

Ref: SECT: STOC: 123-25

October 15, 2025

To The Manager **BSE Limited**

Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001

Scrip Code: 519552

Sub: Investor Presentation - reg

Dear Sir/Madam, Pursuant to Regulation 30 and other respective regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are herewith enclosing the copy of Investor Presentation which covers the milestones achieved by the Company during the

quarter and six months ended September 30, 2025, apart from that there are certain other information which is required to be known by our existing shareholders as well as

To

The Manager,

Listing Department,

Scrip Code: HERITGFOOD

National Stock Exchange of India Limited

Exchange Plaza, C-1, G Block, Bandra-Kurla

Complex, Bandra (East), Mumbai – 400 051

prospective investors of the Company.

The copy of the same also available in the website of the Company i.e. www.heritagefoods.in

Kindly take the same on record and display the same on the website of your exchange.

Thanks & Regards,

For HERITAGE FOODS LIMITED

UMAKANTA BARIK

Company Secretary & Compliance Officer

M No: FCS-6317

Encl: a/a



The Promise of Health and Happiness

Quality From Farm To Table

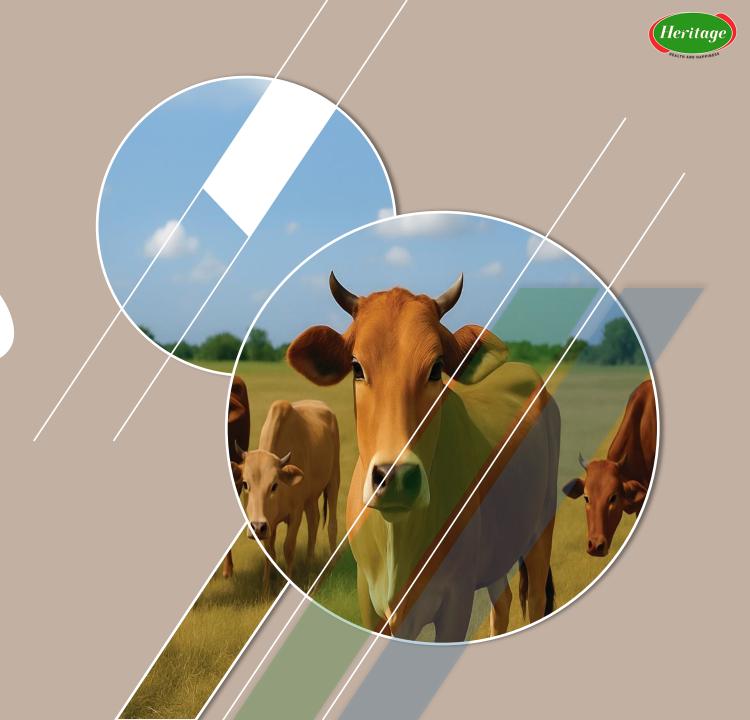


Corporate Presentation Q2 & H1FY26



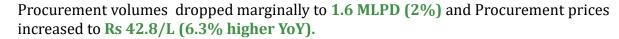






Q2 & H1FY26 Financial Highlights





Milk Sales volumes peaked to 1.21 million liters per day (MLPD) up 1.1% YoY, The average selling price increased to ₹57.0/L from ₹54.6/L last year, reflecting stable market positioning and pricing strength.

Value-Added Products (VAP) segment, achieving a **14.8% increase in revenues**, reaching **Rs. 3,417 million**. Contribution of VAP to total revenue improved by **1.8%** YoY to **31.4% from 29.6% in Q2FY26 showcasing resilience despite** unfavourable monsoons.

When including consumer packs of Ghee and Butter, VAP revenue reached Rs. 4,132 million, up 18% YoY. This segment is up 3.1% YOY to reach 37.9% to total revenue compared to 34.8% in Q2 FY25.





Mr. A V Girija Kumar Chairperson HERITAGE FOODS LIMITED

Heritage Foods reported **resilient Q2 FY26 Revenue of ₹11,125 million, up ~9% YoY,** despite elevated procurement costs and extended monsoons. Operational agility and a diversified portfolio sustained milk and VAP momentum.

VAP volumes grew strongly while strategic pricing, optimized sales mix, and GST benefits supported profitability. Brand campaigns and expanding distribution reinforced consumer loyalty.

Looking ahead, **improving milk availability, festive and seasonal demand, GST-led tailwinds**, and ongoing
formalization in the dairy market, along with upcoming
capacity additions including the ice cream facility, position
Heritage for a strong H2. Continued focus on innovation, digital
engagement, and farmer partnerships will drive sustainable,
long-term growth.



GST Cuts – Cost benefits transferred to Consumers

Reinforcing commitment to affordability, transparency, and consumer trust

Product Category	Old GST slab	New GST Slab
UHT Milk (Tetra-Pack)	5%	Nil
Paneer (Packed)	5%	Nil
Butter / Ghee / Dairy Spreads	12%	5%
Cheese	12%	5%
Ice Cream	18%	5%

Heritage Products	Impact on Pricing		
Ghee	₹50 per litre reduction		
Butter & Cheese	₹50 per kg reduction		
Paneer	₹25 per kg reduction		
UHT Milk	₹3 per litre reduction		
Ice Cream	₹35 off (950ml pack), ₹20 off (700ml pack)		



Rising Health & Nutrition Awareness



Formalization & Organised Retail Push



Growing Consumption Occasions



Policy & Cost Tailwinds



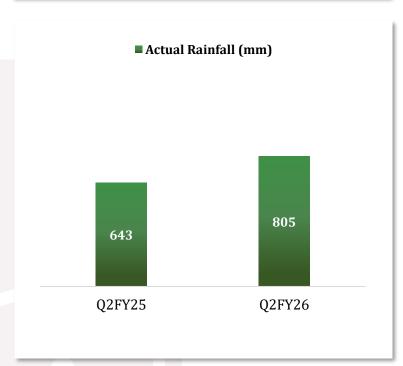
Shift Toward Trusted Brands



Triple Whammy Behind Q2 Milk Price Surge

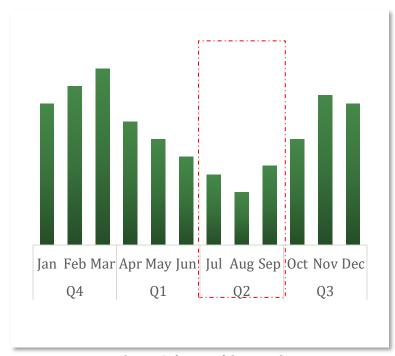


Monsoon Surges Above Normal

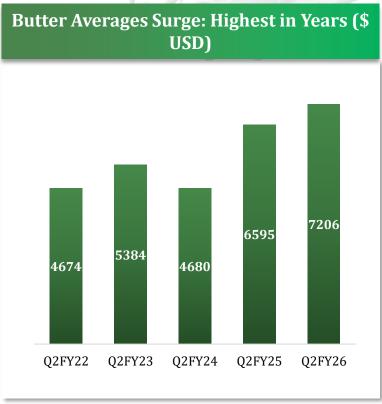


Source: Company sources

Leanest Quarter for Milk Output (ltr)



Source: Industry and Company Sources



Source: Global Dairy Trade



Above - average rainfall in key dairy regions hampered production slowed down key VAP product consumption



Milk output falls in Q2, leanest phase of the intra - year cycle.

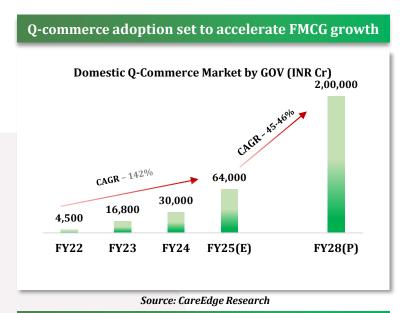


National butter stocks are at a low, increasing raw milk demand.

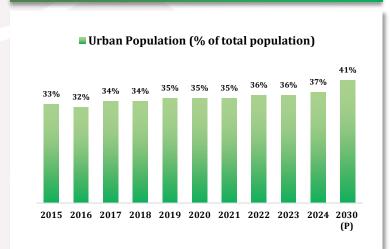


Macro Tailwinds Fueling Dairy Demand and Value-Added Product Potential

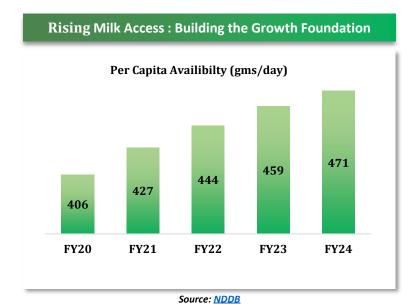




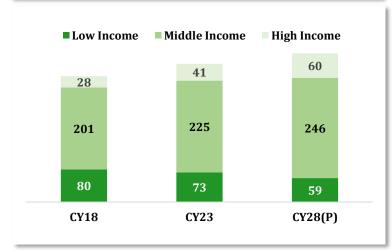




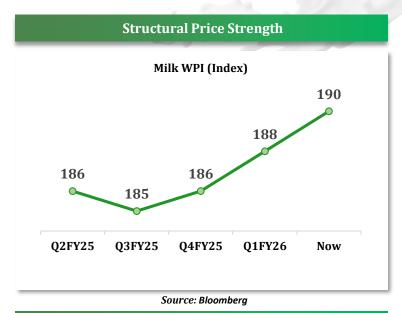
Source: Technopak Report



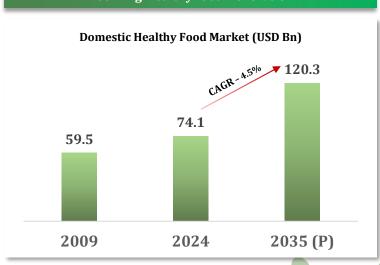
Value Creation: India's Middle Class Expands (mn)



Source: Redseer, Broker Reports



Booming Healthy food Revolution

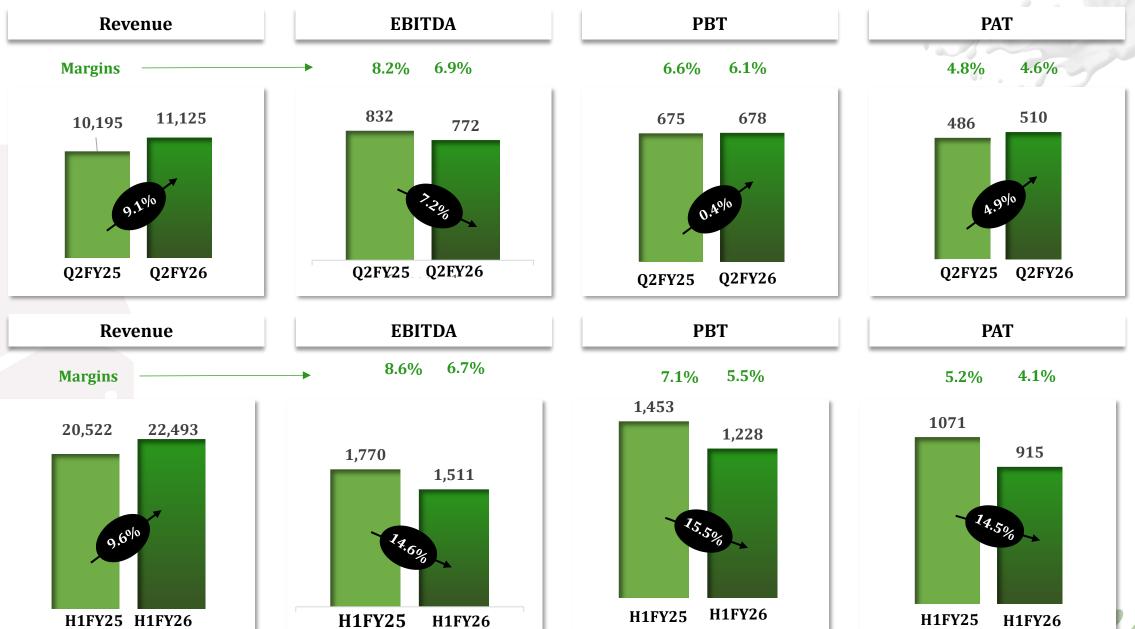


Source: Market Research Future

Q2 and H1FY26 Consolidated Financial Performance

Q2FY26





Q2 & H1FY26 Consolidated Financial Performance

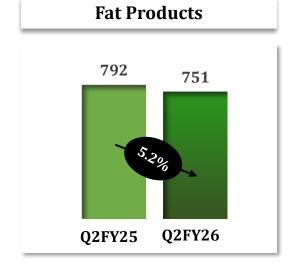


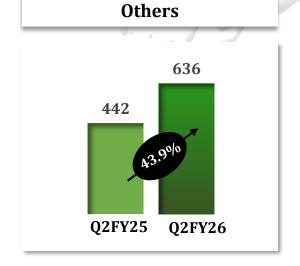




Milk Revenue 6,321 5,984 **Q2FY25 Q2FY26**

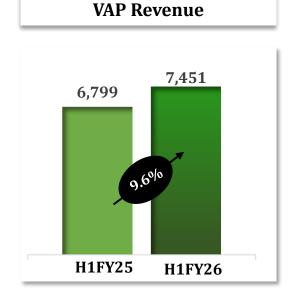
VAP Revenue 3417 2977 Q2FY25 Q2FY26



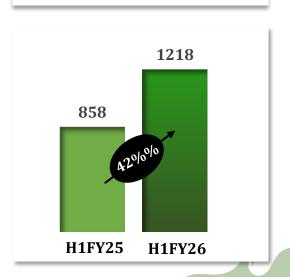


11,605 12,262 H1FY25 H1FY26

Milk Revenue







Others

Heritage Nutrivet Limited - Wholly owned subsidiary





Leading livestock feed producer & distributor in 9 States across India.





Feed volumes grew 37% YoY and 10% QoQ, with Revenues up 34% YoY and 9% QoQ, reflecting sustained demand and strong execution.





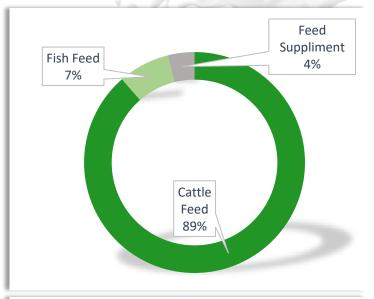
Strong **farmer connect** with deep understanding of rural practices - Serving **farmers** across **9 states**.

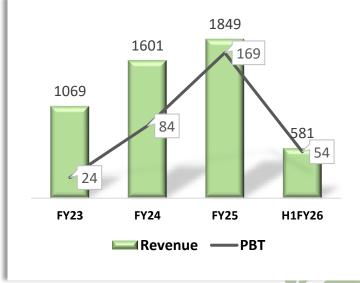




Enhances **livestock health** and longevity, boosts **milk yield**, prevents **energy deficiencies**, and promotes sustainable, **innovation driven nutrition**.

Product Portfolio







Crafting cold delights:

Ice Cream Plant Taking shape at Shamirpet, Hyderabad



Control, Leaner Model: Yogurt's Next Chapter with Heritage







Strategic Investment: HFL raised its stake in HNFL to 94.4%, deepening presence in the fast-growing fermented dairy segment.



Integrated, Lean Supply Chain: Driving speed, efficiency, and scalability across operations.



Fastest-Growing Yogurt Brand in Q2: Achieved national footprint within months, with listings across Q-commerce and modern trade.









Consolidated Financial Performance



Particulars (INR Mn)	Q2FY26	Q1FY26	Q2FY25	Y-o-Y (%)	H1FY26	H1FY25	Y-o-Y (%)
Revenue from Operations	11,125	11,368	10,195	9%	22,493	20,522	10%
Expenses	10.353	10,628	9,363	11%	20,982	18,752	12%
EBITDA	772	739	832	(7)%	1,511	1,770	(15)%
EBITDA Margins (%)	6.9%	6.5%	8.2%	(123) bps	6.7%	8.6%	(191) bps
Depreciation	201	187	173	16%	388	340	14%
Finance Cost	38	42	39	(1)%	80	73	11%
Other Income	52	53	75	(31)%	104	130	(20)%
Share of Profit/(Loss) of an associate & Joint Venture	-	(13)	(20)	(100)%	(13)	(36)	(63)%
Exceptional Item	94	-	-	-	94	-	-
Profit Before Tax	678	550	675	0%	1,228	1,453	(15)%
Tax	168	144	188	(11)%	312	382	(18)%
Profit After Tax	510	406	486	5%	916	1,071	(14)%
PAT Margins (%)	4.6%	3.6%	4.8%	(20) bps	4.1%	5.2%	(115) bps
Other Comprehensive Income	(3)	(3)	(3)	16%	(6)	(5)	17%
Total Comprehensive Income	507	403	484	5%	910	1,065	(15)%
EPS Diluted (INR)	5.5	4.4	5.2	5%	9.9	11.5	(14)%

Milk Campaign continued with influencer and on-ground action



New HFL Milk Campaign - Pure Doodh ki Shakti brought sustained gains in brand health

Sustained to build an emotional bond with the consumer by establishing Heritage Milk as a partner in Mom's quest for pure milk nutrition for her children.

Upped the ante on establishing Heritage Milk as the 'Purest Milk' by launching 'Purity ka Report Card Activation'

TV (700 GRPs)+ Influencer campaign (47Mn Views)







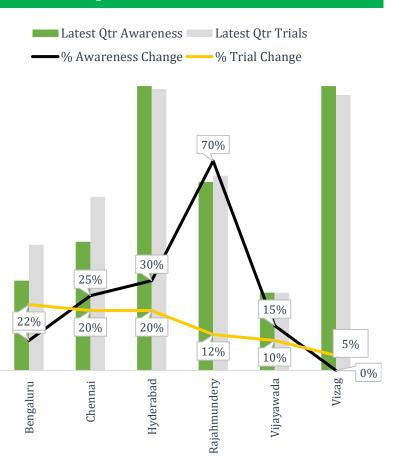
'Purity ka Report Card' Activation reaching 100K Consumers







Sustained gains in awareness and trials over last 6 quarters across all markets



Sampurna cow milk launch in Hyderabad and Bengaluru



New Sampurna cow milk proposition building further on Purity: "Pure goodness from village"

After successful launch in North and east, we launches it in Core markets - Hyderabad and Bengaluru



Pure Goodness from the Village



Biggest media property "Big Boss" for the big festival boost



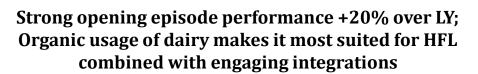
Big Bang Roll Out of Festive Campaign- Sponsorship of No. 1 Media property - 'Big Boss' Telugu and Kannada













Livo continues to spread its wings with healthy lifestyle message



Livo Yogurt establishes new milestones; achieves 6-8% market share across key e-com, MT chains

Collab Ad with Flipkart minute (3 Mn+ views) to boost trial during the festival sale "Big Billon Days" with ~1.5 lakh consumers enjoying the product

Launched New Campaign for 'Heritage Livo' Badam Milk - 'Energy Ka Lambaa Dose' - 40Mn view and counting

Livo Badam Milk campaign positions Heritage LIVO as a healthy alternative to unhealthy drinks gives sustained energy to face challenges head on through the day









Heritage: Delivering across the Dairy Value Chain

Operating as a large FMCG company





Winning Model

Deep relation with 300,000+ farmers, built on immutable principles.

Unique, federated supply chain model that gives a strong advantage of 'freshness'.

Top brand in Southern metro cities, on brand recall and loyalty*

Strong professional leadership that thrive in this 'Great Place to work'.

*Brand Health Track – internal study



Operational Excellence

3 Decades of Operations

2.5 MLPD Chilling capacity

2.83 MLPD Processing Capacity

18 Plants closer to the consumer

10 Mn consumers serviced daily



Business Metrics

Revenue CAGR 16% (FY22-FY25)

25.0% Gross margin

8.0% EBITDA Margin

0.18 Net Debt/Equity

24.3% ROCE



Balanced Full Stack Portfolio













*As of FY25

Strong Volume Led Growth in Dairy

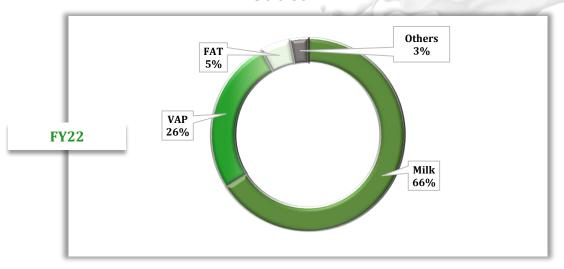


3 Year CAGR (FY22-FY25)

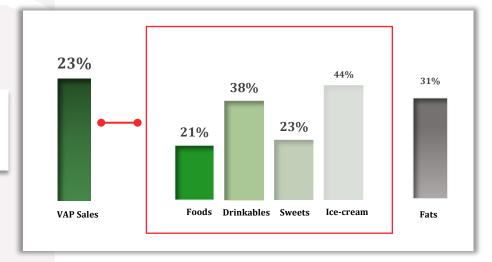
Proven
Expertise in
Scaling Milk
Procurement
to
Match Sales
Growth

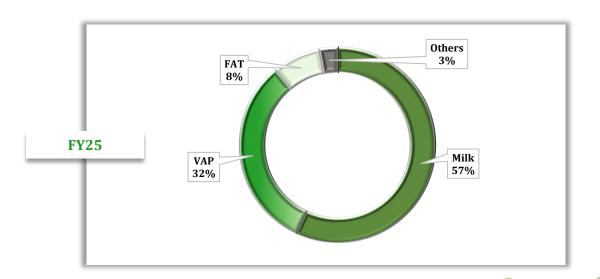


Product Mix













Business Model Built on Multiple USPs



Strong relationship with farmers



Federated Supply Chain



Integrated Distribution Network

Collaborative Business

Planning

R&D and Marketing Capabilities



Strategic Working Capital Management



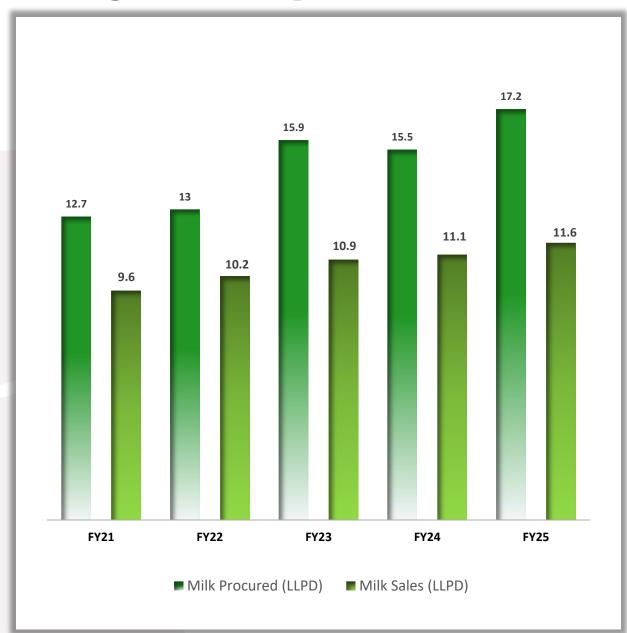
Focus on Logistic Efficiencies





Strong relationship with farmers - *Milk Procurement: Preferred Buyer*



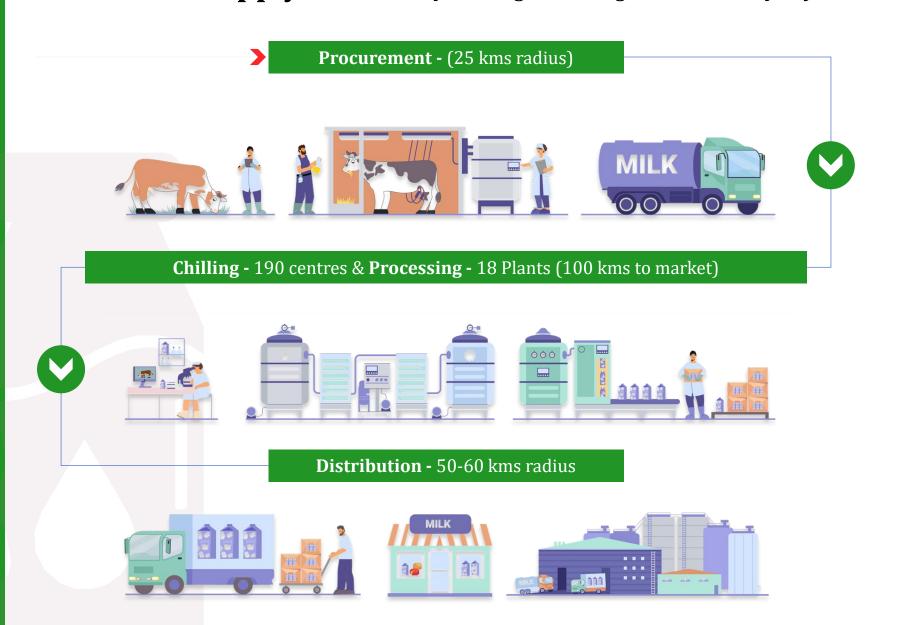




- Transparency and accurate measurement
- Fair pricing based on measurement of solids (fat and SNF) delivered
- Faster and guaranteed cashflow to farmers Thrice a month payment
- No Milk holiday since inception

Federated Supply Chain - Operating as a large FMCG company





This reduces distance traveled by milk and maintains freshness

Integrated Distribution Network





Fostering Strategic Partnerships Through Collaborative Business Planning



Brick and Mortar











Ecommerce













- Annual Strategic
 Business Planning
 with Channel
 Partners
- Fostering

 Long-Term
 Partnerships
 and Unmatched
 Customer Loyalty

R&D and Marketing Capabilities



New Product Launches















- Golden Peacock Award for Excellence in Corporate Governance' for the year 2025
- ABECA 2025 (AmbitionBox Employee Choice Award) by the Naukri team, ranking among India's Top Rated FMCG Companies
- Certificate of Appreciation from Govt. of Telangana for groundwater management at Shamirpet Plant
- Bronze Medal at the 6th CII-FACE Kaizen Awards 2024 for food safety and quality at Bayyavaram Plant
- Gold at E4M IMA South 2024 for New Product Launch FMCG
- Silver at E4M IMA South 2024 for Integrated Marketing Heritage Paneer Campaign
- Silver at E4M IMA South 2024 for Branded Content Heritage Buffalo Milk
- Bronze at E4M IMA South 2024 for Digital Marketing Heritage Howzzatt Campaign
- Bronze at E4M IMA South 2024 for Omni Channel Marketing Heritage Buffalo Milk





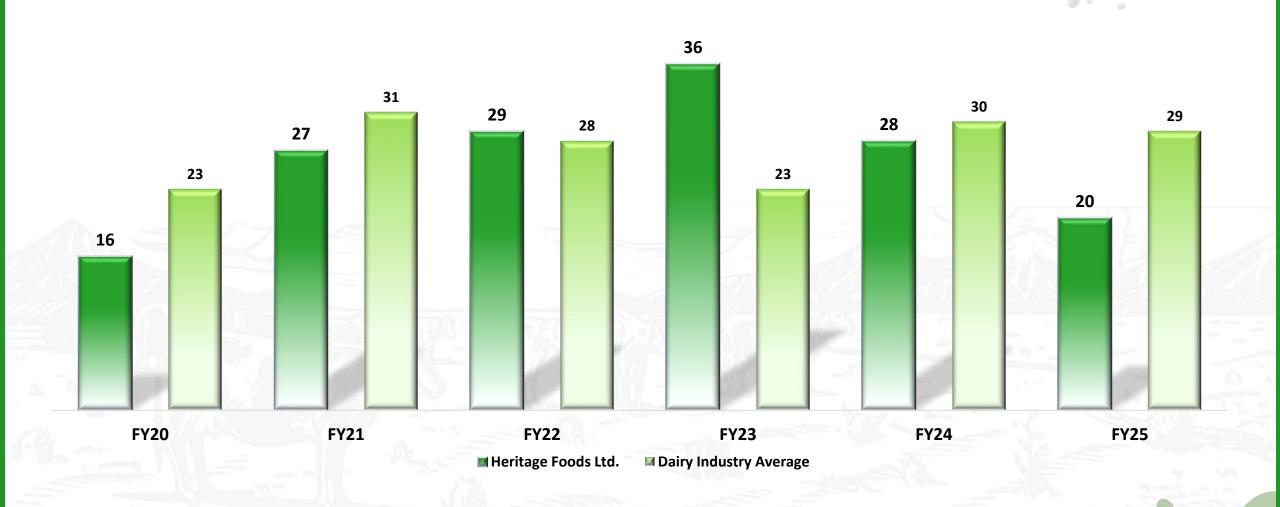




Strategic Working Capital Management - Significant Reduction over last one year



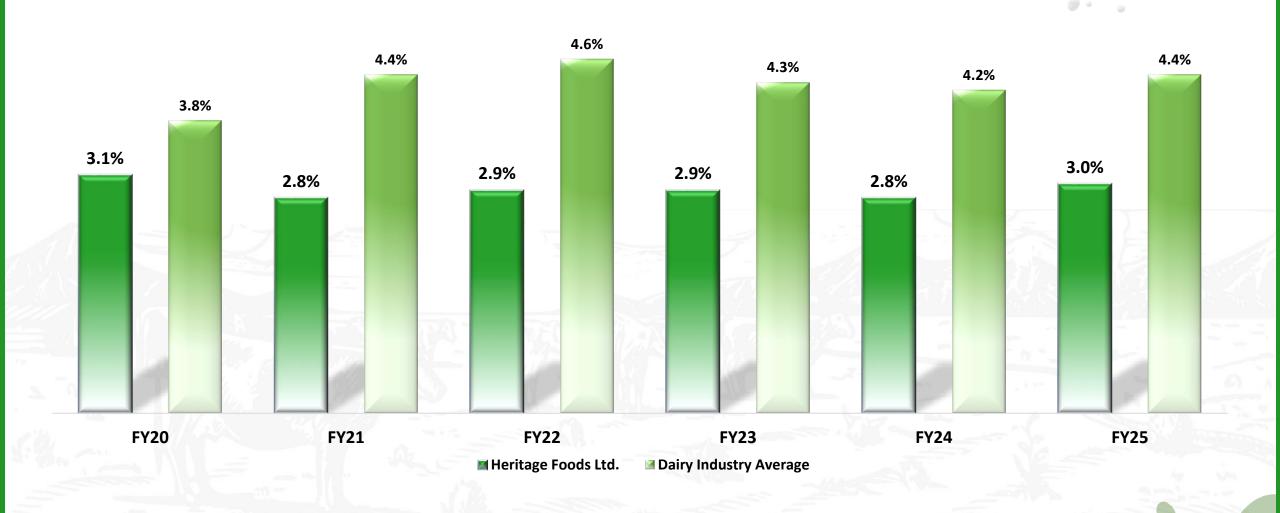
Working Capital Days



Focused on Logistic Efficiencies- Lowering Operational Costs



Freight spends as a % of Revenue





Clear Strategic Priorities to Drive Future Growth







Geographical Footprint



Margin Expansion



Brand Building



Highly Tech Enabled

Geographical Footprint



Maharashtra



Manor

Karnataka

Tamil Nadu



Andhra Pradesh



Telangana



Bayyavaram





Gokul





Haryana

Uppal

Narket pally



INDICATORS:

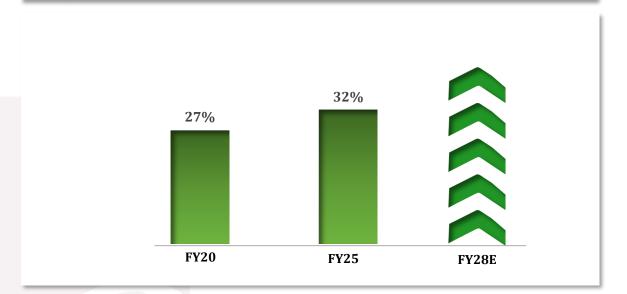
- Milk and Milk Products Sales 17 States
- **Milk Procurement 9 States**



VAP portfolio to Improve Margins



Higher Contribution of VAP (exc. Bulk FATS) to Revenue



Factors Driving VAP growth:

- Urbanisation
- Unorganised to Organised shift in the sector
- Higher disposable income

Higher Gross Margins



Industry Growth potential (By Category):

Category	Organised Market Share	CAGR (next 7 years)		
ICE CREAM	40%	18-20%		
CURD	14%	21-23%		
PANEER	4%	23-25%		
GHEE	18-19%	9-12%		

From Commoditized to Customized - *Shaping unique experiences in a world of sameness*



Truly Good Sweets

Bring home the taste of tradition, every time







Livo Drinkables – Sip Pure. Live More.







SARVAGUNA

Milk - the all - rounder your kitchen can count on.



Truly Good Gawa ghee -

Bengal's own rich, aromatic brown ghee.



Total Curd – Full of Goodness, Packed with Taste.



Digitally Enabled Operations



Customer Live Application helps streamline sales and costs attributable while creating a responsible and accountable support environment at Heritage DIGIT Centre



Distributor Management System
helps streamlining the primary
and secondary sales process from
Agent level up to the counter
sales level in an authentic
manner



Heritage VET+ is a one-stop solution for milch animal management. It provides virtual primary veterinary care, nutrition and best practices in dairy management





We prioritize the highest standards of quality in every product we produce, ensuring that our consumers receive only the best, fresh, and nutritious dairy options.

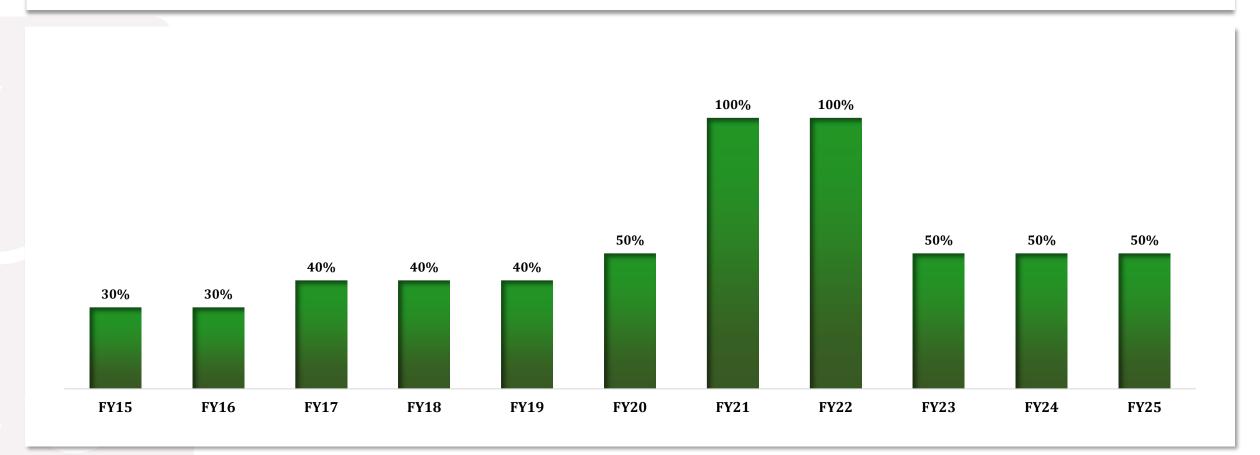
Diversified and Growing Product Portfolio TOTAL SKU's: 400+ **≡**(Heritage 38

Focused on Shareholder Value Creation - Consistently Paying Dividend



The company maintained its commitment to shareholders by continuing to pay dividends, even during the challenging COVID years.

PERCENTAGE OF DIVIDEND OF FACE VALUE



Srideep Kesavan CEO

At Heritage, we transcend the identity of a dairy company, embodying the essence of a progressive FMCG brand. Rooted in tradition yet driven by innovation, we craft products that enrich lives, inspire trust, and uphold uncompromising quality.



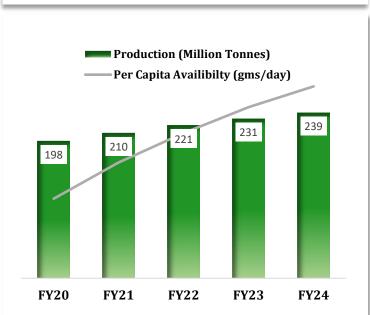
India's Dairy Industry: Poised for Significant Growth







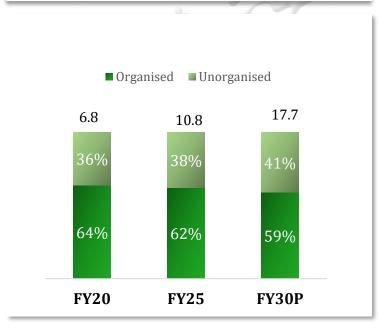
Steady growth in milk production & Per capita availability



Source: <u>Fortune Business Insights</u>
Source: <u>National Dairy Development Board</u>

- India the largest milk producer by contributing 23% of global milk production
- Huge availability of milk in the country boosts the production of value-added and processed products.
- Government impetus National Action Plan for Dairy Development (NAPD), National Programme for Dairy Development (NPDD), Interest Subvention on Working Capital Loans for Dairy Sector.

Unorganised to Organised shift (INR Tn)



Source: Ilattice Analysis

- ~40% of milk sales are handled by the organized sector, while 60% is managed by the unorganized sector.
- In contrast, developed nations process around 90% of surplus milk through the organized sector.



Enviornmental

6.46 MW solar capacity 6.30 MW wind capacity Lowering carbon footprint through climate - aligned initiatives. 100% facility coverage under waste minimization and recycling framework. 12.76 MW renewable capacity fulfilling 39% of total power needs.

Social



Governance





Board of Directors





Mr. Angara Venkata Girija Kumar Chairperson, Non-Executive Independent Director

Commerce graduate, MBA, AIII, and Member of FSIB, Ministry of Finance. Former CMD of Oriental Insurance with 40+ years of global insurance experience; also served as Independent Director in top conglomerates.



Mrs. Bhuvaneswari Nara
Vice Chairperson/Managing Director

Bachelor of Arts with rich business experience, leading Heritage Foods since 1994. Key driver of growth, overseeing operations with a focus on innovation and excellence in the dairy industry.



Mrs. Aparna Surabhi Non-Executive Independent Women Director

FCA with B.Com and LL.B. from Bombay University, practicing since 1991. Brings 33+ years of audit and start-up consulting experience. Currently CFO & CHRO at Caliber Technologies Pvt. Ltd.



Mrs. Brahmani Nara Executive Director

A graduate in Electrical Engineering from Santa Clara University, MBA from Stanford, and Communication Engineering degree from CBIT, Hyderabad. Since 2014, she has driven innovation and growth at Heritage Foods with her strong technical and strategic expertise.



Mr. M P Vijay Kumar Non-Executive Independent Director

Fellow Member of ICAI, ICMA, and ICSI with 30+ years of experience. Member of IFRS Interpretation Committee and Advisory Council. Former ICAI Council Member, ASB Chairman, and NFRA Ex-Officio Member. Named BW CFO of the Year 2021 and among CIMA's 100 most influential CFOs in India.



Dr. M Sambasiva Rao *Whole Time Director*

A Doctorate in Zoology and about 20 years in the IAS, including as Joint Secretary in the Ministry of Commerce, now drives growth at Heritage Foods with his governance and commerce expertise.



Mr. Rakesh Thakur Ahuja Non-Executive Independent Director

Production Engineering graduate from Pune University and Harvard OPM alum. Founded Silver Line Wire Products in 1993, pioneering high-quality plastic-coated wire products for households.

Experienced Leadership Team with Proven Expertise





Mr. Srideep Kesavan *CEO*



He brings over 28 years of experience, with two decades in the packaged food industry as a seasoned marketer and business leader. He has held leadership roles at Coca- Cola India and Olam International Singapore. He is an alumnus of XLRI and CET Trivandrum.



CA A. Prabhakara Naidu *CFO*



A Fellow Member of the Institute of Chartered Accountants of India, he graduated with a university rank in Science from Sri Venkateswara University. With over 36 years of experience in finance and accounts, he has been an integral part of Heritage Foods since its inception, contributing significantly to its growth and financial management.



Mr. J Samba Murty



He holds an MBA in Marketing and a Bachelor's in Science. As the COO of Heritage Foods since 2007, he brings extensive experience in Sales & Marketing. He has previously held leadership roles at APDDCF Limited, Visakha Dairy, NDDB, and Reliance, focusing strongly on the dairy and agribusiness sectors.



Mr. Umakanta Barik Company Secretary



He holds a Master's in Economics, LLB, FCS, and LIII. A Fellow Member of the Institute of Company Secretaries of India, New Delhi, and a licentiate from the Insurance Institute of India, Mumbai, he has over 25 years of experience in Secretarial, Legal, Insurance, and Intellectual Property Rights domains.

Historical Consolidated Income Statement



Particulars (INR Mn)	FY23	FY24	FY25
Operating Income	32,407	37,939	41,346
Expenses	31,024	35,844	38,036
EBITDA	1,383	2,095	3,310
EBITDA Margins (%)	4.3%	5.5%	8.0%
Depreciation	561	608	696
Finance Cost	39	91	154
Other Income	121	120	279
Share of Profit/(Loss) of an associate & Joint Venture	(85)	(65)	(69)
Exceptional Item	-	-	87
Profit Before Tax	817	1,451	2,582
Tax	238	385	700
Profit After Tax	580	1,065	1,883
PAT Margins (%)	1.8%	2.8%	4.6%
Other Comprehensive Income	(3)	(11)	(13)
Total Comprehensive Income	578	1,055	1,870
EPS Diluted (INR)	6.33	11.48	20.29

Historical Consolidated Balance Sheet

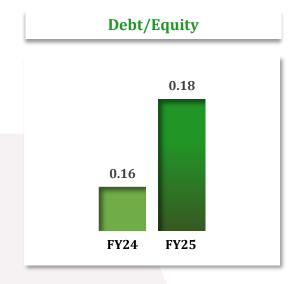


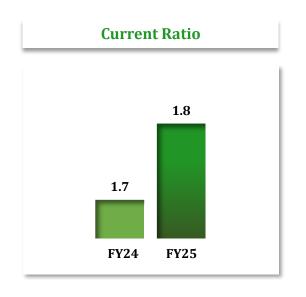
Particulars (INR Mn)	FY23	FY24	FY25
Equity And Liability			
Equity Share Capital	464	464	464
Reserve and Surplus	6,795	7,618	9,256
Shareholders Fund	7,259	8,082	9,720
Minority Interest	0	0	0
Total Equity	7,259	8,082	9,720
Non-Current Liabilities			
Long-term Borrowings	332	1,095	1,461
Deferred tax liabilities (net)	247	261	287
Other long-term liabilities and provisions	266	302	350
Total non-current liabilities	846	1,658	2,098
Current Liabilities			
Short-term Borrowings	1,348	226	283
Trade payables	770	1,450	1,715
Short Term Provisions	90	108	136
Other current liabilities	938	1,287	1,631
Total current liabilities	3,146	3,071	3,766
Total Equity and Liability	11,250	12,811	15,583

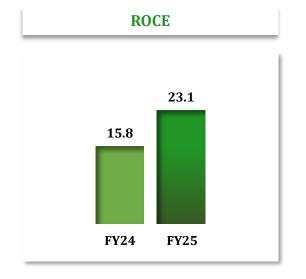
Particulars (INR Mn)	FY23	FY24	FY25
Assets	1000		
Non-Current Assets			
Property, Plant and Equipment	6,133	6,968	7,411
Capital WIP	199	201	680
Intangible assets & investment property	84	76	65
Investment in Associate & Joint Venture	144	177	96
Financial assets	107	115	160
Other non-current assets	50	25	320
Total non-current assets	6,717	7,561	8,732
Current Assets			
Inventories	3,789	2,619	3,552
Investments	0	1,222	1,862
Trade Receivables	280	287	380
Cash & Bank Balances	192	838	697
Loans	0	0	0
Other Current Assets	271	283	360
Total Current Assets	4,533	5,250	6,851
Total Assets	11,250	12,811	15,583

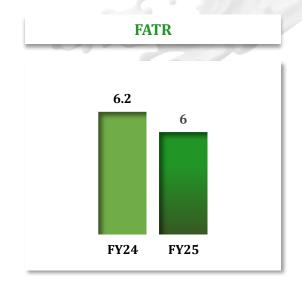
Strengthening Financial Health: Key Balance Sheet Ratios (Standalone)

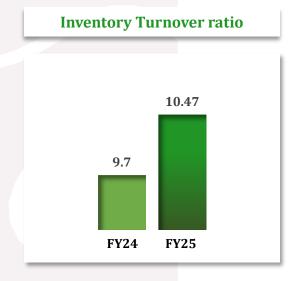


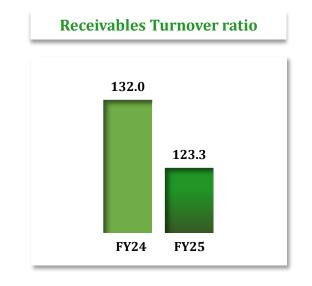


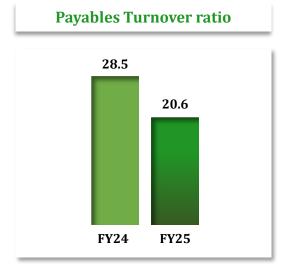














THANK YOU

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