

Registered office:

Annapurna Swadisht Limited

Chatterjee International Building, 13th Floor, Unit No. A01, and

AO2, 33A, Jawaharlal Nehru Road, Kolkata – 700071

Call: 033-4603 2805 || Email: info@annapurnasnacks.in

w w w.annapurnasnacks.in



October 29, 2025

Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Bandra Kurla Complex,
Mumbai-400051

Symbol: ANNAPURNA

Dear Sir / Madam,

Sub: Investors Presentation held on October 29, 2025

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation held on October 29, 2025.

No Unpublished Price Sensitive Information was shared/discussed during presentation with investors.

The said Investors Presentation is also available on the website of the Company www.annapurnasnacks.in/

Kindly take the above information on records and disseminate.

Thanking you,

Yours faithfully

For, Annapurna Swadisht Limited

SHAKEEL Digitally signed
by SHAKEEL

AHMED

AHMED Date: 2025.10.29

18:43:12 +05'30'

Shakeel Ahmed

Company Secretary & Compliance Officer

M.NO. A46966

Asansol unit:

Girmint road Majiara, Plot J.L 43, Asansol,
Paschim Bardhaman, West Bengal 713 301

CIN: L15133WB2022PLC251553 | GST: 19AAWCA5249E1Z8

Siliguri Unit:

P.S Bhaktinagar, Mouza Dabgram, Plot No. RS 471/894, J.L No 2,
Sahudangi Hat, Binnaguri, Jalpaiguri, West Bengal, 735135

North Shantinagar, Plot No. RS 471/894, Jalpaiguri,
West Bengal 735135



ANNAPURNA SWADISHT LIMITED

EAST'S FINEST.

INDIA'S NEXT.

INVESTOR PRESENTATION - H1FY26



DISCLAIMER



Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties, like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.

Annapurna Swadisht Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

INVESTOR PRESENTATION



ABOUT US



06

State-of-the-art manufacturing facilities



109

SKUs



11

Product categories



20

States



175

Super Stockists



1,150

Direct and Indirect Distributors



36.57%

3-year CAGR in Revenue from Operations



52.34%

3-year CAGR in EBITDA



44.40 %

3-year CAGR in PAT



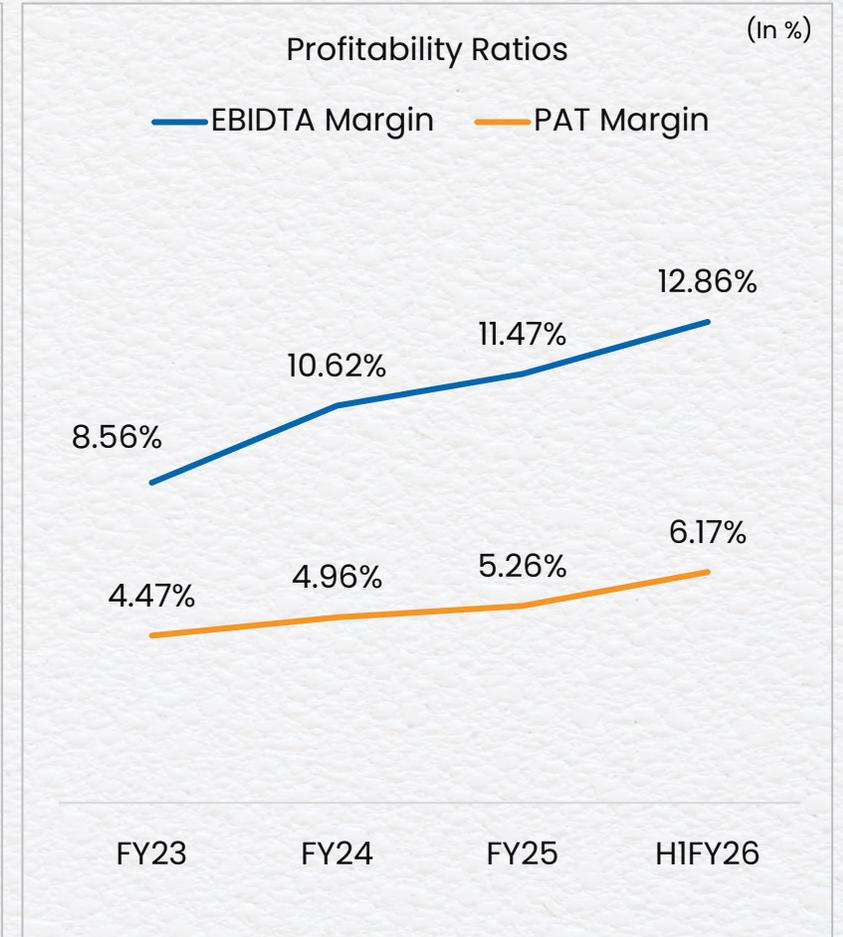
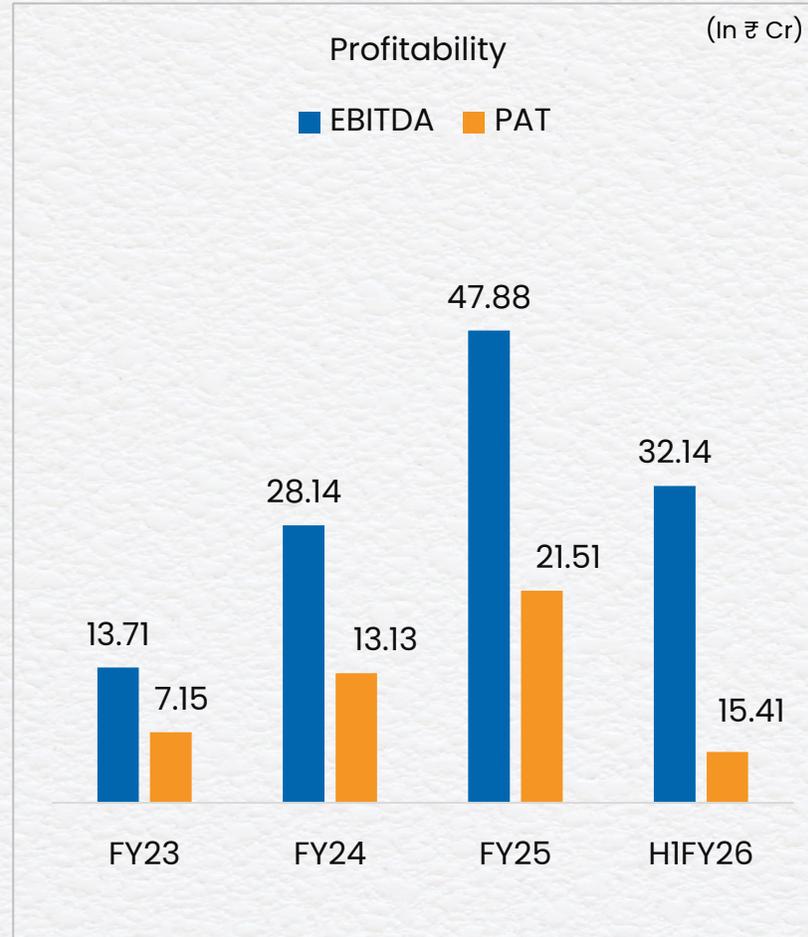
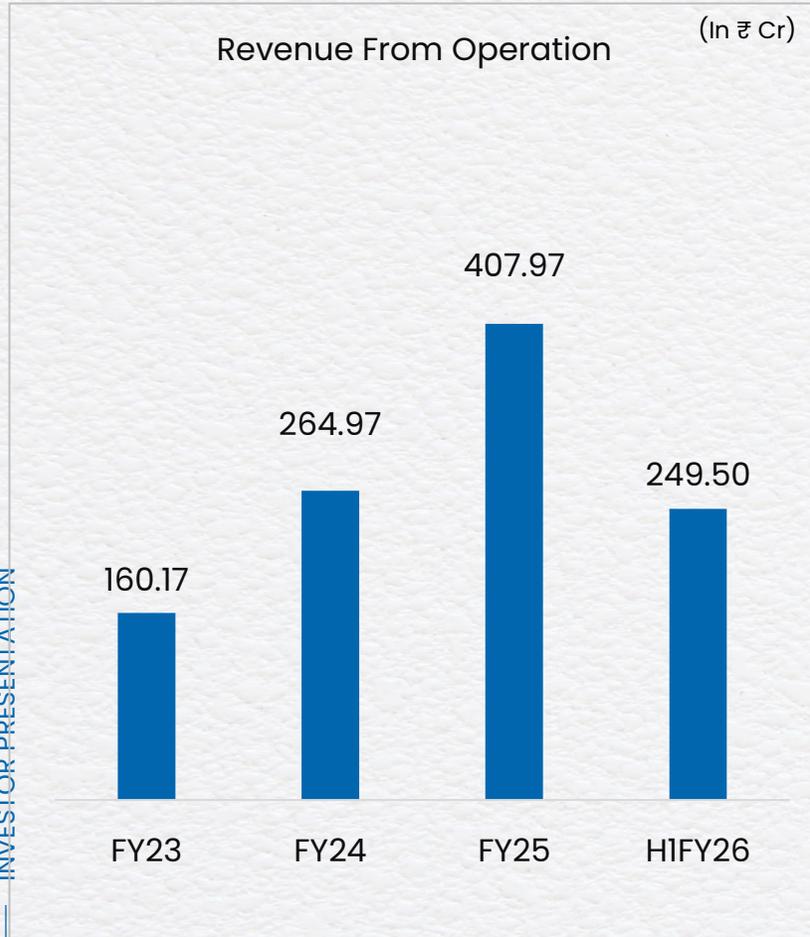
Annapurna Swadisht Limited is one of India's fastest-growing FMCG companies, dedicated to making quality and affordable food products accessible across the rural heartlands of Eastern and North-Eastern India. With state-of-the-art facilities in Asansol, Siliguri, Gurap, Dhulagarh, and Indore, and support from five white-label partners, the company ensures large-scale, efficient production.

Its diverse portfolio includes snacks, namkeen, biscuits, cakes, sweets, and confectionery, further expanded through the acquisition of "Madhur", adding chocolates and candies to its range. Today, Annapurna's products reach 20 states across India and international markets, driven by a mission to deliver trusted quality, local taste, and value for every household.

SUSTAINED FINANCIAL GROWTH; OUR KEY MILESTONE



Key Financials



H1FY26 FINANCIAL PERFORMANCE



	Consolidated			Standalone		
	H1FY26	H1FY25	% Chg	H1FY26	H1FY25	% Chg
Total Revenues	249.90	204.22	22.37%	210.50	203.84	3.27%
Total Operating Expenses	217.76	180.86	20.40%	183.43	180.77	1.47%
EBITDA	32.14	23.35	37.64%	27.07	23.07	17.34%
EBITDA Margin (%)	12.86%	11.44%	142.70 Bps	12.86%	11.32%	154.22 Bps
Interest	5.85	4.74	23.38%	5.38	4.73	13.74%
Depreciation	5.73	3.48	64.70%	4.33	3.48	24.43%
PBT	20.56	15.13	35.88%	17.36	14.86	16.82%
Taxation	5.15	2.67	92.88%	4.34	2.67	62.55%
Net Profit	15.41	12.46	23.67%	13.02	12.19	6.81%
NPM (%)	6.17%	6.10%	6.49 Bps	6.19%	5.98%	20.50 Bps
EPS (₹)	7.06	5.71	23.64%	6.56	5.59	17.35%

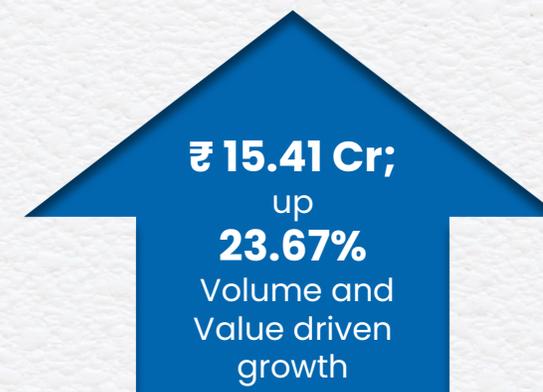
CONSOLIDATED TOTAL REVENUE:



CONSOLIDATED EBITDA:



CONSOLIDATED NET PROFIT:



SEGMENT WISE CONTRIBUTION TO REVENUES



TRADITIONAL SNACKS

18.61%

FY25

20.08%

HIFY26



CONFECTIONERY

10.54%

FY25

17.06%

HIFY26



WESTERN SNACKS

39.48%

FY25

30.56%

HIFY26



NOODLES

9.73%

FY25

7.85%

HIFY26



BAKERY BEVERAGES & OTHERS

12.44%

FY25

24.46%

HIFY26



EDIBLE OIL

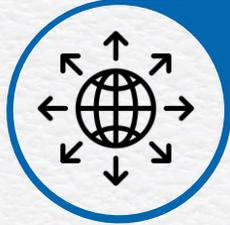
9.20%

FY25

NIL

HIFY26

H1FY26 : OPERATIONAL UPDATES



Expanded Reach:

Our total distribution network has grown to over 1,150 distributors, enhancing brand presence and strengthening our foothold in the core eastern markets while deepening penetration in adjacent geographies.

Strategic Product Launches:

We introduced a new range of higher-value products priced between ₹10-₹40 in urban markets within our regional strongholds, supported by a high-impact brand ambassador – Mr. Saurav Ganguly – campaign during Durga Puja.



GST Reduction – A Growth Catalyst:

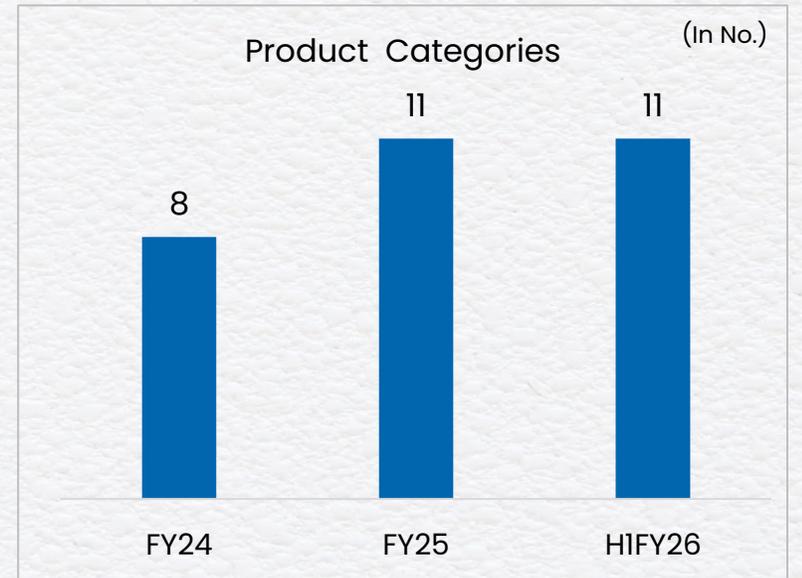
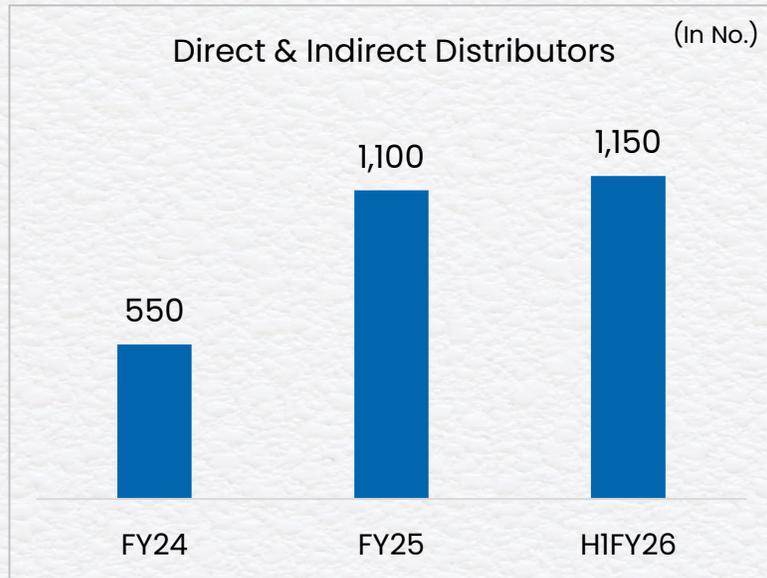
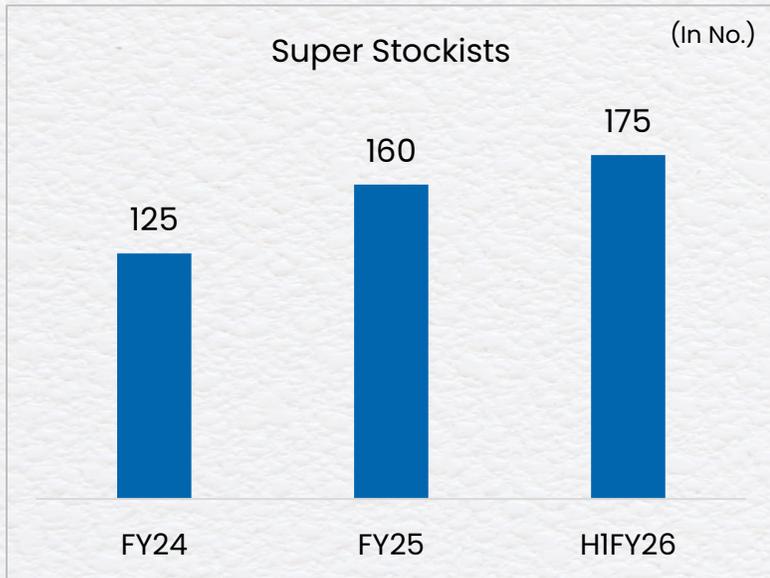
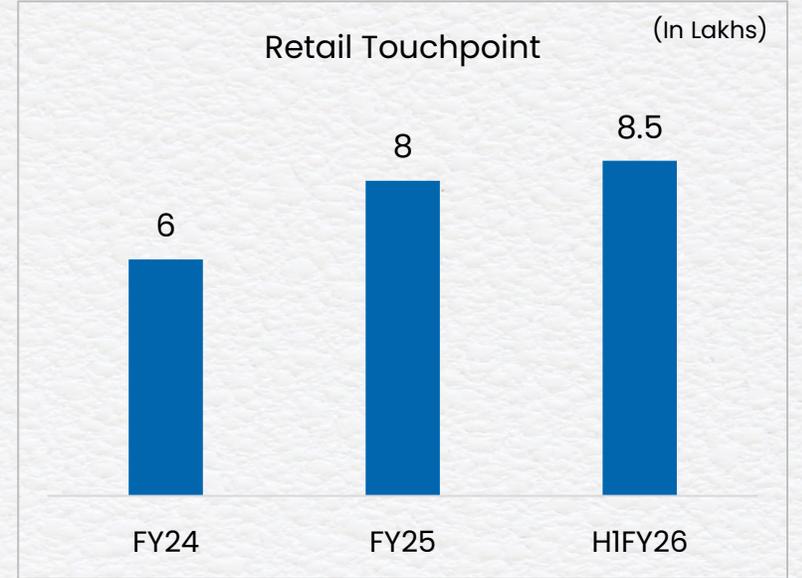
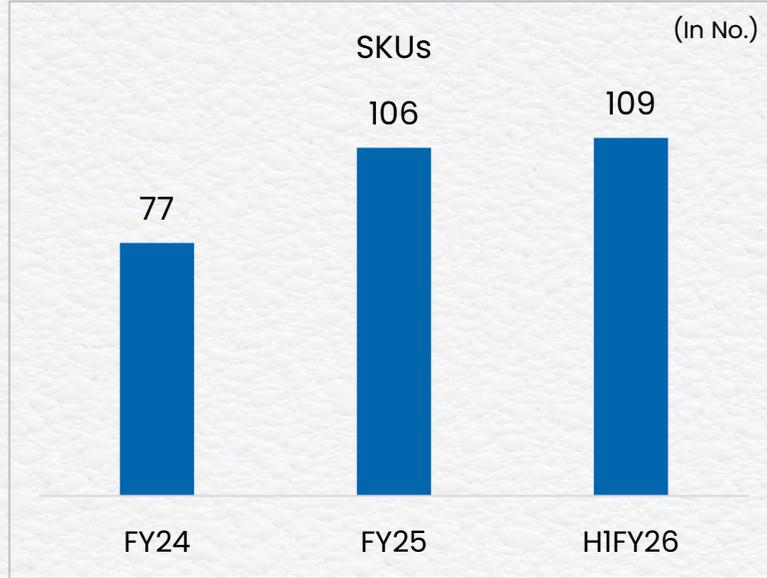
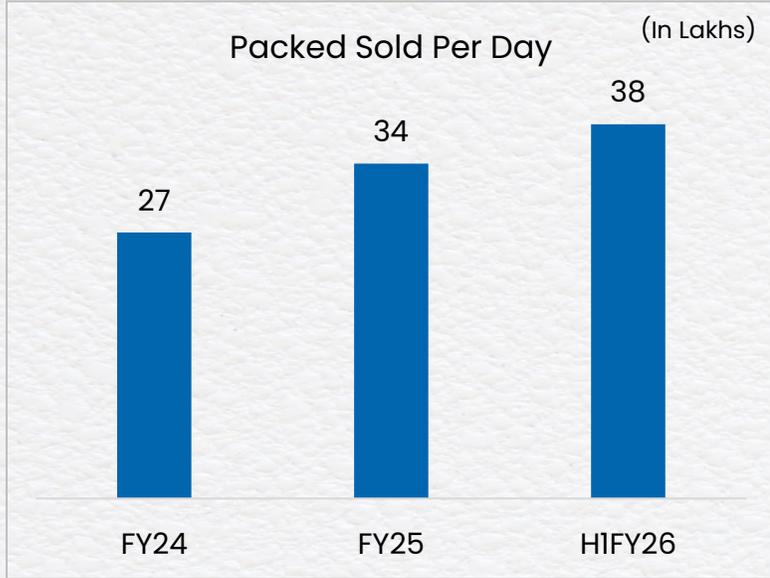
The reduction of GST from ~18% to 5% presents a significant opportunity to consolidate our position against unorganized players. Staying true to our customer-centric approach, we are passing this benefit to consumers by increasing grammage per packet.

Short-term Impact, Long-term Gain:

While Q2 sales faced temporary pressure due to distributor delays in anticipation of GST changes, we remain confident of a strong rebound in H2FY26, driven by improved pricing, enhanced product offerings, and expanded distribution reach.



DRIVING EFFICIENCY THROUGH EXECUTION



MANAGEMENT COMMENTRY:



Shreeram Bagla - Chairman & Managing Director

"We are pleased to report a strong performance in HIFY26, achieving 22% revenue growth and 24% growth in net profit on a consolidated basis – a testament to our robust business fundamentals and strong execution capabilities. This healthy performance was driven by the seamless integration of recent acquisitions, increasing consumer acceptance of our diverse product range, and enhanced operational efficiencies.

The acquisition of Madhur Confectioners Private Limited in FY25 has further strengthened our position in the confectionery segment, expanding our footprint across key international markets including the UAE, Europe, the UK, Saudi Arabia, Africa, and others.

Despite a temporary dip in sales during the GST rate finalization in Q2FY26, we remain confident of achieving strong revenue growth supported by our strategic initiatives, GST rationalization, expanded product portfolio, and strengthened distribution network. Our ongoing branding efforts, including the onboarding of Mr. Sourav Ganguly as Brand Ambassador, are enabling us to deepen our penetration in high-value packet segments and urban markets while continuing to consolidate our strong rural presence.

Looking ahead, we remain committed to broadening our product portfolio, deepening market penetration through our trusted brands, and strengthening our international presence. With these initiatives, we aim to sustain our growth trajectory, enhance profitability, and continue delivering long-term value to our shareholders.

At Annapurna Swadisht, our vision is to emerge as a leading FMCG brand across India, expanding well beyond our stronghold in Eastern India."



ACQUISITION OF MADHUR CONFECTIONERS PRIVATE LIMITED



Products

Confectionary (Lollipop, Chocolates, Candies)



Legacy

From 1996



Production facility

1.53 lac sq. ft. area



Market

20 Indian states including Maharashtra, West Bengal, Uttar Pradesh, Punjab, Africa & Middle East



Distribution channels

300+, online sales and export



STRATEGIC ACQUISITION TO ADD VALUE TO ANNAPURNA SWADISHT



Strategic shift in product portfolio from snacks to high growth confectionery segment

The acquisition gives us access to a state-of-the-art, ISO and HACCP-certified facility with a daily capacity of

90 Ton per day capacity

Has 31 SKUs

Currently under utilized, the plant offers significant headroom for growth

Existing distribution network offers ready market for confectionery products, 300 distributors focused on confectionery gets added with acquisition

Compelling product mix to drive incremental sales

Expanded our footprint across 20 Indian states and entered key international markets—including African and Middle East market.

This global foray positions us for accelerated cross-border growth and deeper market integration

STRATEGIC BRAND FOCUS



- Rolled out a new brand campaign featuring our Brand Ambassador during Durga Puja 2025 to enhance consumer engagement and visibility.
- Successfully launched multiple products in the ₹10–₹40 price range, strengthening the company's value portfolio.
- Focused on expanding presence in urban markets while further consolidating market share in rural regions.



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OUR JOURNEY OF GROWTH



2016

- Incorporated as Annapurna Agro Industries with the establishment of an extruded pellet unit in Asansol, West Bengal.
- Began operations by supplying raw pellets to regional snack producers.



2020

- Set up fryers and a packaging unit at the Asansol facility.
- Launched the first retail product – Fryums at a ₹5 price point, achieving over ₹13 crore in revenue.

2019

Identified the vast retail opportunity and initiated expansion into packaged snacks.

2022

- Commissioned the second manufacturing unit in Siliguri, West Bengal.
 - Crossed ₹160 crore in revenue with 38 SKUs across six categories.
 - Established a strong distribution network with 300 distributors and 80 super distributors across five states.

2021

- Expanded the team and strengthened distribution channels.
- Introduced new product categories – potato chips, cakes, and candies.

2023

- Listed on NSE Emerge.
- Enhanced presence in Odisha and Bihar, expanding from three to multiple states.
- Commenced operations at Gurap and Dhulagarh units.
- Acquired Madhur Confectioners Pvt. Ltd., adding chocolates and candies to the portfolio.
- Launched ready-to-eat noodles, popcorn, and jhalmuri, expanding to ten categories.

2025

Onboarded Sourav Ganguly as the Brand Ambassador, marking a new era of brand growth and national visibility.

2024

- Achieved a PAN India presence with a four-digit distribution network.
- Expanded into international markets.

THE LEADERS DRIVING THE GROWTH



Mr. Shreeram Bagla
Chairman & Managing Director

Mr. Shreeram Bagla is the driving force behind Annapurna, bringing over a decade of experience in the snacks industry. He leads the company's strategic expansion and overall management functions. A graduate in Economics from Calcutta University, Shreeram combines in-depth industry knowledge with strong professional relationships, playing a crucial role in steering the company's growth and strengthening its market presence.



Mr. Ritesh Shaw
Whole-time Director

Mr. Ritesh Shaw is a Chartered Accountant with over 20 years of diverse experience spanning investment banking and entrepreneurship. Over the past decade, he has successfully advised and assisted various clients in strategizing and establishing large-scale industrial operations. Since the inception of Annapurna Agro, Mr. Ritesh has been closely associated with the company and continues to play a pivotal role in identifying growth opportunities and formulating strategies to drive its long-term expansion.



Mr. Manoj Sharma
Whole-time Director

Mr. Manoj Sharma is a Chartered Accountant with over 20 years of experience in finance, supply chain, and project implementation. He has worked with Videocon International and spent 18 years at Birla Corporation Limited, last serving as Vice President – Logistics. At Annapurna, he plays a key role in driving operational excellence and strategic growth.



Mr. Chandan Ghosh
Independent Director



Mrs. Rachan Yadav
Independent Director



Mr. Harish Navarathna
Independent Director

WAY FORWARD:



- Continued momentum in core markets and deeper expansion into North & Central India
- Launch of new SKUs in the festive quarter, including premium gifting formats
- Marketing investment in building the unified brand across channels
- Focused push on modern trade, general trade expansion, and D2C initiatives



Thank You

For investor relations queries, contact:
Shakeel Ahmed, Company Secretary

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🌐 www.annapurnasnacks.in

