



PRIME FRESH LIMITED

Date: 29.07.2026

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400001

SCRIP CODE: 540404

Dear Sir/Madam,

Sub: Earnings Presentation July 2026

With reference to the above-mentioned subject, kindly find enclosed updated Earnings Presentation for Prime Fresh Limited.

Earnings Presentation is brief profile of Prime Fresh Limited and the sector in which Company operates. It is firmly aligned with the country's vision— AATMA NITBHAR BHARAT!

Kindly take the same on your record and oblige.

Thanking you,

Yours Truly,

For Prime Fresh Limited

**JASMIN
JAYKUMAR
DOSHI**

**Jasmin Doshi
Company Secretary**

Digitally signed by JASMIN JAYKUMAR DOSHI
DN: c=IN, o=Personal, title=0301,
pseudoym=080595961c4422180c9f3a8f3fe
14,
2.5.4.20=c5ae4d7bb798438e0556d883a57a4
6990da0c0474223ae98afce0e12f,
postalCode=380015, st=Gujarat,
serialNumber=R08221607513d72e442bdc057d
11381902e6992682905c4480298fa0ca,
cn=JASMIN JAYKUMAR DOSHI
Date: 2026.07.29 16:23:15 +05'30'



PRIME FRESH LTD

EARNINGS PRESENTATION- JULY 2026



FROM GROWERS AND FEEDERS
TO BUYERS AND EATERS

FIRMLY ALIGNED WITH THE COUNTRY'S VISION— ATMANIRBHAR BHARAT!
GROWING ALONGSIDE THE BACKBONE OF THE NATION

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Prime Fresh Ltd (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements.

Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Business Highlights

3-17

Business Overview

18-24

Our Circle of Competence

25-28

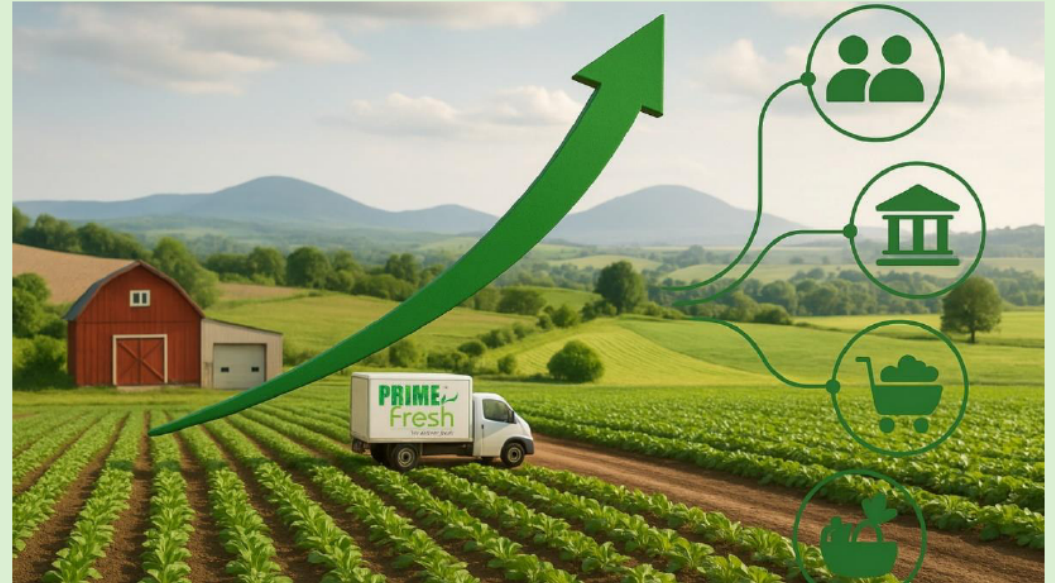
Financial Performance

29-38

Management Commentary

39

BUSINESS HIGHLIGHTS



Q4FY26 HIGHLIGHTS

01 TOTAL REVENUE

↑
INR 800.5 Mn
YoY 50%
QoQ 8%

04 NET INCOME

↑
INR 32.4 Mn
YoY 66%
QoQ (31)%

02

EBITDA

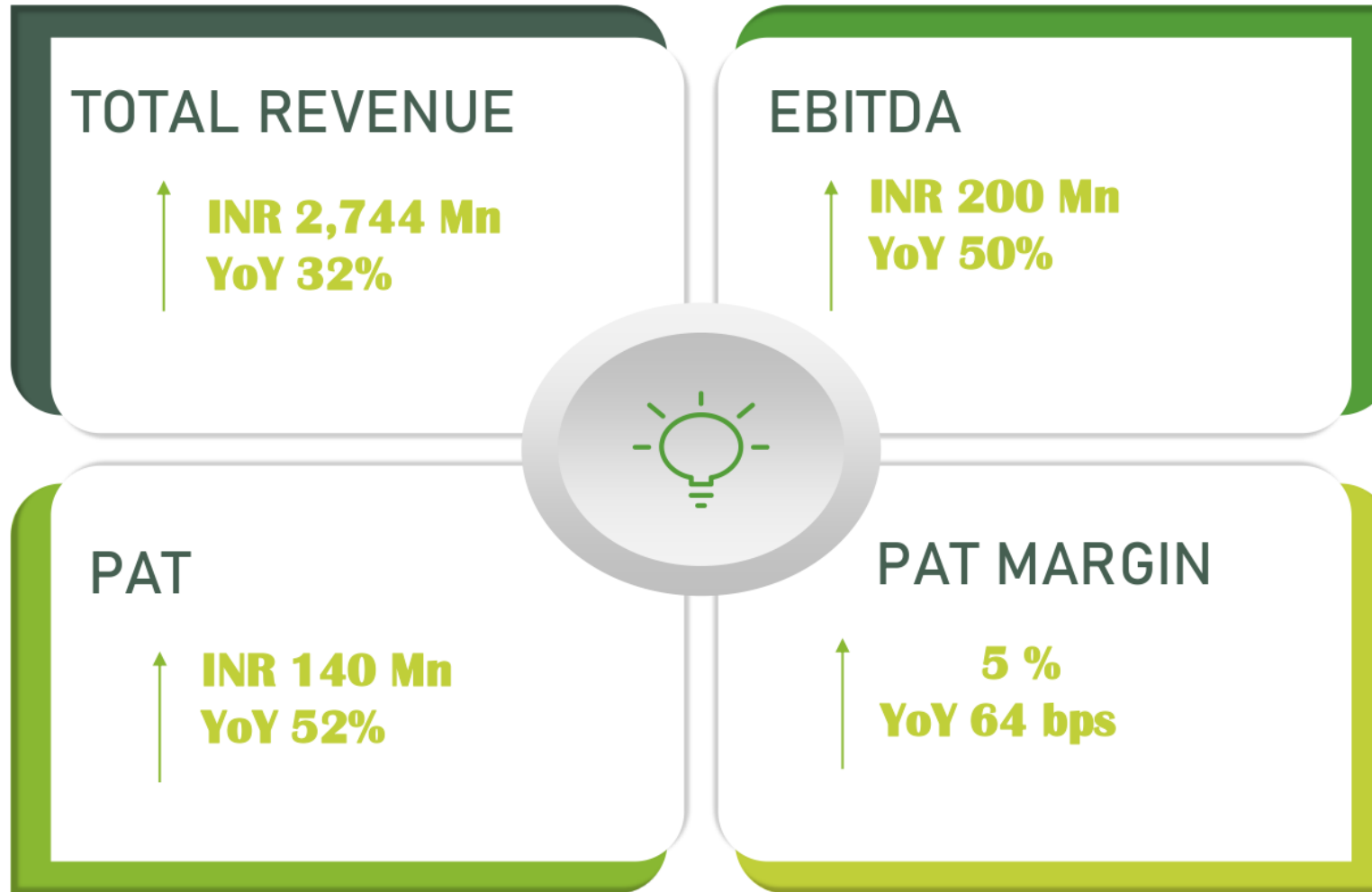
↑
INR 54 Mn
YoY 64%
QoQ (14)%

03

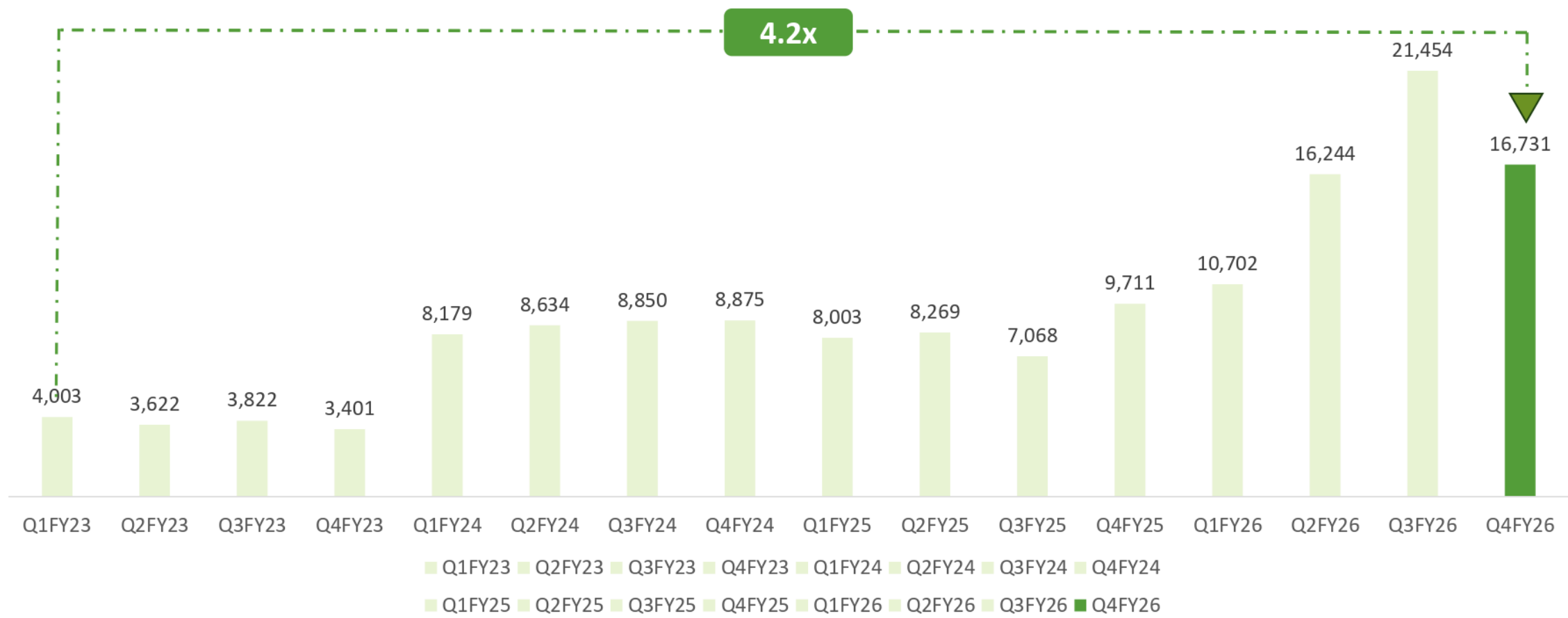
PAT MARGIN

↑
4%
YoY 10 bps
QoQ (170) bps





SALES TONNAGE (IN MT) Q4FY26



72% YoY

(22%) QoQ

KEY FINANCIAL HIGHLIGHTS



With unmatched scale, a rock-solid business model, and more than 18 years of category-defining leadership, we are perfectly positioned to seize the massive opportunities now unfolding in India's dynamic fruits & vegetables industry. The stage is set and we are primed to lead the next wave of market expansion and value creation.

01

LEADERSHIP

02

PRODUCT EXPANSION

Prime Fresh is charging ahead, fully aligned with the powerful shift in consumer demand toward premium, purposeful food choices. The company is aggressively expanding its footprint in organic, specialty, and value-added categories high-growth segments that consistently deliver superior margins and foster deep, lasting brand loyalty. With a laser-sharp focus on high-margin winners like tomatoes, capsicum, green peas, and carrots, Prime Fresh is positioning itself at the forefront of the fresh-produce market, unlocking outsized value and setting the stage for sustained, scalable growth.

We are actively strengthening our footprint in high-potential emerging domestic regions such as Uttar Pradesh, Bihar, Odisha, Guwahati, Madhya Pradesh, West Bengal, and key southern states. These markets not only offer robust sourcing potential but also serve as strategic distribution nodes for wider reach

GEOGRAPHIC EXPANSION

04

COLLABORATIONS

In collaboration with ITC, Syngenta, and emerging agritech innovators, we are advancing shared goals to transform and modernize the fruits and vegetables supply chain sector

03



Inorganic growth will remain central to our roadmap as we identify and integrate high-impact opportunities and strategic collaborations

05

INORGANIC GROWTH

We are actively strengthening our footprint in high-potential emerging domestic regions such as Uttar Pradesh, Bihar, Odisha, Guwahati, Madhya Pradesh, West Bengal, and key southern states. These markets not only offer robust sourcing potential but also serve as strategic distribution nodes for wider reach

GEOGRAPHIC EXPANSION

08

06

NEW INITIATIVE

- We have been partnering with multiple Farmer Producer Organizations (FPOs) over the past five years to enhance their capabilities, capacity, and growth potential.
- Through the proposed CDP Programme of NHB, PFL aims to bring the farmers, infrastructure, technology, and markets together under one system across the entire value chain Eco-system to ensure efficiency, transparency, and sustainability.
- This will support to build a smart, resilient, and future-ready supply chain eco-system, benefitting both farmers and consumers.

COLLABORATIONS

In collaboration with ITC, Syngenta, and emerging agritech innovators, we are advancing shared goals to transform and modernize the fruits and vegetables supply chain sector

07



- Leveraging underutilized agri-infrastructure. Collaborating with local aggregators and farmer networks
- Together, these efforts are transforming us into a tech-enabled, vertically integrated value chain, capable of delivering superior efficiency from farm to consumer.

We are developing a City Distribution Business, aimed at servicing the large and fragmented general trade (GT) segment. This model will enable us to efficiently distribute high-quality fresh produce to local retailers, enhancing availability, freshness, and brand visibility.

09

BACKWARD INTEGRATION

STRATEGIC PLAN

11

FORWARD INTEGRATION

Pursuing forward integration by expanding into food processing to add value and capture new market opportunities

10



PREPARING FOR ORBIT PIVOT: STEP TOWARDS GREENFIELD EXPANSION

Prime Fresh Limited, one of India's emerging agri-supply-chain and fresh-produce distribution company, has successfully executed a sale deed for the acquisition of 6 acres of land in the State of Maharashtra, located at Shrirampur Village, Sinnar Taluka, Nashik District. Moreover, the Company has leased two parcels (for 16 Years) of land located at Nandur Shingote Village, Sinnar Taluka, Nashik District, Maharashtra, and Arai Village, Baglan Taluka, Nashik District, Maharashtra, respectively. The Company continued its focus on procurement efficiency, expansion of institutional supply partnerships, and strengthening of cold-chain & Exports capabilities, resulting in robust improvement Tonnage Volumes growth.

Type	Location	Size
Owned	Shrirampur Village, Sinnar Taluka, Nashik District, Maharashtra	6 Acres
Leased	Nandur Shingote Village, Sinnar Taluka, Nashik District, Maharashtra	3.73 Acres
Leased	Arai Village, Balgan Taluka, Nashik District, Maharashtra	0.09 Acres

Rationale

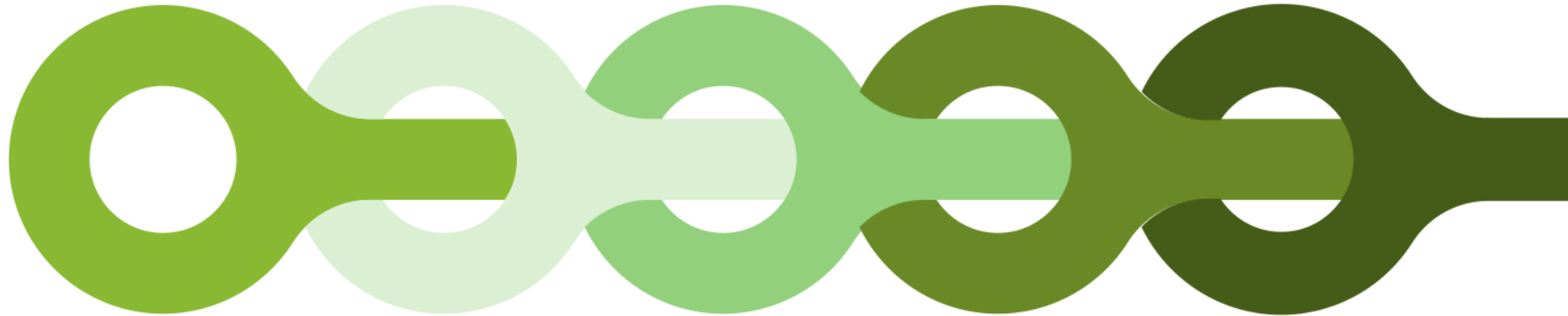
- Strengthening the overall Agri-Supply chain ecosystem
- Backward integration with farmers, strengthening direct sourcing and partnerships at the farm level
- Addition of multiple new product categories, enhancing portfolio depth and diversification
- Improved infrastructure and visibility for the existing product portfolio, enabling scalability and operational efficiencies.
- To build a Prime Fresh Sinnar Agro Park & a New Cluster.
- To enter into value added portfolio of products.



Since 2013, we have independently developed comprehensive supply chain model and framework network- without financial assistance or subsidies from State or Central Govt.

We promote and educate farmers for residue-free farming practices, soil & water Conservation, reduced-input farming, implementing staggered harvesting, enhancing packaging, and optimizing costs through support of agri experts.

In line with the Government's vision for Aatmanirbhar Bharat we have embraced targeted collaborative models to expand the scale and impact of our Agri and rural development efforts. This partnership-driven approach, as opposed to conventional transactional models, plays a vital role in shaping the future of agriculture one that is climate-resilient and economically empowering.



We ensure continuity in supply of 9 core Fruits and Vegetables and other 75+ SKUs in a timely manner and in customized packaging.

With expertise in sorting, grading, ripening, and packaging, PFL always aims to achieve less than 3% wastage across the supply chain and serves as a key packhouse partner to India's largest B2B, retail sectors and exporters.



Record operating scale

Outward volume rose 97.1% to 65,132 MT; standalone OPT volumes grew ~118%, led by 147.9% growth in onion volumes.



Stronger profitability

Revenue grew 32.5%, while EBITDA and PAT grew faster at 50.3% and 51.7%, reflecting better utilization and operating leverage.



Service-led diversification

Services, 3PL and other value-added businesses grew over 32%, strengthening the non-F&V and service-led business mix.



BSE Main Board migration

Migrated from the BSE SME Platform to the Main Board of BSE Limited, strengthening institutional visibility.



Improved credit profile

CRISIL reaffirmed BBB/Stable and enhanced rated bank facilities from ₹10 crore to ₹100 crore.



CDP leadership

Ranked No. 1 across all three NHB Cluster Development Programme EOI applications submitted by the Company.

INTRODUCTION

- Established in 2007 & headquartered in Ahmedabad
- 24*7 Operations across 19+ locations round the year
- Listed on BSE SME since March 2017 upto 5th June 2025
- Successfully migrated to the Main Board of BSE Ltd wef 06 June 2025
- Supported by a core team of 45+ Core Team Members of Agri Professionals
- Presence across 19 states in India

BUSINESS

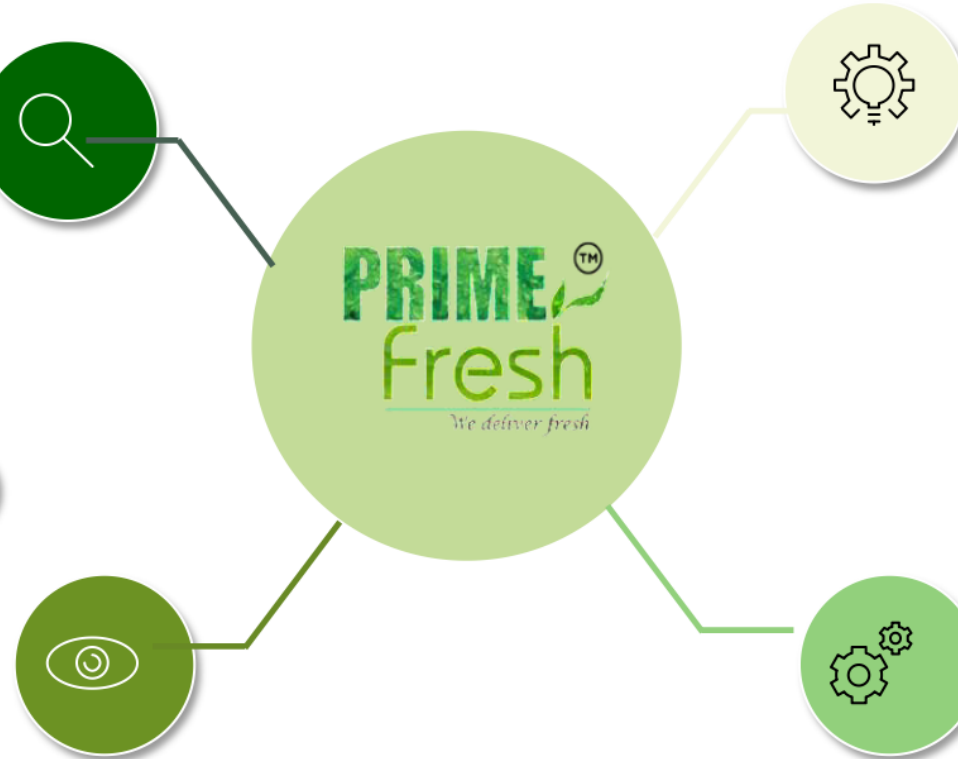
- 65,132 MT outward volume in FY2025–26, representing growth of 97.1% YoY
- More than 5.5 lakh tonnes per annum of operational handling capacity
- 25+ Locations of Procurement , Operations and Sales
- 6 Lacs+ tones p.a. of operational capacity (inward, outward, sorting, cleaning. Loading, unloading) of various Agri produce
- 16+ seasonal and full time collection for various FnV produce

MARKET REACH

- Export Network in 6 countries
- 2,400+ Suppliers & Local Area Aggregators
- 90+ APMC partners
- 20+ Exporters
- 10+ Food Processing Partners
- 4000+ SME and General Trade Buyers
- Selling capacity is 80,,000 TPA

USP

- More than 19+ years of operating experience in the F&V supply chain
- 1,30,000+ Farmers Network, PAN India Presence
- Strong relation with 30+ Ecom and Retail Giants
- Assisting farmers in minimizing Post Harvest Loss
- 75+ SKUs (core portfolio of 9 products)
- Omni Channel Sales Model across 18 states
- F&V procurement capacity 2,50,000 TPA capacity of FnV procurement (300 tones per day of onion)
- Listed on the Main Board of BSE Limited and rated CRISIL BBB/Stable





VISION

Build a respectable Indian Global Agri Institution (IGAI) which is scalable, sustainable, fair and equal to create value for all stakeholders in a globalized Agri eco system.

MISSION

Empowering communities at large for better health, cleaner environment and fostering decentralized approach that builds self reliant Eco System.

GOALS

- Equality of growth across all stakeholders.
- Sustainable Development through backward Integration.
- Create Equal Opportunity for all.
- Building a dependable and reliable Agriculture products distribution ecosystem.

BUSINESS OVERVIEW



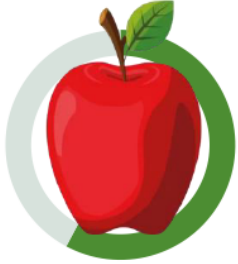
PFL FROM ROOTS TO EVERY ROUTE

In 2007, Prime Fresh Limited began with a mission: **To redefine how India handles its harvest and delivers to the end consumers.**

Stakeholders in farming face high grading and transportation costs, often resulting in losses due to the perishable nature of produce. Leveraging over two decades of experience, We play a pivotal role in addressing these challenges through efficient supply chain management, focused on storage efficiency, logistics, waste reduction, and nutritional value preservation

Today, we are proud to be one of the country's leading names in integrated post-harvest management—operating at PAN India Level from our headquarters in **Ahmedabad** and reaching deep into **85+ districts**, where we work directly with over **130,000 farmers**. Our strength lies in building **efficient, transparent, and scalable supply chains**—delivering fruits and vegetables from the farm to the shelf with care, speed, and reliability.

From Farm to Fork, every process is streamlined to protect freshness, reduce waste, and support India's growing food ecosystem from farmer connect, farmer development to value added rural agricultural ecosystem.



Key Activities

We are engaged in

- Service Business (21 Services) and
- Supply Chain business in Fruits and Vegetables (Procurement, Processing and Distribution)



Key Resource

- Skilled Team
- Farmer Network
- Cold Chain Infrastructure
- Strategically located Distribution and Collection Centres.



Cost Structure

Our cost structure is built on a proprietary backward-integration model that calculates the price offered to farmers by reverse-engineering from the last-mile value.



Value Proposition

For Retailers/Wholesalers: Reliable, year-round access to premium fruits and vegetables sourced directly from farms, delivered fresh and on time, every time

- **For Farmers/Producers:** We give your harvest a wider reach connecting you to new markets with fair pricing, fast procurement, and trusted distribution.
- **For End Consumers or Food Businesses:** Fresh produce you can trust expertly selected, ethically sourced, and delivered at peak freshness through our efficient farm-to-fork network.



Customer Segments

We serve a diverse customer base including B2B clients, B2C consumers, as well as both domestic and export markets.



Revenue Stream

Cost-plus pricing model, where revenue is generated by adding a predefined margin over total procurement and operational costs.



Customer Relationship

Our customer base is composed primarily of long-term partners, cultivated over years through consistent quality, reliable delivery, and transparent operations.



Key Partners

- Dedicated team,
- Trusted Farmer Partners, strategically located
- Logistic and Transport Fleet Network.



Channels

We supply fresh produce through multiple channels including HORECA (Hotels, Restaurants & Catering),-catering to culinary and hospitality needs; General Trade (GT)-serving traditional retailers, kirana stores, local vendors, exporters and APMC (Agricultural Produce Market Committees) engaging with government-regulated wholesale markets.

CORE PRODUCTS PORTFOLIO



Onions



Pomegranates



Oranges



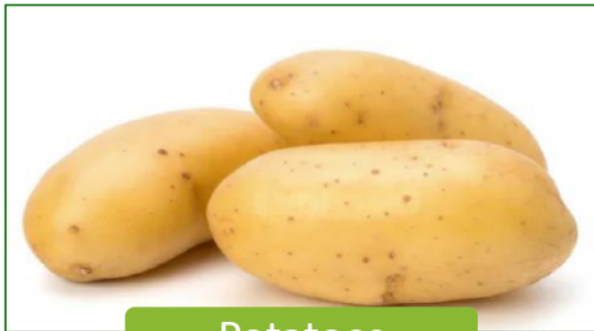
Bananas



Sweet Limes



Grapes



Potatoes

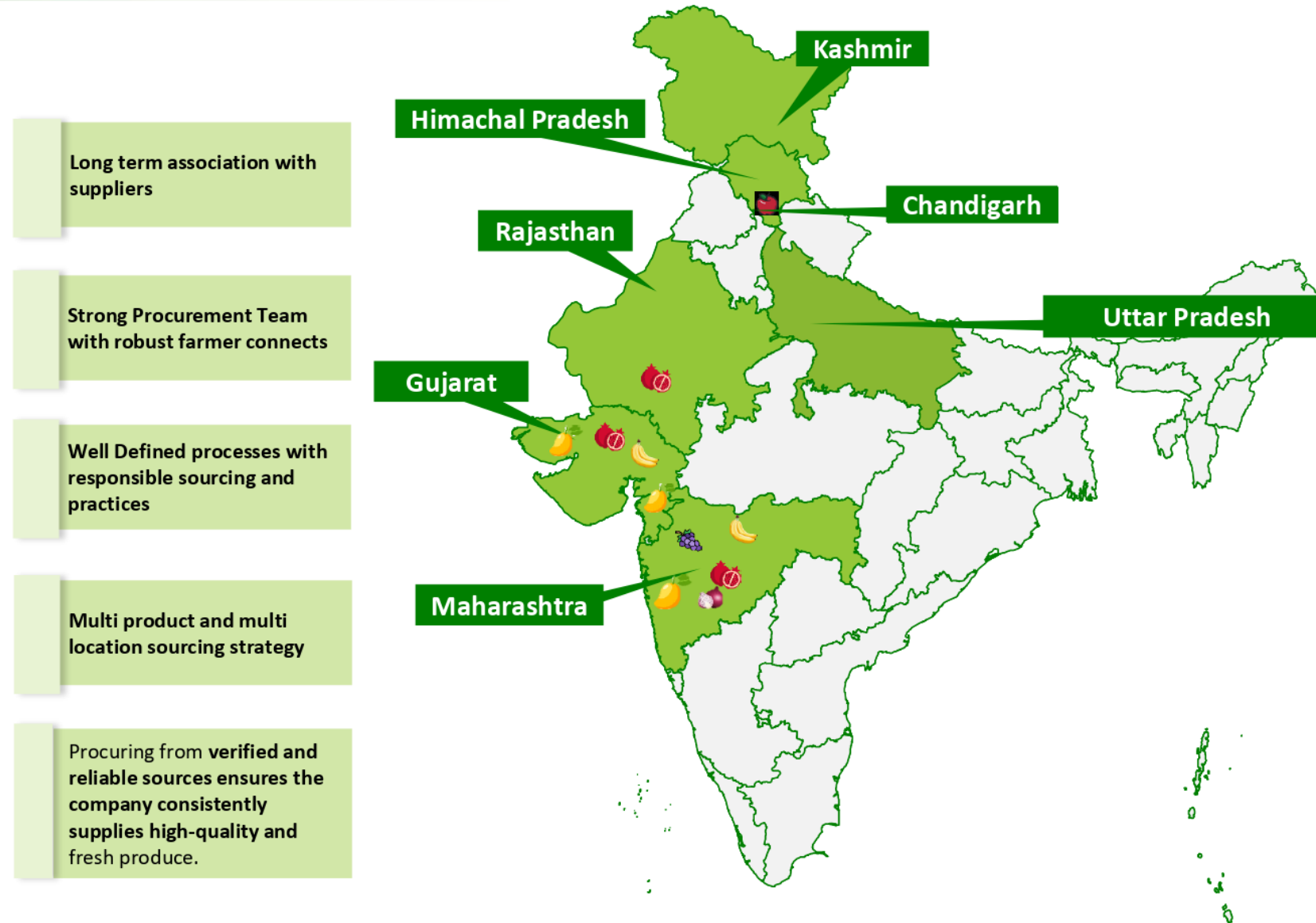


Apples



Mangoes

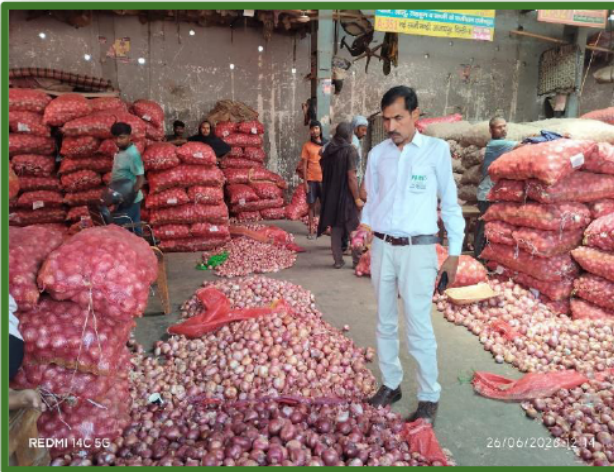
PROCUREMENT THAT SUPPORTS FARMERS AND FEEDS NATION



	Pomegranate
	Bananas
	Grapes
	Onion
	Mangoes
	Apples
	Orange
	Tomato
	Potato

GLIMPSE OF BUSINESS OPERATIONS AND ACTIVITIES

Extensive hubs — ensuring every harvest finds its buyer.



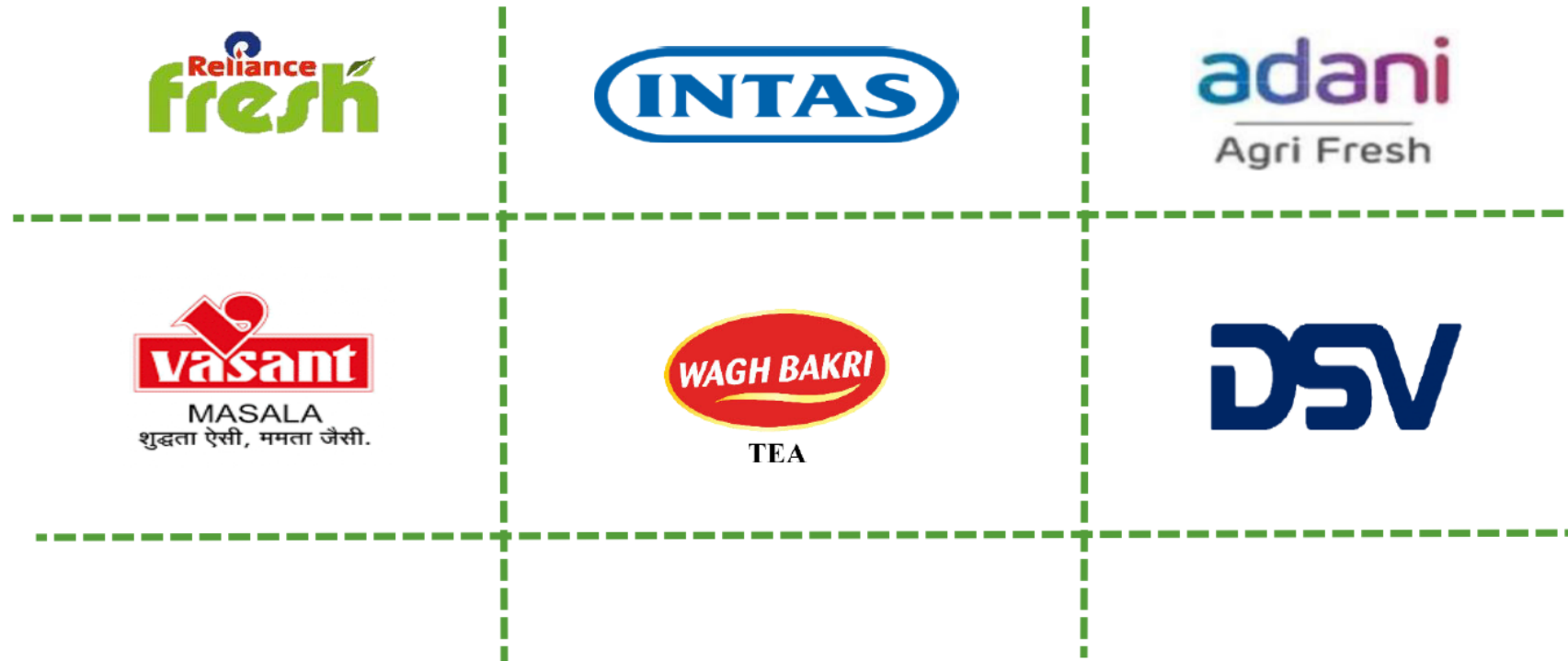
OUR KEY SUPPLY CHAIN PARTNERS FOR FRUITS AND VEGETABLES

We are the trusted supplier of vegetables and fruits to leading retail chains such as Tata Star Bazar, HyperCity, and Reliance Fresh Limited across various locations in Gujarat.



OUR KEY SUPPLY CHAIN PARTNERS FOR 3PL SOLUTIONS AND SERVICES

We have developed a service business using a 3PL model, serving major corporations such as RIL, Agility Logistics, Waghbakri Tea, as well as several pharmaceutical and spice companies, available at 25 locations for service. We provide warehousing & solutions, re-pack, packaging , payrolling services.



OUR CIRCLE OF COMPETENCE

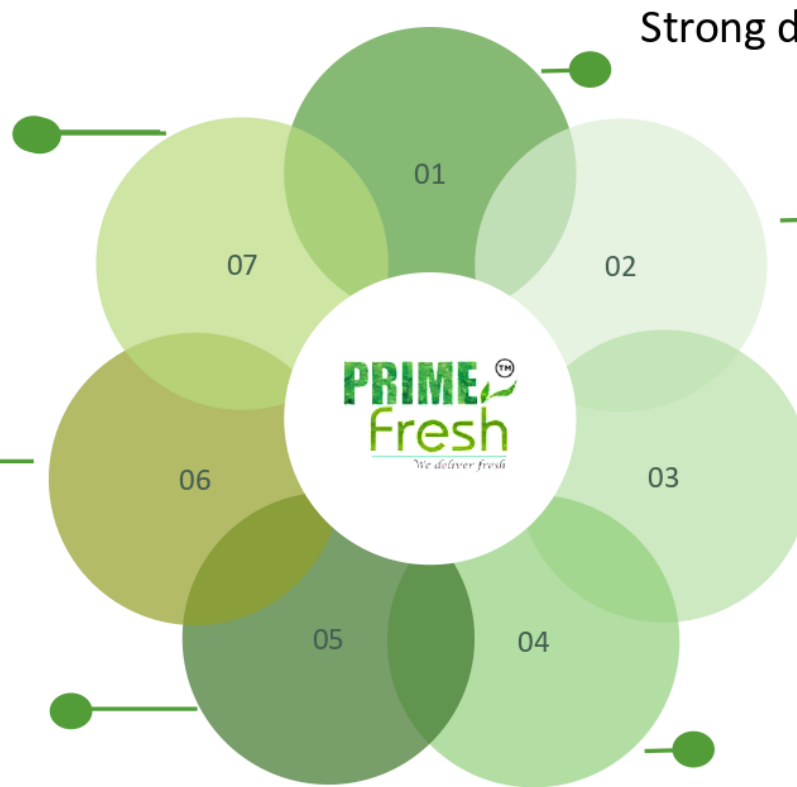


WHERE WE CREATE DISPROPORTIONATE IMPACT (1/3)

Our expertise in supply chain management is reflected in **below 3% F&V wastage in supply chain.**

We are the **primary supplier of ripened bananas in Gujarat**, utilizing a state-of-the art ripening chamber in Ahmedabad.

Long-term relationships with farmers, cooperatives, and growers across regions **reduces dependency on third-party traders** and ensures **stable supply at lower prices.**



Strong distribution network across 18 states.

Only public listed company with unique business model across 6+ channels.

Built on **diversification: broad procurement and customer networks** for sustainable growth.

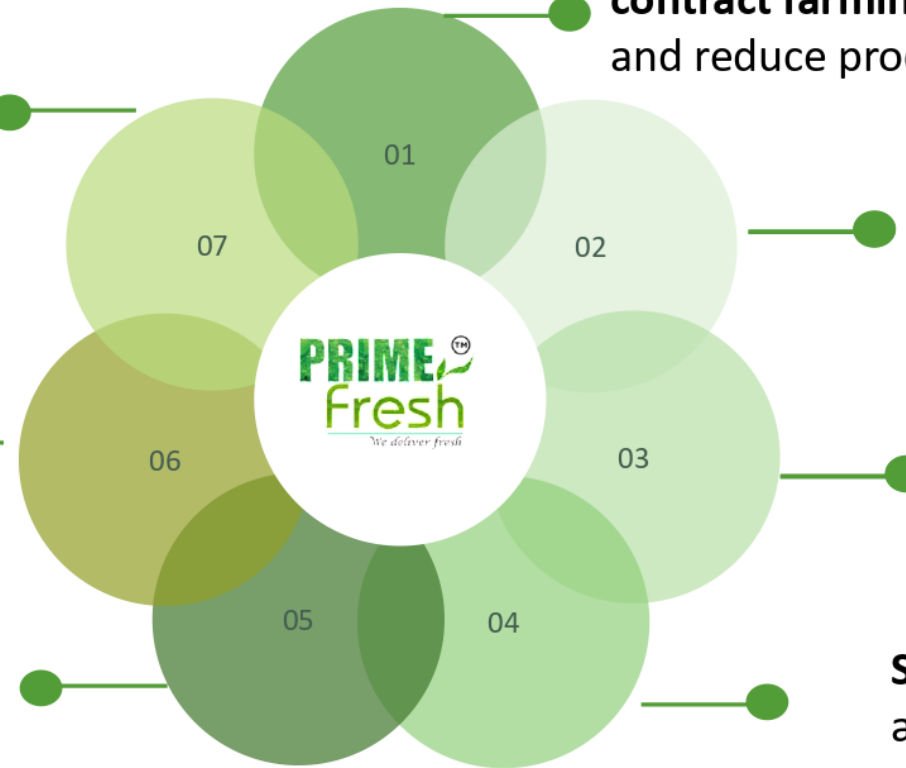
Deep procurement, operational, storage experience and expertise helps the company **anticipate market trends**, manage inventory smarter, and **time purchases strategically to reduce costs or take advantage of peak demand.**

WHERE WE CREATE DISPROPORTIONATE IMPACT (2/3)

We operate through an **Omni channel** sales strategy encompassing HoReCa, General Trade, Retail, and APMC markets — **HoReCa offers high-volume, predictable demand with stable margins; general trade provides a wide footprint and repeat business; retail focuses on price-packaged products; and APMC ensures fast inventory turnaround and effective price discovery.**

We have an **asset light business model ensuring higher capital productivity.**

The relationship is built on trust hence **it is difficult to replicate and switch to others.**



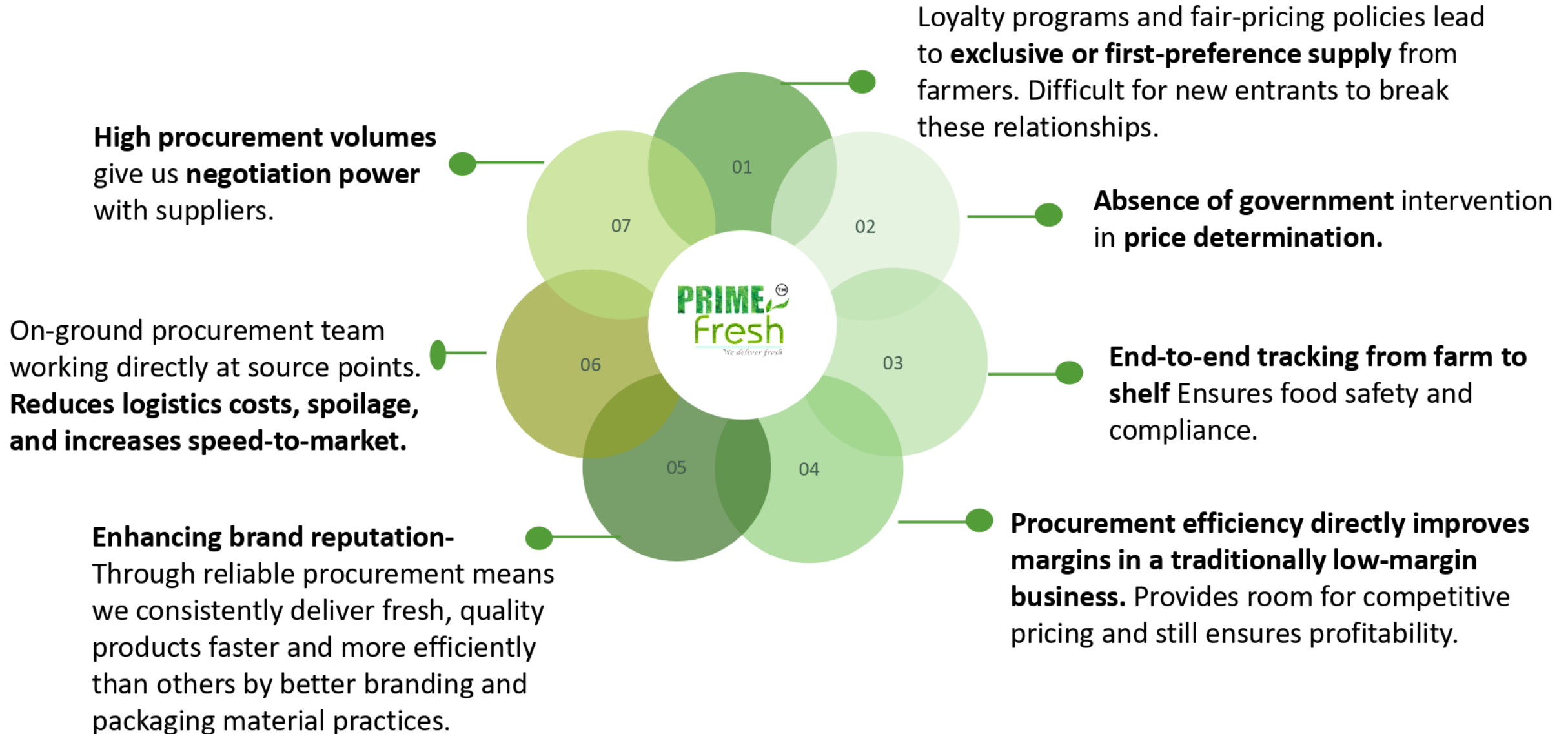
Backward integration through structured **contract farming** to ensure consistent supply and reduce procurement costs.

Entering into **Forward integration** through own food processing units and third party food processor.

Fruits and vegetables outside MSP regulation.

Significant headroom for growth as the market transitions **from unorganized to organized (Only 12%-15% of F&V Industry is organized).**

OPTIMIZED PROCUREMENT FOR MAXIMUM SUPPLY CHAIN IMPACT (3/3)



FINANCIAL PERFORMANCE

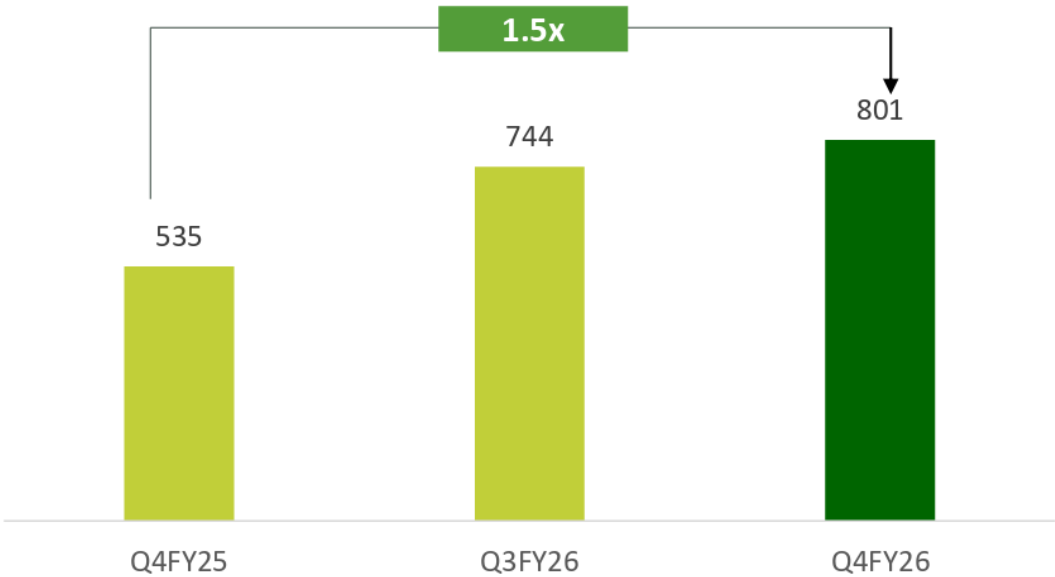


FINANCIAL HIGHLIGHTS- Q3FY26

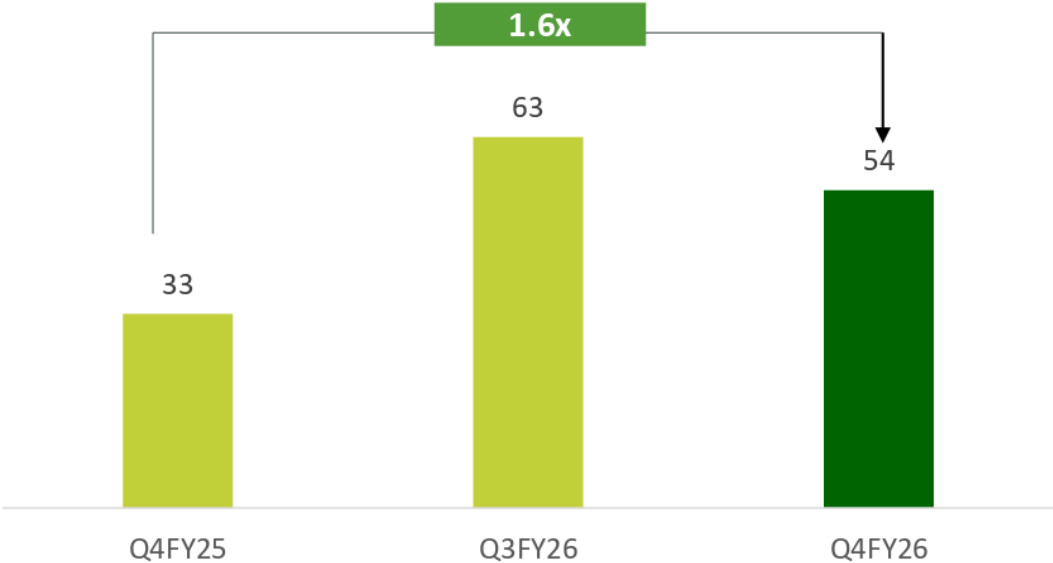
All figures in Millions



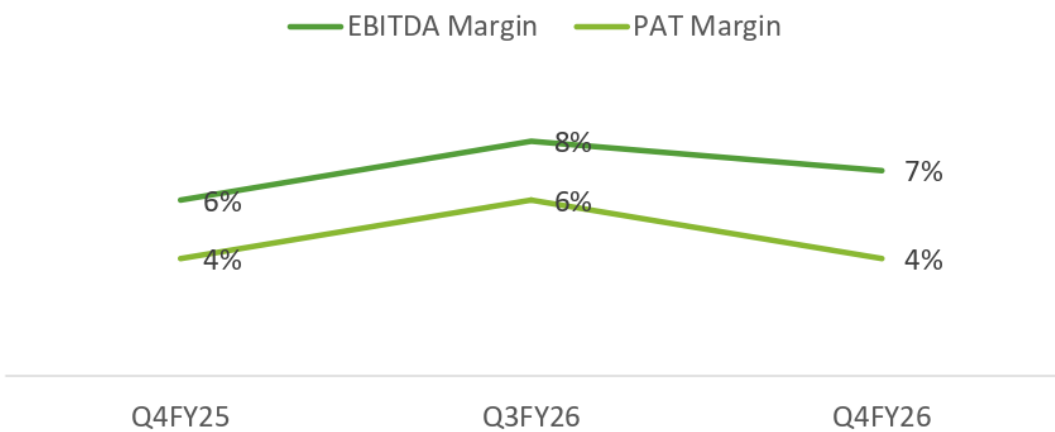
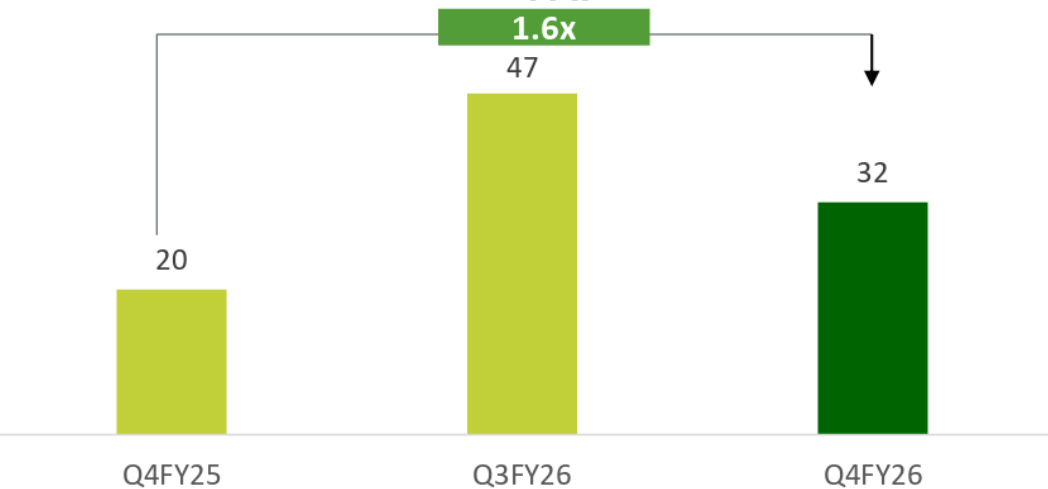
Total Income (In INR Mn)

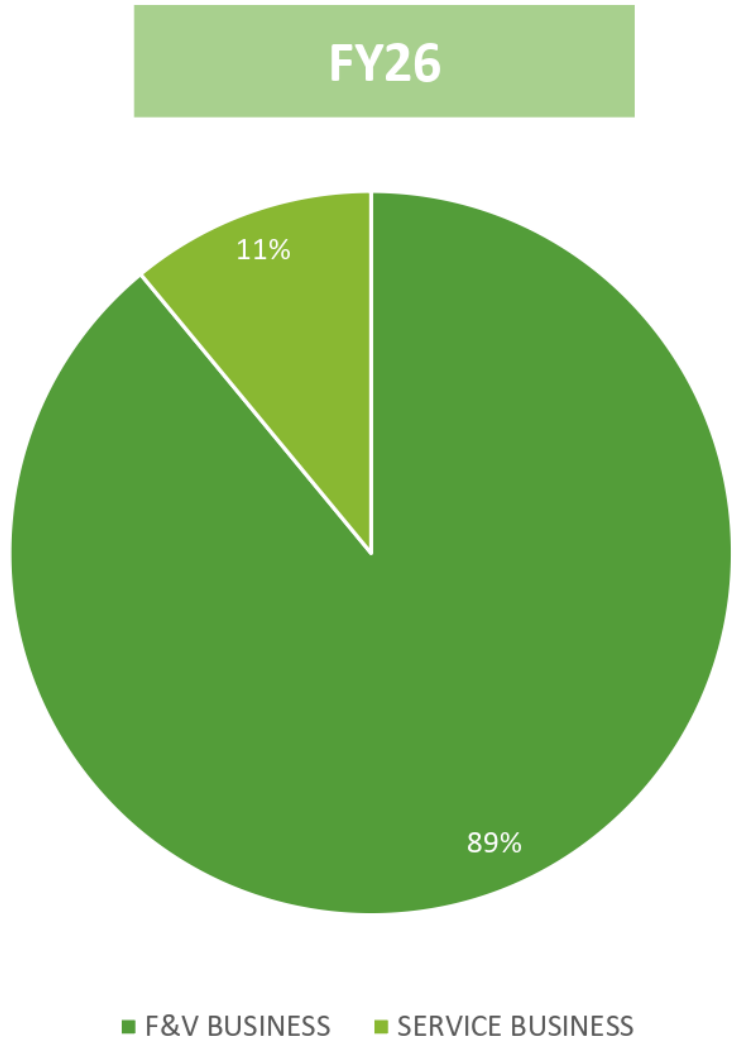
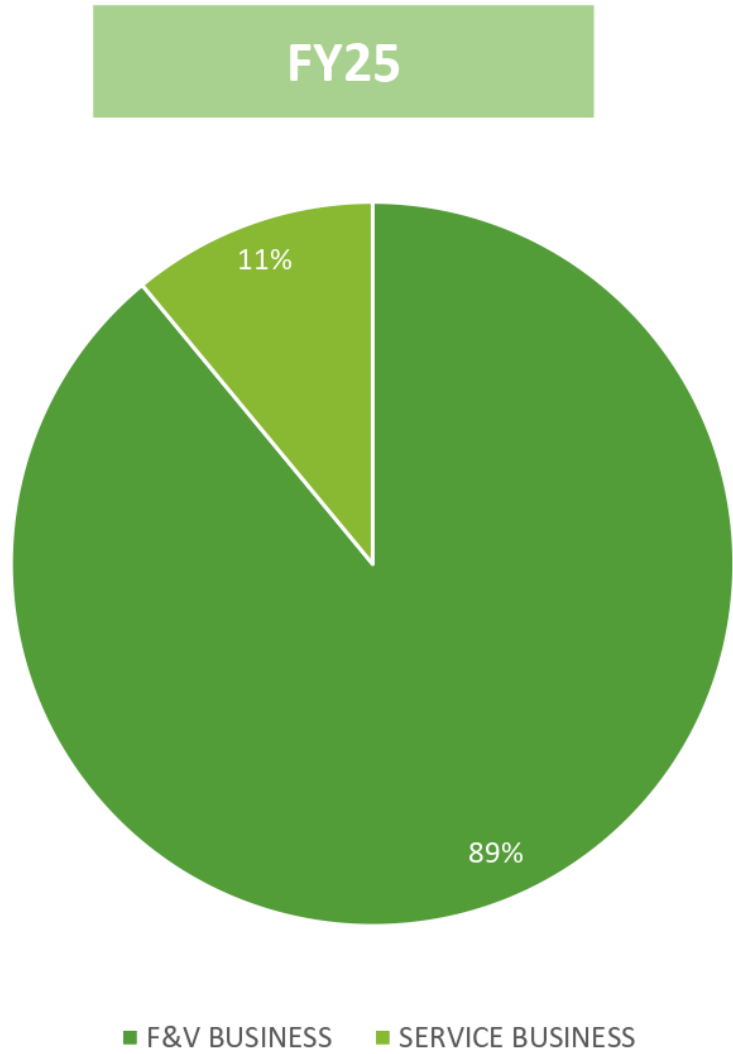


EBITDA



PAT

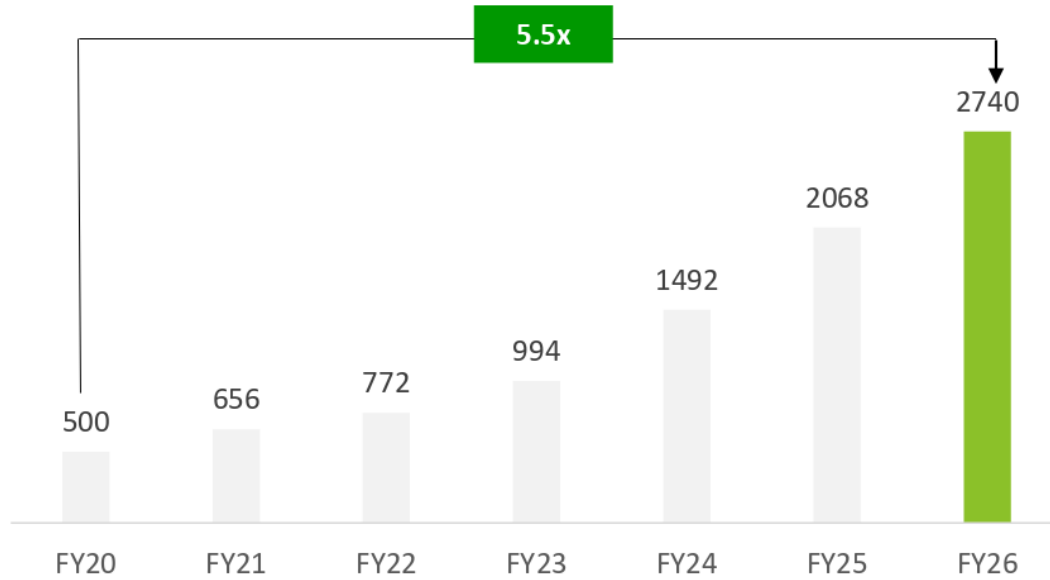




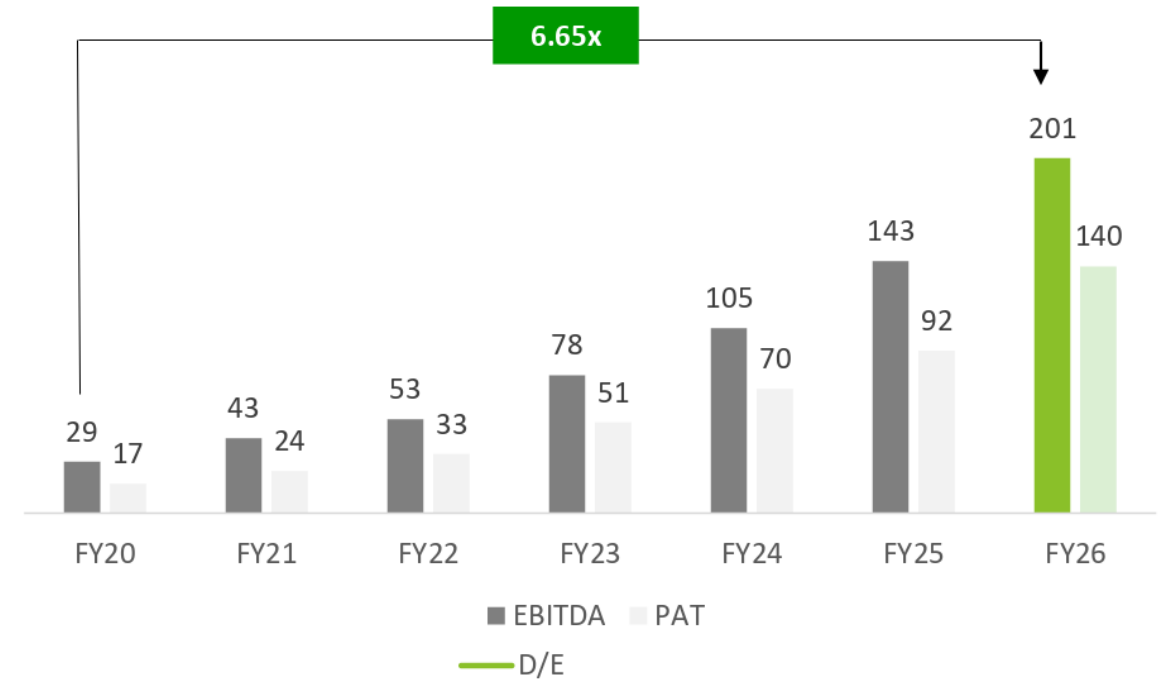
FINANCIAL HIGHLIGHTS- HISTORICAL (CONSOLIDATED FIGURES)

All figures in Millions

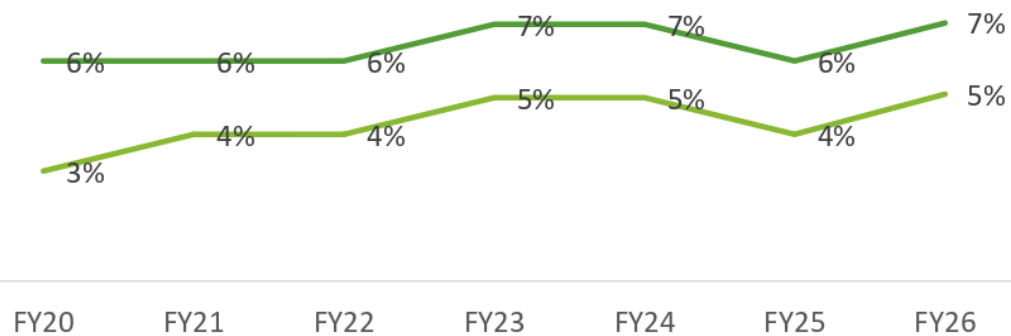
Revenue from Operations (In INR Mn)



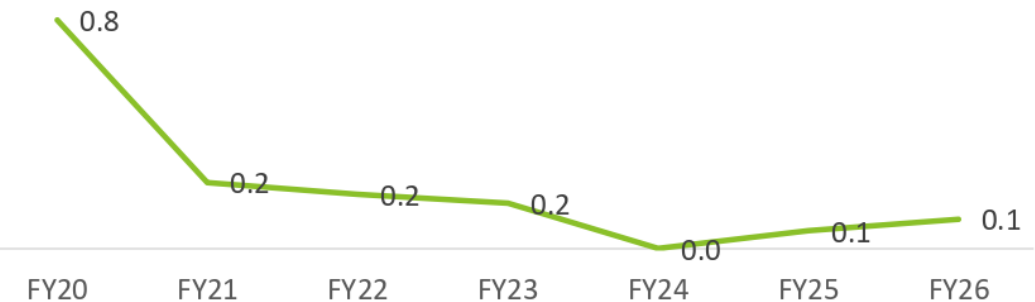
EBITDA & PAT (In INR Mn)



EBITDA Margin PAT Margin

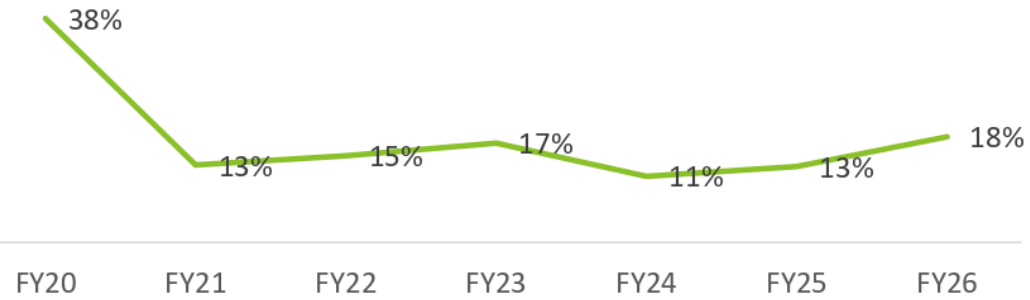


D/E

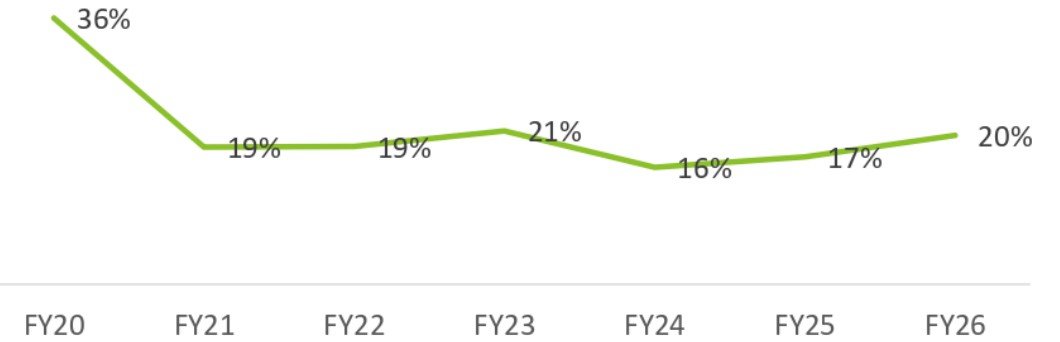


FINANCIAL HIGHLIGHTS- HISTORICAL (CONSOLIDATED FIGURES)

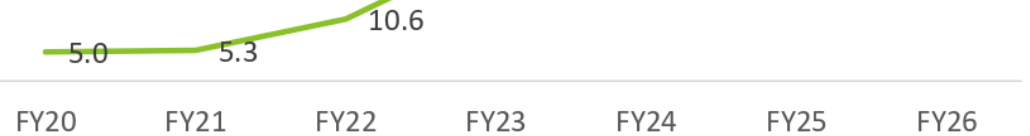
ROE



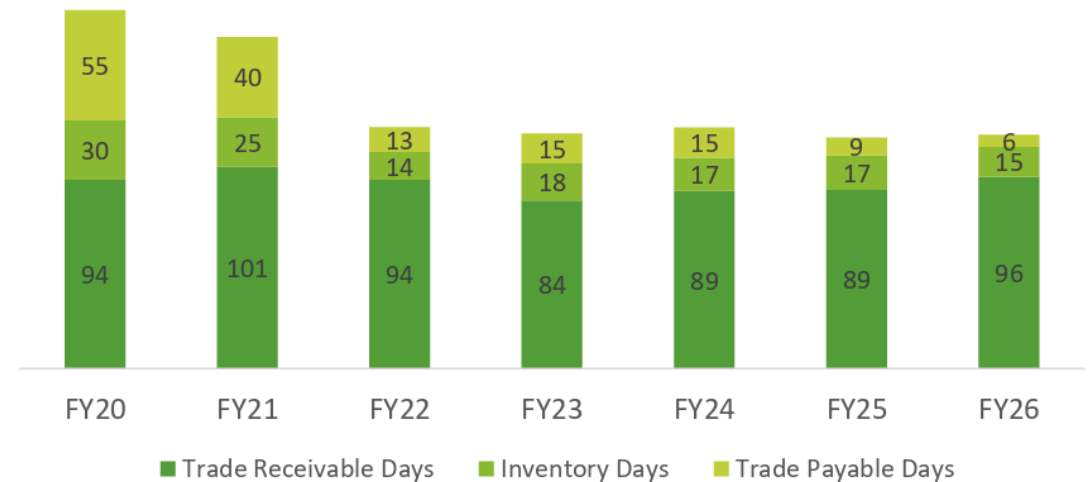
ROCE



Interest Coverage Ratio



Working Capital Days



PROFIT AND LOSS STATEMENT- Q4FY26 & FY26 (CONSOLIDATED FIGURES)

Particulars (Rs in Mn)	Q4FY26	Q3FY26	QoQ	Q4FY25	YoY	FY26	FY25	YoY
Revenue from Operations	799	743	8%	533	50%	2740	2068	32%
Other Income	1	1		2		4	9	
Total Revenue	801	744	8%	535	50%	2744	2077	32%
Total Expenses except Depreciation	751	682		503		2554	1948	
EBITDA	54	63	-14%	33	64%	200	133	50%
EBITDA Margin	7%	8%		6%		7%	6%	
PBT	50	61	-18%	31	62%	190	128	48%
Tax	18	14		11		50	36	
PAT	32	47	-31%	20	66%	140	92	52%
PAT Margin	4%	6%		4%		5%	4%	
Diluted EPS	1.84	3.35		1.41		9.40	6.69	

PROFIT AND LOSS STATEMENT (CONSOLIDATED)- HISTORICAL

All figures in Millions

Particulars (Rs in Mn)	FY20	FY21	FY22	FY23	FY24	FY25	FY26
Revenue from Operations	499.7	655.8	772.0	993.5	1492.1	2067.7	2739.8
Other Income	0.1	0.2	2.2	3.5	3.7	9.4	4.4
Total revenue	499.8	656.0	774.3	996.9	1495.8	2077.1	2744.3
Total Expenses except Depreciation, Amortization and Finance Cost	470.6	613.8	723.2	922.4	1394.7	1943.9	2546.9
EBITDA (ex Other income)	29.1	42.3	51.0	74.6	101.0	133.2	197.3
EBITDA Margin	6%	6%	6%	7%	7%	6%	7%
Finance Cost	5.8	8.0	4.6	3.1	4.0	3.1	7.2
Depreciation	1.1	0.9	0.8	1.2	1.6	2.0	3.3
PBT	22.3	33.4	45.7	70.3	95.5	128.1	189.7
Tax	5.6	9.5	12.2	19.0	25.0	36.0	50.0
PAT	16.6	23.8	33.4	51.3	70.4	92.1	139.7
PAT Margin	3%	4%	4%	5%	5%	4%	5%
Diluted EPS	4.2	6.0	2.7	4.1	5.1	6.7	9.4

BALANCE SHEET (CONSOLIDATED)- HISTORICAL

All figures in Millions

Key Balance Sheet Items(Rs in Mn)	FY20	FY21	FY22	FY23	FY24	FY25	FY26
Equity Share Capital	34.9	39.4	118.3	125.2	136.5	136.5	138.8
Reserves	8.6	141.4	107.7	178.6	487.9	575.2	742.3
Borrowings	33.9	40.8	41.9	47.2	0.4	43.5	88.7
Other Liabilities	11.8	14.4	3.1	3.5	16.6	18.3	175.3
Trade Payables	87.1	15.5	26.3	32.4	62.8	16.7	54.3
Total Liabilities	257.8	263.8	305.6	402.3	708.1	813.4	1199.4

Net Block	4.5	3.7	3.3	7.8	7.1	10.6	28.9
Capital Work In Progress	0.1		3.1	0.5	1.2		3.0
Trade Receivables	159.3	203.5	195.3	262.4	463.0	549.0	889.1
Inventory	48.1	15.0	31.4	40.9	62.4	88.6	87.5
Cash and Cash Equivalents	3.6	8.0	11.8	28.4	49.1	47.7	85.9
Total Assets	257.8	263.8	305.6	402.3	708.1	813.4	1199.4

CASH FLOW STATEMENT (CONSOLIDATED)- HISTORICAL

All figures in Millions

Particulars (Rs in Mn)	FY20	FY21	FY22	FY23	FY24	FY25	FY26
Cash Flow From Operating Activities	-31.0	-19.3	-0.3	-12.3	-109.1	-107.8	-119.1
Cash Flow From Investing Activities	-0.1	-0.1	-4.1	-2.8	-66.8	71.4	-14.2
Cash Flow From Financing Activities	27.4	23.8	8.2	31.7	196.4	35.1	171.4
Net Change in Cash and Cash Equivalents	-3.7	4.4	3.8	16.6	20.6	-1.3	38.1

Our bottom line has expanded at a faster pace than our topline, with a 43% CAGR vs. 33% over FY20–FY26 respectively.

Near-zero debt (D/E 0.1). Long Term Borrowings is NIL in FY26.

Our working capital cycle remained stable over the last two years, with working capital days at 90 in FY24 and 97 in FY25, reflecting consistent operational efficiency and liquidity management.

ROE stood at 18% in FY26. ROCE stood at 20% in FY26.

CRISIL has reaffirmed BBB/ Stable on Long Term Borrowings of INR 100 crores.



Mr Hiren Ghelani, Founder and Whole Time Director, said

*“Dear Shareholders, we are pleased to announce that our Q4 FY2026 was a resilient and strategically important quarter for Prime Fresh, reflecting the strength of our diversified fresh-produce model, disciplined execution and ability to manage crop, channel and price volatility. During the quarter, our outward sales volumes stood at **16,731 MT, registering a strong 72% YoY growth over Q4FY25**. For the full year FY2026, Prime Fresh delivered a strong operating scale-up. Total outward volumes increased to all-time highs of **65,132 MT in FY2026, representing 97% growth**.*

*On the financial front, consolidated revenue from operations for Q4FY26 stood at **Rs79.9 crore**, growing **50% YoY**. EBITDA stood at around 5.3 crore, while Profit After Tax stood at %3.2 crore, reflecting **66% YoY growth**. **This performance was delivered despite seasonal crop volatility, climate-linked supply disruptions and changing demand patterns across key produce categories**. The quarter was supported by a balanced mix of volume-led and value-led products. Our consolidated revenue from operations stood at %274 crore, growing **33% YoY**, while PAT stood at %14 crore, growing **52% YoY**. FY2026 was also a year that tested the resilience of the fresh-produce sector due to climate-linked challenges and volatility in certain fruit categories. Our diversified operating model helped us manage these challenges effectively. Onion remained the key throughput driver, contributing 9,725 MT in Q4FY26, while Pomegranate, Apple and Orange strengthened the value profile of the portfolio. This reflects our strategy of **balancing scale with value for supply-chain utilisation while high-value fruits support revenue quality and realisation**.*

During the year, we also progressed on important long-term initiatives. Our Service, 3PL and other non-F&V value businesses continued to grow strongly, supporting diversification beyond pure F&V trading. Prime Fresh also stood No. 1 across all three EOI applications for setting up clusters under the Cluster Development Programme (CDP) by National Horticulture Board, receiving high scores in the range of 42-46 out of 50. Additionally, our credit profile strengthened with CRISIL assigning BBB/Stable rating for X100 crore debt facilities, compared with the earlier rated base of 310 crore.

Looking ahead to FY2027, we remain focused on sustainable growth, stronger channel penetration and better product mix. The pace of exponential growth may moderate during FY2027 due to softer demand from exporters and HORECA buyers, oil-price-linked pressure on transportation costs, and global geopolitical uncertainty impacting select sales channels. However, we expect to manage this through deeper focus on Modern Trade, General Trade, E-Commerce, Imported Products and Newer Domestic Categories such as Green peas, Malta, Pomegranate and other seasonal produce.

*Our aspiration remains to grow value sales by around 25-30%, and tonnage volumes by 20-25% supported by better capacity utilisation, stronger domestic channels, product diversification and continued operational discipline. Going forward, our next phase of growth will be driven by balancing scale with value with **OPT as the throughput engine**, and high-value fruits, imported products, new domestic categories and service-led businesses improving realisation, revenue quality and margin resilience. FY2026 has strengthened our operating base, and we enter FY2027 with confidence, caution and a clearer roadmap for the next phase of growth.”*

THANK YOU

For further information; please visit:
www.primefreshlimited.com

PRIME FRESH LIMITED

@ +91 9909032351/ 9909032945

☎ ir@primefreshlimited.com/cs@Primefreshlimited.com

