



File No. FAEL/NSE/2025-26

December 5, 2025

To

National Stock Exchange of India Ltd.

Exchange Plaza,

Plot no. C/1, G Block,

Bandra-Kurla Complex,

Bandra (E) Mumbai - 400 051.

NSE SYMBOL: FRESHARA, ISIN: INE0SFW01015

Dear Sir/Madam,

Subject: Presentation – Earnings Conference Call under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our intimation dated December 02, 2025 submitted to the Stock Exchange, we submit herewith the Investors Presentation - Half year ended 30th September, 2025 to be discussed during the Earnings Conference Call scheduled on December 05, 2025 (Friday).

The presentation is also made available on the website of the Company at the web-link: <https://www.fresharaagroexports.com/investor-center/investor-presentation>

We request you to kindly take the above information on record. Thanking you

For FRESHARA AGRO EXPORTS LIMITED

Ajay Kumar Rana

Company Secretary & Compliance Officer

Freshara Agro Exports Limited

CIN: L10306TN2023PLC165437

Corporate Office

Old No. 3, New No. 9, Puram Prakasam Road,
Balaji Nagar, Royapettah, Chennai - 600 014.

Factory - Unit I

Sy. No. 380, Velakalnatham Village,
Natrampalli Taluk, Tirupattur District - 635 854.

Factory - Unit II

Sy. No. 30/12A1A, Chengilikuppam Village,
Ambur Taluk, Tirupattur District - 635 751.

Freshara Agro Exports Limited

Freshara Picklz

Investor Presentation

Freshara Agro Exports Limited, India's 3rd Largest Export House in Gherkins and Pickled Vegetables, delivers farm-to-global excellence through sustainable sourcing and world-class processing.



Disclaimer

This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute a prospectus or placement memorandum or an offer to acquire any securities. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date.

This presentation contains statements that contain “forward looking statements” including, but without limited to, statements relating to the implementation of strategic initiatives, and other statements relating Freshara Agro Exports Limited future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties, and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include but are not limited to, general market, macroeconomic, governmental, and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. We undertake no obligation to publicly revise any forward-looking statements to reflect future likely events or circumstances.

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Connecting Farmers To The World



Emerged as the 3rd Largest Gherkin Exporter

Building on a decade of excellence and growth, Freshara Agro Exports Limited (Freshara) is engaged in the procurement, processing, and export of preserved gherkins and pickled vegetables, driven by a strong commitment to quality, sustainability, and farmer empowerment. The Company has exported over 1,25,000+ metric tones globally since inception and continues to maintain a healthy order book of ₹9,105 lakhs.

Vision



Bringing the taste of authentic pickled Gherkins to every corner of the world, enhancing global gastronomic delights.

Mission



To be the leading supplier of premium pickled Gherkins, providing exceptional quality and unmatched customer satisfaction.



Key Business Insights

Highlighting the pillars of Freshara Agro Exports Limited's success and commitment to quality.

10

Successful Years In Business

8

Pickled vegetable products, including gherkins, baby corn, chillies & Beetroot.

100%

Export Oriented Unit, Registered with the Madras Exports Processing Zone (MEPZ).

4,000+

Contract Farmers Supported

₹9,105 Lakhs

Worth Order Book

22

Districts Covered in 3 states for Procurement

40+

Export Countries In Europe, USA & Russia.

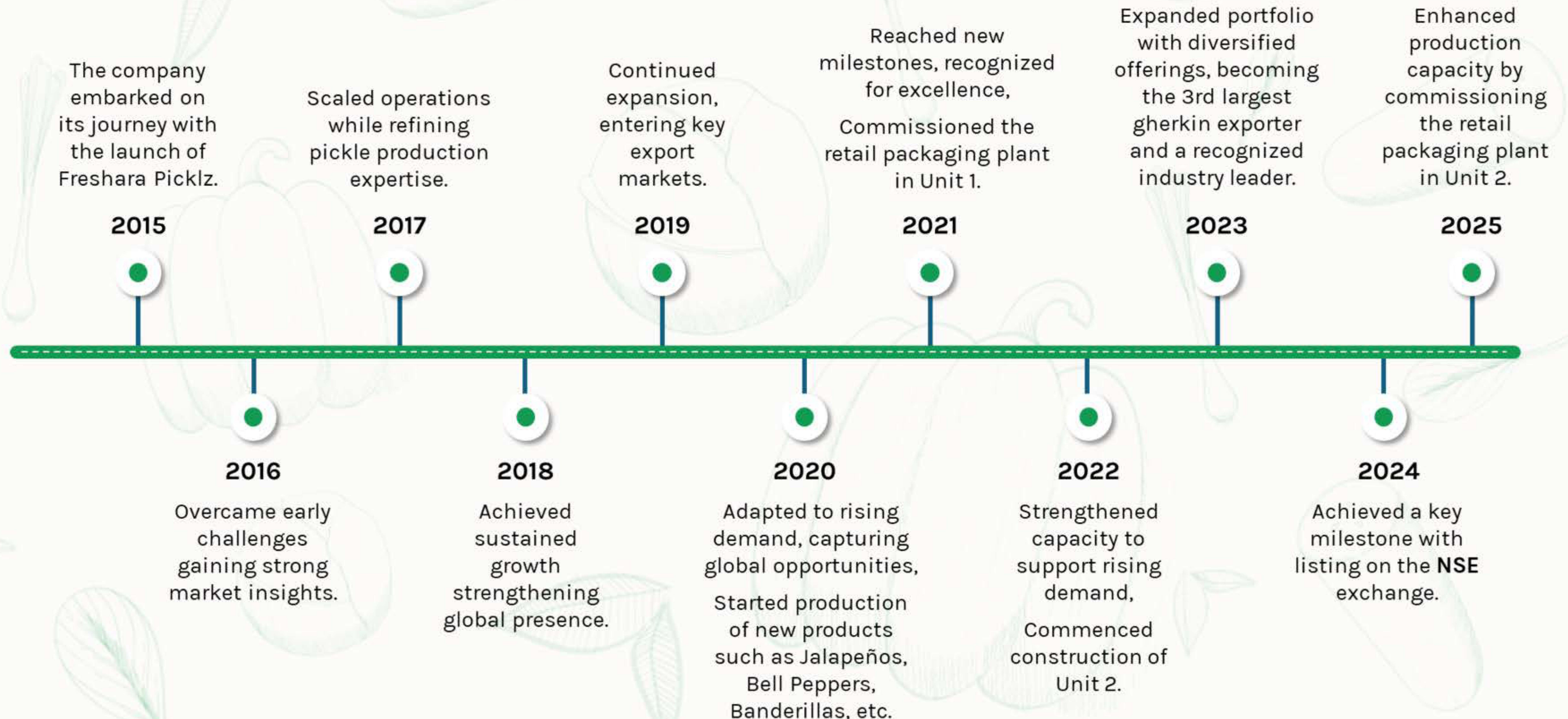
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Quality Assurance Certifications

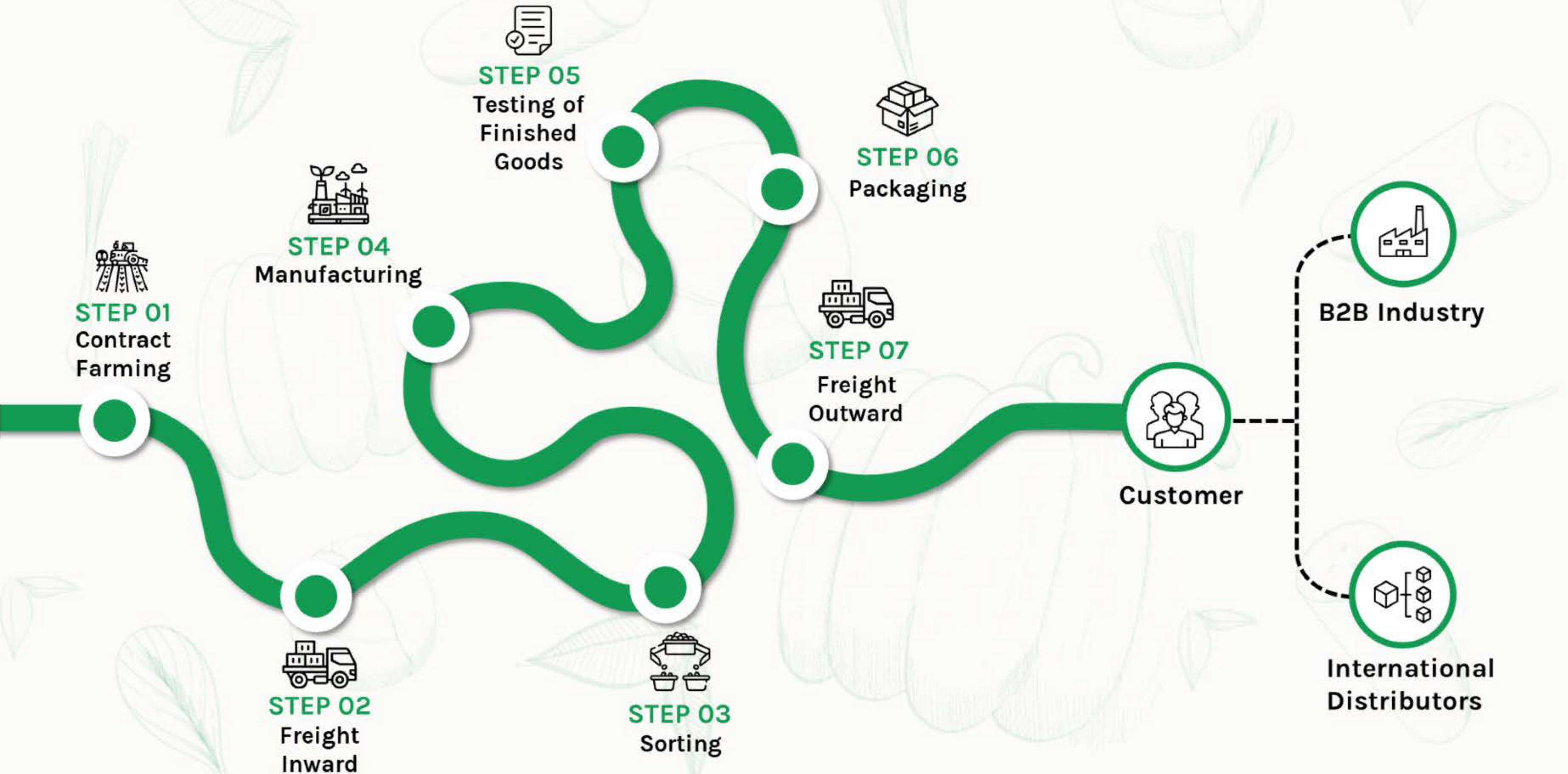
1,25,000+

Metric Ton Exported Globally (Since inception)

Decade of Growth & Excellence



Supply Chain Flow: From Procurement To Delivery



Commitment to Farmers & Sustainability

- Collaborates with 4,000+ contract farmers across 22 districts covered in 3 states for procurement.
- Promotes sustainable, traceable farming by providing technical support & fair compensation to farmers.
- Grows a range of 8 vegetable products.



Sustainable Contract Farming & Supply Chain Network



Tamilnadu



Andhra Pradesh



Karnataka

Disclaimer: The map used in the above illustration has been sourced from the internet and is intended solely for representational purposes.

Efficient Supply Chain



Robust, integrated supply chain from sourcing to delivery



Handles large-scale global shipments & customized local orders



Ensures timely, cost-effective distribution & garners customer trust

Ethical Farming Initiatives



Supports 4,000+ farmers by promoting sustainable practices



Provides technical assistance, training & high-quality seeds to local farmers



Follows best agricultural practices to maximize yields & enhance quality



Fair agreements with competitive pricing & timely payments, earning community trust





Risk Mitigation



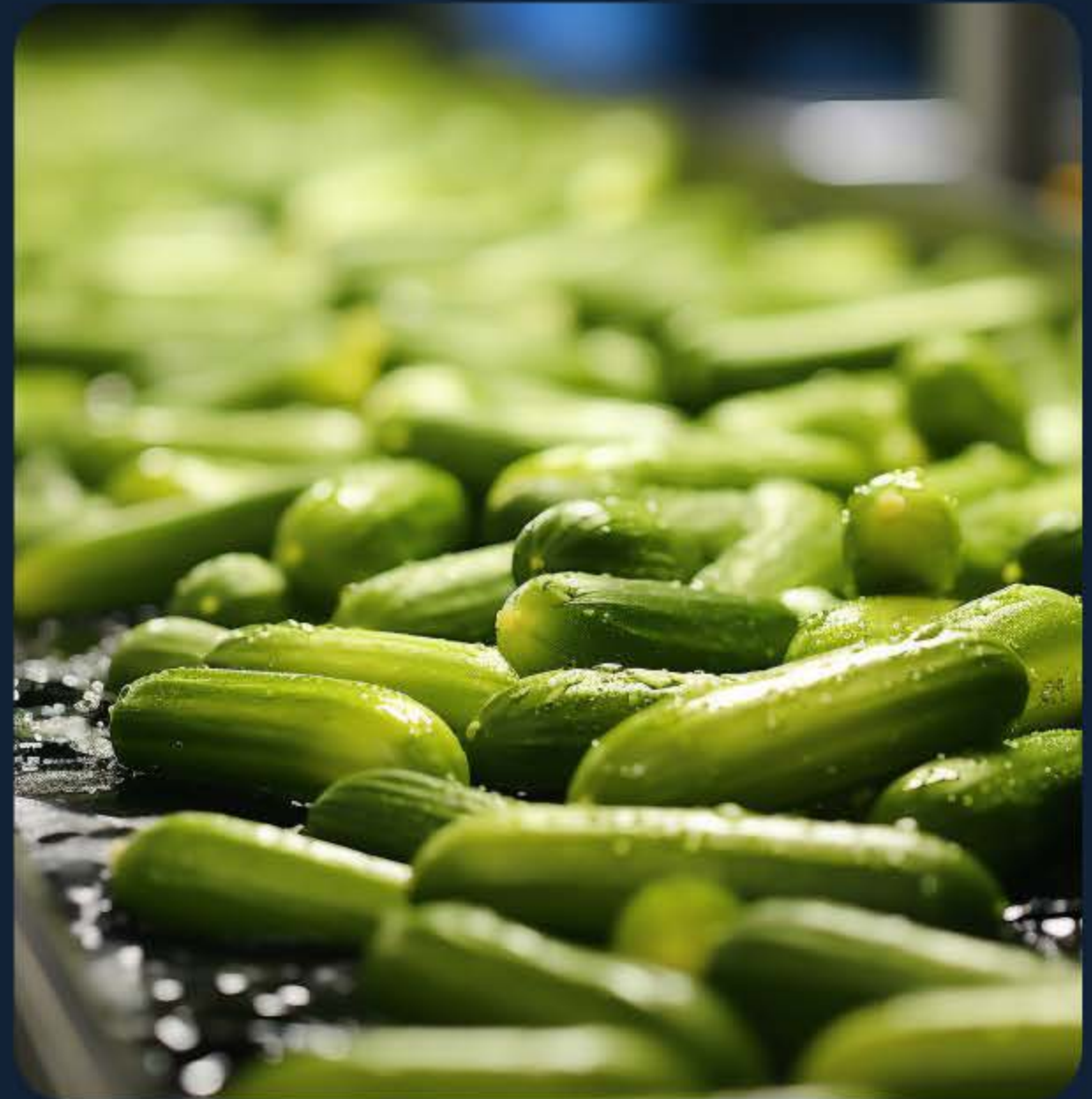
Sources raw materials from multiple regions to mitigate risks



Ensures a stable supply chain, supporting exports & consistent quality

Global Presence & Operations

- Exports to 40+ countries, including Europe, USA, and Russia
- Operates 2 state-of-the-art processing facilities in Tirupattur, Tamil Nadu
- Recognized as a 100% Export Oriented Unit (EOU)



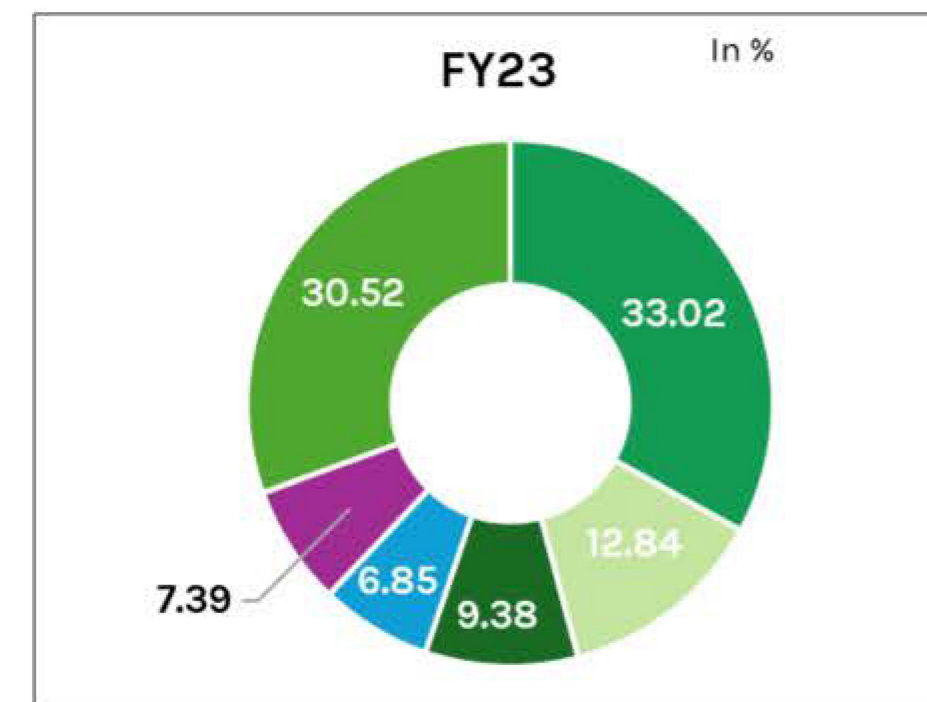
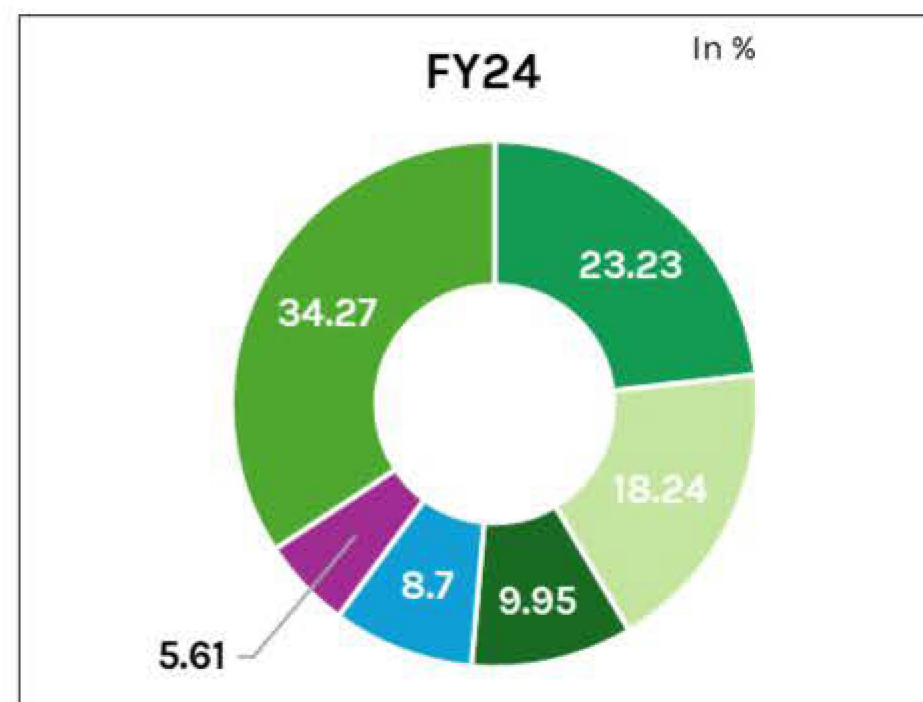
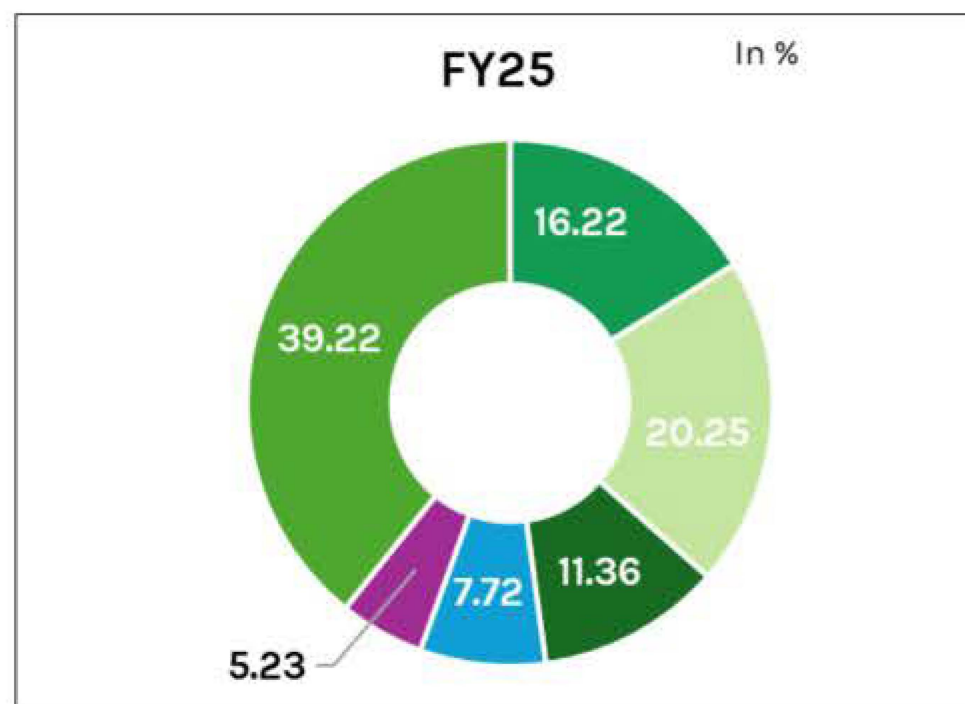
Global Footprint: Freshara Exporting To 40 Countries



Country Names	
Russia	Greece
Spain	Brazil
Iraq	Kuwait
Chile	Cyprus
Italy	USA
France	Netherland
Canada	Argentina
Croatia	Czech Republic
Algeria	Lebanon
Saudi Arabia	United Kingdom
Mexico	Armenia
Germany	Switzerland
Kazakhstan	South Africa
China	Slovenia
Belarus	Estonia
New Zealand	Tunisia
Poland	Egypt
Portugal	Finland
Peru	Serbia
Thailand	Oman

Disclaimer: The world map used in the above illustration has been sourced from the internet and is intended solely for representational purposes.

Country Wise Revenue Bifurcation



■ Russia
 ■ Spain
 ■ Iraq
 ■ Chile
 ■ Italy
 ■ Others

(₹ in Lakhs)

Country	FY25		FY24		FY23	
	Amount	%	Amount	%	Amount	%
Russia	4,066.25	16.22	4,501.68	23.23	4,160.50	33.02
Spain	5,074.76	20.25	3,535.21	18.24	1,617.42	12.84
Iraq	2,848.20	11.36	1,927.65	9.95	1,182.14	9.38
Chile	1,934.19	7.72	1,686.74	8.70	863.59	6.85
Italy	1,311.25	5.23	1,086.35	5.61	930.62	7.39
Others	9,828.90	39.22	6,641.02	34.27	3,845.18	30.52
Total	25,063.55	100.00	19,378.65	100.00	12,599.45	100.00

Freshara's State-of-the-Art Processing & Packaging Hub

Freshara's Strategic Expansion: Second Unit Fully Operational

Expansion Overview

- Facility Size: 8 Acres
- Built-up Area (Production + Warehouse): 1,25,000 Sq.ft
- Open Yard Storage: 3,00,000 Sq.ft
- Power Efficiency: 100KW Solar Plant to reduce electricity costs

Production Capabilities

- Processing Capacity: 75–100 Metric Tons per Day

Retail Packing Capacity

- 6,000 Jars per Hour
- Expandable to 18,000 Jars per Hour

New Product Additions

- Green Pepper Corns
- Corn Kernels
- Olives
- White Onions

Financial Commitment

- Total Investment: Rs. 30–35 Crores
- Revenue Potential at Full Capacity: Rs. 200–250 Crores

Current Status

- Operational Status: Project Completed & Fully Operational
- Production: Industrial & Retail Packaging started

First Unit: Delivering Global Standard Products

Processing Facility

- Sy No. 380, Velakalnatham Village, Natramaplli Taluk, Tirupattur Dist.-635854

Packaging

- Food - grade drums, glass jars, metal tins

Product Testing

- In-house laboratory with a dedicated team

Production Capacity

- 5 MT/hour



Leveraging the Expansion: Unlocking Multi-Product Growth

Product & Packaging Portfolio

Product Range

Gherkins, Baby corn, Jalapenos, Chillies, Green Pepper
Corns, Corn Kernels, Olives, White Onions

Packaging Types

- Industrial Packaging
- Food Service Packaging
- White Label Packaging

New Packaging Methods (Planned)

- Vacuum Packing
- Dehydration

Expected Business Impact

Revenue Growth

10–30% Year-on-Year

Profit Margins

Improved through higher volumes and
operational efficiencies

Opportunities

Increase in market share
Enhanced product positioning across B2B and
retail segments

Freshara's Signature Gherkins & Pickles



Pickled Baby Corns



Pickled Banderillas



Pickled Bell Peppers



Pickled Cherry Tomato



Pickled Chillies



Pickled Gherkins



Pickled Jalapenos

New Product Spotlight: Premium Pickled Beetroot



Product Snapshot & Value Proposition

Key Attributes	Description	Consumer Benefit
Product	Premium Pickled Beetroot (Sliced/Diced options)	Versatile, Ready-to-Eat, Long Shelf-Life
Packaging	Available in 500ml/750ml retail jars and 3.78L foodservice jars.	Caters to both mass retail and B2B channels.
Positioning	"The Functional Superfood Condiment."	Combines savory flavor with high-impact health benefits.
Target Market	Health-conscious consumers, home cooks, and the rapidly growing foodservice sector.	Addresses demand for clean-label, plant-based functional foods.

Health & Nutritional Edge

Gut Health: Fermented pickles offer probiotics (Lactobacillus) that support healthy digestion.

Heart Health: Natural nitrates and potassium aid in blood pressure regulation.

Antioxidants: Betalains (the compound that gives beets their color) provide strong anti-inflammatory and antioxidant benefits.

Energy Support: Complex carbs and fiber help manage blood sugar and improve satiety.

Versatile Packaging: For Every Segment



Gherkins

Chilies

Baby Corns

Banderillas

Bell Peppers

Retail Packaging

Available In
Pouch 230 ML,
Jars 370 ML – 2 Liters

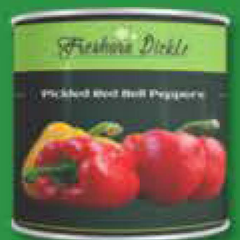


Food Services Packaging

Available In
4,250 ML Can – 3,100 ML,
Can



NA

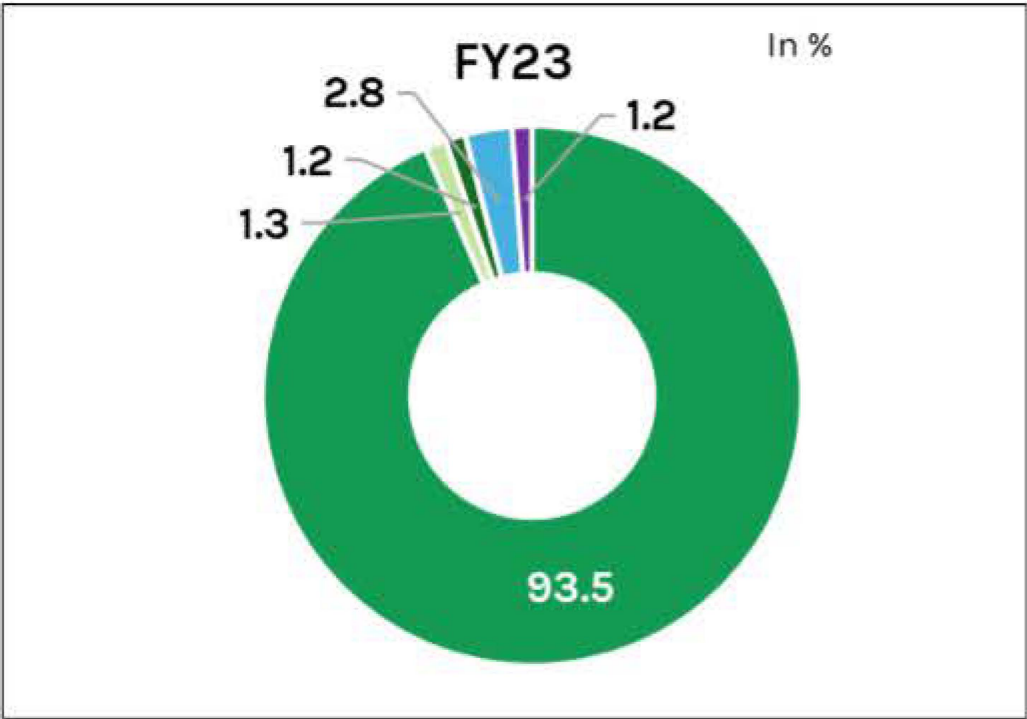
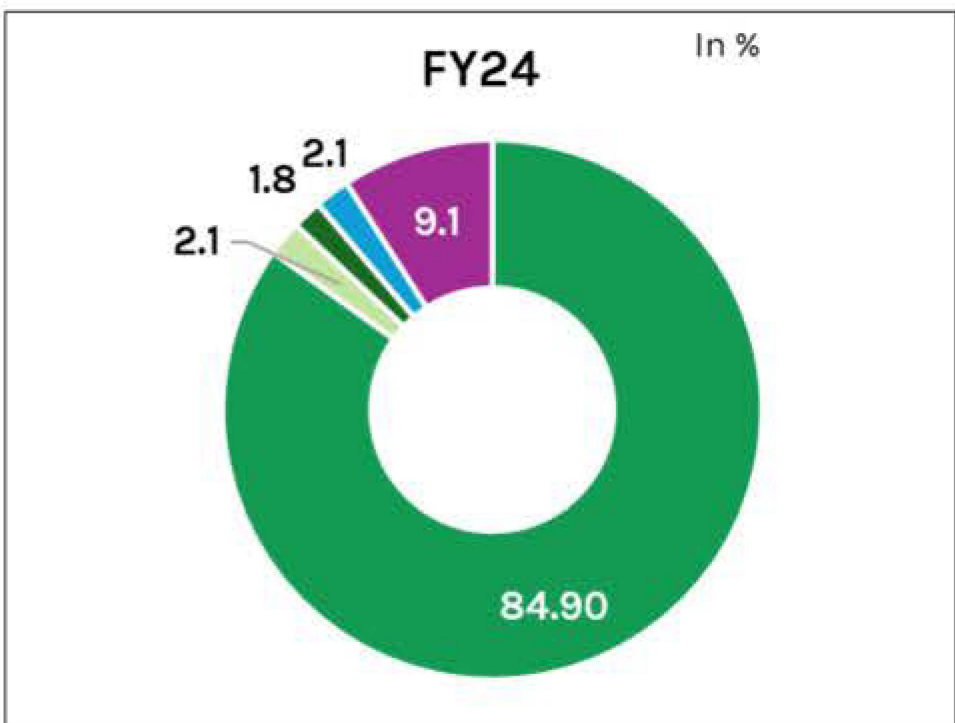
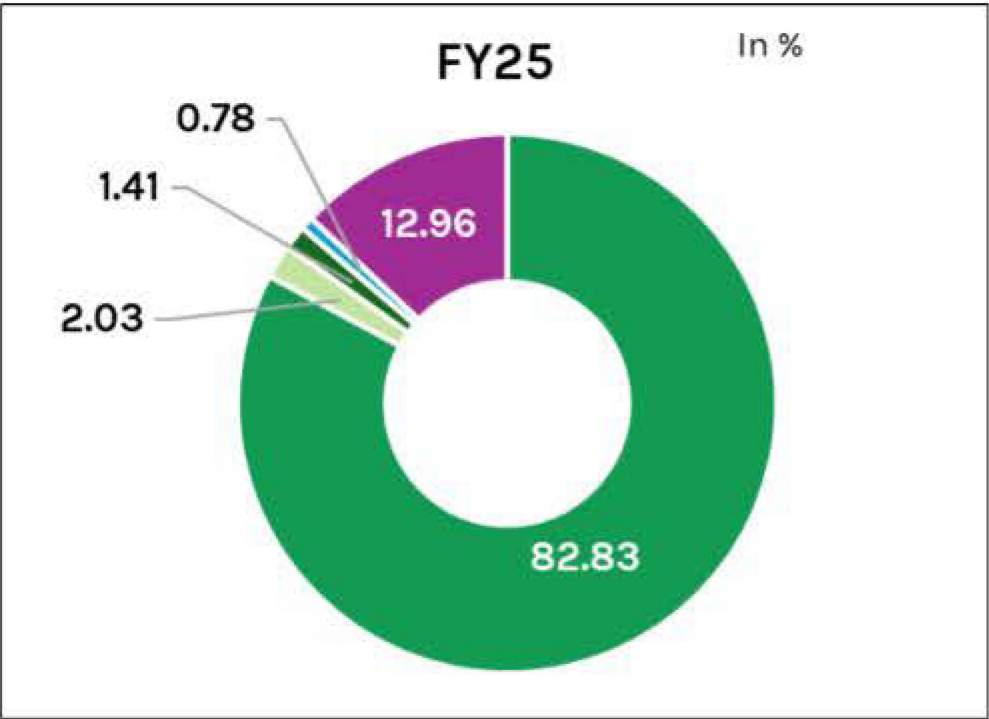


Industrial Packaging

Available In
Pails 20 Liters,
Barrels 240 Liters – 260
Liters



Product Wise Revenue Bifurcation

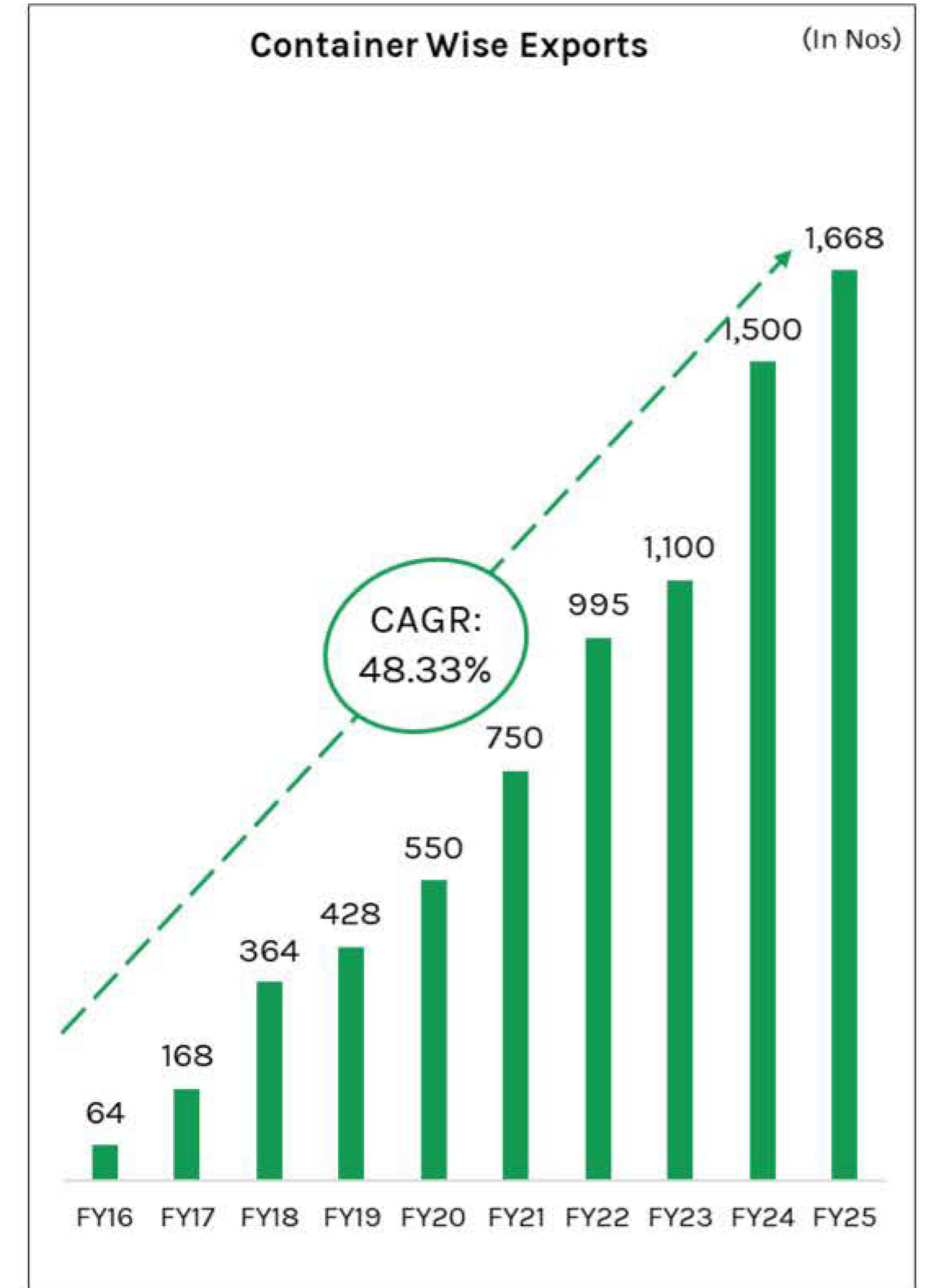
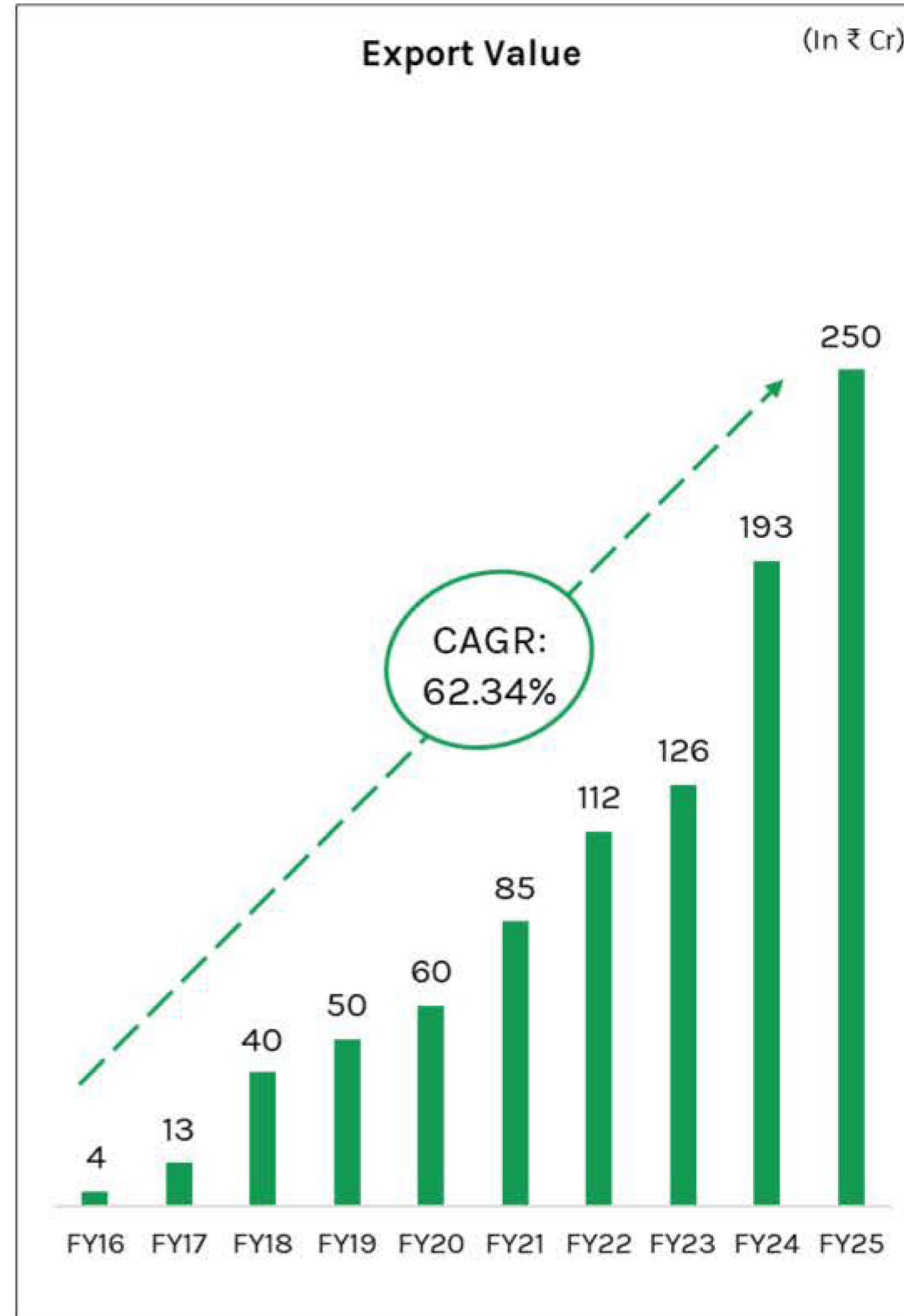
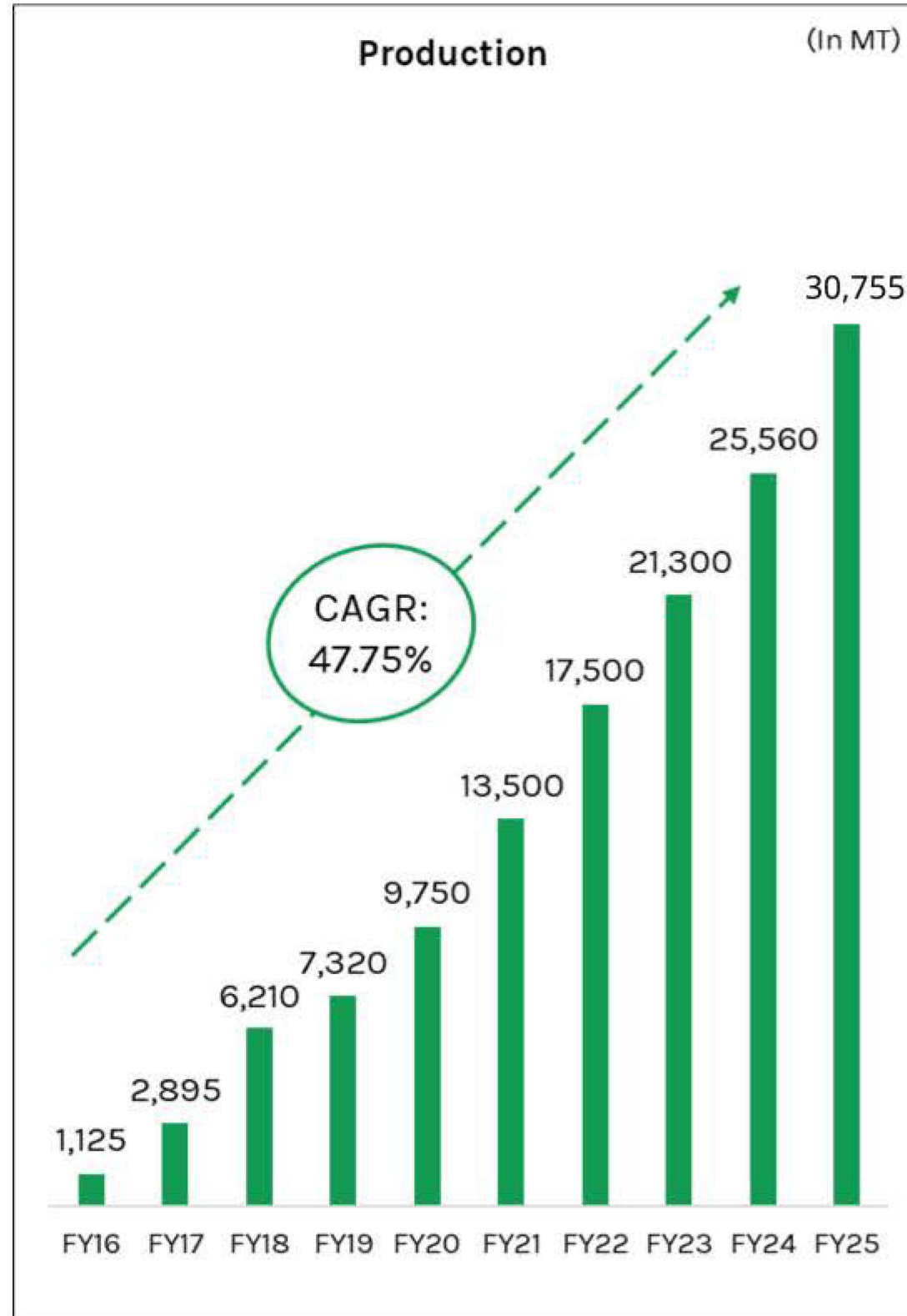


Gherkins
 Baby Corns
 Banderilla
 Chillies, Bell Pepper, Jalapeno
 Mixed (Gherkins, Chillies, Banderillas)

Product	FY25		FY24		FY23	
	Amount	%	Amount	%	Amount	%
Gherkins	20,759.30	82.83	16,444.02	84.90	11,782.45	93.50
Baby Corns	507.83	2.03	400.49	2.10	158.02	1.30
Banderilla	353.49	1.41	352.98	1.80	149.08	1.20
Chillies, Bell Pepper, Jalapeno	195.31	0.78	408.90	2.10	356.54	2.80
Mixed (Gherkins, Chillies, Banderillas)	3,247.62	12.96	1772.24	9.10	153.34	1.20
Total	25,063.55	100.00	19,378.65	100.00	12,599.45	100.00

(₹ in Lakhs)

Production Metric & Export Growth Trends



Certifications & Quality Assurance

Freshara adheres to the highest international quality standards, certified by: IFS | BRCGS | FSSAI | FDA | Star-K Kosher | APEDA | Halal India

Certifications



Accreditation



Awards & Recognition



**2016-17 Excellence Award
By FIEO**

"Top MSME Exporter In The
Southern Region Silver
Award"



**2017-18 Excellence Award
By FIEO**

"Emerging Exporter In
Southern Region - MSME -
Gold"



**2019-20 Excellence Award
By MEPZ**

"Highest Exports In Food &
Agro Products 2nd Place"



**2021-22 Excellence Award
By MSME Ministry,
Government Of Tamil Nadu,
"State Level - Best Agro-
based Enterprise"**



**2022 - Excellence Award By
ASSOCHAM - Kolkata**

"Small And Succeeding
MSME Of The Year 2022"



**2023 - Excellence Award By
ASSOCHAM - Ahmedabad**

"Best Exporter Of The Year
2023"



**2023 - Excellence Award By
Assocham - New Delhi
"MSME Of The Year 2023
(Winner)"**

"Quality Excellence Of The
Year 2023 (Runner Up)"



**2024 - Excellence Award By
ASSOCHAM - New Delhi
"MSME Of The Year 2024
(Winner)"**

"Quality Excellence Of The
Year 2024 (Runner Up)"



**2024 - Ahmedabad Foodpro
Innovation & Excellence
Award 2024**

"Best Exporter of the year
2024" by ASSOCHAM



**2024 - Business Excellence
Awards by Assocham -
Kolkata**

"Excellence In Operation And
Quality Manufacturing Of The
Year 2024"



2025 - Tally MSME Honours
"Business Maestro -
Southern Region"



**2025 - Excellence Award By
ASSOCHAM - New Delhi
"MSME Of The Year 2025
(Winner)"**

Global Cucumber & Gherkins Market

Market Overview

- Market Size (2025): USD 1.58 Billion
- Market Size (2030): USD 1.96 Billion
- CAGR (2025–2030): 4.4%
- Largest Market: Asia Pacific
- Fastest Growing Market: North America

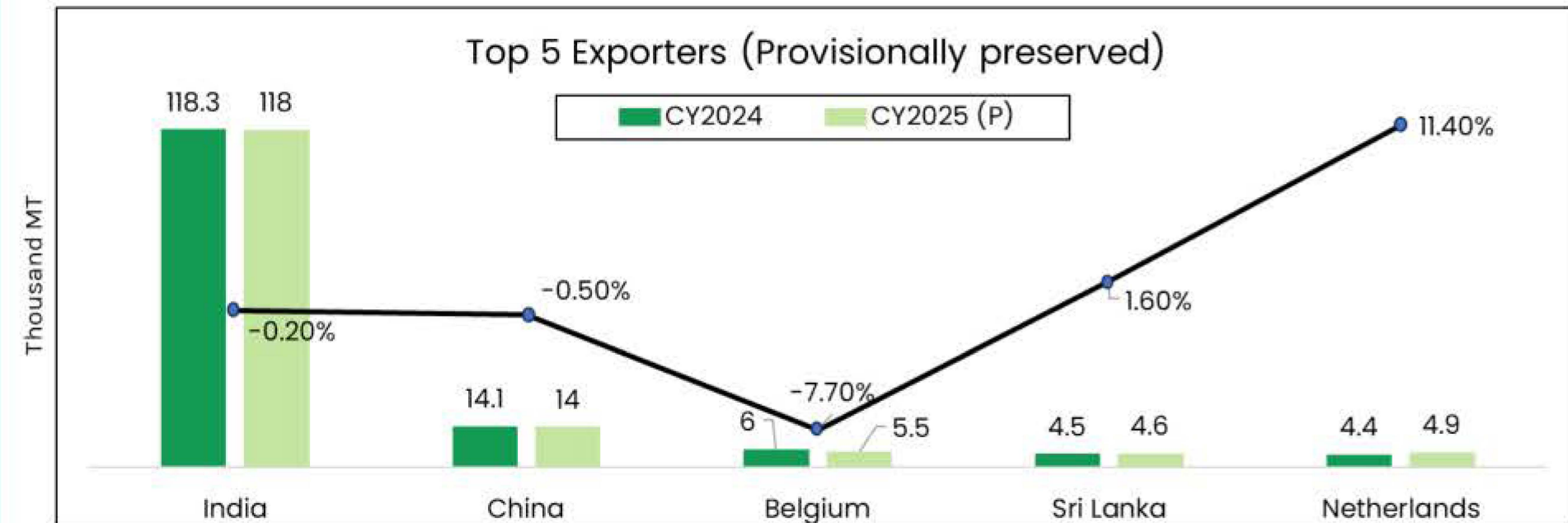
Trend Insights

- Shift towards controlled environment agriculture
- Increasing reliance on imports in US & Europe
- Focus on yield improvement and disease-resistant varieties

Key Market Drivers

- Rising demand for fresh & processed cucumbers in salads, pickles, and cosmetics
- Growing health consciousness and preference for low-calorie vegetables
- Expansion of greenhouse & protected cultivation methods
- Year-round demand in developed markets boosting imports

Major Exporters of Cucumber and Gherkins



- The top 5 countries contribute ~90% of global exports of provisionally preserved cucumbers & gherkins.
- India leads with ~72% share; however, exports may dip in CY2025 due to U.S. tariffs (~13% of India's exports goes to USA, 4th largest destination).
- However, till July 2025, India exports of provisionally preserved cucumbers and gherkins have increased by 4% compared to Jan-July 2024. This is majorly due to increase in export to Russia, Poland, USA, Netherlands, Croatia and Germany.
- Among re-exporters, Netherlands expected to grow, driven by rising demand from the UK and other EU markets, with H1 CY2025 exports growing by 43% over H1 CY2024.

Financial Overview

Consolidated H1 FY26 Performance Scorecard

Total Income

₹ 14,089.47 Lakhs

31.11% YoY

EBITDA

₹ 2,437.81 Lakhs

30.07% YoY

PAT

₹ 1,491.04 Lakhs

31.04% YoY

EPS

₹ 6.35

EBITDA Margin

18.14%

PAT Margin

11.10 %

*Comparative figures for H1 FY25

Product Wise Export Analysis

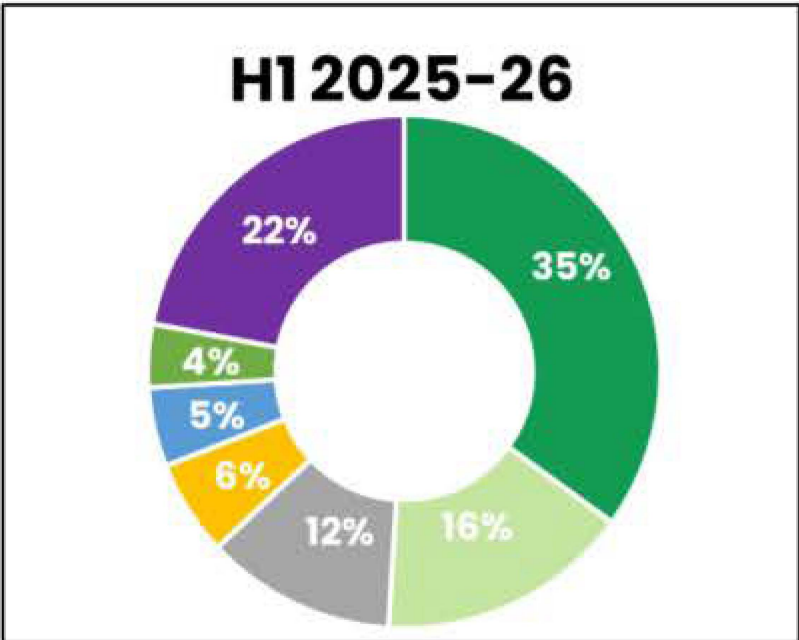
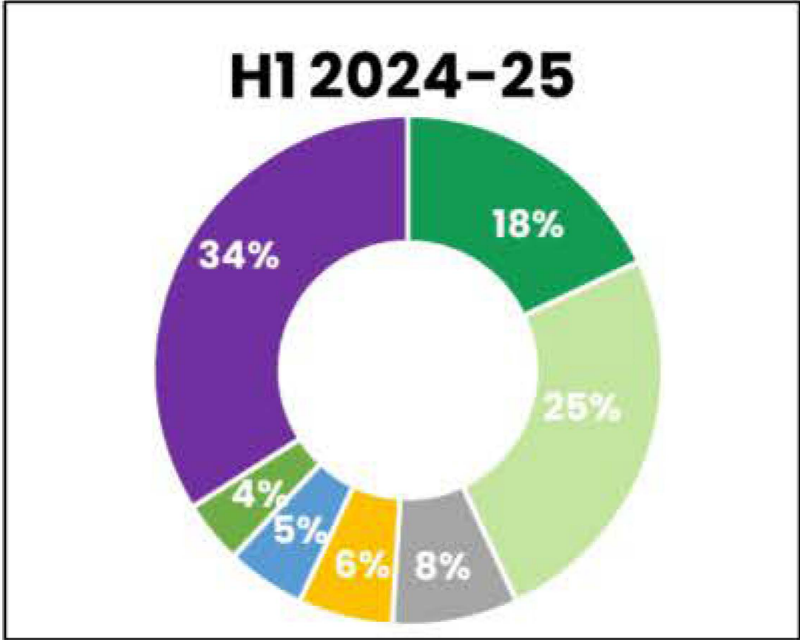


Product	H1 2024-25	H1 2025-26	Comparison Between H1 FY 24-25 with H1 FY 25-26	
	Volume as on Sep 2024 in MT	Volume as on Sep 2025 in MT	Differences in MT in Volume Comparison	Growth in %
Gherkins	9,294.90	13,609.10	4,314.21	46.41%
Baby Corn	285.63	468.95	183.31	64.18%
Banderillas	172.13	426.51	254.38	147.78%
Chillies & Jalapenos	134.79	195.29	60.50	44.88%

Production Summary

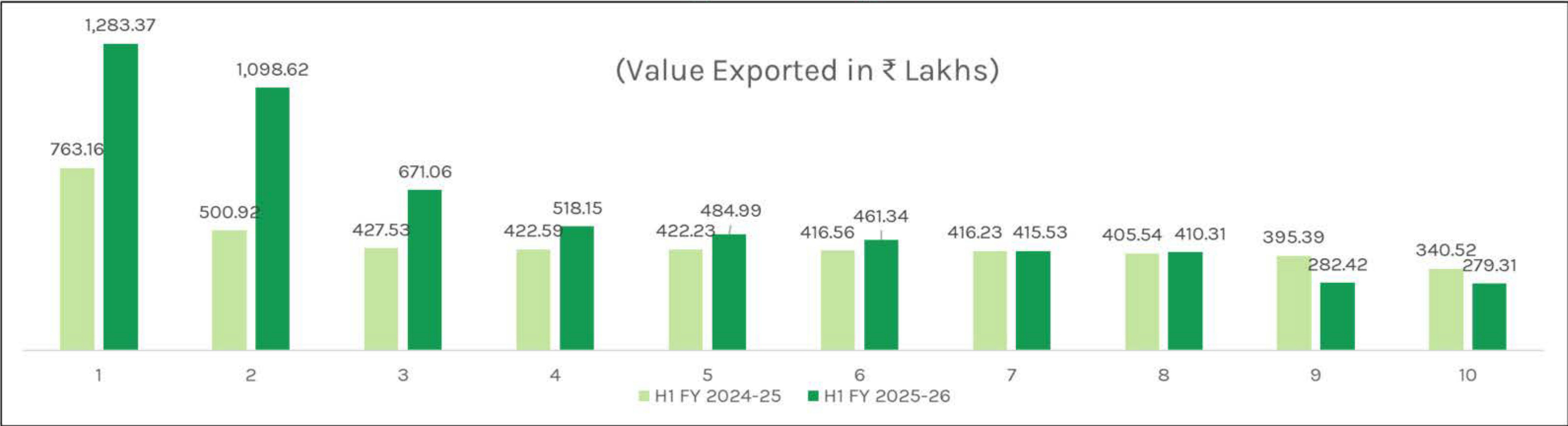
Particulars	H1 2024-25	H1 2025-26
No. of FCL (Full Container Load)	685	1,028.00
Avg Qty	15,200.00	15,200.00
Total	1,04,12,000.25	1,56,25,600.25
In MT	10,412.00	15,625.60

Country Wise Export

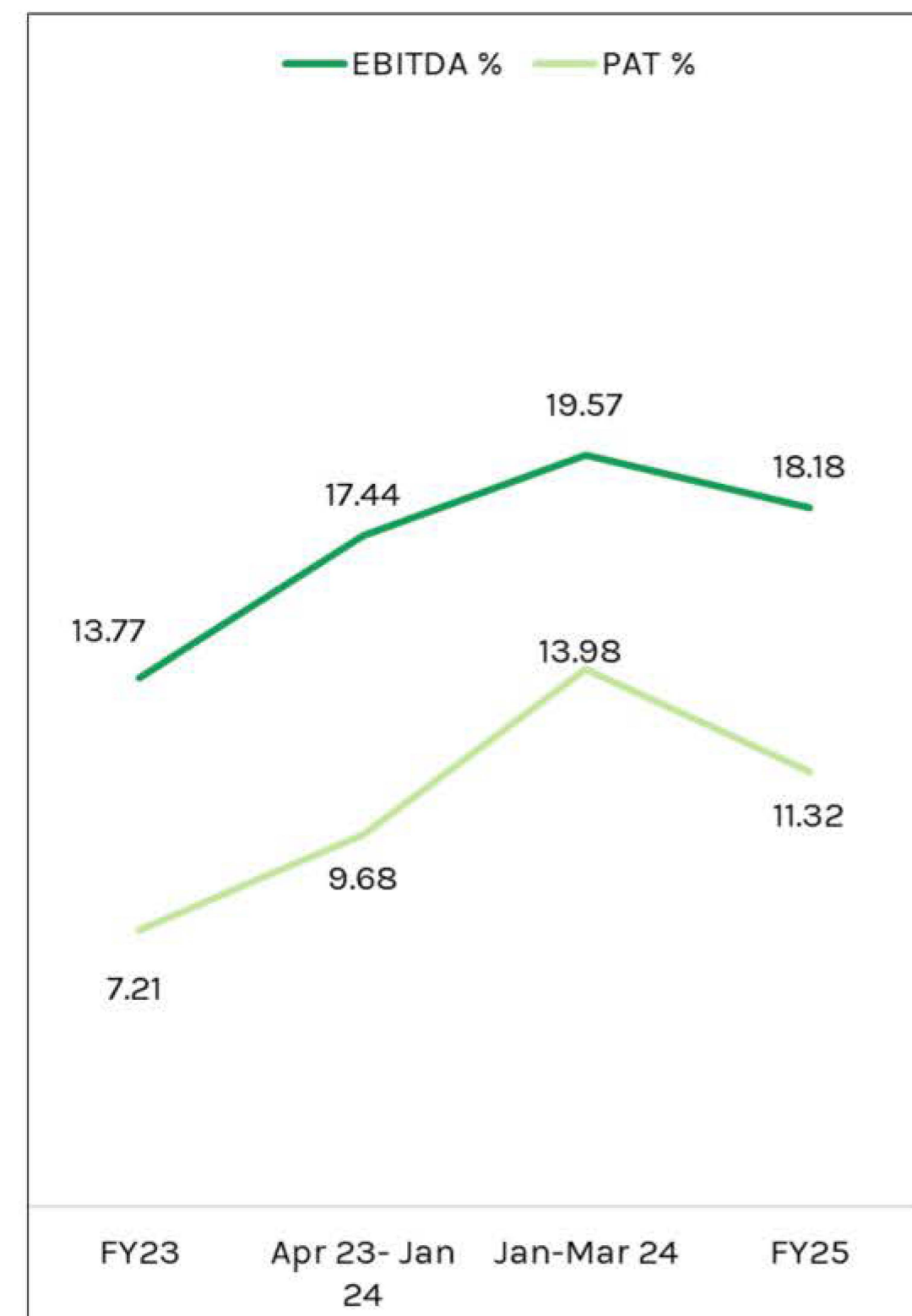
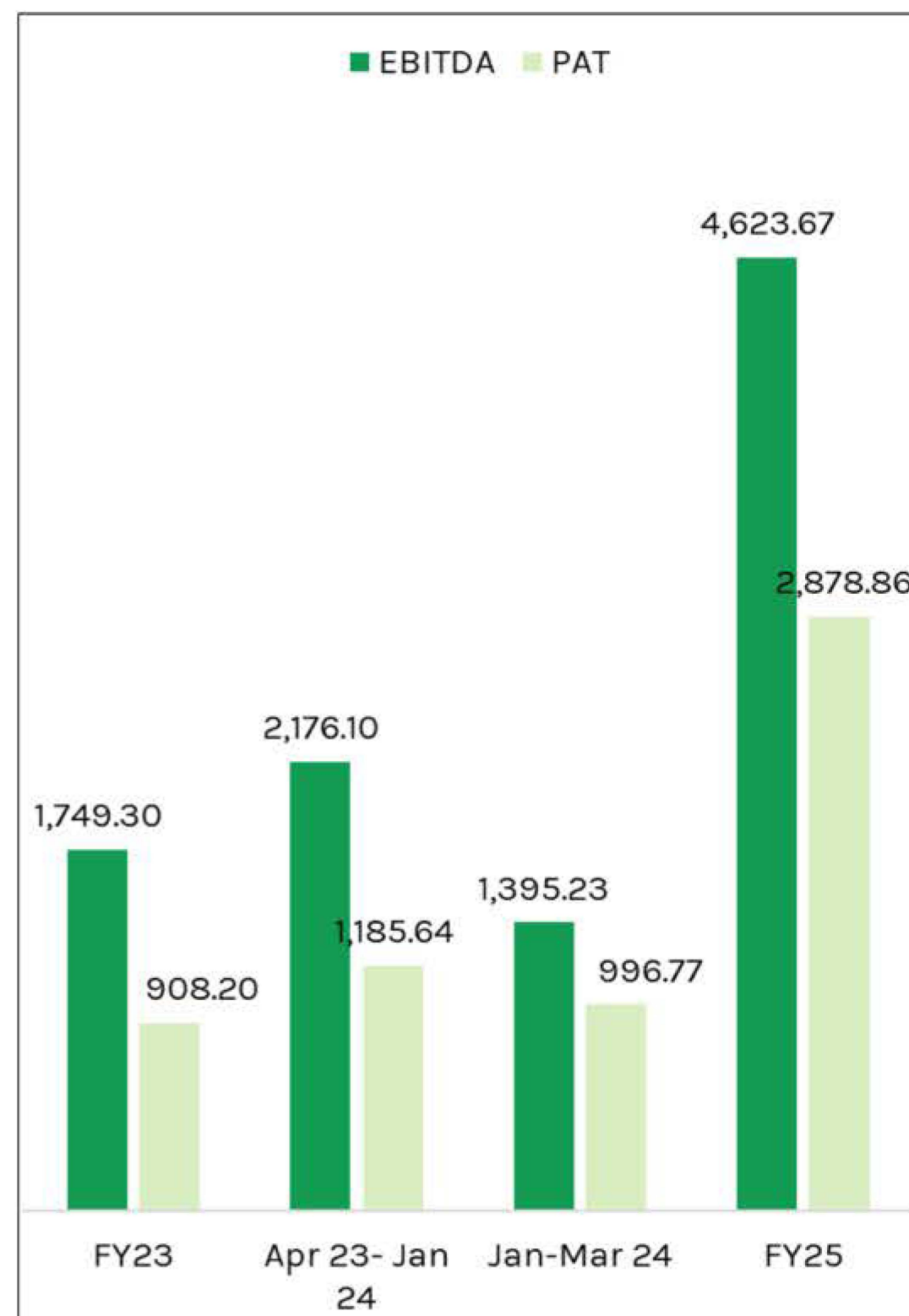
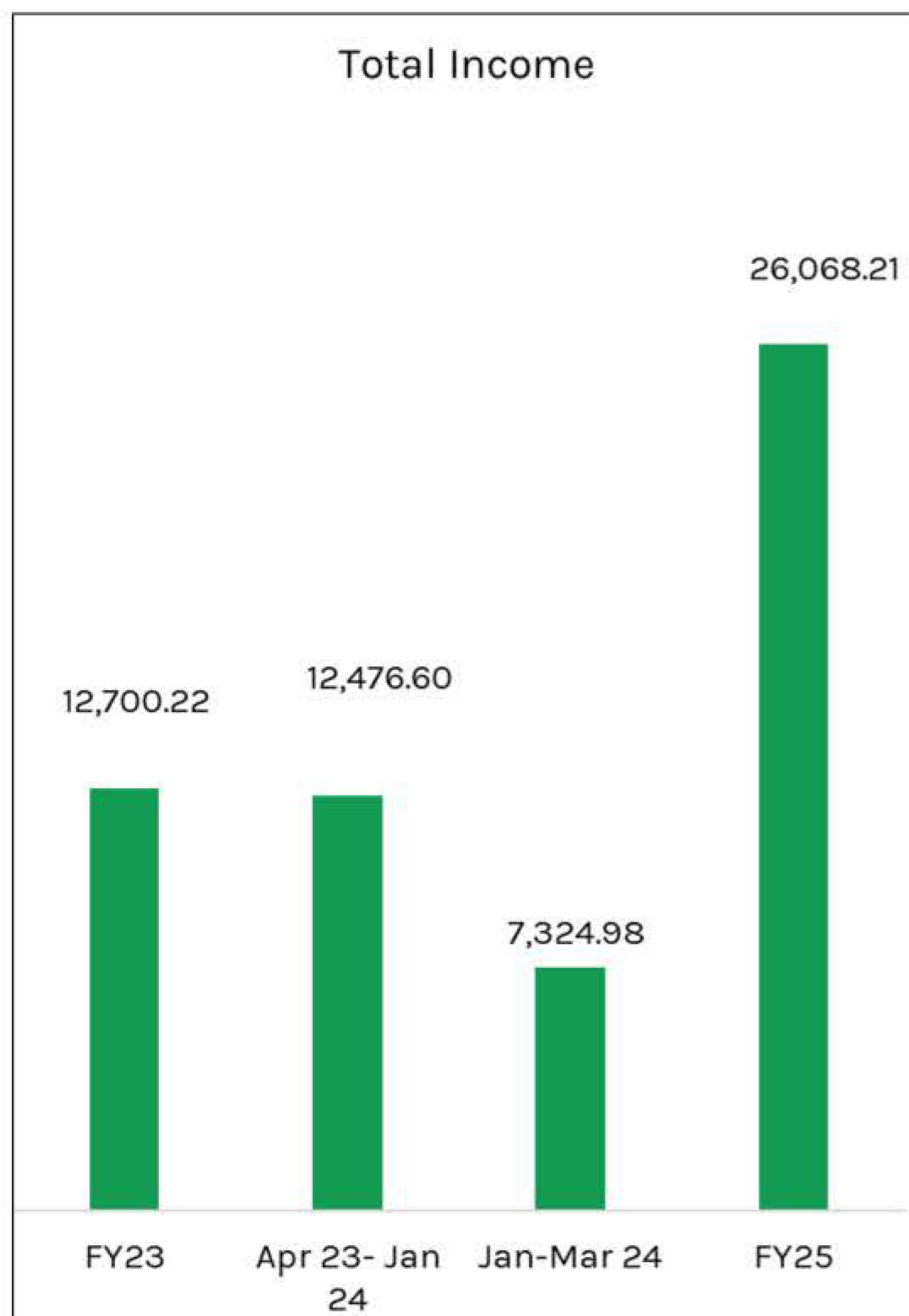


RUSSIA
SPAIN
IRAQ
CHILE
ITALY
USA
OTHERS

Top 10 Buyers



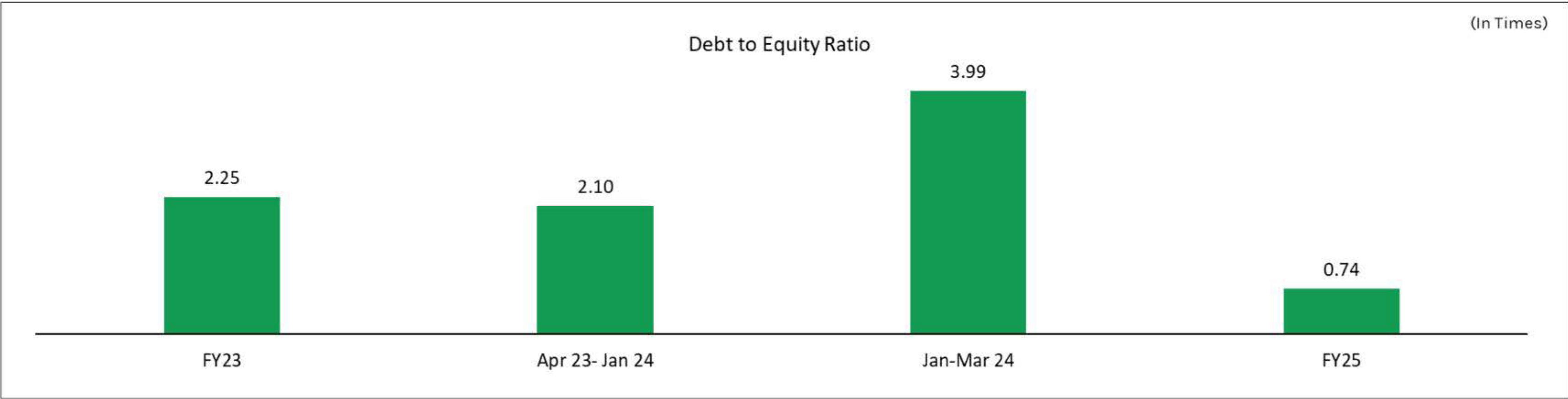
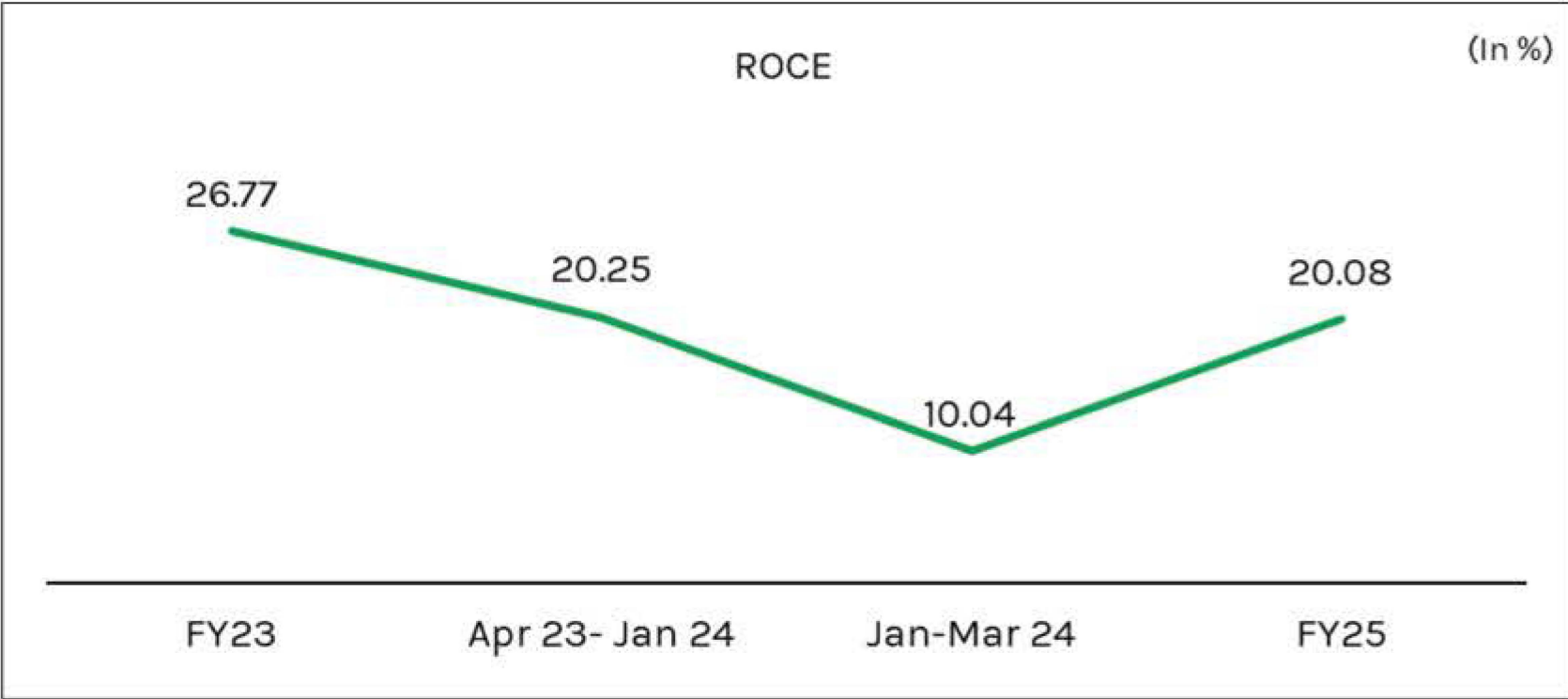
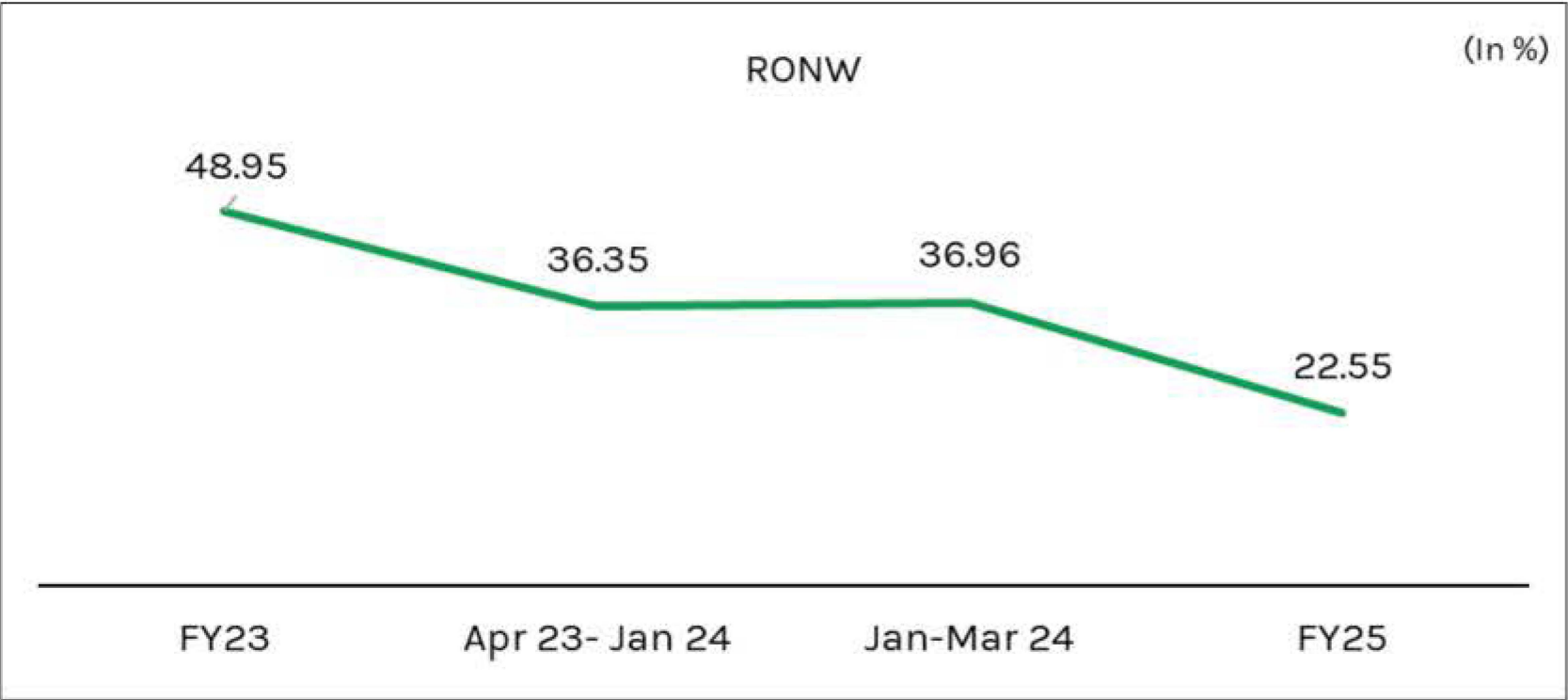
Key Financial Highlights: Delivering Consistent Financial Excellence



All Amount In ₹ Lakhs & Margins In %

Note: Till Jan 24, the Figures are of Partnership Firm

Key Ratios: Indicators Of Financial Stability

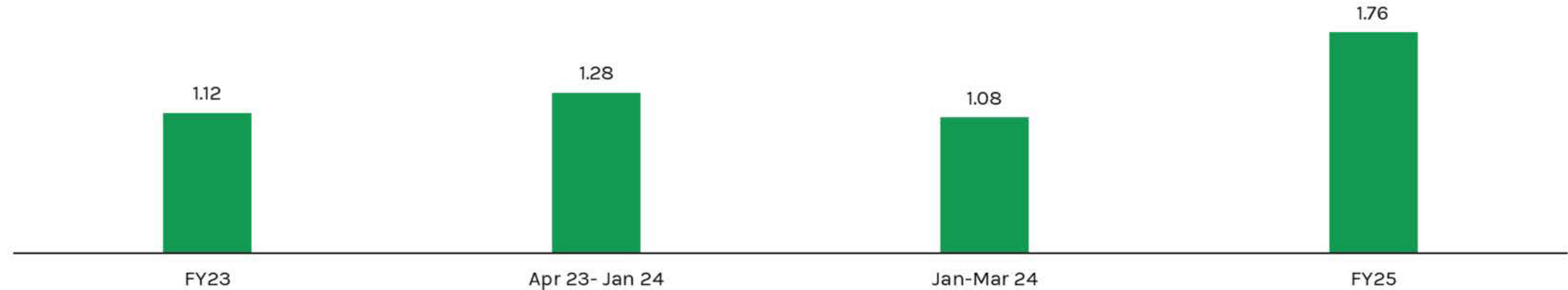


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Key Ratios: Indicators Of Financial Stability

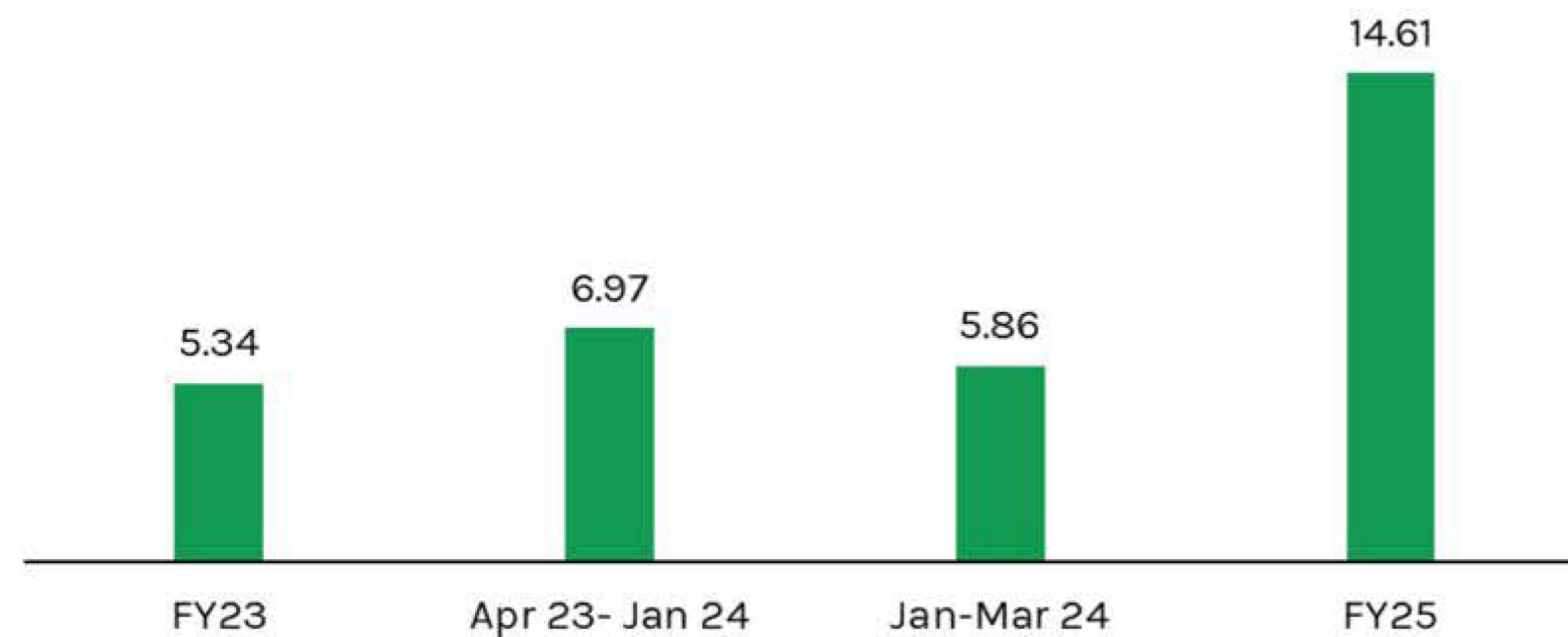
Current Ratio

(In Times)



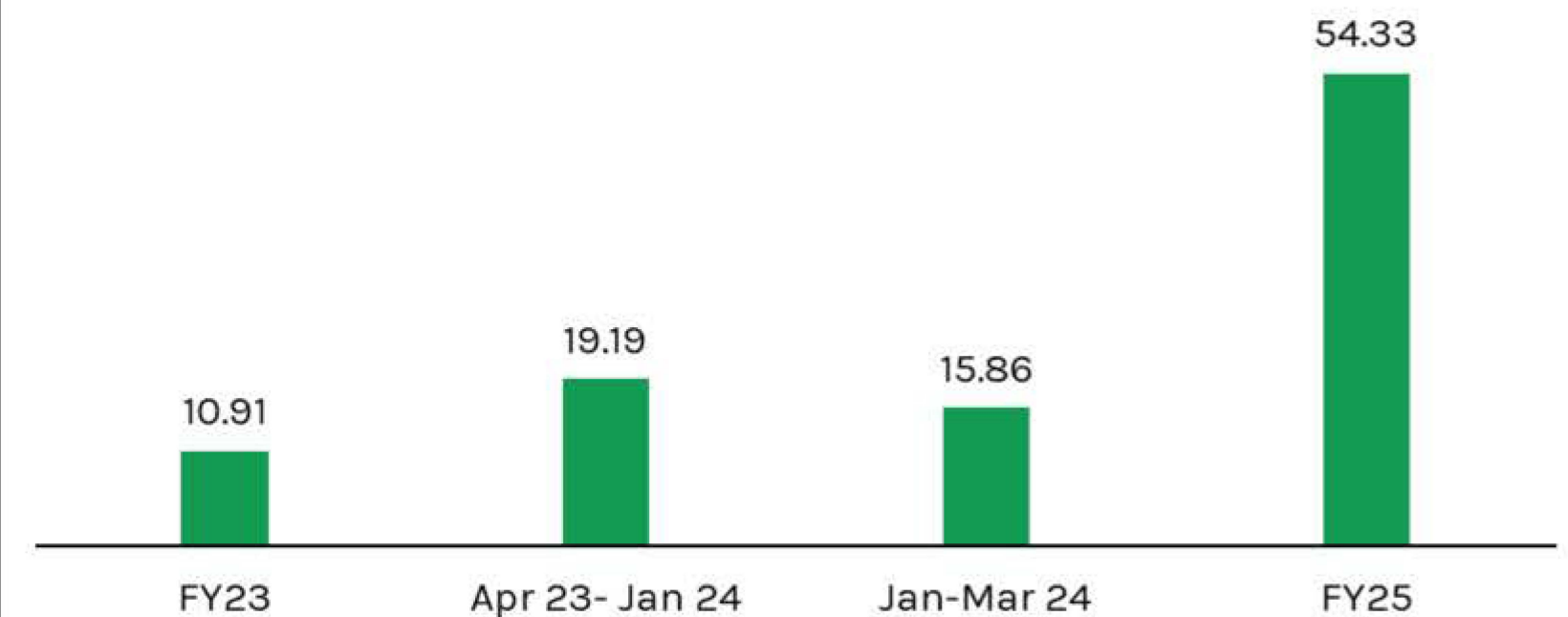
Earnings Per Share

(In ₹)



Net Asset Value Per Share

(In ₹)



Note: Till Jan 24, the Figures are of Partnership Firm

Executive Leadership Team



Mr. Junaid Ahmed
Managing Director /
Chairman



**Mr. Iqbal Ahmed
Khudrathullah Mohammed**
Whole Time Director



Ms. Asma Syed
Whole Time Director



Mr. Perumal Ravikumar
Independent Director



**Mr. Gnanasambandam
Venkatraghavan**
Independent Director



Mr. Loganathan Karthik
Independent Director

Strategic Strengths

Experienced Leadership Team

- Led by Mr. Junaid Ahmed and Mr. Iqbal Ahmed Khudrathullah Mohammed with 10+ years in gherkin exports.
- Expertise in engineering and management drives global expansion.



Advanced In-House Facilities

- Equipped with modern processing units ensuring hygiene and safety standards.
- Focused on cost competitiveness through efficiency and innovation.



Efficient Supply Chain

- Ensures high-quality, timely deliveries to boost exports.
- Builds long-term customer relationships through reliable order fulfillment.



Strategic Strengths

Strong Vendor Partnerships

- Secures raw material availability even in off-seasons through local farmer tie-ups.
- Provides training, fair agreements, and quality inputs to enhance yields and reduce supply risks.



Quality Assurance & Accreditations

- Sources top-grade raw materials with strict inspections.
- Earned multiple awards for consistency and quality control.



Proven Financial & Business Model

- Strong growth driven by strategic investments and marketing.
- Balances profitability with efficient cost and pricing management.



Comprehensive Product Portfolio

- Offers adaptable products meeting both local and global tastes.
- Delivers high quality and service to build lasting partnerships.



Growth Strategies: Expanding Horizons & Enhancing Capabilities



Leveraging Expertise to Diversify Customers and Expand Product Portfolio

Freshara will expand its customer base and wallet share by developing new products, partnering with retailers, and entering new markets while ensuring regulatory compliance.



Adding contract farmers in various states to ensure year around raw material supply

Expanding contract farmers across states ensures steady raw material supply, reduces disruptions, lowers costs, and strengthens market adaptability.



Reduce costs, improve efficiency, and deploy new technology

Boosting production capacity lowers raw material costs, improves efficiency, and enhances profit margins.



Expand our product reach globally and increase our production capacity

Freshara plans global expansion and increased manufacturing capacity to boost growth. Entering new markets diversifies revenue, while a scalable, tech-driven facility enhances production and supports future growth.

Why Freshara Agro: Strategic Investment Rationale



Strong market position

10% market share in Indian Gherkins export market, recognized as a 100% Export Oriented Unit, registered with the Madras Exports Processing Zone (MEPZ).



Robust Financial Performance

FY25 highlights strong financial growth, with Total Income of ₹26,068.21 lakhs, EBITDA of ₹4,623.67 lakhs, and PAT of ₹2,878.86 lakhs.



Global Reach

Exports to 40+ countries, including key markets in Europe, USA, and Russia, with over 72,000 metric tons of produce exported globally.



Sustainable and Ethical Farming

Engages over 4,000 contract farmers across 22 districts in Tamil Nadu, Karnataka, & Andhra Pradesh, promoting sustainable agricultural practices and fair compensation.



Advanced Processing Facilities

2 state-of-the-art facilities in Tirupattur, Tamil Nadu, maintaining high quality and efficiency with modern technology.



Diverse Product Portfolio

08 products, including gherkins and other pickled vegetables, tailored to meet local preferences across international markets.



Comprehensive Quality Certifications

Holds certifications from IFS BRCGS, FSSAI, FDA, Star-K Kosher, and APEDA, Halal India ensuring compliance with international standards.



Strategic Supply Chain Management

Maintains a robust, efficient supply chain, ensuring timely, cost-effective delivery and earning customer trust.



Commitment to Social Welfare

Supports local farmers with technical assistance, high-quality seeds, and fair compensation, enhancing social and economic upliftment.



Future Expansion Plans

Aims to enhance production capacity, incorporate new technologies, and expand global market presence, increasing product reach and diversifying revenue streams.

Thank You



Freshara Agro Exports Limited

Address: Old No. 3 New No.9, Puram
Prakasam Road, Balaji Nagar, Royapettah,
Chennai – 600 014.

E-mail: cs@fresharaagroexports.com

Phone: 044-43570138

Website: <https://fresharaagroexports.com/>



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