

Patanjali Foods Limited

Investor Presentation

Q4 FY 2024-25



PATANJALI®

For a wholesome Life

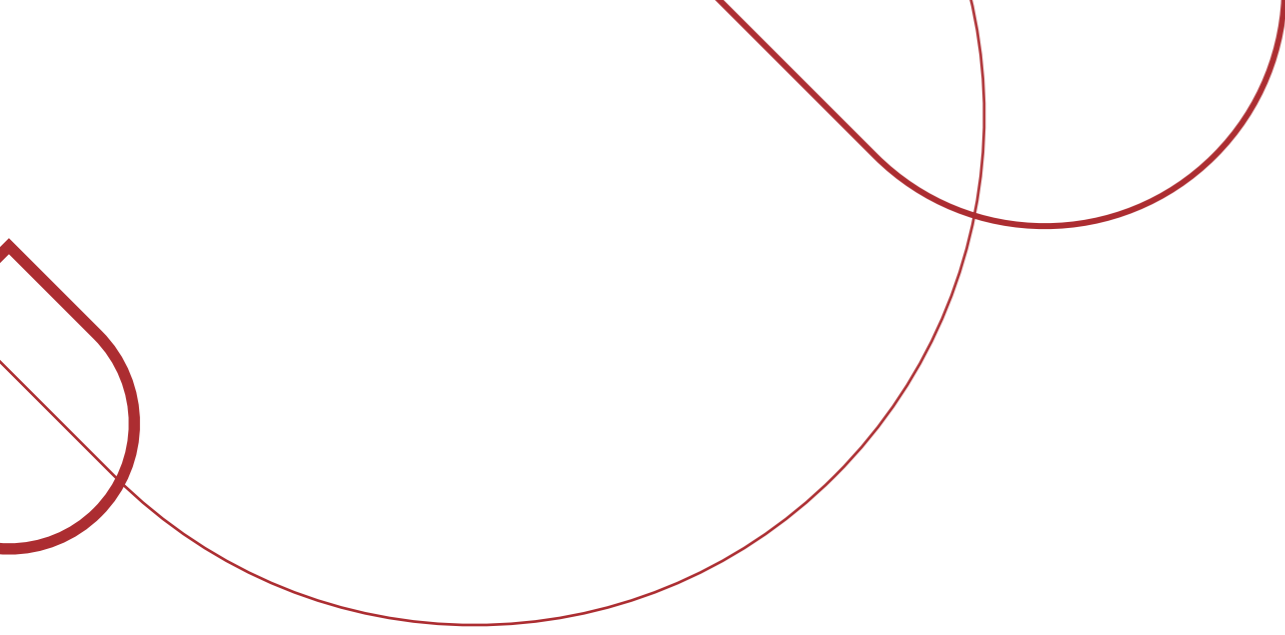
The advertisement features a top section with two men, one with a long beard, and the Patanjali logo. Below this, the slogan "For a wholesome Life" is written in a large, elegant font. The bottom section displays a variety of Patanjali products, including Nutrela, Honey, Chyawanprash, Cow's Ghee, Mustard Oil, Dant Kanti, and Berry Splash Shower Gel.

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Performance Highlights

FY 2025



PATANJALI[®]

For a wholesome *Life*

The advertisement features a collection of Patanjali products including:

- Nutrela (Kachhi Chemi Mustard Oil)
- Patanjali Super (Mustard Oil)
- Patanjali Honey (1 kg)
- Chyawanprash (Ayurvedic supplement)
- Cow's Ghee (1 L)
- Mustard Oil (1 L)
- Nutrela Daily Active (Skincare)
- 100% Atta (Whole Wheat Flour)
- Dant Kanti (Toothpaste)
- Red Chilli Powder
- Turmeric Powder
- Coriander Powder
- Berry Splash Shower Gel

Executive Summary

Highest ever Annual Standalone Revenue from Operations and profitability metrics.

The Edible Oils segment reported strong profitability - the Edible Oil segment EBITDA crossed ₹ 1,000 cr. mark in FY25.

In FY25 thrust on marketing and promotion activities – ~2x on a YoY basis.

Continued expansion in the Oil Palm Plantation Segment.

Highest ever Quarterly Standalone Revenue from Operations and highest ever Quarterly Gross Profit and Gross Profit Margin.

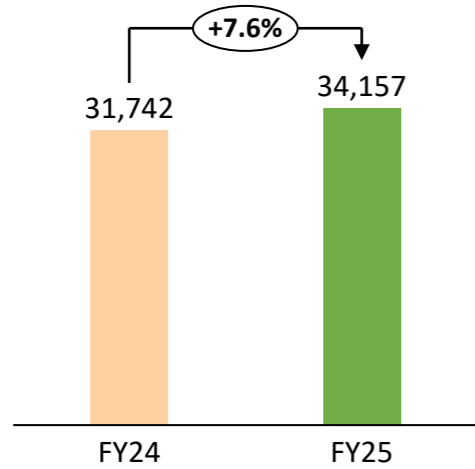
Q4FY25 - First full quarter of HPC after integration, reporting healthy contribution to both revenue and profitability.

Combined revenue of Food & FMCG including HPC business stood at 30.61 % in Q4FY25.

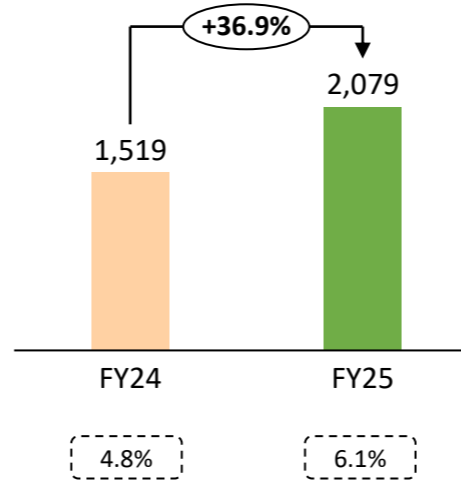


FY25 Performance Highlights (1/2)

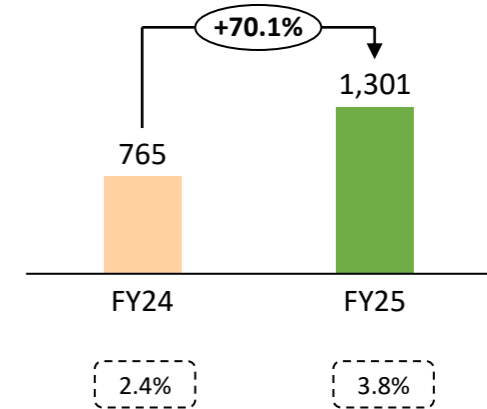
Revenue from Operations



Total EBITDA



PAT



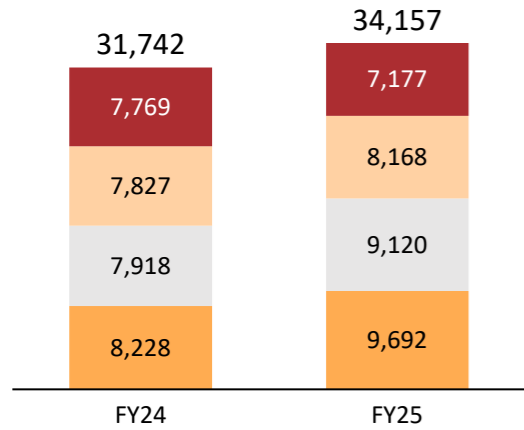
Amount in ₹Cr
Margins

- FY25 clocked the highest ever annual revenue from operations.
- Total income, including other income, stood at ₹ 34,289.40 Cr as against ₹ 31,961.63 Cr in last year, growth of 7.28% on YoY basis.
- Highest ever annual performance and profitability metrics.

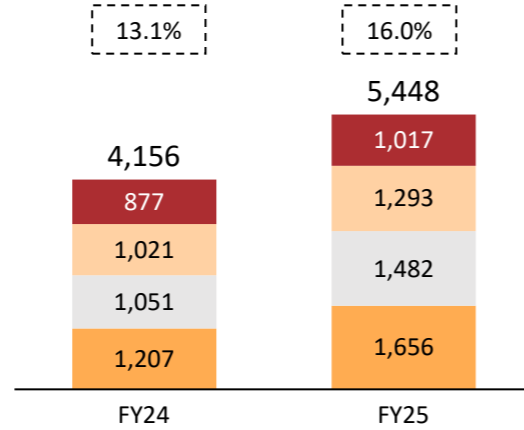
FY25 Performance Highlights (2/2)

Amount in ₹Cr
Margins

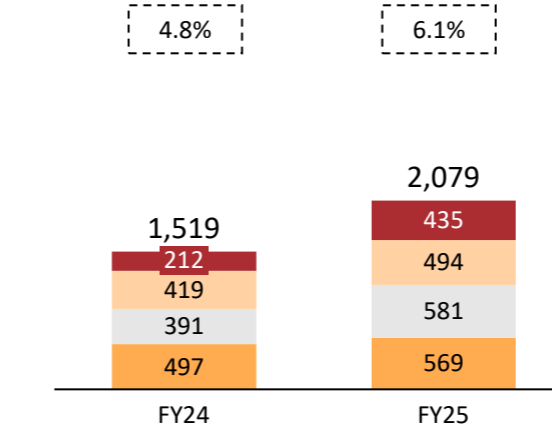
Revenue from operations



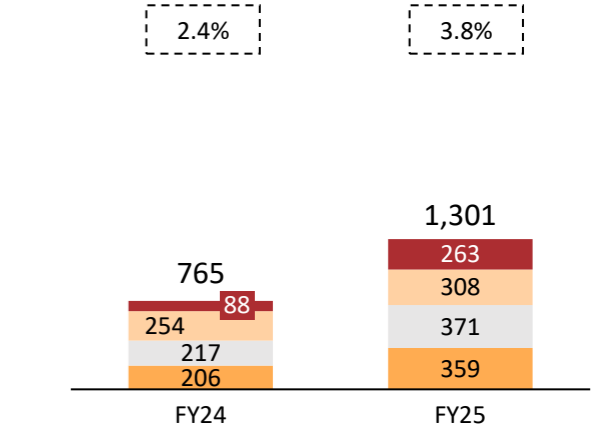
Gross Profit



Total EBITDA

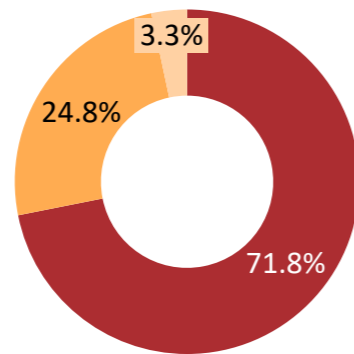


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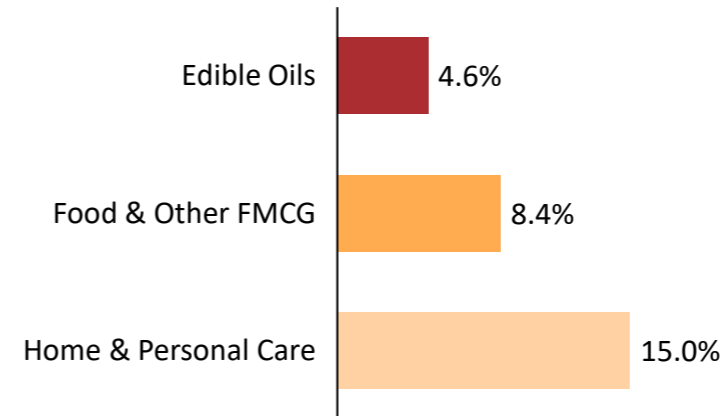
Q1 Q2 Q3 Q4

Revenue – Vertical Wise (FY25)



Edible Oils Food & Other FMCG* Home & Personal Care*

EBITDA Margins – Vertical Wise (FY25)

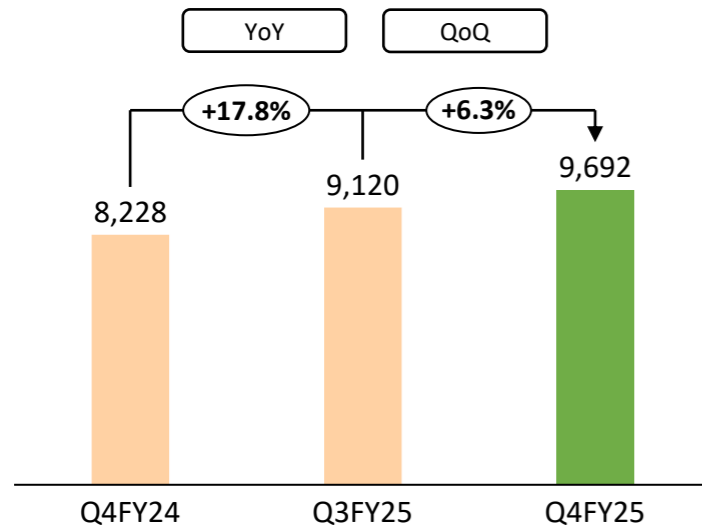


For FY25, Revenue contribution and EBITDA Margin of Wind Turbine Power Generation segment was 0.11% and 52.78%, respectively

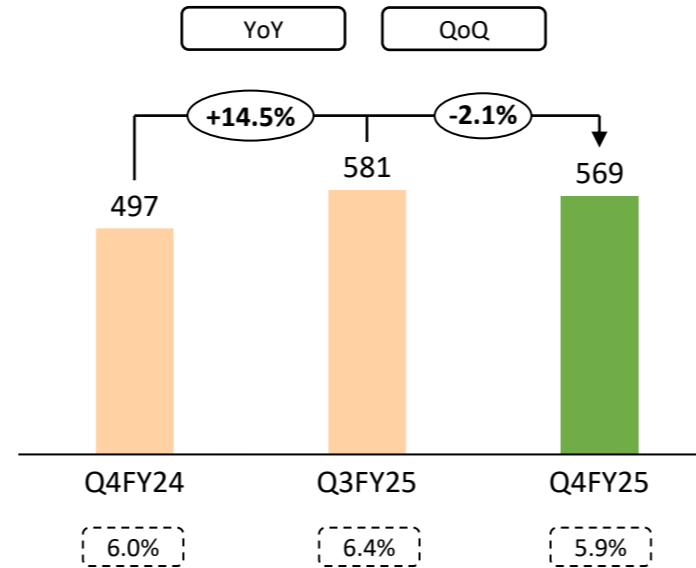
Q4 FY25 Performance Highlights

Amount in ₹Cr
Margins

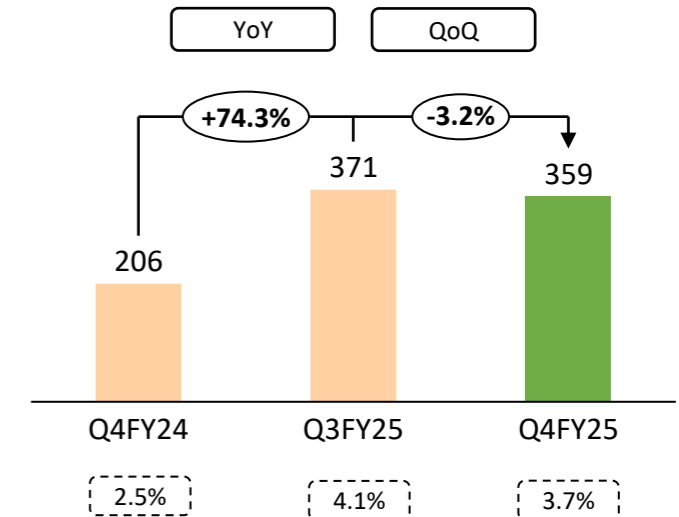
Revenue from Operations



Total EBITDA



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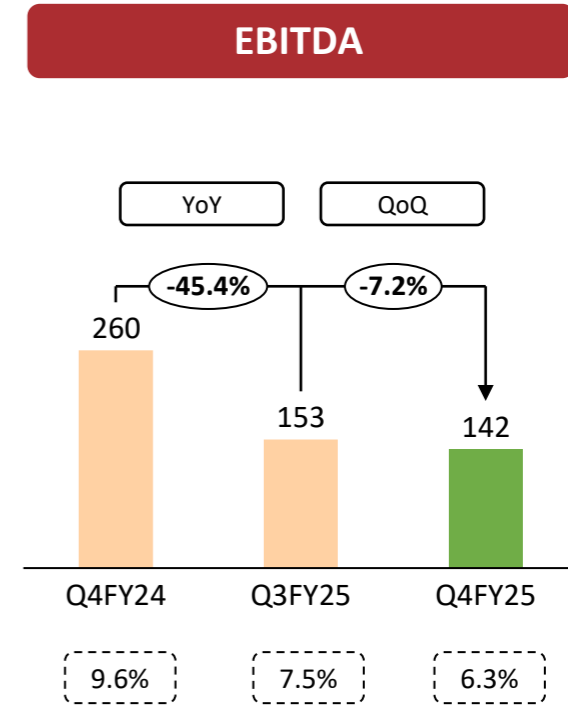
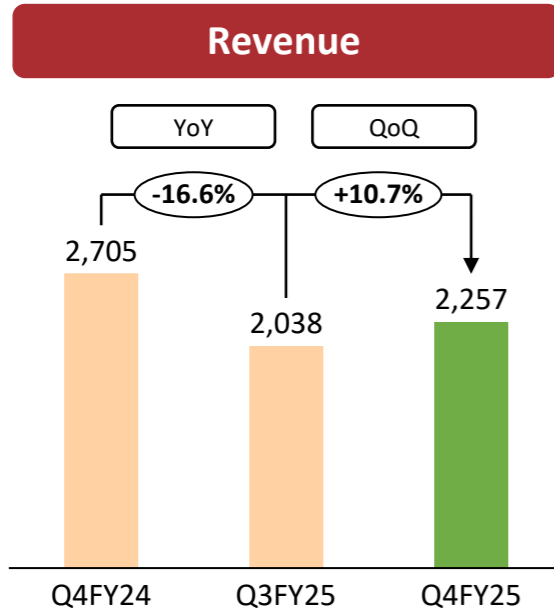


- Highest ever quarterly revenue from operations.
- In Q4FY25, the Total Income, stood at ₹ 9,744.74 Cr as against ₹ 8,348.03 Cr in Q4FY24, growth of 16.73% on YoY basis.
- Quarterly gross profit and gross profit margin recorded an all time high due to favorable pricing and market conditions. The gross profit was ₹ 1,656.39 Cr, with margin of 17.09%*.
- ₹ 73.44 Cr in export revenues was achieved in Q4FY25, with the Company footprint in 29 countries.
- During the quarter, the A&P spends stood at ₹325.66 Cr and accounted for 3.36% of revenue from operations.

* Revenue from operations

Q4 FY25 Food & Other FMCG Highlights (1/2)

Amount in ₹Cr
Margins



- The operating environment during Q4FY25 was moderate and the rural demand for FMCG products outpaced the demand in urban areas.
- In Q4FY25, this segment contributed 23.1 % to the Revenue from Operations (before giving impact of Inter Segment Revenue).
- Primarily, the elevated raw material prices and larger advertisement spends led to margin compression on YoY and sequential basis.
- In Q4FY25, the company recorded ₹102.83 Cr in quarterly TSP sales & revenue of ₹1,034.65 Cr in consumer staples.



Q4 FY25 Food & Other FMCG Highlights (2/2)

Biscuits & Confectionary

- Biscuits & Confectionary recorded revenue of ₹426.25 Cr in Q4FY25 and ₹1,677.38 Cr in FY25.
- Doodh biscuits surpassed key milestone of ₹ 1,000 Cr in annual revenue in FY25. Nariyal biscuits continue to demonstrate strong growth.



Nutraceuticals

- Revenues reached ₹19.42 Cr. for Q4FY25 and ₹64.24 Cr. for FY25.
- Company has launched few innovative products :
 - Moringa
 - Adult Gummies
 - Plant Protein
 - Creatine
 - Pre-Workout.



Q4 FY25 HPC Highlights

Amount in ₹Cr
Margins

Revenue

₹ 728.48 Cr

EBITDA

₹ 114.69 Cr



Personal Care



Home Care



Dental Care

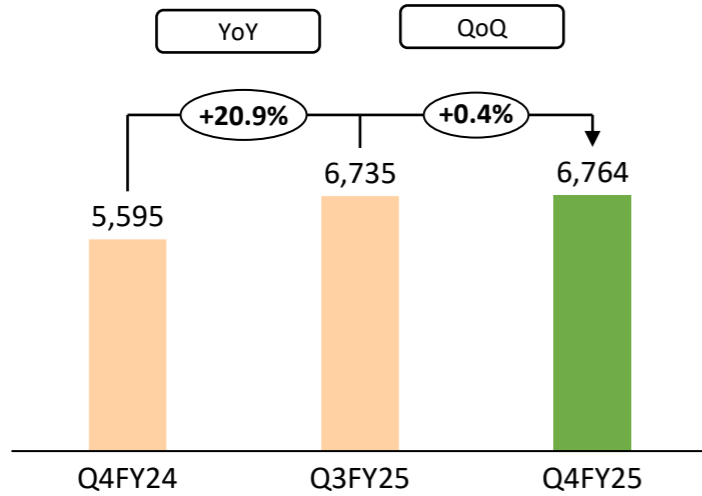


- First full quarter of the segment since integration.
- In Q4FY25, HPC contributed 7.47% to the revenue from operations (Excl. Inter Segment Revenue).
- In the HPC business segment, Dental Care’s revenue was recorded at ₹398.14 Cr, followed by Skin Care at ₹178.49 Cr, Home Care at ₹88 Cr and the balance came from Hair Care & other products.

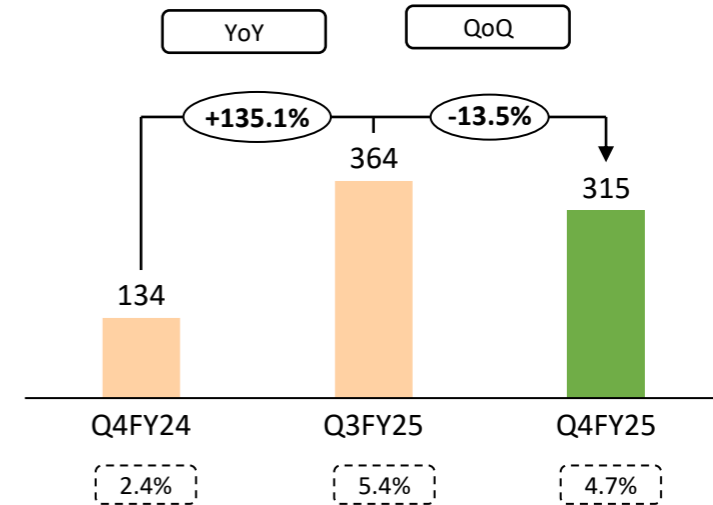
Q4 FY25 Edible Oil Highlights

Amount in ₹Cr
Margins

Revenue



EBITDA



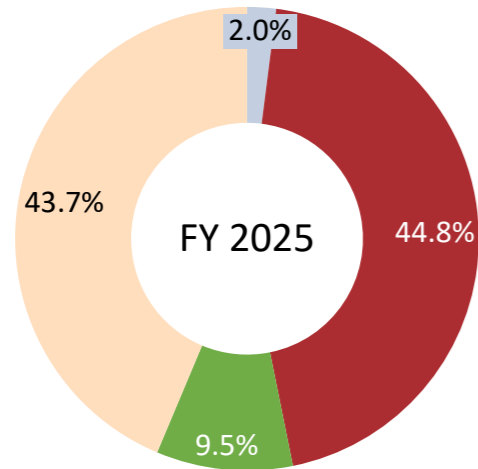
- Branded edible oil sales contributed more than 75% of the total edible oil.
- Continued thrust on leveraging MS Dhoni brand for 'Mahakosh' & 'Sunrich' brands.



Oil Palm Plantation Highlights

Age Profiling of Oil Plantation

- Old (>25 yrs)
- Young (4-6 yrs)
- Prime (7-25 yrs)
- Immature (0-3yrs)



Majority of current plantation falls in High yielding age group.

89,546 hectares Plantation Area

6.77 lakh hectares Total allocated area

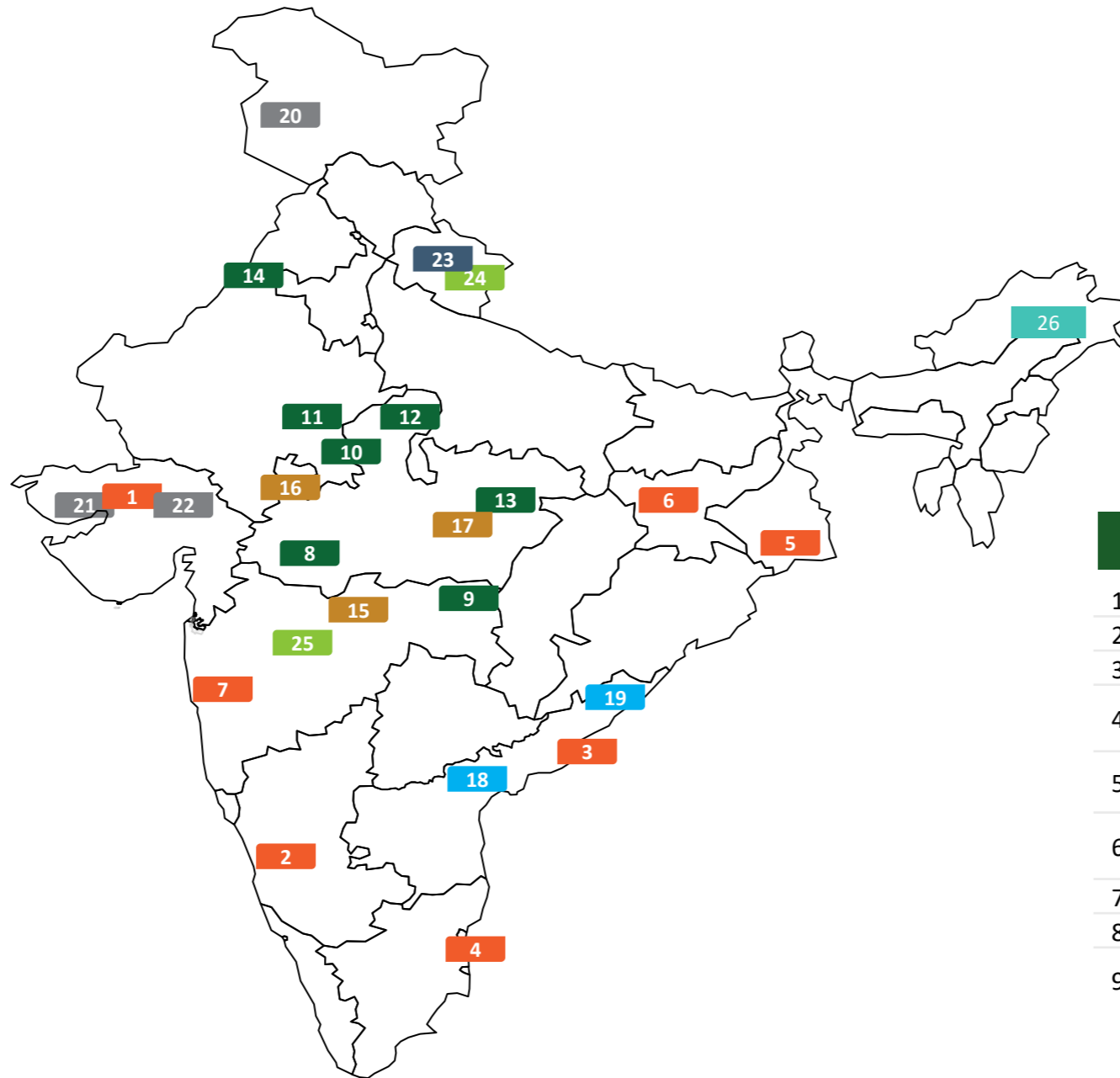
Growth Drivers for the segment

- MoU signed with 12 state governments.
- Establishment of company-owned seed gardens.
- Establishment of Mills in Mizoram, Karnataka and Telangana.
- Long-term Annuity business with high-margin returns.
- Support backward integration.



- MOU signed with Govt of Manipur under the National Mission on Edible Oils - Oil Palm and cultivate 2,700 hectares of oil palm plantations.
- In FY25, imported 18,50,000 sprouts from the international markets.
- Started 2 new Nurseries Assam, 3 in Arunachal Pradesh and 1 in Andhra Pradesh.

Manufacturing Locations



- Refinery 7 ■
- Integrated 7 ■
- Seed Crushing 3 ■
- Palm Crushing 3 ■
- Biscuits 1 ■
- Food 2 ■
- Others 3 ■

Manufacturing locations across India

1	Kandla	10	Baran	19	Peddapuram
2	Mangalore	11	Kota, Bundi	20	Jammu
3	Kakinada	12	Guna	21	Bhuvad
4	Chennai	13	Gadarwara	22	Kandla (Oleochem)
5	Haldia	14	Shri Ganganagar	23	Bhagwanpur
6	Karanpura	15	Washim	24	Padartha, Haridwar
7	Patalganga	16	Daloda	25	Newasa
8	Manglia	17	Ranipiparia	26	Niglok
9	Nagpur	18	Ampapuram		

Distribution Network

Principal forte – Omni channel distribution network

PFL Distribution

84 Super Distributors

387 Mega Stores

~8,000 Distributors

1,039 Chikitsalaya

3,420 Arogya Kendra &
Grameen Arogya Kendra

~2 Mn+ Retail Touchpoints

Exports

- Exports to 32 countries – more than ₹ 229 Cr annually.
- Channel for branded products – Biscuits & Nutraceuticals.

E-Commerce & D2C

- Presence on leading eCommerce platforms.
- E-Stores for Company products.

Marketing Activities

Brand Engagement & Consumer Connect



Driving Engagement Through Digital Platforms



Brand Presence at Maha Kumbh



TVC :

TVC – Dant Kanti Fresh Active



TVC – Nutraceuticals



TVC – Nutrela



TVC – Mahakosh Kachi Ghani Mustard Oil



TVC – Sunrich



Thank You



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