TANVI FOODS (INDIA) LIMITED

20.11.2026
Hyderabad

To
The Corporate Relations Dept
BSE Limited
Mumbai

Sub: Business Update - Strategic Integration with Mitra FMCG
Ref: Scrip Code: 540332**| Scrip ID:** TANVI

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Company has entered into a strategic understanding with **Mitra FMCG (operating in the fast-moving consumer goods sector)** for pursuing a strategic integration of their respective business operations, envisaged at a value of approximately **₹600 Crore**.

The strategic understanding, which has been arrived at between the parties, aims to leverage their complementary capabilities across food processing, sourcing, procurement and distribution, with a view to expanding their respective domestic and international market presence.

The proposed integration is expected to create opportunities for business expansion, strengthening of supply-chain operations, procurement efficiencies and access to new geographical markets.

The parties have agreed to work towards formalising the proposed arrangement, subject to finalisation of the detailed terms and conditions, necessary internal and statutory approvals, wherever applicable and execution of definitive agreements.

Please find enclosed herewith the relevant information and the press release being issued in this regard for your information and records.

For TANVI FOODS (INDIA) LIMITED

Sri Nagaveer Adusumilli
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TANVI FOODS (INDIA) LIMITED

MITRA FMCG × TANVI FOODS (INDIA) LIMITED

₹600 CRORE STRATEGIC INTEGRATION

A growth-focused platform targeting wider markets, stronger sourcing and an expanded farm-to-fork ecosystem

PROPOSED COLLABORATION BRINGS TOGETHER COMPLEMENTARY CAPABILITIES IN FOOD PROCESSING, PROCUREMENT, DISTRIBUTION AND INTERNATIONAL MARKET ACCESS

November 20 2026, Hyderabad, India | Mitra FMCG and Tanvi Foods (India) Limited (**"Tanvi Foods"),** a company listed on the SME platform of BSE Ltd, have entered into a strategic understanding to pursue an integration of their respective business operations valued at ₹600 crore, exclusively advised by Bestvantage Investments. The proposed association is designed to combine complementary operating strengths and create a broader platform for growth across food processing, sourcing, procurement, distribution and consumer goods.



PLATFORM BUILT TO UNLOCK THE NEXT PHASE OF GROWTH

The proposed integration brings together capabilities that can reinforce one another across the value chain. By connecting sourcing and procurement with processing, market access and distribution, the businesses aim to build a more integrated farm-to-fork ecosystem—one positioned to pursue new customer segments, expand geographic reach and capture opportunities in both domestic and international markets.

INTERNATIONAL MARKET ACCESS: OPENING DOORS TO HIGH-VALUE GEOGRAPHIES

A key strategic opportunity is the potential to leverage Tanvi Foods' established export-market presence to support Mitra's access to international markets, particularly the United States, the United Kingdom and the United Arab Emirates. Access to these markets could broaden Mitra's geographical footprint, diversify potential revenue streams and create opportunities to serve higher-value customers. The extent and timing of any such expansion will depend on execution plans, customer opportunities and applicable approvals.

DOMESTIC EXPANSION: COMPLEMENTARY REACH ACROSS NORTH AND SOUTH INDIA

The proposed collaboration also creates a two-way opportunity in the domestic market. Mitra's distribution network and market reach could support Tanvi Foods in strengthening its presence across Northern India, improving market penetration and reaching a wider consumer base. In parallel, Tanvi Foods' market access and operating capabilities could help Mitra pursue expansion in Southern India and widen the reach of its household essentials portfolio.

PROCUREMENT AND OPERATING SYNERGIES: STRENGTHENING THE VALUE CHAIN

The association could create procurement efficiencies for Tanvi Foods through access to essential raw materials, including flour, refined flour (maida) and edible oils, at competitive wholesale rates through Mitra's sourcing and procurement ecosystem. These potential linkages may support cost optimisation, supply-chain efficiency and improved operational competitiveness. Together, the businesses intend to explore how closer coordination across sourcing, processing and distribution can translate into a stronger operating model.

STRATEGIC OPPORTUNITY AT A GLANCE

₹600 crore	**Stated valuation of the proposed strategic integration**
US | UK | UAE	Potential international market access for Mitra
North & South India	Complementary domestic expansion opportunities
Farm-to-fork	Closer integration across sourcing, procurement, processing and distribution
Flour, maida & edible oils	Potential procurement efficiencies through Mitra's sourcing ecosystem

BUILDING SCALE THROUGH STRATEGIC FIT

The proposed association represents a significant strategic opportunity for both businesses to combine complementary strengths, widen market access and pursue a more connected operating ecosystem. If progressed and implemented, the collaboration could support new revenue

opportunities, improved supply-chain integration and sustainable growth across domestic and international markets.

For investors and market participants, the strategic focus is clear: broaden the addressable market, strengthen the supply chain and use complementary distribution capabilities to pursue the next phase of business expansion. The parties will continue discussions on the scope and structure of the proposed collaboration.

Commenting on the integration, ***Abhishek Kaushik, Founder, Mitra FMCG****, said, "This strategic integration marks an important milestone in Mitra's growth journey. By bringing together our complementary strengths with Tanvi Foods, we aim to strengthen our presence across the value chain, expand our domestic and international reach, and build a more scalable farm-to-fork business. We see this as an opportunity to create long-term value through stronger sourcing, efficient supply chains and a wider market presence.*

ABOUT TANVI FOODS (INDIA) LIMITED

Tanvi Foods (India) Limited is a company listed on the SME platform of the BSE Ltd. The company is exploring a strategic collaboration with Mitra FMCG across food processing, sourcing, distribution and consumer goods.

ABOUT MITRA FMCG

Mitra FMCG operates in the fast-moving consumer goods sector, with a focus on household essentials, sourcing, procurement and distribution. The company leverages its distribution network and sourcing ecosystem to serve consumer markets.

Important note

The strategic collaboration described in this announcement is proposed and remains subject to further discussions, necessary internal approvals and execution of definitive documentation. The scope, structure, terms, timelines and implementation of the proposed association may change. The opportunities and synergies described above are potential in nature and are not assurances of future financial or operating performance. No guidance on revenue, profitability, margins, earnings or timelines is being provided in this release.