

Patanjali Foods Limited

Investor Presentation

Q2FY26 and H1FY26



PATANJALI[®]

For a wholesome Life

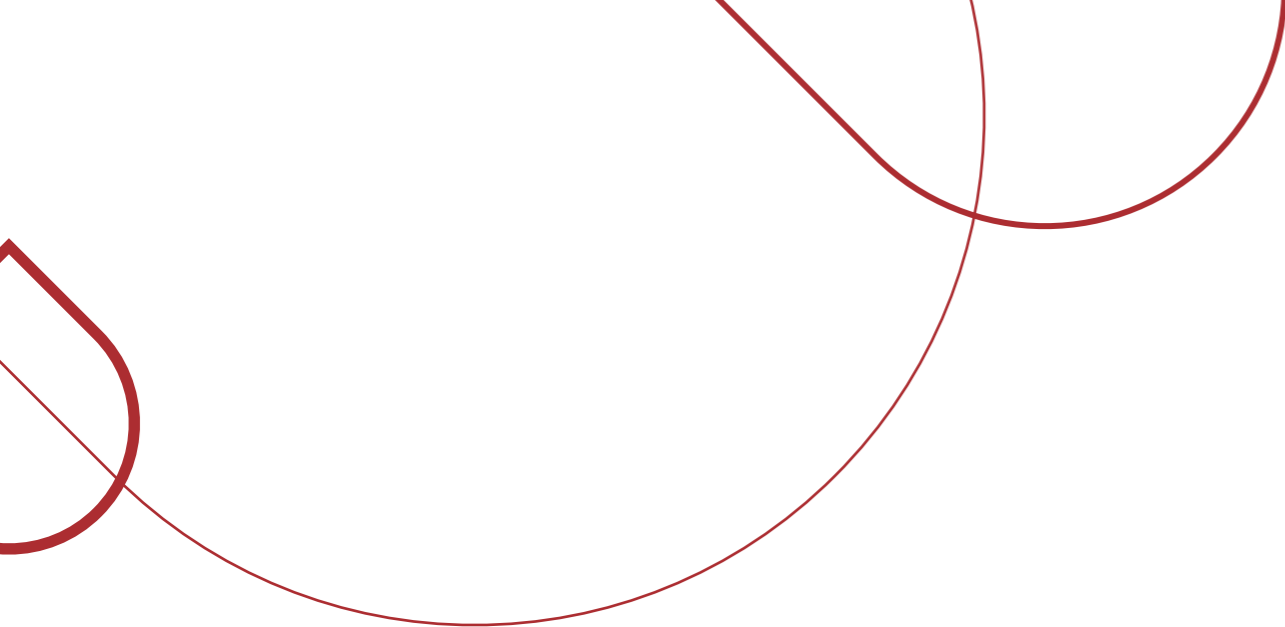
The advertisement features a collection of Patanjali products. On the left, there is a jar of Honey (1 kg) and a bottle of Nutrela. In the center, there is a large red jug of Mustard Oil and a box of Cow's Ghee. On the right, there are several boxes of Dant Kanti, a box of 100% Atta, a box of Poodh, a box of Red Chilli Powder, a box of Turmeric Powder, a box of Coriander Powder, and a bottle of Berry Splash Shower Gel. The background is a light beige color with a large red swoosh on the left side.

Safe Harbour

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Standalone Performance Highlights



PATANJALI[®]

For a wholesome *Life*

The advertisement features a portrait of two men, one with a long beard, in the top left. Below them, the text 'For a wholesome Life' is displayed, with 'Life' in a cursive font. At the bottom, a variety of Patanjali products are shown, including:

- Nutrela (Kachi Chemi Mustard Oil)
- Patanjali Super (Mustard Oil)
- Patanjali Honey (1 kg)
- Patanjali Chyawanprash
- Patanjali Cow's Ghee (1 L)
- Patanjali Mustard Oil (1 L)
- Patanjali Daily Active (Mustard Oil)
- Patanjali 100% Atta (Whole Wheat Flour)
- Patanjali Dant Kanti (Tooth Powder)
- Patanjali Red Chilli Powder
- Patanjali Turmeric Powder
- Patanjali Coriander Powder
- Patanjali Berry Splash Shower Gel

Executive Summary

Recorded the Strongest Ever Quarterly and Half Yearly performance in terms of revenue and profitability.

Revenue from Operations stood at ₹ 9,798.84 Cr. in Q2FY26.

Reclassified the segment as “FMCG” to include Food & FMCG and HPC business.

In Q2FY26, FMCG segment contributed 29.44% from Revenue from Operations (excluding inter-segment revenue) with EBITDA margins at 12.28%.

With continued expansion in the Oil Palm Plantation Segment, area under cultivation crossed 1 lakh hectares in September 2025.

In Q2FY26, the A&P spends accounted for ~2% of revenue from operations.

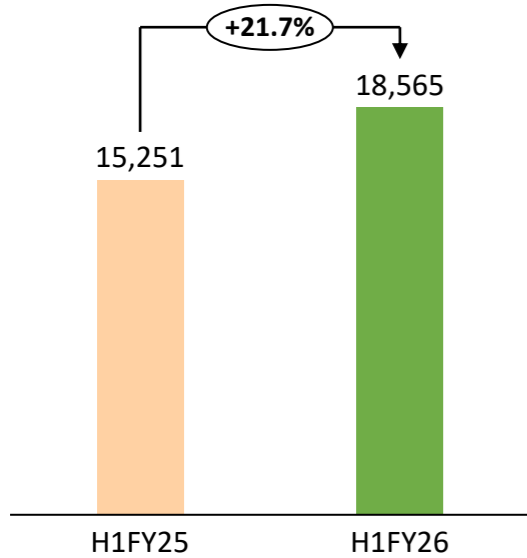
With the revised GST rates, ~55% of FMCG portfolio is expected to benefit positively due to reduction in GST.



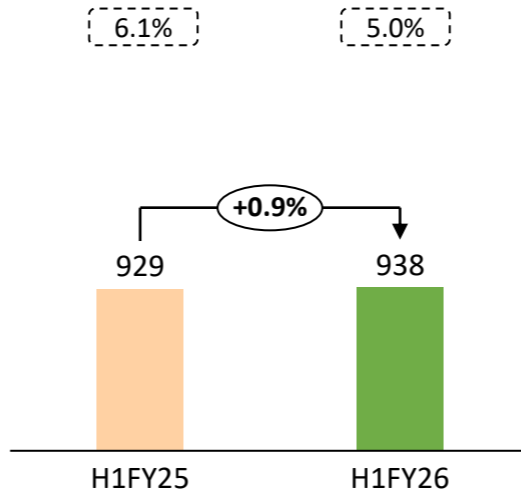
H1FY26 Performance Highlights

Amount in ₹ Cr.
Margins

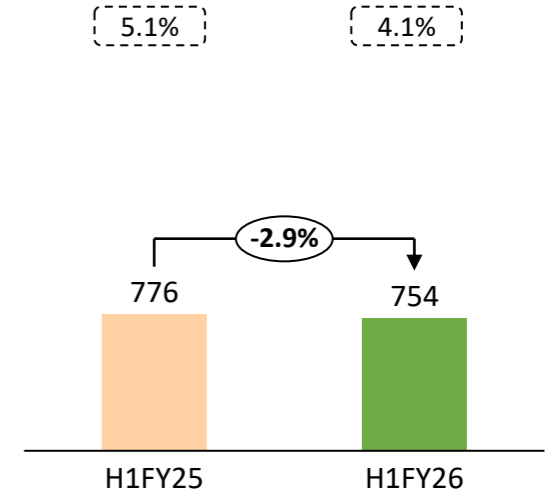
Revenue from Operations



Total EBITDA



PBT

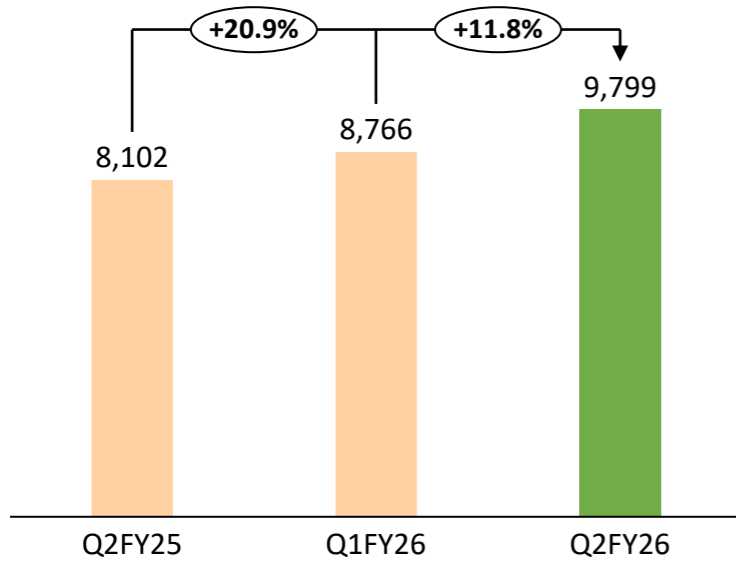


- Recorded the best ever half-yearly revenue from operations.
- Total income, including other income, stood at ₹ 18,629.08 Cr. as against ₹ 15,307.56 Cr. in corresponding period last year.
- The operating EBITDA was ₹ 873.28 Cr. vs ₹ 872.54 Cr. in H1FY25.
- The company is present in 35 countries with export turnover at ₹ 91.03 Cr.
- The Wind Turbine Power Generation segment revenues in H1FY26 stood at ₹ 25.20 Cr. The company fulfills ~22% of its energy requirements from renewable sources.

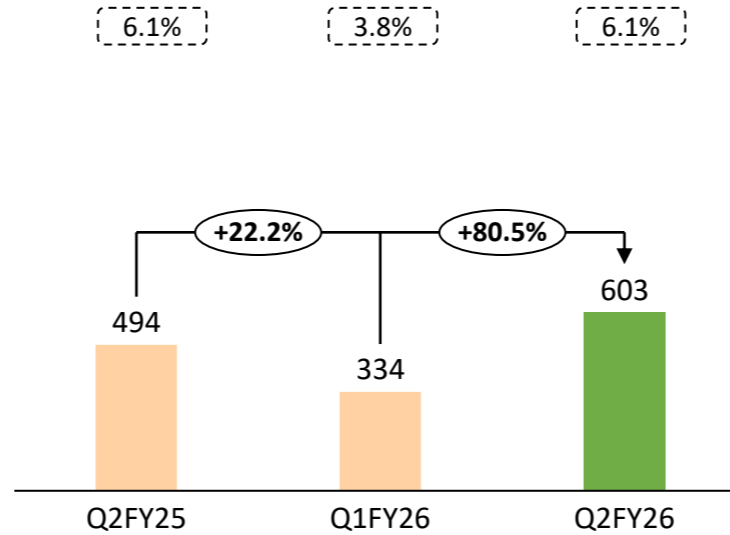
Q2FY26 Performance Highlights

Amount in ₹Cr.
Margins

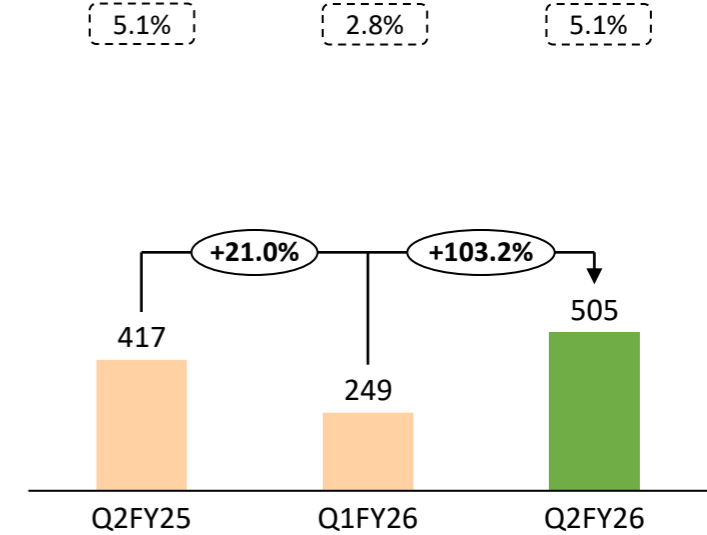
Revenue from Operations



Total EBITDA



PBT

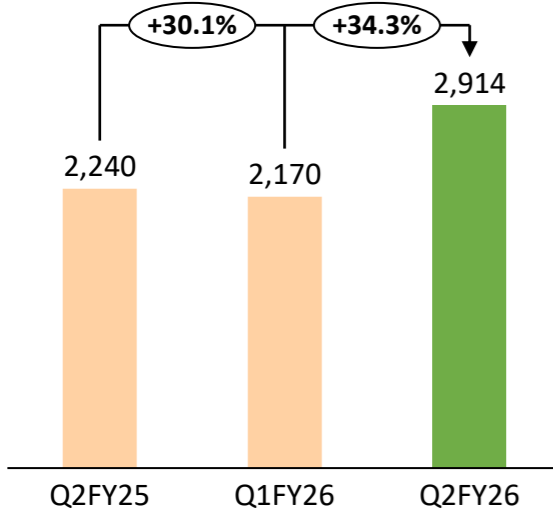


- Best ever quarterly revenue from operations and various profitability metrics.
- Total Income was ₹ 9,850.07 Cr. in Q2FY26, vs ₹ 8,132.77 Cr. in Q2FY25 and ₹ 8,779.02 Cr. in Q1FY26.
- With a YoY growth of 22.46%, the gross profit for the quarter stood at ₹ 1,502.65 Cr. and the margin was 15.26%.
- The quarterly operating EBITDA was ₹ 552.09 Cr. vis a vis ₹ 462.65 Cr. in Q2FY25 and ₹ 321.19 Cr. in Q1FY26.
- ₹ 51.69 Cr. in export revenues was achieved in Q2FY26.
- The quarterly revenue of the Wind Turbine Power Generation segment was booked at ₹ 13.33 Cr.

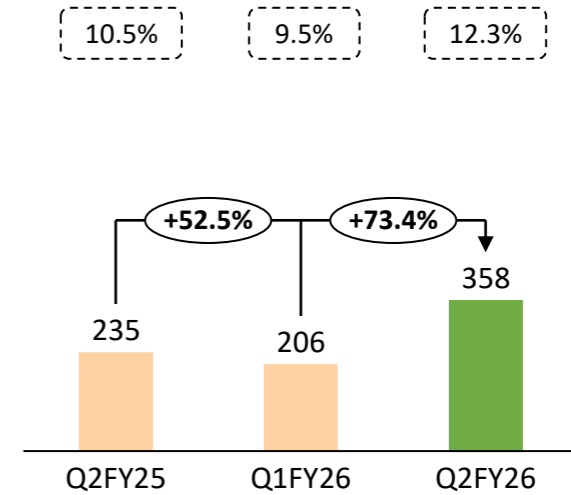
Q2FY26 FMCG Highlights (1/3)

Amount in ₹Cr.
Margins

Revenue



EBITDA



- With the advent of GST rate rationalization, nearly 55% of the segment's portfolio is benefited.
- In Q2FY26, the rural demand continued to outpace the urban demand. Towards the end of quarter, there were early sign of recovery in urban demand.
- In line with the growth strategy, the Food & Other FMCG segment got reclassified to "FMCG" segment in Q2FY26. It also includes HPC segment. The HPC Segment was integrated in the company w.e.f. 01st November 2024.
- In H1FY26, the FMCG segmental revenues were at ₹ 5,084.03 Cr. and the EBITDA margin was 11.10%. The corresponding figures for H1FY25 was ₹ 4,173.53 Cr. with 10.03% EBITDA margin.
- In H1FY26, FMCG segment collectively accounted for 27.10% of revenue from operations (excl. inter-segment revenue)



Q2FY26 FMCG Highlights (2/3)

Biscuits & Confectionary

- Q2FY26 was the highest ever performance by the category.
- Revenue for Q2FY26 stood at ₹ 499.91 Cr. with a YoY growth of 16.47%. The EBITDA margin for biscuits was 9.79%.
- The price of wheat remained elevated on both a YoY and sequential basis. On a YoY basis, sugar prices were also higher.
- ‘Doodh’ and ‘Nariyal’ brand biscuits continued its strong performance in Q2FY26.
- The Company’s ₹ 1,000 Cr.* brand in the biscuits category, ‘Doodh’, registered sales of ₹ 360.51 Cr. in Q2FY26.
- In H1FY26, the revenue for this category was ₹ 939.81 Cr.



Nutraceuticals

- In Q2FY26, the revenues were ₹ 13.45 Cr.
- Products launches in last few quarters added to incremental growth of the segment along with the existing portfolio sustaining steady performance.
- Enhanced D2C and e-commerce presence continued to boost revenues.
- Recently introduced Renal Health Care solutions along with innovative formulations include 300G POW (Spicy Guava and Watermelon Flavors) and Pre-workout 300G.
- In H1FY26, the revenue stood at ₹ 28.60 Cr.



* FY 2024-25 revenue

Q2FY26 FMCG Highlights (3/3)

Dental Care, Home Care and Personal Care

- The Dental Care sales for Q2FY26 were ₹ 395.01 Cr. and for H1FY26 it was ₹ 727.19 Cr.
- In Q2FY26, the Skin Care category clocked in revenues of ₹ 163.07 Cr. and in H1FY26 it amounted to ₹ 320.28 Cr.
- The Home Care category had sales of ₹ 84.63 Cr. in Q2FY26. The category reported sales of ₹ 176.24 Cr. in H1FY26.



Others

- Cow Ghee posted a strong QoQ growth of 74.14% and amounted to ₹ 447.51 Cr.
- The sales of Honey crossed ₹ 100 Cr. milestone in Q2FY26.
- In Q2FY26, the Company had sales of Textured Soya Products amounting to ₹ 159.42 Cr.
- Dry Fruits, Spices & Condiments had healthy demand due to festive period.
- The sales of consumer staples for Q2FY26 was ₹ 937.68 Cr.



Key New Launches and Premiumization

Saffron Kesar



Introduced as a premium variant within the Kesar portfolio to strengthen presence in the high-value saffron segment.

Roasted Dalia



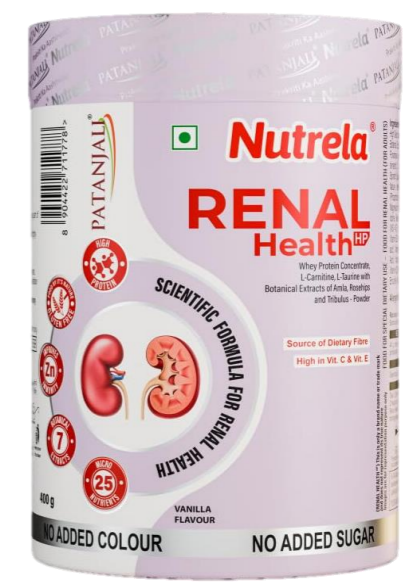
Entered the growing segment of roasted and ready-to-cook breakfast foods

Cow Ghee 900ml



Introduced 900ml ghee pack to bring saliency and improve price accessibility.

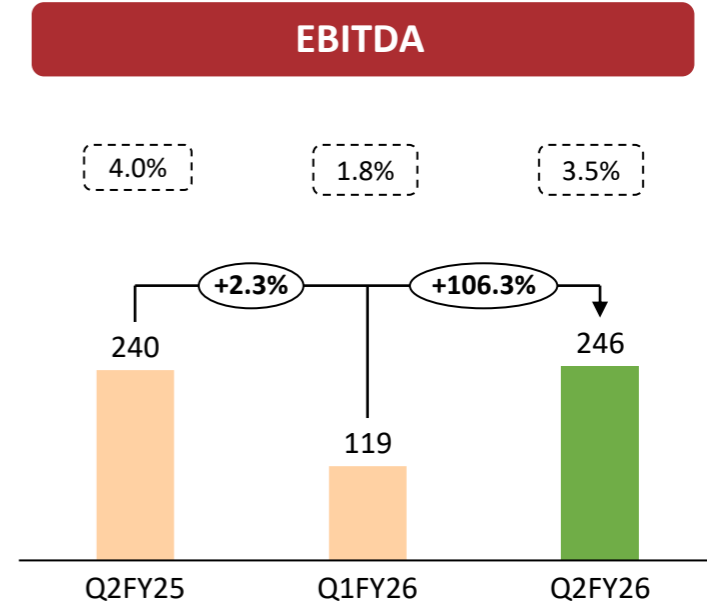
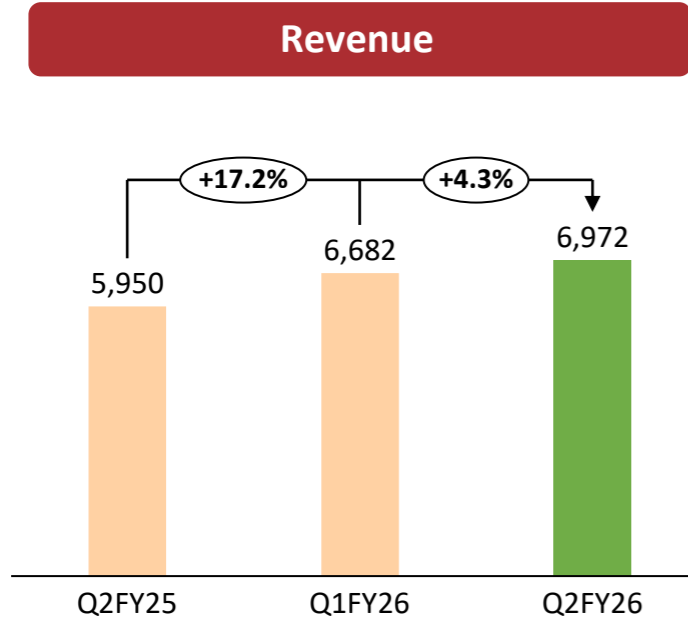
Renal Health Care



Introduced Renal Health Care Powder to diversify the portfolio

Q2FY26 Edible Oil Highlights

Amount in ₹Cr.
Margins

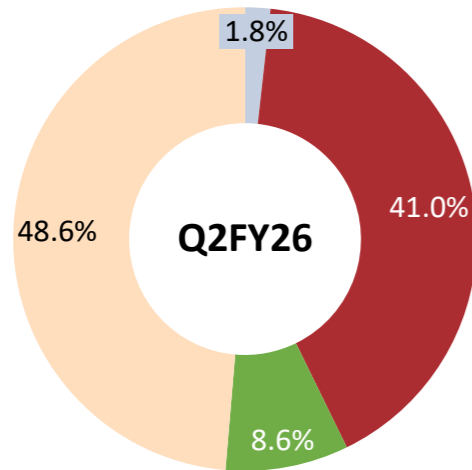


- Growth momentum supported by intensified brand-building initiatives and continued distribution expansion across key regions, amongst other reasons.
- In Q2FY26, the branded edible oil sales contributed ~76% of the total edible oil sales. Branded products like Ruchi Gold, Mahakosh, and Sunrich posted impressive sales with double-digit YoY growth.
- Within the domestic market strong momentum persisted in institutional sales, including the HoReCa segment.
- During the quarter, palm oil prices increased on a YoY basis by 35% and a modest growth on sequential basis. This led to increase in demand for other edible oil such as Soyabean Oil and Mustard Oil.
- In H1FY26, the segment delivered ₹ 13,653.72 Cr. in revenue with an EBITDA margin of 2.67%.



Oil Palm Plantation Highlights

Age Profiling of Oil Plantation



Majority of current plantation falls in High yielding age group.

1,00,997 hectares Plantation Area

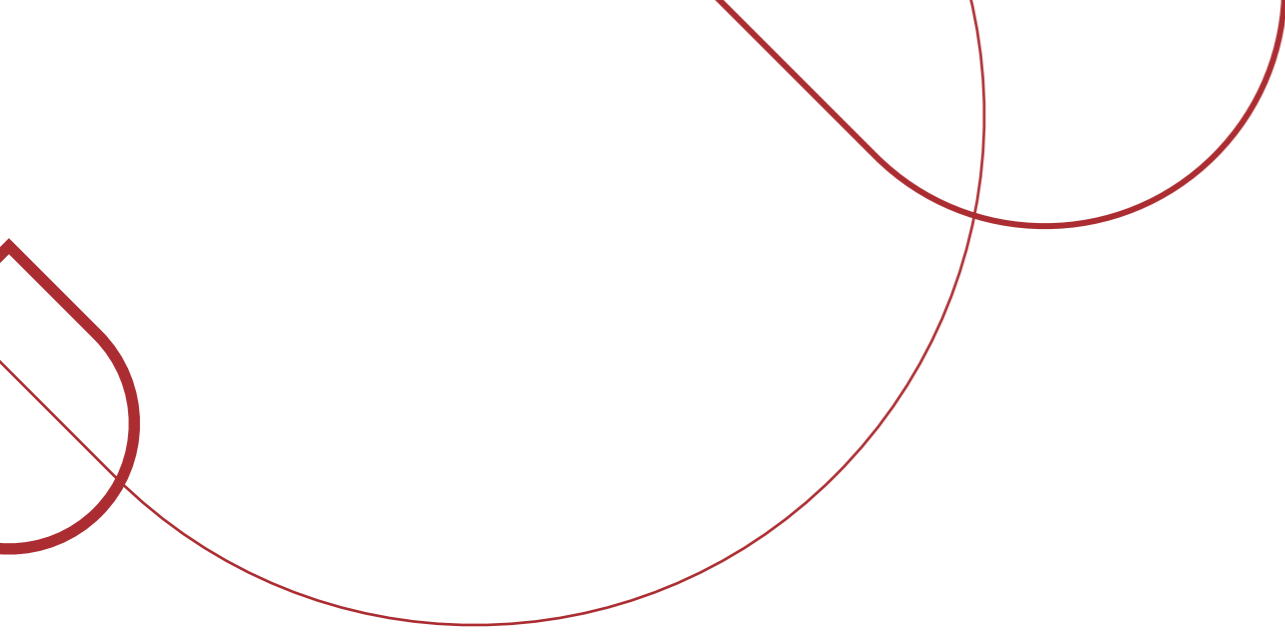
6.63 lakh hectares Total allocated area

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 193 FFB collection centers and Farmer Information Centers and 49 nurseries as of September 30, 2025, supporting its oil palm business in partnership with ~ 77,160 farmers.



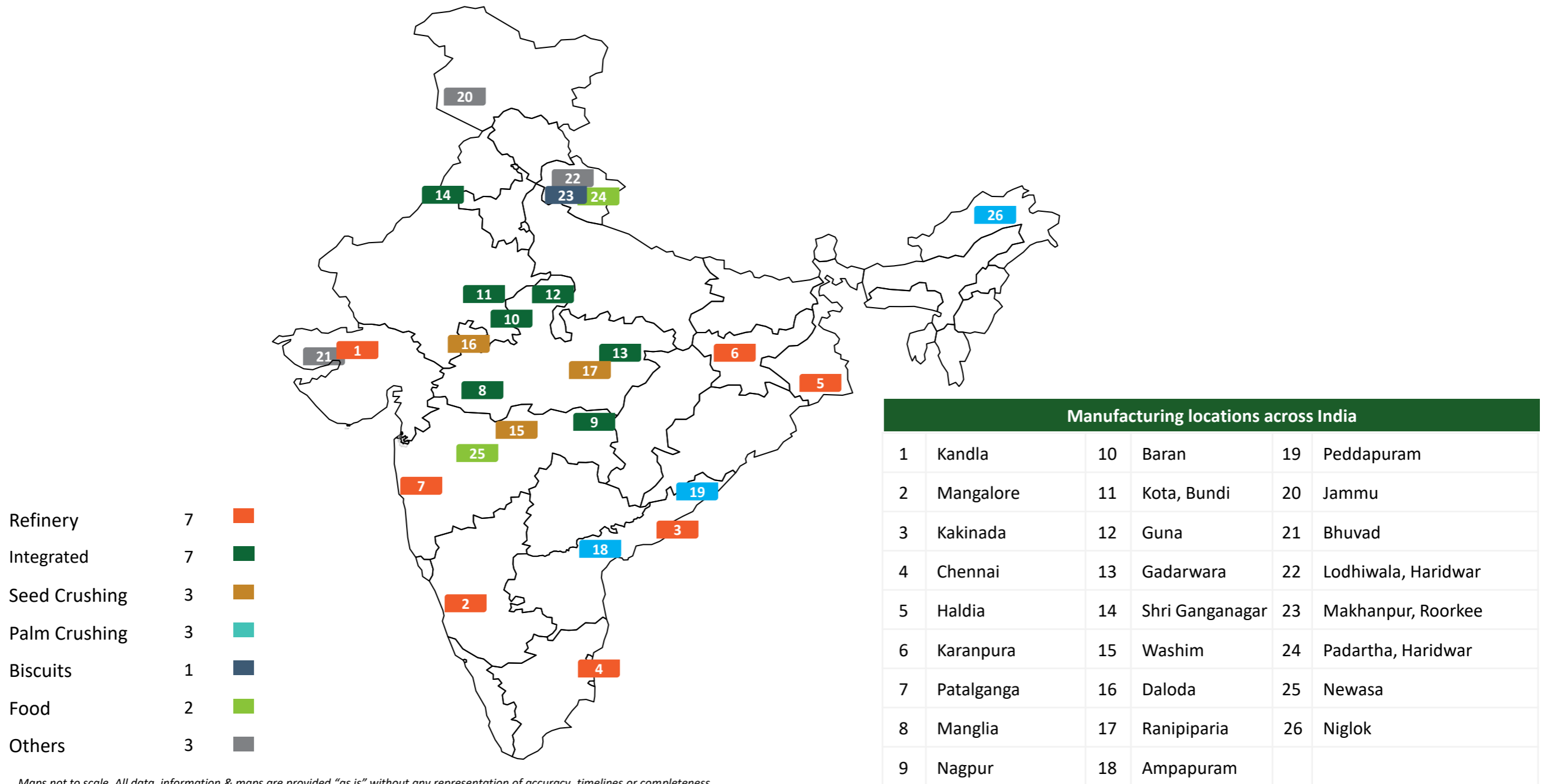
Annexures

PATANJALI[®]

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The advertisement displays a variety of Patanjali products. On the left, there is a 1 kg jar of Honey and a 1 kg jar of Chyawanprash. In the center, there is a 1 L (905 g at 45°C) box of Cow's Ghee and a large red jug of Mustard Oil. On the right, there are several boxes of Dant Kanti (Tooth Powder), a box of Red Chilli Powder, a box of Turmeric Powder, a box of Coriander Powder, and a bottle of Berry Splash Shower Gel. The background is a light beige color with a subtle pattern.

Manufacturing Locations



Maps not to scale. All data, information & maps are provided "as is" without any representation of accuracy, timelines or completeness.

Distribution Network

Principal forte – Omni channel distribution network

Q2FY26 - PFL Distribution

84 Super Distributors

418 Mega Stores

~8,000 Distributors

1,062 Chikitsalaya

3,978 Arogya Kendra &
Grameen Arogya Kendra

~2 Mn+ Retail Touchpoints

Exports

- Exports to 23 countries – Q2FY26 booked revenue of ₹ 51.69 Cr.
- Export grew on YoY and sequential basis.

E-Commerce & D2C

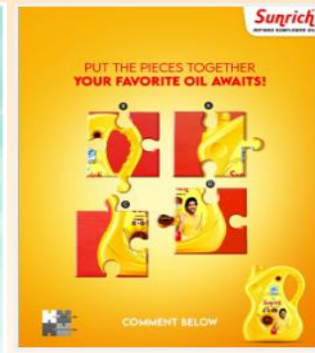
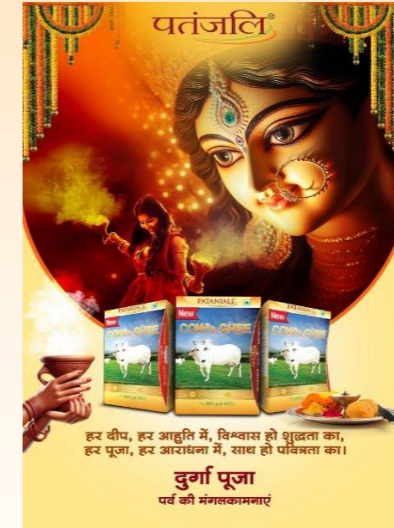
- Presence on leading eCommerce platforms.
- E-Stores for Company products.

Marketing Activities

Brand Engagement & Consumer Connect

OTT & CTV Ads

Driving Engagement Through Digital Platforms



Sustainability Endeavors

Renewable Energy Use

~20% improvement in use of renewable energy in FY25

Scope 1 Emissions

Reduced by ~7% in FY25

Scope 2 Emissions

Reduced by ~4% in FY25

Biodiversity

Intercropping oil palm with vegetables, fruits and high-value crops enhances farmers' income while supporting biodiversity



Recent Development

Received the prestigious **Authorized Economic Operator (AEO) Tier-2 Certification** by the **World Customs Organization (WCO)** and the Indian Customs Department, Ministry of Finance (Government of India) - for demonstrating exceptional supply chain security and transparency



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Main Paper Nagpur | 2023.08.19 | Page: 9
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Patanjali gets international-level Authorised Economic Operator Tier-2 certificate

NEW DELHI, Aug 18 (ANI) - COINCIDING with the 78th anniversary of the country's independence, Patanjali Foods Limited, which has become a symbol of trust in every household of India, has added another golden chapter to the history of Swadeshi. The World Customs Organisation (WCO) and the Ministry of Finance, Government of India - Indian Customs have awarded Patanjali the AEO (Authorized Economic Operator) Tier-2 certificate, as per a company statement Monday.

According to the company, this certificate symbolises the highest standards of honesty, transparency and supply chain security in global trade. "Only a handful of companies among the top companies of India have this status, and in the FMCG sector, only a few companies have received this prestigious certificate. Now Patanjali's name has been added to this list in golden letters," it added. The company said the certificate is a proof of the quality, integrity, transparent working system and contribution to the national interest of any company. "This certificate further strengthens our resolve to build the nation. This honour is a recognition of our penance, quality and honesty. We promise that we will move ahead at a faster pace on this path of Swadeshe Swachhikam and take 'Bhaai 1 India' to the global summit," Swami Ramdev said.

Acharya Balkrishna said that "This achievement is the result of the collective efforts of the entire Patanjali family, employees and consumer. The AEO Tier-2 certificate is a proof of transparency, quality and international standards of our work."

Presented by: Bhanu Singh

जगमार्ग 19 अगस्त, 2023 **देश-विदेश-अर्थ**

विश्वसनीयता, प्रमाणिकता, गुणवत्ता व प्रतिस्पर्धा में हर दिन नया इतिहास बना रहा है पतंजलि

व्यावसायिक क्षेत्र में उद्योगिता का नया कौतूहल स्थापित किया

स्वामी रामदेव ने दिया संदेश

आज का समय है विश्व स्तर पर विश्वसनीयता, प्रमाणिकता, गुणवत्ता और प्रतिस्पर्धा का समय। पतंजलि ने इन सभी पहलुओं में नया इतिहास बना रहा है।

पतंजलि को विश्व स्तर पर AEO (Authorized Economic Operator) Tier-2 प्रमाणिकता प्रदान की गई है।

यह प्रमाणिकता विश्व स्तर पर विश्वसनीयता, प्रमाणिकता और गुणवत्ता का प्रतीक है।

पतंजलि ने इन सभी पहलुओं में नया इतिहास बना रहा है।

Won the "**Globoil Highest Importer of Palm Oil.**" This accolades highlight Patanjali's leadership in India's fast-growing Edible Oils market.



- Signed a Memorandum of Understanding with the Ministry of Food Processing Industries, with commitment to strengthen India's food processing ecosystem through planned investments of ₹ 1,000 Cr. across multiple states, including Uttarakhand, Uttar Pradesh, Madhya Pradesh, Maharashtra, Karnataka, and Odisha.
- This initiative is expected to create a significant socio-economic impact, with the potential to generate over 2,000 direct and 5,000 indirect jobs, thereby reinforcing inclusive growth in India's food processing sector.



Thank You



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