



PATANJALI FOODS LIMITED

(Formerly known as Ruchi Soya Industries 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

May 14, 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 May 15, 2024

This is further to our letter dated 08.05.2024 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") will host an Earnings Conference Call with Analysts/Investors to discuss the financial and operational performance of the Company for the quarter and year ended 31st March, 2024 on Wednesday, 15th May, 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
(Formerly known as Ruchi Soya Industries Limited)

Ramji Lal Gupta
Company Secretary

Encl.: As above

PATANJALI FOODS LIMITED

ANNUAL PERFORMANCE UPDATE: FY 2023-24

May 14, 2024

Nurturing Growth. Cultivating Success.

DISCLAIMER

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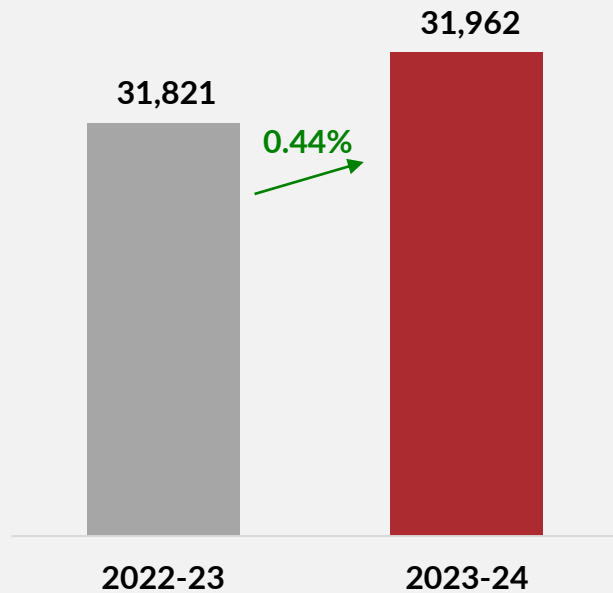
EXECUTIVE SUMMARY: FY24

- **Stable financial performance with consistent uptick in quarterly revenues**
- **Steady increase in FMCG share in portfolio**
 - Share of FMCG segment has increased to 30.06%, from 19.49% last year
 - Food & FMCG segment observed YoY growth of 55.09%
- **Significant surge in volumes of Edible Oils and Biscuits**
- **Continuous uptick in branded sales aided by new premium launches**
- **Evaluation process initiated for PAL's HPC business acquisition**

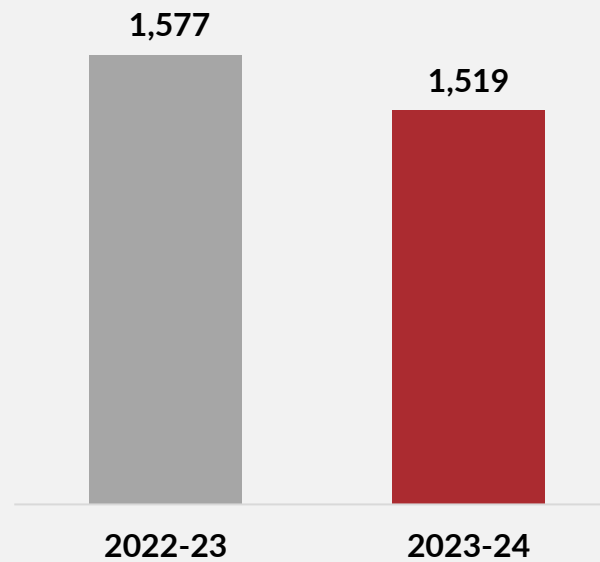
FINANCIAL HIGHLIGHTS: FY24

Sustained financial performance despite challenging business environment

Revenue (Total Income)



EBITDA



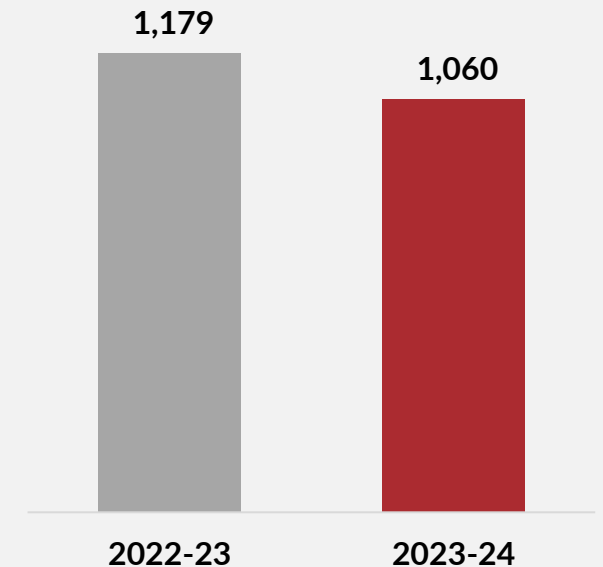
EBITDA %

5.0%

4.8%

PBT

Amount in ₹ Crore



PBT %

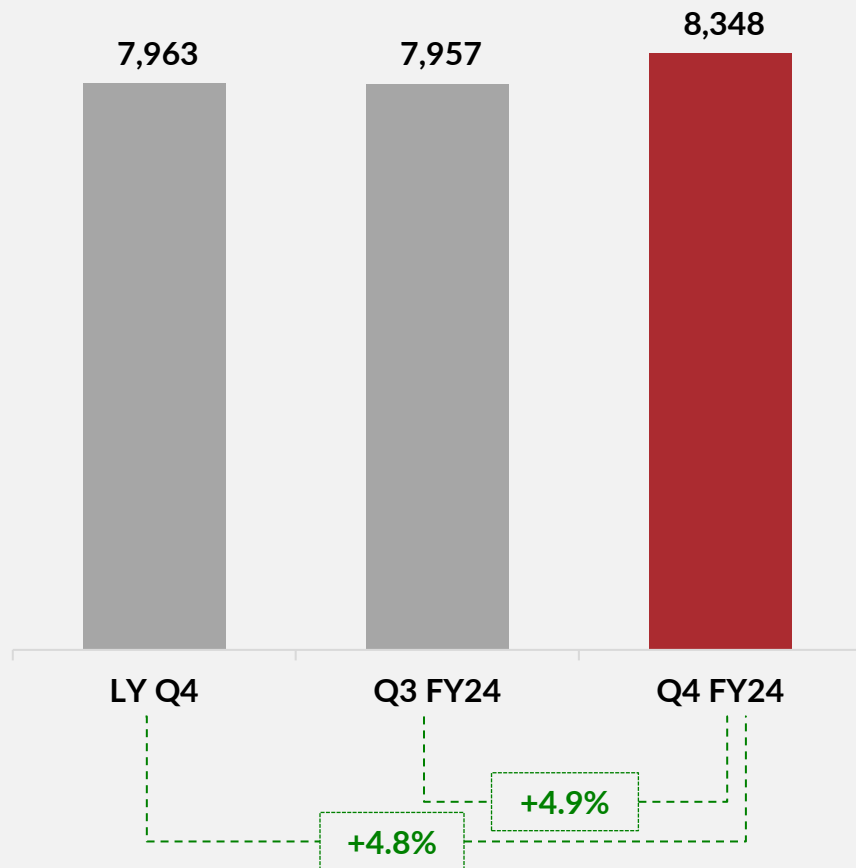
3.7%

3.3%

FINANCIAL HIGHLIGHTS: Q4 FY24

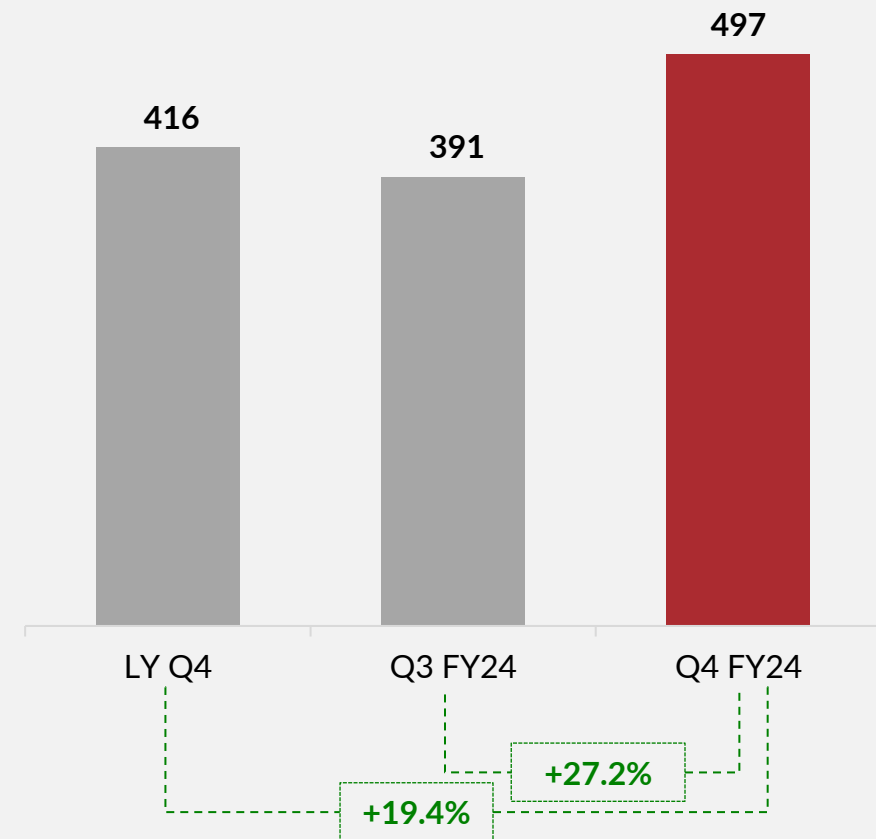
Steady quarterly performance with strong growth in profitability

Revenue (Total Income)



EBITDA

Amount in ₹ Crore

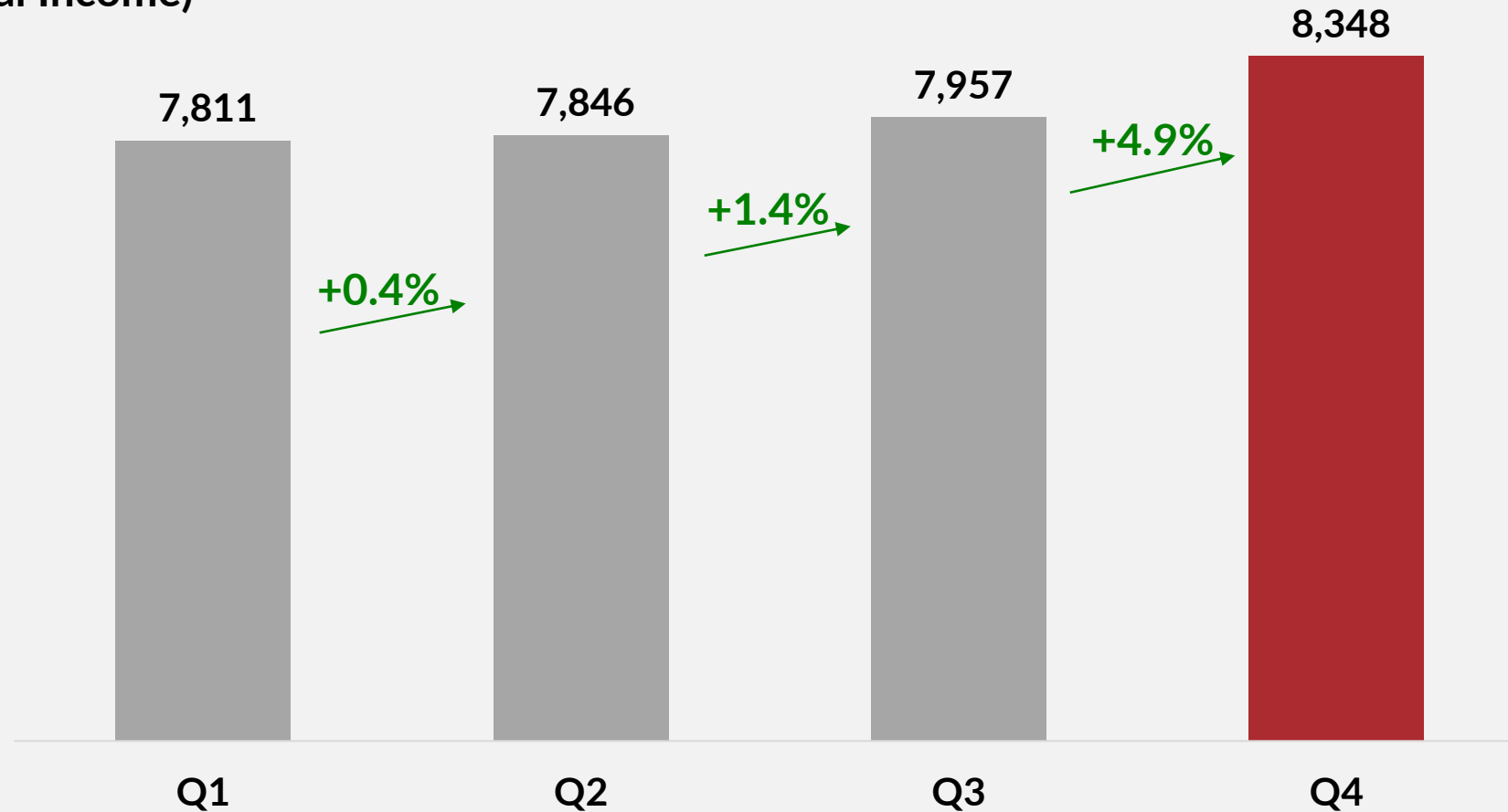


FINANCIAL HIGHLIGHTS: QUARTERLY

Consistent Quarter-on-Quarter growth

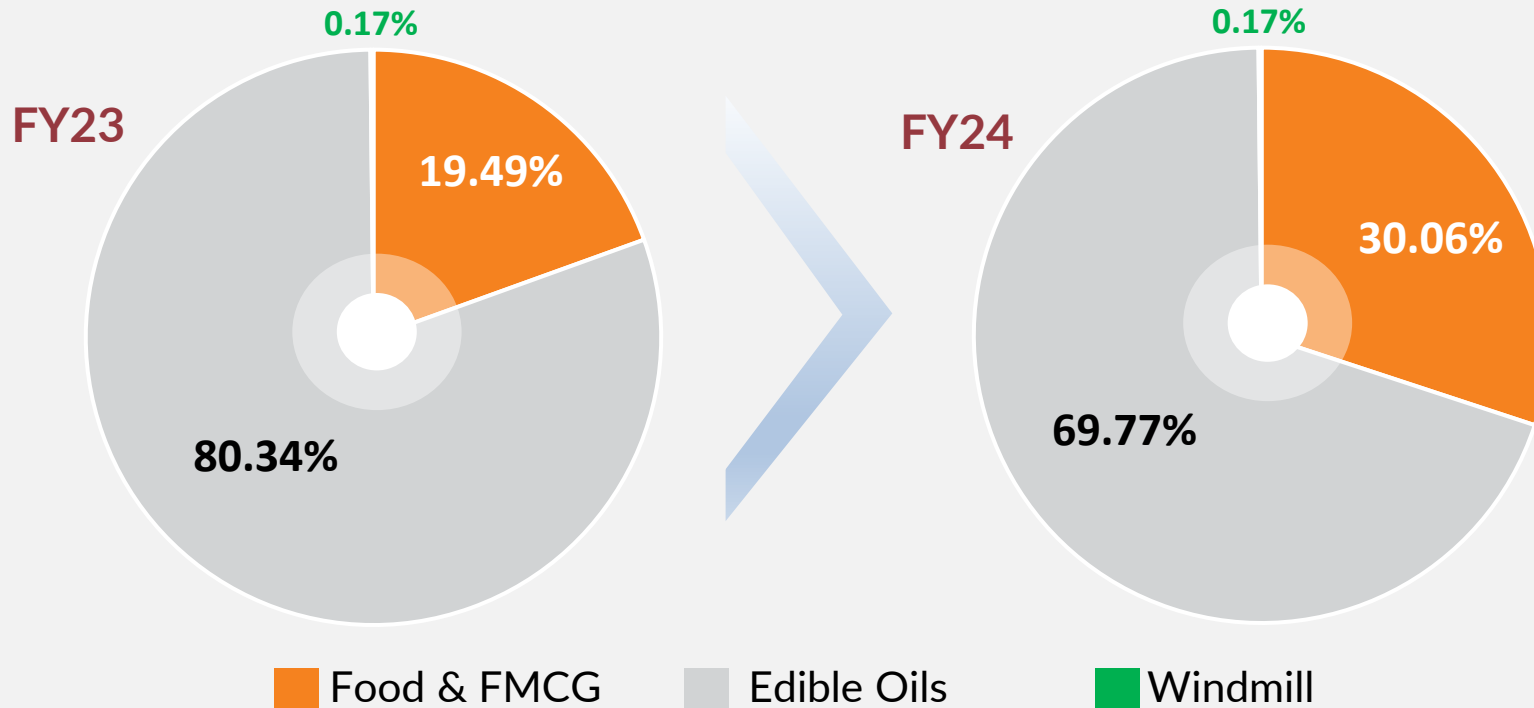
Revenue (Total Income)

Amount in ₹ Crore



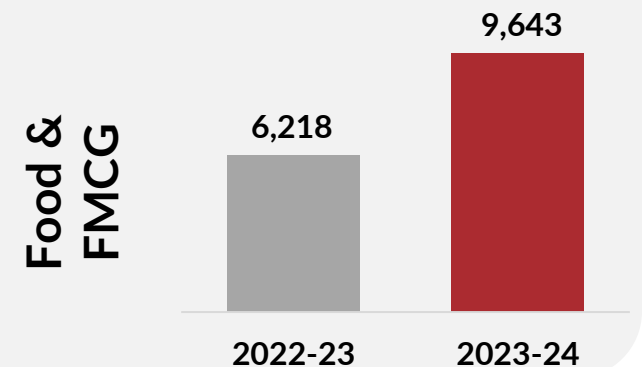
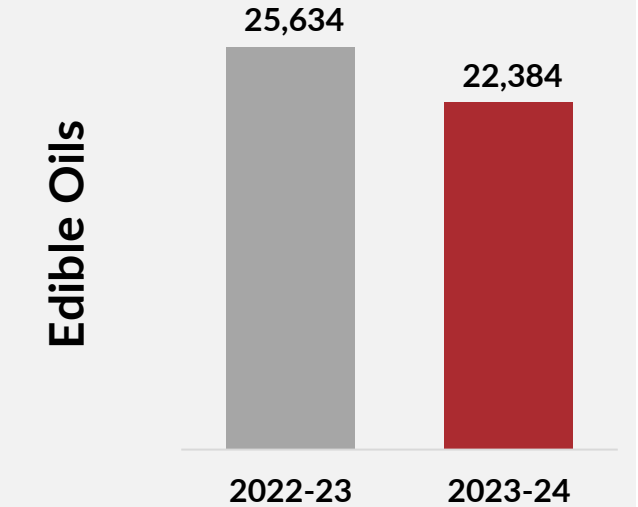
SEGMENTAL REVENUE

Increasing share of Food & FMCG segment with stable margin



In FY22, Share of Food & FMCG in total revenue was only 6.84%

Annual Revenue Amount in ₹ Crore



KEY INITIATIVES – FY24

- Raised ₹ 2,534 Cr through successful shareholding dilution via OFS mechanism
- MS Dhoni onboarded as a Brand Ambassador for Mahakosh & Sunrich
- New Product Launches under premiumization drive
- New Marketing Campaigns – TVCs of Chyawanprash, Honey and Spices
- HR Initiative: PFL-Employee Stock Option Plan 2023

- **Robust Growth in Edible Oils and Vanaspati**
 - Full-year sales volume has increased by 13.16% YoY to 24.97 lakh MT
 - Q4 sales volume up by 5% y-o-y; from 6.04 lakh MT to 6.34 lakh MT
- **Growth in Premium Oils Segment**
 - Nutrela Oils: 12-month sales has increased by 26.2% YoY, to 21,275 MT
 - In Q4, sales increased to 5,988 MT with a growth of 20.6% YoY
- **Fast-track progress on Oil Palm Plantations**
 - Total plantations area expanded to 74, 376 hectares
 - Share of young plantation (0-3 years old) has increased from 19% to 33% during the year
 - 14 new nurseries established (increasing total count to 40 nurseries by end of Mar'24)

- **Increasing market share in Biscuits & Confectionary**
 - Annual revenue up by 21.9% to INR 1,648 Crore; Industry is growing at 8.0% CAGR¹
 - Direct retail reach has increased to more than 1 million outlets
 - ‘Doodh’ biscuits has achieved the milestone of becoming a ₹1,000 Cr brand
- **Nutrela**
 - Annual sales volume of Textured Soya Protein (TSP) went up by 7.7% to 27,710 MT
 - Achieved highest-ever quarterly sales volume of TSP i.e., 8,918 MT in Q2
- **Nutraceuticals**
 - Re-launched Sports Nutrition under “Nutrela Sports” with separate Team & Distribution Infrastructure
 - ECommerce sales registered more than 100% growth over previous year
- **The company exported products to **34** countries amounting to ₹323.42 Cr**

- **Setting up of Farmer Producer Organizations (FPOs)**
 - Allotted 202 FPOs from SFAC[†] – 156 FPOs registered; Setup channel for direct procurement
- **Expanded digital & social media presence**
- **Employee-centricity**
 - Great Place to Work® for third year in a row
- **Emphasis on Marketing and Branding activities**
- **Awards and Recognition**
 - Ruchi Gold honored with “Best Brand Award in Palm Oil” by COOIT
 - “Nutraceutical Company of the Year” by India Food Safety & Nutrition Summit & Awards 2023

EDIBLE OIL PRICE MOVEMENTS

- **After the low levels witnessed in Q3, edible oil prices saw a sharp recovery in Q4.**

Palm Oil: +17% (Rs. +13,000/mt)

Soy Oil: +10% (Rs. +8,000/mt)

Sun Oil: +6% (Rs. +5,000/mt)

- **The markets were relatively stable during FY24 with price fluctuation of 20% between the highest and lowest levels**
 - In last year, the fluctuations was 50%
- **Price Divergence between Futures and Physical prices in Q4**
 - No divergence in Palm Oil
 - 11% divergence in Soya Oil mainly due to increase in Cash prices

FMCG INDUSTRY SCENARIO

- **Sustained growth in FMCG Sales Volume during Q4¹;**
 - Sales Volume remain positive, up by 6.5%
 - Rural sales growth of 7.6% surpassed that of 5.7% in Urban areas after 5 years
- **Non-Food Categories have outpaced Food Categories¹**
 - Food Category volumes growth slowed to 4.8% as compared to 5.3% in Q3
 - Non-Food witnessed 11.1% growth (almost double to food category) as compared to 9.6% in Q3
- **Gradual Decline in Inflation:**
 - CPI decreasing month-on-month during Q4 FY24 (Jan = 5.10%; Feb = 5.09%; Mar = 4.85%)²
 - CPI Projection for FY25 is 4.5% (Q1 = 4.9%; Q2 = 3.8%; Q3 = 4.6%; Q4 = 4.5%)³
- **Stable year ahead for FMCG¹**
 - Growth forecast of 4.5-6.5% for 2024
 - Tailwinds include – rural demand recovery, normal monsoon forecast, and softening of inflation

Thank You



Patanjali Foods Limited

(Formerly known as Ruchi Soya Industries 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