

PATANJALI FOODS LIMITED

QUARTERLY PERFORMANCE UPDATE: Q3 FY 2024-25

Feb 10, 2025

Leading with purpose, Poised for growth

Focus | Diversification | Strength

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EXECUTIVE SUMMARY

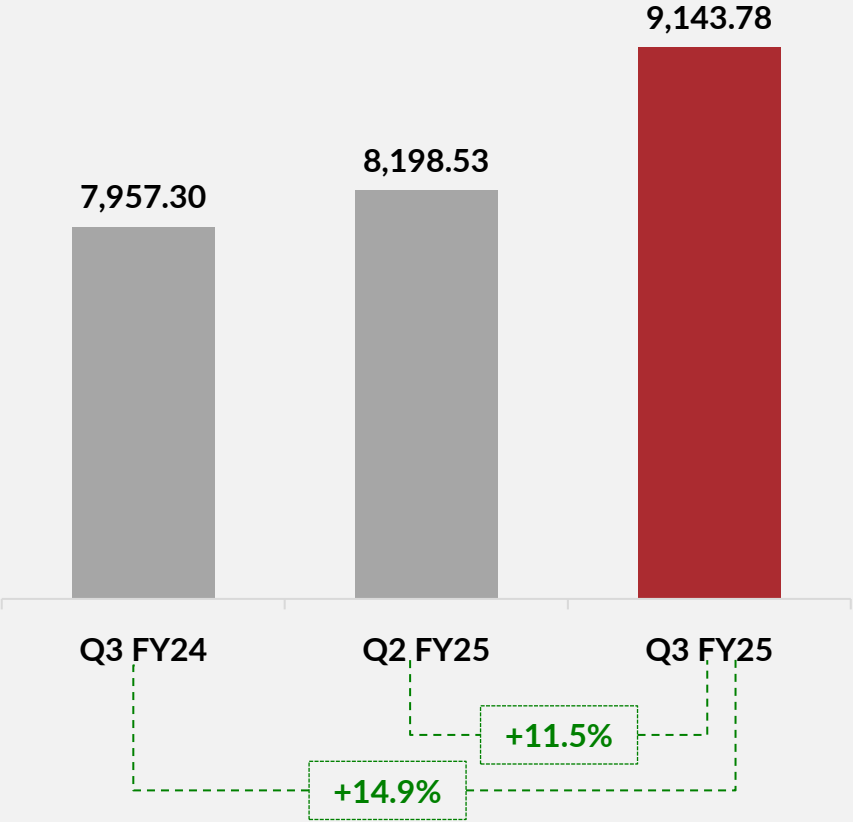
- **Integration of HPC Business successfully done**
- **Edible Oils segment reported strong profitability despite volatile markets**
- **Branding & marketing push: onboarding celebrity brand ambassadors**
- **Rapid expansion in Oil Palm Plantation**

FINANCIAL HIGHLIGHTS: Q3 FY25

Steady quarterly performance with strong growth in profitability

Revenue (Total Income)

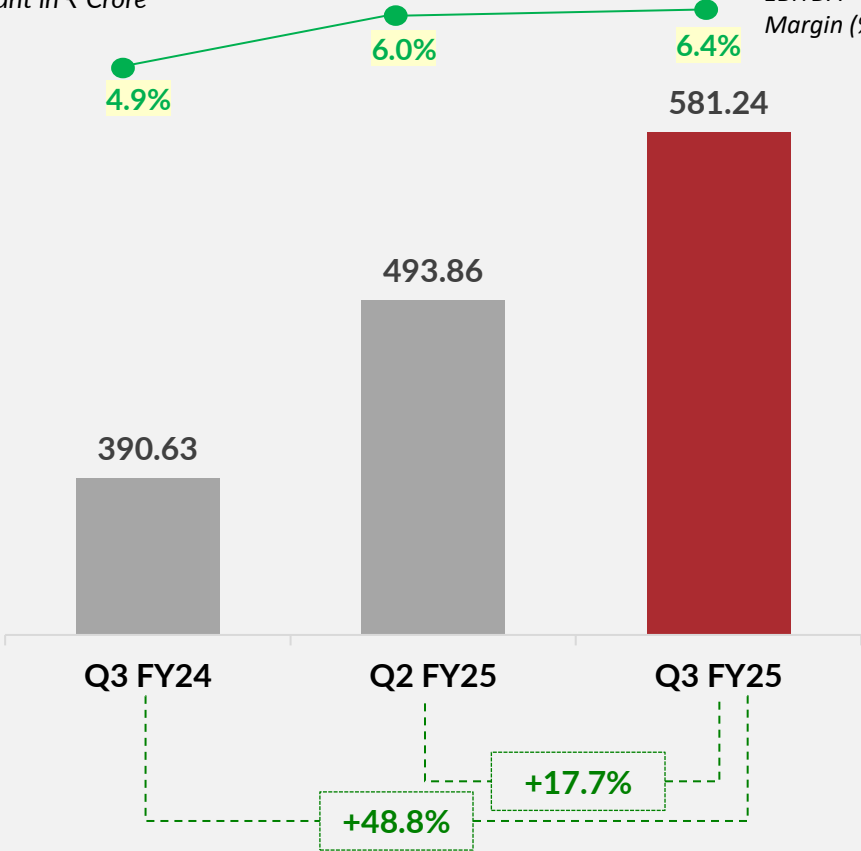
Amount in ₹ Crore



EBITDA

Amount in ₹ Crore

EBITDA Margin (%)

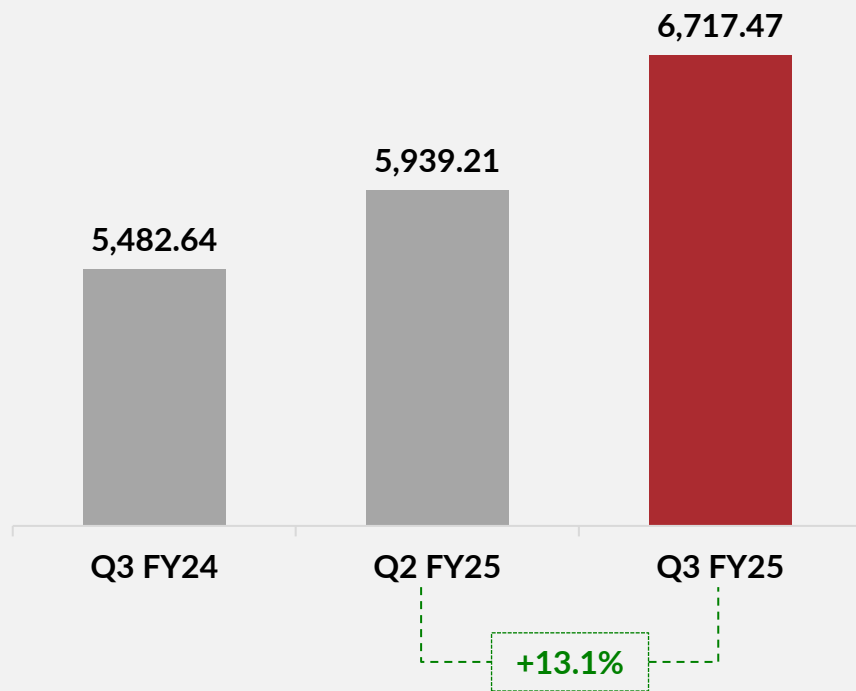


FINANCIAL HIGHLIGHTS: Q3 FY25

Sustained segmental performance on sequential basis

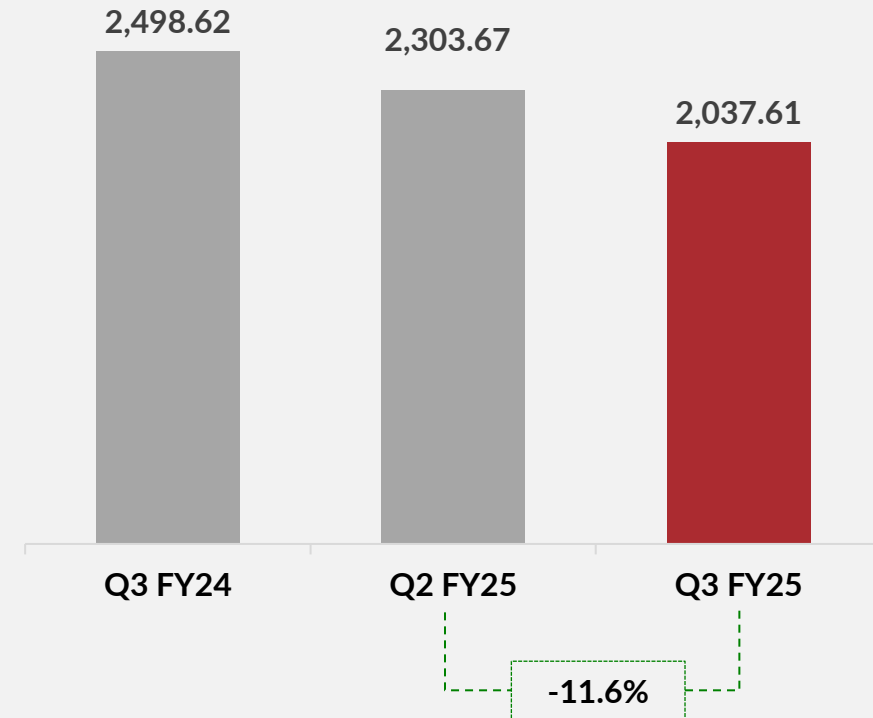
Edible Oils

Amount in ₹ Crore



Food & FMCG

Amount in ₹ Crore

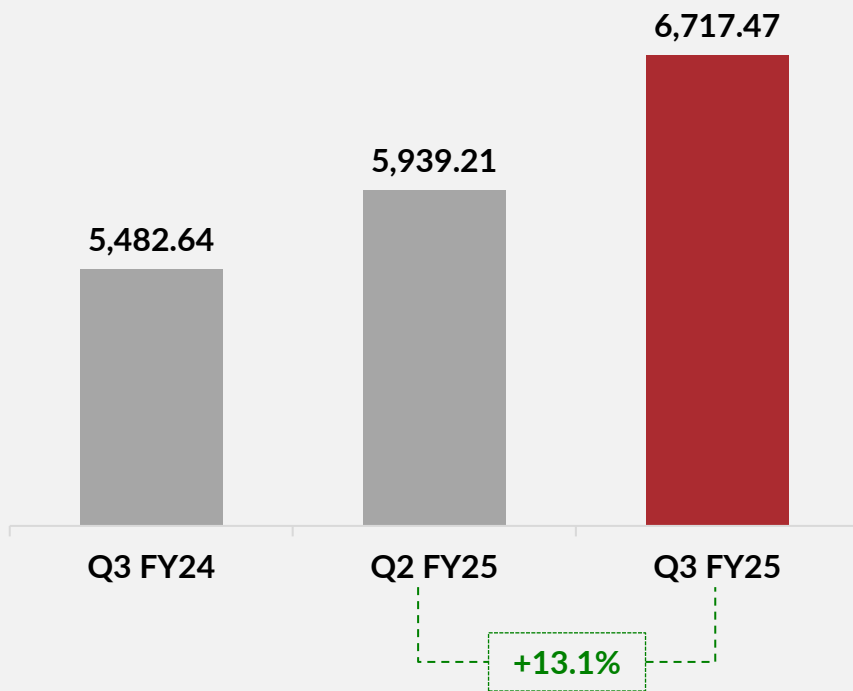


FINANCIAL HIGHLIGHTS: Q3 FY25

Sustained segmental performance on sequential basis

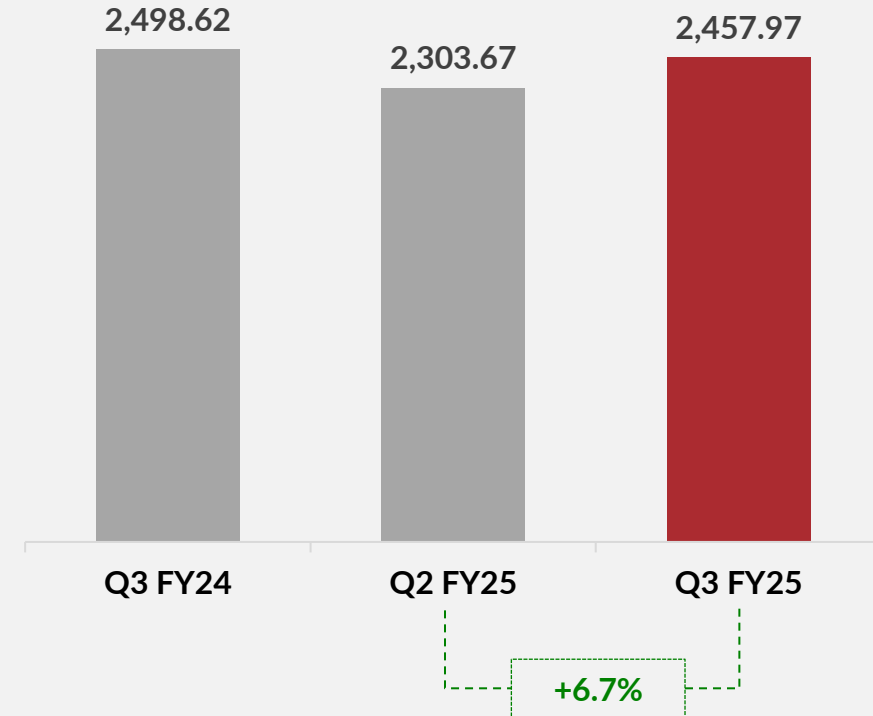
Edible Oils

Amount in ₹ Crore



Food, FMCG & HPC

Amount in ₹ Crore



Onboarding Celebrities for Key Brands



Shahid Kapoor onboarded for Nutraceuticals

FINANCIAL HIGHLIGHTS: Q3 FY25

Overall Performance

1. Revenue from operations for Q3FY25 clocked at ₹9,103.13 Cr as against ₹7,910.70 Cr in Q3FY24, observing a growth of 15.07%
2. Total income, including other income, stood at ₹9,143.78 Cr during the quarter, as against ₹7,957.30 Cr in same period last year
3. Company recorded an EBITDA of ₹581.24 Cr in Q3FY25 as against ₹390.63 Cr in Q3FY24
 - EBITDA margin was 6.4% during Q3FY25 as against 6.0% in the previous quarter
4. Quarterly PAT stood at ₹370.93 Cr in Q3FY25 vs ₹216.54 Cr in Q3FY24
 - PAT margin was 4.06% during the quarter as against 2.72% in Q3FY24

FINANCIAL HIGHLIGHTS: Q3 FY25

5. Achieved export sales of ₹67.27 Cr during the Quarter. The company had its export footprint in 29 countries during the quarter.

Segment – Food, FMCG & HPC

6. During the quarter, the FMCG industry has reported decline in demand. This decline was primarily driven by overall subdued demand, especially due to the ongoing pressure on urban consumption

7. In Q3FY25, the segment recorded revenue of ₹2,037.61 Cr vis-à-vis ₹2,498.62 Cr in Q3FY24. This decline is largely in line with sluggish demand at the industry level

8. The Food & FMCG segment contributed 22.19% to the Revenue from Operations (before giving impact of Inter Segment Revenue) in Q3FY25

9. During the quarter, the segment recorded an EBITDA margin of 7.53% as compared to 10.85% margin in Q3FY24, the same is on account of larger advertisement spends, higher key raw material costs and price volatility in commodity staples.

FINANCIAL HIGHLIGHTS: Q3 FY25

10. Since the integration, the HPC business segment's revenues stood at ₹420.36 cr. Marquee products of this segment include Dant Kanti, Saundarya, Herbal Wash and Kesh Kanti.

Segment – Edible Oils

11. In Q3FY25, the segment recorded revenues of ₹6,717.47 Cr as compared to ₹5,482.64 Cr in Q3FY24; observing a 22.5% YoY growth

12. The branded edible oils contributed to ~75% of the total edible oil sales

13. In Q3FY25, the segment EBITDA was recorded at ₹364.24 Cr. vs. an EBITDA ₹107.67 Cr in Q3FY24

FINANCIAL HIGHLIGHTS: Q3 FY25

Segment – Windmill Energy

- 14. The segment revenues during Q3FY25 stood at ₹6.15 Cr
- 15. The company fulfills ~20% of its energy requirements from renewable sources

Biscuits & Confectionary

- 16. In Q3FY25 segment grew by 1.64% YoY from ₹388.98 Cr in previous year to ₹395.37 Cr in Q3FY25
- 17. 'Doodh' Biscuit brand continues to maintain its leading share in biscuit category

BUSINESS HIGHLIGHTS: Q3 FY25

Nutraceuticals

18. The nutraceuticals business in Q3FY25, driven by strategic expansion and enhanced marketing efforts has shown signs of green shoots
19. The business reported 6.88% YoY growth to reach ₹15.09 Cr in revenue
20. The business successfully continues its innovative retailer partner program – ‘Sanchay’
21. Onboarded Shahid Kapoor as the face of Nutrela Nutraceuticals brand in Q3FY25.



BUSINESS HIGHLIGHTS: Q3 FY25

Nutrela Soya Protein

22. The business has achieved strong quarterly sales during Q3FY25 reaching ₹138.66 cr revenue, reflecting a 4.83% YoY growth.

23. Marketing efforts across multiple channels, including Digital Campaigns, Metro & Transit Media Campaign, OTT & CTV outreach have yielded results

24. Nutrela was also awarded the “The most preferred brand for the year 2024-25” by Marksmen Daily as voted by the consumers.



BUSINESS HIGHLIGHTS: Q3 FY25

Edible Oils & Its Derivatives

25. In Q3 FY25, the cash markets experienced upward price movements, with a 5% rise in Palm Oil and 1% rise in soyabean oil.
26. High divergence was observed between futures and physical prices for edible oils, as futures prices went up by 11% for palm oil and for soyabean oil they went down by 6% divergence occurred in soyabean oil due to falling futures prices
27. The cash market remains positive for palm oil and remains steady for soyabean oil.
28. Despite the volatile environment, the segment performed exceedingly well and reported ₹364.24 Cr EBITDA as against last year EBITDA of ₹107.67 Cr
29. Continued thrust on leveraging MS Dhoni brand for 'Mahakosh' & 'Sunrich' brands
30. Premium Nutrela Oils has shown robust growth of 41.9% YoY

BUSINESS HIGHLIGHTS: Q3 FY25

Oil Palm Plantation

31. Continued expansion: total area under plantation reached 87,109 hectares; which has 46.3% of plantation in mature stage (7-25 years).
32. Plantation area of 6,157 hectares developed during Q3FY25.
33. 5 TPH process mill started operations in Arunachal Pradesh (Niglok) during Q3FY25 and work is underway in Mizoram for the second oil mill of Northeast Region in Q3FY25
34. The 3MW Cogeneration project at peddapuram unit is in progress. It aligns with renewable energy principles to enhance sustainability and energy efficiency

BUSINESS HIGHLIGHTS: Q3 FY25

Other Updates

35. Patanjali Foods Limited got Achievement Certificate for '**The Asia's Most Trusted Iconic Brand 2024-25**' from the Brandscouncil Ratings International Conclave and Awards 2025 in Bangkok, Thailand

Thank You



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