



# PATANJALI FOODS LIMITED

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CIN-L15140MH1986PLC038536



**PFL/2024**

**October 24, 2024**

To

**BSE Ltd.**

Floor No. 25,  
Phiroze Jeejeebhoy Tower,  
Dalal Street,  
Mumbai – 400 001

**National Stock Exchange of India Ltd.,**

Exchange Plaza,  
Bandra-Kurla Complex,  
Bandra (E),  
Mumbai – 400 051

**BSE Scrip Code: 500368**

**NSE Symbol: PATANJALI**

Dear Sirs/Madam,

**Sub.: Earnings Conference Call on October 25, 2024**

This is further to our letter dated 22<sup>nd</sup> October, 2024 regarding above.

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”), we would like to inform you that the officials of our Company i.e. Patanjali Foods Limited ("the Company") will host an Earnings Conference Call with Analysts/Investors to discuss the financial and operational performance of the Company for the quarter ended 30th September, 2024 on Friday, October 25, 2024 at 9.30 AM (IST).

We attach herewith a copy of the presentation that will be discussed in the above Earnings Conference Call.

The presentation is also available on our website [www.patanjalifoods.com](http://www.patanjalifoods.com).

It is for your information and records please.

Thanking you,

Yours sincerely,

**For Patanjali Foods Limited**

**Ramji Lal Gupta**  
**Company Secretary**

**Encl.:** as above

# PATANJALI FOODS LIMITED

QUARTERLY PERFORMANCE UPDATE: Q2 FY 2024-25

Oct 24, 2024

*Leading with purpose, Poised for growth*

Focus | Diversification | Strength

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# EXECUTIVE SUMMARY

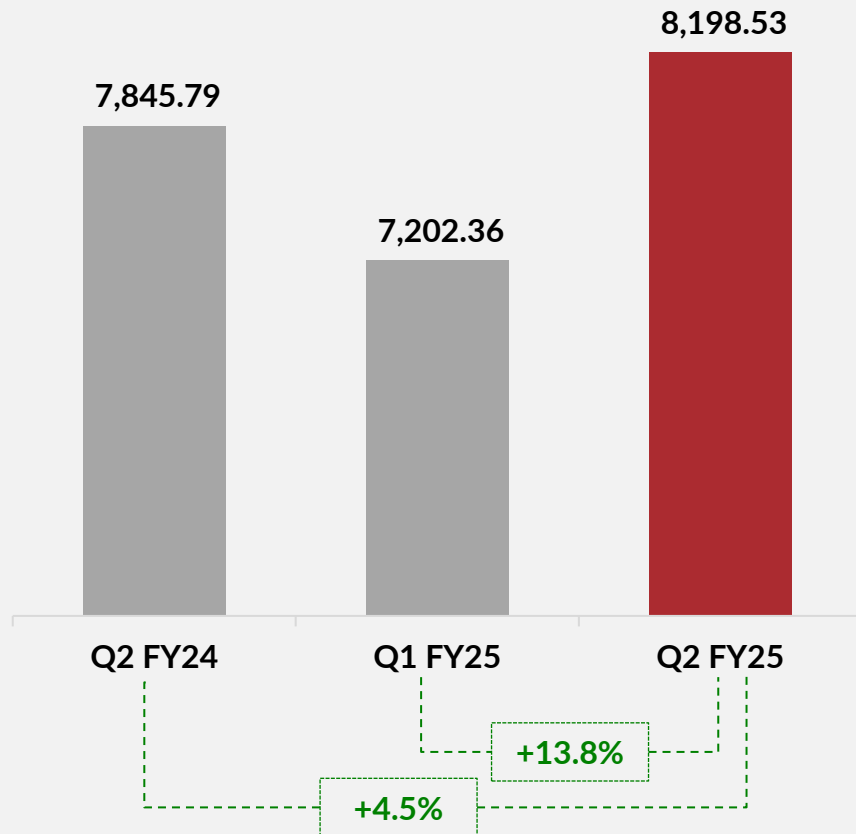
- Board has approved 1<sup>st</sup> November as date of transfer for HPC business
- Edible Oils segment reported strong profitability despite volatile markets
- Branding & marketing push: onboarding celebrity brand ambassadors
- Rapid expansion in Oil Palm Plantation
- Interim dividend announced of ₹8 per equity share

# FINANCIAL HIGHLIGHTS: Q2 FY25

Steady quarterly performance with strong growth in profitability

## Revenue (Total Income)

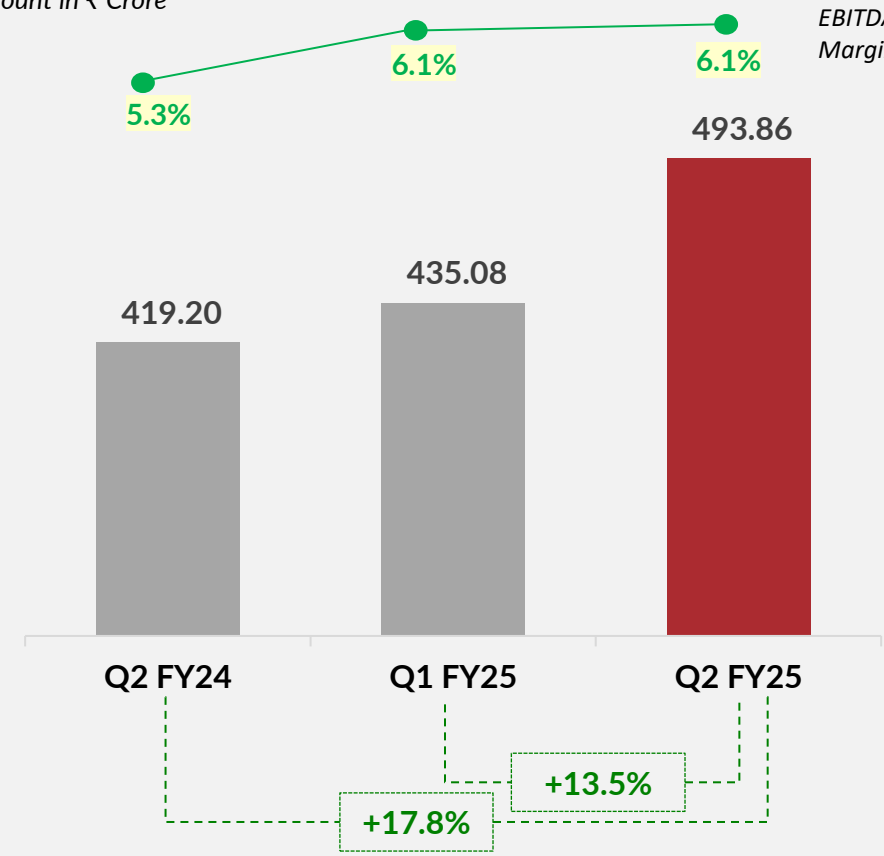
Amount in ₹ Crore



## EBITDA

Amount in ₹ Crore

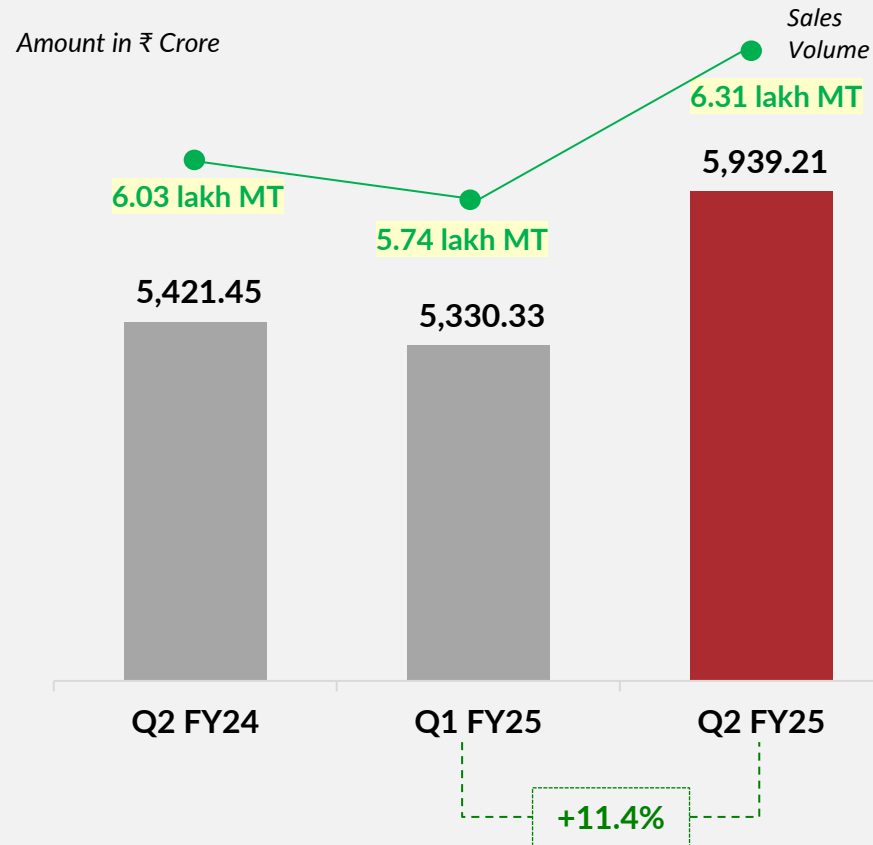
EBITDA Margin (%)



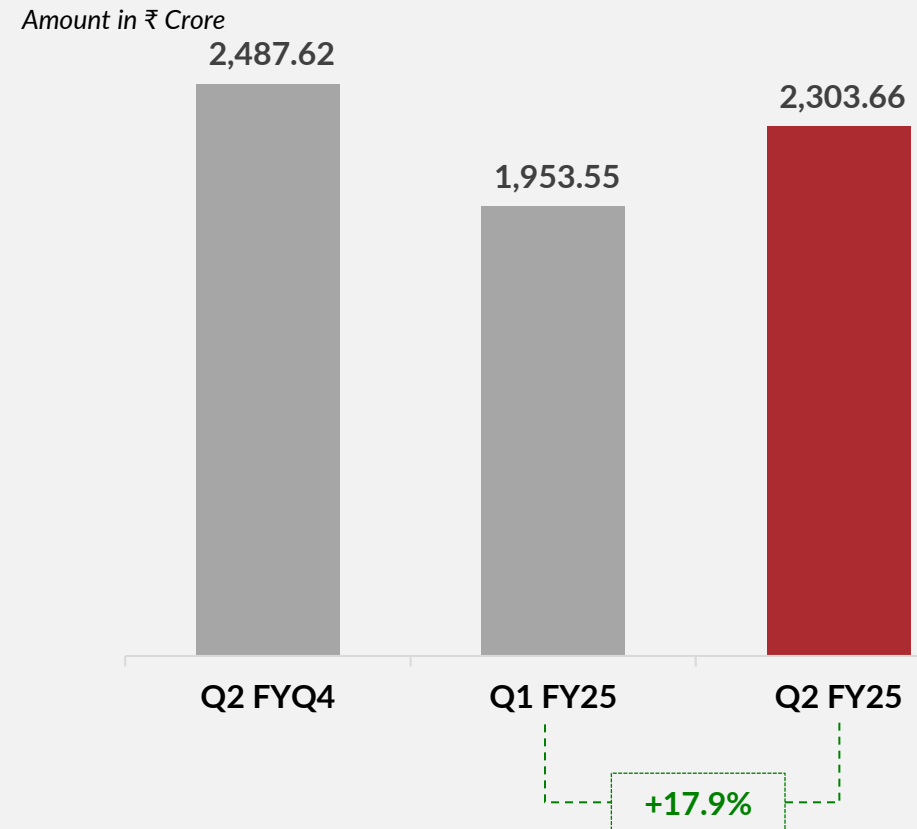
# FINANCIAL HIGHLIGHTS: Q2 FY25

Sustained segmental performance on sequential basis

## Edible Oils



## Food & FMCG



# Onboarding Celebrities for Key Brands

MS Dhoni onboarded for Mahakosh & Sunrich last year



Shilpa Shetty onboarded for Nutrela in Q2 FY25



The company has roped in various celebrities in the current quarter, including Shilpa Shetty, Shahid Kapoor, and Khesari Lal Yadav, for Nutrela-branded soya chunks and edible oils, the nutraceuticals product range, and mustard oil respectively

# FINANCIAL HIGHLIGHTS: Q2 FY25

## Overall Performance

1. Revenue from operations for Q2FY25 clocked at ₹8,154.19 Cr as against ₹7,821.89 Cr in Q2FY24, observing a growth of 4.2%
2. Total income, including other income, stood at ₹8,198.53 Cr during the quarter, as against ₹7,845.79 Cr in same period last year
3. The company has recorded **ever highest quarterly EBITDA\*** since acquisition by Patanjali Group
4. EBITDA of ₹493.86 Cr in Q2FY25 as against ₹419.20 Cr in Q2FY24
  - EBITDA margin was 6.0% during Q2 as against 5.3% in the previous quarter
5. Quarterly PAT went up with ₹308.97 Cr in Q2FY25 vs ₹254.54 Cr in Q2FY24
  - PAT margin was 3.8% in the quarter as against 3.2% in Q2FY24



# FINANCIAL HIGHLIGHTS: Q2 FY25

6. Achieved export sales of ₹34.55 Cr during the Quarter. The company has its export footprint in 21 countries

## Segment - Food & FMCG

7. During the quarter, the FMCG industry has reported decline in demand primarily due to unprecedented rainfalls that affected out-of-home consumption and consumer off-take. However, the rural demand continued to outpace urban demand
8. In Q2FY25, the segment recorded revenue of ₹2,303.66 Cr vis-à-vis ₹2,487.62 Cr in Q2FY24. This decline is largely in line with sluggish demand at the industry level
9. The Food & FMCG segment contributed 27.90% to the Revenue from Operations (excluding Inter Segment Revenue) in Q2FY25
10. During the quarter, the segment recorded an EBITDA of ₹ 234.71 cr compared to ₹ 379.32 cr in Q2FY24

# FINANCIAL HIGHLIGHTS: Q2 FY25

## Segment – Edible Oils

11. The edible oil markets experienced high volatilities towards the later part of the quarter primarily due to change in duty structure
  - Coupled with increase in CnF prices of major imported edible oils, there was an approximate increase of 30% in prices of crude and refined oils
12. In Q2FY25, the segment recorded revenues of ₹5,939.21 Cr as compared to ₹5,421.45 Cr in Q2FY24; observing a 9.6% YoY growth
13. The segmental sales volumes were 6.31 lakh MT up from 5.74 lakh MT in previous quarter and 6.03 lakh MT during same quarter last year
14. The branded edible oils contributed to 74.83% of the total edible oil sales
15. In Q2FY25, the segment EBITDA was recorded at ₹240.25 Cr. vs. an EBITDA loss of ₹27.07 Cr in Q2FY24

# FINANCIAL HIGHLIGHTS: Q2 FY25

## Segment – Windmill Energy

16. The segment revenues during Q2FY25 stood at ₹14.35 Cr
17. The company fulfills ~20% of its energy requirements from renewable sources

## ESG Highlights

18. The company released its second Integrated Report with Business Responsibility and Sustainability Reporting (BRSR) framework - company has sequestered 119,024 tCO<sub>2</sub> in the financial year 23-24
  - Reduction in Scope 1 emission: Down from 648,772 tCO<sub>2</sub> in FY23 to 431,394 tCO<sub>2</sub> in FY24
  - Reduction in Scope 2 emission: Down from 70,933 tCO<sub>2</sub> in FY23 to 40,036 tCO<sub>2</sub> in FY24

# BUSINESS HIGHLIGHTS: Q2 FY25

## Biscuits & Confectionary

19. Quarterly revenue grew by 5.2% QoQ from ₹417.03 Cr previous quarter to ₹438.73 Cr in Q2FY25
20. The sales of 'Doodh' biscuit surged to ₹297.93 Cr, reflecting a YoY growth of 3.5%
21. The premium range of health biscuits (Ragi, 7 Grain & Digestive biscuits) and Patanjali Tea continue to exhibit consumer acceptance

## Nutraceuticals

22. The nutraceuticals business has turned corners and became profitable during H1 FY25
23. The business reported 57.3% YoY growth to reach ₹22.86 Cr in revenue
24. The business successfully conducted its innovative retailer partner program – 'Sanchay'

# BUSINESS HIGHLIGHTS: Q2 FY25

25. New Products launched: Nutrela Plant Protein, Creatine Monohydrate, along with new variants of Weight Gain and Superfoods



## Nutrela Soya Protein

26. The business has been on a continued growth trajectory, and has **achieved ever-highest quarterly sales** during Q2FY25 surpassing the previous high attained during Q2FY24

- The TSP\* sales exhibited steady growth of 5.9% YoY to 9,442 MT during Q2FY25

# BUSINESS HIGHLIGHTS: Q2 FY25

27. Rural Connect Program-Nutrela Operation Thunder was active during the quarter with focus on increasing brand awareness and distribution in rural, untapped markets
28. The brand collaborated with **Rajshri Foods** and **Get Curried** on YouTube and Meta platforms
29. The celebrity actor Shilpa Shetty has been onboarded as ambassador for the brand –
  - This is in alignment with the health-oriented brand identity and vision of the company



# BUSINESS HIGHLIGHTS: Q2 FY25

## Edible Oils & Its Derivatives

30. In Q2 FY25, the cash markets experienced strong upward price movements, with a 43% rise in Palm Oil and 29% rise in soyabean oil correction in April, followed by steadier prices in May and June
31. High divergence was observed between futures and physical prices for edible oils, as futures prices went up only 2% for palm oil and went down by 5% for soyabean oil divergence occurred in soyabean oil due to falling futures prices
32. The cash prices remains steady in Jul & Aug of Q2, on 13th Sep customs duty hike by 22% and same time CnF prices increased by ~8%; leading to a net impact of ~30% hike
33. Despite the volatile environment, the segment performed exceedingly well and reported ₹240.25 Cr EBITDA as against last year EBITDA loss of ₹27.07 Cr
34. Continued thrust on leveraging MS Dhoni branding for 'Mahakosh' & 'Sunrich' brands



# BUSINESS HIGHLIGHTS: Q2 FY25

- 35. Premium Nutrela Oils has shown robust growth of 22.6% YoY to 5,956 MT
- 36. New packaging introduced for Nutrela Edible Oil range:



## Oil Palm Plantation

- 37. Continued expansion of cultivated area during the quarter; total area under plantation is 80,952 hectares, with land allocation across 12 states in India
- 38. Mega Plantation Drive has been successfully conducted across India
- 39. 5 TPH Process Mill commissioned in Niglok, Arunachal Pradesh; Mizoram Mill Project initiated



# BUSINESS HIGHLIGHTS: Q2 FY25

## Other Key Updates

40. Board of Directors has declared an *interim dividend of ₹ 8/- per equity share of ₹ 2/- each* for the financial year ended March 31, 2025. The record date for payment will be November 4, 2024
41. *Gold Award at the 16th EXCEED Green Future Award 2024*; supported by the Government of India, for its *significant efforts in environmental stewardship*
42. Shri Ram Bharat, Managing Director of Patanjali Foods Ltd., was honored with the *Oil Icon of the Year Award at Globoil India 2024* for his leadership and contributions to the industry

# Thank You



**Patanjali Foods Limited**

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