

Ref-LTF/ SE/ 2026-27

Date: May 14, 2026

To,

BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001	National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051
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Ref. Code: 532783. Scrip ID: LTFOODS

Sub: Investors Presentation for the quarter and Financial Year 2025-26.

Dear Sir /Madam,

Pursuant to provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations") we are enclosing herewith the Investor Presentation for the quarter and financial year 2025-26.

Further, pursuant to Regulation 46 of the Listing Regulations, the aforesaid information will be available on the website of the Company i.e., www.ltfoods.com

Request you to please take the above information on records.

Thanking you.
Yours truly,

For **LT Foods Limited**

Monika Chawla Jaggia
Company Secretary
Membership No. F5150
Encl: a/a

Our Trusted Brands





LT FOODS
NURTURING GOODNESS

INVESTOR PRESENTATION

12M & Q4 FY2026

14th May 2026



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LT Foods

At a Glance

Legacy

70+ years of
Industry Experience

Most Loved Brands

DAAWAT®, Royal,
Golden Star, 817
Elephant, Ecolife,
Heritage

Global Footprint

Presence in **85+**
countries
*(well-entrenched global
distribution network)*

Product Portfolio Expansion

Keeping in pace with
changing consumer
preferences

Sustainability Initiatives

Driving sustainability
initiatives across the
Value Chain

Operational Excellence

State-of-the-art facilities;
Strengthening Supply Chain
through **Digital
intervention &
automation**

Sustainable Growth

5 years' Revenue CAGR: 18%
5 years' PAT CAGR: 17%

Market Capitalization

INR 12,600 crores+
(as on 31st Mar'26)

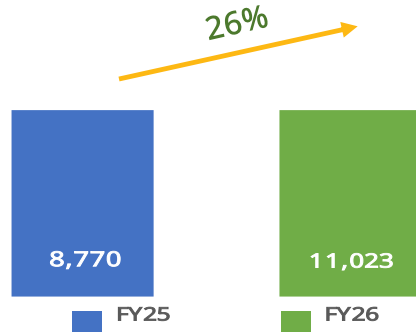


GROWTH PERFORMANCE

12M & Q4 FY2026

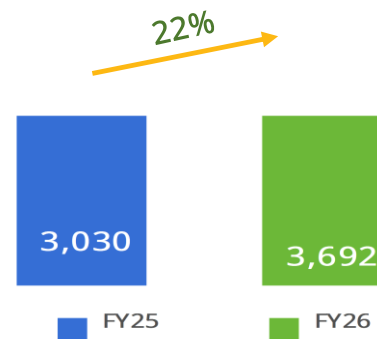
12M FY26 Financial Highlights

REVENUE*



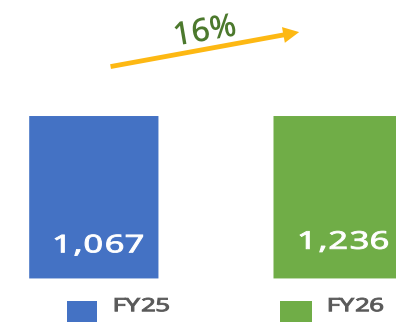
- Normalized Growth 19% (excluding US Tariff)
- Accelerated brand investments;
- Growth across segments and geographies

GROSS PROFIT



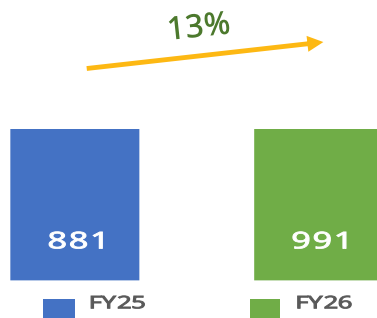
- Normalized 35.3% (Excluding US Tariff & change in Shipment Terms from CIF to C&I) vs 34.5 % YoY

EBITDA

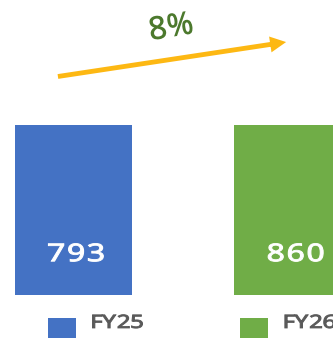


- Normalized 11.8% (Excluding US Tariff) due to increased investment on Brands and Strategic Initiatives vs 12.2% YoY

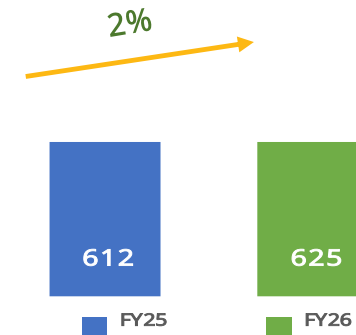
EBIT



PBT



PAT

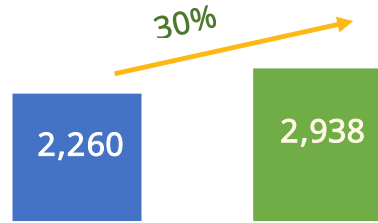


Figures in ₹ crores unless specified

*Revenue includes Revenue from Operations and Other Income

Q4 FY26 Financial Highlights

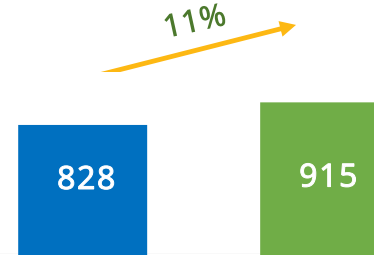
REVENUE*



■ Q4FY25 ■ Q4FY26

- Normalized Growth 13% (excluding US Tariff)
- Accelerated brand investments;
- Growth across segments and geographies

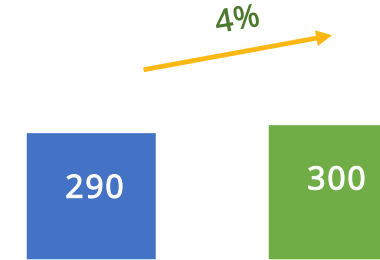
GROSS PROFIT



■ Q4FY25 ■ Q4FY26

- Normalized 36% (Excluding US Tariff & change in Shipment Terms from CIF to C&I) vs 36.6% YoY

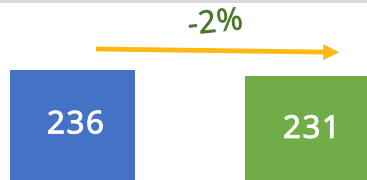
EBITDA



■ Q4FY25 ■ Q4FY26

- Normalized 11.1% (Excluding US Tariff) vs 12.8% YoY
- EBITDA reduced due to increased spend on Brand, Strategic Initiatives, remodeling of Organic segment and one time Inventory/Tariff Cost in US

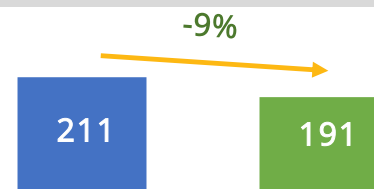
EBIT



■ Q4FY25 ■ Q4FY26

Depreciation increased on account of capitalization of Assets

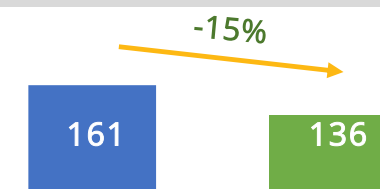
PBT



■ Q4FY25 ■ Q4FY26

Interest Cost increased on account of Supplier Funding arrangements to optimize Working Capital Cycle

PAT



■ Q4FY25 ■ Q4FY26

*Revenue includes Revenue from Operations and Other Income

Figures in ₹ crores unless specified

Segmental Financial Highlights

SEGMENTS	BASMATI & OTHER SPECIALITY RICE		ORGANIC FOOD AND INGREDIENTS		RTH & RTC	
	<i>Period</i>	<i>12M FY26</i>	<i>Q4 FY26</i>	<i>12M FY26</i>	<i>Q4 FY26</i>	<i>12M FY26</i>
<i>Revenue Share %</i>	88%	90%	9%	7%	2%	2%
Revenue (<i>INR in Crs</i>)	9,742	2,649	1,016	209	187	49
<i>Revenue Growth %</i>	29%	35%*	9%	-9%	-1%***	9%
<i>Volume Growth %</i>	12%	13%				
Gross Margin %	33.9%	31.7%	31.8%	28.3%**	35.2%	32.7%
EBITDA Margin %	12.3%	11.3%	5.8%	3.1%	-9.6%	-11.7%

*supported by strong demand across geographies

** Due to change in product mix

*** Discontinuation of "Daawat Sehat" impacted sales growth

Figures in ₹ crores unless specified

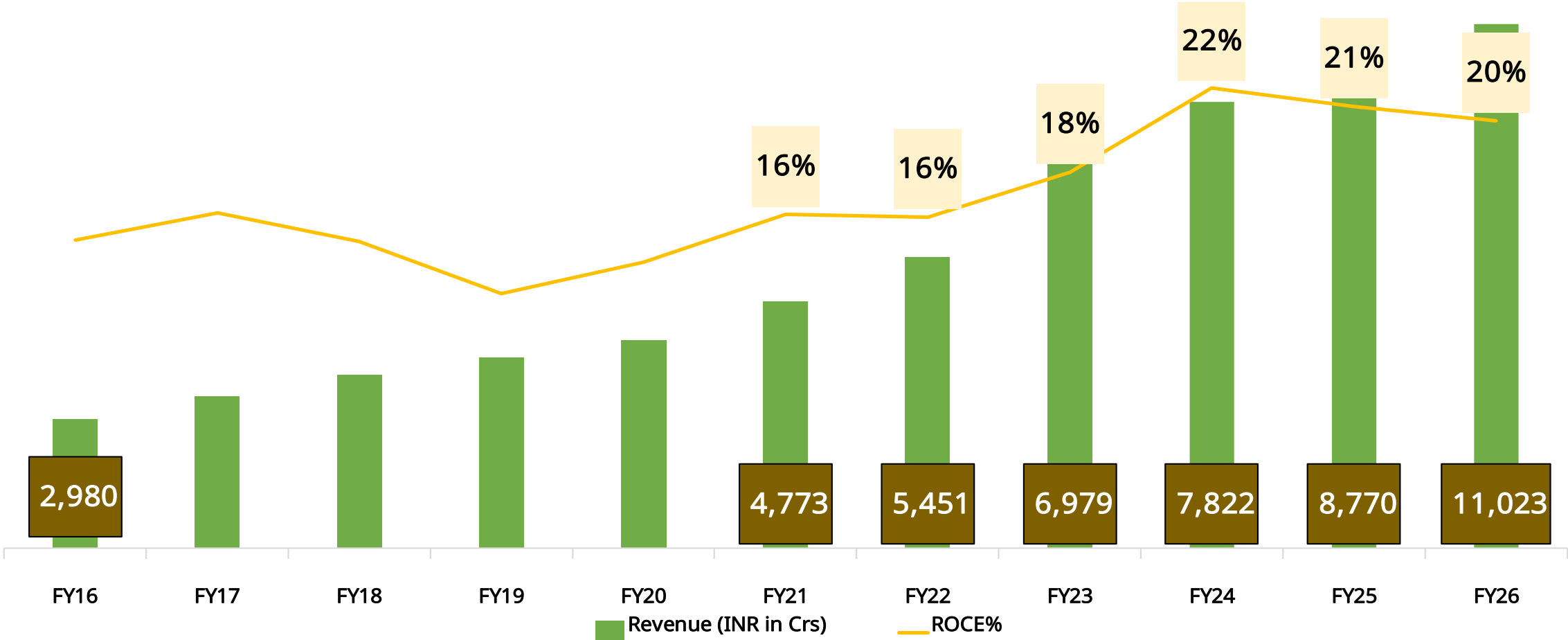
Disciplined Capital Allocation Supporting Sustainable Growth



Key Metrics	12M FY25	12M FY26
Inventory Days	277	248
Trade Payable Days	113	101
Trade Receivable Days	31	28
Working Capital Days	196	176
Return on Capital Employed %	21.0%	20.4%
Return on Equity %	16.8%	14.9%
Interest Coverage (<i>times</i>)	10.0	7.6
Net Debt / EBITDA	0.56	0.60
Net Debt / Equity	0.16	0.16

Figures in ₹ crores unless specified

10 Years' Financial Highlights





Business Segments:

1. Basmati & Other Specialty Rice
2. Organic Foods & Ingredients
3. Ready-to-heat & Ready-to-cook

1. BASMATI & OTHER SPECIALTY RICE

From India to Global Kitchens

LT Food's Known for its most trusted brands in more than 85+ Countries



2nd Largest Basmati brand in India
Leading brand in Far East & Africa



#1 Basmati brand in North America



Regionally strong Basmati brand



#1 Jasmine brand in the USA



Premium Basmati in the Middle East



#1 Basmati brand in Canada



Mazza Rice Brand for Middle East



Staples Brand in Middle East & India

India: A Strong Consumption Story | International: A Scalable Growth Opportunity

Segmental (FY26)	India	North America	Europe	Middle East & Rest of the World
Revenue Mix %	29%	48%	15%	8%
YoY Growth %	10%	53% (8% Normalized Growth*)	34%	-7%
Highlights	<ul style="list-style-type: none"> MAT Mar'26 Market Share @ 23.7% HH penetration @ 64.4 Lacs (MAT Mar'26) (vs. 45.6 lacs (MAT'23)); Leadership in leading E-Comm / Quick-Comm platforms; 	<ul style="list-style-type: none"> 'Royal' commands a 60% + Basmati rice import share; 'Golden Star' now #1 Jasmine rice brand; 	<ul style="list-style-type: none"> 5-years revenue target of £100 million for UK; 	<ul style="list-style-type: none"> INR 53 crores of revenue from Saudi Arabia (12M FY26)



*Excluding US Tariff & Golden Star

2. ORGANIC FOODS & INGREDIENTS

Purpose Driven, For a Better Tomorrow

+30 years of industry experience

+110,000 Ha organic farmland

+INR 1016 crores Revenue (FY26)

+12% (5 Years' Revenue CAGR)



We own 30% stake of the European organic foods brand, [Leev](#)



Explore the tales of farming dedication & innovation: [Humans of Organic](#)

Organic Certifications	Food Safety Certifications	Food Label Certifications	Social Certifications	Environmental Management System

 350 Agri Team Strength	 80,000 Farming families association	 135 Farming Group (ICS)
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Figures in ₹ crores unless specified

We are the Leaders in most of the food categories we deal in



25

Countries which form our partner base



+12%

Share in India's exports of organic food



+78%

Share in India's exports of organic rice



+85%

Share in India's exports of organic flour



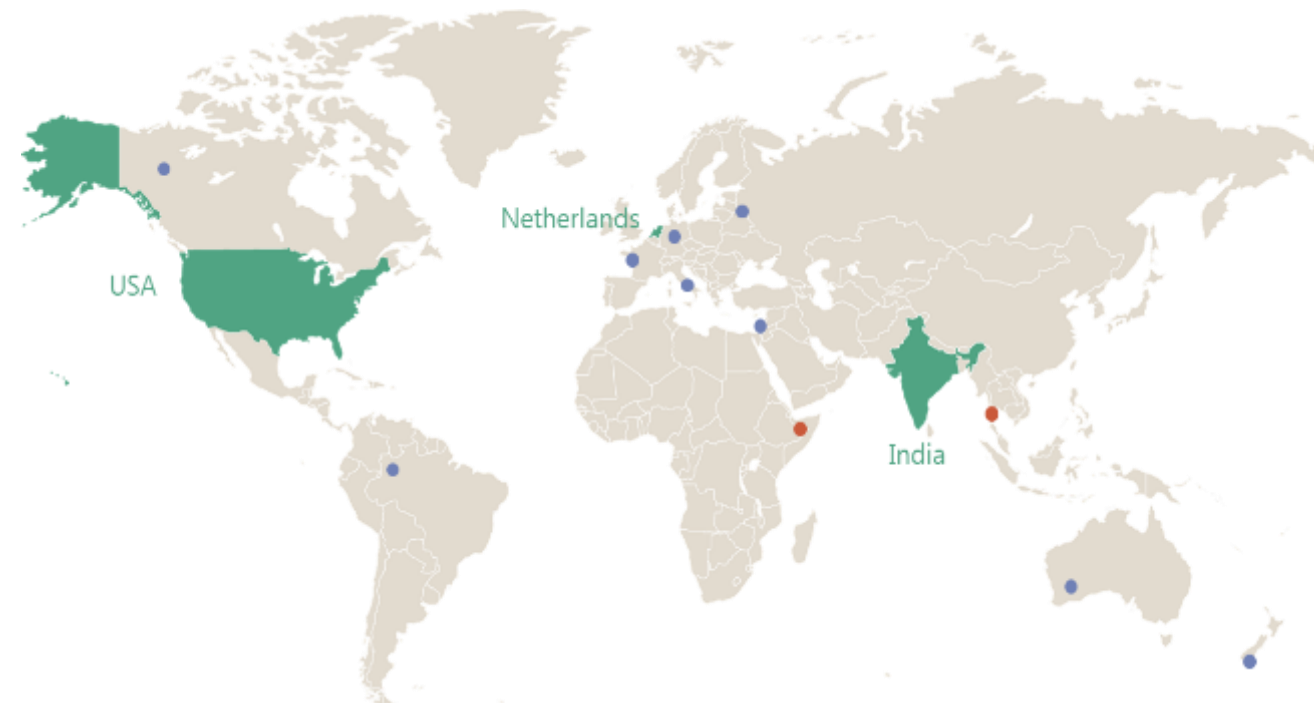
+52%

Share in India's exports of organic pulses & lentils



+21%

Share in India's exports of organic oil seeds



Regions We Export to

- Canada
- France
- Italy
- Australia
- New Zealand
- Germany
- South America
- Israel
- Eastern Europe
- United States

Sourcing Partners

- India
- East Coast Africa
- Thailand

Our Offices

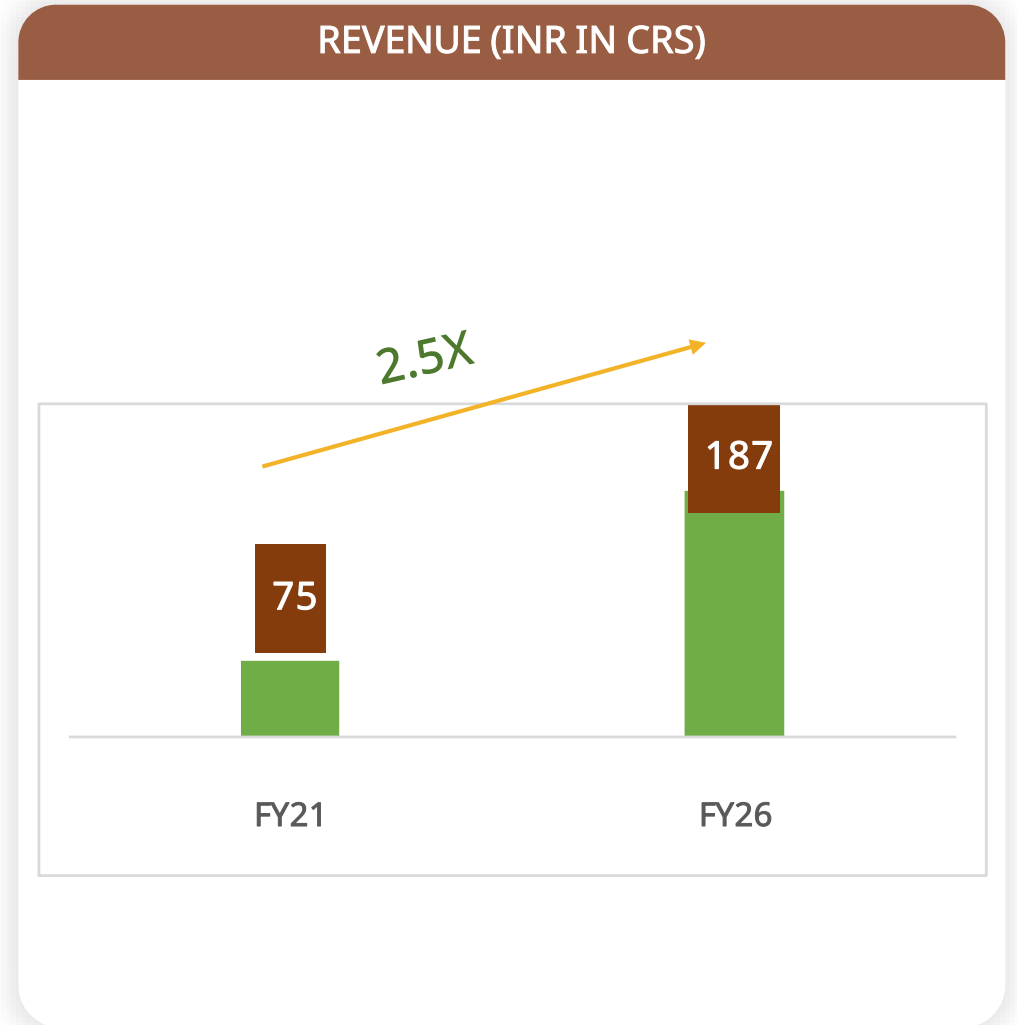
- USA
- Netherlands
- India



- ❑ Our Organic Foods & Ingredients business delivered **9% YoY growth** in FY26 and remains well positioned to benefit from the increasing global shift towards health-conscious and sustainable food consumption.
- ❑ FY26 performance was impacted by certain long term investments and one-time factors, including:
 - Capacity expansion and infrastructure build in Europe
 - Initial investments towards scaling the CPG business
 - Legal and related costs pertaining to the CVD matter
- ❑ The business continues to maintain strong underlying demand fundamentals, with no structural decline in organic revenues, and performance is expected to normalize over the coming quarters.

3. Ready-to-heat & Ready-to-cook

Aligned with consumer preference for convenient food solutions



Convenience-led Portfolio of Ready-to-Eat & Ready-to-Heat Range for Modern Consumers

READY-TO-EAT



READY-TO-HEAT



Innovative Ready-to-Cook Solutions for Evolving Consumer Lifestyle

BIRYANI KIT



THAI GREEN CURRY RICE



CUPPA RICE



New launches collectively target Health, Premiumisation & Global Taste Trends – aligned with LT Foods long-term growth strategy

Krispy Hopu

Health

RICE CRACKERS



No palm oil • Vegan •
Gluten free • Non GMO
• Not fried

Jasmine Thai Rice

Premium

GLOBAL GOURMET



Premium Thai Hom Mali
jasmine rice for the global
gourmet consumer

Cuban Black Beans & Rice

Convenience

SEASONED BASMATI



Ready-to-cook seasoned
basmati — authentic
Cuban-inspired flavour

Organic Range

Organic

BASMATI & SONA MASOORI



Certified organic
variants catering to
health-first consumers

Thai Green Curry Kit

Convenience

MEAL KITS



All-in-one 20-min kit with
finest jasmine rice — 3
easy steps

Saffron Basmati Rice

Premium

PREMIUM GIFTING



Handcrafted saffron-
infused basmati for
gifting & festive occasions

Key Product Launches in Q4 FY26



Authentic Biryani, now made effortless-bringing restaurant style biryani home



Now in a convenient 500g pack | Bring variety to your meals with wholesome, fibre-rich and antioxidant-packed rice



Ready-to-Eat & Ready-to-Heat Range | Update



❑ RTH & RTC portfolio continues to witness strong consumer traction, driven by rising demand for convenience-led and global food solutions.

❑ Business has grown ~2.5x over FY21–FY26, supported by innovation across meal kits, seasoned rice and ready meal categories.

❑ Demand momentum during FY26 remained strong across key markets; however, certain growth opportunities could not be fully serviced due to capacity constraints in the Ready-to-Heat platform. Enhanced capacities are expected to become operational from second quarter.

❑ Continued focus on distribution expansion and consumer trials to scale the convenience foods platform.

❑ Category remains a key long-term growth lever in LT Foods' value-added FMCG portfolio strategy.





CONSUMER & BRAND INVESTMENTS

12M & Q4 FY2026



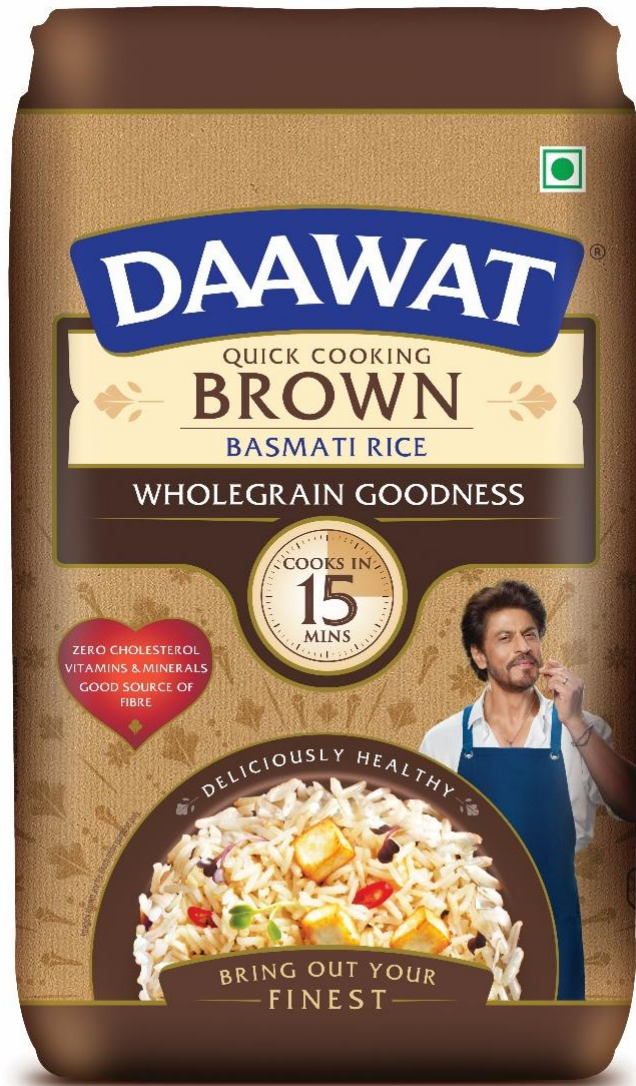


630 M+ Impressions

310 M+ Views

90 M+ Reach





50+
Creators

26m+
Views

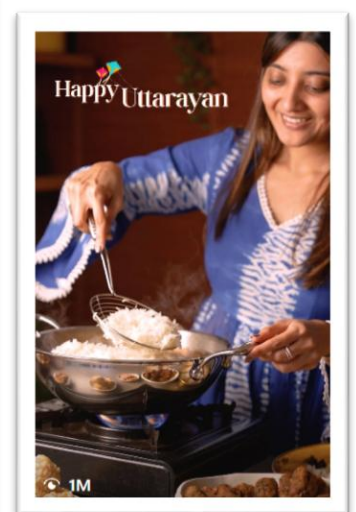
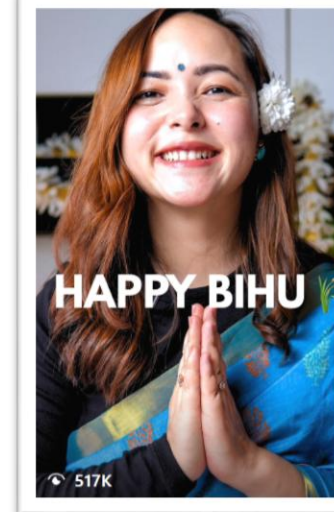
400k+
Engagement



Biryani kit trial and awareness program



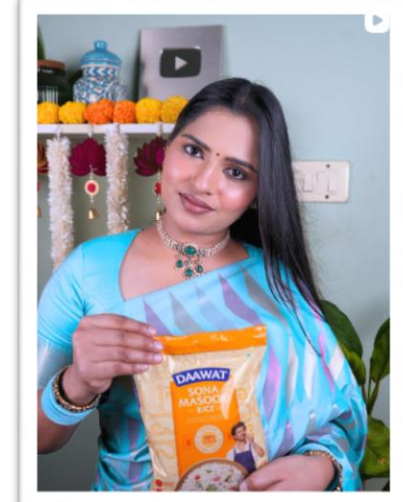
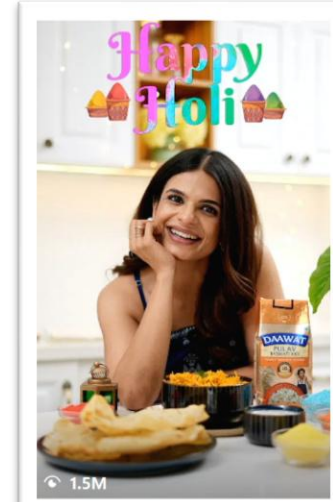
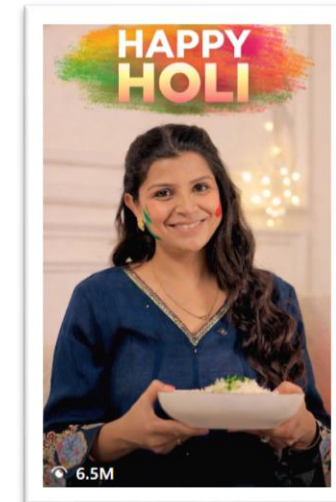
Influencer led festive Campaign tap on cultural relevance

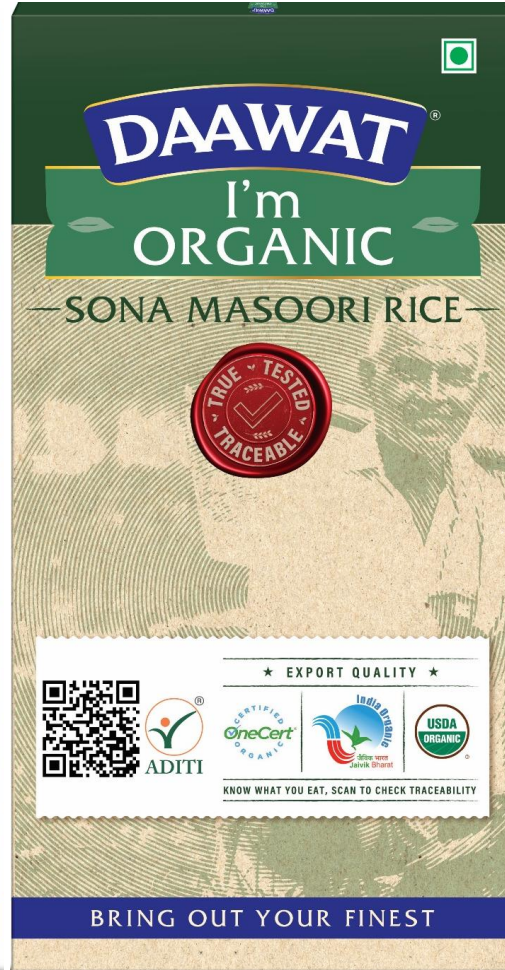
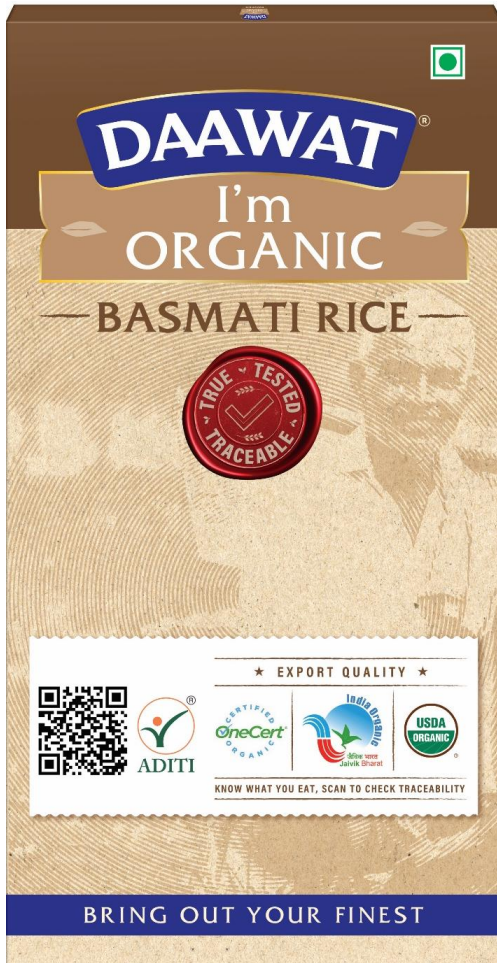


Leveraging recipes to drive connect



100 M+ Views





◆ Premium Organic Segment

Taps into high-growth organic food market; premiumisation of DAAWAT brand

◆ Dual Certification

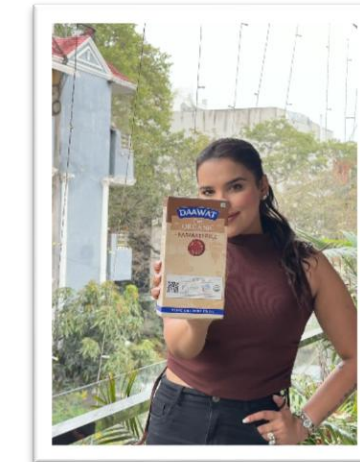
USDA Organic, OneCert & India Organic — strengthens export credentials

◆ Digital Traceability (KYC)

QR-code driven 'Know Your Rice' campaign builds consumer trust & loyalty



True • Tested • Traceable

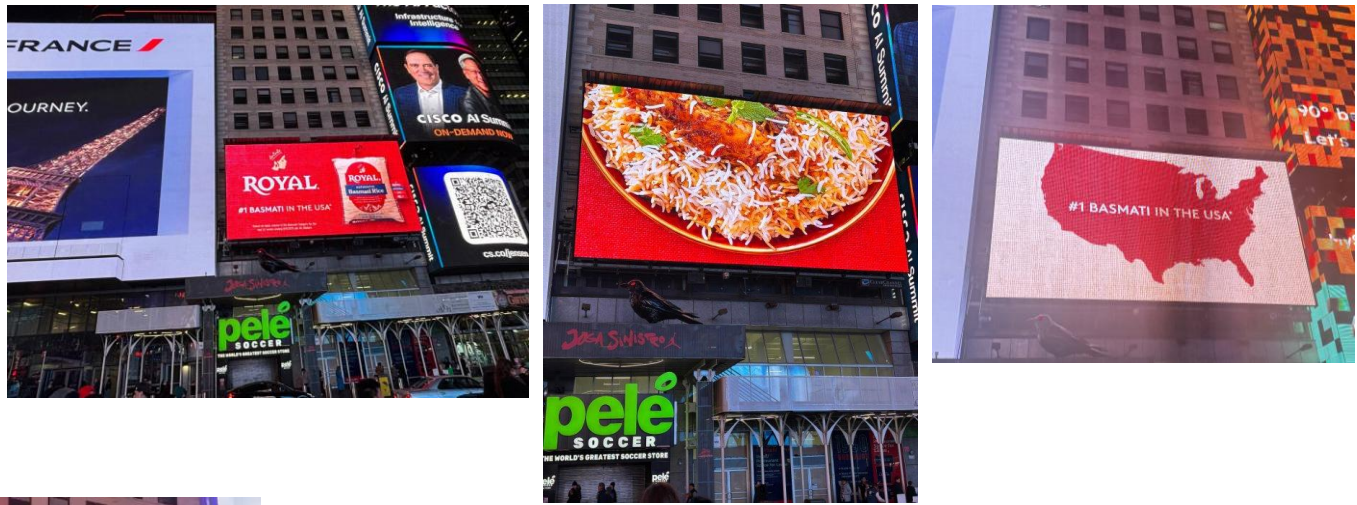


Times Square: An Iconic Bag meets an Iconic Billboard

Royal brand video featured on a high-visibility digital billboard in Times Square, NYC, generating **11M+ Impressions** with **over 2000 spots** from Mar 23rd-Mar 29th

Video Highlights:

- Our new Jute Bag design
- Royal as the #1 Basmati rice brand in the USA
- Rich, appetizing food visuals that bring the product to life



Royal and Daawat TVC at Dhurandhar 2 movie screenings

Campaign Duration: March 19 – April 2, 2026

Total Spots: 3K+
No of theatres: 27 locations targeting South Asian Diaspora

Total estimated impressions: ~500K

INFLUENCERS



Pardah Pulao
[@cookingwithlamees](#)
 35.6 video views
 9.14% engagement rate



Chicken Mandi
[@cookingwithlamees](#)
 21.7 video views
 11.9% engagement rate

GIVEAWAY



455 entries
 3 winners
 694 engagements
 2k impressions

INFLUENCERS



Kolkata Biryani
[@sham.glam](#)
 1.8M video views | 37K likes



Chicken Pulao
[@flavoromas](#)
 410K video views | 1K likes

GIVEAWAY



75 entries | 3 winners
 1.5K engagements | 10Kimps



Linear Media campaign on Willow TV (Core South Asian audience focused)

- No of spots: 650 spots (15 second TVC) – Royal & Daawat
- ROYAL delivered **11.6M Impressions**, DAAWAT delivered **3.5M Impressions**
- Key focus on India matches (such as India vs Pak) & Finals which draw higher impressions and viewership

Royal Willow TV Vignette



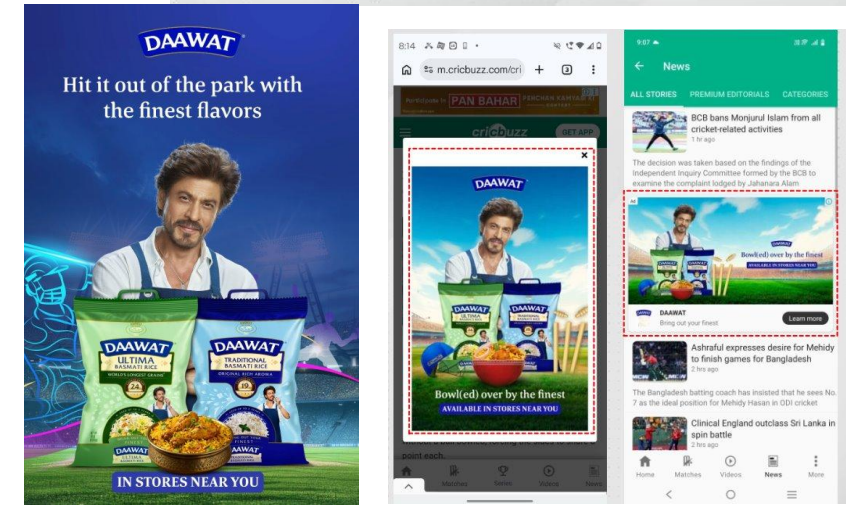
Royal Aston Band

Daawat TVC



Cricbuzz Campaign

DAAWAT®: Delivered **1.5M impressions** and over 3K clicks



#1 Basmati in the USA*

*Based on sales volume in the Basmati Category for the last 52 weeks ending 8/9/2025 per AC Nielsen



LT Foods UK was one of the proud exhibitors at the **IFE-International Food & Drink Event 2026**, showcasing the Daawat brand

DAAWAT® Extra Long Basmati recognised as 'Product of the Year 2026' in the U.K



Celebrity Led Communication



SRK as global brand ambassador will help break the clutter and reach new wide audience

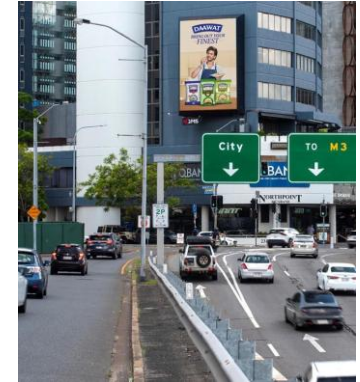
Digital Heavy Media

- Digital Films
- Influencer videos to drive relevance



Outdoor Visibility

100 + strategic sites through the year



Impact properties



Consumer Sampling

- Top Fares/ Religious Congregations
- Wholesale Sampling Activation



In Store Visibility + Trade Inputs

Lucrative Trade Promos and visibilities

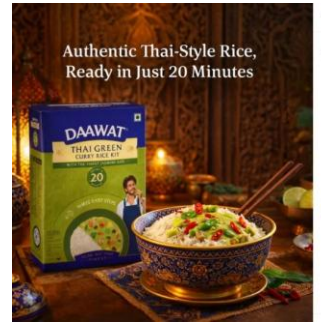
500+ Stores



New SRK Packs Rolled out in Middle East



Launch of Daawat Thai Curry Kit in UAE



daawatrabia

daawatrabia Experience the authentic flavors of Thailand without leaving your kitchen! Daawat's Thai Green Curry Kit pairs fluffy Jasmine Rice with a creamy, aromatic green curry crafted with care. In just 20 minutes, enjoy a restaurant-style meal that's effortless to prepare and impossible to resist.

على تجربة النكهات التقليدية الأصيلة في منزلك! مجموعة دعوات أرز الكزبرة الأضوح التايلاندي تجمع بين أرز الجاسمين الطري والكاري الأخضر الكريمي اللذيذ. يمكنك إعداد وعاء عناية في غضون 20 دقيقة فقط. استمتع بوجبة رائع مع سهولة التحضير ولا تقاوم!

#daawat #daawatrabia #basmatrice #thaigreencurry #noon

mom_in_uae

Qatar | Strengthening In-store Visibility and Consumer Engagement Across Modern Trade Channels



Saudi Arabia | Successful Launch of Daawat Mazza Basmati Rice Through Influencer-led Consumer Campaigns



chef.aalbarakati

Amr Ahsraf El Bac • Aho Da Ely Sar

مدي العود بزر دعوات الخبز

@daawatrice

تتبلة الأرز
كركم، كمون، ملح، فلفل، زيت، ماء

للرز:
لكل كوب رز 2 كوب ماء
توم، فلفل، هيل، ورق عار، ملح، 2 م حليب بودرة.

للملحظة الحارة:
فلفل، طماطم كبرية وبقونس، ملح و توم قابسيلي.

Edited: 3w

nesmaelgoharyofficial

3w 2 likes Reply

View replies (2)

youssef3

3w 2 likes Reply

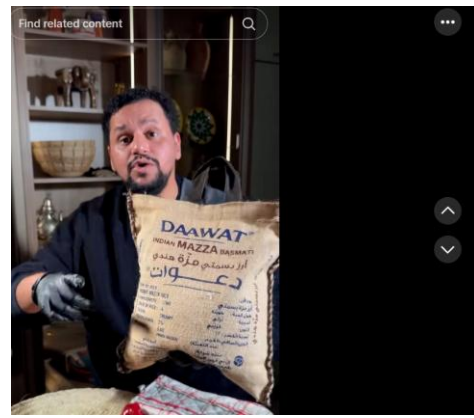
تسلم يديك شريف

View replies (1)

198 likes

March 23

Add a comment...



misho.baeshen

3-24

ريحة الشدي وهي حلوة من العرن واز ملقحة حة... حة هو الاختار الحقيقي الي فرت ريحة الشدي و هو العرب الارز على نكهة الشدي مهمة اي ارز بسني لا وندج فيها اول شي

more

See translation

شتم باشن

original sound - Misho Baeshen

Daawat Rice Saudi reposted

23.7K 160 5711

https://www.tiktok.com/@misho_baeshen/video/76207... Copy link

Comments (160) Creator videos

HANI

شتم: حةما كبير نهر الشدي
شتم بعد تالين: اول حةما نهر الشدي

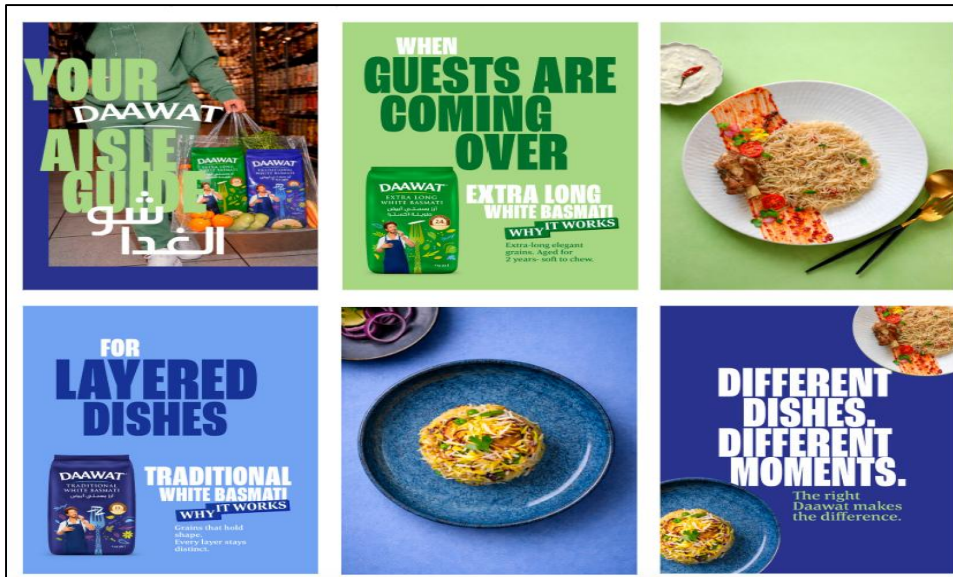
3-25 Reply

View 5 replies

سلس

حائل

4-2 Reply



Influencer led festive Campaign tap on cultural relevance



HOW DO YOU MEASURE RICE?

Pillar: Rice
Intent: humor, lifestyle, tips

ALL

THOUGHT

A relatable humor-led reel built around the many ways people measure rice at home, ending with the more helpful truth: different variants need different instructions, and the pack already tells you how to get it right.

VISUAL IDEA

A short reel that moves through different "rice measuring personalities":

- the measuring cup person
- the finger-mark person
- the eyeballing expert
- the "I've made this forever" person

Then cut to: the Daawat pack, flipping to the back, and scanning / checking the cooking instructions for that specific variant.

End on pack and cooked rice result.

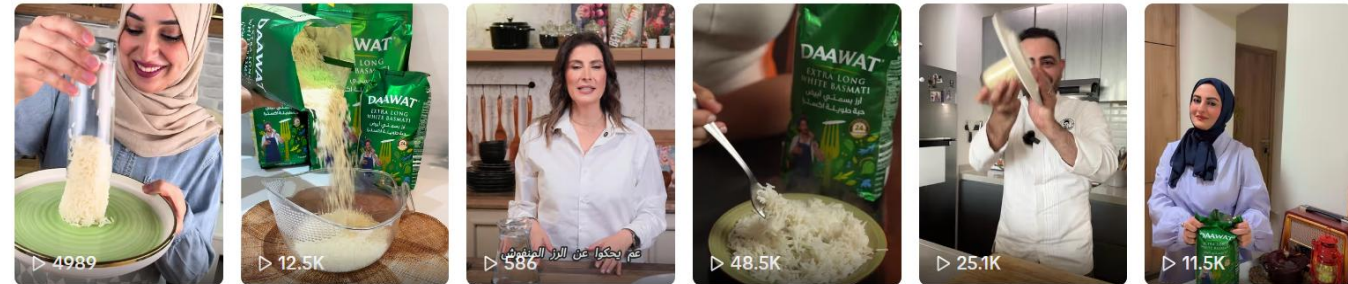
VISUAL LINES

How do you measure your rice?

- The cup loyalist
- The finger-mark expert
- The eyeballing specialist
- The "I just know" person

For the best result, check the pack by variant.

MAY 15 FRI 5 REFERENCES AND INSPOS:





OTHER STRATEGIC UPDATES



The preliminary determination under the Countervailing Duty (CVD) investigation concerning Ecopure Specialities Limited (a fellow subsidiary of LT Foods Limited) was received earlier, pursuant to which both the Petitioners (local industry body) and the Respondent (Ecopure Specialities Limited) submitted their respective case briefs and rebuttals.

Subsequently, the U.S. Department of Commerce, through its Final Order dated February 23, 2026, significantly revised the CVD rate applicable to Ecopure's exports of organic soyabean meal to the United States from 340.27% to 75.48%.

The Company continues to pursue appropriate legal remedies and has filed an appeal against the final order in CIT.

Global Manpower

2,800+ employee strength globally

Talent Magnet

58% millennials & Gen Z
(blend of ambition & experience)

Inclusion

Equal Opportunity Employer





GROWTH DRIVERS & STRATEGIC PRIORITIES

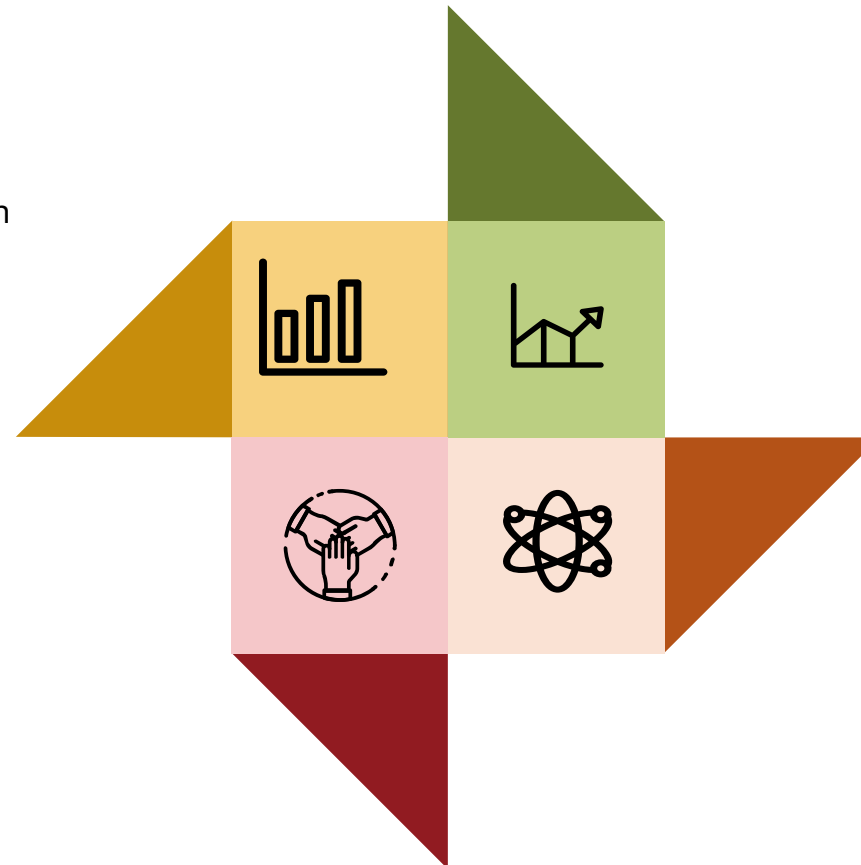


MARGIN EXPANSION

- Building Economies of Scale
- Adding efficiencies across the value chain
- Driving premiumisation

BEING RESPONSIBLE

- Embedding ESG in the culture of the organisation







GROWTH

- Further solidifying the CORE business
- Widening distribution channel
- Expanding product portfolio and entering newer geographies
- Explore inorganic opportunities

CAPABILITY BUILDING

- Digital Transformation
- Focus on building People skills and talent pool

Opportunity Landscape For Our Basmati And Specialty Rice Business

	 India	 North America	 Europe	 Middle East
Basmati and Specialty Rice Market (est.) (INR in crs.)	50,000+	35,000+	7,500+	40,000+
Expected Industry CAGR	10-12%	10-12%	6-8%	9-10%

Sources of Growth

1 Growth in Category and Premiumisation

- Overall growth in Basmati rice and speciality rice categories
- Consumers' movement from lower to higher price points in India

2 Demographics and new age Channels

- Growing South Asian diaspora fuels Western market demand
- Quick Commerce & E-com are expanding

3 Preferences

- Growth of Ethnic cuisine and increasing popularity of biryani, globally

Indian FMCG market is estimated at ~\$105bns, with an expected growth CAGR of 11%, driven by:

- *increased per capita consumption;*
- *increased household penetration (fueled by improving retail reach)*

Strengthening Brand Equity

- *Improve market share in India*
- *Increase consumer acquisition*

Conversational



Contextual



Conventional



Consumer Engagement For Trials

- *Increase revenue mix of NPD*
- *Further strengthen consumer reach and penetration*

Tapping Emergent and Big Opportunities

Super Foods



Regional Specialities



Global Specialities



Portfolio Expansion & NPDs

Mass Media + Digital Presence + Activations

Food Expressions & Recipes



Festive Packs



Consumer Promotions



Activations

Digitally-enabled Distribution Across Verticals

War Room
'Plan Central - Enable Local'

Resolving Bottlenecks
at points-of-sale

Virtual Calling
to reduce costs

Auto Replenishment
for efficient-serving

Credit financing to distributors
cost optimisation





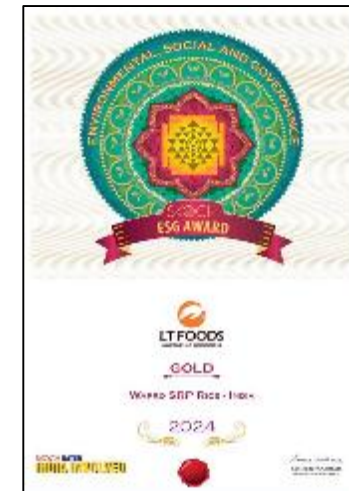
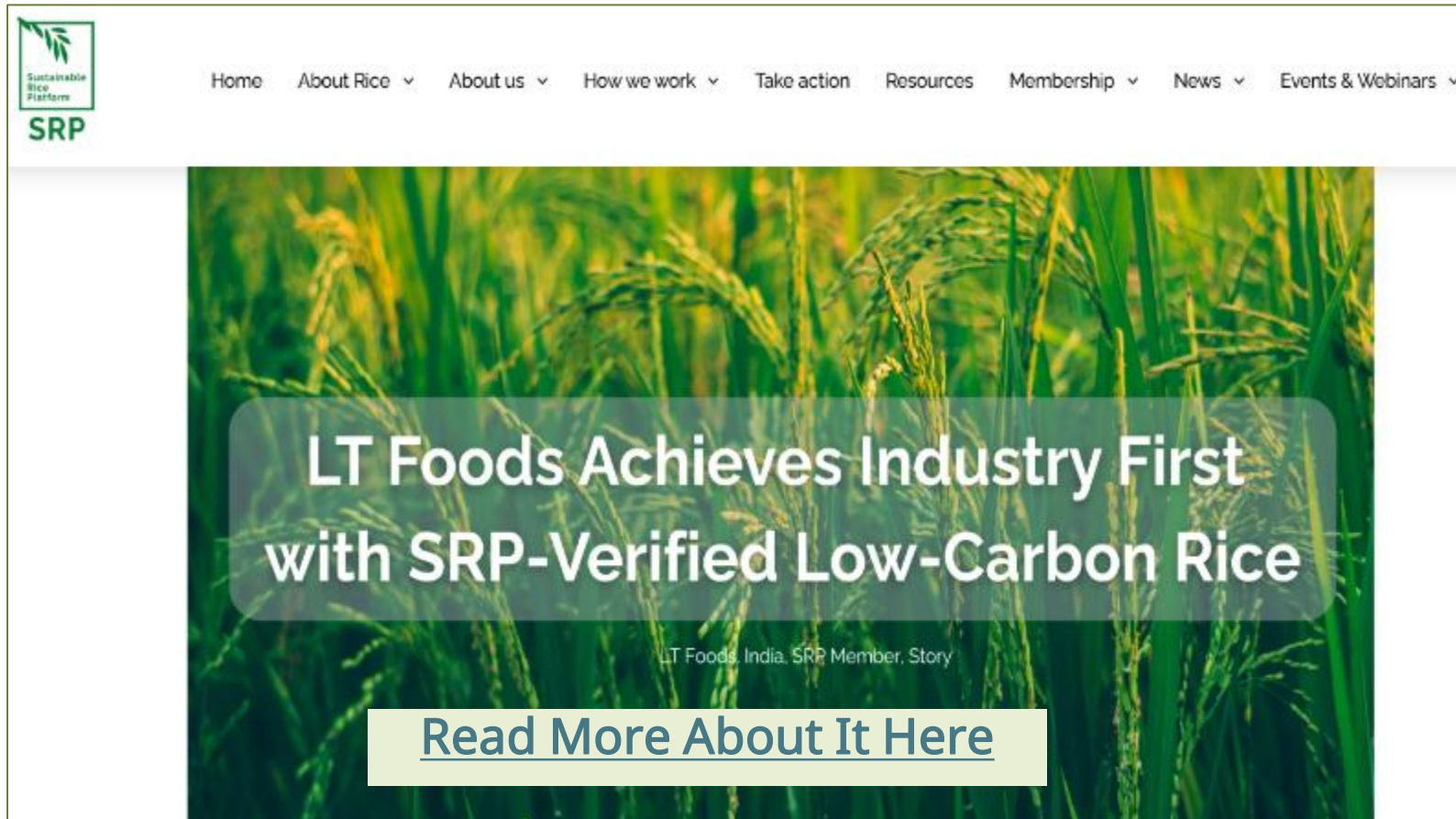
- Enhance Customer Experience which enable Growth
- Margin Expansion for better Profitability
- Real time visibility of Data for better Transparency
- Enhance Agility, Efficiency & Productivity in operations
- Strong Controls & Compliances





RESPONSIBLE GROWTH JOURNEY

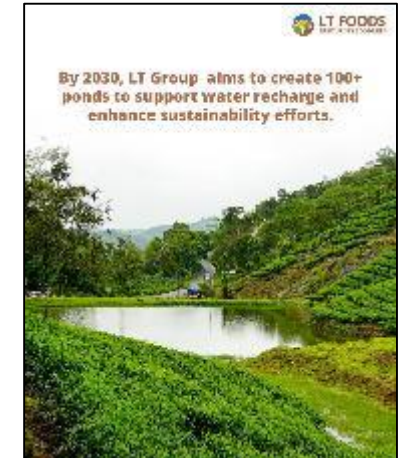
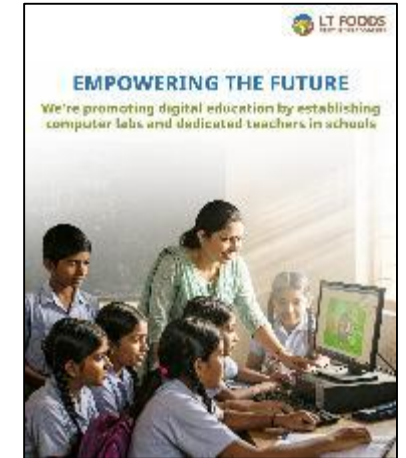
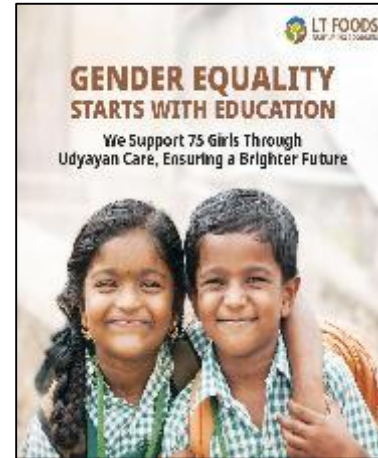
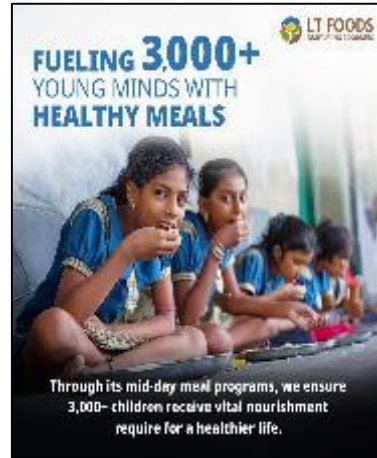




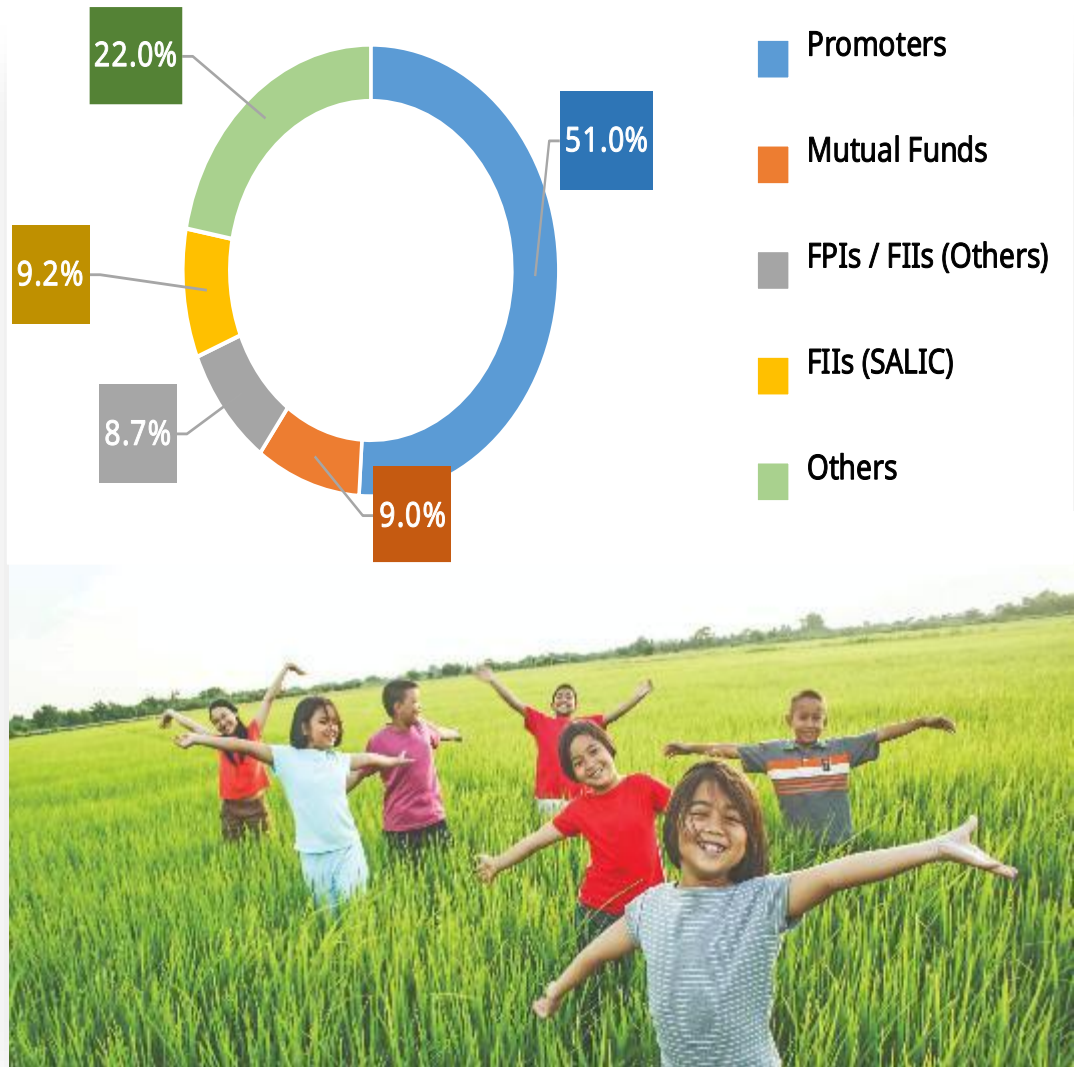
ESG Initiatives: Nurturing Goodness



**2nd Sustainability
Report**



Shareholding Information



Shareholder Information as on 31 March 2026	
BSE Ticker	532783
NSE Symbol	LTFOODS
Bloomberg	LTFOODS:IN
Market Capitalisation (₹ Crs)*	12,612
Free - Float share %	40.0%
Free Float Market Cap (₹Crs)	5,045
Shares Outstanding (# in Crs)	34.7
Industry	Consumer Foods

Promoter Shares are Unencumbered

* Share price as on 31st Mar 2026 (Closing Price BSE: INR 363.2)

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**LET'S BUILD RESILIENCE.
LET'S GROW SUSTAINABLY.**



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