

Registered office:

Annapurna Swadisht Limited

Chatterjee International Building, 13th Floor, Unit No. A01, and

AO2, 33A, Jawaharlal Nehru Road, Kolkata – 700071

Call: 033-4603 2805 || Email: info@annapurnasnacks.in

w w w.annapurnasnacks.in



August 24, 2026

Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Bandra Kurla Complex,
Mumbai-400051

Symbol: ANNAPURNA

Dear Sir / Madam,

Sub: Investors' Presentation held on August 24, 2026

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation held on August 24, 2026.

No Unpublished Price Sensitive Information was shared/discussed during presentation with investors.

The said Investors Presentation is also available on the website of the Company www.annapurnasnacks.in/

Kindly take the above information on records and disseminate.

Thanking you,

Yours faithfully

For Annapurna Swadisht Limited

SHAKEEL Digitally signed
by SHAKEEL
AHMED
AHMED Date: 2026.08.24
13:27:21 +05'30'

Shakeel Ahmed
Company Secretary & Compliance Officer
M.NO. A46966

Asansol unit:

Girmint road Majiara, Plot J.L 43, Asansol,
Paschim Bardhaman, West Bengal 713 301

CIN: L15133WB2022PLC251553 | GST: 19AAWCA5249E1Z8

Siliguri Unit:

P.S Bhaktinagar, Mouza Dabgram, Plot No. RS 471/894, J.L No 2,
Sahudangi Hat, Binnaguri, Jalpaiguri, West Bengal, 735135

North Shantinagar, Plot No. RS 471/894, Jalpaiguri,
West Bengal 735135

EAST'S FINEST.
*India's
Next.*



ANNAPURNA SWADISHT LIMITED

INVESTOR PRESENTATION
Q1FY27



Disclaimer



Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties, like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.

Annapurna Swadisht Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.





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From Regional Strength to National Scale



We are

- ① India's fastest-growing food manufacturing company among emerging players
- ② Leading player in East India, expanding presence in the northern market
- ③ Advanced and scalable manufacturing capabilities with four fully integrated plants
- ④ An evolving and diversified product portfolio spanning snacks, namkeen, biscuits, cakes, sweets, noodles, and confectionery.

	FY23	FY26
No of manufacturing plant	3	5
Production Capacities (MT / Day)	73.5	180.80
No of product categories	6	13
No of SKUs	72	188
No of Stockists	100	250
No of Distributors	510	1150
Retail Touch points (Lakhs)	6	8.5
Presence in State	5	15
Packets sold per day (Lakhs)	20	33
Revenues (in ₹ Cr)	160.83	521.58*
PAT (in ₹ Cr)	7.15	30.33*
EBITDA Margin (%)	8.56%	14.17%*

(*Consolidated)



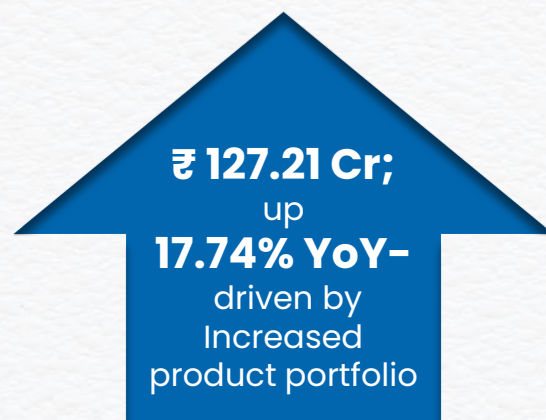
Q1FY27 Financial Performance



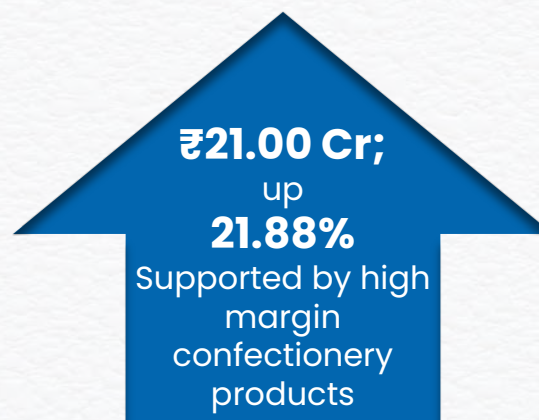
(In ₹ Cr)

	Consolidated			Standalone		
	Q1FY27	Q1FY26	% Chg	Q1FY27	Q1FY26	% Chg
Total Revenues	127.21	108.04	17.74%	108.70	88.86	22.33%
Total Operating Expenses	106.21	90.81	16.96%	91.64	74.39	23.19%
EBITDA	21.00	17.23	21.88%	17.06	14.47	17.90%
EBITDA Margin (%)	16.51%	15.95%	56 bps	15.69%	16.28%	-59 bps
Interest	4.80	2.81	70.82%	4.27	2.55	67.45%
Depreciation	3.00	2.65	13.21%	2.02	1.95	3.59%
PBT	13.20	11.77	12.15%	10.77	9.96	8.13%
Taxation	3.39	2.94	15.31%	2.80	2.50	12.00%
PAT	9.81	6.54	50.00%	7.97	7.46	6.84%
PAT Margin (%)	7.71%	6.05%	166 bps	7.33%	8.40%	-106 bps
EPS (₹)	4.50	4.05	11.11%	3.65	3.42	3.42%

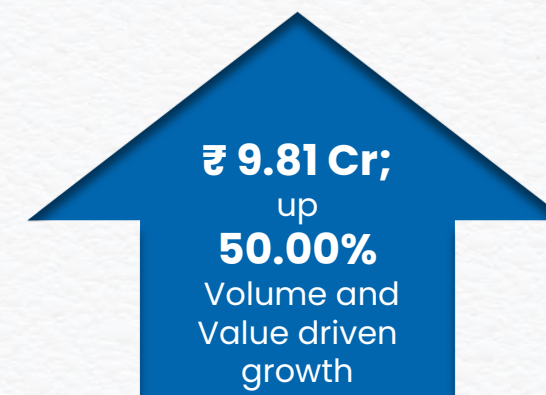
CONSOLIDATED TOTAL REVENUE



CONSOLIDATED EBITDA



CONSOLIDATED PAT



Company Overview



Our Journey of Evolving into a Leading Player



2016

- Incorporated as Annapurna Agro Industries with the establishment of an extruded pellet unit in Asansol, West Bengal.
- Began operations by supplying raw pellets to regional snack producers.

2019

Identified the vast retail opportunity and initiated expansion into packaged snacks.

2020

- Set up fryers and a packaging unit at the Asansol facility.
- Launched the first retail product – Fryums at a ₹5 price point, achieving over ₹13 crore in revenue.

2022

- Commissioned the second manufacturing unit in Siliguri, West Bengal.
- Crossed ₹160 crore in revenue with 38 SKUs across six categories.
 - Established a strong distribution network with 300 distributors and 80 super distributors across five states.

2021

- Expanded the team and strengthened distribution channels.
- Introduced new product categories – potato chips, cakes, and candies.

2023

- Listed on NSE Emerge.
- Enhanced presence in Odisha and Bihar, expanding from three to multiple states.
- Commenced operations at Gurap and Dhulagarh units.
- Acquired Madhur Confectioners Pvt. Ltd., adding chocolates and candies to the portfolio.
- Launched ready-to-eat noodles, popcorn, and jhalmuri, expanding to ten categories.

2025

Onboarded Sourav Ganguly as the Brand Ambassador, marking a new era of brand growth and national visibility

2026

- Migrated to the NSE Mainboard Platform
- Acquired Andri Agro Foods Private Limited
- Launched 'OFFSIDE' & 'ZIMBA' Brands

2024

- Achieved a PAN India presence with a four-digit distribution network.
- Expanded into international markets.



Leading Board



Mr. Shreeram Bagla
Chairman & Managing Director

Mr. Shreeram Bagla is the driving force behind Annapurna, bringing over a decade of experience in the snacks industry. He leads the company's strategic expansion and overall management functions. A graduate in Economics from Calcutta University, Shreeram combines in-depth industry knowledge with strong professional relationships, playing a crucial role in steering the company's growth and strengthening its market presence.



Mr. Ritesh Shaw
Whole-time Director

Mr. Ritesh Shaw is a Chartered Accountant with over 20 years of diverse experience spanning investment banking and entrepreneurship. Over the past decade, he has successfully advised and assisted various clients in strategizing and establishing large-scale industrial operations. Since the inception of Annapurna Agro, Mr. Ritesh play a pivotal role in identifying growth opportunities and formulating strategies to drive its long-term expansion.



Mr. Manoj Sharma
Whole-time Director

Mr. Manoj Sharma is a Chartered Accountant with over 20 years of experience in finance, supply chain, and project implementation. He has worked with Videocon International and Birla Corporation Limited. At Annapurna, he plays a key role in driving operational excellence and strategic growth.



Mr. Chandan Ghosh
Independent Director

Mr. Ghosh is thoroughly experienced FMCG professional worked as Country Head of a globally managed vertical of Nestle



Mrs. Rachan Yadav
Independent Director

Mrs. Yadav is a HR Thought Leader with Strategic bent of mind and Ownership. With over 19 years of experience driving business centric HR initiatives



Mr. Harish Navarathna
Independent Director

Mr. Navaratna has overall 38 years of experience including 20 years in Unilever across all accounts, planning and IT

Business Overview



Three Key Pillars...



Pricing

Delivering quality products at an affordable ₹5-₹10 price point, capturing rural dominance while steadily building a strong niche in urban markets.



1



Products

Continuous product innovation backed by deep market insights allows us to serve exactly what consumers want, driving growth across a robust portfolio of 188 SKUs.



2



Strong Distribution Channel

Ongoing investments in marketing and distribution infrastructure have strengthened our reach and ensured consistent market penetration.



3



...Driving Our Growth and Success



Pricing

- Leading Player offering product at affordable price point as low as ₹5 per packet
- Strengthened rural presence
- Supported by cost efficiencies through economies of scale and strategically located plants that minimize logistics expenses



1



Products

- Enriched product portfolio with capacity expansion & new product launches
- The launch of ready-to-eat noodles – product diversification from traditional snacks
- A strategic pivot to a “Snacks + Confectionery” model with acquisition of Madhur Confectioners
- Soya base snacks launches with acquisition of Andri Agro Foods
- Unveiled its new FMCG brand ‘OFFSIDE’ and ‘ZIMBA’



2



Strong Distribution Channel

- Focus on expanding reach Pan India, have a strong distributors network of 1,150 Distributors
- Acquisition led to inroads to Africa & Middle East
- Added access to online platforms like Amazon and Flipkart, the Company now reaches multiple states and overseas markets



3

Madhur Confectioners – Acquisition Synergies



01

Strategic shift in product portfolio from snacks to high growth & high margin confectionery segment

02

Has 31 SKUs

03

Compelling product mix to drive incremental sales

04

The acquisition gives us access to a state-of-the-art, ISO and HACCP-certified facility with a daily capacity of

05

Currently under utilized, the plant offers significant headroom for growth

06

Expanded our footprint across 20 Indian states and entered key international markets—including African and Middle East market.

07

90 Ton per day capacity

08

Existing distribution network offers ready market for confectionery products, 300 distributors focused on confectionery gets added with acquisition

09

This global foray positions us for accelerated cross-border growth and deeper market integration

Acquisition – Immense Future Growth Potential



State of the art Facility



Confectionery Products



Madhur Confectionery is expected to contribute ~₹200 Cr in Revenue and ~₹16 Cr in PAT in FY28

Acquisition of Andri Agro Foods Pvt. Ltd. (AAFPL)

Strengthening Soya-Based Foods Portfolio & Expanding Eastern India Distribution



About AAFPL



Products

Wide range of soya based products including soya chunks, vermicelli, pasta and 3D pellets, textured vegetable protein (TVP) products and allied value-added agro-food products



SKUs

Has 24 SKUs



Capacity

4,20,000 tonnes p.a. equipped with Italian and Japanese machinery



Brand Name



Contract Manufacturing

Haldiram and Akash, delivering high quality soya-based products



Presence

Eastern India through a network of ~200 distributors

Acquisition Details



Proposed Acquisition of Stake

75%, Till 30th June, 2026- acquired **57.14%**



Price Consideration

₹4.5 Cr



Valuation

Enterprise Value of **₹15 Cr**

How Acquisition Benefits Us?



Synergies

- Expand soya based product portfolio in Indian and Export Market
- Entry into groceries segment through bulk and premium namkeen products
- Leverage strong distribution network of ~200 distributors in cross selling products and enhancing market share



Revenue Potential

- Currently under utilized, the plant offers significant headroom for growth
- The Company is expected to contribute **~₹120 Cr** in revenue and **~₹6 Cr** in PAT by FY28.

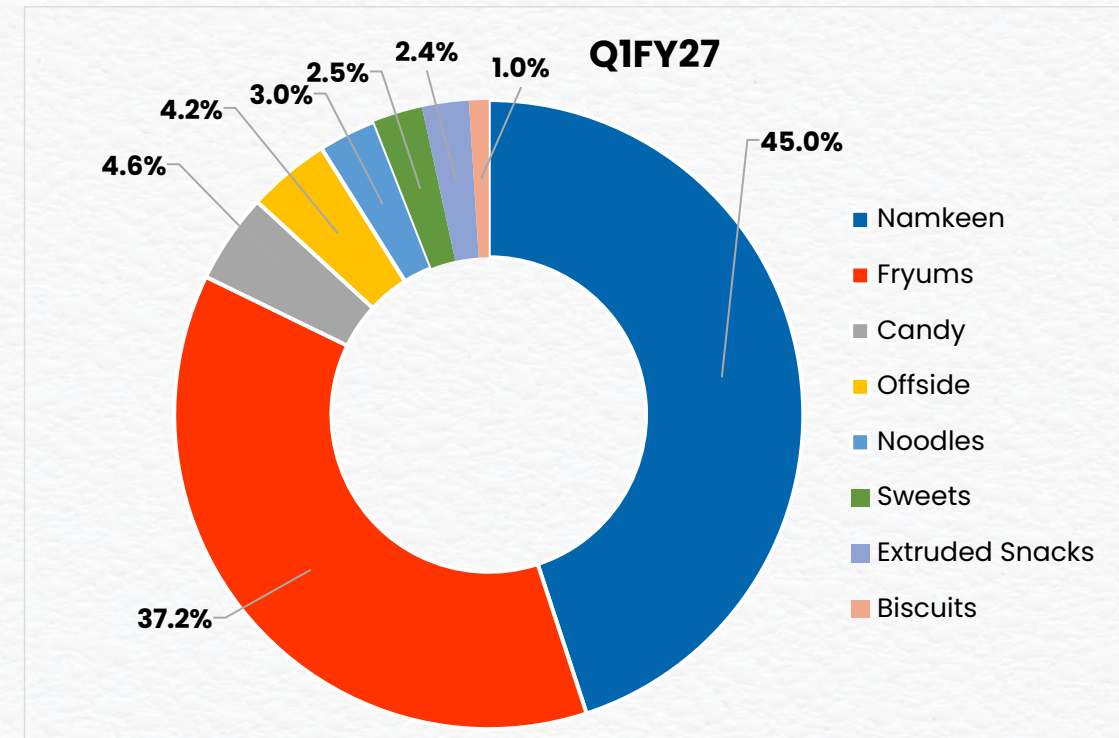
A strategic bolt-on acquisition to add a new growth category, unlock manufacturing capacity and strengthen Annapurna Swadish's distribution-led expansion.

~5X Growth in Product SKUs

We Tapped New Growth Opportunities with our Deep Market Understanding and Changing Consumer Preferences –

Our SKU Growth	FY22	FY23	FY24	FY25	FY26
Pellet-based snacks	11	16	16	25	45
Corn- extruded snacks	3	5	5	5	10
Potato Chips	5	5	5	5	20
Banana Chips					3
Makhana					3
Cakes	7	7	7	7	7
Namkeen	6	13	14	19	24
Confectionery	6	14	14	31	31
Sweet & Savouries		3	3	3	5
Biscuits		1	2	0	19
Ready to Drink		2	2	2	2
Noodles		6	9	9	15
Soya Chunks					4
Total	38	72	77	106	188

Segment wise Contribution to Revenues (%)



Comprehensive Product Portfolio – Presence in Each Segment



Balloon



Chatpata Moon



Finger



Jackpot



Makeup Box



Pipes



School Box



Ringa



Potato Crunch



Chicken Crunch



Jackpot



Helicopter



Bhoot



Crack Angle



Popcorn



Choco Ball



Makeup Box



Pop Corn



Choco Balls



Jumpee

Fryums



Garam Gathiya



Crispy Diet Chidwa



Moong Dal



Gujarati Papdi



Punjabi Tarka



Green Matar



Garam Badam Pakora



Garam Masala Muri



Diet Chiwda



Moong Dal



Chicken Bhujia



Spicy Bhujia



Banana Chips



Cream Onion



Makhana



Gummies

Namkeen

Product Images

Noodles



Classic Gold
(White Veg)



Classic Plus
(White Veg)



Man Chow
(Brown Veg)



Power Of 5



Chatpata
Bhujia



Tasty
Masala



Masti
Masala



Ready 2
Eat



Quick Chow

Bakery



Rusk 'O' Bite



Delicious
Butter



Orange
Licious



Choco
Licious



Elaichi
Licious



Masti
Krackers



Crispy Coconut
Bite



Vanilla
Cake



Mix Fruits
Cake

Candys



Coffico



Coconut
Candy



Kaju Candy



Bhim Gola



Imli Pop



Imli



Jet Imli



Kala Jamun



Khatta Mitha
Chatpata



Malai Pop



Heart Beat
Cola



Heart Beat
Guava



Heart Beat
Litchy



Heart Beat
Orange



Heart Beat
Pineapple



Imly



Kaju Candy



Mango
Candy



Orangeeee
Candy

Product Images



Orange Soan Papdi



Elaichi Soan Papdi



Ghee Soan Papdi



Cream Roll



Vanilla



Strawberry



Chocolate



Donut Cake

Sweets



Soya Chunks



Soya Mini Chunks

Soya



Choco Ball



Krack Angle



Ringa

Extruded Snacks

What's Next ?



Entering the next phase of Growth



GROWTH STRATEGIES

01

Pricing-Led Penetration & Premiumisation

- Strengthening rural and semi-urban presence through value pricing
- Premiumize product mix (₹10-₹50) to capture urban demand and expand margins
- Scaling capacity and reach through resource efficiency, value-added products, and strategic outsourcing
- Leveraging GST reduction to strengthen competitiveness and enhance value through higher grammage

02

New Product Launches

- Research-driven go-to market approach for product launches
- Expand product portfolio by organic route and acquisition
- To gain strong consumer acceptance

03

Emphasis of Brand Building

- Accelerating brand recall with focused investments in visibility and brand endorsement
- Driving pan-India scale via focused marketing and distribution expansion
- Expanding global footprint by leveraging export opportunities

Unveiled New FMCG Brand 'OFFSIDE', Endorsed by Brand Ambassador Mr. Sourav Ganguly



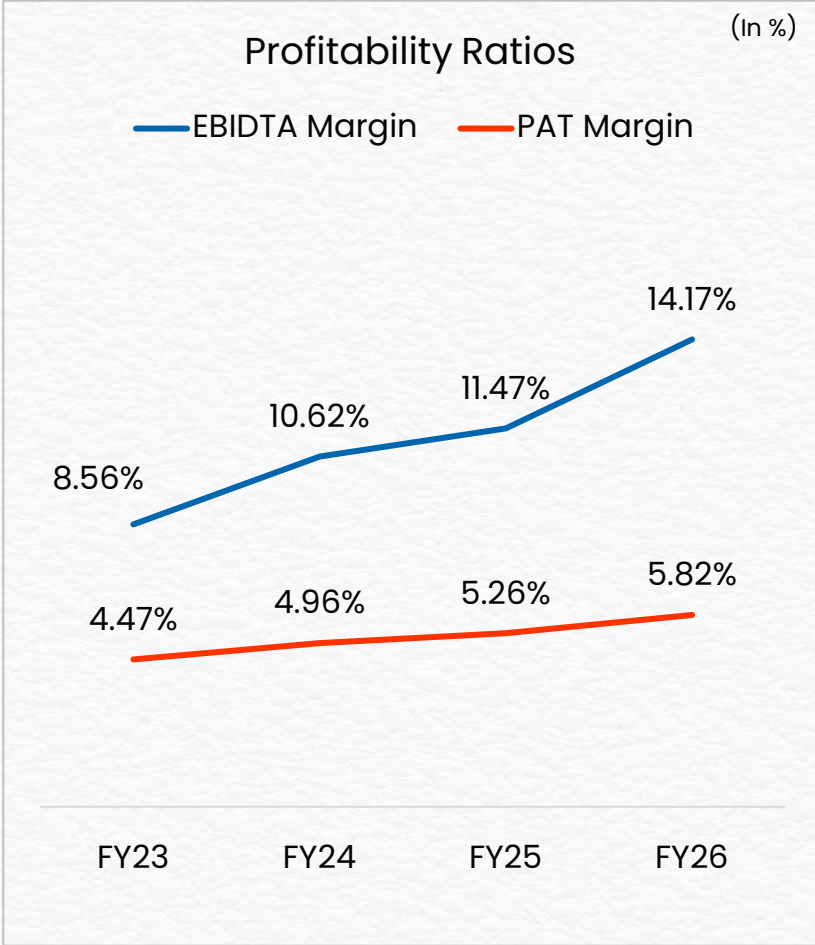
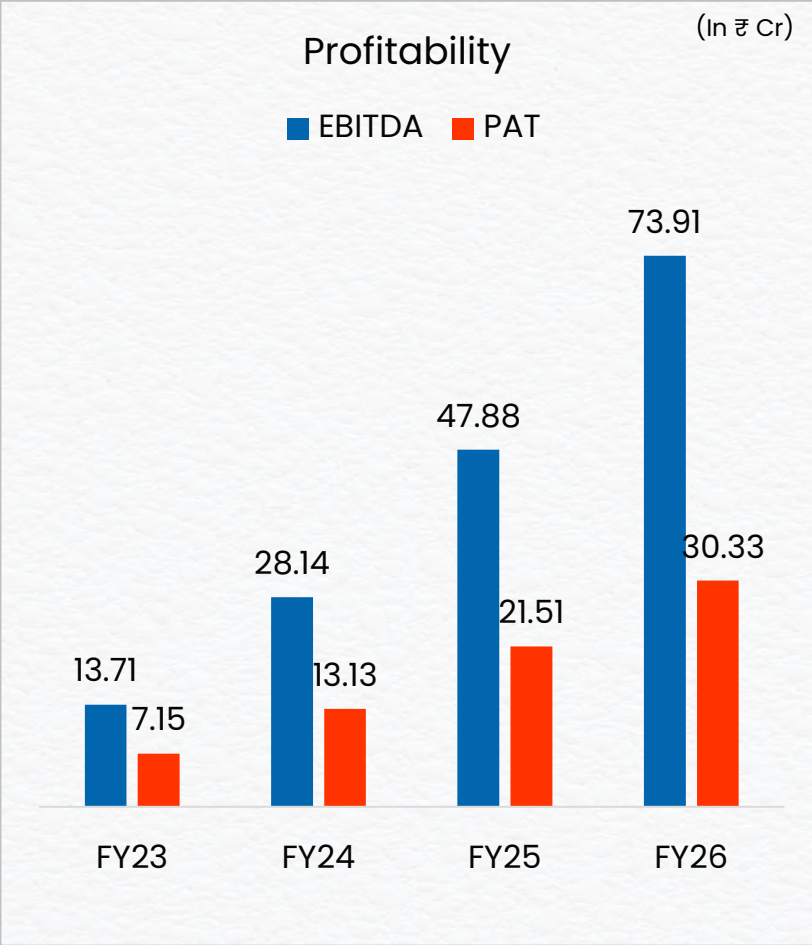
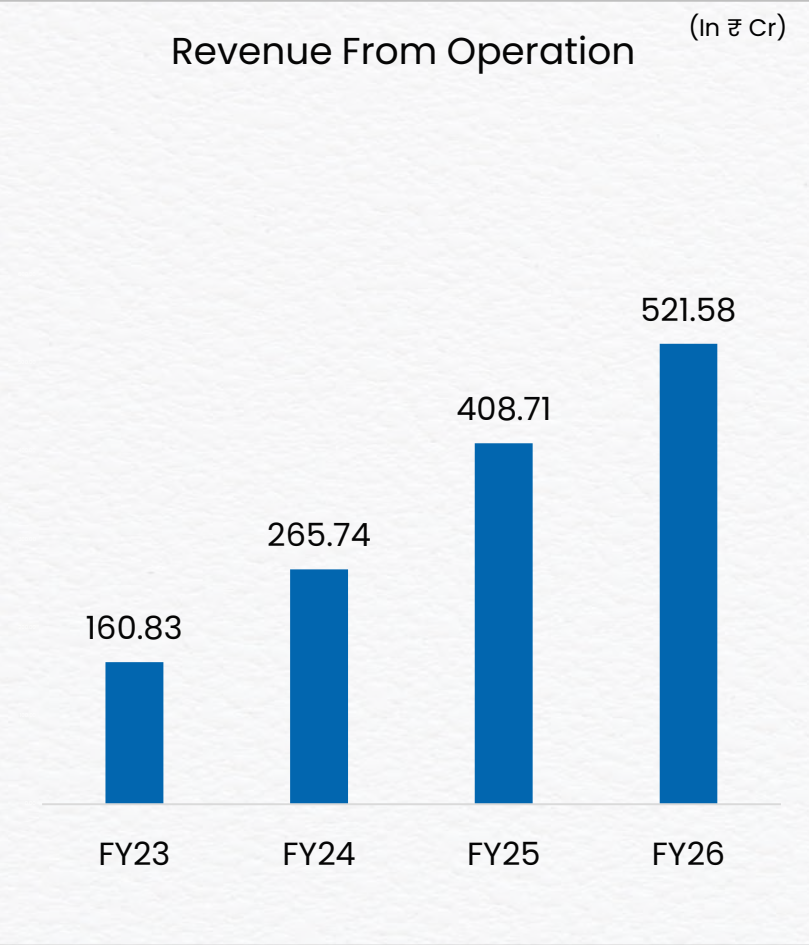
Financial Performance





Building Momentum with Consistent Financial Strength

Key Consolidated Financials



Key Takeaway



Established Regional Brand

A leading ready-to-eat snack brand in Eastern India with clear ambitions to scale nationally.

Scalable, Efficient Production Infrastructure:

Scalable manufacturing base positioned to support sustained expansion



Consistent and Profitable Expansion:

Demonstrated track record of steady revenue growth with improving profitability with product innovation and acquisitions

Margin Expansion Through Confectionery Portfolio:

Leveraging a high-margin confectionery range to strengthen profitability and deepen penetration in export markets



Ambitious, Clear Growth Vision:

Targeting revenues of ~₹1,100 Cr and PAT of ~₹100 Cr by FY28, supported by a well-defined execution roadmap



PAN-India Market Penetration:

Expanding footprint through targeted marketing, an enhanced distribution network, and improved route-to-market strategies



Multi-Channel Growth Acceleration:

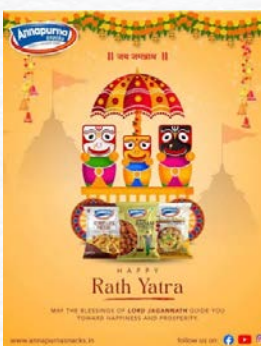
Driving growth through modern trade, general trade expansion, and strengthening D2C and digital commerce initiatives

Strategic Brand-Building Investments:

Focused investments to enhance brand visibility and strengthen consumer recall across markets



Snapshots of Marketing Activities



Thank You

For investor relations queries, contact:
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☎ 9804247357

🌐 www.annapurnasnacks.in

