

PFL/2025

November 01, 2025

To,  
**BSE Limited**  
**Phiroze Jeejeebhoy Tower**  
**Dalal Street,**  
**Mumbai – 400 001**

**National Stock Exchange of India Limited**  
**Exchange Plaza,**  
**Bandra Kurla Complex,**  
**Bandra (E), Mumbai – 400 051**

**BSE Scrip Code: 500368****NSE Symbol: PATANJALI****Sub.: Investor Presentation**

Dear Sir(s)/Ma'am,

Pursuant to Regulation 30(6) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we attach herewith a copy of Investor Presentation. The same will also be made available on the website of the Company at <https://www.patanjalifoods.com/>.

It is for your information and records please.

Thanking you,

Yours sincerely,  
**For Patanjali Foods Limited**

**Ramji Lal Gupta**  
**Company Secretary**

**Encl.:** As above

# Patanjali Foods Limited

Investor Presentation

Q2FY26 and H1FY26



PATANJALI®

For a wholesome Life

The advertisement features a background image of two men, one with a long beard, representing the founders. Below them, a collection of Patanjali products is displayed, including:

- Nutrela (Kachhi Chuni Mustard Oil)
- Patanjali Honey (1 kg)
- CHYAWANPRASH (Ayurvedic supplement)
- Super (Ayurvedic supplement)
- COW'S GHEE (1 L)
- MUSTARD OIL (1 L)
- RED CHILLI POWDER
- TURMERIC POWDER
- CORIANDER POWDER
- DANT KANTI (Toothpaste)
- BERRY SPLASH SHOWER GEL

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# Standalone Performance Highlights



PATANJALI®

## For a wholesome Life

The advertisement features a warm, golden-yellow background. At the top left, a portrait of two men, one with a long white beard and orange robe, and another in a white shirt, is shown. The central text 'For a wholesome Life' is written in a large, elegant serif font. Below this, a collection of PATANJALI products is displayed on a reflective surface. The products include: a box of Nutrela, a jar of Honey, a jar of CHYAWANPRASH, a box of Super, a box of COW'S GHEE, a large red jug of MUSTARD OIL, a bottle of DANT KANTI, a box of 100% ATTA, a box of RED CHILLI POWDER, a box of TURMERIC POWDER, a box of CORIANDER POWDER, and a bottle of BERRY SPLASH SHOWER GEL.

# Executive Summary

Recorded the Strongest Ever Quarterly and Half Yearly performance in terms of revenue and profitability.

Revenue from Operations stood at ₹ 9,798.84 Cr. in Q2FY26.

Reclassified the segment as “FMCG” to include Food & FMCG and HPC business.

In Q2FY26, FMCG segment contributed 29.44% from Revenue from Operations (excluding inter-segment revenue) with EBITDA margins at 12.28%.

With continued expansion in the Oil Palm Plantation Segment, area under cultivation crossed 1 lakh hectares in September 2025.

In Q2FY26, the A&P spends accounted for ~2% of revenue from operations.

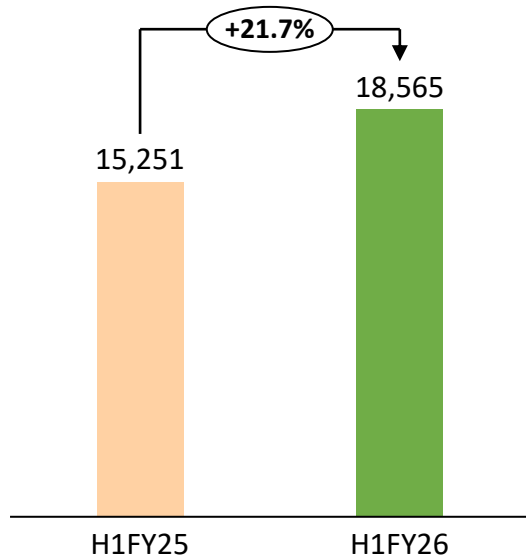
With the revised GST rates, ~55% of FMCG portfolio is expected to benefit positively due to reduction in GST.



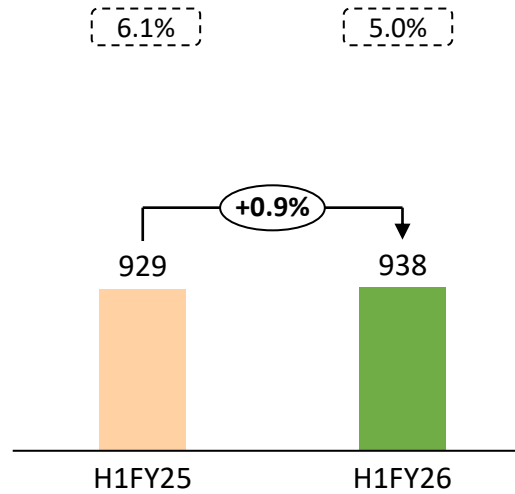
# H1FY26 Performance Highlights

Amount in ₹ Cr.  
Margins

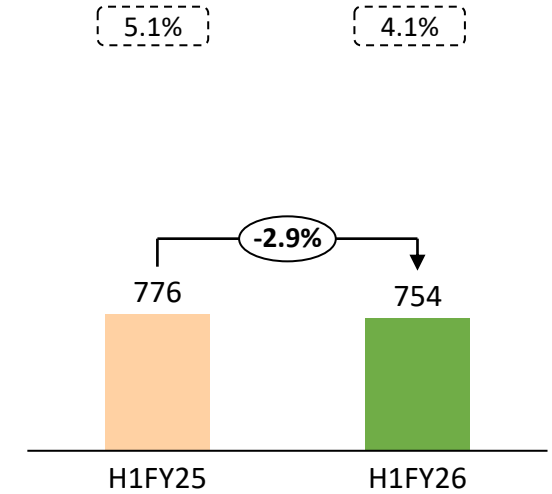
## Revenue from Operations



## Total EBITDA



## PBT

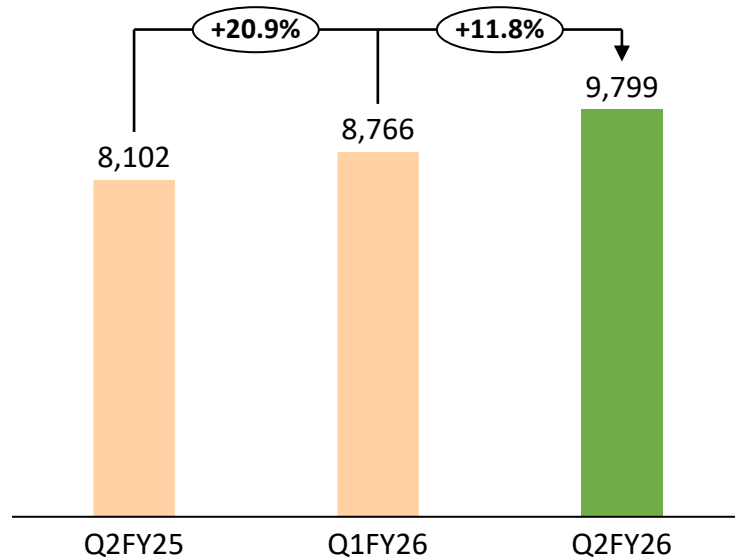


- Recorded the best ever half-yearly revenue from operations.
- Total income, including other income, stood at ₹ 18,629.08 Cr. as against ₹ 15,307.56 Cr. in corresponding period last year.
- The operating EBITDA was ₹ 873.28 Cr. vs ₹ 872.54 Cr. in H1FY25.
- The company is present in 35 countries with export turnover at ₹ 91.03 Cr.
- The Wind Turbine Power Generation segment revenues in H1FY26 stood at ₹ 25.20 Cr. The company fulfills ~22% of its energy requirements from renewable sources.

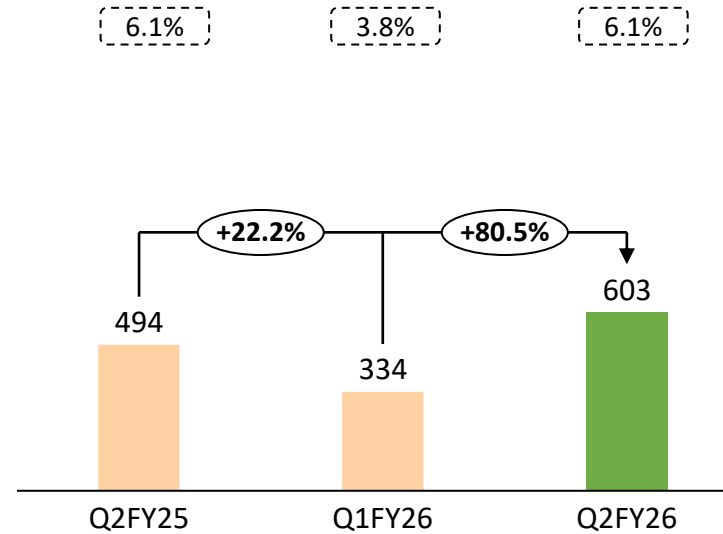
# Q2FY26 Performance Highlights

Amount in ₹ Cr.  
Margins

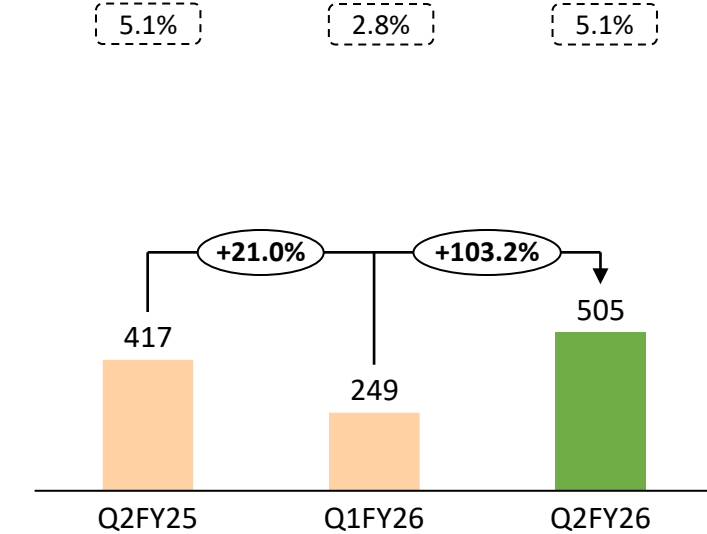
## Revenue from Operations



## Total EBITDA



## PBT



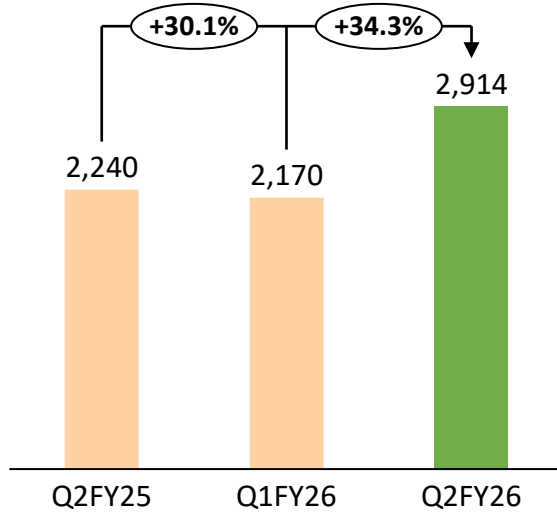
- Best ever quarterly revenue from operations and various profitability metrics.
- Total Income was ₹ 9,850.07 Cr. in Q2FY26, vs ₹ 8,132.77 Cr. in Q2FY25 and ₹ 8,779.02 Cr. in Q1FY26.
- With a YoY growth of 22.46%, the gross profit for the quarter stood at ₹ 1,502.65 Cr. and the margin was 15.26%.
- The quarterly operating EBITDA was ₹ 552.09 Cr. vis a vis ₹ 462.65 Cr. in Q2FY25 and ₹ 321.19 Cr. in Q1FY26.
- ₹ 51.69 Cr. in export revenues was achieved in Q2FY26.
- The quarterly revenue of the Wind Turbine Power Generation segment was booked at ₹ 13.33 Cr.



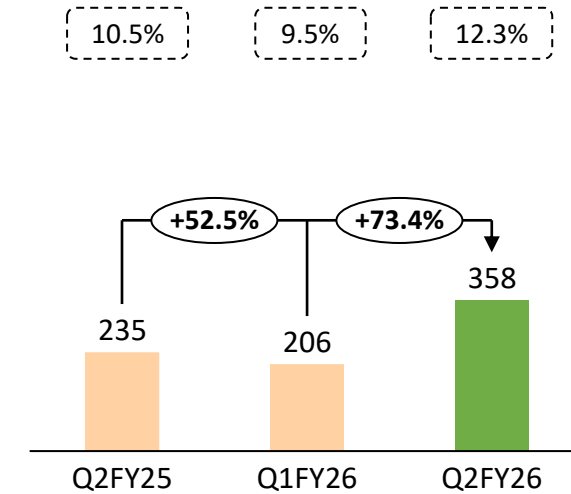
# Q2FY26 FMCG Highlights (1/3)

Amount in ₹Cr.  
Margins

## Revenue



## EBITDA



- With the advent of GST rate rationalization, nearly 55% of the segment's portfolio is benefited.
- In Q2FY26, the rural demand continued to outpace the urban demand. Towards the end of quarter, there were early sign of recovery in urban demand.
- In line with the growth strategy, the Food & Other FMCG segment got reclassified to "FMCG" segment in Q2FY26. It also includes HPC segment. The HPC Segment was integrated in the company w.e.f. 01<sup>st</sup> November 2024.
- In H1FY26, the FMCG segmental revenues were at ₹ 5,084.03 Cr. and the EBITDA margin was 11.10%. The corresponding figures for H1FY25 was ₹ 4,173.53 Cr. with 10.03% EBITDA margin.
- In H1FY26, FMCG segment collectively accounted for 27.10% of revenue from operations (excl. inter-segment revenue)





# Q2FY26 FMCG Highlights (2/3)

## Biscuits & Confectionary

- Q2FY26 was the highest ever performance by the category.
- Revenue for Q2FY26 stood at ₹ 499.91 Cr. with a YoY growth of 16.47%. The EBITDA margin for biscuits was 9.79%.
- The price of wheat remained elevated on both a YoY and sequential basis. On a YoY basis, sugar prices were also higher.
- 'Doodh' and 'Nariyal' brand biscuits continued its strong performance in Q2FY26.
- The Company's ₹ 1,000 Cr.\* brand in the biscuits category, 'Doodh', registered sales of ₹ 360.51 Cr. in Q2FY26.
- In H1FY26, the revenue for this category was ₹ 939.81 Cr.



## Nutraceuticals

- In Q2FY26, the revenues were ₹ 13.45 Cr.
- Products launches in last few quarters added to incremental growth of the segment along with the existing portfolio sustaining steady performance.
- Enhanced D2C and e-commerce presence continued to boost revenues.
- Recently introduced Renal Health Care solutions along with innovative formulations include 300G POW (Spicy Guava and Watermelon Flavors) and Pre-workout 300G.
- In H1FY26, the revenue stood at ₹ 28.60 Cr.



\* FY 2024-25 revenue

## Q2FY26 FMCG Highlights (3/3)

### Dental Care, Home Care and Personal Care

- The Dental Care sales for Q2FY26 were ₹ 395.01 Cr. and for H1FY26 it was ₹ 727.19 Cr.
- In Q2FY26, the Skin Care category clocked in revenues of ₹ 163.07 Cr. and in H1FY26 it amounted to ₹ 320.28 Cr.
- The Home Care category had sales of ₹ 84.63 Cr. in Q2FY26. The category reported sales of ₹ 176.24 Cr. in H1FY26.



Dental Care

Personal Care

Home Care

### Others

- Cow Ghee posted a strong QoQ growth of 74.14% and amounted to ₹ 447.51 Cr.
- The sales of Honey crossed ₹ 100 Cr. milestone in Q2FY26.
- In Q2FY26, the Company had sales of Textured Soya Products amounting to ₹ 159.42 Cr.
- Dry Fruits, Spices & Condiments had healthy demand due to festive period.
- The sales of consumer staples for Q2FY26 was ₹ 937.68 Cr.





# Key New Launches and Premiumization

## Saffron Kesar



Introduced as a premium variant within the Kesar portfolio to strengthen presence in the high-value saffron segment.

## Roasted Dalia



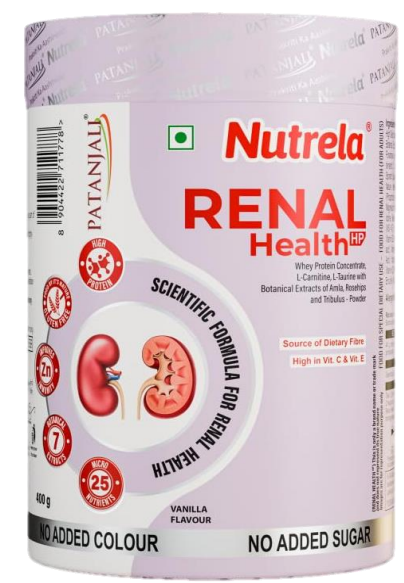
Entered the growing segment of roasted and ready-to-cook breakfast foods

## Cow Ghee 900ml



Introduced 900ml ghee pack to bring saliency and improve price accessibility.

## Renal Health Care



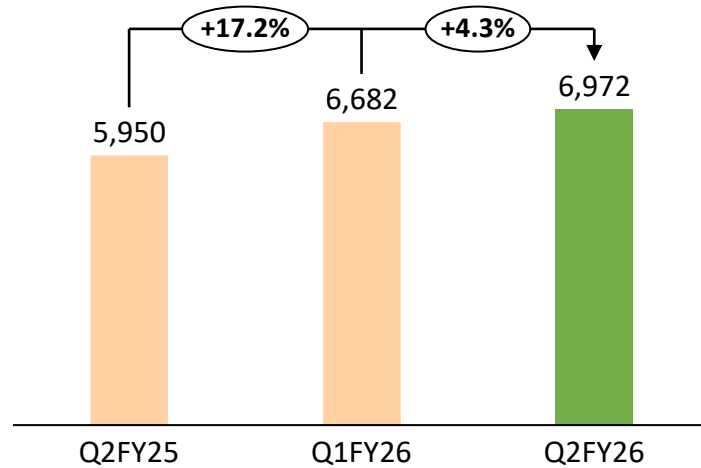
Introduced Renal Health Care Powder to diversify the portfolio



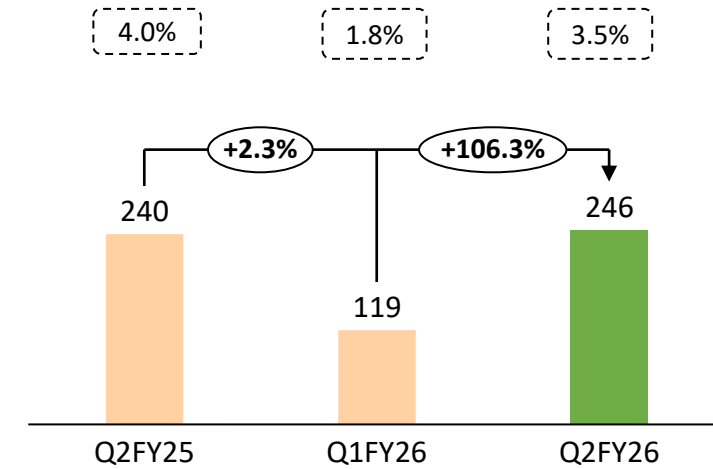
# Q2FY26 Edible Oil Highlights

Amount in ₹Cr.  
Margins

## Revenue



## EBITDA

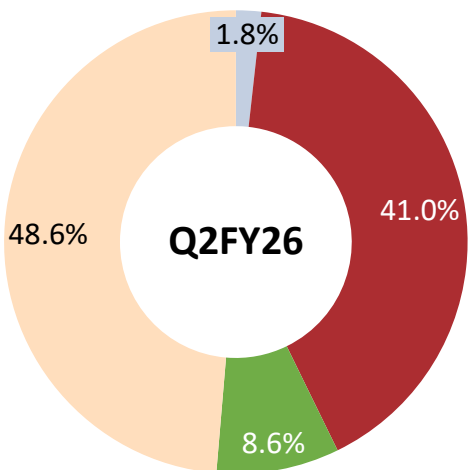


- Growth momentum supported by intensified brand-building initiatives and continued distribution expansion across key regions, amongst other reasons.
- In Q2FY26, the branded edible oil sales contributed ~76% of the total edible oil sales. Branded products like Ruchi Gold, Mahakosh, and Sunrich posted impressive sales with double-digit YoY growth.
- Within the domestic market strong momentum persisted in institutional sales, including the HoReCa segment.
- During the quarter, palm oil prices increased on a YoY basis by 35% and a modest growth on sequential basis. This led to increase in demand for other edible oil such as Soyabean Oil and Mustard Oil.
- In H1FY26, the segment delivered ₹ 13,653.72 Cr. in revenue with an EBITDA margin of 2.67%.



# Oil Palm Plantation Highlights

## Age Profiling of Oil Plantation



Majority of current plantation falls in High yielding age group.

**1,00,997 hectares** Plantation Area

**6.63 lakh hectares** Total allocated area

## Growth Drivers for the segment

- MoU signed with 12 state governments.
- Establishment of company-owned seed gardens.
- Establishment of Mills in Mizoram, Karnataka and Telangana.
- Long-term Annuity business with high-margin returns.
- Support backward integration.



The company had established 193 FFB collection centers and Farmer Information Centers and 49 nurseries as of September 30, 2025, supporting its oil palm business in partnership with ~ 77,160 farmers.



## Annexures



PATANJALI®

# For a wholesome Life

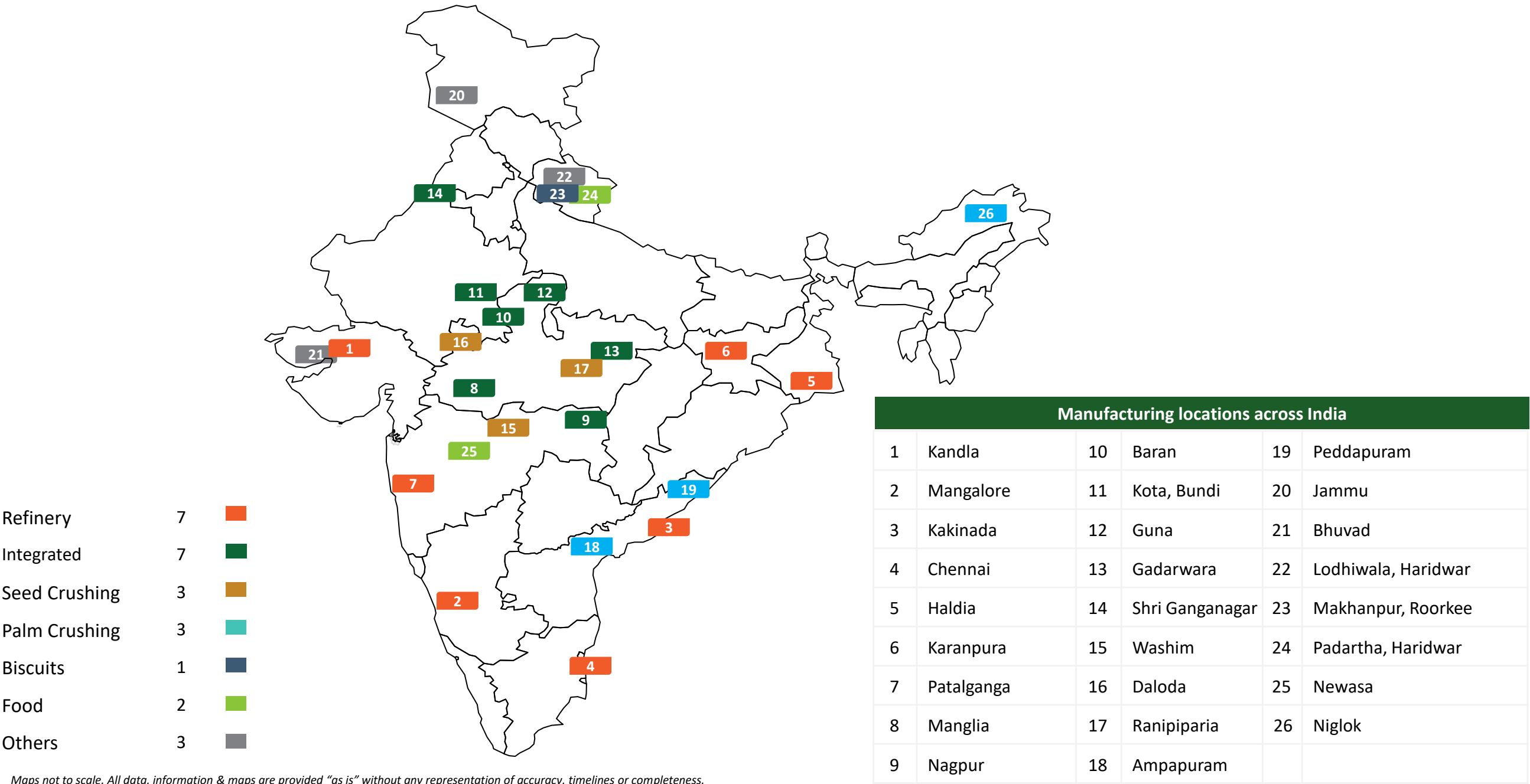


The advertisement features a collection of Patanjali products arranged on a reflective surface. The products include:

- Nutrela (Kachhi Chuni Mustard Oil)
- Patanjali Honey (1 kg)
- Chyawanprash (1 kg)
- Cow's Ghee (1 L)
- Mustard Oil (1 L)
- Daily Active (Nutrela)
- Dant Kanti (Toothpaste)
- Red Chilli Powder
- Turmeric Powder
- Coriander Powder
- Berry Splash Shower Gel



# Manufacturing Locations



# Distribution Network

Principal forte – Omni channel distribution network

## Q2FY26 - PFL Distribution

**84** Super Distributors

**418** Mega Stores

**~8,000** Distributors

**1,062** Chikitsalaya

**3,978** Arogya Kendra &  
Grameen Arogya Kendra

**~2 Mn+** Retail Touchpoints

### Exports

- Exports to 23 countries – Q2FY26 booked revenue of ₹ 51.69 Cr.
- Export grew on YoY and sequential basis.

### E-Commerce & D2C

- Presence on leading eCommerce platforms.
- E-Stores for Company products.

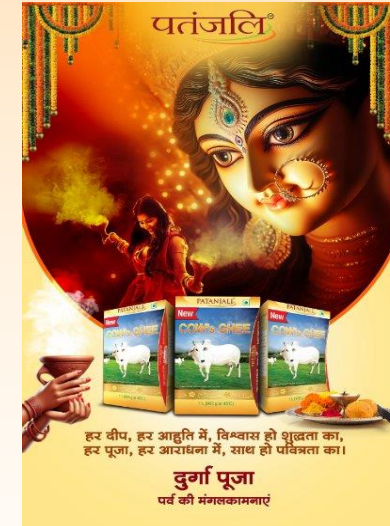


# Marketing Activities

## Brand Engagement & Consumer Connect

## OTT & CTV Ads

## Driving Engagement Through Digital Platforms





# Sustainability Endeavors

## Renewable Energy Use

~20% improvement in use of renewable energy in FY25

## Scope 1 Emissions

Reduced by ~7% in FY25

## Scope 2 Emissions

Reduced by ~4% in FY25

## Biodiversity

Intercropping oil palm with vegetables, fruits and high-value crops enhances farmers' income while supporting biodiversity



# Recent Development

Received the prestigious **Authorized Economic Operator (AEO) Tier-2 Certification by the World Customs Organization (WCO)** and the Indian Customs Department, Ministry of Finance (Government of India) - for demonstrating exceptional supply chain security and transparency



Won the "**Globoil Highest Importer of Palm Oil.**" This accolades highlight Patanjali's leadership in India's fast-growing Edible Oils market.



- Signed a Memorandum of Understanding with the Ministry of Food Processing Industries, with commitment to strengthen India's food processing ecosystem through planned investments of ₹ 1,000 Cr. across multiple states, including Uttarakhand, Uttar Pradesh, Madhya Pradesh, Maharashtra, Karnataka, and Odisha.
- This initiative is expected to create a significant socio-economic impact, with the potential to generate over 2,000 direct and 5,000 indirect jobs, thereby reinforcing inclusive growth in India's food processing sector.





# Thank You



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**SGA Strategic Growth Advisors**

**Strategic Growth Advisors Pvt Ltd.**

**Investor Relations Advisors:**

**CIN:** U74140MH2010PTC204285

**Shikha Puri / Devika Shah**

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