Melt-n-Mellow

krishival nuts

# KRISHIVAL FOODS LIMITED

CIN No. L74120MH2014PLC254748
Registered Office: 1309, Lodha Supremus Saki Vihar road, opp. MTNL Office, Powai, Mumbai-400072.
Tel no.: 8779558264, Website: www.krishival.com, Email: cs@krishival.com

August 11, 2026

To,

| | |
|---|---|
| National Stock Exchange of India Limited<br>Exchange Plaza, Bandra Kurla Complex<br>Bandra (E), Mumbai-400051<br>**Symbol: KRISHIVAL** | BSE Limited<br>P J Towers, Dalal Street<br>Mumbai - 400 001<br>**Scrip Code: 544416** |

**Subject: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")**

**Dear Sir/ Madam,**

Pursuant to the requirements of the Regulation 30 of the Listing Regulations, as amended, from time to time, please find enclosed herewith a copy of the Investor release issued by the Company in relation with the unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended on June 30, 2026, the content of which is self-explanatory.

The said media release is also being made available on the website of the Company at: https://krishival.com/pages/investors-desk

You are requested to take note of the same.

Thanking You,

Yours faithfully,

**KRISHIVAL FOODS LIMITED**

RAHUL SURESH GAWANDE

Digitally signed by RAHUL SURESH GAWANDE
Date: 2026.08.11 18:38:17 +05'30'

**Rahul Gawande**
**Company Secretary and Compliance Officer**

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# INVESTOR PRESENTATION – Q1FY27

# Disclaimer

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# Company Overview

# Krishival Foods Limited at a Glance

Experience– Over 12 years in the industry

FY26 Financial Highlights-
₹292 Cr Revenue (+45% YoY
₹39 Cr EBITDA (+55% YoY),
₹22 Cr PAT (+64% YoY)

Product Range–
73+ SKUs for Dry Fruits,
196+ SKUs for Ice Creams

Certifications– FSSAI, ISO, HACCP; eco-friendly, recyclable packaging

**Krishival Foods Limited** (NSE: KRISHIVAL, BSE 544416 ), incorporated in 2014, is among India's fastest-growing FMCG companies, specialising in premium nuts, dry fruits, and ice cream.

**Company positioning**: Leading presence in premium nuts &aspirational ice cream categories.

Customer Retention– Over 80%

Team Size – 200+ employees

In-house R&D– Dedicated team for product development and innovation

Mission– Delivering joy and health through every bite, with quality and care

# Our Journey

**FY 2014**

- Incorporated as a private limited company
- Set up of processing unit

**FY 2019**

The company achieved a revenue of ₹ 5,000 Lakhs

**FY 2021**

Conversion of Company from private limited to public limited

**FY 2022**

- Acquisition of 5 acre Industrial land in MIDC, Halkarni, Kolhapur, Maharashtra
- Listed on Emerge Platform of National Stock Exchange

**FY 2024**

Ventured in ice-cream segment through subsidiary Melt N Mellow Foods Private Limited

**FY 2025**

Listed on NSE and BSE main board

**FY 2026**

Completed ₹1 billion Rights Issue; initiated capacity expansion and cold-chain scale-up

# Experienced & Professional Management

krishival nuts | Melt n Mellow

**Sujit Bangar**

Chairperson
Whole-Time Director

- Former IRS officer with 20+ years of experience, including 12.5 years as Joint Commissioner.
- Oversees operations, strategy, and sales at Krishival Foods

**Aparna Bangar**

Managing Director

- Managing Director since Aug 2021; part of the founding team since 2014.
- Leads operations, exports/imports, and new product development.

**Nana Mhaske**

CEO – Krishival Nuts
Executive Director

- Co-founder and CEO since 2014 with 20+ years in nuts processing industry
- Oversees business operations, factory procurements, and sales network

**Abhishek Puranik**

CEO – Melt N Mellow

- Co-founder of Melt N Mellow with 20+ years of diversified business leadership across automobiles and ice cream.
- Leads Melt N Mellow operations with focus on product innovation, R&D, sales and strategy.

# Geographical Footprint

**11,000+**
Retail touch points
for Nuts & Dry Fruits

**34,200+**
Retail touch points
for Ice Cream



**17,280+**
Deep Freezer Network

**300+**
Towns & Places

**300+**
Retail touch-points
across Singapore

# Financial Performance

# Management Comment

**Sujit Bangar**
Chairperson
Whole-Time Director

"We have started FY27 on a strong footing, with Melt N Mellow emerging as a significant growth driver for Krishival Foods. Q1 is seasonally favorable for our ice cream business, and we delivered strong revenue growth alongside a meaningful improvement in profitability. Importantly, the quarter reflects the pace at which the business is scaling, with Q1 revenue from the ice cream segment exceeding 50% of the revenue generated by the business during the entire previous financial year.

Our two businesses operate with complementary seasonality, providing greater balance to our revenue profile across the year, while also enabling more efficient working capital management and reducing the overall seasonality of the business. As Melt N Mellow scales further, we expect the ice cream business to progressively increase its contribution to the overall revenue mix, creating a larger, more diversified and resilient FMCG platform.

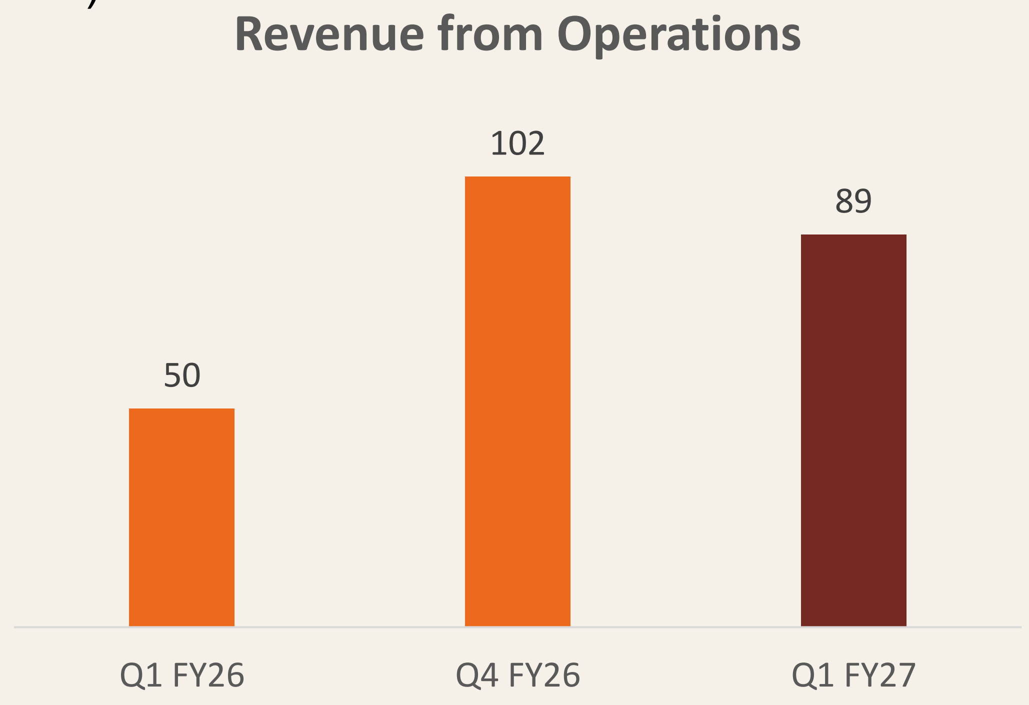
We are building the next phase of growth around our dual-engine FMCG model, with Krishival Nuts providing a strong cash-generating foundation and Melt N Mellow emerging as the high-growth engine. We remain focused on delivering strong growth across both businesses, supported by capacity expansion, deeper distribution, product innovation and an expanding ice cream portfolio.

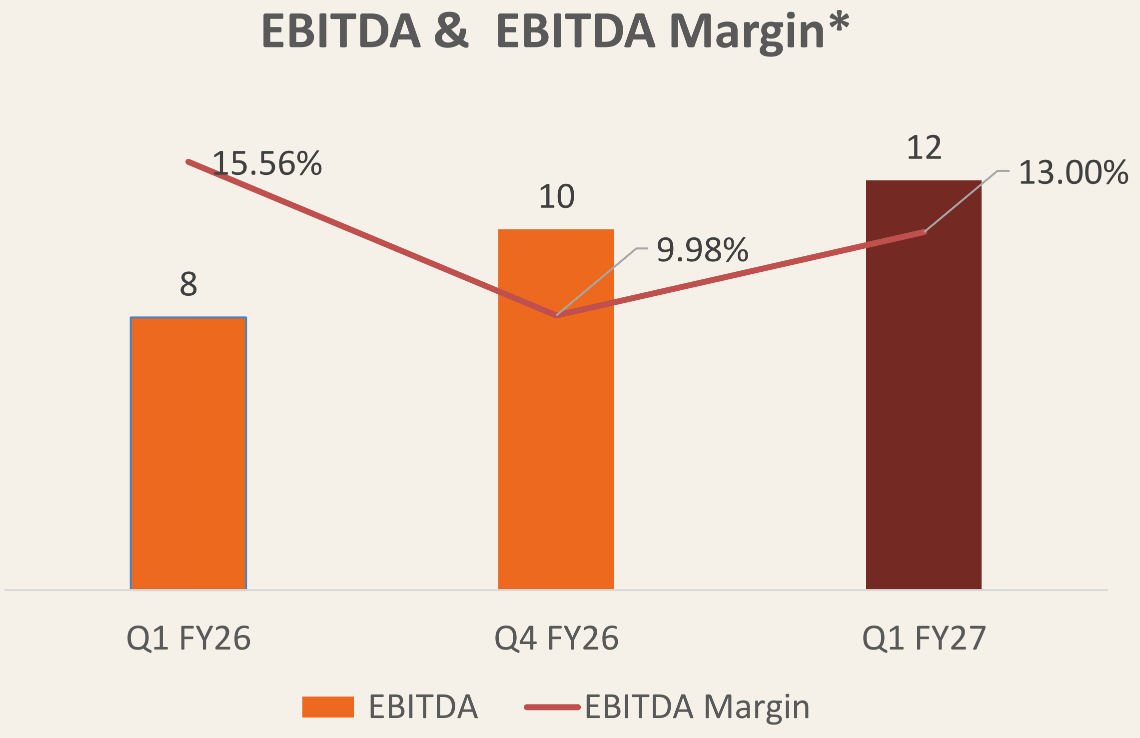
With disciplined execution, prudent capital allocation and a clear focus on strengthening our brands and distribution network, we remain confident in our ability to deliver our growth objectives and create sustainable, long-term value for our stakeholders."

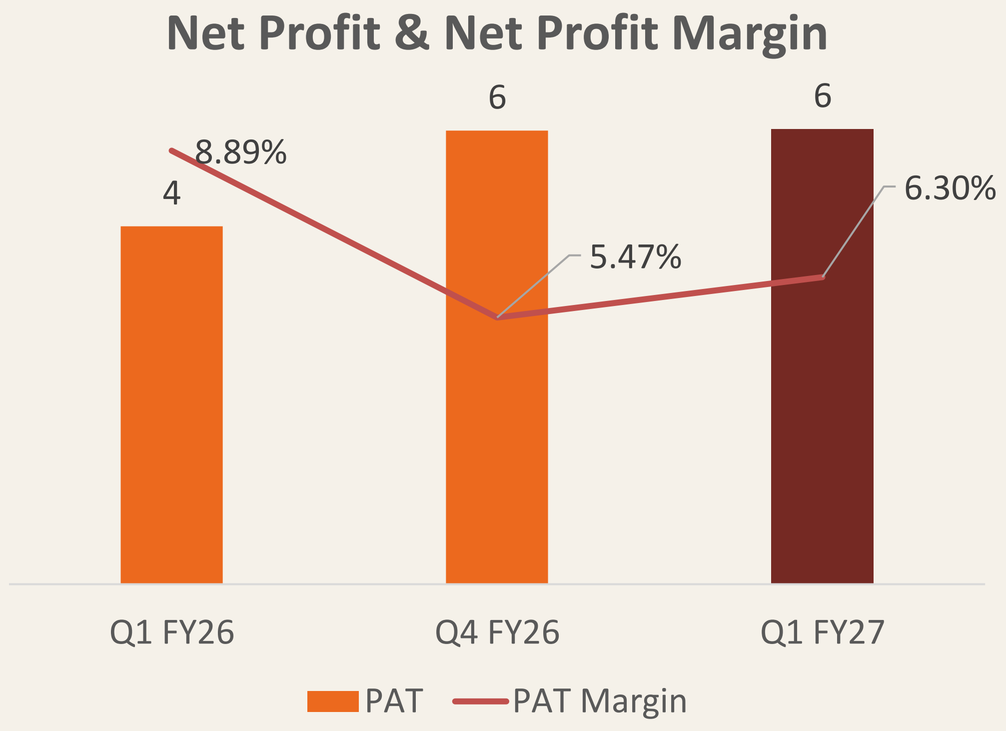
# Quarterly Performance

Continued focus on operational excellence, market expansion, and sustainable business growth.

(₹ crores)




- Krishival Foods EBITDA margin expanded to **13.00% vs. 9.98%** in Q4 FY26, demonstrating strong margin resilience
- **Q1 is seasonally strong for the ice cream business**, driven by summer demand, while the nuts business sees higher sales in Q2 and Q3, supported by festive demand.
- **Both segments delivered resilient performance** despite external headwinds, including diesel availability constraints and higher milk prices.

**Excluding Other Income*

# Q1-FY27 Segment Performance

Strong growth led by scale, profitability and category leadership

| | krishival nuts | Melt n Mellow ICE CREAM |
|---|---|---|
| Revenue (₹ in Cr) | 42% ₹37.38 — 42% of Total Revenue | 58% ₹51.57 — 58% of Total Revenue |
| EBITDA (₹ in Cr) | 55% ₹6.82 — 55% of Total EBITDA | 45% ₹5.18 — 45% of Total EBITDA |
| EBITDA Margin | 18.24% — Strong & Consistent Margin Profile | 10.05% — Rapid Margin Improvement With Scale |

Balanced business mix driving growth and profitability Krishival Nuts delivers robust margins, while Melt n Mellow scales rapidly with improving profitability

# Quarterly Highlights

krishival nuts | Melt n Mellow

## 17,280+ Deep Freezers*

**+1,780 placed in Andhra Pradesh in Q1**

Strengthening last-mile reach and geographic expansion

## Entered Andhra Pradesh

3 CNF locations

**Rayalaseema | Vijayawada | Visakhapatnam**

## 13 New product launches

**6 Nuts | 7 Ice cream**

## 120+ Distributors

Across
Mumbai • Pune • Hyderabad • Bengaluru • Goa • Nagpur

95%

**Distribution retention rate**

**As of June 30, 2026*

# Consolidated Quarterly Income Statement

| Particulars (₹ crores) | Q1 FY27 | Q1 FY26 | YoY Growth |
|---|---|---|---|
| **Revenue from Operations** | **88.96** | **49.52** | **+80%** |
| Other Income | 1.08 | 2.30 | |
| **Total Income** | **90.05** | **51.82** | **+74%** |
| Cost of Material Consumed | 19.69 | 36.13 | |
| Changes in inventories of Finished Goods | 35.68 | -4.46 | |
| Employee Benefits Expenses | 3.41 | 2.19 | |
| Other Expenses | 19.70 | 10.24 | |
| **EBITDA** | **11.57** | **7.71** | **+50%** |
| ***EBITDA Margin (%)*** | **13.00%** | **15.57%** | ***-256 bps*** |
| Depreciation and Amortisation Expense | 3.04 | 1.31 | |
| Finance Costs | 1.40 | 0.54 | |
| **Profit before tax** | 7.13 | 5.86 | |
| Tax Expense | 1.52 | 1.45 | |
| **Net Profit** | **5.60** | **4.40** | **+27%** |
| ***Net Profit Margin (%)*** | **6.30%** | **8.89%** | ***-259 bps*** |
| Basic EPS (in ₹) | 2.40 | 1.98 | |

* Excluding Other Income

# Business Overview

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# Segment Overview

Dual Engine FMCG platform


Krishival Nuts: Premium dry fruits & nuts – direct farm sourcing, modern processing, trusted domestic and global brand.

Offers a diverse product range including cashews, almonds, pistachios, figs, and flavoured varieties.

**73+ SKUs**


Melt N Mellow: Youthful, indulgent ice cream – crafted with real ingredients, aspirational flavors.

The brand is known for its unique flavors and strong retail footprint, especially in Western and Southern India.

**196+ SKUs**

*Two complementary businesses creating sustainable long-term shareholder value* krishival nuts | Melt·n·Mellow

# Farm Fresh to Flavorful: Our Dry Fruit Spectrum

## Total business

**55 %** B2B | **45 %** B2C | **73+ SKUs**

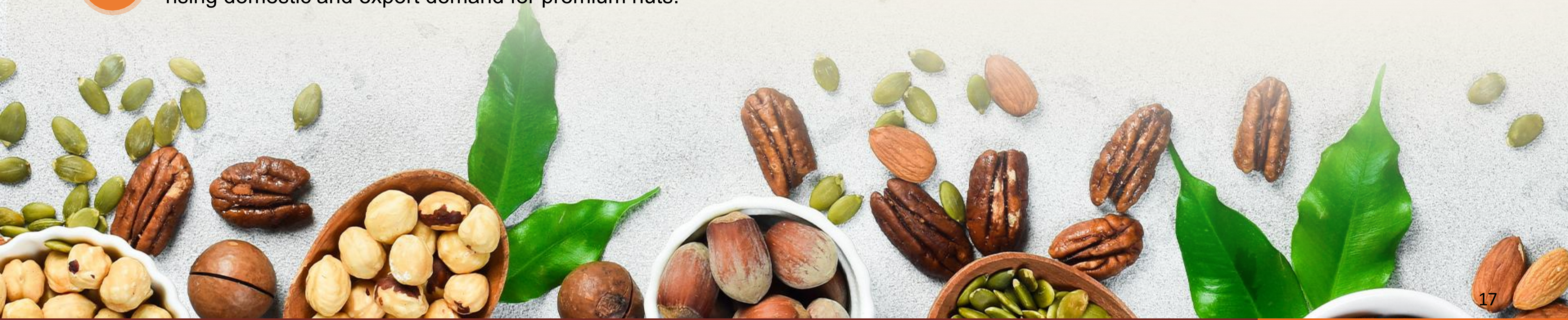
## Major differentiated products

- Flavoured Cashews (Salted, Pepper, Chilli)
- Flavoured Almond (Salted)
- Flavoured Pistachios (Roasted and Salted)
- Flavoured Makhana (Salted, Cheese, Peri Peri)
- Kaju Katli (Less sugar, more cashews)

# Global Sourcing Edge and Expansion

## Integrated Nut Processing Advantage: Scale, Global Sourcing, and Quality Assurance

- Direct procurement from 9 countries: India, Ghana, USA, Guinea-Bissau, Cambodia, Indonesia, Benin, Ivory Coast, Tanzania. Diversified origins to mitigate price volatility and supply risk.
- Integrated Processing Operations: End-to-end value chain — from raw nut grading and roasting to flavoring and packing — enhancing traceability, throughput, and product standardization
- Quality Assurance: Farm-to-pack control ensuring product integrity from procurement to packaging.
ISO-certified processes across procurement, processing, and packaging for consistent quality
- Forward-Looking Growth Strategy: Strengthened supply chain partnerships and focus on capacity expansion to address rising domestic and export demand for premium nuts.



# Operational Strength Infrastructure – Nuts and Dry fruits

World-class nuts processing capacity with expansion underway


Situated:

- Factory Unit -1: Halkarni, Kolhapur
- Factory Unit -2: Shinoli, Kolhapur

Proximity: The locations lie within ~5–10 km of each other—reducing logistics time/cost.


# Krishival Nuts – ₹20 MRP on-the-go range

Expanding impulse consumption

**Q1 FY27 LAUNCH**


Trail Mix


Seed Mix


Salted Cashews


Premium Cashews


Roasted & Salted Almonds


Raw & Natural Almonds


Assorted Mix

## Impulse-ready format

Compact, single-serve pouches designed to be picked up on impulse at checkout counters and modern trade shelves.

## On-the-go occasions

Convenient snacking for travel, work, gym and school — widening consumption beyond the traditional at-home pack.

# Our Farm to Freezer: Our Product Spectrum

**17,280+**
Deep freezers across retail touchpoints

**120+**
Distributors Count

**28+**
Super Stockists Count

## Total business

**4%** B2B

**96 %** B2C

**196+** SKUs


## Major Differentiated Products

- Ice cream cones (12 different flavours)
- Kulfi ( 6 different flavours)
- Choco bar ( 6 different flavours)
- Creamy bliss tubs (12 different flavours)
- Family pack 700 ml ( 16 different flavours)

# Melt n Mellow – What's New in the Freezer

Six differentiated formats– anchored on indulgence and everyday consumption

## Novelties

**6 SKUs · 60ml – 150ml**

Classic & Pineapple Cassata; Vanilla, Chocolate Sandwiches & more

## Cakes

**6 SKUs · 500ml – 1000ml**

Golden Fantasy, Black Forest, Hazelnut Chocolate & more

## Charms

**4 SKUs · 15ml – 30ml**

Lychee, Red Velvet, Choco Vanilla, Chocolate

## Marvel Bars

**11 SKUs · 40ml – 80ml**

French Vanilla, Belgian Chocolate, Mango Sorbet, Tiramisu & more


## Pastries

**2 SKUs · 100ml**

Black Forest Pastry, Blueberry Cheese Pastry

## Zero Added Sugar

**3 SKUs · 100ml – 500ml**

Rich Vanilla, Cashew Delight – no added sugar

# Integrated Manufacturing Excellence - Ice Cream, Dairy & Bakery

State-of-the-art facility, driving multi-category growth

- Situated: Aurangabad (Sambhaji Nagar)
- Production Capacity: Ice cream 1 lakh liters/day
  Milk products 20MT/day
  Bakery 10 MT/day
- Automation & Technology: Automated extrusion and stick lines, cone filling and blast rotary tunnel, homogenizer and pasteurizer for high-quality dairy processing
- Cold Chain Freshness: End-to-end cold chain ensures product integrity from sourcing to delivery
- Innovation Hub: Dedicated R&D centre for flavour innovation and product development under brand Melt n Mellow
- Path towards Sustainability: Continuously moving towards zero material wastage


# Melt n Mellow – Redefining Growth

## Scaling Distribution

- ***17,280+ deep freezers** across retail touchpoints, with 1,780 freezers added in Q1, predominantly deployed in Andhra Pradesh.*
- ***120+ distributors** across Mumbai, Pune, Hyderabad, Bengaluru, Goa and Nagpur, with 95% distributor retention.*
- ***13 company depots** established across key markets to improve availability, service efficiency and response time.*

## Expanding Markets & Formats

- ***Entered Andhra Pradesh** through 3 CNF locations covering Rayalaseema, Vijayawada and Visakhapatnam, creating a strong platform for further market penetration.*
- *Expanded the portfolio with **six differentiated formats** — Novelties, Cakes, Charms, Marvel Bars, Pastries and Zero Added Sugar.*

## Building the Next Growth Engine

- ***First "Mellow & Co" FOCO store planned for September**, marking the next phase of branded retail expansion.*
- *Continued investment in **cold-chain infrastructure**, with deep freezer network targeted to reach **26,500 units in FY27.***
- ***1 lakh litres/day installed capacity**, enabling future growth.*


# Melt n Mellow Achieved EBITDA Profitability in FY26 TURNING GREEN AHEAD OF PLAN

FY25


One year ahead of target

FY26


**Turned EBITDA Positive Ahead of Target**
Achieved EBITDA profitability in FY26, one year ahead of management's original target, demonstrating disciplined execution and a scalable business model

**Scaling While Remaining Profitable**
The only major emerging multi-state ice cream brand successfully scaling operations while remaining profitable

**Q1 FY27 Performance**

**Revenue: 51.57 Cr**
**YoY Growth: 230%**

**EBITDA: 5.18 Cr**
**YoY Growth: 793%**

**EBITDA Margin: 10.05%**
**Improvement: +634 bps**

# Distribution & Partnership

Omnichannel presence with deep Tier II/III penetration and growing export footprint

## B2B partnerships for Nuts Business

Haldiram's | MEETHA | om sweets & snacks | प्रशांत कॉर्नर | Manak Mewa

## Modern Trade

bombay gourmet | Nature's Basket | SOCIETY STORES | FOOD SQUARE

## Key Online Channel Partners

amazon | blinkit | zepto | Instamart

# Strategic Advantages & Key Strengths

Driving growth through integration, innovation, and brand-led diversification

Dual-Brand, Multi-Segment Growth Engine: Krishival Nuts & Melt N Mellow

Strong Market Presence across Western & Southern India

Fully Integrated, Innovation-Driven Manufacturing Ecosystem

Smart Automation for Efficiency and Product Consistency

Category Synergy Fueling Profitable Expansion

Robust Financial Foundation with Sustainable Growth Momentum

Strong Governance and Ethical Business Conduct

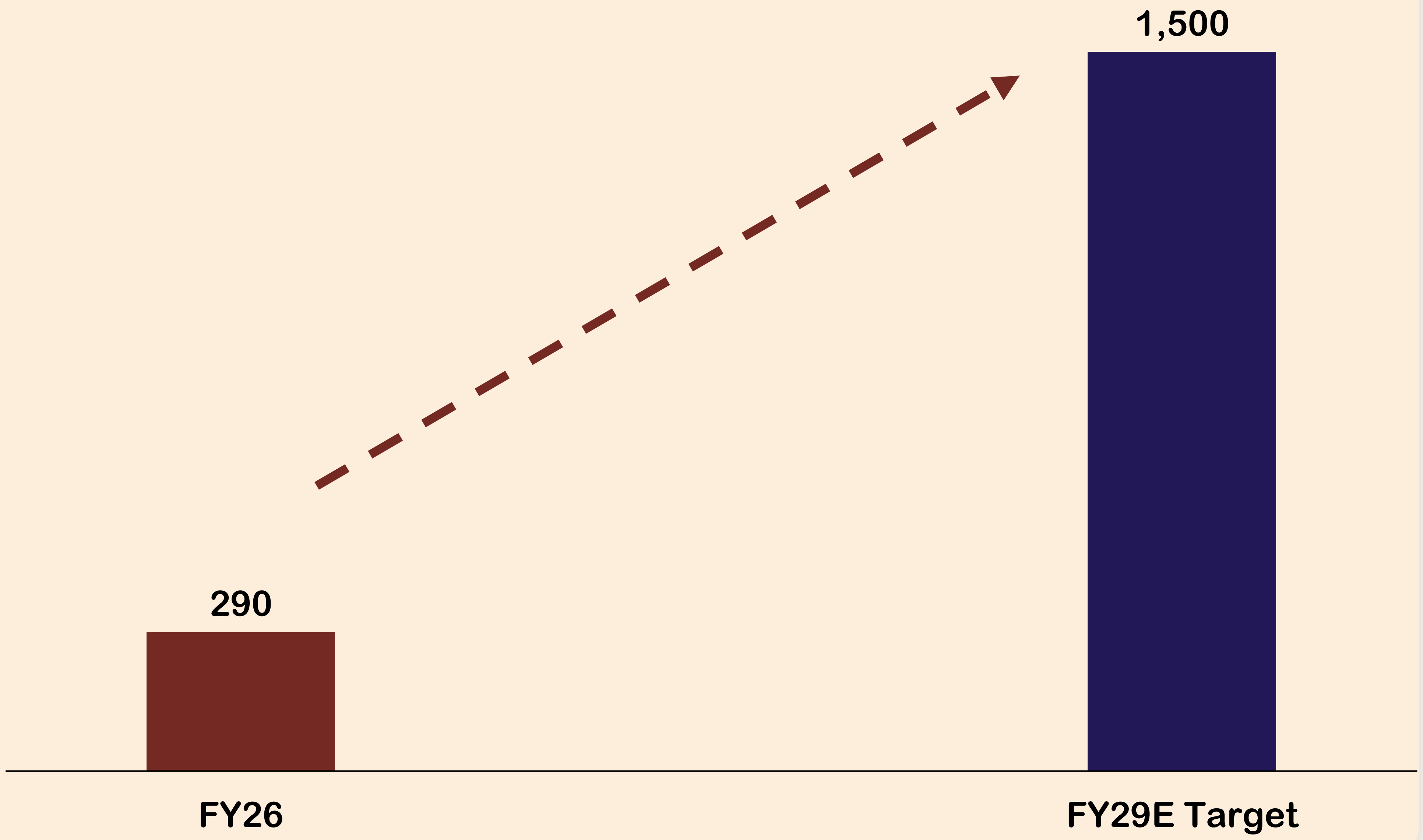
Sustainability & Circular Value Creation

# Way Ahead

# Building the Next Phase of Growth (1/2)

Dual-engine FMCG model — Krishival Nuts (cash generator) + Melt N Mellow (high-growth engine)

**Consolidated Revenue (₹ Cr)**




*Implied FY26→FY29 CAGR: ~73% | ~5x scale-up in 3 years*

## KEY TARGET MILESTONES

**FY27**
**50% Sales & 50% PAT Growth**
**Deep freezer network targeted at 26,200+**

**FY28**
**Ice Cream → ~50-55% of Topline**
From 31% (FY26); category mix shifts to high-growth engine

**FY29**
**Topline → ₹1,500 Cr**
Krishival FY29 consolidated

# Building the Next Phase of Growth (2/2)

Freezer-led cold-chain scale-up underpins both engines' path to full capacity utilisation.

## Nuts & Dry Fruits

KRISHIVAL NUTS

**Now**

**March FY26**: Commissioned 10 MT/day finished nuts capacity.
**Phase 1 (May FY26)**: Added 10 MT/day capacity.

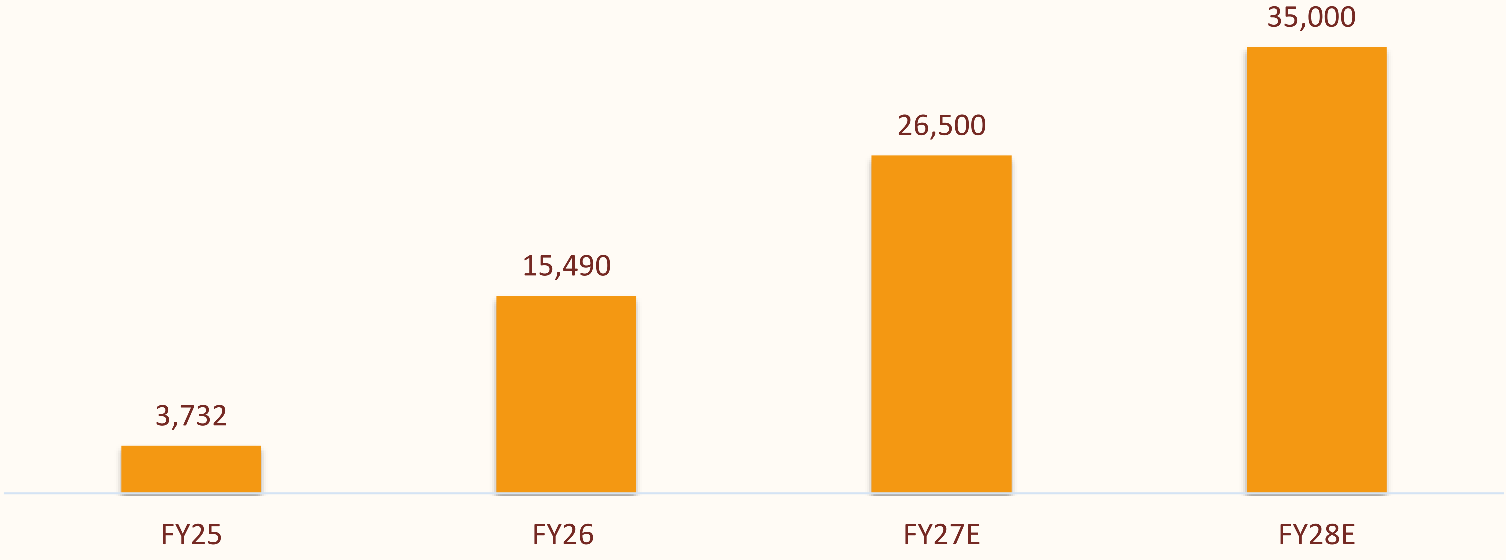
**FY27E**

**Phase 2**: Targeting ~25% utilization of the additional 10 MT/day capacity.

**FY28E target**

**Phase 3**: Add 20 MT/day capacity.
Expand total capacity to 40 MT/day

### Deep Freezer Network — Last-Mile Reach




## Ice Cream

MELT N MELLOW

**Now**

1,00,000 L/day installed; utilisation ramping with freezer rollout

**Ongoing**

Freezer network scaling from 15,490 to 26,500 units

**Q1 FY29 target**

100% capacity utilisation · **~₹600 Cr revenue potential**

# Way Forward

## Growth Strategy

- Expand pan-India distribution with deeper penetration in Tier II, III & IV markets
- Deepen retail reach through modern trade, general trade and quick commerce
- Strengthen export footprint in Singapore, Japan & the US markets
- Leverage distribution network of 300+ towns and places, growing retail touchpoints
- Accelerate premiumisation across Krishival Nuts portfolio

## Diversification & Expansion

- Scale Melt N Mellow through wider distribution, higher freezer penetration and stronger brand visibility
- Expand cold-chain infrastructure and freezer network to drive deeper last-mile consumption and strengthen market penetration
- Drive phased capacity expansion while maintaining operational efficiency and margin discipline
- Increase contribution from premium and value-added products across both business verticals

## Innovation & Sustainability

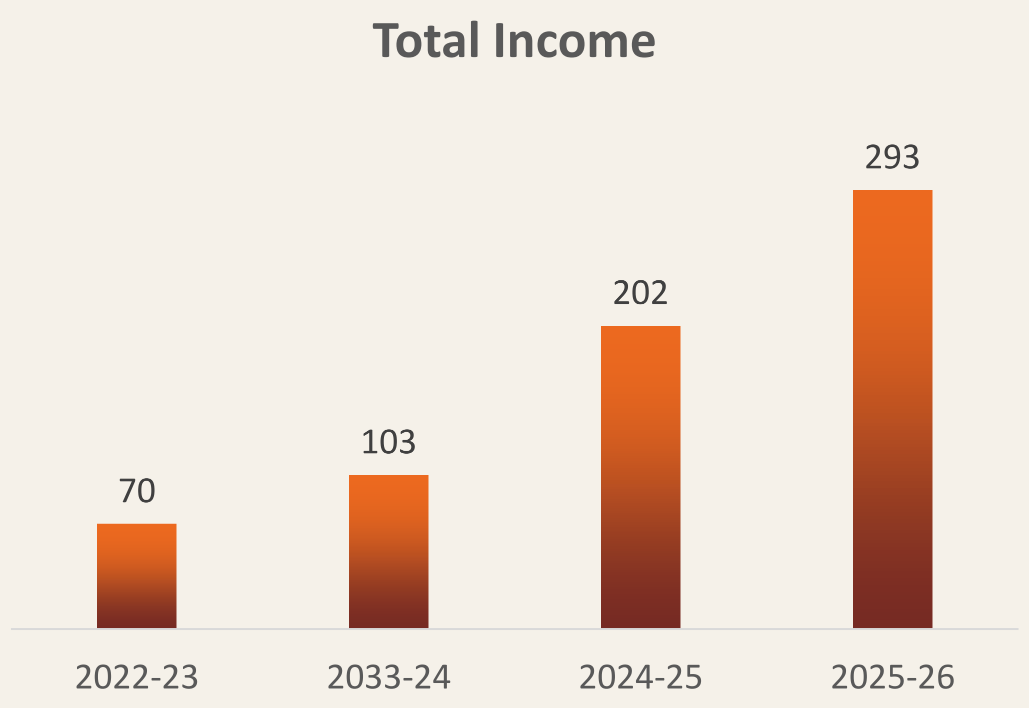
- Strengthen the integrated sourcing and procurement network to ensure quality, supply security and cost efficiency
- Improve operating leverage through higher capacity utilisation and disciplined scale-up
- Continue premiumisation through differentiated products and consumer-led innovation
- Leverage global sourcing relationships to ensure consistent quality and mitigate input cost volatility

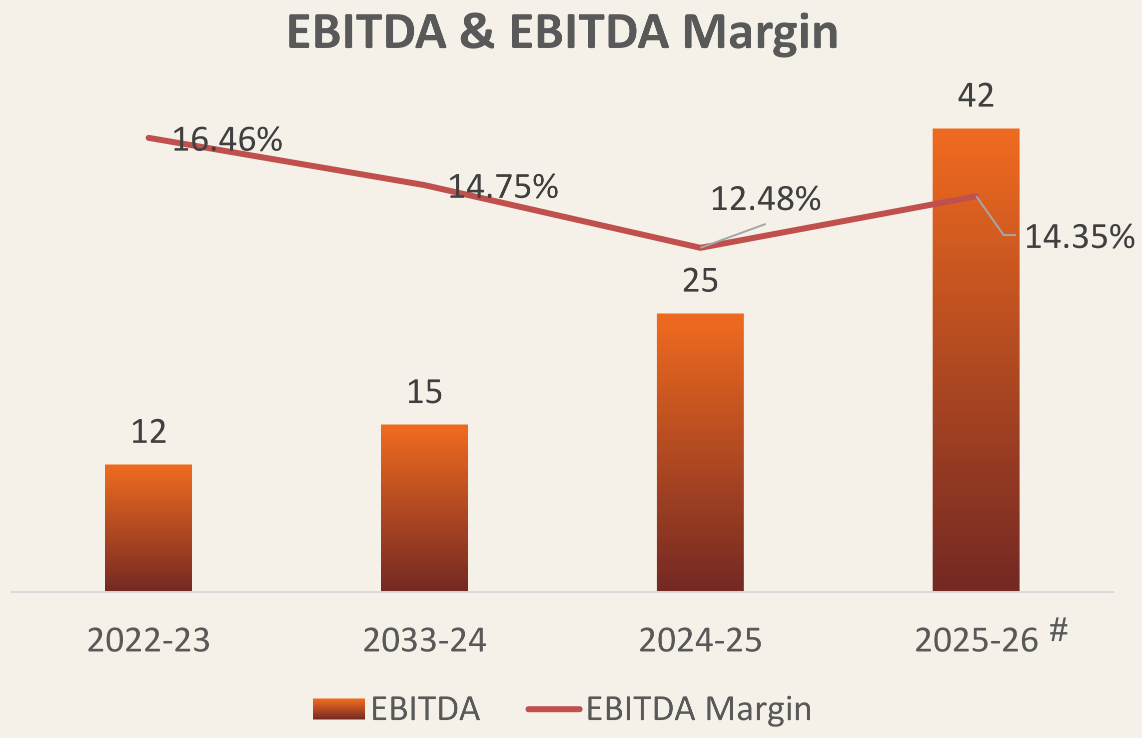
# Historical Annual Performance

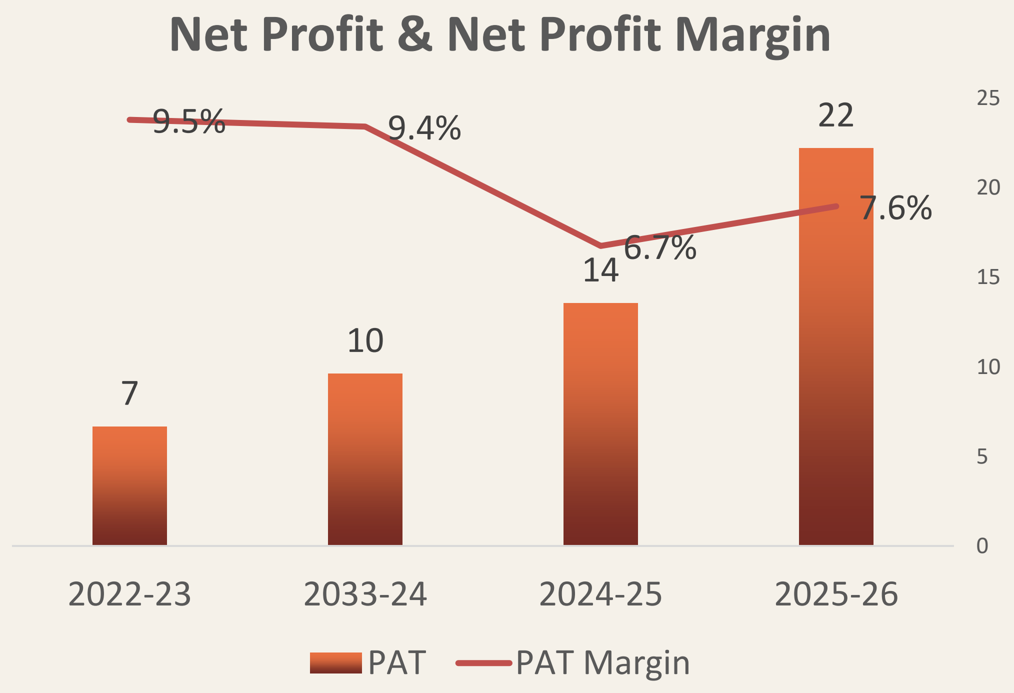
# Financial Performance

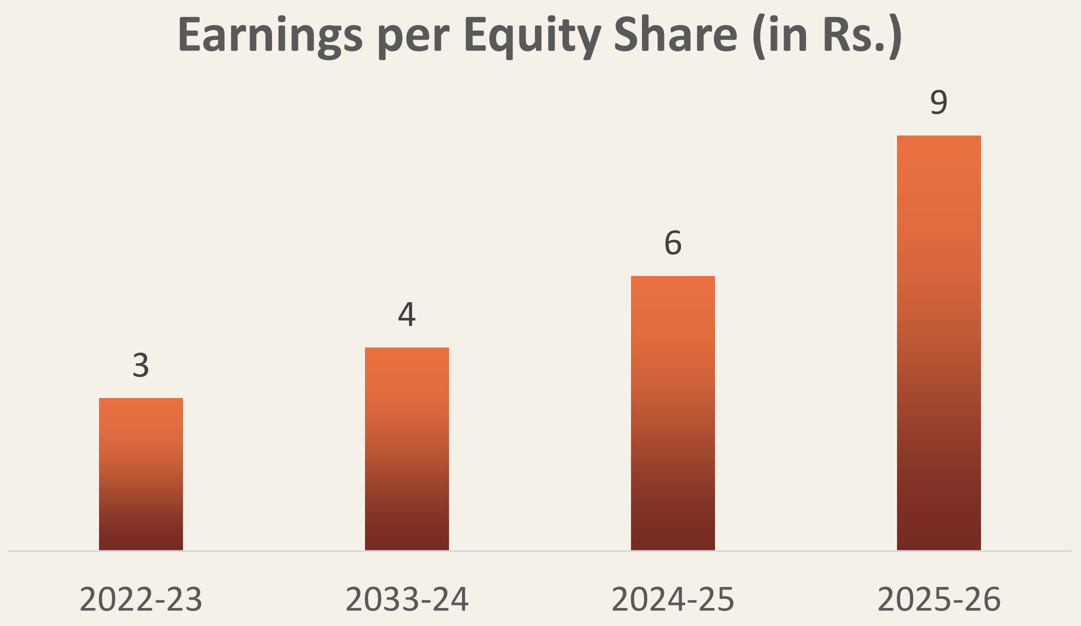
Strong financial momentum driven by operational excellence and brand-led growth

(₹ crores)




**Strong Revenue Momentum**
- Revenue increased from ₹70 Cr in FY23 to ₹293 Cr in FY26
- Over 4x growth in topline driven by scale and category expansion
- Consistent YoY growth reflecting strong demand and distribution reach

**Resilient Operating Performance**
- EBITDA grew from ₹12 Cr to ₹42 Cr over FY23–26
- Margins remained in the range of ~12%–16%
- Improved operating leverage supported by scale efficiencies

**Consistent Profit Growth**
- PAT increased from ₹7 Cr to ₹22 Cr across FY23–26
- Net profit margin sustained at ~8%–9% levels
- Disciplined cost structure supporting steady profitability

**Strong Earnings Accretion**
- EPS increased from ₹3 to ₹9 over FY23–26
- 3x growth in EPS reflecting strong bottom-line expansion

**Excluding Other Income*
*# Adjusted for one-time ESOP expense in Q4 FY26*

# Consolidated Annual Income Statement

| Particulars (₹ crores) | 2025-26 | 2024-25 | YoY Growth |
|---|---|---|---|
| **Revenue from Operations** | **292.67** | **202.23** | **+45%** |
| Other Income | 11.73 | 4.07 | |
| **Total Income** | **304.41** | **206.31** | **+48%** |
| Cost of Material Consumed | 208.01 | 139.00 | |
| Changes in inventories of Finished Goods | -4.20 | 2.39 | |
| Employee Benefits Expenses | 11.89 | 6.27 | |
| Other Expenses | 49.64 | 33.40 | |
| **EBITDA** | **39.07** | **25.23** | **+55%** |
| ***EBITDA Margin (%)*** | ***13.35%*** | ***12.48%*** | ***+87 bps*** |
| Depreciation and Amortisation Expense | 7.41 | 4.35 | |
| Finance Costs | 3.12 | 1.16 | |
| **Profit before tax** | 28.54 | **19.72** | |
| Tax Expense | 6.34 | 6.18 | |
| **Net Profit** | **22.20** | **13.55** | **+64%** |
| ***Net Profit Margin (%)*** | ***7.59%*** | ***6.70%*** | ***+89 bps*** |
| Basic EPS (in ₹) | 9.63 | 6.07 | |

# Consolidated Annual Balance Sheet

| Particulars (₹ crores) | 31st Mar' 26 | 31st Mar'25 |
|---|---|---|
| **Non-current Assets** | | |
| Property, Plant & Equipment | 52.52 | 33.35 |
| Intangible Assets | 0.75 | 0.83 |
| Right of Use of assets | 1.72 | 0.16 |
| Capital Work-in-progress | 10.55 | 2.22 |
| Financial Assets | | |
| i) Investments | 0.58 | 0.58 |
| ii) Loans | 19.91 | 28.01 |
| iii) Other Financial Assets | 0.46 | 0.47 |
| Deferred Tax Assets, net | 0.34 | - |
| Other non-current assets | 0.12 | - |
| **Total Non-current Assets** | **86.97** | **65.62** |
| | | |
| **Current Assets** | | |
| Inventories | 25.90 | 37.24 |
| b) Financial Assets | | |
| i) Trade Receivables | 49.00 | 22.57 |
| ii) Cash and Cash Equivalents | 28.31 | 14.65 |
| iii) Loans | 0.17 | 0.05 |
| iv) Other Financial Assets | 4.22 | 1.99 |
| c) Current Tax Assets (Net) | 0.75 | - |
| d) Other Current Assets | 54.85 | 30.64 |
| **Total Current Assets** | **163.21** | **107.14** |
| **Total Assets** | **250.18** | **172.75** |

| Particulars (₹ crores) | 31st Mar' 26 | 31st Mar'25 |
|---|---|---|
| Equity Share capital | 23.46 | 22.29 |
| Other Equity | 169.14 | 112.80 |
| Non Controlling Interest | 7.31 | 6.59 |
| **Total Equity** | **199.91** | **141.69** |
| Borrowings | 18.16 | 10.69 |
| Lease Liabilities | - | 0.05 |
| Provisions | 0.22 | 0.13 |
| Deferred tax liability (net) | 0.43 | 0.85 |
| **Total Non-Current Liabilities** | **18.80** | **11.72** |
| | | |
| **Current liabilities** | | |
| Borrowings | 17.20 | 1.91 |
| Lease Liabilities | - | 0.12 |
| Trade payables | 7.43 | 7.37 |
| Other Financial Liabilities | 2.06 | 6.56 |
| Other current liabilities | 3.47 | 2.71 |
| Provisions | 0.52 | 0.25 |
| Current tax liabilities (Net) | - | 0.44 |
| **Total Current liabilities** | **31.47** | **19.35** |
| **Total Liabilities** | **50.27** | **31.07** |
| **Total Equity & Liabilities** | **250.18** | **172.76** |

# Thank You

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