

CHATHAFOODS

**Chatha Foods Limited**

Regd. Office: 272, Mota Singh Nagar Jalandhar Punjab, Pin code -144001, Phone No. 0181-4616381

CIN: L15310PB1997PLC020578, E-mail: [cs@cfpl.net.in](mailto:cs@cfpl.net.in), Website: <https://cfpl.net.in>

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To

Date: 09.04.2026

**BSE Limited**

**Phiroze Jeejeebhoy Towers**

**Dalal Street, Mumbai-400001**

**Maharashtra, India**

**(Scrip Code: 544151)**

**Subject: Investor Presentation for Analyst Meet under Regulation 30 of SEBI (LODR) Regulations, 2015**

Dear Sir/Madam,

This is in reference to our earlier intimation dated April 02, 2026 regarding the Analyst Meet cum Tasting Session scheduled to be held on Thursday, April 09, 2026.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit the Investor Presentation to be made during the aforesaid Analyst Meet.

The said presentation is also being uploaded on the website of the Company at <https://www.cfpl.net.in/>

Kindly take the same on record.

Thanking you.

**Yours truly,**

**For Chatha Foods Limited**

**Priyanka Oberoi**

**Company Secretary & Compliance Officer**

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**CHATHA FOODS LIMITED**

Work: UNIT-I Village Chaundheri PO Dappar, District Mohali, Dappar Ad, Mohali, Dera Bassi, Punjab, India, 140506

UNIT-II Hadbast No. 206, Village Toffanpur, Tehsil Dera Bassi, Distt- SAS Nagar, Punjab-140506

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CIN- L15310PB1997PLC020578 | GST/UIN- 03AAACC9345F1ZY | PAN NO. AAACC9345F

# CHATHA FOODS

PROCESSED & FROZEN FOOD



*Flatbreads & Tortillas*

*Base Gravies & Pastes*

*Frozen to Fry Snacks*

# Safe Harbour



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# COMPANY OVERVIEW

# Chatha Foods : Over 2 Decades of Legacy Built on Trust, Quality & Consistency

Reliable execution, Enduring partnerships



**Strategically Located Plants :** Advanced facilities in **Mohali & Aurangabad** enabling pan-India reach and operating efficiency.



**Sticky Institutional Demand :** Long-standing supplier to leading QSRs, CDRs & HoReCa players.



**Dual Market Play :** Balanced exposure across **domestic and export markets**, driving diversification and scale.



**Full Stack Product Portfolio :** Veg, non-veg & customised solutions backed by an expanding proprietary catalogue.

## Brands



TEMPTER

GUSTO



## Operational Metrics

**30,800 MT**

Annual Processing Capacity

**5000+**

Stores Served

**194+**

SKUs

## Financial Snapshot

**22%**

Revenue CAGR (FY22-25)

**108%**

PAT CAGR (FY22-25)

**10.5%**

Adj. ROE (FY25)

**58 Days**

Working Capital Days (FY25)

**204 Mn**

Cash Balance (FY25)

# Strategic Milestones

## Building Scale, Step by Step



1998-2003

Commissioned a state-of-the-art plant to process ready-to-eat retorted meat and poultry products, and began supplying to ITC Kitchens of India, Sugar & Spice, and the Indian Army through established distributors.

2003-2005

Commenced R&D for chilled and frozen meat along with poultry products, and started developing customized offerings for the Subway brand.

2005-2007

Began supplying Domino's with pepperoni in 2007, subsequently expanding into a wider range of pizza toppings. Volumes with Domino's and Subway grew exponentially over time.

2007-2012

Entered a phase of rigorous R&D focused on developing innovative products for both B2B and retail segments.

During this stage, the portfolio expanded to include leading brands such as Chili's, Café Coffee Day, Dunkin' Donuts, and Papa John's, among others.

2012-2018

Leveraging R&D excellence and robust food safety systems as our core strengths, we onboarded leading B2B brands across India, including Burger King, Burger Singh, and Nik Bakers.

2018-2022

Achieved 2x organic growth in volumes and brand partnerships within the frozen products segment. During this phase, we further strengthened our portfolio by onboarding emerging brands such as Chinese Wok, Zomato Hyperpure, Ola Foods, Cineline, and SRS Cinemas.

2023-2024

Onboarded leading brands including Taco Bell, Tim Hortons, and Popeyes, along with fine-dine restaurants and cafés such as PizzaExpress, Blue Tokai Coffee Roasters, and Third Wave Coffee.

Further diversified into processed RTE/RTC categories, introducing rice bowl concepts and sweet snacks such as empanadas.

2024-2025

Initiated construction of a new state-of-the-art facility dedicated to ready-to-eat vegetarian products, and entered into a strategic joint venture with Allana Group to accelerate expansion into export markets.



### Vegetarian Products

*Production of a diversified product portfolio for the domestic market, supplying leading QSRs, CDRs, and key foodservice operators, alongside international export markets as a white-label partner*

#### **Flat Breads & Tortillas :**

Wheat, Spinach, Beetroot and Refined Flour Tortillas, Malabari Paratha - Plain and with Toppings, Roti Canai and a range of Stuffed Parathas.

#### **Frozen to Fry Snacks :**

Bombay Vada, Tikki, Kebabs, Samosa - Potato Peas, Pizza Cheese, Punjabi Samosa, Mini Punjabi Samosa, Kachori, Onion Bhaji, Pakora.

#### **Retort Rice :**

Basmati Rice, Jeera Rice, Lemon Rice, Pilaf Rice, Butter Mushroom Rice, Saffron Rice, Cilantro Lime Rice, and Aromat Rice.

#### **Base Gravies and Pastes :**

Base Gravy Makhni, White Base, Onion Tomato Mix, Spinach, Manchurian, Hot Garlic, Hyderabad, Kolkata and Lucknowi Biryani Paste, Thai Red Curry Paste.





### Non-vegetarian Products

*Producing a diverse range of processed frozen and ready-to-eat meat products*

#### Sides :

Peri Peri Chicken Wings, BBQ Wings, Chicken Classic Nuggets, Crispy Chicken Poppers, Chicken Tandoori Seekh Kebab, Chicken Fingers.

#### Pizza Toppings & Sandwich / Wrap Fillings :

Plain, Smoked, Tandoori Tikka and BBQ Chicken Juliennes. Grilled Chicken Rashers, Chicken BBQ Cubes, Chicken Tikka Cubes, Chicken Pepperoni, Chicken Keema, Smoked Chicken Breast.

#### Burger Patties :

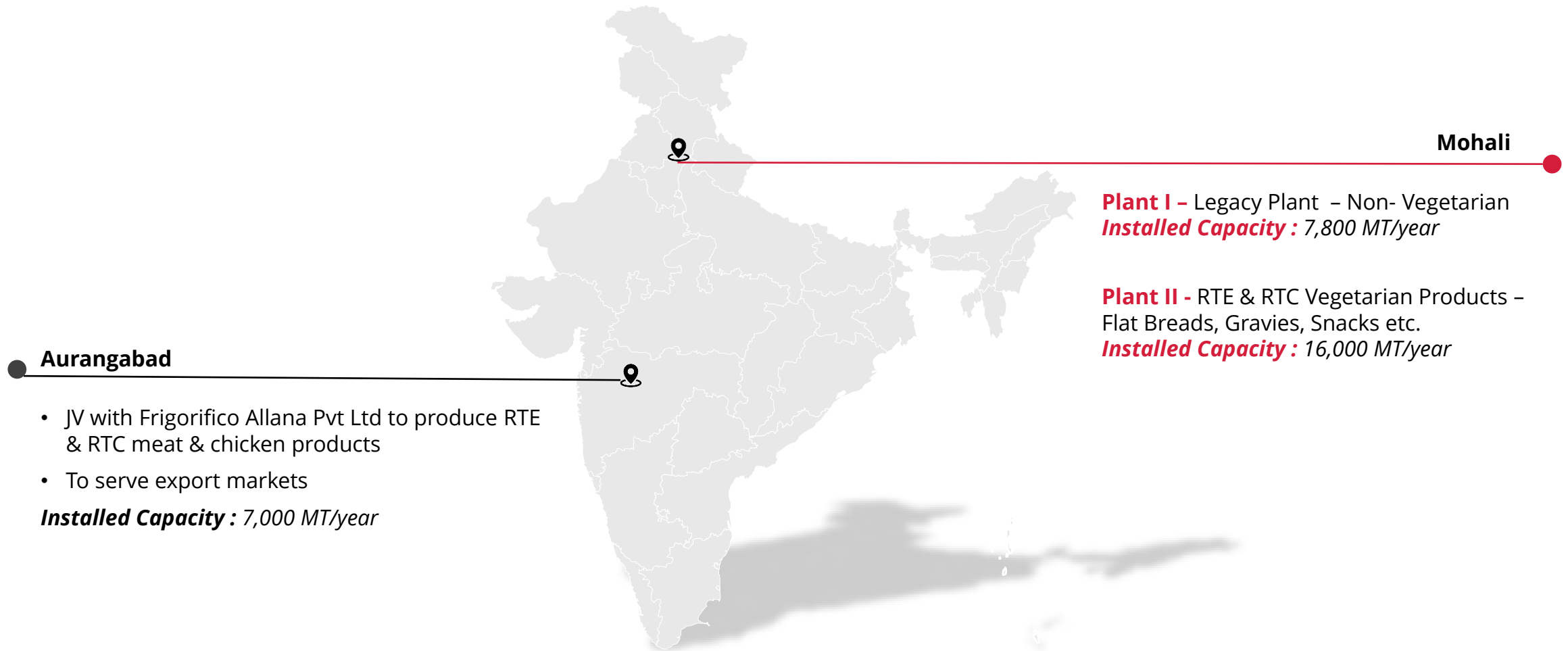
Royal Chicken Slider Burger patty, Roast Chicken Patty, Chicken Tikka Patty, Paprika Chicken Patty, Paprika Mutton Patty.

#### Cold Cuts & Sausages :

Chicken Plain Sliced Salami and Roll, Spicy Chicken Salami Roll, Chicken Spicy Salami Roll, Chicken Sausage, Cocktail Chicken Sausage, Chicken Frankfurters.

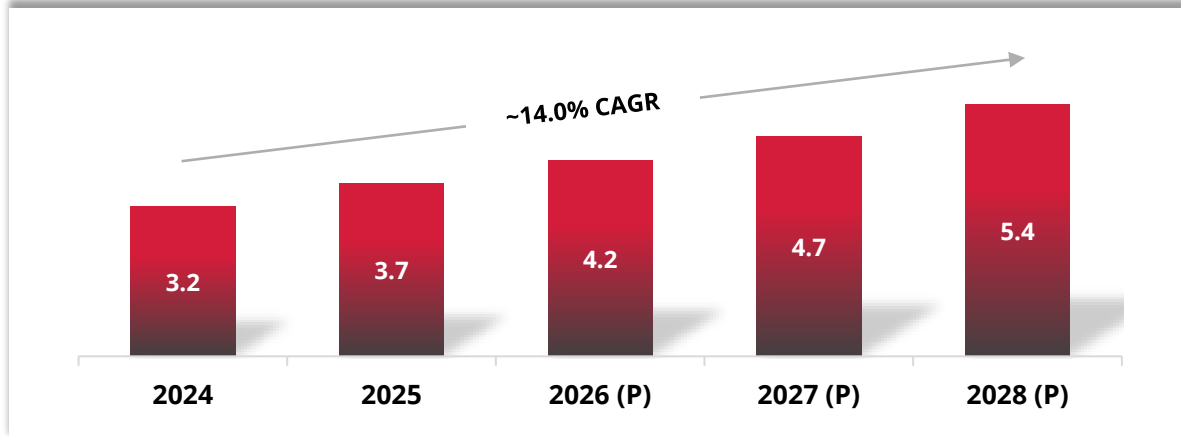


## 3 Manufacturing Facilities

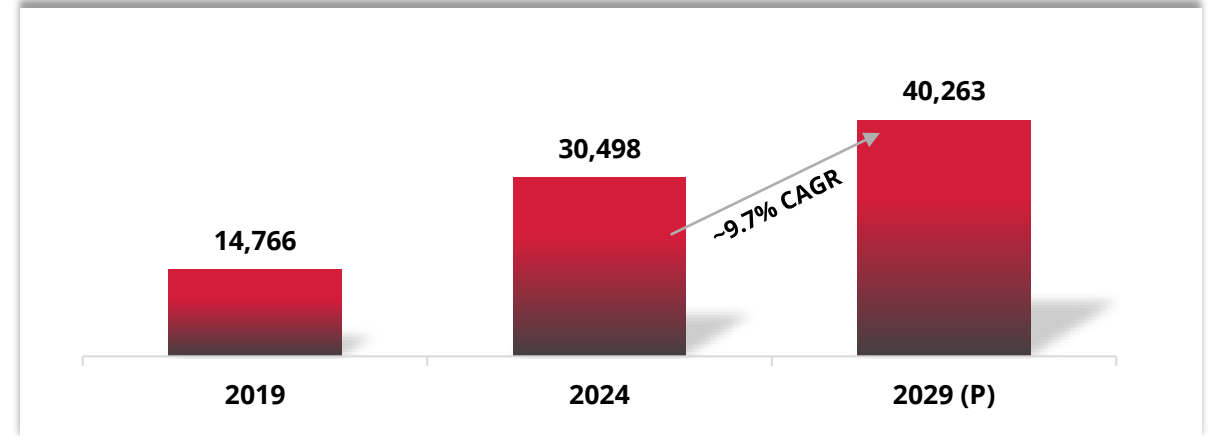


**Total Capacity : 30,800 MT/year**

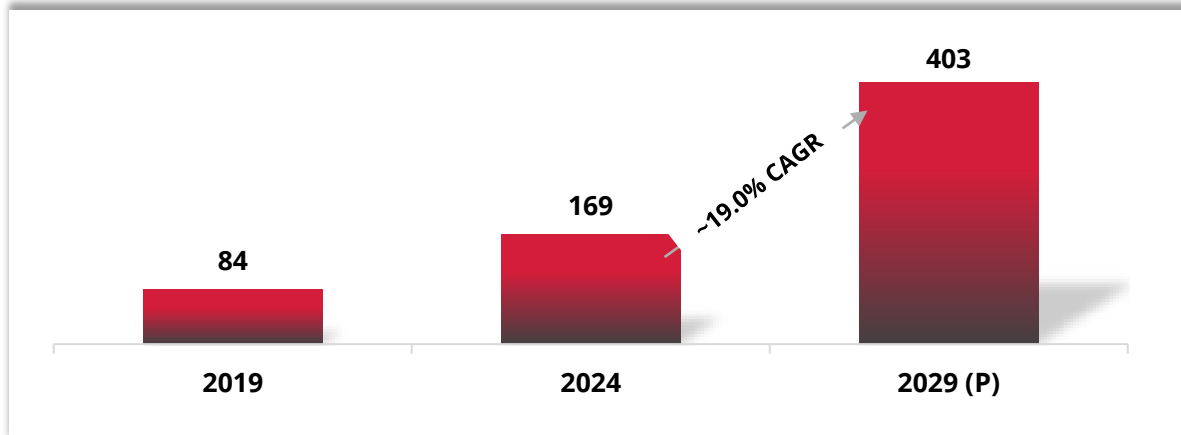
**India Chained QSR Market (In \$Bn)**



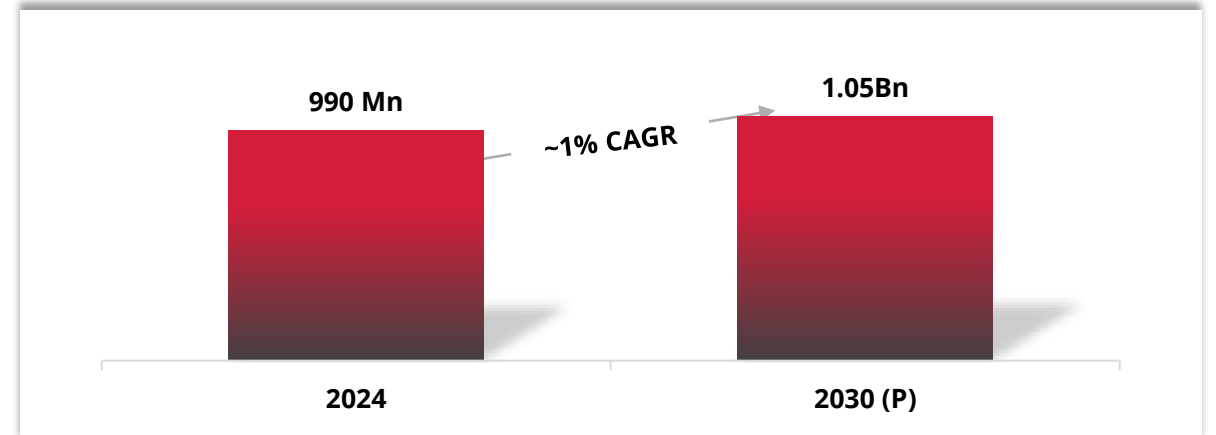
**Indian Food Processing Market (In INR Bn)**



**RTE/RTC\* (In INR Bn)**



**Working Class Population**



Source: [Imarc Group](#), [Motilal Oswal Consumer-Processed Food, Jan'26](#), [Technopak](#), [Visual Capitalist](#) ; \*inclusive of sweets



**Mr. Paramjit Singh Chatha**  
*Managing Director*



**For over 20 years, Chatha Foods** has grown alongside India's evolving food ecosystem. What began as a focused processing business has steadily transformed into a trusted partner for leading QSR and food service brands, driven by **consistency, quality, and execution discipline.**

Today, QSR-led demand is gaining strong traction across markets, supported by changing urban lifestyles and rising consumption of ready-to-eat and ready-to-cook products. We are well-positioned within this structural shift, **offering both customised solutions tailored to brand requirements** and high-quality off-the-shelf products backed by robust manufacturing processes.

Our vision is clear: to build long-term relationships, not just transaction led business. By continuously investing in capabilities, maintaining stringent quality standards, and aligning closely with our partners' growth journeys, **we aim to create sustainable value and remain a reliable pillar in the organised food processing landscape.**



# Vision 2028 : Scaling with Profitability

Targeting 30-35% CAGR alongside structural gross margin improvement



**Deepening QSR Channel Penetration**

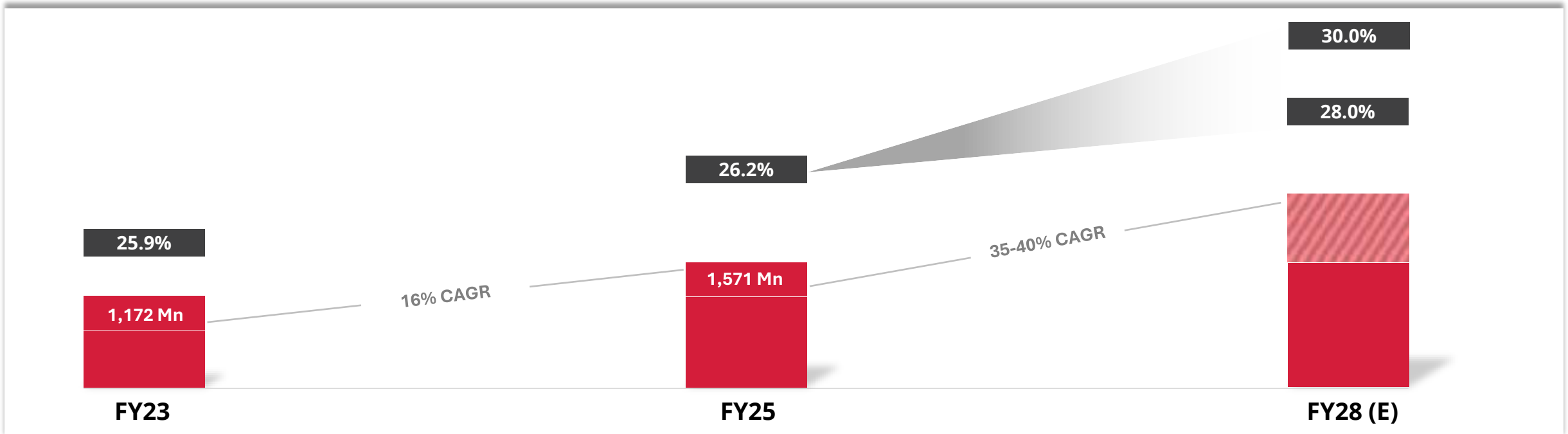


**Full-Spectrum Product Portfolio**



**Scaling Domestic Presence & Expanding Export**

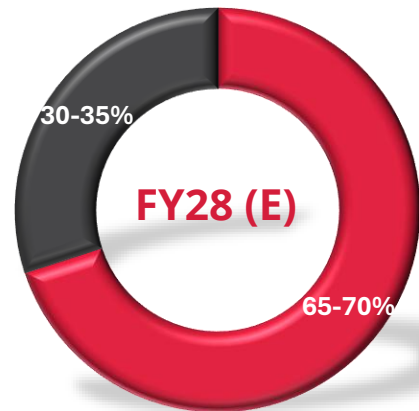
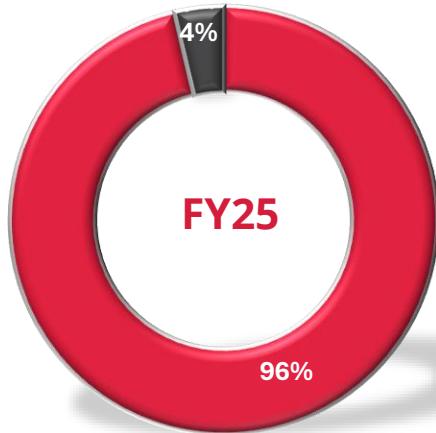
Indicators : ■ Revenue ■ Gross Margin



# Building a Balanced and Resilient Revenue Mix

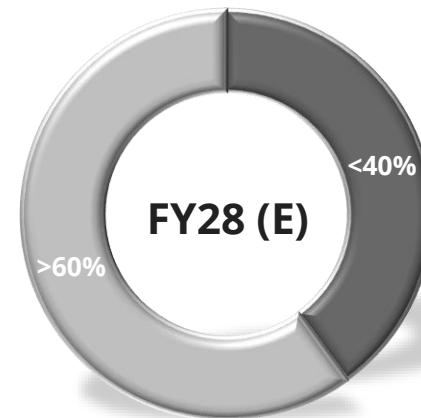
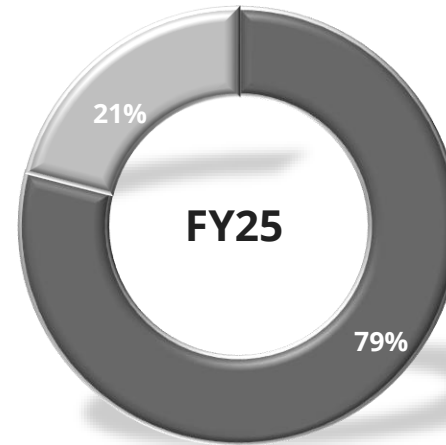
Strategic diversification across products, customers, and geographies to reduce concentration risk

### Revenue by Product Category



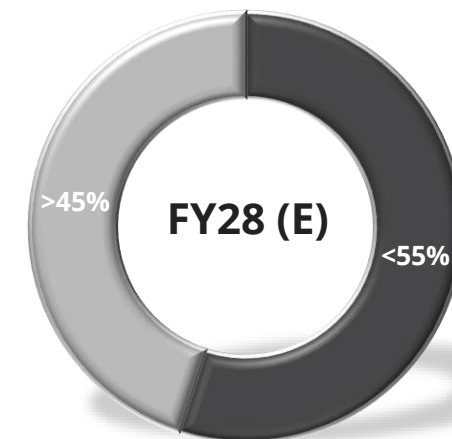
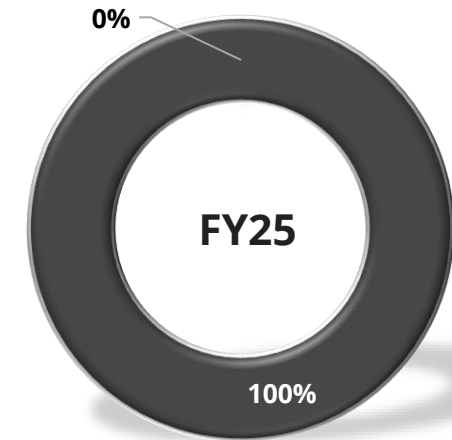
■ Non-Vegetarian   ■ Vegetarian

### Revenue by Customer



■ Top 3 Customers   ■ Others

### Revenue by Geography



■ Domestic   ■ Exports

# Capacity Utilisation Targeted to Reach 85% by FY28

Driven by scale-up in production, stronger demand visibility, and operating leverage expansion

Production  
Capacity  
(MT)

7,841

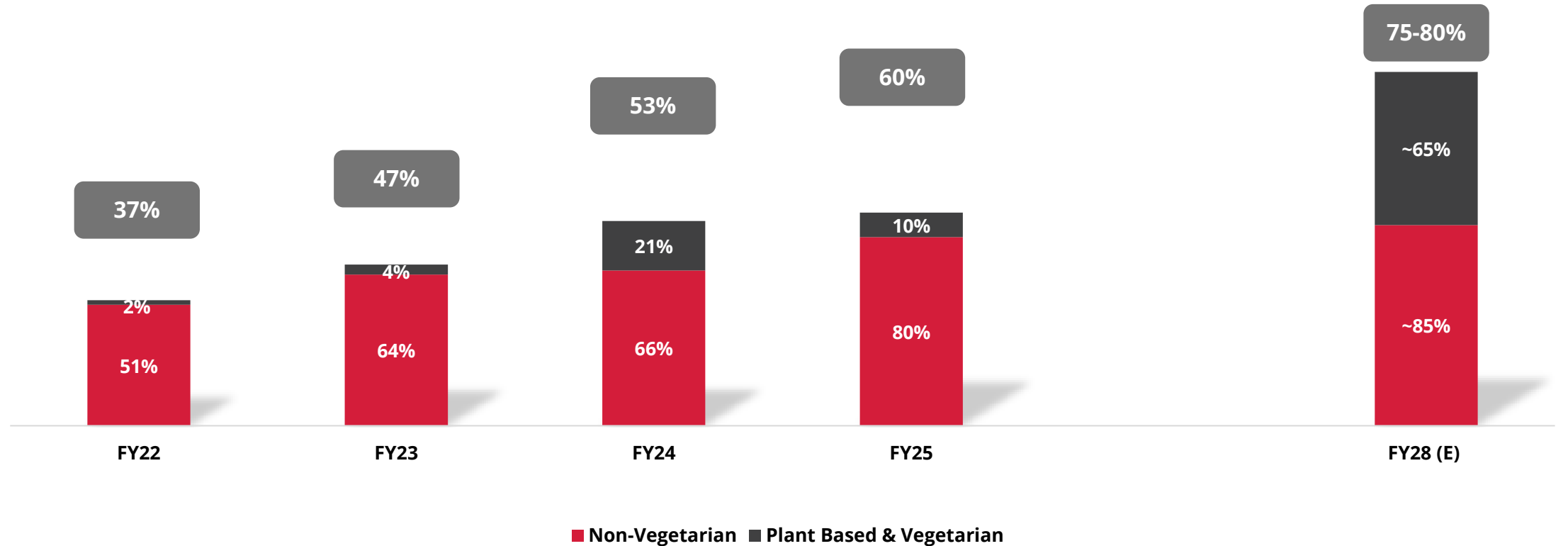
7,841

7,841

7,841

16,600

Capacity Utilization (%)  
Based on 2 shifts of 8 hours each day





# USPs

# State-of-the-Art Integrated Manufacturing Infrastructure

End-to-end automated facilities with advanced quality systems ensuring scale, consistency & operational excellence



**Biggest Vegetarian Plant in North India**

**3 End-to-end manufacturing facilities with ~1.5 lakh sq. feet of built-up area**, providing ample headroom for phased capacity expansion

Advanced quality systems delivering **product consistency across batches**

**Automated processing lines** ensuring operational efficiency

Stringent **multi-stage quality check** testing before dispatch

# Tangible, Long-Term Customer Relationships

Trusted partner to leading QSRs, casual dining chains, and institutional clients across India

## Quick Service Restaurants



## Casual Dining Restaurants



## Institutional Clients



# R&D-Led Differentiation and Process Excellence

Data-backed formulation, optimized turnaround times, and automation-driven efficiency



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## Innovation-Led Product Development

Trend-driven, scalable food solutions for QSR menus.



## Agile & Responsive Turnaround Cycles

Rapid prototyping with quick go-to-market execution.



## High Commercialization Efficiency

Seamless scale-up from concept to consistent mass production.



## Expanding & Diversified SKU Portfolio

Wide, evolving range across formats and cuisines.



## Strong In-House R&D Capabilities

Deep food science expertise with integrated development.



## Automation-Driven Operational Excellence

Precision-led processes enabling speed, consistency, and efficiency.

# Stringent Quality Standards Across Every Stage

Globally recognized certifications reinforcing our commitment to food safety, compliance, and process excellence

2005-2012



2007-2012



2012-2018



2018-2025





# HALF-YEARLY PERFORMANCE



**Mr. Paramjit Singh Chatha**  
*Managing Director*



**Chatha Foods Ltd.** reported revenue of **Rs. 841 Mn** in 1HFY26, up **14% YoY**, driven by deeper participation in the organized QSR ecosystem and the addition of **new QSR clients**.

**Gross profit** stood at **Rs. 225 Mn (27% margin)**, while **PAT** came in at **Rs. 29 Mn (4% margin)**, reflecting disciplined execution alongside continued investments in scale and capability.

Operationally, the company **strengthened its value-added portfolio through new SKU launches** and clean-label innovations, while **improved blended capacity utilization** signaled early operating leverage benefits. Non-veg continued to anchor the portfolio, contributing **~96% of revenue**.

Closing H1FY26, the company remains optimistic of finishing the year on a strong footing, **supported by expanding QSR partnerships, enhanced supply-chain integration, and a structurally stronger operating platform**.



## Revenue

## EBITDA

## PBT

## PAT

Margins →

7.3%

6.8%

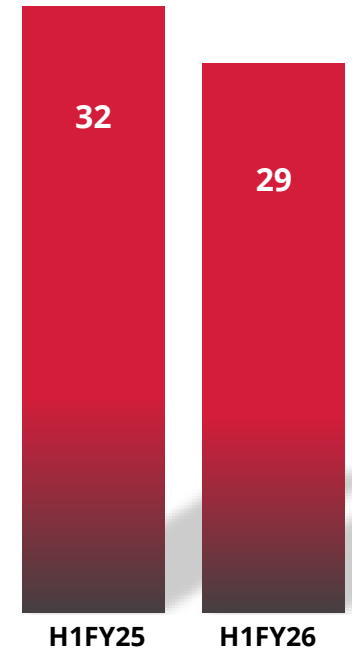
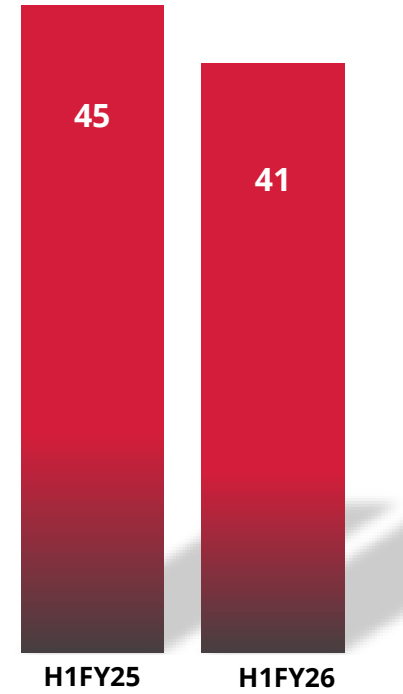
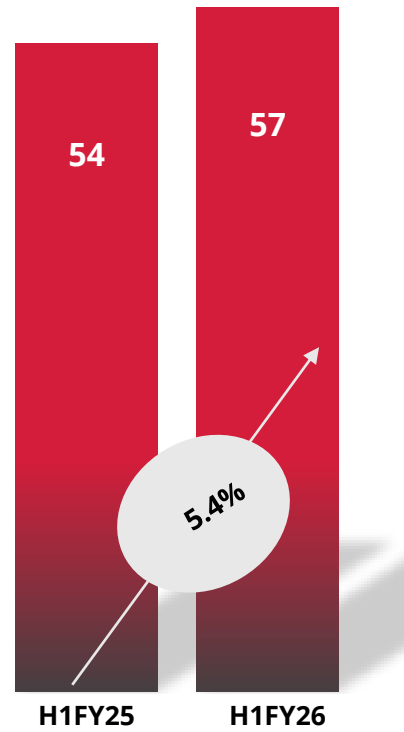
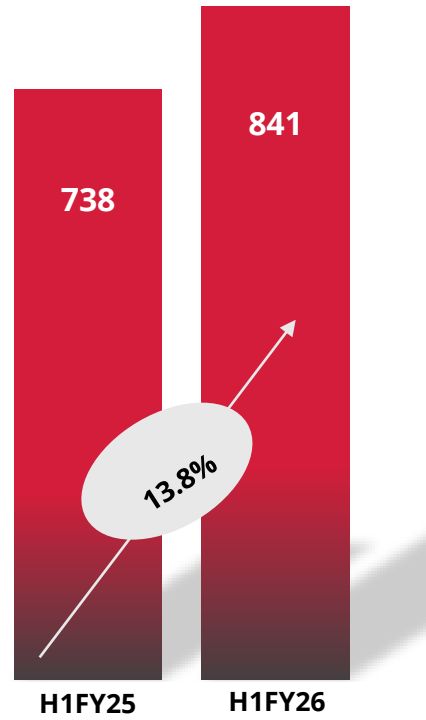
6.1%

4.9%

4.4%

3.5%

H1 FY26



Particulars (INR Mn)	H1FY26	H1FY25	Y-o-Y (%)	H2FY25	H-o-H (%)
<b>Revenue from Operations</b>	841	738	13.8%	833	0.9%
Expenses	783	684	14.5%	774	1.2%
<b>EBITDA</b>	57	54	5.4%	59	-3.3%
<b>EBITDA Margins (%)</b>	6.8%	7.3%	-54 bps	7.1%	-29 bps
Depreciation	15	15	2.8%	15	3.4%
Other Income	3	10	-66.9%	2	111.3%
Finance Cost	4	5	-2.3%	8	-42.0%
<b>Profit Before Tax</b>	41	45	-8.9%	38	6.6%
<b>PBT Margins (%)</b>	4.9%	6.1%	-121 bps	4.6%	26 bps
Tax	12	12	-7.3%	10	15.8%
<b>Profit After Tax</b>	29	32	-9.5%	28	3.4%
<b>PAT Margins (%)</b>	3.5%	4.4%	-90 bps	3.4%	9 bps
<b>EPS Diluted (INR)</b>	1.24	1.44	-13.9%	1.25	-0.8%

# Indus Food Exhibition Participation

Showcasing our diversified product portfolio to global buyers and industry stakeholders





# ANNEXURE

# Leadership and Governance

Diverse expertise supporting long-term strategy and oversight



## Mr. Paramjit Singh Chatha

*Managing Director*

**25+ years** of experience in frozen and ready-to-eat processed food industry. Actively involved in planning and formulating overall business and commercial strategy since inception. Plays a key role in establishing and maintaining strong customer relations.



## Ms. Rachna Singh

*Chief Human Resource Officer*

**Over 20 years** of experience in Human Resources and Administration. Leads workforce planning, recruitment, and compliance functions. Drives performance management and organizational alignment.



## Ms. June Swer

*Chief Technology Officer*

Master's Degree in Food Science and Technology. **20+ years** of experience in food processing and product development serving as Technical Head at Chatha Foods Ltd.



## Mr. Vishal Sirmauria

*Chief Financial Officer*

B.Com graduate and CMA-qualified finance professional. 10+ years of experience at Chatha Foods Ltd across finance and commercial functions. Currently serving as CFO, leading financial strategy, controls, and capital management.



## Mr. Kulbeer Walia

*Chief Accounts Officer*

Bachelor's Degree & Semi-Qualified Chartered Accountant with 26 years of experience in the field of Accounts & Finance, Corporate Governance, Regulatory Framework & Fund Raising

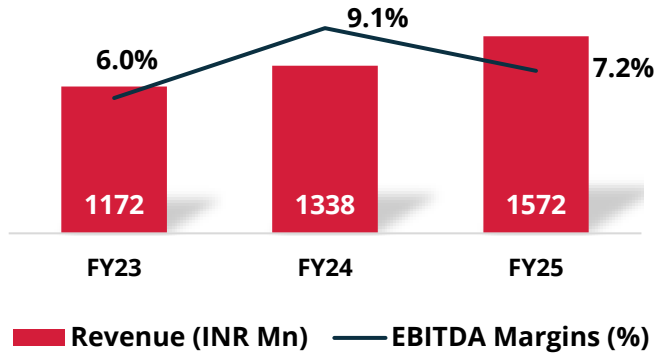


## Ms. Shivani Sharma

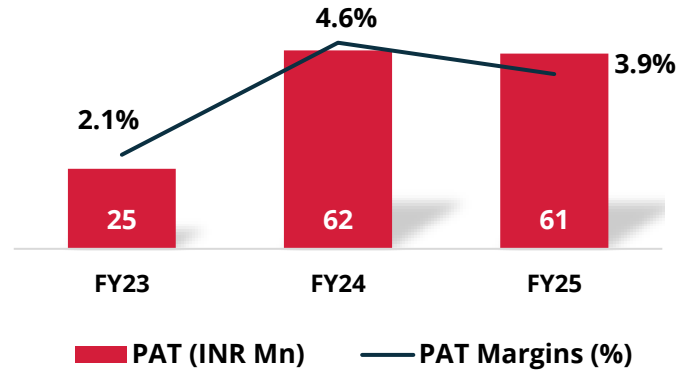
*Chief Marketing Officer*

Brand and marketing leader with 20 years of experience across advertising and restaurants, combining consumer insight with strategic expertise to build differentiated brands that drive growth and market impact.

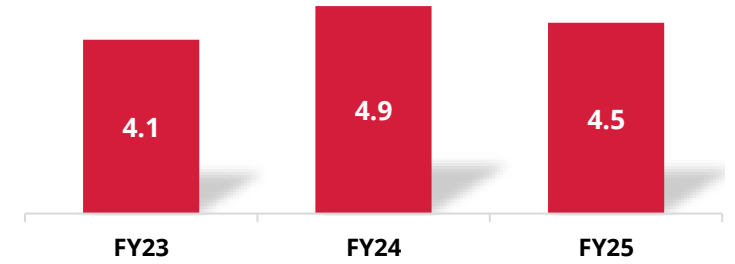
Revenue Scale-Up and Margin Expansion



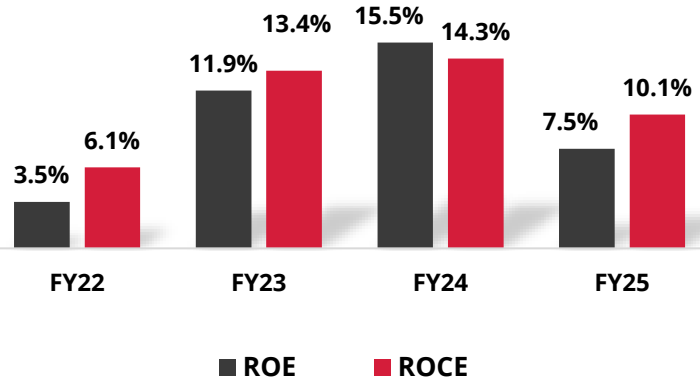
Strengthening Bottom Line - PAT and Margins trend



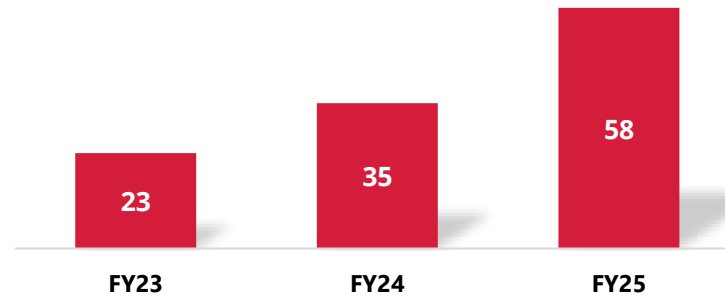
Improving Asset Efficiency Trajectory



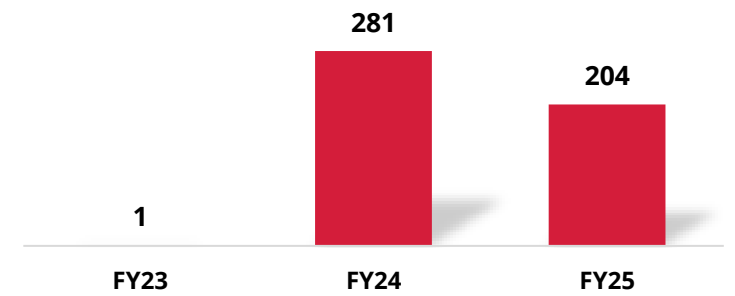
Return Ratios



Working Capital Cycle



Cash & Cash Equivalents (In Mn) - Liquidity Build-Up



# Historical Income Statement

Particulars (INR Mn)	FY23	FY24	FY25
<b>Revenue from Operations</b>	1,172	1,338	1,572
Cost of Goods Sold	868	954	1,160
<b>Gross Profit</b>	304	384	412
<i>Gross Margin (%)</i>	25.9%	28.7%	26.2%
Employee Cost	106	126	143
Other Operating Expenses	127	137	156
<b>EBITDA</b>	71	122	113
<i>EBITDA Margins (%)</i>	6.0%	9.1%	7.2%
Other Income	0	0	11
Interest	10	9	12
Depreciation	27	28	29
<b>Profit Before Tax</b>	34	86	83
Tax	9	24	22
<b>Profit After Tax</b>	25	62	61
<i>PAT Margins (%)</i>	2.1%	4.6%	3.9%
Basic EPS	1.48	3.71	2.67
Diluted EPS	1.48	3.71	2.67

# Historical Balance Sheet

Particulars (INR Mn)	FY 23	FY24	FY25
<b>Equity</b>			
Share Capital	124	225	241
Reserves and Surplus	93	353	581
Money Received against share warrants	0	0	4
<b>Total Equity</b>	218	578	825
<b>Non-current Liabilities</b>			
Long term Borrowings	17	12	36
Deferred Tax Liabilities	28	24	21
Long term provisions	18	21	23
<b>Total Non-Current Liabilities</b>	62	57	80
<b>Current Liabilities</b>			
Short Term Borrowings	89	68	81
Trade Payables	113	102	114
Other Current Liabilities	27	22	29
Short Term Provisions	5	8	14
<b>Total Current Liabilities</b>	234	200	238
<b>Total Equity and Liabilities</b>	514	835	1143

Particulars (INR Mn)	FY 23	FY24	FY26
<b>Non-Current Assets</b>			
Property, Plant and Equipment	287	275	315
Intangible Assets	0	0	0
Capital Work in Progress	0	0	83
Intangible Assets under Development	0	0	0
Non Current Investments	0	0	0
Long-term loans and advances	31	36	152
Other non-current Assets	3	4	12
<b>Total Non-Current Asset</b>	321	315	562
<b>Current Assets</b>			
Inventories	92	118	137
Trade Receivables	96	113	228
Cash and Bank Balance	2	281	204
Short Term Loans and Advances	4	9	12
Other Current Assets	0	0	0
<b>Total Current Assets</b>	194	520	581
<b>Total Assets</b>	514	835	1143

# CHATHAFOODS

PROCESSED & FROZEN FOOD

**Ms. Priyanka Oberoi**  
**Company Secretary & Compliance Officer**

**Email:** [cs@cfpl.net.in](mailto:cs@cfpl.net.in)



**Go India Advisors**  
Unbiased & Balanced

## Investor Relations

**Ms. Garima Singla**

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**Ms. Mehal Gogia**

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**Thank you!**

