



November 02, 2021

Compliance Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Fort, Mumbai- 400001	Compliance Department, National Stock Exchange of India Ltd. Exchange Plaza, Plot No. C/1, G-Block, Bandra-Kurla Complex Bandra-(E), Mumbai- 400051
Scrip Code:- 539889	Scrip Symbol :- PARAGMILK

Dear Sir/Madam,

**SUBJECT: PRESS RELEASE- UN-AUDITED FINANCIAL RESULTS FOR THE QUARTER AND
HALF YEAR ENDED SEPTEMBER 30, 2021.**

The Board of Directors of the Company at their Meeting held on November 01, 2021 has inter alia, considered and approved the Un-Audited Standalone and Consolidated Financial Results for the Quarter and Half Year ended September 30, 2021.

Please find attached the Press Release with regard to the Un-Audited Financial Results of the Company for the quarter and half year ended September 30, 2021.

You are requested to kindly take the same on record.

For **Parag Milk Foods Limited**

Rachana Sanganeria
Company Secretary & Compliance Officer

Encl: As above





Investor Release

For Immediate Release

Parag Milk Foods unveils Vision 2.0, reports Strong Performance

Mumbai, 2nd November 2021 : Parag Milk Foods Limited, a leading manufacturer and marketer of dairy-based branded products in India announced its Vision 2.0 as well as financial results for the quarter and half year ended 30st September 2021

Commenting on Vision 2.0, Mr. Devendra Shah, Chairman said

"Now with pandemic situation under control with widespread vaccinations and our business being stabilised with markets reopening; we are unveiling Vision 2.0 for leap forward encompassing 6C Framework i.e. Cows, Consumer, Cash, Cost, Corporate Governance and Community.

We are geared towards expanding our procurement network by setting up new collection centres & expansion in new villages. On our endeavor towards increasing milk at our own farm, we are setting up South East Asia's largest and most modern farm that would increase cow nos 6X & increase milk production to 1,40,000 litres.

On the consumer front, we continue to focus on strengthening our core categories that includes ghee, cheese, paneer and proteins and expanding the reach and momentum in our niche and premium offerings of Pride of Cows and Avvatar through targeted initiatives.

On our cash front, we are on growth path and profitability is increasing over the quarters while we are also Strengthening our Balance Sheet. In case of costs, we are continuously Improving efficiencies & modernization of existing equipment and Improving utilisation while reducing wastage across all levels. In case of Corp governance, we have inducted Mr. Nikhil Vora on the Board and are in process of further strengthening the management with professionals. From community perspective, we have continued covid support services during second round and are aiming for Zero Effluent discharge, reducing the carbon footprint aiming to reduce emissions by 20%, energy & water usage by 10% while targeting 35% of total energy usage in form of renewables and focusing on sustainable sourcing.

We are committed to above long-term goals and we are confident of achieving robust operational and financial performance."

Key Consolidated Financial Highlights

Particulars (Rs. Mn.)	Q2 FY22	Q2 FY21	Y-o-Y	H1 FY22	H1 FY21	Y-o-Y
Total Revenue	5,323.2	4,982.3	7%	9,707.7	9,338.3	4%
Gross profit	1,492.3	1,346.1	11%	2,869.7	2,469.2	16%
Gross profit margin (%)	28.0%	27.0%		29.6%	26.4%	
EBITDA	530.2	414.9	28%	979.4	712.0	38%
EBITDA Margin (%)	10.0%	8.3%		10.1%	7.6%	
Profit After Tax	227.7	159.0	43%	402.8	191.3	111%
PAT Margin (%)	4.3%	3.2%		4.1%	2.0%	

Performance Highlights for Q2 & H1 FY22

The share of Milk Products for Q2 FY22 is 71% of total revenue, while that of liquid milk was 9% and the same for Skimmed Milk Powder & others was 19%

Key Developments during the quarter

- We have seen sales coming back to pre-pandemic levels in core categories of Ghee, Cheese, Paneer & Proteins. In fact during the first half, focus was on growing core categories, showing growth of 23% YoY and 36% QoQ. We now expect the other categories also to witness growth for the second half.
- HoReCa has also returned to pre-pandemic level and in fact achieved further growth over that in last 2 months.
- Fresh Milk while having grown QoQ, shall take some time to stabilize to Pre-CoVID levels.
- E-commerce continues to grow manifold and has grown by over 70% during H1.
- During the quarter the company has entered the lucrative INR 1,000+ crore milk shake segment with the launch of GO Milk Shake in four flavours at competitive prices. We are extremely delighted with the launch and we aim to capture 5% of the Indian market by May 22.
- The quarter also witnessed launch of single origin Paneer under our Premium brand- Pride of Cows (PoC). With the launch of Paneer, now Pride of Cows (PoC) has a bouquet of products on offer from Milk, Fat free Milk, Ghee, Curd and Paneer and is marching ahead in its journey of becoming a national brand.
- Mirroring the trends in developed markets and moving to substitutes – the company has launched Milko Cheese, targeting low income group consumers.



About Parag Milk Foods Ltd:

Parag Milk Foods Limited, established in 1992, is the largest private dairy FMCG Company with a pan India presence. We have our own manufacturing facilities with in-house technology which are strategically located at Manchar in Maharashtra, Palamaner in Andhra Pradesh, and Sonipat in Haryana.

We sell 100% cow's milk products which are healthy and nutritious. Our integrated business model and strong R&D capabilities has helped us emerge as the leader in innovation.

Our dairy farm, Bhagyalaxmi Dairy Farm Private Limited house more than 2,500 Holstein Friesian cows, with a mechanized milking process. Under brand "Gowardhan", we offer traditional products like Ghee, Dahi, Paneer etc. while under brand name "Go" we offer products like cheese, UHT milk, buttermilk, lassi, yoghurt etc.

"Pride of Cows", the flagship brand of Parag Milk Foods was introduced with a proposition of Farm to Home concept targeted towards customers seeking premium quality cow milk. The Company also forayed into dairy based beverages with the launch of "Topp Up" and "Slurp" - a mango drink with a dash of milk. Recently the Company has also ventured into B2C segment for Whey Protein with the brand Avvatar – India's 1st 100% vegetarian whey protein, first of its kind manufactured in India.

Our goal is to become the largest dairy FMCG company that emphasizes on health and nutrition to consumers through innovation.

Contact Details

Company: Parag Milk Foods	Investor Relations: Orient Capital
	
Mrs. Sangeeta Tripathi	Mr. Deven Dhruva
sangeeta.tripathi@parag.com	deven.dhruva@linkintime.co.in
Tel : +91 22 43005555	Tel : +91 98333 73300
www.paragmilkfoods.com	www.orientcap.com

Safe Harbor

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labour relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, and other costs. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.