

Press Release- Quarter ended 30th June, 2022**Patanjali Foods Limited – Results of 1st Quarter Ended 30th June 2022**

- **Total Income up by 10.39%;**
- **Profit before Tax surges by 12.44%;**
- **EBITDA Rs 55,079.72 lakh with EBITDA margin of 7.47%**
- **Others (Food products etc.) vertical achieves sales of Rs 57,248.42 lakh.**

Mumbai, 10th August, 2022

Patanjali Foods Limited (formerly known as Ruchi Soya Industries Limited), “Patanjali Foods”, is a diversified Indian conglomerate with strong focus on Fast Moving Consumer Goods (FMCG) and Fast Moving Health Goods (FMHG) segments. The company has well recognized brands, 23 manufacturing facilities at strategic locations across India and over 2.9 lakh hectares palm plantation allocation. The company has announced its financial results of operation for the quarter ended 30th June, 2022. Key highlights of financial results are set out below:

- For the quarter ended June 30, 2022; Patanjali Foods achieved a Total Income of Rs. 7,37,007.59 lakh as compared to Rs. 6,67,619.69 lakh for the quarter ended March 31, 2022, reflecting a growth of 10.39 % on QoQ basis and 39.16 % on YoY basis.
- For the quarter ended June 30, 2022; EBITDA stood at Rs. 55,079.72 lakh with an EBITDA margin of 7.47 %. The EBITDA from operations stood at Rs 40,179.54 lakh with an EBITDA margin of 5.57 % after providing for income of Rs 14,900.18 lakh on pre redemption of redeemable preference shares.
- For the quarter ended June 30, 2022; the Profit before Tax was Rs. 33,247.30 lakh as compared to Rs. 29,569.13 lakh for the quarter ended March 31, 2022, reflecting an increase of 12.44 %.
- Patanjali Foods’ branded business including brands sold under royalty arrangements and institutional segment achieved sales of Rs. 5,01,683.62 lakh and Rs. 41,237.72 lakh respectively, for the quarter ended June 30, 2022; contributing to 70.80 % and 5.82 % of the total sales of products for such period. The branded business registered a growth of 11.97 % on QoQ and 33.25 % on YoY basis.
- In Q1FY23, the Others business segment (food products etc.) achieved sales of Rs 57,248.42 lakh contributing 11.41 % of the branded business of the Company registering a growth of 16.41 % QoQ basis and 60.49 % YoY basis.

The company’s robust pan India distribution network and increased presence on emerging digital channels has enabled company to deliver strong financial performance through wider availability across the retail shelf. The company continues to implement organization-wide strong risk management practices to ensure effective risk management and protecting the bottom line. The planning and forecasting tools deployed by the company are facilitating in driving efficiency and cost optimization.

With an objective to create value for the stakeholders, the company has taken several initiatives including focus on FMCG and FMHG segment and strengthening brand equity for its leading brands (like Ruchi Gold, Mahakosh, Sunrich, Nutrela, Ruchi Star and Ruchi Sunlight). The Company has undertaken following initiatives during the 1st Quarter of FY 2022-2023:

- In April 2022, the Company completed its Follow on Public Offer (FPO) of Rs 4,300 crore in the current quarter resulting in increase of public shareholding to 19.18 %. The proceeds of the issue were majorly utilized for 100% repayment of the outstanding Terms Loans, Working Capital Loans, NCD’s and partial repayment of redeemable Preference shares resulting in Company achieving Debt Free status.

- On 18th May 2022, the Company signed the Business Transfer Agreement (BTA) with Patanjali Ayurved Limited (PAL) to acquire food business portfolio along with manufacturing plants at Padartha, Haridwar & Newasa, Maharashtra as a going concern on a slump sale basis for a consideration for Rs. 690 crore. The business got acquired with effect from 1st July 2022. The addition of foods business with marquee product range will add width and depth to company portfolio.

Our focus for the next few quarters is to continue the accelerating growth of the highly profitable food vertical which shall ensure overall growth of the EBITDA margin of the Company. The Company firmly believes that the food business with large portfolio of products and strong brands comprising of various food products like Cow Ghee, Chyawanprash , Honey, Juices such as Amla, Aloe Vera Juice etc. shall grow at a higher pace in the coming quarters when the sale of the acquired food business gets reflected as the acquisition has been effected from 1st July 2022.

- In June 2022, Ruchi Soya Industries Limited has been renamed Patanjali Foods Limited (PFL) signifying the commitment of “Patanjali Group” to continue to work towards the benefit of all the stakeholders. Subsequent to name change, the scrip code name of the Company on the BSE & NSE stands changed to Patanjali.

Patanjali Foods Limited (formerly known as Ruchi Soya Industries Limited) is focused on investing in building brands and expand its product portfolio and towards this, the Company offers food products across multiple categories, price points and segments to cater to a wide spectrum of consumer preferences. The recent acquisition of the food business from PAL shall further consolidate the position of the Company as a leading FMCG & FMHG player.