| | ACT FY26 | ACT FY26 | ACT FY26 | ACT FY26 | ACT FY26 |
|---|---|---|---|---|---|
| **ID FRESH CONSOL** | **Apr-25** | **May-25** | **Jun-25** | **Jul-25** | **Aug-25** |
| **Net Sales** | **64.24** | **68.22** | **66.94** | **71.90** | **70.75** |
| Sales | 67.14 | 71.44 | 70.36 | 75.24 | 75.05 |
| Other Inc | - | - | - | - | - |
| *Offers&Promo* | -0.92 | -1.16 | -1.32 | -1.48 | -2.44 |
| *DiscountAllowed* | -1.98 | -2.06 | -2.10 | -1.86 | -1.87 |
| **Material Cost** | **25.96** | **26.83** | **26.35** | **29.04** | **28.15** |
| Cost of Goods as per BOM | 25.80 | 26.52 | 25.95 | 28.18 | 27.84 |
| Other Material Cost | 0.17 | 0.13 | 0.26 | 0.22 | 0.23 |
| Extra Material Cost | 0.00 | 0.18 | 0.14 | 0.64 | 0.08 |
| In-Take Margin | **38.28** | **41.40** | **40.58** | **42.86** | **42.60** |
| **In-Take Margin** | **59.58%** | **60.68%** | **60.63%** | **59.61%** | **60.21%** |
| Cost of Returns | 2.31 | 2.38 | 2.46 | 2.64 | 2.77 |
| **Returns %** | **3.60%** | **3.49%** | **3.67%** | **3.68%** | **3.92%** |
| **Gross Margin** | **35.97** | **39.01** | **38.13** | **40.21** | **39.82** |
| **GM %** | **55.98%** | **57.18%** | **56.96%** | **55.93%** | **56.29%** |
| **Direct Expenses** | **8.85** | **9.08** | **9.19** | **10.13** | **11.22** |
| Labour, Loading & Unloading Charges | 0.45 | 0.38 | 0.36 | 0.46 | 0.49 |
| Direct Salary & Wages | 3.07 | 3.13 | 3.13 | 3.23 | 3.27 |
| Factory Rent | 0.83 | 0.82 | 0.82 | 0.82 | 0.87 |
| Power & Fuel | 1.05 | 0.99 | 1.13 | 1.03 | 1.35 |
| Consumables | 0.06 | 0.07 | 0.12 | 0.14 | 0.12 |
| Repairs & Maintenance | 0.41 | 0.46 | 0.38 | 0.75 | 1.06 |
| Freight Charges | 0.58 | 0.70 | 0.63 | 0.71 | 0.68 |
| Transport Charges | 1.81 | 1.80 | 1.97 | 2.08 | 2.27 |
| Job Work Charges | 0.43 | 0.49 | 0.48 | 0.48 | 0.38 |
| Travel Expenses-Production | 0.06 | 0.07 | 0.08 | 0.08 | 0.08 |
| Production Others | 0.11 | 0.16 | 0.09 | 0.34 | 0.64 |
| Direct Cost Apportion | -0.00 | 0.00 | -0.00 | 0.00 | 0.00 |
| **Contribution margin** | **27.11** | **29.93** | **28.94** | **30.08** | **28.61** |
| **Contribution Margin %** | **42.2%** | **43.9%** | **43.2%** | **41.8%** | **40.4%** |
| **Indirect Regional Expenses** | **15.32** | **16.30** | **17.23** | **17.48** | **17.20** |
| Consultation & Legal Expenses | 0.16 | 0.25 | 0.18 | 0.19 | 0.18 |
| Finance Charges & Bank Charges | 0.02 | 0.03 | 0.02 | 0.02 | 0.02 |
| **Total S&D Exps** | **9.69** | **10.06** | **9.74** | **10.46** | **10.75** |
| *S&D Salary & Wages* | 4.93 | 4.88 | 4.89 | 4.87 | 5.04 |
| *S&D Other Exps* | 4.77 | 5.18 | 4.85 | 5.59 | 5.71 |
| **Total Marketing Exps** | **3.82** | **4.34** | **5.72** | **5.45** | **4.75** |
| *Marketing Exps - Offers & Promo* | - | - | - | - | - |
| *Marketing Exps - Others* | 3.82 | 4.34 | 5.72 | 5.45 | 4.75 |
| Travelling Expenses | 0.56 | 0.58 | 0.58 | 0.28 | 0.36 |
| Regional Admin Staff Salaries | 0.57 | 0.58 | 0.58 | 0.55 | 0.55 |
| Staff Welfare | 0.15 | 0.16 | 0.16 | 0.17 | 0.16 |
| Rates & Taxes | 0.09 | 0.02 | 0.02 | 0.05 | 0.02 |
| Administrative Expenses | 0.11 | 0.11 | 0.12 | 0.13 | 0.13 |
| Miscellaneous Exp | 0.15 | 0.18 | 0.10 | 0.18 | 0.27 |

| | | | | | |
|---|---|---|---|---|---|
| **Regional EBITDA** | **11.79** | **13.63** | **11.71** | **12.60** | **11.41** |
| **Regional EBITDA %** | **18.3%** | **20.0%** | **17.5%** | **17.5%** | **16.1%** |
| **Corporate expenses** | **3.56** | **4.07** | **4.04** | **4.19** | **4.21** |
| Corporate Exps - Salary | 2.32 | 2.46 | 2.48 | 2.55 | 2.55 |
| Corporate Exps - Others | 1.10 | 1.16 | 1.42 | 1.17 | 1.18 |
| Marketing Expenses (Retainer) | - | - | - | - | - |
| Consultation & Legal Expenses(Cor) | - | - | - | - | - |
| Provision for doubful debts | 0.13 | 0.45 | 0.13 | 0.47 | 0.47 |
| **Corporate EBITDA** | **8.23** | **9.56** | **7.68** | **8.41** | **7.20** |
| **Corporate EBITDA %** | **12.8%** | **14.0%** | **11.5%** | **11.7%** | **10.2%** |
| Depreciation | 0.88 | 0.95 | 1.33 | 1.48 | 1.58 |
| ESOP Cost | 1.48 | 1.48 | 1.48 | 1.48 | 1.48 |
| Provision for Gratuity | - | - | - | - | - |
| Other Income | -0.08 | -0.18 | -0.26 | -0.19 | -0.27 |
| Charity & Donation Exps | - | 3.17 | - | - | - |
| One Time Fund Raise Exps | - | - | - | - | - |
| **PBT** | **5.95** | **4.13** | **5.12** | **5.64** | **4.42** |
| Tax | 0.21 | 0.23 | 0.19 | 0.17 | 0.16 |
| **PAT** | **5.73** | **3.90** | **4.93** | **5.46** | **4.25** |
| **PAT %** | **8.9%** | **5.7%** | **7.4%** | **7.6%** | **6.0%** |

| ACT FY26 Sep-25 | ACT FY26 Oct-25 | ACT FY26 Nov-25 | ACT FY26 Dec-25 | ACT FY26 Jan-26 | ACT FY26 Feb-26 | ACT FY26 Mar-26 | ACT FY26 FY 25-26 |
|---|---|---|---|---|---|---|---|
| **70.57** | **75.21** | **75.76** | **77.79** | **81.69** | **73.25** | **76.97** | **873.30** |
| 75.55 | 80.00 | 80.53 | 83.02 | 87.75 | 79.28 | 84.35 | 929.72 |
| - | - | - | - | - | - | - | - |
| -2.85 | -2.66 | -2.54 | -3.01 | -3.45 | -3.47 | -4.76 | -30.06 |
| -2.13 | -2.12 | -2.23 | -2.22 | -2.61 | -2.55 | -2.63 | -26.36 |
| **28.48** | **30.24** | **29.72** | **30.71** | **32.12** | **28.91** | **31.22** | **347.73** |
| 27.95 | 29.48 | 29.43 | 30.33 | 31.48 | 28.56 | 30.04 | 341.56 |
| 0.43 | 0.57 | 0.23 | 0.32 | 0.59 | 0.29 | 0.95 | 4.38 |
| 0.09 | 0.20 | 0.06 | 0.06 | 0.05 | 0.06 | 0.24 | 1.79 |
| **42.09** | **44.97** | **46.05** | **47.08** | **49.57** | **44.35** | **45.74** | **525.57** |
| **59.65%** | **59.80%** | **60.78%** | **60.52%** | **60.68%** | **60.54%** | **59.43%** | **60.18%** |
| 2.87 | 2.58 | 2.59 | 2.81 | 2.89 | 2.61 | 2.84 | 31.77 |
| **4.07%** | **3.44%** | **3.42%** | **3.61%** | **3.54%** | **3.56%** | **3.69%** | **3.64%** |
| **39.22** | **42.39** | **43.46** | **44.27** | **46.69** | **41.73** | **42.90** | **493.80** |
| **55.57%** | **56.36%** | **57.36%** | **56.91%** | **57.15%** | **56.97%** | **55.74%** | **56.54%** |
| **10.30** | **9.85** | **9.68** | **10.15** | **9.94** | **10.17** | **10.39** | **118.96** |
| 0.56 | 0.70 | 0.60 | 0.60 | 0.58 | 0.61 | 0.55 | 6.36 |
| 3.28 | 3.33 | 3.29 | 3.35 | 3.42 | 3.51 | 3.53 | 39.54 |
| 0.88 | 1.08 | 0.88 | 0.91 | 0.89 | 0.90 | 0.96 | 10.69 |
| 1.28 | 1.21 | 1.16 | 1.04 | 1.12 | 1.04 | 1.22 | 13.62 |
| 0.16 | 0.15 | 0.10 | 0.16 | 0.08 | 0.08 | 0.08 | 1.31 |
| 0.78 | 0.21 | 0.60 | 0.68 | 0.75 | 0.64 | 0.84 | 7.57 |
| 0.70 | 0.52 | 0.42 | 0.63 | 0.58 | 0.70 | 0.56 | 7.42 |
| 2.20 | 2.24 | 2.37 | 2.39 | 2.27 | 2.38 | 2.20 | 25.99 |
| 0.11 | 0.13 | - | - | - | - | - | 2.52 |
| 0.07 | 0.09 | 0.08 | 0.08 | 0.07 | 0.05 | 0.06 | 0.86 |
| 0.27 | 0.18 | 0.17 | 0.30 | 0.17 | 0.28 | 0.38 | 3.09 |
| -0.00 | 0.00 | 0.00 | -0.00 | -0.00 | -0.00 | -0.00 | 0.00 |
| **28.91** | **32.54** | **33.78** | **34.12** | **36.74** | **31.56** | **32.52** | **374.84** |
| **41.0%** | **43.3%** | **44.6%** | **43.9%** | **45.0%** | **43.1%** | **42.2%** | **42.9%** |
| **18.37** | **17.62** | **17.22** | **19.09** | **20.23** | **18.27** | **20.76** | **215.09** |
| 0.22 | 0.20 | 0.23 | 0.22 | 0.23 | 0.26 | 1.03 | 3.34 |
| 0.03 | 0.03 | 0.03 | 0.04 | 0.04 | 0.04 | 0.03 | 0.36 |
| **10.31** | **10.44** | **10.25** | **10.32** | **10.10** | **9.95** | **10.35** | **122.42** |
| 4.93 | 5.18 | 4.99 | 4.86 | 5.19 | 5.01 | 4.91 | *59.67* |
| 5.38 | 5.26 | 5.26 | 5.46 | 4.91 | 4.94 | 5.44 | *62.75* |
| **6.45** | **5.30** | **4.24** | **6.30** | **7.66** | **5.75** | **5.84** | **65.61** |
| - | - | - | - | - | - | - | - |
| 6.45 | 5.30 | 4.24 | 6.30 | 7.66 | 5.75 | 5.84 | *65.61* |
| 0.37 | 0.26 | 0.37 | 0.24 | 0.26 | 0.17 | 0.30 | 4.33 |
| 0.64 | 0.83 | 0.86 | 0.89 | 0.66 | 0.88 | 0.83 | 8.44 |
| 0.18 | 0.15 | 0.19 | 0.22 | 0.25 | 0.18 | 0.27 | 2.25 |
| 0.01 | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.32 |
| 0.11 | 0.11 | 0.13 | 0.14 | 0.12 | 0.12 | 0.12 | 1.44 |
| 0.05 | 0.27 | 0.90 | 0.70 | 0.89 | 0.91 | 1.97 | 6.58 |

848.96

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| **10.54** | **14.92** | **16.55** | **15.03** | **16.51** | **13.29** | **11.76** | **159.75** | |
| **14.9%** | **19.8%** | **21.8%** | **19.3%** | **20.2%** | **18.1%** | **15.3%** | **18.3%** | |
| **4.20** | **4.67** | **4.54** | **4.14** | **4.53** | **4.14** | **3.46** | **49.74** | |
| 2.58 | 2.52 | 2.52 | 2.52 | 2.77 | 2.54 | 2.49 | 30.31 | |
| 1.32 | 1.28 | 1.21 | 1.15 | 1.29 | 1.13 | 0.30 | 13.71 | |
| - | - | - | - | - | - | - | - | |
| - | - | - | - | - | - | - | - | |
| 0.31 | 0.87 | 0.80 | 0.47 | 0.47 | 0.47 | 0.67 | 5.71 | |
| **6.34** | **10.26** | **12.02** | **10.89** | **11.98** | **9.15** | **8.30** | **110.01** | |
| **9.0%** | **13.6%** | **15.9%** | **14.0%** | **14.7%** | **12.5%** | **10.8%** | **12.6%** | |
| 1.87 | 2.06 | 2.20 | 2.29 | 2.34 | 2.11 | 2.36 | 21.44 | 88.57 |
| 1.48 | 1.48 | 1.48 | 1.48 | 1.48 | 5.52 | 1.48 | 21.83 | 885.67 |
| - | - | - | - | - | - | - | - | |
| -0.01 | -0.25 | -0.33 | -0.84 | -0.42 | -0.81 | -0.53 | -4.16 | |
| - | - | - | - | - | - | 0.03 | 3.20 | |
| - | - | - | - | - | 2.73 | 0.11 | 2.84 | |
| **2.99** | **6.96** | **8.66** | **7.95** | **8.58** | **-0.40** | **4.84** | **64.85** | |
| 0.07 | 0.34 | 0.47 | 0.26 | 0.24 | 0.27 | 0.23 | 2.84 | |
| **2.93** | **6.62** | **8.20** | **7.69** | **8.34** | **-0.67** | **4.61** | **62.00** | |
| **4.2%** | **8.8%** | **10.8%** | **9.9%** | **10.2%** | **-0.9%** | **6.0%** | **7.1%** | |

| | AOP FY26 | AOP FY26 | AOP FY26 | AOP FY26 |
|---|---|---|---|---|
| **ID FRESH CONSOL** | **Apr-25** | **May-25** | **Jun-25** | **Jul-25** |
| **Net Sales** | **65.64** | **67.86** | **68.14** | **69.96** |
| Sales | 71.60 | 73.99 | 74.07 | 75.77 |
| Other Inc | - | - | - | - |
| *Offers&Promo* | -4.20 | -4.29 | -4.14 | -4.13 |
| *DiscountAllowed* | -1.77 | -1.84 | -1.79 | -1.67 |
| **Material Cost** | **27.30** | **28.19** | **28.29** | **29.54** |
| Cost of Goods as per BOM | 27.30 | 28.19 | 28.29 | 29.54 |
| Other Material Cost | - | - | - | - |
| Extra Material Cost | - | - | - | - |
| In-Take Margin | **38.34** | **39.67** | **39.85** | **40.42** |
| **In-Take Margin** | **58.4%** | **58.5%** | **58.5%** | **57.8%** |
| Cost of Returns | 1.62 | 1.68 | 1.69 | 1.73 |
| **Returns %** | **2.5%** | **2.5%** | **2.5%** | **2.5%** |
| **Gross Margin** | **36.72** | **37.99** | **38.16** | **38.68** |
| **GM %** | **55.9%** | **56.0%** | **56.0%** | **55.3%** |
| **Direct Expenses** | **9.51** | **9.57** | **9.32** | **9.15** |
| Labour, Loading & Unloading Charges | 0.45 | 0.55 | 0.44 | 0.45 |
| Direct Salary & Wages | 3.28 | 3.24 | 3.46 | 3.25 |
| Factory Rent | 0.79 | 0.79 | 0.82 | 0.87 |
| Power & Fuel | 0.93 | 0.94 | 1.04 | 1.06 |
| Consumables | 0.14 | 0.14 | 0.14 | 0.15 |
| Repairs & Maintenance | 0.51 | 0.52 | 0.56 | 0.55 |
| Freight Charges | 0.66 | 0.61 | 0.62 | 0.65 |
| Transport Charges | 2.08 | 2.10 | 2.03 | 2.00 |
| Job Work Charges | 0.51 | 0.52 | - | - |
| Travel Expenses-Production | 0.03 | 0.03 | 0.03 | 0.03 |
| Production Others | 0.12 | 0.12 | 0.16 | 0.14 |
| Direct Cost Apportion | 0.00 | -0.00 | -0.00 | -0.00 |
| **Contribution margin** | **27.22** | **28.42** | **28.84** | **29.54** |
| **Contribution Margin %** | **41.5%** | **41.9%** | **42.3%** | **42.2%** |
| **Indirect Regional Expenses** | **17.35** | **15.70** | **17.05** | **18.40** |
| Consultation & Legal Expenses | 0.18 | 0.18 | 0.18 | 0.18 |
| Finance Charges & Bank Charges | 0.04 | 0.04 | 0.04 | 0.04 |
| **Total S&D Exps** | **10.20** | **9.55** | **9.71** | **9.74** |
| *S&D Salary & Wages* | 5.05 | 5.22 | 5.33 | 5.24 |
| *S&D Other Exps* | 5.15 | 4.32 | 4.39 | 4.51 |
| **Total Marketing Exps** | **4.58** | **4.42** | **5.68** | **6.76** |
| *Marketing Exps - Offers & Promo* | - | - | - | - |
| *Marketing Exps - Others* | 4.58 | 4.42 | 5.68 | 6.76 |
| Travelling Expenses | 1.13 | 0.44 | 0.32 | 0.34 |
| Regional Admin Staff Salaries | 0.65 | 0.71 | 0.74 | 0.74 |
| Staff Welfare | 0.17 | 0.14 | 0.14 | 0.15 |
| Rates & Taxes | 0.02 | 0.02 | 0.02 | 0.02 |
| Administrative Expenses | 0.13 | 0.13 | 0.13 | 0.13 |
| Miscellaneous Exp | 0.25 | 0.05 | 0.08 | 0.29 |

| | | | | |
|---|---|---|---|---|
| **Regional EBITDA** | **9.86** | **12.73** | **11.80** | **11.14** |
| **Regional EBITDA %** | **15.0%** | **18.8%** | **17.3%** | **15.9%** |
| **Corporate expenses** | **3.94** | **3.94** | **3.94** | **4.24** |
| Corporate Exps - Salary | 2.59 | 2.59 | 2.59 | 2.62 |
| Corporate Exps - Others | 0.77 | 0.77 | 0.77 | 1.04 |
| Marketing Expenses (Retainer) | - | - | - | - |
| Consultation & Legal Expenses(Cor) | 0.39 | 0.39 | 0.40 | 0.40 |
| Provision for doubful debts | 0.18 | 0.18 | 0.18 | 0.18 |
| **Corporate EBITDA** | **5.92** | **8.79** | **7.86** | **6.90** |
| **Corporate EBITDA %** | **9.0%** | **12.9%** | **11.5%** | **9.9%** |
| Depreciation | 0.90 | 0.94 | 0.99 | 1.03 |
| ESOP Cost | 1.46 | 1.46 | 1.46 | 1.46 |
| Provision for Gratuity | - | - | - | - |
| Other Income | - | - | - | - |
| Charity & Donation Exps | - | 4.50 | - | - |
| One Time Fund Raise Exps | - | - | - | - |
| **PBT** | **3.57** | **1.89** | **5.41** | **4.41** |
| Tax | - | - | - | - |
| **PAT** | **3.57** | **1.89** | **5.41** | **4.41** |
| **PAT %** | **5.4%** | **2.8%** | **7.9%** | **6.3%** |

| AOP FY26 | AOP FY26 | AOP FY26 | AOP FY26 | AOP FY26 | AOP FY26 | AOP FY26 |
|---|---|---|---|---|---|---|
| **Aug-25** | **Sep-25** | **Oct-25** | **Nov-25** | **Dec-25** | **Jan-26** | **Feb-26** |
| **73.28** | **73.82** | **76.50** | **76.86** | **79.09** | **82.25** | **74.01** |
| 79.62 | 80.40 | 83.47 | 83.96 | 86.23 | 89.84 | 81.15 |
| - | - | - | - | - | - | - |
| -4.47 | -4.50 | -4.75 | -4.80 | -4.90 | -5.14 | -4.75 |
| -1.88 | -2.07 | -2.21 | -2.30 | -2.24 | -2.46 | -2.39 |
| **30.69** | **30.76** | **32.47** | **32.59** | **33.64** | **34.89** | **31.35** |
| 30.69 | 30.76 | 32.47 | 32.59 | 33.64 | 34.89 | 31.35 |
| - | - | - | - | - | - | - |
| - | - | - | - | - | - | - |
| **42.59** | **43.06** | **44.03** | **44.26** | **45.45** | **47.35** | **42.66** |
| **58.1%** | **58.3%** | **57.6%** | **57.6%** | **57.5%** | **57.6%** | **57.6%** |
| 1.81 | 1.72 | 1.81 | 1.78 | 1.85 | 1.88 | 1.81 |
| **2.5%** | **2.3%** | **2.4%** | **2.3%** | **2.3%** | **2.3%** | **2.4%** |
| **40.78** | **41.34** | **42.22** | **42.48** | **43.60** | **45.47** | **40.85** |
| **55.6%** | **56.0%** | **55.2%** | **55.3%** | **55.1%** | **55.3%** | **55.2%** |
| **9.29** | **9.40** | **9.54** | **9.47** | **9.55** | **9.60** | **9.41** |
| 0.44 | 0.47 | 0.46 | 0.44 | 0.44 | 0.44 | 0.43 |
| 3.31 | 3.44 | 3.46 | 3.45 | 3.48 | 3.46 | 3.45 |
| 0.87 | 0.88 | 0.88 | 0.88 | 0.88 | 0.88 | 0.87 |
| 1.07 | 1.08 | 1.04 | 1.01 | 1.01 | 1.00 | 0.99 |
| 0.14 | 0.15 | 0.14 | 0.13 | 0.13 | 0.13 | 0.13 |
| 0.63 | 0.52 | 0.55 | 0.58 | 0.54 | 0.56 | 0.56 |
| 0.62 | 0.60 | 0.64 | 0.66 | 0.66 | 0.73 | 0.66 |
| 2.02 | 2.09 | 2.17 | 2.13 | 2.18 | 2.19 | 2.13 |
| - | - | - | - | - | - | - |
| 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 |
| 0.14 | 0.14 | 0.16 | 0.15 | 0.18 | 0.17 | 0.15 |
| - | - | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| **31.49** | **31.94** | **32.68** | **33.01** | **34.05** | **35.87** | **31.44** |
| **43.0%** | **43.3%** | **42.7%** | **42.9%** | **43.1%** | **43.6%** | **42.5%** |
| **15.41** | **17.93** | **17.22** | **15.85** | **17.57** | **17.99** | **15.68** |
| 0.18 | 0.18 | 0.18 | 0.18 | 0.18 | 0.18 | 0.18 |
| 0.04 | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 |
| **10.11** | **9.90** | **9.98** | **9.88** | **9.94** | **9.99** | **9.90** |
| 5.39 | 5.42 | 5.49 | 5.44 | 5.46 | 5.56 | 5.48 |
| 4.72 | 4.48 | 4.49 | 4.44 | 4.48 | 4.43 | 4.42 |
| **3.66** | **5.65** | **5.45** | **4.13** | **5.83** | **6.14** | **4.01** |
| - | - | - | - | - | - | - |
| 3.66 | 5.65 | 5.45 | 4.13 | 5.83 | 6.14 | 4.01 |
| 0.33 | 1.06 | 0.46 | 0.41 | 0.39 | 0.43 | 0.45 |
| 0.74 | 0.74 | 0.75 | 0.74 | 0.75 | 0.75 | 0.75 |
| 0.14 | 0.14 | 0.14 | 0.14 | 0.14 | 0.15 | 0.15 |
| 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 |
| 0.13 | 0.13 | 0.13 | 0.13 | 0.13 | 0.13 | 0.13 |
| 0.05 | 0.07 | 0.05 | 0.17 | 0.14 | 0.15 | 0.05 |

| | | | | | | |
|---|---|---|---|---|---|---|
| **16.08** | **14.01** | **15.46** | **17.16** | **16.48** | **17.88** | **15.77** |
| **21.9%** | **19.0%** | **20.2%** | **22.3%** | **20.8%** | **21.7%** | **21.3%** |
| **3.96** | **3.93** | **3.94** | **3.94** | **3.98** | **3.98** | **3.98** |
| 2.62 | 2.58 | 2.59 | 2.59 | 2.64 | 2.64 | 2.64 |
| 0.77 | 0.77 | 0.77 | 0.77 | 0.77 | 0.78 | 0.78 |
| - | - | - | - | - | - | - |
| 0.40 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 |
| 0.18 | 0.18 | 0.18 | 0.18 | 0.18 | 0.18 | 0.18 |
| **12.12** | **10.08** | **11.52** | **13.22** | **12.50** | **13.90** | **11.78** |
| **16.5%** | **13.7%** | **15.1%** | **17.2%** | **15.8%** | **16.9%** | **15.9%** |
| 1.08 | 1.12 | 1.17 | 1.22 | 1.26 | 1.31 | 1.35 |
| 1.46 | 1.46 | 1.46 | 1.46 | 1.46 | 1.46 | 1.46 |
| - | - | - | - | - | - | - |
| - | - | - | - | - | - | - |
| - | - | - | - | - | - | - |
| - | - | - | - | - | - | - |
| **9.58** | **7.50** | **8.89** | **10.55** | **9.78** | **11.14** | **8.97** |
| - | - | - | - | - | - | - |
| **9.58** | **7.50** | **8.89** | **10.55** | **9.78** | **11.14** | **8.97** |
| **13.1%** | **10.2%** | **11.6%** | **13.7%** | **12.4%** | **13.5%** | **12.1%** |

| AOP FY26 | AOP FY26 |
|---|---|
| Mar-26 | FY 25-26 |
| **80.78** | **888.19** |
| 88.03 | 968.12 |
| - | - |
| -4.94 | -55.01 |
| -2.31 | -24.92 |
| **34.53** | **374.25** |
| 34.53 | 374.25 |
| - | - |
| - | - |
| **46.25** | **513.94** |
| **57.3%** | **57.9%** |
| 2.04 | 21.43 |
| **2.5%** | **2.41%** |
| **44.22** | **492.51** |
| **54.7%** | **55.5%** |
| **9.66** | **113.45** |
| 0.44 | 5.45 |
| 3.54 | 40.82 |
| 0.87 | 10.31 |
| 1.04 | 12.22 |
| 0.13 | 1.68 |
| 0.57 | 6.63 |
| 0.63 | 7.74 |
| 2.26 | 25.37 |
| - | 1.03 |
| 0.03 | 0.41 |
| 0.15 | 1.78 |
| -0.00 | 0.00 |
| **34.56** | **379.06** |
| **42.8%** | **42.7%** |
| **17.42** | **203.56** |
| 0.18 | 2.21 |
| 0.04 | 0.45 |
| **9.97** | **118.88** |
| 5.52 | *64.59* |
| 4.44 | *54.29* |
| **5.63** | **61.94** |
| - | - |
| 5.63 | *61.94* |
| 0.44 | 6.20 |
| 0.75 | 8.80 |
| 0.15 | 1.76 |
| 0.02 | 0.27 |
| 0.13 | 1.57 |
| 0.12 | 1.48 |

| | |
|---|---|
| **17.13** | **175.50** |
| **21.2%** | **19.8%** |
| **3.98** | **47.75** |
| 2.64 | 31.33 |
| 0.77 | 9.54 |
| - | - |
| 0.40 | 4.73 |
| 0.18 | 2.16 |
| **13.15** | **127.75** |
| **16.3%** | **14.4%** |
| 1.40 | 13.77 |
| 1.46 | 17.52 |
| - | - |
| - | - |
| - | 4.50 |
| - | - |
| **10.29** | **91.97** |
| - | - |
| **10.29** | **91.97** |
| **12.7%** | **10.4%** |

| | ACT FY27 | ACT FY27 |
|---|---|---|
| **ID FRESH CONSOL** | **Apr-26** | **FY 26-27** |
| **Net Sales** | **81.43** | **81.43** |
| Sales | 86.82 | 86.82 |
| Other Inc | - | - |
| *Offers&Promo* | -2.47 | -2.47 |
| *DiscountAllowed* | -2.92 | -2.92 |
| **Material Cost** | **30.65** | **30.65** |
| Cost of Goods as per BOM | 30.50 | 30.50 |
| Other Material Cost | 0.08 | 0.08 |
| Extra Material Cost | 0.07 | 0.07 |
| In-Take Margin | **50.78** | **50.78** |
| **In-Take Margin** | **62.36%** | **62.36%** |
| Cost of Returns | 2.40 | 2.40 |
| **Returns %** | **2.95%** | **2.95%** |
| **Gross Margin** | **48.38** | **48.38** |
| **GM %** | **59.41%** | **59.41%** |
| **Direct Expenses** | **11.11** | **11.11** |
| Labour, Loading & Unloading Charges | 0.76 | 0.76 |
| Direct Salary & Wages | 3.91 | 3.91 |
| Factory Rent | 0.94 | 0.94 |
| Power & Fuel | 1.32 | 1.32 |
| Consumables | 0.11 | 0.11 |
| Repairs & Maintenance | 0.60 | 0.60 |
| Freight Charges | 0.68 | 0.68 |
| Transport Charges | 2.54 | 2.54 |
| Job Work Charges | - | - |
| Travel Expenses-Production | 0.05 | 0.05 |
| Production Others | 0.20 | 0.20 |
| Direct Cost Apportion | -0.00 | -0.00 |
| **Contribution margin** | **37.27** | **37.27** |
| **Contribution Margin %** | **45.8%** | **45.8%** |
| **Indirect Regional Expenses** | **18.38** | **18.38** |
| Consultation & Legal Expenses | 0.34 | 0.34 |
| Finance Charges & Bank Charges | 0.04 | 0.04 |
| **Total S&D Exps** | **10.93** | **10.93** |
| *S&D Salary & Wages* | 5.57 | *5.57* |
| *S&D Other Exps* | 5.37 | *5.37* |
| **Total Marketing Exps** | **4.69** | **4.69** |
| *Marketing Exps - Offers & Promo* | - | *-* |
| *Marketing Exps - Others* | 4.69 | *4.69* |
| Travelling Expenses | 0.32 | 0.32 |
| Regional Admin Staff Salaries | 0.51 | 0.51 |
| Staff Welfare | 0.29 | 0.29 |
| Rates & Taxes | 0.04 | 0.04 |
| Administrative Expenses | 0.14 | 0.14 |
| Miscellaneous Exp | 1.08 | 1.08 |

| |
|---|
| **ID FRESH CONSOL** |
| **Net Sales** |
| Sales |
| Other Inc |
| *Offers&Promo* |
| *DiscountAllowed* |
| **Material Cost** |
| Cost of Goods as per BOM |
| Other Material Cost |
| Extra Material Cost |
| In-Take Margin |
| **In-Take Margin** |
| Cost of Returns |
| **Returns %** |
| **Gross Margin** |
| **GM %** |
| **Direct Expenses** |
| Labour, Loading & Unloading Charges |
| Direct Salary & Wages |
| Factory Rent |
| Power & Fuel |
| Consumables |
| Repairs & Maintenance |
| Freight Charges |
| Transport Charges |
| Job Work Charges |
| Travel Expenses-Production |
| Production Others |
| Direct Cost Apportion |
| **Contribution margin** |
| **Contribution Margin %** |
| **Indirect Regional Expenses** |
| Consultation & Legal Expenses |
| Finance Charges & Bank Charges |
| **Total S&D Exps** |
| *S&D Salary & Wages* |
| *S&D Other Exps* |
| **Total Marketing Exps** |
| *Marketing Exps - Offers & Promo* |
| *Marketing Exps - Others* |
| Travelling Expenses |
| Regional Admin Staff Salaries |
| Staff Welfare |
| Rates & Taxes |
| Administrative Expenses |
| Miscellaneous Exp |

| | | |
|---|---|---|
| **Regional EBITDA** | **18.89** | **18.89** |
| **Regional EBITDA %** | **23.2%** | **23.2%** |
| **Corporate expenses** | **4.80** | **4.80** |
| Corporate Exps - Salary | 3.12 | 3.12 |
| Corporate Exps - Others | 1.21 | 1.21 |
| Marketing Expenses (Retainer) | - | - |
| Consultation & Legal Expenses(Cor) | - | - |
| Provision for doubful debts | 0.48 | 0.48 |
| **Corporate EBITDA** | **14.08** | **14.08** |
| **Corporate EBITDA %** | **17.3%** | **17.3%** |
| Depreciation | 0.46 | 0.46 |
| ESOP Cost | 1.50 | 1.50 |
| Provision for Gratuity | - | - |
| Other Income | -0.50 | -0.50 |
| Charity & Donation Exps | - | - |
| One Time Fund Raise Exps | - | - |
| **PBT** | **12.62** | **12.62** |
| Tax | - | - |
| **PAT** | **12.62** | **12.62** |
| **PAT %** | **15.5%** | **15.5%** |

| |
|---|
| **Regional EBITDA** |
| **Regional EBITDA %** |
| **Corporate expenses** |
| Corporate Exps - Salary |
| Corporate Exps - Others |
| Marketing Expenses (Retainer) |
| Consultation & Legal Expenses(Cor) |
| Provision for doubful debts |
| **Corporate EBITDA** |
| **Corporate EBITDA %** |
| Depreciation |
| ESOP Cost |
| Provision for Gratuity |
| Other Income |
| Charity & Donation Exps |
| One Time Fund Raise Exps |
| **PBT** |
| Tax |
| **PAT** |
| **PAT %** |

| AOP FY27 | AOP FY27 | AOP FY27 | AOP FY27 | AOP FY27 | AOP FY27 | AOP FY27 |
|---|---|---|---|---|---|---|
| Apr-26 | May-26 | Jun-26 | Jul-26 | Aug-26 | Sep-26 | Oct-26 |
| **78.33** | **83.17** | **82.51** | **86.19** | **88.21** | **89.24** | **93.81** |
| 81.44 | 86.43 | 85.89 | 89.93 | 92.22 | 92.96 | 97.69 |
| 0.13 | 0.16 | 0.16 | 0.21 | 0.22 | 0.20 | 0.20 |
| -3.19 | -3.37 | -3.49 | -3.89 | -4.17 | -3.87 | -4.03 |
| -0.04 | -0.05 | -0.05 | -0.06 | -0.06 | -0.06 | -0.06 |
| **29.94** | **32.00** | **31.82** | **33.80** | **34.74** | **34.79** | **36.73** |
| 29.93 | 31.99 | 31.81 | 33.79 | 34.73 | 34.77 | 36.72 |
| 0.01 | 0.01 | 0.01 | 0.01 | 0.02 | 0.01 | 0.01 |
| - | - | - | - | - | - | - |
| **48.39** | **51.17** | **50.69** | **52.38** | **53.46** | **54.45** | **57.08** |
| **61.8%** | **61.5%** | **61.4%** | **60.8%** | **60.6%** | **61.0%** | **60.8%** |
| 1.99 | 2.07 | 2.08 | 2.24 | 2.18 | 2.06 | 2.21 |
| **2.5%** | **2.5%** | **2.5%** | **2.6%** | **2.5%** | **2.3%** | **2.4%** |
| **46.39** | **49.09** | **48.61** | **50.15** | **51.28** | **52.40** | **54.86** |
| **59.2%** | **59.0%** | **58.9%** | **58.2%** | **58.1%** | **58.7%** | **58.5%** |
| **11.13** | **11.22** | **11.16** | **11.29** | **11.54** | **11.58** | **11.79** |
| 0.60 | 0.57 | 0.57 | 0.57 | 0.57 | 0.58 | 0.59 |
| 3.99 | 4.10 | 3.95 | 4.00 | 4.08 | 4.15 | 4.20 |
| 0.96 | 0.99 | 1.00 | 0.99 | 1.00 | 1.00 | 1.00 |
| 1.30 | 1.31 | 1.32 | 1.36 | 1.35 | 1.32 | 1.31 |
| 0.11 | 0.11 | 0.10 | 0.11 | 0.11 | 0.11 | 0.11 |
| 0.69 | 0.69 | 0.67 | 0.67 | 0.73 | 0.67 | 0.71 |
| 0.70 | 0.71 | 0.70 | 0.70 | 0.71 | 0.68 | 0.69 |
| 2.46 | 2.46 | 2.54 | 2.59 | 2.68 | 2.75 | 2.78 |
| - | - | - | - | - | - | - |
| 0.08 | 0.08 | 0.08 | 0.08 | 0.08 | 0.08 | 0.08 |
| 0.26 | 0.21 | 0.24 | 0.24 | 0.24 | 0.26 | 0.32 |
| 0.00 | -0.00 | 0.00 | 0.00 | 0.00 | -0.00 | 0.00 |
| **35.27** | **37.87** | **37.45** | **38.86** | **39.74** | **40.82** | **43.07** |
| **45.0%** | **45.5%** | **45.4%** | **45.1%** | **45.1%** | **45.7%** | **45.9%** |
| **19.80** | **20.77** | **20.26** | **20.78** | **21.16** | **22.36** | **22.56** |
| 0.32 | 0.32 | 0.32 | 0.32 | 0.32 | 0.32 | 0.32 |
| 0.05 | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 |
| **11.11** | **11.38** | **11.37** | **11.78** | **11.33** | **11.34** | **11.59** |
| 5.48 | 5.59 | 5.55 | 5.59 | 5.65 | 5.61 | 5.71 |
| 5.62 | 5.79 | 5.82 | 6.19 | 5.68 | 5.73 | 5.88 |
| **5.81** | **6.86** | **6.32** | **6.46** | **7.28** | **8.45** | **8.44** |
| - | - | - | - | - | - | - |
| 5.81 | 6.86 | 6.32 | 6.46 | 7.28 | 8.45 | 8.44 |
| 0.32 | 0.32 | 0.34 | 0.33 | 0.32 | 0.32 | 0.33 |
| 0.58 | 0.59 | 0.58 | 0.60 | 0.60 | 0.60 | 0.58 |
| 0.43 | 0.31 | 0.35 | 0.31 | 0.31 | 0.33 | 0.31 |
| 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.03 |
| 0.17 | 0.17 | 0.17 | 0.17 | 0.17 | 0.18 | 0.17 |
| 0.98 | 0.74 | 0.74 | 0.74 | 0.74 | 0.74 | 0.74 |

| | | | | | | |
|---|---|---|---|---|---|---|
| **15.46** | **17.10** | **17.19** | **18.08** | **18.58** | **18.46** | **20.51** |
| **19.7%** | **20.6%** | **20.8%** | **21.0%** | **21.1%** | **20.7%** | **21.9%** |
| **4.93** | **4.94** | **5.20** | **4.96** | **4.96** | **4.96** | **4.96** |
| 3.55 | 3.55 | 3.55 | 3.57 | 3.57 | 3.57 | 3.56 |
| 0.86 | 0.87 | 1.13 | 0.86 | 0.86 | 0.86 | 0.87 |
| - | - | - | - | - | - | - |
| 0.42 | 0.42 | 0.42 | 0.42 | 0.42 | 0.42 | 0.42 |
| 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 0.10 |
| **10.53** | **12.16** | **11.99** | **13.12** | **13.62** | **13.50** | **15.55** |
| **13.4%** | **14.6%** | **14.5%** | **15.2%** | **15.4%** | **15.1%** | **16.6%** |
| 1.61 | 1.64 | 1.67 | 1.70 | 1.73 | 1.76 | 1.87 |
| 1.50 | 1.50 | 1.50 | 1.50 | 1.50 | 1.50 | 1.50 |
| - | - | - | - | - | - | - |
| - | - | - | - | - | - | - |
| - | 4.50 | - | - | - | - | - |
| - | - | - | - | - | - | - |
| **7.42** | **4.52** | **8.81** | **9.92** | **10.39** | **10.24** | **12.18** |
| 2.25 | 2.60 | 2.39 | 3.15 | 3.10 | 3.07 | 3.43 |
| **5.17** | **1.92** | **6.42** | **6.77** | **7.29** | **7.17** | **8.75** |
| **6.6%** | **2.3%** | **7.8%** | **7.9%** | **8.3%** | **8.0%** | **9.3%** |

| AOP FY27 | AOP FY27 | AOP FY27 | AOP FY27 | AOP FY27 | AOP FY27 |
|---|---|---|---|---|---|
| Nov-26 | Dec-26 | Jan-27 | Feb-27 | Mar-27 | FY 26-27 |
| **94.06** | **96.09** | **100.75** | **87.61** | **97.92** | **1,077.88** |
| 97.84 | 99.97 | 105.10 | 91.23 | 102.02 | 1,122.71 |
| 0.23 | 0.23 | 0.25 | 0.25 | 0.25 | 2.49 |
| -3.94 | -4.05 | -4.52 | -3.81 | -4.29 | -46.62 |
| -0.06 | -0.06 | -0.07 | -0.06 | -0.07 | -0.70 |
| **36.97** | **37.61** | **39.55** | **34.42** | **38.53** | **420.90** |
| 36.95 | 37.59 | 39.53 | 34.40 | 38.51 | 420.72 |
| 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.18 |
| - | - | - | - | - | - |
| **57.10** | **58.48** | **61.20** | **53.19** | **59.39** | **656.99** |
| **60.7%** | **60.9%** | **60.7%** | **60.7%** | **60.7%** | **61.0%** |
| 2.16 | 2.21 | 2.35 | 2.11 | 2.35 | 26.02 |
| **2.3%** | **2.3%** | **2.3%** | **2.4%** | **2.4%** | **2.41%** |
| **54.94** | **56.26** | **58.86** | **51.08** | **57.04** | **630.96** |
| **58.4%** | **58.6%** | **58.4%** | **58.3%** | **58.2%** | **58.5%** |
| **11.69** | **11.71** | **11.89** | **11.38** | **11.56** | **137.96** |
| 0.57 | 0.57 | 0.57 | 0.57 | 0.58 | 6.89 |
| 4.16 | 4.20 | 4.20 | 4.10 | 4.14 | 49.27 |
| 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 11.95 |
| 1.28 | 1.27 | 1.28 | 1.25 | 1.31 | 15.66 |
| 0.11 | 0.11 | 0.11 | 0.11 | 0.11 | 1.30 |
| 0.66 | 0.65 | 0.64 | 0.66 | 0.65 | 8.07 |
| 0.68 | 0.68 | 0.73 | 0.69 | 0.66 | 8.31 |
| 2.83 | 2.86 | 2.90 | 2.64 | 2.76 | 32.24 |
| - | - | - | - | - | - |
| 0.08 | 0.08 | 0.08 | 0.08 | 0.08 | 0.92 |
| 0.33 | 0.30 | 0.39 | 0.29 | 0.28 | 3.34 |
| -0.00 | -0.00 | -0.00 | -0.00 | -0.00 | -0.00 |
| **43.25** | **44.55** | **46.97** | **39.70** | **45.48** | **493.01** |
| **46.0%** | **46.4%** | **46.6%** | **45.3%** | **46.4%** | **45.7%** |
| **20.87** | **22.07** | **22.25** | **21.65** | **21.01** | **255.56** |
| 0.32 | 0.32 | 0.32 | 0.32 | 0.32 | 3.82 |
| 0.05 | 0.05 | 0.05 | 0.05 | 0.05 | 0.55 |
| **11.28** | **11.15** | **11.12** | **10.98** | **11.15** | **135.59** |
| 5.67 | 5.71 | 5.68 | 5.70 | 5.73 | *67.66* |
| 5.61 | 5.45 | 5.44 | 5.29 | 5.43 | *67.93* |
| **6.99** | **8.28** | **8.57** | **8.11** | **7.26** | **88.82** |
| - | - | - | - | - | - |
| 6.99 | 8.28 | 8.57 | 8.11 | 7.26 | *88.82* |
| 0.34 | 0.33 | 0.34 | 0.33 | 0.34 | 3.96 |
| 0.58 | 0.59 | 0.59 | 0.58 | 0.59 | 7.05 |
| 0.31 | 0.38 | 0.31 | 0.31 | 0.36 | 4.04 |
| 0.03 | 0.03 | 0.03 | 0.03 | 0.03 | 0.41 |
| 0.17 | 0.17 | 0.17 | 0.17 | 0.17 | 2.05 |
| 0.81 | 0.77 | 0.76 | 0.76 | 0.74 | 9.26 |

| | | | | | |
|---|---|---|---|---|---|
| **22.38** | **22.48** | **24.71** | **18.05** | **24.46** | **237.45** |
| **23.8%** | **23.4%** | **24.5%** | **20.6%** | **25.0%** | **22.0%** |
| **4.95** | **4.96** | **4.99** | **4.98** | **4.98** | **59.76** |
| 3.56 | 3.56 | 3.56 | 3.56 | 3.56 | 42.73 |
| 0.86 | 0.87 | 0.90 | 0.89 | 0.89 | 10.73 |
| - | - | - | - | - | - |
| 0.42 | 0.42 | 0.42 | 0.42 | 0.42 | 5.10 |
| 0.10 | 0.10 | 0.10 | 0.10 | 0.10 | 1.20 |
| **17.43** | **17.53** | **19.72** | **13.07** | **19.48** | **177.69** |
| **18.5%** | **18.2%** | **19.6%** | **14.9%** | **19.9%** | **16.5%** |
| 1.98 | 2.09 | 2.20 | 2.31 | 2.42 | 23.00 |
| 1.50 | 1.50 | 1.50 | 1.50 | 1.50 | 18.00 |
| - | - | - | - | - | - |
| - | - | - | - | - | - |
| - | - | - | - | - | 4.50 |
| - | - | - | - | - | - |
| **13.94** | **13.93** | **16.02** | **9.25** | **15.56** | **132.19** |
| 3.75 | 3.65 | 4.09 | 2.79 | 4.20 | 38.46 |
| **10.19** | **10.28** | **11.93** | **6.47** | **11.37** | **93.74** |
| **10.8%** | **10.7%** | **11.8%** | **7.4%** | **11.6%** | **8.7%** |