



Ref No: AWL/SECT/2024-25/93

27th January 2025

BSE Limited

Floor 25, P J Towers,
Dalal Street,
Mumbai – 400 001

Scrip Code: 543458

National Stock Exchange of India Limited

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

Scrip Code: AWL

Dear Sir/ Madam,

Sub: Investor Presentation on the Unaudited Financial Results (Consolidated and Standalone) for the quarter and nine months ended 31st December, 2024.

The Investor Presentation on the Unaudited Financial Results (Standalone and Consolidated) for the quarter and nine months ended 31st December, 2024 is enclosed.

This presentation will also be available on the Company's website – www.adaniwilmar.com.

Kindly take the above on your records.

Thanking You,
Yours faithfully,
For Adani Wilmar Limited

Darshil Lakhia
Company Secretary
M. No : A20217

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Adani Wilmar Limited

Investor Presentation: Q3'25

27th January 2025



For a healthy growing nation





Safe Harbour Statement

This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international oil prices and input costs and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward-looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

Result Summary





AWL - P&L Highlights: Q3 FY'25 & 9M FY'25

Consolidated Financials

INR Cr.

	Q3'25	Q2'25	Q3'24	QoQ %	YoY %	9M'25	9M'24	YoY %
Volume (in Million MT)	1.62	1.64	1.54	-2%	5%	4.92	4.48	10%
Revenue	16,859	14,460	12,828	17%	31%	45,488	38,024	20%
Gross Profit (normalized)	2,169	1,818	1,653	19%	31%	5,801	4,054	43%
EBITDA	792	615	505	29%	57%	2,033	778*	161%
PBT	546	402	281	36%	94%	1,366	105	1201%
PAT	411	311	201	32%	105%	1,035	-9	n.m.

Per Ton:					
Gross Profit per MT	13,415	11,062	10,766	21%	25%
EBITDA per MT	4,895	3,745	3,286	31%	49%
PBT per MT	3,378	2,445	1,830	38%	85%

	11,781	9,041	30%
	4,130	1,736	138%
	2,775	234	1085%

Continued strong performance in Q3'25; recorded highest quarterly PAT of INR 400+ Crore

Note: Gross Profit has been normalized by regrouping the derivative impact. Reconciliation is provided in Annexure.

*excluding extraordinary items | of INR 54 Crores in 9M'24



AWL - P&L Highlights: Q3 FY'25 & 9M FY'25

Standalone Financials

INR Cr.

	Q3'25	Q2'25	Q3'24	QoQ %	YoY %	9M'25	9M'24	YoY %
Volume (in Million MT)	1.58	1.59	1.49	-1%	6%	4.80	4.34	11%
Revenue	16,491	13,994	12,440	18%	33%	44,235	36,539	21%
Gross Profit (normalized)	2,118	1,780	1,631	19%	30%	5,655	3,926	44%
EBITDA	782	624	530	25%	47%	2,022	808*	150%
PBT	560	438	333	28%	68%	1,432	223	541%
PAT	409	326	247	26%	66%	1,059	122	769%

Per Ton:					
Gross Profit per MT	13,425	11,205	10,942	20%	23%
EBITDA per MT	4,956	3,926	3,558	26%	39%
PBT per MT	3,547	2,755	2,237	29%	59%

11,783	9,051	30%
4,213	1,863	126%
2,983	515	480%

Continued strong performance in Q3'25; recorded highest quarterly PAT of INR 400+ Crore

Note: Gross Profit has been normalized by regrouping the derivative impact. Reconciliation is provided in Annexure.

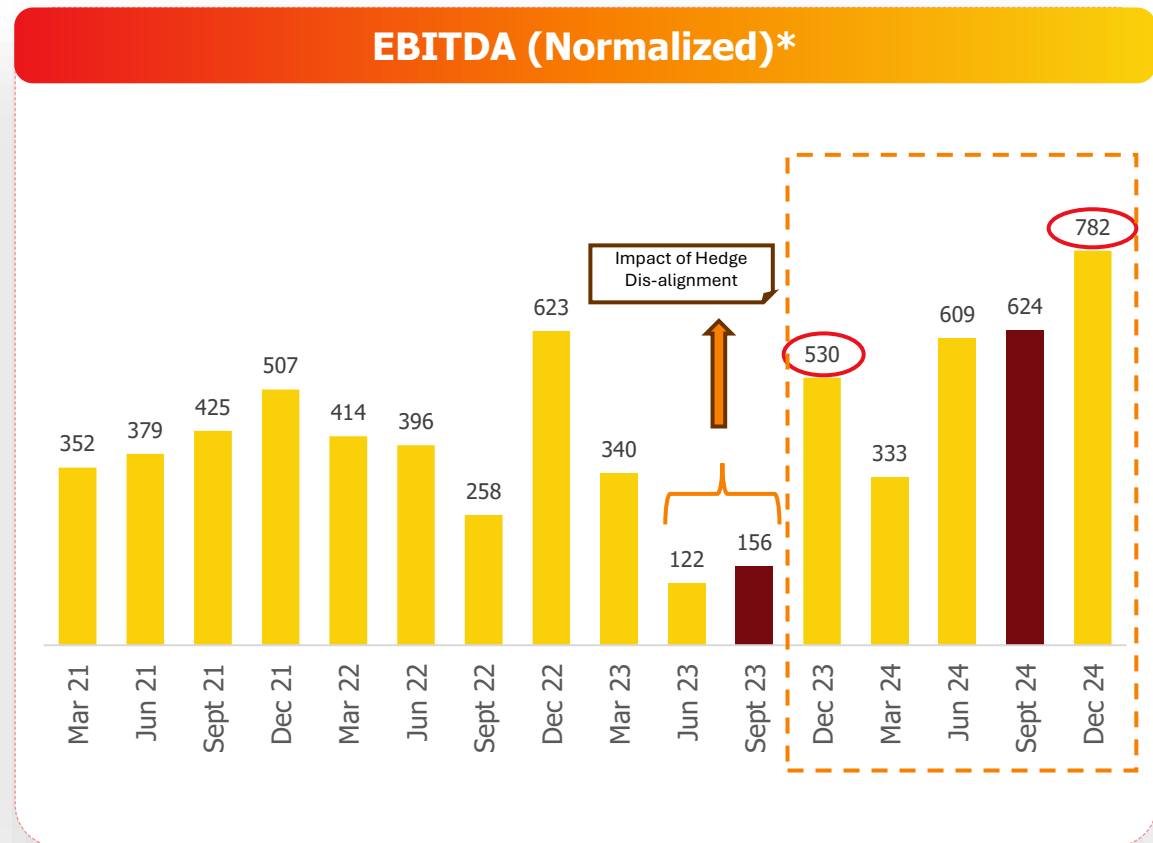
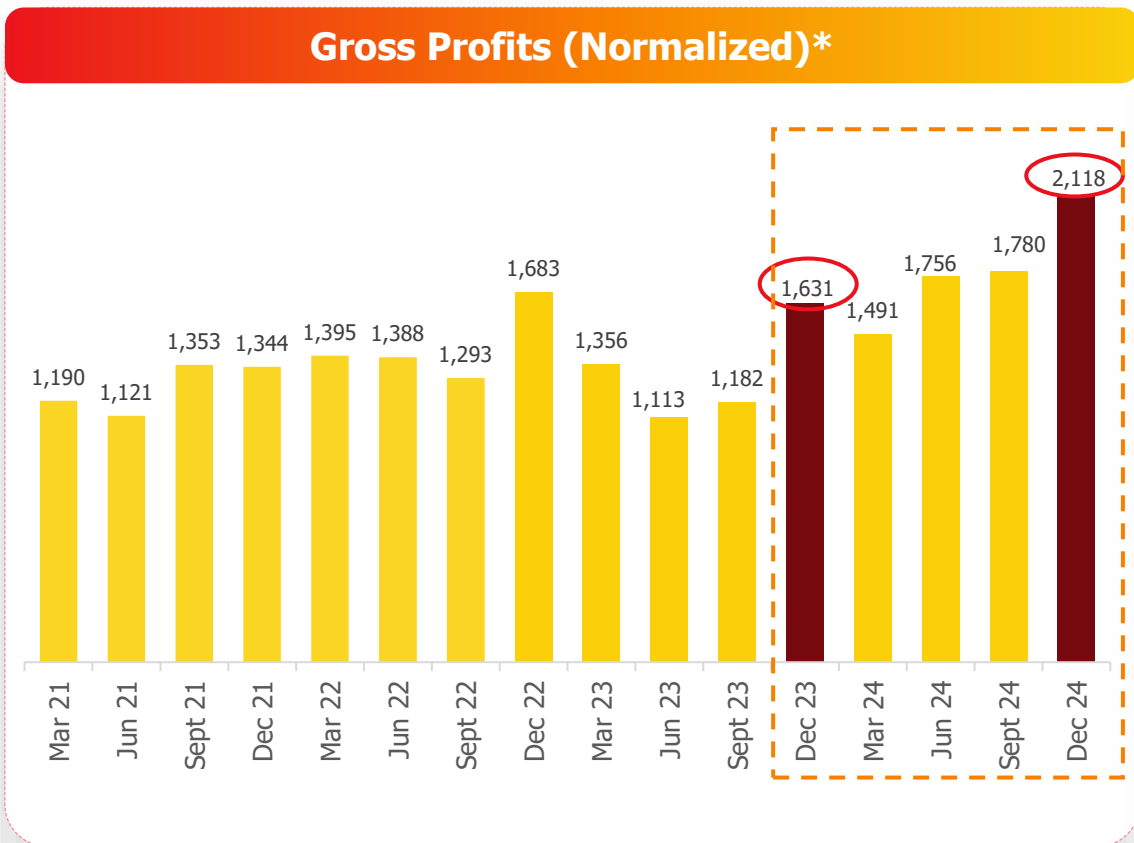
*excluding extraordinary items | of INR 54 Crores in 9M'24



AWL - Quarterly Profit Trend

Standalone figures

in INR Crores



- Robust profitability in last 5 quarters led by strong profits in Edible Oils
- Trailing 12-Month consolidated EBITDA close to INR 2,390 Crore



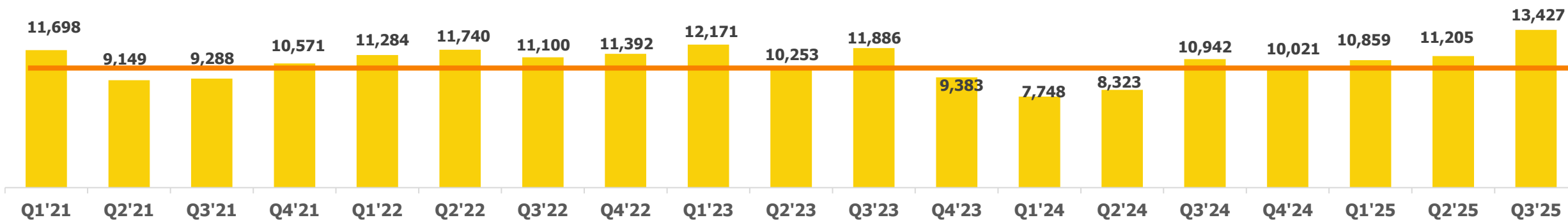
AWL - Quarterly Profit Trend (per MT)

Standalone figures

Quarterly Trend: Gross Profit per MT

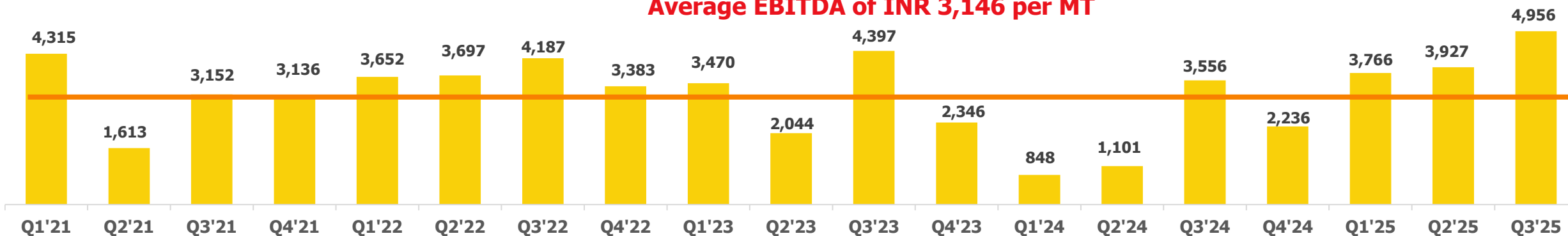
Average Gross Profit of INR 10,655 per MT

in INR per MT



Quarterly Trend: EBITDA per MT

Average EBITDA of INR 3,146 per MT



➤ Robust profitability in last 5 quarters led by strong profits in Edible Oils

Segment Results: Q3 FY'25

Consolidated Financials

Segment Volume

<i>in Million MT</i>	Q3'25	Q2'25	Q3'24	QoQ %	YoY %	9M'25	9M'24	YoY %
Edible Oil	0.98	1.00	0.94	-2%	4%	2.98	2.69	11%
Food & FMCG	0.31	0.35	0.26	-11%	23%	0.99	0.75	32%
Industry Essentials	0.32	0.29	0.34	11%	-3%	0.95	1.04	-9%
Total	1.62	1.64	1.54	-2%	5%	4.92	4.48	10%

Segment Revenue

<i>INR Crore</i>	Q3'25	Q2'25	Q3'24	QoQ %	YoY %	9M'25	9M'24	YoY %
Edible Oil	13,387	10,977	9,711	22%	38%	35,013	28,593	22%
Food & FMCG	1,558	1,718	1,273	-9%	22%	4,809	3,653	32%
Industry Essentials	1,915	1,766	1,844	8%	4%	5,667	5,777	-2%
Total	16,859	14,460	12,828	17%	31%	45,488	38,024	20%

Segment Results

<i>INR Crore</i>	Q3'25	Q2'25	Q3'24	QoQ %	YoY %	9M'25	9M'24	YoY %
Edible Oil	571	373	297	53%	92%	1,342	12	n.m.
Food & FMCG	-46	2	14	n.m.	n.m.	-23	103	n.m.
Industry Essentials	82	56	21	47%	297%	165	77	114%
PBT before Unallocable & exceptional item	606	430	332	41%	83%	1,483	192	672%
Less: Finance Cost	16	8	30	-	-	33	52	-
Less: Unallocable Expenses [Net of Income]	44	20	20	-	-	84	35	-
Less: Exception Items	-	-	-	-	-	-	54	-
PBT	546	402	281	36%	94%	1,366	52	n.m.

Note: Segment result has been arrived after allocation of Finance Cost to respective segments, and can be considered as Segment PBT



Segment-wise Profitability

INR in Crores	9M'25		Annual			
	9M'25	9M'24	LTM Dec 24	FY24	FY23	FY22
Segment EBITDA (Excluding Other Income)						
Edible Oil	2,004	707	2,375	1,078	1,356	1,532
Food & FMCG	16	121	67	172	98	4
Industry Essentials	217	148	209	140	389	419
Unallocable	(216)	(168)	(290)	(242)	(227)	(230)
Total Standalone EBITDA	2,022	808	2,361	1,147	1,616	1,725
(+) Other Income	172	187	269	284	257	169
(-) Finance Cost	495	519	651	674	729	525
(-) Depreciation	267	253	336	322	319	285
PBT before Exceptional Items	1,432	223	1,642	435	825	1,084
(-) Exceptional Items*	-	54	-	54	-	-
PBT after Exceptional Items	1,432	170	1,642	381	825	1,084
(-) Tax	373	48	428	103	217	276
Standalone PAT	1,059	122	1,214	278	607	808
(+) Share of Subsidiary Profit	(71)	(105)	(77)	(111)	(63)	(33)
(+) Share of JV Profit	48	(25)	51	(23)	29	29
(-) Consolidation Adjustments	(1)	(1)	3	4	10	(0)
Consolidated PAT	1,035	(9)	1,191	148	582	804



Segment ROCE: LTM Dec 2024

Standalone Figures

Segment ROCE: LTM Dec 2024					
	Edible Oil	Food & FMCG	Industry Essentials	Unallocable	Total
Rev / Capital Employed – A	4.5x	2.1x	4.3x	<i>n.a.</i>	3.8x
EBIT % - B	4.9%	0.6%	2.3%	<i>n.a.</i>	3.5%
ROCE % [A x B]	22%	1%	10%	<i>n.a.</i>	13%
EBIT	2,138	34	165	-319	2,019
Segment Revenue	43,645	5,964	7,330	0	56,939
Fixed Assets	3,132	1,328	679	385	5,525
Capital Work-in progress (CWIP)	313	547	78	317	1,255
Intangible	0	126	0	6	132
NWC	7,011	1,461	923	-149	9,246
Others Assets, Net	-374	-98	89	503	121
Capital Employed	9,769	2,818	1,692	745	15,024

Food business is in investment phase

Margin in Industry Essentials is expected to normalize

- Food business in investment phase, targeting 20-25%+ ROCE at Company level as it matures.
- Additionally, inventory gets largely funded by working capital debt, resulting in higher ROE

*Capital Employed = Equity + Total Debt + Trade Credits - cash & cash equivalent
 #Unallocable primarily includes GST input credit and capital advances (for capex)
 **This also includes buildings at integrated plant in Gohana

Segment ROCE & Capital Employed: 3 Year trend

ROCE %				
INR Crores	FY22	FY23	FY24	LTM Dec 24
Edible	14%	13%	13%	22%
Food & FMCG	-2%	4%	5%	1%
Industry Essentials	25%	20%	6%	10%
Total	12%	10%	7%	13%

EBIT				
INR Crores	FY22	FY23	FY24	LTM Dec 24
Edible Oil	1,317	1,124	846	2,138
Food & FMCG	-17	71	143	34
Industry Essentials	391	352	103	165
Unallocable	-250	-249	-266	-319
Total	1,441	1,297	825	2,019

Capital Employed				
INR Crores	Mar '22	Mar '23	Mar '24	Dec 24
Edible Oil	9,225	8,541	6,647	10,325
Food & FMCG	886	1,684	2,867	2,838
Industry Essentials	1,538	1,759	1,646	1,666
Unallocable**	519	408	547	722
Total	12,168	12,392	11,706	15,551

Fixed Assets (incl. CWIP)				
INR Crores	Mar '22	Mar '23	Mar '24	Dec 24
Edible Oil	2,946	2,960	3,227	3,132
Food & FMCG	482	633	1,038	1,328
Industry Essentials	674	654	631	679
Unallocable	166	76	96	385
Total	4,268	4,323	4,992	5,525

Net Working Capital (NWC)				
INR Crores	Mar '22	Mar '23	Mar '24	Dec 24
Edible Oil*	6,452	5,458	3,536	7,011
Food & FMCG	393	886	1,757	1,461
Industry Essentials	902	991	947	923
Unallocable	-71	-55	-65	-149
Total	7,676	7,280	6,175	9,246

- Limited investment required in Edible Oil business in the recent years, despite continuous growth
- Allocating capital to the Food business, to support its growth

*Inventory of Edible Oil on 31st March 2022 and 31st Dec 2024 was at a higher level, due to elevated commodity prices

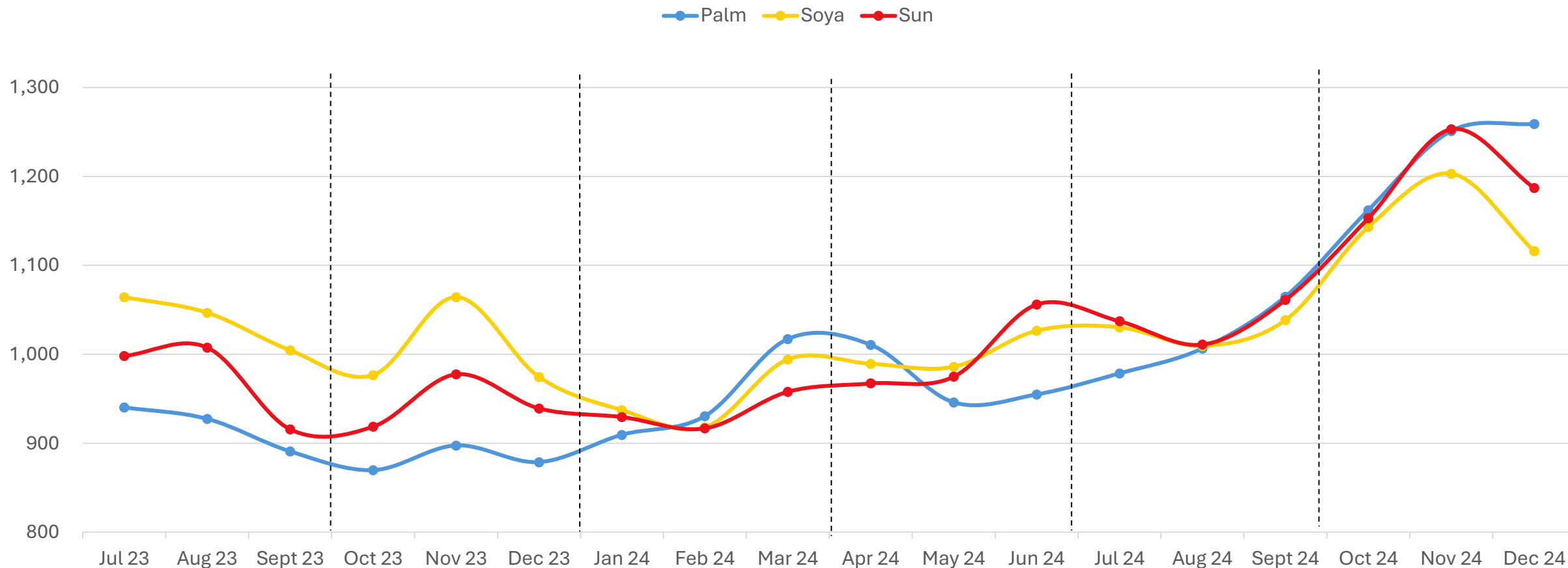
Market Context





Commodity Prices: Edible Oil

Long-term trend: Monthly Average Prices (CNF Prices / USD per MT)*



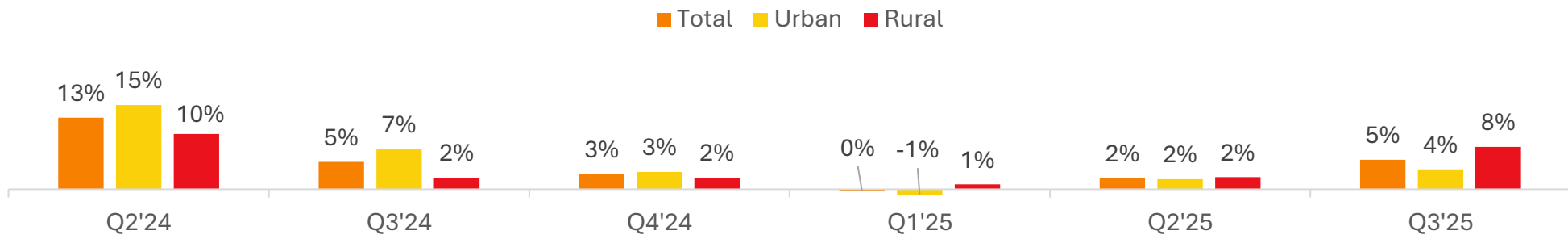
▪ **Palm (CPO) prices traded at a premium to crude sunflower & soyabean oil during Q3'25**

*excluding custom duty

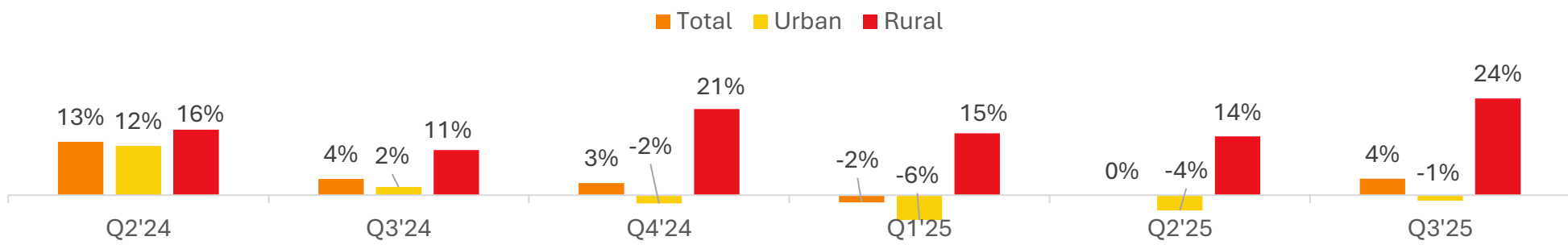


Industry Growth Trends: Retail Consumption

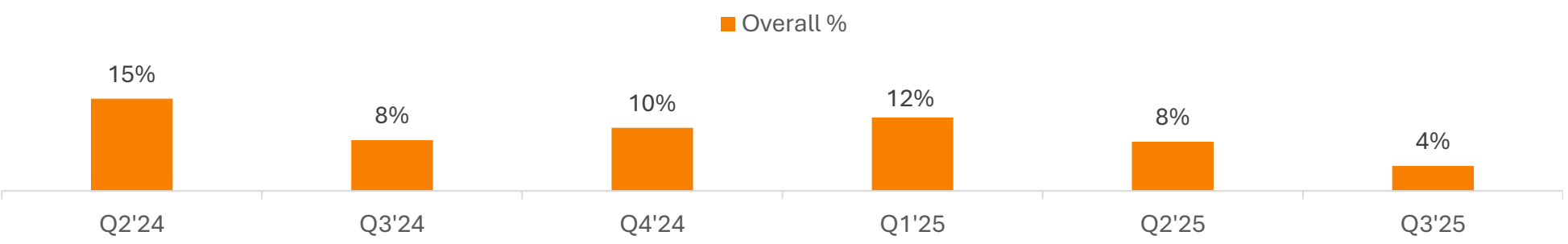
**Edible Oil
(incl. Mustard)**



Wheat Flour



Basmati Rice



Industry growth has been subdued for last few quarters in Edible Oil & Wheat Flour

Business Updates





Company Highlights

Consolidated figures



- **Q3 volume growth of 5% YoY**
 - Driven by strong volume growth of 23% YoY in Food & FMCG segment. Edible oil also grew by 4% YoY.
- **Q3 revenue at INR 16,859 crores**
 - Revenue grew by 31% YoY, driven by both edible oil and food business
- **Highest-ever 9-months EBITDA in YTD'25 at INR 2,033 crores, up by 161% YoY**
 - Edible oil business continued to deliver strong profits
 - Other expenses increased primarily due to marketing investments. Employee expense was higher in Q3, due to higher provision made for annual incentive.
- **Alternate channels revenue at around INR 3,300 crores; growing faster than overall sales**
 - E-commerce channel (including Quick commerce) growing at a higher rate, with its revenue increasing by around four times in the last four years
 - The Company enhanced its capabilities in leveraging data and data visualization for better decision-making, resulting in improved fulfillment rates and more efficient ad spends. It also provided better visibility of competitors' pricing, allowing us to price our products more effectively
- **Branded products sales in HORECA channel continued to ramp up**
 - Sales of branded packaged oils and foods through the HORECA distribution channel grew by over 35% YoY in YTD and recorded over ₹600 crore sales on a last twelve months (LTM) basis, with a well-balanced contribution from both edible oils and foods.



Edible Oil: Highlights

Consolidated figures



- **Recorded 4% YoY volume growth in Q3**, compared to last year
 - Revenue of **INR 13,387 crores is Q3**, up 38% YoY
 - Branded sales volume declined in low single digits, primarily due to double-digit decline in packed palm oil sales volume and downtrading by consumers.

- **Highest-ever profits in edible oil in both Q3 and YTD '25**
 - Segment profits (PBT) in Q3'25 at INR 571 crores
 - Strong segment profit in last 4 quarters. PBT (on LTM basis) at INR 1,571 crores
 - Profitability also benefitted from low-priced inventory; raw-material prices increased in Q3 vs Q2

- **Increase in raw-material prices led to subdued demand in branded products**
 - Demand was impacted by a sharp rise in underlying commodity prices following the customs duty hike in mid-September; consumers downgraded their purchases; inventory destocking happened at trade level
 - Significant surge in palm oil prices resulted in double digit volume decline in palm oil sales

- **Regionalization strategy continued**
 - Launched special pack of Soyabean Oil in Bihar to celebrate Chhath Puja, strengthening consumer connections in regional markets

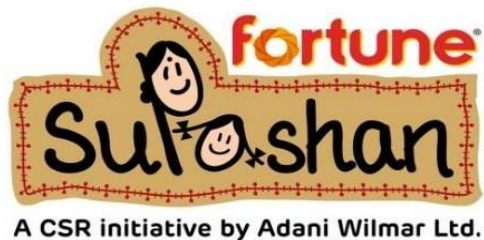


Food & FMCG: Highlights

Consolidated figures



- **Food & FMCG revenue grew by 22% YoY in Q3'25 to INR 1,558 crores. Underlying volume growth of 23% YoY**
 - Excluding the sales of Rice to government appointed agencies for exports, volume growth was 18% YoY
 - All categories, except branded Rice, continued to see strong growth rates
- **Wheat flour business (packaged atta) gained market share during the year**
 - In wheat flour, we outpaced industry growth and gained market share during the current financial year
 - The introduction of small pack sizes (up to 2 KG) continued to play a key role in driving strong growth in the South and West regions
- **Other Food products**
 - In Rice, the Company is working on its supply chain to improve product availability in the market
 - Branded sales of pulses, soya nuggets, sugar and poha witnessed strong growth
- **Profitability**
 - Incurred EBITDA loss primarily due to high price inventory, as a result of decline in paddy/ rice prices



Fortune SuPoshan touches life of three Target Groups



0-5 yrs age children



Adolescent Girls



Women in Reproductive Age

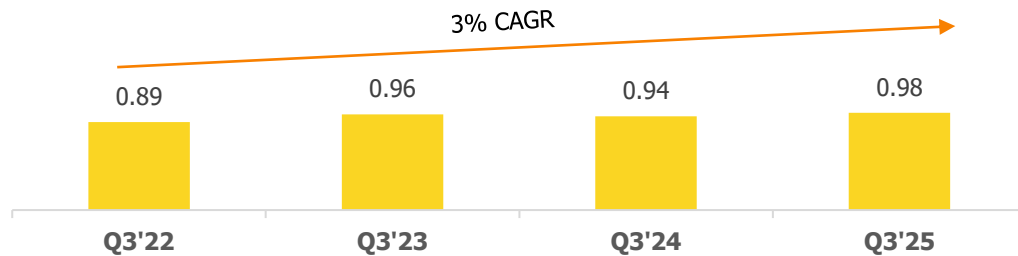
- **Fortune SuPoshan wins CSR Awards 2024**
 - Fortune SuPoshan, AWL's flagship CSR initiative, has been honored with the prestigious Indian CSR Awards 2024 in the category of 'Best Rural Children Healthcare Initiative of the Year – 2024.'
- **Won award for green manufacturing**
 - AWL's Mundra and Hazira Plants received a Gold Medal and Silver Medal, respectively, at the 10th Edition of the India Green Manufacturing Challenge (IGMC), organized by the International Research Institute for Manufacturing (IRIM).
- **Won safety award**
 - Vidisha factory earned the Safety Award at the Global Safety Summit 2024

Edible Oil: Delivering stable volume growth along with healthy cashflows

Edible Oil: Volume Growth % (Consolidated)

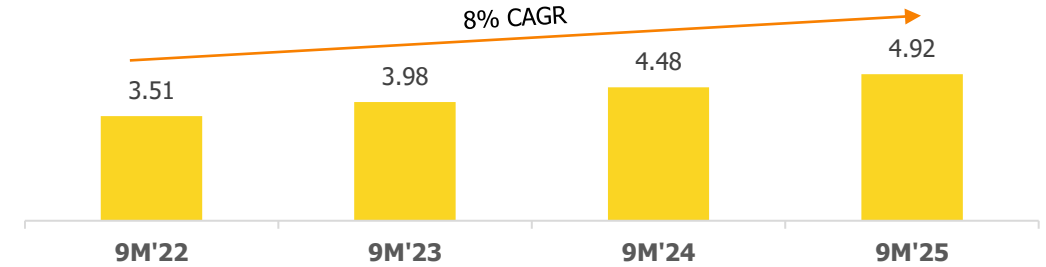
Quarterly Sales Trend

in Million MT



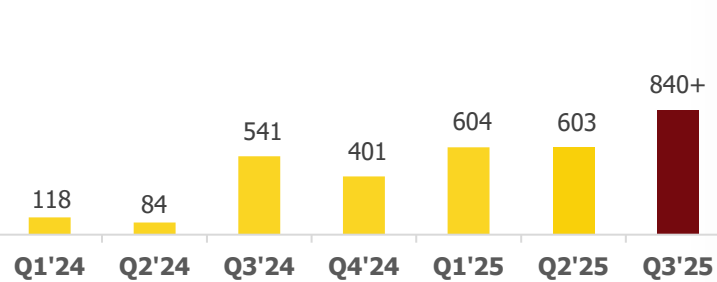
Nine-Month Sales Trend

in Million MT

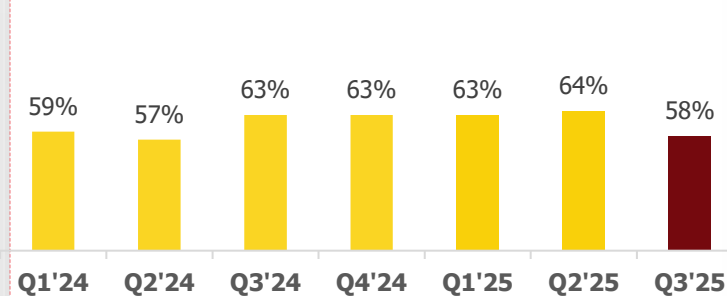


Standalone Segment EBITDA

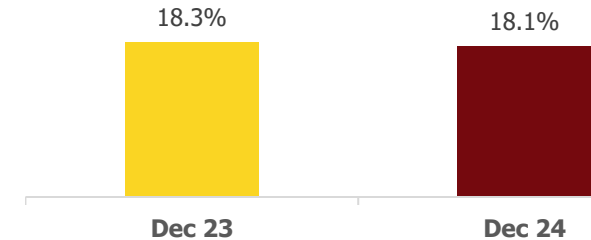
in INR Crores



Capacity Utilization %



Market Share: MAT Dec 2024* (ROCP)

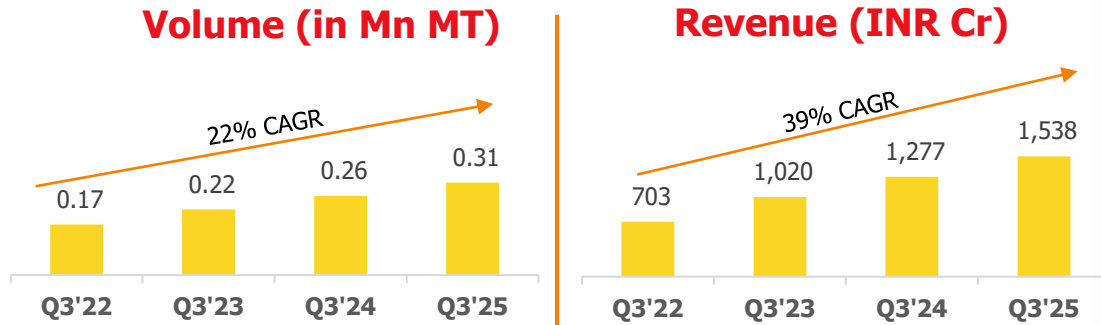


- Edible Oil volume grew in double-digits in 9M'25; Robust profitability in last 5 quarters
- Market Share reduced due to decline in market share in Palm Oil category

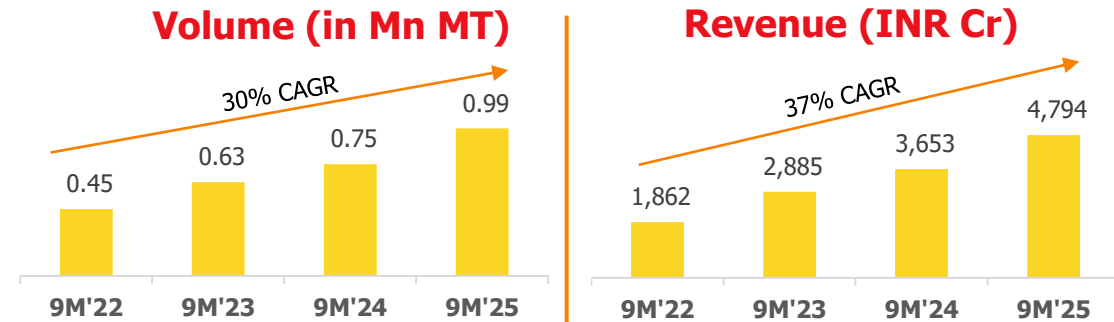
*Source: Nielsen MAT ROCP Dec'24

Food & FMCG: Growing rapidly

Quarterly Topline Growth % (Consolidated)

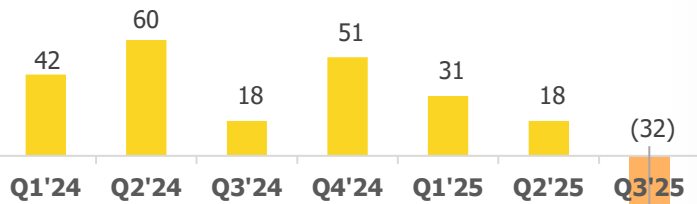


Nine-Month Topline Growth % (Consolidated)

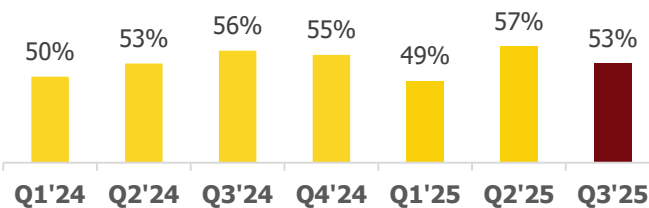


Standalone Segment EBITDA

Quarterly Trend in INR Crores

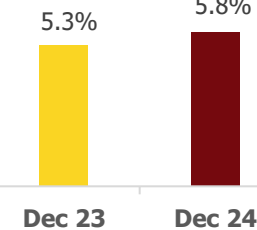


Capacity Utilization %

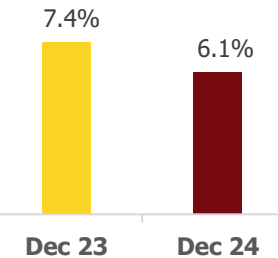


Market Share %*

Wheat Flour



Basmati Rice



- Food & FMCG business delivered strong volume growth of 22% YoY in Q3'25
- Segment recorded LTM revenue of INR 6,150+ Crore
- Market share in Basmati rice fell due to challenges pertaining to high-cost inventory. However, multiple interventions underway to ramp up sales

*Source: Nielsen MAT Dec'24



General Trade Distribution – Increasing towns & outlet reach

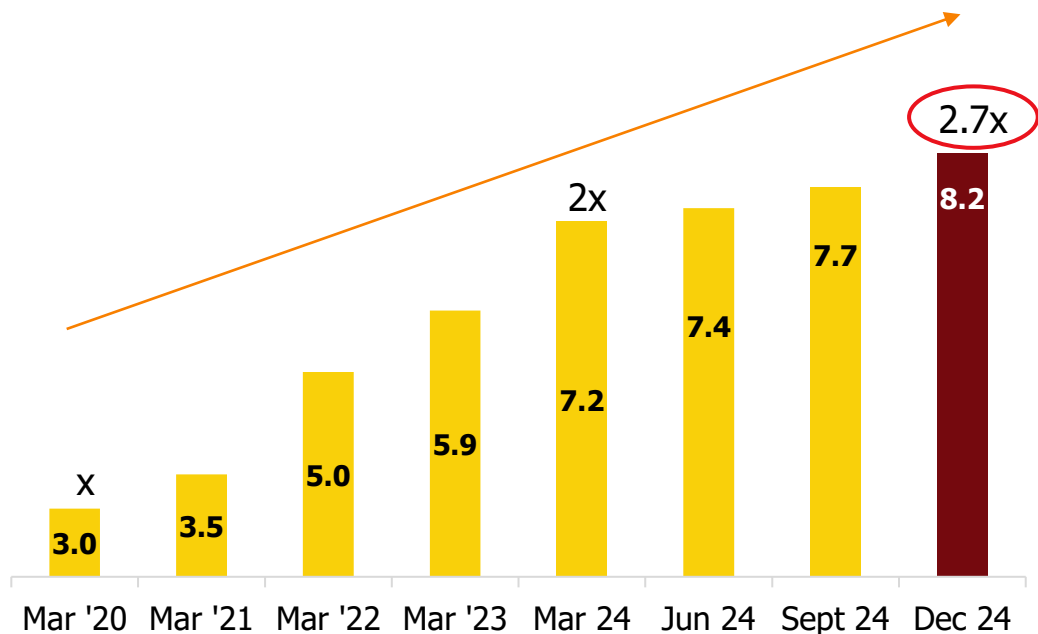
Total Reach*
> 2.1 Mn+ Outlets

Direct Reach
> 0.82 Mn+ Outlets

Rural Coverage
43,600+ rural towns

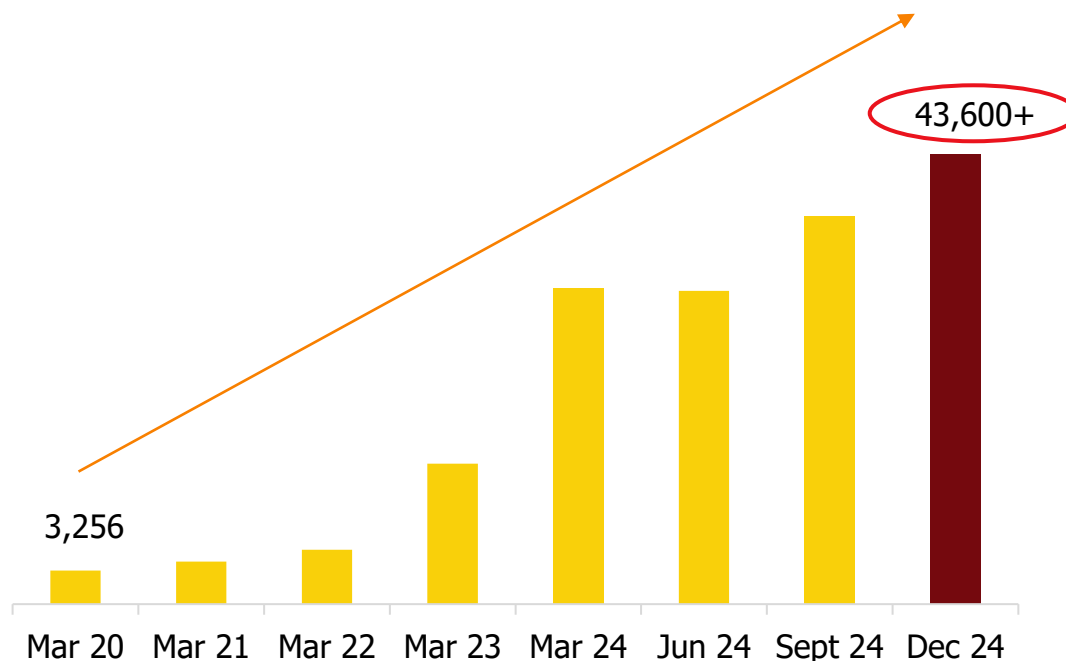
Rural Saliency
~30% (Volumes)

Direct Reach: Outlets (in Lacs)



➤ **Direct Reach:** grew by **21% YoY** to 8.2 Lac Outlets

Rural Town Coverage



➤ **Rural Town Coverage:** grew by **58% YoY** to 43,600+ towns

*Rural Town: Towns < 100,000 population



Emerging Channels continue to grow at a faster rate

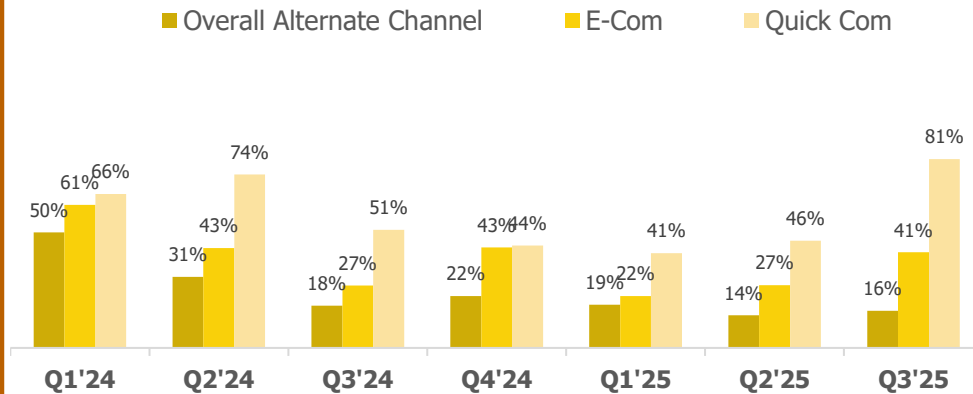



Alternate Channel

Key Highlights

- Revenue from Alternate channels is around ~INR 3,300+ crores in LTM Dec'24
- Fortune brand has a high market share in alternate channels across oils, besan, flour, sugar, poha

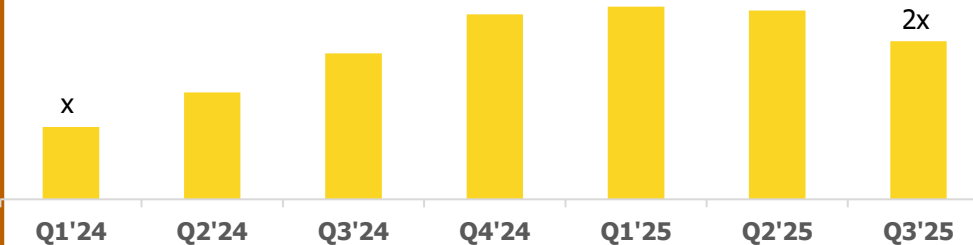
Volume Growth YoY %

HoReCa

- Sales of branded packaged oils and foods through the HORECA distribution channel grew by over 35% YoY in YTD'25 and recorded over ₹600 crore sales on a last twelve months (LTM) basis
- Over 100 distributors across India (with 30+ recently added) catering to 40+ large towns
- On track to expand town coverage to 100+ large towns in the near future

Sales Volume (in MT)



Integrated Food Complex in Gohana, Haryana: Partial Commencement of Operations (1/2)

Spread across 80 Acres: One of India's largest Integrated Food Complex

Aerial View: Mustard, Rice Bran & Cottonseed Oil



Aerial View: Rice Complex



Gohana project has achieved 80%+ completion, and production of Rice and Mustard has commenced in Jan 2025



Integrated Food Complex in Gohana, Haryana: Snapshots of ongoing Progress (2/2)

Tank Farm Area



Parboiling Unit



Rice Bran / Mustard SEP



Atta Building



Wheat Silo



ETP



Construction of Chakki Atta, Refined Flour Mill (RFM) and Refinery is underway

Extensive consumer engagements on Digital Platforms (1/2)

Engaging consumers on Social Media

Celebrating 25 Years of Fortune



Engaging through Influencer



Leveraging social media for enhancing brand visibility

Extensive consumer engagements on Digital Platforms (2/2)

Engaging consumers on Social Media across occasions and festivities



Leveraging social media for enhancing brand visibility

Engaging with consumers through Extensive BTL Activities (1/2)

BTL Activations across festivities and high footfall locations

Durga Puja



Chhat Puja



Branding on Metros: Kolkata & Delhi



Branding on Mumbai Local Trains



Extensive BTL activations for continual visibility

Engaging with consumers through Extensive BTL Activities (2/2)

Extensive plan for Rural Immersion



Extensive BTL activations for continual visibility



Key Takeaways: Q3'25

- Overall volumes grew by **5% YoY** in Q3'25
- Food & FMCG revenue of **INR 6,150 Crores+** in LTM Dec '24. Targeting to reach **INR 10,000 crores in FY'27**
- Operating EBITDA at **INR 2,390+ Crore** in LTM Dec '24
- **Edible Oil:**
 - Edible Oil volumes grew by **4% YoY** in Q3'25
- **Food & FMCG:**
 - ❑ Food & FMCG volumes grew by **23% YoY** (Ex-G2G business, volumes grew by 18% YoY)
- **Distribution:**
 - ❑ Company's direct reach grew by **21% YoY** to reach 8.2 Lakh Outlets at the end of Q3'25
 - ❑ Rural towns coverage grew by **58% YoY** to 43,000+ towns at the of Dec 2024
- **Channel Growth:**
 - ❑ **E-commerce** sales grew by **41% YoY** in Q3'25
 - ❑ **HoReCa** channel sales grew by **35%+ YoY** in YTD, with LTM revenue of over INR 600 Crores
 - ❑ **Branded exports** sales volume grew by **35%+ YoY** in Q3
- **ESG:**
 - ❑ **Participated in CDP and DJSI ratings during the year. Committed for continuous improvement in scores.**

ESG



ESG - Environment KPIs

Energy and Water Conservation

Multiple initiatives have been taken for process optimization, resulting in savings in utilities



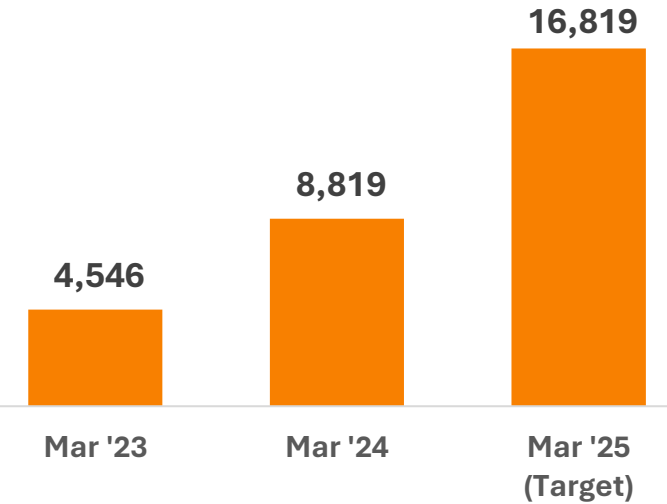
Savings	YTD Nov'24
Steam	7.0%
Power	3.1%
Water	5.3%

Rail Green Points



Year	Rail Green Points
FY '23	22,229
FY '24	27,704
YTD '25	17,873

Solar Plants Capacity (in KWp)



Rainwater Harvesting



- Installed rainwater harvesting structures at our 5 plant locations with potential water collection of 233,194 cubic meter / year
- Launched 2 new projects of rain water harvesting

Tree Plantation



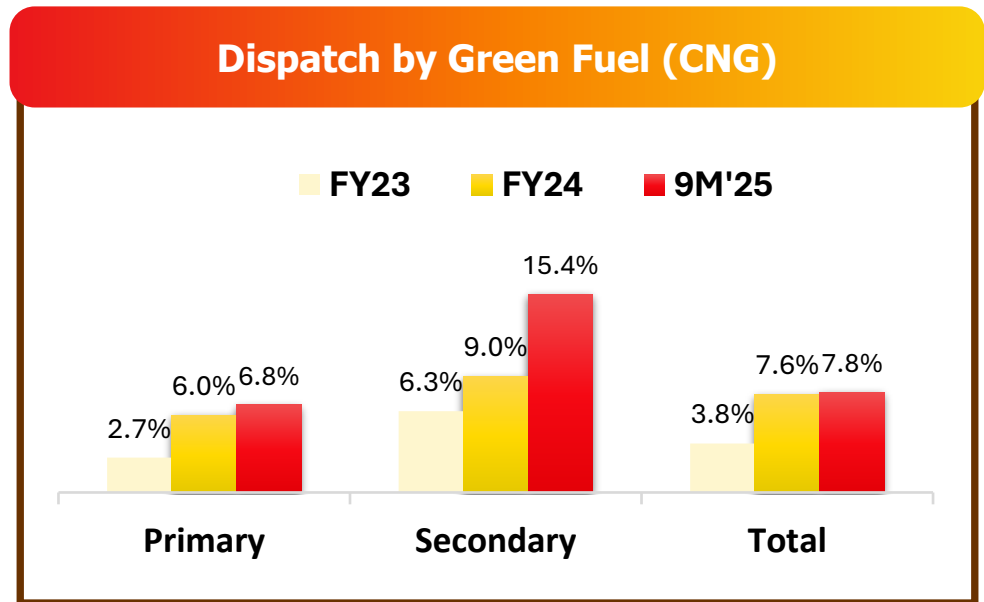
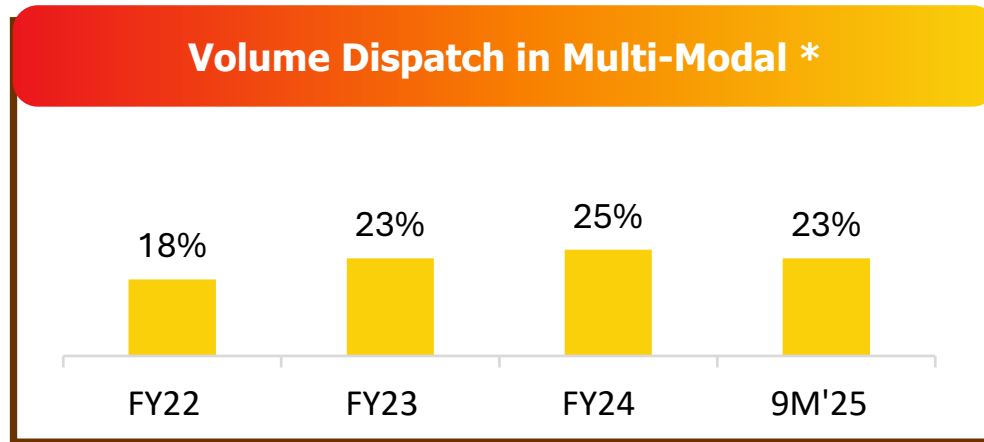
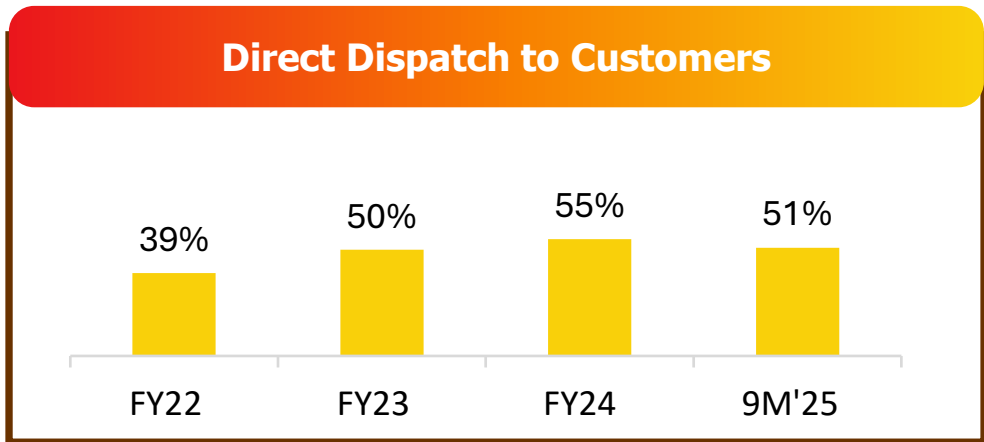
Year	Trees (count)
Till FY '24	133,781
YTD Dec'24	25,856
FY '25 (Target)	50,500

Sustainable Procurement

- Achieved 90%+ traceable palm oil sourcing
- Extending sustainable sourcing to domestic sourcing too
- Launched FPO & Farmer engagement program



ESG - Logistic KPIs



- ### Remarks
- **Pro-actively promoting green fuel in AWL supply chain**
 - **Efficiency in logistics is enabling reduction in carbon emissions**

* Note: Volume dispatch is primarily for packaged oils and foods



Indian Railways recognizes AWL for carbon emission reduction



Mode	Emission Factor (KgCO2 per ton-km)
Rail	0.009
Road	0.040



Awards & Recognition

AWL has won silver in Skoch Digital Transformation award for "Integrated Logistics Management System"



Inclusion of AWL in FTSE4Good Index Series





Aspiration to become India's largest Food FMCG player



Ghar Ka Khana tastes best when cooked with

fortune[®]
edible oils and foods

Annexure





Reconciliation of Normalized Gross Profit and EBITDA

Consolidated figures

Since Q4'24 results, there has been a reclassification of Derivative gain / loss

Earlier Classification

Derivative gain / loss were classified under "Cost of Material Consumed"



Revised Classification

Derivative gain / loss were classified under "Other Income / Other Expenses"

Normalized Gross Profit

in INR Crores

	Q3'25	Q2'25	Q3'24	9M'25	9M'24
Reported Gross Profit	2,241	1,772	1,523	5,825	4,202
Derivative Impact (A) (other Expenses)	-71	46	130	-25	-148
Derivative Impact (B) (other Income)	-	-	-	-	-
Normalized Gross Profit	2,169	1,818	1,653	5,801	4,054

Normalized EBITDA

in INR Crores

	Q3'25	Q2'25	Q3'24	9M'25	9M'24
Reported EBITDA	792	615	505	2,033	778
Derivative Impact (A) (other Expenses)	-	-	-	-	-
Derivative Impact (B) (other Income)	-	-	-	-	-
Normalized EBITDA	792	615	505	2,033	778

Derivate Impact (A): Loss included in "Other Expenses"; Derivative Impact (B): Gain included in "Other Income"

Company Overview



AWL: One of the largest packaged Foods Company in India

Packaged Staple Foods revenue of ~INR 37,000 Crore*
(~75% of overall oil & food sales)



Value Added Products



Soya Nuggets



Blended Oils



First pressed Mustard Oil



Sharbati Atta



Biryani Kit

Other products



Soaps



Poha

Pan-India player

Household Reach



121 Million Households

Retail Touchpoint



2.1 Million Outlets

Market share in consumer pack#

- **Edible Oil:** ~18%
- **Wheat Flour:** ~6%
- **Basmati Rice:** ~6%

Flagship Brands

fortune
edible oils and foods

Kohinoor



Best-in-class supply chain designed for cost efficiency, is a significant competitive advantage

Premium, high-quality branded products, priced competitively, focused on capturing a significant share of large Household & HoReCa consumption

*LTM Dec'24

Note: Rank in terms of market share in consumer pack denoted in #Nielsen MAT Dec 2024



fortune
edible oils and foods

Adani Wilmar Limited as of Today [1/2]

Market Leader with Scaled & Iconic Brand

Over 2 decades of trust



Edible Oil player



Oleochemicals⁽¹⁾ player



Wheat flour player



Basmati rice player

Diversified Product Portfolio with Presence across Price Points

Edible Oil



Food & FMCG



Industry Essentials



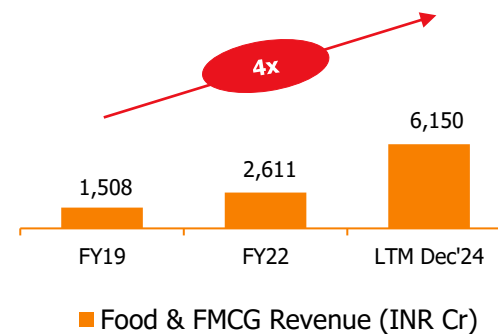
Strong Track Record of Growth & Profitability



Revenue INR 58,726 Cr
LTM Dec'24 ~12% CAGR FY14-24
 (underlying volume CAGR of 9%)

EBITDA INR 2,390 Cr
LTM Dec'24 ~27% CAGR FY14-24

Fast Growing Foods & FMCG Segment



Addressing Multiple Customer Segments



- ▶ Households
- ▶ Exports
- ▶ HoReCa
- ▶ Institutional

(1) Leadership in Soap Noodles, Stearic acid & glycerine




Adani Wilmar Limited as of Today [2/2]

End to End Integration Leading to Superior Efficiencies and Quality Control

Extensive Sourcing Network

- > An intricate network of suppliers across continents
- > Long standing relationship with all key global suppliers of Edible Oils
- > Market Intelligence, Inputs from co-promoter Wilmar International

World-Class Manufacturing Plants

-  Own Units **23 Units**
-  Third Party Units **47 Units**
-  Spread across multiple States **70 Units**

Strategically located Manufacturing Plants

Strong Parentage with Complementary Strengths



Experienced Management Team with Strong Execution Capabilities

Tech Enabled Supply Chain & Logistics

- > Highly digitized with Centralized Control
- > Extensive use of Data & Analytics
- > Online reverse auction for Truck Hiring

Pan India Distribution Network

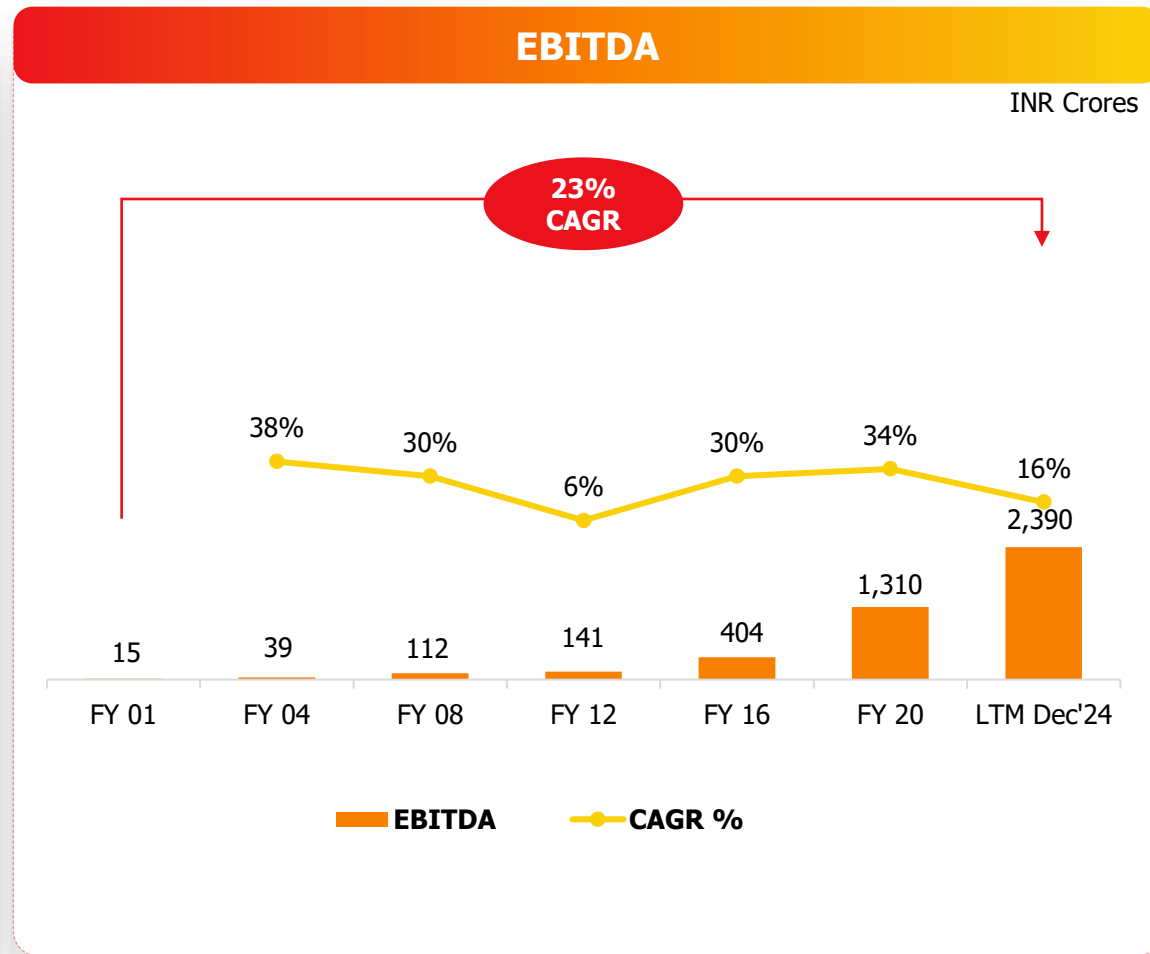
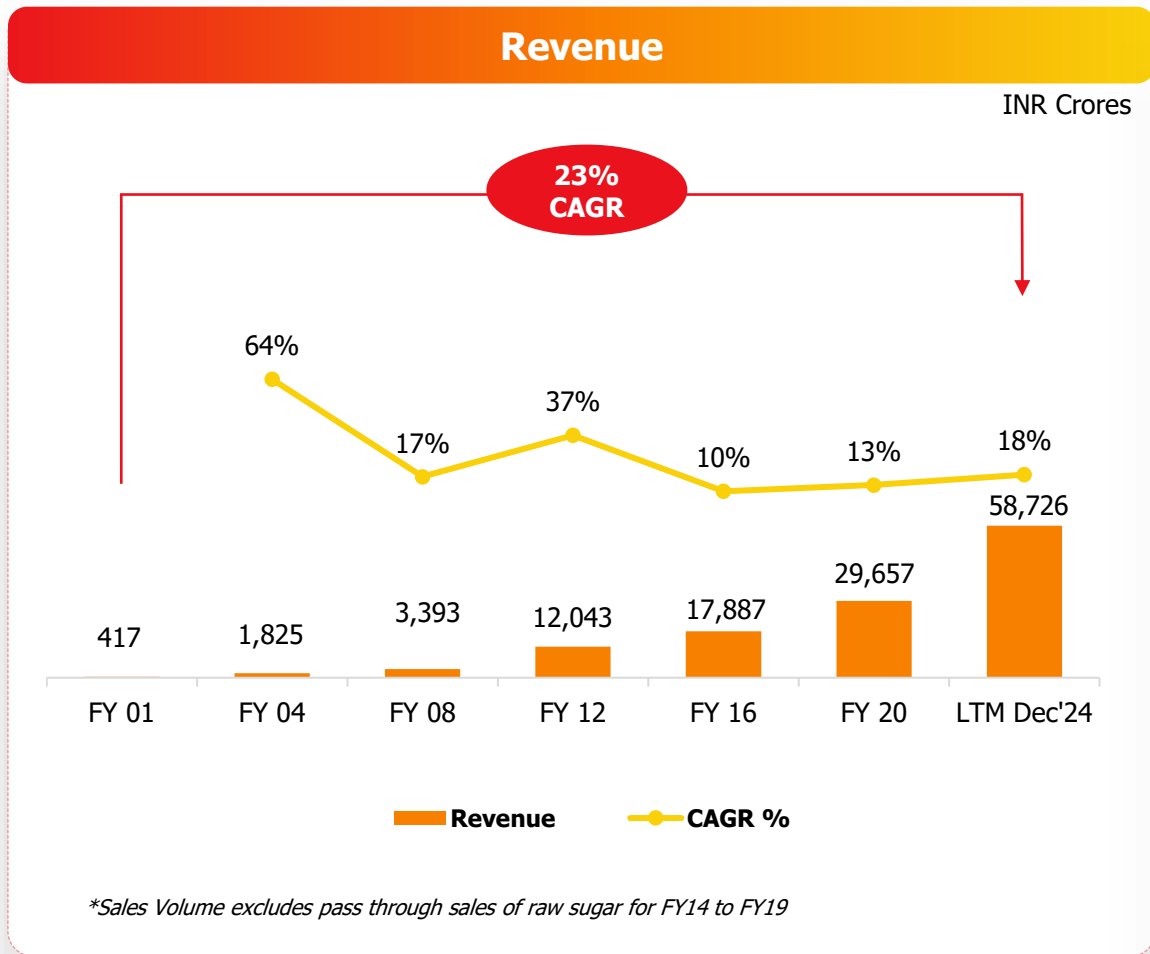
- > **121 Mn*** Households
- > **2.1 Mn*** Retail Reach
- > **43,600+** Rural Towns Covered
- > **100%** Urban Coverage
- > **30+** Export Countries
- > **2,500+** Sales Personnel

Sustainability

- 90%+** Traceable Palm Oil Sourcing
- 98%+** Recyclable Packaging
- 2 Mn+** Lives impacted by Fortune SuPoshan
- ESG Index** Inclusion in FTSE4Good Index series



AWL has been a compounding growth story since inception in 1999



Large TAM and robust capabilities has enabled strong growth

AWL: Addressing large opportunity in packaged staple foods

Our Business segments

Edible Oil & Foods business

Edible Oil

Products



Sunflower



Soyabean



Mustard



Rice Bran



Cottonseed



Groundnut



Worthmore



fortune[®]
edible oils and foods

▶ LTM Dec'24 Revenue **INR 45,208 Crores**

Food & FMCG

Products



Atta, Suji, Rawa & Maida



Soya Nuggets



Poha



Besan & Pulses



Rice



Sugar

fortune[®]
edible oils and foods

▶ LTM Dec'24 Revenue **INR 6,150 Crores**

Chemicals & other Industrial Essentials

Industry Essentials

Major Products

Soap Noodles

Glycerine

Stearic Acid

Distilled Fatty Acid

Castor Oil

Key applications

Manufacturing of various consumer goods

Specialty chemicals provide key attributes to the consumer products

▶ LTM Dec'24 Revenue **INR 7,369 Crores**

~70%+ contribution is from branded sales*

Packaged staple foods revenue: INR 37,000 crores +

Note: % is calculated on total Edible oil & Food revenue for LTM Dec'24

fortune[®]
edible oils and foods

Addressing opportunity through a household brand name



fortune
edible oils and foods

'Fortune'
brand size is
INR 20,000+
Crores

Our other
brands

Kohinoor

KING'S
EDIBLE OILS

alife

Rann
Gold

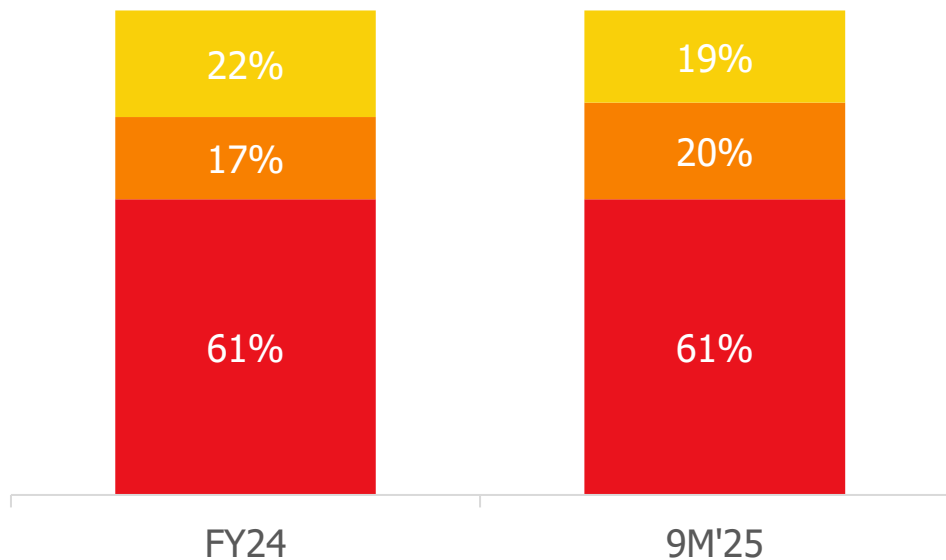
Aadhar
Refined Sunflower Oil

fortune
edible oils and foods

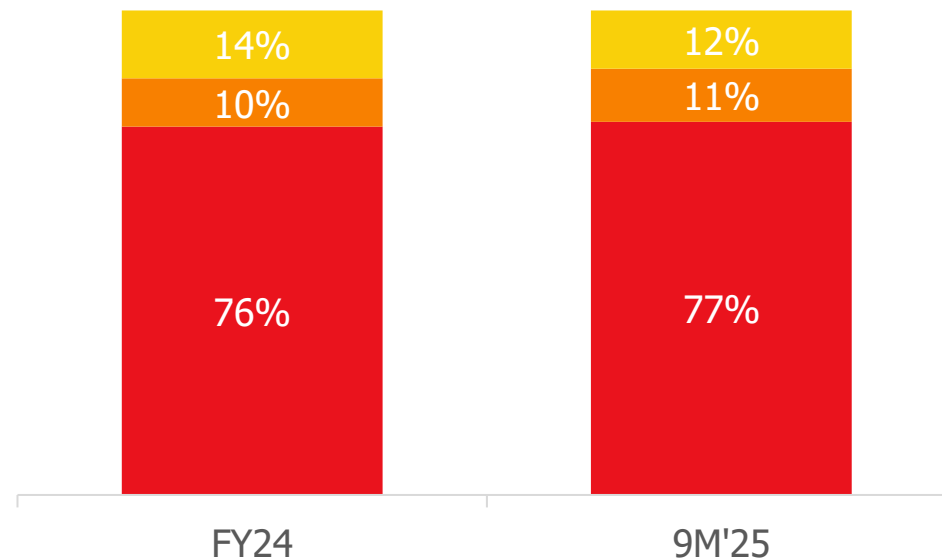


Business Mix

Volume



Value



Edible Oil



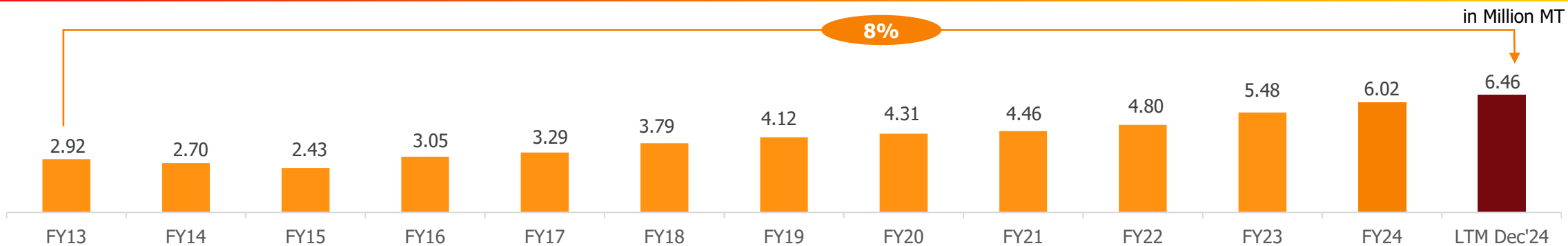
Food & FMCG

Industry Essentials



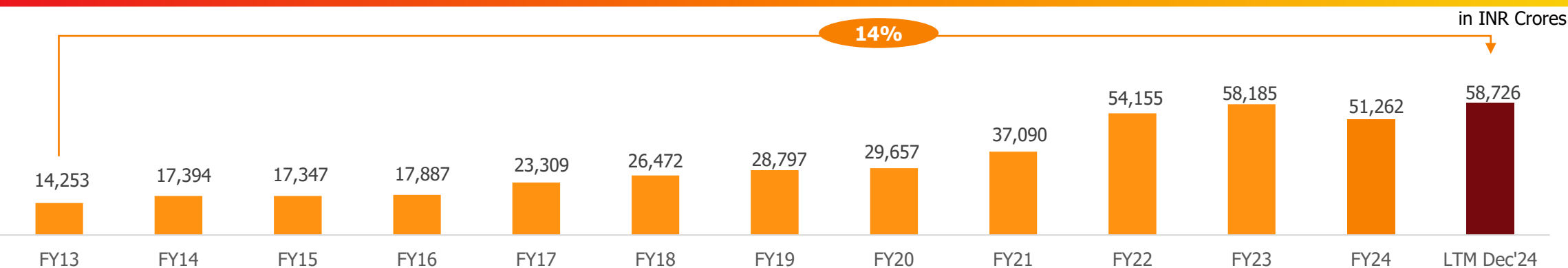
AWL: Growing at fast-pace at scale

Sales Volume*



*Sales Volume excludes pass through sales of raw sugar for FY14 to FY19

Operating Revenue

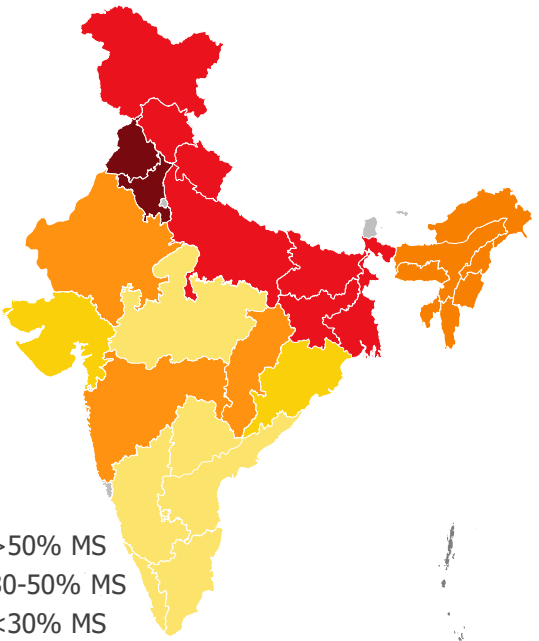


Growth driven by market share gains and expansion into new product categories



Our strengths enabled dominant leadership in Edible Oils

Leading in most of the markets

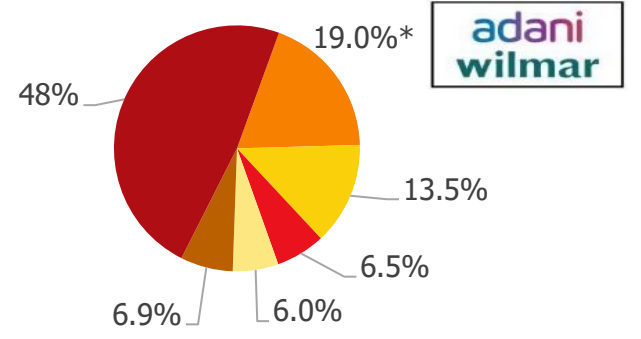


No.1	>50% MS
No.1	30-50% MS
No.1	<30% MS
Top 3	<20% MS
Top 5	<10% MS

Leadership across oils



Dominant Leader



- Market share **~1.5x** of the next competitor
- Potential to **consolidate market share**, since ~50% share is held by regional brands

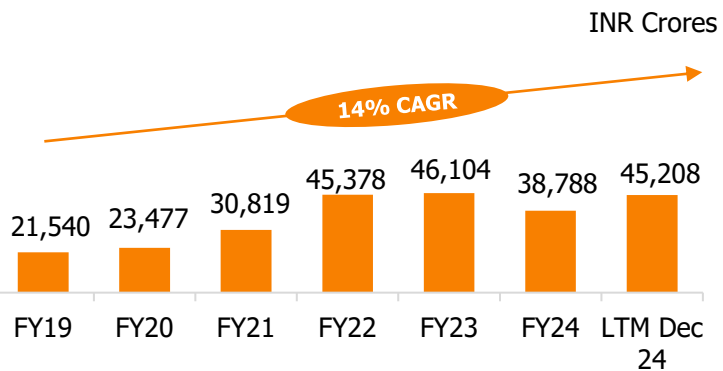
Strong platform has enabled AWL to launch & scale other products as well

Source: Nielsen ROCP MAT Dec 2024
*Including MS% of JV (KTV)

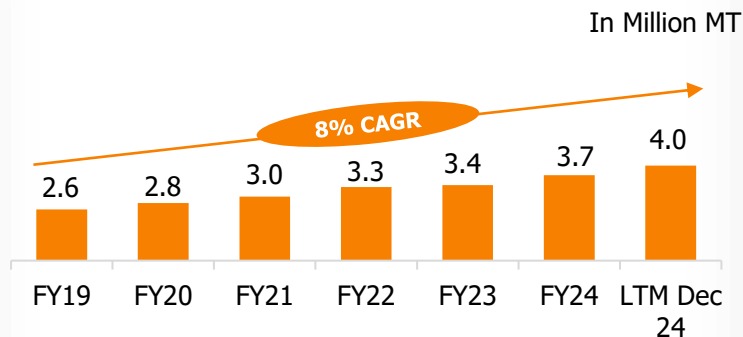


Edible Oils segment generating strong cash flows

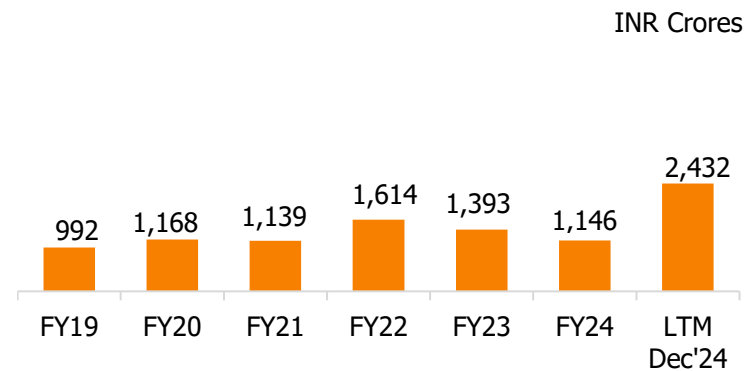
Sales Revenue Trend



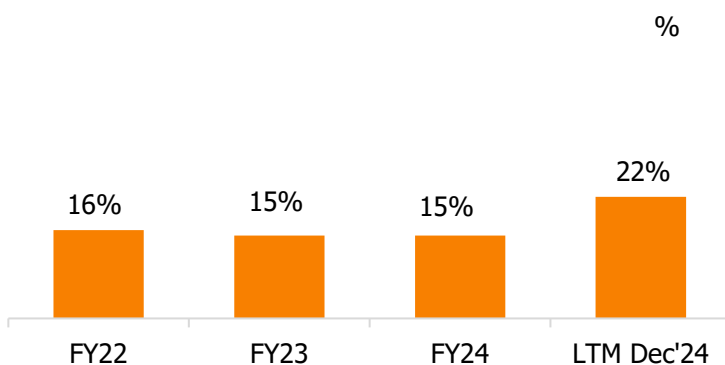
Sales Volume Trend



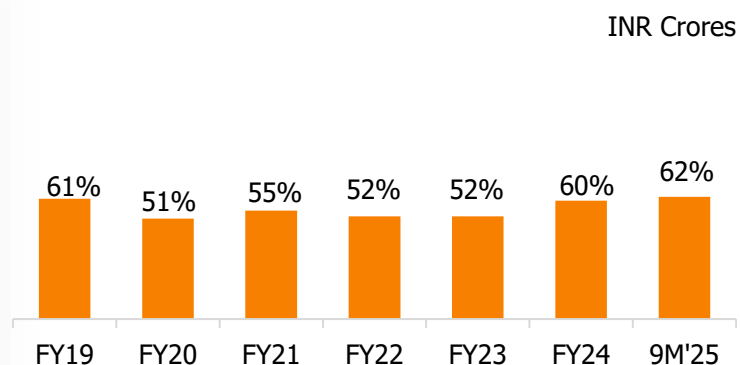
Standalone EBITDA*



Return on Capital Employed %



Capacity Utilization %



Limited capex required due to adequate capacity availability



Note: LTM June'24 revenue was lower due to decline in underlying commodity prices

*EBITDA includes other income



Large TAM in staple foods; few large players have capabilities to benefit from formalization

Edible oil & Staples together form 60-70% of the Indian kitchen / grocery spends



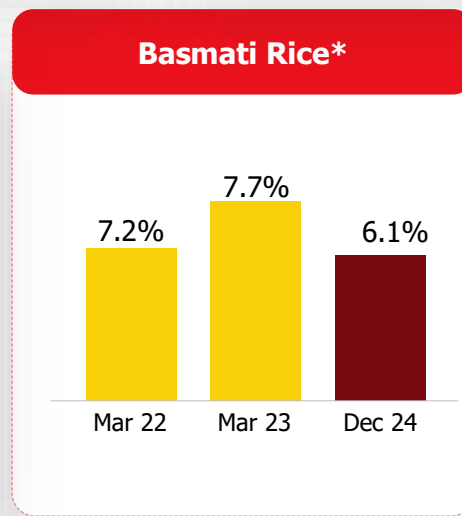
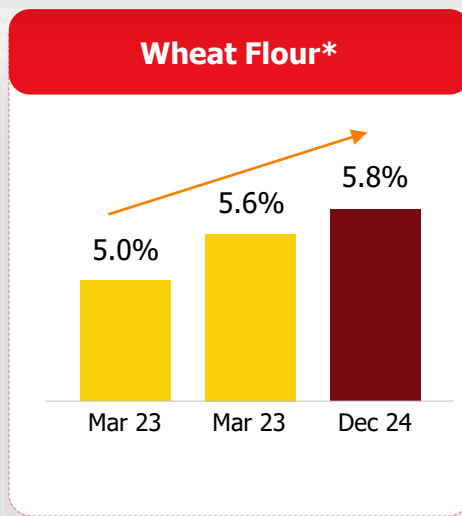
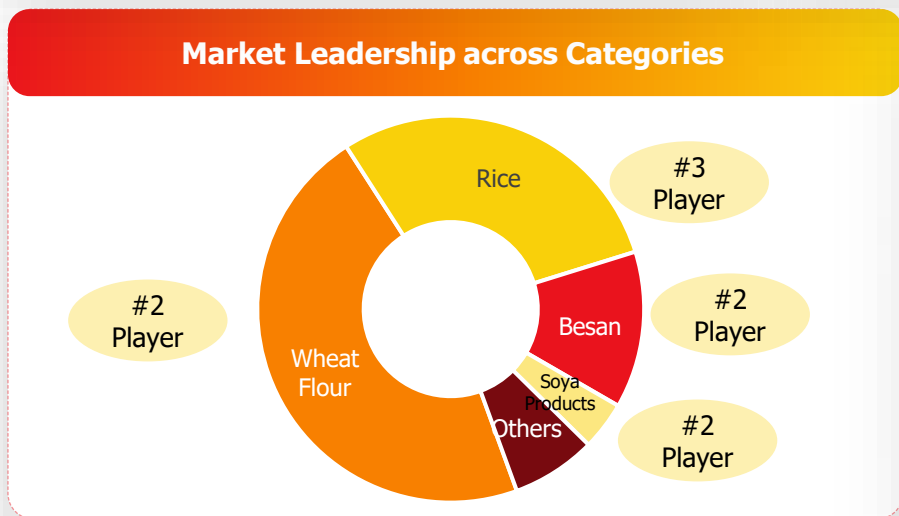
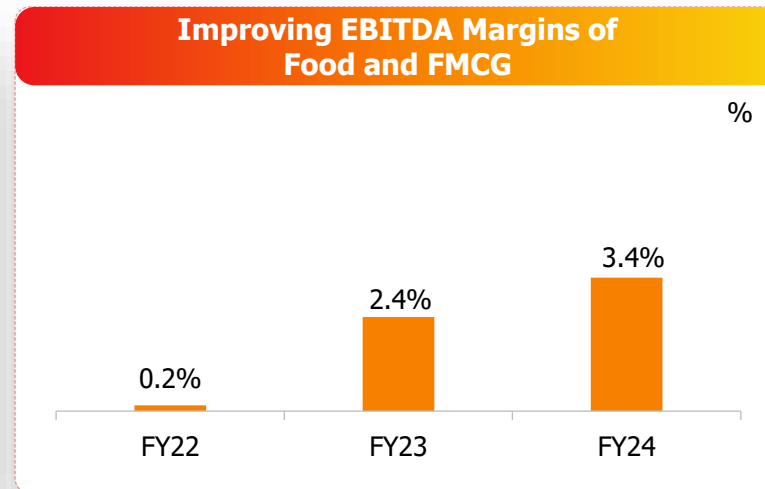
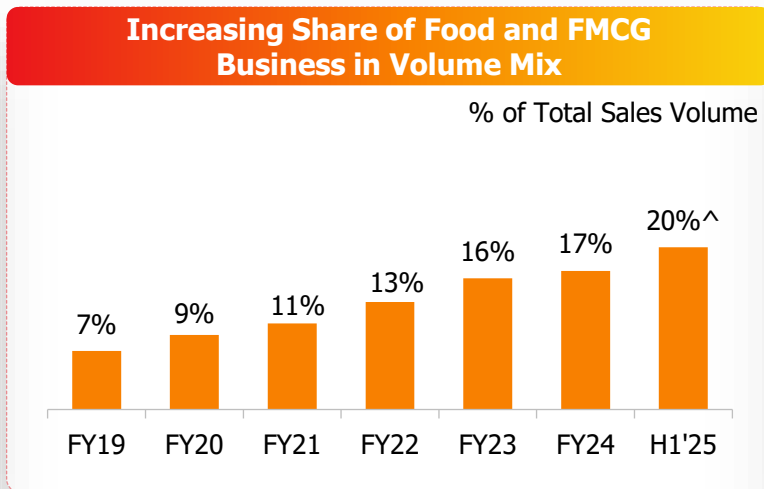
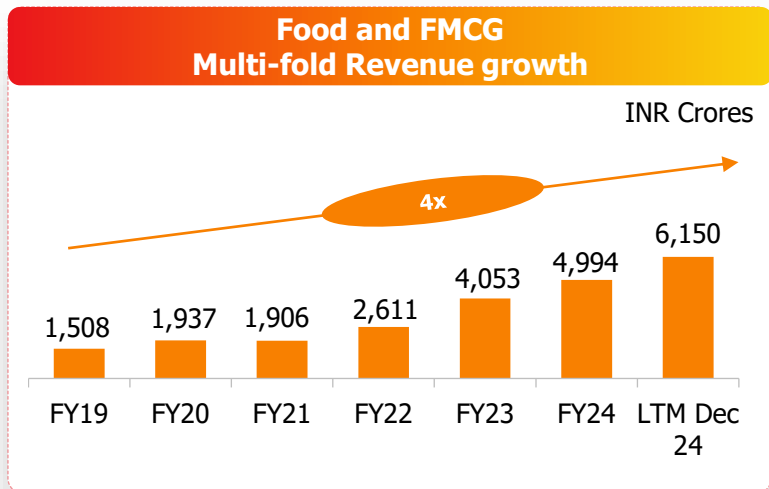
Focus on Center of the Plate Categories

Category	TAM (in Lakh Cr.)	Branded %
Edible Oils	2.0	75%
Wheat	1.5	12%
Rice	2.1	11%
Pulses & Besan	1.2	5%
Sugar	0.6	6%
Spices	1.4	18%
Total	8.8	

Large scope to improve branded penetration



Replicating edible oil playbook in other food products.... at a faster rate with all capabilities in place



Aspire to be a leading player in all staple categories

'Fortune' brand has gained consumer acceptance in multiple Food categories

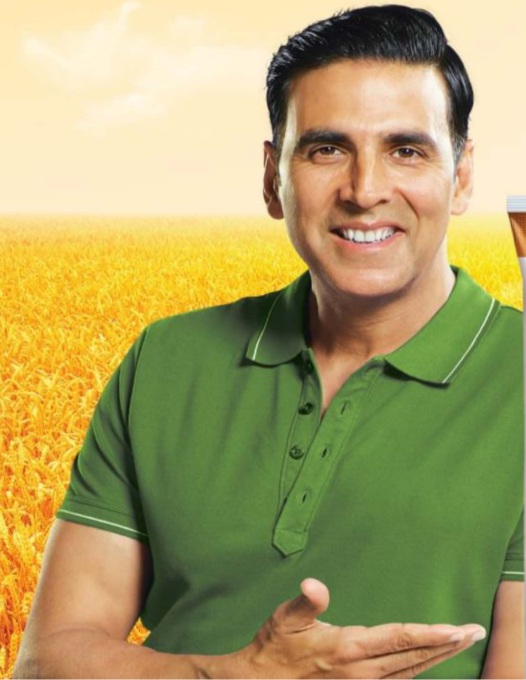
*Source: Nielsen, MAT of respective years
^ Volume share of Food & FMCG excl. G2G business

adani
wilmar

For a healthy growing nation

fortune[®]
chakki fresh atta

Soft roti ka vaada



100%
atta
0%
maida



100%
atta
0%
maida

fortune[®]
pulses

wahi
desi swad

Presenting unpolished
Fortune pulses

sortex
cleaned



in natural
taste

sortex
cleaned

fortune[®]
edible oils and foods

Bundling is enabling trials in under-penetrated geographies at a large scale



Fortune has a unique advantage of bundling its new products with its established portfolio of Oils, Wheat Flour & Rice



Depth in each of our Product Categories

Wide range of Products, while focusing on few agri-commodities

Wheat Products

Whole Wheat



Wheat Flour



Fortune Chakki Fresh Atta

Refined Wheat Flour



Fortune Maida

Suji (Semolina)



Fortune Chakki Fresh Atta

Rawa (Semolina)



Fortune Rawa

Rice

Basmati Rice



Fortune Basmati Rice



Fortune Mogra Basmati Rice



Kohinoor Basmati Rice

Non - Basmati Rice



Fortune Banskathi Premium Rice



Fortune Sona Masoori rice

Biryani Kit (RTC)



Kohinoor Biryani Kit



Building Health & convenience focused food product portfolio

Increasing focus on value added products

Health-focused Edible Oils

Blended edible Oils



Fortune Xpert Total Balance Oil



Fortune Xpert Pro Immunity Oil



Fortune Xpert Pro Sugar Conscious Oil

Rice Bran Oil



Fortune Rice Bran Health

Health & Convenience Foods

Soya Chunks



Fortune Soya Chunks

Biryani Kit (RTC)



Kohinoor Biryani Kit

Chana Sattu



Chana Sattu

Poha



Fortune Poha

Almost all value-add products are forward-integration of our existing products and leverages our existing distribution network



Forward-integration of our oleo-chemical business

Immense value addition opportunities available in Oleo business

Soap



For Retail consumers

Launched in FY20, sales crossed INR 100 Crores in FY23

Multi-purpose Cleaner

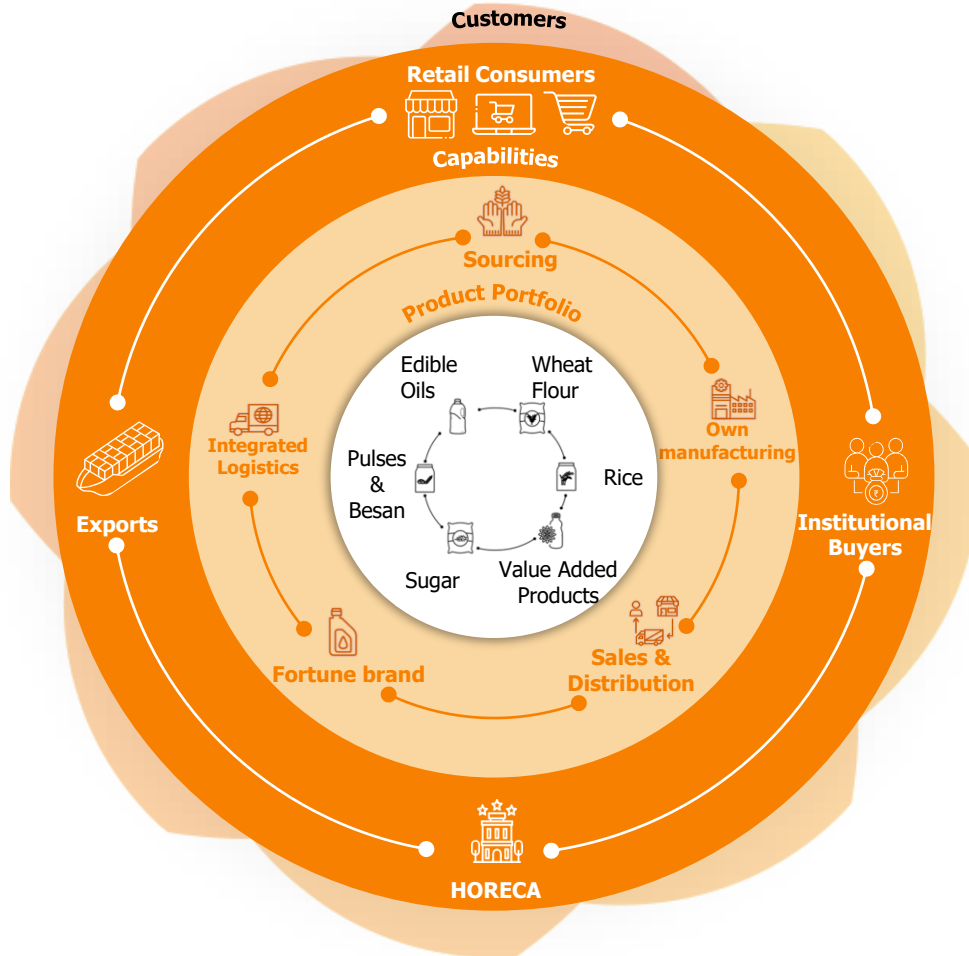


For HoReCa clients
For Surface and Utensils Cleaning

Product was launched in Q1 FY24

Advanced capabilities driving profitability in packaged staple foods

Integrated Business Model



- ▶ Sourcing from origins
- ▶ Commodity Risk Management
- ▶ Integrated Manufacturing
- ▶ Highly efficient Logistics;
- ▶ Pan-India Distribution

Bypassing intermediaries

Using intelligence from Wilmar's global presence

High asset utilization
(8-10x asset turns)

Additionally direct shipment to distributors; densely located depots

High turns attracts distributors

Designed for structurally low-cost operations, while churning very large volumes

- ▶ Centralized functions, amplified by technology
- ▶ Common functions for all products of oils & foods



Platform strength is visible in numerous success stories

Adani Wilmar has built a Strong Platform → Launchpad for Further Expansion

Launch of Alife Soap in 2020

Crossed INR 100+ Cr. of sales within 2 years of launch



Already reached #11 position in market share

Kohinoor acquired in May 2022

Crossed INR 350+ Cr. of sales within 1.5 years of launch



HoReCa team set up in Q1 FY23

Crossed INR 600+ Cr. of sales within 2 years

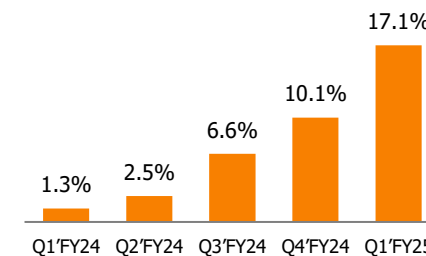


Branded Exports

Grew 3x in revenue from FY22 to FY24



Wheat Flour in Chennai (GT): MS%*



Our robust platform gives us confidence in continuing the compounding growth journey for many more years ahead

*Source: Nielsen



Focus is on adding value added products in existing categories

Health focused Oils



Premium Mustard Oil



Soya Chunks



Biryani Kit



Brown Rice



Sharbati Atta



*Source: Nielsen

Customers

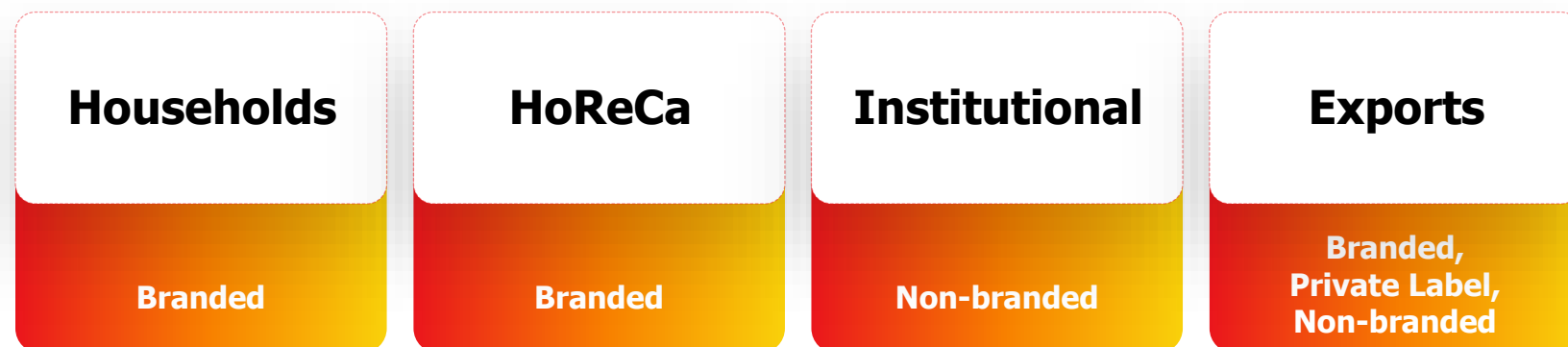




Seizing opportunity in all key Customer Segments in oil & foods

~80%+ of sales is from branded products*

Emerging Opportunities



Key benefits of presence in multiple segments

- ▶ Significantly increase in the TAM – all of these segments have large TAM
- ▶ Higher diversification, reducing demand volatility
- ▶ Provides scale enabling better utilization of manufacturing, logistics, fixed overheads



* Branded mix is only for the oils & foods portfolio (excluding Industry essential business which is 100% B2B)

Emerging Channels are growing at exponential rate

Organized HoReCa



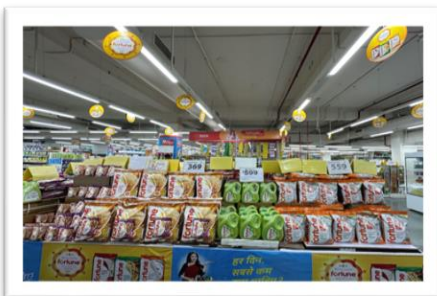
- > HoReCa sales crossed INR 600+ Crore in LTM Dec'24
- > HoReCa distribution is now present in 40+ major cities of India

Branded Exports



- > Branded Exports revenues crossed INR 250+ Crore in LTM Dec'24

Alternate Channels (E-com, Modern Trade, e-B2B)



- > Continues to grow at a faster clip
- > On LTM Dec'24, these channels contributed ~INR 3,300 crores of revenue for the Company

To summarize

- > Company has brought in focus on HORECA and exports customers and developing the distribution network to tap their large potential
- > All of these 3 channels have been growing at much faster rate compared to overall branded sales

*Note: Only the key brands have been shown above

Brands





Presence across the price spectrum



A healthy mix of premium and popular brands

*Note: Only the key brands have been shown above



Portfolio of scaled up brands

Strong brands built on basis of trust and quality over last 2 decades

Value	Edible Oil	Foods	FMCG
INR 20,000 Cr +			
INR 4,000 Cr +			
INR 1,000 Cr +			
INR 500+			
INR 100 Cr +			

Branded portfolio growing steadily

* Rupchanda is a brand under BEOL (100% subsidiary of AWL in Bangladesh)

Note: Additionally, AWL also has branded sales of INR 1,000 Crores of bakery fats sold under various brands of Wilmar International

Marketing





Celebrity-led advertising on mass media

Soyabean Oil Campaign



Soyabean Oil Campaign



Sunflower Oil Campaign



Fortune Atta Campaign



King's Mustard Oil Campaign





TV Campaigns

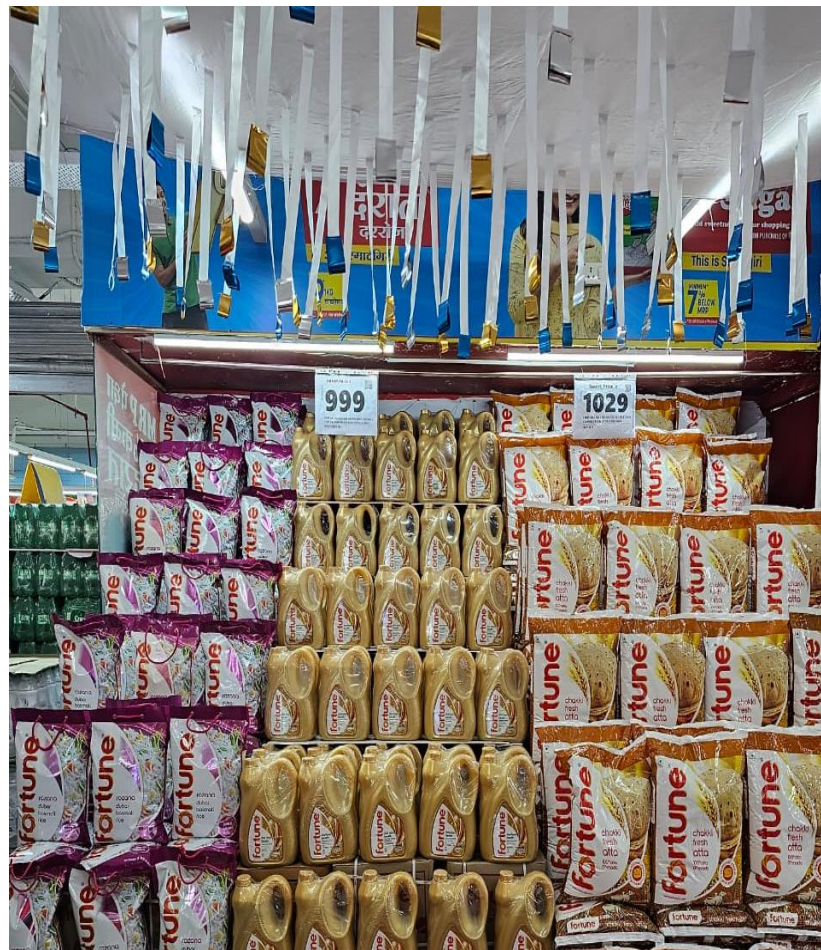
Kohinoor Traditional Basmati Rice | Khushboo Kuchh Khaas | Kohinoor TVC





Fortune Flour Festival at one of the largest retailer (2/2)

Event showcased the entire range of Fortune's offering in flours (Atta, suji, rawa, maida & besan)



The campaign led to 2x increase in market share of all flours in Q3'24 in the retail chain*

*Source: As per data of the relevant retail chain



Impactful BTL activities in urban towns



Metro campaign in Delhi: Daily Reach: ~4.2 Mn Commuters during campaign*

*Source: As per estimates of media agencies



BTL - Consumer engagements incorporating cultural nuances

Pickle Campaign promoting use of Fortune Kacchi Ghani

Celebrating the pickle culture with multiple engagements



Customized Packaging



Social media engagement



Live achar (pickle) making workshops



On-ground activation



KGMO Pickle campaign "Achar ka Perfect Jodidaar" won the gold award at SABRE South Asia Awards 2024



Integrated Communication of Edible Oil & Foods

ATL strategy following integrated approach of marketing Edible Oil & Foods together

Fortune Sunflower + Rice + Atta



Fortune Soyabean Oil + Maida



BTL Activities promoting Edible Oil & Foods together

Delhi Metro



Fortune Soyabean Oil + Besan



Ethnic design for Metros



Integrated display



Bundling: Leveraging the unique advantage of AWL

Leveraging the brand equity of "Fortune" by offering bundling offers through Consumer & Trade Promotions

Soya and Maida

Buy two packs of Fortune Soyabean oil and get a packet of maida free.

fortune refined soyabean oil

500G Maida FREE ₹39

fortune soya health refined soyabean oil

fortune maida refined wheat flour for all occasions 500g

fortune refined soyabean oil

Soya and Maida

मुफ्त! 400 ग्राम बेसन
फॉर्च्यून सोयाबीन ऑइल के
हर 5 लीटर जार के साथ।

fortune refined soyabean oil

fortune besan

fortune refined soyabean oil

Sunflower and Sugar

Sweet Offer!

हर दो 5 लीटर फॉर्च्यून सनफ्लावर ऑइल के साथ
मेकवा ₹32/- नी 500 ग्राम फॉर्च्यून शुगर डी।

fortune refined sunflower oil

fortune sugar

Very Very Light

Sunflower and Soya Nuggets

फॉर्च्यून सनफ्लावर
तेलाच्या 1 लि. पाउचसोबत
मिळवा ₹10 किमतीचे
फॉर्च्यून सोया वडी
— Free —

fortune refined sunflower oil

fortune sun lite refined sunflower oil

fortune soya chunks

Very Very Light

Driving sales with bundling of edible oils and foods

Sales & Distribution





Enhancing distribution is another key lever of growth

Enhancing sales productivity



- › Sales function using customized approaches for different categories of outlets

Focus on Range selling



- › salesmen to sell the entire range of oil & foods products to retail outlets

Network expansion



- › Adding towns in rural region (prioritizing larger towns)
- › Improving distribution infrastructure in southern states

Deeper penetration in existing towns



- › Reaching new retail outlets

Product-level penetration



- › Increasing product-level penetration in our existing outlets

Demand capture



- › Increasing digitalization efforts to improve the fill rates

Increasing digitization of Sales function to capture demand

Everyday great execution



- › Improving daily visit calls
- › Improving productivity of calls
- › Increase DSM effective coverage
- › Improved penetration in urban towns

Rural Activation & Coverage Expansion



- › Improved quality of Town Coverage in Rural

RURAL Sales Force Automation



- › Geo-tagging of Outlets in all categories
- › Visibility of Rural Coverage: Orders addressed from SFA

Route optimization



- › Using tech to determine sales beat, optimizing the daily market route
- › Pilots have demonstrated significant reduction in distance travelled, improving salesman productivity

Distributor Segmentation



- › Classification of existing distributors based on their buying patterns and financial parameters
- › Identify distributors at risk and take corrective actions to retain them

Outlet Level Insights



- › Identification of similar potential outlets based on purchase patterns

Supply Chain & Production Planning





Efficient logistics to lower cost and capture demand

Manufacturing network designed for logistics efficiency



Port-based refineries for imported edible oil
55%+ of dispatches directly sent to customers

Digitization



Most of the supply chain workflow has been digitized, resulting in paper-less processes, availability of data, visibility of truck movement, faster payments to vendors

Reverse Auction



All truck hiring is done through online reverse auction to secure best rates and ensure process integrity

Least Cost Optimization



Dispatch planning to optimize on various parameters like raw-material prices, logistic costs, plant utilization etc.

Centralized control



Digitalization enabled centralized control to drive further data driven efficiency, better monitoring & compliance, benefit of scale in procurement, process improvement, lesser manpower

Promoting clean energy



~18% of dispatches are multi-modal
~5% of dispatches through green fuel (CNG)



Proximity to markets: A depot at every 250 KM



98 Depots

~2.42 Million Sq. Ft.
(Depot Storage Space)



Tech-Enabled Lean Supply Chain Network and Integrated Logistics



Highly digitized with centralized control



Designed for structurally low-cost operations

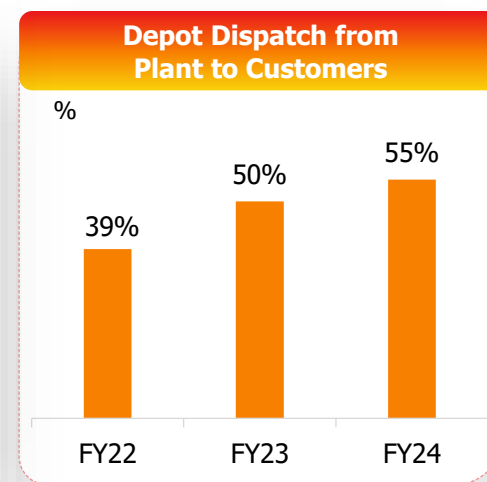
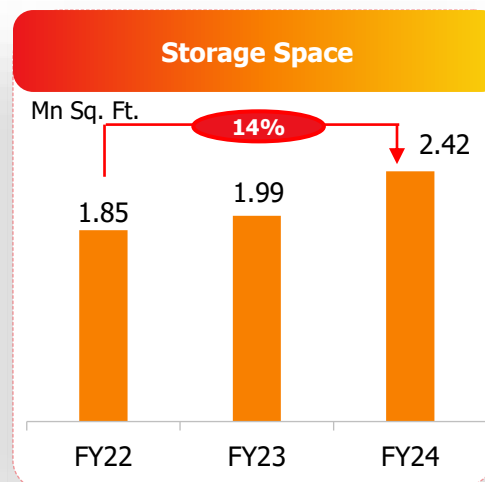
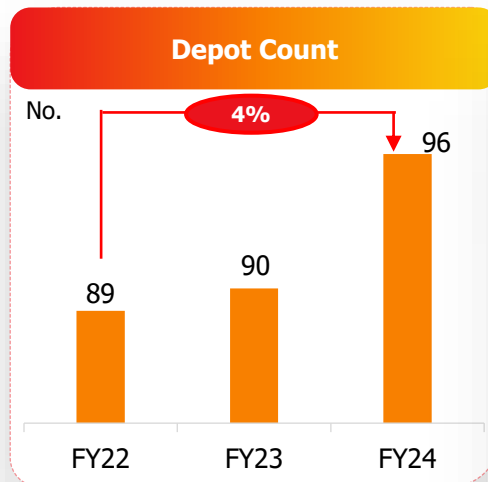


Extensive use of data & analytics for supply chain efficiency



Proximity to Markets

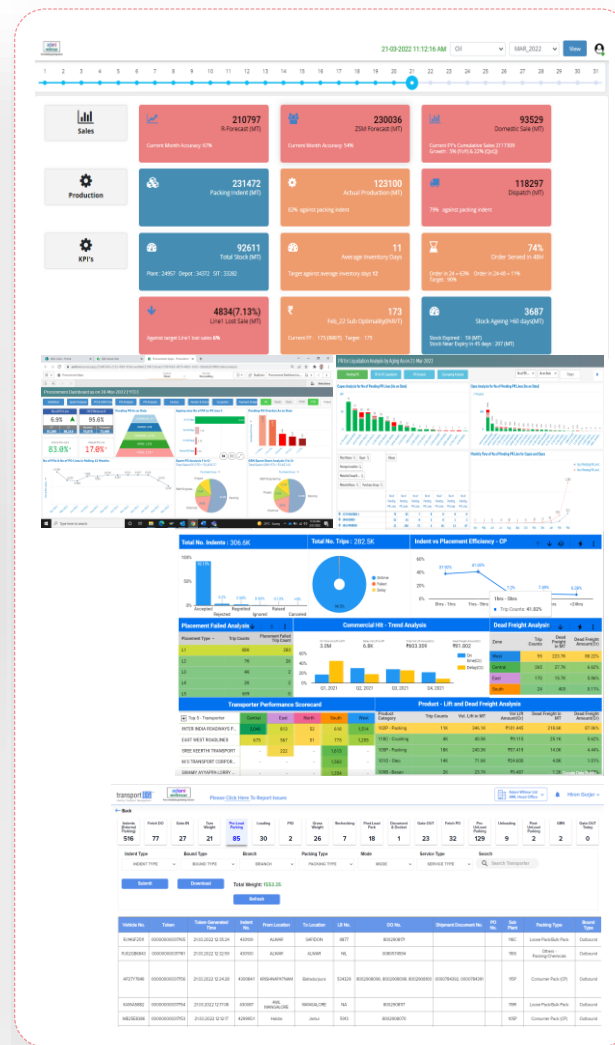
A depot at every 250 KM, with 96 depots having ~2.4 Million Sq. Ft. in Storage Space



* Also includes sub-distributors



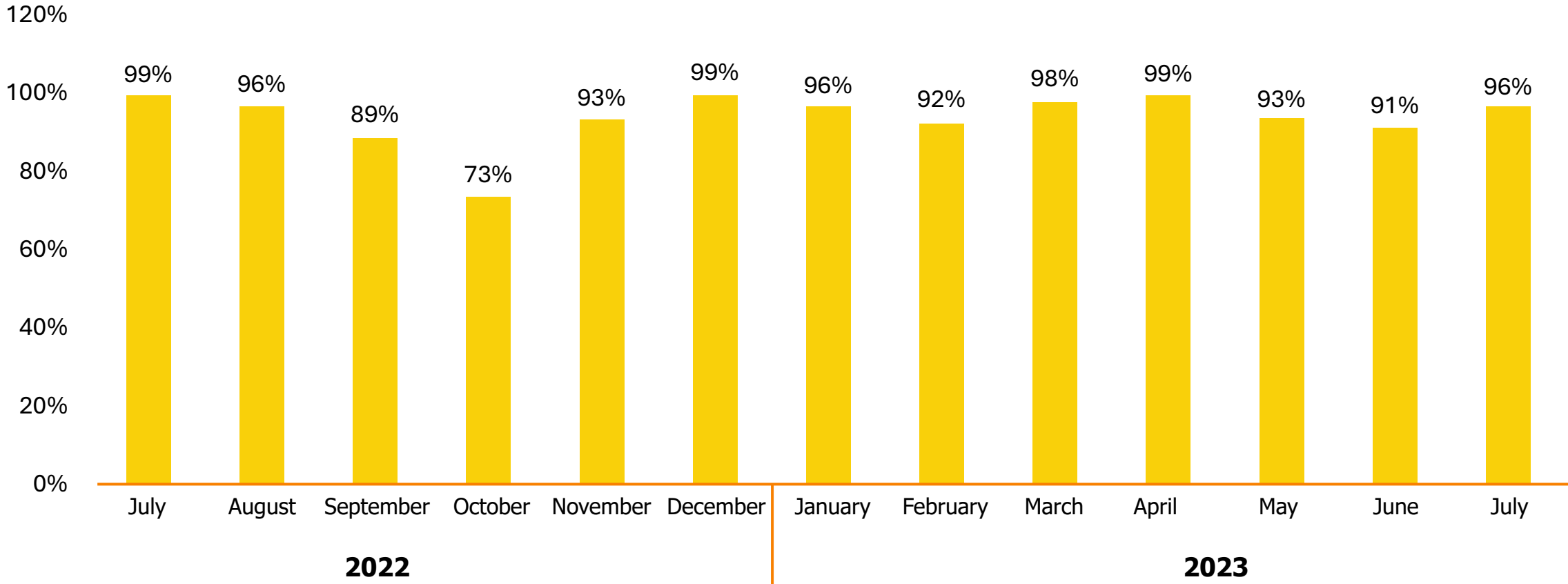
Extensive use of data & analytics for supply chain efficiency





Developed reliable systems to tackle supply chain complexities

Forecasting Accuracy - Pan India Basis



Sourcing & Risk Management





Robust Risk Management

Full proof risk management framework in place to mitigate commodity risk

Board approved policy

Robust policy in place to govern commodity risk

Market Intelligence

Real-time intelligence on global supply & demand
(Wilmar Group's global network)

Periodic Review & Monitoring

Daily Monitoring & Reporting of Exposure & Value at risk

Oversight of Wilmar

Regular oversight & guidance of Wilmar Group on Exposure

Defined Trader Limits

Established Position Limits on Trader on long / short as well as MTM

Experienced & Integrated Sourcing Team

Single In-house Sourcing team overseeing overall buying of all agri-commodities

One of the Largest buyers

AWL is amongst the largest buyers of edible oil, wheat, paddy, pulses etc., giving scale benefits

Strong supply network

AWL has a large domestic & international network of suppliers

Strong Risk Management Expertise built over 2 Decades of Experience

An Intricate Network of Reliable Suppliers Across Continents, Procuring at Origin Locations



Key Advantages

- 1** Favourable commercial terms
- 2** Bargaining Power due to huge scale
- 3** Market intelligence from both supply & consumption side
- 4** Inputs from co-promoter Wilmar International

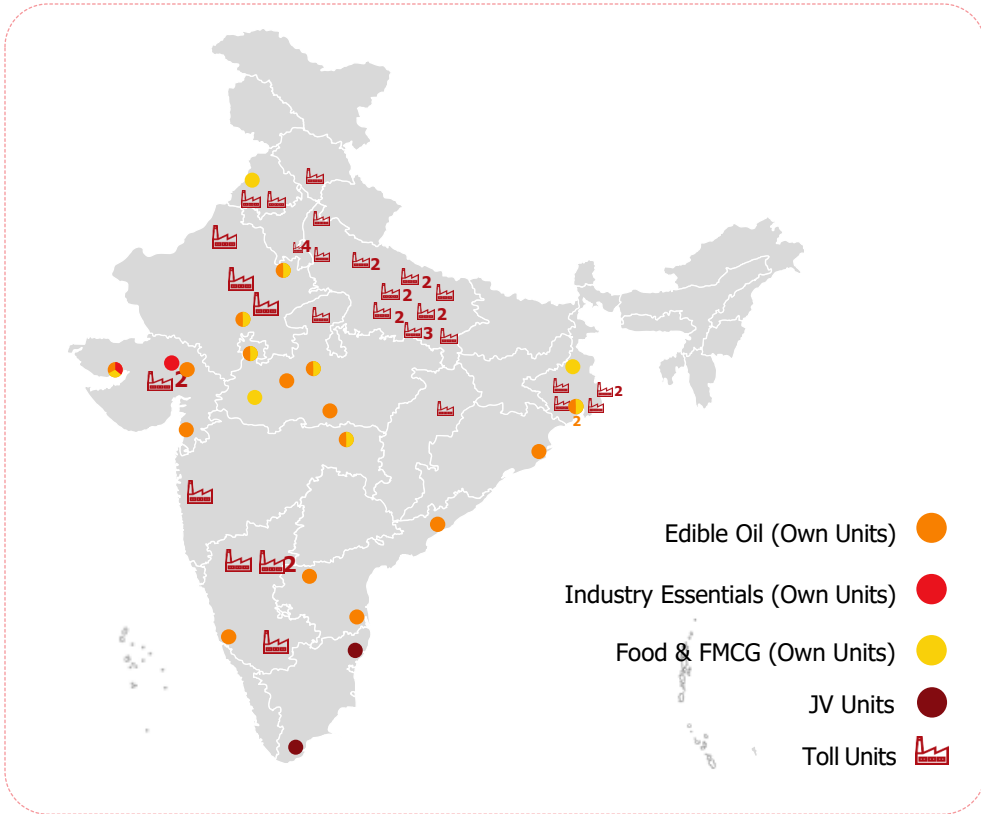
3 million MT per annum Total volume of AWL's oil imports	20% The volume of India's edible oil imports is by AWL*	>70% Palm oil procured from Wilmar International	★ Largest Importer of Edible Oils in India*	
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*Source: Solvent Extractor's Association of India & management estimates

Manufacturing



Strategically Located Manufacturing Facilities Spread across the Country resulting in Higher Efficiencies | Stringent Quality Controls in place



Additionally, AWL's 100% owned subsidiary (BEOL) has 2 Own Units in Bangladesh

Own Units
23 Units

Third Party Units
47 Units

Total 70 units spread across multiple states

Focus on building integrated plants that can process **multiple products** in same facility

Company is **building new capacities** to increase in-house manufacturing

Third-party units are primarily on **exclusive basis** for quality controls

Segment	Annual Capacity*	Current Utilisation	Products Included
1 Edible Oil – Refining Capacity	5.5 mn MT	60%	Soya oil, sunflower oil, palm oil, cottonseed oil, groundnut oil
2 Food Capacity	0.9 mn MT	54%	Chakki atta (wheat flour), besan (chickpea flour), suji/ rawa / maida (semolina), rice, soya nuggets
3 Industry Essentials	1.6 mn MT	75%	Oleochemicals, Castor

World Class Manufacturing Plants

End to End Integration

Capacity Expansion Underway

*Own capacities

Integrated Business Model leading to Cost Efficiencies

Mundra Plant



End-to-End Integrated Plant

- ▶ **The Mundra plant is the largest single location refinery in India with a capacity of 5000 MT/day***
- ▶ Crushing units and refineries
- ▶ Integrated to produce Vanaspati, margarine, oleo chemicals and soap bars with raw materials from refining
- ▶ Derive de-oiled cakes from crushing and oleochemicals from palm stearin derived from palm oil refining

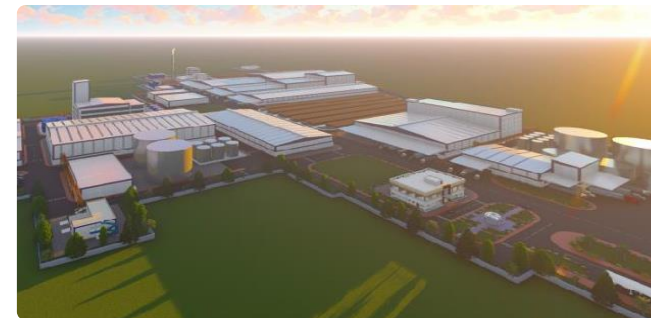
Vidisha Plant



Integrated Plant for Soya

- ▶ Covers entire value chain of soya-crushing, producing soya value-added products such as soya nuggets, soya flour, soya flaks and refined soya oil

Upcoming Plant



Integrated Plant in Gohana, Haryana

- ▶ 3D Layout: Fully Integrated Plant
- ▶ Total Capex Outlay: ~INR 1,300 Crores
- ▶ Estimated Annual Capacity: ~627,000 MT
- ▶ Construction is in progress and Project is expected to be completed by March 2025

Focus on Building Integrated Plants and adding New Units in Existing Locations



World Class Manufacturing Facilities

23 Manufacturing Plants across India (10 plants are integrated complexes manufacturing both oil & foods)





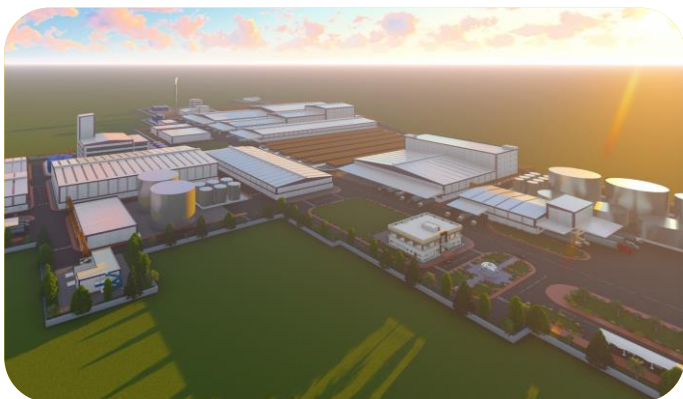
Adding another Integrated Plant in Gohana, Haryana

Total Capex Outlay
~INR 1,300 Crores

Land Area
~78 Acres

Estimated Annual Capacity
~627,000 MT

**3D Layout:
Fully
Integrated
Plant**



Planned Capacities

Product Category

Rice



Wheat Flour, Suji,
Rawa & Maida



Mustard Oil



Rice Bran Oil



Cottonseed Oil



Total Annual Capacity

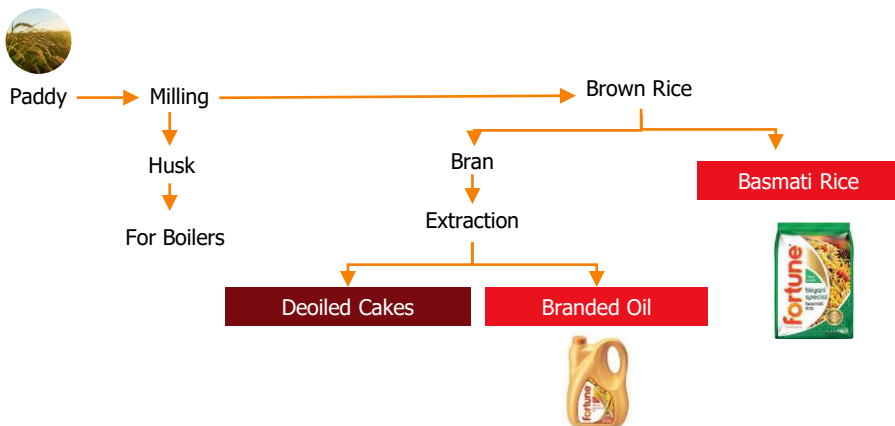
Estimated Annual Capacity

~445,000 MT

~182,000 MT

627,000 MT

Illustrative Depiction: Rice Plant Integration



Note: Construction is in progress and Project is expected to be completed by March 2025

Bangladesh Business

(100% Subsidiary of AWL)





Bangladesh Business (100% Subsidiary of AWL) : Brief Snapshot

FY24 Sales Revenue

INR 2,084 Crores

FY24 Sales Volume

0.12 MMT

FY24 Branded Sales %

77%

Share of Foods – FY24

~20%

Product Basket

Soyabean Oil

Mustard Oil

Rice Bran Oil

Sunflower Oil

Palm Oil

Rice

Wheat Flour

Refined Flour

Deoiled Cake

Brands

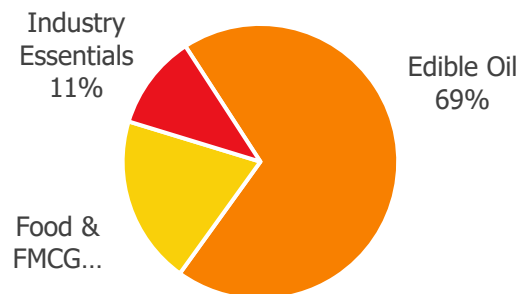


KING'S

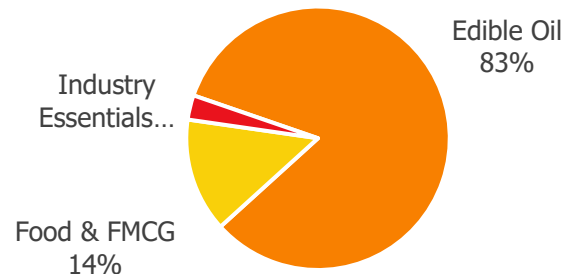


Business Mix

Volume Mix: H1'24

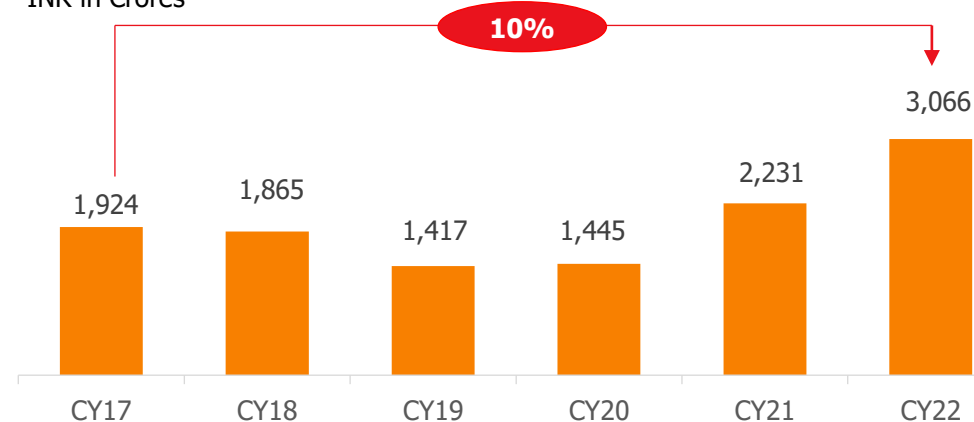


Value Mix: H1'24



Revenue

INR in Crores





Brand Campaigns in Bangladesh



adani wilmar | BEOL

রুপচাঁদা

বাসার খাবারেই তো ভালোবাসা

রুপচাঁদা কৃষ্টিময়িত সয়াবিন তেল আপনার রন্ধার ঐতিহ্য উপাদান থেকে বেছে করে আসে। আসল ঘাস। আর পরিবারকে রাখে সুস্থ।

রুপচাঁদা
কৃষ্টিময়িত সয়াবিন তেল



adani wilmar | BEOL

রুপচাঁদা

ঝরঝরে পোলাওয়ার জন্য
রুপচাঁদা চিনিগুঁড়া চাল

সম্পূর্ণ ভাঙ্গা ও
মোটা দানা মুক্ত

হটলাইন
০৯৬১২৭৭৫৮৮৮



adani wilmar | BEOL

Fortune

RICE BRAN OIL

Basmati Rice

- ✓ গামা ওরইজেনল ধারণ কোলেস্টেরল কমাতে আর ভালো কোলেস্টেরল বাড়ায়।
- ✓ আনন্দ্যাচুরেটেড ক্যাটের সঠিক ব্যালেন্স হার্টকে রাখে সবল ও কর্মক্ষম।
- ✓ অধিক এনজিভেট বাড়ায় রোগ প্রতিরোধ ক্ষমতা।
- ✓ যেকোন বিরিয়ানির জন্য আদর্শ।
- ✓ বিশ্বের সবচেয়ে লম্বা দানা।
- ✓ বিরিয়ানি হয় বরবরে।



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রুপচাঁদা

আমার কাছে
তেল মানেই রুপচাঁদা

দ্রাম্বলের প্রতিটি ধঁকি

২৫ বছর ধরে পরিবারের সুস্থ্যে বাংলাদেশের একমাত্র আস্থা
রুপচাঁদা সয়াবিন তেল



KING'S
Sunflower Oil

Profession এ বা Occasion এ

"KING'S এর ভিটামিন-ই এর জাদুকরী হৌয়ায় জাগিয়ে তুলুন আপনার ত্বক।"

তামারা চৌধুরী
ক্লিনিকাল ডায়েটিশিয়ান ও পুষ্টিবিদ

সর্বপ্রথম
ভিটামিন-এ সমৃদ্ধ
সানফ্লাওয়ার অয়েল

FSSC 22000 স্বীকৃত প্রতিষ্ঠান | ISO 22000:2005 & TS 22002-1:2009 | খান নিরাপত্তায় AIB সনদপ্রাপ্ত



adani wilmar | BEOL

ভালোবাসার অটুট পরিবেশন

Fortune

BIRYANI SPECIAL

Basmati Rice

শত বছরের ঐতিহ্য জড়ানো স্বাদ

হটলাইন
০৯৬১২৭৭৫৮৮৮

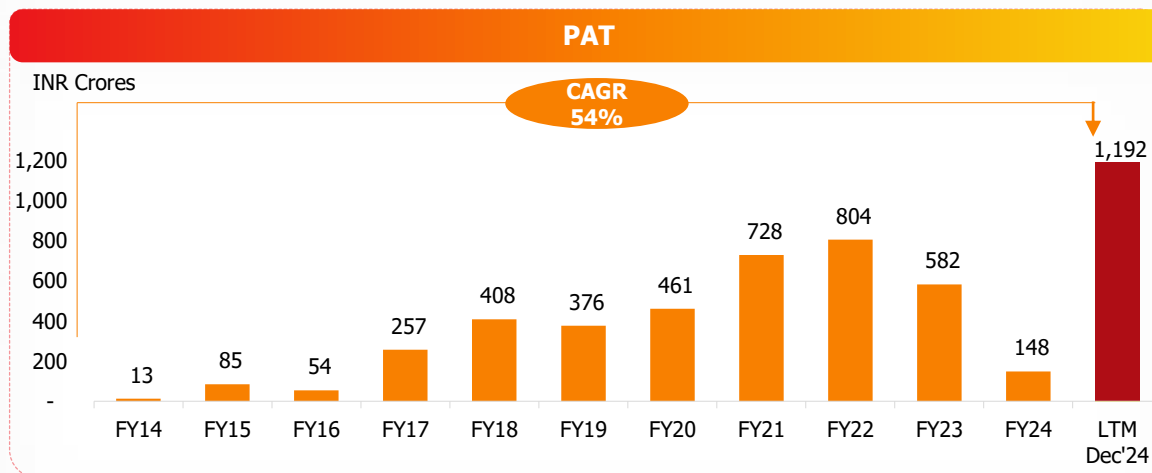
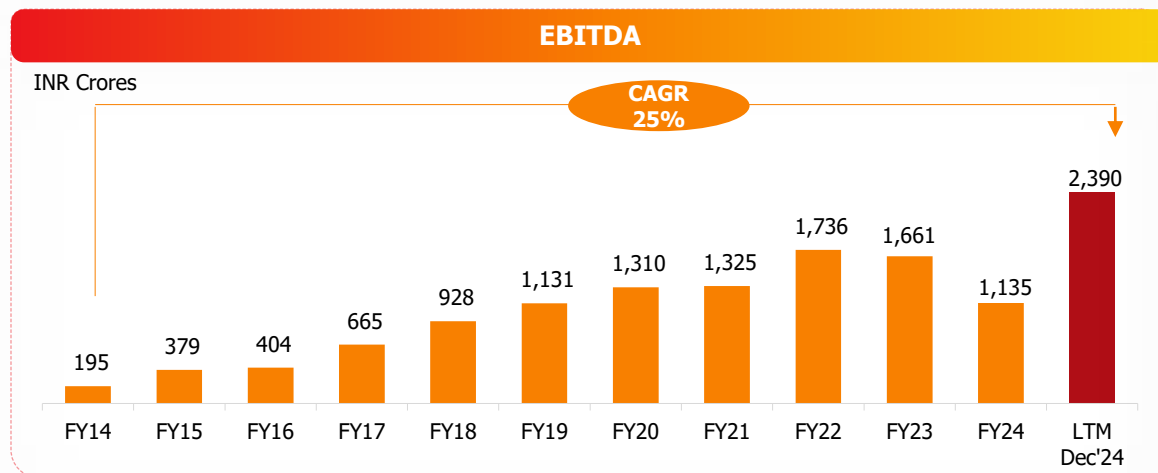
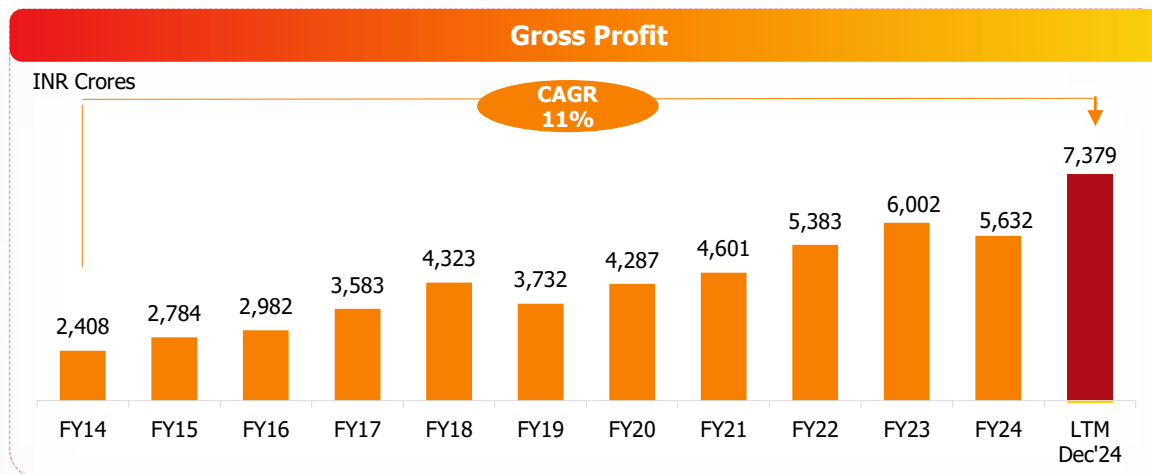
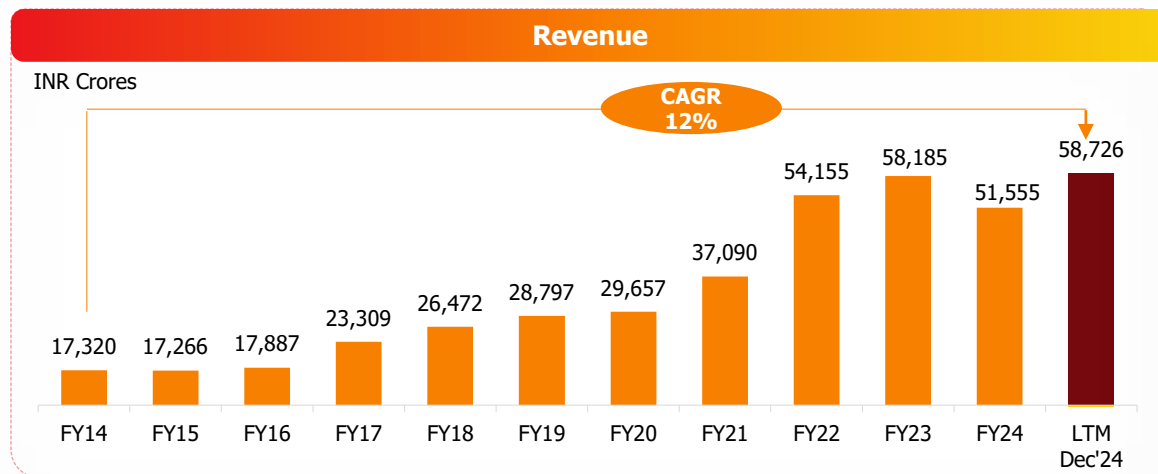
Key Metrics





Key Financial Metrics (1/4)

Consolidated figures



Revenue and EBITDA have grown at a CAGR of 12% and 25% respectively over the last 10 years

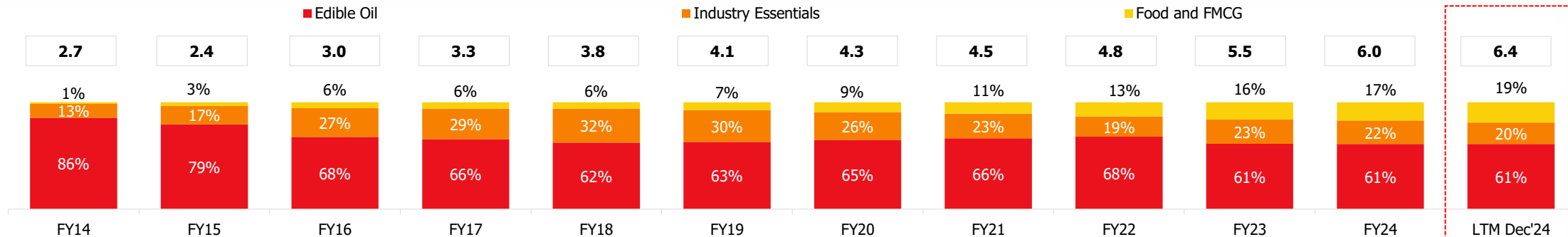


Key Financial Metrics (2/4)

Consolidated figures

Sales Volume

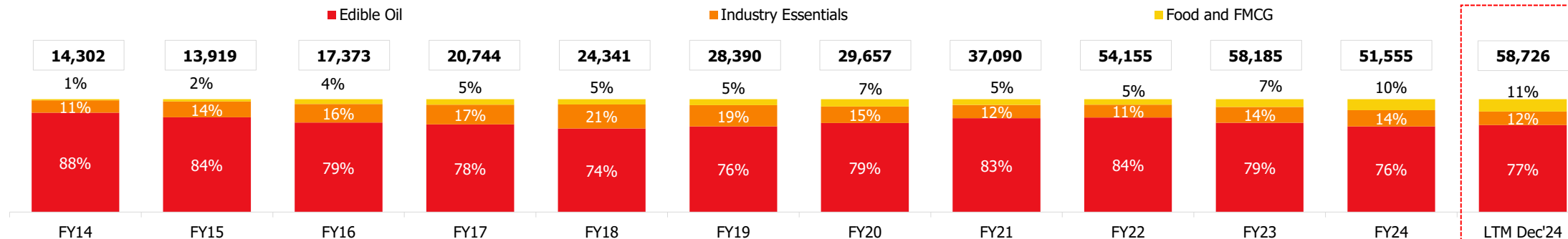
in Million MT



*Sales Volume excludes pass through sales of raw sugar for FY16 to FY19

Revenue

INR Crores



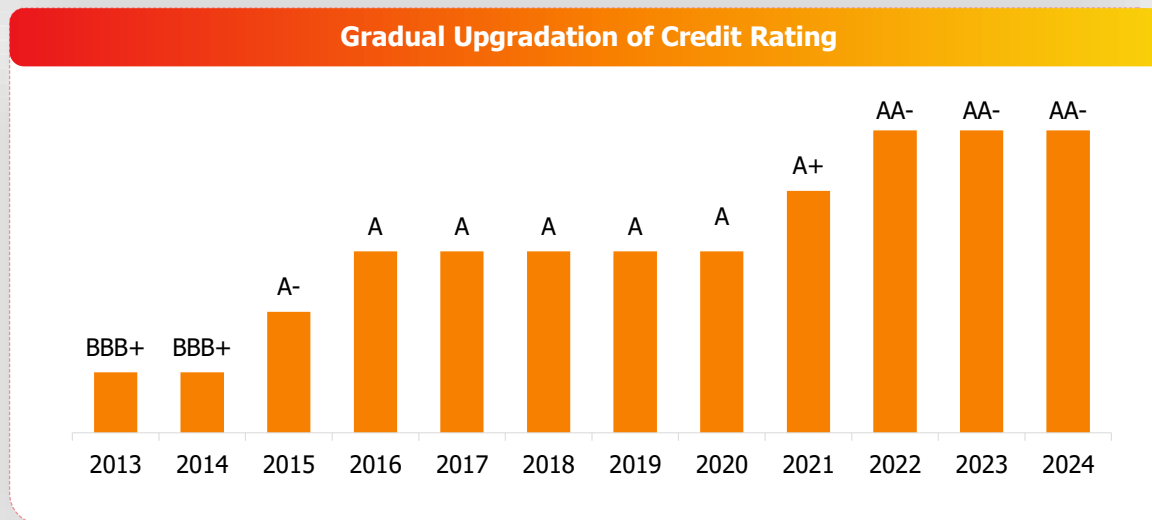
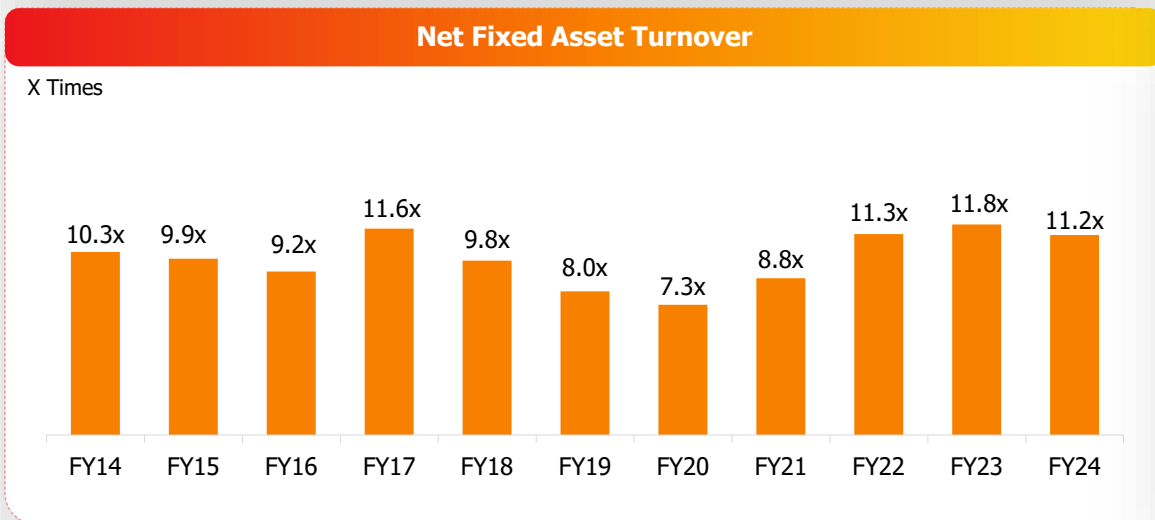
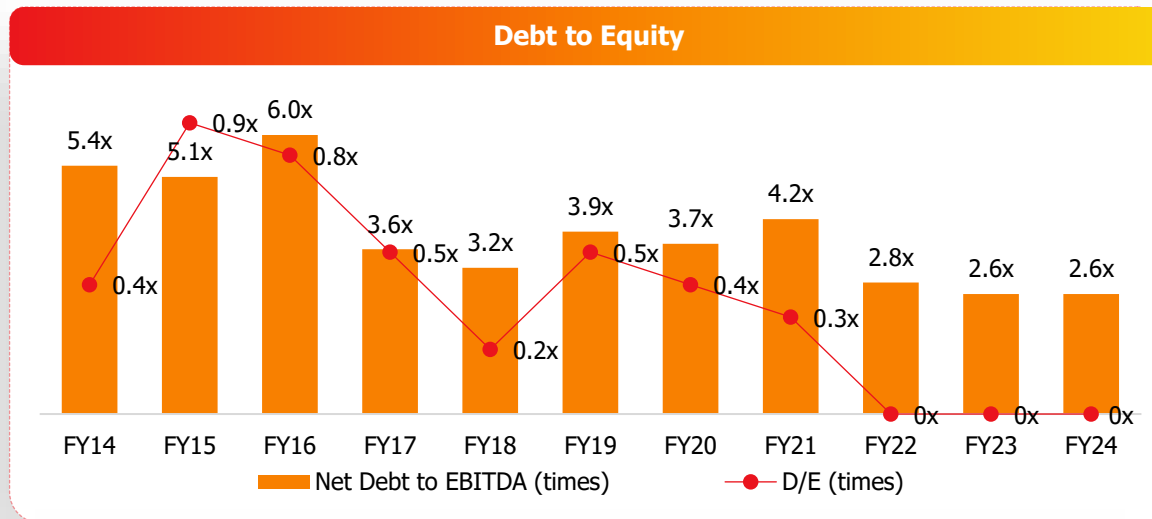
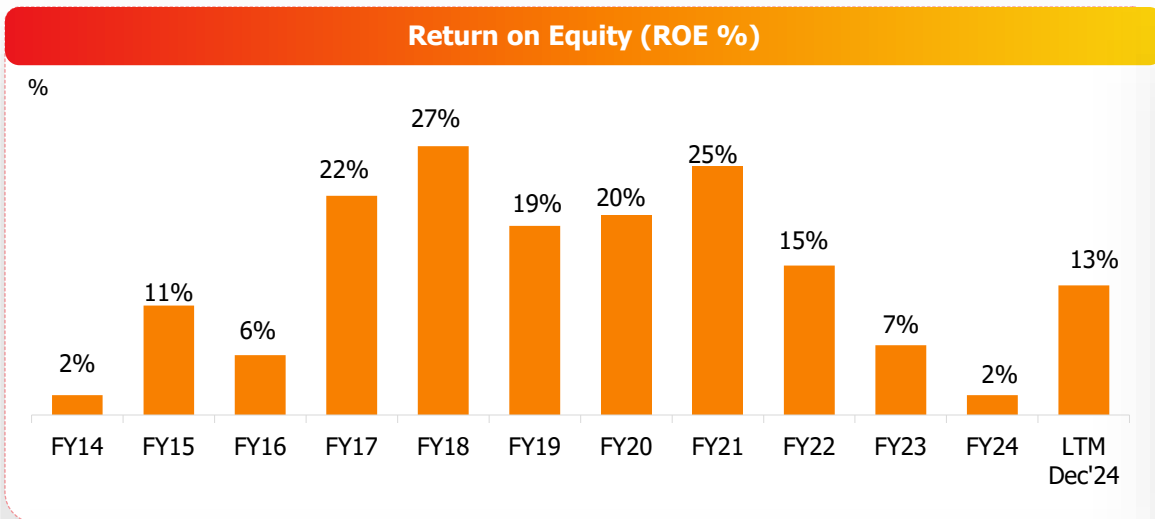
Sales Volume has grown at a CAGR of 8% over a 10 Year Period
Food & FMCG Revenue as a Segment of the Total Sales has gone up from 1% in FY14 to 20% in LTM Dec'24

*excluding Other Income



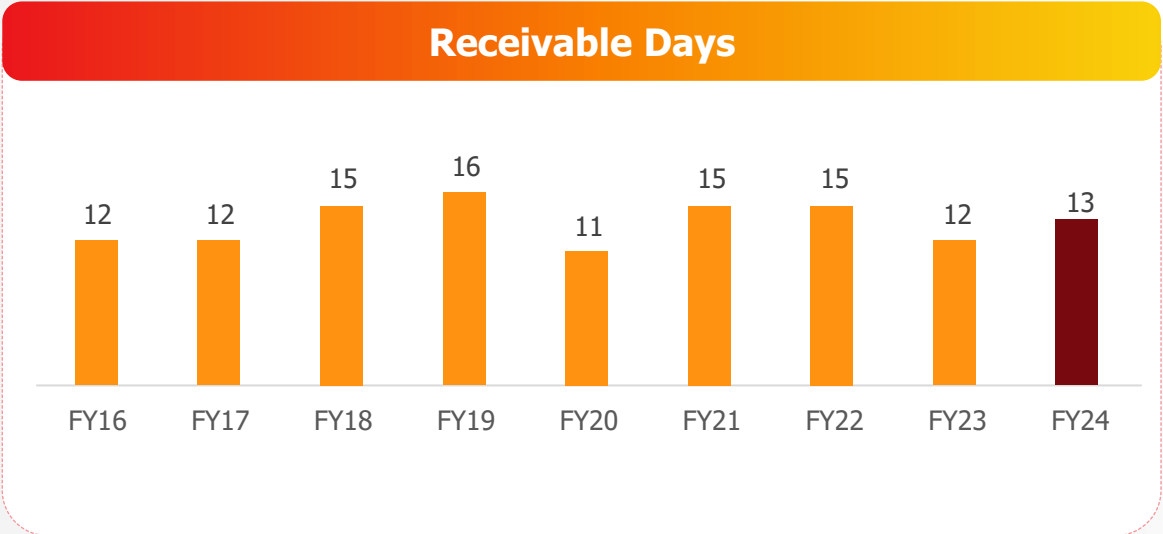
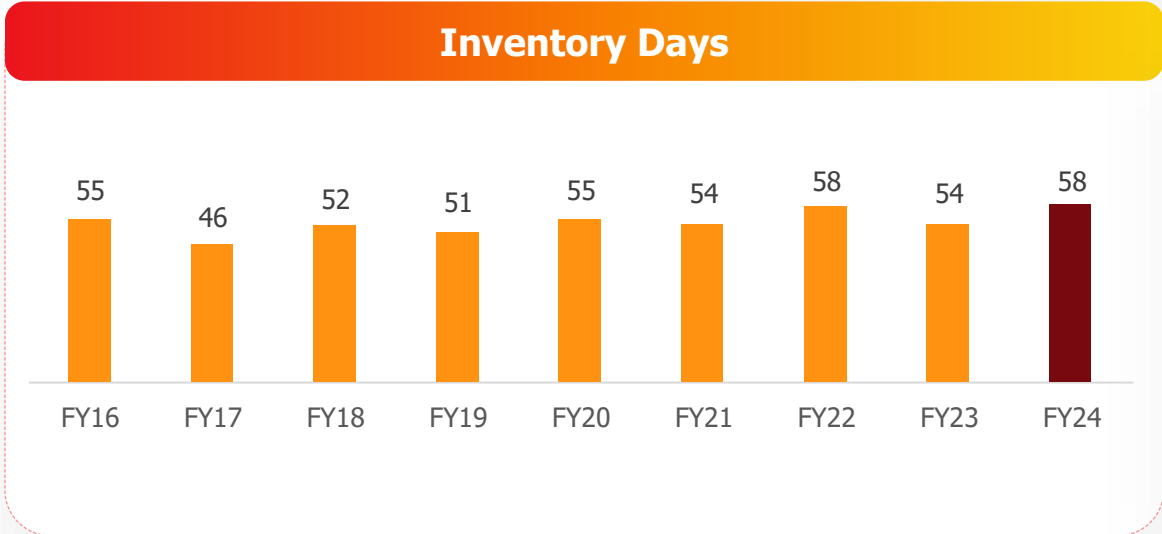
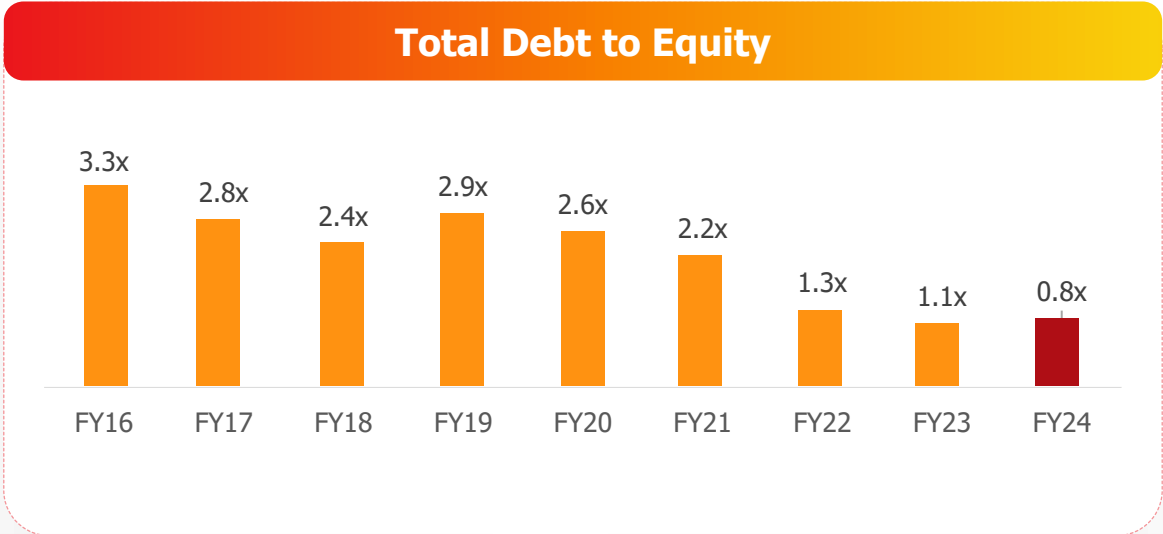
Key Financial Metrics (3/4)

Consolidated figures





Other Metrics (4/4)



ESG






Fortune SuPoshan: A Mission Against Malnutrition & Anemia



Fortune SuPoshan touches life of three Target Groups



0-5 yrs age children




Adolescent Girls



Women in Reproductive Age



Fortune SuPoshan touches four core areas



Health




Education



Women Empowerment




Sustainable Livelihood



Zero Hunger



Good Health and Well-Being



Gender Equality

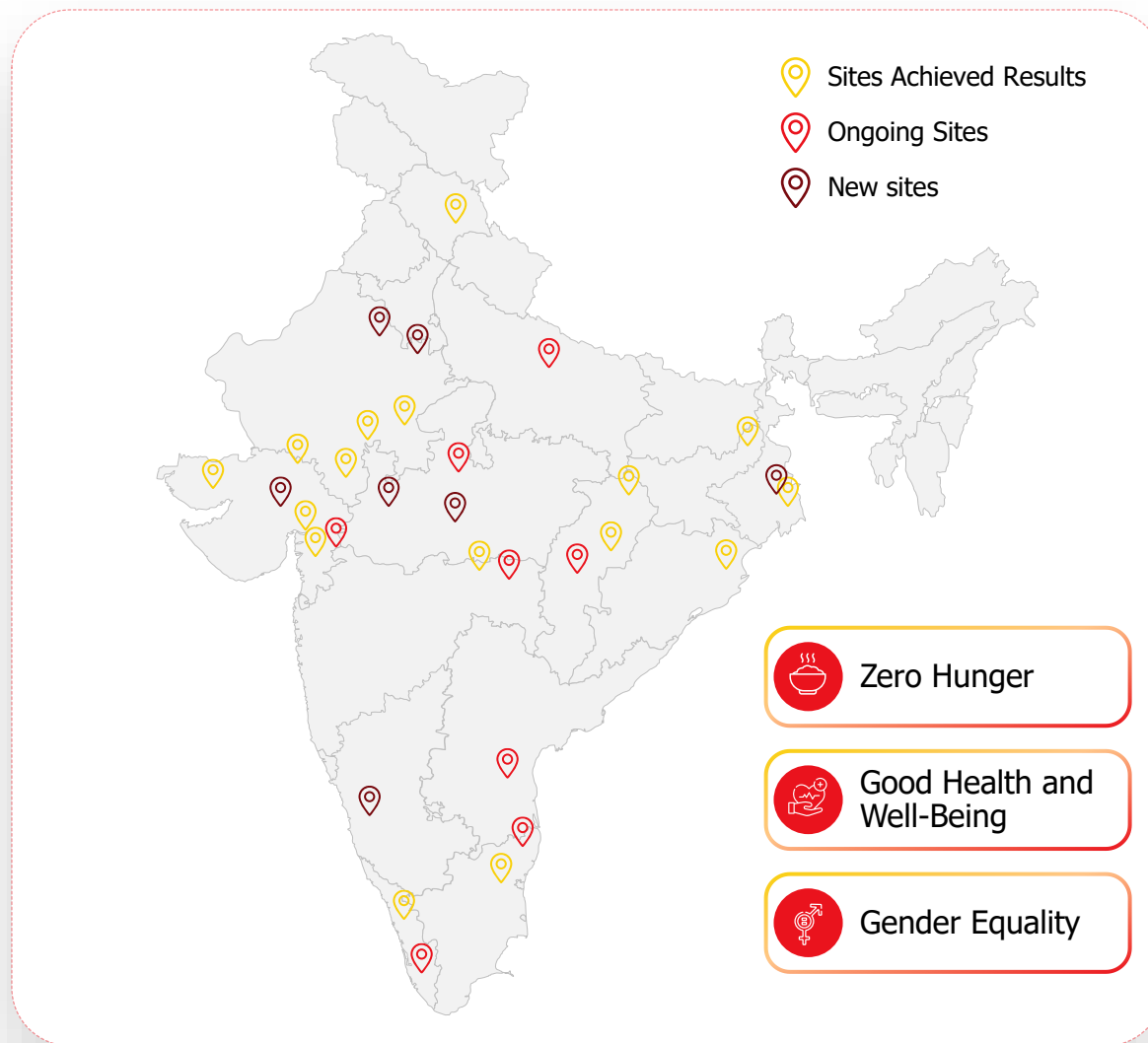
Our commitment towards a "Healthy growing nation"



Cumulative Coverage till December 2023

Particulars	Coverage
1 Total sites	31
2 Total Households	4,04,261
3 Total population	20,18,866
4 Total under five children	1,21,084
5 Total adolescent girls	1,22,425
6 Total women in reproductive age	3,37,496


Site Details	Number
1 Sites Achieved Results (by Mar 23)	17
2 Ongoing sites (Excluding New Sites)	8
3 New sites	6





Current Footprint (April 2022 – March 2023)

 **14** Sites

 **1169** Villages


 **11** States




 **550** Sanginis

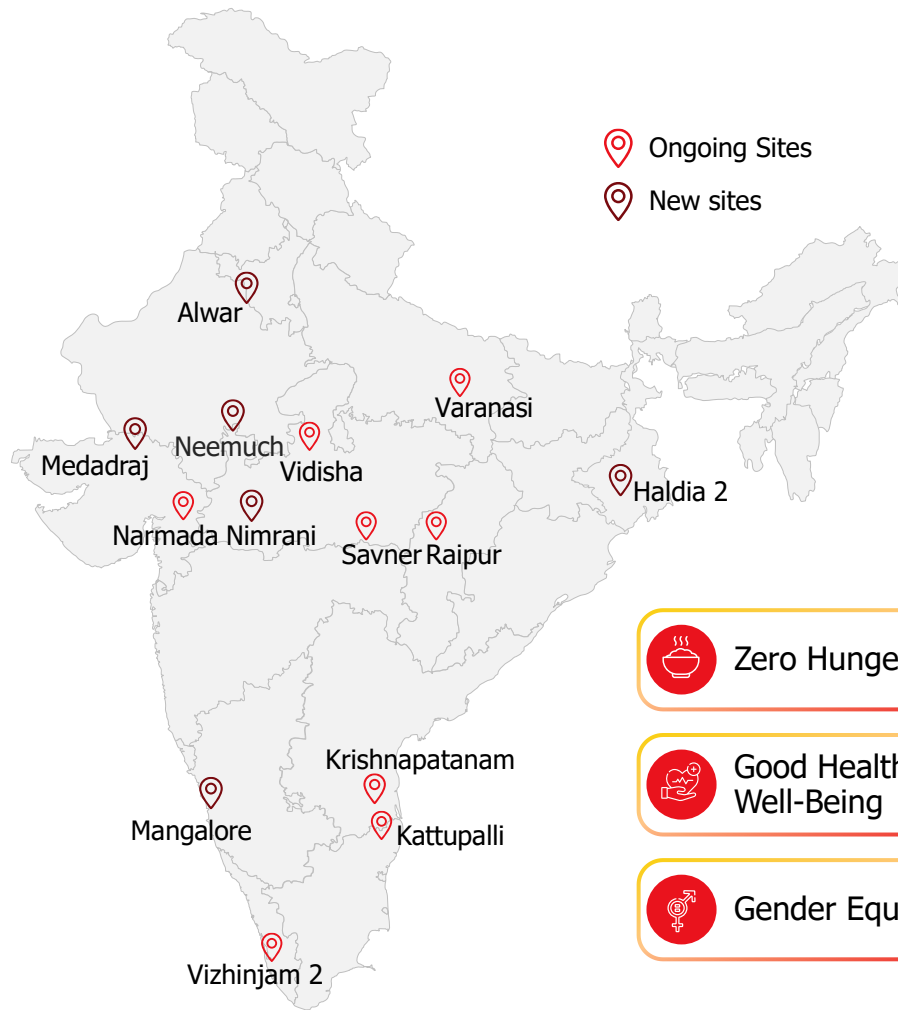
 **14** Districts




 **91,652** children

 **178** Slums

 **3,08,493** Women & girls

		
More than 91652 registered children were screened within the project.	A total of 93,899 family counselling and 31,258 Focused Group Discussion were carried out towards building awareness on relevant issue.	5991 children converted from Acute Malnutrition to Healthy



-  Zero Hunger
-  Good Health and Well-Being
-  Gender Equality



Progress (March 2023 – December 2023)

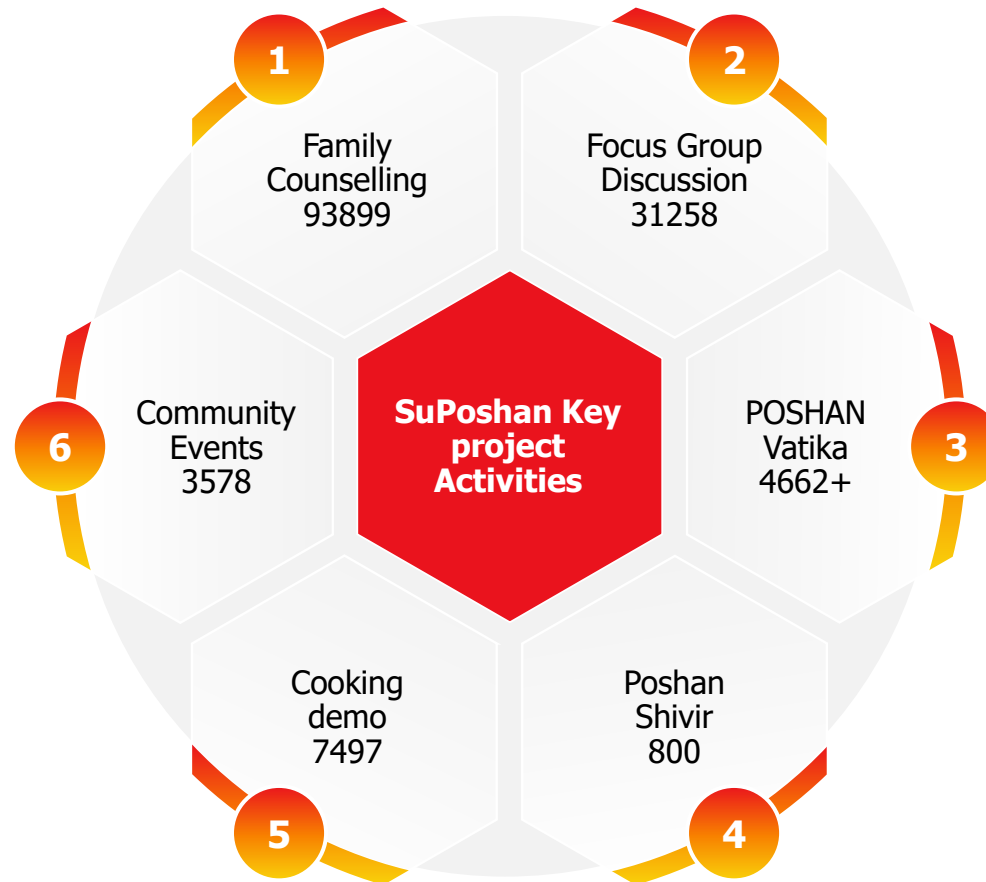
Particulars	Achievement FY 2023- 24 (Till Dec)
1 Total under five children screened	82,700
2 Total complicated SAM children referred to NRC	410
3 Total children shifted from SAM to MAM	1,328
4 Total children converted from Acute Malnutrition to Healthy	5991

- A two-day SuPoshan meet was organized on September 22 & 23, 2023 to provide technical understanding to field level officers and promote cross-learning among teams across 14 sites.
- Fortune SuPoshan was showcased in a 2-day conference on Responsible Business Conduct, Embracing ESG in India on 14-15th December stall at India Habitat Centre, New Delhi.

Zero Hunger


Good Health and Well-Being

Gender Equality



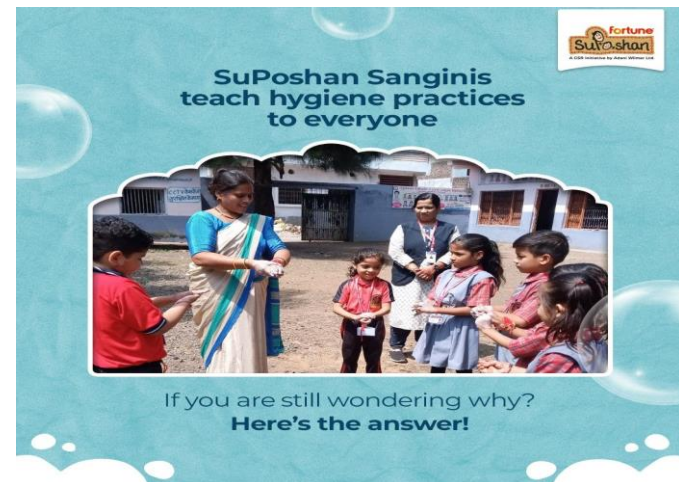
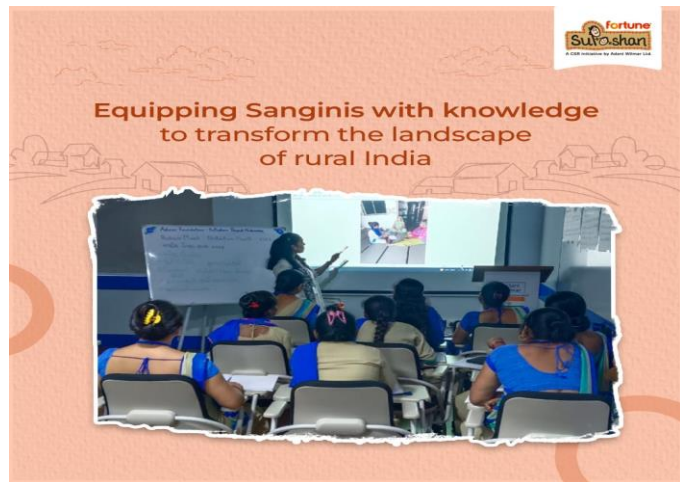


Fortune SuPoshan: Highlights

 Zero Hunger

 Good Health and Well-Being

 Gender Equality







Environment, Social & Governance



Promoting alternative source of power

Green Energy

- Successful solar power implementation at 7 plants out of 23 own units.
- Plan to continue such installation across all plants over the years



Efforts towards reducing water waste

Water Conservation

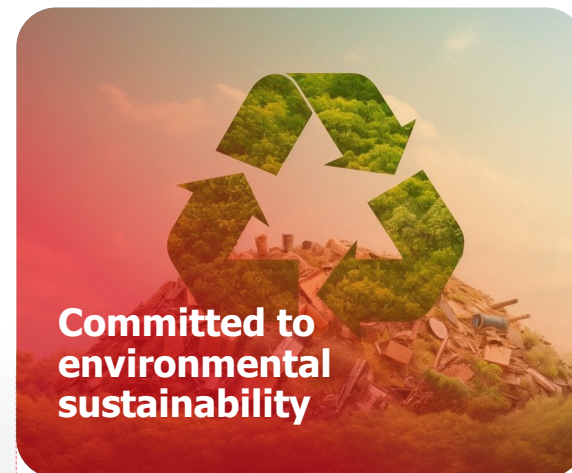
- Zero Liquid Discharge installed at 9 major plants (2900 KL per day)
- ZLD ensures recovery & reuse of water



Spearheading sustainability in Edible oils in India

Sustainable Palm Oil

- Adani Wilmar is amongst the early adopters of Sustainable Palm Oil
- **Traceability:** Over 90% of palm oil Traceable upto Mills
- **RSPO Certified:** All plants are RSPO certified



Committed to environmental sustainability

Recyclable Packaging

- First Edible Oil Company to introduce recyclable packaging
- 98% of packaging is recyclable



Backed by a Professional Management Team with Strong Execution Capabilities

Distinguished Board



Dorab Mistry
Chairman & Independent Director

40+ years of experience



Madhu Rao
Independent Director

+40 years of experience



Kuok Khoon Hong
Non-Executive Vice Chairman

50+ years of experience



Angshu Mallick
MD & CEO

35+ years of experience

Ex-NDDB / Amul



Dipali Sheth
Independent Director

30 years of experience



Anup Shah
Independent Director

+25 years of experience



Ravindra Kumar Singh
Whole-time Director

35+ years of experience

Notable Track Record of Achievements

- Strong stability in the senior management team.
- Strengthening the management team with experienced talent from leading FMCG companies to drive the next phase of growth.
- Proven track record of driving growth and securing dominant market share across multiple categories
- Expertise in creating strong customer propositions, building efficient supply chains, and implementing robust risk management systems.

Experienced and Dedicated Senior Management...



Angshu Mallick
MD & CEO

35+ years of experience

Ex-NDDB / Amul



Shrikant Kanhere
Dy CEO & CFO, Adani Wilmar

25+ years of experience

Ex-Vodafone, RIL



Saumin Sheth
COO

~24 years of experience

With AWL since inception



Mukesh Mishra
Business Head – Edible Oils & Fats

~25 years of experience

Ex-Dabur



Vineeth Viswambharan
Business Head – Wheat Products, Premium Oils, NPD & Personal Care

~23 years of experience

Ex-ITC, Udaan



Rajiv Sharma
Business Head – Rice

~23 years of experience

Ex-Future Group



Rajneesh Bansal
Head - Supply Chain & Logistics

29+ years of experience

Ex-Adani Ports/Enterpsie, ISRO



Ravindra Kumar Singh
Head – Technical

30+ years of experience

Ex-NDDB



Siddhartha Ghosh
CHRO

30+ years of experience

Ex-RIL, Jindal Steel & Power



Venkata Rao
CIO

24+ years of experience

Ex-Emami, ITC, Godfrey Phillips



Vidyashankar Satyakumar
Head - R&D

22+ years of experience

Ex-Britannia

Key Takeaways



Adani Wilmar Limited as of Today



Over 2 decades of trust

Food & FMCG player offering kitchen essentials across India

fortune
edible oils and foods



INR 58,726 Crores

Consolidated Operating Revenue in LTM Dec'24



No. #1 Edible Oil brand
No. #2 wheat flour brand
No. #3 Basmati rice brand

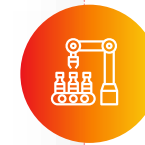


121 Million Household

Pan-India player



2.1 Million Retail Reach



70+ Manufacturing units*

One of the youngest and largest Food FMCG company in India



*including leased units

fortune
edible oils and foods

Leadership Position in our Key Products

Edible Oil



#1 Edible oil brand in India

#1 Soyabean oil, Mustard & Ricebran oil

#2 in Palm oil

#1 in North, East, West & Central markets

Amongst top 5 in South India

#1 in Urban & Rural markets

Food & FMCG



#2 in Wheat Flour (atta)

#3 in Basmati Rice

#2 in Soya Nuggets

Amongst top 2 players in Besan

Industry Essentials



#1 Player in Stearic Acid, Glycerine & Soap Noodles

#1 Castor exporter from India

Consistently gaining market share across key categories

Why staple food category is attractive for AWL?



Large Category



Center of the plate

Huge TAM

India is the largest exporter of rice

High Growth Potential



Highly unorganized

Branded Staples growing faster

Few pan-India players

Strong Assets



'Fortune' Brand

23 Own Manufacturing Plants

10,000+ distributors*

Strong Capabilities



Integrated business model from Sourcing to Sales

Risk Management in agri-commodities

25 years expertise

Wilmar Group expertise in agri-commodities & oleochemicals

*including Sub-distributors



AWL Structural Advantages



Packaged Staple Foods is an attractive industry with large TAM of ~\$90bn



Portfolio Advantage: Common capabilities (agri-sourcing, co-manufacturing, logistics) and common customer (distributor, consumer) across all our products. This enables focus and highly efficient systems built for scale



Branded penetration in staple foods is less than 15%. Branded sale is expected to grow rapidly due to consumer preference shifting towards branded products



Value added products – continued forward integration of products is margin accretive



Structurally low-cost operating model with large and strategically placed manufacturing units. Co-manufacturing locations give scale advantage in manufacturing & logistics



Logistic advantage provided by large scale of edible oil business. ~500+ trucks dispatched daily can cost-effectively carry any new product across India, along with good frequency

Well positioned to capture demand driven by increasing per capita income in India



AWL's Strengths



Fast-paced growth at scale



Proven Track record (leadership position or amongst Top-3 in multiple categories)



Large addressable market



Potential for margin improvement



Large distribution network



Leverage existing setup to scale up new categories



Support of 2 strong promoter groups



Strong Manufacturing setup



Few competitors at national level



Strong Brand Portfolio



Exports & HoReCa opportunity



Frugal operations





Multiple levers available to sustain fast growth and enhance margins



Growth Levers



Margin Levers

Edible Oil



- › Continue to **gain market share** in a highly fragmented market (2000+ brands), primarily in under-indexed markets and categories
- › Increase **distribution network**

- › Increase **premiumization** in our strong markets
- › Grow **margin accretive categories** like Mustard, Sunflower through regional strategies
- › **Improve mix of 'Fortune' brand**, through improved distribution and better consumer connects
- › **Improve mix of value-added** edible oils like blended oils, cold-pressed oils

Food & FMCG



- › Leverage edible oil distribution to **increase penetration**
- › **Enter into more categories** that are forward integration of Rice, flour
- › **Enhance in-house manufacturing capacities**
- › **Launch cleaning products** for HORECA and mass segment in retail, only as forward integration of our Industry essential products

- › **Fine tune operating model** of margin-accretive categories like Basmati Rice
- › **Normalize investments** in the segment after reaching scale
- › **Launch value-added products** to enhance margins
- › Leverage Wilmar's R&D to **launch application-specific products** in staples
- › **Acquire** regional players **in value-added categories**

Industry Essentials



- › In-house **capacity expansion**
 - › **Leverage R&D of Wilmar** for specialty chemicals
 - › **Build presence across segments** – Food additives, home & personal care, plastic & polymers, lubricants & petrochemicals, agrochemicals
-
- › Become **leading specialty chemical player** in India; additionally lead in Green products
 - › Improve the **mix of specialty chemicals** in our portfolio through in-house processing facilities
 - › **Derivatization of basic oleo** chemicals and castor oil for significant enhancement of margins



#ruknamat

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