

**PFL/2022****Date: 21.09.2022**

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.: Address at Motilal Oswal's Annual Global Investor Conference held on September 20, 2022**

We attach herewith the gist of address of Shri Swami Ramdev at the Motilal Oswal's Annual Global Investor Conference held on 20<sup>th</sup> September, 2022.

It is for your information and record please,

Yours faithfully,

**For Patanjali Foods Limited**  
(Formerly known as Ruchi Soya Industries Limited)

  
**Ramji Lal Gupta**  
Company Secretary



Encl.: As above

**Swami Ramdevji's address at the Motilal Oswal's Annual Global Investor Conference CY22 on 20<sup>th</sup> September, 2022 at Grand Hyatt, Mumbai:**

Shri Swami Ramdevji was one of the key speakers at the conference where he shared his views on the Indian economy and the journey of Patanjali Group.

He also shared his views on the growth story of Patanjali Foods Limited. Below are the Key Take Aways of the same:

- Patanjali Foods Limited (Formerly known as Ruchi Soya Industries limited) acquired the food retail business undertaking of Patanjali Ayurved Limited (PAL) on slump sale basis with effect from 1<sup>st</sup> July, 2022. The Company acquired the Biscuits, Cookies and Rusk Business in May, 2021 from Patanjali Natural Biscuits Pvt. Ltd. on slump sale basis. In June 2021, the company launched the Nutraceutical products and also acquired the noodles and breakfast cereals business from PAL on slump sale basis.
- PFL is one of the India's largest diversified conglomerate with focus on Fast Moving Consumer Products (FMCG), Fast Moving Health Goods (FMHG), Edible oils, Oil Palm Plantation and renewable energy segments.

Swami Ramdevji shared his vision for the various segments in particular:

- **Food Business:** Going forward, Food business will form a major part of the business of Patanjali Foods Limited (PFL) driving the overall company margins. With the recent acquisition of the Food business, the company has added product categories like Ghee, Chawanpraash etc. to its existing portfolio of soya products, biscuits, breakfast cereals etc. which are well received by the consumers.
- **Oil Palm Plantation:** The company is aggressively pursuing oil palm plantation in India with focus on Andhra Pradesh, Telangana & North Eastern states to reduce dependence on import of crude palm oil.
  - The Company has a well laid out roadmap, where it plans to take the help of farmers with existing land and work with them as long-term partners for Oil Palm Plantation.
  - The Company aims to increase its planted area under coverage of oil palm in India from existing over 50,000 hectares which is spread across 9 states over 55 districts to 5 Lakh hectares with support from the National Mission on Oilseeds and Oil Palm of Government of India.
- **Nutraceuticals:** The Company has launched 10 products under 'Patanjali' & 'Nutraela' brands as part of its FMHG foray. This category is divided into three sub-segments i.e. general nutrition, sports nutrition & medical nutrition.
  - The market of Nutraceuticals is expected to double to INR 1 trillion in five years.
  - The company is distributing its FMHG products through online & offline channels and focus now would be to maximise its reach.
- **Edible Oil Business:** Presently, the majority of revenue continues to flow from the Edible Oil business with brands across mass, value & premium segment.
  - The focus of company now is to increase share of the Food business to about 50% of the overall business of the company.
  - This will help the company to deliver better margins and improve the sustainability of its earnings.

The company is on its way to become a formidable player in the FMCG and FMHG space.

Swami Ramdevji shared that the promoters also plan to list four other companies of the Patanjali Group – Patanjali Ayurveda, Patanjali Medicines, Patanjali Lifestyle and Patanjali Wellness – in the coming years.

The Patanjali group currently has a combined turnover of INR 400 billion with the target of reaching INR 1 trillion in the next five years.