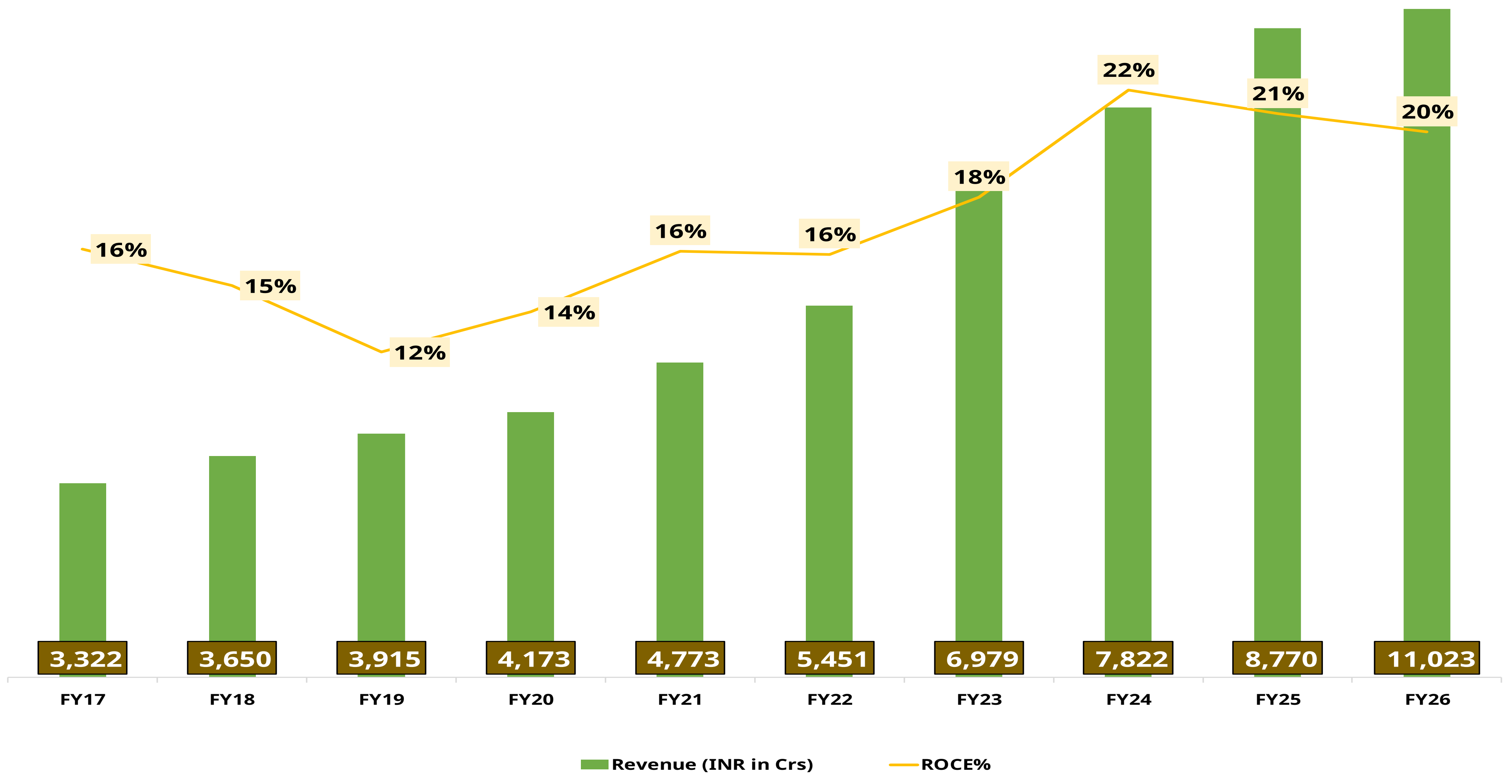
SEGMENTS	BASMATI & OTHER SPECIALITY RICE		ORGANIC FOOD AND INGREDIENTS		RTH & RTC	
Period	*Q1 FY26*	***Q1 FY27***	*Q1 FY26*	***Q1 FY27***	*Q1 FY26*	***Q1 FY27***
Revenue Share %	*85%*	*90%*	*12%*	*8%*	*2%*	*2%*
Revenue *(INR in Crs)*	2,124	2845	293	254	47	53
Revenue Growth %	*18%*	*34%*	*32%*	*-13%**	*-16%*	*13%*
Volume Growth %	*20% (branded business @22%)*	*11% (branded business @10%)*	-	-	-	-
Gross Margin %	*34%*	*33%*	35%	33%	37%	37%
EBITDA Margin %	13%	*13%*	10%	4%	-5%	-9%

** Due to remodelling of Organic Business*

Figures in ₹ crores unless specified

Consistent growth anchored in trust creating long-term value creation for stakeholders

10 Years' Financial Highlights



Business Segments:

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

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

Staples Brand in Middle East & India

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

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Segmental (Q1FY27)	India	North America	Europe	Middle East & Rest of the World
Revenue Mix %	**29%**	**50%**	**12%**	**9%**
YoY Growth %	**19%**	**49%** **(27% Normalized Growth*)**	**-12%****	**44%**
Highlights	▪ MAT Jun'26 Market Share @ **23.1%** ▪ HH penetration @ **64.4 Lacs (MAT Mar'26)** (vs. 45.6 lacs (MAT'23)); ▪ Leadership in leading **E-Comm / Quick-Comm** platforms;	▪ '**Royal**' commands a **60% + Basmati rice import share**; ▪ **'Golden Star'** now **#1 Jasmine rice** brand;	▪ 4-years revenue target of **£100 million for UK**;	▪ **INR 17 crores** of revenue from **Saudi Arabia (Q1 FY27)**

*Including Golden Star in Q1 FY26
**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 1016 crores Revenue (FY26)

+12% (5 Years' Revenue CAGR)

Organic Certifications	Food Safety Certifications	Food Label Certifications	Social Certifications	Environmental Management System

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

ORGANIC FOODS & INGREDIENTS

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

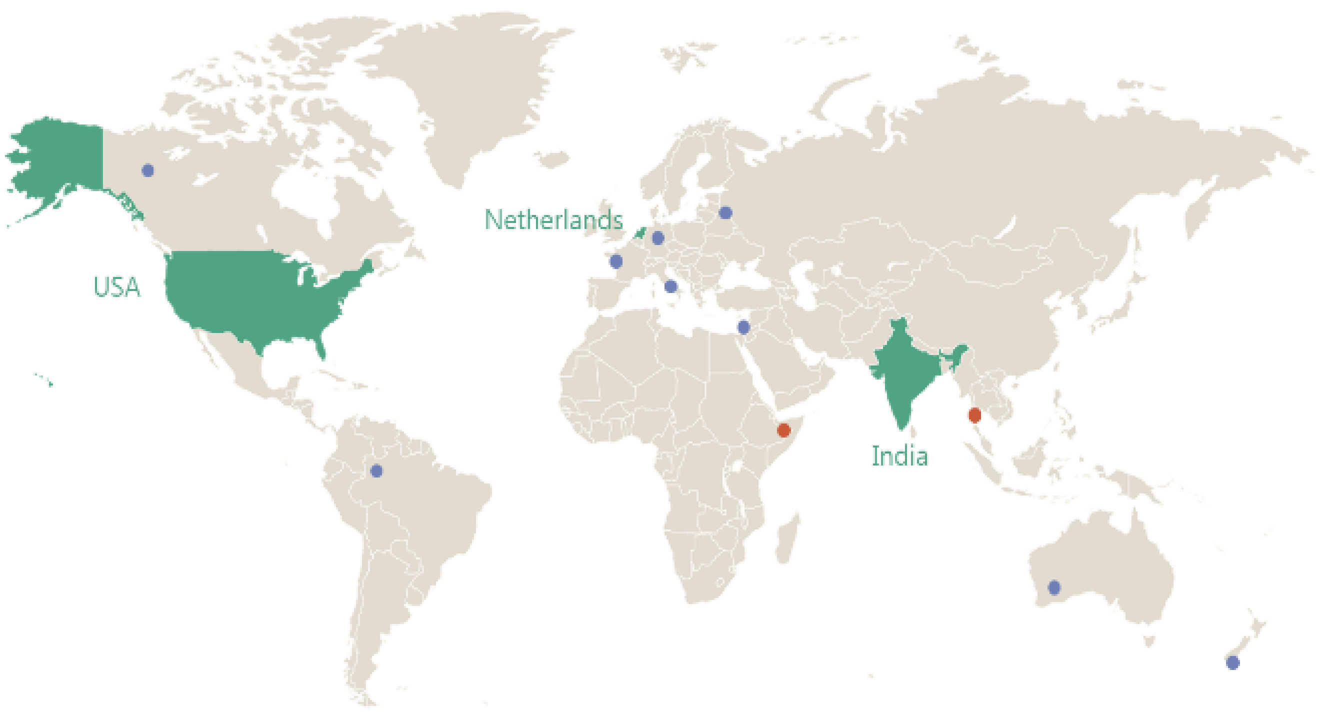
+12%
Share in India's exports of organic food

+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

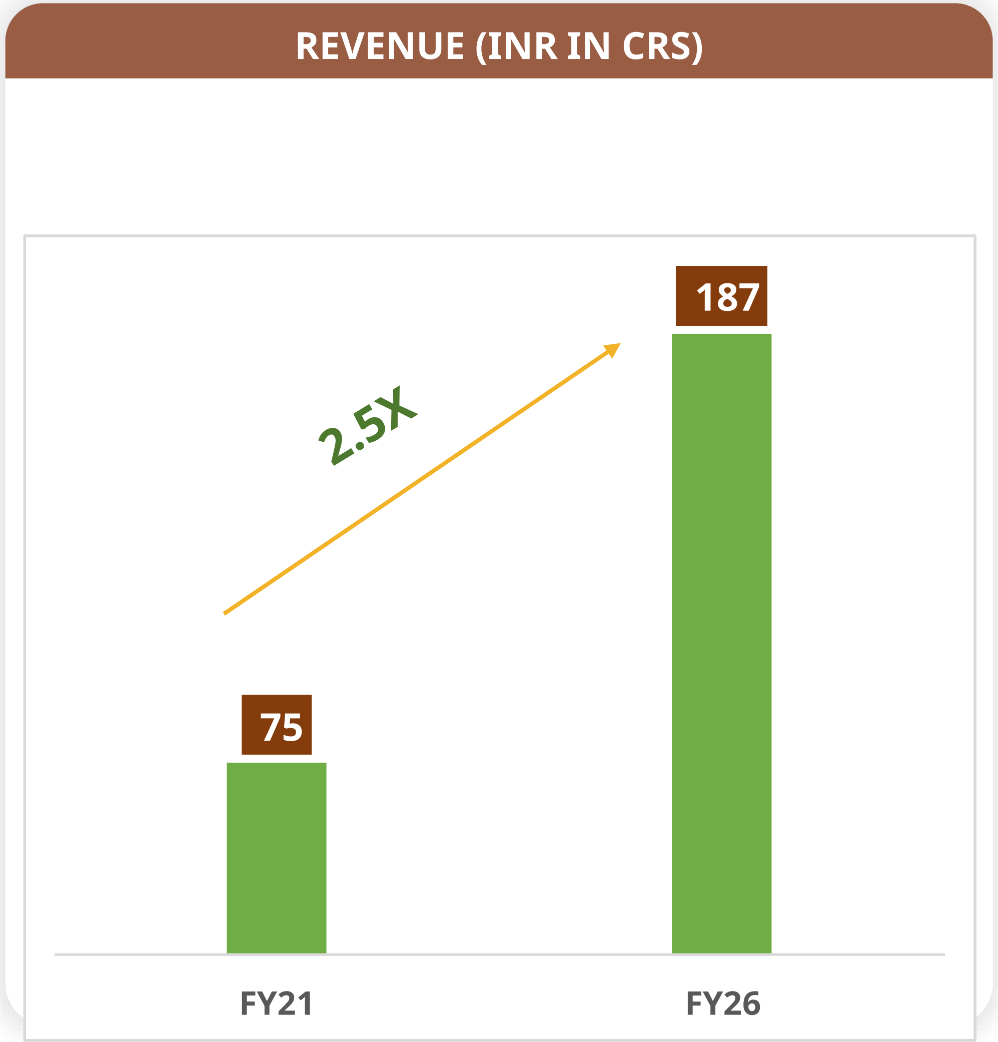
Sourcing Partners
- India
- East Coast Africa
- Thailand

Our Offices
- USA
- Netherlands
- India

Figures in ₹ crores unless specified

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

Aligned with consumer preference for convenient food solutions



Convenience-led Portfolio of Ready-to-Eat & Ready-to-Heat Range

READY-TO-EAT

READY-TO-HEAT

Innovative Ready-to-Cook Solutions for Evolving Consumer Lifestyle

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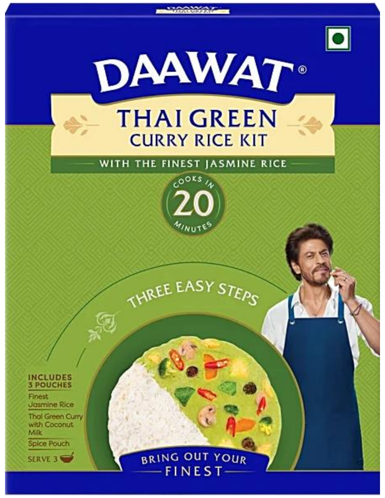
BIRYANI KIT

THAI GREEN CURRY RICE



CUPPA RICE

42% YoY Growth in Biryani Kit

Key Product Launches in Q1 FY27

PRODUCT LAUNCH SPOTLIGHT

NOW IN EUROPE

Idli Rice | Matta Rice | Ponni Rice

10 KG household packs, now available across Europe

Three Authentic Varieties

Launched DAAWAT Idli Rice, Ponni Rice, and Matta Rice across Europe, sourced from South India's finest rice-growing regions for authentic taste, texture, and quality.

10 KG Household Packs

Sized to meet the growing demand for regional staples across Indian households.

A Stronger DAAWAT Portfolio

Strengthens DAAWAT's regional range and reinforces its position as a trusted brand offering diverse rice varieties.

Global Expansion Strategy

Supports LT Foods' plan to grow its regional foods portfolio, bringing India's culinary heritage to consumers across Europe and beyond.

CONSUMER & BRAND INVESTMENTS

Q1 FY27

Daawat World Biryani Day – Strengthening Brand Engagement

DAAWAT®
World Biryani Day® | 5th July

10 Cr+ Impressions

~40000+ Entries

YouTube Meta

INDIA | 360 degree innovation-led campaign covering various mediums

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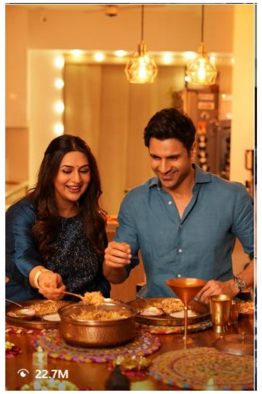
Massive Digital Reach Through Influencer-Led Storytelling



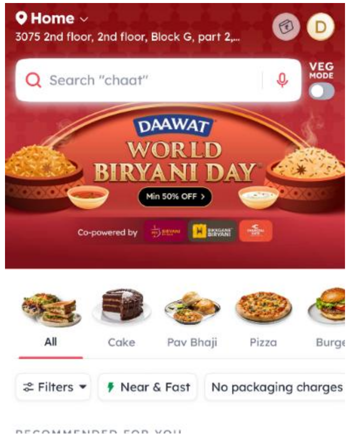
20Cr+ Views
3L+ Forwards

Biryani scented TOI front page ad

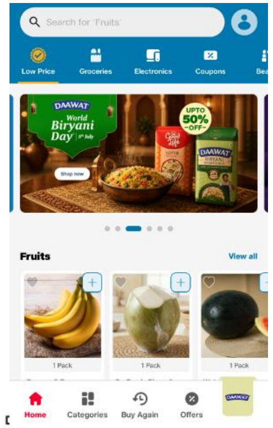
High impact innovation that went viral

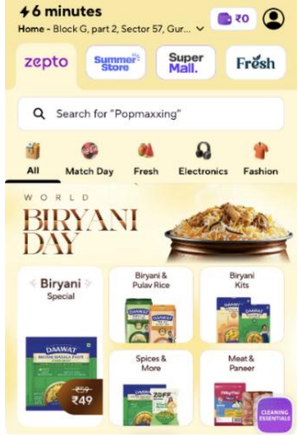
PAN India presence

300+ Sites


Home
Search "chaat"
DAAWAT
WORLD BIRYANI DAY
Min 50% OFF
All
Cake
Pav Bhaji
Pizza
Filters
Near & Fast
No packaging charges


Food
Instamart
Dineout
Scenes
Search for 'Cake'
World Biryani Day
ORDER NOW
FLAT ₹200 OFF & MORE
Dum-daar Offers
Top Brands, Top Deals
Deals Beyond Biryani
FLAT ₹200 OFF
FLAT ₹100 OFF


Fruits
View all
Home
Categories
Buy Again
Offers


6 minutes
zepto
Search for "Popmaxxing"
All
Match Day
Fresh
Electronics
Fashion
WORLD BIRYANI DAY
Biryani Special
Biryani & Pulav Rice
Biryani Kits
Spices & More
Meat & Paneer


DAAWAT
World Biryani Day
UP TO 25% OFF
SHOP NOW
World Biryani Day Range
View all


DAAWAT
Daawat World Biryani Day
Bring home the finest
Shop now


DAAWAT
World Biryani Day
BRING OUT YOUR FINEST


4 x 4 in
DAAWAT
World Biryani Day


1.5 x 2.5 in
DAAWAT

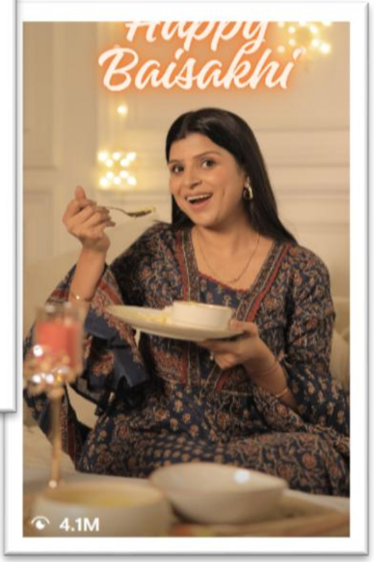

DAAWAT
World Biryani Day
DAAWAT
World Biryani Day


DAAWAT Biryani mmmmoments made perfect with Ferrero Rocher Moments!
FERRERO ROCHER MOMENTS
DAAWAT World Biryani Day


PHILIPS OneChef
DAAWAT World Biryani Day
For the love of perfect biryani

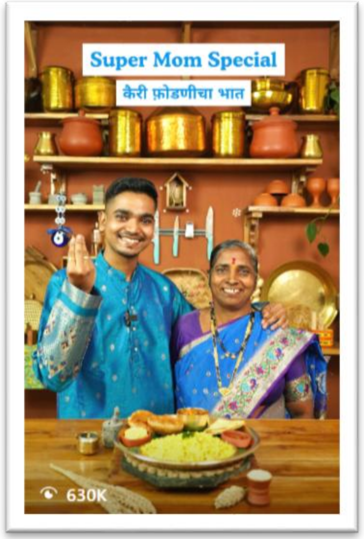

DAAWAT World Biryani Day
Biryani ka Jashn Manao,
Phir Happydent khao,
Muskaan Chamkao!
HAPPYDENT

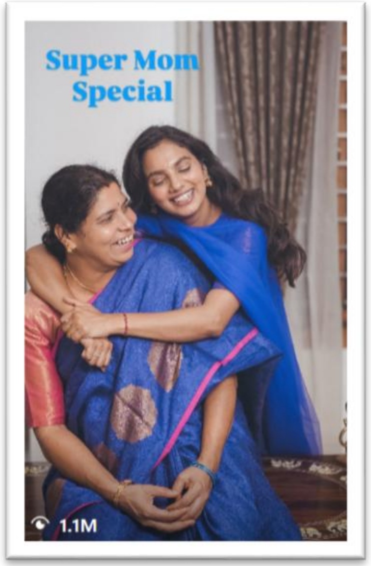
INDIA | Driving Consumer Engagement Through Cultural Marketing



13 M+ Views

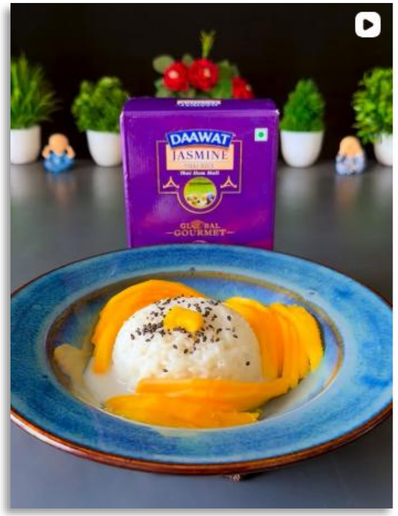
BAISAKHI | BIHU | VISHU





18 M+ Views

MOTHER'S DAY



6Mn+ Views

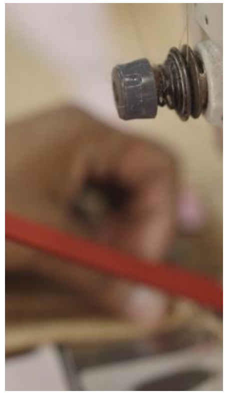
Cultural Relevance

USA | Strengthening Brand Leadership & Household Penetration

Key Campaigns: Royal®

20lb Jute Refresh: Crafted for Generations to Come

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



Results: Impressions: 10.1M, Clicks: 219.8k, Video views: 714.3k

2lb/5lb Basmati & RTH: Conversion Campaign

Drive household penetration and trial in the GenPop audience with small packs and RTH

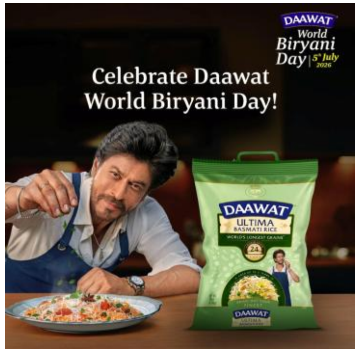
Key Retailers: HEB, Kroger, Publix, Giant Eagle & Walmart
Impressions: 37.8M, Clicks: 219.2k, Conversion Rate: 48.78%

Key Campaigns: Daawat®

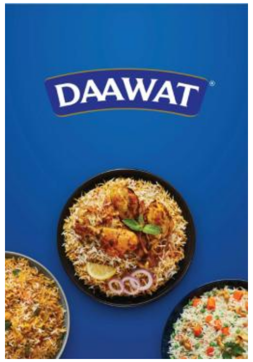
World Biryani Day (Pre Buzz Campaign)

Drive awareness and engage consumers

Paneer Biryani
@tivphull
136k video views



Results: Impressions: 651K, Clicks: 34K, Video views: 732K



USA | Building Consumer Reach & Retail Visibility

Brand Sponsorships

Major League Cricket Season 4

- **Objective:** Strengthen Brand Equity and community engagement among core South Asian audience
- **Sponsorship Pillars:** Digital Player content, In-stadium activations & branding, Consumer contests, Product sampling, Branded merch, In-store activations.

Royal Fan Meetup at New India Bazaar

Community engagement with a cricket-affinity audience to drive in-store purchases.

Product focus: Royal 10lb basmati

Trade Shows

<u>National Restaurant Association Show 2026</u>

Brands: Royal and 817 Elephant

Objective: Showcase refreshed Royal brand portfolio, drive trials and purchase consideration among food service audience, and highlight sustainability commitment.

In-Store Activations

ROYAL Store window branding

POSM highlighting brand refresh

EUROPE | Expanding Consumer Reach Across High-growth Markets

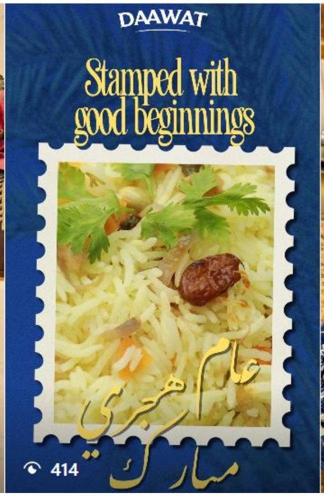
Strategic in-store branding initiative across leading ethnic outlets in the Netherlands

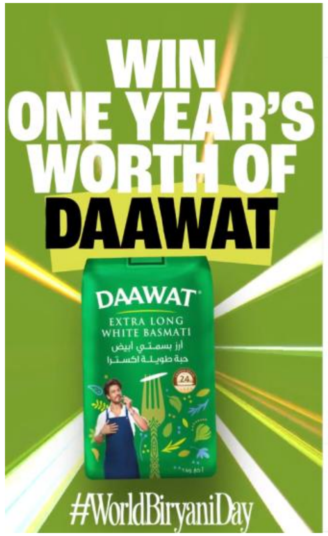
LT Foods UK Launched "**DAAWAT**® Midlands Street Takeover", a hyper-local integrated marketing campaign

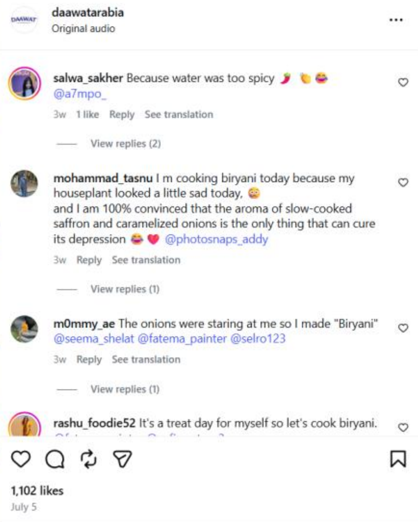
Eid Campaign

Social Media

Influencer led festive Campaign tap on cultural relevance







GROWTH DRIVERS & STRATEGIC PRIORITIES

Continuing On The High-growth Global FMCG Business

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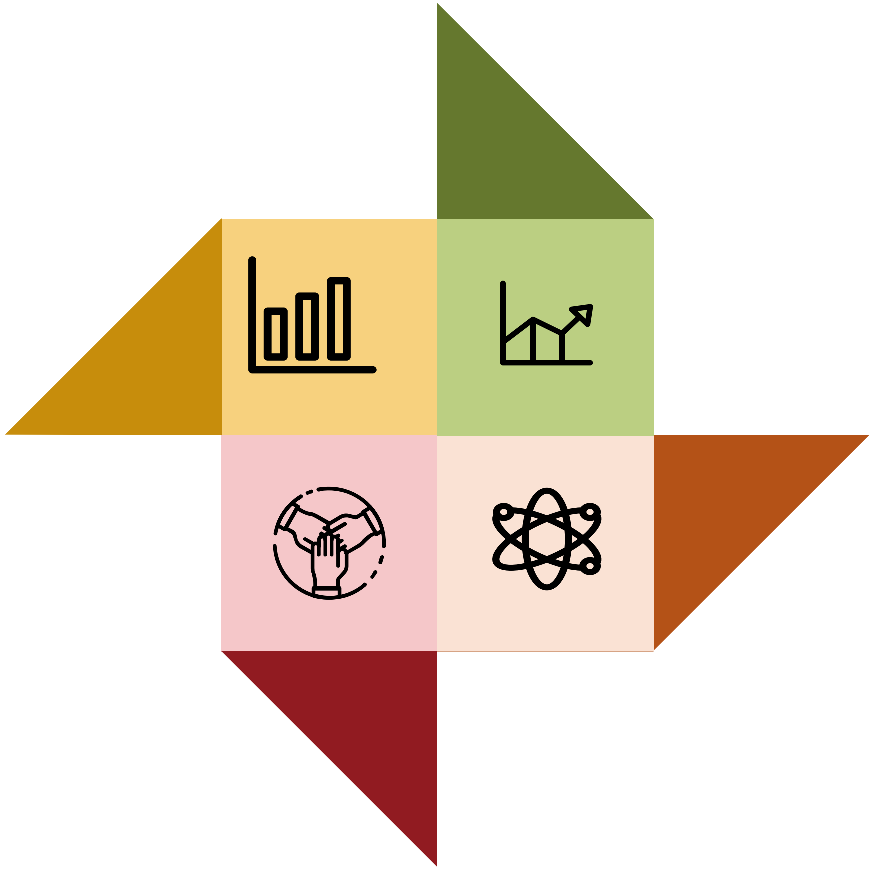
MARGIN EXPANSION

- 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	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)*

Driving Growth Through Brands, Innovation & Distribution

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

General Trade → Wholesale → HoReCa → MT & e-Com

Digital Transformation Driving Future Growth

- 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

Building a Future-ready Global Organisation

LT FOODS
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Global Manpower

2,800+ employee strength globally

Talent Magnet

58% millennials & Gen Z

(blend of ambition & experience)

Inclusion

Equal Opportunity Employer


Great Place To Work® Certified
FEB 2026-FEB 2027
INDIA

This is to certify that LT FOODS LIMITED has successfully completed the assessment conducted by Great Place To Work®, India, and is certified as a great workplace.

This certificate is valid from February 2026 till February 2027.

Balbir Singh
Chief Executive Officer
Great Place To Work®, India

Note: The certificate is valid subject to the terms and conditions agreed to by the Organization.

ESG Initiatives: Driving Sustainable & Responsible Growth

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

SEED

- High-quality & resilient seed varieties
- Sustainable agricultural practices
- Climate adaptation initiatives

FARMER

- Climate-smart farming
- Water-efficient irrigation
- Soil health management
- Farmer capacity building

PROCUREMENT

- Responsible sourcing
- Farmer engagement & traceability
- Quality assurance
- Sustainable procurement

MANUFACTURING

- Renewable energy adoption
- Water recycling & conservation
- Waste utilisation & circularity
- Resource efficiency

DISTRIBUTION

- Logistics optimisation
- Lower transport emissions
- Efficient warehousing
- Sustainable supply chain

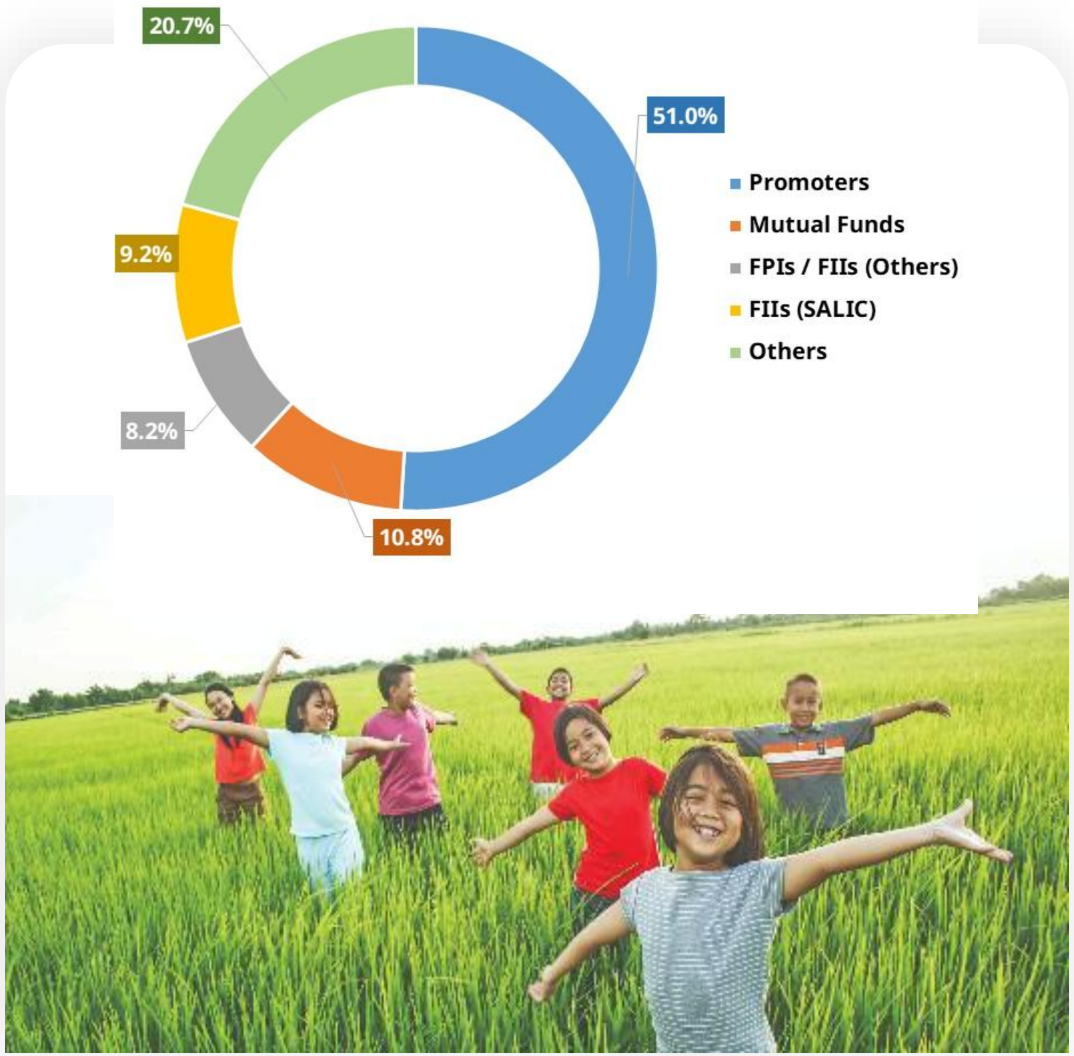
CONSUMER

- Safe & nutritious products
- Responsible packaging
- Product quality & transparency
- Building consumer trust

ESG Recognition

72/100 ESG Rating *(Aspiring)*
Awarded by **NSE Sustainability Ratings & Analytics**, recognizing LT Foods' commitment to sustainable growth, responsible sourcing, operational excellence, and strong governance.

Shareholding Information



Shareholder Information as on 30 June 2026	
BSE Ticker	**532783**
NSE Symbol	**LTFOODS**
Bloomberg	**LTFOODS:IN**
Market Capitalisation (₹ Crs)*	**12,762**
Free – Float share %	**40.0%**
Free Float Market Cap (₹Crs)	**5,105**
Shares Outstanding (# in Crs)	**34.7**
Industry	**Consumer Foods**

Promoter Shares are Unencumbered

** Share price as on 30th June' 2026 (Closing Price BSE: INR 367.5)*

Safe Harbour

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LT FOODS
NURTURING GOODNESS

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

Ms. Monika Chawla Jaggia

(Chief Corporate Development Officer)

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