



Press Release

Britannia's Consolidated Sales for the quarter grew 6.5% while Net profit grew 4.8%

Mumbai, February 6th, 2025:

Britannia's Consolidated Sales for the Quarter ended 31st December 2024 stands at Rs 4,463 Crores, growing 6.5% and Net Profit stands at Rs 582 Crores, growing 4.8% on a year-on-year basis. For nine-month period ended 31st December 2024, the Consolidated Sales stands at Rs. 13,159 Crores growing 5.0%, while the Net Profit stands at Rs. 1,619 Crores, growing 1.3% on a year-on-year basis.

Commenting on the performance, Mr. Varun Berry, Vice Chairman & Managing Director, said:

“Despite the ongoing subdued demand across FMCG categories and increased competitive pressures, we achieved a strong performance, with both value and volume growing about 6% each on a year-on-year basis. The inflation on key input materials of Wheat, Palm Oil, Cocoa etc. remains on an upward trajectory, which we mitigated through judicious price increases, focused brand investments and fixed cost leverage, helping us sustain operating margins while maintaining competitiveness.

We continued expanding our distribution network, reaching directly to about 29 Lakh outlets nationwide. Our focus states outperformed the other regions with a 2.6x growth during the quarter, driven by our partnership with about 31,000 rural distributors. Strengthening our portfolio with new innovation launches such as the Dual Flavoured Layer Cake and Triple Chocolate Croissants helped enhance the consumer palette, while the other existing in-market products continued to deliver healthy revenues. Our adjacent businesses such as Dairy Drinks, Croissant and Wafers witnessed double-digit growths, pushing our agenda of being a “Total Global Foods Company” forward.

We will closely monitor the commodity price inflation and implement targeted price increases for specific brands and categories, as needed. Our focus shall continue to be on driving market share while sustaining profitability.

We reaffirm our commitment to our ESG framework of People, Growth, Governance and Resources and shall continue to focus on our initiatives to build a Sustainable and Profitable business.”

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