

PFL/2023**February 08, 2023**

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,

Sub.: Outcome of Schedule of Investors meeting under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015

This is further to our letter dated 07.02.2023 regarding above.

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the officials of our Company i.e. Patanjali Foods Limited (formerly known as Ruchi Soya Industries Limited) ("the Company") have interacted with investors at the following Investor Conference:

Date	Particulars	Type of Meeting
08-02-2023	Antique's Annual Investor Conference	Investor Conference (In-Person)

We attach herewith a copy of presentation made during the meeting for your records.

The presentation is also available on our website www.patanjalifoods.com.

It is for your information and records please.

Yours faithfully,

For Patanjali Foods Limited

(formerly known as Ruchi Soya Industries Limited)

Ramji Lal Gupta**Company Secretary**

Encl.: As above



PATANJALI FOODS LIMITED

(Formerly known as Ruchi Soya Industries Limited)

**Investors Presentation
February, 2023**

Disclaimer

This document also contains certain forward-looking statements relating to the business, financial performance, strategy and results of the Company and/or the industry in which it operates. Forward-looking statements are statements concerning future circumstances and results, and any other statements that are not historical facts, generally identified by the words “aim”, “anticipate”, “believe”, “expect”, “estimate”, “intend”, “likely to”, “objective”, “plan”, “project”, “propose”, “will”, “will continue”, “seek to”, “will pursue” or other words or phrases of similar import. The forward-looking statements contained in this Presentation, including those extracted from third party sources, are based on certain beliefs, plans and expectations of the Company about the future, and are uncertain and subject to risks.

Although the Company believes that such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met. A multitude of factors including, but not limited to, changes in demand, competition and technology, can cause actual events, performance or results to differ significantly from any anticipated development. Neither the Company nor its affiliates or advisors or representatives, including the BRLMs, nor any such person’s officers or employees guarantee that the assumptions underlying such forward-looking statements are free from errors, nor do any such persons or entities accept any responsibility for the future accuracy of the forward-looking statements contained in this Presentation or the actual occurrence of the forecast developments. The information in this Presentation is subject to change without notice, its accuracy is not guaranteed, it may be incomplete or condensed and it may not contain all material information concerning the Company.

The Company expressly disclaims any obligation or undertaking to release any update or revisions to any forward-looking statements in this Presentation as a result of any change in expectations or any change in events, conditions, assumptions or circumstances on which these forward-looking statements are based.

Certain data contained in this Presentation was obtained from various external data sources and the report titled ‘Report on Indian Packaged Food Industry’, dated June 10, 2021 prepared by Technopak Advisors Private Limited.



ATMA NIRBHARTA SE ATMASAMMAAN TAK, EK SANKALP

1. Company Overview
2. Business Overview
3. Industry Overview
4. Strategy and Initiatives
5. Way Forward
6. Financial Overview



Business Overview

- Large diversified conglomerate with focus on FMCG and FMHG segments
- Part of the **Patanjali Group**, one of India’s leading FMCG, health and wellness company
- **Strategic Manufacturing facilities:** 25⁽¹⁾ processing plants (of which 19 are operational processing plants) across India, and access to 43 contract manufacturing units⁽¹⁾
- Present across the **entire value chain** in palm and soya segment, with a healthy mix of upstream and downstream business
- Well diversified portfolio to cater a wide spectrum of consumer preferences and market trends in different income segments of retail market

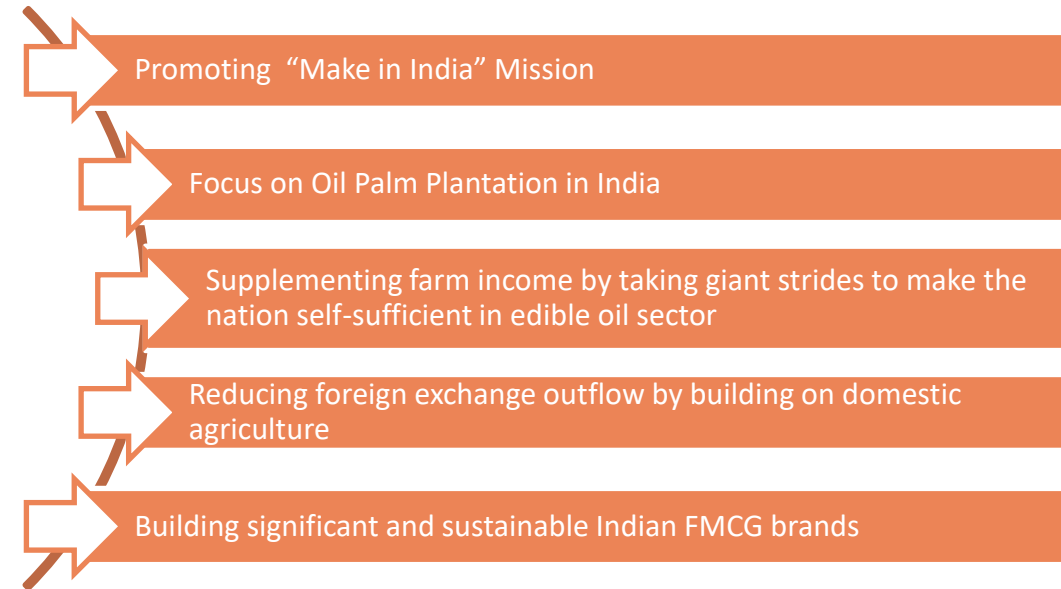
Our Vision

- “To be India’s leading edible oil & food company by building profitable brands that delight consumers by meeting their everyday health & nutrition needs at the best value.”

ATMA NIRBHARTA SE ATMASAMMAAN TAK, EK SANKALP

- The clarion call for Atmanirbharta or self-sufficiency has stirred the nation. It has also inspired each of us in the revitalised Patanjali Foods Limited
- We will surge ahead, build on the rich legacy of the company and contribute to the nation.
- By building linkages that connect farmers, food processors, snack food and meal manufacturers and consumers, we will usher in win-win opportunities for growth across the nation. We will take Patanjali Foods to new heights and transform your Company into India’s leading FMCG entity. **THIS IS OUR SANKALP.**

We aim to achieve self-reliance by



Note: (1) Includes the biscuit plant acquired as part of the Business Transfer Agreement with Patanjali Group. (2) TSP = Textured Soya Products.

PATANJALI®

PATANJALI FOODS LIMITED

(Formerly known as Ruchi Soya Industries Limited)



Company Overview

Strictly Private and Confidential

Patanjali Foods Limited – Key Milestones



18th Dec, 2019
Patanjali Resolution Plan approved and implemented as per NCLT orders

May/June, 2021
Acquires Biscuits Cookies & Rusk, Noodles & Breakfast Cereals Business from Patanjali Ayurved Limited (PAL)

June, 2021
Launch of Nutraceutical Business

March, 2022
Successful completion of maiden FPO of Rs. 4,300 crore

8th April, 2022
Listing of FPO on NSE/BSE, with 40% return over FPO price.

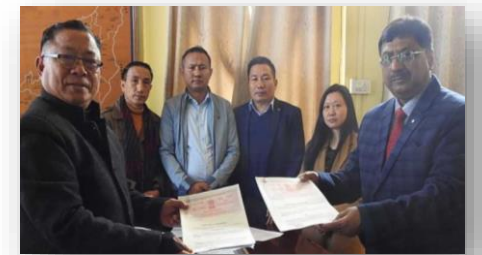
8th April, 2022
Prepayment of entire Debt. Company becomes debt free.

24th June 22
Change of name to Patanjali Foods Limited.

1st July, 22
Transfer of Food Business from Patanjali Ayurved Ltd. on a Slump Sale basis for Rs. 690 cr

31st Aug, 22
Laid foundation for palm oil mill in Arunachal Pradesh

31st Jan, 23
signed MoU in Nagaland for oil palm cultivation



BOARD OF DIRECTORS



Acharya Balkrishna Ji – Chairman & Non-Executive Director

- Received the “UNSDG 10 Most Influential People in Healthcare”
- Managing Director of Patanjali Ayurved Limited from Oct, 2007
- General secretary of Divya Yog Mandir Trust
- “Indian of the year business category -2017” award by CNN-News 18 in 2017



Sh. Ram Bharat - Managing Director

- Associated with the Patanjali Group for a decade having joined on October 1, 2011
- Associated with our Company since implementation of the Patanjali Resolution Plan
- Also serves as non-executive director and director on boards of other Patanjali Group of companies



Dr. Tejendra Mohan Bhasin - Independent Director

- Ex-vigilance commissioner of the Central Vigilance Commission, appointed by the President of India
- Former Executive director on the board of United Bank of India and the chairman and managing director of Indian Bank
- Chairman of Advisory Board for Banking Frauds constituted by the central vigilance commission, in consultation with RBI



Swami Ramdev Ji - Non-executive Director

- President of Divya Yog Mandir
- Doctor of Science (Honoris Causa) from Dr. D. Y. Patil Vidyapeeth, Pune
- Doctor of Philosophy (Honoris Causa) from KIIT University, Bhubaneswar
- Doctor of Science (Honoris Causa) from Amity University, Uttar Pradesh
- Doctor of Laws (Honoris Causa) from Berhampur University



Dr. Girish Ahuja - Independent Director

- Director on the boards of Amber Enterprises India Limited, Devyani Food Industries Limited, RJ Corp Limited, Flair Publications Private Limited, Unitech Limited, Sidwal Refrigeration Industries Private Limited, Ever Electronics Private Limited
- Authored 22 books on the Indian taxation system
- CA and Doctorate in philosophy from Delhi University



Justice Gyan Sudha Misra (Retd.)- Independent Director

- She is a retired Judge of the Supreme Court of India
- Director on the boards of Indiabulls Real Estate Limited, Indiabulls Housing Finance Limited, Yaarii Digital Integrated Services Limited, Olectra Greentech Limited and Indiabulls Life Insurance Company Limited

Business Verticals



1 FOODS BUSINESS

- A. Newly acquired food division of Patanjali Ayurveda Ltd (**8 Categories – 242 Products in 536 SKUs including Ghee, Chyawanprash, Honey etc.**)
- B. Soya Flour & TSP⁽²⁾
- C. Biscuits, Cookies and Rusks, Noodles & Breakfast cereals



2 NUTRACEUTICALS

- Forayed into the Nutraceuticals and Wellness segment in the first quarter of FY2022.
- Co-branded under Patanjali and Nutrela brand names
- Key Segments:**
 - Sports Nutrition
 - Medical Nutrition
 - General Nutrition



3 OIL PALM PLANTATION

- Leading Indian player; MoUs with **11 state** govt.
- **Allocated area of 6.23 lakh hectares**, of which 62,102 hectares is under cultivation
- Presence in **11 states**, engagement with **44,026 farm families**



4 EDIBLE OIL

- One of the **largest edible oil refining** company in India
- Brands across mass, value & premium segment
- Key Brands:** Ruchi Gold, Mahakosh, Sunrich, Ruchi Star, Nutrela



5 OTHERS

- Oleochemicals:**
 - value-based derivatives of castor, soya and palm
 - Domestic & export
- Wind Power:**
 - Capacities across 11 locations with a total capacity of 84.6 MW

Note: (1) Includes the biscuit plant acquired as part of the Business Transfer Agreement with Patanjali Group. (2) TSP = Textured Soya Products.

TRANSFER OF PATANJALI'S FOOD PORTFOLIO w.e.f 1st July 2022

242 Products- 8 categories, 536 SKUs

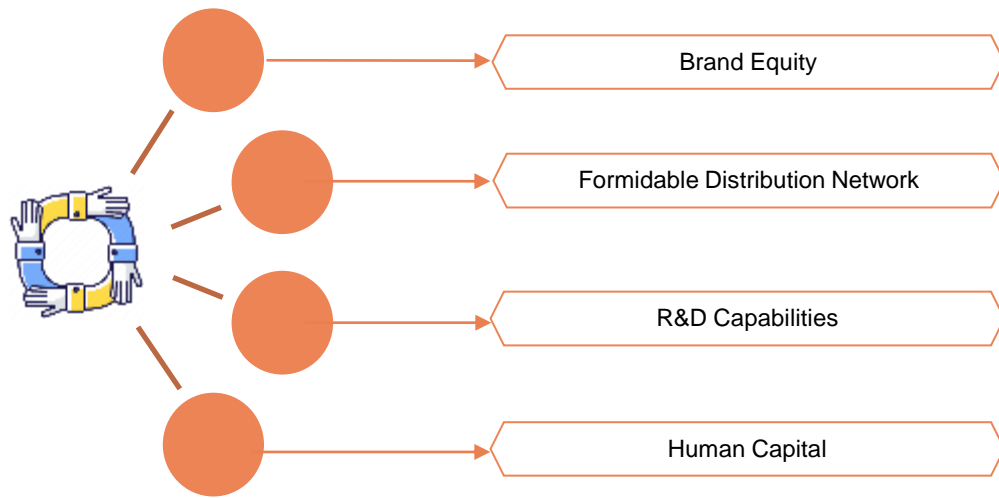
@

₹ 690 crore

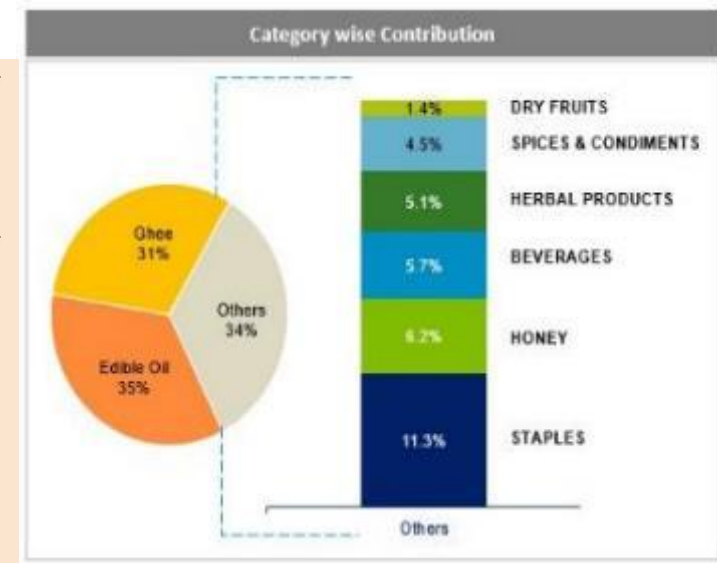


Ghee	Beverages	Spices & Condiments	Herbal Products	Dry Fruits	Honey	Staples	Edible Oil
<ul style="list-style-type: none"> Cow Ghee 	<ul style="list-style-type: none"> Aloevera juice, Amla Juice Medicated juices Fruit juice & beverages 	<ul style="list-style-type: none"> Spices Candy, Murabba, Jam, Ketchup, Pickle 	<ul style="list-style-type: none"> Chyawanprash Badam Pak, Musli Pak Herbal Powervita 	<ul style="list-style-type: none"> Dry Fruits Madhuram, Kesar 	<ul style="list-style-type: none"> Honey 	<ul style="list-style-type: none"> Whole wheat traditional Chakki Atta Pulses, other staples 	<ul style="list-style-type: none"> Mustard oil, Rice bran oil Other physically refined oil

Synergies



- **Edible Oil; largest category**, accounting for 1/3rd of revenue has the potential to grow multi-fold on strong and well developed edible oil distribution base of Ruchi Soya Industries
- **Top 2 products; Edible Oil and Ghee** contribute to 66% of total sale.
- **Next 6 categories** contribute to 34% revenue share; potential to grow multi-fold by leveraging 'Nutrela' distribution base.
- Consists of both **high-margin, high-growth products** along with **high-volume, moderate growth products** which shall have a positive impact on margin profile of the company.



Biscuits, Cookies and Rusks

- Entered the segment in May 2021 by acquiring it from Patanjali Natural Biscuits Private Limited (“PNBPL”) at a consideration of INR 60 crores⁽²⁾
- Pioneers in atta biscuit with high fibre and one of the leaders in Milk biscuits under the brand name “Doodh”
- Equipped with advanced equipment and modern technology
- Automatic manufacturing in different stages: processing of raw materials, mixing, moulding / cutting, baking and packing
- Units are ISO 22000 and HACCP certified



Edible Soya Flour and Textured Soya Protein (“TSP”)

- Products are sold under ‘Nutrela’ brand over 3 decades
- One of the highest exporters of value-added soya products and by-products, to more than 31 countries in the world
- Launched a health portal www.nutrelahealth.com and “OrderMe’ app



Noodles & Breakfast cereals

- Acquired breakfast cereals and atta (wheat) noodles product category, in June 2021 from Patanjali Group
- Sale of Healthier version (whole wheat) noodles and breakfast cereals, under the “Patanjali” brand name
- Access to 4 contract manufacturing units at Rajasthan, Uttarakhand and Haryana under the “Patanjali Assignment Agreement”
- Contract manufacturing enables low capital expenditure



Company Revenues

Revenues (in INR Cr.)	Q3FY23
Food Business Acquired from Patanjali Ayurved Ltd.*	1,083
Biscuits & Rusk, Noodles and Breakfast Cereals	306
Nutrela - TSP & related Products	135
Nutraceuticals	11

(* Estimated revenue of Patanjali Ayurved Ltd. before acquisition by Patanjali Foods Ltd.)

2 Nutraceuticals and Wellness Products

About the Business

Business Segment

Product Features

- 100% Vegetarian
- Advanced technologies
- Natural, Non-GMO Products⁽²⁾
- Confirms regulatory specifications

Manufacturing

- Manufacturing at state of art plant located at Patanjali Food and Herbal Park, Haridwar under contract manufacturing agreement

Distribution

- Explore both offline and online avenues of distribution to maximize reach
- Nutraceuticals will be marketed through various sales channels of RSIL and of PAL⁽²⁾ including Patanjali Order Me app

General Nutrition

Overall health and general wellness such as multi vitamins and weight management

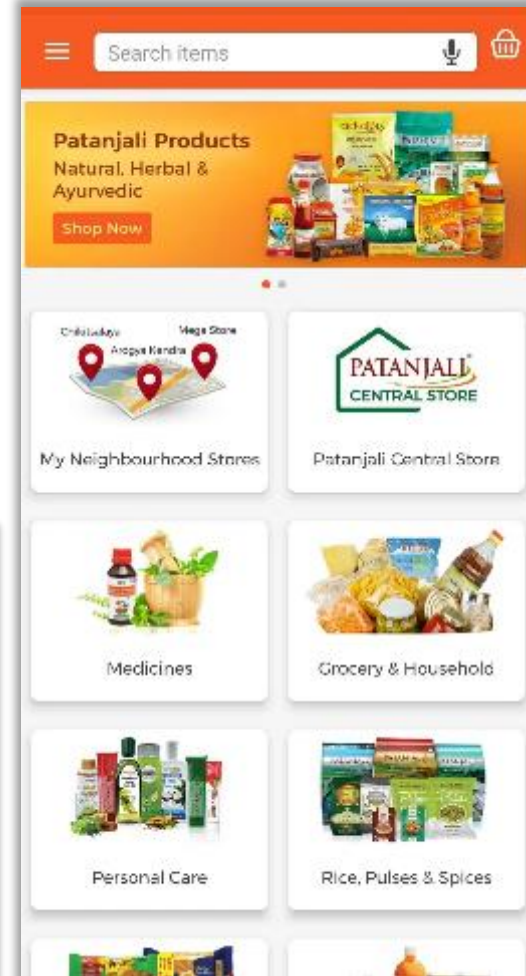
Sports Nutrition

Energy supplements and mass / muscle gainers

Medical Nutrition

Diabetic nutrition, dialysis nutrition, bone health, anemics etc.

Order Me App



Emerging Trends in Industry

Transparent and Effective Education for consumers

- The players are undertaking the task of educating the consumers by sharing detailed information about the products and the advantages and functions

Consistent Product Improvement

- Companies are working on number of factors like enhanced quality levels of the product, improved transparency, and aggressive pricing to widen the consumption

Opportunity for new players

- High cost and long-time frames of product development are entry barriers for new players. FSSAI have been working on regulations, which will open avenues for new entrepreneurs

Patanjali Foods and Herbal Park Pvt. Ltd.



About the Business

- Largest oil palm plantation company in India, with allocated area of 6.23 lakh hectares, of which 62,102 hectares is currently being utilized
- Backward integration strategy to create one of the largest palm oil plantation companies in India
- Public Private Partnership Business model, allows company to maintain an asset-light business model
- Completely digitized procurement and payment process
- GEO tagging and other technological support

Manufacturing Facilities

4 Palm oil mills in India

 Ampapuram
(Vijayawada)⁽³⁾

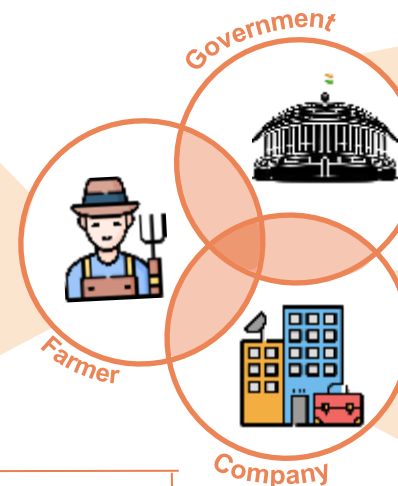
 Peddapuram
(Kakinada)⁽³⁾

Plant	Dec'22	Sept'22	Mar'22	Mar'21
Installed Capacity	9,00,000	9,00,000	9,00,000	9,00,000
Actual FFBs procured	4,42,464	3,33,180	4,67,500	3,84,145

* Annual average capex requirement of ~Rs. 50 crore

Tripartite agreement

- Provision of continued assistance and supervision from experts on plantation maintenance and improvement.
- Once the produce is collected, farmers' bank accounts are credited with money within 15 days without any intermediaries.
- Price of produce is based on a scientific formula derived by the Government of India on periodic basis.



- Based on the Oil Palm Act put forth by State Governments, companies are allotted respective zones for carrying out the Oil Palm Project.

- Palm Oil producing companies start operations by setting up nurseries to supply quality saplings at subsidized costs to the farmer.
- Companies then initiate activities like area expansion and crop management via their respective extension teams. Fertilizers and other plant inputs are provided by the companies to the farmers at subsidized costs.

Allocated Area for Plantation	6.23 lakh Hectares
Area Utilized	62,102 Hectares
Farmer information cum FFB collection centres	190
Fertiliser Godowns	23
State-of-art Nurseries	24

Location	Collection Centres	Fertilizer Godowns
Peddapuram (AP)	58	17
Ampapuram (AP+TS)	34	3
Mysore (Karnataka)	89	3
Telengana	7	-
Odisha	2	-
Total	190	23

44,026 farmer beneficiaries across 11 states

Palm Plantation Cycle

 Gestation period/
Plantation Phase

Harvesting Phase

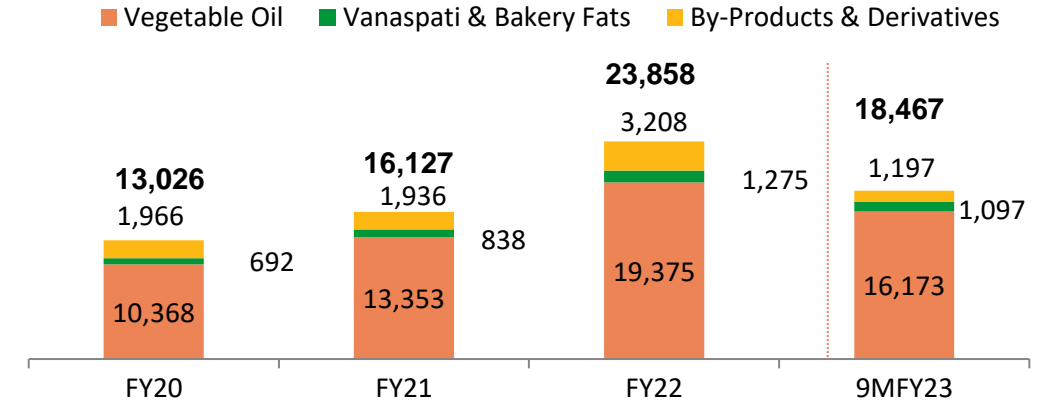


Business & Brands

- ✓ Recognized amongst the largest branded oil packaged food companies, with a strong and robust portfolio of brands in various types of cooking oils under categories such as soyabean, mustard, sunflower, palm, cottonseed and groundnut.

	Focused on middle income segment with multiple oil varieties
	<ul style="list-style-type: none"> • Market leadership position • India's highest selling palm oil brand
	Mid market sunflower oil brand
	Premium & Blended Oils, Soya Chunks, Honey and Atta
	Contains vitamin E, which is known to boost immunity
	Extremely strong equity and recall in various parts of North, East, Central and West India

Operational & Financial Metrics

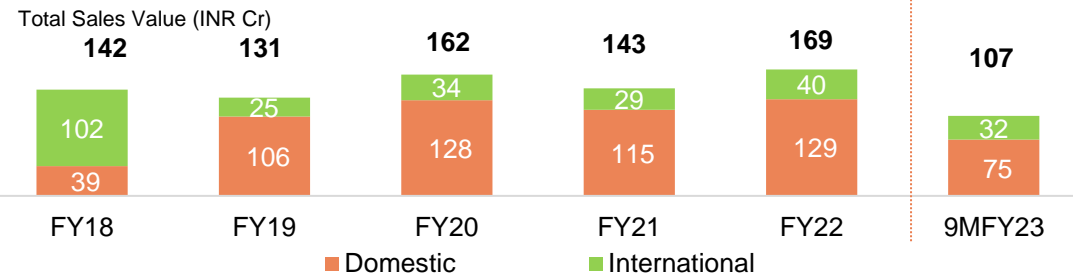


Edible Oils as on Dec, 2022	Installed Capacity (MTPA)
Refining	33.36
Soya Crushing	37.18
Palm Crushing	9.08
Mustard Crushing	1.92
Vanaspati	5.90
TSP & Other	0.95
Oleo-chemical	1.35

About the Business - Oleochemicals

Downstream business utilizes the by-products produced primarily from the edible oil refineries which are exported to more than 20 countries.

Operational & Financial Metrics - Oleochemicals



Manufacturing Facility - Oleochemicals

- Located in Gandhidham (Gujarat) with close proximity to the Kandla and Mundra port
- **Plant Capacity:** 42,000 MT of soap noodles, 35,000 MT of split fatty acids, 33,600 MT of toilet soap, 15,000 MT of castor derivatives (including hydrogenation) and 9,000 MT of refined glycerine
- **Facility Certifications:** Kosher, Halal, ISO 9001:2015

Some uses of Oleochemicals



Paints Industry



Cosmetic Industry



Soaps, Shampoos, Toothpastes, etc.



Pharma Industry

About the Business - Renewable Energy – Wind Power

- Company has a total installed capacity of Wind Power Generation of ~84.6 MW across 11 locations across 6 states with 89 Wind Turbines (WTG) having
- All the wind projects are carbon credit registered.

Manufacturing Facility - Renewable Energy – Wind Power

Location	Capacity (MW)
MP (PPA with Govt.)	48.0
MP (Captive)	9.1
Rajasthan (PPA with Govt.)	18.0
Tamil Nadu (Captive)	2.5
Karnataka (Captive)	3.0
Gujarat (Captive)	1.5
Maharashtra (PPA with Govt.)	2.5
Total	84.6

Strong, Established and Extensive Distribution Network

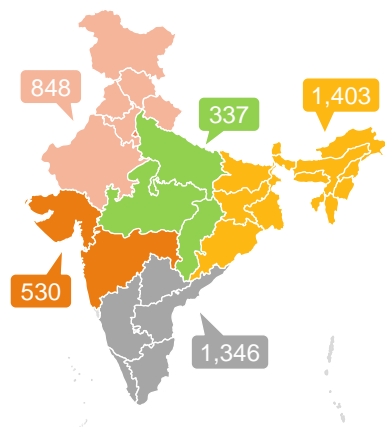
Strong, established and extensive distribution network in India

Modern Trade & E-Commerce Presence



BIGBASKET

Wide Distribution Network



Extensive distribution network throughout India

4,763 distributors

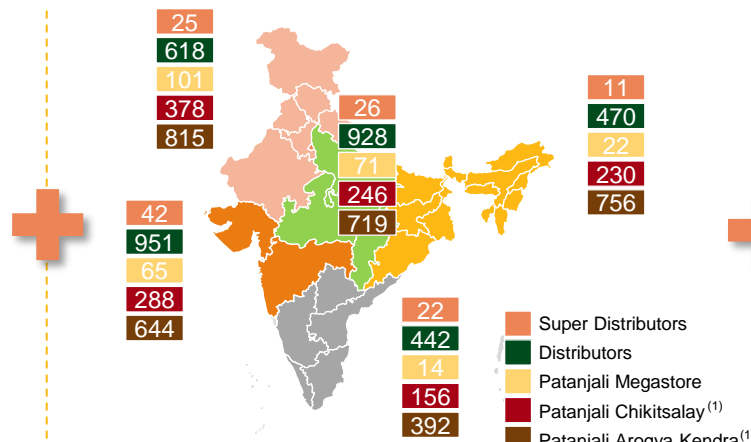
~100 Sale Depots

Exports to 31 countries⁽⁷⁾

4,57,788 retail outlets

WALMART

Access to Patanjali's Distribution Network⁽³⁾⁽⁶⁾



2,839 Distributors

1,092 Chikitsalaya⁽¹⁾

305 Mega Store

5,24,343 Customer Touch Points⁽²⁾

MORE

104 Super Distributor

3,260 Arogya Kendra⁽¹⁾

78,519 Pharmacies

METRO
CASH & CARRY

Orderme App from Patanjali



Specialized Distribution for TSP⁽⁴⁾

While most edible oil players use their edible oil distribution networks for selling soya chunks, for its Nutrela TSP the company has its specialized distribution network of more than 1,000 unique touch points across India

Focusing on expanding our distribution network for increased penetration in metros, semi-urban and rural markets

Note: (1) Healthcare centres operated by Patanjali Group. (2) Includes 47,316 Pharmacies. (3) Distributor Agreement between Ruchi Soya and Patanjali Ayurveda Limited (PAL) as of June 2, 2021. As per the agreement, PAL is appointed as an non-exclusive authorized distributor of Ruchi Soya. PAL can further engage any sub-distributor, super distributor and/or any exclusive store. (4) TSP = Textured Soya Products. (5) Includes Modern Trade, Exports and Institutional Sales. (6) As on 31st March, 2021. (7) As on 31st December, 2020.

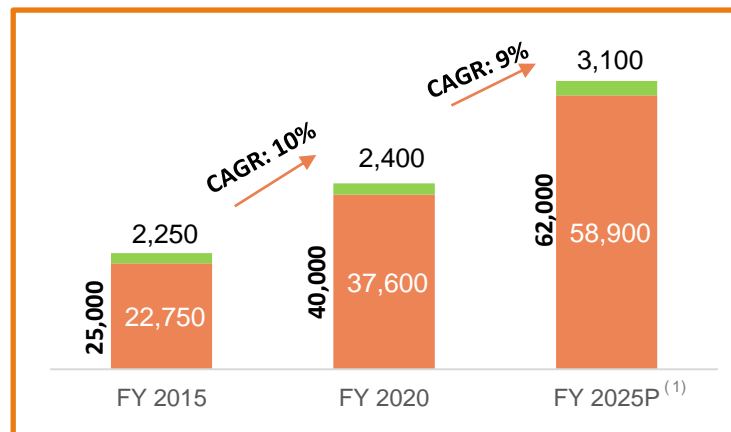
Industry Overview - Foods Business

Packaged Food Retail Market:

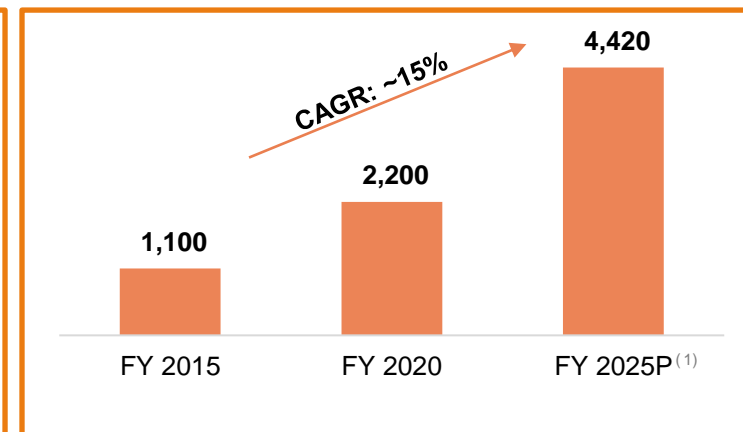
- The **Indian packaged food retail market**, estimated at around ₹6,00,000 crore is only about 15% of the total food and grocery retail market, which is estimated to be pegged at around ₹39,45,000 crore. According to Technopak Research, it is expected to reach ₹1,013,000 crore by FY 2024-25.
- According to Technopak Research, the **branded soya chunks market** in India stood at ₹1,000 crore. This is expected to jump to ₹1,900 crore by FY 2024-25.
- India is one of the largest biscuit manufacturing countries after the US and China. The **Indian biscuit market size** is estimated to be ₹40,000 Cr in 2020 representing and is expected to grow at a CAGR of 9% till 2025 and reach ₹62,000 Cr. This growth will increase India's share in the global market to ~6% by 2025.
- The size of the overall **noodles & pastas market** in India is estimated to be at ₹7,800 Cr in FY 2020 and is expected to grow at a high CAGR of 10% to reach a market size of ~₹12,500 Cr by FY 2025.

Market Size

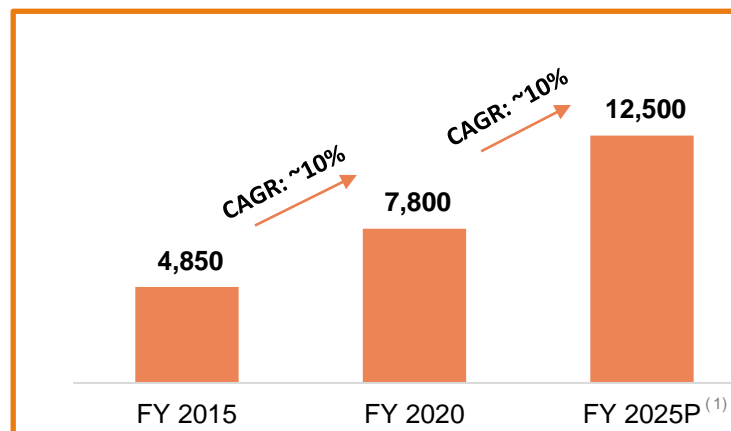
Biscuits, cookies & Rusks



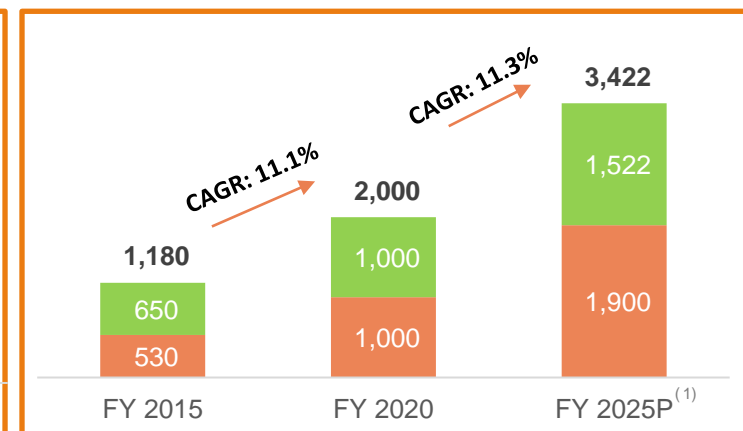
Breakfast Cereal



Noodles



TSP

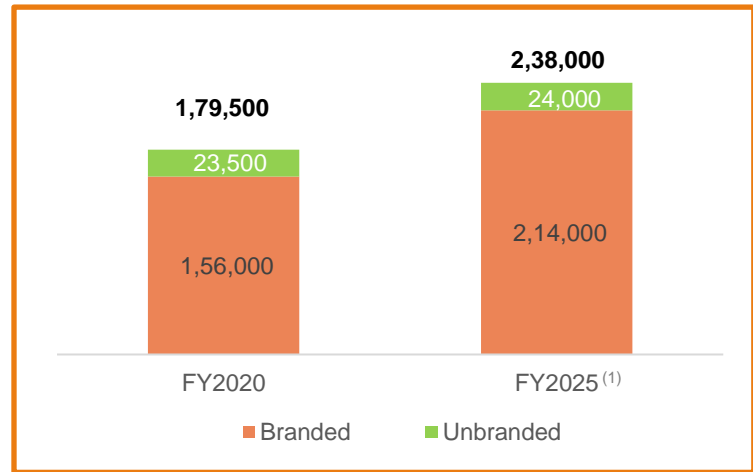


Industry Overview: Nutraceuticals and Wellness Products

Edible Oil:

- India is the world's second-largest consumer and number one importer of vegetable oil, consuming around 23 million tons of edible oil every year
- The Solvent Extractors' Association of India (SEA) has estimated that India's edible oil consumption would surge to 25-27 million tons by FY 2025-26.
- India's edible oil industry is fragmented wherein 13% of oil is sold as loose/unbranded.
- Out of the total, the market size of the unbranded market stood at ₹23,500 crore. The market is estimated to grow to ₹2,38,000 crore by FY 2024-25, with the size of unbranded market at ₹24,000 crore, signaling formalization of the sector with organized players gaining more share from the unorganized sector.

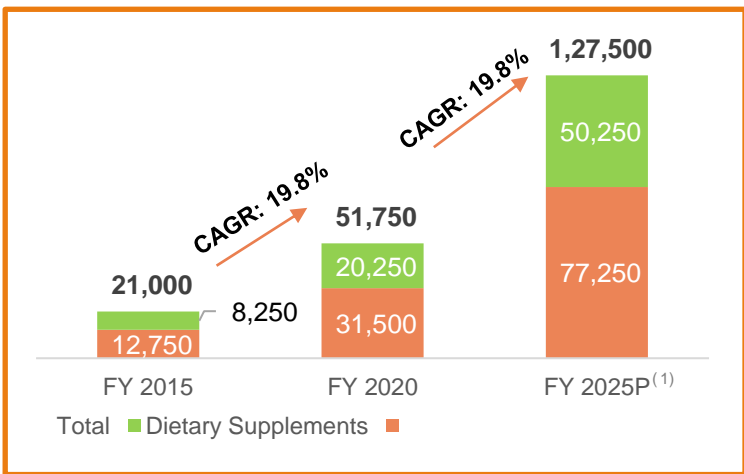
Edible Oil, its By-products and Derivatives



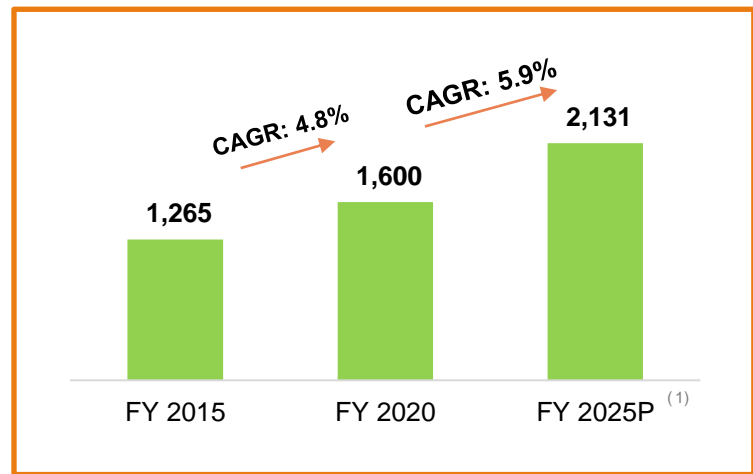
Nutraceuticals and wellness Products:

- Technopak estimates the Indian nutraceutical market is estimated to be around ₹51,750 crores in FY 2020 and is expected to reach approx. ₹1,27,500 crores by FY 2025, growing at a high CAGR of 20% on the back of rising demand for dietary supplements from upper and middle class

Nutraceuticals and Wellness Products



Oleochemicals



Oleochemicals:

- In FY20, the Indian oleochemicals industry size was estimated at 16 Lakh MT, expected to grow at a CAGR of 5.9%

Note: (1) P = Projection.
Source: Technopak Report.

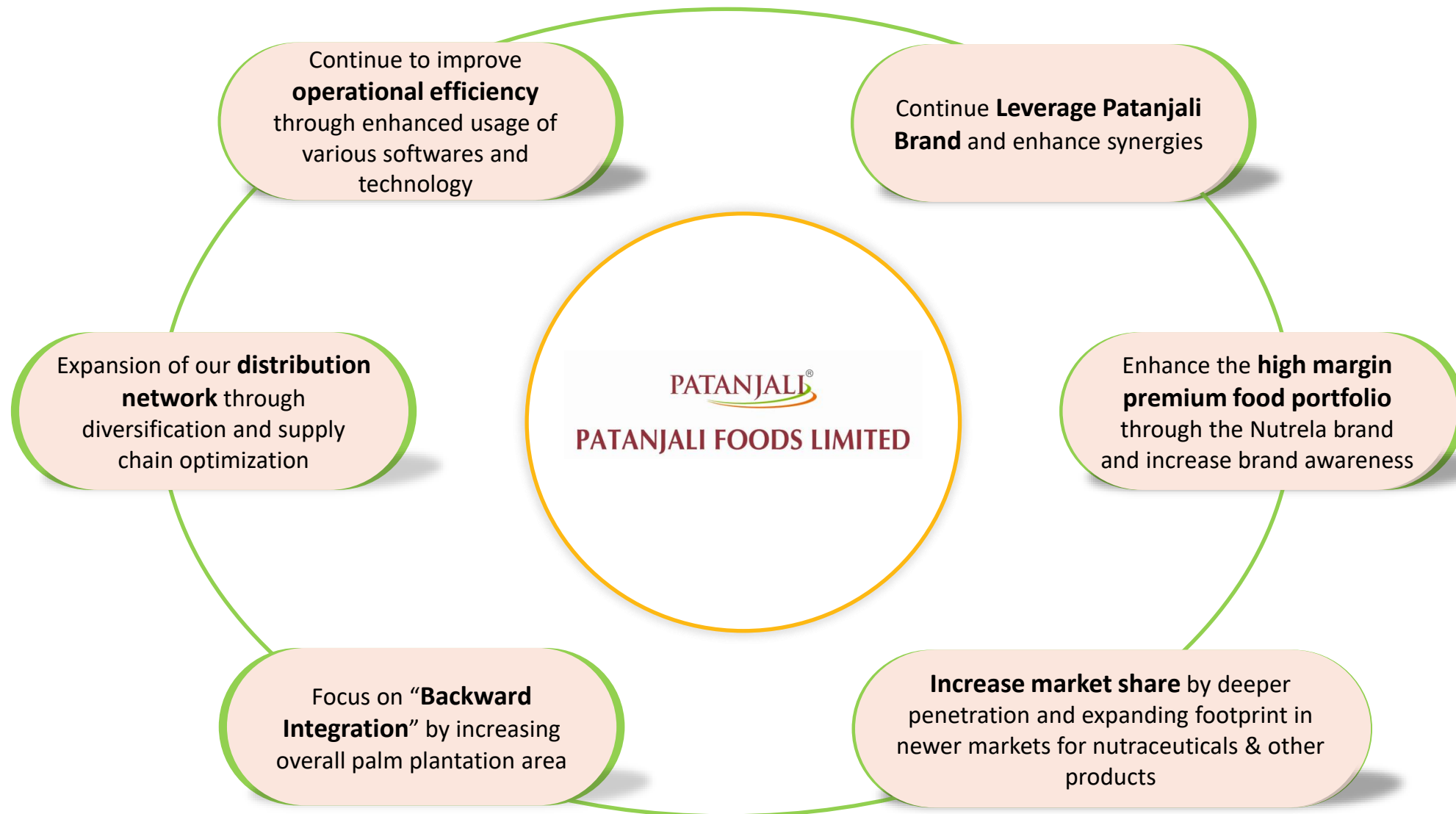
PATANJALI®

PATANJALI FOODS LIMITED

(Formerly known as Ruchi Soya Industries Limited)



Strategy and Initiatives



New Initiatives

Expanding “Nutrela” category

- Adding Soya Snacks, RTE/RTC range of Nutrela chunks, repositioning Atta and focus on premium range edible oils volumes
- Undertaking rebranding exercise and pricing strategy is being finalised keeping in line with market trends and expansion strategy.

Expanding Export Markets

- Exploring new Export Markets for biscuits, Nutrela Soya Products, Nutraceuticals etc for which a team is already onboarded.
- Target to reach 250-300 crs of additional exports in the next 12 months

Fostering Digital Growth

- Working aggressively towards strengthening ecommerce sales across platforms to cater to B2C segment
- Launched ‘OrderMe’ app in line to the changing consumer preferences and personalise the user experience

Business unit for structured Finance

- Set up Business Unit for structured finance to leverage domestic and international trade flows, to reduce cost of funds and develop new margin streams.

New Product Development

- Evaluating launch of soya snacks, soya chaap, virgin palm oil, premium blended oil
- Added physical Refined edible oils range to our product portfolio wef 1st July 2022
- Plan to introduce premium biscuit range, premium products in food space etc

Growing Institutional Channel

- From NIL to ~100,000 lakh tons of institutional edible oil sales
- On boarded major bakeries, paint industry customers, State Governments, Army etc

PATANJALI®

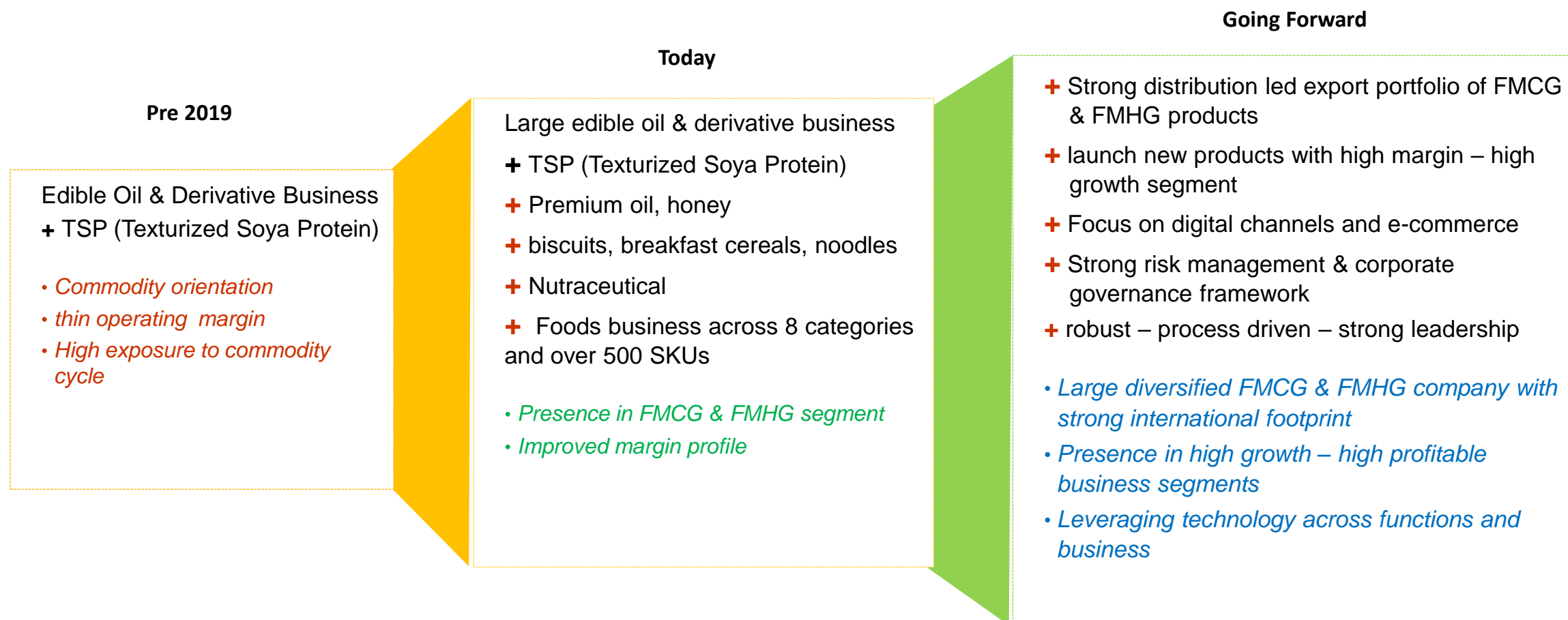
PATANJALI FOODS LIMITED

(Formerly known as Ruchi Soya Industries Limited)



The way forward

Transformation Journey & Future Outlook





PATANJALI FOODS LIMITED

(Formerly known as Ruchi Soya Industries Limited)



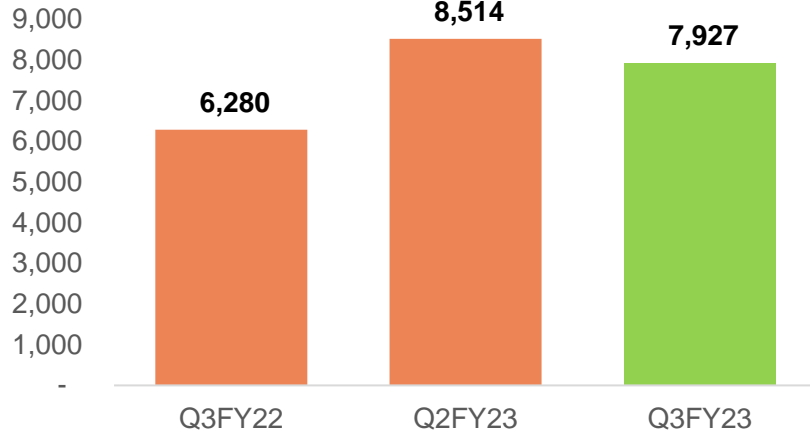
Financial Overview

Strictly Private and Confidential

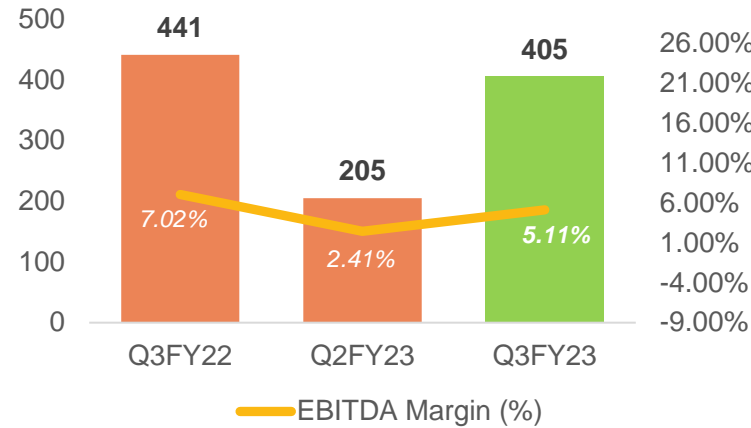
Q3&9MFY23 Financial performance snapshot

Q3 FY22 performance

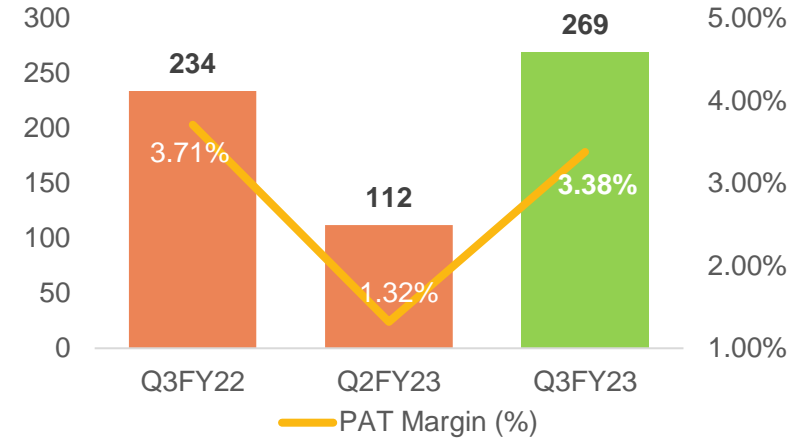
Revenue (in INR cr.)



EBITDA (in INR cr.) and EBITDA (%)

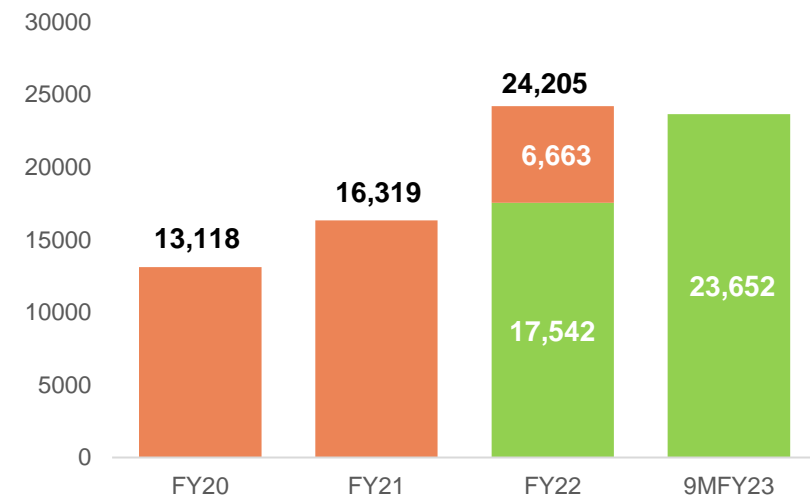


PAT (in INR cr.) and PAT (%)

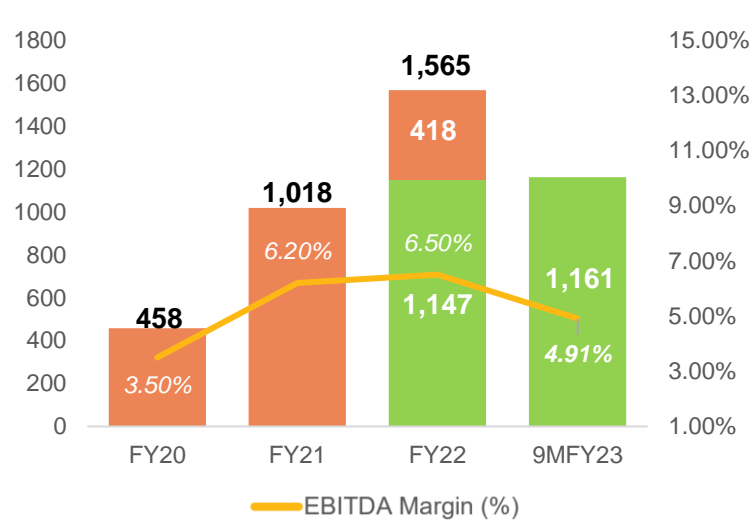


9M FY22 performance

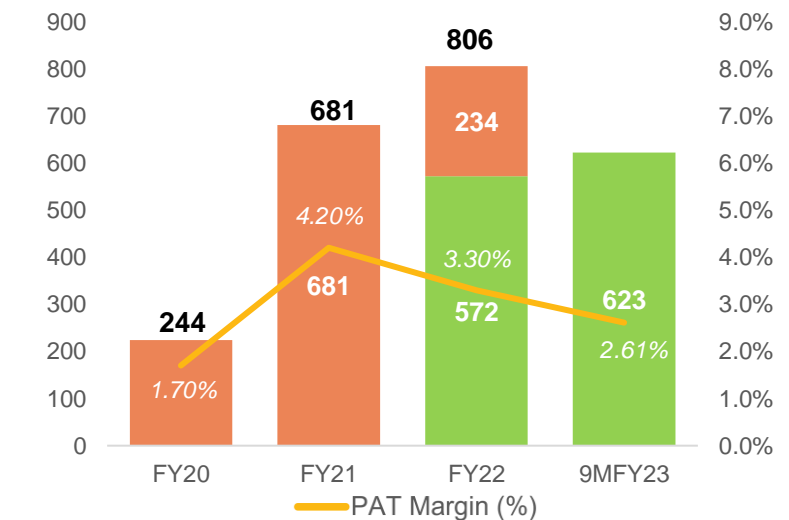
Revenue (in INR cr.)



EBITDA (in INR cr.) and EBITDA (%)



PAT (in INR cr.) and PAT (%)



Appendix: Financial Statements

Select Statement of Profit and Loss Items

(INR Cr)	2018	2019	2020	2021	2022	9MFY23
Income						
Revenue from operations	11,994	12,729	13,118	16,319	24,205	23,652
Other income	35	100	57	64	79	207
Total income	12,029	12,829	13,175	16,383	24,284	23,859
Expenses						
Cost of materials consumed	9,209	10,968	11,262	13,997	19,381	18,929
Purchase of stock-in-Trade	1,426	355	387	518	2,111	2,456
Change in inventories of finished goods, stock-in-trade & work-in-progress	6	79	-76	-348	-325	-251
Employee benefit expense	157	157	153	140	186	201
Finance costs	856	7	112	371	355	215
Depreciation and amortisation expense	140	138	136	133	136	116
Provision for doubtful debts	5,150	13	22	2	-	10
Other expenses	1,096	1,041	969	1,056	1,364	1,352
Total expenses	18,040	12,753	12,965	15,869	23,210	23,028
Profit before exceptional items and tax expenses	-6,010	77	210	514	1,074	830
Exceptional Items		-43	7,490	-	---	
Profit before tax	-6,010	34	7,700	514	1,074	830
Total tax expense(1)	-437	-	-14	-166	-268	207
Profit for the period/ year (A)	-5,573	34	7,714	681	806	623

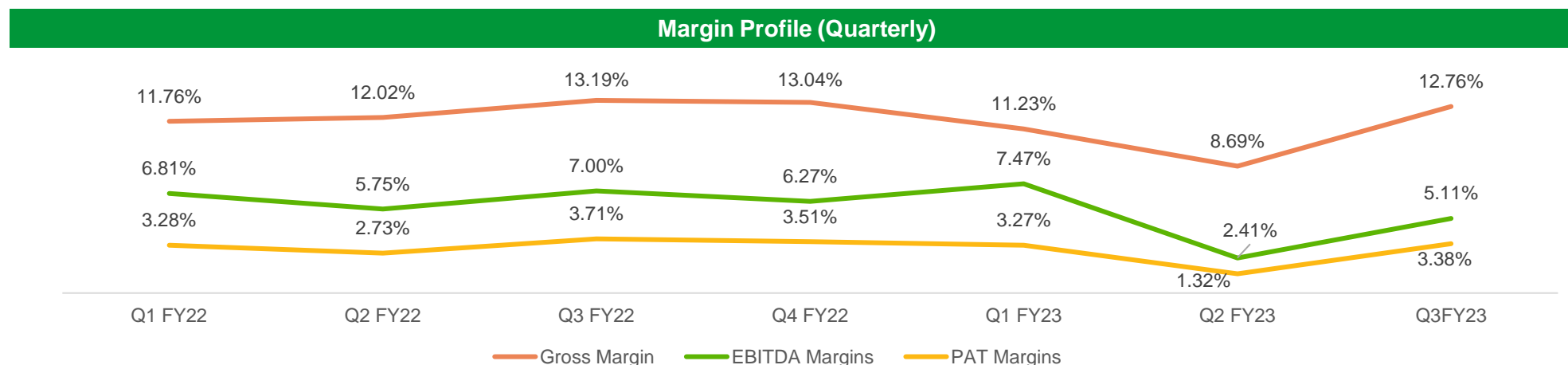
Appendix: Financial Statement

Select Balance Sheet Items

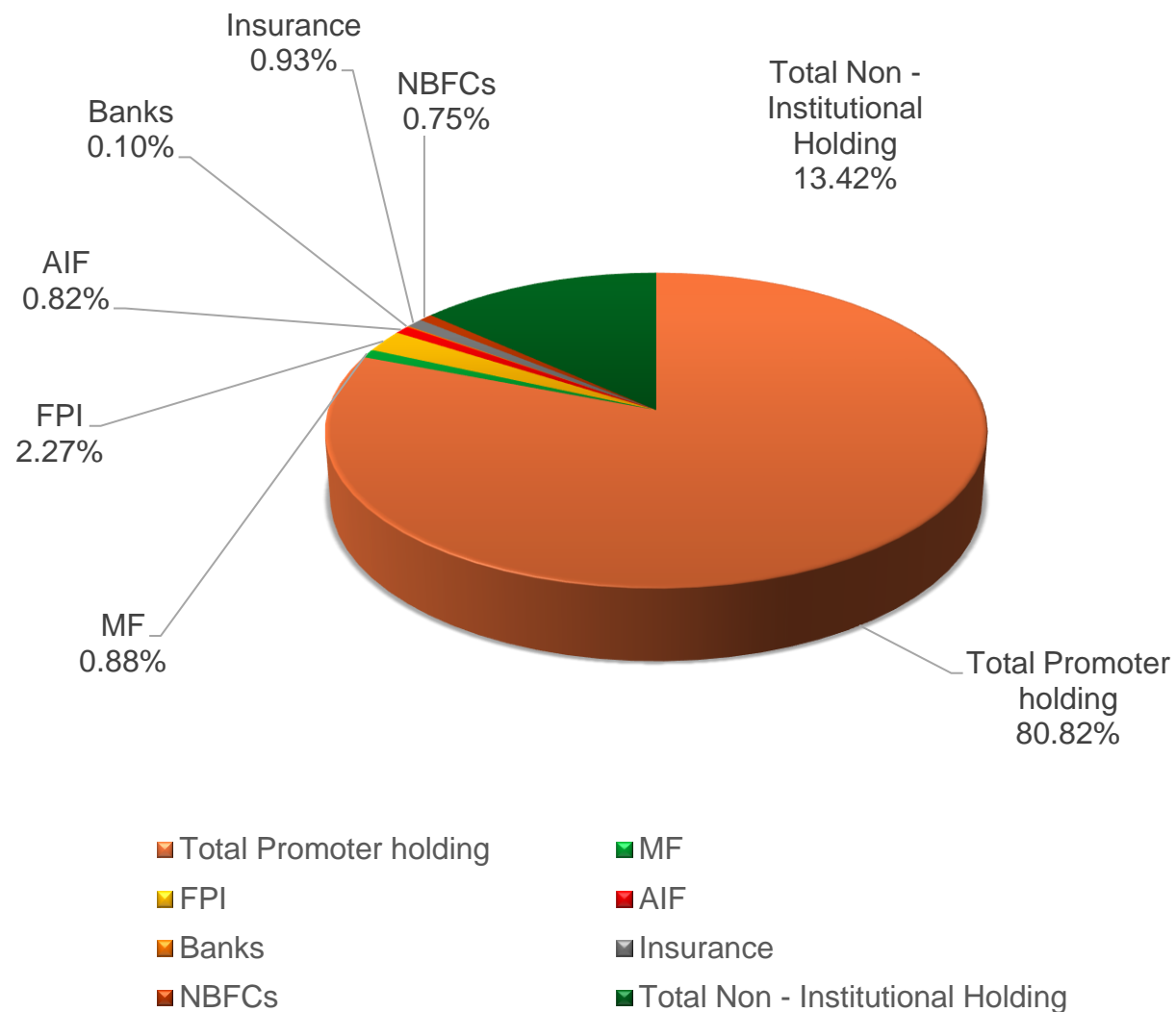
Select Balance Sheet Items (INR Cr)	31 st Mar, 2019	31 st Mar, 2020	31 st Mar, 2021	31 st Mar, 2022	30 th Sept, 2022
ASSETS					
Non-current assets					
Property, plant and equipment	3,708	3,554	3,439	3,371	3,648
Capital work-in-progress	27	25	27	28	49
Intangible assets	1,516	1,516	1,516	1,529	1,571
Investments	15	7	19	29	30
Loans	35	36	34	34	28
Others(1)	101	121	286	1,345	160
Total non-current assets	5,401	5,259	5,321	5,125	5,486
Current assets					
Inventories	1,261	1,365	2,363	2,905	3,255
Investments	17	13	12	13	12
Trade receivables	250	274	438	797	2,048
Cash and bank balances(2)	442	459	387	375	1,141
Others(3)	523	512	488	2,261	671
Total current assets	2,493	2,609	3,688	6,351	7,127
Total assets	7,894	7,868	9,009	11,480	12,613
EQUITY AND LIABILITIES					
Total equity	-4,521	3,371	4,062	6,171	9,306
Liabilities					
Non-current liabilities					
Borrowings	16	2,954	2,880	3,038	75
Others(4)	12	325	335	15	112
Total non-current liabilities	28	3,279	3,215	3,054	187
Current liabilities					
Borrowings	7,280	630	610	990	432
Trade payables(5)	2,229	165	661	899	1,742
Others(6)	2,878	423	460	366	946
Total current liabilities	12,387	1,218	1,731	2,254	3,120
Total equity and liabilities	7,894	7,868	9,009	11,480	12,613

Appendix: Financial Statements - Quarterly

Key Financials (Quarterly)							
Key Metrics (INR Cr)	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2FY23	Q3FY23
Revenue from Operations	5,266.16	5,995.03	6,280.46	6,663.72	7,210.97	8,514.00	7926.64
<i>Revenue Growth (QoQ%)</i>		13.84%	4.76%	6.10%	8.21%	18.07%	-6.90%
Gross Profit	619.05	720.72	828.41	869.07	809.71	739.66	1015.89
<i>Gross Margin</i>	11.76%	12.02%	13.19%	13.04%	11.23%	8.69%	12.76%
EBITDA	360.87	345.67	440.90	418.55	550.80	205.15	405.15
<i>EBITDA Margin%</i>	6.81%	5.75%	7.00%	6.27%	7.47%	2.41%	5.11%
PBT excluding exceptional Items	238.62	220.47	319.61	295.69	332.47	153.63	343.47
<i>PBT Margin</i>	4.51%	3.67%	5.07%	4.43%	4.51%	1.80%	4.31%
Reported PAT	173.53	164.27	234.07	234.43	241.26	112.29	269.19
<i>PAT Margin</i>	3.28%	2.73%	3.71%	3.51%	3.27%	1.32%	3.38%



Appendix: Shareholding Pattern – December, 2022



Category	% Holding
Total Promoter Holding	80.82%
Mutual Funds	0.88%
Foreign Institutional Investors	2.27%
Alternate Investment Funds	0.82%
Banks	0.10%
Insurance Companies	0.93%
NBFCs registered with RBI	0.75%
Total Institutional Holding	5.75%
Total Non - Institutional Holding	13.42%

Awards and Recognitions



UN-SDG awardee Acharya Balkrishna ji has been recognized as one of the **top 2 % world top scientists** in a study conducted by Stanford University and Elsevier



Mr. Hemant Bansal (Vice President) was honoured with "**Globoil Professional of the Year'2022**" at Globoil Conference held on 22nd September, 2022.

Awards and Recognitions



Patanjali Foods Limited is certified as a **great workplace twice consecutively** by Great Place to Work® Institute, India,

Patanjali Foods Limited was awarded **India's Most Trusted Company** by ET Ascent

Patanjali Nutrela was awarded for brand excellence in **India's Most Trusted Brand** by ET Ascent

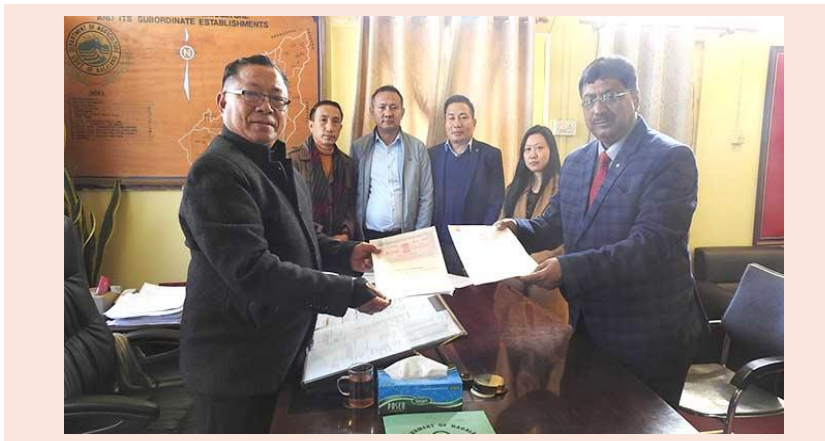
Key Developments

Laid foundation for palm oil mill in Arunachal Pradesh



MoU signed between the State Government, represented by the director of Agriculture, Nagaland and Patanjali Foods Ltd.

Launched 2 variants of co-branded credit cards on RuPay platform, viz. PNB Patanjali RuPay Platinum and PNB Patanjali RuPay Select





PATANJALI[®]

PATANJALI FOODS LIMITED

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Thank you



For more information visit our website:

<http://www.patanjalifoods.com/investors.php>

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Social Media Links:

