



PATANJALI FOODS LIMITED

(Formerly known as Ruchi Soya Industries Limited)

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CIN-L15140MH1986PLC038536



PFL/2024

April 12, 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 Sir/Madam,

Sub.: Quarterly Updates- Q4 FY 2023-24.

Please find enclosed quarterly updates for Q4 of FY 2023-24. This will be followed by a detailed disclosure of financial results once the Board of Directors of the Company approves the standalone financial results for the quarter and year ended March 31, 2024.

Thanking you,

Yours faithfully
For Patanjali Foods Limited
(Formerly known as Ruchi Soya Industries Limited)

Ramji
Lal
Gupta
Digitally signed
by Ramji Lal
Gupta
Date: 2024.04.12
16:53:58 +05'30'

Ramji Lal Gupta
Company Secretary

Encl.: As above

Quarterly Update: Q4FY24

This is a preliminary update of the demand trends and the company's operating performance across its verticals for Q4FY24 and FY2024. The details will be shared upon finalization of the result for the quarter ended March 2024 and the full year 2024. The revenue growth numbers, and other details provided in this note are based on management estimates.

The company delivered a steady quarterly performance, led by a consistent result in both the Edible Oil segment and the Food & FMCG segment.

Edible Oil:

During the quarter, the prices of edible oils in India remained stable and rebounded from the low levels witnessed in the previous quarter.

Revenue from the Edible Oil segment in Q4 showed modest single-digit growth compared to the previous quarter, accompanied by a favorable EBITDA margin. Furthermore, the segmental volume in Q4 experienced mid-single-digit growth year-on-year, while FY24 witnessed double-digit growth.

In Q4 FY24, branded sales continued to account for over 77% of the total edible oil sales value. Additionally, Ruchi Gold was honored with the "Best Brand Award in Palm Oil" by the Rabi Seminar & Central Organization for Oil Industry & Trade (COOIT).

During the quarter, Premium Nutrela Oils experienced a notable double digit volume growth over the previous year, showcasing the effectiveness of the product offerings in meeting consumer preferences and market demands.

The Company exported its products to more than 20 countries, maintaining its export sales trend in line with the previous quarter.

For FY24, the cumulative area under cultivation in the Oil Palm Plantation business reached 74,376 hectares. As of March 31, 2024, the plantation area under three years old stood at approximately 33%, compared to around 19% as of March 2023, indicating rapid plantation expansion.

Food & FMCG:

In the March quarter, the revenue of the Food & FMCG segment remained resilient, demonstrating high single-digit revenue growth while maintaining stable EBITDA margins.

The Food & FMCG segment accounted for more than 30% of revenue from operations, compared to around 23% in Q4'FY23. The segment's contribution remained consistent with Q3'FY24 and Q2'FY24 at ~32% and notably higher than Q1'FY24 of ~25%. This increase is in line with Patanjali's strategic efforts to make a tactical shift in the revenue mix, margin profile and expansion of food product portfolio. In February, the company launched new products in the tea category, and the initial market response showed promising performance metrics.

The biscuits portfolio continued to demonstrate strong growth momentum, with the flagship brand 'Doodh' biscuits achieving the milestone of becoming an INR 1,000 Crore brand this year. Doodh, Nariyal and Crunchy Coconut biscuits have received tremendous consumer response and registered double-digit year-on-year growth. Additionally, the recently launched premium biscuit range continued to garner positive traction among consumers.

In Q4FY24, sales of Ghee and Dry Fruits remained steady while the sales of Kesar and beverages registered strong growth sequentially.

The company is strategically realigning its product portfolio within the Food & FMCG sector to cater to the evolving consumer preferences towards healthier options. In the Nutraceuticals segment, a noteworthy double-digit year-on-year growth has been achieved, with the E-commerce channel demonstrating a remarkable upsurge.

Overall, the growth in the Food & FMCG segment is primarily driven by the urban demand. However, rural demand is also expected to pick up in the upcoming quarters, fuelled by factors such as a promising monsoon season, potential rise in real rural wages, and other macroeconomic factors stimulating growth.

The company remains committed to brand building initiatives, emphasizing the expansion of distribution channels and bolstering brand presence through targeted advertising and promotional campaigns. The company became a partner of the Pro Kabaddi League 2024 and the official title sponsor of Fever FM, the official radio partner of the KKR IPL'24 team. Additionally, influencer contracts have been initiated with national-level bodybuilders for nutraceuticals to enhance product visibility within the target audience.

About Patanjali Foods Limited

Incorporated in 1986, Patanjali Foods Limited (formerly known as Ruchi Soya Industries Limited) is one of India's top FMCG players. The company is present in Edible Oils, Food & FMCG and Wind Power Generation segments via a bouquet of brands like Patanjali, Ruchi Gold, Nutrela, etc.

The company is focused on investing in building brands and expanding 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.

For more information, visit us on <http://www.patanjalifoods.com/investors.php>

Safe Harbour Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The

company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further information please contact:

<p>Company: Patanjali Foods Limited. CIN: L15140MH1986PLC038536 Email id: Mr. Chintan Kotak- Investor relations chintan.kotak@patanajalifoods.com</p> <p> PATANJALI FOODS LIMITED <small>(Formerly known as Ruchi Soya Industries Limited)</small></p>	<p>Investor Relations Advisors: Strategic Growth Advisors Pvt Ltd. CIN: U74140MH2010PTC204285 Shikha Puri/ Devika Shah/ Dharmik Kansara Email id: shikha.puri@sgapl.net / mailto:devika.shah@sgapl.net / dharmik.k@sgapl.net Tel No: +91 9819282743 / +91 9920764659 / +91 7208179323</p> <p> SGA Strategic Growth Advisors</p>
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