



Orkla



ORKLA INDIA LTD



Price Band

₹695 to ₹730

Issue Opens

Oct 29, 2025 to Oct 31, 2025

Face Value

₹1

Issue Size

₹1,667.54 Cr.

Lot Size

20 Share

Listing At

NSE, BSE

Orkla India Ltd Info

Issue Size

2,28,43,004 shares / ₹1,667.54 Cr

Fresh Issue

N/A

Offer for Sale

2,28,43,004 shares of ₹10 / ₹1,667.54 Cr

Retail Quota

Not Less than 35% of the Net Issue

Retail Min/Max

Rs.14,600/1,89,800

Orkla India Ltd Timeline

Tentative Allotment

Mon, Nov 3, 2025

Initiation of Refunds

Tue, Nov 4, 2025

Credit of Shares to Demat

Tue, Nov 4, 2025

"Orkla India Ltd" Listing Day

Thu, Nov 6, 2025



Objects of The Offer

The objectives of the Offer are primarily to execute the Offer for Sale (OFS) and to realize the benefits arising from the listing of the Company's Equity Shares on the Stock Exchanges.

- 1. Offer for Sale (OFS):** The Offer comprises the sale of up to 22,843,004 Equity Shares of face value ₹1 each by the Selling Shareholders – Orkla Asia Pacific Pte. Ltd., Navas Meeran, and Feroz Meeran. The entire proceeds from the Offer, after deduction of applicable Offer-related expenses and taxes, will be received directly by the Selling Shareholders.
2. The Company will not receive any proceeds from the Offer for Sale portion of the Offer.

About The Company and Business Overview

Orkla India Limited (formerly MTR Foods Private Limited) is one of India's leading multi-category packaged food companies with a strong legacy rooted in South Indian culinary heritage. The Company operates across diverse product segments—Spices and Convenience Foods—offering authentic, locally inspired, and high-quality food products that cater to every meal occasion, including breakfast, lunch, snacks, dinner, beverages, and desserts.

The Company's product portfolio comprises around 400 products, marketed primarily under its two flagship brands—MTR, established in 1924 and known for vegetarian and traditional Indian foods, and Eastern, founded in 1983 and renowned for Kerala cuisine and blended spices. Together, these brands enjoy strong regional dominance, with MTR leading in Karnataka and Eastern maintaining market leadership in Kerala. In Fiscal 2024, the Company held a 31.2% market share in Karnataka and a 41.8% share in Kerala's packaged spices market, while ranking as the second-largest player in Andhra Pradesh and Telangana.



The Company's operations are primarily divided into two business segments—Spices (contributing 66.3% of revenue in Q1 FY26) and Convenience Foods (contributing 33.7%). The spices portfolio includes blended and pure spices such as Sambar Masala, Chicken Masala, Turmeric, and Cumin, while the convenience foods segment comprises ready-to-cook (RTC) and ready-to-eat (RTE) meals like Rava Idli Mix, 3-Minute Poha, Paneer Butter Masala, and Dal Makhani.

Orkla India has an extensive distribution network of over 834 distributors and 1,888 sub-distributors across 28 states and six union territories, supported by partnerships with 42 modern trade chains and six e-commerce/quick commerce platforms—where sales grew 46.5% in FY25. Internationally, the Company exports to 45 countries, including the GCC, US, and Canada, with exports contributing 20.6% of total sales in FY25. Notably, the Eastern brand has been India's largest exporter of branded spices for 24 consecutive years.

The Company operates nine owned manufacturing facilities across India and leverages 21 contract manufacturing units (including three overseas) to maintain a capital-efficient, flexible production model. Its facilities comply with global quality and safety standards such as BRCGS and ISO 22000 certifications.

A wholly owned subsidiary of Orkla ASA, a Norway-listed industrial conglomerate, Orkla India benefits from its parent's expertise in governance, R&D, food safety, and global best practices. Financially, the Company continues to demonstrate resilience and steady growth—revenue from operations increased by 5.9% year-on-year to ₹5,970 million for the three months ended June 30, 2025. Between Fiscal 2022 and Fiscal 2024, Orkla India achieved one of the highest growth rates among peers, with EBITDA growing at a CAGR of 20.3% and PAT at 39.0%, reinforcing its position as one of India's most trusted and fast-growing food companies.

Brief profile of the Directors



- **Atle Vidor Nagel Johansen** is serving as the Chairman and Non-Executive Director of the Company. The financial analyst study program from the Norwegian School of Economics was completed by him. More than 31 years of experience in finance, marketing and fast-moving consumer goods sectors has been gained by him. He has been associated with the Orkla Group since 1993 and has held several executive positions across Orkla AS, Saetre AS, Orkla Foods AS, Orkla Foods International, Orkla ASA and Orkla Care. He was previously associated with Tandberg Data ASA, Jøtun Funds Ltd. and Carl Klerulff & Co. Ltd.
- **Sanjay Sharma** is serving as the Managing Director and Chief Executive Officer of the Company. A bachelor's degree in science from the University of Bombay and a master's degree in business administration from the University of Poona were obtained by him. More than 34 years of experience in the marketing and fast-moving consumer goods sectors has been gained by him. Strategic direction and operations of the Company are being overseen by him.
- **Maria Syse-Nybraaten** is serving as a Non-Executive Director of the Company. A bachelor's degree and a master's degree in economics and business administration from the Norwegian School of Economics and Business Administration were obtained by her. More than 15 years of experience in investment and fast-moving consumer goods sectors has been gained by her.
- **Per Haavard Skiaaker Maelen** is serving as a Non-Executive Director of the Company. A bachelor's degree in European business administration from the European Business School, London, and a general baccalaureate diploma in science from Academy of Rouen were obtained by him. More than 21 years of experience in the fast-moving consumer goods and investment banking sectors has been gained by him. He has been associated with Orkla ASA since 2011 and currently serves as Senior Vice President and Investment Director.
- **Rashmi Satish Joshi** is serving as an Independent Director of the Company. A bachelor's degree in commerce from the University of Bombay was obtained by her. She is a qualified Chartered Accountant and Company Secretary. More than 24 years of experience in finance functions of manufacturing, marketing and selling companies across lubricants, FMCG, pharmaceuticals and consumer durables has been gained by her. She was recognised as the 'Chief Financial Officer of the Year 2018' by Financial Express.
- **Amit Jain** is serving as an Independent Director of the Company. A bachelor's degree in commerce and a master's degree in business administration from the University of Delhi were obtained by him. He also attended the Wharton Advanced Management Program at the Wharton School, University of Pennsylvania. Around 30 years of experience in various sectors across Asia and Europe has been gained by him. He is currently the Chairman of Sanofi Consumer Health Care India, Collective Newsroom Private Limited and Modern Marketing Association, and serves on the board of Jubilant Foodworks Limited.
- **Shantanu Maharaj Khosla** is serving as an Independent Director of the Company. A bachelor's degree in technology (mechanical engineering) from the Indian Institute of Technology, Bombay and a postgraduate diploma in management from the Indian Institute of Management, Calcutta were obtained by him. More than 40 years of experience in the fast-moving consumer goods sector has been gained by him. He received the Distinguished Alumnus Award from IIT Bombay (2013) and IIM Calcutta (2020).
- **Meena Ganesh** is serving as an Independent Director of the Company. A bachelor's degree in science (physics) from the University of Madras and a postgraduate diploma in management from the Indian Institute of Management, Calcutta were obtained by her. Around 35 years of experience in education, technology and healthcare sectors has been gained by her. She was awarded the Distinguished Alumnus Award by IIM Calcutta (2011), Best Woman Director Award 2023-24 by the Asian Centre for Corporate Governance and Sustainability, FICCI FLO Business Woman of the Year (2017), and featured multiple times in Fortune India's 50 Most Powerful Women in Business.

Strengths



- **Market Leadership with Deep Consumer Insight** – Strong portfolio of trusted household brands, MTR and Eastern, with deep cultural relevance and premium positioning. Market leader in packaged spices across key southern states – 31.2% share in Karnataka, 41.8% in Kerala, and second-largest in Andhra Pradesh & Telangana (15.2%). Both brands enjoy high consumer trust and pricing power driven by authenticity, heritage, and consistent quality.
- **Extensive Distribution and Global Reach** – Pan-India presence with 834 distributors and 1,888 sub-distributors across 28 states and six union territories. MTR and Eastern are the most widely distributed spice brands in Karnataka and Kerala, present in over 67% of retail outlets. Strong global footprint with exports to 45 countries, while Eastern remains India's largest exporter of branded spices for 24 consecutive years.
- **Efficient Manufacturing and Quality Excellence** – Operates nine owned manufacturing units (182,270 TPA capacity) supported by 21 contract manufacturers in India and abroad, enabling scalability with low capital intensity. Facilities are IoT-enabled, strategically located near sourcing and consumption hubs, and certified under BRCGS and ISO 22000 standards, ensuring world-class quality and consistency.
- **Sustained Financial Growth and Capital Efficiency** – Delivered robust growth with EBITDA CAGR of 20.3% and PAT CAGR of 39.0% (FY22–FY24), ranking second-fastest among peers. Strong operating leverage, prudent working capital management, and a capital-efficient manufacturing model drive high profitability and liquidity.

Key Risk Factors

- **Significant Promoter Influence** – The Promoters will continue to hold a substantial 90% shareholding pre-Offer, giving them considerable control over the Company's affairs, including Board composition and shareholder decisions. This concentration of ownership may limit minority shareholder influence and create perceived governance risks.
- **Reliance on 'Orkla' Trademark and Brand Rights** – The Company's corporate identity depends on the "Orkla" trademark, owned by its Promoter, Orkla ASA, and used under a revocable authorization. Termination of this arrangement would require discontinuation of the Orkla brand within 12 months, potentially affecting reputation and operations. Future imposition of royalties or fees by the Promoter could also increase costs and reduce profitability.
- **Operational Dependence on Promoter Group and Affiliates** – The Company relies on Orkla ASA and other group entities for advisory, procurement, and operational support. Any disruption or withdrawal of such support could adversely impact business continuity, brand reputation, and financial stability.
- **Low Capacity Utilization at Certain Facilities** – Several units operate at suboptimal levels. For instance, the Tumkur unit utilized only 4.2% and the Bommasandra (Laban) unit 6.8% of installed capacity in FY25, reflecting slower-than-expected category expansion and underutilization risks that can affect cost efficiency and margins.
- **Dependence on Leased Premises** – The Registered Office and five manufacturing facilities are located on leased properties. Failure to renew these leases on favourable terms or relocation delays could disrupt production and increase operating expenses.

Statement of Profit and Loss



(All amounts are in Indian Rupees millions, unless otherwise stated)

Particulars	Fiscal 2025	Fiscal 2024	Fiscal 2023
INCOME			
Revenue from operations	23,947.10	23,560.10	21,724.80
Other income	605.30	319.80	289.60
Total income	24,552.40	23,879.90	22,014.40
EXPENSES			
Cost of raw materials & packing materials consumed	11,741.30	13,100.50	11,940.10
Purchase of stock-in-trade	1,439.70	680.50	592.80
(Increase)/decrease in Inventories of FG, WIP & SIT	27.40	(143.60)	145.20
Employee benefits expense	2,461.90	2,323.50	2,239.60
Finance costs	65.50	66.40	270.80
Depreciation & amortisation expense	617.30	621.20	554.10
Other expenses	4,308.40	4,185.20	3,694.60
Total expenses	20,661.50	20,835.70	19,437.20
Profit before exceptional items, share of profit/(loss) of associates & tax	3,890.90	3,046.20	2,577.20
Exceptional items (net)	(336.40)	-	(20.00)
Profit before share of profit/(loss) of associates & JV	3,554.50	3,046.20	2,557.20
Share of profit/(loss) of associates & JV	(4.00)	22.10	11.90
Restated profit before tax	3,550.50	3,068.30	2,569.10
Tax expense:			
Current tax	870.60	635.10	60.90
Adjustment for earlier periods	(13.40)	8.20	(1.00)
Deferred tax charge/(credit)	136.40	161.70	(882.10)
Total tax expense	993.60	805.00	(822.20)
Restated profit for the period/year	2,556.90	2,263.30	3,391.30
Other Comprehensive Income (OCI)			
Remeasurement gain/(loss) on defined benefit plans	(19.60)	87.60	(27.30)
Income tax effect on above	4.90	(22.00)	6.90
Fair value losses on equity instruments (net of tax)	(24.60)	-	-
Exchange differences on translation of foreign operations	3.70	1.70	5.70
Total OCI (Net of Tax)	(35.60)	67.30	(14.70)
Total Comprehensive Income	2,521.30	2,330.60	3,376.60
Earnings per equity share (Face Value ₹1 each)			
Basic EPS (₹)	18.70	16.90	26.20
Diluted EPS (₹)	18.70	16.90	26.20

Valuation and Outlook



Orkla India Ltd IPO is expected to be priced between ₹695 to ₹730 per share. At this price, the company is valued at a Price-to-Earnings (P/E) ratio of **39.04x**, whereas the industry average is **90.10x**.

Name of the Company	Closing Price (₹)	Total Income (₹ mn)	Face Value (₹)	EPS (Basic) (₹)	EPS (Diluted) (₹)	P/E	RoNW (%)	NAV per Equity Share (₹)
Orkla India Ltd	N/A	24,552.40	1.00	18.70	18.70	N/A	13.80	135.30
Tata Consumer Products Limited	1,166.00	178,115.50	1.00	13.10	13.10	87.80	6.40	202.10

Financial Ratios

FINANCIAL RATIOS	ROCE	ROE	P/E	INDUSTRY P/E	EV/EBITDA
Tata Consumer Products Limited	9.16	7.01	87.80	90.10	44.00
Orkla India Ltd	32.70	12.90	39.04	90.10	N/A

Orkla India Limited stands on a strong foundation of legacy brands, regional dominance, and consumer trust built through its flagship labels MTR and Eastern. With market leadership in spices across Karnataka and Kerala and a growing presence in convenience foods, the company is well-positioned to capture India's expanding packaged food opportunity. Its wide distribution network, presence in 45 export markets, and capital-efficient mix of owned and contract manufacturing enable scalable and flexible operations. Backed by global parent Orkla ASA, the company benefits from advanced governance, innovation support, and world-class food safety practices, strengthening its competitive position.

However, growth will depend on addressing challenges such as overdependence on southern markets, underutilized facilities, and ongoing litigation exposure. Effective capacity utilization, better working capital control, and diversification into newer regions and categories will be key to sustaining profitability. Overall, Orkla India's strong brand equity, operational efficiency, and global backing position it for steady, long-term growth in India's fast-evolving FMCG and convenience food landscape.

"Call us on 8448899576" to find out whether or not you should apply.

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