MADHUSUDAN

MADHUSUDAN MASALA LIMITED

(Formerly known as "Madhusudan Masala Pvt. Ltd.")

AN ISO 9001:2015 - ISO 22000:2018 & HACCP CERTIFIED COMPANY

CIN: U15400GJ2021PLC127968 | GSTIN: 24AAPCM2743Q1ZU | FSSAI No.: 10721999000495

Regd. Office: F.P. No. 19, Plot No. 1 - B, Hapa Road, Jamnagar - 361001 Gujarat India

M.: +91 94262 24445 Web: www.madhusudanmasala.com E-mail: contact@madhusudanmasala.com

Date: August 6, 2025

To, National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra (East), Mumbai-400051.

Dear Sir/Madam,

Subject: <u>Submission of Investor Presentation for Q1 FY 2025-26 under Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.</u>

Ref: Madhusudan Masala Limited (SYMBOL/ISIN: MADHUSUDAN / INE0P6701019)

Pursuant to the provisions of Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor Presentation of the Company for the First Quarter of the Financial Year 2025–26.

Please note that no Unpublished Price Sensitive Information is shared through this investor presentation. The data presented is already publicly available.

Kindly take this letter on your record and oblige us.

Thanking you,

Yours faithfully, For, **Madhusudan Masala Limited**

Rishit Kotecha

Chairman cum Managing Director

DIN: 00062148

Place: Jamnagar

ENCLOSED: - As Below





MADHUSUDAN MASALA LIMITED

Investor Presentation Q1 FY2026

DISCLAIMER



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ABOUT US



ABOUT US

Brand legacy of over **40** years in manufacturing & processing of spices and food products.

Manufacturer of 32 different types of spices across 500+SKUs (under all 4 Brands)

Product Portfolio:

- Ground Spices
- Blended Spices
- Whole Spices
- Grocery Products, Instant Mix & other Food Products

Manufacturing 13 varieties of chilli powder, part of ground spices portfolio, available in 78 SKUs.

Inhouse R&D facility and dedicated team











Certified by **FSSAI** (Food Safety and Standards Authority of India).

Manufacturing Capacity:

4800MT Jamnagar Unit



600MT Rajkot Unit



Strong presence in Saurashtra, Gujarat & Mumbai, Maharashtra, expanding reach in the states of Maharashtra, Chandigarh, Punjab, Haryana, UP, Bihar, Jharkhand, Delhi, and J&K.

Acquired Vitagreen Products Private Ltd. as 100% subsidiary, allowing access to new product segments & markets through its established distribution network.

Market Presence:

(as on 30 Jun 2025)

38000+

Retail Grocery stores

6000+

Wholesalers

300+

Distributors

25+

70+

Addition:

13000+

(Apr'25 - Jun'25)

7+

States covered PAN India

INVESTOR PRESENTATION

MISSION & VISION

Mission

- To deliver Quality food products that meet the highest standards
- Cost-effective solutions for our customers
- Improved accessibility to our products, making them available to a wider audience

Vision

- Become leading pan-India C-T-C spices brand
- Leverage expertise in quality spices and regional market Understanding
- Capture 1% market share in Indian Spices Industry







HISTORY AND TIMELINE (1/2)



1980

1977

Birth of a legendary brand "DOUBLE HATHI".

1900

Acquired own premises in the renowned Grain Market of Jamnagar for selling ready spices under the "Double Hathi" brand.

1981

Established the first small spice manufacturing unit at the Industrial Area in Hapa, near Jamnagar.

1982

Formed M/s.

Madhusudan & Co.,
a partnership firm
by the founders.

Registered the
"DOUBLE HATHI"
brand trademark.
Obtained AGMARK
certification from
Quality Standards of
India

1996

Began selling spices in polypacks, available in various sizes ranging from 50g to 1kg under brand "DOUBLEHATH!" 2000

Received AGMARK certification for the spices under the Agriculture Produce (Grading and Marketing)
Act, 1937.

2003

Launched the "MAHARAJA" brand for the sale of ground spices.



HISTORY & TIMELINE (2/2)



2015

Established a

State-of-the-Art
manufacturing
plant at the
Industrial Area in
Hapa, near
Jamnagar, Gujarat.

2016

Obtained **FSSAI** certification.

2018

Established a multi-commodity cold storage facility on lease for storing raw spices.

2021

Converted the partnership firm into a company under the name "Madhusudan Masala Private Limited."

2023

Converted into a public limited company "Madhusudan Masala Limited" & listed on the NSE SME Platform on 27th September 2023.

2024

Began commercial use of a newly owned cold storage facility with a capacity of 4029 MT.

Acquired 100% equity stake in Vitagreen Products Pvt. Ltd.

Appointed Super Stockists and distributors in **Maharashtra and Goa**.

Appointed Super Stockist in **Telangana**. 2025

3,000+ Retailers
added
300+ Wholesalers
onboarded
30+ Distributors
established
Presence expanded
to 7 states



INVESTOR PRESENTATION — 8

TOP MANAGEMENT



Founded in 1982 by Mr. Dayalji Vanravan Kotecha and Mr. Vijaykumar Vanravan Kotecha, the company has grown into a respected brand, now led by the next generation, Mr. Rishit Dayalji Kotecha and Mr. Hiren Vijaykumar Kotecha, with extensive industry experience.



Rishit Dayalji Kotecha
Chairman & Managing Director

Rishit Dayalji Kotecha, a 43-year-old Bachelor of Science graduate, serves as the Chairman cum Managing Director of the company. With 21 years of business experience, he has played a key role in driving the company's growth and expansion, establishing it as a leading player in the spice industry through his vision and leadership.



Mr. Hiren Vijaykumar Kotecha Whole Time Director

Hiren Vijaykumar Kotecha, a 39-year-old commerce graduate, is the Whole-time Director at the company. With 18 years of business experience, he manages the procurement, production, and sales teams, using his expertise to enhance operational efficiency and foster growth. His strategic leadership has played a key role in the company's success.



BUSINESS OVERVIEW



BUSINESS MODEL





Procurement

Spices (raw materials) are sourced during their respective seasons and stored to ensure a consistent supply of high-quality ingredients.



Consistent quality of spices is maintained throughout the year by sourcing ~80% of raw materials during their respective seasons, preserving their natural properties like color and aroma over time.



Manufacturing

All spices and products are carefully manufactured using natural processes and scientific methods.





Processing

Raw materials undergo cleaning, drying, grading, grinding, & are then packed as finished products.



Product Packaging

Spices are made available in various packaging options to meet diverse customer needs: **Ground spices:** 10gms to 20kgs (polypacks & jute bags)

Blended spices: 10gms to 100gms (polypacks & cardboard boxes)



Product Distribution

Strong product distribution network with expanding sales channels through key partnerships & an exclusive Super Stockist managing the Northern region, ensuring broad reach across states & positioning for market share growth.





INVESTOR PRESENTATION

(100% Subsidiary)

PRODUCT PORTFOLIO





Ground Spices

Packaging: 10g to 20kg

Chilli powder ghalor, Kashmiri chilli powder, Double tikha chilli powder, Turmeric powder rajapuri, Coriander powder, Resham patto chilli powder, Nylon kashmiri chilli powder, Turmeric powder selam, Turmeric powder super, Coriander cumin powder

Blend Spices

Packaging: Rs.5, Rs.10 (MC & Pouch) 50g, 100g, 200g, 500g Jar, 1Kg Jar

Shahi paneer masala, Sambhar masala, Sabji Masala, Pav bhaji masala, Pani puri masala, Meat masala, Katlu powder, Kitchen king masala, Chole masala, Garam masala.

Whole Spices

Various types of Whole Chilli, Fenugreek, Mustard seeds, Sesame seeds, Fennel seeds

Packaging: 500g, 1Kg

Grocery Products

Mint leaves, Kasuri methi, Dry mango powder, Dry ginger powder, Rajgira lot, Khatta achar, Mitha achar, Soya chunks. Tea

Products procured form Third-Party in addition to our in-house manufacturing, packed & sold under our brand name "DOUBLE HATHI" ensuring quality and consistency.

Premium, 9 No. & Super tea, Urad papad, Black salt, Rock salt, Pink salt, Strong hing



Ground Spices

Packaging: 50g to 500g

Chilli powder, Turmeric powder, Coriander powder, Coriander Cumin powder



Ground Spices

Packaging: 50g to 500g

Chilli powder, Turmeric powder, Coriander powder, Coriander Cumin powder



THE SELLING

Ground Spices

Packaging: Rs.5, Rs. 10 (MC & Pouch) 50g, 100g, 200g, 500g Jar, 1Kg, 5Kg

Chilli powder, Turmeric powder, Coriander cumin powder

Blend Spices

Packaging: Rs.5, Rs.10 (MC & Pouch) 50g , 100g, 200g, 500g Jar, 1Kg Jar

Fish masala, Egg curry masala, Dabeli masala, Chicken masala, Chicken biryani masala, Mutton biryani masala, Chole masala, Chat masala, Hyderabadi biryani masala, Garam masala

Instant Mixes

Packaging: Rs. 200g, 400g, 500g

Gota flour, Idli flour, Mendu vada flour, Khaman flour, Kheer mix, Gulab jamun mix

Grocery Products

Chat masala, Buttermilk masala, Black pepper powder, White pepper powder, Tea masala, Pudina chutney, Dry ginger powder, Dry mango powder

INVESTOR PRESENTATION

MANUFACTURING PROCESS



Spices and products are manufactured using natural processes and scientific techniques to preserve their natural properties, color, and aroma.

Grinding Cleaning **Blending** Sieving **Packing Drying** Spices, such as red Raw spices are cleaned Spice particles are finely Ground spices are Spice particles are Automated filling and ground using machines packaging of spices into chilies, are laid out in a of impurities, dirt, and blended in precise separated by size using such as hammer mills, proportions to create sieves or vibrating containers such as single layer on concrete contaminants using custom mixes or methods such as air pin mills, or ball mills. bottles, bags, or cans for patios or wire mesh screens to ensure trays to dry in the sun, formulations. distribution. jets, vibratory sieves, uniformity. with care taken to bring or manual sorting. them inside at night to avoid moisture buildup.

MANUFACTURING FACILITY(1/2)



- 1 lakh sq. ft. area equipped with modern machinery and automation for top-quality production.
- 4,029 MT cold storage facility on-site, eliminating rental storage dependency.
- Manufacturing unit located near APMC in Jamnagar, Gujarat for easy access to high-quality raw materials.















MANUFACTURING FACILITY(2/2)



- Established on 50,000 sq. ft. area, including Administration Office and Plant Building.
- Adequate storage facility and large warehouse.
- Modern grinding and pulverizing machines, flour mixing machines, automatic and semi-automatic packing machines
- In-house R&D and modern laboratory.











GEOGRAPHICAL PRESENCE



- ~35% market share in Saurashtra (western region of Gujarat) and ~5% in Gujarat overall, demonstrating strong regional presence and customer loyalty.
- Significant growth potential in Maharashtra, particularly beyond Mumbai suburban areas, with a large and diverse market.
- Strategic sales channel expansion in Telangana and Goa, positioning for market share growth.
- Sales presence established in Chandigarh, Punjab, Haryana, UP, Bihar, Jharkhand, Delhi, and J&K.
- Appointed exclusive Super Stockist in Chandigarh to manage Northern region, bringing valuable expertise and relationships.



INVESTOR PRESENTATION

MARKETING INITIATIVES (1/3)



Boosting brand awareness and expanding the customer base through marketing initiatives designed to reach a wider audience, drive sales, and enhance visibility across various regions.

01

02

03

04

05

06

Shop Facia Activity

Free Sampling Distributor & Super Stockist Expansion

News Media Advertising FM Channel Advertising

Food Exhibitions







MARKETING INITIATIVES (2/3)



Hoardings











Newspaper Ads



In Gujarat Samachar, Aajkal, Nobat, Sandesh, Sanj Samachar





MARKETING INITIATIVES (3/3)



Retailers' Offers









INVESTOR PRESENTATION

COMPETITIVE STRENGTHS





Experienced Promoters and Management Team

- 41+ years of combined industry experience providing strong strategic and operational leadership.
- Expertise has been key to the company's growth and market positioning.



In-House Manufacturing and Capabilities

- State of the art facilities for hygienic processing, grading, and packaging.
- HACCP and FSSAI certifications ensure food safety and product quality.



Commitment to Quality

- ISO 9001:2015 and ISO 22000:2018 certifications ensure high-quality production.
- Rigorous quality control across sourcing, manufacturing, and packaging.



Strong Brand Recognition and Recent Acquisition

- Established brands like "DOUBLE HAATHI", "MAHARAJA", and "MANTAVYA" trusted for quality.
- Recent acquisition of Vitagreen Products and "77 GREEN" brand expands presence in organic and blended spices, tapping into growing health-conscious trends.



Diversified Product Portfolio

- Offers a wide range of ground, blended spices, and essential grocery products.
- Strong appeal across various consumer segments.



Long-Term Customer Relationships

- Strong network with 6,000+ wholesalers and 38,000+ retailers.
- Deep understanding of the Indian palate ensures strong customer loyalty.

Madhusudan Masala's competitive strengths position it as a key player in the spice industry, with a well-rounded portfolio that includes the recent addition of 77 GREEN, strengthening its leadership in both traditional and health-conscious markets.



WAY FORWARD



WAY FORWARD



Enhancing Regional Presence

- Strengthen position in existing markets of Saurashtra & Other regions of Gujarat.
- Expand in Maharashtra, Goa, and Telangana.
- Expand further into other regions of Northern states like Chandigarh, Haryana, UP, Bihar, J&K, and Jharkhand after establishing an initial presence.
- Strategically enhance the PAN India distribution network.

Expanding Product Portfolio

- Focus on continuous R&D and innovation to meet customer needs.
- Introduce new products and regionspecific offerings.
- Creating a universal C-T-C blend that appeals to consumers across all regions of India.

Boosting Sales of Branded Products

- Increase branded spices and food product sales as a larger share of revenue.
- Strengthen brand image and market visibility.

Expected CAGR ~30%

(For next 3 to 5 years)



FINANCIAL HIGHLIGHTS



KEY FINANCIAL HIGHLIGHTS



(CONSOLIDATED - Q1FY26)



Rs 730.9 Mn

EBITDA

Rs 75.2 Mn

EBITDA Margin

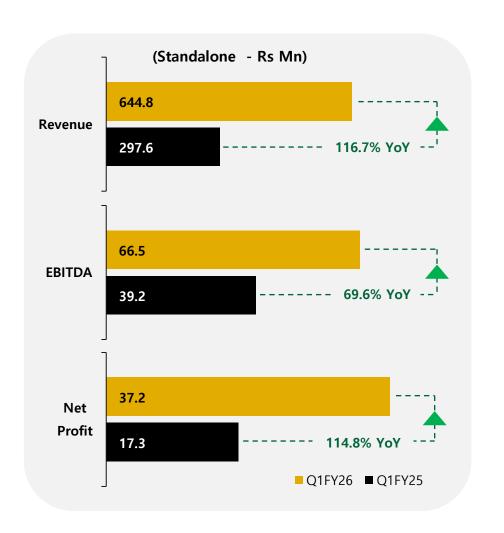
10.3%

Reported Net Profit

Rs 41.7 Mn

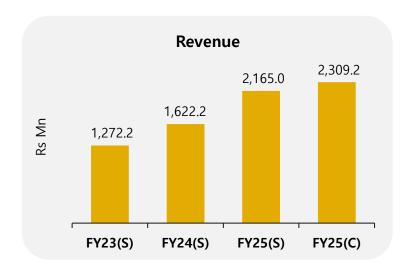
Net Profit Margin

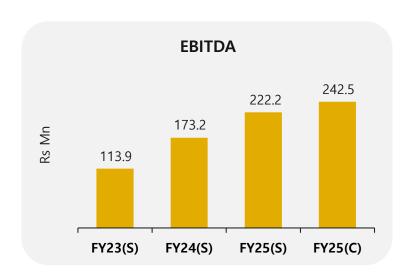
5.7%

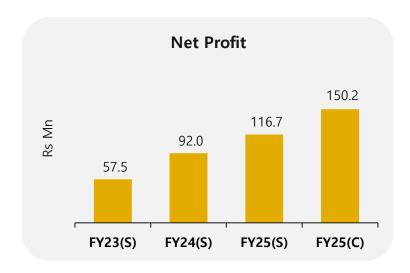


CONSISTENT GROWTH TRAJECTORY

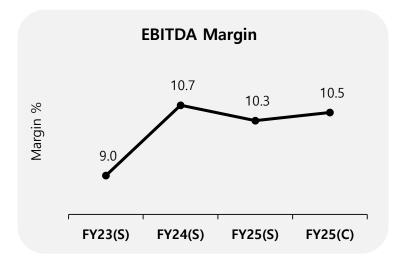


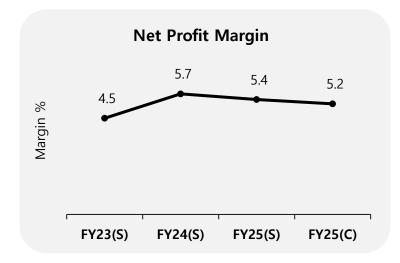






Consistent growth across topline, EBITDA, and Net Profit, reflecting operational scale, with margins remaining within a healthy range.



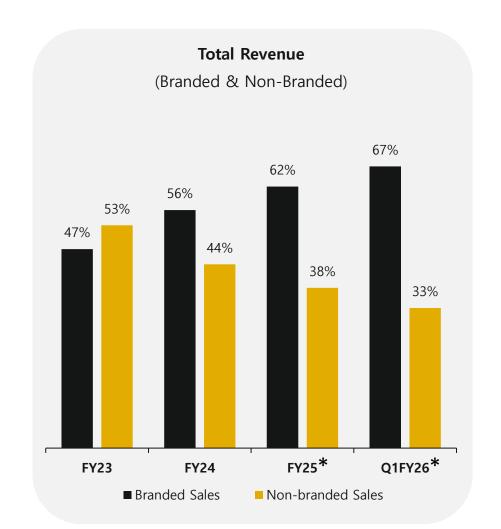


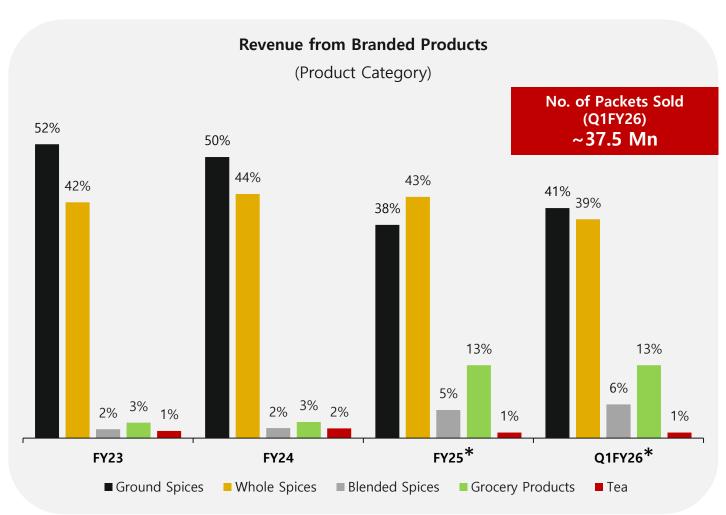
INVESTOR PRESENTATION — 25

^{*} S – Standalone & C – Consolidated

PRODUCT-WISE SALES BREAKDOWN







^{*} Q1FY26 & FY25 sales breakdown is on a consolidated basis, following the acquisition of Vitagreen Products Pvt. Ltd. on July 26, 2024.

QUARTERLY INCOME STATEMENT



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Conso		hatel
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Particulars (INR Mn)	Q1FY26	Q4FY25
Revenue from operations	730.9	731.1
Total Expenditure	655.7	659.9
EBITDA	75.2	71.2
EBITDA Margin (%)	10.3	9.7
Other Income	2.0	27.8
Depreciation	5.9	5.9
EBIT	71.2	93.1
Interest	15.7	15.7
Profit Before Tax	55.5	77.4
Tax	13.9	20.8
Reported Net Profit	41.7	56.6
Net Profit Margin (%)	5.7	7.7
Reported Earnings Per Share (Rs.)	2.88	3.93

Standalone

Q1FY26	Q4FY25	Q1FY25	YoY %
644.8	635.9	297.6	116.7
578.3	567.9	258.3	123.8
66.5	68.0	39.2	69.6
10.3	10.7	13.2	-
1.9	5.8	0.3	493.1
5.0	4.9	4.9	2.5
63.5	68.9	34.7	82.9
14.0	14.7	12.6	11.3
49.4	54.2	22.1	123.7
12.3	12.9	4.8	155.9
37.2	41.3	17.3	114.8
5.8	6.5	5.8	-
2.57	2.87	1.34	91.8

INCOME STATEMENT



	Standalone	Standalone	Standalone	Standalone	Consolidated
Particulars (INR Mn)	FY22	FY23	FY24	FY25	FY25
Revenue from operations	654.1	1,272.2	1,622.2	2,165.0	2,309.2
Total Expenditure	632.4	1,158.3	1,449.0	1,942.8	2,066.8
EBITDA	21.7	113.9	173.2	222.2	242.5
EBITDA Margin (%)	3.3	9.0	10.7	10.3	10.5
Other Income	11.1	2.9	4.5	13.8	13.8
Depreciation	6.7	6.3	9.3	19.7	23.7
EBIT	26.1	110.5	168.4	216.3	232.7
Interest	16.4	32.7	44.6	61.9	62.9
Profit Before Tax	9.7	77.8	123.9	154.4	169.8
Exceptional Items	-	-	-	-	30.7
Profit Before Tax	9.7	77.8	123.9	154.4	200.5
Tax	1.6	20.3	31.9	37.7	50.3
Reported Net Profit	8.1	57.5	92.0	116.7	150.2
Net Profit Margin (%)	1.2	4.5	5.7	5.4	6.5
Reported Earnings Per Share (Rs.)	*15.41	6.39	8.27	8.49	10.93

^{*} Unadjusted on account of conversion from a partnership firm to a private limited company.

BALANCE SHEET



	Standalone	Standalone	Consolidated
Particulars (INR Mn)	FY23	FY24	FY25
EQUITY & LIABILITIES			
Shareholders Funds	107.4	460.5	936.6
Share Capital	50.0	129.0	144.7
Reserves & Surplus	57.4	331.5	787.7
Money received against share warrants	-	-	4.2
Non-Current Liabilities	74.9	83.9	90.5
Long Term Borrowings	73.5	81.6	90.5
Deferred Tax Liability (Net)	1.4	2.3	-
Current Liabilities	391.4	508.1	765.5
Short Term Borrowings	354.4	439.8	660.6
Trade Payables	12.4	33.9	50.9
Short Term Provisions	19.6	31.0	45.4
Other Current Liabilities	4.9	3.4	8.6
TOTAL	573.7	1,052.5	1,792.6

	Standalone	Standalone	Consolidated
Particulars (INR Mn)	FY23	FY24	FY25
ASSETS			
Non-Current Assets	100.1	149.3	215.3
Property, Plant & Equipment	97.0	122.0	145.6
Long Term Loans and Advances	3.2	27.2	28.3
Non-Current Investments	-	-	39.4
Deferred tax assets (net)	-	-	2.0
Current Assets	473.6	903.3	1,577.3
Inventories	229.3	424.8	982.6
Trade Receivables	164.8	357.9	471.6
Cash & Cash Equivalents	4.1	4.0	3.2
Short Term Loans & Advances	74.8	116.5	117.9
Other Current Assets	0.7	-	2.0
TOTAL	573.7	1,052.5	1,792.6



ANNEXURES



NEW ADDTIONS





Super Garam Masala









Kathiyawadi Tea

OUR PRODUCTS BASKET (1/6)





Ground Spices

Varieties of Chilli Powder, Turmeric Powder, Coriander Powder and Coriander Cumin Powder available in sizes ranging from 50g to 5kg



Chilli Powder Ghalor



Kashmiri Chilli Powder



Double Tikha Chilli Powder



Turmeric Powder Rajapuri



Coriander powder



Resham Patto Chilli Powder



Nylon Kashmiri Chilli Powder



Turmeric Powder Selam



Turmeric Powder Super



Coriander Cumin Powder

Blend Spices

Which comprises of varieties of masalas packed in 50g, 100g



Shahi Paneer Masala



Sambhar Masala



Sabji Masala



Pav Bhaji Masala



Pani Puri Masala



Meat Masala



Katlu Powder



Kitchen King Masala



Chole Masala



Garam Masala

INVESTOR PRESENTATION

OUR PRODUCTS BASKET (2/6)





Grocery Products

Whole Spices



Mint Leaves



Kasuri Methi



Dry Mango Powder



Dry Ginger Powder



Rajgira Lot



Khatta Achar



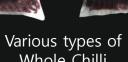
Mitha Achar



Soya chunks









Sesame seeds



डलस हाथी

Fennel seeds

OUR PRODUCTS BASKET (3/6)





Products procured form Third-Party in addition to our in-house manufacturing, packed and sold under our brand name "DOUBLE HATHI" ensuring quality and consistency.









Strong Hing

OUR PRODUCTS BASKET (4/6)



Ground Spices

Varieties of Chilli Powder, Turmeric Powder Coriander Powder and Coriander Cumin Powder available in sizes ranging from 50g to 5kg









OUR PRODUCTS BASKET (5/6)





Grounded Spices

Packed in Rs. 5 , Rs. 10 (MC & Pouch) 50g , 100g, 200g, 500g Jar, 1Kg , 5Kg

Blended Spices

Packed in Rs. 5 , Rs. 10 (MC & Pouch) 50g , 100g, 200g, 500g Jar, 1Kg Jar





Mutton

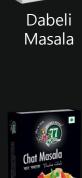
Biryani

Masala



Chole

Masala





Masala





Hyderabadi Biryani Masala

Chicken

Masala

Garam Masala

Chicken

Biryani

Masala

OUR PRODUCTS BASKET (6/6)





Instant Mixes

Packed in Rs. 200g, 400g, 500g

Grocery Products





















Buttermilk Masala

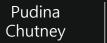


Black Pepper Powder



White Pepper Powder







Dry Ginger Powder



Dry Mango Powder

INVESTOR PRESENTATION

CERTIFICATIONS & AWARDS



Madhusudan Masala

- ISO 9001:2015 ISO 22000:2018 , HACCP
- FSSAI license under Food Safety and Standards Act 2006
- Members of:
 - Spice Board of India
 - APEDA (Agricultural and Processed Food Products Export Development Authority)













Awards:

- Received the ZED Gold Certificate, making us the first spice manufacturer in India to receive this honor in spices category
- Received the To Pride of "HALAR" Award from TOP Facility Management as a leading spice manufacturer.

Vitagreen Products

- ISO 22000:2005, AGMARK
- FSSAI license under Food Safety and Standards Act 2006
- Members of:
 - Spice Board of India & APEDA (Agricultural and Processed Food Products Export Development Authority)
 - Members of Rajkot Chamber of Commerce & Industry











CSR ACTIVITIES



Beyond business, we remain committed to serving society through our Corporate Social Responsibility (CSR) initiatives. In FY25, we donated an "Antim Yatra Bus" to Jamnagar Adarsh Smash Samiti, 2nd BUS, for cremation services Jamnagar. These initiatives are a small part of our broader commitment to giving back to the community and making a positive impact on society.







THANK YOU

Madhusudan Masala limited

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