Ganesh Consumer Products Limited
[Formerly Known as Ganesh Grains Limited]
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Kolkata - 700046, West Bengal, India
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Website: ganeshconsumer.com
CIN: L15311WB2000PLC091315

AUGUST 04TH, 2026

To
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai -400001
Maharashtra, India
Scrip Code – 544528

To
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G- Block
Bandra Kurla Complex, Bandra (East)
Mumbai- 400001
Maharastra, India
NSE Symbol- GANESHCP

SUBJECT: INVESTOR PRESENTATION FOR QUARTER ENDED JUNE 30TH ,2026

Dear Sir/Madam,

Pursuant to Regulation 30 and other respective regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith, the copy of Investor Presentation which covers the milestones achieved by the Company during the quarter ended June 30th, 2026.

A copy of the same will also be uploaded on the Company's website ganeshconsumer.com

Kindly take the same on your record.

Thanking You

For Ganesh Consumer Products Limited

Narendra Mishra
Digitally signed by Narendra Mishra
Date: 2026.08.04 22:00:37 +05'30'

Narendra Mishra
Company Secretary and Compliance Officer
Membership No. A46018

Encl: As above

INVESTOR PRESENTATION
Q1 FY27

Ganesh
Consumer Products Limited

Nourishing Everyday Moments with Quality and Trust

August 2026

Safe Harbour Statement

This presentation may contain certain “forward-looking statements” within the meaning of applicable securities laws and regulations, which may include those describing the Company’s strategies, strategic direction, objectives, future projects and/or prospects, estimates etc. Investors are cautioned that “forward looking statements” are based on certain assumptions of future events over which the Company exercises no control. Therefore, there can be no guarantee as to their accuracy and readers are advised not to place any undue reliance on these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. These statements involve a number of risks, uncertainties and other factors that could cause actual results or positions to differ materially from those that may be projected or implied by these forward-looking statements. Such risks and uncertainties include, but are not limited to; growth, competition, acquisitions, domestic and international economic conditions affecting demand, supply and price conditions in the various business's verticals in the Company’s portfolio, changes in Government regulations, laws, statutes, judicial pronouncement, tax regimes, and the ability to attract and retain high quality human resource.

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Ganesh®
SINCE 1936

About Ganesh Consumer Products

Ganesh Consumer Products at a Glance

Pioneer of the Consumer Staple Market in East India

- A trusted East India staples brand, built over **8 decades** of heritage and listed since Sep'25
- **Market leader** in packaged staples across East India
- **Diversified portfolio** spanning **44** product categories and **256** SKUs across three segments; Carrier (wheat flours), Value-Added (sooji, maida, besan, sattu, dalia) and Emerging (spices, instant mixes, ethnic flours)
- **High household relevance** - embedded in daily meal preparation, driving consistent and recurring demand
- **Strong quality processing** and **standardization** enable the company to scale consumer trust and meet evolving needs

Operational Excellence

Cash & Carry Model In General Trade (GT) #	**53.6%** E-Commerce CAGR (FY23-FY26)
10 Million+ Household Reach*	**3.5 Lac+** GT Outlets in India*
30 C&F Agents	**1,000+** Distributors

Financial Metrics (Q1 FY27)

12.6% Revenue CAGR (FY23-FY26)	**11.2%** EBITDA Margin**
6.6% PAT Margin	**43** WC Days^
18.0% ROCE^	**13.3%** ROE^

Comprehensive Portfolio

Whole Wheat Flour

Chakki Atta | Sharbati Atta | Multigrain Atta

Wheat and Gram based value added products

Sooji | Maida | Besan | Sattu | Dalia

Emerging Products

Powder Spices | Whole Spices | Blended Spices | Dhokla | Ethnic Flour

** Household counts and retail outlets counts in Other states are based on Management Estimate. Retail Outlet counts in West Bengal is from Neilsen Report.*
*# Spices portfolio has a credit period of 15 – 30 days; **EBITDA Margin (%) is calculated as EBITDA divided by Revenue from operations. ^ Annualised*

Our Journey

From Regional Heritage to Scalable Platform

1936 • BRAND INCEPTION
- Started as a **retail outlet** in Burrabazar, Kolkata under the **"Ganesh" brand**

2000-06 • INCORPORATION
- Company incorporated in **2000**
- Commissioned Jalan Complex Unit-I as an Atta Chakki plant

2006-15 • EXPANSION
2008 2010 2014 2015
- Commissioning of **4 new units** and expansion of manufacturing capacity through **2 acquisitions**, focusing on:
  - Gram-based value-added flour & ethnics flours
  - Wheat-based-value added flour products (maida, sooji and dalia)

2016-22 • SCALING UP
- Raised funds from **India Business Excellence Fund II & India Business Excellence Funds- IIA**
- Awarded Emerging Company of the Year by Zee Business
- Awarded Most Loved Brand by Blinkit

2022-23 • REPURPOSING
2022 2023
- Jalan Unit-I & Agra - **enhanced sooji yield**
- Jalan Unit-II - **whole, powder & blended spices**

2024 • NEW CATEGORIES
- **Blended Spices**: Garam & Biryani Masala
- **Whole & Powder**: Turmeric & Chilli

Garam Masala *Biryani Masala*
Turmeric Powder *Chilli Powder*

2025-26 •IPO & CAPACITY ADDITION
- Successfully completed Initial Public Offering in **September 2025**.
- Agra plant - Commissioned **Atta & Dalia** units
- Commissioned Amta unit - **Soya Chunks**

An Integrated Value Chain

From Grain to Greatness

Procurement
(Wheat, Gram and Spices)

Network of **70+ brokers** across **UP, Bihar, MP, Rajasthan, Haryana, Punjab and Maharashtra**

Long-established relationships ensuring grain quality and price discovery

Manufacturing

100% in-house manufacturing and processing capabilities* across **8 Strategic** Plants

1,478 MT per day Capacity

Warehousing Management System for visibility, optimized space, & real-time tracking

Sales & Distribution

30 C&F agents and **20** Super Stockists

1000+ distributors enabled through **Distribution Management System** with real-time visibility

GT - **3.5 Lac+** Outlets**

MT - **200+** Retail Touchpoints

Robust **Sales Force Automation** driving sales productivity

End Consumer

Household Brand of East India

10 Million+ Household Reach**

4.5/5 Q-Commerce and E-Commerce Customer Satisfaction Ratings

**Note - Snacks which were launched in FY25 and which form a very small fragment of the revenue are procured from a third-party manufacturer*
*** Retail outlet count in West Bengal is from Nielsen Report and in other states is based on management estimates*

Manufacturing Footprint

Backward integration powering efficiency and consistency

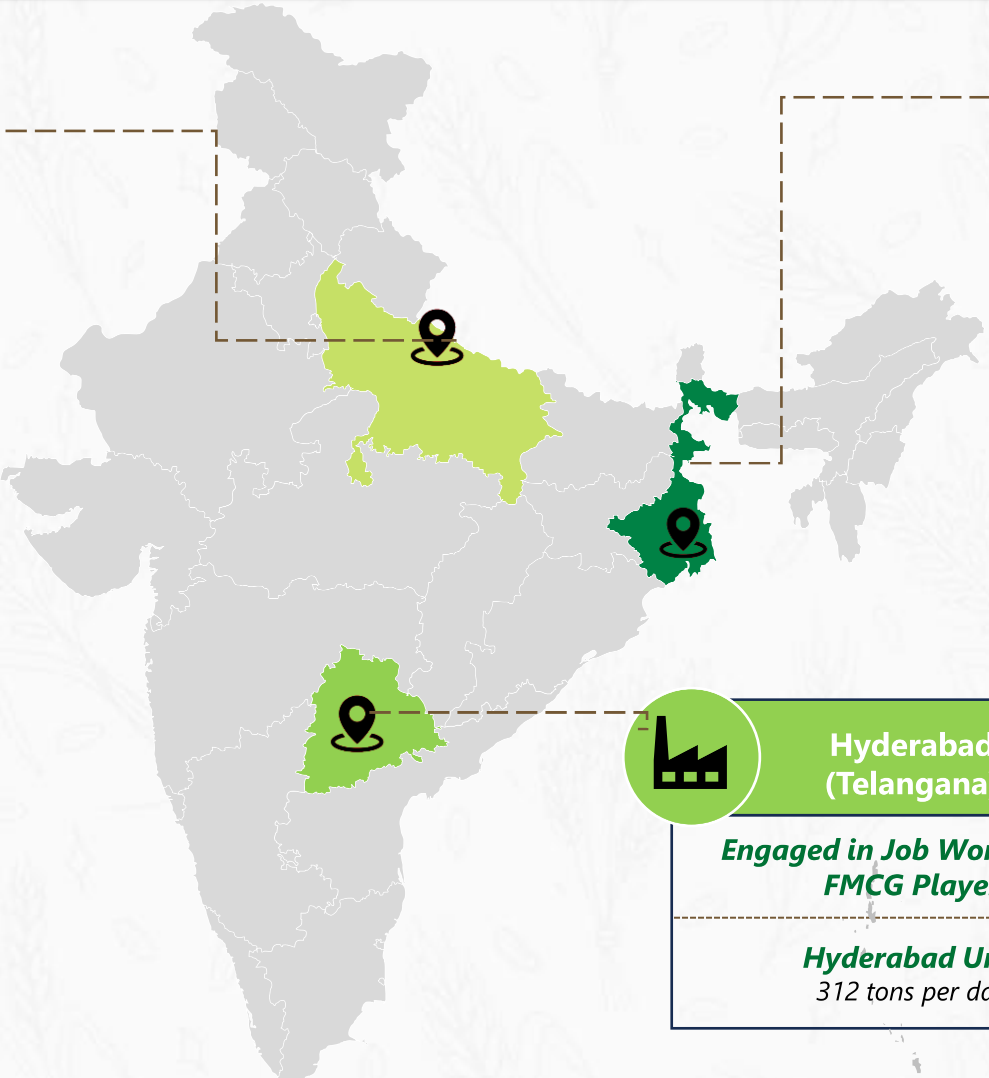
8 Manufacturing Facilities

Agra + Varanasi (Uttar Pradesh)

Near to Farm – *optimizing raw material sourcing*

Varanasi Unit
186 tons per day

Agra Unit
304 tons per day



KOLKATA West Bengal

Near to core market *- Enabling efficient logistics management*

Padmavati Unit
384 tons per day

Jalan Complex Unit I
150 tons per day

Jalan Complex Unit II
40 tons per day

Food Park Unit
90 tons per day

Amta Plant*
12 *tons per day*

Hyderabad (Telangana)

Engaged in Job Work for an FMCG Player

Hyderabad Unit
312 tons per day

Total Capacity

1,478 tons per day

**Note - Start of commercial production during Q1 FY27*

Quality at the Core

Committed to Quality, Safety & Sustainability

Backed by Quality Standards and Credibility

ISO 14001:2015

Environmental Management System ensuring sustainable and eco-friendly operations

FSSAI

Compliance with India's Food Safety and Standards regulations for safe and hygienic food products

FSSC 22000

Global benchmark for food safety management, integrating ISO standards with sector-specific controls

ISO 45001:2018

Occupational Health and Safety Management System ensuring a safe and efficient workplace

A fully equipped in-house **quality laboratory** and a **dedicated QA team** ensure that every batch meets stringent national and international benchmarks from raw material sourcing to final packaging.

Advanced Manufacturing Infrastructure

Seven facilities | Highly automated | Built for scale

STATE-OF-THE-ART CAPABILITIES

Buhler-Designed Plants

Jalan Complex I and Agra units use advanced Technology and Buhler make machinery boosting Sooji yield from typical 6-8% to 28-32%.

Automated Material Flow

Software applications automate, monitor and control material flow across the production line; consumption is logged in real time.

Grain-Level Quality Scanning

Advanced customized machinery scans every grain, rejecting immature, infected or discoloured material before grinding.

Direct Process Control

Technological infrastructure enables end-to-end control of the manufacturing process driving consistent product quality.

Management Commentary

Message from the Managing Director

Manish Mimani
Managing Director

"The first quarter of FY2027 was marked by a challenging operating environment for the category, yet it also reinforced the strength and resilience of our brand. Revenue from operations stood at ₹1,885 million, representing a decline of 7.1% year-on-year, as category demand was affected by an extended heatwave, constrained LPG availability, and disruptions surrounding the Assembly elections. Our consumer-facing B2C business held up relatively well, declining 4.1% YoY, while B2B declined 17.9% YoY. Given the close linkage between the two businesses, softer B2C volumes during the quarter also flowed through to B2B, with the remaining decline attributable to lower realizations and our conscious decision to reduce exposure to lower-margin B2B volumes.

Despite these headwinds, we continued to strengthen our competitive position. Our overall market share increased by 1 percentage point in the packaged wheat-based category. Weighted distribution also improved by 0.8 percentage point, reflecting the growing reach and availability of our products. Gaining both market share and distribution in a challenging environment underscores the resilience of our business model and the continued trust consumers place in our brand.

The strength of our execution was also reflected in our profitability. EBITDA margin expanded to 11.2%, the highest in the Company's history representing an improvement of 66 basis points year-on-year and 313 basis points sequentially. This margin expansion was driven by disciplined procurement during a favorable commodity cycle, an enhanced product mix, and focused cost-optimization initiatives. Importantly, these margins were delivered while increasing advertising investments to 3.1% of revenue, supporting the long-term strength of our brand. Profit after tax grew by 31.4% year-on-year to ₹125 million, with the PAT margin improving to 6.6%.

Beyond our core business, we continue to build the foundation for our next phase of growth. Following the encouraging response to the soft launch of our ethnic snacks range, we are preparing for a wider rollout during the later part of the current fiscal year. The entire ethnic snacks portfolio will be manufactured at our Amta unit, where we also plan to manufacture packaged sweets. Both categories are expected to be launched during the third quarter, strengthening our presence in adjacent food segments while leveraging existing manufacturing capabilities. Separately, we commenced distribution of Soya Chunks, extending our value-added portfolio into everyday, protein-led kitchen staples.

Our priorities remain clear: to strengthen our core categories, scale our value-added portfolio, and deepen our presence across both existing and emerging markets. We remain deeply grateful to our shareholders, partners, employees, and the entire Ganesh family for their continued trust and support."

Key Financial Highlights (1/2)

In INR Millions

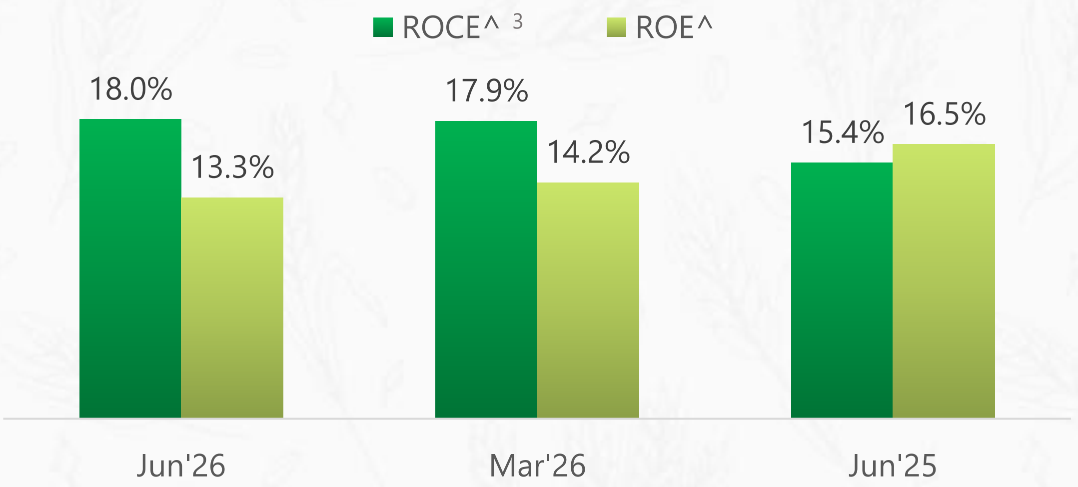
Particulars	Revenue from Operations	EBITDA*	Profit before Tax	Profit after Tax
Q1 FY27	**1,885**	**210**	**168**	**125**
Growth YoY	(7.1%)	(1.2%)	31.1%	31.4%
Growth QoQ	(13.5%)	20.2%	30.7%	31.3%
Margin (%)		*11.2%*	*8.8%*	*6.6%*
Diluted EPS (in ₹)				3.14

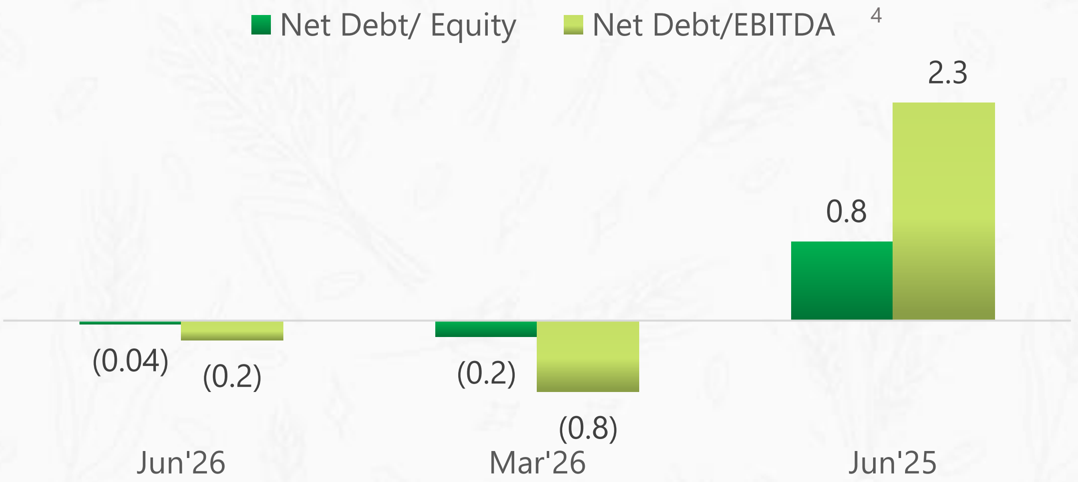
*Notes: *EBITDA has been calculated as aggregate of the restated profit before tax, depreciation and amortization expenses and finance cost, less other income, for the relevant period/year and EBITDA Margin (%) is calculated as EBITDA divided by Revenue from operations.*

Key Financial Highlights (2/2)

In INR Millions

PARTICULARS	JUN'26	MAR'26	JUN'25
Total Equity	3,830	3,705	2,364
Total Borrowings	59	83	1,985
Cash & Cash Equivalents	232	725	34
Net Debt	(172)	(643)	1,951
Net Fixed Assets	1,935	1,918	1,786
Net Current Assets[1]	1,688	1,121	603
Total Assets	4,519	4,509	5,270
Net Fixed Asset Turnover Ratio^	3.9	4.8	4.6
Cash Conversion Cycle[2]	43	23	61





Notes: 1. Net Current Assets_: *Current Assets - Current Liabilities – Cash & Cash Equivalents;* 2. Cash Conversion Cycle *based on annualised revenue from operations;* 3. Capital Employed *refers to the sum of Total Equity and Total Debt and reduced by Capital Reserve and Capital Redemption Reserve.; 4. EBITDA is calculated as annualised profit before exception item and tax for the period/ year plus finance cost and depreciation and amortization costs as reduced by other income. ^ Annualised*

Why Ganesh Consumer Products?

01 India's Branded Staples Opportunity

02 Commanding Market Leadership in East India

03 Diversifying Revenue Mix

04 Robust Distribution Network

05 Track Record of Consistent Financial Performance

06 Innovative & Consistent Brand Building

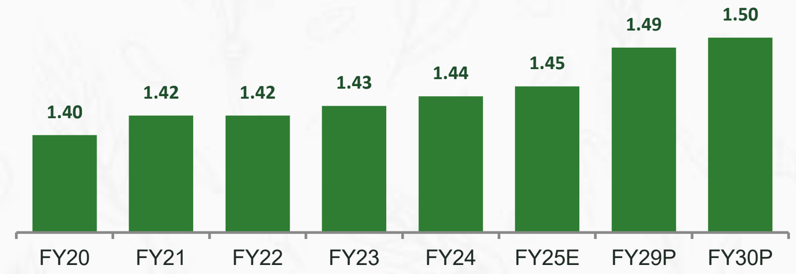
07 Pioneering Growth Backed by Proven Leadership

India's Branded Staples Opportunity (1/2)

Strong Demographic, Rising income, Expanding Consumption

Population of India

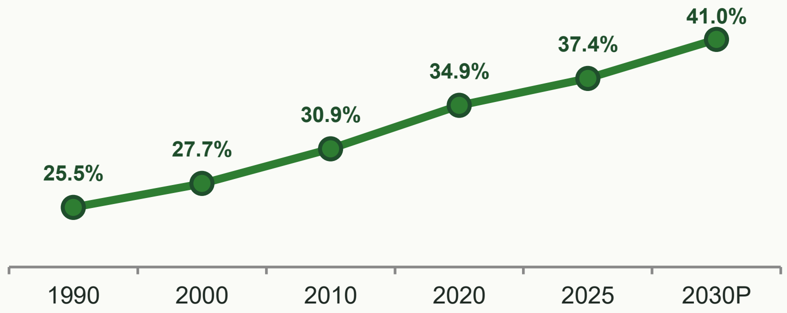
in Billion (Calendar Year)



→ India adds ~50M people by FY30

India's Rising Urbanization

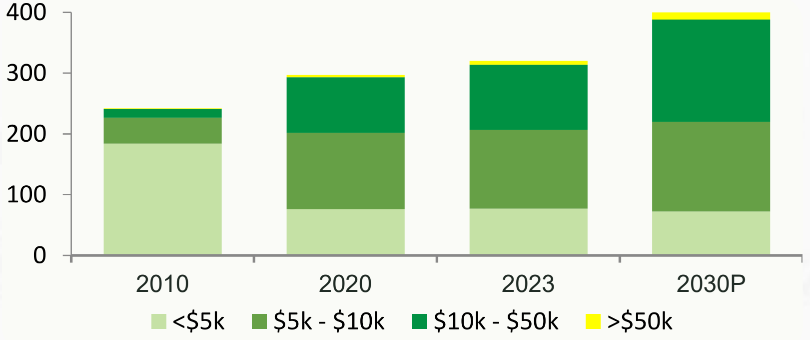
Urban population as % of total



→ Urban share to cross 40% by 2030

Household Annual Earnings

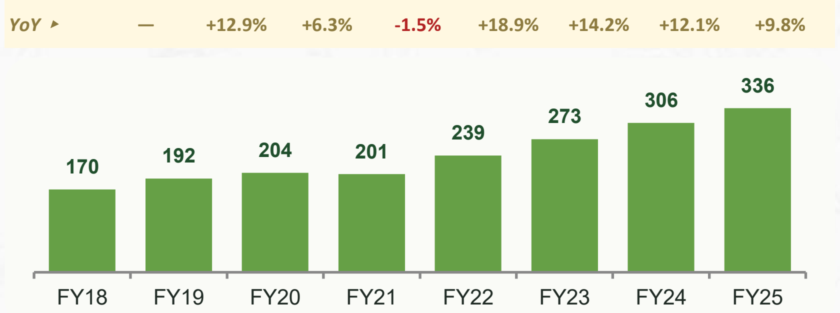
Households in millions, by USD income band



→ Affluent households (>$10k) to 12x by 2030

Per Capita GNI (₹ '000)

Per-capita Gross National Income, with YoY growth %



→ Income nearly doubled FY18 → FY25

KEY INSIGHTS

Large & Growing Population
India to reach ~1.5 Bn by FY30 with a vast, young consumption base.

Rising Urbanization
Urban share climbing steadily, lifting demand for branded, packaged staples.

Expanding Incomes
Sharp shift toward middle and higher-income households through 2030.

Stronger Purchasing Power
Per-capita GNI doubled in 7 years fueling disposable income growth.

Demographics, urbanization and rising incomes are converging into a structural tailwind for branded packaged staples, directly aligned with Ganesh's portfolio and East-India focus.

Source: Technopak Report

India’s Branded Staples Opportunity (2/2)

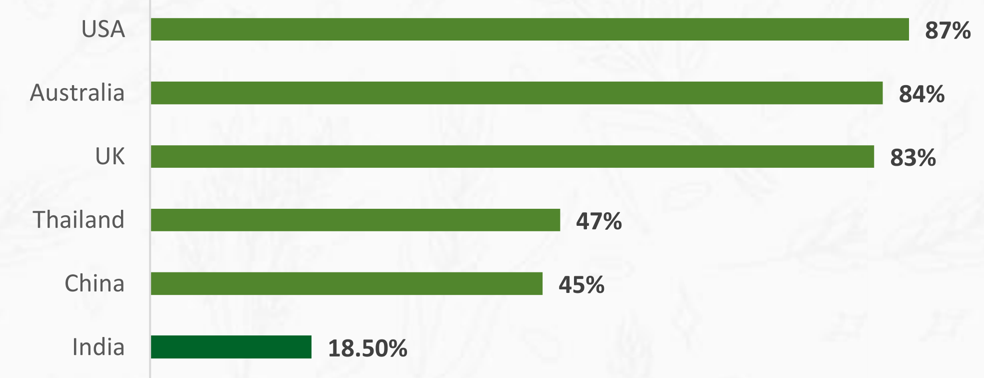
Converting India's loose staple market into a branded opportunity

	Total Addressable Market *(2025 - in Cr)*	Organized Market CAGR *(2025-2030P)*	Organized %
Wheat Flour & Wheat Derivatives	~1,85,000	15.9%	~18%-20%
Gram Flour & Gram Derivatives	~50,000	16.1%	~18%-20%
Spices	~1,40,000	13.5%	~18%

India's Consumption Headroom vs. Developed Markets

Organized Retail Penetration (CY23/FY24)

% of total retail market



India: 18.5% (FY24) → 22.9% (FY27P)

Substantial headroom vs developed peers at 80%+

Key Catalysts Driving the Shift to Branded Staples

Rising Female Workforce

23.3% → 37.0%

Female labour participation surged 13.7 pp between FY18-FY23, driving demand for convenience-led packaged foods and Ready-to-Cook/ Ready-to-eat food.

Modern Trade & Q-Commerce

18.5% → 24.2%

Modern trade penetration to widen FY24-FY28P; e-commerce growing fastest at 21.2% CAGR vs 8.4% for GT

Demand for high quality and health-oriented foods

The demand for high quality packaged food is rising as consumers become more health-conscious and environmentally aware

Nuclearization

5.3 → 3.9 Avg. Household Size (FY01-FY30P)

Smaller households drive demand for ready-to-eat meals, and branded products that deliver consistent quality and save preparation time.

Source: Technopak Report

Commanding Market Leadership in East India

Strong foothold across products

Presence in West Bengal*	***Presence in East India****
1 — Largest player in Wheat-based products[1]	1 — Largest player in Wheat-based derivative[3]
1 — Player in Packaged Sattu	Top 2 — Player in Gram-based flour products[2]
Top 2 — Player in Packaged Besan	3 — Largest brand of Packaged Wheat Flour

**Source: Technopak Report Notes: 1. Wheat based products include wheat flour, maida, sooji and dalia, 2. Gram-based flour products include besan and sattu, 3. Wheat based derivative excludes wheat flour*

Market Dynamics & Distribution Performance *- Ganesh strengthens its position even as the West Bengal packaged-atta market contracts*

↓ MARKET **(10.6%)**

Category contracted QoQ

The West Bengal packaged-atta market declined, yet Ganesh gained ground.

↑ MARKET SHARE **+1%**

Market share increased

Value share in packaged wheat products (atta, maida and sooji) increased by 1%

↑ REACH **+0.8%**

Weighted distribution improved

Reach expanded by 0.8%, reflecting growing availability and shelf presence.

Source: Nielsen, West Bengal
Notes: Weighted distribution = Percentage of category sales generated by stores where our products are present.

Diversifying Revenue Mix (1/2)

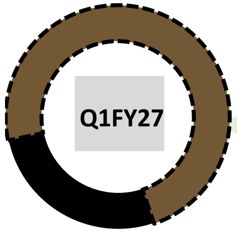
Strong in Core, Scaling Beyond

Geographic Expansion

State wise B2C Revenue Mix

81%

B2C Sales



West Bengal	93%
Jharkhand	3%
Odisha	2%
Rest of East	2%

Strategic Objectives:

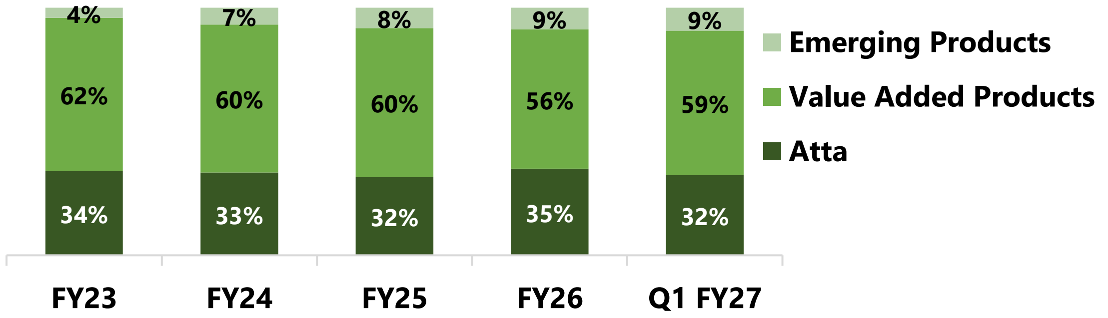
- **Consolidate** West Bengal leadership by aggressively expanding B2C reach
- **Scale presence** in Jharkhand, Bihar, Odisha, and the North-East to capture a highly growing regional market.

Building the Right Engines for Expansion

- Strengthening Regional Supply Chain
- Expanding Agent and Distributor Network
- Increasing People Strength
- Deeper Market Penetration

Product Mix Changes

Product Category wise B2C Revenue Mix



- Value Added Products includes Maida, Sooji, Sattu, Besan and Dalia
- Emerging Products includes Spices, Instant Mixes and Millet Flour

Strategic Objectives:

Build a portfolio designed to address evolving consumer needs while shifting toward higher-margin, branded products.

- Extend the core staples franchise into everyday kitchen adjacencies.
- Move up the value chain by focusing on branded, higher-margin formats.

Recent Product Launches

Whole Spices *Blended Spices* *CTC Spices* *Sabudana* *Soya Chunks*

Diversifying Revenue Mix (2/2)

From Morning to Midnight, Ganesh in every bite...

Breakfast

Power start of the Day

Lunch

Staples that sustain families

Evening Hunger

Fuel your evening the natural way

Dinner

Healthy dinner for the family

Fasting Food

Purity for Devotional Meals

For All Meals - Spices

Fulfilling 100% of the Household needs

Robust Distribution Network

Well-established and Widespread

General Trade

8
Mfg. Plants

20
Super Stockists

30
C & F Agents

1000+
Distributors

Retailers
3.5Lac+*
Retail/ Customer Touchpoints

E- Commerce

Third Party Online Marketplaces

Quick Commerce

Own Website

Modern Trade

Stores of Retail Players in East India

Regional Presence (East India)

200+
Stores

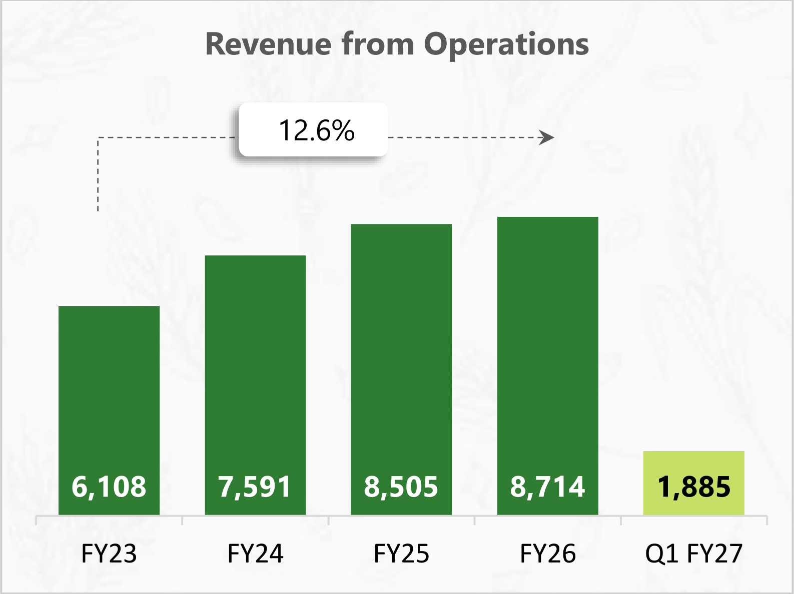
Revenue Split[1]	General Trade	E- Commerce	Modern Trade
	78.5 %	14.2%	7.3%

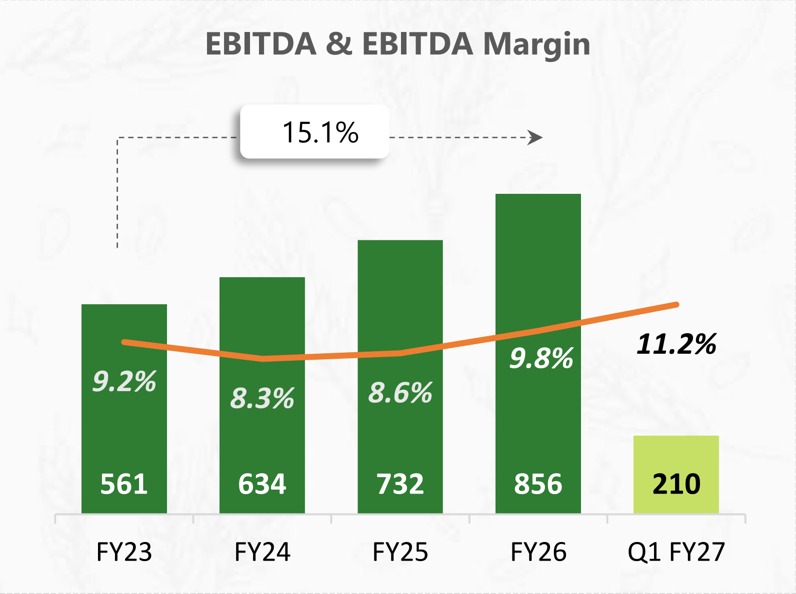
Note 1: Revenue Split as attributed to B2C operations for Q1 FY27
*Source: Nielsen Report for West Bengal and Management Estimate for other states

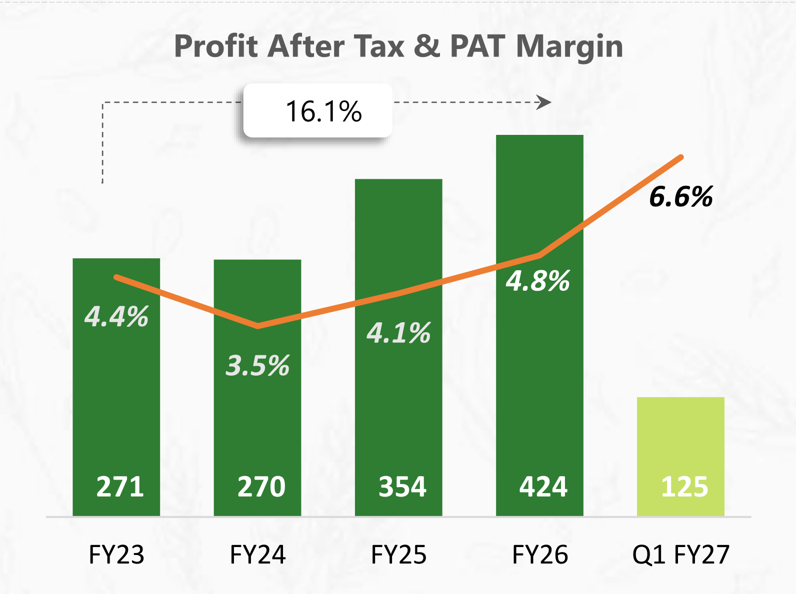
Track Record of Consistent Financial Performance (1/2)

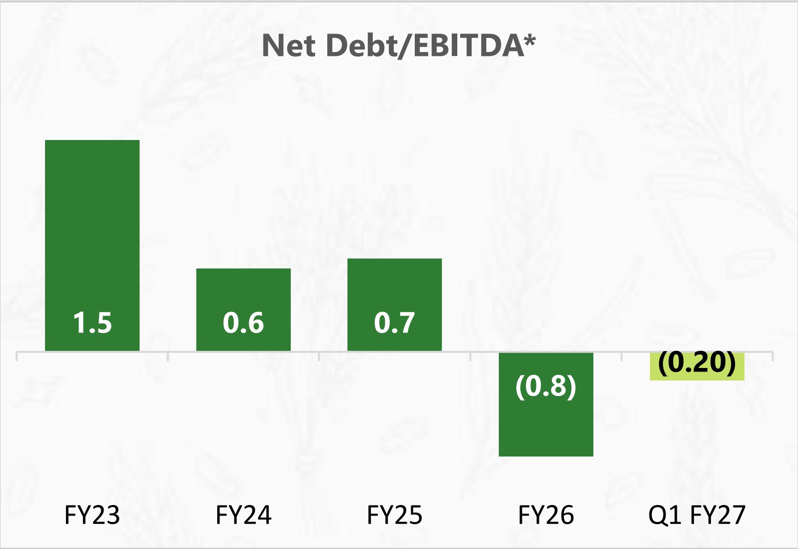
Robust Financials

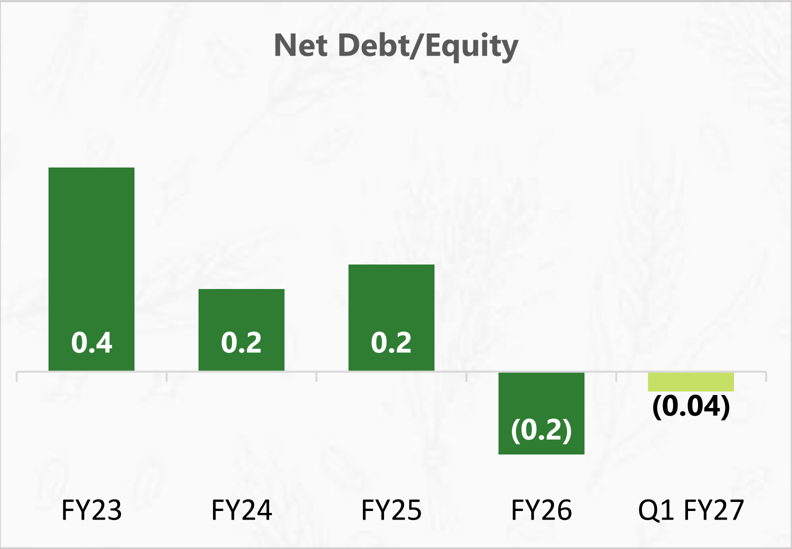
In INR Millions

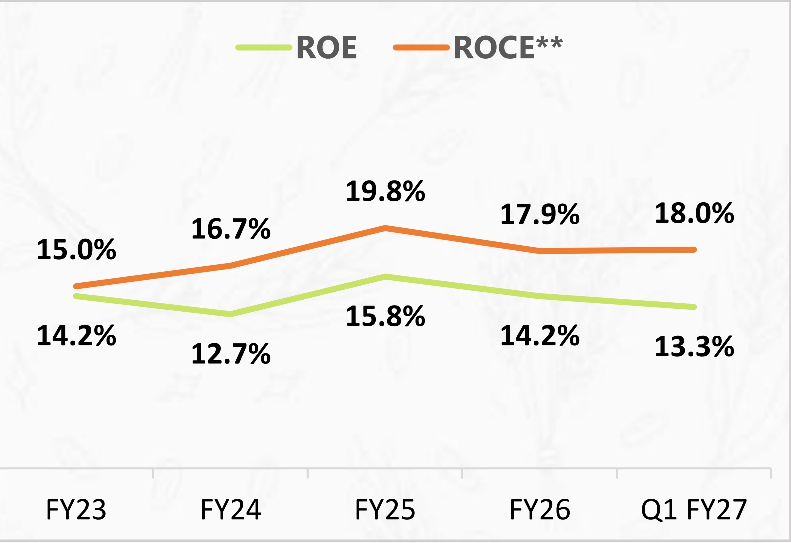












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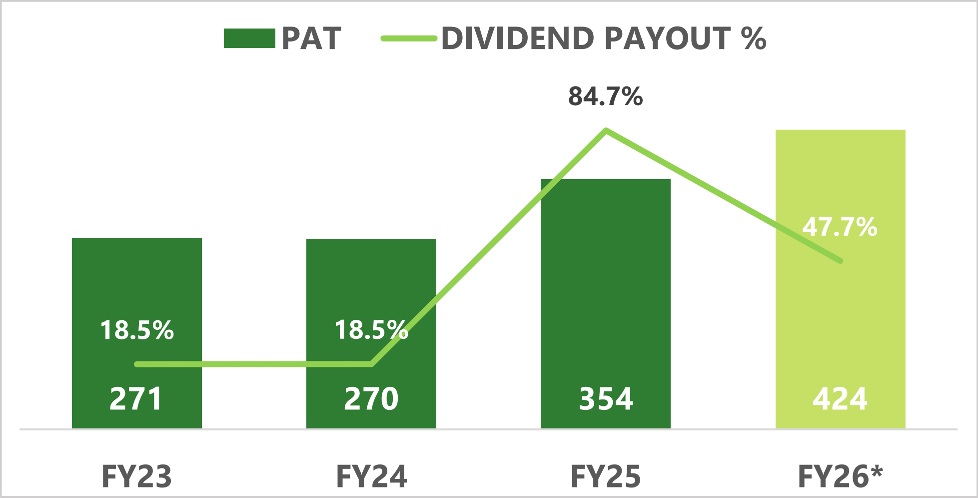
Track Record of Consistent Financial Performance (2/2)

Strong & Stable Cashflows

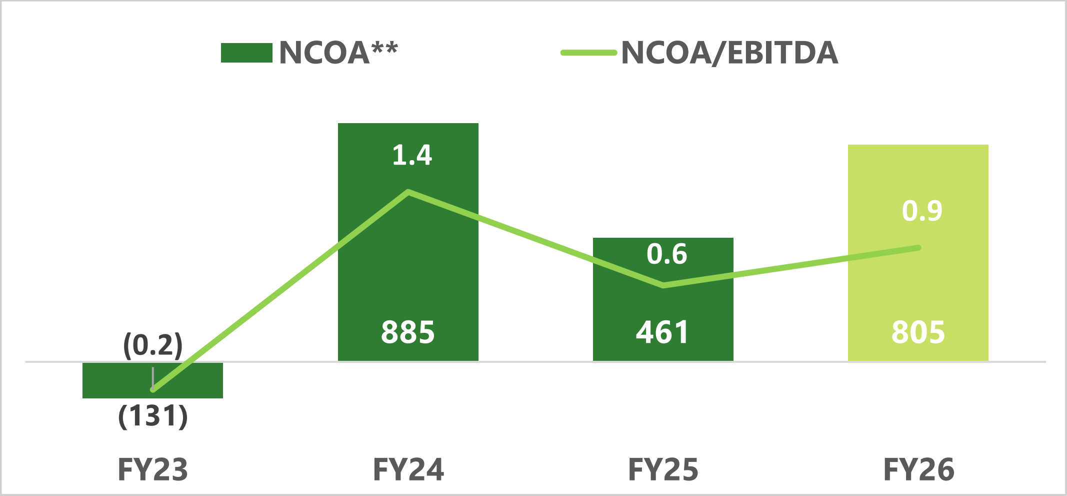
In INR Millions

Consistent Profitability with Rising Shareholder Returns



Steady PAT growth with progressive dividend payout reflects strong, cash-backed profitability.

Robust Operating Cash Flow Conversion



Strong EBITDA-to-cash conversion supported by efficient working capital management and cash & carry model.

KEY HIGHLIGHTS

Cash & Carry Distribution Model

Rapid cash realization and strengthened liquidity driven by a strict cash-and-carry distribution framework.

Low Working Capital Intensity

Optimized working capital intensity, backed by disciplined inventory turns and tight receivables management, driving a highly efficient cash conversion cycle of 43 days.

High Free Cash Flow Generation

Consistent cash generation supports growth investments while maintaining dividend payouts.

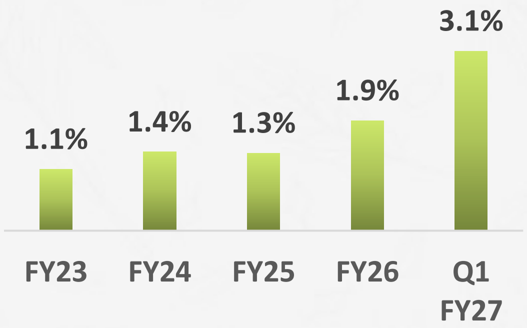
**Recommended final dividend of ₹2.50 per share for FY26 is subject to shareholder approval at the ensuing AGM. Total FY26 dividend stands at ₹5.00 per share, inclusive of ₹2.50 interim dividend already paid.*
*** Net cash from operating activities*

Innovative & Consistent Brand Building (1/3)

Smart Spend, Strong Leadership

Established brand awareness through frugal marketing investments

Strategic and **targeted** advertisement spend to enhance **brand prominence** by focusing on **high visibility** marketing campaigns



- Ad spend step-up to 3.1% of Revenue in Q1 FY27 driven by a targeted **Ganesh Sattu campaign** featuring Brand Ambassador Ravindra Jadeja.
- Increasing spend across **digital channels** to strategically build brand awareness

Ability to competitively price their products

Price setter in value added flour categories by virtue of its status as a **pioneer** of these categories in India

Offering products at a **competitive price**, while **maintaining quality** at par with both PAN India and regional brands serving as a **testament** to consumers' trust in the quality of the products

Scaling the Portfolio Beyond Everyday Core Staples

- **Protein based Portfolio:** Entered the protein-led staples category with the launch of Soya Chunks, strengthening the everyday kitchen essentials portfolio
- **Scaling the ethnic snacks portfolio:** Following a successful soft launch, broader commercial rollout planned during Q3FY27
- **Expanding Portfolio:** Launching the packaged sweets category by leveraging the existing Amta manufacturing unit

100% of General trade sales are on advance basis demonstrating trust in Ganesh's brand power (2)

Note 1: Market share as per Technopak Report

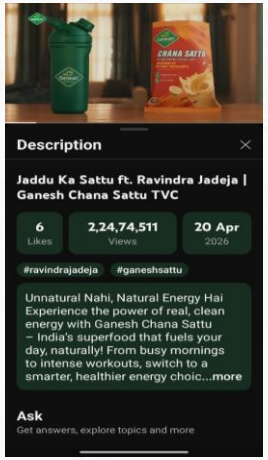
Note 2: Spices Portfolio has a credit period of 15- 30 days

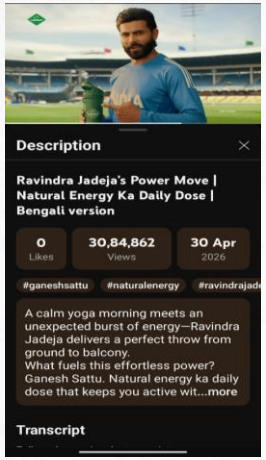
Innovative & Consistent Brand Building (2/3)

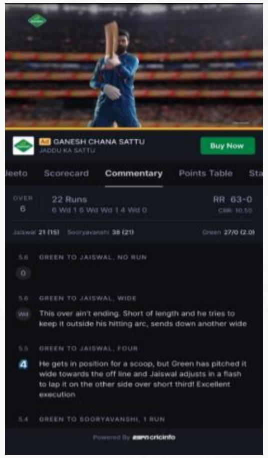
Category Focused Marketing Initiatives - Sattu

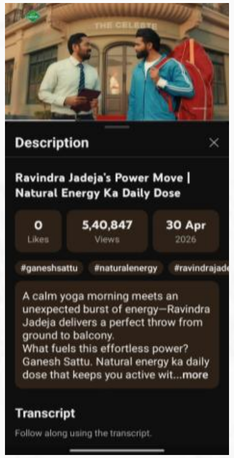
Print Advertisement

Digital Campaigns









Television - News Channel

Our partnership with cricket icon Ravindra Jadeja as brand ambassador has sharply elevated brand visibility and consumer connect, harnessing his nationwide appeal to deepen market presence

Innovative & Consistent Brand Building (3/3)

360° Marketing Efforts

Targeted TV Commercials

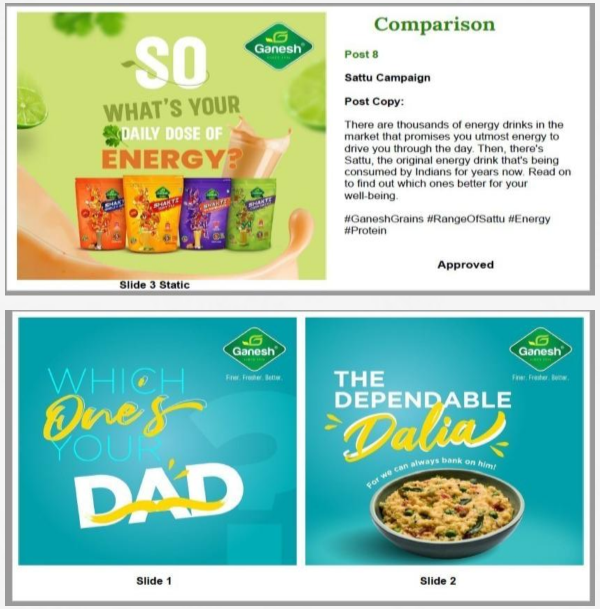
Digital Commercials

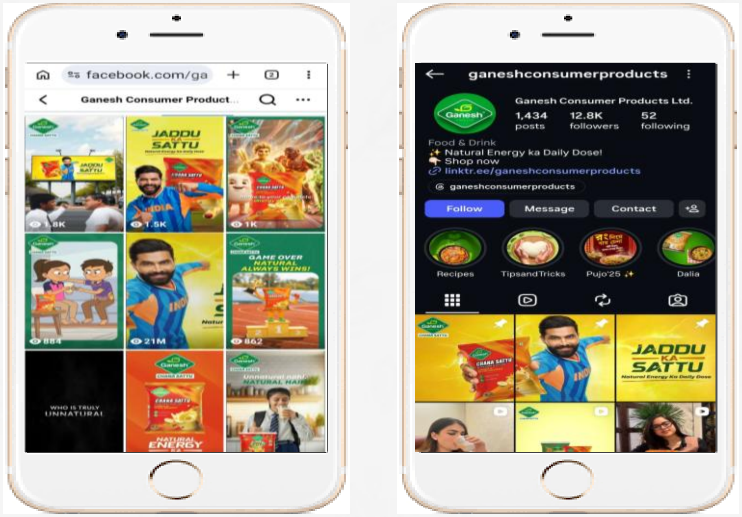
Disney+ hotstar
voot
YouTube
big basket
MX PLAYER
SONY liv
facebook
blinkit

Local Branding

Print Advertisement

Digital Marketing and Quick Commerce





Pioneering Growth Backed by Proven Leadership (1/2)

Board of Directors: Experience that delivers results

Manish Mimani

Managing Director

Joined M/s Ganesh Flour Mills in 1994 and incorporated the company in 2000, driving its growth and corporatisation. He also served on the boards of Backbone Sales, Srivaru Agro, and Srivaru Poly Packs Pvt. Ltd.

Madhu Mimani

Non-Executive Director

Associated with the company for over two decades, she joined the Board in 2000, was reappointed in 2016, and continues to guide treasury and strategic functions. She also serves on the boards of Backbone Sales, Srivaru Agro, and Srivaru Poly Packs Pvt. Ltd.

Devansh Mimani

Non-Executive Director

Graduate in Business and Economics from Brandeis University, plays a key role in expanding product categories and strengthening brands presence in modern trade and across new geographies.

Rajiv Nitin Mehta

Independent Director

A seasoned business leader with over 20 years of experience spanning across consumer brands, retail, venture capital and corporate governance. He has worked with Puma South Asia and served as CEO of Arvind Sports and Fashion Brands Ltd.

Richa Manoj Goyal

Independent Director

Graduate in Commerce and Law from Gujarat University. A Fellow Member of the Institute of Company Secretaries of India and a certified trademarks agent, she heads her own firm, Richa Goyal & Associates.

Ganesh Shenoy Basavanagudi

Independent Director

A Chartered and Cost Accountant with a commerce degree from Bangalore University and over 25 years of experience in finance. He has worked with A.F. Ferguson & Co., Larsen & Toubro Ltd., and served as Director – Finance & IT at MTR Foods Pvt. Ltd.

Pioneering Growth Backed by Proven Leadership (2/2)

Core Management Team

Amit Tapadia

Chief Financial Officer

Been with the company since 2019 and oversees finance and accounts. A Chartered Accountant with a commerce degree from the University of Calcutta, he has 10 years of experience, including roles at Flipkart, Lifestyle International, & S.R. Batliboi & Associates LLP.

Narendra Mishra

Company Secretary & Compliance Officer

Joined in 2023. A Commerce and Law graduate and Associate Member of ICSI, he has 8 years of experience in secretarial and compliance roles with Karini Group and Mukesh Hyundai (Frostees Export India Pvt. Ltd.)

Abhishek Pareek

Chief Commercial Officer

Been with the company since 2018 and oversees finance, accounts, and commercial operations. A qualified Cost and Chartered Accountant with 13 years of experience, he previously worked with Asian Hotels (East) Ltd. in corporate finance and accounts

Sunil Chandak

Chief Manager (Operations)

Associated with the company since 2012. He oversees production and factory operations. With 12 years of experience, all spent with the company, he has grown through the ranks and played a key role in strengthening operational excellence

Indrani Mitra

Head of Human Resources

Been with the company since 2019, she oversees all HR functions and brings 19 years of HR management experience. She holds degrees from the University of Calcutta and Jadavpur University, and previously led HR operations at Kankei Relationship Marketing Services Pvt. Ltd.

Strategic Roadmap

Focused Growth Strategies

Geographic Expansion & Distribution network

- Strengthen B2C presence across existing markets by expanding into tier 2/3 cities and rural regions.
- Expand footprint beyond West Bengal by accelerating entry into adjacent markets Jharkhand, Odisha, Bihar and Assam.
- Scaling distribution by adding new distributors and C&F partners.

Product Diversification & Portfolio Enhancement

- Diversify into categories which are in sync with the existing ones
- Launches addressing health-conscious and convenience-focused consumers.
- Leverage consumer feedbacks to develop value packs and regional flavors to augment market share.

Brand Visibility and Marketing Campaigns

- Roll out integrated campaigns across TV, radio, print, digital, and outdoor channels to enhance brand visibility.
- Prioritize BTL activities for stronger advertising to maximize local impact.
- Back cultural events and regional festivals across East India to strengthen emotional connect and consumer engagement.

Operational Efficiency & Technology Adoption

- Target operational cost savings by installing solar power across four manufacturing units.
- Implement Warehouse Management System (WMS) to improve supply chain transparency and reduce stock-outs
- Strengthen use of Botree DMS, SFA apps, and SAP S/4 HANA Cloud to improve order-to-cash cycle efficiency

Financial Summary

Summary of Profit & Loss Statement

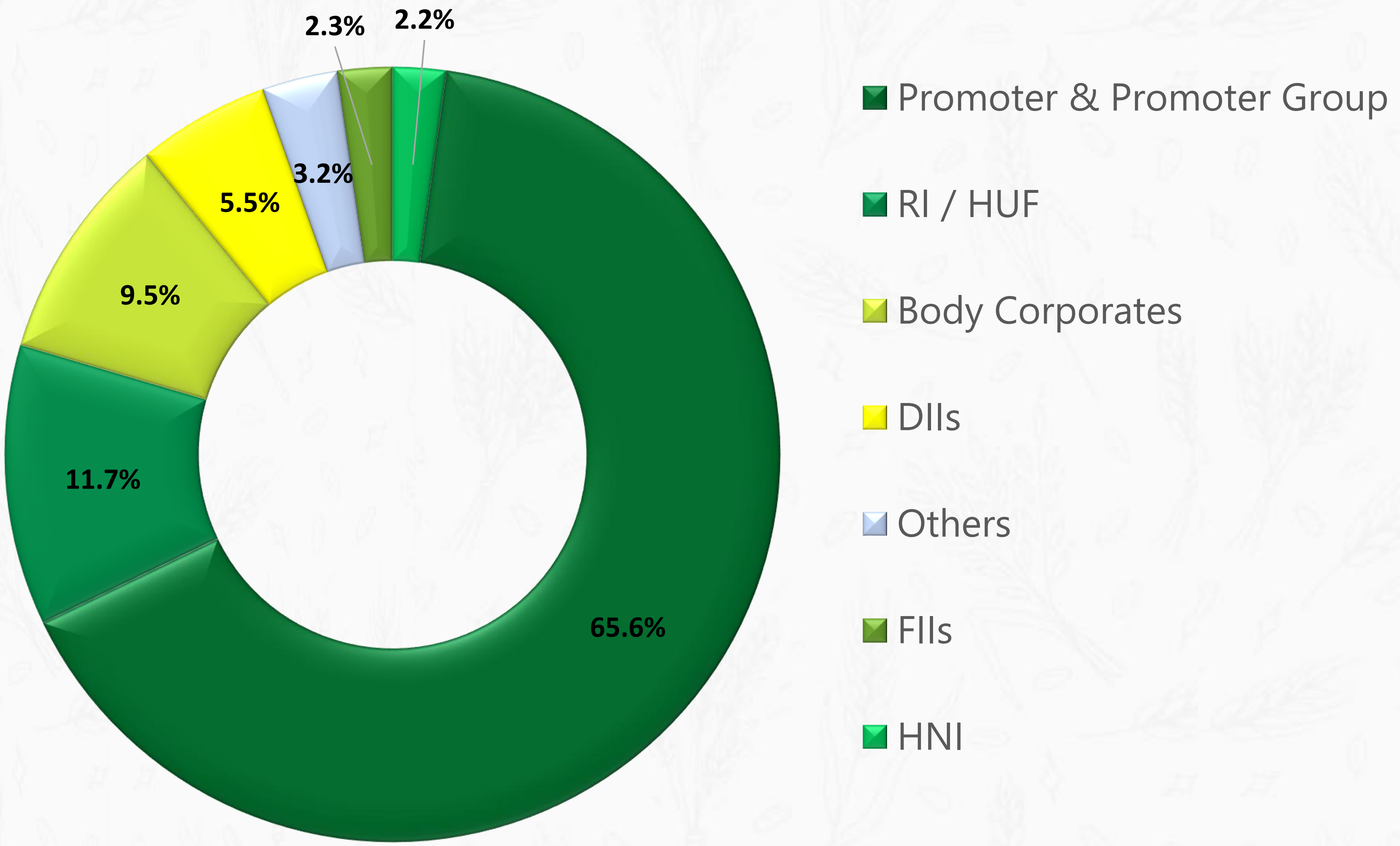
Sustained Growth Momentum with Healthy Profitability

In INR Millions

Particulars	Q1 FY27	Q1 FY26	YoY (%)	Q4 FY26	QoQ (%)	FY26
Revenue from Operations	**1,885**	2,030	*(7.1%)*	2,180	*(13.5%)*	**8,714**
EBITDA[1]	**210**	213	*(1.2%)*	175	*20.2%*	**856**
EBITDA Margins (%)[2]	***11.2%***	*10.5%*	*66 bps*	*8.0%*	*313 bps*	***9.8%***
Depreciation	55	58	*(5.7%)*	61	*(10.7%)*	237
Other Income	18	12	*53.6%*	22	*(17.9%)*	55
Finance Cost	6	39	*(85.2%)*	7	*(20.6%)*	105
Profit Before Tax	**168**	128	*31.1%*	129	*30.7%*	**568**
Profit After Tax	**125**	95	*31.4%*	95	*31.3%*	**424**
PAT Margins (%)	***6.6%***	*4.7%*	*191 bps*	*4.3%*	*225 bps*	***4.8%***
Diluted EPS (in ₹)	**3.14**	2.62	*19.8%*	2.37	*32.5%*	**11.04**

Notes: 1. EBITDA has been calculated as aggregate of the restated profit before tax, depreciation and amortization expenses and finance cost, less other income, for the relevant period/year.
2. EBITDA Margin (%) is calculated as EBITDA divided by Revenue from operations.

Shareholding Pattern
As on 30th June 2026



THANK YOU

Company Contact

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Email: narendra.mishra@ganeshconsumer.com

Investor Relations Contact

Mr. Yash Kochar

Tel: +91-98366 17112
Email: ir@uirtus.in

Annexures

Cash Conversion Cycle

Particulars	Q1 FY27^	FY26	FY25	FY24
Receivable days[1]	6	4	3	4
Inventory days[2]	53	34	31	39
Payable days[3]	16	15	13	12
Cash Conversion Cycle[4]	43	23	21	31

Notes : 1. Receivables days is calculated by multiplying the average accounts receivables by 365 and dividing the result by the revenue from operations for the year respectively. 2. Inventory days is calculated by multiplying the average inventory by 365 and dividing the result by the revenue from operations for the year respectively 3. Payables days is calculated by multiplying the average accounts payable by 365 and dividing the result by the revenue from operations for the year respectively 4. Cash conversion cycle is calculated by adding Receivables days to Inventory days reduced by Payables days respectively. ^ Annualised

Capacity Utilization

Particulars	Q1 FY27	FY26	FY25
Installed Capacity (TPA)*	3,74,508**	368,126	320,000
Capacity Utilization (%)	43.9%	57.4%	57.5%

**Excludes Capacity and Utilization of the Hyderabad Plant which is engaged in Job Work for an FMCG Player; **Q1 FY27 capacity is shown on an annualized basis for comparability with FY25 & FY26.*

Key Performance Indicators

In INR Millions

Particulars	Q1 FY27	FY26	FY25	FY24
Financial KPIs				
Revenue from operations (₹)	1,885.38	8,714.06	8,504.62	7,590.73
Revenue from operations (YoY) (%)	(7.10%)	2.46%	12.04%	24.29%
Gross Profit (₹)	536.76	2,218.53	1,890.62	1,622.65
Gross profit margin (%)	28.47%	25.46%	22.23%	21.38%
EBITDA (₹)	210.27	855.55	732.38	633.54
EBITDA margin (%)	11.15%	9.82%	8.61%	8.35%
PAT (₹)	125.19	423.86	354.32	269.92
PAT margin (%)[1]	6.64%	4.86%	4.17%	3.56%
ROE (%)^	13.29%	14.19%	15.81%	12.68%
ROCE (%)^	17.98%	17.91%	19.81%	16.73%
Adjusted ROCE (%)[2]^	20.55%	23.60%	23.49%	21.19%
Debt to Equity Ratio (in times)	0.02	0.02	0.22	0.17
Cash conversion cycle (in days)^	43	23	21	31
Operational KPIs				
Number of SKUs	256	254	232	176
Number of Manufacturing Facilities	8	7	7	7
Number of Distributors	1,003	1,076	972	881

Notes: 1. PAT Margin is calculated as profit for the year divided by revenue from operations; 2. Adjusted ROCE has been calculated by taking into account specific adjustments to capital employed. including removing loans given to related parties, subsidy receivable, CWIP, capital advances, cash & cash equivalents or other non-operating items that do not reflect the core operating efficiency of the business. ^ Annualised

IPO Funds Utilization

In INR Millions

OBJECTS OF THE ISSUE AS PER PROSPECTUS	AMOUNT AS PROPOSED IN THE OFFER DOCUMENT	AMOUNT UTILIZED AS ON 30.06.2026	AMOUNT UN-UTILIZED AS ON 30.06.2026
Prepayment and/or repayment of all or a portion of certain outstanding borrowings availed by Company	600.0	600.0	Nil
Funding capital expenditure for the setting up of a roasted gram flour and gram flour manufacturing unit in Darjeeling, West Bengal	450.0	24.6	425.4
General corporate purposes*	147.1	107.4	39.7

** Amount to be utilized for General corporate purposes as per the Prospectus is Rs. 1,420 Lakhs. The incremental amount of Rs 51.05 Lakhs is due to the revision in the estimated IPO expenses.*