



**Integrated Agriculture.
Greater Value.**

INVESTOR PRESENTATION



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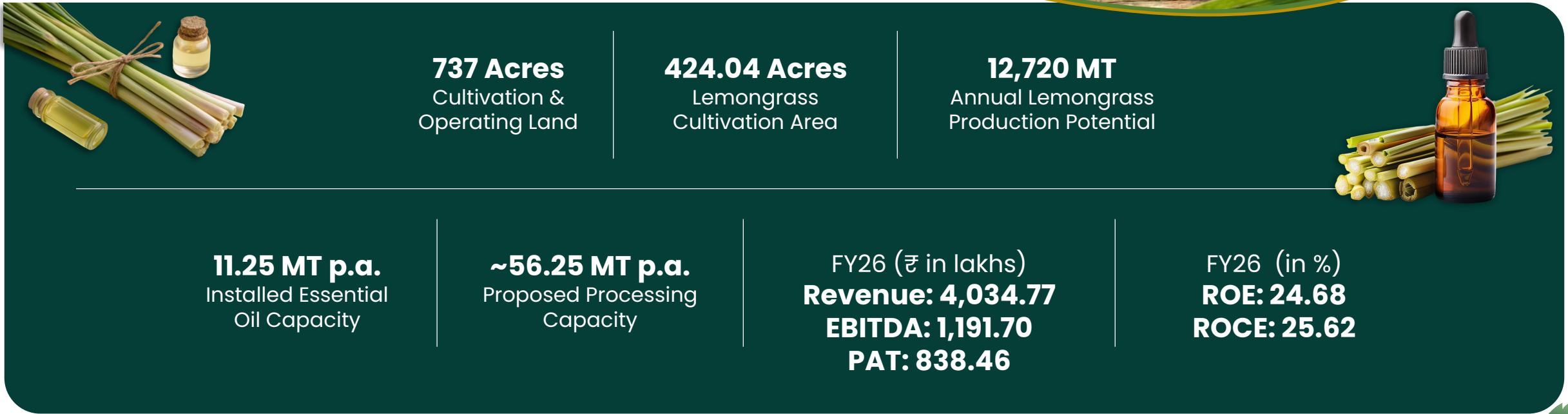
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ABOUT THE COMPANY

- Quanto Agroworld Limited (The Company, QuantoAgro) incorporated in 2018, the Company is engaged in the cultivation, processing and supply of Medicinal and Aromatic Plants (MAPs), with lemongrass as its primary crop and commercial focus.
- The Company operates an integrated farm-to-ingredient business model, covering cultivation, harvesting, steam distillation, processing, packaging and supply of value-added botanical products.
- Its product portfolio includes **lemongrass biomass, tea-cut and essential oil**, catering primarily to B2B customers across FMCG, herbal tea, nutraceutical, functional beverage, personal care, home care, fragrance, aromatherapy and pharmaceutical segments.



GROUP STRUCTURE & SUBSIDIARIES

QUANTO AGROWORLD LIMITED

Quanto Agroworld Limited operates through two subsidiaries that support its core operations by strengthening land access, cultivation scalability and downstream market linkages.

QUANTO AGRITECH PRIVATE LIMITED (QAPL) *Land Facilitation & Cultivation Support*

- Facilitates access to privately leased agricultural land.
- Supports land onboarding, development and crop planning.
- Oversees cultivation in line with the Company's agronomic and quality standards.
- Enables asset-light expansion of the cultivation footprint.

QUANTO KISAN PRIVATE LIMITED (QKPL) *Retail & Agri-Trading*

- Undertakes retail and agricultural trading activities.
- Operates a retail supermarket in Mira Road, Maharashtra.
- Procures and resells selected agricultural produce.
- Supports market linkages and distribution flexibility.

INTEGRATED & SUSTAINABLE OPERATING MODEL

From Farm to Botanical Ingredient – Integrated, Scalable & Sustainable.



Vertically Integrated Value Chain

End-to-end control across cultivation, harvesting, processing, quality testing and distribution.



Asset-Light Land Strategy

Scalable cultivation through government and private land leases, reducing land ownership requirements.



Cluster-Based Farming

Large cultivation clusters enable efficient irrigation, mechanisation and logistics.



Farm-Level Processing

On-site drying and steam distillation support faster processing and reduced post-harvest losses.



Sustainable & Zero-Waste Model

Processing biomass is utilised for compost and biofuel, minimising waste.



Diversified B2B Network

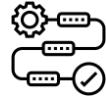
Products supplied to flavour & fragrance, aromatherapy, herbal and ingredient companies.

BUSINESS OPERATIONS



Cultivation & Farming

- ~**424 acres** under lemongrass cultivation
- Average yield of ~**30 MT/acre**
- Annual production potential of ~**12,720 MT**
- **7–9 month initial growth cycle**, followed by multiple harvests annually
- Structured irrigation, mechanisation & scientific crop management



Processing & Manufacturing

- Harvested lemongrass is processed through **steam distillation** for essential oil extraction
- Integrated processing enables **faster turnaround, quality consistency and reduced post-harvest losses**
- Products include **essential oil, biomass and tea-cut**



Sustainable Operations

- **Post-distillation biomass** is reused for fuel/compost applications
- Regenerative farming practices support **soil health and water retention**
- Circular approach helps reduce **waste & conventional energy dependence**

Integrated Operating Cycle

Land Preparation → Plantation → Crop Management → Harvesting → Drying → Steam Distillation → Quality Testing → Packaging & Supply

PRODUCT PORTFOLIO



Lemongrass Chunks

Dried lemongrass pieces retaining the **natural aroma and essential oils**, primarily used in **herbal teas, culinary applications, wellness beverages and functional foods**.



Lemongrass Tea-Cut

Finely processed and uniformly dried lemongrass designed for **herbal tea and infusion products**, offering consistent particle size, aroma and blending characteristics.



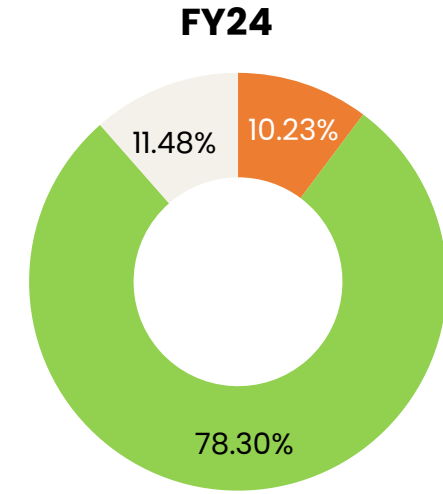
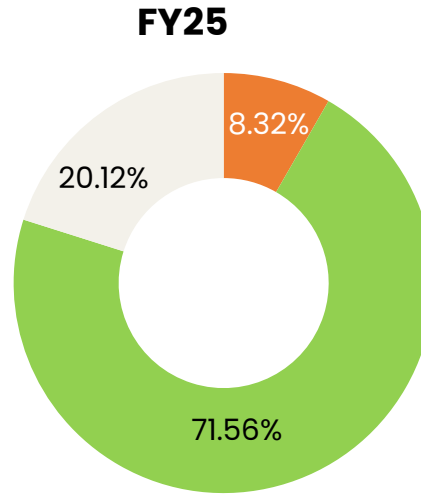
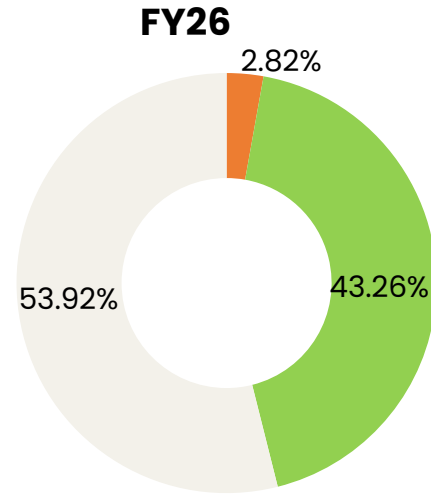
Lemongrass Essential Oil

Steam-distilled essential oil with a characteristic **citrus aroma**, used across **aromatherapy, personal care, cosmetics, fragrances, flavouring and selected pharmaceutical applications**.

PRODUCT VALUE PROPOSITION

Natural & Plant-Based | Multiple End-Use Applications | B2B-Focused | Integrated Processing | Zero-Waste By-Product Utilisation

PRODUCT WISE REVENUE BIFURCATION



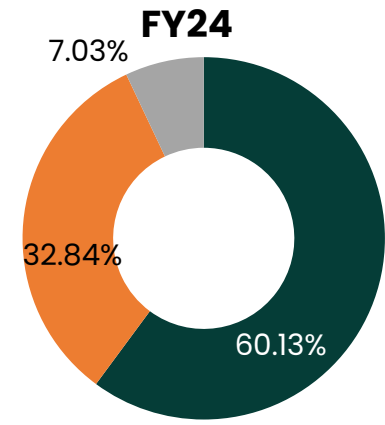
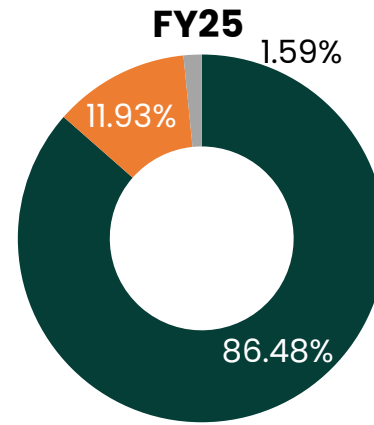
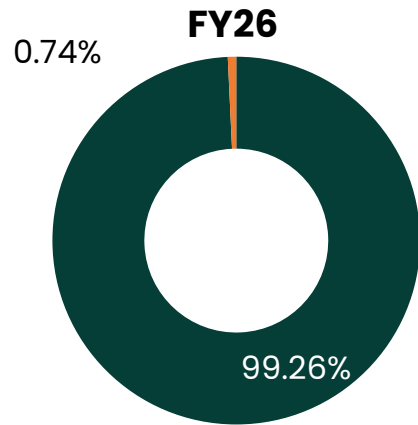
■ Essential Oil
 ■ Grass (Biomass)
 ■ Other Product

(₹ In lakhs)

Particular	FY26	FY25	FY24
Essential Oil	113.64	137.26	159.09
Grass (Biomass)	1,745.39	1,180.32	1,217.71
Other Product*	2,175.74	331.77	178.48
Total	4,034.77	1,649.34	1,555.27

*From Subsidiary Companies

GEOGRAPHICAL WISE REVENUE BIFURCATION



Maharashtra
 Gujarat
 Others

(₹ In lakhs)

Particular	FY26	FY25	FY24
Maharashtra	4,004.78	1,426.37	935.17
Gujarat	29.99	196.68	510.74
Others	-	26.29	109.36
Total	4,034.77	1,649.34	1,555.27

PRODUCT APPLICATIONS ACROSS INDUSTRIES



Food & Beverages

Herbal teas, functional beverages & food blends



Fragrance & Aroma

Perfumery, flavouring and aromatherapy



Personal & Home Care

Soaps, cosmetics, skincare, detergents & cleaners



Wellness & Nutraceuticals

Herbal and wellness formulations



Industrial & Circular

Biofuel and composting

KEY COMPETITIVE STRENGTHS



Vertically Integrated Operations

End-to-end control across cultivation, harvesting, processing and distribution supports quality, and operational efficiency.



Structured Land Access

Multi-year government and private land leases provide visibility for cultivation expansion while maintaining an asset-light approach.



Experienced Management

Promoter-led management with experience across land aggregation, cultivation, processing, quality control and logistics.



Asset-Light & Scalable Model

Leased-land strategy enables flexible expansion with lower capital intensity while retaining operational control.



Sustainability Focus

Chemical-free and regenerative farming practices, efficient irrigation and reuse of post-distillation biomass support a resource-efficient operating model.



Cost-Efficient Configuration

In-house cultivation and centralized farm-level processing reduce handling, transportation and third-party processing dependence.



Quality & Process Discipline

ISO 9001:2015 certification along with Kosher and Halal certifications supports consistent quality and compliance with B2B customer requirements.

CORE BUSINESS STRATEGIES

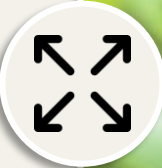
Strengthen Raw Material Availability

Expand own cultivation & farmer partnerships through **standardised agronomic practices and mechanised operations**.



Expand Value-Added Portfolio

Increase **processing-linked & specification-ready products** across biomass, tea-cut, essential oil and other MAP-based offerings.



Enhance Processing Capacity

Undertake phased investments in **drying, cutting and steam distillation**, along with selective farm mechanisation.



Optimise Water & Energy

Strengthen **irrigation infrastructure & resource-efficient energy solutions**, including solar-powered systems where viable.



Expand Market Access

Broaden the **domestic B2B customer base** and selectively pursue export opportunities across institutional and ingredient markets.



Strengthen Quality & Traceability

Enhance **testing, grading, batch controls and documentation** to ensure consistent quality and customer compliance.



Build a Circular & Sustainable Model

Promote **regenerative farming, efficient water use and biomass reuse** through composting and biofuel applications.



Enable Technology & Process Discipline

Progressively **digitise operations, quality and traceability data** to improve planning, monitoring and audit readiness.



Pursue Calibrated Growth

Align expansion of **cultivation, processing and product offerings** with infrastructure readiness, quality controls & operational capacity.





B2B Sales



- Direct supply to **ingredient companies, formulators, OEMs and bulk traders**
- Serves **herbal, personal care, home care and nutraceutical manufacturers**
- Export sales through **international trading houses and specialty ingredient aggregators**

Retail Sales



- Retail distribution through subsidiary **Quanto Kisan Private Limited**
- Supermarket presence in **Mira Road, Maharashtra**
- Supports **market visibility and consumer reach**

Digital & Inbound Channels



- Official website and digital initiatives generate **institutional and export enquiries**
- Participation in **industry trade shows and sectoral platforms** supports customer acquisition

Future Market Expansion



- Plans to strengthen international distribution through **export facilitation offices and overseas partnerships**
- Supplying to Institutional buyers

MEDICINAL & AROMATIC PLANTS (MAPs) & ESSENTIAL OILS MARKET



Global MAPs Market

- MAPs have evolved into a **strategic ingredient market** serving pharmaceuticals, cosmetics, flavours and fragrances.
- Global MAPs market is expected to reach **~US\$500 Bn by 2030**.
- Growth driven by **clean-label products, preventive healthcare and substitution of synthetic ingredients**.



Essential Oils Market

- Global essential oils market estimated at **~US\$7.5 Bn in 2024**, projected to reach **~US\$12.5 Bn by 2032**.
- Expected growth of approximately **8–10% CAGR**, supported by demand from **fragrance, personal care, wellness and food applications**.
- **Europe** remains a major consumption and formulation hub, while **Asia-Pacific** is among the fastest-growing markets.



India Opportunity

- India has **1,500+ medicinal plant species** in cultivation or use.
- Domestic herbal & AYUSH market estimated at **~US\$4.5–5.0 Bn in 2024**.
- India is a **leading exporter of essential oils**, with lemongrass oil forming part of its export portfolio.



Lemongrass Opportunity

- Global lemongrass cultivation spans **Asia, Africa and Latin America**, with production concentrated in tropical and subtropical regions.
- India has an estimated **~3,000–3,500 hectares** under lemongrass cultivation.
- Global lemongrass essential oil market estimated at **~US\$61.2 Mn in 2025**, projected to reach **~US\$113.6 Mn by 2033**, implying **~8–10% CAGR**.



Source: Prospectus Pg No. 125,126

KEY PERFORMANCE INDICATORS

Particulars	FY26	FY25	FY24
Revenue From Operation (₹ In Lakhs)	4,034.77	1,649.34	1,555.27
EBITDA (₹ In Lakhs)	1,191.70	928.10	737.14
EBITDA Margin (in %)	29.54%	56.27%	47.36%
PAT (₹ In Lakhs)	838.46	663.10	537.35
PAT Margin (in %)	20.78%	40.20%	34.55%
Net Worth (₹ In Lakhs)	3,397.86	2,562.48	1,900.91
ROE (in %)	24.68%	25.88%	28.27%
ROCE (in %)	25.62%	21.44%	23.66%

ISSUE HIGHLIGHTS

Fresh Offer	46,30,000 Equity Shares
Face Value	₹ 10/- Each
Offer Size	₹ 31.02 Crore
Offer Price	₹ 67 per share
Lot Size	2,000 Equity Shares
Issue Period	
Offer Opens On	15 th Sept, 2026 (Tuesday)
Offer Closes On	17 th Sept, 2026 (Thursday)
Offer Structure	
NII	21,98,000 Equity Shares
Individuals Investors	22,00,000 Equity Shares
Market Maker	2,32,000 Equity Shares

Pre Offer Equity Shares	1,28,57,259 Equity Shares	
Post Offer Equity Shares	1,74,87,259 Equity Shares	
Post Offer Implied Market Cap	₹ 117.16 Crore	
Pre Issue Holding		
Promoter & Promoter Group	79,05,444 Equity Shares	61.49%
Public	49,51,815 Equity Shares	38.51%
Post Issue Holding		
Promoter & Promoter Group	79,05,444 Equity Shares	45.21%
Public (Pre-IPO)	49,51,815 Equity Shares	28.31%
Public (IPO)	46,30,000 Equity Shares	26.48%
Listing On	BSE SME	

OBJECT OF THE ISSUE

Offer Proceeds

Particulars

₹ In Lakhs

Gross Proceeds From The Issue

3,102.10

Less: Issue related expenses

372.26

Net Proceeds

2,729.84

Utilization Of The Net Proceeds

Capital Expenditure for Distillation Plant at Ravalgaon, Maharashtra

379.24

Capital Expenditure for expansion and Development of Farms

1,522.94

Prepayment or repayment of all or a portion of certain outstanding borrowings availed by our Company

362.66

To meet General Corporate Purposes

465.00

Net Issue Proceeds

2,729.84

THANK YOU



QUANTO AGROWORLD LIMITED

Address: 109, Garnet Paladium, ITT Bhatti, Western Express Highway, Behind Express Zone, Goregaon East, Mumbai, Maharashtra – 400063

Phone: +91 8879777355

Email: compliance@quantoagro.com

Website: www.quantoagro.com



SOBHAGYA CAPITAL OPTIONS PRIVATE LIMITED

Address: C-7 & 7A, Gate No. 01, Hosiery Complex, Phase-II Extension Noida – 201 305, Uttar Pradesh, India

Phone: +91 9920379029

Email: mb@sobhagyacap.com

Website: www.sobhagyacapital.com

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