

**PFL/2024**

**July 19, 2024**

To

**BSE Ltd.**

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

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

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

**BSE Scrip Code: 500368**

**NSE Symbol: PATANJALI**

Dear Sirs/Madam,

**Sub: Outcome of Board Meeting of the Company held on July 19, 2024**

In terms of Regulation 30 read with Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”), we wish to inform you that the Board of Directors at their meeting held today i.e. July 19, 2024, have inter alia, approved the following:

**A. Unaudited (standalone & consolidated) financial results for the quarter ended June 30, 2024**

The Board approved and took on record the unaudited (standalone & consolidated) financial results of the Company for the quarter ended June 30, 2024, duly reviewed by the Audit Committee pursuant to Regulation 33 of the Listing Regulations. The unaudited (standalone & consolidated) financial results of the Company for the quarter ended June 30, 2024 and Limited Review Reports issued by the Statutory Auditors are enclosed herewith as **Annexure-1**.

We may also submit that M/s. Chaturvedi & Shah LLP, Statutory Auditors have issued Limited Review Reports with unmodified opinion on unaudited (standalone & consolidated) financial results of the company for the quarter ended June 30, 2024.

**B. Fixation of day, date and time of 38<sup>th</sup> Annual General Meeting (AGM) of the Company**

The 38<sup>th</sup> Annual General Meeting (“AGM”) of the members of the Company will be held on Thursday, the September 26, 2024 at 3.00 PM through Video Conferencing (“VC”) / Other Audio-Visual Means (“OAVM”), in accordance with the relevant circulars issued by the Ministry of Corporate Affairs (MCA) and the Securities and Exchange Board of India (SEBI).

A copy of press release being issued by the Company is also attached as **Annexure-2** for your records.

The meeting commenced at 4.00 P.M. and concluded at 6.30 P.M on July 19, 2024.

The above information will be made available on the Company's website [www.patanjalifoods.com](http://www.patanjalifoods.com).

**PATANJALI**<sup>®</sup> **PATANJALI FOODS LIMITED**

Corporate Office : 601, Part B-2, 6th Floor, Metro Tower, Vijay Nagar, A.B. Road, Indore-452 010

Phone : +91 (731) 4767109 / 4767110 ● E-mail : corporate@patanjalifoods.co.in

**CIN-L15140MH1986PLC038536**



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It is for your information and records please.

Thanking you,

Yours sincerely,

**For Patanjali Foods Limited**

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

**Encl.:** as above

**Independent Auditor's Review Report on Unaudited Standalone Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**To,  
The Board of Directors of  
Patanjali Foods Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of Patanjali Foods Limited ("the Company") for the quarter ended 30<sup>th</sup> June, 2024 ("the statement"), attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("the Regulation"), as amended.
2. This statement, which is the responsibility of the Company's management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting (Ind AS 34) as prescribed under section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and an analytical procedure applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.



4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited standalone financial results, prepared in accordance with the applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For Chaturvedi & Shah LLP**  
Chartered Accountants  
Registration No. 101720W/ W100355

*Vijay Napawaliya*

**Vijay Napawaliya**  
Partner  
Membership No. 109859  
UDIN: 24109859 BK FC KK 1477

**Place:** Indore  
**Date:** 19<sup>th</sup> July, 2024



## Patanjali Foods Limited

CIN:L15140MH1986PLC038536

Regd. Office: 616, Tulsiani Chambers, Nariman Point, Mumbai -400021

### STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2024

Particulars	₹ in Lakh (Except per Share Data)			
	3 months ended June 30, 2024	Preceding 3 months ended March 31, 2024	Corresponding 3 months ended June 30, 2023	Year ended March 31, 2024
	(Unaudited)	(Audited)	(Unaudited)	(Audited)
<b>Income</b>				
I Revenue from operations				
II Other Income	717,305.97	822,166.29	776,710.09	3,172,135.45
III <b>Total Income (I+II)</b>	2,929.90	12,636.62	4,340.22	24,027.05
	<b>720,235.87</b>	<b>834,802.91</b>	<b>781,050.31</b>	<b>3,196,162.50</b>
<b>Expenses</b>				
(a) Cost of Materials Consumed				
(b) Purchases of Stock-in-Trade	429,010.65	416,242.04	541,155.87	1,918,971.80
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	204,513.79	271,996.24	156,920.68	860,481.25
(d) Employee Benefits Expense	(14,990.32)	25,872.59	(4,634.73)	1,138.65
(e) Finance Cost	11,727.79	10,090.16	7,723.90	35,411.48
(f) Depreciation, Amortisation and Impairment expenses	1,895.91	11,590.40	2,482.28	18,989.87
(g) Other Expenses	5,696.22	8,136.36	6,766.47	26,882.64
<b>Total Expenses (IV)</b>	46,466.35	60,903.29	58,685.60	228,278.29
V <b>Profit before tax (III-IV)</b>	<b>684,320.40</b>	<b>804,831.08</b>	<b>769,100.07</b>	<b>3,090,153.98</b>
	<b>35,915.47</b>	<b>29,971.83</b>	<b>11,950.24</b>	<b>106,008.52</b>
VI <b>Tax Expense</b>				
Current Tax				
Deferred Tax - Charge / (Credit)	5,521.36	9,298.00	6,313.82	32,902.63
VII <b>Profit after tax (V-VI)</b>	3,103.96	41.90	(3,138.69)	(3,109.20)
	<b>26,290.15</b>	<b>20,631.93</b>	<b>8,775.11</b>	<b>76,515.09</b>
VIII <b>Other Comprehensive Income</b>				
(i) Items that will not be reclassified to Profit and Loss				
(ii) Income tax relating to items that will not be reclassified to Profit and Loss	115.68	274.23	143.11	1,031.83
(iii) Items that will be reclassified to Profit and Loss	-	-	-	-
(iv) Income tax relating to items that will be reclassified to Profit and Loss	(732.07)	638.64	(103.88)	533.69
<b>Total Other Comprehensive Income (net of tax)</b>	184.25	(160.73)	26.15	(134.32)
	<b>(432.14)</b>	<b>752.14</b>	<b>65.38</b>	<b>1,431.20</b>
IX <b>Total Comprehensive Income for the period/year (VII + VIII)</b>	<b>25,858.01</b>	<b>21,384.07</b>	<b>8,840.49</b>	<b>77,946.29</b>
X Paid up - Equity Share Capital [Net of Treasury shares] (Face value ₹ 2 per share)	7,238.37	7,238.37	7,238.37	7,238.37
XI Other Equity excluding Revaluation Reserve				1,013,292.95
XII <b>Earnings per share of face value ₹ 2 each *(Not annualised)</b>				
a) Basic (in ₹)	7.26*	5.70*	2.42*	21.14
b) Diluted (in ₹)	7.26*	5.70*	2.42*	21.14

See accompanying notes to the Unaudited Standalone Financial Results



# Patanjali Foods Limited

CIN:L15140MH1986PLC03B536

Regd. Office: 616, Tulsiani Chambers, Nariman Point, Mumbai -400021

## UNAUDITED STANDALONE SEGMENT INFORMATION FOR THE QUARTER ENDED JUNE 30, 2024

Particulars	₹ in Lakh			
	3 months ended June 30, 2024	Preceding 3 months ended March 31, 2024	Corresponding 3 months ended June 30, 2023	Year ended March 31, 2024
	(Unaudited)	(Audited)	(Unaudited)	(Audited)
<b>1 Segment Revenue</b>				
Edible Oils	533,032.52	558,896.22	589,072.71	2,238,378.75
Food & FMCG	195,354.65	270,461.36	195,246.43	964,332.48
Wind Turbine Power Generation	1,433.13	1,062.79	1,720.74	5,456.32
<b>Total</b>	<b>729,820.60</b>	<b>830,420.37</b>	<b>786,039.88</b>	<b>3,208,167.55</b>
Less : Inter Segment Revenue	12,514.63	8,254.08	9,329.79	36,032.10
<b>Net Sales/Income from Operations</b>	<b>717,305.97</b>	<b>822,166.29</b>	<b>776,710.09</b>	<b>3,172,135.45</b>
<b>2 Segment Results Profit before Finance Costs and Tax Expenses</b>				
Edible Oils	19,379.37	7,175.68	(14,660.64)	(7,649.40)
Food & FMCG	17,385.13	24,966.77	35,057.71	123,030.03
Wind Turbine Power Generation	44.16	(279.65)	351.79	38.68
<b>Total</b>	<b>36,808.66</b>	<b>31,862.80</b>	<b>20,748.86</b>	<b>115,419.31</b>
Less: (i) Finance cost	1,895.91	11,590.40	2,482.28	18,989.87
(ii) Unallocable Income Including Interest Income net off unallocable expenses	(1,002.72)	(9,699.43)	6,316.34	(9,579.08)
<b>Profit before tax</b>	<b>35,915.47</b>	<b>29,971.83</b>	<b>11,950.24</b>	<b>106,008.52</b>
<b>3 Segment Assets</b>				
Edible Oils	837,348.65	753,404.48	928,676.06	753,404.48
Food & FMCG	326,342.04	318,579.23	302,913.29	318,579.23
Wind Turbine Power Generation	25,614.70	26,642.31	30,393.36	26,642.31
Unallocated	174,711.70	227,581.23	117,111.29	227,581.23
<b>TOTAL</b>	<b>1,364,017.09</b>	<b>1,326,207.25</b>	<b>1,379,094.00</b>	<b>1,326,207.25</b>
<b>4 Segment Liabilities</b>				
Edible Oils	211,874.62	200,976.60	169,024.08	200,976.50
Food & FMCG	60,345.48	63,713.34	149,553.12	63,713.34
Wind Turbine Power Generation	42,301.34	40,986.09	66,737.92	40,986.09
Unallocated	42,301.34	40,986.09	66,737.92	40,986.09
<b>TOTAL</b>	<b>314,521.44</b>	<b>305,675.93</b>	<b>385,315.12</b>	<b>305,675.93</b>



**Notes to the unaudited standalone financial results:**

1. The Audit Committee has reviewed the above results and the Board of Directors has approved the above results and its release at their respective meetings held on July 19, 2024. The Statutory Auditors of the Company have carried out limited review of above financial results for the quarter ended June 30, 2024.
2. Pursuant to approval of Board of Directors of the Company at its meeting held on July 1, 2024, the Company has entered into a Business Transfer Agreement ("BTA") with Patanjali Ayurved Limited ("PAL") to acquire the non-food business undertaking i.e. Home and Personal Care business carried out by PAL, including movable assets, immovable properties, contracts, licenses, books and records, employees and assumed liabilities (as defined in the BTA as "Business Undertaking"), on a going concern basis on slump sale for cash consideration of ₹ 1,10,000 Lakh, subject to certain adjustments, payable by the Company to the PAL in tranches, in accordance with the terms and conditions as set out in the BTA. The Business Transfer Agreement will be effective subject to fulfilment of condition precedent as per BTA.
3. As per Indian Accounting Standard 108 'Operating Segment', the Company has reported 'Segment Information' as described below: -

Reportable segment	Description
Edible Oils	Crude oils, Refined oils, Vanaspati, Bakery fats, seed extractions and other related products.
Food & FMCG	Various types of Food Products, Nutraceuticals, Biscuits, Noodles, Breakfast Cereals, Textured Soya protein and other related products.
Wind Power Generation	Electricity Generation from Windmills

The assets and liabilities that cannot be allocated between the segments are shown as unallocable assets and liabilities respectively.

4. The figures for quarter ended March 31, 2024 are balancing figures between the audited figures of the financial year ended March 31, 2024 and the reviewed year-to-date figures up to the third quarter of that financial year.  
The figures for the previous period/year have been re-grouped/re-arranged, wherever considered necessary, to correspond with the current period disclosures.

For and On Behalf of the Board of Directors  
Of Patanjali Foods Limited



**Ram Bharat**  
Managing Director  
DIN No. 01651754

Place: - Haridwar  
Date: - July 19, 2024



**Independent Auditor's Review Report on Unaudited Consolidated Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

To,  
**The Board of Directors of  
Patanjali Foods Limited**

1. We have reviewed the accompanying statement of unaudited consolidated financial results of Patanjali Foods Limited ("the Parent") and its subsidiaries (the parent and its subsidiaries together refer to as "the Group") for the quarter ended 30<sup>th</sup> June, 2024 ("the statement"), being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulation, 2015 ("the Listing Regulations"), as amended.
2. This statement, which is the responsibility of the parent's management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting (Ind AS 34) as prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the statement based on our review.
3. We conducted our review of the statement in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular no. CIR/CFD/CMD1/44/2019 issued by the Securities and Exchange Board of India under Regulation 33 (8) of the Listing Regulations, as amended, to the extent applicable.

4. The statement includes the results of the following entities:

**Parent Company:**

Patanjali Foods Limited

**Subsidiary Companies:**

Rishikrishi Farming Private Limited

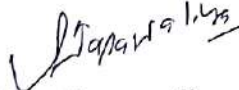
Contemporary Agro Private Limited





5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited consolidated financial results, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. We did not review the interim financial information/financial results of the 2 subsidiaries included in the unaudited consolidated financial results, whose interim financial information/financial results reflect total revenue of Rs. NIL, total net (loss) after tax Rs. (17.66) Lakhs and total comprehensive income of Rs. (17.66) Lakh for the quarter ended 30<sup>th</sup> June, 2024, as considered in the unaudited consolidated financial results. These interim financial information/financial results of the above subsidiaries have been reviewed by other auditors, whose reports have been furnished to us by the Management and our conclusion on the statement, in so far as it relates to the amount and disclosures included in respect of these subsidiaries is based solely on the reports of the other auditors and procedures performed by us as stated in paragraph 3 above.
- Our conclusion on the statement is not modified in respect of the above matters with respect to our reliance on the work done and the report of other auditors.

**For Chaturvedi & Shah LLP**  
Chartered Accountants  
Registration No. 101720W/ W100355

  
**Vijay Napawaliya**  
Partner  
Membership No. 109859  
UDIN: 24109859BKFC KL8177



Place: Indore  
Date: 19<sup>th</sup> July, 2024

**Patanjali Foods Limited**

CIN:L15140MH1986PLC038536

Regd. Office: 616, Tulsiani Chambers, Nariman Point, Mumbai -400021

**STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2024**

₹ in Lakh (Except per Share Data)

Particulars	3 months ended June 30, 2024
	(Unaudited)
<b>Income</b>	
<b>I</b> Revenue from operations	717,305.97
<b>II</b> Other Income	2,929.90
<b>III Total income (I+II)</b>	<b>720,235.87</b>
<b>IV Expenses</b>	
(a) Cost of Materials Consumed	429,010.66
(b) Purchases of Stock-in-Trade	204,513.79
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(14,990.32)
(d) Employee Benefits Expense	11,727.79
(e) Finance Cost	1,895.91
(f) Depreciation, Amortisation and Impairment expenses	5,696.22
(g) Other Expenses	46,484.01
<b>Total Expenses (IV)</b>	<b>684,338.06</b>
<b>V Profit before tax (III-IV)</b>	<b>35,897.81</b>
<b>VI Tax Expense</b>	
Current Tax	6,521.36
Deferred Tax	3,103.96
<b>VII Profit after tax (V-VI)</b>	<b>26,272.49</b>
<b>VIII Other Comprehensive Income</b>	
(i) Items that will not be reclassified to Profit and Loss	115.68
(ii) Income tax relating to items that will not be reclassified to Profit and Loss	-
(iii) Items that will be reclassified to Profit and Loss	(732.07)
(iv) Income tax relating to items that will be reclassified to Profit and Loss	184.25
<b>Total Other Comprehensive Income (net of tax)</b>	<b>(432.14)</b>
<b>IX Total Comprehensive Income for the period (VII + VIII)</b>	<b>25,840.35</b>
<b>X Paid up - Equity Share Capital [Net of Treasury shares] (Face value ₹ 2 per share)</b>	<b>7,238.37</b>
<b>XI Earnings per share of face value ₹ 2 each *(Not annualised)</b>	
a) Basic (in ₹)	7.26*
b) Diluted (in ₹)	7.26*

See accompanying notes to the Unaudited Consolidated Financial Results.



# Patanjali Foods Limited

CIN:L15140MH1986PLC038536

Regd. Office: 616, Tulsiani Chambers, Nariman Point, Mumbai -400021

## UNAUDITED CONSOLIDATED SEGMENT INFORMATION FOR THE QUARTER ENDED JUNE 30, 2024

Particulars	₹ in Lakh	
	3 months ended June 30, 2024 (Unaudited)	
<b>1 Segment Revenue</b>		
Edible Oils		533,032.52
Food & FMCG		195,354.65
Wind Turbine Power Generation		1,433.43
<b>Total</b>		<b>729,820.60</b>
Less : Inter Segment Revenue		12,514.63
<b>Net Sales/Income from Operations</b>		<b>717,305.97</b>
<b>2 Segment Results Profit before Finance Costs and Tax Expenses</b>		
Edible Oils		19,379.37
Food & FMCG		17,385.13
Wind Turbine Power Generation		44.16
<b>Total</b>		<b>36,808.66</b>
Less: (i) Finance cost		1,895.91
(ii) Unallocable Income Including Interest Income net off unallocable expenses		(985.06)
<b>Profit before tax</b>		<b>35,897.81</b>
<b>3 Segment Assets</b>		
Edible Oils		837,348.65
Food & FMCG		326,342.04
Wind Turbine Power Generation		25,614.70
Unallocated		174,694.04
<b>TOTAL</b>		<b>1,363,999.43</b>
<b>4 Segment Liabilities</b>		
Edible Oils		211,874.62
Food & FMCG		60,345.48
Wind Turbine Power Generation		
Unallocated		42,301.34
<b>TOTAL</b>		<b>314,521.44</b>



**Notes to the unaudited consolidated financial results:**

1. The Audit Committee has reviewed the above results and the Board of Directors has approved the above results and its release at their respective meetings held on July 19, 2024. The Statutory Auditors of the Company have carried out limited review of above consolidated financial results for the quarter ended June 30, 2024.
2. Pursuant to approval of Board of Directors of the Company at its meeting held on July 1, 2024, the Company has entered into a Business Transfer Agreement ("BTA") with Patanjali Ayurved Limited ("PAL") to acquire the non-food business undertaking i.e. Home and Personal Care business carried out by PAL, including movable assets, immovable properties, contracts, licenses, books and records, employees and assumed liabilities (as defined in the BTA as "Business Undertaking"), on a going concern basis on slump sale for cash consideration of ₹ 1,10,000 Lakh, subject to certain adjustments, payable by the Company to the PAL in tranches, in accordance with the terms and conditions as set out in the BTA. The Business Transfer Agreement will be effective subject to fulfilment of condition precedent as per BTA.
3. As per Indian Accounting Standard 108 'Operating Segment', the Group has reported 'Segment Information' as described below: -

Reportable segment	Description
Edible Oils	Crude oils, Refined oils, Vanaspati, Bakery fats, seed extractions and other related products.
Food & FMCG	Various types of Food Products, Nutraceuticals, Biscuits, Noodles, Breakfast Cereals, Textured Soya protein and other related products.
Wind Power Generation	Electricity Generation from Windmills

The assets and liabilities that cannot be allocated between the segments are shown as unallocable assets and liabilities respectively.

4. Contemporary Agro Private Limited and Rishikrishi Farming Private Limited have become wholly owned subsidiary of the Company during the quarter ended June 30, 2024. The Company did not prepare the consolidated financial results in the earlier periods/years. Accordingly, figures for the preceding period and corresponding quarter and previous year ended have not given in respect of aforesaid consolidated financial results. Ruchi J-Oil Private Limited (a Joint Venture) is under liquidation and same is not considered in preparing the consolidated financial results.

**For and On Behalf of the Board of Directors  
Of Patanjali Foods Limited**



**Ram Bharat**  
Managing Director  
DIN No. 01651754

Place: - Haridwar  
Date: - July 19, 2024



**Patanjali Foods Ltd. reports ₹ 7,173.06 cr. as Standalone Revenue from Operations in Q1FY25**

**Standalone Performance in Q1FY25**

- Food & FMCG segment achieved sales of ₹ 1,953.55 cr., stable performance on a YoY basis
- EBITDA grew 2X on YoY basis to ₹435.08 cr.
- EBITDA margin grew 99 bps on a QoQ basis (excluding adjustments relating to pre-redemption of preference shares in previous quarter as per IndAS)
- PAT of ₹ 262.90 cr. jumped to 3X on a YoY basis
- Board of Directors of the company had on July 1<sup>st</sup> 2024, approved the acquisition of PAL's Home and Personal Care Business on a slump sale basis at a cost of ₹ 1,100 cr. (subject to regulatory approval)

**19<sup>th</sup> July 2024, Mumbai** - Patanjali Foods Limited has announced its unaudited financial results for the Quarter ended 30<sup>th</sup> June 2024. The standalone performance of the company is as below:

<p>Q1FY25 <u>Revenue from Operations</u></p> <p><b>₹ 7,173.06 cr.</b></p>	<p>Q1FY25 <u>EBITDA</u></p> <p><b>₹ 435.08 cr.</b></p>	<p>Q1FY25 <u>Food &amp; FMCG Segment Revenue</u></p> <p><b>₹ 1,953.55 cr.</b></p>	<p>Q1FY25 <u>Edible Oils EBITDA</u></p> <p><b>₹ 231.63 cr.</b></p>
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**Key Highlights Q1FY25**

- The company reported a healthy quarter, with profitability metrics showing solid growth on a YoY basis. This was largely driven by reduced volatility in edible oil prices along with stable performance in the Food & FMCG portfolio. The company is seeing a boost from new-age channels like e-commerce and quick commerce.
- During Q1FY25, the company achieved a revenue from operations of ₹ 7,173.06 cr. as against ₹ 7,767.10 cr. in Q1FY24.
- The company achieved EBITDA of ₹ 435.08 cr. in Q1FY25 vs. ₹ 211.99 cr. resulting in 2X growth YoY and 4.08% on QoQ basis\*. In Q1FY25, the EBITDA margin of the company was 6.07% vs 5.08% on QoQ on revenue from operations\*. (\*excluding adjustments relating to pre-redemption of preference shares as per IndAS).
- In Q1FY25, the Food & FMCG segment's revenues remained flat at ₹1,953.55 crore. The proportion of revenue contributed by the Food & FMCG segment to the revenue from operations rose to 26.77% in Q1FY25 vis-à-vis 24.84% in the same quarter last year.
- The Company achieved PAT of ₹ 262.90 cr., which is a threefold increase compared to the same quarter in the previous year.
- In Q1FY25, export revenue stood at ₹ 53.33 cr. The company has added new markets to its export portfolio, now reaching 22 countries. The company's products are also available on ecommerce platforms in global markets.

- The revenue from the Wind Turbine Power Generation segment during Q1 FY25 stood at ₹ 14.33 cr. The company fulfills ~20% of its energy requirements from renewable sources.

### Food & FMCG

- In Q1FY25, the segment recorded revenues of ₹ 1,953.55, contributing to 26.77% of revenue from operations of the company.
- During the quarter, the segment recorded an EBITDA of ₹ 184.05 cr. compared to ₹ 360.77 cr. in Q1FY24.
- The company continued its focus on growing the biscuits division. It registered a growth of 9.41% on YoY basis. In Q1FY25, it achieved revenue of ₹ 417.03 cr. The new launches of premium biscuits contributed to the growth of this portfolio.
- The 'Doodh' biscuit brand has exceeded its previous performance by 6.97% on a YoY basis. The quarterly revenue for the said period was ₹ 265.77 cr., compared to ₹ 248.46 cr. in Q1FY24.
- In Q1FY25, the revenue of ₹ 109.89 cr. from Nutrela TVP underscores the power and reach of the Nutrela brand and its products.
- The premium biscuit range - Ragi, 7 Grain, and Digestive biscuits and Patanjali Tea range have shown encouraging results.
- Nutrela MaxxMillets has made its debut in key markets including Bihar, Jharkhand, Assam, UP, and Delhi. Additionally, a pilot for the Nutrela Shop-in-Shop concept in Delhi demonstrated promising results.
- The Nutraceuticals business registered double-digit sales growth across e-commerce platforms and Patanjali stores, supplemented by new products – Moringa Tablets, Vitamin C + Zinc Capsules, Melatonin and Ashwagandha Gummies, and Kids' Multivitamin Gummies.

### Edible Oil

- The segment achieved sales of ₹ 5,330.33 cr. during Q1FY25 as compared to ₹ 5,890.73 cr in Q1FY24, In the quarter, sales of branded edible oil constituted around 79.54% of the total edible oil.
- In Q1FY25, edible oil volumes were 5.74 lac MT. There was a slight dip in the demand for edible oil due to the heatwave in the country.
- In Q1FY25, segment EBITDA was recorded at ₹ 231.63 cr. vs. an EBITDA loss of ₹ 99.61 cr in Q1FY24. This is mainly on account of stable prices and active price risk mitigation strategies.
- In Q1 FY25, the cash markets experienced both upward and downward price movements, with a 10% correction in April, followed by steadier prices in May and June. No divergence was observed between futures and physical prices for palm oil, while a 7% divergence occurred in soy oil due to falling futures prices.
- As of June 30, 2024, over 75,667 hectares were under oil palm plantation, in addition to engagement with more than 57,000 farmers across 12 states. At this point, the palm plantation area covering under three years old plants stood at approximately 32%, compared to around 19% as of June 2023, indicating accelerated expansion in this segment.

## Marketing Initiatives

- During the quarter, various advertising initiatives were undertaken by the company. These efforts, including robust media spend and promotional programs, have significantly enhanced brand awareness and recall.
- 'Nutrela' sponsored the Kolkata Knight Riders during the IPL in collaboration with Fever FM and Radio One. The sponsorship was highlighted through comprehensive on-air, digital, and on-ground campaigns, reinforcing the brand's visibility and engagement. 'Mahakosh' & 'Sunrich' brands launched strategic campaigns during the IPL, leveraging sponsorships and reality cooking shows on various regional channels spread across India. This initiative has bolstered television commercial reach and strengthened brand presence.
- The Rural Outreach Program of the company features tailored one-on-one meetings with rural distributors aimed at deepening market penetration and strengthening our distribution network in key regions.
- The "Operation Thunder" initiative underscores our commitment to bringing Nutrela's trusted offerings closer to rural communities, enhancing accessibility and promoting healthy living nationwide. The dynamic rural penetration initiative was unveiled in June 2024. This entailed deploying Nutrela-branded vans across key markets in West Bengal, Bihar, Jharkhand, Odisha, and Assam, and our mission is to swiftly connect with outlets in remote locations.

## Recent Developments

- Board of Directors of the company had on July 1<sup>st</sup> 2024, approved the business acquisition of Patanjali Ayurved Limited (PAL)'s Home and Personal Care Business accelerating its transition into a leading FMCG company. This strategic initiative for acquisition of HPC business shall strengthen the company's FMCG product portfolio with an array of marquee brands and also contribute to the growth in terms of revenue and EBITDA. The acquisition is valued at a Fair Market value (Net) of ₹1,100 cr. based on all the fixed assets of HPC division & respective current assets on slump sale basis. In FY24, HPC business delivered revenues of ₹ 2,771 Cr with ~18% EBITDA Margin.
- The acquisition, subject to various regulatory approvals, will lead to a consolidation of 'Patanjali' brand FMCG products portfolio. The HPC business of PAL currently has a strong brand equity in India's FMCG space and enjoys a loyal consumer base across the country. It has 91 products and 186 SKUs catering in four key segments of Dental Care, Skin Care, Home Care and Hair Care. The acquisition will drive key synergies in terms of brand equity and enhancements, product innovations, infrastructure and operational efficiencies.

**About Patanjali Foods Limited (PFL)**

Incorporated in 1986, Patanjali Foods Limited is one of the leading FMCG players in India. The company is present in Edible Oils, Food & FMCG and Wind Power Generation segments through a bouquet of brands like Patanjali, Ruchi Gold, Mahakosh, Nutrela, etc. The company is focused on investing in building brands and expanding its product portfolio. The company offers food products across multiple geographies, price points and segments to cater to a wide spectrum of consumer preferences.

For more information, visit us on <http://www.patanjalifoods.com/investors.php>

**Safe Harbor Statement**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward- looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

**For further information please contact:**

**Company:**



**Patanjali Foods Limited.**

CIN: L15140MH1986PLC038536

Investor Relations - Mr. Chintan Kotak

Email id: [chintan.kotak@patanjalinfoods.com](mailto:chintan.kotak@patanjalinfoods.com)

**Investor Relations Advisors:**



**Strategic Growth Advisors Pvt Ltd.**

CIN: U74140MH2010PTC204285

Shikha Puri/ Devika Shah/ Sharvi Patil

Email id: [shikha.puri@sgapl.net](mailto:shikha.puri@sgapl.net)/ [devika.shah@sgapl.net](mailto:devika.shah@sgapl.net)/  
[sharvi.patil@sgapl.net](mailto:sharvi.patil@sgapl.net)

Tel No: +91 9819282743 / +91 9920764659 / +91 9422367231