

Ref No: AWL/SECT/2026-27/55

October 27, 2026

BSE Limited

Floor 25, P J Towers,
Dalal Street,
Mumbai – 400 001

Scrip Code: 543458

National Stock Exchange of India Limited

Exchange Plaza,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

Scrip Code: AWL

Dear Sir / Madam,

Sub: Investor Presentation on the Unaudited Financial Results (Consolidated and Standalone) for the quarter and half year ended on September 30, 2026.

The Investor Presentation on the Unaudited Financial Results (Standalone and Consolidated) for the quarter and half year ended on September 30, 2026 is enclosed.

This presentation will also be available on the Company's website – www.awl.in.

Kindly take the above on your records.

Thanking you,

Yours faithfully,

For AWL Agri Business Limited
(formerly known as Adani Wilmar Limited)

DARSHIL
MAYANK LAKHIA

Digitally signed by DARSHIL
MAYANK LAKHIA
Date: 2026.10.27 17:04:58
+05'30'

Darshil Lakhia
Company Secretary
Memb. No:A20217



Investor Presentation: Q2 & H1FY27



Safe Harbour Statement

This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international oil prices and input costs and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward-looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.



Building India's Trusted Food Platform

Overall Performance Highlights: Q2 & H1FY27

Consolidated figures



Revenue from
Operations

UVG %

EBITDA*

Q2FY27

₹ 22,202 Cr

26 % YoY

14%

Underlying Volume Growth
(YoY)

₹ 623 Cr

11 % YoY

H1FY27

₹ 42,250 Cr

22 % YoY

11%

Underlying Volume Growth
(YoY)

₹ 1,347 Cr

25 % YoY

Food & FMCG Highlights : Q2 & H1FY27

Consolidated figures



Revenue from
Operations

EBITDA*

EBITDA %

Q2FY27

₹ 2,216 Cr

32 % YoY

₹ 71 Cr

-7 % YoY

3 %

*Avg. Margin (8Q): 3-4%

H1FY27

₹ 3,943 Cr

27 % YoY

₹ 175 Cr

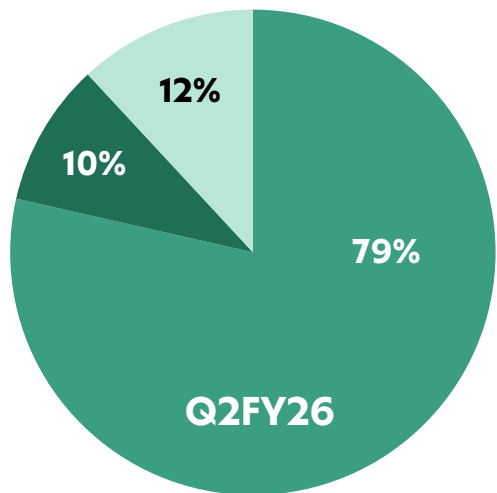
2 % YoY

4 %

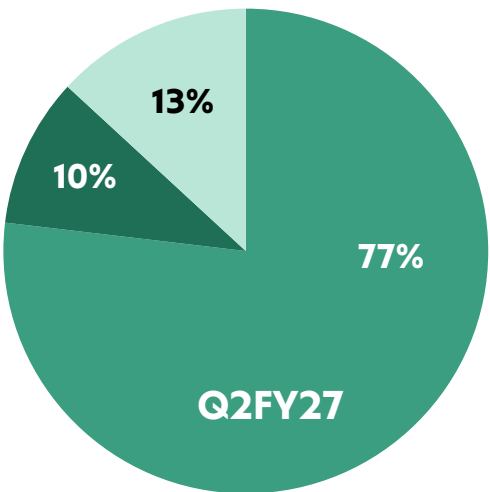
*Avg. Margin: 3-4%

Note: *EBITDA excluding other income

Food & FMCG: Steady Increase in Business Mix – Q2FY27

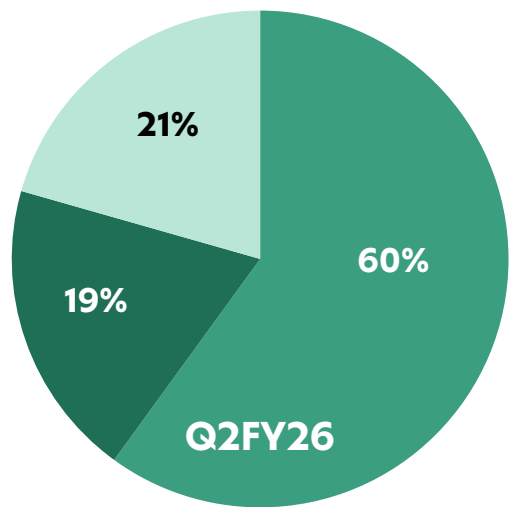


Revenue Mix
Q2FY26 vs Q2FY27

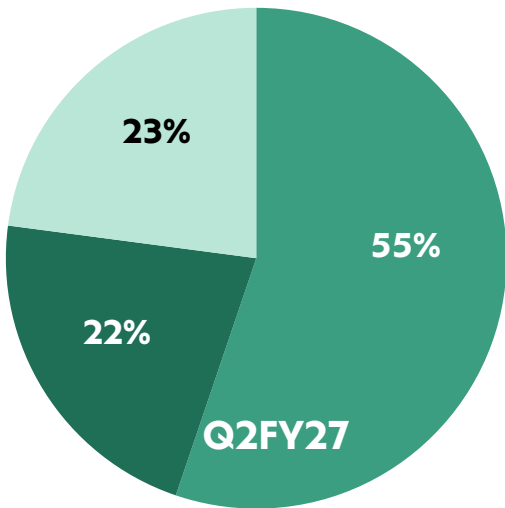


■ Edible Oil ■ Food & FMCG ■ Industry Essentials

■ Edible Oil ■ Food & FMCG ■ Industry Essentials



Volume Mix
Q2FY26 vs Q2FY27



■ Edible Oil ■ Food & FMCG ■ Industry Essentials

■ Edible Oil ■ Food & FMCG ■ Industry Essentials

Normalized Gross Profit & EBITDA

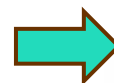
Reconciliation of Normalized Gross Profit and EBITDA

Consolidated figures

Since Q4FY24 results, there has been a reclassification of Derivative gain / loss

Earlier Classification

Derivative gain / loss were classified under
“Cost of Material Consumed”



Revised Classification

Derivative gain / loss is now classified under
“Other Income / Other Expenses”

Normalized Gross Profit

INR Crs	Q2FY27	Q1FY27	Q2FY26		H1FY27	H1FY26
Reported Gross Profit	2,112	2,201	2,049		4,313	3,653
Derivative Impact (A) (other Expenses)	-26	67	130		41	0
Derivative Impact (B) (other Income)	0	0	0		0	24
Normalized Gross Profit	2,138	2,134	1,920		4,272	3,677

Derivate Impact (A): Loss included in “Other Expenses”; **Derivative Impact (B):** Gain included in “Other Income”

Normalized EBITDA (excl. Other Income)

INR Crs	Q2FY27	Q1FY27	Q2FY26		H1FY27	H1FY26
Reported EBITDA	623	725	688		1,347	1,054
Derivative Impact (A) (other Expenses)	0	0	0		0	0
Derivative Impact (B) (other Income)	0	0	-130		0	24
Normalized EBITDA	623	725	559		1,347	1,078

Segment Highlights

Food & FMCG Highlights: Q2FY27

Consolidated figures

Revenue: ₹ 2,216 Cr

32% YoY

EBITDA: ₹ 71 Cr

-7% YoY

EBITDA Margin: 3 %

*Avg. Margin (8Q): 3-4%

Segment Commentary

- H1FY27 Food & FMCG revenue stood at ₹3,943, delivering EBITDA of ₹175 with a 4% EBITDA Margin.
- Fortune and Kohinoor continued to deliver double-digit revenue growth.
- Fortune Pulses grew 40%+ YoY, with quarterly revenue surpassing of ₹100 Cr
- UVG grew 28% YoY in Q2FY27, driven by strong momentum across categories
- Health & Convenience portfolio maintained strong growth, supported by a diversified product range including Soya Nuggets, Sattu, Brown Rice, Biryani Kits, and functional oils.



Broad-based growth across brands and categories continues to drive the Food & FMCG growth trajectory

Note: 8Q Avg. Margin represents the average EBITDA margin over the last 8 quarters.

GD Foods (Sauces & Condiments): Q2FY27

Revenue Growth YoY
36%

Material Margin %
+50%

Channel-led Growth (Value)

General Trade: **+24%**

Alternate channels: **+27%**

Segment Commentary

- Tops portfolio continued to demonstrate strong double-digit growth momentum.
- UVG grew 28% YoY, driven by robust demand across Pickles, Noodles and Sauces.
- Channel expansion remained healthy, with General Trade and Alternate Channels growing 24% and 27%, respectively.
- Tops product portfolio was strengthened through new launches, including Chilly Oil, Multigrain Choco and No Onion-No Garlic Tomato Ketchup

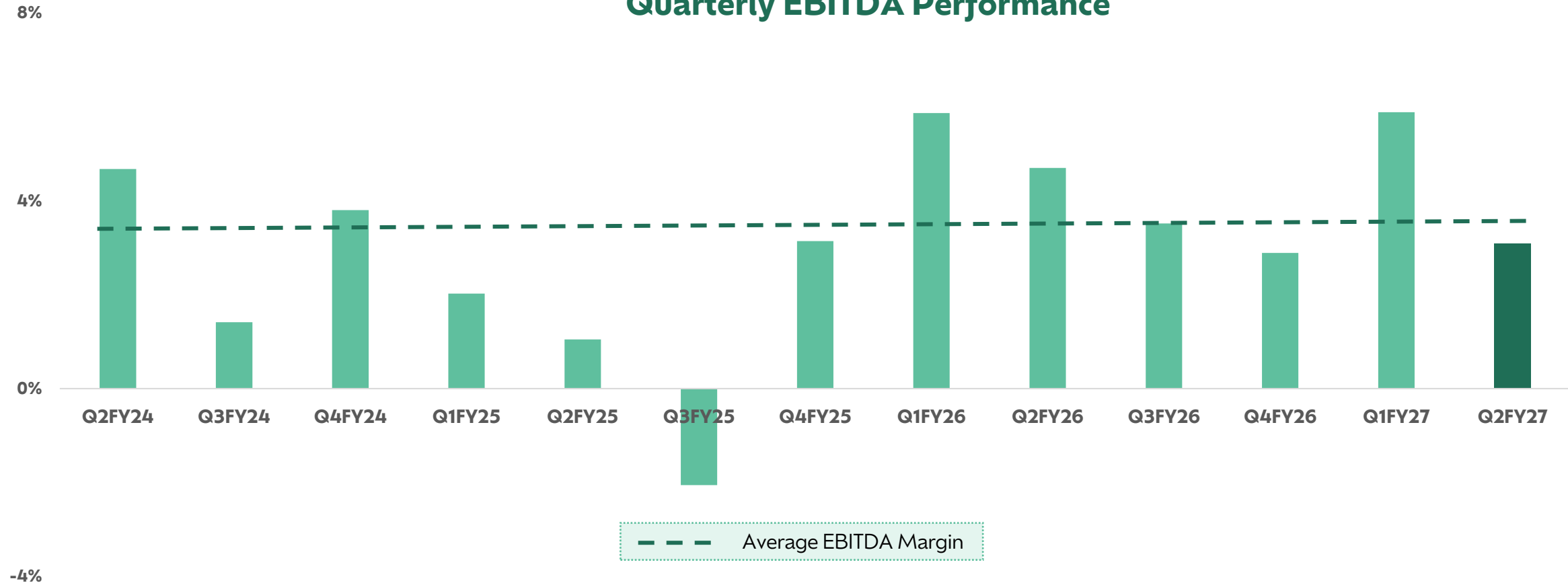


Category momentum and portfolio expansion drive Tops growth

Food & FMCG Quarterly EBITDA Margins

Standalone figures

Quarterly EBITDA Performance



Average long-term EBITDA margins of 3-4%, with continued scaling of the Food & FMCG business expected to drive further improvement over the next five years

Edible Oil Highlights: Q2FY27

Consolidated figures

Revenue: ₹ 17,067 Cr

23% YoY

Volume: 1.1 MMT

5% YoY

EBITDA per Ton: ₹ 4,091

6% YoY

Segment Commentary

- Edible Oil volumes grew 5% YoY, while maintaining healthy profitability despite continued volatility in global edible oil prices.
- H1FY27 Oil revenue stood at ₹32,532 Cr, with EBITDA/MT of ~₹4,700.
- Growth was driven by strong demand for domestic oils, particularly mustard, groundnut and cottonseed.
- AWL maintained its market leadership and stable market share despite a challenging operating environment.



Market leadership and a strong domestic oils portfolio continue to drive resilient growth

Industry Essentials Highlights: Q2FY27

Consolidated figures

Revenue: ₹ 2,918 Cr

39% YoY

Volume: 0.44 MMT

26% YoY

EBITDA per Ton: ₹ 4,335

8% YoY

Segment Commentary

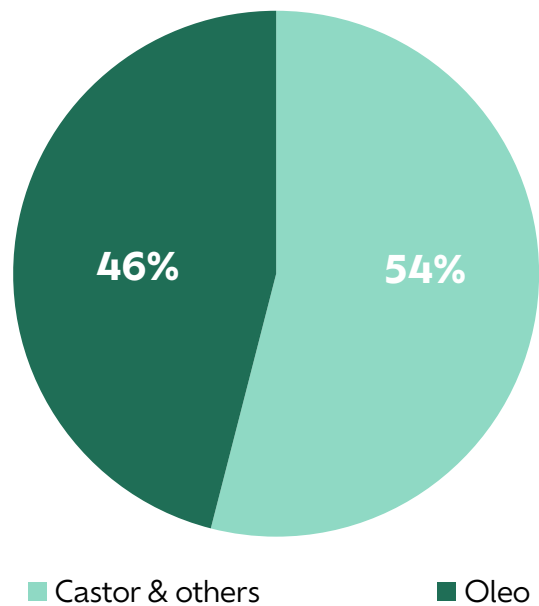
- H1FY27 Industry Essential revenue stood at ₹5,775 Cr, with volume growth of 19% YoY and EBITDA/MT of ~₹4,300
- Industry Essentials segment delivered strong Q2FY27 performance, with revenue and volume growing 39% and 26% YoY, respectively.
- The Oleochemicals & Specialty Chemicals business, contributing almost 45% of segment revenue, continues double-digit growth while maintaining healthy high-single-digit operating margins.



Value-added portfolio expansion continues to support growth and profitability

Industry Essentials: Oleochemicals & Specialty Chemicals

Revenue Mix: Q2FY27



Q2FY27 Performance

Revenue Growth: 28% YoY

Volume Growth: 11% YoY

EBITDA Margin: HSD*

**High-single digit*

Applications

Home & Personal Care

Agrochemicals

Polymer Additives

Food Emulsifier/
Ingredients

Lubricants

Our Oleochemistry Advantage



Scale leadership

India's No. 1 basic oleochemicals player, with the country's largest oleochemical plant at Mundra



Backward integration

Feedstock from in-house refining, security of supply, lower cost



Wilmar parentage

Access to the world's largest oleochemicals group: global R&D, procurement leverage and market intelligence



Strong R&D & formulation

Wilmar R&D in oleochemicals plus in-house application labs



Diversified portfolio

20+ SKUs across soap noodles, fatty acids, glycerin and surfactants

Five structural strengths that are hard to replicate

Integrated Across the Value Chain

IN-HOUSE

Feedstock

- Palm & palm kernel oils
- Fatty acid distillates
- Vegetable oil by-products
- Accessibility to non-palm feedstock



LEADERSHIP

Basic oleochemicals

- Soap noodles
- Stearic & distilled fatty acids
- Glycerine (refined / pharma)
- Oleic acid



SCALING UP

Value-added

- Surfactants & esters
- Fatty alcohol blends
- Customized grades
- Specialty ethoxylates



300+ B2B

End markets

- Home & personal care
- Agrochemicals
- Polymers Additives
- Food Ingredients & Emulsifiers
- Lubricants

From feedstock to formulation-ready ingredients for global customers

A Diversified Product Portfolio

Product family	Home & Personal Care	Pharma	Food	Agro-chemicals	Paints, Inks & Coatings	Lubricants	Polymers & Rubber
Soap noodles	●						
Fatty acids (stearic, distilled)	●		●		●	●	●
Glycerine	●	●	●		●		
Oleic Acid				●	●	●	●
Ethoxylates	●	●			●	●	●
Surfactants & esters	●	●	●	●	●		

Products serving a broad set of end-use industries – no single-industry dependence

Market Execution & Innovation



Brand & Channel Performance: Q2FY27

Standalone figures

Growth across
key brands

Fortune brand: Oil & Foods



4%
Volume Growth YoY

Kohinoor brand



13%
Volume Growth YoY

Kings: Oil & Foods



Low Single Digit Decline
Volume Growth YoY

Growth across
Key Channels

13% YoY
Volume Growth in Alternate
Channel
(E-Com, Q-Com, Modern Trade)

22%
Volume growth in
HoReCA channel

72%
Volume Growth in Branded
Exports Channel

Quick Commerce: Sustaining Strong Growth Momentum

Revenue Growth (YoY)

54%

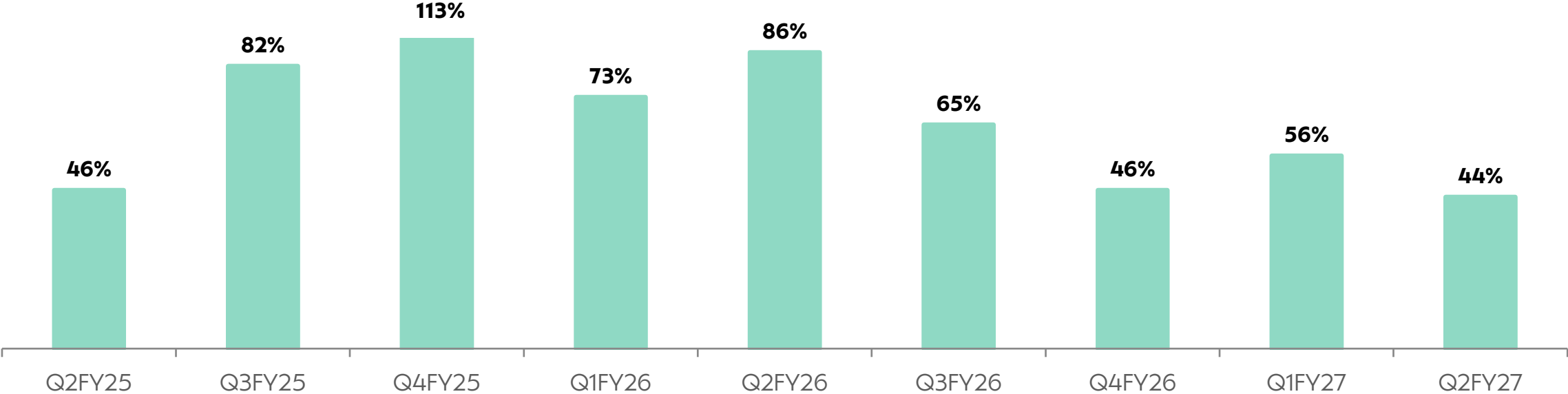
Volume Growth (YoY)

44%

Volume Share of Q-com
(within Alternate channel)

35%

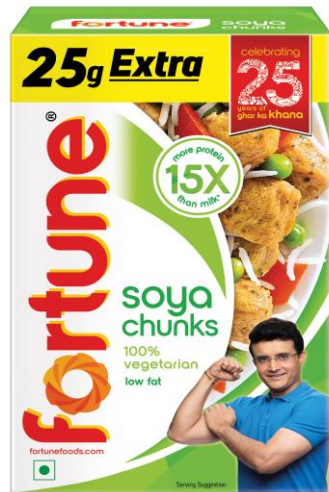
Q-Com Volume Growth YoY Trend %



Enhanced digital capabilities, strong execution and sustained investments in Q-commerce continue to drive robust growth momentum

Building Market Leadership across E-com & Q-com

Market Share of Top 5 Product Categories across E-com & Q-com



Nuggets: >47%



Edible Oil: >30%



Besan: >29%



Sugar: >22%



Maida: >17%

Strong market share across key food categories reflect our growing presence and competitive positioning across E-com & Q-com platforms

General Trade Distribution: Q2FY27

Total Reach of AWL
(As per Nielsen)

> 26 Lac Outlets

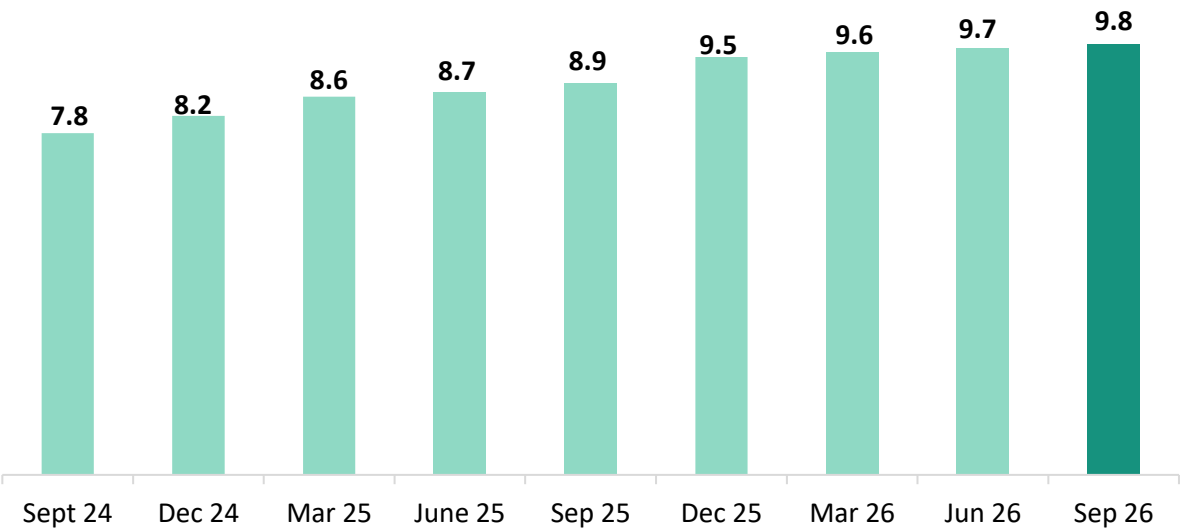
Direct Reach

> 9.77 Lac+ Outlets

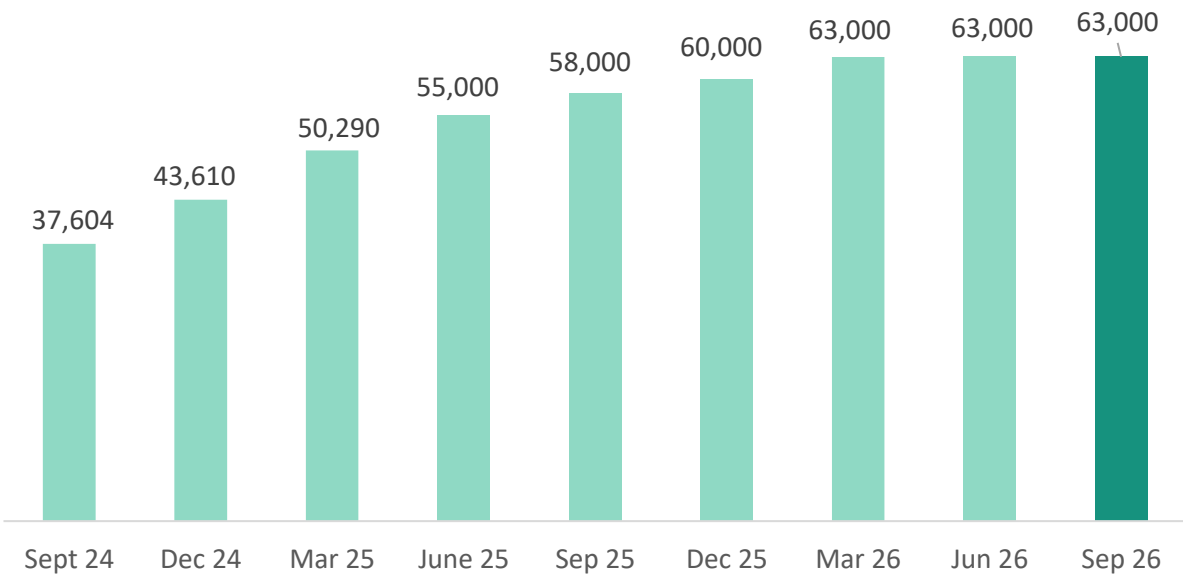
Rural Coverage

63,000+ rural towns

Direct Reach: Outlets (in Lacs)



Rural Town Coverage



> **Direct Reach:** Direct reach increased by 7,000+ on QoQ basis

Expanding direct distribution reach and deepening rural penetration continue to strengthen AWL’s distribution network and competitive advantage

Gradually Building a Health & Convenience-Focused Food Portfolio

Building the portfolio, layer by layer, from everyday staples to premium health innovation

1 Better-for-You Oils



Functional Oil

Xpert Range

2 Everyday Convenience



Convenience Food

Biryani kits, Poha, Brown Rice, Sattu
& more

3 Health-focused



Health & Wellness

Soya chunks & Premio Cold-pressed oils

New Product Launches: Q2FY27

Bringing exciting new experiences to everyday essentials



**Multigrain Choco
Flakes**



Chilli Oil

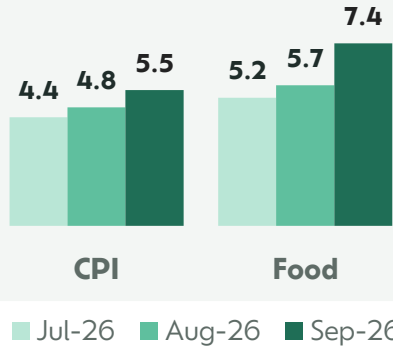


Tomato Ketchup
No Onion No Garlic
with Sendha Namak

Macro Environment

Macro-Environment

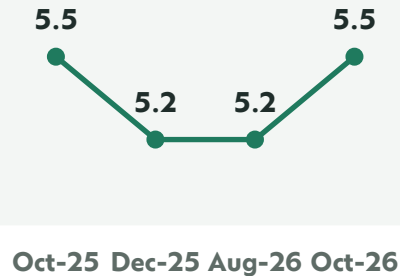
Inflation



Food Inflation Crosses 7%

- Food 7.74%; CPI 5.54% (Sep' 2026)
- Squeezes mass-market demand

Central Bank Action



Rate hiked by 25 bps

- RBI increases repo to 5.50% (7-Oct 2026)
- Stance: calibrated tightening

Recorded below-normal & uneven monsoon



Rainfall deficit of 13%

- ~13% below-normal rainfall across India
- Rabi crop yields may face pressure
- Risk of higher food inflation

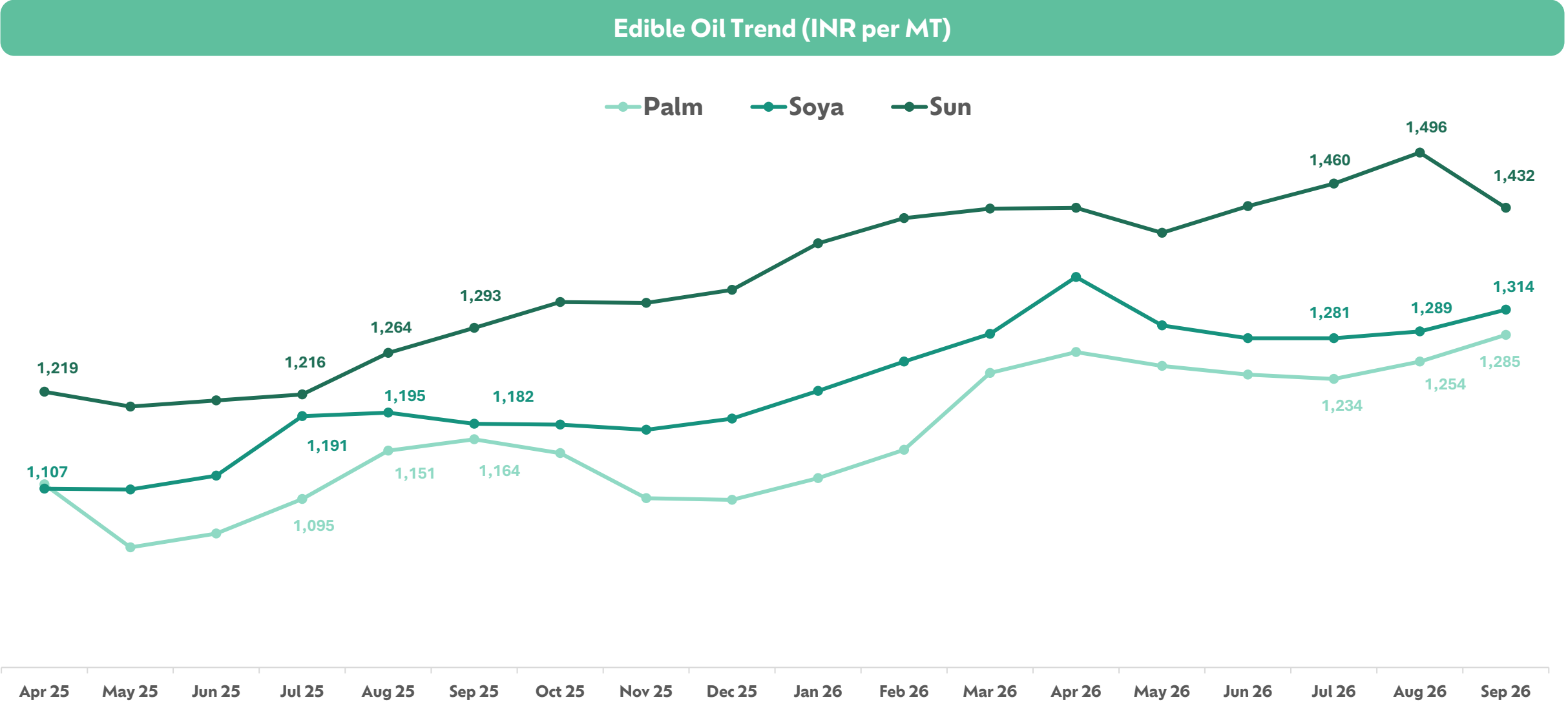
Step up inspections and sampling



Govt. Steps Up Scrutiny

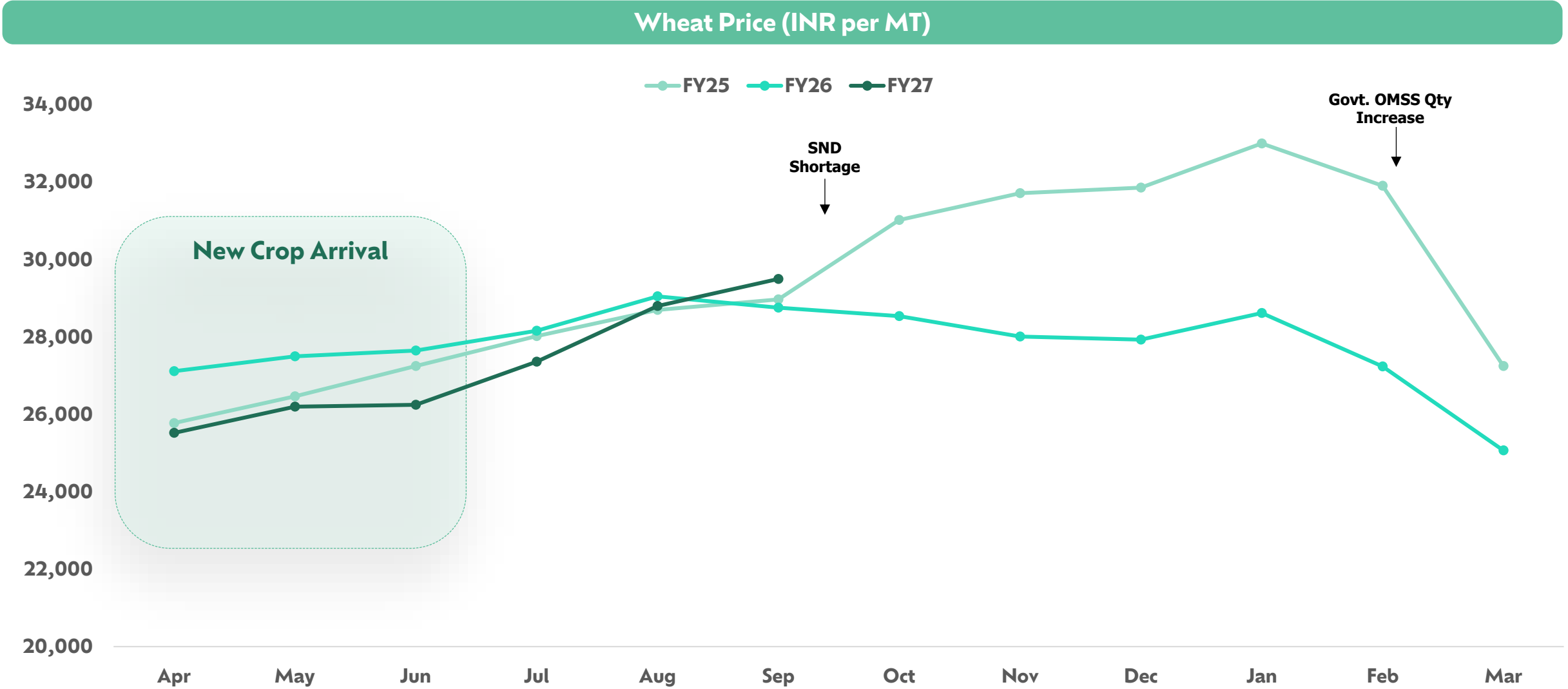
- Checks on oil, spices, other processed foods / health claims
- Loose, unbranded oil loses share
- Beneficial for player like AWL

Edible Oil: Average Monthly Price Trend



Source: Solvent Extractor's Association

Wheat Price Trend



Source: Internal - Indore Mandi Prices (from Wheat sourcing desk)

Annexure

Consolidated P&L Snapshot and KPIs: Q2 & H1FY27

Consolidated figures

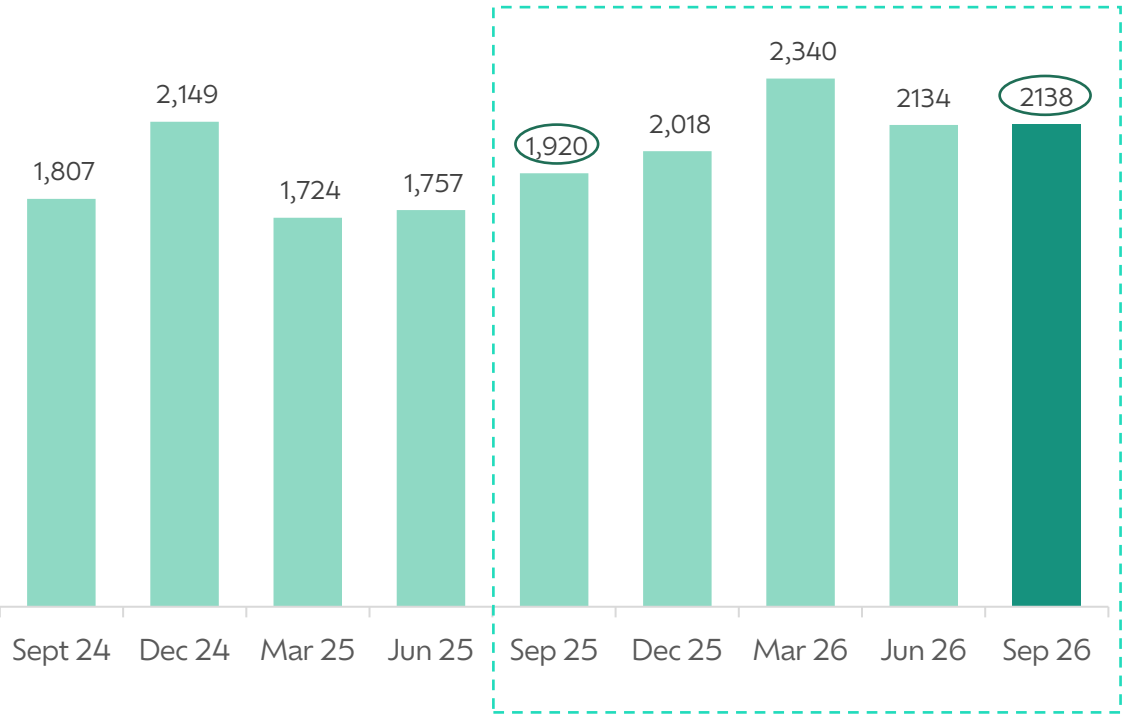
Particulars	Q2FY27	Q1FY27	Q2FY26	QoQ %	YoY %		H1FY27	H1FY26	YoY %
Volume (MMT)	1.9	1.7	1.7	13%	14%		3.6	3.3	11%
Revenue	22,202	20,048	17,605	11%	26%		42,250	34,663	22%
Gross Profit	2,138	2,134	1,920	0%	11%		4,272	3,677	16%
EBITDA (incl. OI)	692	762	609	-9%	14%		1,454	1,181	23%
EBITDA (excl. OI)	623	725	559	-14%	11%		1,347	1,078	25%
PBT	344	478	330	-28%	4%		822	647	27%
PAT	239	351	245	-32%	-2%		591	483	22%

KPIs Trend: Q2FY27

Consolidated figures

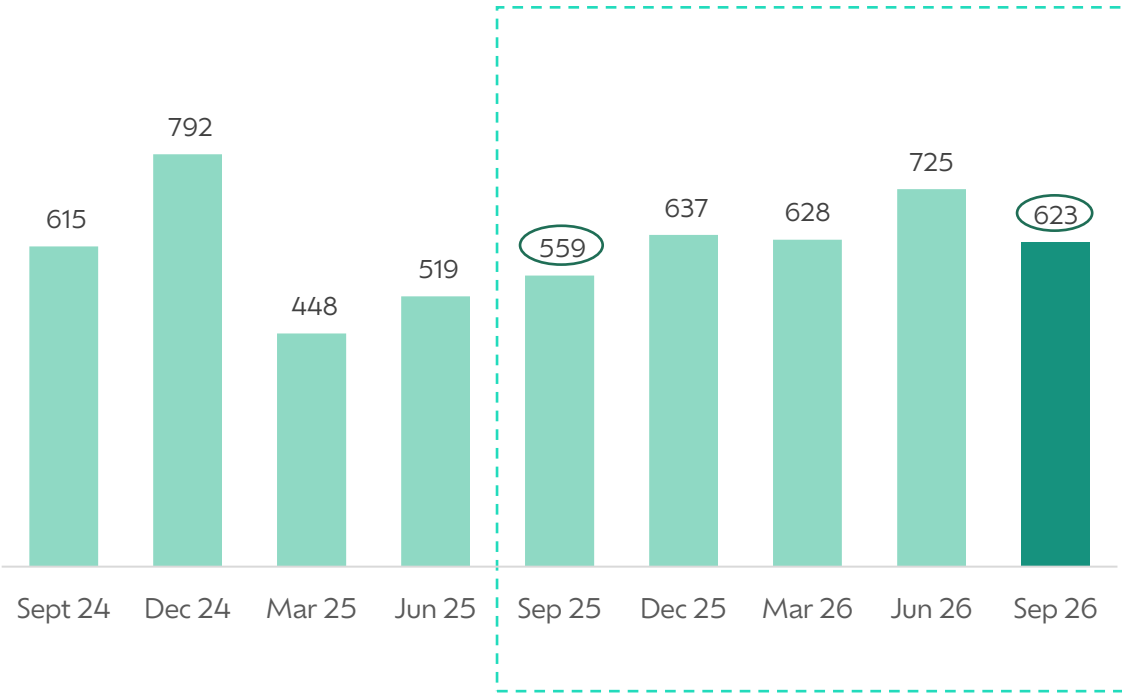
Quarterly – Gross Profit Trend

in INR Crores



Quarterly – Operating EBITDA Trend

in INR Crores



Steady Gross Profit and EBITDA underscore the resilience of AWL's long-term growth trajectory

Segment-wise Profitability

Consolidated figures

(all figures in INR Crores)

Segment EBITDA (Excluding Other Income)	Q2FY27	Q2FY26		H1FY27	H1FY26		FY26
Edible Oil (Including gain / loss on Derivative)	435	390		959	762		1,884
Food & FMCG	71	76		175	171		315
Industry Essentials	191	140		367	260		428
Unallocable	-74	-48		-153	-115		-284
Total	623	559		1,347	1078		2,343

Segment Results: Q2FY27

Consolidated figures

(all figures in crores, except stated otherwise)

Segment Volume								
Volume (MMT)	Q2FY27	Q1FY27	Q2FY26	QoQ %	YoY %	H1FY27	H1FY26	YoY %
Edible Oil	1.1	1.0	1.0	9%	5%	2.0	2.0	3%
Industry Essentials	0.4	0.3	0.3	30%	26%	0.8	0.7	19%

Segment Revenue								
Revenue (Cr)	Q2FY27	Q1FY27	Q2FY26	QoQ %	YoY %	H1FY27	H1FY26	YoY %
Edible Oil	17,067	15,465	13,828	10%	23%	32,532	27,242	19%
Food & FMCG	2,216	1,726	1,681	28%	32%	3,943	3,095	27%
Industry Essentials	2,918	2,857	2,096	2%	39%	5,775	4,326	34%
Total	22,202	20,048	17,605	11%	26%	42,250	34,663	22%

Segment Result								
Particulars	Q2FY27	Q1FY27	Q2FY26	QoQ %	YoY %	H1FY27	H1FY26	YoY %
Edible Oil	184	306	171	-40%	7%	489	362	35%
Food & FMCG	38	72	56	-47%	-33%	110	132	-16%
Industry Essentials	164	149	131	10%	25%	313	231	35%
PBT before Unallocable & exceptional items	386	527	358	-27%	8%	912	725	26%
Less: Finance Cost	8	6	6	25%	24%	14	14	6%
Less: Unallocable Expenses	46	61	39	-25%	17%	107	88	22%
Less: Exception Items	0	0	0	-	-	0	0	-
Less: Share of Profit from JV and Associates	11	20	17	-42%	-34%	31	23	32%
PBT	344	478	330	-28%	4%	822	647	27%

Segment ROCE: LTM Sep'2026

Standalone figures

Segment ROCE: LTM Sep 2026					
	Edible Oil	Food & FMCG	Industry Essentials	Unallocable	Total
Rev / Capital Employed - A	5.0x	2.1x	3.6x	n.a.	4.0x
EBIT % - B	2.8%	2.8%	4.5%	n.a.	2.5%
ROCE % [A x B]	14%	6%	17%	n.a.	10%
EBIT	1,732	181	455	-358	2,010
Segment Revenue	62,414	6,576	10,027	0	79,016

Fixed Assets	3,237	1,734	1,204	138	6,313
<i>Capital Work-in progress (CWIP)</i>	<i>214</i>	<i>67</i>	<i>328</i>	<i>46</i>	<i>655</i>
Intangible	0	126	0	7	134
NWC	10,049	1,665	1,519	-77	13,157
Others Assets, Net	-921	-390	33	1,223	-55
Capital Employed	12,365	3,135	2,756	1,292	19,548

- Food business in investment phase, targeting 20-25%+ ROCE at Company level as it matures.
- Additionally, inventory gets largely funded by working capital debt, resulting in higher ROE

*Capital Employed = Equity + Total Debt + Trade Credits - cash & cash equivalent. #Unallocable primarily includes GST input credit and capital advances (for capex) **This also includes buildings at integrated plant in Gohana

Segment ROCE & Capital Employed: 5 Year trend

Standalone figures

ROCE %					
INR Crores	FY23	FY24	FY25	FY26	LTM Sep'2026
Edible oil	13%	13%	23%	20%	14%
Food & FMCG	4%	5%	1%	7%	6%
Industry Essentials	20%	6%	17%	16%	17%
Unallocable	-61%	-50%	-42%	-25%	-28%
Total	10%	7%	15%	13%	10%

EBIT					
INR Crores	FY23	FY24	FY25	FY26	LTM Sep'2026
Edible oil	1,124	846	2,118	1,547	1,732
Food & FMCG	71	143	25	200	181
Industry Essentials	352	103	282	362	455
Unallocable	-249	-272	-357	-311	-358
Total	1,297	819	2,068	1,798	2,010

- Limited investment required in Edible Oil business in the recent years, despite continuous growth
- Allocating capital to the Food business, to support its growth

Capital Employed					
INR Crores	FY23	FY24	FY25	FY26	Sep'2026
Edible oil	8,541	6,647	9,050	7,926	12,365
Food & FMCG	1,684	2,867	2,449	2,841	3,135
Industry Essentials	1,759	1,646	1,670	2,325	2,756
Unallocable	408	547	856	1,256	1,292
Total	12,392	11,706	14,025	14,347	19,548

Fixed Assets					
INR Crores	FY23	FY24	FY25	FY26	Sep'2026
Edible oil	2,960	3,227	3,298	3,188	3,237
Food & FMCG	633	1,038	1,299	1,690	1,734
Industry Essentials	654	631	733	936	1,204
Unallocable	76	96	385	187	138
Total	4,323	4,992	5,715	6,001	6,313

Net Working Capital (NWC)					
INR Crores	FY23	FY24	FY25	FY26	Sep'2026
Edible oil	5,458	3,536	6,277	5,401	10,049
Food & FMCG	886	1,757	1,155	1,123	1,665
Industry Essentials	991	947	881	1,290	1,519
Unallocable	-55	-65	-44	-53	-77
Total	7,280	6,175	8,270	7,761	13,157

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Thank You