AIL/CS/2025-26/503 **November 14, 2026**

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

Sub: Investor Presentation

Dear Sir/Madam,

In compliance with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith copy of investor presentation being issued today i.e., November 14, 2026.

This is for your information and records.

Thanking You,
For **APIS India Limited**

APIS INDIA LIMITED New Delhi

Amit Anand
(Managing Director)
DIN: 00951321

Encl: a/a

APIS INDIA LIMITED



Investor Presentation Q2 & H1 FY 2027

Safe Harbour

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COMPANY OVERVIEW



Company Snapshot

Est. in 1983

In trading business Since 1924

100+ years of experience and leadership in organised Honey trade in India and Abroad

New Delhi
Headquarters

3 Brands
apis® | MiSK | Nutrosip

10+ Product Categories

48+
SKUs (H1 FY27)

7-acre
Flagship manufacturing facility at Roorkee

2.8 lac+
retail outlets

Standalone Financial Performance

Particulars (INR in Lacs)	Revenue from Operations	EBITDA & Margins	PAT & Margins
H1 FY27	17,986	1,831 10%	1,235 7%
FY26	37,492	2,226 6%	2,426 6%

Our Journey

FOUNDATIONS

1924 — Honey trade begins

1983 — Apis India Ltd. incorporated

1992 — First manufacturing unit in Rajpura

2002 — Entered export and private label market

SCALING UP

2012 — Commissioned largest manufacturing facility at Roorkee

2015 — $15 Mn USD in exports

2016 — Entered B2C market with brand Apis & UAE operations

2018 — Dates launched

EXPANDING

2019 — Started first manufacturing unit in Dubai

2021 — Launch of other categories

LEADING & INNOVATING

2023 — India's No. 3 honey brand (NIQ RMS 2023)

2024 — Launch of organic honey

2025 — MISK & Nutrasip brand inclusion

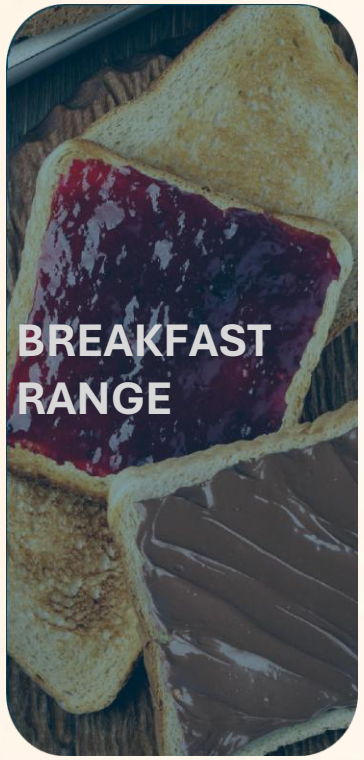
2026

- Launched India's 1st Masala Dates
- Commissioned Jam manufacturing line at Roorkee unit

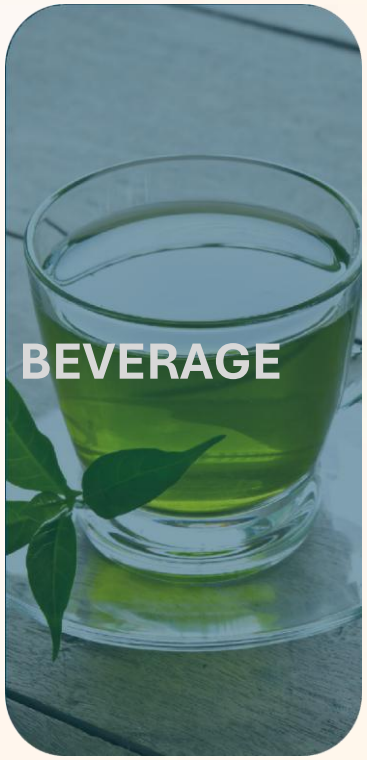
100+ OF HONEY LEGACY

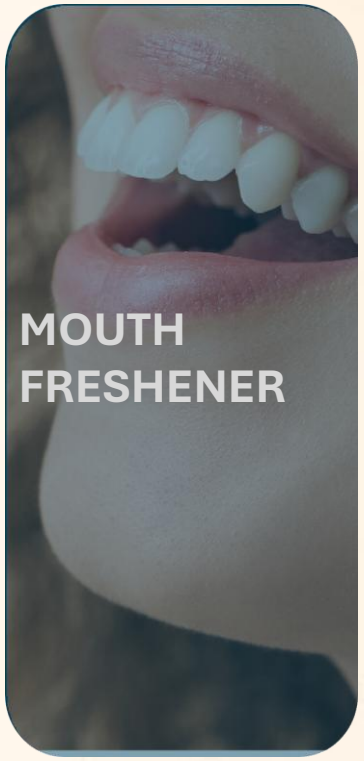
Categories

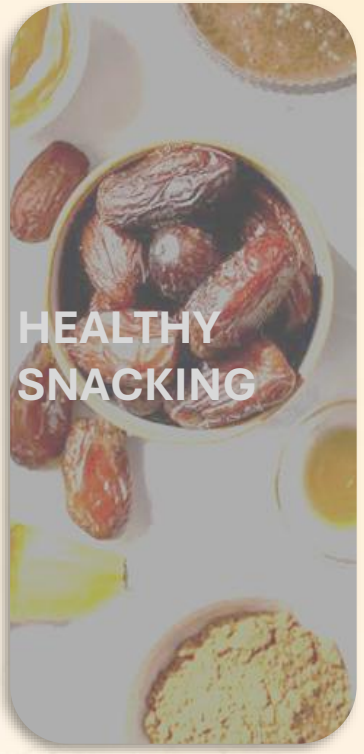

HEALTH &
WELLNESS


BREAKFAST
RANGE


KITCHEN MIX


BEVERAGE


MOUTH
FRESHENER


HEALTHY
SNACKING

Our Diverse Product Portfolio: Apis Range

HEALTH & WELLNESS

HONEY



HIMALAYA



ORGANIC



SQUEEZY



INFUSED

DATE



FARD



ZAHIDI



SHAHENSHAH



CLASSIC

DATE



SEEDLESS



ROASTED



DESERT BLISS



SEEDLESS

Our Diverse Product Portfolio: Apis, MISK & Nutrasip Range

BREAKFAST RANGE



JAM



VERMICELLI



CORNFLAKES

KITCHEN MIX



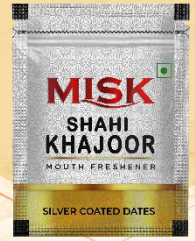
SAFFRON



COOKING PASTE

MISK

MOUTH FRESHENER



SILVER COATED

SNACKS



ACHARI



TAMARIND



CHILLI-LIME

Nutrasip

GREEN TEA



LEMON-HONEY



DETOX-KAHWA

Business Model

An integrated value chain enables Apis India to deliver high-quality products to consumers across domestic and international markets

Raw Material Sourcing

- Honey sourced through a wide network of beekeepers across India
- Procurement of quality-controlled raw materials across product categories

Manufacturing & Processing

- State-of-the-art processing and packaging facilities
- Advanced quality testing and food safety practices
- Multiple manufacturing and supply chain facilities across India

Brand & Product Portfolio

3 brands | 6 categories | 10+ products

apis®

MISK

Nutrasip

Sales Channels

- General Trade
- Modern Trade-Store
- E-commerce/Q-Commerce
- CSD/CPC & Govt. Business
- Institutional
- Export

Markets & Consumers

- Domestic
  - B2C
  - B2B
  - D2C (Plan underway)
- International
  - Institutional
  - Private-label
  - Export

Key Differentiators

Aligned with evolving health & wellness preferences of customers	Strong B2B, institutional & Private-label relationships	Multi-channel sales presence	Pure, natural & clean-label positioning	Focus on innovation and premiumisation

Our Key Strengths & Differentiators



Manufacturing Footprint

MANUFACTURING & PROCESSING

- **ROORKEE, UTTARAKHAND**
  (Flagship Manufacturing Facility)
- **HATHRAS, UTTAR PRADESH**
  (Ginger Garlic Paste)) Associate Company- Kapil Anand Agro Private Ltd

THIRD-PARTY MANUFACTURING

- Delhi
- Uttarakhand
- Telangana
- Haryana
- Uttar Pradesh
- Gujarat

COMPANY DEPOTS

- Uttarakhand (Mother Warehouse)
- Gurugram (Depot)
- Mumbai (CFA)
- Hyderabad (CFA)
- Bengaluru (CFA)
- Kolkata (CFA)
- Varanasi (CFA)





INTERNATIONAL PRESENCE

DUBAI, UAE

(Apis Arabia Foods LLC)

INTEGRATED MANUFACTURING NETWORK

- State-of-the-art processing infrastructure with advanced automation
- In-house quality testing laboratories complying with international food safety standards
- Multi-location manufacturing and warehousing network
- Integrated distribution network catering to domestic and international markets
- Overseas manufacturing presence in Dubai supporting export operations

Jam Manufacturing Facility

3600 MT
Double Shift production capacity pa

~₹4.91 crore
Projected Cost

Automated
Jam processing line with minimal manual intervention

Advanced Manufacturing & Processing

- Vacuum kettle technology to minimize flavor and natural characteristic loss
- Efficient and integrated processing infrastructure

Packaging Capabilities



1 kg -PET Jar
500 g, 450 g & 200 g - Glass Jar
90 g - IML Tub

Quality & Hygiene Infrastructure

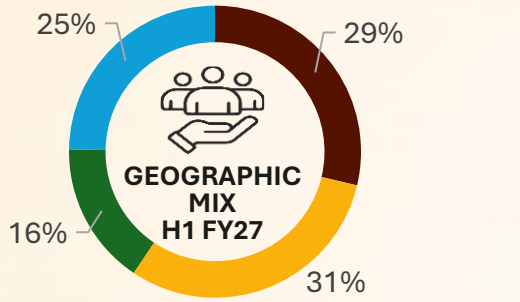
- Integrated Clean-in-Place (CIP) system for efficient equipment cleaning and hygiene maintenance
- In-line bottle washing system





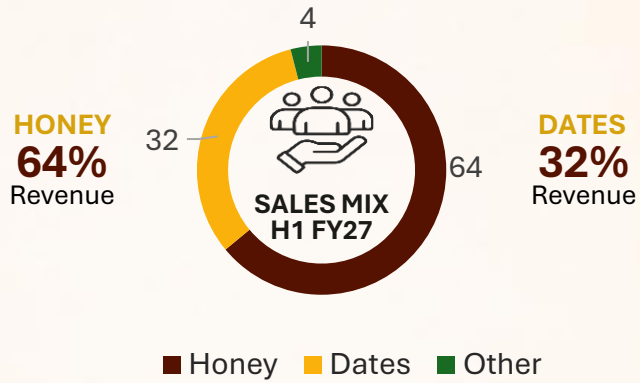

Business Metrics – H1 FY27 - Standalone

Domestic Revenue Mix - Geographic



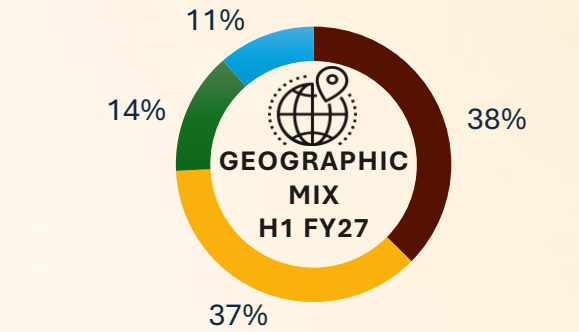
Diversified Geographic revenue base in India with strong south & growing north.

Revenue Mix – Domestic Total Sales



Balanced Revenue Mix with B2C positioned as a key growth vector

Export Revenue Mix – Geographic



Diversified Geographic revenue base with strong international presence

Export Reach **14+ countries**

Omnichannel Reach

GENERAL TRADE
2000+ distributors
2.5 lac+ outlets
~60% of India's geography

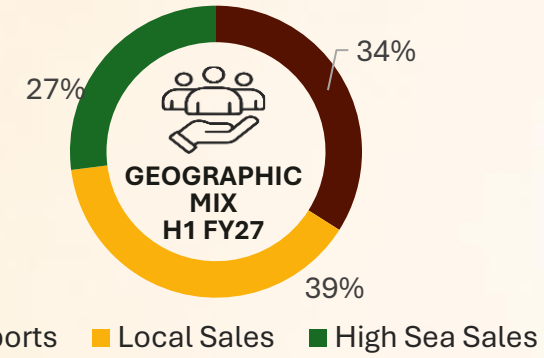
MODERN TRADE
Strong presence
in leading retail chains

E-COMMERCE
Amazon, Flipkart, and
Bigbasket

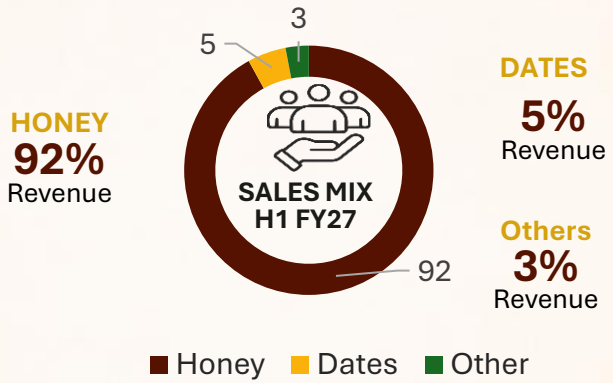
QUICK COMMERCE
Blinkit, Zepto,
Jiomart

Business Metrics- APIS Arabia

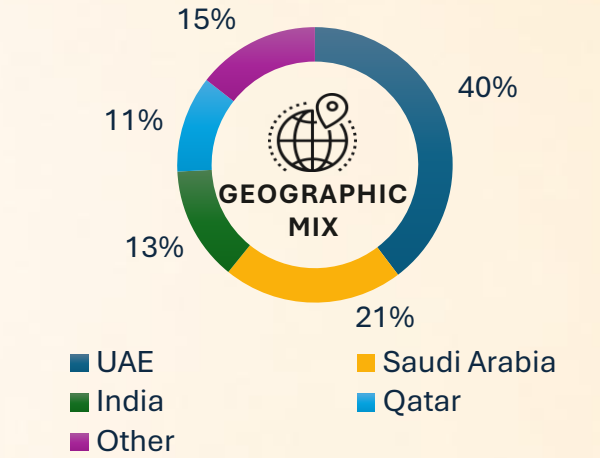
Domestic Revenue Mix - Geographic



Revenue Mix –Total Sales



Revenue Mix – Geographic



APIS ARABIA

Apis Arabia Foods LLC (formerly Apis Pure Foodstuff LLC), Dubai

Apis Limited's overseas associate company.

Apis Arabia trades in honey, tea, coffee and bread and bakery products. It gives Apis India a base and presence in the Middle East and supports the international trade channel alongside the Indian business. It has consistently been reporting a steady turnover and margins.

Management continues to expect sustainable growth and a stronger market presence.

Growth Strategy & Outlook

STRENGTHEN BRAND PORTFOLIO
Build on Apis' core honey and dates portfolio by expanding into products that enable living a healthier and fitter lifestyle and continuous product innovation.

EXPAND DISTRIBUTION COVERAGE
Deepen presence across general trade, modern trade, e-commerce and international markets to improve market penetration

PRODUCT INNOVATION
Develop differentiated products across honey, dates and adjacent health-oriented categories, with a focus on premium formats and value-added offerings.

EXPORT GROWTH
Leverage global demand for Indian food products by expanding exports and strengthening B2C overseas business

SUSTAINABLE GROWTH
Focus on responsible sourcing, food safety, quality assurance and long-term value creation for all stakeholders

OPERATIONAL EXCELLENCE
Improve manufacturing efficiency, supply-chain productivity and capacity utilisation to support scalable growth and margins.



QUARTERLY PERFORMANCE



Management Commentary



MR. VIMAL ANAND
Whole-time Director, Apis India Limited

"We reported revenue of Rs. 17,986 Lacs in H1FY27 mainly supported by sustained demand. Dates have shown healthy growth. On the distribution front, General Trade delivered a healthy performance during H1FY27, reflecting continued market traction and the effectiveness of our distribution network.

With a 55% YoY growth, the EBITDA was booked at Rs. 1,831 Lacs translating into 10% margin. Calibrated pricing actions during the period helped mitigate the impact of elevated raw material costs and packaging costs. our focus on operational efficiencies helped us navigate the overall cost pressures effectively. The demand remained resilient, reflecting strong customer preference for our products and the strength of our brand.

In H1FY27, we brought the production and packing of jam products under our own manufacturing operations, which were previously outsourced to a third party. This transition is expected to provide greater control over the manufacturing process, improve cost efficiencies and strengthen our pricing competitiveness. Going forward, we intend to leverage these advantages to significantly expand the category, with an ambition to grow jam sales by 10x over the coming period

Talking about our international presence, Apis Arabia Foods LLC, Dubai, our overseas associate company, helps us establish our presence in the Middle East for trade operations in the geography for honey, tea, coffee and bread and bakery products. We remain optimistic on its contribution to the overall business.

Going forward, we will remain focused on strengthening our market presence, expanding consumer reach and sustaining a balanced approach towards growth and profitability."

Standalone Profit and Loss

Particulars (Rs in Lacs)	Q2FY27	Q2FY26	YoY	H1FY27	H1FY26	YoY
Income from operations	**11,390**	**9,225**	**23%**	**17,986**	**17,880**	**1%**
COGS	6,294	5,767		9,627	11,094	
Gross Profit	**5,096**	**3,458**	**47%**	**8,359**	**6,786**	**23%**
Gross Profit margin	**45%**	**37%**		**46%**	**38%**	
Employee Cost	1,194	927		2,183	1,789	
Other expenses	2,693	2,068		4,345	3,816	
EBITDA	**1,209**	**463**	**161%**	**1,831**	**1,181**	**55%**
EBITDA Margin	**11%**	**5%**		**10%**	**7%**	
Other Income	256	700		348	769	
Depreciation	126	118		239	222	
EBIT	1,340	1,045		1,940	1,728	
Interest	177	99		328	212	
Profit Before Tax	1,163	946		1,612	1,516	
Tax	289	232		378	401	
Profit After Tax	**874**	**714**	**22%**	**1,235**	**1,115**	**11%**
Profit After Tax Margin	**8%**	**8%**		**7%**	**6%**	
EPS - Basic	0.63	0.52		0.90	0.81	

- **Product Mix:** Honey remained the key revenue contributor, accounting for 64% of H1FY27 sales, followed by dates at 32%. Dates witnessed steady growth.
- **Geographical Sales Mix:** Domestic sales accounted for 69% of H1 FY27 sales, while exports contributed 31%.
- **Export Market:** UAE was the largest contributor to export revenue, accounting for 41% of total exports during H1FY27.
- The company has transitioned jam manufacturing and packaging from a third-party arrangement to in-house operations. This is expected to enhance cost competitiveness and operational control. The investment is likely to ramp up the jam sales by 10x in the near future.
- Company has applied for NSE listing and is in process of completing the formalities.

Standalone Balance Sheet

Particulars (INR Lacs)	H1 FY27	H1 FY26
Non-current Assets		
Property, Plant & Equipment	1,997	1,540
Intangible Assets	8	12
Right of Use of assets	555	514
Capital Work-in-progress	-	1
Financial Assets		
i) Investments	1,008	1,008
ii) Loans		
iii) Other Financial Assets	150	199
Deferred Tax Assets, net	347	307
Other non-current assets	475	236
Total Non-current Assets	**4,540**	**3,816**
Current Assets		
Inventories	8,343	8,135
b) Financial Assets		
i) Trade Receivables	14,277	13,072
ii) Cash and Cash Equivalents	316	34
iii) Other Bank Balances	32	6
iv) Loans		
v) Other Financial Assets	7	5
c) Current Tax Assets (Net)		
d) Other Current Assets	2,688	2,665
Total Current Assets	**25,665**	**23,917**
Total Assets	**32,205**	**27,734**

Particulars (INR Lacs)	H1 FY27	H1 FY26
Equity Share capital	13,775	13,775
Other Equity	4,265	3,030
Non Controlling Interest		
Total Equity	**18,040**	**16,805**
Borrowings	1,177	314
Lease Liabilities	393	393
Provisions	181	182
Deferred tax liability (net)		
Total Non-Current Liabilities	**1,751**	**889**
Current liabilities		
Borrowings	6,752	5,780
Lease Liabilities	169	144
Trade payables	1,371	2,649
Other Financial Liabilities	1,792	1,097
Other current liabilities	248	259
Provisions	11	11
Current tax liabilities (Net)	71	98
Total Current liabilities	**10,414**	**10,039**
Total Liabilities	**12,165**	**10.928**
Total Equity & Liabilities	**30,205**	**27,734**

INDUSTRY OVERVIEW



Indian Food Processing Industry | Structural Growth Opportunity

India’s consumer economy is witnessing powerful structural shifts driven by evolving consumer priorities, digital adoption and innovation

US$1.9 Tn
India's consumer economy expected to approach this by 2030

US$50 Bn
Projected size of quick-commerce market by 2030

US$260 Bn
Projected size of Indian e-commerce market by 2030

US$200 Bn
India's e-commerce exports ambition by 2030

KEY INDUSTRY GROWTH DRIVERS



- RISING HEALTH & WELLNESS AWARENESS
- PREMIUMISATION
- CONVENIENCE-LED CONSUMPTION
- PERSONALISATION & AI
- GOVERNMENT SUPPORT
- GLOBALISATION OF INDIAN BRANDS
- SUSTAINABILITY & TRUST

Deloitte–FICCI, Consumer trends IGNITEing growth and governance, August 2026

India’s Natural Sweeteners Industry | Strong Fundamentals Significant Opportunities

Indian Honey Industry
Export-Led Opportunity

142 KT	India's honey production
100.8 KT	Natural honey exports FY25
US$206.5 Mn	Honey Export value FY25
USA	Largest export market

Indian Dates Industry
Large Import & Consumption Opportunity

526.6 KT	India's 2024 date imports
US$286 Mn	Import value
0.34 kg	*Per-capita consumption in 2023*
#2	India’s global ranking as a date importer
UAE | Iraq | Iran	Top sourcing markets

INDIA'S COMPETITIVE POSITION

UTTAR PRADESH	KEY PRODUCING STATES	KEY EXPORT MARKETS
Largest producing state	UP | West Bengal | Punjab | Bihar | Rajasthan	USA | UAE | Saudi Arabia | Portugal | Libya

Growing global demand for natural and premium honey, combined with India's competitive production economics, supports long-term export potential





India is one of the world's largest date-importing markets, with significant headroom for higher domestic consumption and branded/value-added formats

Strong industry tailwinds in natural sweeteners driven by health awareness, premiumization, convenience and global demand

APEDA, CRISIL

Annexure



Experienced Team



PREM ANAND

Chairperson & Whole-time Director



AMIT ANAND

Managing Director



VIMAL ANAND

Whole-time Director



ANKIT NAGAR

Chief Financial Officer

Certificates



BRCGS Food Safety

Issue 9 · LRQA



True Source Certified

Conformity · Intertek



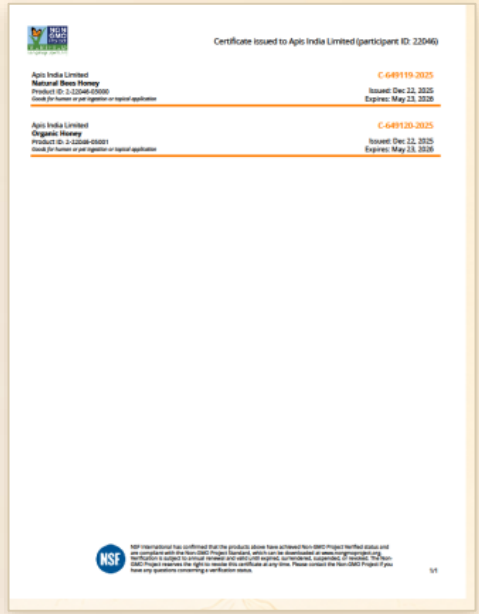
Scope Certificate

Processing · ADITI



Organic Certificate

Canadian Organic Standard



Non-GMO Project

Product Verification · NSF

Marketing Campaigns (1/2)



Multi Product recipe



Honey Magazine Ad



Multicity OOH Switch to Natural Sweetener Campaign - Honey



Honey Print Campaign



Honey TV Campaign



Influencer Campaign - Honey

Marketing Campaigns (2/2)



Durga Puja Honey Campaign



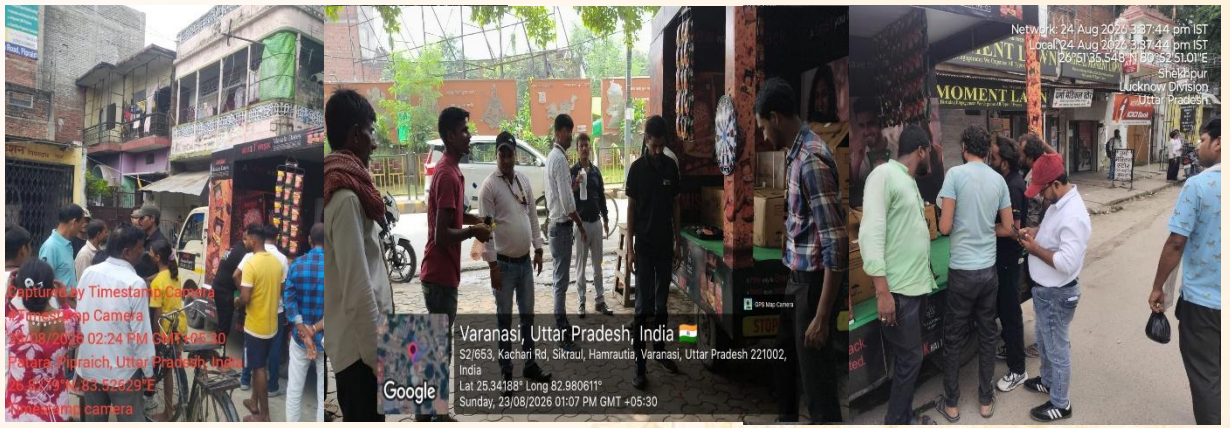
Brand Collaboration Honey



Sliced Dates Launch



Masala Dates Campaign



Multicity Van Activity

THANK YOU

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