



PATEL RETAIL LIMITED

TRUST & TOGETHERNESS

Investor Presentation



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Patel Retail Limited, Value Retailing With A Growing Footprint

Patel Retail Limited (PRL) is a fast-growing, value-driven retail and FMCG company with an integrated model spanning retail, manufacturing, and exports.

The company began its journey in 1990 with a single grocery store in Ambarnath, Maharashtra and has since evolved into one of the most trusted neighborhood supermarket chains across Thane, Raigad and Palghar operating 47 stores with 2,02,697 sq. ft. of retail space.

PRL's cluster-based retail expansion, strong private-label portfolio, and backward-integrated manufacturing units in Ambarnath and Kutch have built a competitive moat combining scale, efficiency, and brand recall. Its in-house brands, Patel Fresh, Indian Chaska, Blue Nation, and Patel Essentials, drive higher margins and customer loyalty, while exports to 35+ countries amplify its global reach.

The Company got listed on NSE & BSE on August 2025 with an IPO of ₹ 242.66 Cr.





Key Facts & Figures



15+
Year Of Experience



2
Business Verticals



47
Retail Stores



2,02,697 Sq. Ft.
Retail Stores Area



17
Locations in MMRDA



10,000+
SKUs



~38
Product Categories



50 Lakh+
Customer Bill
Cuts Annually



5+
Private Label Brands



3
Processing Units
And Facilities



3000+
Farmers Connected



3.50 Lakhs+
Customers



35+
Country (Export)

FY25 Financial Highlights

₹ 826 Cr

Total Income

₹ 62 Cr

EBITDA

₹ 25 Cr

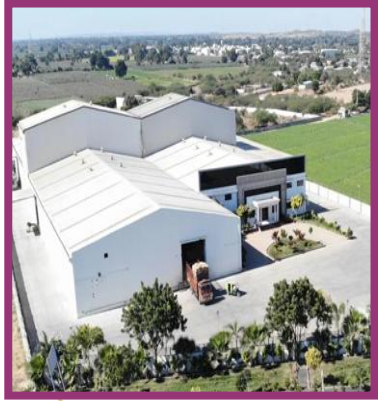
PAT

₹ 10.30

EPS



PRL's Journey, From Inception To Listing



2022-2023

Recognised as **Four Star export house**. Expanded exports to **25+ countries** and increased retail base from **30 to 33 stores**

2024

Achieved **39.7 lakh bill cuts** and retail sales of **₹289.72 Cr**, reflecting strong year-on-year growth.

2025

Accelerated expansion with **9 new stores**, reaching **42 stores by March 2025**; achieved **₹368.87 Cr retail sales** and **52.15 lakh bill cuts**. Successfully listed on **BSE & NSE on August 26, 2025**, marking a new phase of growth and value creation.



2022

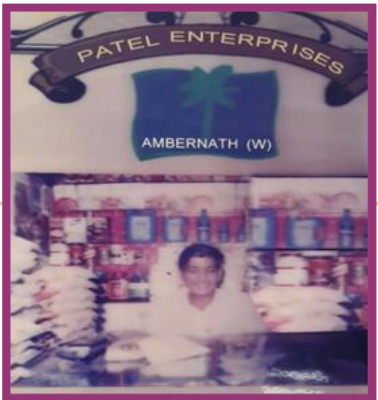
Established **Agro Processing Cluster** at Dudhai, Kutch, Gujarat.

2019

Received **approval from MOFPI** to set up Agro Processing. Cluster. Opened **20th Supermarket &** Recognised as **Three Star Export House**

2014

Set Up **1st Processing Plant** at Dudhai Kutch Gujarat



1990

Began retail journey under Patel Enterprises with the first grocery store.

2003

Opened the first supermarket in Ambernath, Maharashtra.

2007-2009

Incorporated Patel Retail Private Limited and commenced export business.

2010

Expanded retail presence across Thane & Raigad, following a **cluster-based expansion model** to build local market dominance.



Board Of Directors & Leadership Team

Board Of Directors



Dhanji Patel

Chairman and
Managing Director
25+ Years Of
Experience



Bechar Patel

Whole Time Director
25+ Years Of
Experience



Hiren Patel

Non Executive Director
10 + Years Of
Experience



Nitin Patil

Independent Director
15 + Years Of
Experience



Yashwant Bhojwani

Independent Director
07+ Years Of
Experience



Harshini Jadhav

Independent Director
25+ Years Of
Experience

Leadership Team



Rahul Patel

Chief Executive Officer
07+ Years Of
Experience



Bharat Patel

Chief Operating Officer
15+ Years Of Experience



Mahesh Patel

Head, Retail Business
15+ Years Of Experience



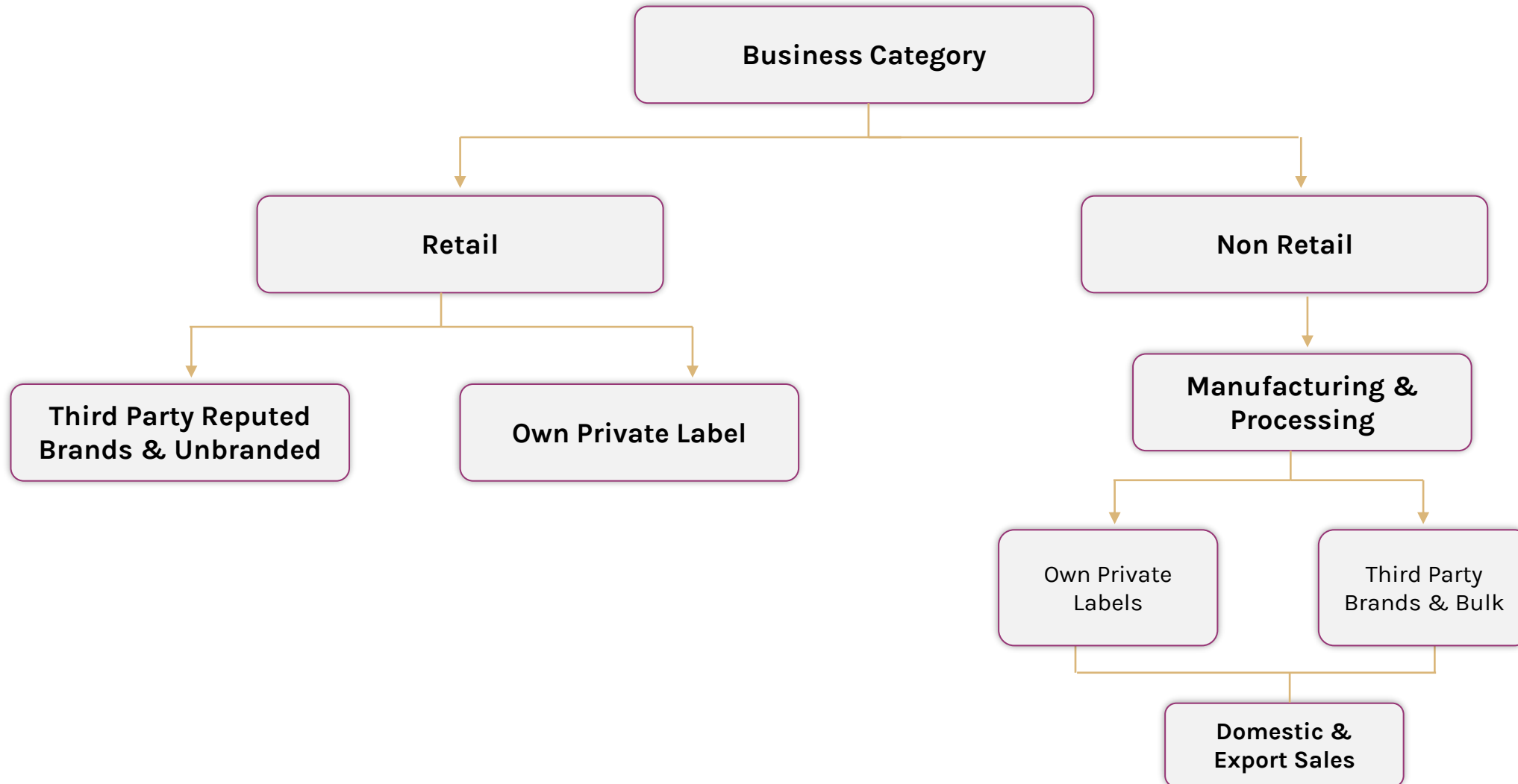
Manish Agarwal

Chief Financial Officer
10 + Years Of
Experience



Diversified Business Model: Balanced Growth Engines

Patel Retail operates through a well-integrated model spanning **Retail** and **Non-Retail** businesses, ensuring both scale and margin stability.





Retail Business: Driving Growth Through Value Retailing

Positioned as a **value-focused neighborhood supermarket**, catering to tier-III cities and suburban areas.

47
Stores

17
Locations

2,02,697 sq. ft.
Total retail space

52 lakh bill cuts
in FY25

₹ 369 Cr (45%)
FY25 Revenue
Contribution

Extensive Product Range



38
categories



10,000+
SKUs



Food
FY25 ₹ 269 Cr
(73% of Retail Revenue)



FMCG (Non Food)
FY25 ₹ 72 Cr
(20% of Retail Revenue)



**General Merchandise
& Apparel**
FY25 ₹ 27 Cr
(7% of Retail Revenue)



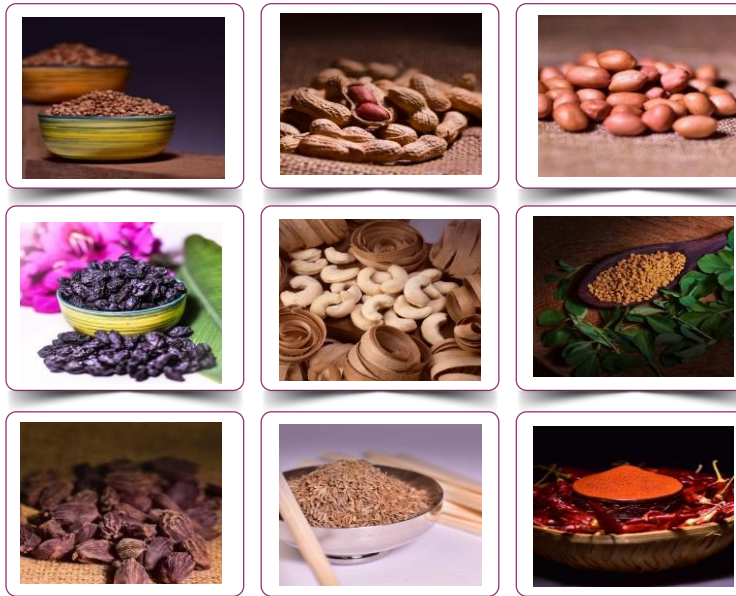
Diversified Product Portfolio: From Kitchen To Home Care



Spices, Ghee, Papad



pulses, instant mix, RTC



Some Other Brands

Apparel & Home Improving products



[Click here To View More Products](#)

Private Label Sales Accounts For 17% of the Retail Revenue



Marquee Third Party Brands

**adani
wilmar**


Agro Tech Foods Limited

BRITANNIA


Dabur

Godrej **Tyson**

HERSHEY'S


ITC Limited

Kellogg's


Nestle

Parlé Agro

Bisleri

PARLE

PATANJALI

 **PEPSICO**


SURYA
— FOODS —


TATA
TATA CHEMICALS LIMITED

 **Abbott**

 **Anchor**

Colgate®


emami
GROUP

Johnson + Johnson


marico

 **Reckitt
Benckiser**

Gala


BAJAJ

EVEREADY 
GIVE ME POWER,
GIVE ME RED

LUX
LUX INDUSTRIES LIMITED

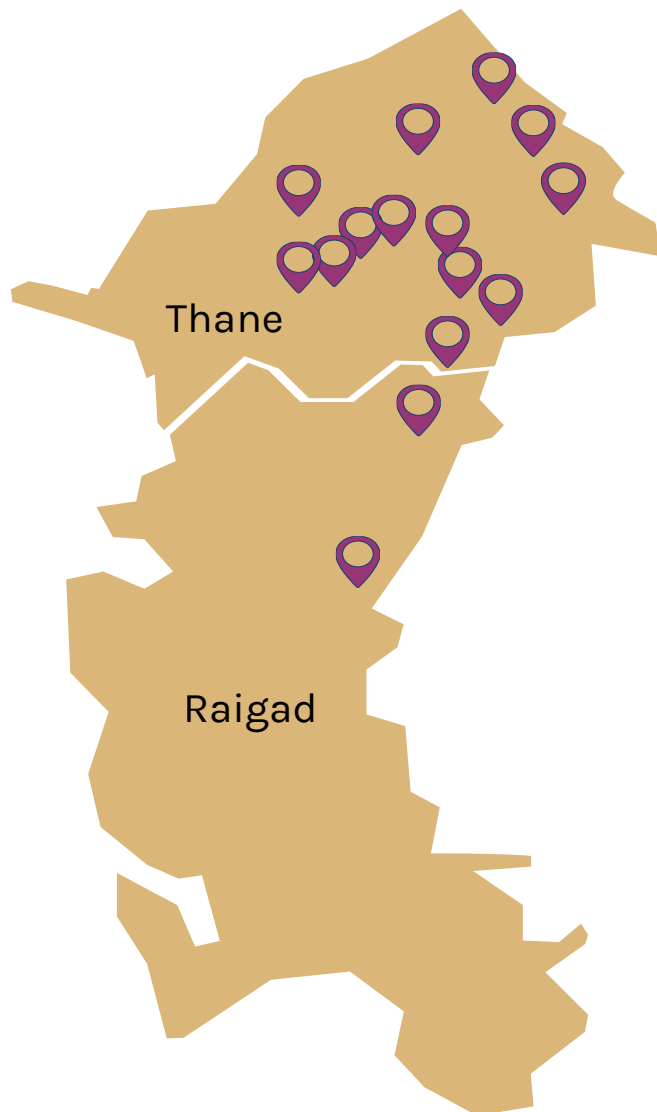

wipro

scJohnson

And Many More ...

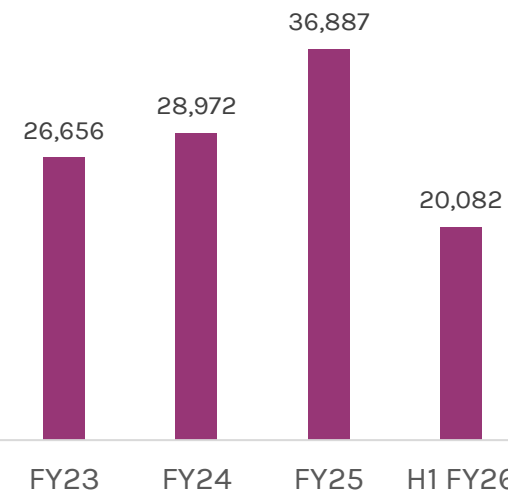


Store Network & Performance Across Thane & Raigad

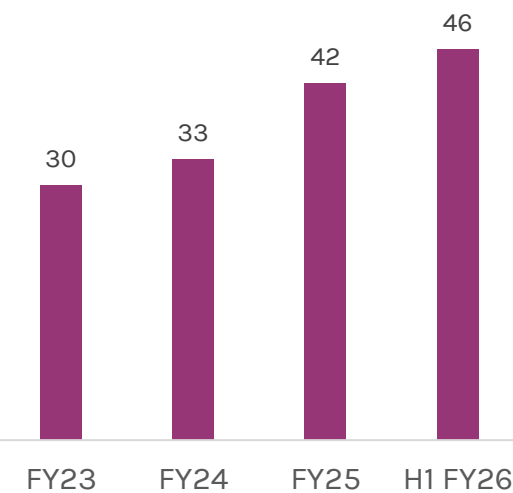


Figures as on 30 Sep 2026

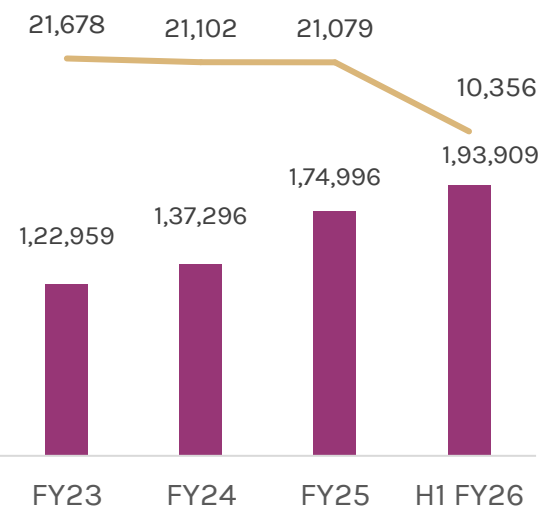
Retail Sales (₹ in lakhs)



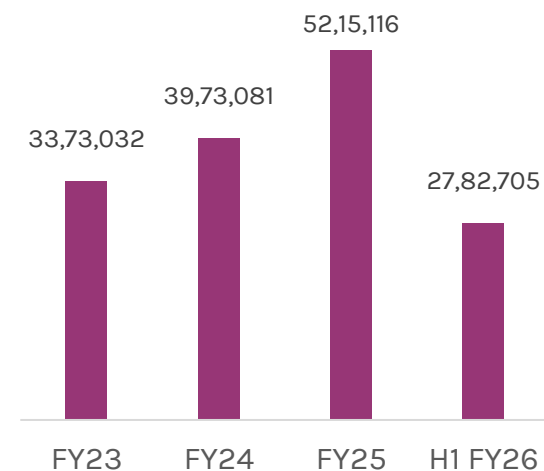
Number Of Stores



Retail Business Area & Sales (₹) (In Sq ft)



Number Of Bill Cuts





Glimpse Of PRL's Retail Stores



[Click Here To View All The Stores](#)



Targeting India's Expanding Middle-Income Consumer Base

Patel Retail is the dependable neighborhood supermarket for everyday essentials bridging affordability, accessibility, and trust for India's growing middle-income households

Customer Segments Served



Lower-Middle and Middle-Income Families

Seeking value-for-money products and one-stop convenience for groceries, staples, and daily essentials.



Aspiring Upper-Middle-Class Consumers

Drawn by quality, brand assortment, and modern store ambience at affordable prices.



Bulk Buyers and Local Traders

Catered through value retail packs and competitive pricing for household and small-business needs.



Working Professionals and Salaried Employees

Depend on proximity-based stores offering quick and convenient shopping experiences.



Homemakers and Senior Citizens

Loyal customers who value proximity, trust, and product reliability.



Store Operations & Expansion Strategy

Average Store Size

6,000 Sq. Ft

Average Daily Footfall Per Store

585

Average Store Setup Cost

1500/Sq.ft Capex &
2000/sq.ft Inventory

Average Payback Period

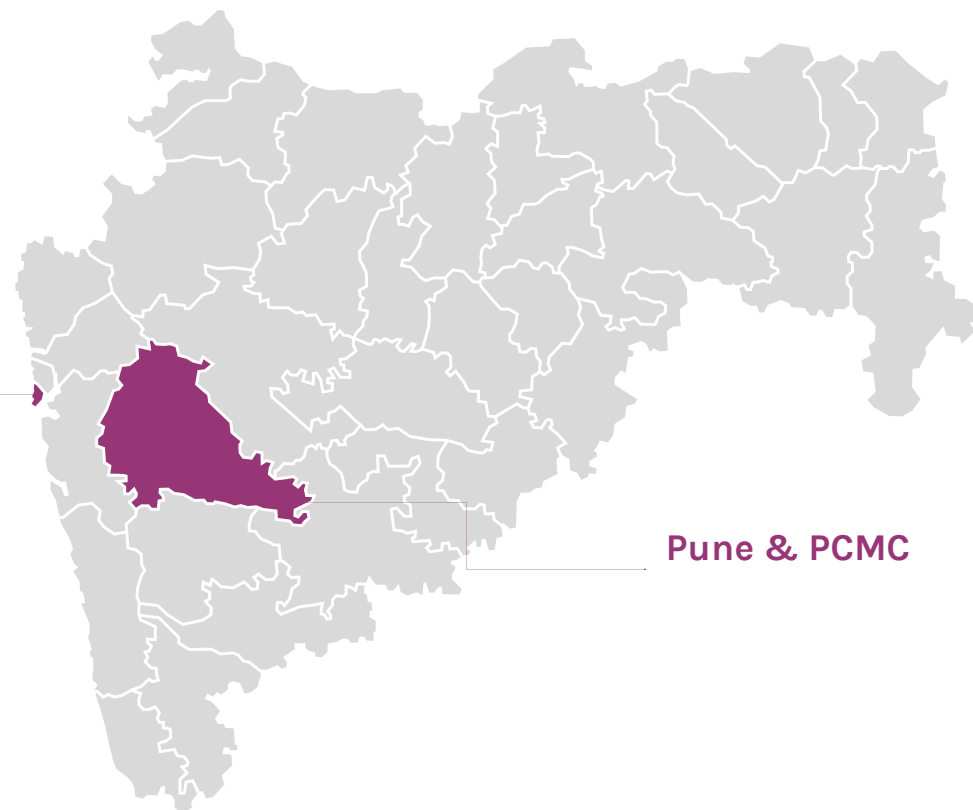
2 Years

Store Location & Expansion Strategy

- Stores are selected based on **cluster proximity (within 60–100 km)** to existing outlets, ensuring efficient supply chain coverage.
- Focus on **densely populated residential areas** catering to **lower-middle, middle, and upper-middle-class consumers**.
- Expansion planned into **western MMR suburbs** (Virar, Vasai, Bhayander) and **Pune & PCMC** under the same cluster model.
- **Distribution Centre at Ambernath (64,000 sq. ft.)** supports all stores through a **hub-and-spoke logistics model**, optimizing turnaround time and replenishment cycles.

Western MMR
Suburbs

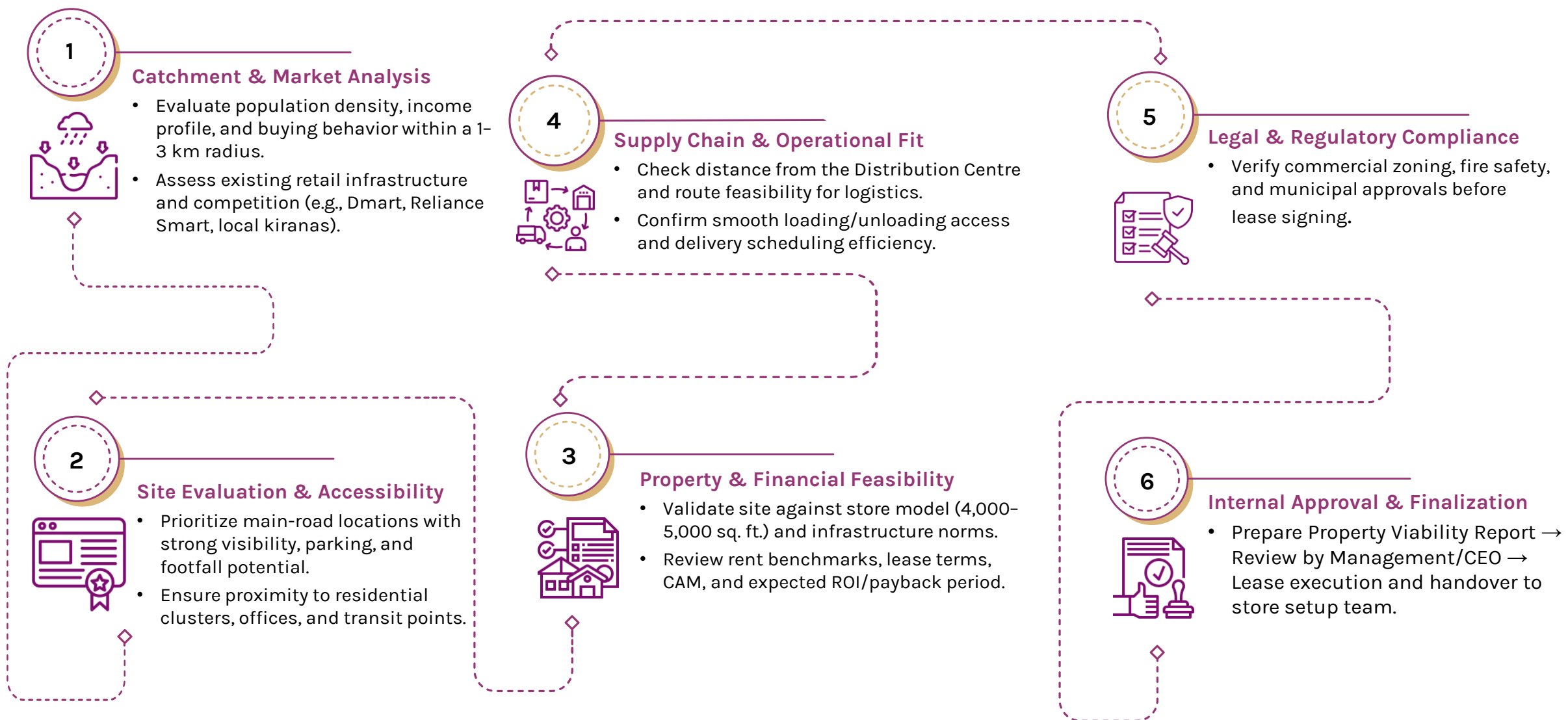
Pune & PCMC





New Store Location Selection Process

Data-Driven, Disciplined, and Cluster-Focused Approach





Efficient Hub-and-Spoke Model Powering Retail Operations

Central Distribution Centre (DC) at Ambernath, Maharashtra, catering to stores within a 60 km radius.



DC Area
64,000 sq. ft.

Acts as the core hub for
storage, sorting & dispatch.

Supported by **18 trucks +
hired vehicles** for smooth
logistics.

**Last-mile delivery managed
via hired tempos.**

Model to be replicated in new clusters for faster and cost-efficient distribution.



Manufacturing & Processing Overview

Patel Retail operates a **vertically integrated processing ecosystem** that supports its retail, private label, and export businesses.



2

Processing Facilities

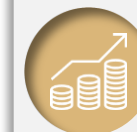


1

Agri-cluster



located across
**Maharashtra
and Gujarat**



FY25 Revenue
Contribution of
₹ 404 Cr (55%)



Handles a wide product
range like **pulses, spices,
staples, flours, peanuts,
mango pulp, and sesame
seeds.**

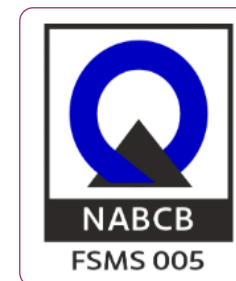


Total installed capacity:
1,43,000+ MTPA



Backbone for **domestic
distribution and exports**
to 35+ countries.,

Units Are Certified Under





Integrated Manufacturing & Agri-Processing Facilities

Patel Retail operates a fully integrated processing ecosystem across Maharashtra & Gujarat, supporting retail, private label, and export operations.

Facility 1 – Ambernath, Maharashtra

Processing hub for pulses, spices & groceries



Area
7,678 sq. ft.



Capacity
14,400 MTPA



Functions
Cleaning, Grading, Sorting
Packaging Deshelling, roasting

Strategically located within 60 km of major stores for efficient supply chain

Facility 2 – Kutch, Gujarat

Focused on peanuts & whole spices



Area
7,461 sq. mt.



Capacity
43,200 MTPA

Equipped with automated shelling, roasting, and packaging lines

Proximity to Kandla & Mundra ports ensures export efficiency

Facility 3 – Kutch, Gujarat

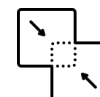
Handles spices, flour, peanuts, sesame, and mango pulp



Area
15.9 acres



Capacity
90,000 MTPA



Includes
Dry Warehouse (3,040 MT)
Cold Storage (3,000 MT)

Backbone for domestic distribution and global exports



Glimpse Of Manufacturing Facilities

Facility 1 – Ambernath, Maharashtra



Facility 2 – Kutch, Gujarat



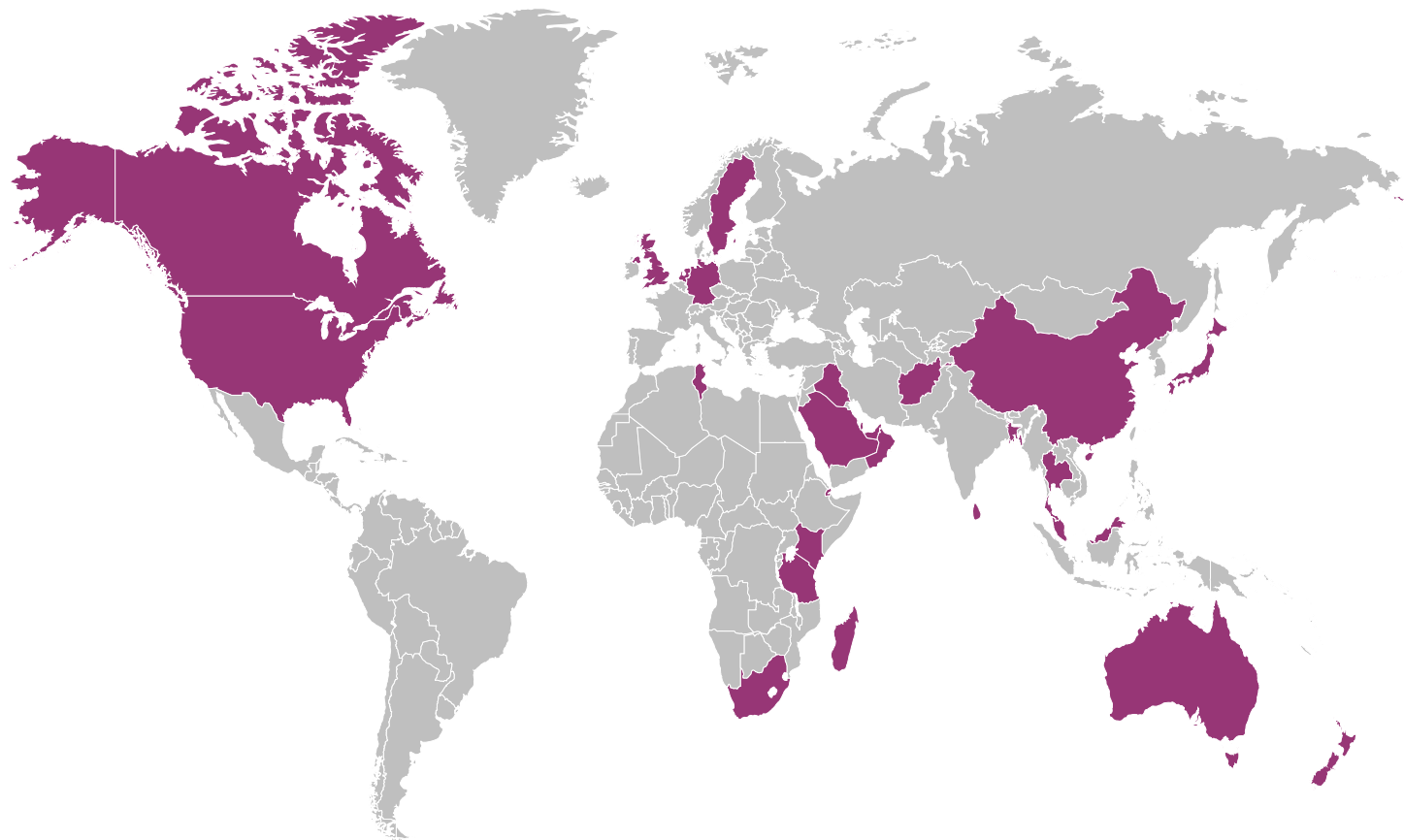
Facility 3 – Kutch, Gujarat





Exports: Expanding Global Reach With Trusted Brands

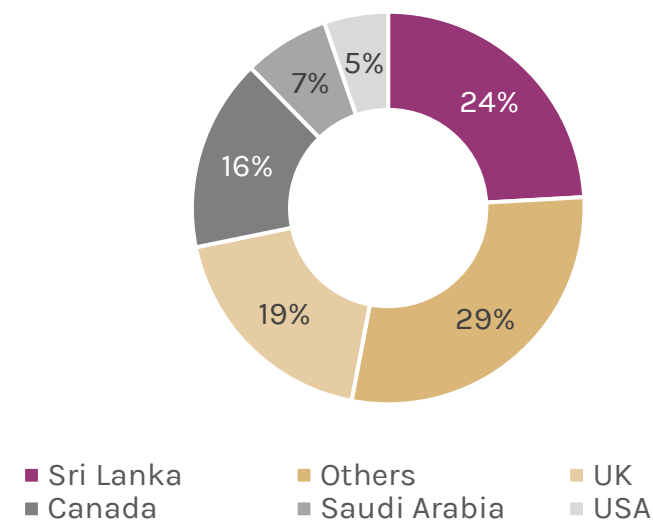
Patel Retail Limited has built a strong global presence by exporting **staples, pulses, spices, and processed foods** under its brands **Patel Fresh** and **Indian Chaska**, as well as third-party labels. Its integrated facilities at **Ambernath and Kutch** ensure **consistent quality, superior packaging, and reliable supply** to international markets.



Exports to over
35 countries

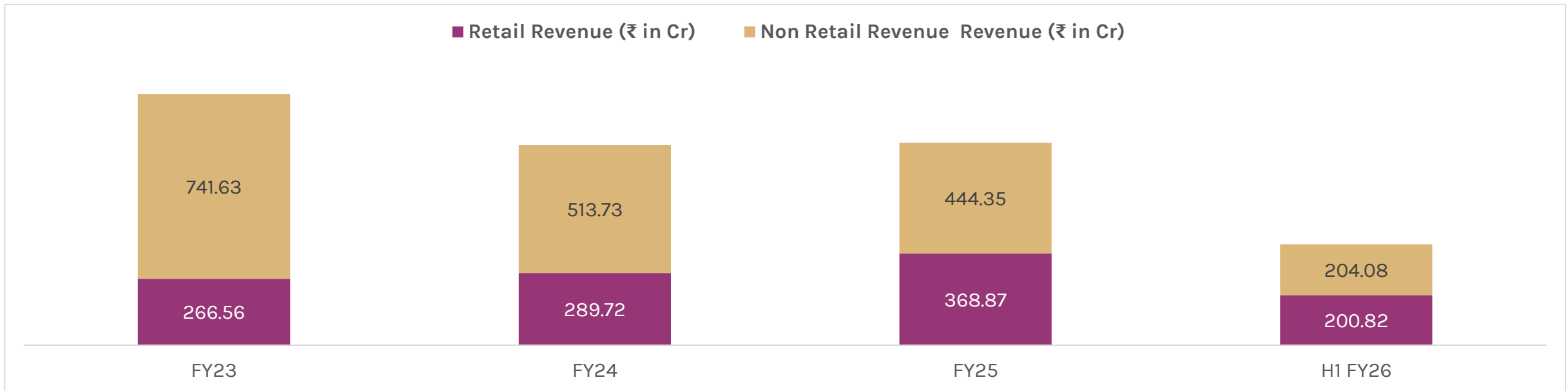
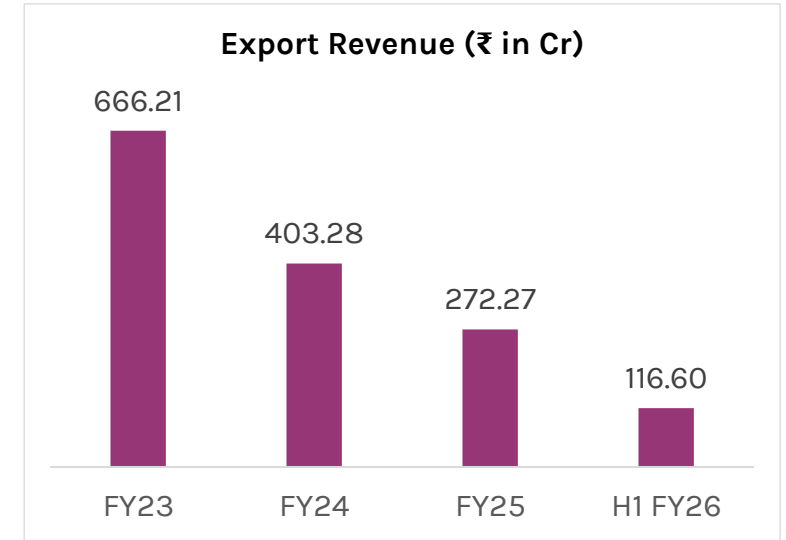
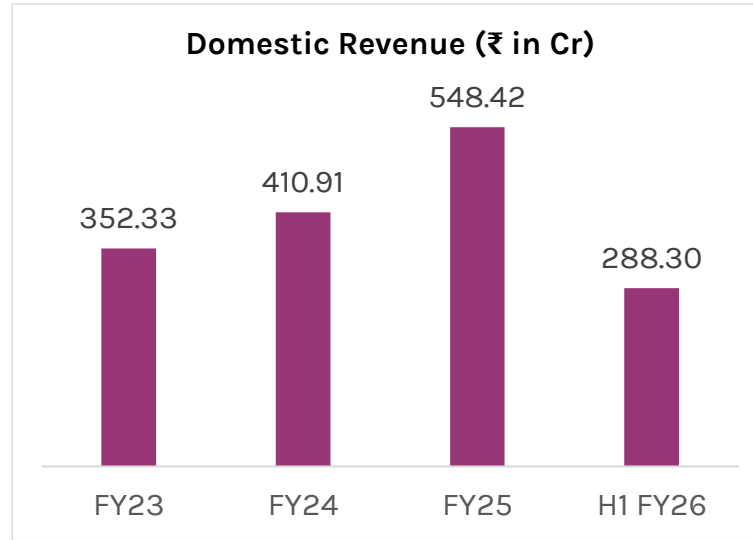
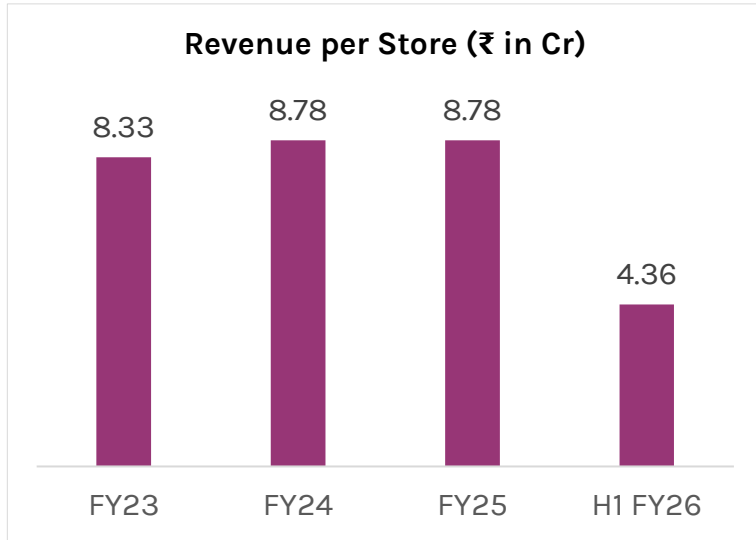
Export revenue
contributes ~25%
of total non-retail
revenue in FY25

Export Revenue Contribution (In %)





Key Metrics & Revenue Performance Overview





Patel's R Mart App: Strengthening Omnichannel Retail Presence

Patel's R Mart



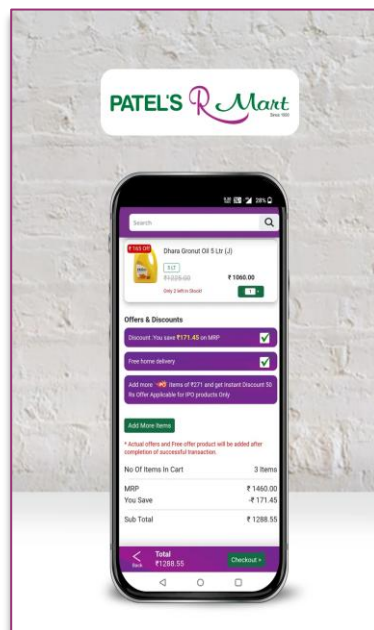
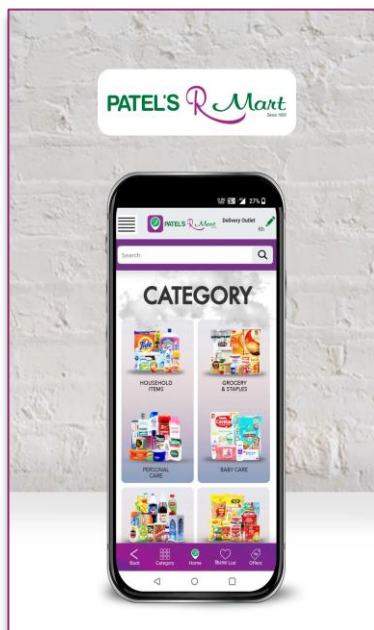
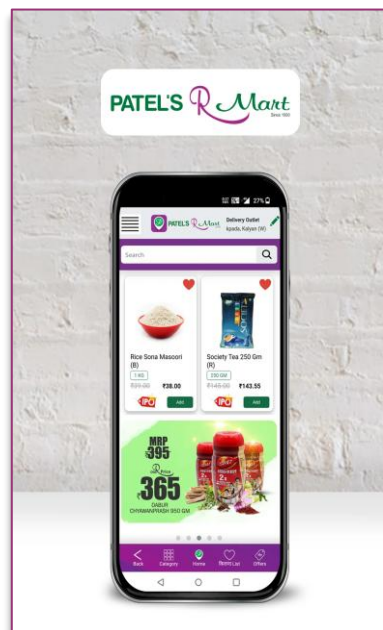
Available on



Google Play



Patel Retail Limited enhances its customer reach through the Patel's R Mart mobile application, providing a seamless online-to-offline (O2O) shopping experience. The app enables customers to browse, order, and receive doorstep deliveries from their nearest store.



Integrated with the company's **store network across Thane, Raigad and Palghar, enabling real-time inventory visibility** and faster delivery.

Offers **exclusive discounts, and personalized offers**, driving repeat purchases.

Supports **click & collect** and **home delivery** options, ensuring accessibility across both urban and suburban markets.

50,000+
Downloads

Contributes to Patel Retail's **omnichannel growth strategy**, bridging offline retail strength with digital convenience.



Customer Engagement Plan: Driving Loyalty Through Value Programs

To retain customers, increase repeat purchases, and strengthen loyalty by offering structured value-based rewards and long-term engagement initiatives.

Key Initiative – “One Month Free Shopping (15+1)” Scheme



Aim

- Retain existing customers and prevent churn to competitors.
- Encourage sustained monthly shopping and deeper brand loyalty.



Enrollment Process

- Customer completes an **enrollment form** and receives a unique **Customer ID** in the system.
- Continuous purchases are tracked digitally to ensure transparency and engagement.



How It Works

- Customers spending **₹2,500 or more per month** become eligible to join the **15+1 Free Shopping Club**.
- They commit to shopping continuously for **15 months**.
- Upon completion, they receive **Free Shopping in the 16th month**, rewarding loyalty and consistency.



Expected Benefits

- Builds **long-term customer retention** and increases **store-level revenue stability**.
- Strengthens **customer relationships** through recognition and reward.
- Enhances **brand differentiation** in competitive value retail markets.



Social Media Presence: Strengthening Digital Engagement

Patel Retail Limited maintains an active and engaging presence across major social media platforms to enhance brand visibility, build consumer trust, and drive footfalls to stores.



Patel's R Mart

21T followers • 2 following

Discover a wide range of quality groceries, stylish clothing, and daily essentials all in one place. Your go-to destination for everything you need, conveniently located under one roof.

 Follow

[Posts](#) [About](#) [Photos](#) [Videos](#) [Reels](#)

Details

 Page · Superstore

 patelrmart.com/offers

21,000+
Followers

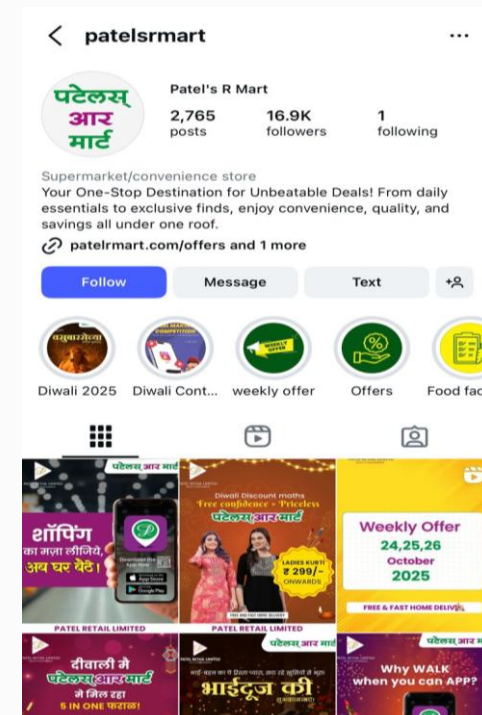
Shares **store updates, festive campaigns, product launches, and offers** to engage with customers.

Promotes its private labels

Uses **targeted digital ads and influencer tie-ups** to reach local audiences

Social channels play a vital role in **driving footfalls, app downloads, and repeat purchases.**

Focused on **building a hyperlocal digital community** that reinforces trust and customer loyalty.



17,000+
Followers



Customer Engagement Through Promotions & Festive Experiences

Patel Retail Limited continuously engages its customers through a mix of in-store activations, promotional campaigns, and digital outreach.





Strengths & USPs Of Patel Retail

Strong Value Retail Proposition

Positioned as a dependable neighborhood supermarket catering to the growing lower-middle, middle, and aspiring upper-middle class consumers.



Wide & Diversified Portfolio

Over **10,000 SKUs** across **38 product categories**, including food, FMCG, general merchandise, and apparel.



Private Label Edge

Strong in-house brands (Patel Fresh, Indian Chaska, Blue Nation, Patel Essentials) contributing **~17% of retail revenue in FY25**.



Efficient Supply Chain & IT Integration

Robust ERP-driven systems for procurement, sales, and inventory control, ensuring optimized assortment and minimal losses.



Cluster-based Expansion

47 stores across 17 suburban locations with no closures since inception, leveraging local market knowledge and distribution synergies.



Backward Integration

Own processing and agro facilities in Maharashtra & Gujarat, enabling better margins, quality control, and export capability.



Omni-Channel Presence

Mobile app with 50k+ downloads, bridging offline stores with online convenience.



Consistent Growth Track Record

Expanded from 1 store in 2003 to 47 by 2025, with steady revenue and profitability growth.



Export Reach

Products sold in **35+ countries**, strengthening global visibility of Patel Fresh & Indian Chaska brands.



Resilient Operations

Zero store closures, strong customer engagement (52 lakh bill cuts in FY25), and efficient working capital management.





Future Path: Building Scale & Expanding Horizons



Retail Expansion Beyond MMR

Expand beyond Thane, Raigad & Palghar, into **western suburbs** and new cities in Maharashtra. Explore entry into **central & western India** to broaden the retail footprint. Target **75+ stores by FY27** with cluster-based approach ensuring cost efficiency.



Strengthening Private Labels

Increase private label contribution from **17% in FY25** to over **22% in medium term**. Launch new categories in packaged foods, instant mixes, home essentials & apparel. Enhance partnerships with manufacturers for **exclusive, higher-margin products**.



Scaling Manufacturing & Processing

Optimize utilization of the Ambernath and Kutch facilities to 80-85% to support rising domestic and export demand. Expand capacities across pulses, spices, and mango pulp to strengthen export competitiveness, while investing in automation and technology to boost productivity and cost efficiency.



Digital & Omni-Channel Growth

Scale app adoption beyond 50,000 downloads by integrating loyalty features and personalized offers. Leverage the omni-channel model to enhance convenience-led shopping and last-mile delivery. The Company also plans to enter quick commerce using its existing app infrastructure.



Expanding Exports & Trading

Strengthen presence in **35+ countries**, with focus on South Asia, Middle East & North America. Scale bulk trading of agri-commodities to **emerging global markets**.



Financial & Market Leadership

Focus on **steady revenue CAGR**, **margin expansion through private labels**, and prudent working capital management. Position PRL as a **leading regional value retail chain with national aspirations**.





Industry Overview: India's Retail Growth Story

Retail sector accounts for ~10% of India's GDP and is projected to grow at a CAGR of 7% (2024–2030) and 5% (2024–2033).

Food & Grocery contributes 63% of India's total retail market, remaining the largest consumption segment.

Rapid urbanization, rising disposable incomes, and changing demographics continue to drive retail expansion.

Tier-II and Tier-III cities are emerging as key growth engines for organized retail.

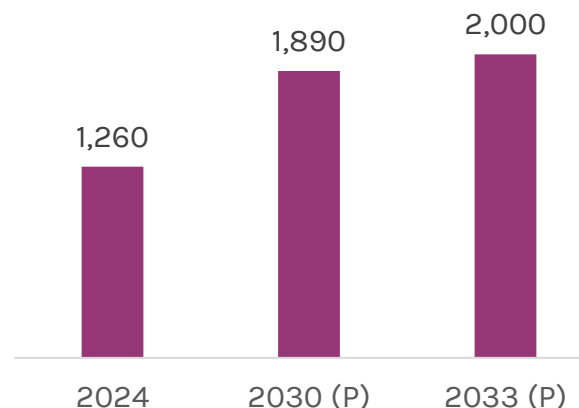
Organized retail currently forms 12–15% of FMCG sales and is expected to grow from USD 186 Bn (2024) to USD 267 Bn (2033).

Malls and shopping centers are projected to grow at 17% CAGR (2022–2028), outpacing overall retail sector growth.

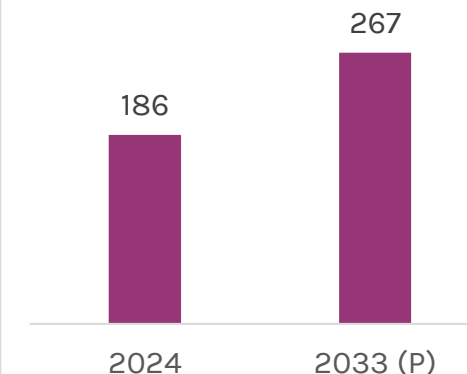
The Indian Food & Grocery market is forecast to expand at 3.29% CAGR (2025–2030).

The E-grocery market, valued at USD 9.68 Bn (2024), is projected to reach USD 50.3 Bn by 2030, recording an impressive ~31.6% CAGR.

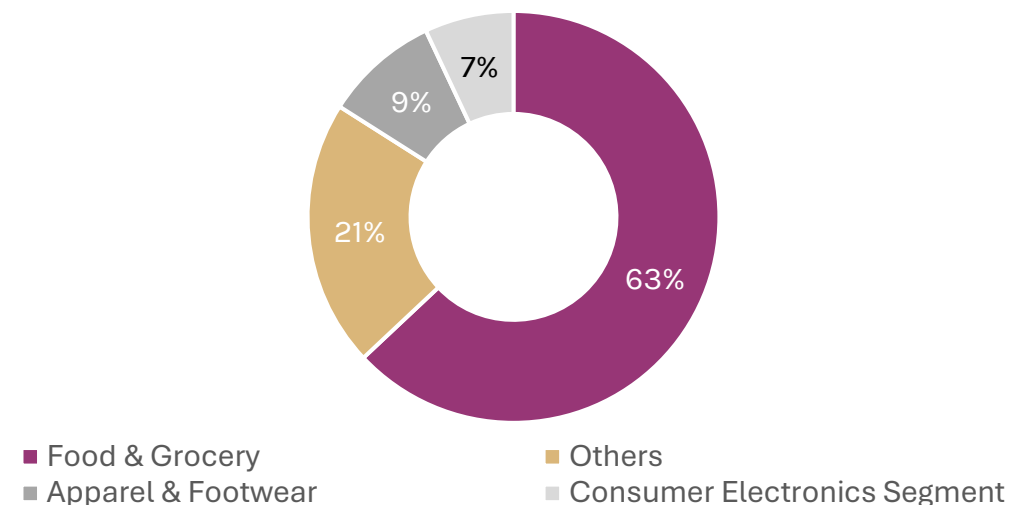
Market Size (USD Billion)



Projected Organized Retail Market Size Growth in India (USD Billion)



Major Segment of Indian Retail Industry





Industry Overview: Food Processing & Agri Exports



Spices

Branded & packaged segment forms **30–40%** of India's spice market; exports **225+ spice varieties** to **180+ countries**. Growth driven by **urbanisation, health focus, and demand for convenient, well-packaged products**.



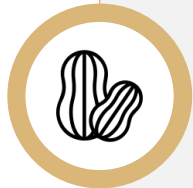
Wheat

India holds **14.25%** of global production, ranked **2nd globally**; the **packaged flour market** is worth **₹20,000 Cr (CY2023)**. Bakery demand continues to drive growth.



Mango Pulp

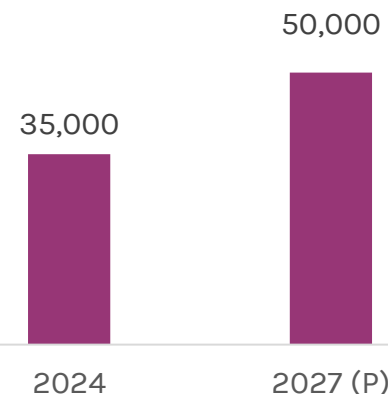
Production reached **372K tonnes in FY24**; exports of **63.3 Mn kgs** valued at **₹6.8 Bn**, highlighting strong global demand.



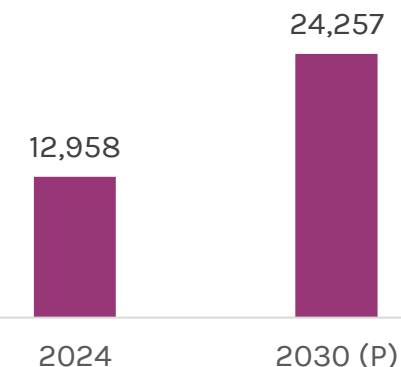
Groundnut

India produced **11.9 Mn tonnes (2025)**, second after China; rising use in **packaged snacks, peanut butter & oils**. Exports rose from **USD 727 Mn (FY21)** to **USD 795 Mn (FY25)**.

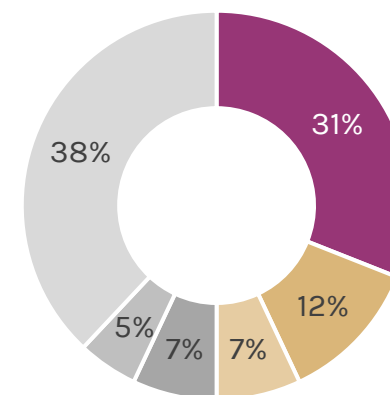
Market Size of Branded & Packaged Spices (In ₹ Cr)



Indian Bakery & Snacks Market Size (In ₹ Cr)



Key Export Market Of Mango Pulp (FY25)



■ Saudi Arabia ■ USA ■ Yemen ■ UK ■ Germany ■ Others



FY25 Financial Highlights

Year On Year EBITDA Growth

11.81%

Fixed Asset Turnover

12.63 Times

Interest Coverage

3.10 Times

Return on Equity

18.78%



PATEL RETAIL LIMITED
TRUST & TOGETHERNESS

Year on Year Profit Growth

12.18%

Return on capital Employed

16.05%

Debt to Equity

1.34 Times

Book Value

₹ 54.08



Management's Comment On Q2 FY26 Financial Performance



“The second quarter marked another strong performance for Patel Retail, reflecting steady growth across our retail and non-retail businesses. Our cluster-based expansion, efficient operations, and growing private-label portfolio continued to strengthen profitability and customer engagement.

We further deepened our presence in the Mumbai Metropolitan Region with the opening of our 46th store in Kalyan and secured new export orders worth ₹22 Cr, expanding our global reach. These developments highlight the trust in our products and our ability to scale efficiently.

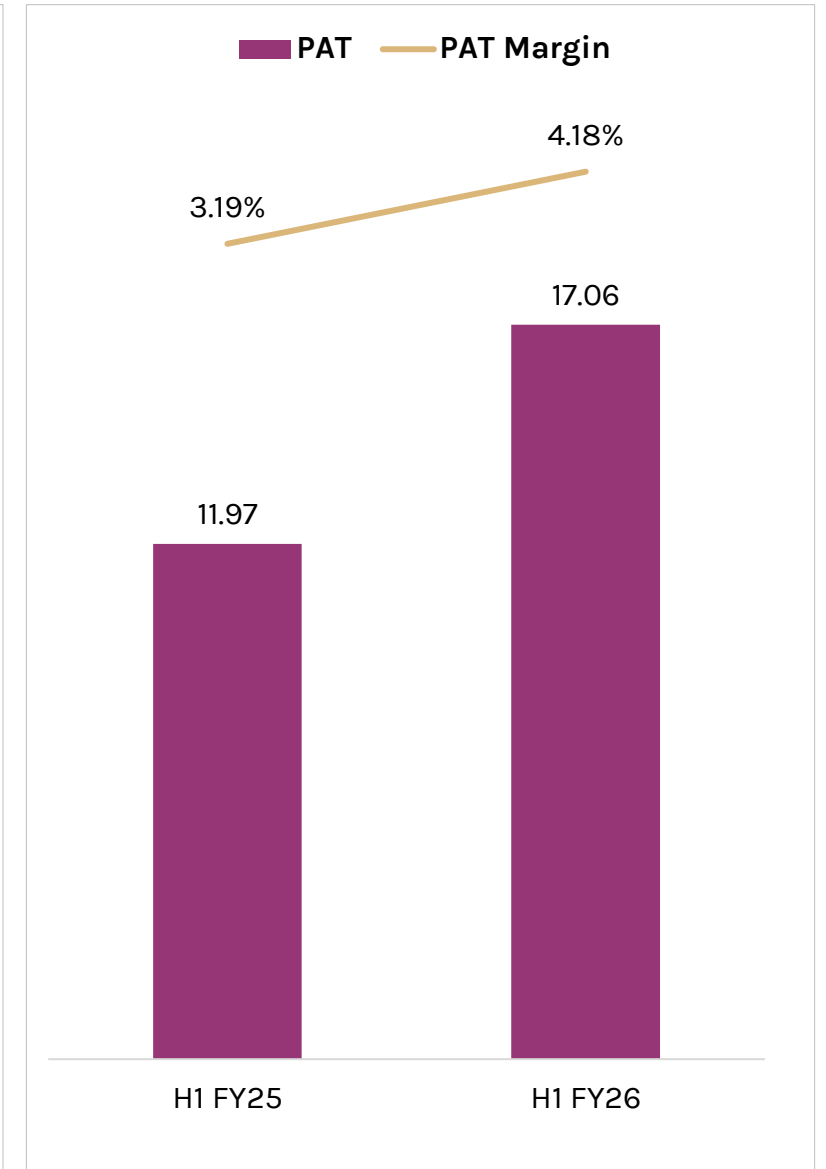
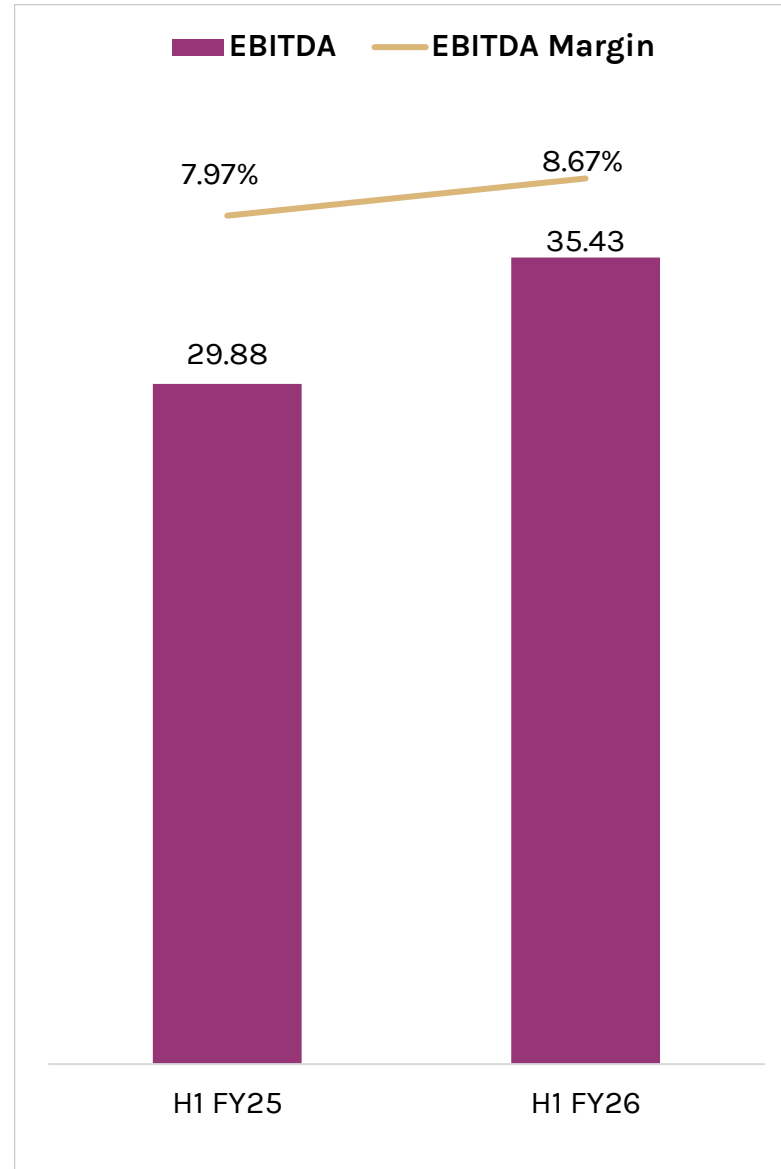
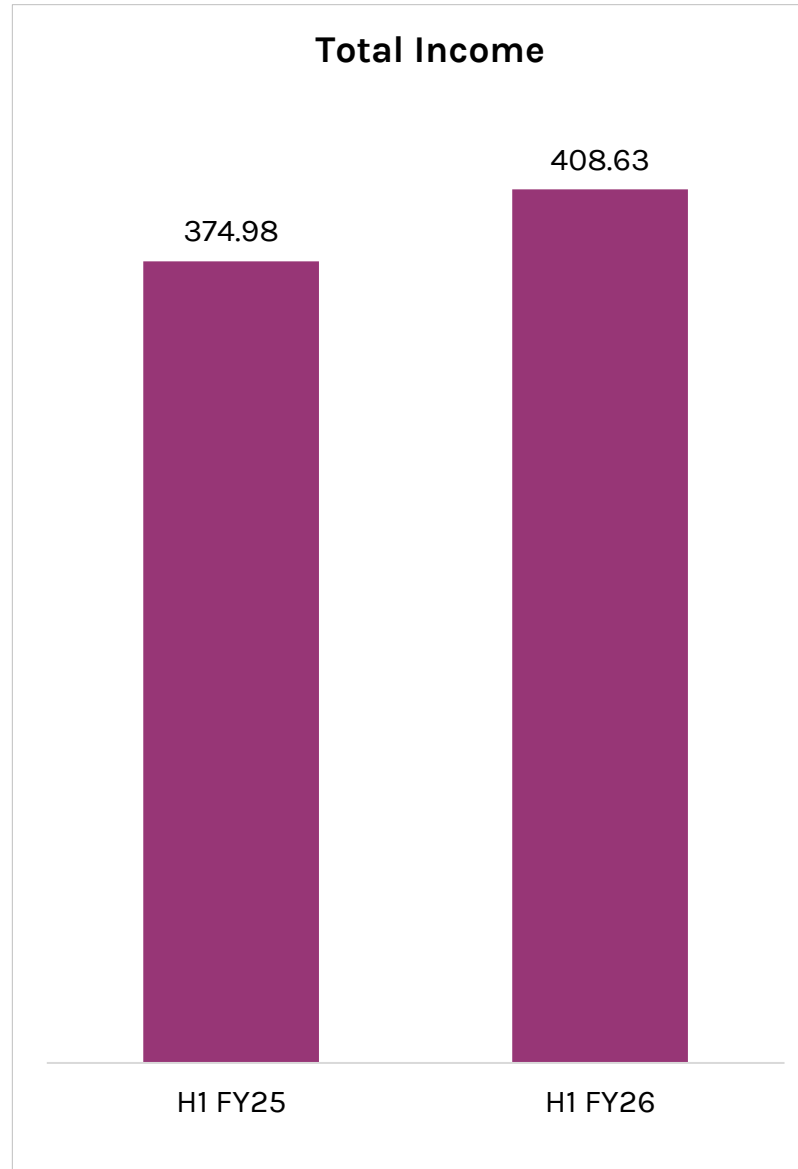
With a stronger balance sheet post-listing and a clear growth roadmap, we remain focused on expanding our store network, enhancing capacity utilization at our processing units, and driving long-term, sustainable value for all stakeholders.”

Mr. Dhanji Patel
Chairman & Managing Director



H1 FY26 Key Financial Highlights

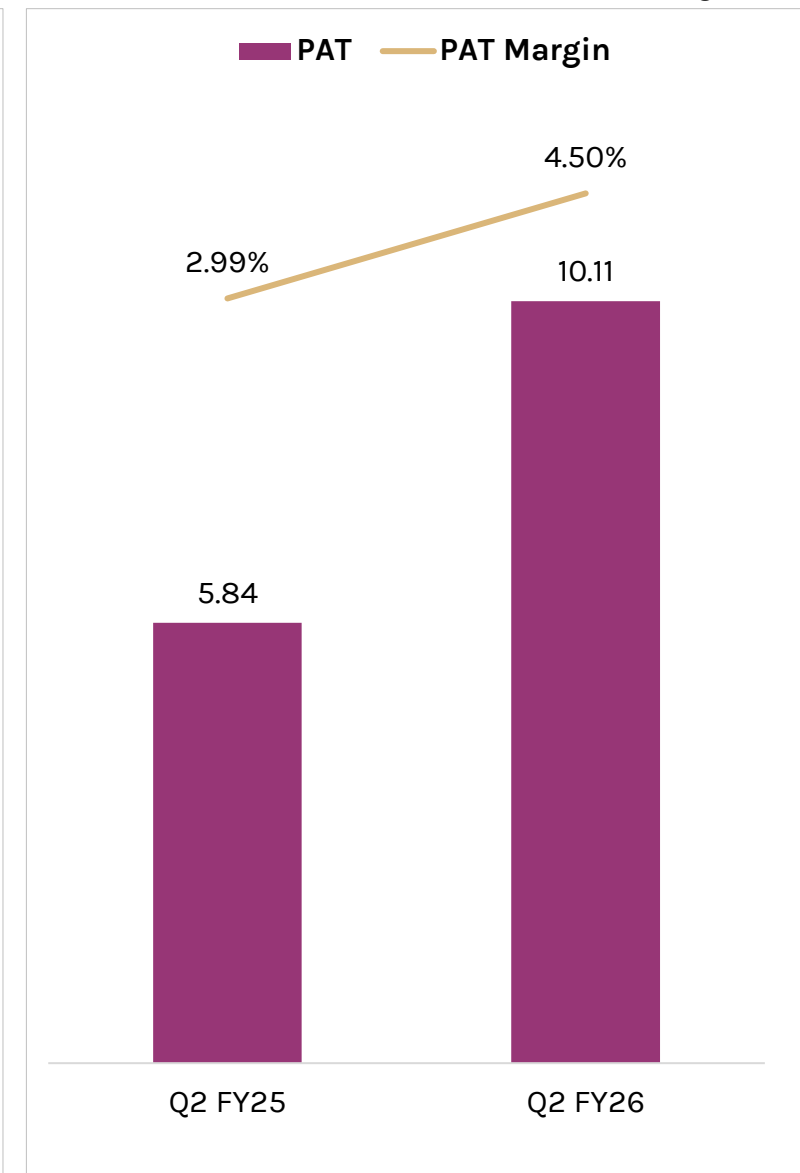
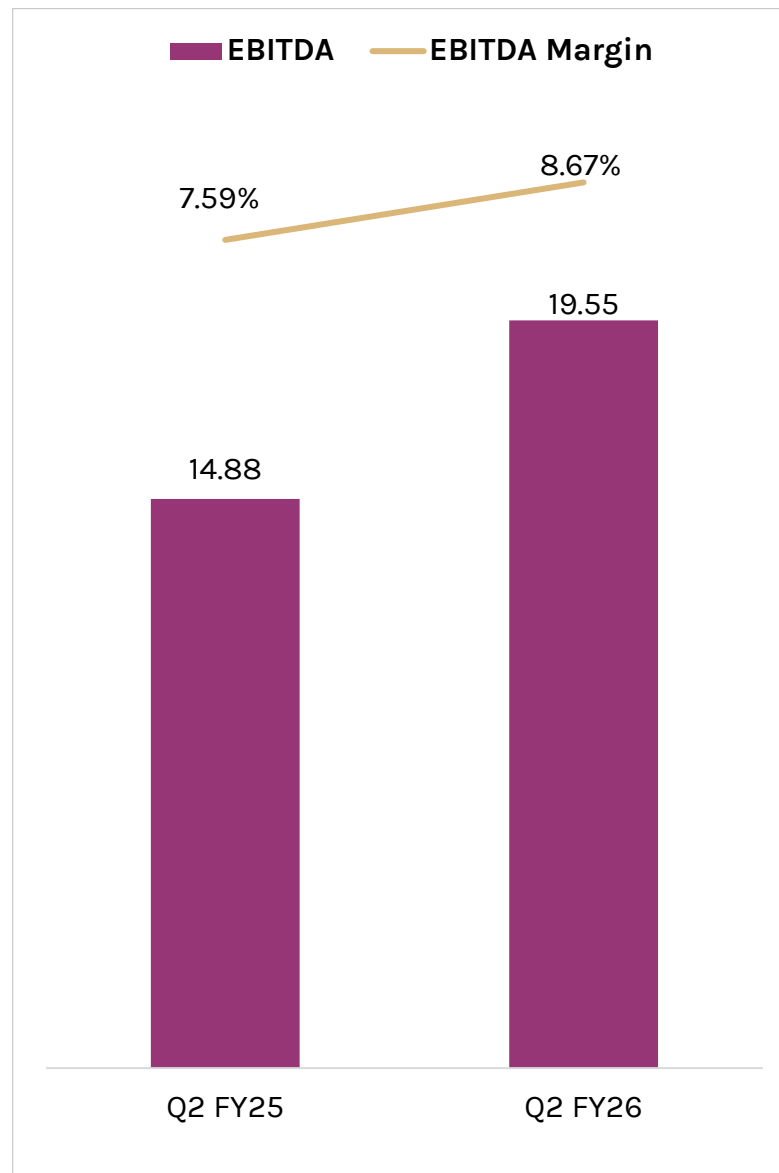
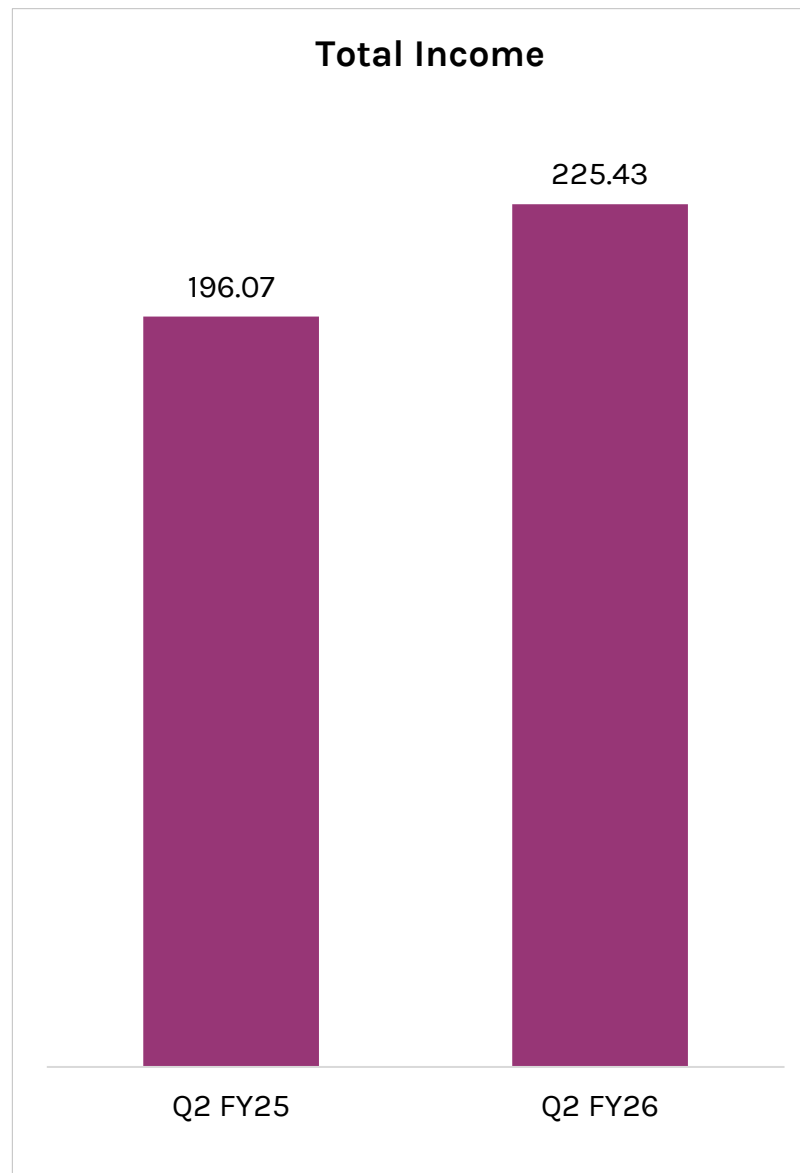
(All Amount In ₹ Cr & Margins In %)





Q2 FY26 Key Financial Highlights

(All Amount In ₹ Cr & Margins In %)





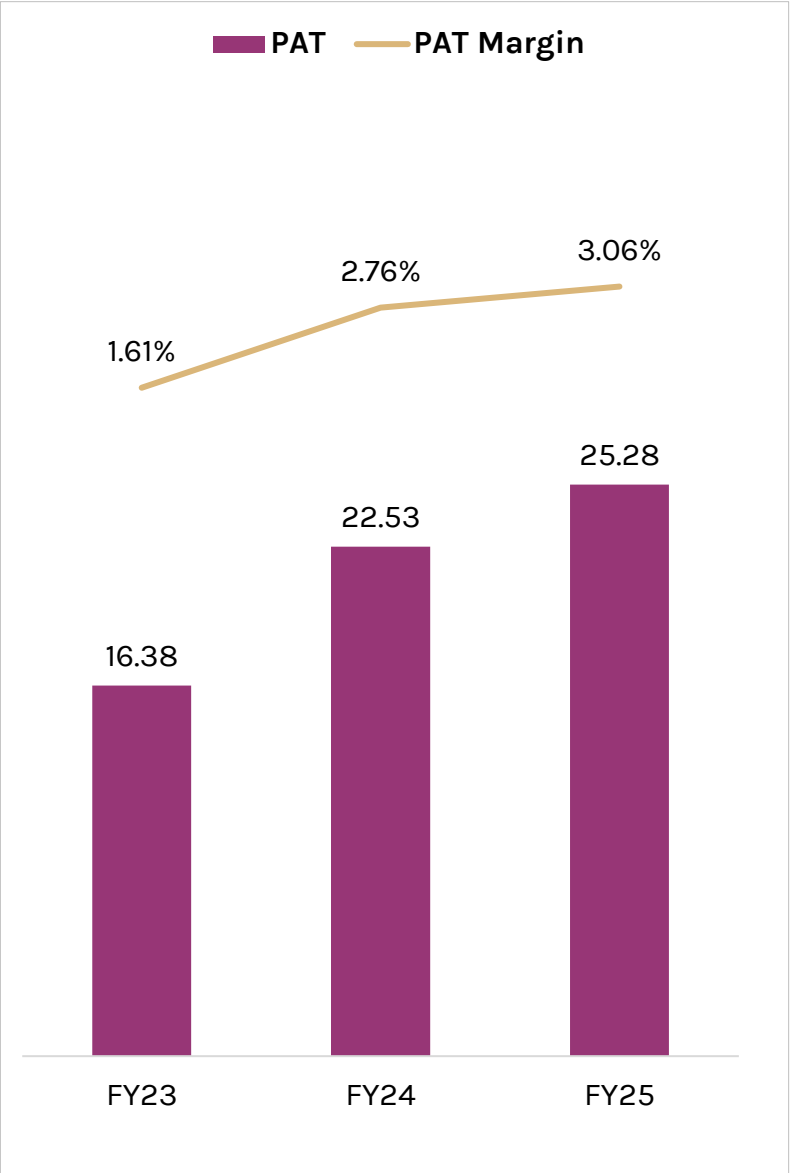
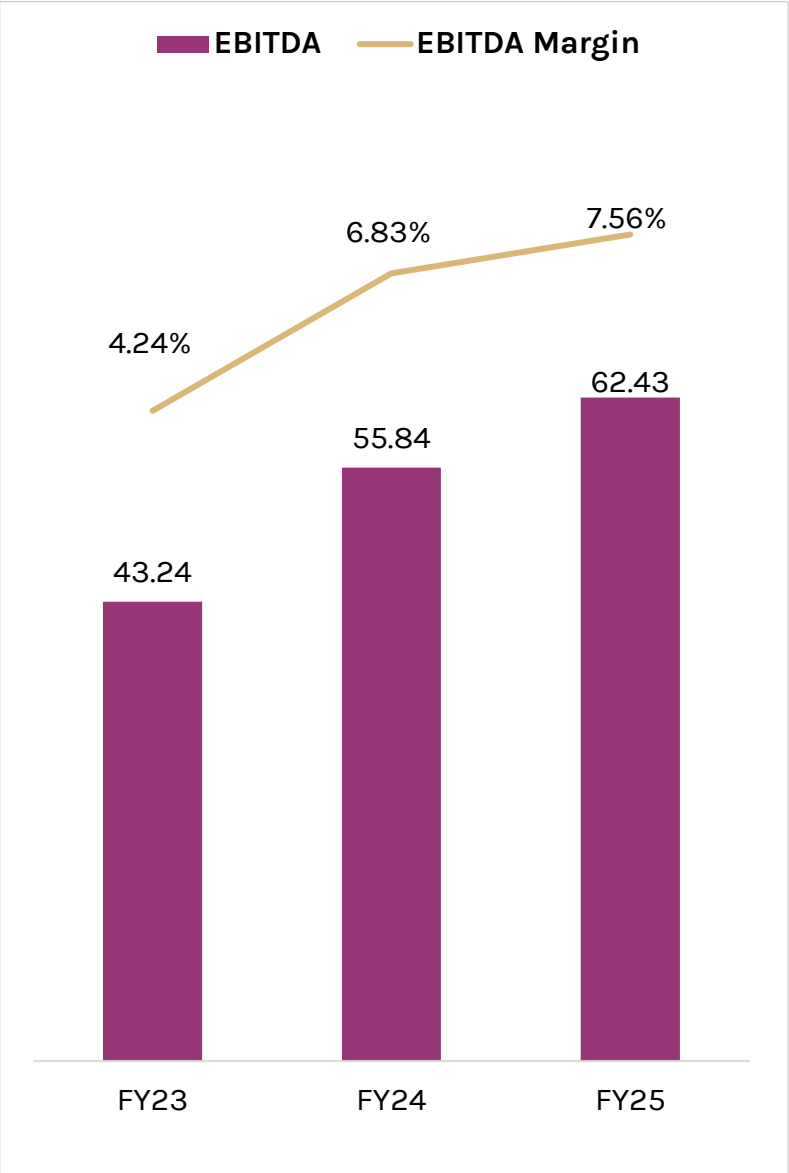
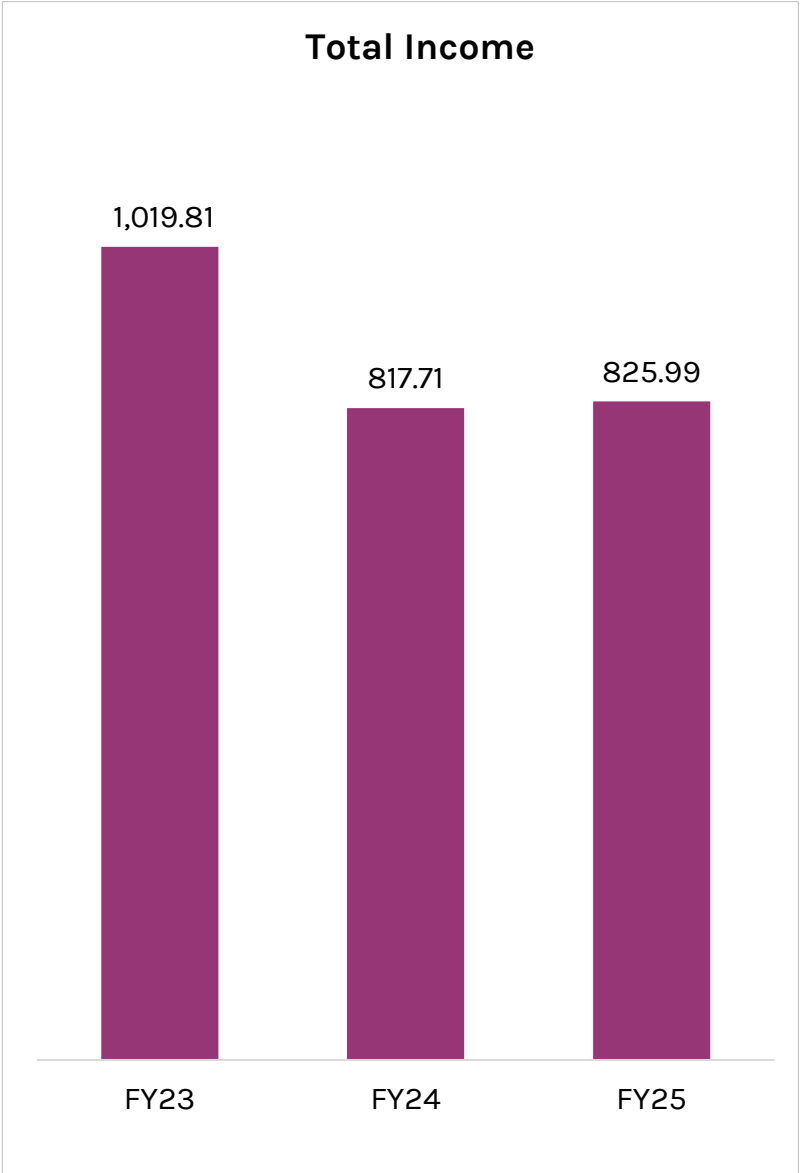
Q2 & H1 Profit & Loss Highlights

Particulars	Q2 FY25	Q2 FY26	YoY	H1 FY25	H1 FY26	YoY
Revenues	195.33	222.44		372.71	404.90	
Other Income	0.74	2.99		2.27	3.73	
Total Income	196.07	225.43	14.97%	374.98	408.63	8.97%
Raw Material Expenses	154.66	178.58		297.00	322.02	
Employee Costs	7.69	9.19		15.11	17.50	
Other Expenses	18.84	18.12		33.00	33.67	
Total Expenditure	181.19	205.89		345.11	373.19	
EBITDA	14.88	19.55	31.37%	29.88	35.43	18.60%
EBITDA Margin	7.59%	8.67%	108 Bps	7.97%	8.67%	70 Bps
Finance Costs	4.17	2.89		8.23	6.720	
Depreciation	2.80	3.14		5.44	5.920	
PBT	7.92	13.52	70.80%	16.20	22.79	40.70%
Tax	2.06	3.38		4.23	5.73	
PAT	5.85	10.14	73.20%	11.97	17.06	42.52%
PAT Margin	2.99%	4.50%	151 Bps	3.19%	4.18%	98 Bps



Key Financial Highlights

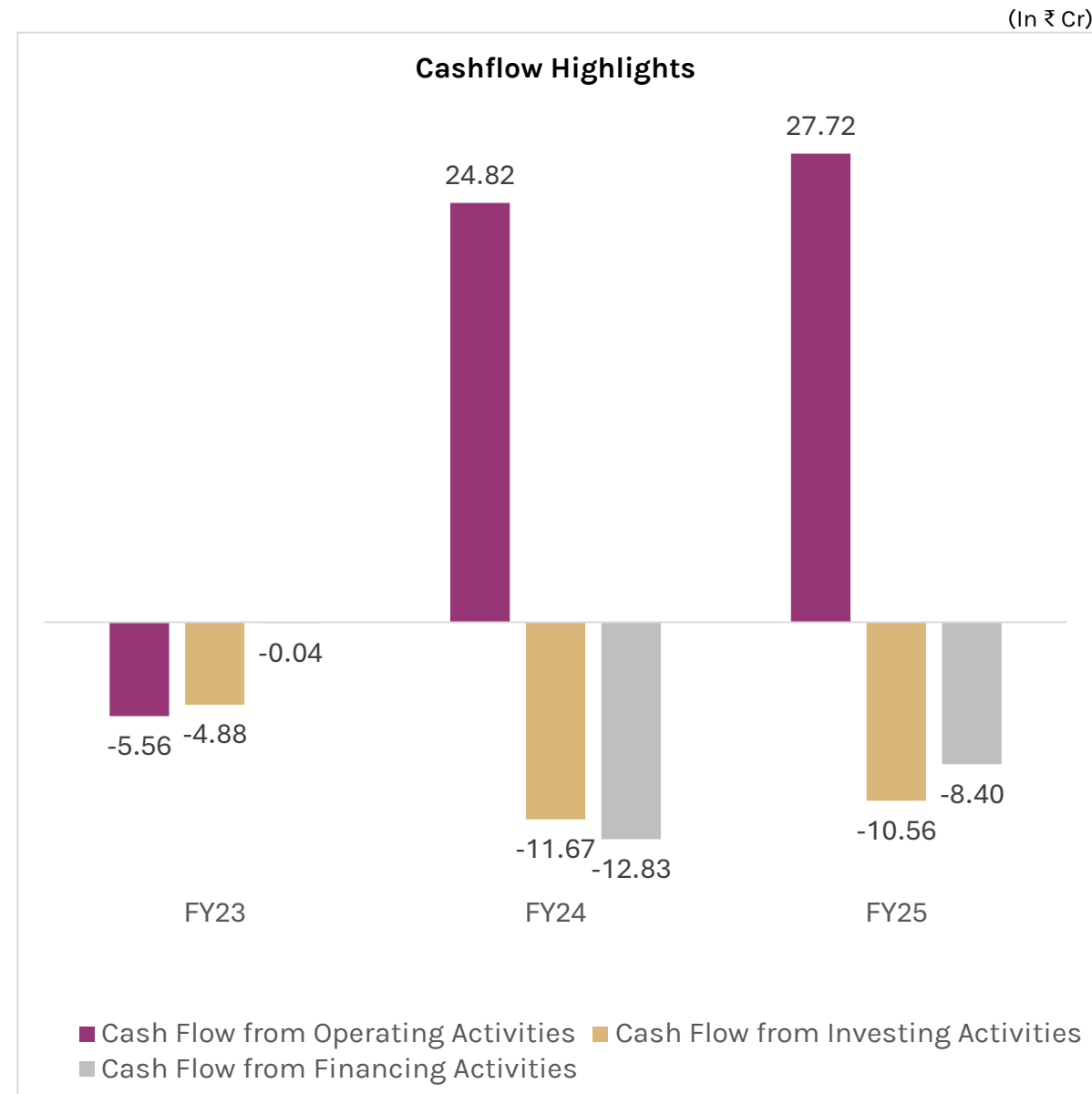
(All Amount In ₹ Cr & Margins In %)





Profit & Loss Statement & Cashflow Highlights

(In ₹ Cr)			
Particulars	FY23	FY24	FY25
Revenues	1,018.55	814.19	820.69
Other Income	1.26	3.52	5.30
Total Income	1,019.81	817.71	825.99
Raw Material Expenses	860.20	658.90	661.31
Employee Costs	22.64	27.18	31.71
Other Expenses	93.73	75.80	70.54
Total Expenditure	976.56	761.87	763.56
EBITDA	43.24	55.84	62.43
EBITDA Margin	4.24%	6.83%	7.56%
Finance Costs	11.13	15.19	16.38
Depreciation	9.86	10.04	11.73
PBT	22.25	30.61	34.33
Tax	5.87	8.08	9.05
PAT	16.38	22.53	25.28
PAT Margin	1.61%	2.76%	3.06%





Balance Sheet

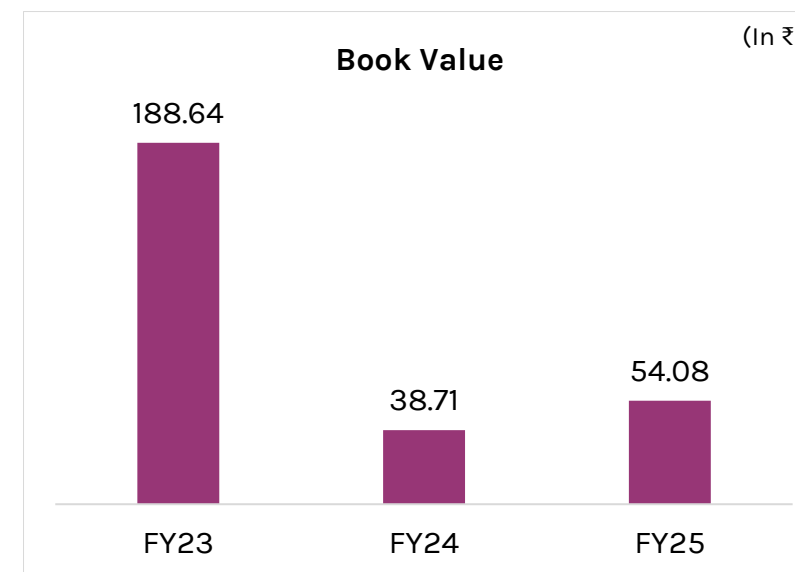
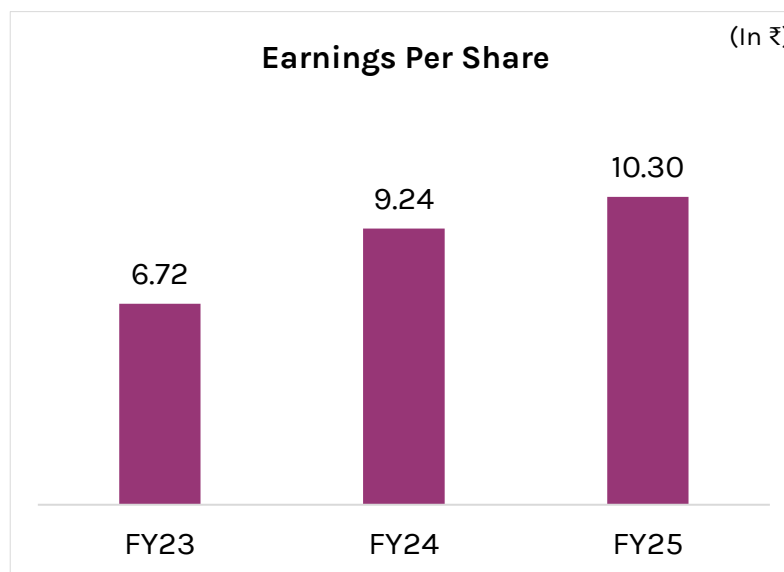
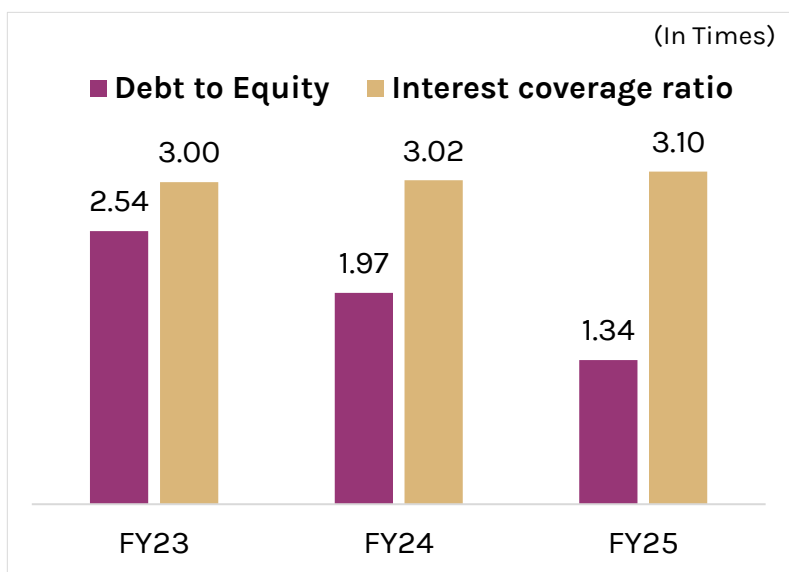
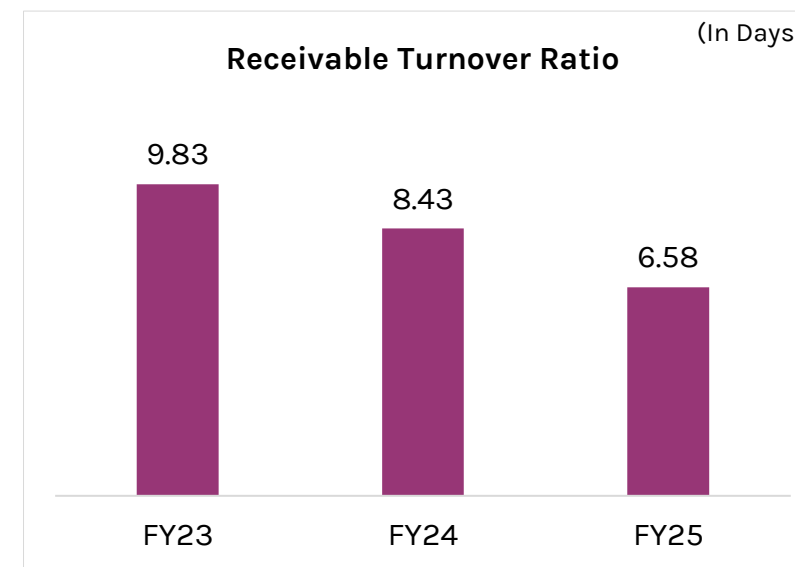
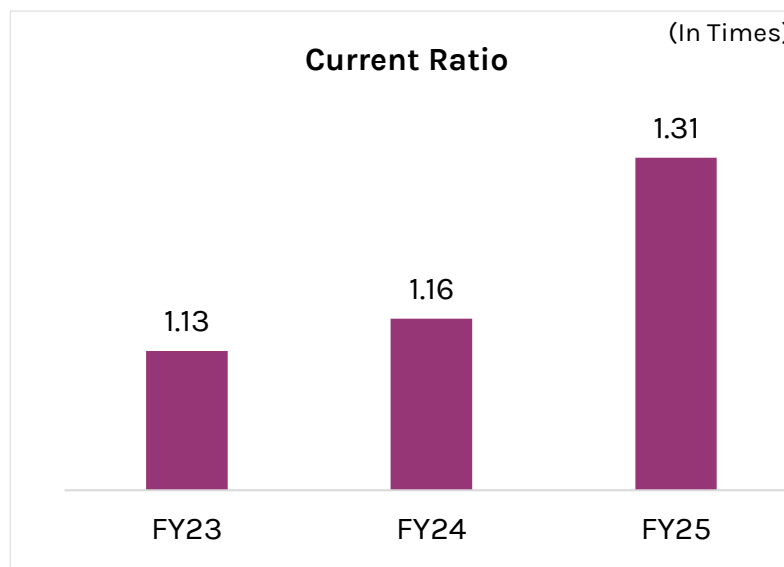
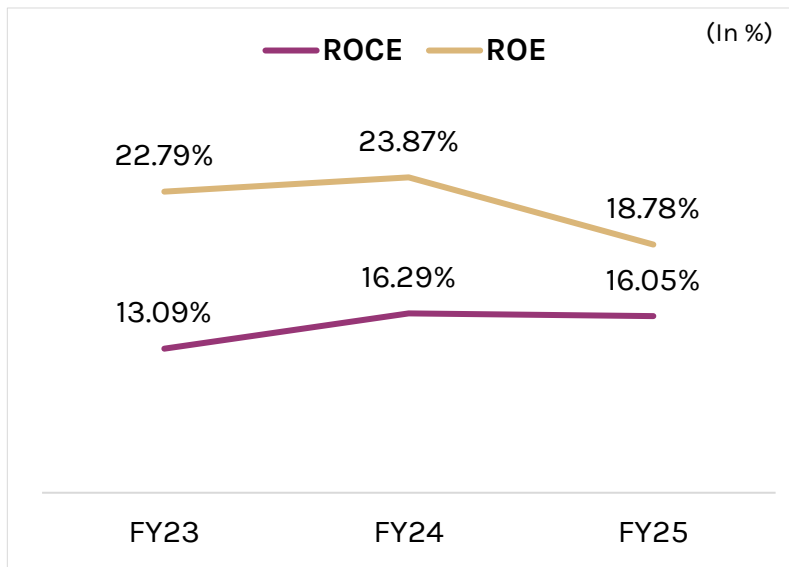
(In ₹ Cr)

Equities & Liabilities	FY23	FY24	FY25
Equity	3.81	24.38	24.88
Reserves And Surplus	68.06	70.02	109.69
Total Equity	71.87	94.40	134.57
Non-Current Liabilities			
Non Current Borrowings	35.27	26.86	20.16
Lease Liabilities	0.44	1.02	0.92
Other Financial Liabilities	0.00	0.00	0.41
Long Term Provision	0.20	0.30	0.60
Total Non-Current Liabilities	35.91	28.17	22.08
Current Liabilities			
Current Borrowings	147.54	158.89	160.38
Lease Liabilities	0.60	0.89	1.09
Trade Payables	42.82	47.48	60.40
Current Tax Liabilities (Net)	1.76	2.12	2.89
Short Term Provisions	0.00	0.00	0.03
Other Current Liabilities	2.62	1.06	1.42
Total Current Liabilities	195.34	210.44	226.21
Total Equity & Liabilities	303.12	333.02	382.86

Assets	FY23	FY24	FY25
Non-Current Assets			
Fixed assets	60.95	64.71	64.96
Non Current Investments	0.02	0.00	0.00
Other Non Current Financial Assets	4.73	6.09	6.13
Deferred Tax Assets (Net)	1.86	2.16	2.47
Other Non Current Assets	15.61	15.35	13.28
Total Non-Current Assets	83.17	88.31	86.84
Current Assets			
Inventories	76.68	127.00	143.72
Trade receivables	103.60	96.56	124.64
Cash & Bank Balance	3.31	3.63	12.39
Other Current Financial Assets	4.59	6.01	3.58
Current Tax Assets (Net)	0.00	0.00	0.00
Other Current Assets	31.77	11.51	11.70
Total Current Assets	219.95	244.71	296.02
Total Assets	303.12	333.02	382.86



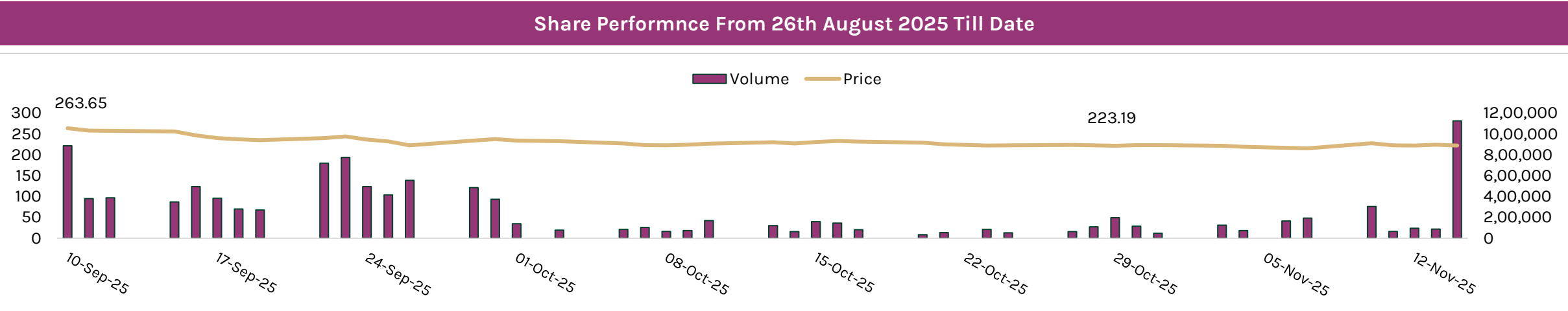
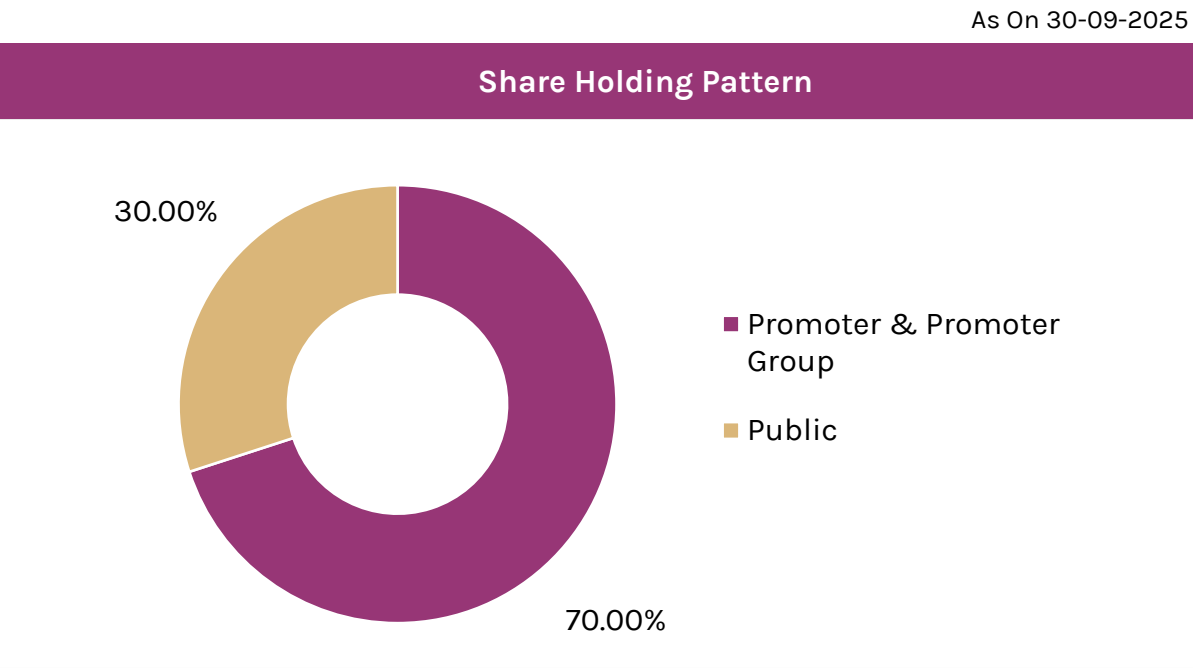
Key Ratios





Stock Data

As On 17-11-2025	
NSE (PATELRMART INE01YQ01013) BSE (544487)	
Share Price (₹)	223.60
Market Capitalization (₹ Cr)	746.84
No. of Shares Outstanding	3,34,00,528
Face Value (₹)	10.00
52-week High-Low (₹)	305.00 – 211.25



Source: [NSE](#)



Investment Rationale



Proven Track Record of Growth

Expanded from 1 store in 2008 to **47 stores by October 2025**, with **no store closures since inception**. Strong revenue growth – FY25 retail sales of **₹36,887 lakhs**, overall revenue **₹82,069 lakhs**.



Strong Presence with Expansion Potential

Leadership in **MMR suburban markets** with **2,02,697 sq. ft. retail space**. Cluster-based strategy ensures **efficient supply chain and scalability**; poised to expand into new geographies.



Diversified & Integrated Business Model

Balanced revenue mix: **Retail (~45%) & Non-Retail (~55%)**. Integrated manufacturing facilities in **Ambernath & Kutch** strengthen supply chain and exports.



Growing Private Labels

Portfolio of **Patel Fresh, Indian Chaska, Blue Nation, Patel Essentials**. Contributed **~17% of retail sales in FY25**, targeted to reach **22%+ in medium term**, driving margin expansion.



Export Growth Story

Presence in **35+ countries**, leveraging in-house brands and third-party trading. Opportunity to capture global demand in **spices, staples, and processed foods**.



Omni-Channel Edge

Mobile app with **50,000+ downloads** integrates offline + online, enhancing customer stickiness. Future growth through digital-led convenience retailing.



Well-Positioned Post IPO

Listed on **BSE & NSE (Aug 2025)** with IPO proceeds earmarked for **debt reduction and working capital**. Strengthened balance sheet supports **next phase of growth and expansion**.



Thank You



PATEL RETAIL LIMITED
TRUST & TOGETHERNESS

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