

Registered office:

Annapurna Swadisht Limited

Chatterjee International Building, 13th Floor, Unit No. A01, and
AO2, 33A, Jawaharlal Nehru Road, Kolkata – 700071

Call: 033-4603 2805 || Email: info@annapurnasnacks.in

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August 07, 2025

Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Bandra Kurla Complex,
Mumbai-400051

Scrip: ANNAPURNA

Dear Sir / Madam,

Sub: Investors Presentation held on August 07, 2025

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation held on August 07, 2025.

No Unpublished Price Sensitive Information was shared/discussed during presentation with investors.

The said Investors Presentation is also available on the website of the Company www.annapurnasnacks.in/

Kindly take the above information on records and disseminate.

Thanking you,

Yours faithfully

For Annapurna Swadisht Limited

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by SHAKEEL
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Date: 2025.08.07
16:06:39 +05'30'

Shakeel Ahmed

Company Secretary & Compliance Officer

M.NO. A46966

Asansol unit:

Girmint road Majiara, Plot J.L 43, Asansol,
Paschim Bardhaman, West Bengal 713 301

CIN: L15133WB2022PLC251553 | GST: 19AAWCA5249E1Z8

Siliguri Unit:

P.S Bhaktinagar, Mouza Dabgram, Plot No. RS 471/894, J.L No 2,
Sahudangi Hat, Binnaguri, Jalpaiguri, West Bengal, 735135

North Shantinagar, Plot No. RS 471/894, Jalpaiguri,
West Bengal 735135



Quarterly Investor Update – Q1 FY26
Scaling New Heights with Strategic Execution

Strong Growth Across Key Metrics We are pleased to report a robust start to FY26, building on our momentum from the previous year. Our business continues to grow at pace, powered by deeper distribution, new category launches, and synergies from our recently acquired confectionery business.

Financial Highlights	Q1 FY26	Q1 FY25	YoY Growth
Revenue	₹108.00 Cr	₹83.62 Cr	+29%
Operating Profit	₹13.88 Cr	₹8.73 Cr	+59%
PAT	₹7.51 Cr	₹3.71 Cr	+81%



Operational Highlights

- Expanded Reach:** Our distribution network grew by over **50+ touchpoints**, reinforcing our presence in core eastern markets and deepening penetration in adjacent geographies. We are increasing our presence in North East Region, Orissa and Chhattisgarh. In Confectionery segment we are increasing our market share in our existing network through various market strategy.
- Integration Milestone Achieved:** The acquisition of **Madhur Confectioners Private Limited**, completed earlier this year, has progressed well. The **ramp-up in production, distribution, and marketing has exceeded internal projections**, helping us gain early traction in two key new states.

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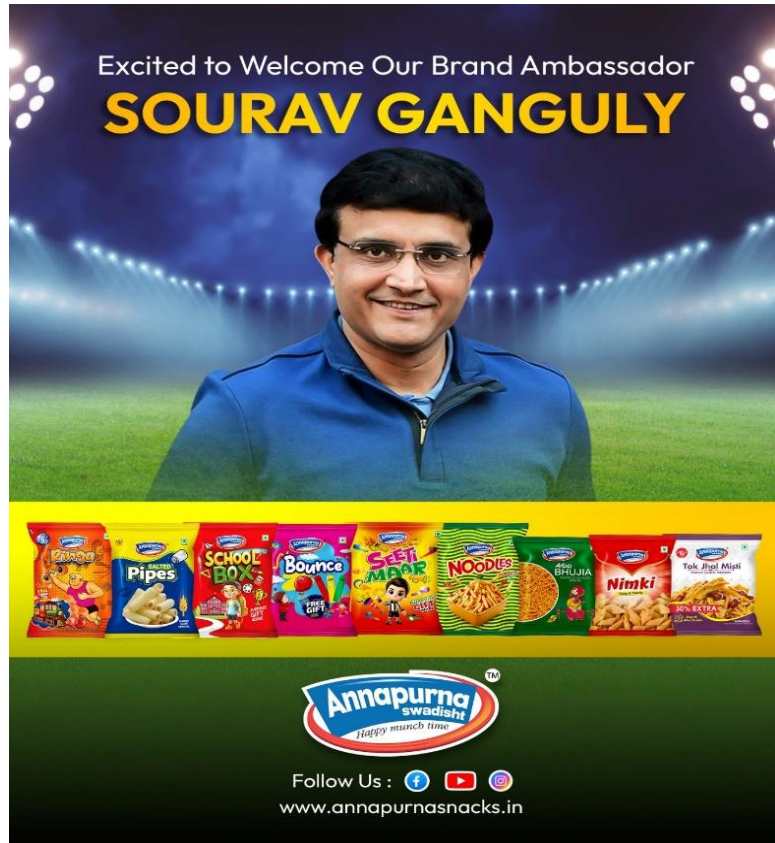
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Wider Product

Portfolio: We added 8 New SKUs in Snacks and Bakery Segment across both legacy and newly acquired categories. We are also planning to launch Rs. 10/- and Family Pack SKUs with Sourabh Ganguly on board as brand ambassador. Focused innovation and consumer insights are driving our NPD pipeline across snacks, bakery, and sweets.



- **Sales & Marketing Consolidation:** We have successfully merged the sales and marketing teams of both entities. This has unlocked better coordination, reduced overheads, and driven sharper execution in trade and modern retail channels.

Strategic Commentary from the Management

“Q1 FY26 marks a significant inflection point in our growth journey. Our core portfolio continues to perform well, and we are equally encouraged by the rapid traction seen in our newly acquired business. The team’s execution excellence, backed by clear strategic direction, has allowed us to grow faster, deeper, and more profitably.

*Looking ahead, we are on track to deliver our FY26 revenue guidance of **₹560 Cr**, and remain focused on sustainable margin improvement. With strong execution in the first quarter and a robust festive pipeline, we are confident of scaling the business to over **₹700 Cr by FY27**. Our growth strategy remains firmly on course, underpinned by operational rigor, innovation, and the expanding reach of our combined platform.” — Shreeram Bagla, Managing Director*

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Capital Allocation Update: In our last communication, we had indicated plans to explore **external capital infusion** to support our growth aspirations.

However, following the better-than-expected cash generation from the combined entity in Q1 and the **strength of internal accruals**, the Board has **decided to defer any fundraise for now**.

We remain confident that **internal cash flows will be sufficient** to meet growth capex and working capital needs over the next 12–18 months.

Outlook for FY26

- Continued momentum in core markets and deeper expansion into North & Central India
- Launch of new SKUs in the festive quarter, including premium gifting formats
- Marketing investment in building the unified brand across channels
- Focused push on modern trade, general trade expansion, and D2C initiatives

About Us: We are a homegrown FMCG company rooted in Eastern India, offering a diverse range of packaged food products across categories. With a consumer-first approach, robust supply chain, and culture of innovation, we are on a mission to bring joy to every household across India.

For investor relations queries, contact:

Shakeel Ahmed, Company Secretary

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