

November 11, 2025

Compliance Department,	Compliance Department,	
BSE Limited	National Stock Exchange of India Ltd.	
Phiroze Jeejeebhoy Tower,	Exchange Plaza, Plot No. C/1, G-Block,	
Dalal Street, Fort,	Bandra Kurla Complex	
Mumbai - 400 001	Bandra - (E), Mumbai - 400 051	
Scrip Code:- 539889	NSE Symbol:- PARAGMILK	

Dear Sir/Madam,

Sub: Investor Presentation on Unaudited Financial Results for quarter and half year ended September 30, 2025

In continuation to our letter of today's date informing the Unaudited Standalone and Consolidated Financial Results for Quarter and Half Year ended September 30, 2025 and pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of Investor Presentation in this regard.

The said presentation would also be used for Post Earnings Conference Call with Analysts/Investors scheduled on November 12, 2025.

Copy of the same is also being made available on the Company's website i.e. www.paragmilkfoods.com.

Request you to take the same on records and oblige.

Thanking you.

For Parag Milk Foods Limited

Virendra Varma
Company Secretary &
Compliance Officer
FCS No. 10520

Encl: As above.















BUSINESS HIGHLIGHTS



KEY HIGHLIGHTS Q2FY26





Strong Growth Momentum

- Highest ever quarterly revenue at INR 1008 Cr, up 16% YoY
 Volume growth 10% YoY
- Core categories (Ghee, Cheese, Paneer) saw
 23% value growth,
 14% volume growth
- EBITDA 8.9% vs 8.8% LY, Gross margin grew to INR 260 Cr, with Gross margin at 25.8% vs 23.6% LY
- Cash flow generated from operations INR 99 CR, during H1FY26

Leadership in Value-Added Dairy FMCG

- Core category contributed to 59% of total revenue; strong double digit volume growth of 14% during the quarter
- Market leader with
 #1 in branded cow ghee
 (22% share) and
 #2 in cheese
 (35% share)



Premiumization & Brand Strength

- New Age biz (Pride of Cows and Avvatar)
 9% of overall business
 (6% LY) driving premium segment growth.
- New-age business revenue up 79% YoY
- Fourth consecutive year of association with KBC Presence on TV & Digital platforms with shows like Super dancer, Rise and Fall

Optimal Capital Structure

- Conversion of FCCB **into equity** during the quarter;
- Net debt reduces by INR
 125 CR during H1FY26
- Consolidated Net Debt to EBITDA improves to 1.4 times and consolidated Net Debt to Equity comes down to 0.4 times

BUSINESS HIGHLIGHTS **Q2 FY26**

1008_{CR} Revenue **up 16% YoY**

89_{CR} **EBITDA** up 16% YoY 46_{CR} up 56% YoY

10% **Volume Growth** 16%

Value Growth

42% up YoY

PAT % of sales

4.5% vs 3.4% LY

EBITDA % of sales

8.9%

vs 8.8% LY

PBT Growth







BUSINESS HIGHLIGHTS **H1 FY26**

1,859_{CR} Revenue **up 14% YoY**

155_{CR} **EBITDA** up 12% YoY **73**CR up 30% YoY 99_{CR} Cash Flow from **Operations**

8% **Volume Growth** 14%

Value Growth





EBITDA % of sales

8.3% vs 8.5% LY

PBT Growth

28% up YoY

PAT % of sales

3.9% vs 3.5% LY

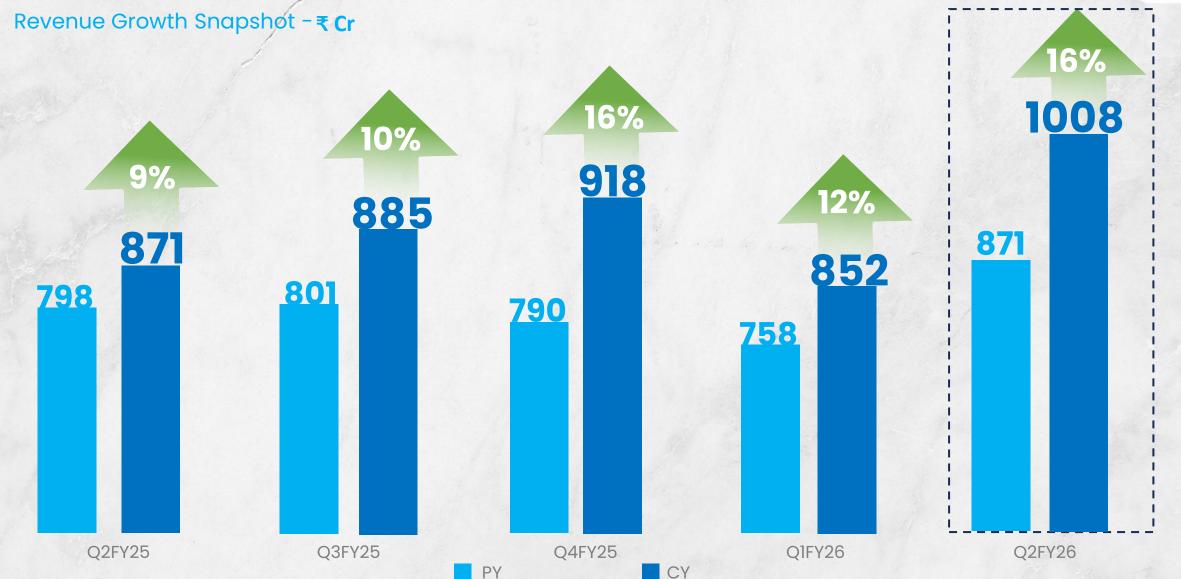


FINANCIAL UPDATE



HIGHEST EVER QUARTERLY REVENUE

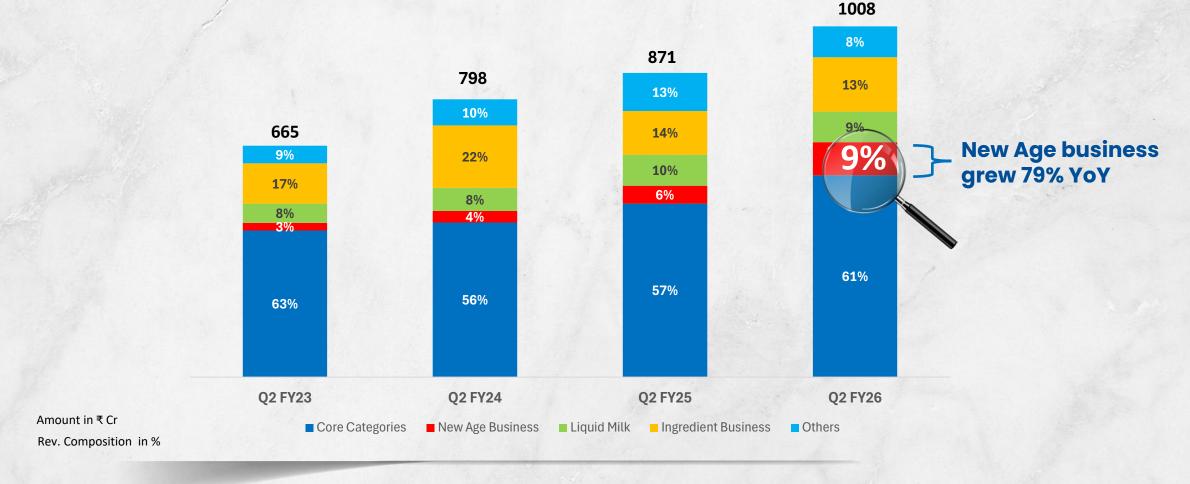




HIGHEST EVER Q2



Q2 Revenue mix over the past 4 years

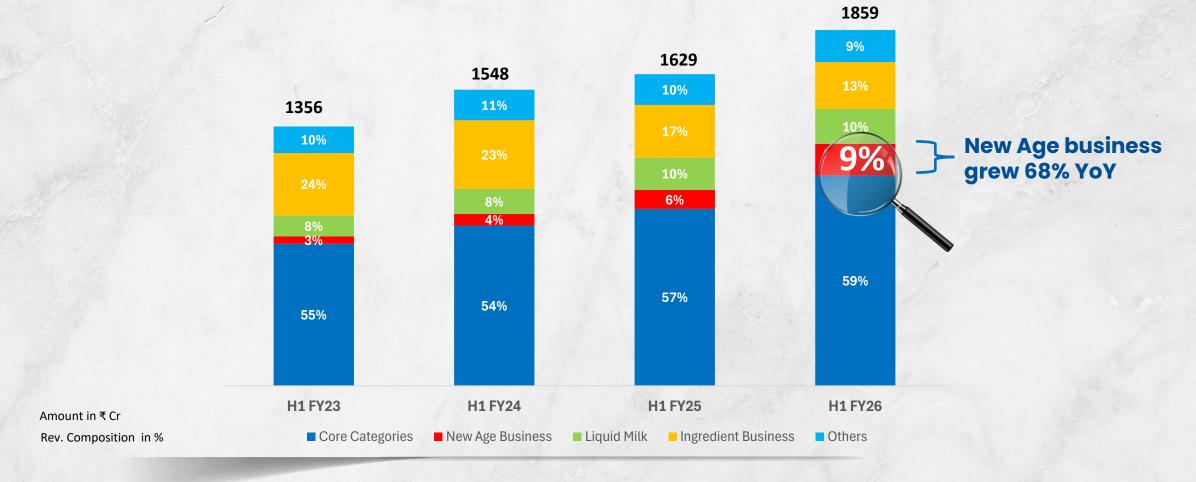


Over the last four years, revenue contribution from Core categories and New age Business has grown significantly, reflecting robust fundamentals, product quality and strong consumer trust.

HIGHEST EVER HI



HI Revenue mix over the past 4 years



Over the last four years, revenue contribution from Core categories and New age Business has grown significantly, reflecting robust fundamentals, product quality and strong consumer trust.

© 2025 All Rights Reserved | Parag Milk Foods

Q2FY26 REVENUE MIX



YoY Growths

Revenue 79% Growth



New age business

Revenue 5%
94 CR Growth

Liquid milk

Revenue 23% Growth



Core categories



Revenue 130 CR Growth



H1FY26 REVENUE MIX



YoY Growths

Revenue 166 CR

68% Growth



New age business

Revenue 8%
182 CR Growth

Liquid milk

Revenue 19% Growth



Core categories





FINANCIAL UPDATE



Consolidated Financials ₹ Cr					₹ Cr	
Q2 FY25	Q2 FY26	Growth % YOY	Particulars	HIFY25	H1FY26	Growth %
871	1,008	16%	Revenue	1,629	1,859	14%
206	260	27%	Gross Margin	414	493	19%
23.6%	25.8%		Gross Margin %	25.4%	26.5%	
77	89	16%	EBITDA	138	155	12%
8.8%	8.9%		EBITDA %	8.5%	8.3%	
36	51	42%	PBT	62	80	28%
29	46	56%	PAT	57	73	30%
3.4%	4.5%		PAT %	3.5%	3.9%	

Parag milk foods delivered a 16% YoY revenue growth in Q2FY26, crossing ₹1,000 Cr mark for quarterly revenues, backed by a strong 10% underlying volume growth with core categories growing by 14% in volumes. Gross margins improved YoY with better product mix and operational efficiencies offset by the cost push. EBITDA increased by 16% YoY with EBITDA margin during the quarter maintained at 8.9% vs 8.8% last year.

FINANCIAL UPDATE



	Standalone Financials ₹ Cr					
Q2 FY25	Q2 FY26	Growth % YOY	Particulars	H1FY25	H1FY26	Growth %
856	981	15%	Revenue	1,600	1,812	13%
193	245	27%	Gross Margin	388	463	19%
22.5%	24.9%		Gross Margin %	24.2%	25.5%	
72	92	28%	EBITDA	129	156	21%
8.4%	9.4%		EBITDA %	8.1%	8.6%	
34	59	70%	РВТ	60	91	51%
30	56	87%	PAT	57	88	55%
3.5%	5.7 %		PAT %	3.6%	4.9%	

Parag milk foods delivered a 15% YoY revenue growth in Q2FY26, backed by a strong 10% underlying volume growth with core categories growing by 14% in volumes. Gross margins improved YoY with better product mix and operational efficiencies offset by the cost push. EBITDA increased by 28% YoY with EBITDA margin during the quarter at 9.4% vs 8.4% last year.



BUSINESS UPDATE



H1FY26

BUSINESS COMPOSITION

9% New age

business



59% **Core categories**





13% Ingredients & SMP

9% **Others**







16 © 2025 All Rights Reserved | Parag Milk Foods

MOVEMENT MOVEMENT



*With a robust and trusted procurement network, we procured milk avg. 14 lakh litres/day during Q2FY26 with a **10% volume growth QoQ** ensuring scale, reliability, and consistent supply with uncompromised quality.



For Q2 FY26, milk prices have moved

16% up YoY; 2% up QoQ





STRATEGIC PRIORITIES



STRATEGIC PRIORITIES

Strengthening & Accelerating the Core Categories

Brand
Building &
Innovation

Strengthening New Age Business Evolve Route to Market Driving Financial Growth







STRENGTHENING &ACCELERATING





	VOLUME GROWTH	VALUE GROWTH
Q2 FY26	14%	23%
H1 FY26	12%	19%

59% OF OVERALL BUSINESS

STRENGTHENING &ACCELERATING

THE CORE CATEGORIES



Cheese

Dominant player in cheese category

35%

Market share (source IMARC)

Ghee

Leaders and pioneers of cow ghee category with

22%

Market share in branded cow ghee segment (source IMARC)







Impact Marketing

KBC Alliance with TV + Digital









Influencer Campaign









Blinkit & Zepto Ganesh **Utsav Campaign**



Khushiyan - Special Gift Pack Launch







Chef Influencer Program

Total views – 10 million





MT Reliance Branding

CREATIVE STRATEGY

Contextual, Indulgent And Attention Grabbing



Focus Products: Four Cheese, Slices, and Pizza Cheese



Impact Integration

Capturing the Family Audience with Super Dancer 5

Massive Reach

DURATION & SCALE ENSURING HIGH SOV

26 Episodes

13 Integrations 10 Weeks

8320 SPOTS **High Impact**

DIGITAL COLLABORATION

12 influencer kids across Meta & Youtube



Family Audience

TV + DIGITAL





Building HoReCa Connect

Leveraging leading exhibitions to build trust and penetration in HoReCa





Building Mindshare: Food with Farah

DIGITAL FIRST CELEBRITY COLLABORATION



Leveraging popularity of the platform and celebrity to connect with mothers and the younger demographic.

INTEGRATION DEPTH

First 10 Minutes

Dedicated to a recipe creation segment featuring Go Cheese products.

DIGITAL AMPLIFICATION



CATERING EXPO & DECOR 2025



© 2025 All Rights Reserved | Parag Milk Foods





Social Media Festive Content







Influencer Campaigns "What's The Source"









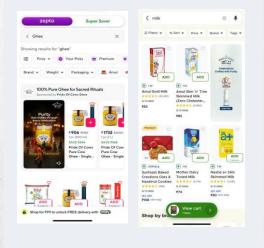
Outdoor Activities







Quick Commerce Creatives & Campaign



Performance Media Campaigns









Rise and Fall





New Product Launch



New Accessories Launch







Offline Activities











Influencer Activities









STRENGTHENING

PARAG Ideas for a new day

79% YoY during Q2FY26

contributes to 9% of overall business



Pride of Cows and Avvatar Sports
Nutrition represent the New Age Business
stream of the company - a strategic pivot
towards premium, consumer-centric
brands. These ventures are built on strong
differentiators: single-origin purity for
Pride of Cows and performance focused
nutrition for Avvatar. Together, they signal
our future-ready growth in high-value,
high-margin categories.

NEW AGE BUSINESS

STRENGTHENING





ROUTE TO MARKET

Direct to Consumers

E-Commerce

Organized Trade Channels

INCREASING PRODUCT PORTFOLIO

Ghee | Milk | Curd | Paneer | Greek Yogurt | Fresh Cheese

MILK FULL OF LOVE

Now present across

8 Cities

Mumbai, Pune, Delhi Ahmedabad, Surat Bengaluru, Vadodara & Chandigarh



DIRECT CONSUMER BASE ILakh+

GROWTH STRATEGY

More points of sale, more products



STRENGTHENING NEW AGEBUSINESS





First "Made in India" whey protein brand—offering unadulterated, fresh, 100% vegetarian whey

Revenue

More than 65% revenue is from E-commerce



ROUTE TO MARKET

Direct to Consumers

Quick & E-Commerce | Website | Organized
Trade Channels

INCREASING PRODUCT PORTFOLIO

Whey blend Protein | Isorich Protein | 100% Performance Whey | Alpha Whey | Nitro Iso Whey | Mass Gainer | Muscle Gainer | Creatine | Protein Bar









EVOLVE ROUTE TO MARKET





500 Super Stockists

~4,500 Distributors

4.6 Lakh **Retail Touch Points**



B₂C **70%** of total **Business**

General Trade



Modern Trade



Quick Commerce





B₂B

30% of

Business

total

Website:



E-Commerce Flipkart 🙀



Mobile **Application**



HoReCa



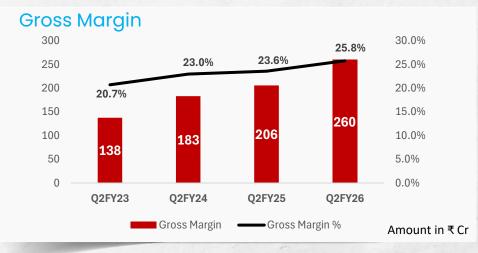
Institutional

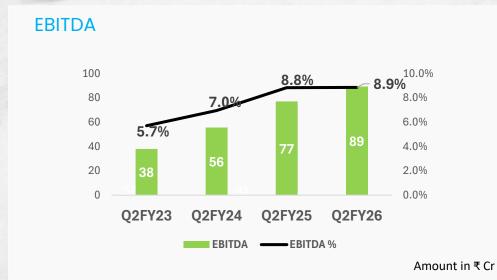


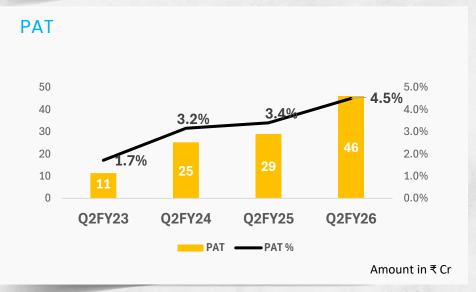
DRIVING FINANCIAL GROWTH







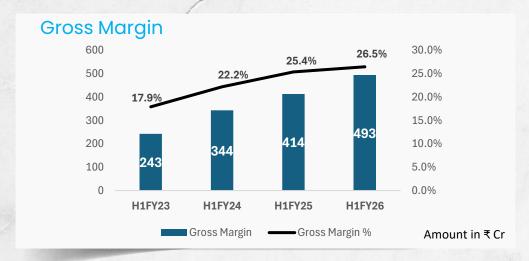


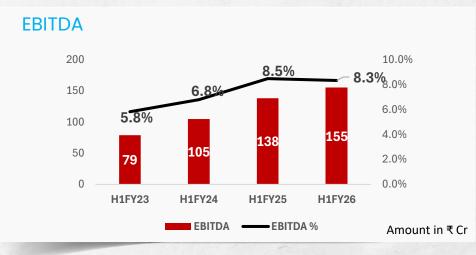


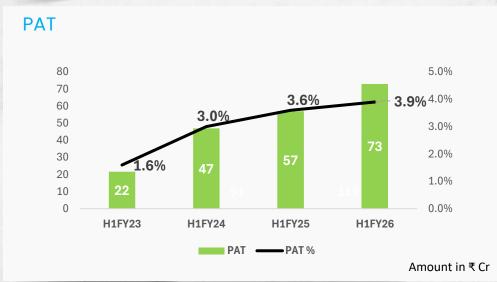
In Q2FY26, Parag Milk Foods demonstrated a robust financial performance. Gross Margin stood at 25.8%, and EBITDA at ₹89 Cr (8.9% of sales). PAT increased to ₹46 Cr, with PAT margin at 4.5% of sales, indicating strong bottom-line growth

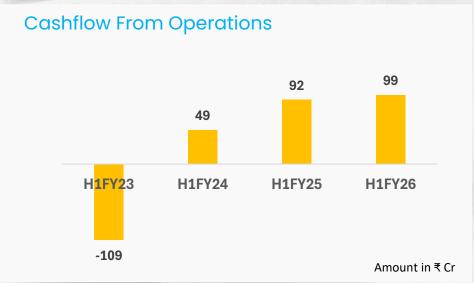
DRIVING FINANCIAL GROWTH







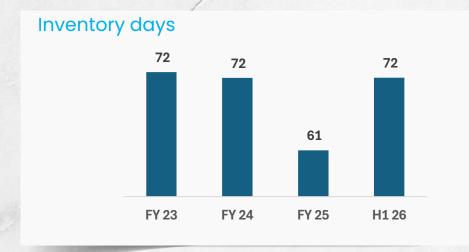


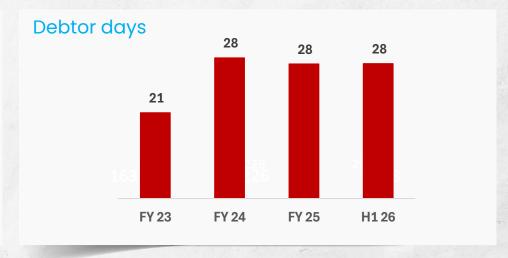


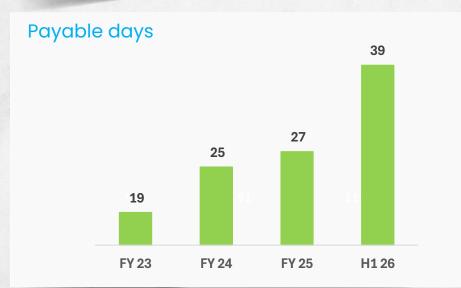
In H1FY26, Parag Milk Foods demonstrated a robust financial performance. Cashflow from operations grew steadily to ₹99 Cr. Gross Margin improved to 26.5%, PAT increased to ₹73 Cr, with PAT margin at 3.9% of sales, indicating healthy bottom-line growth.

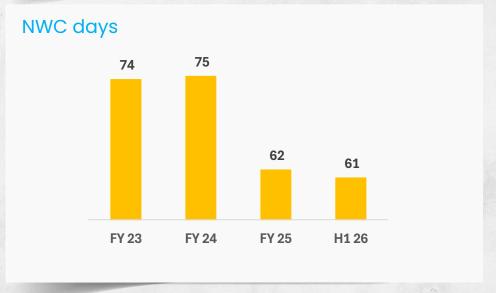
KEY WORKING CAPITAL METRICS







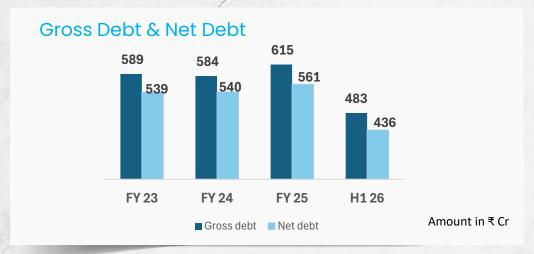


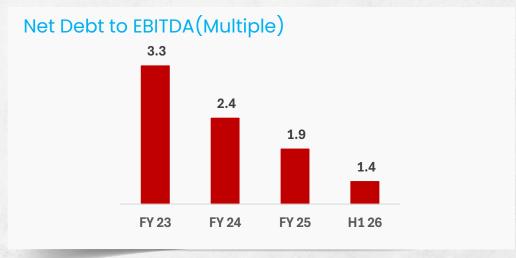


The number of days for Inventory, Debtor, Payable & NWC are computed as number of days of Sales. NWC = Inventory + Debtor - Payable

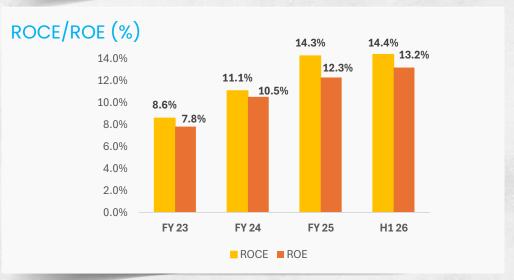
KEY CAPTAL BASE RATIOS











Continuous improvement in ROCE, reduction in Net debt/equity



ABOUT THE COMPANY



CHAIRMAN'S NIESSAGE

A journey that began with farmers is now aiming to provide complete nutrition to consumers across the globe. The strength of our developed infrastructure, food technology expertise supported by a strong farmer network, and powerful distribution channels have been our strong pillars and have helped us stand out in the industry.

The global nutrition industry is growing rapidly with evolving consumer needs and rising awareness of the benefits of a high protein diet. Being a trustworthy nutrition player we are now geared up to become a health and nutrition company that provides innovative protein solutions across the spectrum.

Devendra Shah



PARAG'S JOURNEY





2021

Investment by International Finance Corporation (IFC) and prominent consumer fund -Sixth Sense Venture Advisors LLP

1992

Parag Milk Foods was founded by Mr. Devendra Shah. It is strategically located in the milk belt at Manchar

1998

Commissioned a value added plant at Manchar, started production of ghee & butter under

"Gowardhan" brand



2005

Launched Bhagyalakshmi Dairy Farm, India's most advanced farm; equipped with state-of-the-art technologies

Commissioned Go Cheese world, India's largest cheese manufacturing plant with the capacity of 40 metric tons/day



2010

Palamaner plant was established with world class **UHT** facility

2016

Parag Milk Foods Limited got listed on the bourses

2024

Consolidated Revenue crossed the milestone of INR 3,000 cr.

2008

2011

Launched the brand "Pride of Cows" - A first of its kind; premium farm to home dairy brand

2017

Entered the consumer business of 100% Whey Protein with the brand "Avvatar"

2025

Expanded into new categories: ready-to-eat Indian sweets, yogurts, and protein bars.

BUSINESS MODE

PARAG

DISTRIBUTION

29

Depots

500+

Super Stockists

4.6 Lakh

4,500+

Distributions

Pan India Retail **Touch Points**

MILK **PROCUREMENT**

100% Cow Milk from Key Milk Belts

Relationship with over

5 | akh+ Farmers across India

PROCESSING

03 State-of the-Art Manufacturing Facilities

10 lakh Litres/day Whey Processing Capacity

20 MT/day of paneer

3.4mn Litres/day Milk Processing Capacity

110 MT/day each of Ghee & Cheese

DAIRY FARMING

Largest automated dairy farm with

~5000+ Holstein Friesian Cows













MILK PROCUREMENT



5+

Lacs Farmers

2,400+

Village Level
Collection points (VLC)

300+

Bulk Milk Coolers & Milk Chillers

7 Integrated Processing Plants









Farmer Services

- Never Say No for Milk
- Transparent Milk Pricing
- Free Vaccinations for Cattle
- Farmer workshops on Soil and cattle health

15 Lakh Litres of milk procured Daily – FY25

Areas near Manchar Plant, Pune

Maharashtra

Karnataka, Tamil Nadu, Andhra Pradesh & Telangana Area near Palamaner, Plant

- Area from which Milk is procured in Maharashtra
- Area from which Milk is procured in Karnataka, Tamil Nadu, Andhra Pradesh & Telangana

FY22 to FY25



REVENUE CAGR

39% CAGR **New Age Business**



19% CAGR **Liquid Milk**



18% CAGR **Core Categories**



Overall Revenue 18% CAGR

7% CAGR Ingredients



37% CAGR **Others**











































Cost Optimization



Digitization of Plant & Operations



Strengthening the management



Data Analytics



Market Expansion & Penetration



ESG INITIATIVE





ENVIRONMENTAL

Focus centered around reducing the carbon footprint & an optimal waste management

SOCIAL

Focus on the wellbeing of our milk farmers, employees, distribution partners

GOVERNANCE

Framework includes business governance, talent governance, & sustainability governance

Continuous Monitoring

Performance

Energy conservation efforts both thermal & electrical; employing host of measures

Responsible Effluent & Waste management process

Our ESG Framework

A well articulated internal ESG policy in adherence to different certifications Also abided by IFC's policy framework on ESG

Marked

reduction in

emission levels

Water conservation

the requirement

effort: Recycling 55% of

Way Forward

Strict adherence and measurement to the conservation norms

Zero water & land waste norms Reduction in CO2 emission levels

Laying a solid foundation by adopting ESG Policies

Adoption of strong Corporate Governance standards

Best Practices of societal improvement through various CSR activities Adoption of ESG Systems

Adoption of practices for food security & climate change under UN Sustainable Development Goals



BOARD OF DIRECTORS







Parag has grown consistently under the leadership of Mr. Devendra Shah. He brings enthusiasm and innovation to the business and has enhanced the company's revenue exponentially.



Mr. Pritam Shah oversees the company's execution strategy and market consolidation. His expertise in procurement and production has been instrumental in enhancing Parag's performance.



Ms. Akshali Shah, has more than a decade experience with Parag Milk Foods. She has played an instrumental role in the journey of transformation from being a Dairy to a leading FMCG company with product innovation focusing on health & nutrition. Her vision is to transform Parag Milk Foods into a technology driven FMCG company. She holds an MBA degree in Family Managed Business from S. P. Jain Institute of Management.



Mr. Milind Patil ndependent

Mr. Milind Patil, a veteran in the pharmaceutical and healthcare sectors. had a career spanning nearly four decades. Mr. Patil is renowned for his expertise in business transformation, risk and compliance, M&A, and financial strategy. He has been recognized with numerous accolades. including the FE CFO of the Year (2022) and the **CA CFO Healthcare Sector** Award (2015).



Ms. Namrata Garud Independent

Ms. Namrata Garud is an Independent Advocate & Solicitor. She has done specialization in family law which includes divorce & child custody. Ms. Garud

M/s. Jayakars, Advocates & Solicitors, M/s. Khaitan & Jayakar and M/s. Gagrat & Co.

has previously worked with



Dr. Dnyanesh V. Darshane has more than 37 years of global experience across continents and companies. He has been associated with top companies like The Coca-Cola Company, Nicolas-Piramal, Pepsi Foods, Tata Pharma, U.S. Vitamins Pharmaceutical. Dr. Darshane holds a Ph.D. in **Analytical Chemistry from** the Institute of Science, India and an M.B.A. from Emory University, USA.



Amitabha Mukhopadhyay

Independent

Mr. Amitabha Mukhopadhyay brings over 35 years of diverse experience. A Chartered Accountant and Law graduate, he has served as the President and Group CFO of Tata AutoComp Systems, as Business Head and Group CFO of Thermax Limited, and as Managing Director & CEO of IFB Agro Industries.



Mr. Nikhil Vora, Founder and CEO of Sixth Sense Ventures, brings 28 years of expertise in financial markets and the consumer domain. Formerly MD and Head of Research at IDFC Securities, he is renowned as one of India's sharpest analytical minds, shaping strategies for top brands like Hindustan Unilever, Aditya Birla Group, and Godrej.



)25 All Rights Reserved | Parag Milk Foods

AWARDS & ACCOLADES



Certificate of Appreciation by the Bureau of Indian Standards (BIS) for excellence in Whole Milk Powder standards.



CII Andhra Pradesh safety excellence award



Nava Bharat Inspiring Women Summit 2025





Best Use of Traditional Platform – Gowardhan BW
Retail Reboot Awards 2024

Grocery Brand of the Year
- Gowardhan BW Retail

Reboot Awards 2024

D2C Company of the Year

Pride of Cows BW RetailReboot Awards 2024

Fitness & Sports Brand of the Year – Avvatar India BW Retail Reboot Awards 2024

Akshali Shah - **50 Most Influential Women** in
Advertising, Media, and
Marketing, Impact



Safe Harbor

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Parag Milk Foods Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever, No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

THANK YOU

