

PATANJALI[®] 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



PFL/2024

July 20, 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,

Sub.: Earnings Conference Call on July 22, 2024

This is further to our letter dated 16th July, 2024 regarding above.

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”), we would like to inform you that the officials of our Company i.e. Patanjali Foods Limited (“the Company”) will host an Earnings Conference Call with Analysts/Investors to discuss the financial and operational performance of the Company for the quarter ended 30th June, 2024 on Monday, 22nd July, 2024 at 9.30 AM (IST).

We attach herewith a copy of the presentation that will be discussed in the above Earnings Conference Call.

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

Ramji Lal Gupta
Company Secretary

Encl.: As above

PATANJALI FOODS LIMITED

QUARTERLY PERFORMANCE UPDATE: Q1 FY 2024-25

July 20, 2024

Nurturing Growth. Cultivating Success.

DISCLAIMER

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Patanjali Foods Limited (the “Company”)**, have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation may contain certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

EXECUTIVE SUMMARY

- **Board Approval on 1st July, 2024 for acquisition of HPC business of PAL***
- **Strong profitability registered in Edible Oils despite volatile markets**
- **Thrust on marketing and consumer activation**
- **Continued expansion in Oil Palm Cultivation**
- **Encouraging performance by newly launched products**

*The acquisition, subject to various regulatory approvals

FINANCIAL HIGHLIGHTS: Q1 FY25

Overall Performance

1. Revenue from operations for Q1FY25 clocked at ₹7,173.06 Cr as against ₹ 7,767.10 cr. in Q1FY24
2. Total income, including other income, stood at ₹7,202.36 Cr
3. Company achieved an EBITDA of ₹435.08 Cr in Q1FY25 as against ₹211.99 Cr in Q1FY24
 - EBITDA margin (from operations) was 6.07% during Q1 as against 5.08%* in previous quarter and 2.73% in the same quarter last year
4. **Quarterly PAT jumped nearly 3X to ₹262.90 Cr in Q1FY25 vs ₹87.75 Cr in Q1FY24**
 - PAT margin (from operations) was 3.67% in the quarter as against 1.13% in Q1FY24
5. Achieved export sales of ₹53.33 Cr during the Quarter. The company's products are now introduced on ecommerce platforms in global markets

FINANCIAL HIGHLIGHTS: Q1 FY25

Segment – Food & FMCG

6. In Q1FY25, the segment recorded revenues of ₹1,953.55 Cr contributing to 26.77% of revenue from operations of the company vis-à-vis 24.84% contribution in Q1FY24
7. The segment EBITDA stood at ₹184.05 Cr as against ₹360.77 Cr in Q1FY24

Segment – Edible Oils

8. In Q1FY25, the segment recorded revenues of ₹5,330.33 Cr as compared to ₹5,890.73 Cr in Q1FY24; YoY decline in revenue is on account of the fall in prices during the quarter
9. Edible oil volumes were 5.74 lac MT; there was a slight dip in the demand for edible oil triggered due to heatwave in the country
10. The branded edible oils contributed to 79.54% of the total edible oil sales

FINANCIAL HIGHLIGHTS: Q1 FY25

11. In Q1FY25, the segment EBITDA was recorded at ₹231.63 Cr. vs. an EBITDA loss of ₹99.61 Cr in Q1FY24
12. This is mainly on account of stable prices and active strategies for price risk mitigation

Segment – Wind Turbine Power Generation

13. The segment revenues during Q1FY25 stood at ₹14.33 Cr.
14. The company fulfills ~20% of its energy requirements from renewable sources.

BUSINESS HIGHLIGHTS: Q1 FY25

Segment - Food & FMCG

Biscuits & Confectionary

15. Quarterly revenue grew by 9.41% YoY from ₹381.16 Cr last year to ₹417.03 Cr in Q1FY25
16. The sales of star product – ‘Doodh’ biscuit surged to ₹265.77 Cr, reflecting a YoY growth of 6.97%
17. The premium range of health biscuits (Ragi, 7 Grain & Digestive biscuits) and Patanjali Tea continue to exhibit encouraging results

Nutraceuticals

18. The business reported 37.81% QoQ growth in revenue; with e-Commerce contributing to 17% share of the total sales
19. Strong double-digit growth in sales across Patanjali Stores and e-Commerce platforms

BUSINESS HIGHLIGHTS: Q1 FY25

20. Necessary certifications obtained for sales through listing on Amazon US.
21. Nutrela Shop-in-Shop concept launched at pilot scale in Patanjali Stores in Delhi
22. New Products launched: Moringa tablets, Vit. C + Zinc, Gummies (Ashwagandha + Melatonin & Kids' Multivitamin)



BUSINESS HIGHLIGHTS: Q1 FY25

Nutrela Soya Protein

23. The TSP* sales exhibited steady growth of 4.37% YoY to 7,746.81 MT during Q1FY25
24. Rural Outreach Programs: 8 Rural Distributors Meets in UP & Bihar and Operation Thunder across East
25. The brand collaborated with Fever FM & Radio One during IPL 2024, and sponsored the finalists Kolkata Knight Riders in Kolkata

Segment – Edible Oils

26. 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.
27. 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.

BUSINESS HIGHLIGHTS: Q1 FY25

28. Downward pricing pressure in markets resulted in lower revenues
29. Significant uptick in profitability: 72.50% QoQ growth in EBITDA

Edible Oils & Its Derivatives

30. Leveraged MS Dhoni branding for 'Mahakosh' & 'Sunrich' brands
 - Campaigns during IPL got 10.3 crore impressions with a reach of 2.15 crore
 - Sponsorships in reality shows in various regional channels across India
31. Premium Nutrela Oils increased by 3.77% YoY to 5,225.40 MT

Oil Palm Plantation

32. Continued expansion of cultivated area during the quarter; total area under plantation is 75,667 hectares across 12 states.

FINANCIAL HIGHLIGHTS: Q1 FY25

Other Key Updates

33. Supply Chain Desk initiated for wheat, spices and guar gum
34. Recognized as “**Best Employer**” by The Golden Globe Tiger's HR Awards at Malaysia

Thank You



Patanjali Foods Limited

Registered Office: 616, Tulsiani Chambers, Nariman
Point, Mumbai - 400021, Maharashtra

Phone: (+91-22) 61090100 / 200

Website: www.patanjalifoods.com

Email: secretarial@patanjalifoods.co.in