



November 11, 2025

Compliance Department, BSE Limited Phiroze Jeejeebhoy Tower, Dalal Street, Fort, Mumbai - 400 001	Compliance Department, National Stock Exchange of India Ltd. Exchange Plaza, Plot No. C/1, G-Block, Bandra Kurla Complex 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.

Parag Milk Foods Ltd.

CIN: L15204PN1992PLC070209

Registered Office: Flat No. 1, Plot No. 19, Nav Rajasthan Society, Behind Ratna Memorial Hospital,
Senapati Bapat Road, Shivaji Nagar, Pune - 411016, Maharashtra

Corporate Office: 10th Floor, Nirmal Building, Nariman Point, Mumbai - 400021, Maharashtra
Tel.: 022- 43005555 | Website: www.paragmilkfoods.com | Email: investors@parag.com





Investor Presentation



CONTENT TABLE

1. Performance Highlights
2. Financial Update
3. Business Update
4. Strategic Priorities
5. About The Company



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 HIFY26

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 HIFY26
- 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}
PAT
up 56% YoY

10%
Volume Growth
16%
Value Growth

EBITDA % of sales
8.9%
vs 8.8% LY

PBT Growth
42%
up YoY

PAT % of sales
4.5%
vs 3.4% LY



BUSINESS HIGHLIGHTS

H1 FY26

1,859^{CR}
Revenue
up 14% YoY

155^{CR}
EBITDA
up 12% YoY

73^{CR}
PAT
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

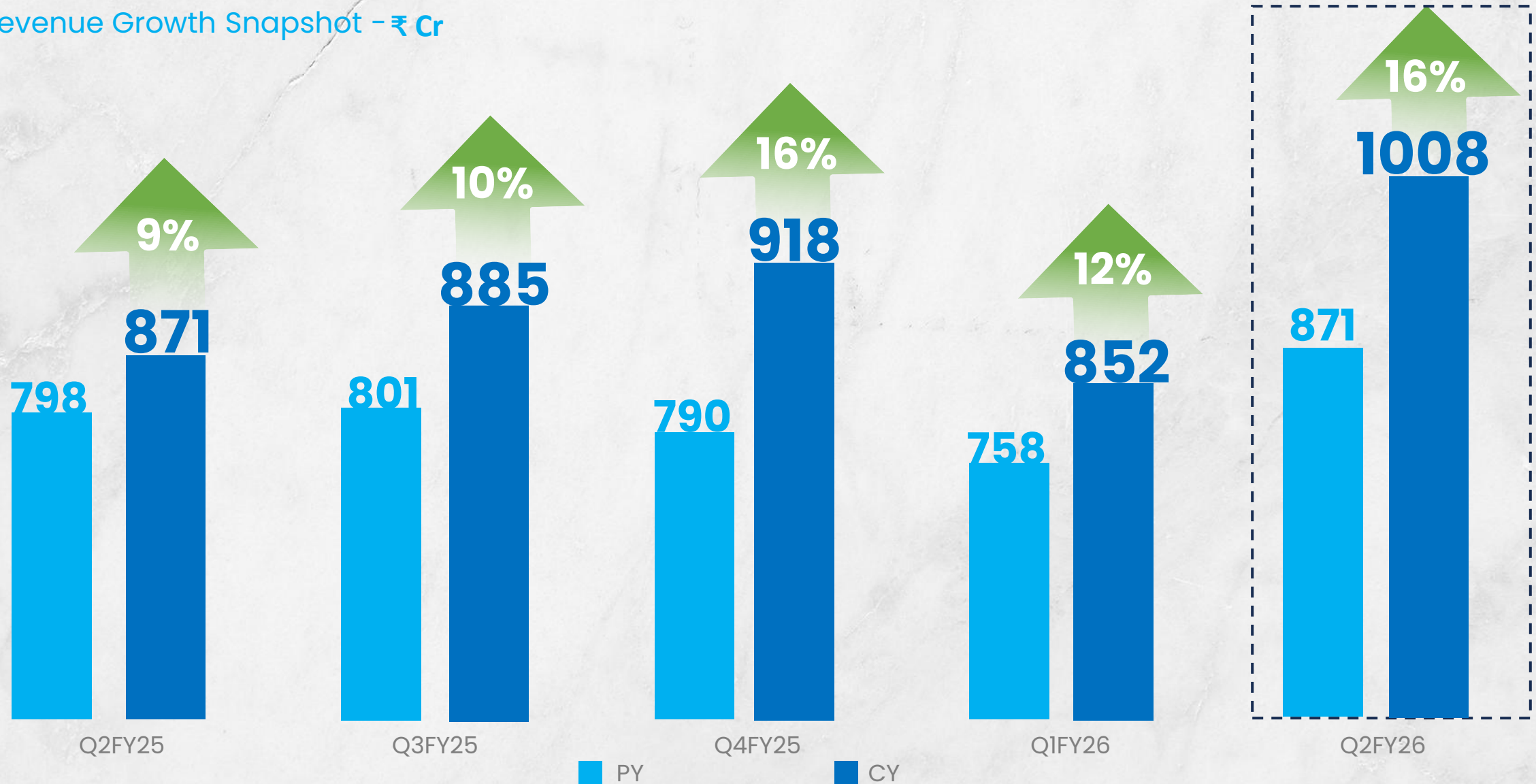


FINANCIAL UPDATE



HIGHEST EVER QUARTERLY REVENUE

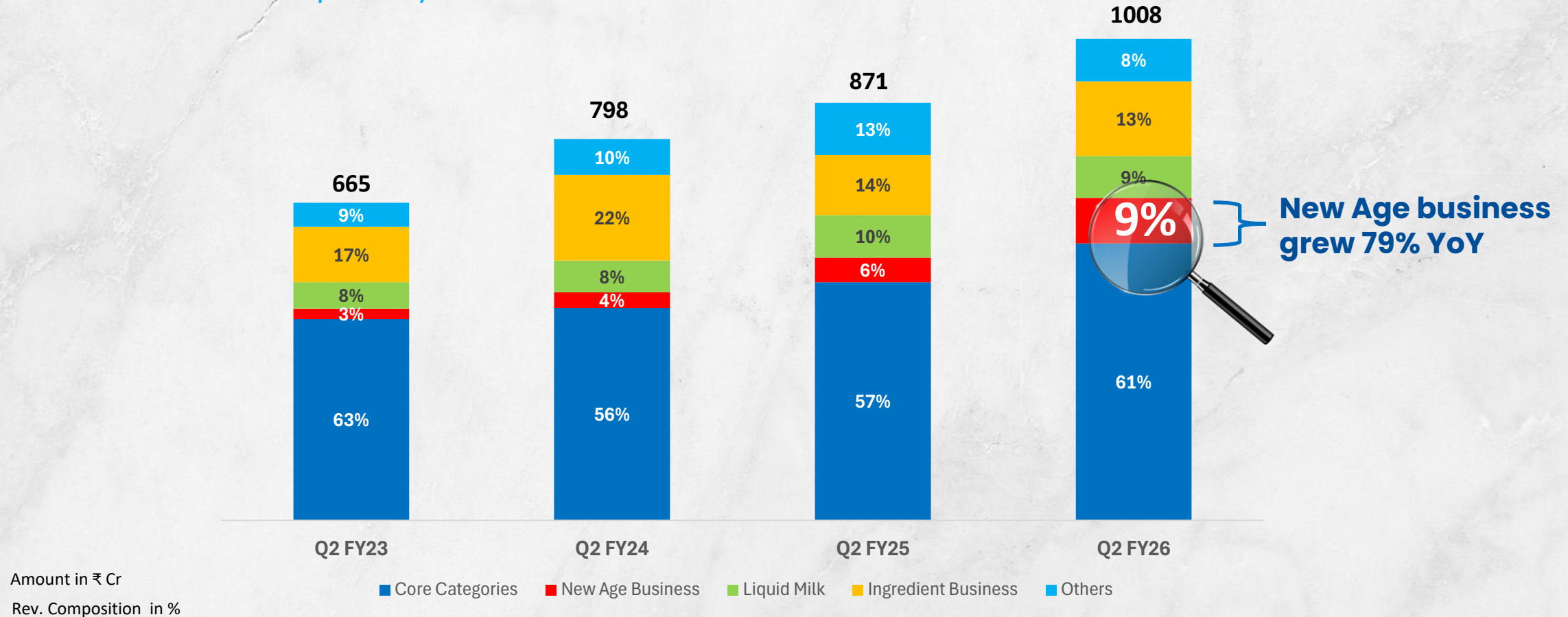
Revenue Growth Snapshot - ₹ Cr



Over the past 4 quarters revenue growth has been robust; reflecting strong performance across business verticals and brand trust.

HIGHEST EVER Q2

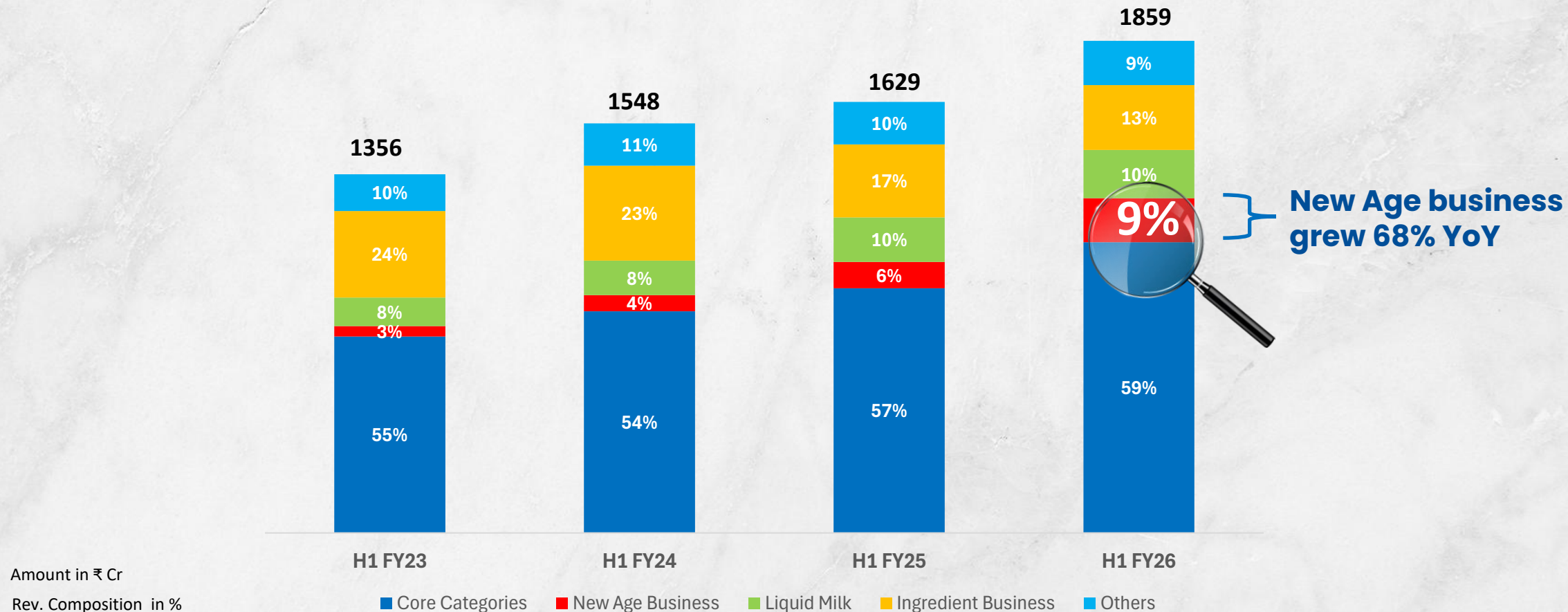
Q2 Revenue mix over the past 4 years



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 H1

H1 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.

Q2FY26 REVENUE MIX

YoY Growths

Revenue
91 CR

79%
Growth



New age business

Revenue
94 CR

5%
Growth



Liquid milk

Revenue
612 CR

23%
Growth



Core categories

Revenue
81 CR

24%
Decrease



Others

Revenue
130 CR

3%
Growth



Ingredients & SMP

H1FY26 REVENUE MIX

YoY Growths

Revenue
166 CR

68%
Growth



New age business

Revenue
182 CR

8%
Growth



Liquid milk

Revenue
1099 CR

19%
Growth



Core categories

Revenue
167 CR

4%
Growth



Others

Revenue
245 CR

11%
Decrease



Ingredients & SMP

FINANCIAL UPDATE

Consolidated Financials						₹ 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%	PBT	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



10%
Liquid milk



13%
Ingredients
& SMP

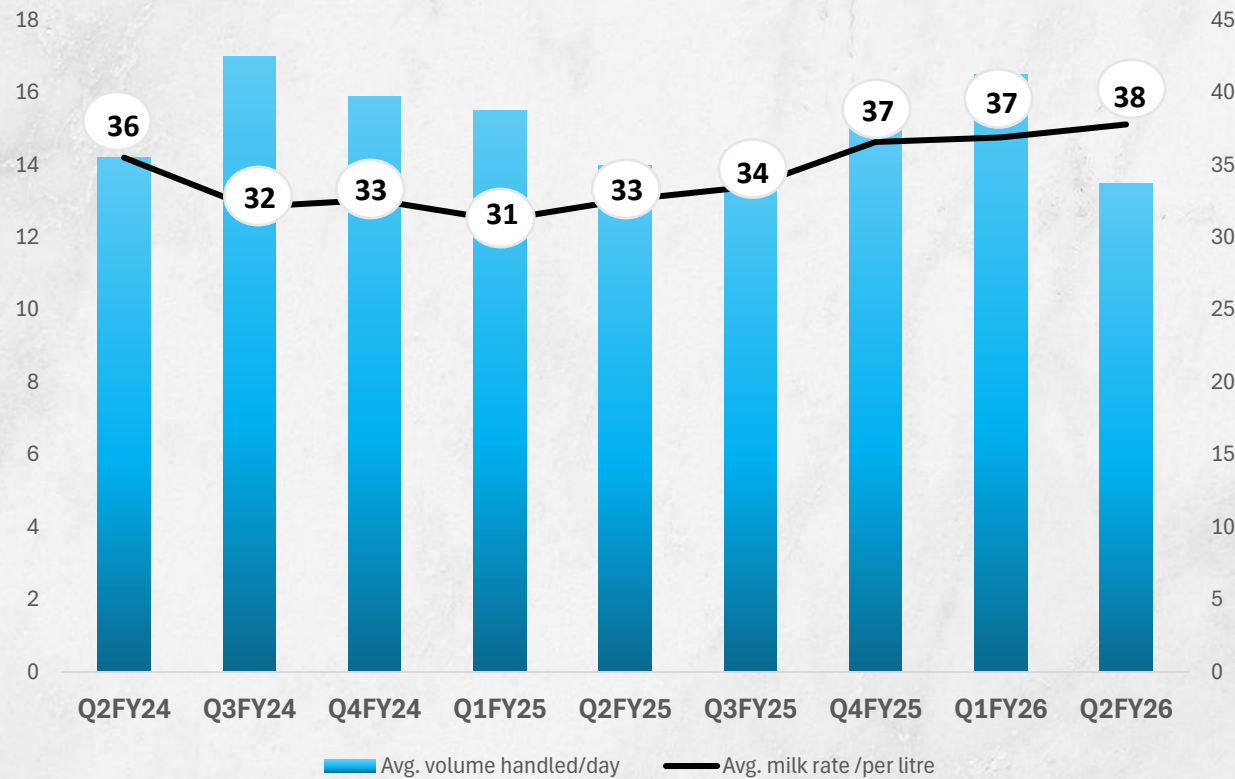


9%
Others



MILK PRICE MOVEMENT

For Q2 FY26,
milk prices
have moved
16% up YoY;
2% up QoQ



**14 Lakh
Litres**
of milk
procured
Daily*

*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.

STRATEGIC PRIORITIES



OUR STRATEGIC PRIORITIES

Strengthening &
Accelerating the
Core Categories

Brand
Building &
Innovation

Strengthening
New Age
Business

Evolve
Route
to Market

Driving
Financial
Growth



STRENGTHENING & ACCELERATING

THE CORE CATEGORIES



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

59% OF OVERALL
BUSINESS

STRENGTHENING & ACCELERATING

THE CORE CATEGORIES



Ghee

Leaders and pioneers of cow ghee category with

22%

Market share in branded cow ghee segment
(source IMARC)

Cheese

Dominant player in cheese category

35%

Market share (source IMARC)





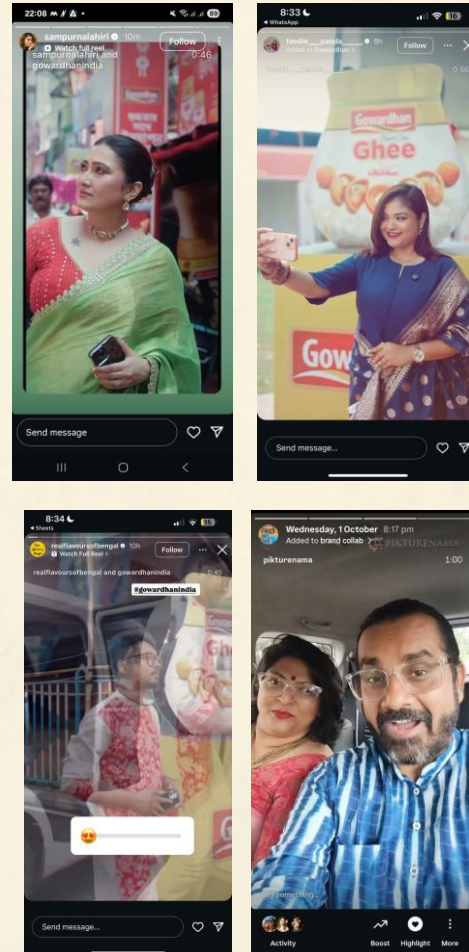
BRAND BUILDING & INNOVATION



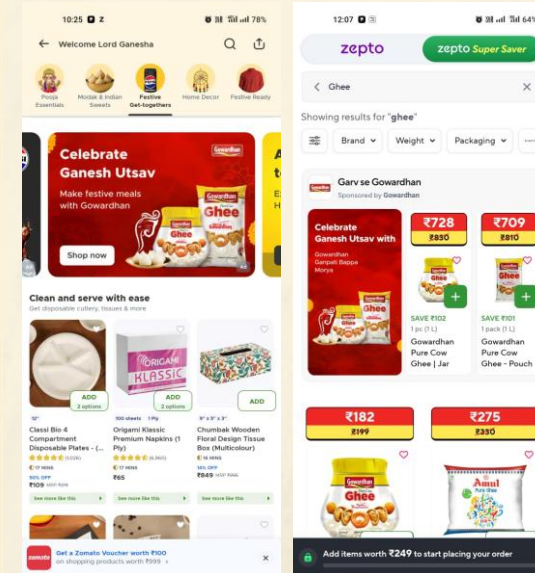
Impact Marketing KBC Alliance with TV + Digital



Influencer Campaign



Blinkit & Zepto Ganesh Utsav Campaign



Khushiyan – Special Gift Pack Launch





BRAND BUILDING & INNOVATION



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

10 Weeks

13
Integrations

8320
SPOTS

High Impact

DIGITAL COLLABORATION

12 influencer
kids across Meta
& Youtube



Family Audience

TV + DIGITAL



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



Views
37 Mn



Impressions
92 Mn

Building HoReCa Connect

Leveraging leading exhibitions to
build trust and penetration in
HoReCa

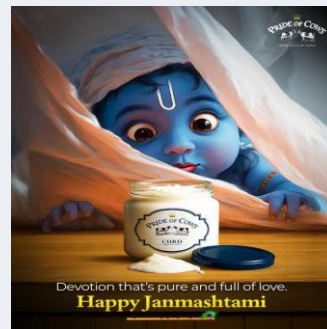




BRAND BUILDING & INNOVATION



Social Media Festive Content



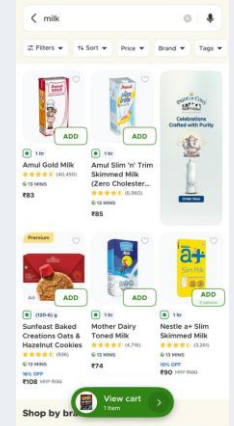
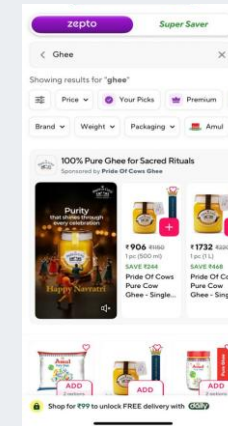
Influencer Campaigns "What's The Source"



Outdoor Activities



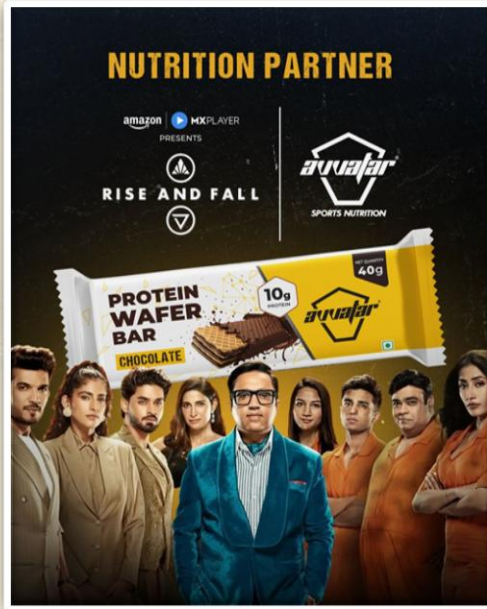
Quick Commerce Creatives & Campaign



Performance Media Campaigns



Impact Marketing Rise and Fall



New Product Launch



New Accessories Launch



Offline Activities



Influencer Activities



STRENGTHENING NEW AGE BUSINESS

Grew by
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.

STRENGTHENING NEW AGE BUSINESS



ROUTE TO MARKET

Direct to Consumers

E-Commerce

Organized Trade Channels

INCREASING PRODUCT PORTFOLIO

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

DIRECT CONSUMER
BASE **1Lakh+**

Now present across
8 Cities

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



GROWTH STRATEGY

More points of sale,
more products



STRENGTHENING NEW AGE BUSINESS



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

29
Depots

500
Super Stockists

~4,500
Distributors

4.6 Lakh
Retail Touch Points

B2C
70% of
total
Business

General
Trade



Modern
Trade



Quick
Commerce



Website:



E-Commerce



Mobile
Application



HoReCa



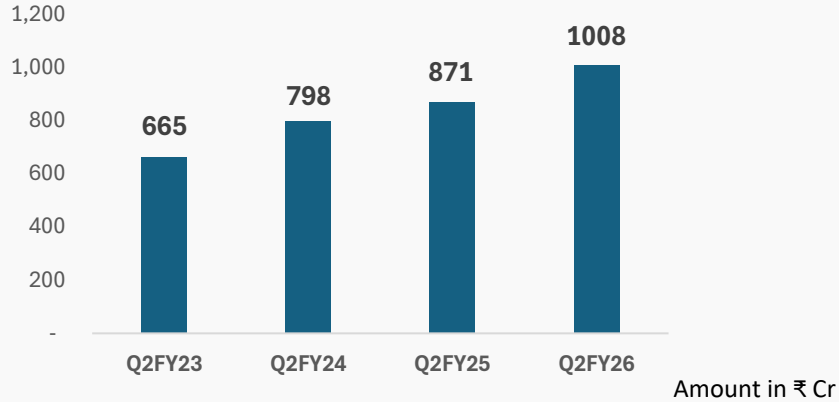
Institutional



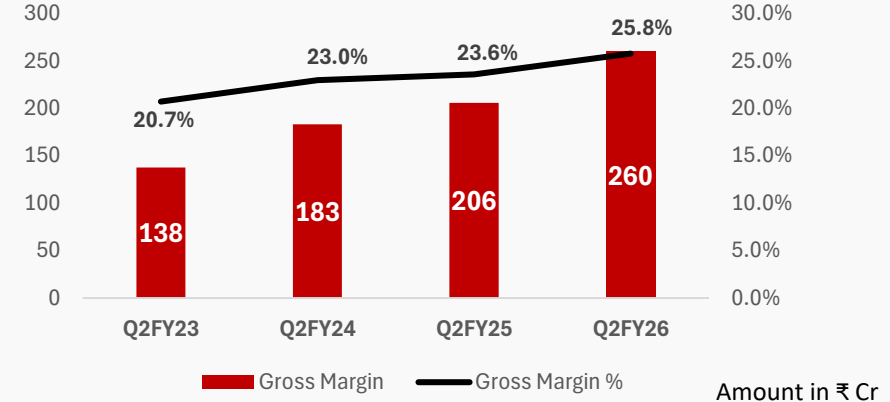
B2B
30% of
total
Business

DRIVING FINANCIAL GROWTH

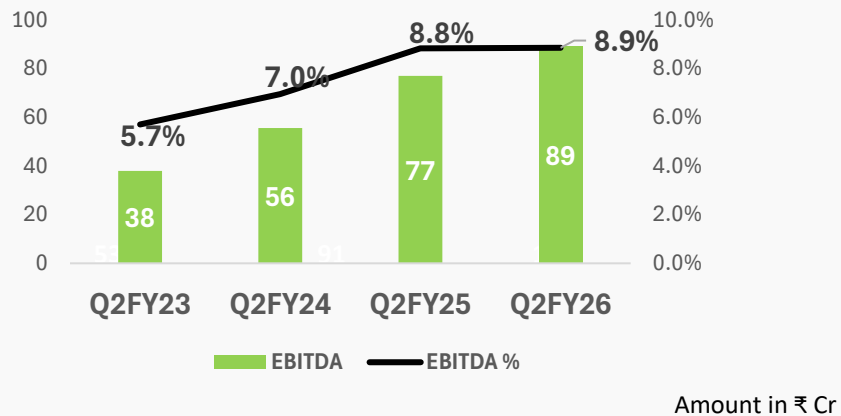
Revenue



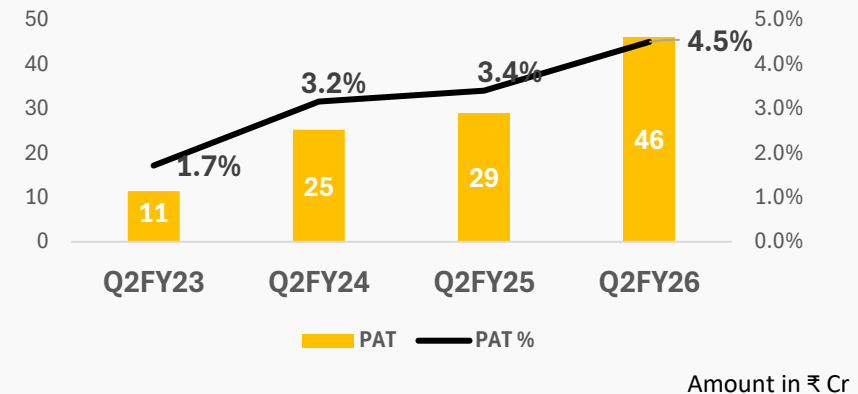
Gross Margin



EBITDA



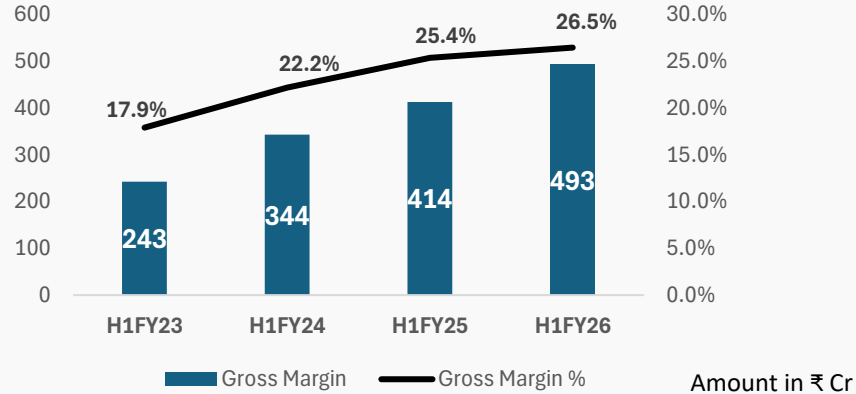
PAT



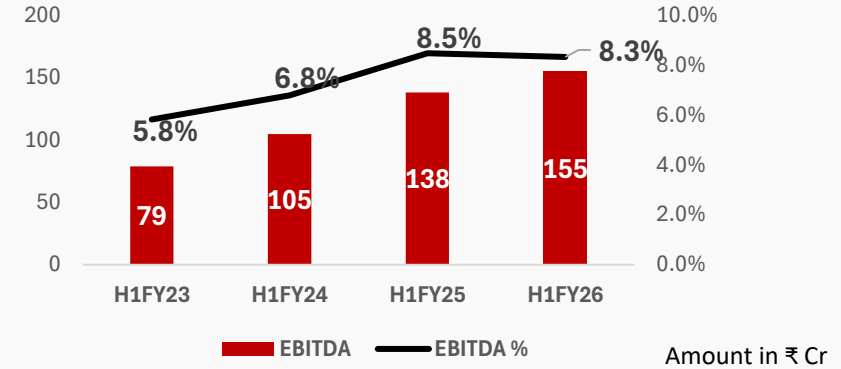
In Q2FY26, Parag Milk Foods demonstrated a robust financial performance. Gross Margin stood at 25.8%, and EBITDA at ₹89 Cr (8.9% of sales). PAT increased to ₹46 Cr, with PAT margin at 4.5% of sales, indicating strong bottom-line growth

DRIVING FINANCIAL GROWTH

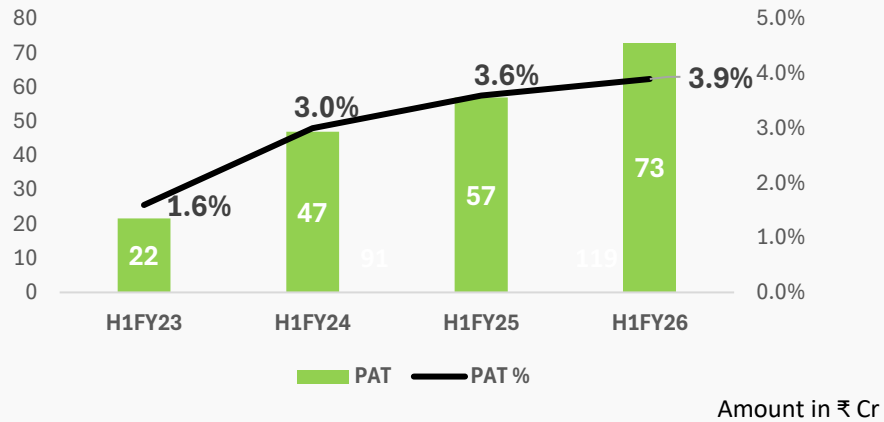
Gross Margin



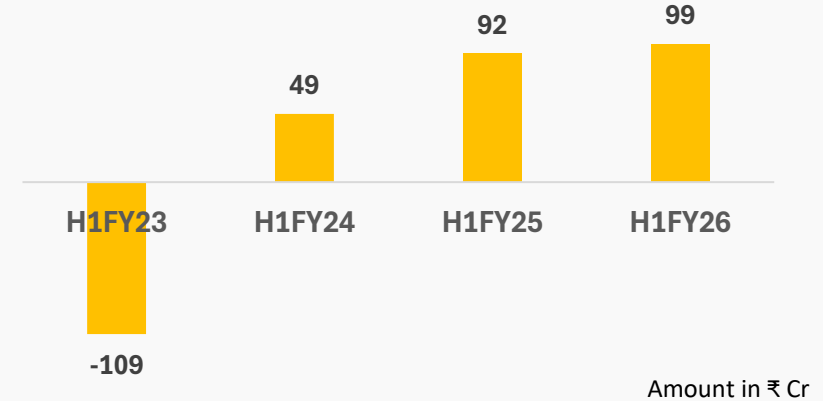
EBITDA



PAT



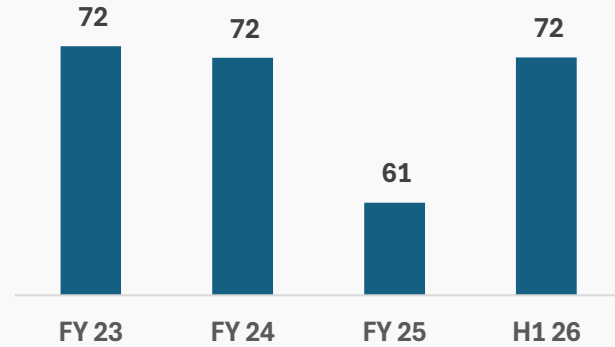
Cashflow From Operations



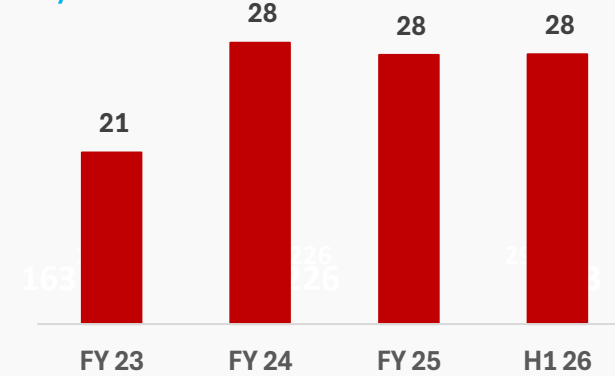
In H1FY26, Parag Milk Foods demonstrated a robust financial performance. Cashflow from operations grew steadily to ₹99 Cr. Gross Margin improved to 26.5%, PAT increased to ₹73 Cr, with PAT margin at 3.9% of sales, indicating healthy bottom-line growth.

KEY WORKING CAPITAL METRICS

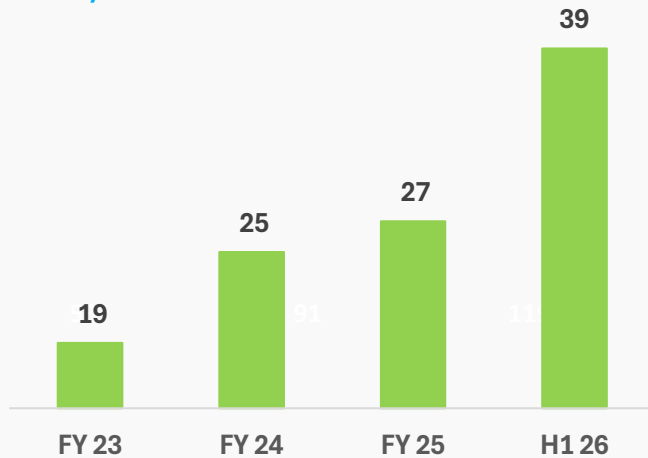
Inventory days



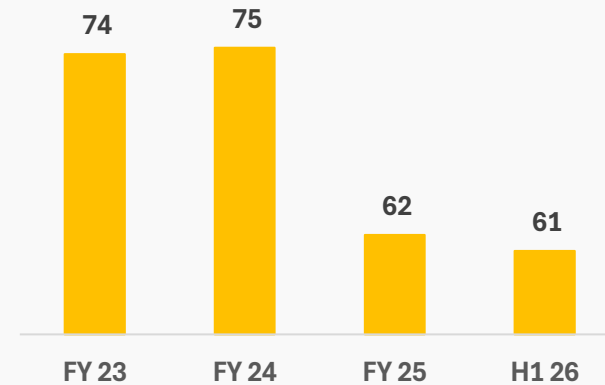
Debtor days



Payable days



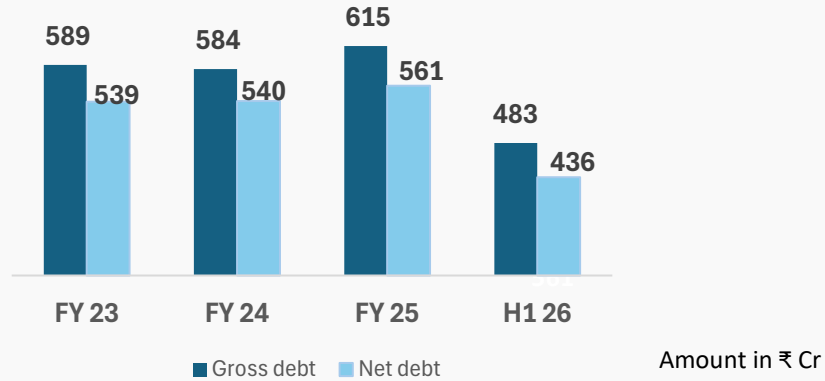
NWC days



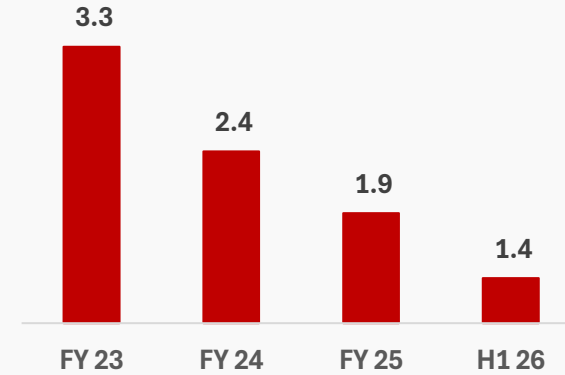
The number of days for Inventory, Debtor, Payable & NWC are computed as number of days of Sales. $NWC = Inventory + Debtor - Payable$

KEY CAPITAL BASE RATIOS

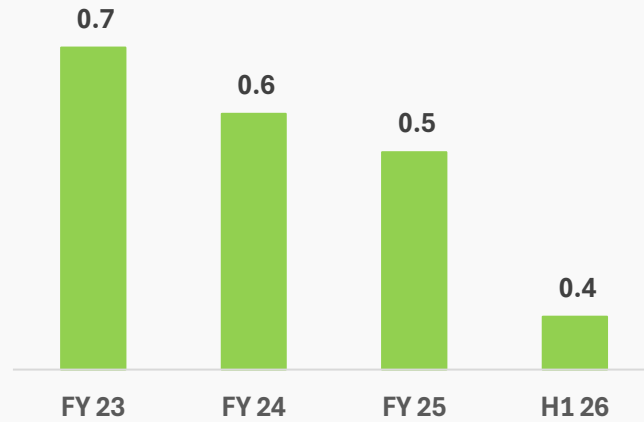
Gross Debt & Net Debt



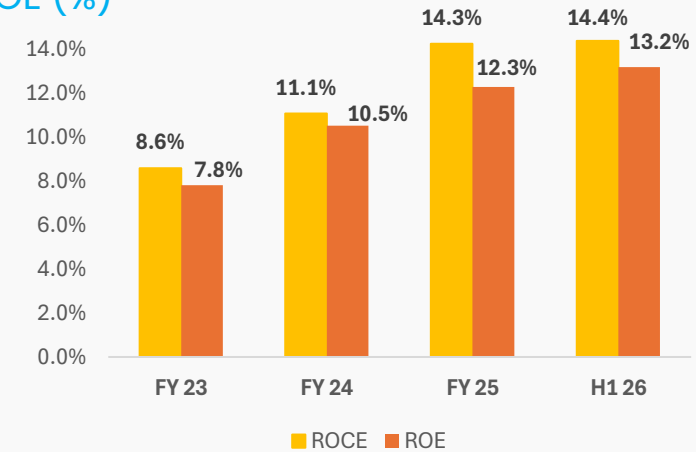
Net Debt to EBITDA(Multiple)



Net Debt to Equity



ROCE/ROE (%)



Continuous improvement in ROCE, reduction in Net debt/equity

ABOUT THE COMPANY



CHAIRMAN'S MESSAGE

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



1998
Commissioned a value added plant at Manchar, started production of ghee & butter under "Gowardhan" brand

1992

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

2005

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

2008

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

2011

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



2016

Parag Milk Foods Limited got listed on the bourses

2017

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



2021

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

2024

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

2025

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



BUSINESS MODEL

DISTRIBUTION

29
Depots

4,500+
Distributions

500+
Super
Stockists

4.6 Lakh
Pan India Retail
Touch Points

MILK PROCUREMENT

100% Cow Milk from
Key Milk Belts

Relationship with over
5 lakh+ Farmers
across India

PROCESSING

03
State-of the-Art
Manufacturing
Facilities

3.4mn
Litres/day Milk
Processing
Capacity

10 lakh
Litres/day Whey
Processing
Capacity

110
MT/ day each of
Ghee & Cheese

20 MT/ day
of paneer

DAIRY FARMING

Largest automated dairy farm with
~5000+ Holstein
Friesian Cows

Brands



MILK PROCUREMENT

5+

Lacs Farmers



2,400+

Village Level Collection points (VLC)



300+

Bulk Milk Coolers & Milk Chillers



7

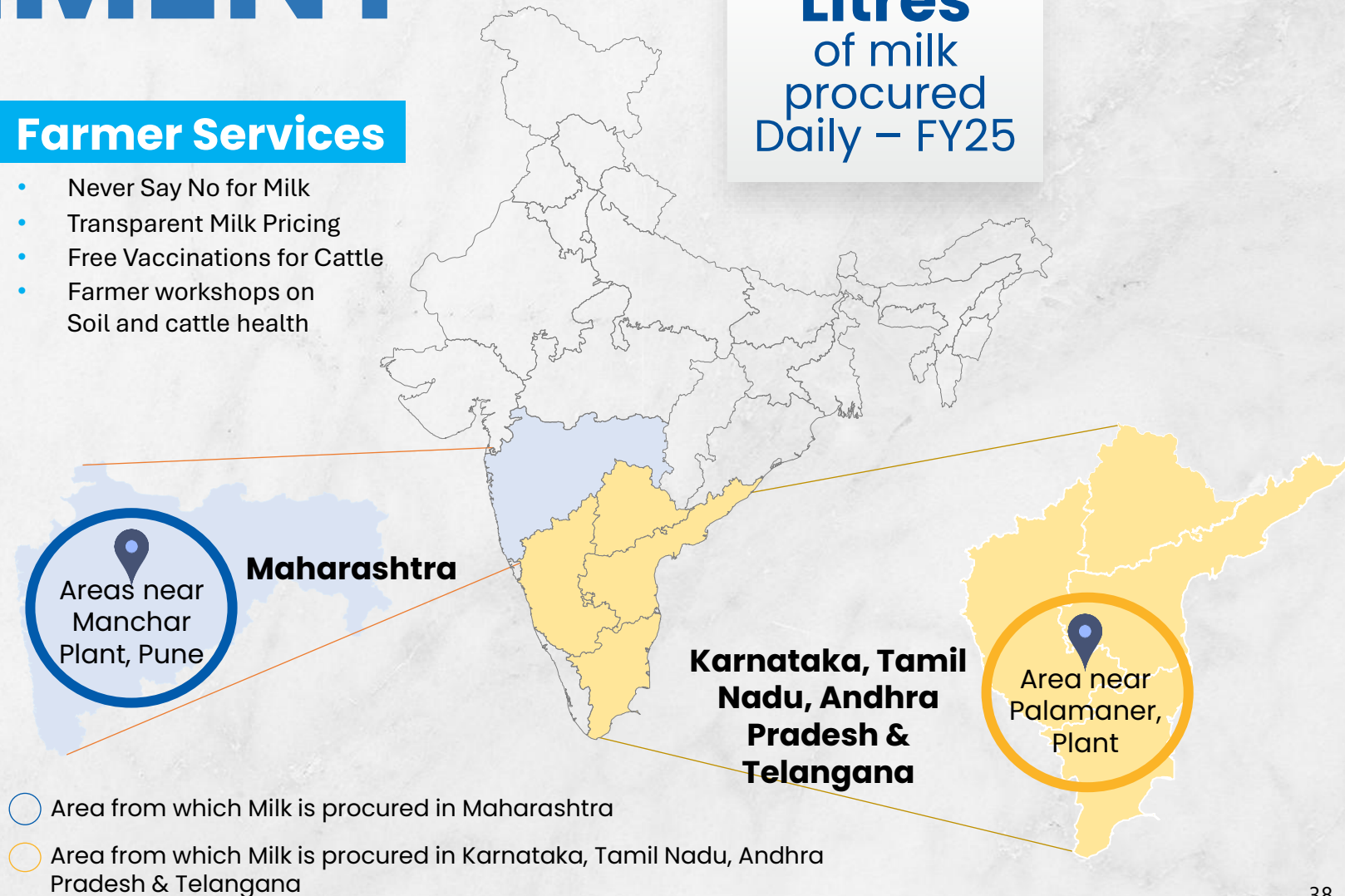
Integrated Processing Plants



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



FY22 to FY25

REVENUE CAGR

39% CAGR
New Age Business



19% CAGR
Liquid Milk



18% CAGR
Core Categories



7% CAGR
Ingredients



37% CAGR
Others



Overall Revenue 18% CAGR

BRAND BUILDING & INNOVATION



DRIVING BUSINESS TRANSFORMATION



Cost
Optimization



Data
Analytics



Digitization of
Plant &
Operations



Market
Expansion
& Penetration



Strengthening
the management



ESG INITIATIVE



ENVIRONMENTAL

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

SOCIAL

Focus on the well-being 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

Water conservation effort: Recycling 55% of the requirement

Marked reduction in emission levels

Our ESG Framework

A well articulated internal ESG policy in adherence to different certifications

Also abided by IFC's policy framework on ESG

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



Mr. Devendra Shah
Chairman

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
Managing Director

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
Executive Director

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
Independent Director

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 Director

Ms. Namrata Garud is an Independent Advocate & Solicitor. She has done specialization in family law which includes divorce & child custody. Ms. Garud has previously worked with M/s. Jayakars, Advocates & Solicitors, M/s. Khaitan & Jayakar and M/s. Gagrati & Co.



Dr. Dnyanesh Darshane
Independent Director

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.



Mr. Amitabha Mukhopadhyay
Independent Director

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
Non- Executive Director

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.

AWARDS & ACCOLADES



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 Retail Reboot 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



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

Safe Harbor

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