12th November, 2026

National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051. **Symbol: ADFFOODS**	**BSE Limited,** Department of Corporate Services, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001. **Scrip Code: 519183**

Subject: Transcript of Q2 & H1 FY 2026-27 Earnings Conference Call.

Dear Sir/Madam,

Pursuant to Regulation 30 & 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we attach herewith a copy of the transcript of Q2 & H1 FY 2026-27 Earnings Conference Call held on Friday, 6th November, 2026.

The same is also available on the website of the Company at www.adf-foods.com.

This is for your information and record.

Thanking You,

Yours faithfully,
For **ADF Foods Limited**

SHALAKA SWAPNIL OVALEKAR
Digitally signed by SHALAKA SWAPNIL OVALEKAR
Date: 2026.11.12 18:16:02 +05'30'

Shalaka Ovalekar
Company Secretary & General Counsel

Encl: as Above

"ADF Foods Limited

Q2 and H1 FY27 Conference Call"

November 06, 2026

MANAGEMENT: **MR. BIMAL THAKKAR – PROMOTER, CHAIRMAN, MANAGING DIRECTOR & CHIEF EXECUTIVE OFFICER – ADF FOODS LIMITED**
MR. SRINIVAS V. AYYAGARI – CHIEF FINANCIAL OFFICER – ADF FOODS LIMITED
MR. SUMER THAKKAR – VICE PRESIDENT, SALES & STRATEGY – ADF FOODS LIMITED

MODERATOR: **MR. SUMEDH DESAI – ERNST & YOUNG LLP**

Moderator: Ladies and gentlemen, good day, and welcome to the ADF Foods Limited Q2 and H1 FY27 Conference Call. As a reminder, all participant lines will be in the listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the call, please signal an operator by pressing star then zero on your touchtone phone.

I now hand the conference over to Mr. Sumedh from EY. Thank you, and over to you, sir.

Sumedh: Thank you, Rayo, and good afternoon, everyone. We welcome you to the Q2 and H1 FY27 Earnings Conference Call of ADF Foods Limited. To take us through the results and to answer your questions, we have with us today the top management of ADF Foods, represented by Mr. Bimal Thakkar, the Promoter, Chairman, Managing Director, and CEO; Mr. Sumer Thakkar, Vice President, Sales & Strategy; and Mr. Srinivas V. Ayyagari, the Chief Financial Officer.

We will start the call with an overview of the business and the recent updates by Mr. Bimal Thakkar, and then Mr. Srinivas will give his comments on the financials. As usual, the standard Safe Harbor clause applies while we start the call. Over to you, Bimal, sir.

Bimal Thakkar: Thank you, Sumedh. Good afternoon, everyone, and thank you for joining us today. I am pleased to share that we continued our strong growth momentum during the second quarter of FY27, delivering consecutive quarters of strong double-digit year-on-year revenue growth.

During Q2 FY27, our consolidated revenues from operations increased by 23.6% year-on-year to INR200.9 crores. This represents our highest-ever quarterly revenue and marks the first time that ADF has crossed INR200 crores in quarterly revenue.

On a standalone basis, revenue increased by 16.6% year-on-year to INR163.3 crores. The performance reflects healthy demand across our brands, deeper penetration in our key markets, expansion of shelf space, and continued execution across both our processed foods and distribution businesses.

Our order book remains strong, providing healthy visibility for the coming quarters. However, the conversion of our strong order pipeline was partly constrained by limited container availability and disruptions across key shipping routes. Importantly, we delivered this growth despite these logistical challenges and elevated ocean freight costs.

Demand remained resilient across our international markets, supported by growing preference for convenient, authentic Indian foods. Our diversified portfolios across frozen foods, ready-to-eat, ready-to-cook, and meal accompaniments continue to enable us to address multiple consumer segments and consumption occasions.

Let me now share an update on our key brands. Ashoka, our flagship brand, continued to deliver strong growth driven by sustained demand from the South Asian diaspora and deeper penetration across core and emerging international markets. Ashoka has delivered a revenue CAGR of over 20% during the last five years, reflecting the strength of the brand, the breadth of its portfolio, and our consistent investments in distribution, consumer engagement, and innovation.

Going forward, we will continue to strengthen Ashoka through greater shelf presence, focused marketing, and new product introductions. Truly Indian maintained its strong momentum in the US mainstream market. The brand is now present across more than 3,500 stores in the United States, with new listings secured in marquee retail chains including Kroger, Meijer and Sprouts.

We also continued to strengthen our presence through retail campaigns, in-store activations, influencer engagement, and digital marketing. Our Truly Indian vegan naan range has been recognized under the “Dish Reinvention” category in Whole Foods Market 2027 Food Trend Predictions. This is an encouraging endorsement of our product proposition and its growing acceptance among mainstream consumers. We will continue to focus on expanding the range, securing new retail listings, and driving deeper penetration across existing accounts.

In India, Soul continued to expand its portfolio and channel presence. During the quarter, we launched A2 Gir Cow Danedar Ghee, prepared using the traditional bilona process. This addition expands Soul's 'better-for-you' product portfolio and gives the brand an entry level into a large everyday kitchen category.

We will continue to build the brand in a measured manner through product innovation, broader distribution, and targeted consumer engagement. On manufacturing, our Surat greenfield facility continues to make steady progress towards achieving its targeted operational performance. The facility enhances our frozen food manufacturing capabilities and provides us with capacity required for future demand.

Alongside Surat, Nadiad and Nashik further strengthen our manufacturing platform and improve our ability to scale efficiently. On growth investments, we continue to maintain financial discipline. Our balance sheet remains strong, with a net surplus of INR97.4 crores at the end of H1 of FY27. The Board has also declared an interim dividend of 30% of the face value of share, continuing our track record of consistent shareholder returns.

Looking ahead, we remain confident in structural growth opportunities across our categories and markets. Our growth will continue to be supported by deeper brand penetration, new retail listings, distribution expansion, innovation, and ramp-up of recently added capacities. At the same time, we remain watchful of vessel availability, ocean freight costs, and geopolitical developments impacting our shipping routes and markets.

Our priority will be to manage these near-term factors through cost optimization and disciplined execution. I will now hand over to Srini, who will take you through the financial performance in greater detail. Thank you, and over to you, Srini.

Srinivas Ayyagari: Thank you, Bimal, and good afternoon, everyone. I will begin with the consolidated financial performance for Q2 FY27. Consolidated revenue from operations increased by 23.6% year-on-year to INR200.9 crores compared with INR162.6 crores in Q2 FY26. This was ADF Foods' highest-ever quarterly revenue and the first quarter in which consolidated revenue crossed INR200 crores milestone.

The underlying order book remains strong. However, container availability constraints limited our ability to fully capitalize on the strong order book during the quarter. Consolidated EBITDA

increased by 9% year-on-year to INR39 crores compared with INR35.8 crores in the corresponding quarter. The EBITDA margin stood at 19.4%.

Profitability remained healthy despite elevated ocean freight and logistics costs. The impact of these pressures was partly mitigated through operating efficiencies, cost optimization, and disciplined operating execution. Consolidated profit after tax stood at INR25.3 crores with a PAT margin of 12.6%.

Sequentially, consolidated revenue increased by 20.1%, EBITDA by 31.4%, and profit after tax by 46.6% over Q1 FY27, reflecting improved operating momentum during the quarter.

For H1 FY27, consolidated revenue from operations increased by 24.6% year-on-year to INR368.2 crores compared with INR295.5 crores in H1 of FY26. Consolidated EBITDA for the first half increased by 15.8% to INR68.6 crores with an EBITDA margin of 18.6%. Consolidated profit after tax increased by 2.4% to INR42.6 crores with a PAT margin of 11.6%.

Moving to standalone performance. Revenue from operations increased by 16.6% year-on-year to INR163.3 crores in Q2 FY27 compared to INR140.1 crores in the corresponding quarter of past year. Standalone EBITDA stood at INR31 crores with an EBITDA margin of 19.0%. Standalone profit after tax stood at INR21.6 crores with a PAT margin of 13.3%.

For H1 FY27, standalone revenue increased by 18.2% year-on-year to INR284.2 crores compared with INR240.4 crores in H1 FY26. Standalone EBITDA stood at INR58.5 crores with a margin of 20.6%, while profit after tax stood at INR39.9 crores with a margin of 14.0%. The year-on-year movement in H1 standalone profitability primarily reflects elevated freight and logistics costs even as the business delivered healthy revenue growth.

Coming to the segmental performance, processed foods revenue increased by 22.6% year-on-year to INR163.4 crores in Q2 FY27. Segment EBITDA increased to INR41.2 crores, translating into a margin of 25.2%. The company reported a net surplus of INR97.4 crores at the end of the first half, providing us with financial flexibility to continue investing in capacity, brand building, and strategic growth opportunities. Over the last two and a half years, we have invested more than INR145 crores in capacity expansion, fully funded through internal accruals.

Our capital allocation remains priority and remains unchanged. We will continue to invest selectively in manufacturing capacity, productivity initiatives, brand development, and distribution infrastructure while maintaining prudent balance sheet. CRISIL has upgraded our credit rating to CRISIL A+/Stable from CRISIL A/Positive, reflecting our financial strength and operating profile.

The Board has declared an interim dividend of 30% of the face value, reinforcing our commitment to consistent shareholders' returns. Looking forward, we will continue to focus on maintaining healthy growth, protecting profitability through disciplined cost management, improving productivity, and generating operating leverage as our manufacturing capacities and brands scale.

While freight costs and global shipping disruptions remain near-term monitorables, our diversified geographic presence, strong brand portfolio, expanding manufacturing platform, and healthy balance sheet position us well to deliver sustainable long-term growth.

With that, I will hand it back over to Sumedh to open the floor for questions.

Moderator: The first question is from Pritesh Chheda from Lucky Investment Managers. Please go ahead.

Pritesh Chheda: Yes, sir. Sir, I have one question on the capex. So now, how much capex is still balance to be spent after these INR145 crores?

Bimal Thakkar: So, for this financial year, we have approximately within our existing Surat plant, where there is some capex left, and certain other additional capacities happening in Nadiad and Nashik, I think approximately another INR40 crore, INR45 crores are left in capex.

Pritesh Chheda: So basically, total of INR190 crores?

Bimal Thakkar: Correct.

Pritesh Chheda: Okay. Now in these INR190 crores, is there a possible way to know how much you would apportion to the existing products and how much to maybe newer products? And these INR190 crores capex, what kind of incremental asset turn one should look at here?

Bimal Thakkar: I said we expect the asset turn to be at least three times of the investment. And in terms of new products, from these INR190 crores, I would say close to INR60 crores, INR65 crores is towards new products.

Pritesh Chheda: Okay. And my second question is on the volume growth. So, for the quarter two and for the H1, what will be the volume growth for us?

Bimal Thakkar: Srini, you want to give the percentage growth of the containers?

Srinivas Ayyagari: Yes. So, our overall growth for H1 has been roughly around 24%. Out of this, almost 70%, 60% to 65% would be volume growth basically, coming from volume.

Pritesh Chheda: Okay. So, let's say in the processed 60%. So, I can use that same thing for the processed foods number, right? For the processed foods?

Bimal Thakkar: Yes, this is for the processed foods.

Pritesh Chheda: And at the company level?

Srinivas Ayyagari: The numbers would be almost the same. It won't drastically change, another 5% here and there.

Pritesh Chheda: Okay, sir. Okay. Thank you, sir.

Moderator: Thank you. The next question is from Charchit Maloo from Genuity Capital. Please go ahead.

Charchit Maloo: Hi, sir. Thanks a lot for the opportunity. Just one quick question on the Surat plant capacity. Can you throw some light on the utilization level for the Surat plant in Q2 FY27?

Bimal Thakkar: The Surat plant is not fully operational yet. There are some lines which are still to be installed which will get installed in this Q3. But at an average for Q2, I am glad to say we utilized about 15% of the capacity of the installed lines.

Charchit Maloo: Okay. And like till H2, how much are we expecting to utilize this capacity?

Bimal Thakkar: Yes. So, we are hoping to get to at least around 35% to 40% capacity utilization by the end of this fiscal year.

Charchit Maloo: Understood. Thankyou.

Moderator: The next question is from Saurabh Beria from Sameeksha Capital. Please go ahead.

Saurabh Beria: Yes. So, sir, first question was on the demand side. So, in the quarter, we reported a 24% growth, but as per the previous call, we had some containers stuck, and due to the crisis in the Middle East, we could not dispatch them. So, taking that into consideration, and even in the quarter, we would have incremental demand or say sales from the Surat plant.

So overall topline looks a little less than what was expected by us. So, is there some problem in the demand side? Are we losing share somewhere, if the management could throw some light on this?

Bimal Thakkar: No, so the demand continues to remain very robust. Our problem and challenge have still been the shipping side of things: availability of containers, availability of vessels on certain routes. It has still been a challenge. So shipping, I mean, we still continue to have carry-forward shipments every month.

October, certain routes have become better, but it's still not back to normal, pre-war. We are still nowhere there. So, with all these problems going on, we are still managing to get the growth and trying to maximize shipments. But the demand remains strong for the products.

Saurabh Beria: Okay. Secondly, on the margin side, in the quarter, we did 19.4% odd margin, which is a good number. Can you explain if there were some one-offs in the margins, be it on the PLI side or any tariff refund which were in place? So is this number sustainable, is what my question is, because given the current freight crisis and all is there. So, once it is in place, do we see margins extending from here, or it would settle in the 17% to 19% range?

Bimal Thakkar: See, we continue to be bullish on maintaining high teens in terms of the margins, and I'll let Srini answer more details on your question earlier. Srini, if you want to answer the other…

Srinivas Ayyagari: Yes, sure, Bimal. So, as Bimal rightly said, we will continue to have our margins estimated at high teens. And see, this number is sustainable, and this will come through operating leverage as well. You also have to understand that we are still in the process of building capabilities. A lot of our capability building in key markets like US, India as well with the Surat plant coming in, and in UK and Europe have happened during the second half of last year.

And this year is the first year basically it's happening; it's the first-year full impact. The second part is, on the brand building, we have been continuing to invest on our brands in both Ashoka as well as Truly Indian in all our key markets. So that exercise will continue. So that's why you will see the margins at a high teens level.

Having said that, the operating leverage, the way our revenues are growing at roughly around 24%, 25%, that will give us that operating leverage. But at the end of the day, we will also keep on investing for some more time on our brands and capabilities within the markets.

Saurabh Beria: Yes, this was the follow-up, that one-offs in the current numbers, be it insurance or tariff refunds or PLI benefit, whatever was there.

Srinivas Ayyagari: So, from a PLI benefit, we have been having this PLI which has been there for five years, and this is the last year for which we will have the PLI. But again, you'll have to understand that for PLI, we also spend. So whatever PLI we get it, we have to spend 2x of that amount into marketing and advertising in foreign markets outside the country. That's where you get the PLI benefit, so that won't impact much.

The second part is, I think from an insurance perspective, it is gross margin neutral, so there is no impact on the overall P&L. On the tariff, if you remember, there was roughly around INR3 crores lying in our balance sheet because of the tariff refund. So that's been a part of the overall P&L this time.

Saurabh Beria: Okay. So which line item does it, it is exactly affecting? The other income part, right, if I'm not wrong, the tariff refund?

Srinivas Ayyagari: No, it's in the COGS, because it was passed through the inventory line, and that's how it hits you.

Saurabh Beria: Okay, so we have a lower COGS due to the tariff refund, if I'm, correct?

Srinivas Ayyagari: Yes.

Saurabh Beria: Okay. And so secondly on the OCF part, so do we have any insurance claim? Since in the note it was mentioned, can you mention the amount of the one-offs which were there in the current first half of FY27 operating cash flow numbers?

Srinivas Ayyagari: No, so that's what I said. The insurance amount has been settled from the insurer, and at a gross margin level, it is neutral.

Saurabh Beria: No, no, from the cash flow point of view my question was, operating cash flow point of view?

Srinivas Ayyagari: For cash flow, it will come in the next quarter basically. That money was received subsequently in October.

Saurabh Beria: Okay. So basically, in the current quarter or say in the first half of FY27, we had no one-offs in our operating cash flow numbers, right?

Srinivas Ayyagari: Yes.

Saurabh Beria: Okay. Perfect. That helps. And just one last question. From a macro point of view we saw the US midterm elections. and even talks are there on the plate regarding tariffs getting settled at a lower rate. Maybe India can negotiate on that part. Do you see any benefit arising post the elections? Any change in scenario that you might expect which could benefit us? And when a lot of FTAs and all is in the play from a broader macro point of view. So how do we benefit from it?

Bimal Thakkar: No, so obviously lower tariffs will help us. Right now, the tariff we are paying, additional tariff we are paying is about 10% on our products. So, if we are able to get that reduced, it will obviously benefit our company, and we'll be able to push more.

And with the midterm election, I think this whole overhang and the uncertainty of whether the tariffs will further go up or this, hopefully that is not there anymore, and we get some clarity and some finality to the FTA soon between the two governments.

Saurabh Beria: Perfect. And just one last question. Does the management withhold with its earlier guidance of INR900 crores of topline, and if there could be a margin percentage which you can guide for console FY27 on a yearly basis?

Bimal Thakkar: So given the first two quarters where we've had difficulties in executing all our orders because of steamer freight and because of the availability of containers, as much as we would like to try and get to the INR900 crores, realistically, I think we would like to look at about INR850 crores, because the container issues still continue to remain, and we hope it only gets better.

And these last two quarters to achieve the balance difference for the INR900 crores, given the problem still there on shipping and availability of containers, looks a little difficult. So, we would feel comfortable with the INR850 crores. That's what the endeavor is, and hopefully there are no more surprises and problems in terms of shipping. And in terms of margins, we continue to be confident of the high teens to maintain that for the next two quarters as well.

Saurabh Beria: Perfect. Did, so recently Iran did have some exceptions on some countries to pass their ships through the Strait of Hormuz, right, India being one of them. So, do you expect the Middle East crisis to ease? Does it benefit us anyway?

Bimal Thakkar: No, no, of course it would benefit, but it's not yet back to normal. Some routes, there is some better availability of containers, but it's still a challenge. There is still a lot of uncertainty, and shipments to the Middle East are still a challenge for us. We are not able to make as many shipments as we would like, and the transit times have increased. The transit which used to be seven days, 10 days has now gone up to 35, 40 days for the Middle East.

And at freight rates which are seven, eight times higher. So, the Middle East still continues to remain a problem. Freight rates in all the other geographies have also gone up, and transit times have also gone up out there. So, it is impacting, and we are trying to navigate in the best possible way to see that we continue to get growth and continue to maintain our margins.

Saurabh Beria: Okay. So, it might have some effect on our working capital as a whole, because inventory is not moving that fast if we talk of the Middle East side. So, if we can quantify in terms of inventory days what incremental, changes we have seen as compared to the previous year, that could be beneficial.

Srinivas Ayyagari: Yes. So, as Bimal rightly said, there has been a lot of challenges in terms of the turnaround time to deliver our products. Almost two weeks of inventory days is something which we are seeing is on a higher side and is having an impact on our on our books basically.

But let's see how the next two months goes. If the routes clean up and the transit times do come to normal numbers, we should end our inventory days to what we used to be in the month of March.

Saurabh Beria: Perfect. Great, thank you. Happy Diwali and Happy Dhanteras to the whole team. Thank you.

Bimal Thakkar: Yes, to you as well. Thank you.

Moderator: As there are no further questions, I would like to hand the conference over to the management team for closing comments.

Bimal Thakkar: Thank you very much, everyone, and wishing all of you a very Happy Diwali and a Happy Dhanteras, and see you all next quarter. Thank you.

Moderator: Thank you very much. On behalf of ADF Foods Limited, that concludes this conference. Thank you for joining us, ladies and gentlemen, and you may now disconnect your lines.

(The above transcript has been edited for readability purposes)