

PATANJALI FOODS LIMITED

QUARTERLY PERFORMANCE UPDATE: Q1 FY 2024-25

July 20, 2024

Nurturing Growth. Cultivating Success.

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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**

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



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