

PATEL RETAIL LIMITED

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CIN: L52100MH2007PLC171625



TRUST & TOGETHERNESS

Tuesday, June 2, 2026

Ref: PRL/BSE&NSE/2026-2027/12.

To, Department of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 001. Scrip Code: 544487	To, The Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051. Symbol: PATELRMART
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Subject: Intimations under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulation, 2015 -Investor Presentation of Patel Retail Limited ("the Company").

Respected Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulation, 2015, please find enclosed a copy of the Investor Presentation for the financial year ended on **Tuesday, March 31, 2026**.

The said Presentation will be simultaneously posted on the Company's website at <https://patelrpl.in/investor-relations/>

This for information, dissemination and record purpose.

Yours Sincerely,
For Patel Retail Limited

Prasad Ramesh Khopkar
(Company Secretary)

Enclosure: Investor Presentation.



PATEL RETAIL LIMITED

TRUST & TOGETHERNESS

Investor Presentation



Disclaimer

This presentation and the accompanying slides (the Presentation), which have been prepared by **Patel Retail Limited (PRL, Patel Retail, The Company)** solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantee of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks.

The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



Patel Retail Limited, Value Retailing With A Growing Footprint

Patel Retail Limited (PRL) is a fast-growing, value-driven retail and FMCG company with an integrated model spanning, manufacturing(retail), and exports.

The company began its journey in 1990 with a single grocery store in Ambarnath, Maharashtra and has since evolved into one of the most trusted neighborhood supermarket chains across Thane, Raigad and Palghar operating 51 stores with 2,29,158 Sq. Ft. of retail space.

PRL's cluster-based retail expansion, strong private-label portfolio, and backward-integrated manufacturing units in Ambarnath and Kutch have built a competitive moat combining scale, efficiency, and brand recall. Its in-house brands, Patel Fresh, Indian Chaska, Blue Nation, and Patel Essentials, drive higher margins and customer loyalty, while exports to 35+ countries amplify its global reach.

The Company got listed on NSE & BSE on August 2025 with an IPO of ₹ 242.66 Cr.



Note: Number of Stores and Retail Space is as an 31st May,2026



Key Facts & Figures



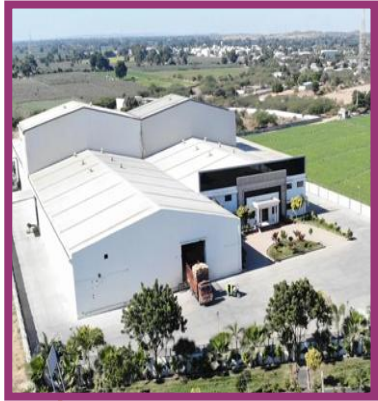
FY26 Financial Highlights



Note: Number of Stores and Retail Space is as an 31st May,2026



PRL's Journey, From Inception To Listing



2024

Achieved **39.7 lakh bill cuts** and retail sales of **₹289.72 Cr**, reflecting strong year-on-year growth.

2025

Accelerated expansion with **9 new stores**, reaching **42 stores by March 2025**; achieved **₹369 Cr retail sales** and **52 lakh bill cuts**.

2026

Added **9 new stores** covering **2,29,158 sq. ft.** area expanding retail network to **51 stores**. Recorded **58 lakh bill cuts**, with **FY26 retail sales of ₹468 Cr** generated from 50 operational stores. Received **DGFT authorization** to export wheat flour and related products, unlocking major international growth channels. Successfully listed on **BSE & NSE on August 26, 2025**.

2022

Established **Agro Processing Cluster** at Dudhai, Kutch, Gujarat.

2019

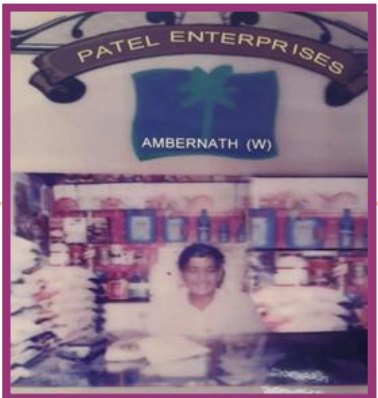
Received **approval from MOFPI** to set up Agro Processing Cluster. Opened **20th Supermarket &** Recognized as **Three Star Export House**.

2014

Set Up **1st Processing Plant** at Dudhai Kutch Gujarat

2022-2023

Recognised as Four Star export house. Expanded exports to **25+ countries** and increased retail base from **30 to 33 stores**



1990

Began retail journey under Patel Enterprises with the first grocery store.

2003

Opened the first supermarket in Ambernath, Maharashtra.

2007-2009

Incorporated Patel Retail Private Limited and commenced export business.

2010

Expanded retail presence across Thane & Raigad, following a **cluster-based expansion model** to build local market dominance.



Board Of Directors & Leadership Team

Board Of Directors



Dhanji Patel

Chairman and
Managing Director
25+ Years Of
Experience



Bechar Patel

Whole Time Director
25+ Years Of
Experience



Hiren Patel

Non Executive Director
10 + Years Of
Experience



Nitin Patil

Independent Director
15 + Years Of
Experience



Yashwant Bhojwani

Independent Director
07+ Years Of
Experience



Harshini Jadhav

Independent Director
25+ Years Of
Experience

Leadership Team



Rahul Patel

Chief Executive Officer
07+ Years Of
Experience



Bharat Patel

Chief Operating Officer
15+ Years Of Experience



Mahesh Patel

Head, Retail Business
15+ Years Of Experience



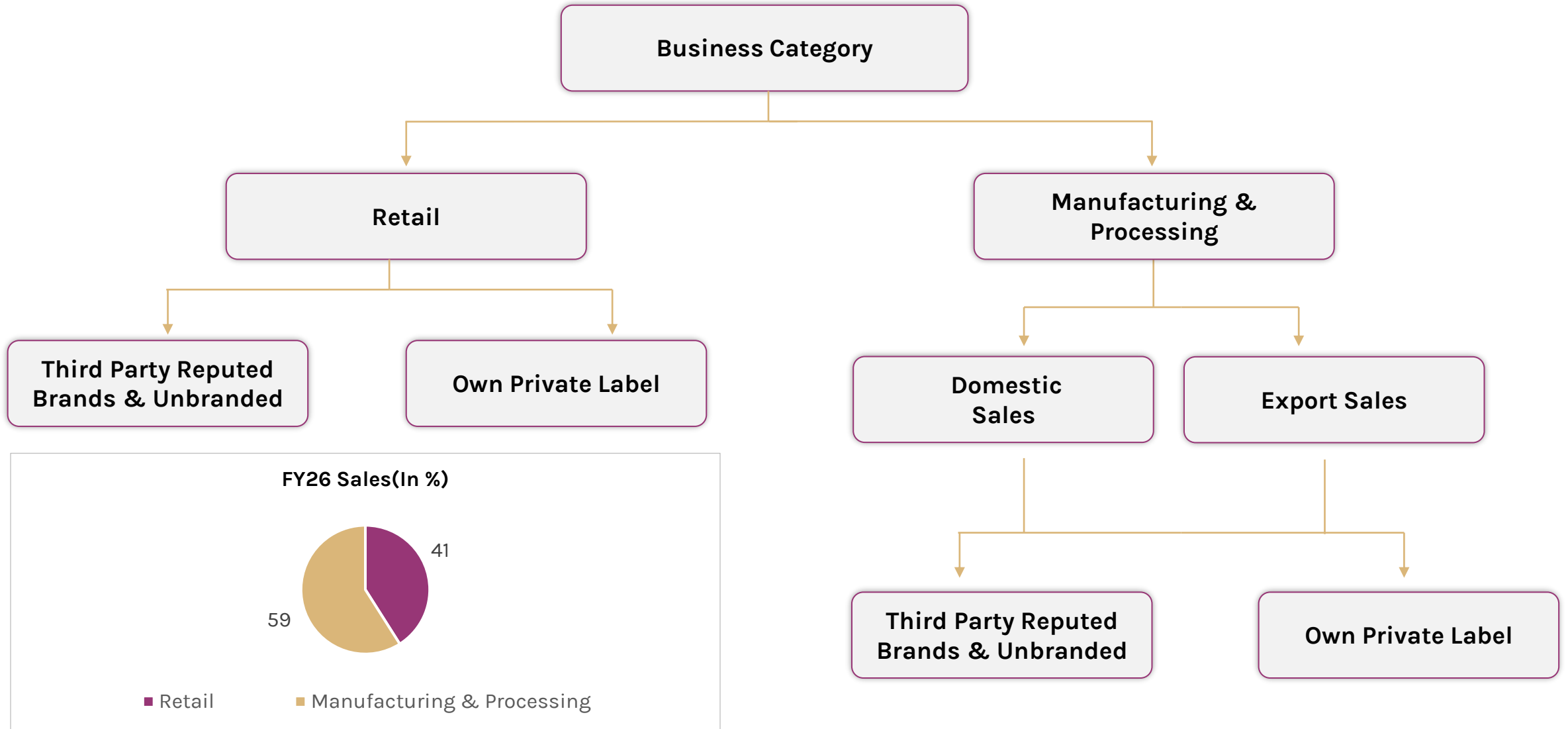
Hitesh Sawlani

Chief Financial Officer
10 + Years Of
Experience



Diversified Business Model: Balanced Growth Engines

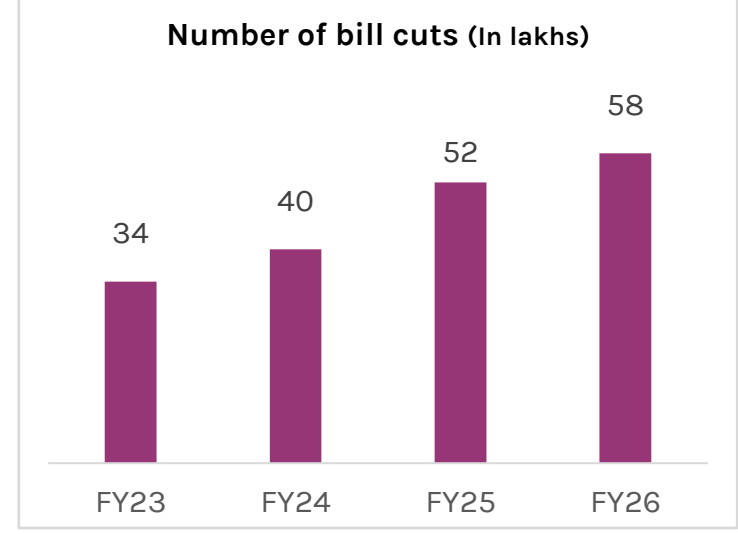
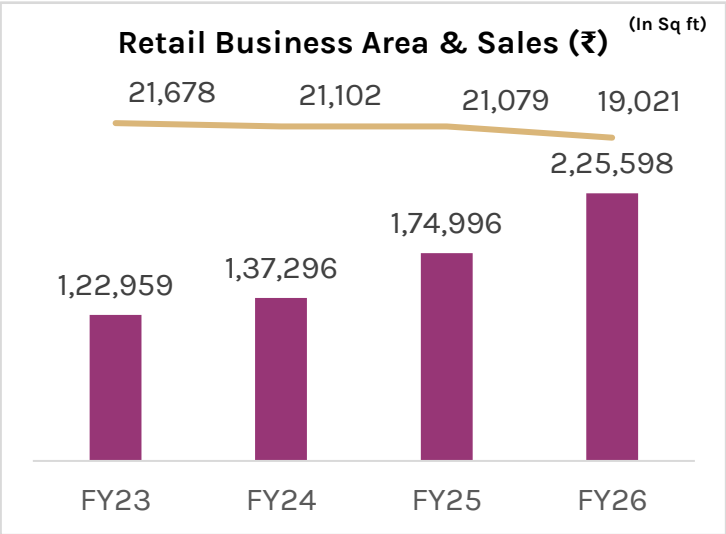
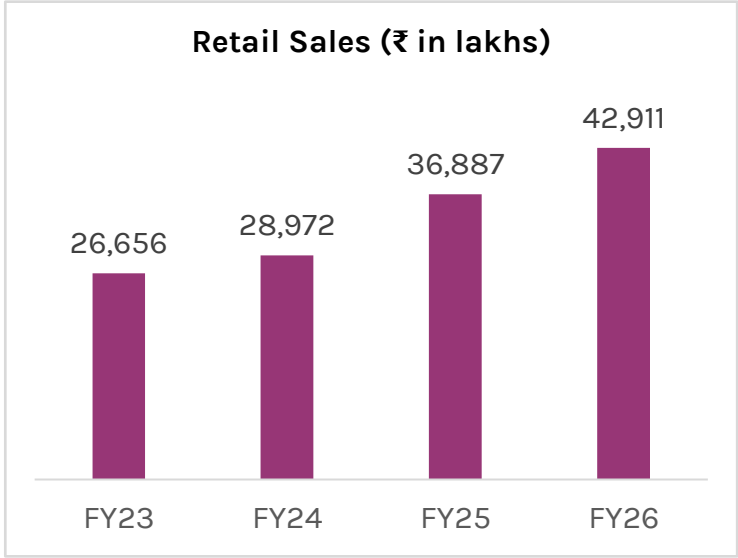
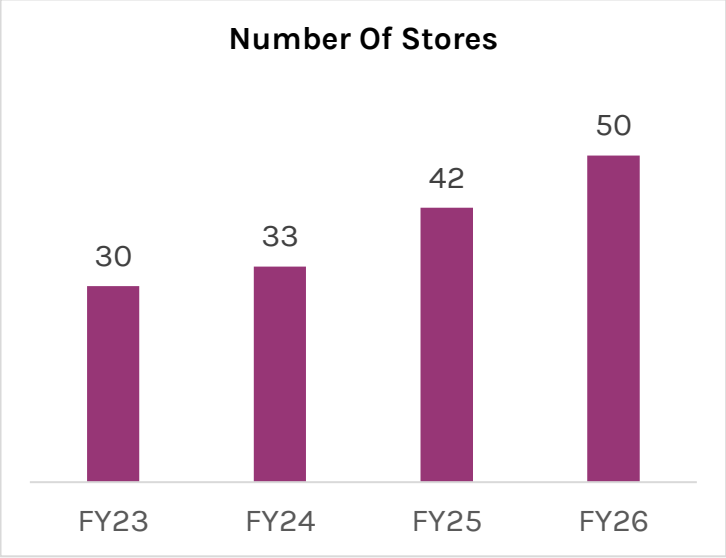
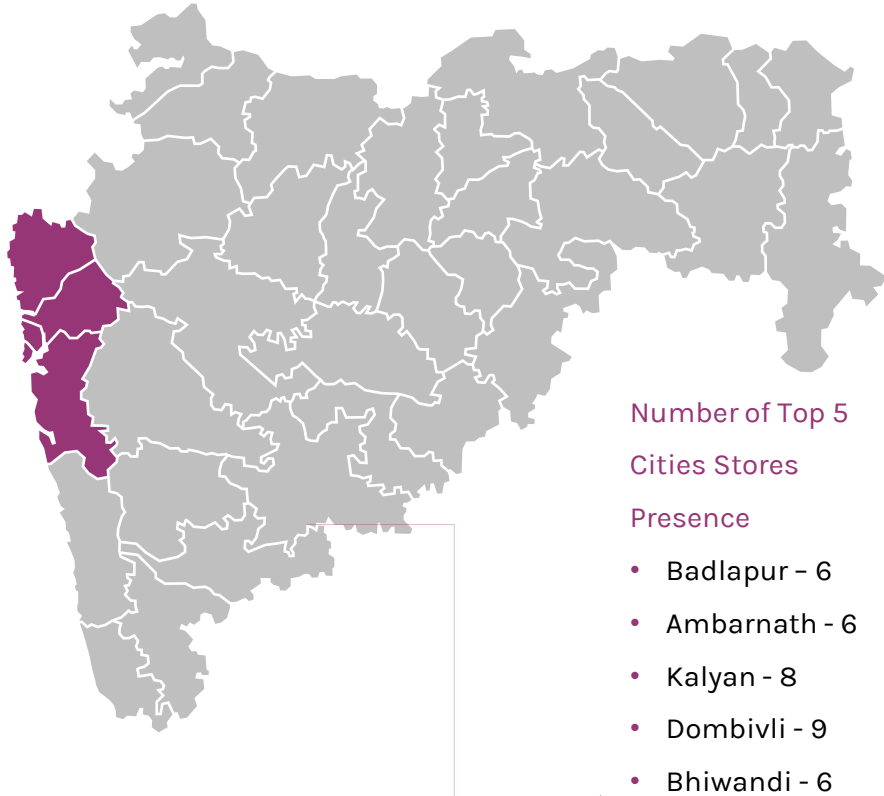
Patel Retail operates through a well-integrated model spanning **Retail** and **Non-Retail** businesses, ensuring both scale and margin stability.





Cluster-Based Expansion Strategy

Strong Presence In MMRDA Region



Cluster-led growth delivers faster breakeven and local dominance



Retail Business: Diversified Categories Powering Consistent Footfalls

Patel Retail's stores cater to daily-use needs across food, FMCG, and general merchandise, driving high footfalls, repeat purchases, and stable retail growth.



Food

Staples and Grocery
Dairy Snacks Frozen
Processed Foods Beverages Cooking Oils



FMCG Non Food

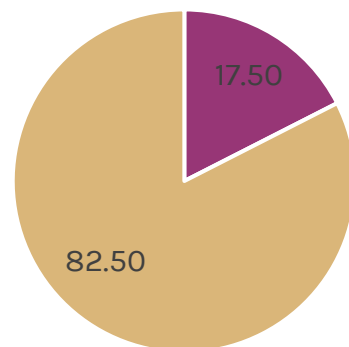
Home Care
Personal Care
Toiletries OTC Products



General Merchandise and Apparel

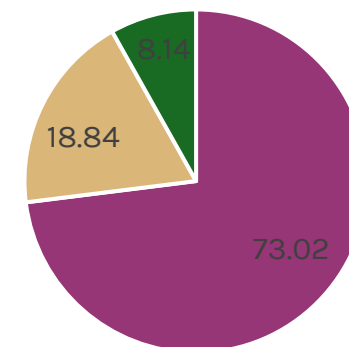
Bed and Bath
Toys Crockery
Plastic Goods Footwear
Home Appliances Garments

FY26 Retail Sales(In %)



Own Private Labels Third Party Brands & Bulk

FY26 Sales(In %)



Food Revenue Non Food Revenue Merchandise & Apparel



Efficient Hub-and-Spoke Model Powering Retail Operations

Central Distribution Centre (DC) at Ambernath, Maharashtra, catering to stores within a 60 km radius.



DC Area
64,000 sq. ft.

Acts as the core hub for
storage, sorting & dispatch.

Supported by **18 trucks +
hired vehicles** for smooth
logistics.

**Last-mile delivery managed
via hired tempos.**

Model to be replicated in new clusters for faster and cost-efficient distribution.



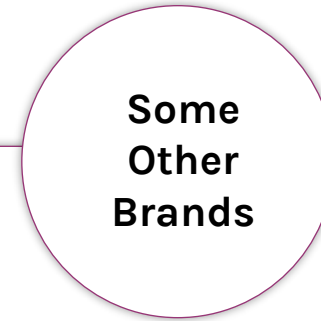
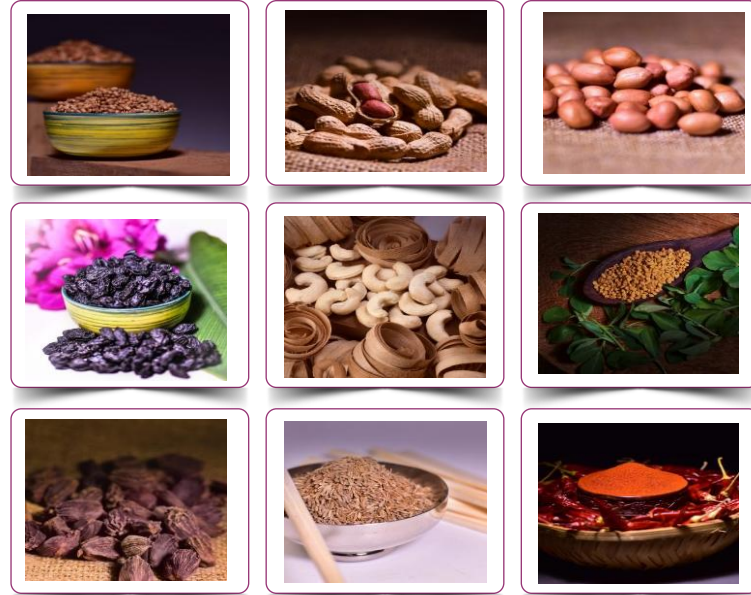
Diversified Product Portfolio: From Kitchen To Home Care



Spices, Ghee, Papad



pulses, instant mix, RTC



Apparel & Home Improving products



[Click here To View More Products](#)

Private Label Sales Accounts For 17% of the Retail Revenue



Glimpse Of PRL's Retail Stores



[Click Here To View All The Stores](#)



Omnichannel Strategy: Digital Driving Footfalls & Loyalty

Online channel enhances customer convenience and loyalty while keeping fulfilment store-led and capital-efficient.

Digital Adoption Snapshot

50,000+
App Downloads

₹ 1.52 Cr +
Online Sales Value (FY26)

Customer Engagement Levers

Loyalty Programs
Monthly savings schemes & repeat purchase incentives

Festive Campaigns
High-footfall events during key consumption periods

Local Area Activation
Store-level promotions, neighbourhood outreach

Digital Advertising
Hyperlocal ads driving app installs & store visits

Omni-Channel Flow



O2O model ensures faster delivery, lower costs, and store-led fulfilment.



Patel's R Mart App: Strengthening Omnichannel Retail Presence

Patel's R Mart



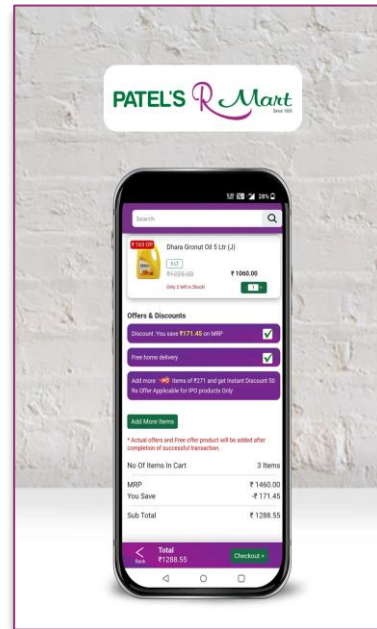
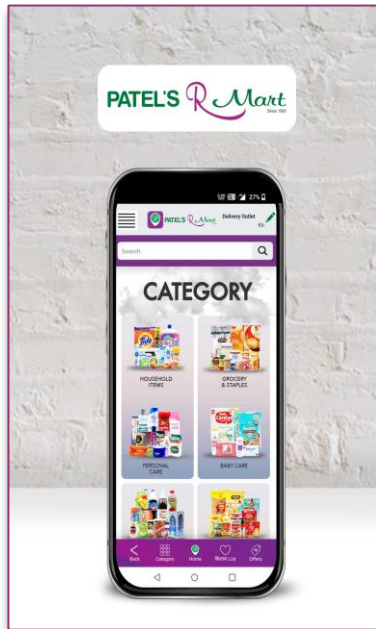
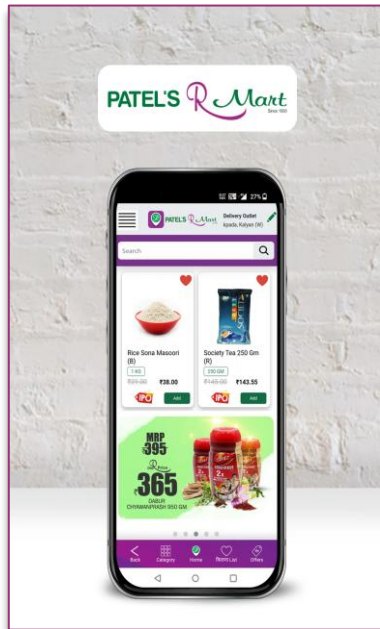
Available on



Google Play



Patel Retail Limited enhances its customer reach through the Patel's R Mart mobile application, providing a seamless online-to-offline (O2O) shopping experience. The app enables customers to browse, order, and receive doorstep deliveries from their nearest store.



Integrated with the company's **store network across Thane, Raigad and Palghar, enabling real-time inventory visibility** and faster delivery.

Offers **exclusive discounts, and personalized offers**, driving repeat purchases.

Supports **click & collect** and **home delivery** options, ensuring accessibility across both urban and suburban markets.

50,000+
Downloads

Contributes to Patel Retail's **omnichannel growth strategy**, bridging offline retail strength with digital convenience.



To retain customers, increase repeat purchases, and strengthen loyalty by offering structured value-based rewards and long-term engagement initiatives.

Key Initiative – “One Month Free Shopping (15+1)” Scheme



Aim

- Retain existing customers and prevent churn to competitors.
- Encourage sustained monthly shopping and deeper brand loyalty.



Enrollment Process

- Customer completes an **enrollment form** and receives a unique **Customer ID** in the system.
- Continuous purchases are tracked digitally to ensure transparency and engagement.



How It Works

- Customers spending **₹2,500 or more per month** become eligible to join the **15+1 Free Shopping Club**.
- They commit to shopping continuously for **15 months**.
- Upon completion, they receive **Free Shopping in the 16th month**, rewarding loyalty and consistency.



Expected Benefits

- Builds **long-term customer retention** and increases **store-level revenue stability**.
- Strengthens **customer relationships** through recognition and reward.
- Enhances **brand differentiation** in competitive value retail markets.



Social Media Presence: Strengthening Digital Engagement

Patel Retail Limited maintains an active and engaging presence across major social media platforms to enhance brand visibility, build consumer trust, and drive footfalls to stores.



Patel's R Mart

21T followers · 2 following

Discover a wide range of quality groceries, stylish clothing, and daily essentials all in one place. Your go-to destination for everything you need, conveniently located under one roof.

Follow

Posts About Photos Videos Reels

Details

Page · Superstore

patelrmt.com/offers

21,000+ Followers

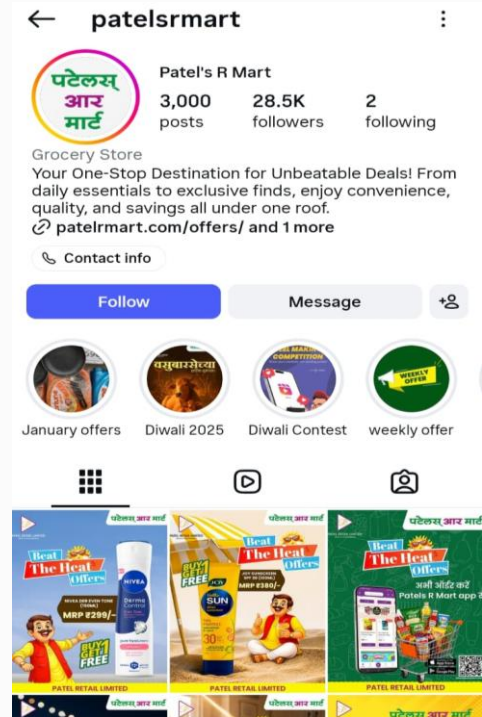
Shares **store updates, festive campaigns, product launches, and offers** to engage with customers.

Promotes its private labels

Uses **targeted digital ads and influencer tie-ups** to reach local audiences

Social channels play a vital role in **driving footfalls, app downloads, and repeat purchases.**

Focused on **building a hyperlocal digital community** that reinforces trust and customer loyalty.



28,000+ Followers



Customer Engagement Through Promotions & Festive Experiences

Patel Retail Limited continuously engages its customers through a mix of in-store activations, promotional campaigns, and digital outreach.





New Store Location Selection Process

Data-Driven, Disciplined, and Cluster-Focused Approach



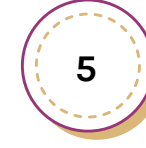
Catchment & Market Analysis

- Evaluate population density, income profile, and buying behavior within a 1-3 km radius.
- Assess existing retail infrastructure and competition (e.g., Dmart, Reliance Smart, local kiranas).



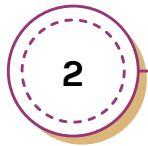
Supply Chain & Operational Fit

- Check distance from the Distribution Centre and route feasibility for logistics.
- Confirm smooth loading/unloading access and delivery scheduling efficiency.



Legal & Regulatory Compliance

- Verify commercial zoning, fire safety, and municipal approvals before lease signing.



Site Evaluation & Accessibility

- Prioritize main-road locations with strong visibility, parking, and footfall potential.
- Ensure proximity to residential clusters, offices, and transit points.



Property & Financial Feasibility

- Validate site against store model (4,000-5,000 sq. ft.) and infrastructure norms.
- Review rent benchmarks, lease terms, CAM, and expected ROI/payback period.



Internal Approval & Finalization

- Prepare Property Viability Report → Review by Management/CEO → Lease execution and handover to store setup team.





Targeting India's Expanding Middle-Income Consumer Base

Patel Retail is the dependable neighborhood supermarket for everyday essentials bridging affordability, accessibility, and trust for India's growing middle-income households

Customer Segments Served



Lower-Middle and Middle-Income Families

Seeking value-for-money products and one-stop convenience for groceries, staples, and daily essentials.



Aspiring Upper-Middle-Class Consumers

Drawn by quality, brand assortment, and modern store ambience at affordable prices.



Bulk Buyers and Local Traders

Catered through value retail packs and competitive pricing for household and small-business needs.



Working Professionals and Salaried Employees

Depend on proximity-based stores offering quick and convenient shopping experiences.



Homemakers and Senior Citizens

Loyal customers who value proximity, trust, and product reliability.



Store Operations & Expansion Strategy

Average Store Size

5,000 Sq. Ft

Average Daily Footfall Per Store

600+

Average Store Setup Cost

1500/Sq.ft Capex &
2000/sq.ft Inventory

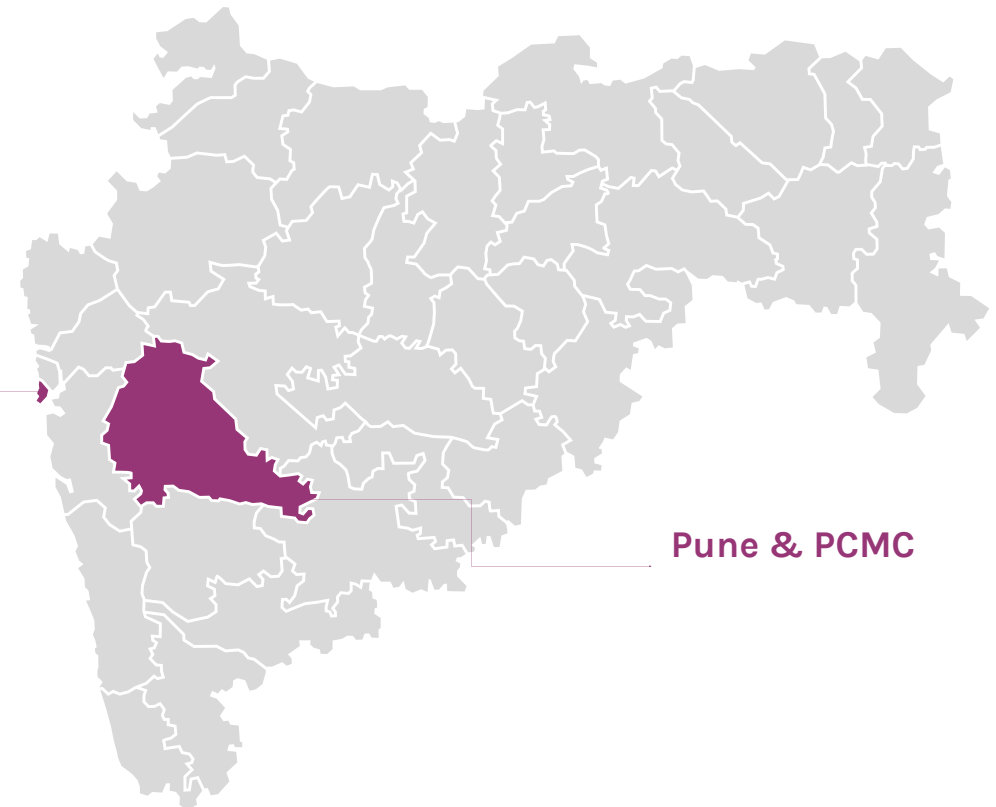
Average Payback Period

2 Years

Store Location & Expansion Strategy

- Stores are selected based on **cluster proximity (within 60-100 km)** to existing outlets, ensuring efficient supply chain coverage.
- Focus on **densely populated residential areas** catering to **lower-middle, middle, and upper-middle-class consumers**.
- Expansion planned into **western MMR suburbs** (Virar, Vasai, Bhayander) and **Pune & PCMC** under the same cluster model.
- **Distribution Centre at Ambernath (64,000 sq. ft.)** supports all stores through a **hub-and-spoke logistics model**, optimizing turnaround time and replenishment cycles.

Western MMR
Suburbs










Pune & PCMC



Manufacturing & Processing Overview

Patel Retail operates a **vertically integrated processing ecosystem** that supports its retail, private label, and export businesses.

 <p>2 Processing Facilities</p>	 <p>1 Agri-cluster</p>	 <p>located across Maharashtra and Gujarat</p>	 <p>FY26 Revenue Contribution of ₹ 619 Cr (59%)</p>
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 <p>Handles a wide product range like pulses, spices, staples, flours, peanuts, mango pulp, and sesame seeds.</p>	 <p>Total installed capacity : 1,47,000+ MTPA</p>	 <p>Backbone for domestic distribution and exports to 35+ countries.</p>
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Units Are Certified Under

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Integrated Manufacturing & Agri-Processing Facilities

Patel Retail operates a fully integrated processing ecosystem across Maharashtra & Gujarat, supporting retail, private label, and export operations.

Facility 1 – Ambernath, Maharashtra

Processing hub for pulses, spices & groceries



Area
7,678 sq. ft.



Capacity
14,400 MTPA



Functions
Cleaning, Grading, Sorting
Packaging Deshelling, roasting

Strategically located within 60 km of major stores for efficient supply chain

Facility 2 – Kutch, Gujarat

Focused on peanuts & whole spices



Area
7,461 sq. mt.



Capacity
43,200 MTPA

Equipped with automated shelling, roasting, and packaging lines

Proximity to Kandla & Mundra ports ensures export efficiency

Facility 3 – Kutch, Gujarat

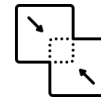
Handles spices, flour, peanuts, sesame, and mango pulp



Area
15.9 acres



Capacity
90,000 MTPA



Includes
Dry Warehouse (3,040 MT)
Cold Storage (3,000 MT)

Backbone for domestic distribution and global exports



Glimpse Of Manufacturing Facilities

Facility 1 – Ambernath, Maharashtra



Facility 2 – Kutch, Gujarat



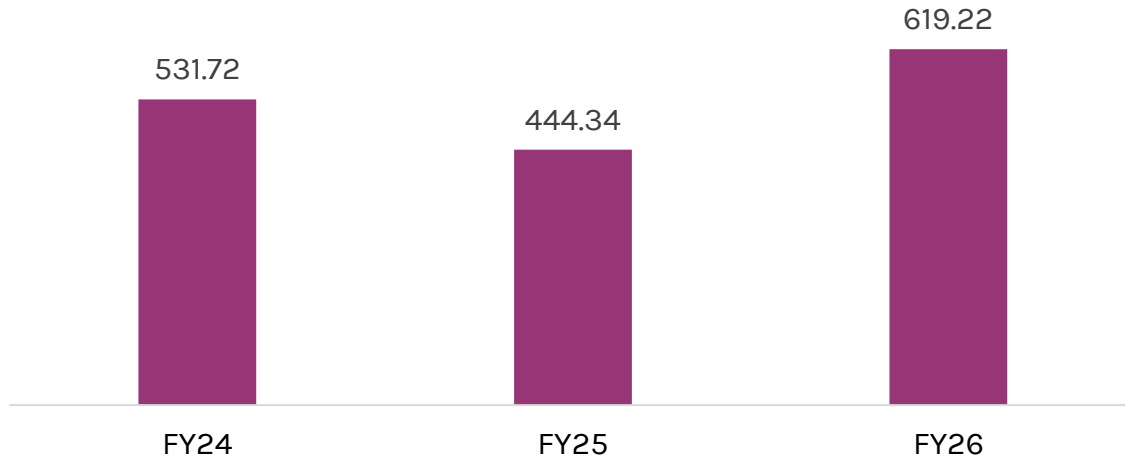
Facility 3 – Kutch, Gujarat



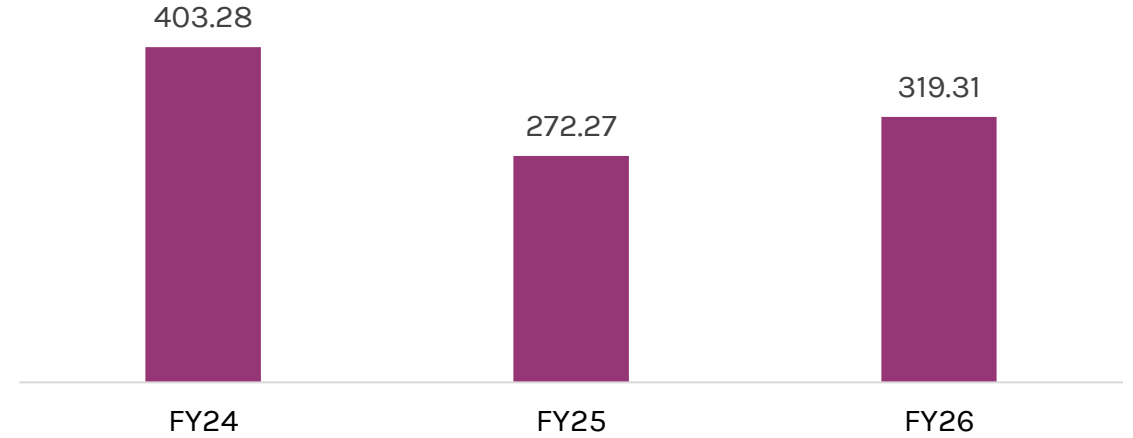


Key Metrics & Revenue Performance Overview

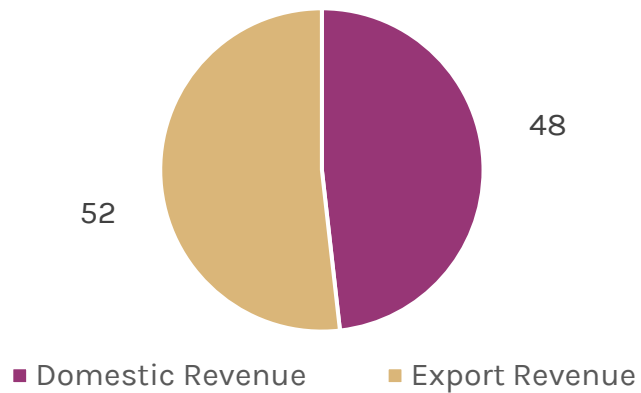
Manufacturing & Processing Revenue (₹ in Cr)



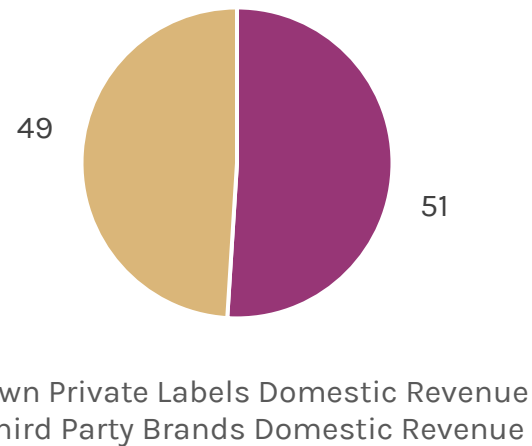
Export Revenue (₹ in Cr)



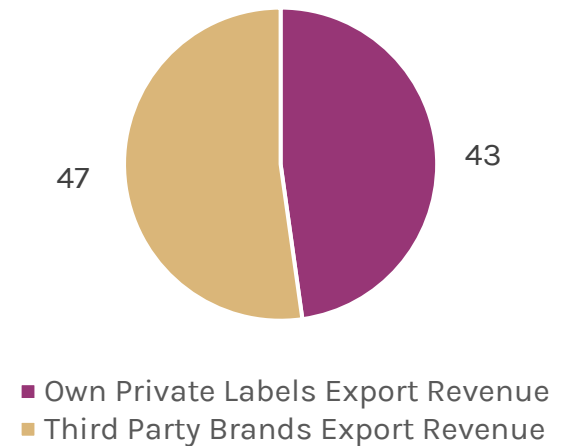
FY26 Manufacturing & Processing Sales(In %)



FY26 Domestic Sales(In %)



FY26 Export Sales(In %)





Indian Chaska: Building a Scalable, Pan-India FMCG Brand



Brand Positioning

Value-led packaged foods brand focused on everyday Indian staples

27+ SKUs

Across staples, spices, flours, and processed foods

₹ 12.10 Cr

Domestic Sales (till 31 Mar)

08 States

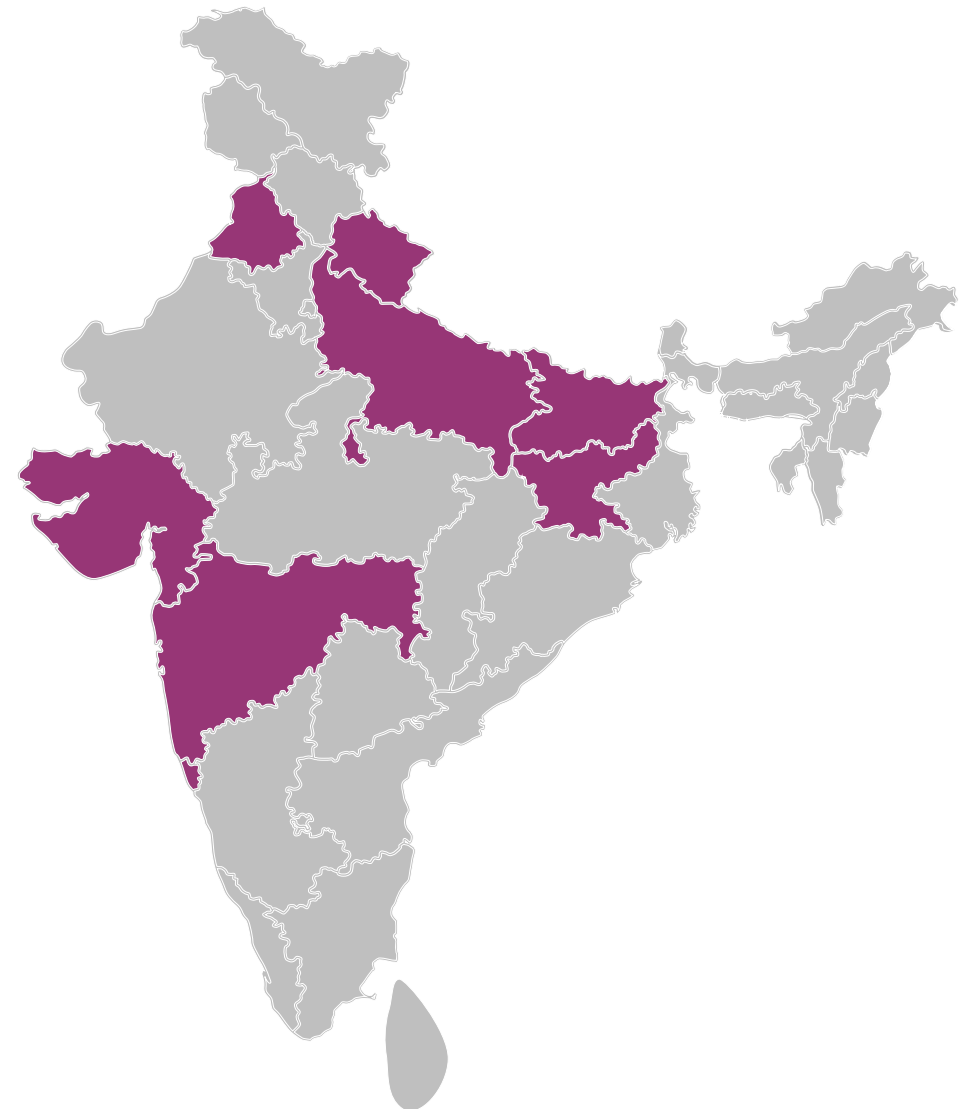
Pan-India distribution footprint

145+

Distributors
Strong trade-led reach

27,865+

Retailers
Deep last-mile penetration

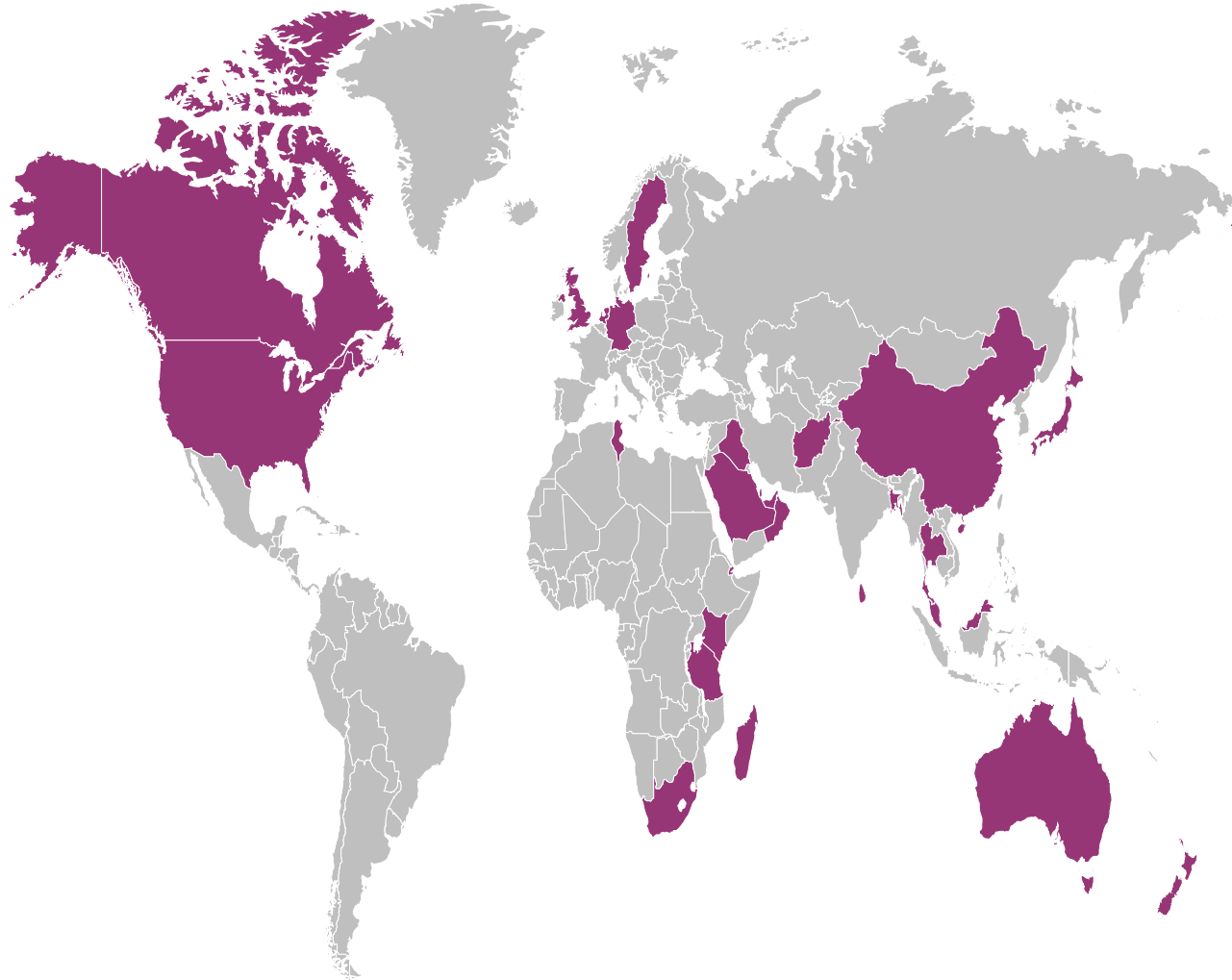


Indian Chaska is a fast-growing packaged foods brand with expanding reach, multi-category presence, and in-house manufacturing support.



Exports: Expanding Global Reach With Trusted Brands

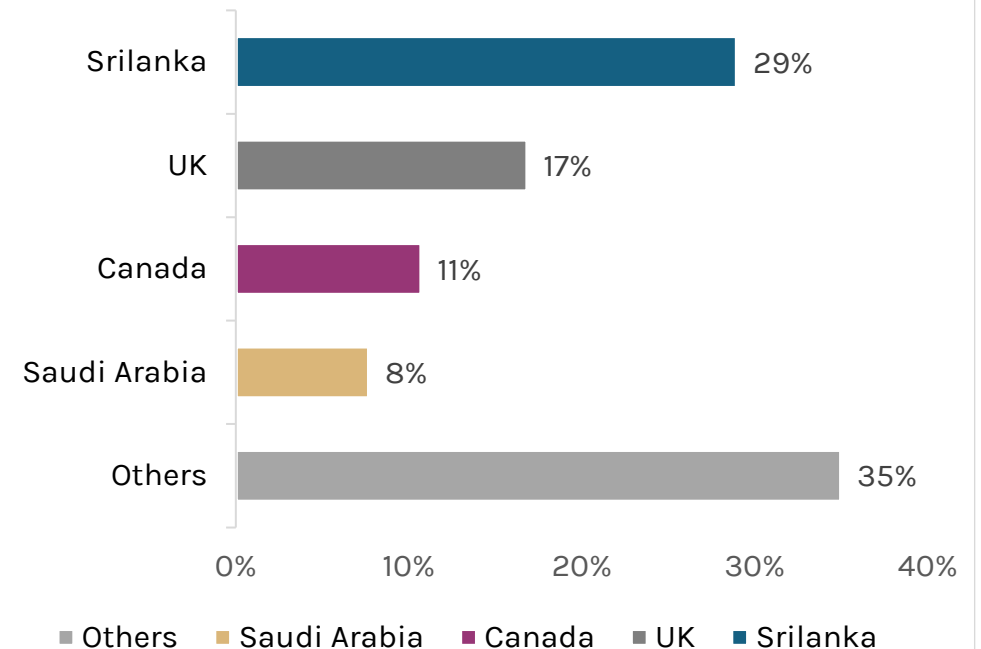
Patel Retail Limited has built a strong global presence by exporting staples, pulses, spices, and processed foods under its brands Patel Fresh and Indian Chaska, as well as third-party labels. Its integrated facilities at Ambernath and Kutch ensure consistent quality, superior packaging, and reliable supply to international markets.



Exports to over
35 countries

Export revenue contributes
~48%
of Manufacturing &
Processing revenue in FY26

Export Revenue Contribution (In %)





Strengths & USPs Of Patel Retail

Strong Value Retail Proposition

Positioned as a dependable neighborhood supermarket catering to the growing lower-middle, middle, and aspiring upper-middle class consumers.



Wide & Diversified Portfolio

Over **10,000 SKUs** across **38 product categories**, including food, FMCG, general merchandise, and apparel.



Private Label Edge

Strong in-house brands (Patel Fresh, Indian Chaska, Blue Nation, Patel Essentials) contributing **~17.50% of retail revenue in FY26**.



Efficient Supply Chain & IT Integration

Robust ERP-driven systems for procurement, sales, and inventory control, ensuring optimized assortment and minimal losses.



Cluster-based Expansion

51 stores across 17 suburban locations with no closures since inception, leveraging local market knowledge and distribution synergies.



Backward Integration

Own processing and agro facilities in Maharashtra & Gujarat, enabling better margins, quality control, and export capability.



Omni-Channel Presence

Mobile app with 50k+ downloads, bridging offline stores with online convenience.



Consistent Growth Track Record

Expanded from 1 store in 2003 to 51 by 2026, with steady revenue and profitability growth.



Export Reach

Products sold in **35+ countries**, strengthening global visibility of Patel Fresh & Indian Chaska brands.



Resilient Operations

Zero store closures, strong customer engagement (58 lakh bill cuts in FY26), and efficient working capital management.





Future Path: Building Scale & Expanding Horizons



Retail Expansion Beyond MMR

Expand beyond Thane, Raigad & Palghar, into **western suburbs** and new cities in Maharashtra. Explore entry into **central & western India** to broaden the retail footprint. Target **75+ stores by FY27** with cluster-based approach ensuring cost efficiency.



Strengthening Private Labels

Increase private label contribution from **17.50% in FY26** to over **22% in medium term**. Launch new categories in packaged foods, instant mixes, home essentials & apparel. Enhance partnerships with manufacturers for **exclusive, higher-margin products**.



Scaling Manufacturing & Processing

Optimize utilization of the Ambernath and Kutch facilities to 80-85% to support rising domestic and export demand. Expand capacities across pulses, spices, and mango pulp to strengthen export competitiveness, while investing in automation and technology to boost productivity and cost efficiency.



Digital & Omni-Channel Growth

Scale app adoption beyond 50,000 downloads by integrating loyalty features and personalized offers. Leverage the omni-channel model to enhance convenience-led shopping and last-mile delivery. The Company also plans to enter quick commerce using its existing app infrastructure.



Expanding Exports & Trading

Strengthen presence in **35+ countries**, with focus on South Asia, Middle East & North America. Scale bulk trading of agri-commodities to **emerging global markets**.



Financial & Market Leadership

Focus on **steady revenue CAGR**, **margin expansion through private labels**, and prudent working capital management. Position PRL as a **leading regional value retail chain with national aspirations**.





Industry Overview: India's Retail Growth Story

Retail sector accounts for ~10% of India's GDP and is projected to grow at a CAGR of 7% (2024-2030) and 5% (2024-2033).

Food & Grocery contributes 63% of India's total retail market, remaining the largest consumption segment.

Rapid urbanization, rising disposable incomes, and changing demographics continue to drive retail expansion.

Tier-II and Tier-III cities are emerging as key growth engines for organized retail.

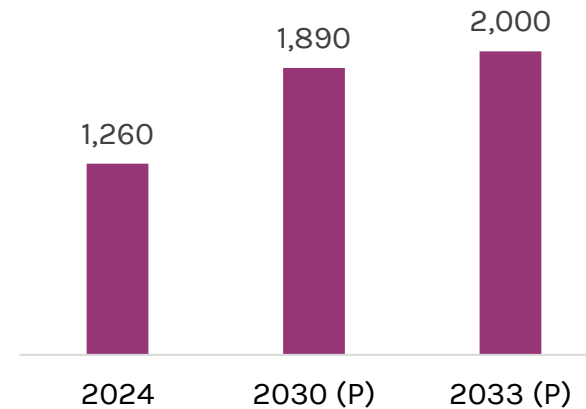
Organized retail currently forms 12-15% of FMCG sales and is expected to grow from USD 186 Bn (2024) to USD 267 Bn (2033).

Malls and shopping centers are projected to grow at 17% CAGR (2022-2028), outpacing overall retail sector growth.

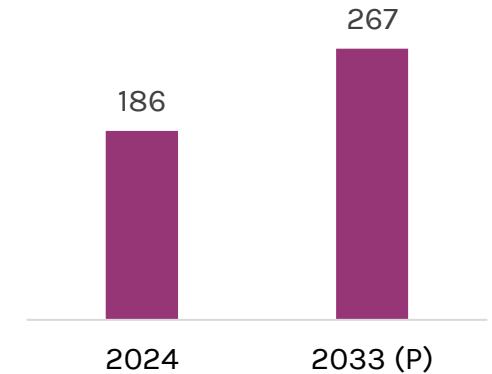
The Indian Food & Grocery market is forecast to expand at 3.29% CAGR (2025-2030).

The E-grocery market, valued at USD 9.68 Bn (2024), is projected to reach USD 50.3 Bn by 2030, recording an impressive ~31.6% CAGR.

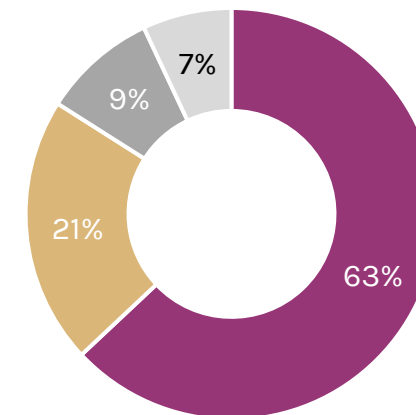
Market Size (USD Billion)



Projected Organized Retail Market Size Growth in India (USD Billion)



Major Segment of Indian Retail Industry



- Food & Grocery
- Apparel & Footwear
- Others
- Consumer Electronics Segment



Industry Overview: Food Processing & Agri Exports



Spices

Branded & packaged segment forms **30–40%** of India's spice market; exports **225+ spice varieties** to **180+ countries**. Growth driven by **urbanisation, health focus, and demand for convenient, well-packaged products**.



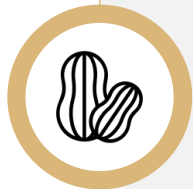
Wheat

India holds **14.25%** of global production, ranked **2nd globally**; the **packaged flour market** is worth **₹20,000 Cr (CY2023)**. Bakery demand continues to drive growth.



Mango Pulp

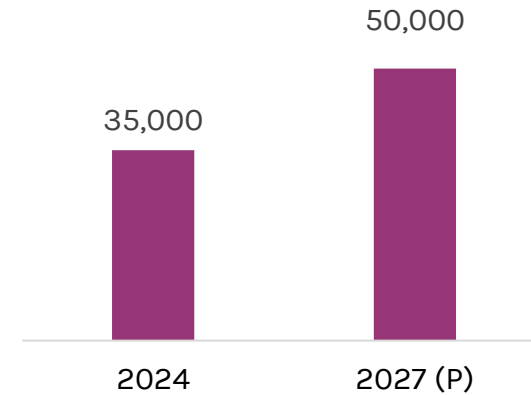
Production reached **372K tonnes in FY24**; exports of **63.3 Mn kgs** valued at **₹6.8 Bn**, highlighting strong global demand.



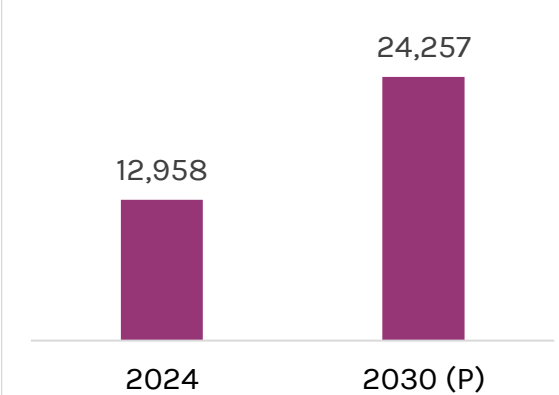
Groundnut

India produced **11.9 Mn tonnes (2025)**, second after China; rising use in **packaged snacks, peanut butter & oils**. Exports rose from **USD 727 Mn (FY21)** to **USD 795 Mn (FY25)**.

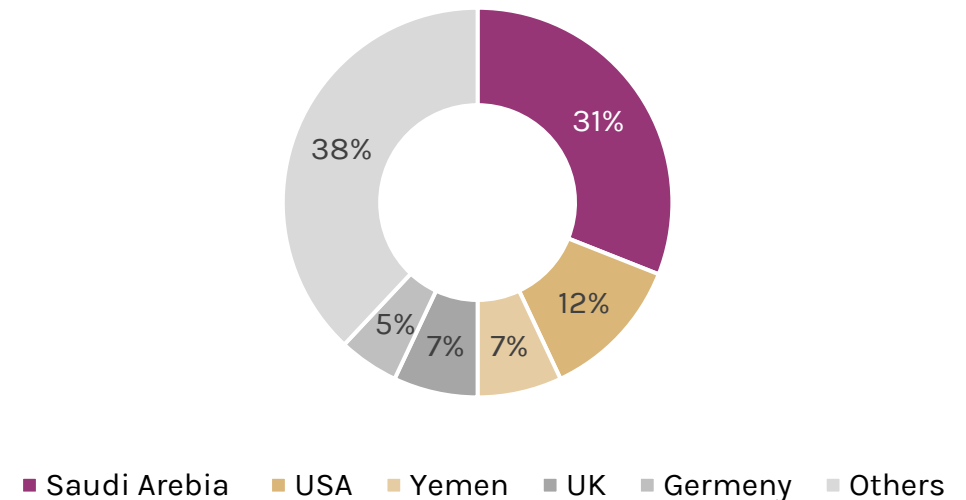
Market Size of Branded & Packaged Spices (In ₹ Cr)



Indian Bakery & Snacks Market Size (In ₹ Cr)



Key Export Market Of Mango Pulp (FY25)





Management's Comment On Q4 & FY26 Financial Performance



“FY26 has been one of the strongest years in the company’s journey, marked by robust revenue growth, improved profitability, and continued business expansion across key verticals. The strong performance reflects the strength of our diversified business model, disciplined execution, and our ability to capitalize on emerging growth opportunities.

During the year, we continued to strengthen our market presence through strategic expansion initiatives, deeper customer engagement, and a sharper focus on value-added product categories. Our consistent efforts towards improving operational efficiencies, enhancing private label contribution, and expanding our product portfolio have supported both growth and profitability.

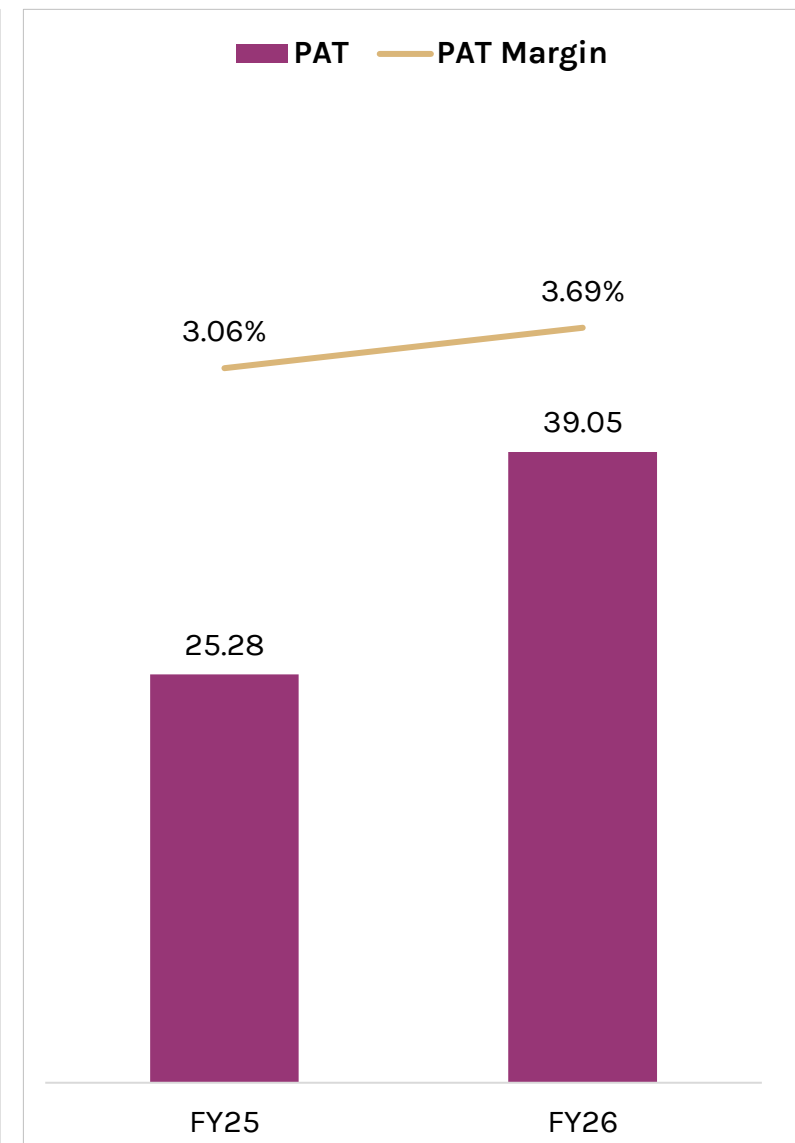
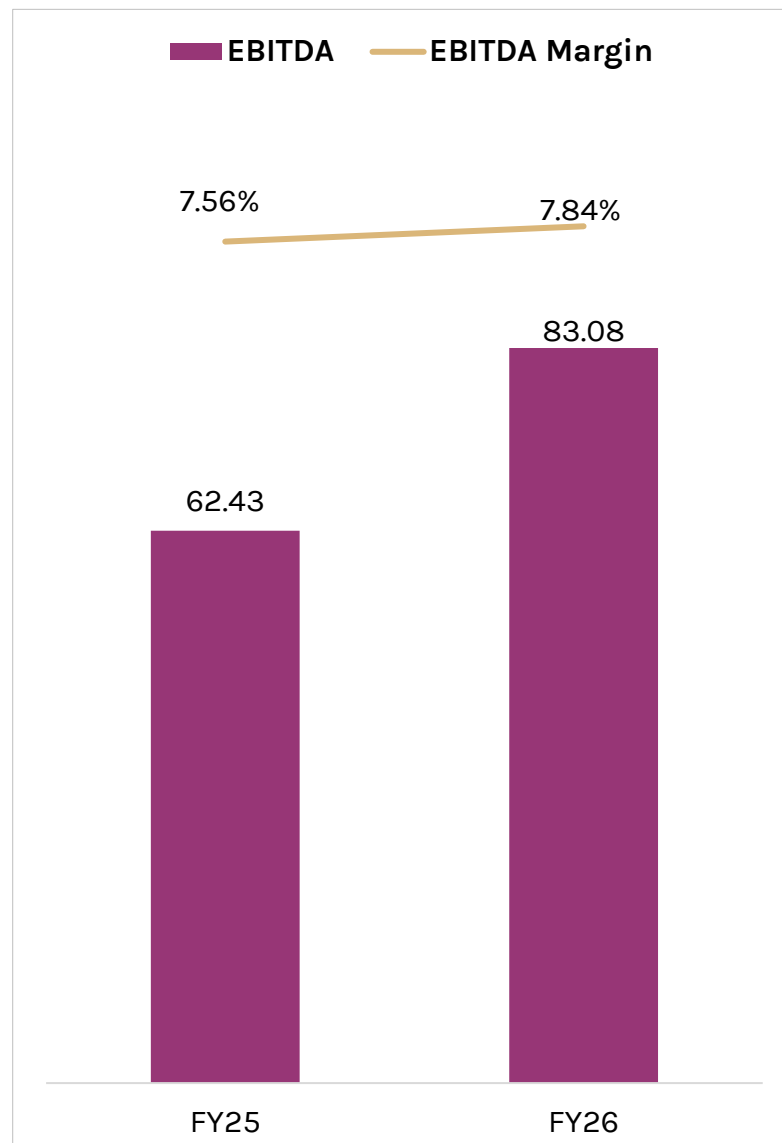
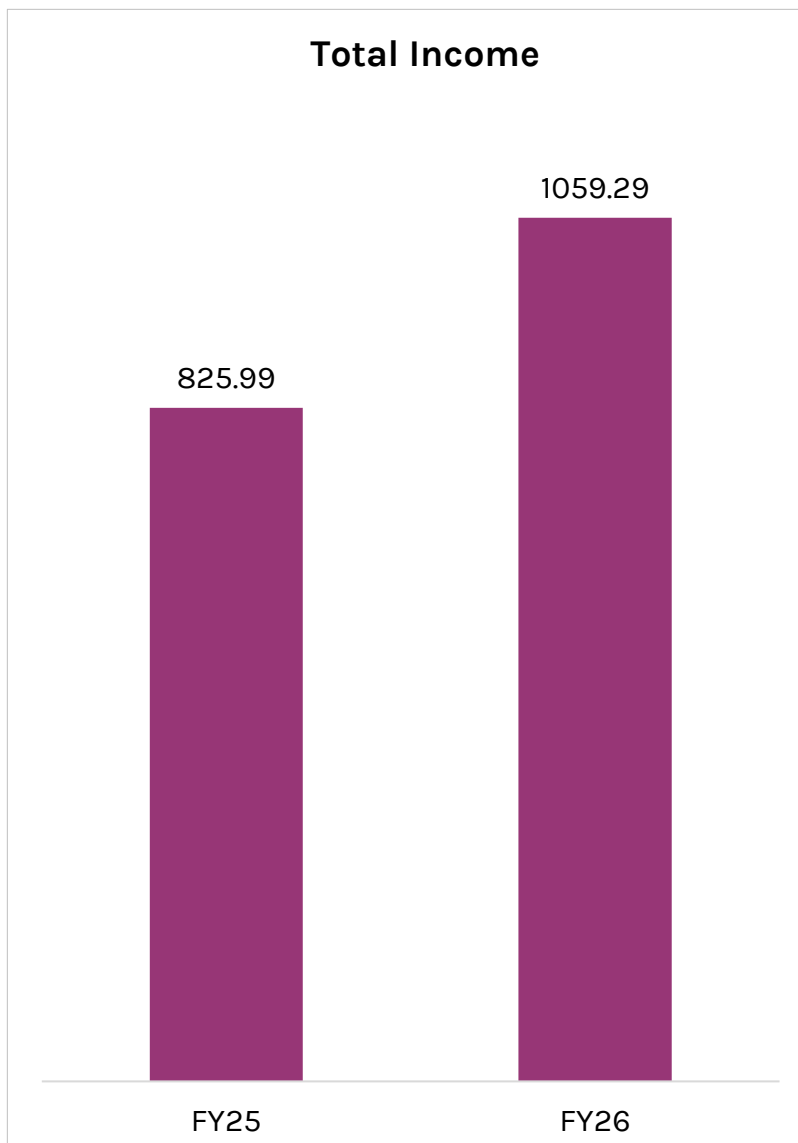
Looking ahead, we remain optimistic about the long-term growth outlook for the company. With a strong expansion pipeline, growing export opportunities, improving product mix, and continued focus on innovation and operational discipline, we are confident of sustaining healthy growth momentum and creating long-term value for all stakeholders.”

Mr. Dhanji Patel
Chairman & Managing Director



FY26 Key Financial Highlights

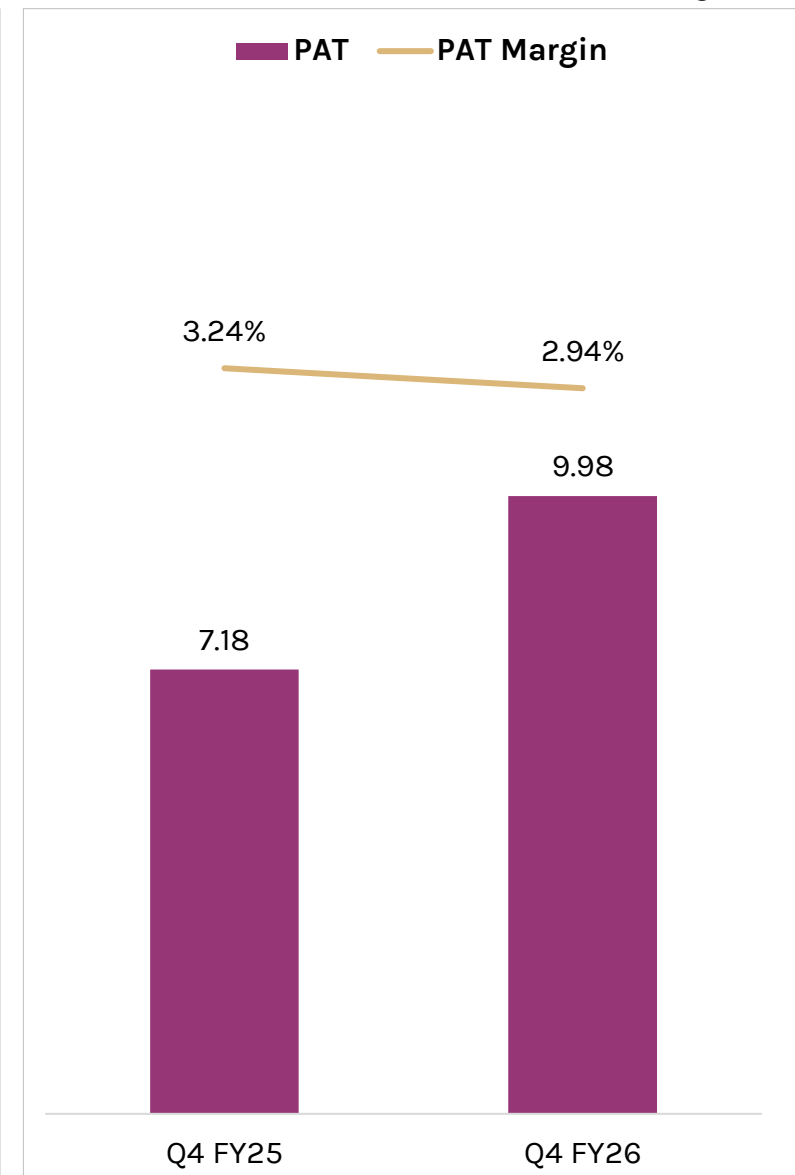
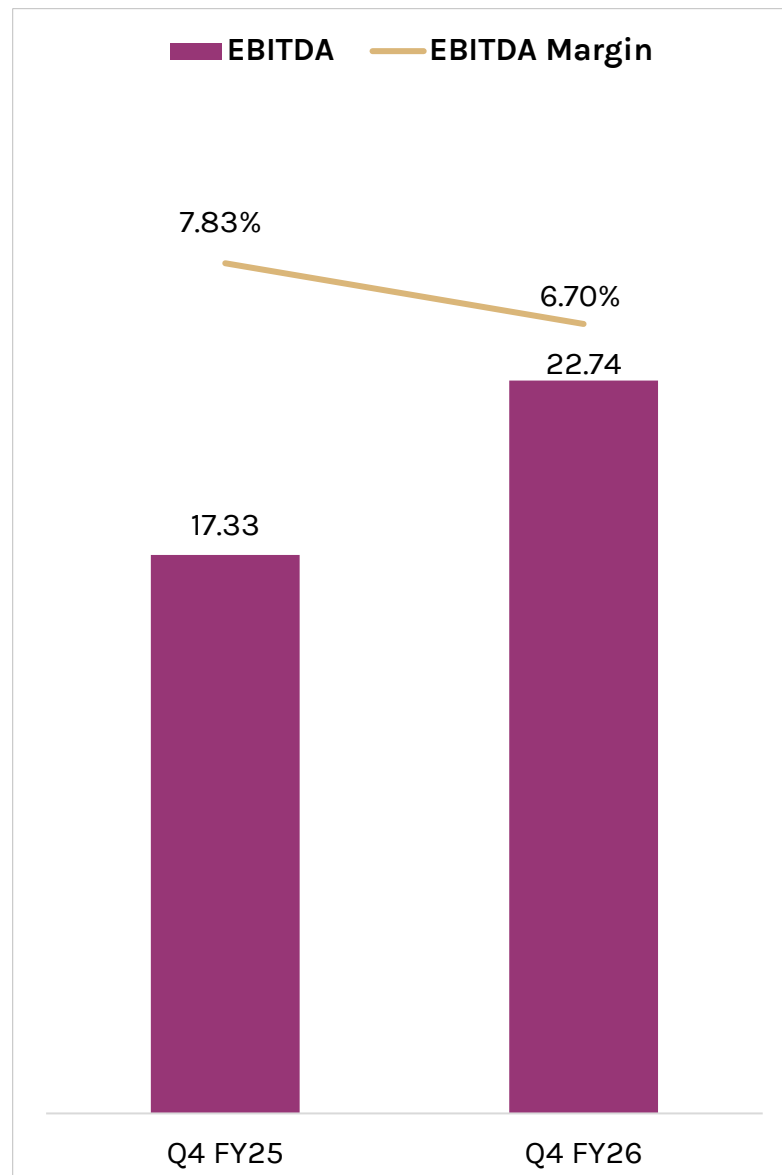
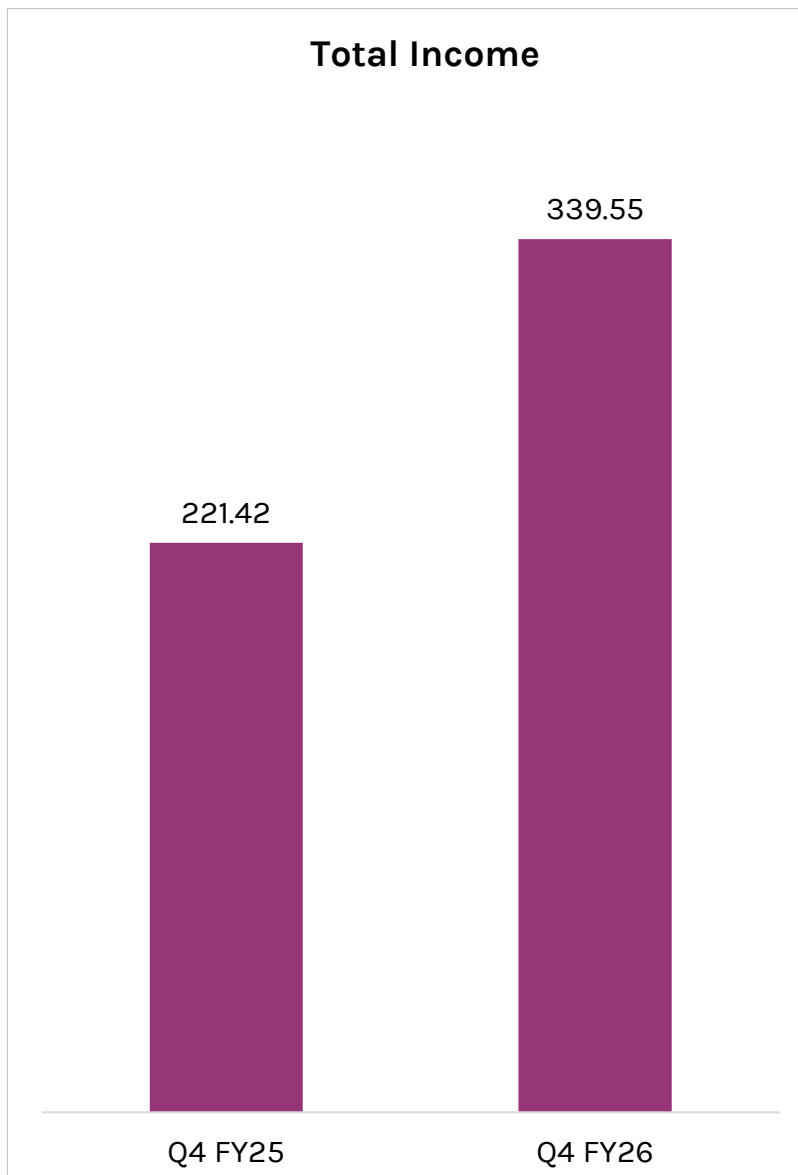
(All Amount In ₹ Cr & Margins In %)





Q4 FY26 Key Financial Highlights

(All Amount In ₹ Cr & Margins In %)





Q4 & FY26 Profit & Loss Highlights

Particulars	Q4 FY25	Q4 FY26	YoY	FY25	FY26	YoY
Revenues	219.67	334.16		820.69	1,048.33	
Other Income	1.75	5.39		5.30	10.97	
Total Income	221.42	339.55	53.35%	825.99	1,059.29	28.25%
Raw Material Expenses	175.34	286.46		661.31	871.39	
Employee Costs	8.47	11.54		31.71	38.00	
Other Expenses	20.27	18.81		70.54	66.83	
Total Expenditure	204.09	316.81		763.56	976.21	
EBITDA	17.33	22.74	31.21%	62.43	83.08	33.07%
EBITDA Margin	7.83%	6.70%	(113) Bps	7.56%	7.84%	28 Bps
Finance Costs	4.01	2.53		16.38	12.30	
Depreciation	3.12	6.57		11.73	18.36	
PBT	10.20	13.64	33.74%	34.33	52.42	52.70%
Tax	3.02	3.66		9.05	13.37	
PAT	7.18	9.98	39.07%	25.28	39.05	54.48%
PAT Margin	3.24%	2.94%	(30) Bps	3.06%	3.69%	63 Bps



FY26 Financial Highlights

Year On Year EBITDA Growth

33.07%

Fixed Asset Turnover

15.71 Times

Interest Coverage

5.26 Times

Return on Equity

10.73%



PATEL RETAIL LIMITED
TRUST & TOGETHERNESS

Year on Year Profit Growth

54.48%

Return on capital Employed

12.53%

Debt to Equity

0.34 Times

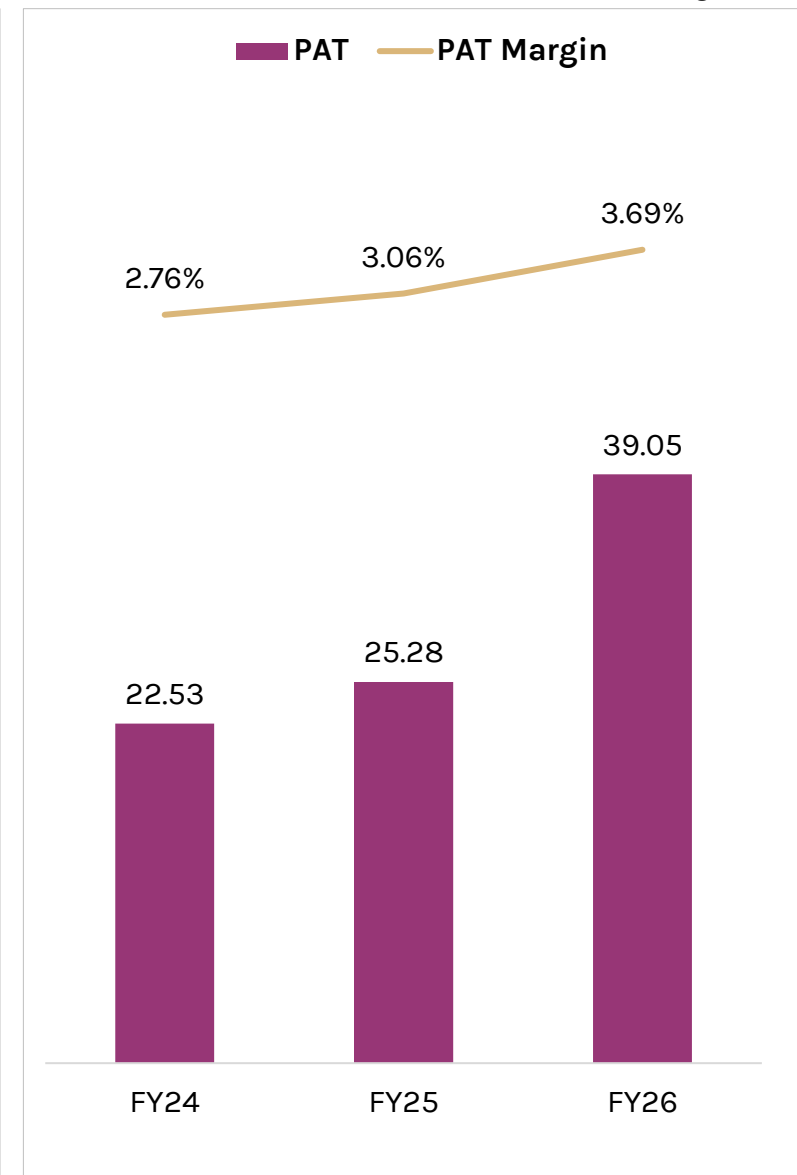
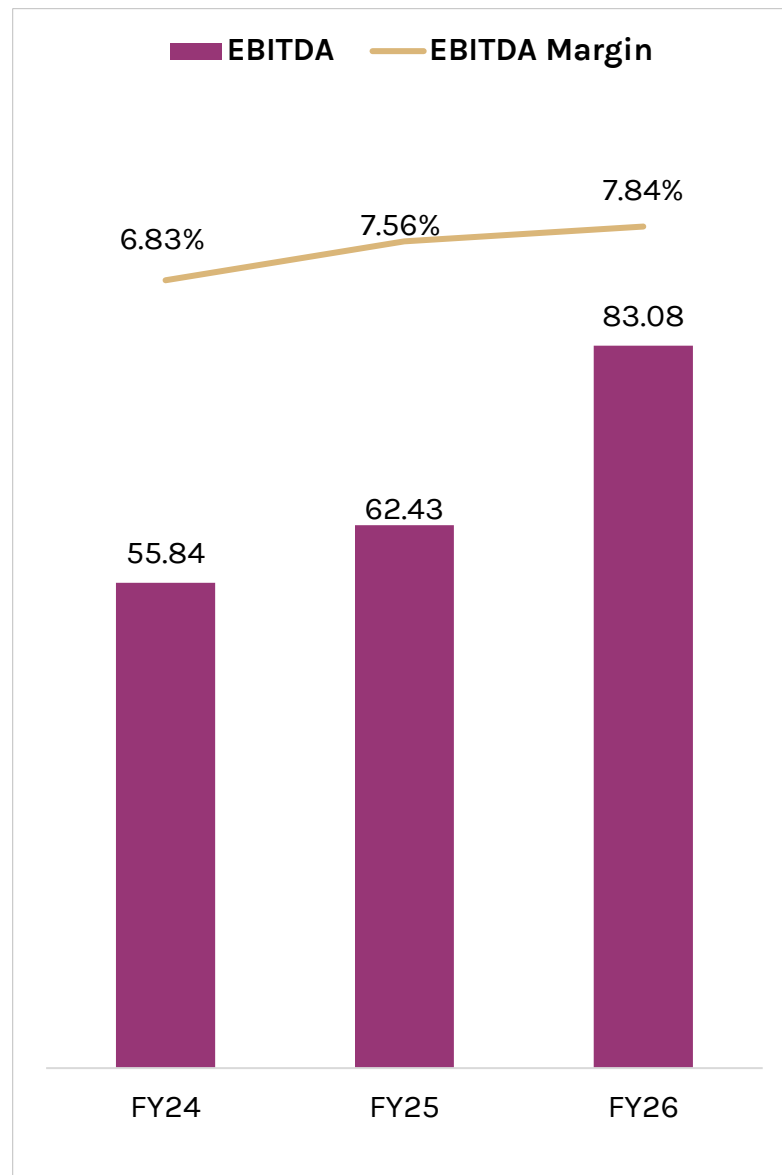
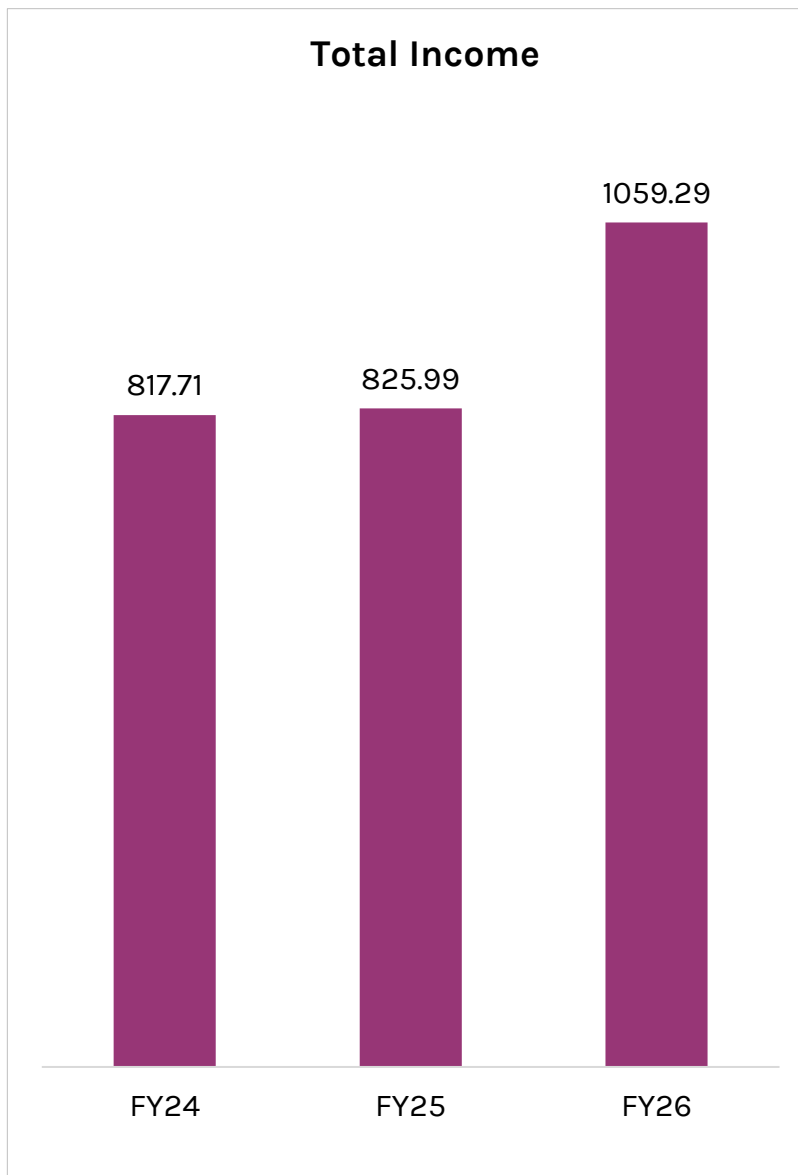
Book Value

₹ 109



Key Financial Highlights

(All Amount In ₹ Cr & Margins In %)



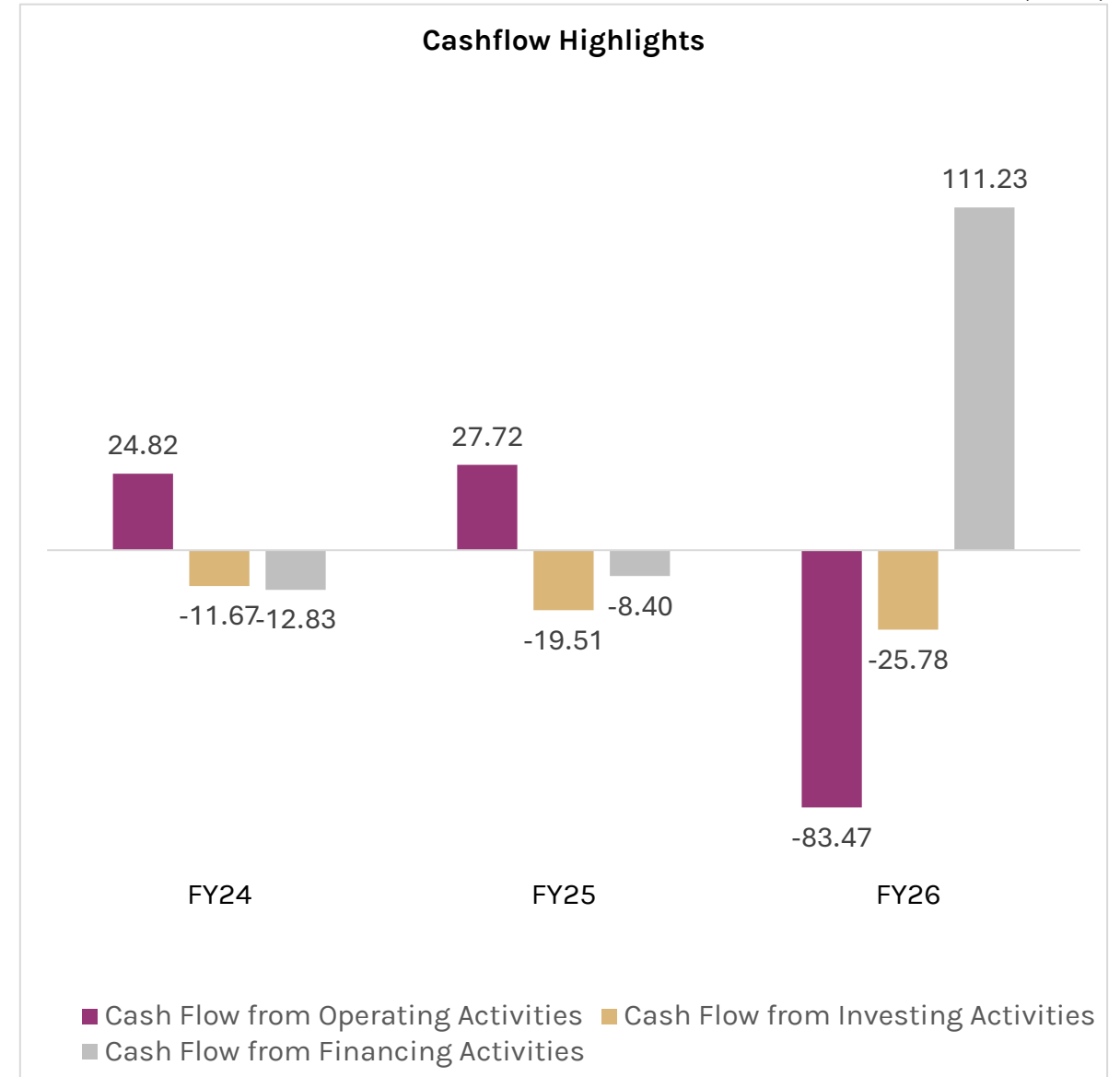


Profit & Loss Statement & Cashflow Highlights

(In ₹ Cr)

Particulars	FY24	FY25	FY26
Revenues	814.19	820.69	1,048.33
Other Income	3.52	5.30	10.97
Total Income	817.71	825.99	1,059.29
Raw Material Expenses	658.90	661.31	871.39
Employee Costs	27.18	31.71	38.00
Other Expenses	75.80	70.54	66.83
Total Expenditure	761.87	763.56	976.21
EBITDA	55.84	62.43	83.08
EBITDA Margin	6.83%	7.56%	7.84%
Finance Costs	15.19	16.38	12.30
Depreciation	10.04	11.73	18.36
PBT	30.61	34.33	52.42
Tax	8.08	9.05	13.37
PAT	22.53	25.28	39.05
PAT Margin	2.76%	3.06%	3.69%

(In ₹ Cr)





Balance Sheet

(In ₹ Cr)

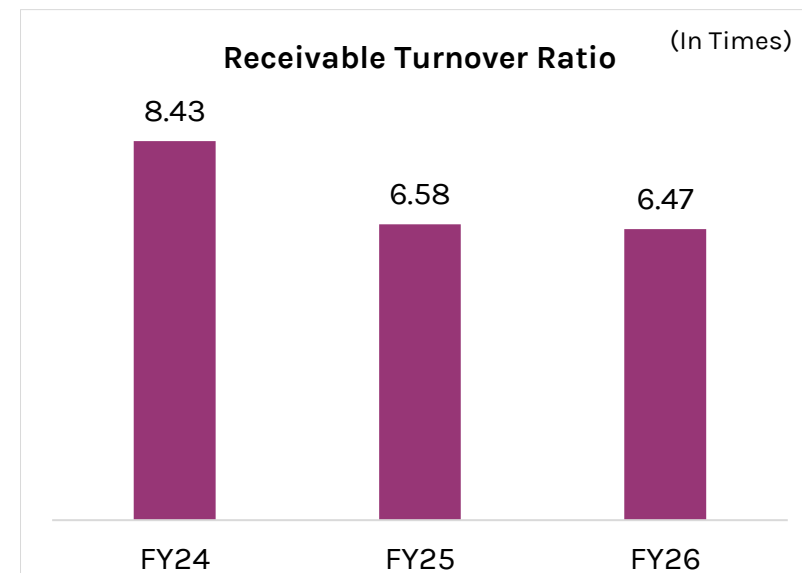
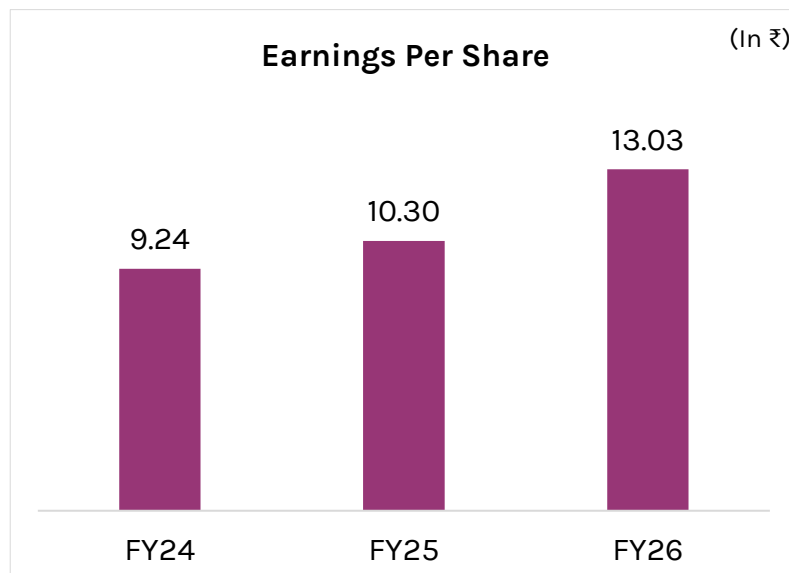
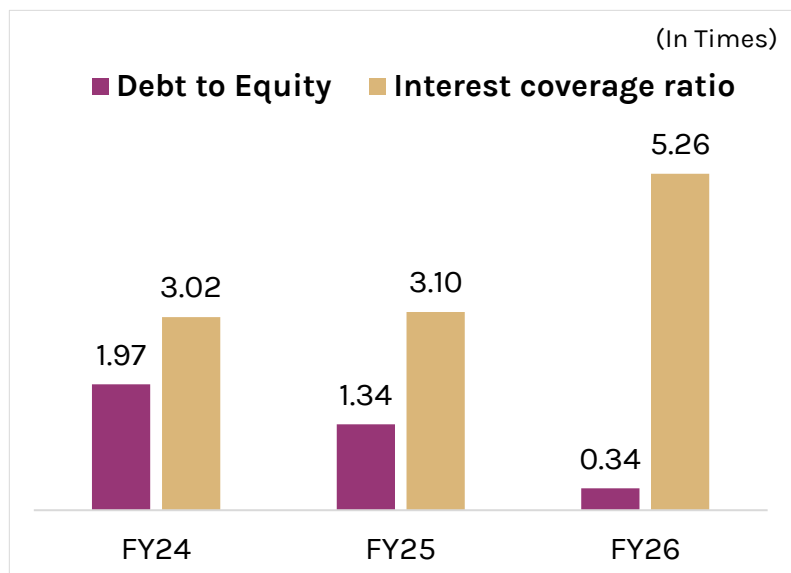
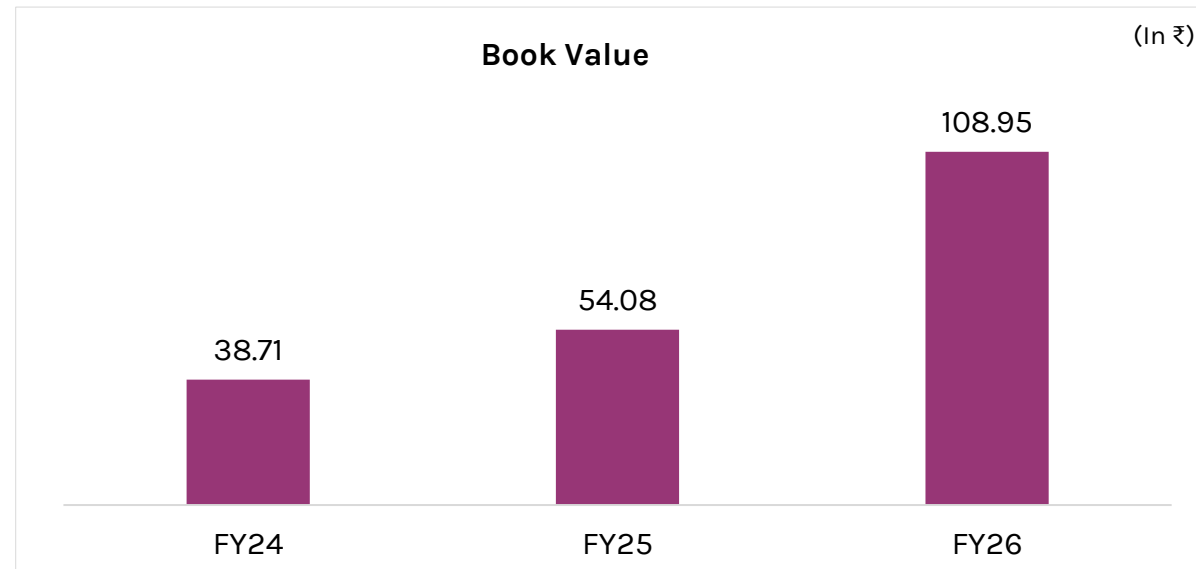
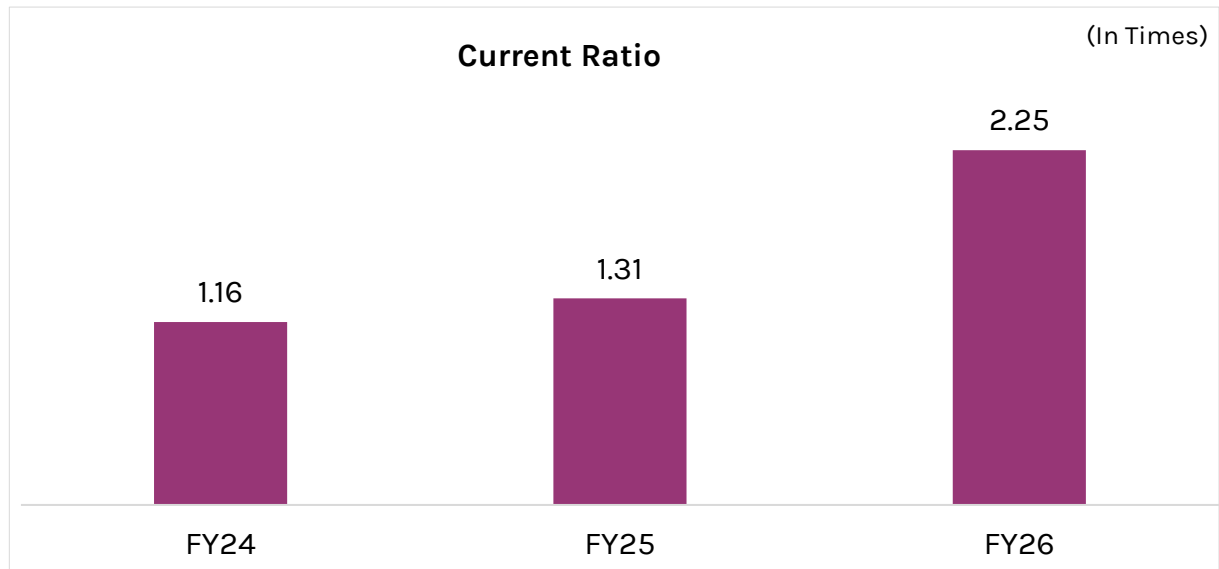
Equities & Liabilities	FY24	FY25	FY26
Equity	24.38	24.88	33.40
Reserves And Surplus	70.02	109.69	330.49
Total Equity	94.40	134.57	363.89
Non-Current Liabilities			
Non Current Borrowings	26.86	20.16	14.22
Lease Liabilities	1.02	0.92	29.56
Other Financial Liabilities	0.00	0.41	0.01
Long Term Provision	0.30	0.60	0.85
Total Non-Current Liabilities	28.17	22.08	44.63
Current Liabilities			
Current Borrowings	158.89	160.38	109.03
Lease Liabilities	0.89	1.09	10.68
Trade Payables	47.48	60.40	88.78
Current Tax Liabilities (Net)	2.12	2.89	0.16
Short Term Provisions	0.00	0.03	0.05
Other Current Liabilities	1.06	1.42	2.87
Total Current Liabilities	210.44	226.21	211.58
Total Equity & Liabilities	333.02	382.86	620.10

Assets	FY24	FY25	FY26
Non-Current Assets			
Fixed assets	64.71	64.96	109.03
Non Current Investments	0.00	0.00	0.00
Other Non Current Financial Assets	6.09	6.13	7.59
Deferred Tax Assets (Net)	2.16	2.47	2.78
Other Non Current Assets	15.35	13.28	25.57
Total Non-Current Assets	88.31	86.84	144.97
Current Assets			
Inventories	127.00	143.72	259.60
Trade receivables	96.56	124.64	161.95
Cash & Bank Balance	3.63	12.39	24.06
Other Current Financial Assets	6.01	3.58	5.56
Current Tax Assets (Net)	0.00	0.00	0.00
Other Current Assets	11.51	11.70	23.97
Total Current Assets	244.71	296.02	475.13
Total Assets	333.02	382.86	620.10

Note: Fixed Assets include PPE, Capital WIP, Right to use assets, Intangible assets



Key Ratios





Stock Data

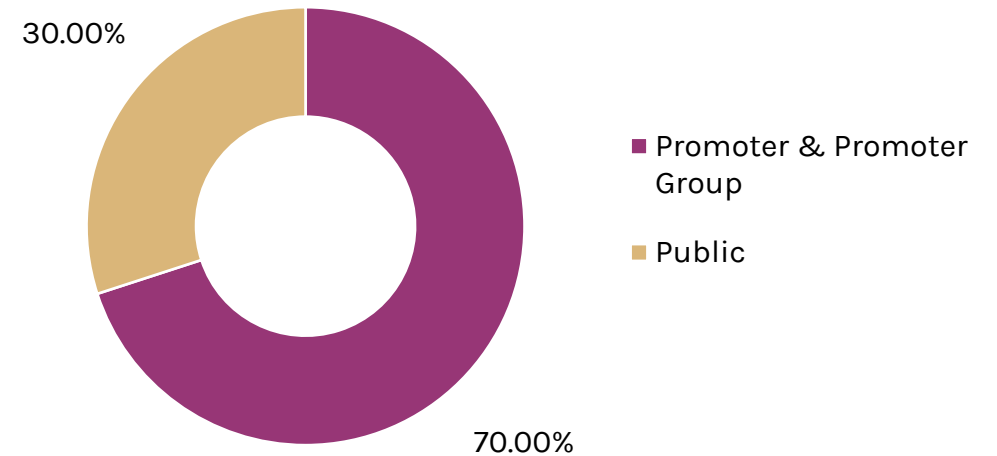
As On 28-05-2026

As On 31-03-2026

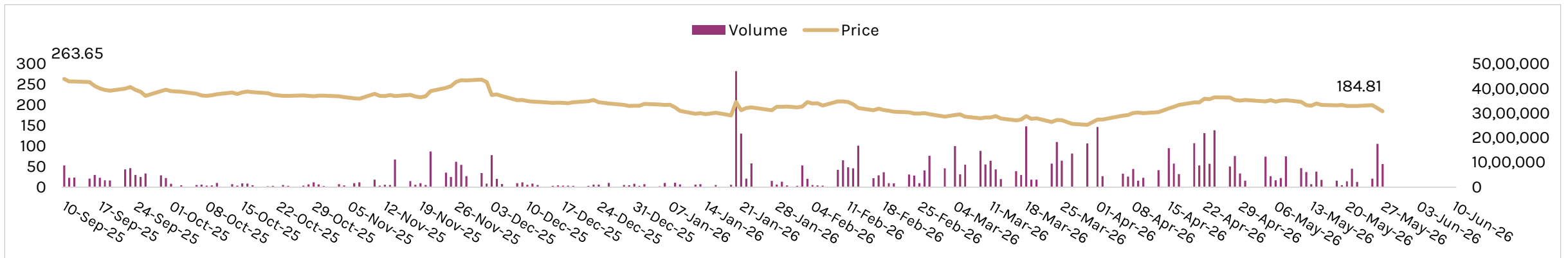
NSE (PATELRMART | INE01YQ01013) BSE (544487)

Share Price (₹)	184.81
Market Capitalization (₹ Cr)	667.51
No. of Shares Outstanding	3,34,00,528
Face Value (₹)	10.00
52-week High-Low (₹)	305.00 - 149.30

Share Holding Pattern



Share Performance From 26th August 2025 Till 27th May 2026



Source: [BSE](#)



Investment Rationale



Proven Track Record of Growth

Expanded from per store to **51 stores till date**, with **no store closures since inception**.
Strong revenue growth: Retail sales increased from **₹26,656 lakhs** in FY23 to **₹42,911 lakhs** with 50 stores in FY26.



Strong Presence with Expansion Potential

Leadership in **MMR suburban markets** with **2,29,158 sq. ft. retail space**. Cluster-based strategy ensures **efficient supply chain and scalability**; poised to expand into new geographies.



Diversified & Integrated Business Model

Balanced revenue mix: **Retail (~41%) & Manufacturing & Processing (59%)**. Integrated manufacturing facilities in **Ambernath & Kutch** strengthen supply chain and exports.



Growing Private Labels

Portfolio of **Patel Fresh, Indian Chaska, Blue Nation, Patel Essentials**. Contributed **~17.50% of retail sales in FY26**, targeted to reach **22%+ in medium term**, driving margin expansion.



Export Growth Story

Presence in **35+ countries**, leveraging in-house brands and third-party trading. Opportunity to capture global demand in **spices, staples, and processed foods**.



Omni-Channel Edge

Mobile app with **50,000+ downloads** integrates offline + online, enhancing customer stickiness. Future growth through digital-led convenience retailing.



Well-Positioned Post IPO

Listed on **BSE & NSE (Aug 2025)** with IPO proceeds earmarked for **debt reduction and working capital**. Strengthened balance sheet supports **next phase of growth and expansion**.



Thank You



PATEL RETAIL LIMITED
TRUST & TOGETHERNESS

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