



# MADHUSUDAN MASALA LIMITED

Investor Presentation Q2 & H1FY26

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# **ABOUT US**



# **ABOUT US**

Brand legacy of over **40** years in manufacturing & processing of spices and food products.

Manufacturer of 32 different types of spices across 500+SKUs (under all 4 Brands)

#### **Product Portfolio:**

- Ground Spices
- Blended Spices
- Whole Spices
- Grocery Products, Instant Mix & other Food Products

Manufacturing 13 varieties of chilli powder, part of ground spices portfolio, available in 78 SKUs.

Inhouse R&D facility and dedicated team











Certified by **FSSAI** (Food Safety and Standards Authority of India).

#### **Manufacturing Capacity:**

4800MT Jamnagar Unit



**600MT** Rajkot Unit





Acquired Vitagreen Products Private Ltd. as 100% subsidiary, allowing access to new product segments & markets through its established distribution network.

Market Presence: (as on 30 Sep 2025)

Addition: (Jul'25 – Sep'25)

**40,000**+ Retail Grocery stores

2,000+

6,300+ Wholesalers

300+

325+ Distributors

25+

4

Super Stockist

States covered PAN India

**INVESTOR PRESENTATION** 

# **MISSION & VISION**

#### Mission

- To deliver Quality food products that meet the highest standards
- Cost-effective solutions for our customers
- Improved accessibility to our products, making them available to a wider audience

#### **Vision**

- Become leading pan-India C-T-C spices brand
- Leverage expertise in quality spices and regional market Understanding
- Capture 1% market share in Indian Spices Industry







# **HISTORY AND TIMELINE** (1/2)



1980

1977

Birth of a legendary brand "DOUBLE HATHI".

1900

Acquired own premises in the renowned Grain Market of Jamnagar for selling ready spices under the "Double Hathi" brand.

1981

Established the first small spice manufacturing unit at the Industrial Area in Hapa, near Jamnagar.

1982

Formed M/s.

Madhusudan & Co.,
a partnership firm
by the founders.

Registered the
"DOUBLE HATHI"
brand trademark.
Obtained AGMARK
certification from
Quality Standards of
India

1996

Began selling spices in polypacks, available in various sizes ranging from 50g to 1kg under brand "DOUBLEHATH!" 2000

Received AGMARK certification for the spices under the Agriculture Produce (Grading and Marketing)
Act, 1937.

2003

Launched the "MAHARAJA" brand for the sale of ground spices.



# HISTORY & TIMELINE (2/2)



#### 2015

Established a

State-of-the-Art
manufacturing
plant at the
Industrial Area in
Hapa, near
Jamnagar, Gujarat.

2016

Obtained **FSSAI** certification.

2018

Established a multi-commodity cold storage facility on lease for storing raw spices.

2021

Converted the partnership firm into a company under the name "Madhusudan Masala Private Limited."

2023

Converted into a public limited company "Madhusudan Masala Limited" & listed on the NSE SME Platform on 27th September 2023.

2024

Began commercial use of a newly owned cold storage facility with a capacity of 4029 MT.

Acquired 100% equity stake in Vitagreen Products Pvt. Ltd.

Appointed Super Stockists and distributors in **Maharashtra and Goa**.

Appointed Super Stockist in **Telangana**. 2025

3,000+ Retailers
added
300+ Wholesalers
onboarded
30+ Distributors
established
Presence expanded
to 7 states



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## **TOP MANAGEMENT**



Founded in 1982 by Mr. Dayalji Vanravan Kotecha and Mr. Vijaykumar Vanravan Kotecha, the company has grown into a respected brand, now led by the next generation, Mr. Rishit Dayalji Kotecha and Mr. Hiren Vijaykumar Kotecha, with extensive industry experience.



Rishit Dayalji Kotecha Chairman & Managing Director

Rishit Dayalji Kotecha, a 43-year-old Bachelor of Science graduate, serves as the Chairman cum Managing Director of the company. With 21 years of business experience, he has played a key role in driving the company's growth and expansion, establishing it as a leading player in the spice industry through his vision and leadership.



Mr. Hiren Vijaykumar Kotecha Whole Time Director

Hiren Vijaykumar Kotecha, a 39-year-old commerce graduate, is the Whole-time Director at the company. With 18 years of business experience, he manages the procurement, production, and sales teams, using his expertise to enhance operational efficiency and foster growth. His strategic leadership has played a key role in the company's success.



# BUSINESS OVERVIEW



## **BUSINESS MODEL**





#### **Procurement**

Spices (raw materials) are sourced during their respective seasons and stored to ensure a consistent supply of high-quality ingredients.



Consistent quality of spices is maintained throughout the year by sourcing ~80% of raw materials during their respective seasons, preserving their natural properties like color and aroma over time.



#### Manufacturing

All spices and products are carefully manufactured using natural processes and scientific methods.





#### **Processing**

Raw materials undergo cleaning, drying, grading, grinding, & are then packed as finished products.



#### **Product Packaging**

Spices are made available in various packaging options to meet diverse customer needs: **Ground spices:** 10gms to 20kgs (polypacks & jute bags)

**Blended spices:** 10gms to 100gms (polypacks & cardboard boxes)



#### **Product Distribution**

Strong product distribution network with expanding sales channels through key partnerships & an exclusive Super Stockist managing the Northern region, ensuring broad reach across states & positioning for market share growth.





INVESTOR PRESENTATION

(100% Subsidiary)

# **PRODUCT PORTFOLIO**





#### **Ground Spices**

#### Packaging: 10g to 20kg

Chilli powder ghalor, Kashmiri chilli powder, Double tikha chilli powder, Turmeric powder rajapuri, Coriander powder, Resham patto chilli powder, Nylon kashmiri chilli powder, Turmeric powder selam, Turmeric powder super, Coriander cumin powder

#### **Blend Spices**

#### Packaging: Rs.5, Rs.10 ( MC & Pouch) 50g, 100g, 200g, 500g Jar, 1Kg Jar

Shahi paneer masala, Sambhar masala, Sabji Masala, Pav bhaji masala, Pani puri masala, Meat masala, Katlu powder, Kitchen king masala, Chole masala, Garam masala.

#### **Whole Spices**

Various types of Whole Chilli, Fenugreek, Mustard seeds, Sesame seeds, Fennel seeds

Packaging: 500g, 1Kg

#### **Grocery Products**

Mint leaves, Kasuri methi, Dry mango powder, Dry ginger powder, Rajgira lot, Khatta achar, Mitha achar, Soya chunks. Tea

Products procured form Third-Party in addition to our in-house manufacturing, packed & sold under our brand name "DOUBLE HATHI" ensuring quality and consistency.

Premium, Kathiyawadi, 9 No. & Super tea, Urad papad, Black salt, Rock salt, Pink salt, Strong hing



#### **Ground Spices**

Packaging: 50g to 500g

Chilli powder, Turmeric powder, Coriander powder, Coriander Cumin powder



#### **Ground Spices**

Packaging: 50g to 500g

Chilli powder, Turmeric powder, Coriander powder, Coriander Cumin powder



# THE SELLEN

#### **Ground Spices**

Packaging: Rs.5, Rs. 10 (MC & Pouch) 50g, 100g, 200g, 500g Jar, 1Kg, 5Kg

Chilli powder, Turmeric powder, Coriander cumin powder

#### **Blend Spices**

Packaging: Rs.5, Rs.10 ( MC & Pouch) 50g , 100g, 200g, 500g Jar, 1Kg Jar

Fish masala, Egg curry masala, Dabeli masala, Chicken masala, Chicken biryani masala, Mutton biryani masala, Chole masala, Chat masala, Hyderabadi biryani masala, Garam masala

#### **Instant Mixes**

Packaging: Rs. 200g, 400g, 500g

Gota flour, Idli flour, Mendu vada flour, Khaman flour, Kheer mix, Gulab jamun mix

#### **Grocery Products**

Chat masala, Buttermilk masala, Black pepper powder, White pepper powder, Tea masala, Pudina chutney, Dry ginger powder, Dry mango powder

I. I. /E

# **MANUFACTURING PROCESS**



Spices and products are manufactured using natural processes and scientific techniques to preserve their natural properties, color, and aroma.

#### **Grinding** Cleaning **Blending** Sieving **Packing Drying** Spices, such as red Raw spices are cleaned Spice particles are finely Ground spices are Spice particles are Automated filling and ground using machines packaging of spices into chilies, are laid out in a of impurities, dirt, and blended in precise separated by size using such as hammer mills, proportions to create sieves or vibrating containers such as single layer on concrete contaminants using custom mixes or methods such as air pin mills, or ball mills. bottles, bags, or cans for patios or wire mesh screens to ensure trays to dry in the sun, formulations. distribution. jets, vibratory sieves, uniformity. with care taken to bring or manual sorting. them inside at night to avoid moisture buildup.

# MANUFACTURING FACILITY(1/2)



- 1 lakh sq. ft. area equipped with modern machinery and automation for top-quality production.
- 4,029 MT cold storage facility on-site, eliminating rental storage dependency.
- Manufacturing unit located near APMC in Jamnagar, Gujarat for easy access to high-quality raw materials.















# MANUFACTURING FACILITY(2/2)



- Established on 50,000 sq. ft. area, including Administration Office and Plant Building.
- Adequate storage facility and large warehouse.
- Modern grinding and pulverizing machines, flour mixing machines, automatic and semi-automatic packing machines
- In-house R&D and modern laboratory.











# GREENFIELD EXPANSION



# State-of-the-art Facility **Jamnagar, Gujarat**



- Two-Phase Expansion Plan: Project to be executed in two stages, with Phase 1 adding 6,000 MT annual capacity.
- Advanced Processing Technology: Incorporates state-of-the-art cleaning, cold-air processing, and cryogenic grinding to ensure premium product quality.
- Turnkey Project Execution: Implementation supported by an experienced technical partner on a turnkey basis for seamless and timely delivery.
- Global-Standard Facility: Designed to meet stringent food-safety norms and equipped with world-class infrastructure for manufacturing and processing spices and related product.





**Construction Underway...** 

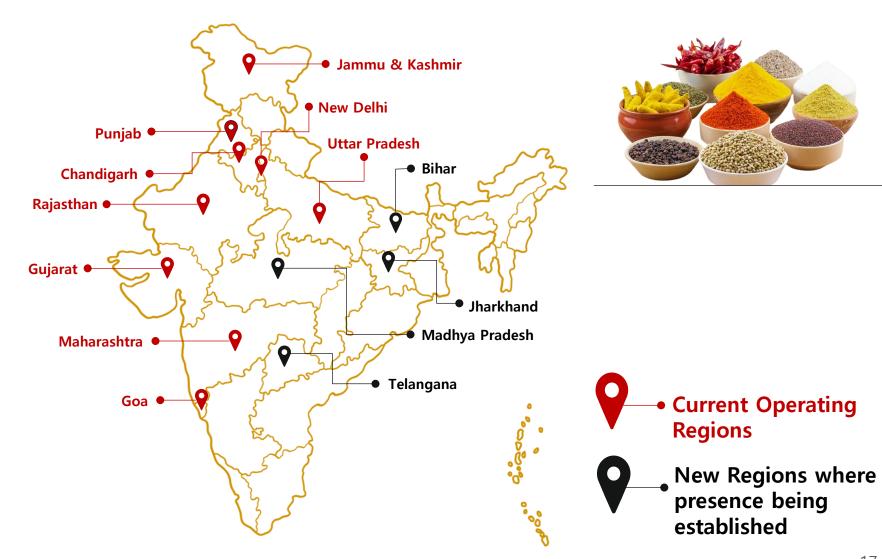




### **GEOGRAPHICAL PRESENCE**



- ~35% market share in Saurashtra (western region of Gujarat) and ~5% in Gujarat overall, demonstrating strong regional presence and customer loyalty.
- Significant growth potential in Maharashtra, particularly beyond Mumbai suburban areas, with a large and diverse market.
- Strategic sales channel expansion in Telangana and Goa, positioning for market share growth.
- Sales presence established in Chandigarh, Punjab, Haryana, UP, Bihar, Jharkhand, Delhi, and J&K.
- Appointed exclusive Super Stockist in Chandigarh to manage Northern region, bringing valuable expertise and relationships.



INVESTOR PRESENTATION

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# MARKETING INITIATIVES (1/2)



Boosting brand awareness and expanding the customer base through marketing initiatives designed to reach a wider audience, drive sales, and enhance visibility across various regions.

01

02

03

04

05

06

Shop Facia Activity

Free Sampling Distributor & Super Stockist Expansion

News Media Advertising FM Channel Advertising

Food Exhibitions







# MARKETING INITIATIVES (2/2)



#### **Schemes**











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## **COMPETITIVE STRENGTHS**





#### **Experienced Promoters and Management Team**

- 41+ years of combined industry experience providing strong strategic and operational leadership.
- Expertise has been key to the company's growth and market positioning.



#### **In-House Manufacturing and Capabilities**

- State of the art facilities for hygienic processing, grading, and packaging.
- HACCP and FSSAI certifications ensure food safety and product quality.



#### **Commitment to Quality**

- ISO 9001:2015 and ISO 22000:2018 certifications ensure high-quality production.
- Rigorous quality control across sourcing, manufacturing, and packaging.



#### **Strong Brand Recognition and Recent Acquisition**

- Established brands like "DOUBLE HAATHI", "MAHARAJA", and "MANTAVYA" trusted for quality.
- Recent acquisition of Vitagreen Products and "77 GREEN" brand expands presence in organic and blended spices, tapping into growing health-conscious trends.



#### **Diversified Product Portfolio**

- Offers a wide range of ground, blended spices, and essential grocery products.
- Strong appeal across various consumer segments.



#### **Long-Term Customer Relationships**

- Strong network with 6,300+ wholesalers and 40,000+ retailers.
- Deep understanding of the Indian palate ensures strong customer loyalty.

Madhusudan Masala's competitive strengths position it as a key player in the spice industry, with a well-rounded portfolio that includes the recent addition of 77 GREEN, strengthening its leadership in both traditional and health-conscious markets.



# WAY FORWARD



# **WAY FORWARD**



#### **Enhancing Regional Presence**

- Strengthen position in existing markets of Saurashtra & Other regions of Gujarat.
- Expand in Maharashtra, Goa, and Telangana.
- Expand further into other regions of Northern states like Chandigarh, Haryana, UP, Bihar, J&K, and Jharkhand after establishing an initial presence.
- Strategically enhance the PAN India distribution network.

#### **Expanding Product Portfolio**

- Focus on continuous R&D and innovation to meet customer needs.
- Introduce new products and regionspecific offerings.
- Creating a universal C-T-C blend that appeals to consumers across all regions of India.

#### **Boosting Sales of Branded Products**

- Increase branded spices and food product sales as a larger share of revenue.
- Strengthen brand image and market visibility.

Expected CAGR ~30%

(For next 3 to 5 years)



# FINANCIAL HIGHLIGHTS



## **KEY FINANCIAL HIGHLIGHTS**



(CONSOLIDATED – H1FY26)



Rs 1,182.2 Mn

18.7% YoY

#### EBITDA 📥

Rs 140.6 Mn

24.2%

#### **EBITDA Margin**

11.9%

+52 bps

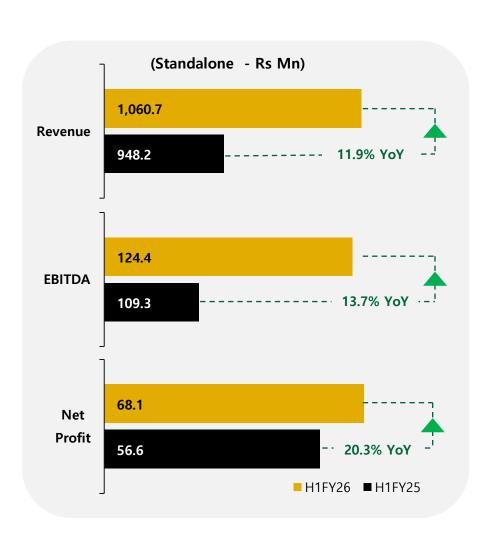
#### Net Profit **A**

Rs 76.6 Mn

17.2%

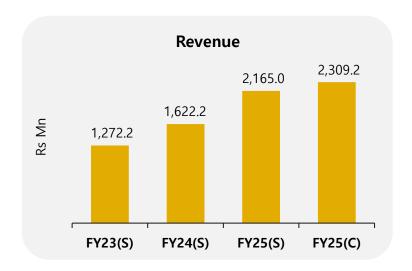
#### **Net Profit Margin**

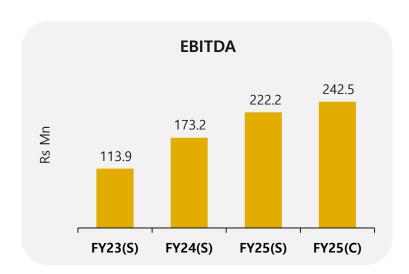
6.5%

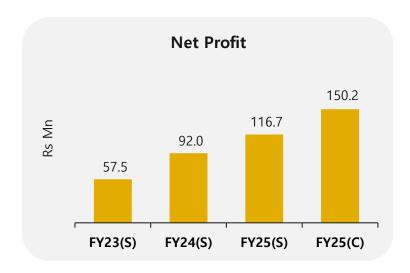


# **CONSISTENT GROWTH TRAJECTORY**

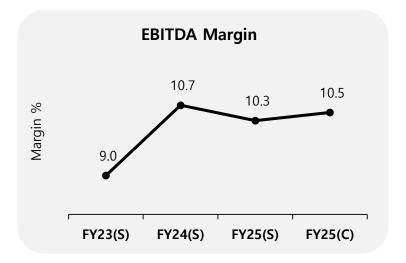


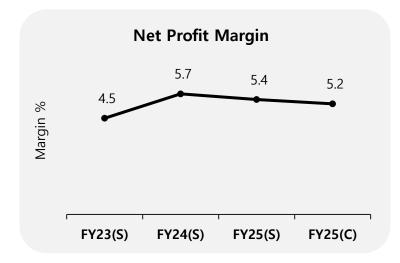






Consistent growth across topline, EBITDA, and Net Profit, reflecting operational scale, with margins remaining within a healthy range.



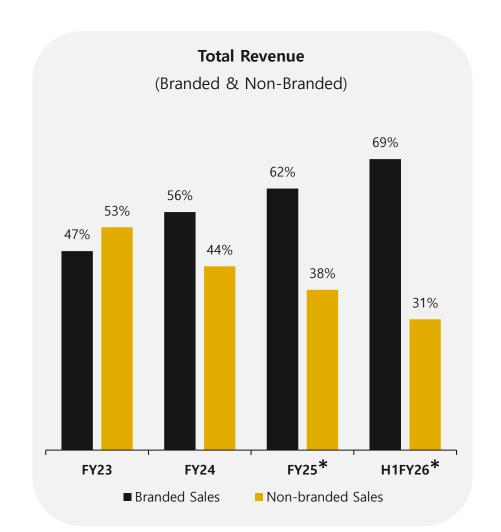


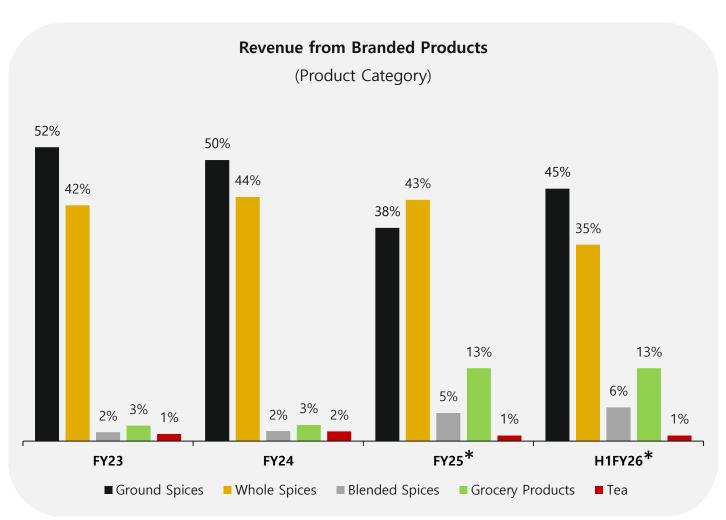
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<sup>\*</sup> S – Standalone & C – Consolidated

## PRODUCT-WISE SALES BREAKDOWN





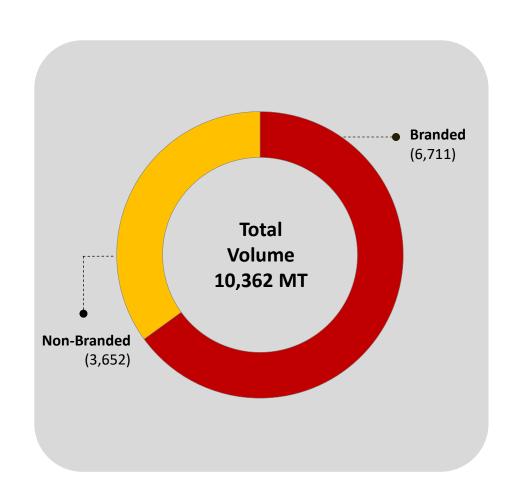


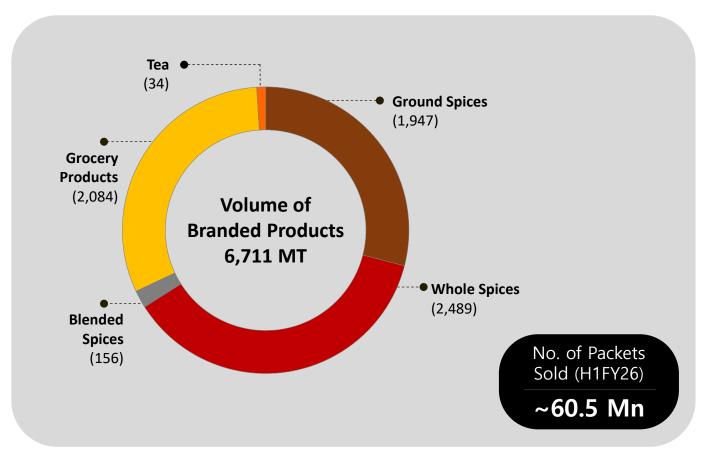
<sup>\*</sup> H1FY26 & FY25 sales breakdown is on a consolidated basis, following the acquisition of Vitagreen Products Pvt. Ltd. on July 26, 2024.

## **VOLUME-WISE SALES BREAKDOWN**



#### H1'FY26 (Consolidated, in MT)





# **INCOME STATEMENT - H1'FY26**



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Particulars (INR Mn)	H1FY26	H1FY25	YoY%
Revenue from operations	1,182.2	995.9	18.7
Total Expenditure	1,041.6	882.6	18.0
EBITDA	140.6	113.2	24.2
EBITDA Margin (%)	11.9	11.4	+52 bps
Other Income	7.1	9.2	(22.9)
Depreciation	12.1	8.3	45.7
EBIT	135.6	114.2	18.8
Interest	33.1	29.9	10.9
Profit Before Tax	102.5	84.3	21.6
Tax	25.9	19.0	36.5
Reported Net Profit	76.6	65.3	17.2
Net Profit Margin (%)	6.5	6.6	-8 bps
Reported Earnings Per Share (Rs.)	5.29	4.99	6.0

#### Standalone

H1FY26	H1FY25	YoY%
1,060.7	948.2	11.9
936.3	838.8	11.6
124.4	109.3	13.7
11.7	11.5	+19 bps
7.0	0.4	1,546.6
10.3	7.0	48.1
121.1	102.8	17.8
30.4	29.5	3.0
90.7	73.3	23.7
22.5	16.6	35.4
68.1	56.6	20.3
6.4	6.0	+45 bps
4.71	4.33	8.8

# ANNUAL INCOME STATEMENT



	Standalone	Standalone	Standalone	Standalone	Consolidated
Particulars (INR Mn)	FY22	FY23	FY24	FY25	FY25
Revenue from operations	654.1	1,272.2	1,622.2	2,165.0	2,309.2
Total Expenditure	632.4	1,158.3	1,449.0	1,942.8	2,066.8
EBITDA	21.7	113.9	173.2	222.2	242.5
EBITDA Margin (%)	3.3	9.0	10.7	10.3	10.5
Other Income	11.1	2.9	4.5	13.8	13.8
Depreciation	6.7	6.3	9.3	19.7	23.7
EBIT	26.1	110.5	168.4	216.3	232.7
Interest	16.4	32.7	44.6	61.9	62.9
Profit Before Tax	9.7	77.8	123.9	154.4	169.8
Exceptional Items	-	-	-	-	30.7
Profit Before Tax	9.7	77.8	123.9	154.4	200.5
Tax	1.6	20.3	31.9	37.7	50.3
Reported Net Profit	8.1	57.5	92.0	116.7	150.2
Net Profit Margin (%)	1.2	4.5	5.7	5.4	6.5
Reported Earnings Per Share (Rs.)	*15.41	6.39	8.27	8.49	10.93

<sup>\*</sup> Unadjusted on account of conversion from a partnership firm to a private limited company.

# **BALANCE SHEET**



	Standalone	Consolidated	Consolidated
Particulars (INR Mn)	FY24	FY25	H1FY26
EQUITY & LIABILITIES			
Shareholders Funds	460.5	936.6	1,013.2
Share Capital	129.0	144.7	144.7
Reserves & Surplus	331.5	787.7	864.3
Money received against share warrants	-	4.2	4.2
Non-Current Liabilities	83.9	90.5	82.4
Long Term Borrowings	81.6	90.5	82.4
Deferred Tax Liability (Net)	2.3	-	
Current Liabilities	508.1	765.5	785.2
Short Term Borrowings	439.8	660.6	671.1
Trade Payables	33.9	50.9	32.2
Short Term Provisions	31.0	45.4	72.1
Other Current Liabilities	3.4	8.6	9.8
TOTAL	1,052.5	1,792.6	1,880.8

	Standalone	Consolidated	Consolidated
Particulars (INR Mn)	FY24	FY25	H1FY26
ASSETS			
Non-Current Assets	149.3	215.3	257.3
Property, Plant & Equipment	122.0	145.6	152.3
Long Term Loans and Advances	27.2	28.3	30.2
Non-Current Investments	-	39.4	72.8
Deferred tax assets (net)	-	2.0	1.9
<b>Current Assets</b>	903.3	1,577.3	1,623.5
Inventories	424.8	982.6	985.2
Trade Receivables	357.9	471.6	514.2
Cash & Cash Equivalents	4.0	3.2	4.5
Short Term Loans & Advances	116.5	117.9	117.5
Other Current Assets	-	2.0	2.0
TOTAL	1,052.5	1,792.6	1,880.8



# **ANNEXURES**



# **NEW ADDTIONS**





# **TO OUR PRODUCTS BASKET** (1/2)

#### **DOUBLE HATHI**







# NEW ADDTIONS TO OUR PRODUCTS BASKET (2/2)





#### **VITAGREEN**







# **OUR PRODUCTS BASKET (1/6)**





#### **Ground Spices**

Varieties of Chilli Powder, Turmeric Powder, Coriander Powder and Coriander Cumin Powder available in sizes ranging from 50g to 5kg



Chilli Powder Ghalor

Resham

Patto Chilli

Powder



Kashmiri Chilli Powder



Double Tikha Chilli Powder



Turmeric Powder Rajapuri



Coriander powder



Nylon Kashmiri Chilli Powder



**Turmeric** Powder Selam



Turmeric Powder Super



Coriander Cumin Powder

#### **Blend Spices**

Which comprises of varieties of masalas packed in 50g, 100g



Shahi Paneer Masala



Sambhar Masala



Sabji Masala



Pav Bhaji Masala



Pani Puri Masala



Rajwadi Garam Masala



Meat Masala



Katlu Powder



Kitchen King Masala



Chole Masala



Garam Masala



Super Garam Masala

INVESTOR PRESENTATION

# **OUR PRODUCTS BASKET** (2/6)





#### **Grocery Products**

#### **Whole Spices**



Mint Leaves



Kasuri Methi



Dry Mango Powder



Dry Ginger Powder



Rajgira Lot



Khatta Achar



Mitha Achar



Soya chunks





Mustard seeds



Various types of

Whole Chilli

Sesame seeds



डलस हाथी

Fennel seeds

INVESTOR PRESENTATION

# **OUR PRODUCTS BASKET** (3/6)





Products procured form Third-Party in addition to our in-house manufacturing, packed and sold under our brand name "DOUBLE HATHI" ensuring quality and consistency.









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# **OUR PRODUCTS BASKET** (4/6)



#### **Ground Spices**

Varieties of Chilli Powder, Turmeric Powder Coriander Powder and Coriander Cumin Powder available in sizes ranging from 50g to 5kg









INVESTOR PRESENTATION — 3

# **OUR PRODUCTS BASKET (5/6)**





#### **Grounded Spices**

Packed in Rs. 5, Rs. 10 (MC & Pouch) 50g, 100g, 200g, 500g Jar, 1Kg, 5Kg

#### **Blended Spices**

Packed in Rs. 5, Rs. 10 (MC & Pouch) 50g, 100g, 200g, 500g Jar, 1Kg Jar





Mutton

Biryani

Masala



Chole

Masala



Dabeli



Masala



Chicken

Masala





Chicken

Garam Masala

INVESTOR PRESENTATION

# **OUR PRODUCTS BASKET (6/6)**





#### **Instant Mixes**

Packed in Rs. 200g, 400g, 500g

#### **Grocery Products**





















Buttermilk Masala



Black Pepper Powder



White Pepper Powder







Dry Ginger Powder



Dry Mango Powder

### **CERTIFICATIONS & AWARDS**



#### Madhusudan Masala

- ISO 9001:2015 ISO 22000:2018 , HACCP
- FSSAI license under Food Safety and Standards Act 2006
- Members of:
  - Spice Board of India
  - APEDA (Agricultural and Processed Food Products Export Development Authority)













#### **Awards:**

- Received the ZED Gold Certificate, making us the first spice manufacturer in India to receive this honor in spices category
- Received the To Pride of "HALAR" Award from TOP Facility Management as a leading spice manufacturer.

#### **Vitagreen Products**

- ISO 22000:2005, AGMARK
- FSSAI license under Food Safety and Standards Act 2006
- Members of:
  - Spice Board of India & APEDA (Agricultural and Processed Food Products Export Development Authority)
  - Members of Rajkot Chamber of Commerce & Industry











## **CSR ACTIVITIES**



Beyond business, we remain committed to serving society through our Corporate Social Responsibility (CSR) initiatives. In FY25, we donated an "Antim Yatra Bus" to Jamnagar Adarsh Smash Samiti, 2nd BUS, for cremation services Jamnagar. These initiatives are a small part of our broader commitment to giving back to the community and making a positive impact on society.







# THANKYOU

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