



Ganesh Consumer Products Limited

[Formerly Known as Ganesh Grains Limited]
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CIN: L15311WB2000PLC091315

MAY 22nd, 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
Maharashtra, India
NSE Symbol- GANESHCP

SUBJECT: INVESTOR PRESENTATION FOR QUARTER AND FINANCIAL YEAR ENDED 31ST MARCH ,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 and Financial Year ended March 31st, 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
Company Secretary and Compliance Officer
Membership No. A46018

Encl: As above



INVESTOR PRESENTATION
Q4 & FY26

Ganesh

Consumer Products Limited

Nourishing Everyday Moments with
Quality and Trust

May 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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About Ganesh Consumer Products





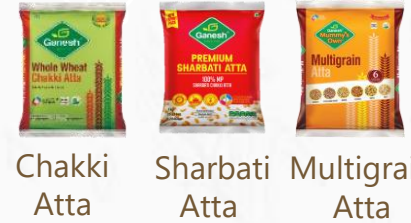
Ganesh Consumer Products at a Glance

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 **43** product categories and **254** 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

Comprehensive Portfolio



Operational Excellence

Cash & Carry

Model In General Trade (GT) #

10 Million+

Household Reach*

32

C&F Agents

53.6%

E-Commerce CAGR (FY23-FY26)

3.5 Lac+

GT Outlets in India*

1,000+

Distributors

Financial Metrics

12.6%

Revenue CAGR (FY23-FY26)

16.1%

PAT CAGR (FY23-FY26)

17.9%

ROCE

9.8%

EBITDA Margin**

23

WC Days

14.2%

ROE

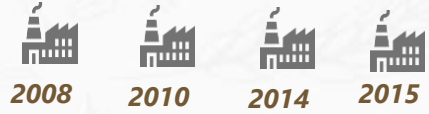
* Household counts and retail outlets counts in Other states are based on Management Estimate. Retail Outlet counts in West Bengal is from Nielsen Report.

Spices portfolio has a credit period of 15 – 30 days; **EBITDA Margin (%) is calculated as EBITDA divided by Revenue from operations.



Our Journey

From Regional Heritage to Scalable Platform



1936 • BRAND INCEPTION

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

2006-15 • EXPANSION

- 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)

2022-23 • REPURPOSING

- Jalan Unit-I & Agra - **enhanced sooji yield**
- Jalan Unit-II - **whole, powder & blended spices**

2025-26 • IPO & CAPACITY ADDITION

- Successfully completed Initial Public Offering in **September 2025**.
- Agra plant - Commissioned **Atta & Dalia** units

2000-06 • INCORPORATION

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

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

2024 • NEW CATEGORIES

- Blended Spices:** Garam & Biryani Masala
- Whole & Powder:** Turmeric & Chilli



Garam Masala



Biryani Masala



Turmeric Powder



Chilli Powder



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 **7 Strategic** Plants

1,466 MT per day Capacity

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



End Consumer

Household Brand of East India

10 Million+ Household Reach**

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

Sales & Distribution

32 C&F agents and **18** 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

*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



7 Manufacturing Facilities

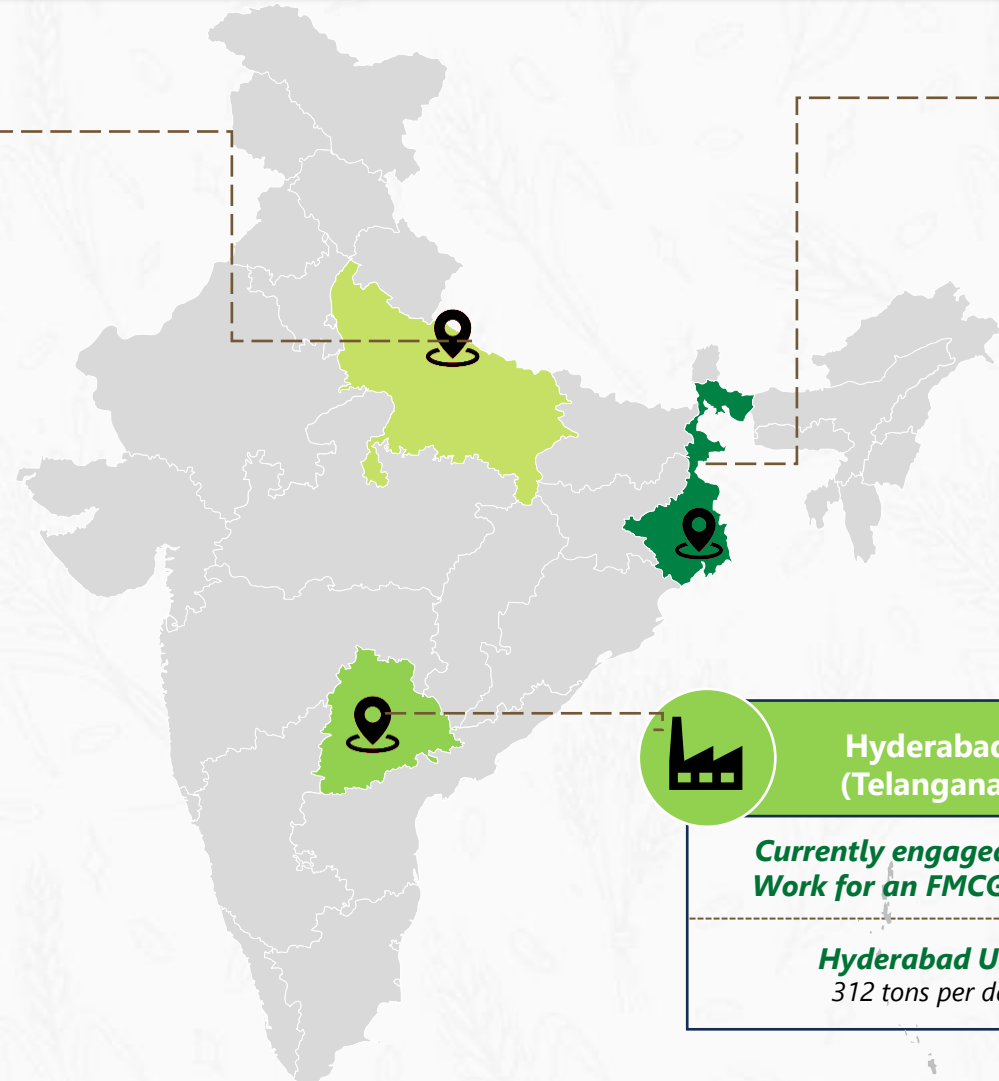


Agra + Varanasi
(Uttar Pradesh)

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



Hyderabad
(Telangana)

Currently engaged in Job
Work for an FMCG Player

Hyderabad Unit
312 tons per day

Total Capacity
1,466 tons per day



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

FY26 has been a defining year for Ganesh Consumer, our first full year as a publicly listed company. Our revenue for FY26 stood at ₹8,714 million, a **growth of approximately 2.5% over the prior year**. While headline revenue growth was modest, we deliberately prioritised the structural quality of the business over short-term volume. Our B2C business held firm despite heightened competitive intensity, a testament to the brand equity and distribution depth we have built over years. Our **spices category grew 19% year-on-year**, and our **e-commerce channel grew 43% YoY**, now contributing 14% of B2C revenue.

EBITDA for the year stood at **₹856 million, with margins expanding 121 basis points to 9.8% in FY26**, a level we believe is structurally reflective of the underlying business model. The improvement was largely driven by strategic procurement planning, and a sharper portfolio mix. We view these as durable levers that will continue to support profitability.

PAT for the full year stood at ₹424 million, a **growth of 19.6% YoY**, with **PAT margins of 4.8%**. Reflecting our confidence in the business and our commitment to shareholder returns, the Board has recommended a final dividend* of ₹2.5 per share, implying a **payout ratio of ~48%****.

Our balance sheet has strengthened through the year, with the Company now maintaining a negative net debt position.

Branded staples in India represent a multi-decade compounding opportunity. Our focus through FY26 has been to build the foundations, namely margins, balance sheet strength, brand, and distribution, that will allow Ganesh to participate in this opportunity at scale and with discipline.

Continuing our focus on brand building, the appointment of Ravindra Jadeja as the brand ambassador for our Sattu portfolio marks a significant milestone. This partnership brings broader salience, strengthens consumer trust, and elevates the aspirational positioning of our Sattu products as a natural energy drink.

With an expanding product portfolio of 254 SKUs and a strengthening distribution footprint across our key markets, Ganesh enters FY27 with sharpened execution priorities, and we remain deeply grateful to our shareholders, partners, and the entire Ganesh family for their continued trust and support.

*Subject to shareholders approval

**Payout ratio calculated on total ₹5.0 dividend (incl. ₹2.5 interim)



Key Financial Highlights (1/2)



In INR Millions

Particulars	Revenue from Operations	EBITDA*	Profit before Tax	Profit after Tax
Q4 FY26	2,180	175	129	95
Growth YoY	(0.9%)	36.6%	106.7%	108.5%
Growth QoQ	3.0%	(23.5%)	(20.8%)	(21.8%)
<i>Margin (%)</i>		8.0%	5.8%	4.3%
Diluted EPS (in ₹)				2.37
FY26	8,714	856	568	424
Growth YoY	2.5%	16.8%	18.6%	19.6%
<i>Margin (%)</i>		9.8%	6.5%	4.8%
Diluted EPS (in ₹)				11.04

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.

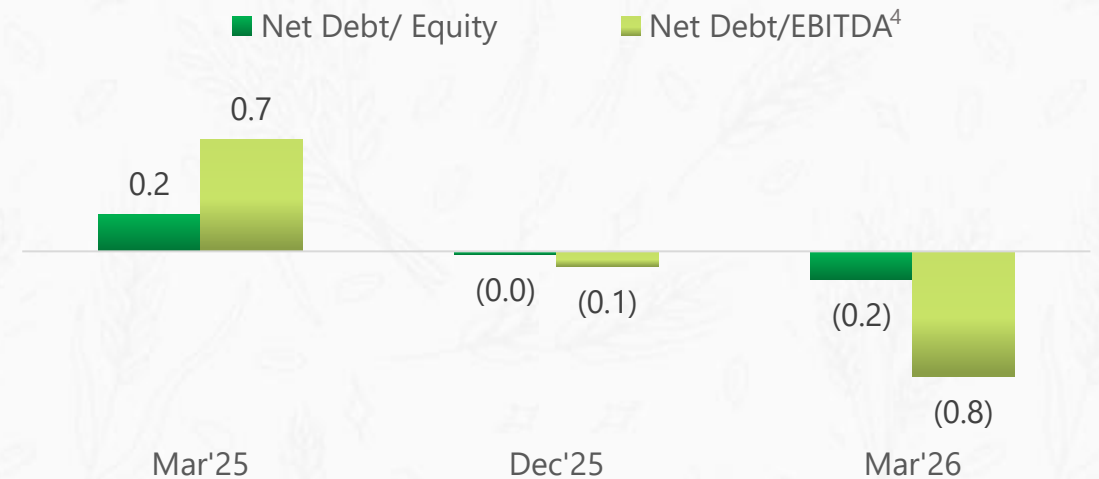
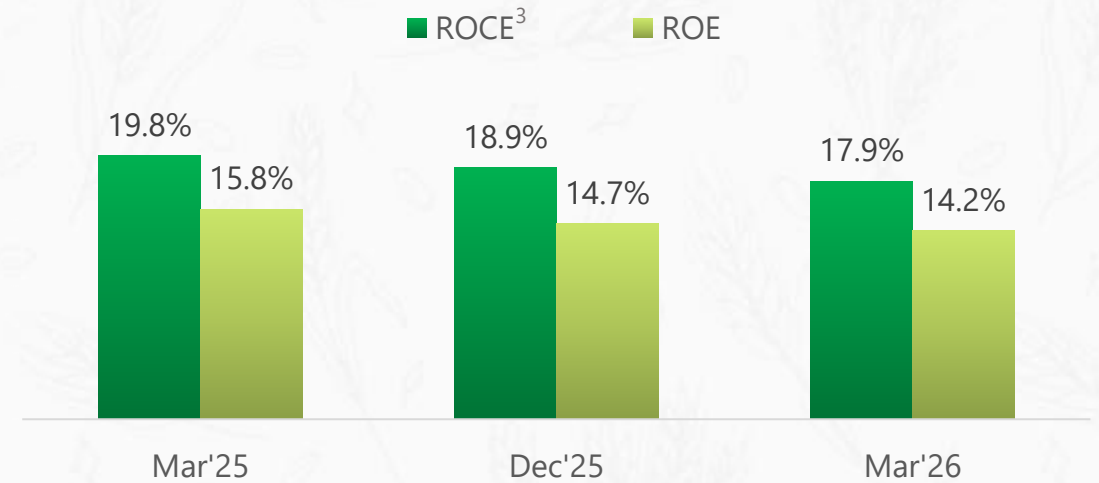


Key Financial Highlights (2/2)



In INR Millions

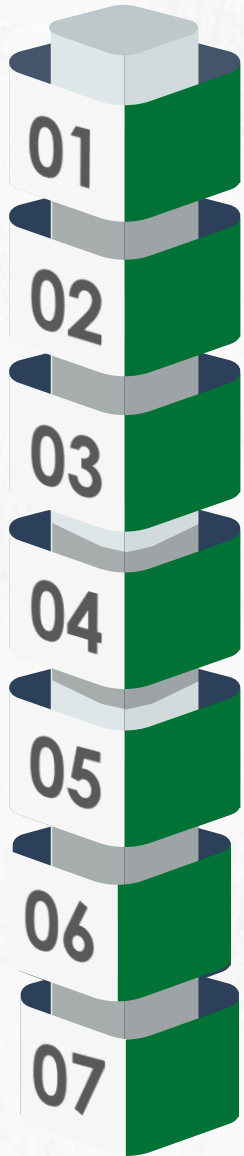
PARTICULARS	MAR '25	DEC '25	MAR '26
Total Equity	2,268	3,708	3,705
Total Borrowings	500	114	83
Cash & Cash Equivalents	9	177	725
Net Debt	491	(64)	(643)
Net Fixed Assets	1,722	1,950	1,918
Net Current Assets ¹	528	1,670	1,121
Total Assets	3,417	4,484	4,509
Net Fixed Asset Turnover Ratio	4.9	4.7	4.8
Cash Conversion Cycle ²	21	37	23



Notes: 1. Net Current Assets: Current Assets - Current Liabilities - Cash & Cash Equivalents; 2. Cash Conversion Cycle based on 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 profit before exception item and tax for the period/year plus finance cost and depreciation and amortization costs as reduced by other income.



Why Ganesh Consumer Products?



India's Branded Staples Opportunity

Commanding Market Leadership in East India

Diversifying Revenue Mix

Robust Distribution Network

Track Record of Consistent Financial Performance

Innovative & Consistent Brand Building

Pioneering Growth Backed by Proven Leadership





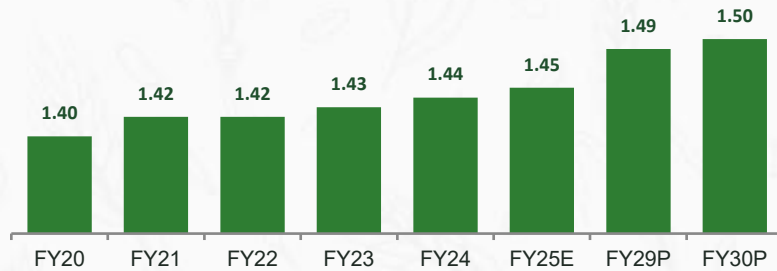
India's Branded Staples Opportunity (1/2)

Strong Demographic, Rising income, Expanding Consumption



Population of India

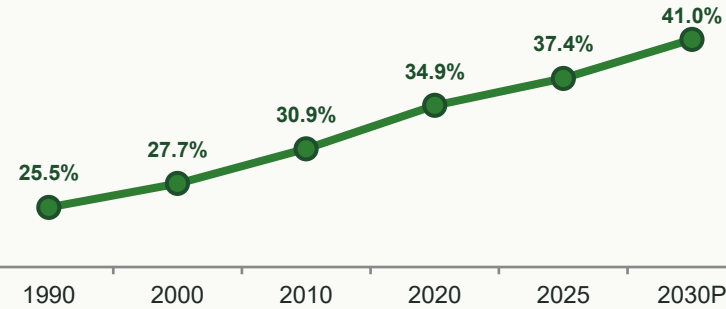
in Billion (Calendar Year)



→ India adds ~50M people by FY30

India's Rising Urbanization

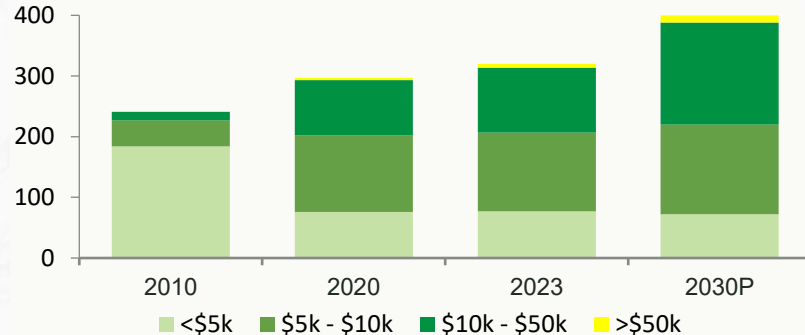
Urban population as % of total



→ Urban share to cross 40% by 2030

Household Annual Earnings

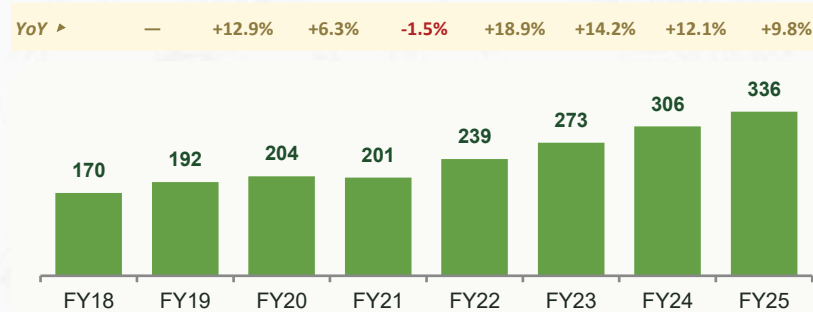
Households in millions, by USD income band



→ 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.



India's Branded Staples Opportunity (2/2)

Converting India's loose staple market into a branded opportunity

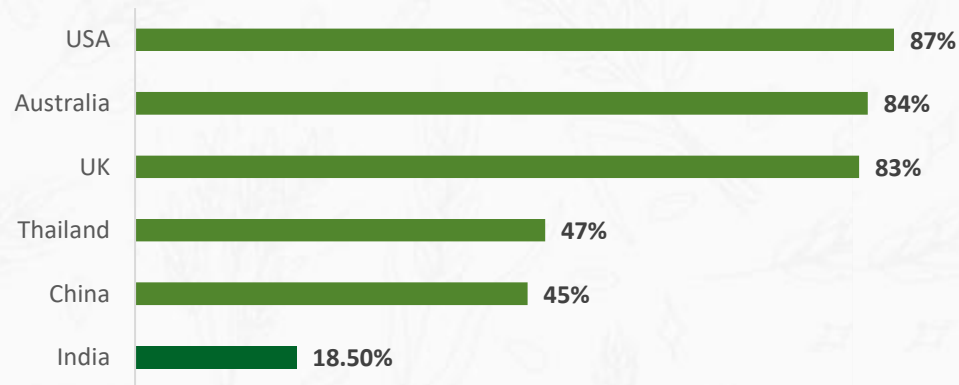


	Total Addressable Market (2025 - in Cr)	Organized Market CAGR (2025-2030P)	Organized %
 Wheat Flour & Wheat Derivatives	~1,85,000	15.9%	~18%-20%
 Gram Flour & Gram Derivatives	~50,000	16.1%	~18%-20%
 Spices	~1,40,000	13.5%	~18%

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%+

Source: Technopak Report

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.



Commanding Market Leadership in East India

Strong foothold across products



Presence in West Bengal



40.5%

Market Share
Wheat-based
Products¹



92.3%

Market Share
Sattu



Largest player in Wheat-based products¹



Player in Packaged Sattu

Top 2

Player in Packaged Besan

Sooji & Dalia

87.7%

Market Share*

Maida

34.9%

Market Share*

Besan

28.7%

Market Share*

Presence in East India



12.6%

Market Share
Wheat & Gram-based products



Largest player in Wheat-based derivative³

Top 2

Player in Gram-based flour products²



Largest brand of Packaged Wheat Flour

Sooji & Dalia

31.2%

Market Share*

Sattu

43.4%

Market Share*

*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

Diversifying Revenue Mix (1/2)

Strong in Core, Scaling Beyond



Geographic Expansion

State wise B2C Revenue Mix

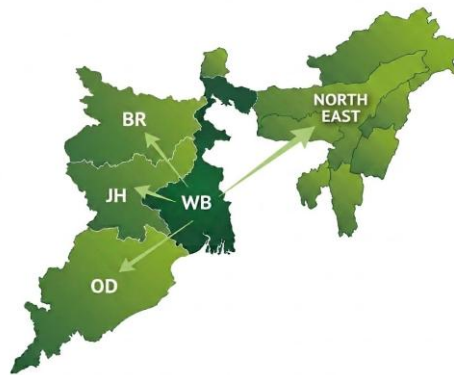
78%
B2C Sales



West Bengal	93%
Jharkhand	3%
Odisha	3%
Rest of East	1%

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.

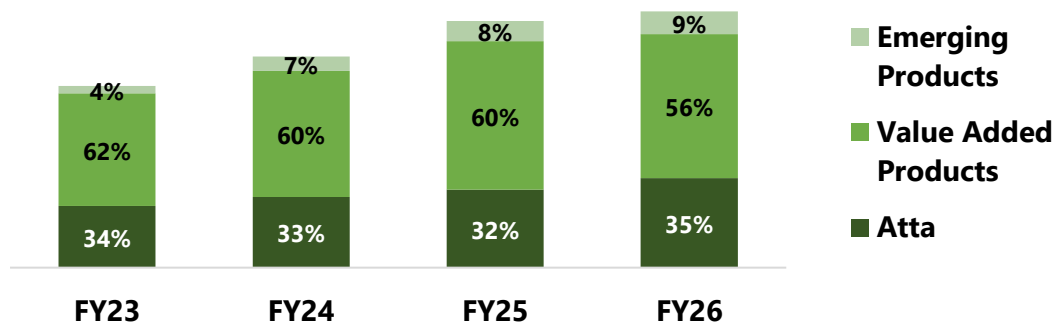


Building the Right Engines for Expansion

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





Diversifying Revenue Mix (2/2)

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



Breakfast

Power start of the Day



Dinner

Healthy dinner for the family



Lunch

Staples that sustain families



Fasting Food

Purity for Devotional Meals



Evening Hunger

Fuel your evening the natural way



For All Meals - Spices

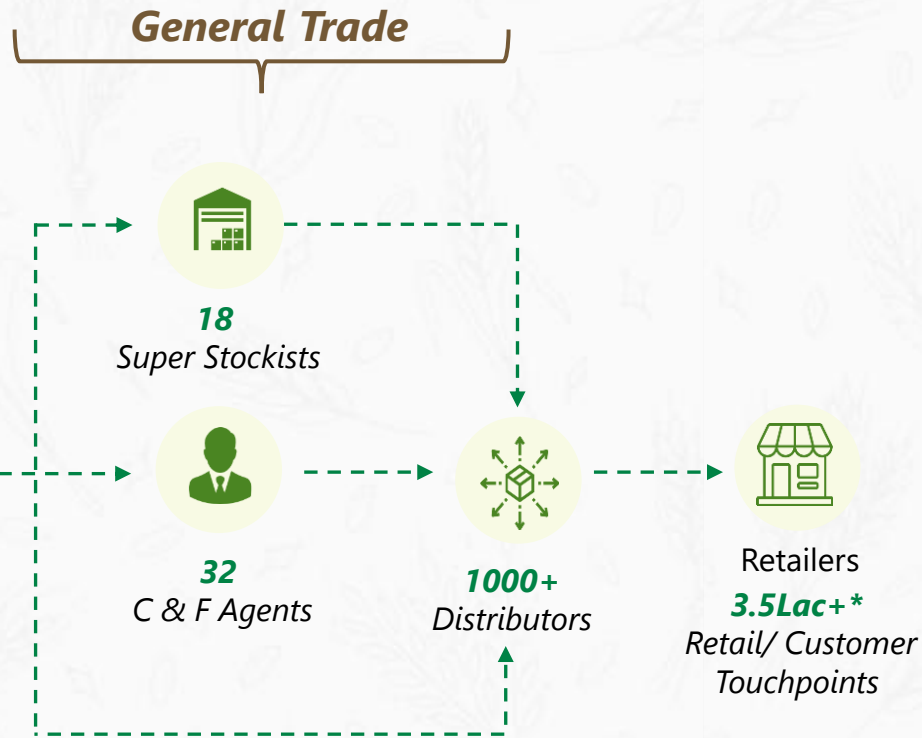
Fulfilling 100% of the Household needs





Robust Distribution Network (1/2)

Well-established and Widespread



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

CAGR (FY23-26)

9.0%

Revenue Split¹

79.2 %

53.6%

14.3%

3.2%

6.5%

Note 1: Revenue Split as attributed to B2C operations for FY26,
*Source: Nielsen Report for West Bengal and Management Estimate for other states

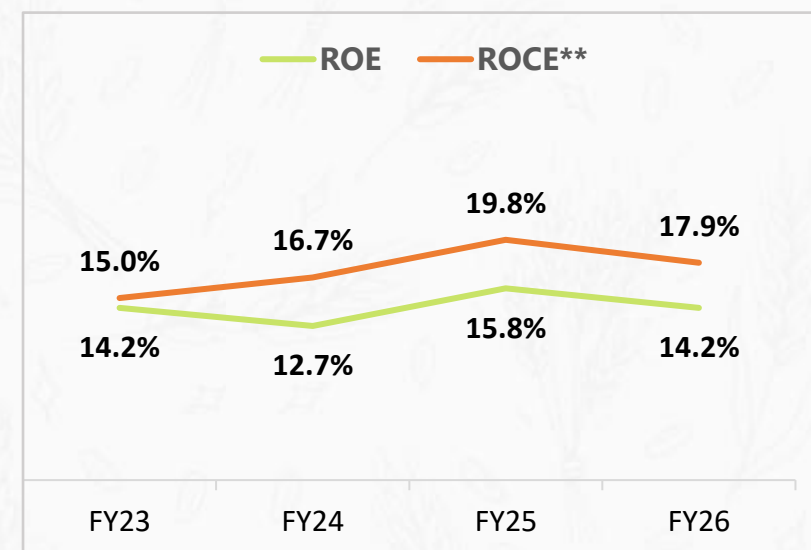
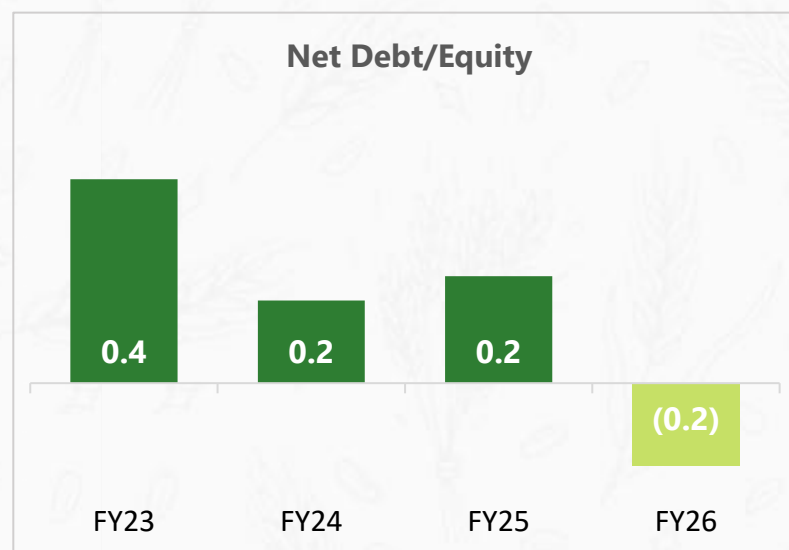
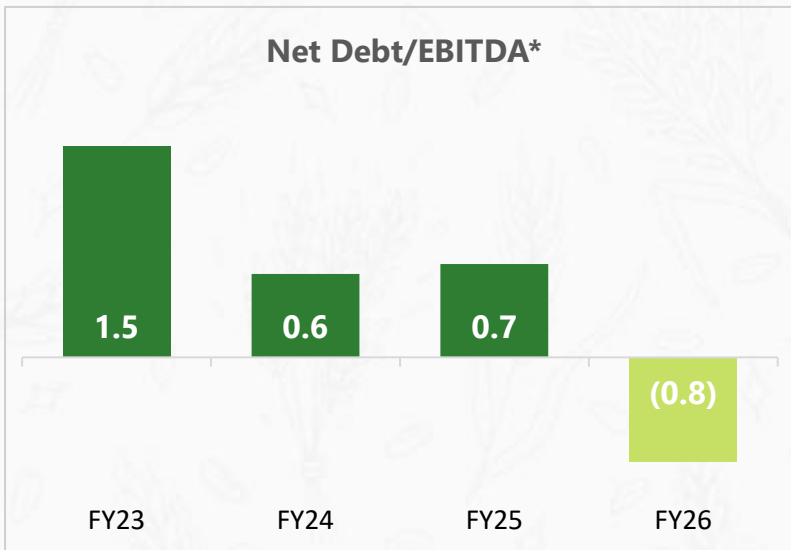
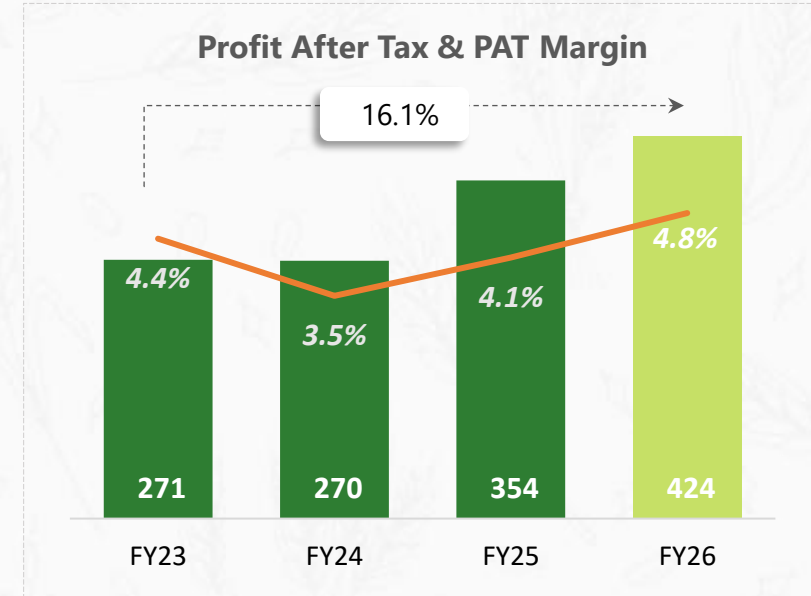
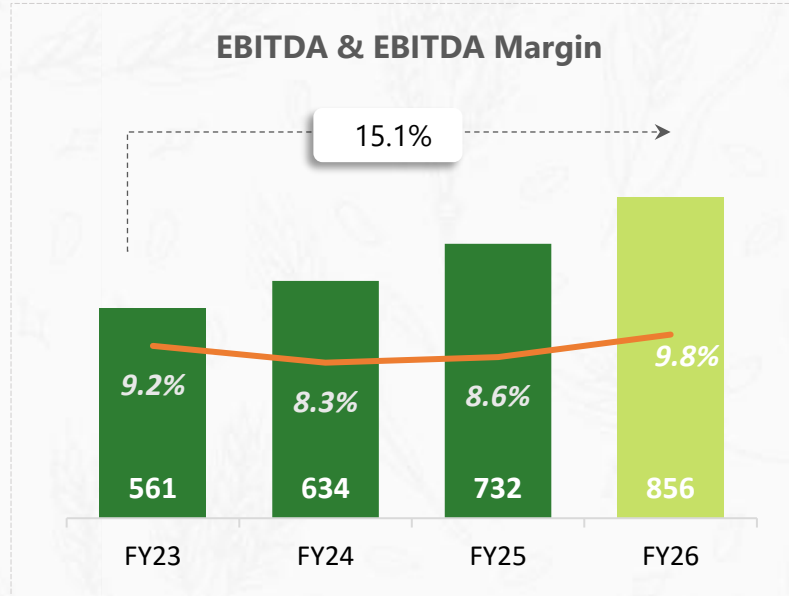
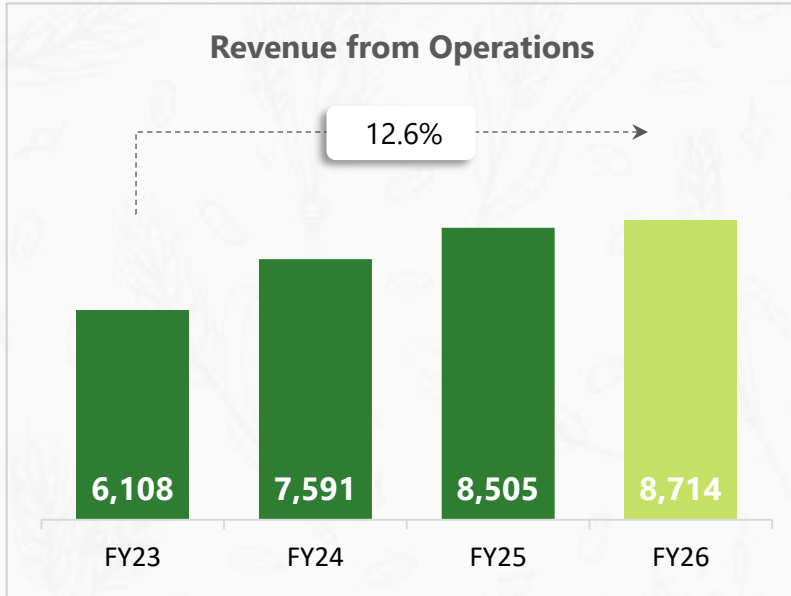


Track Record of Consistent Financial Performance (1/2)

Robust Financials



In INR Millions



Notes: *EBITDA is calculated as profit before exception item and tax for the period/ year plus finance cost and depreciation and amortization costs as reduced by other income; **Capital Employed refers to the sum of Total Equity and Total Debt and reduced by Capital Reserve and Capital Redemption Reserve;



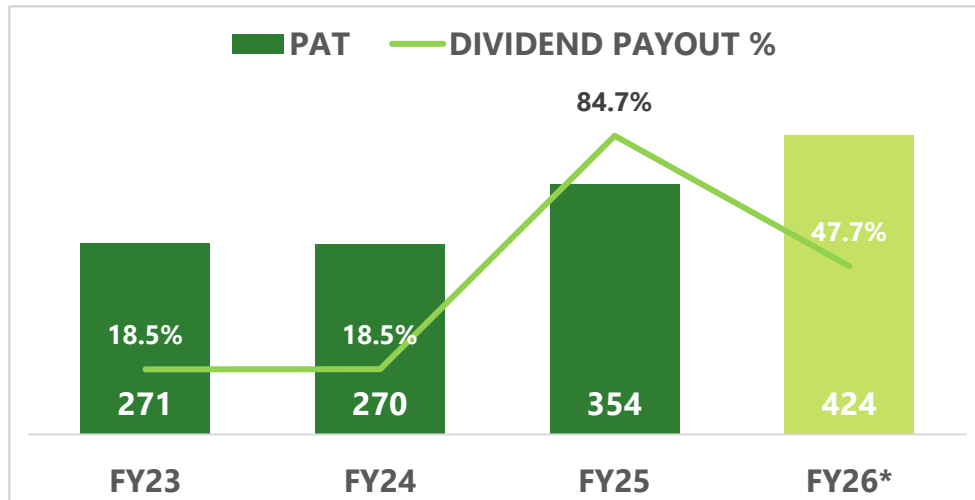
Track Record of Consistent Financial Performance (2/2)

Strong & Stable Cashflows



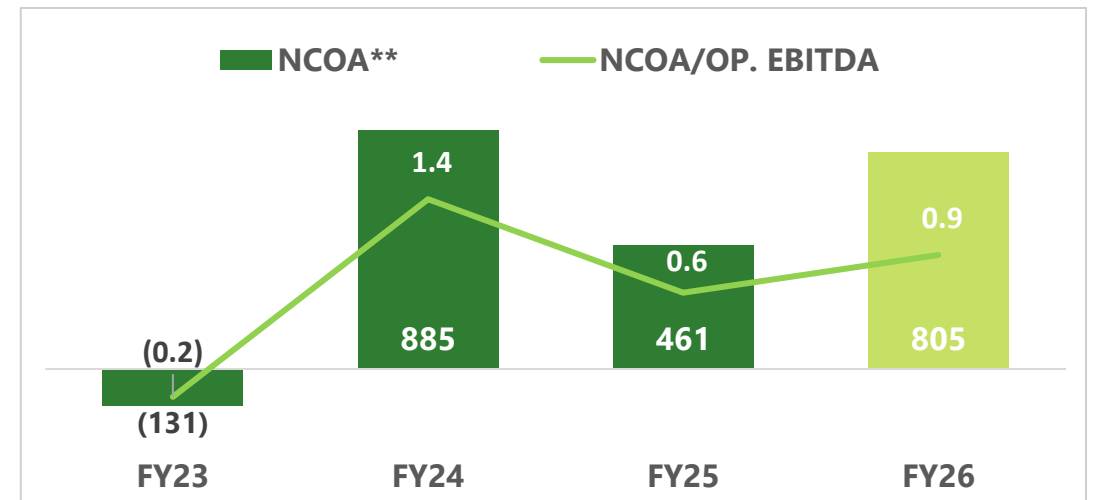
In INR Millions

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 23 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



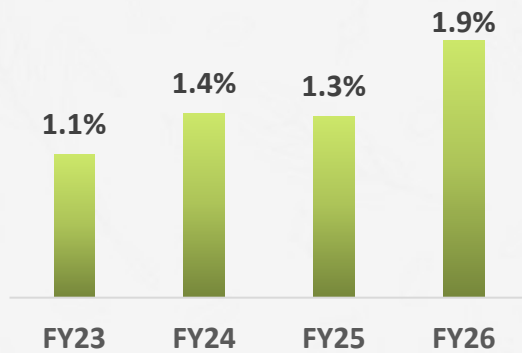
Innovative & Consistent Brand Building (1/3)

Smart Spend, Strong Leadership



Established brand awareness through frugal marketing investments

Consistently < 2% advertisement spends over the past years



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

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

Maintained leadership positions in several product categories

On track to become the **leading brand** in East India

West Bengal

27%

Market Share in Atta⁽¹⁾



West Bengal

92%

Market Share in Sattu⁽¹⁾



West Bengal

64%

Market Share in Sooji⁽¹⁾



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

Note 1: Market share as 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

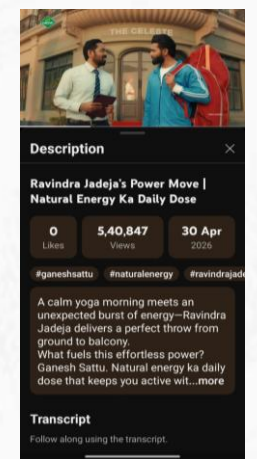
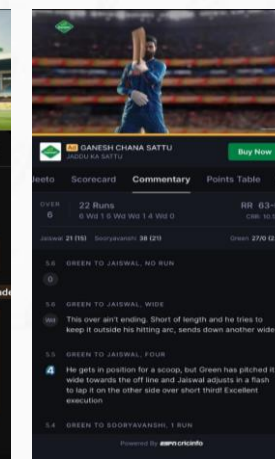
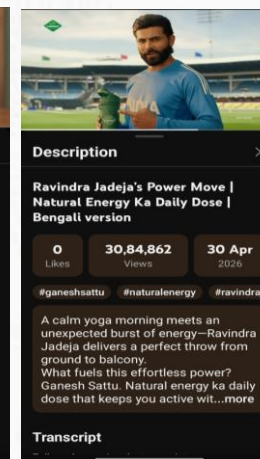
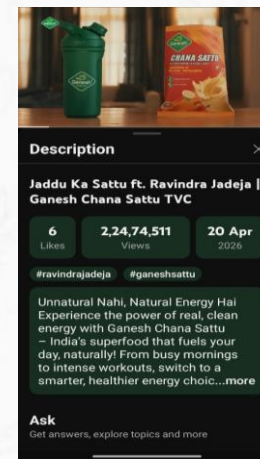


Print Advertisement



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



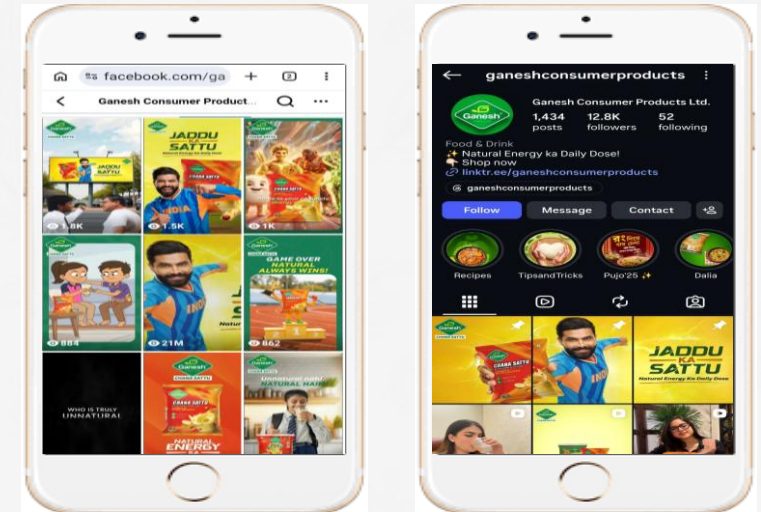
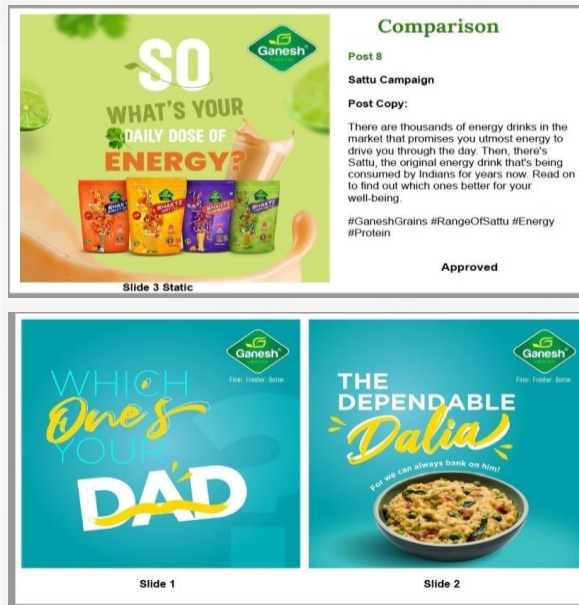
Local Branding



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



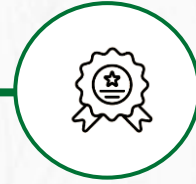
Diversify into categories which are in sync with the existing ones



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



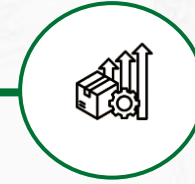
Roll out integrated campaigns across TV, radio, print, digital, and outdoor channels to enhance brand visibility.



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	Q4 FY26	Q4 FY25	YoY (%)	Q3 FY26	QoQ (%)	FY26	FY25	YoY (%)
Revenue from Operations	2,180	2,201	(0.9%)	2,117	3.0%	8,714	8,505	2.5%
EBITDA ¹	175	128	36.6%	229	(23.5%)	856	732	16.8%
EBITDA Margins (%) ²	8.0%	5.8%	221 bps	10.8%	(278 bps)	9.8%	8.6%	121 bps
Depreciation	61	62	(1.3%)	59	4.4%	237	236	0.4%
Other Income	22	14	52.3%	9	147.9%	55	47	17.3%
Finance Cost	7	18	(60.8%)	16	(56.5%)	105	64	64.5%
Profit Before Tax	129	62	106.7%	162	(20.8%)	568	479	18.6%
Profit After Tax	95	46	108.5%	122	(21.8%)	424	354	19.6%
PAT Margins (%)	4.3%	2.1%	227 bps	5.7%	(141 bps)	4.8%	4.1%	69 bps
Diluted EPS (in ₹)	2.37	1.26	88.1%	3.02	(21.5%)	11.04	9.74	13.3%

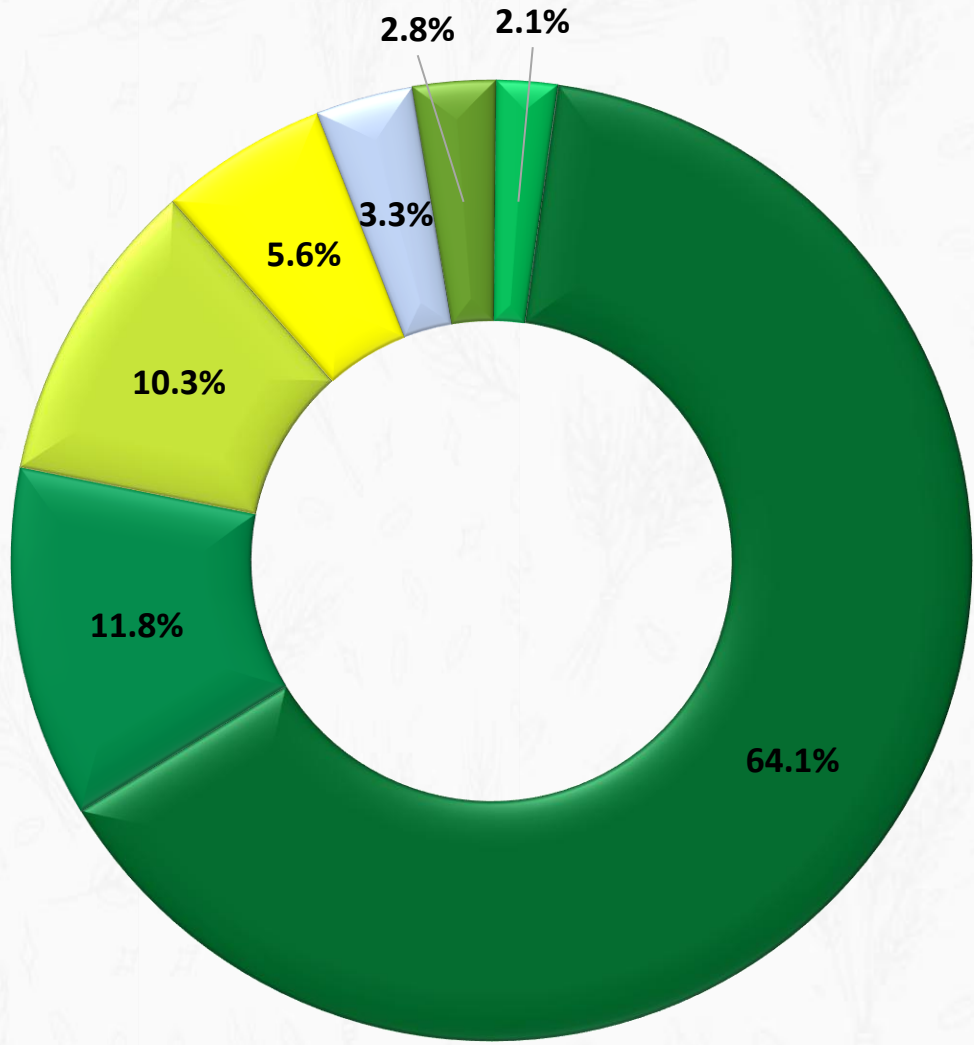
Notes: 1. EBITDA has been calculated as aggregate of the restated profit before tax, depreciation and amortization expenses and finance cost, less other income, for the relevant period/year.

2. EBITDA Margin (%) is calculated as EBITDA divided by Revenue from operations.



Shareholding Pattern

As on 31st March 2026



- Promoter & Promoter Group
- RI / HUF
- Body Corporates
- DII
- Others
- FII
- HNI

THANK YOU



Company Contact

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Investor Relations Contact

Mr. Yash Kochar

Tel: +91-98366 17112

Email: ir@uirtus.in



**Suddhata ka
swaad**

Available no



Annexures





Cash Conversion Cycle



Particulars	FY24	FY25	FY26
Receivable days ¹	4	3	4
Inventory days ²	39	31	34
Payable days ³	12	13	15
Cash Conversion Cycle ⁴	31	21	23

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.



Capacity Utilization



Particulars	FY25	FY26
Installed Capacity (TPA)*	320,000	368,126
Capacity Utilization (%)	57.5%	57.4%

**Excludes Capacity and Utilization of the Hyderabad Plant which is engaged in Job Work for an FMCG Player.*



Key Performance Indicators



In INR Millions

Particulars	FY24	FY25	FY26
Financial KPIs			
Revenue from operations (₹)	7,590.73	8,504.62	8,714.06
Revenue from operations (YoY) (%)	24.29%	12.04%	2.46%
Gross Profit (₹)	1,622.65	1,890.62	2,218.53
Gross profit margin (%)	21.38%	22.23%	25.46%
EBITDA (₹)	633.54	732.38	855.55
EBITDA margin (%)	8.35%	8.61%	9.82%
PAT (₹)	269.92	354.32	423.86
PAT margin (%) ¹	3.56%	4.17%	4.86%
ROE (%)	12.68%	15.81%	14.19%
ROCE (%)	16.73%	19.81%	17.91%
Adjusted ROCE (%) ²	21.19%	23.49%	23.60%
Debt to Equity Ratio (in times)	0.17	0.22	0.02
Cash conversion cycle (in days)	30.94	20.80	22.86
Operational KPIs			
Number of SKUs	176	232	254
Number of Manufacturing Facilities	7	7	7
Number of Distributors	881	972	1,076

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.



IPO Funds Utilization



In INR Millions

OBJECTS OF THE ISSUE AS PER PROSPECTUS	AMOUNT AS PROPOSED IN THE OFFER DOCUMENT	AMOUNT UTILIZED AS ON 31.03.2026	AMOUNT UN-UTILIZED AS ON 31.03.2026
Funding capital expenditure for the setting up of a roasted gram flour and gram flour manufacturing unit in Darjeeling, West Bengal	600.0	600.0	Nil
Prepayment and/or repayment of all or a portion of certain outstanding borrowings availed by Company	450.0	24.6	425.4
General corporate purposes*	147.1	77.0	70.1

* 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.