

Patanjali Foods Limited

Investor Presentation

Q1 FY 2025-26



PATANJALI[®]

For a wholesome Life

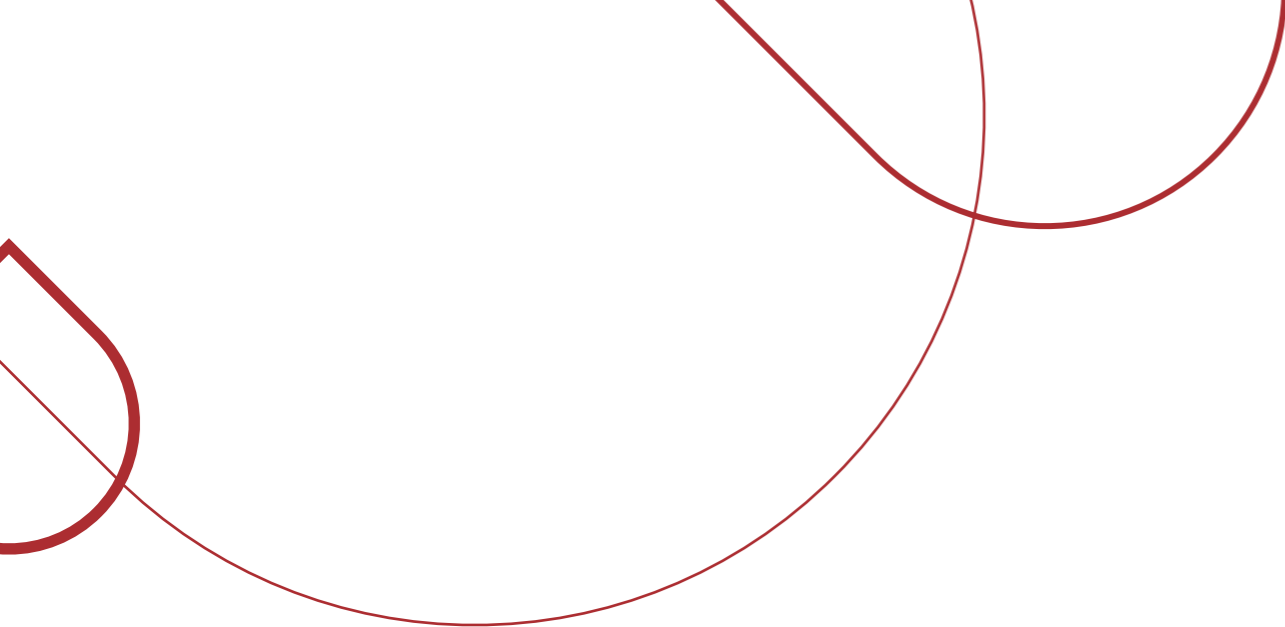
The advertisement features a portrait of a man and a woman in the top left corner. The Patanjali logo is in the top right. The central text reads "For a wholesome Life". The bottom section displays a variety of Patanjali products, including Nutrela, Honey, Chyawanprash, Cow's Ghee, Mustard Oil, Red Chilli Powder, Turmeric Powder, Coriander Powder, Dant Kanti, and Berry Splash Shower Gel.

Safe Harbour

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Standalone Performance Highlights Q1FY26



For a wholesome *Life*



Executive Summary – Q1FY26

24.00% of YoY growth in Revenue from Operations.

25.56% of Revenue from Operations came from Food & other FMCG, and Home and Personal Care (HPC) segments.

HPC Segment contributed 7.10% to the revenues with EBITDA Margins at 18.70%.

Continued expansion in the Oil Palm Plantation Segment : 92,133 hectares as of 30th June 2025.

Continued focus on brand building and advertisement & promotions: ₹64.47 Cr.

Despite falling inflation, demand scenario during the quarter remained subdued; rural outpaced urban; green shoots were visible in urban demand towards end of Q1FY26.

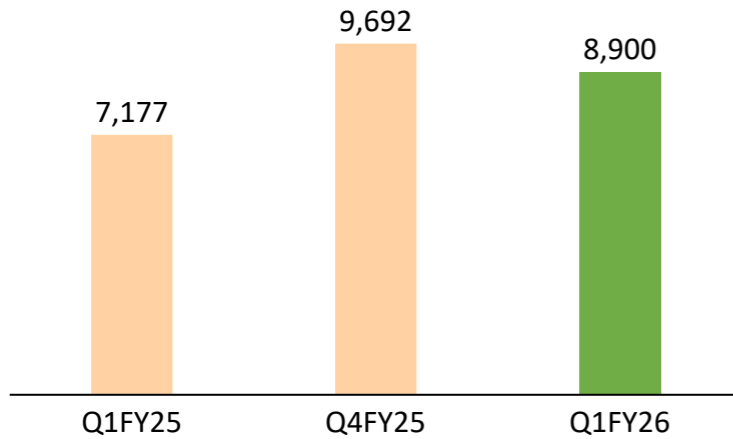
Effective May 31, 2025, basic customs duty on crude palm, sunflower, and soybean oils dropped to 10%. This impacted the edible oil demand in Q1FY26.



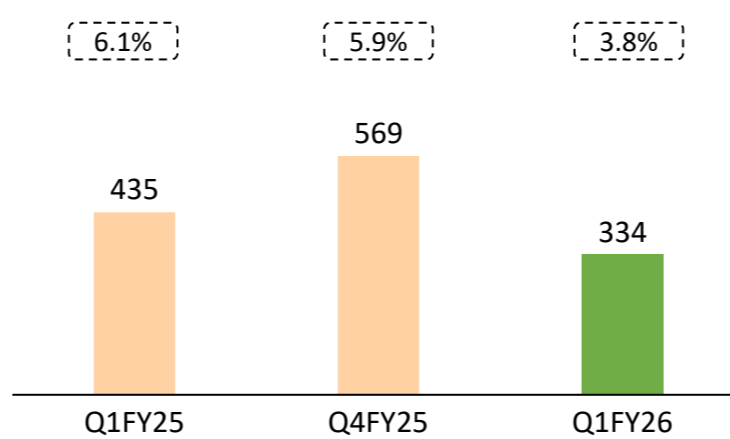
Q1FY26 Performance Highlights

Amount in ₹Cr
Margins

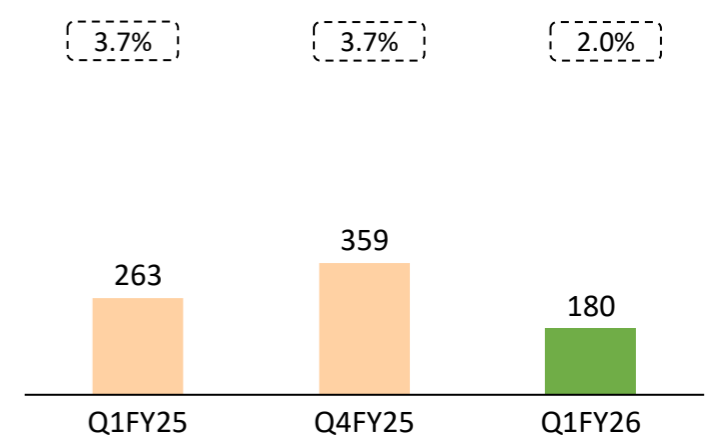
Revenue from Operations



Total EBITDA



PAT

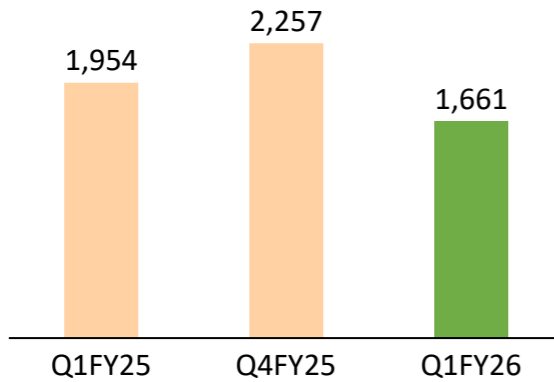


- Total Income of ₹8,912.69 Cr in Q1FY26, marking a 23.75% YoY increase from ₹7,202.36 Cr in the same quarter last year.
- Gross profit for the quarter stood at ₹1,259.19 Cr with a margin of 14.13%. It registered a YoY growth of 23.81%.
- During the quarter, there was an increase in other expenses, primarily on account of the ad spends. During the quarter, the A&P spends stood at ₹ 64.47 Cr and accounted for 0.72% of revenue from operations.
- ₹39.34 Cr in export revenues was achieved in Q1FY26, with the Company's footprint in 27 countries. HPC segment products were exported to 9 countries.
- In the Food and Other FMCG segment, Company's products continue to generate demand in the overseas market leading to export to 16 countries in the current quarter with Ghee, Biscuit, Juices, Textured Soya Protein, Staples and registering continued demand.
- The revenue from the Wind Turbine Power Generation segment was ₹ 11.87 Cr on account of increased generation registered during the current quarter.

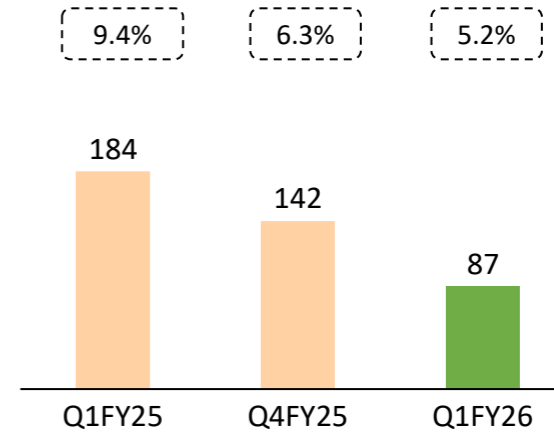
Q1FY26 Food & Other FMCG Highlights (1/2)

Amount in ₹Cr
Margins

Revenue



EBITDA



- The overall FMCG demand environment remained subdued during the quarter. Rural demand continued to outpace urban demand, though urban markets showed early signs of recovery towards the end of Q1FY26.
- This segment accounted for 18.46% of the Revenue from Operations (before giving impact of Inter Segment Revenue).
- In spite of the challenging scenario of tepid overall market demand and various government welfare initiatives segment generated ₹ 86.83 cr. in EBITDA for the quarter.
- Raw material costs, showed signs of easing towards the quarter end. This should support margins in the upcoming quarters.
- In Q1FY26, the Company recorded ₹139.69 Cr in TSP sales & quarterly revenue of ₹616.05 Cr in consumer staples.
- Re-engineered pack sizes across categories to align with shrinking consumer wallet.



Q1FY26 Food & Other FMCG Highlights (2/2)

Biscuits & Confectionery

- Revenue contribution from Biscuits & Confectionery for the quarter stood at ₹451.40 Cr. This marked 5.90% growth sequentially and 8.24% YoY growth.
- Segment delivered an improved EBITDA margin during the quarter.
- Over the last few months, the prices of various raw material like wheat and oil have started to get subdued. Benefit of the same is likely to be seen in upcoming quarters.
- The Company's ₹1,000 Cr * brand in the biscuits category, 'Doodh', registered sales of ₹ 304 Cr in Q1FY26, registering a 15% YoY growth.
- The 'Nariyal' brand biscuits saw continued momentum, contributing significantly to overall sales



Nutraceuticals

- Revenues reached ₹17.31 Cr in Q1FY26, YoY growth of 37.60%
- Nutraceuticals has turned EBITDA positive on back of various initiatives taken such as rationalization of Manpower, focus on E-Com and D2C channel and leveraging our own Mega stores.



* FY 2024-25 revenue

Key New Launches and Premiumization

- Launched new range of medicated juices – Diabetic care, Cholesterol Care, Ortho Care.
- Strong traction, especially across Patanjali Mega Stores and Trade.
- Category opens a scalable innovation platform with 10–12 upcoming SKUs focusing on holistic body wellness.
- Positioned to unlock growth in urban preventive health and nutraceutical segments.



- Focusing on premiumising the Dant kanti portfolio by scaling saliency of Dantkanti Advanced, Sensitive, Aloe Vera, Red, Medicated Gel, and Toothbrushes.
- Potential to strengthen the competitive edge in the oral care segment under a strong umbrella brand play.



Q1FY26 HPC Highlights

Revenue

₹ 639.02 Cr

EBITDA

₹ 119.50 Cr



Personal Care



Home Care



Dental Care

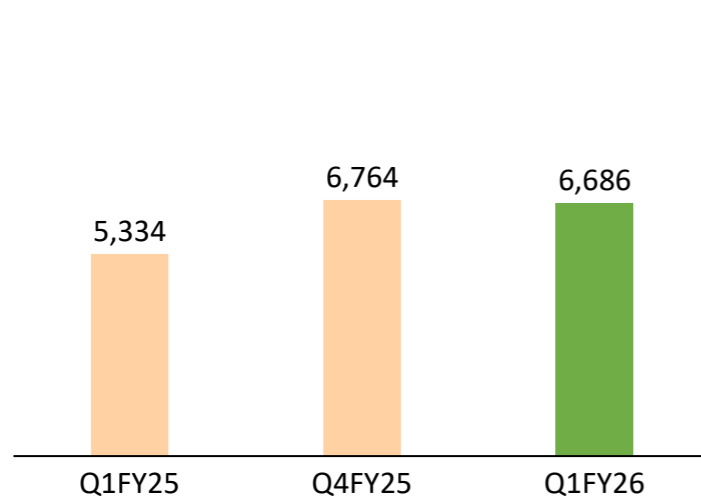


- HPC segment contributed 7.10% to the revenue from operations (Before giving impact of inter segment revenue)
- Within category, Dental Care generated revenue of ₹332.18 Cr, followed by Skin Care at ₹157.21 Cr and Home Care at ₹91.61 Cr the remaining revenue was contributed by Hair Care and other products.
- The EBITDA grew by 4.19% in Q1FY26. It stood at ₹114.69 Cr (Margin of 15.74%) in Q4FY25.

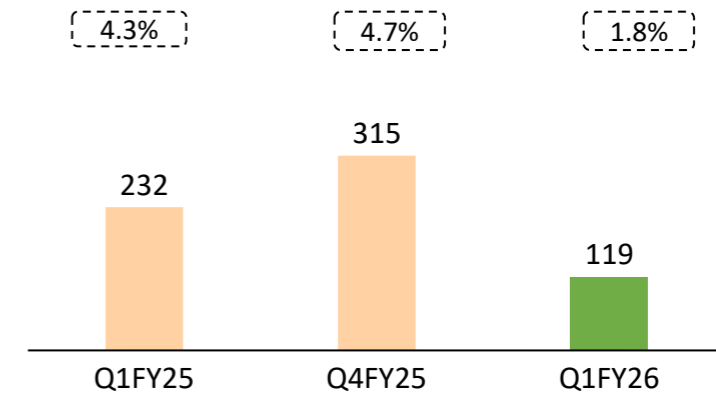
Q1FY26 Edible Oil Highlights

Amount in ₹Cr
Margins

Revenue



EBITDA

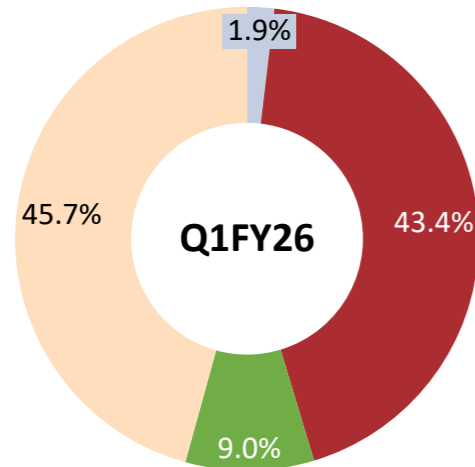
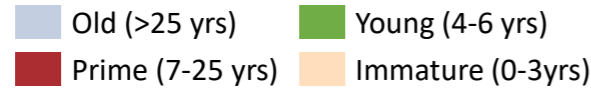


- Branded edible oil sales contributed around 72% of the total edible oil.
- During the quarter, palm oil prices dropped below soya and sunflower oils. The duty cut further pushed prices down, increasing demand for palm oil but impacting margins, especially for high-value blended oils.
- Branded Mustard Oil and sunflower oil registered exponential growth sequentially, followed by double digit growth on Y-o-Y basis. The company is reaping the benefits of aggressive brand promotion at the regional and national level along with focused expansion on distribution reach.
- Branded Edible Oil and Derivative Products are exported to various countries and company is aggressively focusing towards expanding its export market.
- Institutional sales including HoReCa continues to register strong momentum in domestic markets.



Oil Palm Plantation Highlights

Age Profiling of Oil Plantation



Majority of current plantation falls in High yielding age group.

92,133 hectares Plantation Area

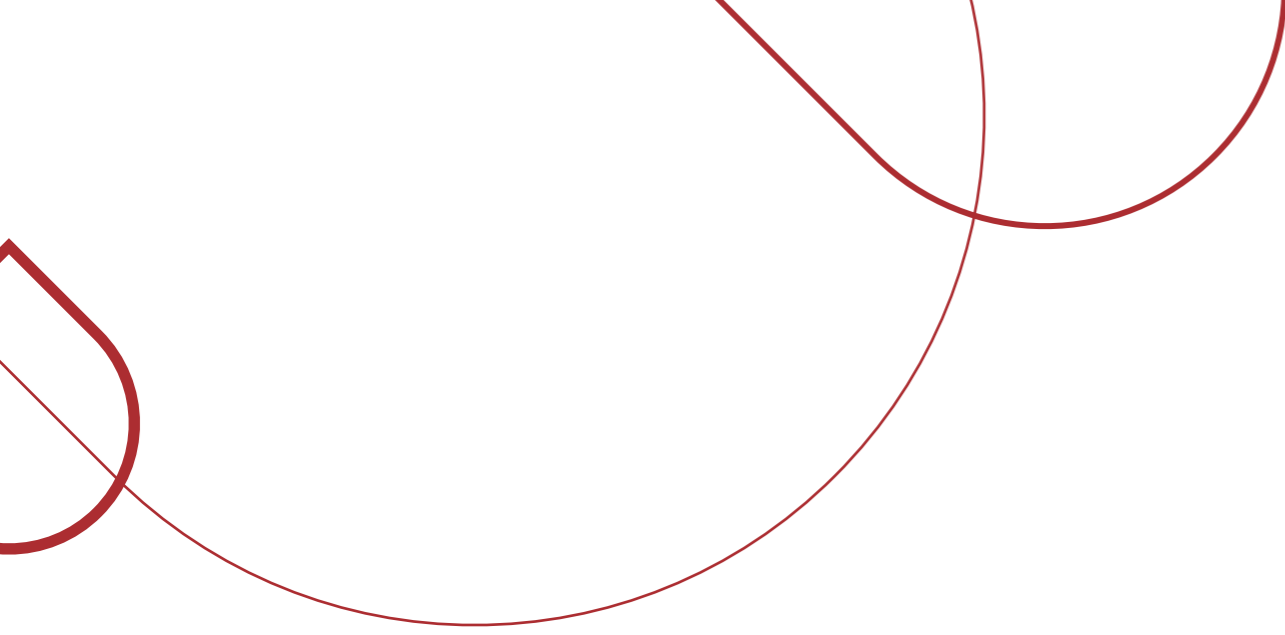
6.63 lakh hectares Total allocated area

Growth Drivers for the segment

- MoU signed with 12 state governments.
- Establishment of company-owned seed gardens.
- Establishment of Mills in Mizoram, Karnataka and Telangana.
- Long-term Annuity business with high-margin returns.
- Support backward integration.



The company had established 175 FFB collection centers and Farmer Information Centers and 48 nurseries as of June 30, 2025, supporting its oil palm business in partnership with ~66,000 farmers.



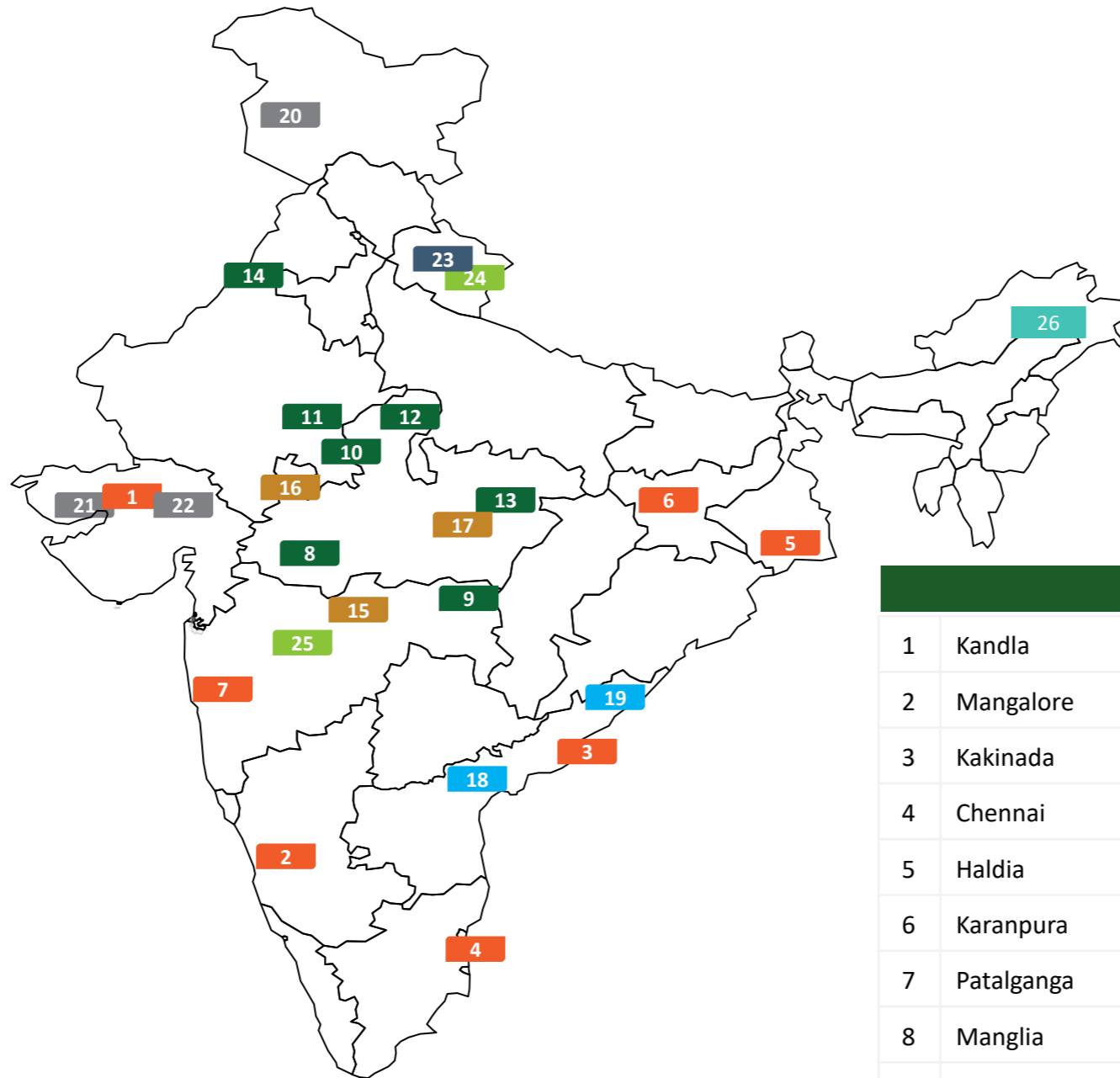
Annexures

PATANJALI[®]

For a wholesome *Life*

The advertisement displays a variety of Patanjali products. On the left, there is a jar of Honey (1 kg) and a box of Nutrela. In the center, a large red jug of Mustard Oil is prominent, with a box of Cow's Ghee (1 L) next to it. To the right, there are boxes of Dant Kanti, Red Chilli Powder, Turmeric Powder, and Coriander Powder. On the far right, a bottle of Berry Splash Shower Gel is shown. The background is a light beige color with a subtle pattern.

Manufacturing Locations



- Refinery 7 ■
- Integrated 7 ■
- Seed Crushing 3 ■
- Palm Crushing 3 ■
- Biscuits 1 ■
- Food 2 ■
- Others 3 ■

Manufacturing locations across India					
1	Kandla	10	Baran	19	Peddapuram
2	Mangalore	11	Kota, Bundi	20	Jammu
3	Kakinada	12	Guna	21	Bhuvad
4	Chennai	13	Gadarwara	22	Kandla (Oleochem)
5	Haldia	14	Shri Ganganagar	23	Bhagwanpur
6	Karanpura	15	Washim	24	Padartha, Haridwar
7	Patalganga	16	Daloda	25	Newasa
8	Manglia	17	Ranipiparia	26	Niglok
9	Nagpur	18	Ampapuram		

Distribution Network

Principal forte – Omni channel distribution network

Q1FY26 - PFL Distribution

84	Super Distributors
413	Mega Stores
~8,000	Distributors
1,063	Chikitsalaya
3,976	Arogya Kendra & Grameen Arogya Kendra
~2 Mn+	Retail Touchpoints

Exports

- Exports to 27 countries – Q1FY26 booked revenue of ₹39.34 Cr.
- Channel for branded products – Food and Other FMCG incl. Biscuits , Home and Personal Care.

E-Commerce & D2C

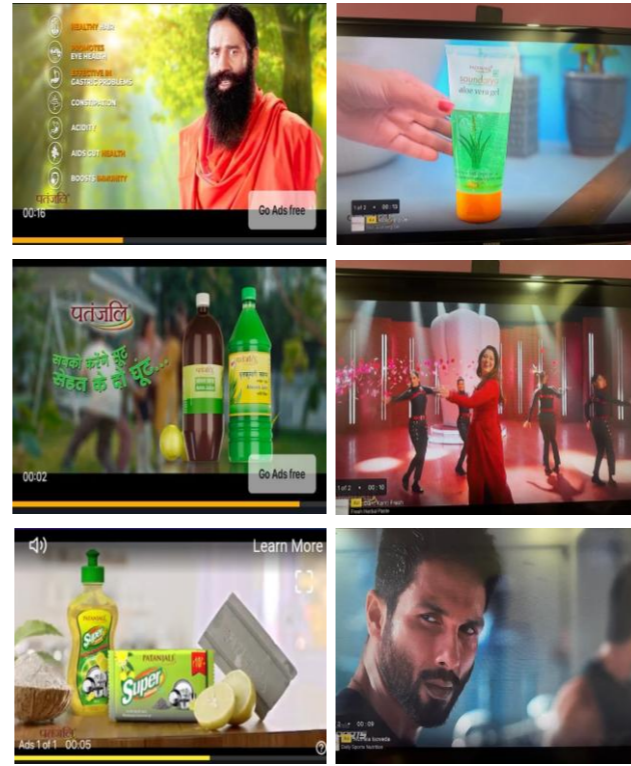
- Presence on leading eCommerce platforms.
- E-Stores for Company products.

Marketing Activities

Brand Engagement & Consumer Connect



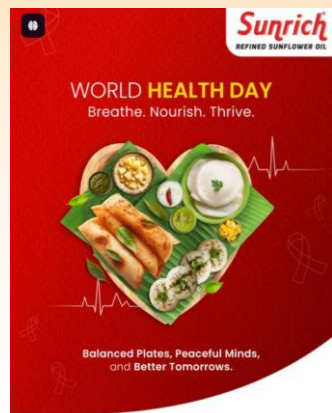
OTT & CTV Ads



Social Media Promotions



Driving Engagement Through Digital Platforms



Awards

Ms. Megha Kaushik, CSCF, Head of Supply Chain Finance at Patanjali Foods, has been honored with the **"Pioneering Excellence in Digital Supply Chain Finance"** award at the Superwomen Empowering Supply Chains Conference and Excellence Awards.



Received global recognition at The Asset Triple A Treasurise Awards 2025, held in Hong Kong on May 21st, 2025. Our Treasury Team secured three international awards, marking a significant accomplishment for our organization:

- **Best CFO of the Year (FMCG) – Mr. Kumar Rajesh, CFO at Patanjali Foods.**
- **Treasury Team of the Year (FMCG) – Mr. Priyendu Jha, VP & Head, Treasury Management, Ms. Megha Kaushik, CSCF, General Manager- Head - Supply Chain Finance, and Team.**
- **Best Liquidity & Investments Solution – Mr. Priyendu Jha & Team.**
- **Mr. Priyendu Jha, VP & Head – Treasury Management, has been awarded “Best in Class Treasury – India 2025” by the globally renowned Treasury Management International (TMI), presented in March 2025 in Belgium.**



Patanjali Foods Limited received recognition at the Madhya Pradesh Leadership Awards 2025. Awards received:

- **Best-in-Class Employer of the Year – Manufacturing Sector**
- **Best Employer Brand Award 2025**



Madhya Pradesh Leadership Awards 2025:

- **COO of the Year - Dr. Sanjeevv Khanna, Author, Coach, TedX Speaker, CXO**
- **HR Leader of the Year - Mr. Mahesh Kumar Patwari**
- **Excellence in Information Technology - Mr. Ravi Shankar Srivastava**
- **Excellence in Supply Chain & Logistics Management - Mr. Ram Kumar Maheshwari**



Thank You



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