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Nutrifresh Reports 51% Revenue Growth to Rs 219.3Cr in FY26, Targets Rs 400Cr in FY27

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The Pune-based company recently received a proposed Rs 400 crore debt funding from the U.S. International Development Finance Corporation (DFC)

Nutrifresh, an integrated agriculture and food company, has reported revenue of Rs 219.3 crore in FY26, marking a 51 per cent increase from Rs 145.2 crore in FY25. The company expects revenue to reach Rs 400 crore in FY27, supported by the expansion of its controlled environment agriculture (CEA) infrastructure, new farm capacity and growing demand from institutional and retail customers.

“Nutrifresh’s growing business is proof that Controlled Environment Agriculture can work at scale in India and work profitably. We grow close to the cities we serve, sell to businesses rather than chase consumers, and invest only in the technology the crop needs,” said Sanket Mehta, Co-founder, CEO and Whole-Time Director, Nutrifresh.

The company, incorporated in 2019, said it has remained profitable every year since its establishment. Its FY27 growth target is expected to be supported by 105 acres of farms near Pune that are currently under construction, in addition to its existing 83 operational acres. Once the new farms become productive, Nutrifresh expects to roughly triple its productive footprint.

The company is also preparing for geographical expansion across southern India to strengthen its presence in key markets.

During FY26, Nutrifresh expanded its land bank by 105 acres at Warwadi and Pisavare near Pune. The sites are currently under construction and are expected to add significant production capacity as they become operational.

The company and Rural Enhancers Group also signed a memorandum of understanding with the Government of Maharashtra to develop 1,000 acres of smart agriculture infrastructure in the state. The initiative aims to scale technology-led farming and expand the adoption of advanced agricultural practices.

Additionally, Nutrifresh secured a first tranche of â?¹90 crore from the US International Development Finance Corporation (DFC), forming part of a proposed â?¹400 crore investment to expand its CEA infrastructure.

“Our growth has been funded with discipline. We turn barren and low-fertility land into productive farms, and every acquisition goes through board-level approval,” said Ganesh Nikam, Co-founder, CFO and Whole-Time Director, Nutrifresh.

He added that the company's backing from DFC, Neev Fund, Florintree Advisors and Green Frontier Capital, along with its partnership with the Maharashtra government, would support its expansion plans.

Nutrifresh supplies more than 100 high-volume business-to-business (B2B) customers across hotels, restaurants, modern retail and quick commerce. Its customers include Swiggy, Zepto, Flipkart Minutes, BigBasket, Reliance Fresh, Nature's Basket, IHCL and Taj SATS.

The company's produce reaches customers across 15 Indian states, as well as international markets including the UAE, the Maldives and Singapore.

Mehta said demand from quick commerce platforms and hotel chains for residue-free produce throughout the year is driving the company's capacity expansion.

Nutrifresh currently employs more than 650 people, with women accounting for 60 per cent of its overall workforce, 80 per cent of its farm-level workforce and more than 43 per cent of leadership roles.

Alongside its owned and operated farms, Nutrifresh is scaling its Joint Farming operations, which enable the company to partner with farmers cultivating their own land. The model is intended to expand production capacity without requiring the same level of direct capital investment in land and infrastructure.

The company aims to support more than 25,000 farmers over the long term through this initiative.

With its FY27 revenue target of Rs 400 crore, Nutrifresh plans to combine farm expansion, technology-led production, wider geographical reach and farmer partnerships to strengthen its position in India's controlled environment agriculture sector.