File No. FAEL/NSE/35/2026-27 November 19,2026

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 of Earnings Conference Call under the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015**

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 and in continuation of our intimation dated 16th November, 2026 submitted to the Stock Exchange, we submit herewith the investors presentation to be discussed during the Earnings Conference Call of the Company which is scheduled to be held virtually on Thursday, the 19th Day of November, 2026 at 2.00 PM to discuss the Unaudited Financial Results for the Half year ended 30th September, 2026.

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

Thanking You,

*For* **FRESHARA AGRO EXPORTS LIMITED**

PRIYADHARSHINI B

Digitally signed by PRIYADHARSHINI B
Date: 2026.11.19 14:03:02 +05'30'

**Priyadharshini B**
**Company Secretary & Compliance Officer**

Freshara Pickls

# Freshara Agro Exports Limited

## H1 FY27 Investor Presentation



# H1 FY27 Performance Scorecard

## Freshara Agro Exports Ltd.

### *Consolidated

Note: Comparative figures for Consolidated H1 FY26

| Total Income | EBITDA | PAT | EPS |
|---|---|---|---|
| ₹ 26,000.56 Lakhs | ₹ 3,457.86 Lakhs | ₹ 2,096.62 Lakhs | ₹ 8.92 |
| 84.54% YoY | 41.84% YoY | 40.61% YoY | 40.47% YoY |

### Standalone

| Total Income | EBITDA | PAT | EPS |
|---|---|---|---|
| ₹ 17,141.95 Lakhs | ₹ 2,337.14 Lakhs | ₹ 1,387.31 Lakhs | ₹ 5.90 |

## Sarasa - Conservas Selectas Españolas, S.L. & Gandin Invest S.L

### Standalone

| Total Income | EBITDA | PAT |
|---|---|---|
| ₹ 9,529.47 Lakhs | ₹ 1,172.21 Lakhs | ₹ 709.31 Lakhs |

# H1 FY27 Revenue Mix by Packaging & Distribution Channel

Freshara follows a category-led export model, with gherkins as its core product category, complemented by emerging value-added products. Company focuses on operational efficiency, institutional demand and regulatory-compliant manufacturing, catering to global retail and foodservice customers.

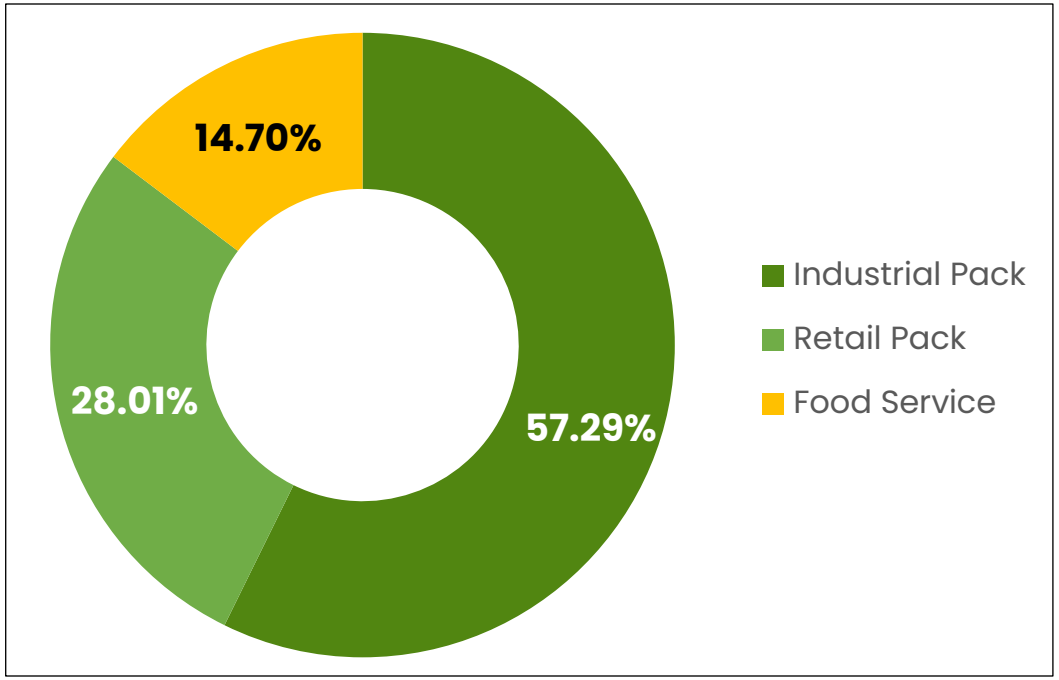
***Revenue Mix by Packaging & Distribution Channel***

**Industrial Packaging**
Bulk exports to global buyers and private-label manufacturers.

**Retail Packaging**
Branded and private-label products for organised retail.

**Food Service (HORECA)**
Supplies to hotels, restaurants, QSRs and catering chains.

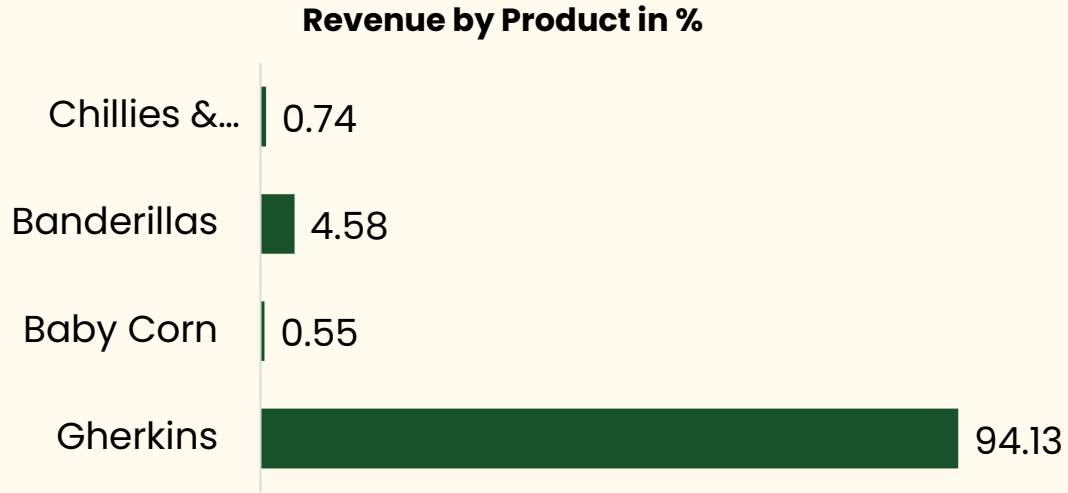
| Package | Value of Exported<br>In ₹ Crore<br>as on Sep 2026 |
|---|---|
| Industrial Pack | 91.51 |
| Retail Pack | 44.75 |
| Food Service | 23.48 |



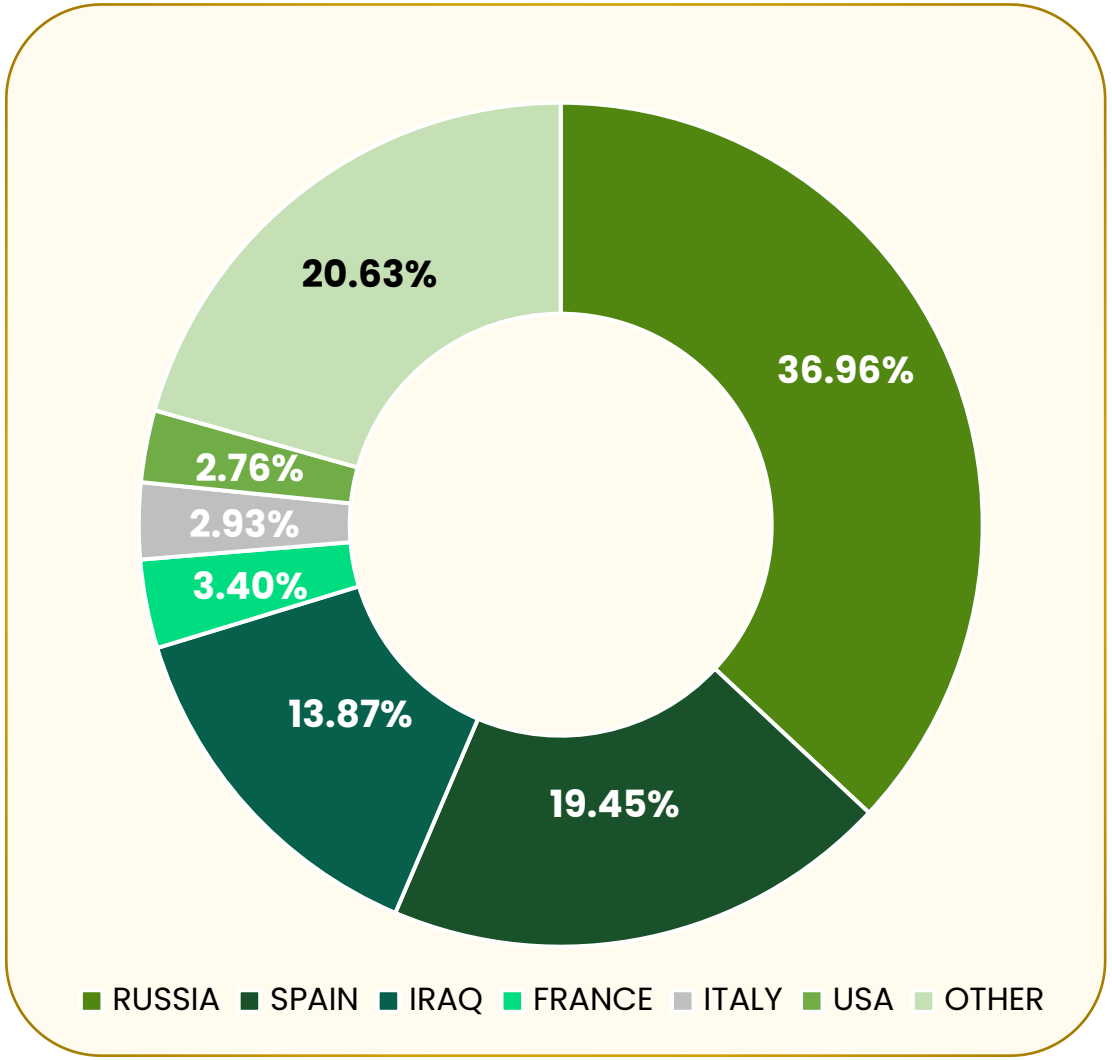
# H1 FY27 Revenue Mix by Product & Geography

## Product Wise Export Analysis

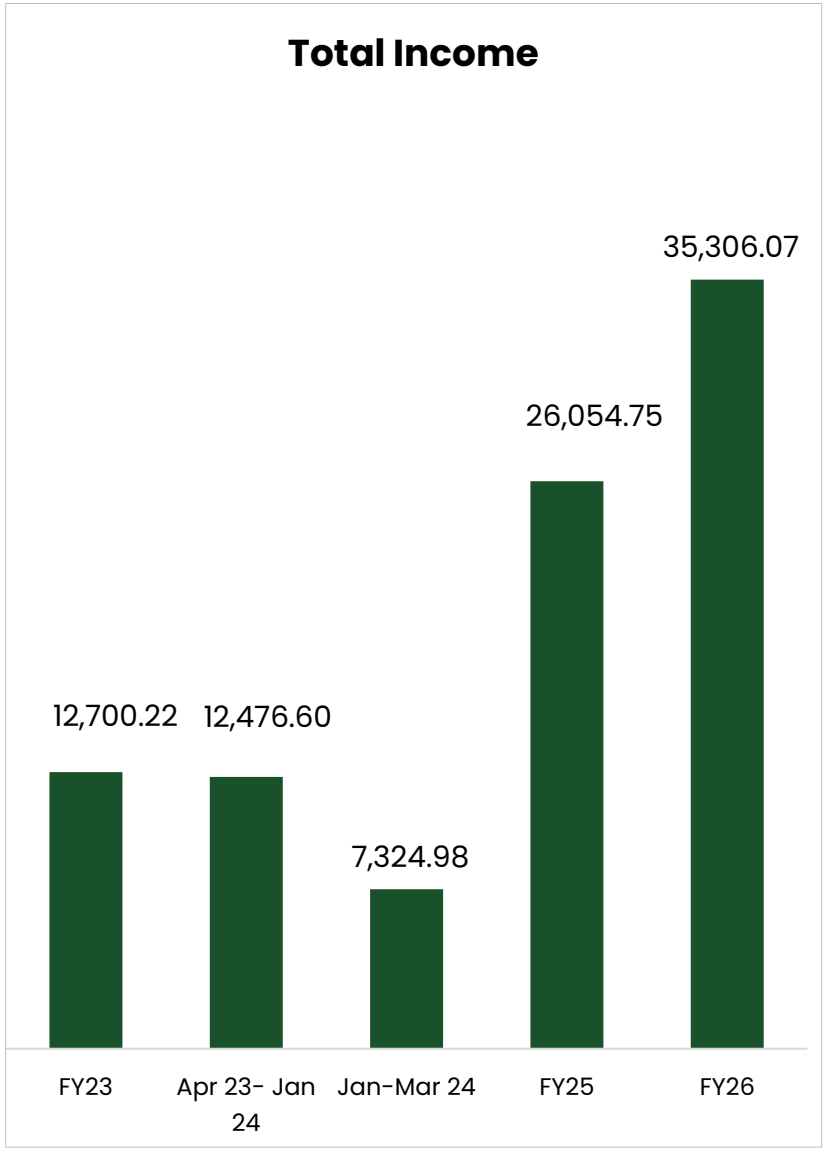
| Particulars | Volume in MT as on Sep 2026 | Value in ₹ Crore as on Sep 2026 |
|---|---|---|
| Gherkins | 14,333.45 | 150.36 |
| Baby Corn | 83.86 | 0.88 |
| Banderillas | 697.35 | 7.32 |
| Chillies & Jalapenos | 113.40 | 1.19 |

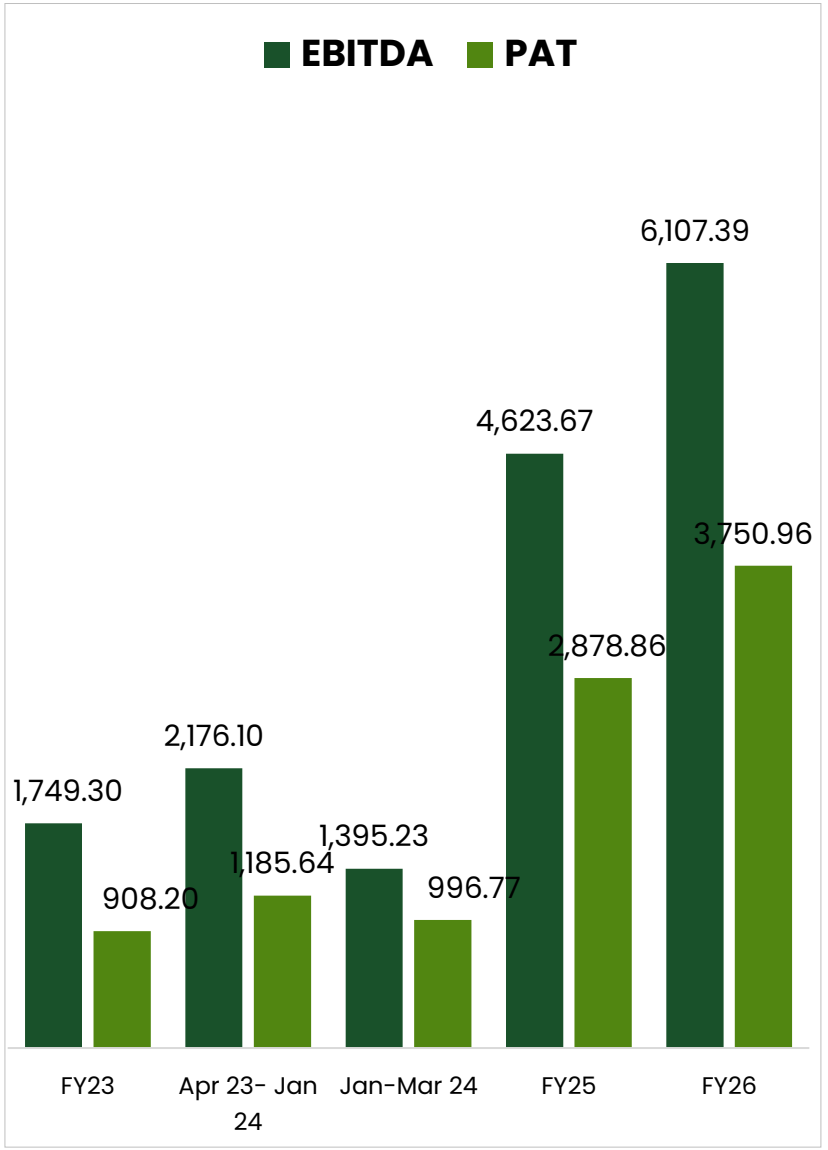


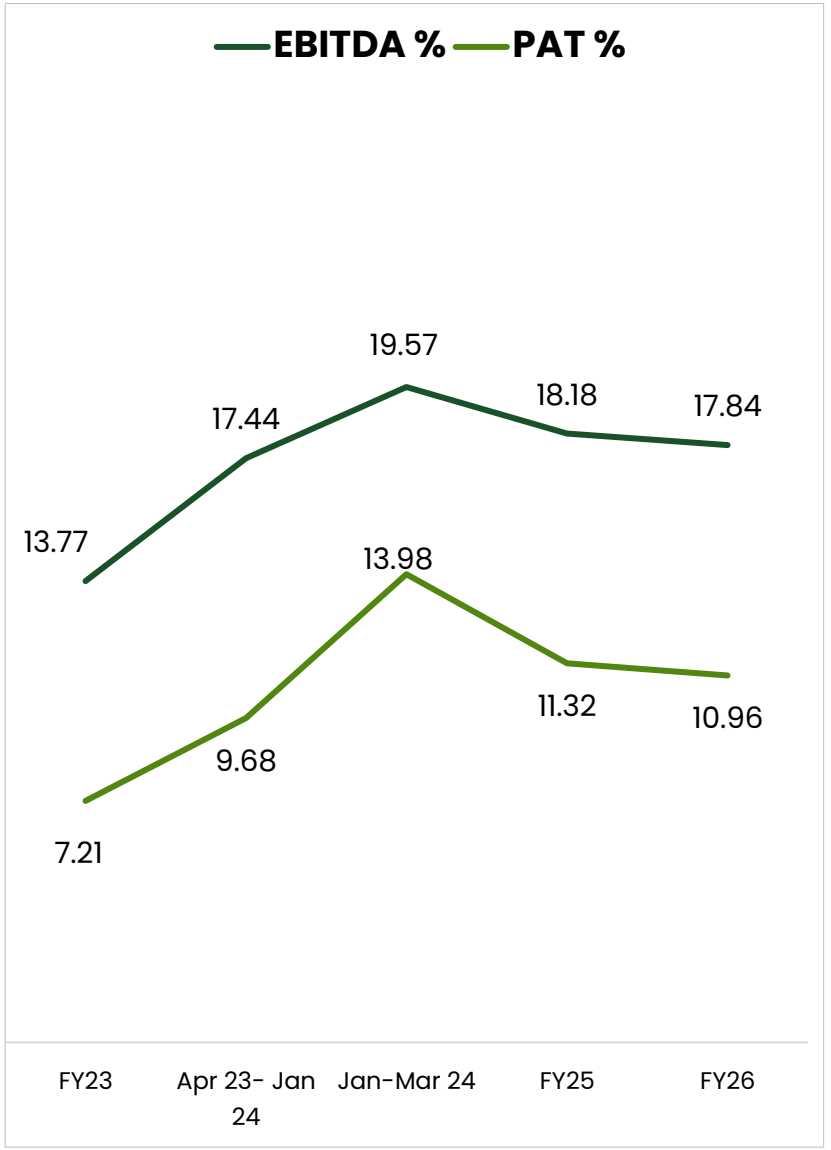

## Country Wise Export Analysis



# Historical Revenue Growth & Profitability Overview




All Amount In ₹ Lakhs & Margins In %

# Chairman's Comment



## Mr. Junaid Ahmed

Chairman &
Managing Director

"At Freshara, we believe meaningful growth comes from the courage to think beyond boundaries, the commitment to embrace new opportunities and the determination to turn vision into reality.

Reflecting this spirit, H1 FY27 witnessed a strong Consolidated financial performance, with revenue growing 84.54% YoY to ₹260.01 crore. EBITDA increased by 41.84% to ₹34.58 crore, while PAT rose 40.61% to ₹20.97 crore.

Our strategic acquisition in Spain marks a defining step in Freshara's global expansion, and the H1 FY27 performance reflects the growing momentum of the vision, conviction and efforts behind this move, as we continue to build a more diversified international business.

Going forward, we remain focused on expanding our global footprint, strengthening operational efficiencies & building sustainable profitability. We are laying the foundation for a bigger Freshara — one that is more diversified, more globally connected & better positioned for the opportunities ahead."

# About Freshara

Freshara Agro Exports Limited, founded in 2015, has established a strong processed vegetables export platform in India, built around reliability, quality, and long-term customer relationships. Its portfolio addresses everyday consumption and institutional demand across global markets, supporting repeat business and customer loyalty.

The Company is an established exporter of processed vegetables with long-standing international relationships, serving retail chains, private-label brands, distributors, and HORECA customers. Its operations are supported by strong execution capabilities and consistent delivery performance.

Building on its established operating base and market presence, Freshara is expanding from a single-category exporter toward a multi-category preserved foods platform, with a focus on product diversification, broader customer relevance, and sustainable long-term growth.






## Gherkins

Freshara's flagship export category, supported by global demand and strong relevance across retail and HORECA channels.




## Baby Corn

A growing processed vegetable category catering to international cuisine, packaged food companies, and institutional buyers.




## Banderillas & Mixed Vegetables

Value-added Mediterranean and mixed vegetable products supporting premium positioning and portfolio diversification.

# Key Business Insights

**11** Successful Years In Business

**40+** Countries Export Markets

**100+** Global Customer Relationships

**125-150 MT/Day** Processing Capacity

**6,000+** Contract Farmers

**2** Manufacturing Facilities

**2,00,000+MT** Products Exported Since Inception

**₹ 160** Crores Worth Order Book (Further ₹80 Cr expected to close in H2 FY27)**

**Order book figures are based on management estimates.

## GLOBAL QUALITY CERTIFICATIONS

IFS Food | BRCGS Food Safety | fssai | एपीडा APEDA | Star-K Kosher Certification | SAI SA8000® | Halal India

# Farm-to-Export Process

Freshara follows a structured, integrated farm-to-export process, managing key stages from crop planning and procurement through processing and final export delivery. This approach supports quality consistency, traceability, operational efficiency and reliable supply for international customers.

## 1. Crop Planning & Farmer Contracts

Demand-led crop planning is undertaken in collaboration with farmers, supported by predefined pricing frameworks and certified seeds to promote consistent quality and supply.



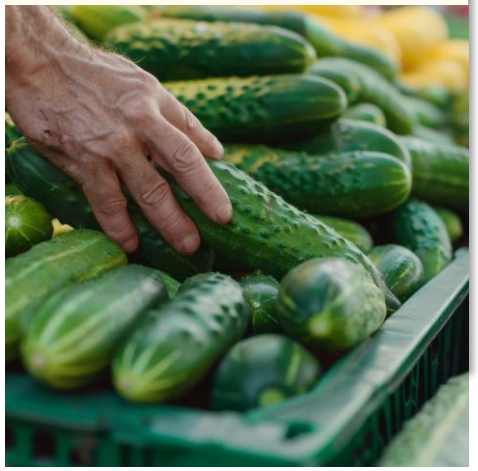
## 2. On-Ground Monitoring

Field teams monitor cultivation practices, crop health and harvesting schedules to ensure adherence to defined quality and agricultural standards.



## 3. Farm-Gate Procurement

Produce is procured directly from farms, helping improve traceability, reduce intermediaries, preserve freshness and enhance supply-chain efficiency.



## 4. Certified Processing

The procured produce undergoes in-house sorting, grading, processing and quality testing in accordance with applicable international food-safety and quality standards, including **FDA, BRCGS and IFS** requirements.



## 5. Export & Delivery

Finished products are packed according to customer-specific specifications and delivered through reliable logistics networks while maintaining regulatory and export compliance.



# Strengthening Farmer Partnerships for Sustainable Growth



Freshara has developed a farmer ecosystem built around long-term partnerships, assured pricing and continuous engagement. By promoting sustainable agricultural practices, including efficient resource utilisation, responsible crop planning and focus on soil health, the Company supports consistent quality, reliable supply and greater income stability across its farming network.

## 6,000+ Contract Farmers

Engaged through multi-year relationships across **22 districts**, supporting a stable and scalable sourcing network.

## Presence Across 3 States

Operations span **Tamil Nadu, Karnataka and Andhra Pradesh**, providing a diversified agricultural sourcing base.

## 90%+ Farmer Retention

Strong year-on-year farmer retention reflects sustained engagement and long-term relationships across the farming ecosystem.

## Sustainable Farming Practices

The Company promotes responsible crop planning, efficient resource utilisation and soil-health practices to support long-term agricultural productivity and resilience.

# Diversified Products Portfolio























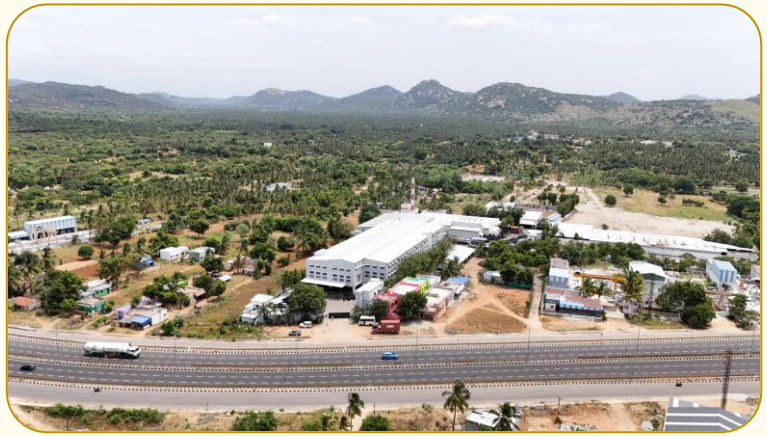




# Manufacturing Infrastructure & Capacity

Freshara operates two processing facilities, combining established manufacturing capabilities with modern processing and packaging infrastructure. Facilities support scalable production, operational efficiency and consistent product quality, with renewable energy integration at its second facility.

## Production Facilities







**Production Facility 1** An established processing facility with a proven operational track record and the required regulatory certifications.

**Production Facility 2** A modern manufacturing facility equipped with advanced packaging lines and a 100 KW solar power system.

## *Key Operational Highlights*

### Combined Processing Capacity

- **Facility 1:** 50 MT per day
- **Facility 2:** 75–100 MT per day

### Current Capacity Utilisation

- **Facility 1:** Approximately 100%
- **Facility 2:** Approximately 60%

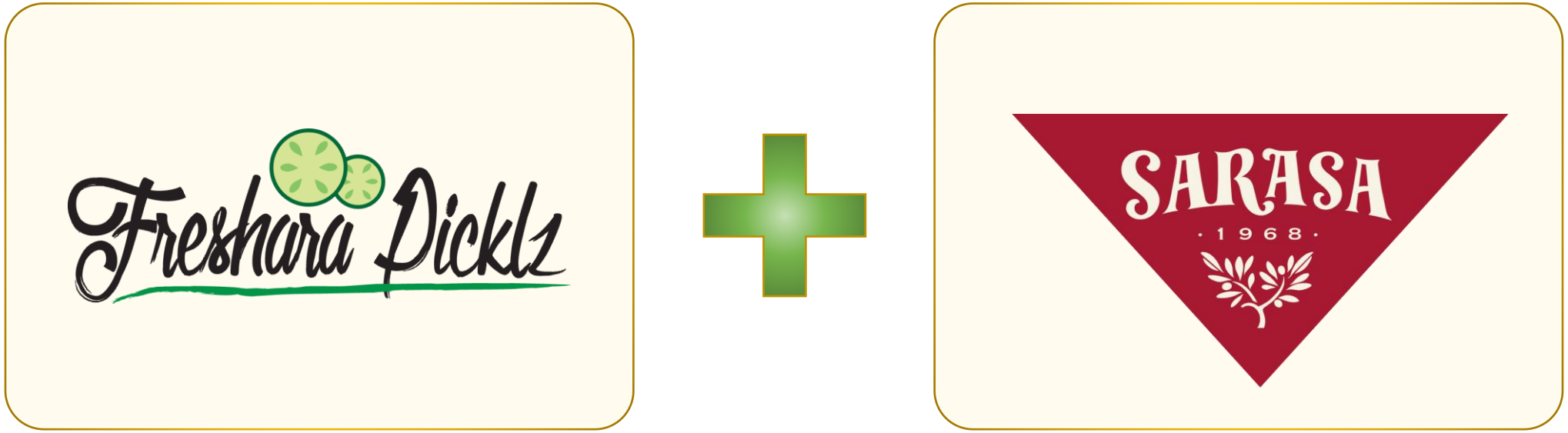
### Workforce

**500+** ground staff supporting manufacturing and operational activities.

**Facility 2 offers strong growth potential through higher capacity utilisation and efficient scaling of production.**

# A Defining Strategic Acquisition

Freshara Agro Exports Limited's acquisition of **Conservas Selectas Españolas S.L. (Spain), operating under the Sarasa brand**, marks a strategic step towards building a diversified global preserved foods platform, expanding into the European olives market and strengthening its international presence and long-term growth potential.



# Who is Conservas Selectas Españolas S.L.?

## An Established Spanish Preserved Foods Platform

Conservas Selectas Españolas S.L. was established as a subsidiary to acquire the business of Aceitunas Sarasa S.A.U., a heritage olive producer founded in 1968 and operating under the Sarasa brand, with over five decades of experience in the olive category.



### Andosilla, Navarre

An integrated olive processing, packaging, administration and logistics hub, supporting end-to-end product preparation and dispatch, with loading capacity of up to 25 trucks per day.



### Cárcar, Navarre

Logistics platform supporting Storage & Distribution operations



### Almendralejo, Extremadura

A specialised facility for olive reception, fermentation, storage and processing, with approximately 3 million kg of capacity and integrated pitting and slicing capabilities of up to 10,000 kg per day.

### *Production Capabilities*

- Multi-site olive processing operations across Spain.
- Integrated fermentation, storage and packaging infrastructure.
- In-house quality control and end-to-end dispatch operations.

# Sarasa’s European Credibility

Sarasa is an established Spanish olive producer with over 50 years of operating experience, a recognised presence in the European olive-processing industry and established relationships with major European retail and private-label customers.

## *Key Strengths*

- **End-to-End Operational Capabilities**
  Integrated operations across sourcing, processing, packaging and regulatory compliance.
- **European Quality Standards**
  Adherence to applicable European food safety requirements and relevant certification standards.
- **Established Market Credibility**
  An established customer base, proven revenue generation and a recognised position in the premium olives category.
- **Strong Regional Presence**
  Headquartered in Navarre, Spain, a recognised hub for olive processing and related food operations.



# Sarasa's Products

## Sarsa Seasonings




## Sarsa Cocktails




## Original Pickles



# Sarasa's Products

## Traditional Olives




## Ready for cooking



# Global Retail & Supermarket Partnerships














































































# India’s Processed Food Export Opportunity

**US$ 8.03 Billion**
India’s Processed Food Exports FY2025–26

**US$ 307.66 Million**
Cucumber & Gherkin Exports FY2025–26

**US$ 932.25 Million**
Processed Vegetable Exports FY2025–26

**US$ 13.01 Billion**
Cumulative FDI Inflows April 2000–December 2024

## Industry Overview

- **Diversified Product Ecosystem:** Spans processed vegetables, fruits, cereals, pulses, dairy, spices and other value-added food categories.
- **Strong Export Orientation:** India serves international markets across North America, Europe, the Middle East and Asia.
- **Investment Attractiveness:** The sector attracted US$13.01 billion in cumulative FDI inflows between April 2000 and December 2024.



**Source:** APEDA, based on DGCIS export data; APEDA FDI statistics.

# India’s Leadership in Gherkin Exports

## India: A Global Hub for Gherkin Exports

**US$ 307.61 Million**
Cucumber & Gherkin Export Value FY2025–26

**~72%**
Global Export Share Provisionally preserved category · CY2024

**314,519 MT**
Cucumber & Gherkin Export Volume FY2025–26

**90,000+**
Small & Marginal Farmers Engaged in gherkin cultivation, as reported by APEDA

## Industry Strengths

- **Contract-farming model:** Structured farmer partnerships support cultivation planning, traceability and quality control.
- **Export-oriented processing:** Products are supplied in bulk drums and retail-ready jars and cans.
- **International quality standards:** Processing units follow systems such as HACCP, ISO and BRC, as required by buyers.
- **Established global markets:** USA, Germany, Russia, Canada and France.



**Source:** APEDA / DGCIS — Cucumber and Gherkins (Prepared & Preserved) export data

# Global Table Olive Industry

## Global Table Olive Market: Production & Consumption

**3.32 Million MT**
Global Table Olive Production
2024/25 crop year · provisional

**2.99 Million MT**
Estimated Global Production
2025/26 crop year · down ~10% YoY

**3.0 Million+ MT**
Global Table Olive Consumption
2024/25 crop year · approximately 4% above the recent crop-year average

## Industry Highlights



- **Established global demand:** Annual table olive consumption exceeds 3 million tonnes.
- **Large production base:** Global production reached approximately 3.32 million tonnes in 2024/25.
- **Production variability:** Output is estimated to decline by approximately 10% in 2025/26, highlighting the importance of sourcing flexibility and supply-chain management.
- **Strategic relevance:** The established international table olive category provides an adjacent product-market opportunity for Freshara following its entry into the Spanish olive business through Sarasa.

**Source:** International Olive Council (IOC)
Olive Sector Statistics December 2025 and forecasts / Olive sector statistics – January/February 2026

# Industry Trends and Strategic Growth Drivers

## Key Industry Trends Shaping Growth

- **Value-Added Processing**
  Processing and preservation extend product shelf life and support year-round distribution across international markets.
- **Multi-Channel Market Access**
  Bulk packaging, retail-ready jars and cans, private-label supply and foodservice formats cater to diverse international buyer requirements.
- **Quality, Safety & Traceability**
  Contract farming, controlled processing and food-safety systems such as HACCP, ISO and BRC support compliance with buyer and destination-market requirements.
- **Portfolio Diversification**
  Expanding from gherkins into olives and other preserved-food categories can broaden product offerings, customer reach and cross-selling opportunities.



## Strategic Relevance for Freshara

Freshara's established gherkin export business, combined with its entry into the Spanish olive business through Sarasa, provides a platform to explore adjacent product categories, packaging formats and international customer opportunities.

**Source:** APEDA / DGCIS — Cucumber and Gherkins (Prepared & Preserved) export data

# Investment Rationale



**1. Defensible Operating Model**
Integration across farm contracts, procurement and processing supports supply reliability, operational efficiency and margin management.

**2. Visible Growth Pathway**
Identified growth levers include capacity utilisation, product portfolio expansion, deeper customer engagement and increased export penetration.

**3. Institutional-Grade Governance**
As a listed entity, the Company operates within a framework of regulatory compliance, transparent reporting and investor-focused disclosures.

**4. Strong Customer Relationships**
Established customer partnerships, consistent product quality, certifications and reliable delivery support repeat business and customer retention.

**5. Scalable Business Platform**
The existing operating infrastructure provides a foundation for expanding product categories and entering additional markets.

**6. Entry into Premium European Markets**
The acquisition of Conservas Selectas Españolas S.L., operating under the Sarasa brand, provides an established platform for expansion into European olives and preserved foods.

**7. Established Customer Base and Demand**
Long-standing European customer relationships provide access to established markets and support business continuity.

**8. Strategic Cost and Time Advantages**
Acquiring an operating platform can accelerate market entry while reducing the time and investment typically associated with building a comparable business from the ground up.

**9. Synergy and Integration Opportunities**
Potential synergies include cross-selling, broader distribution reach, operational coordination and leveraging complementary product portfolios.

**10. Export-Led Growth Potential**
The established European platform provides opportunities to expand market reach, strengthen product offerings and pursue growth through the existing operating network.



# DISCLAIMER

This Presentation has been prepared by **Freshara Agro Exports Limited** (the "Company") solely for information purposes and does not constitute, or form part of, any offer, invitation, solicitation or recommendation to purchase or subscribe for any securities of the Company, nor shall it form the basis of any contract or binding commitment.

The information contained herein is based on sources believed to be reliable; however, the Company makes no representation or warranty as to its accuracy, completeness or fairness. The information is current only as of the date of this Presentation.

Certain statements may constitute **forward-looking statements** relating to the Company's business, strategy, market opportunity, financial performance and future prospects. Such statements are subject to risks, uncertainties and assumptions, and actual results may differ materially from those expressed or implied.

The Company assumes no obligation to update or revise any forward-looking statements, except as required under applicable laws or regulations. Any third-party estimates, projections or statements included herein are not independently verified or adopted by the Company.

Recipients should undertake their own Independent evaluation and seek appropriate professional advice before making any investment decision.

# Thank You


Freshara Pickls

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