



INVESTOR & ANALYST MEET

Delivering Beyond Commitment with Sustainable Growth

Mumbai, 5th Dec 2023

PATANJALI[®]

Patanjali Foods Limited

(Formerly known as Ruchi Soya Industries Limited)

Disclaimer

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Patanjali Foods Limited (the “Company”)**, have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation may contain certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Patanjali Foods Limited



Our **vision** is to sustain Patanjali's leadership in health, wellness and Ayurveda by offering products and services that enriches lives of consumers



Our **mission** is to create distinctive value and deliver superior returns for our stakeholders on a consistent basis

Focus Areas



Increasing share of Food & FMCG segment



Responding to evolving market with swift product launch



Reorientation of marketing & branding activities



Omni-channel expansion in distribution

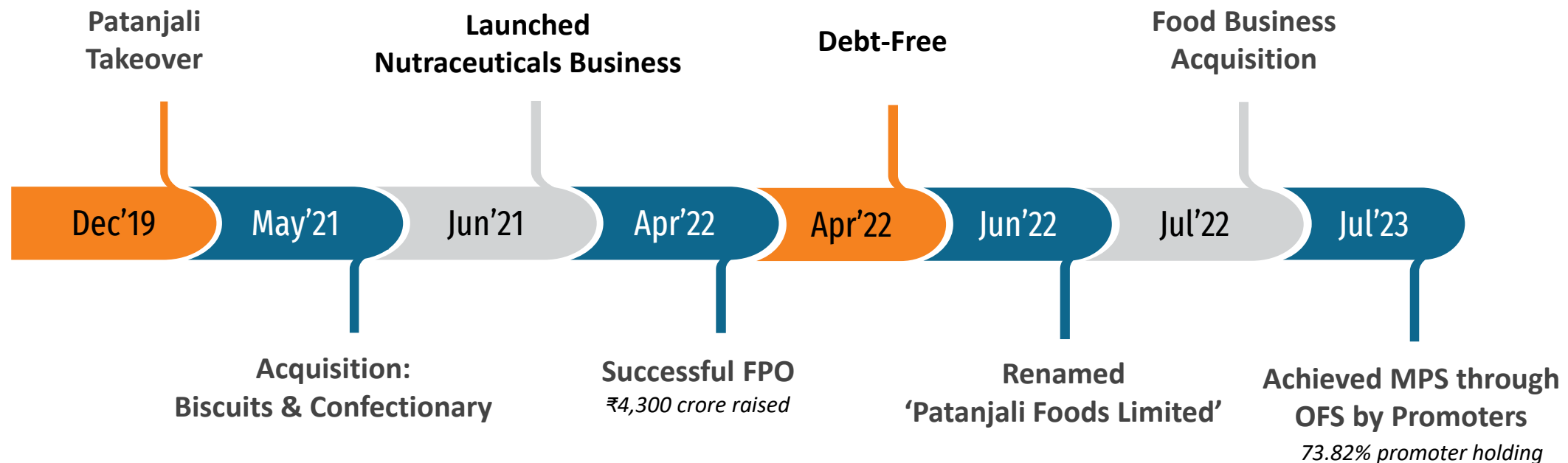


Premiumization drive across businesses



Continued growth in oil palm plantation

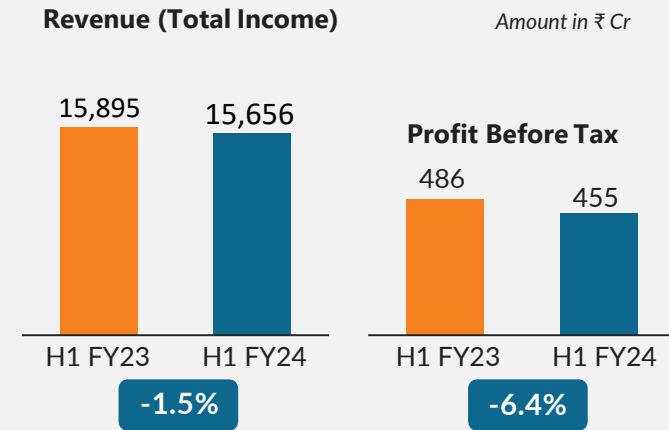
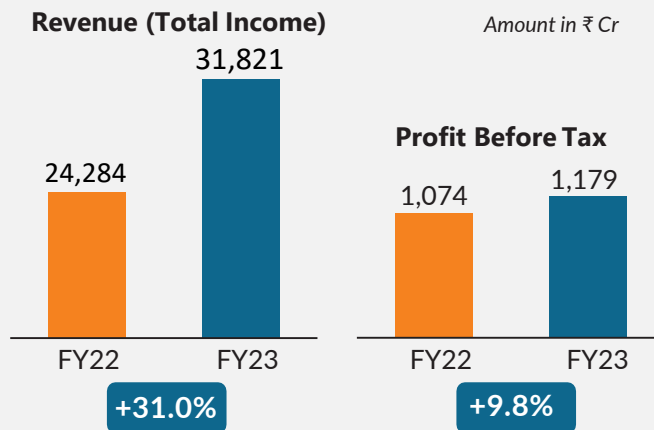
Key Milestones



Delivering on Performance



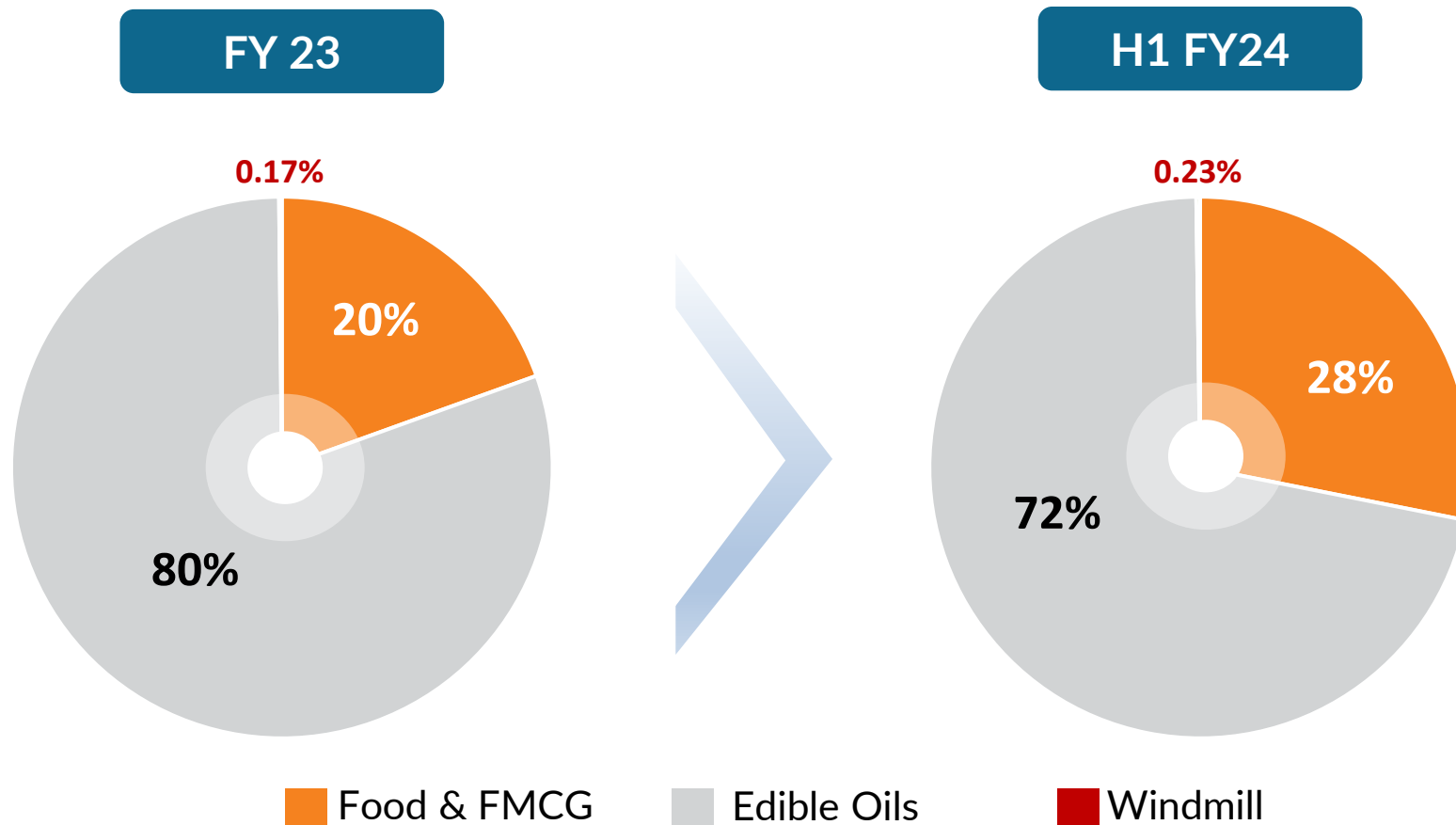
Financial performance



Key Highlights – 1st Half FY24

- Sustained performance with 4% EBITDA margin despite challenging business environment
- Food & FMCG share increased to 28.5% of revenue from 18.4% during same period last year
- Strong growth in Biscuits & Confectionary business i.e., 27.8% y-o-y
- Edible Oil volume grew by 10.59% y-o-y to 12.26 lakh MT

Revenue Mix



Increasing share of Food & FMCG segment with stable margin

% share rounded off

Key Initiatives

Adapting to contemporary consumer preferences

- MS Dhoni onboarded as brand ambassador
 - Complements the health-orientation
 - Wide acceptance across consumer class
- Expanded digital & social media presence



- Premium product launch

Nutrela MaxxNuts



Premium dryfruit range

Nutrela MaxxMillets



Millets-based cereals

Health Cookies



Ragi, 7-grain & Digestive

Nutrela Sports



Range of sports nutrition products

- Leadership induction & talent retention
- Expansion in oil palm plantation in line with NMEO-OP†

† National Mission on Edible Oils – Oil Palm

New Creatives – Mahakosh Soyabean Oil



TVC Ad – Mahakosh Soya

New Creatives – Mahakosh Kachi Ghani Mustard Oil



TVC Ad – Mahakosh Mustard

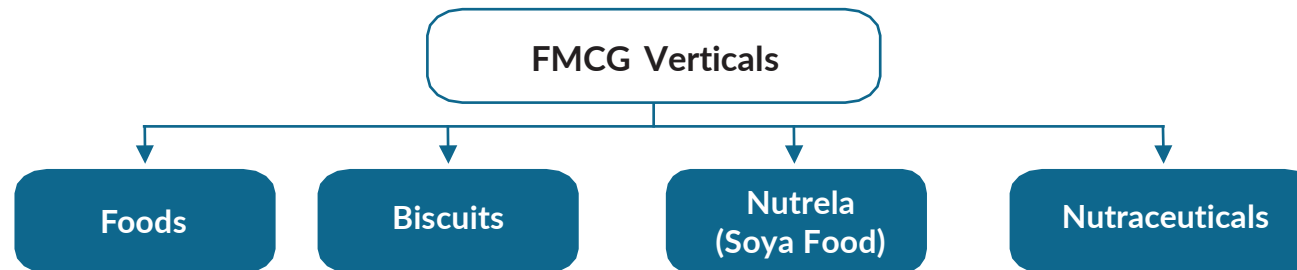
New Creatives – Sunrich Sunflower Oil



TVC Ad – Sunrich

Overview – Food & FMCG Segment

Leveraging distribution network and brand equity built over 40 years

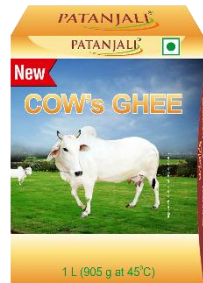


- Continue to deliver on our promise
- For H1FY24, the segment revenue totaled to ₹ 4,440 Cr contributing to 28.5% of revenue from operations
- EBITDA margin of 16.67% for H1 FY24
- Wide range of products catering to an array of consumer types
- Capitalize on the success and high recall of Nutrela & Patanjali brands

Overview – Foods Business

Distinctive, health-focused offerings via robust distribution and strong brands

- Market-leading brands in premium segments



8

Product Categories

242

Products

500+

SKUs

- Synergies with the established legacy businesses
- Increasing reach through new channels like Modern trade, eCommerce, Q-commerce & D2C
- Expanding to geographies in Southern India
- Diversified product offerings with healthy, innovative products



Flours and Staples



Pulses



Dry Fruits

Kesar



Spices



Medicated Juices



Pickles



Sharbat & Fruit Juices

Creatives – Foods Business



TVC Ad – Chyawanprash

Creatives – Foods Business



TVC Ad – Honey

Creatives – Foods Business



TVC Ad – Honey

Overview – Biscuits Business

Maintaining a consistent growth momentum

- Leading brands



Patanjali 'Doodh'



Patanjali 'Nariyal'



Cookies



Marie

- Maintaining strong momentum with 28% YoY sales growth in H1 FY24
- Direct retail coverage increased to ~1 Mn outlets
- 10 manufacturing locations[†] (15,810 mt per month capacity)
- Successful launch of premium 7-grain, Ragi & Digestive biscuits

Growth Drivers

- Premiumization and New Product Launches
 - Upcoming products – hand-made cookies and choco-chip cookies
 - Facelift of company in urban markets
- Strategic expansion of manufacturing capacity



[†] Including contract manufacturing units

Overview – Nutrela Business

Nutrela evolving into an umbrella FMCG brand with super-food offerings

- Brand legacy of 40 years and leading player in branded Soya Chunks business
- Three manufacturing plants with 185,000 MT capacity per annum
- Multi-channel growth strategy inclusive of Modern Trade outlets & eCommerce
- Brand Building to strengthen Nutrela brand
- Premium product launches:
 - Dryfruit range ‘Nutrela MaxxNuts’
 - Millet-based ‘Nutrela MaxxMillets’ range under IYoM[†]



[†] International Year of Millets

Overview – Nutraceuticals Business

Emerging player with consumer offerings based on Ayurveda and modern science

- Revamped segmentation to cater all age groups
- Manufacturing at world-class facility
- Continuous innovations and product enhancements at state-of-the art R&D facility
- Successful launch of Nutrela Sports



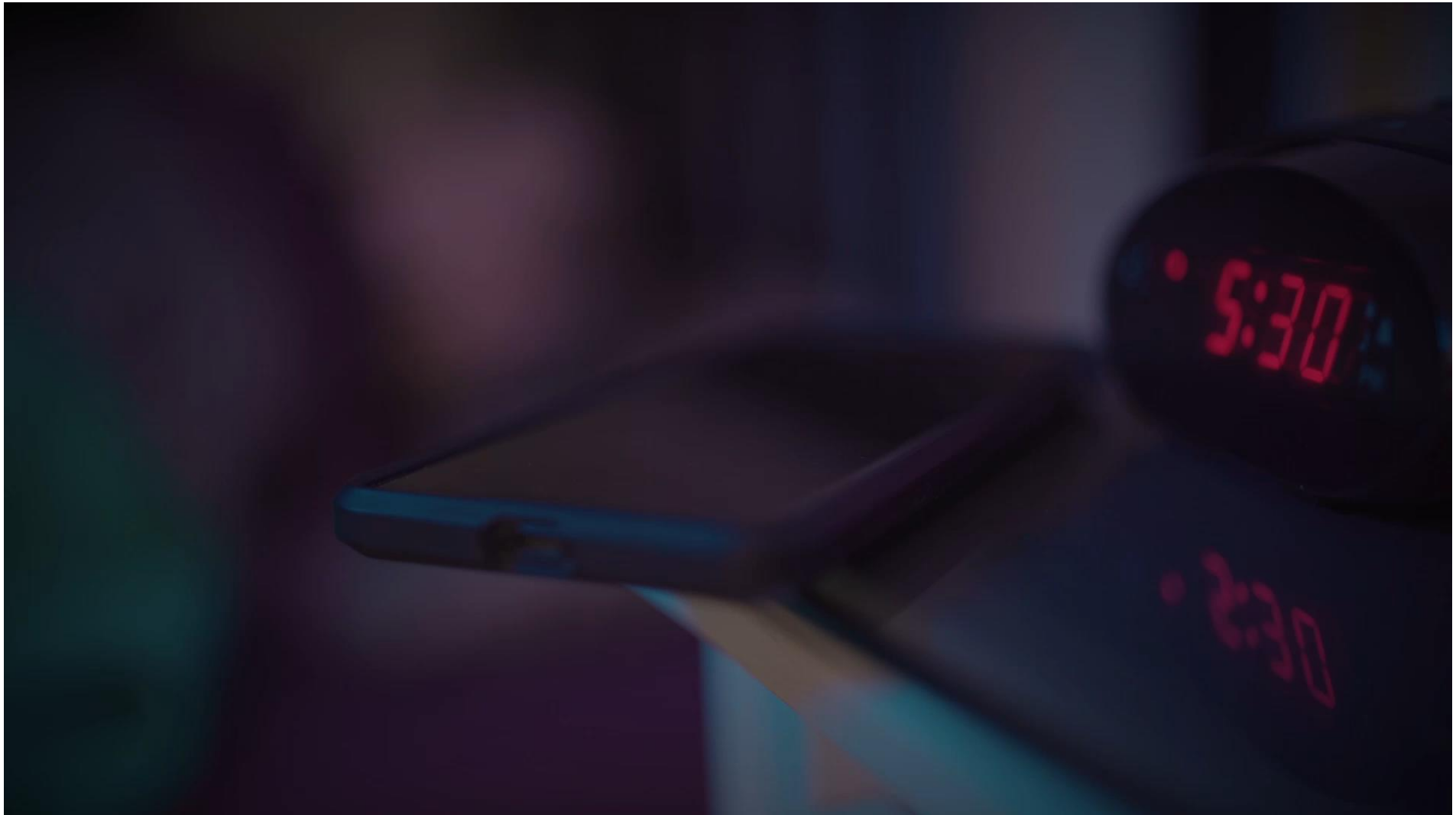
22
Products

35
SKUs

- Upcoming Products



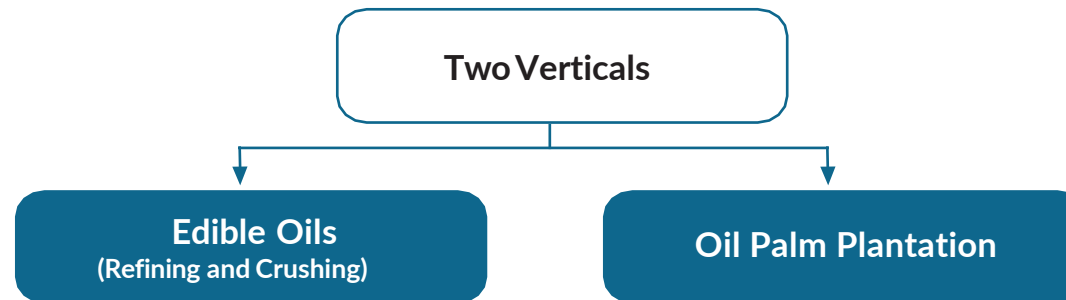
Creatives – Nutraceuticals



Brand Film

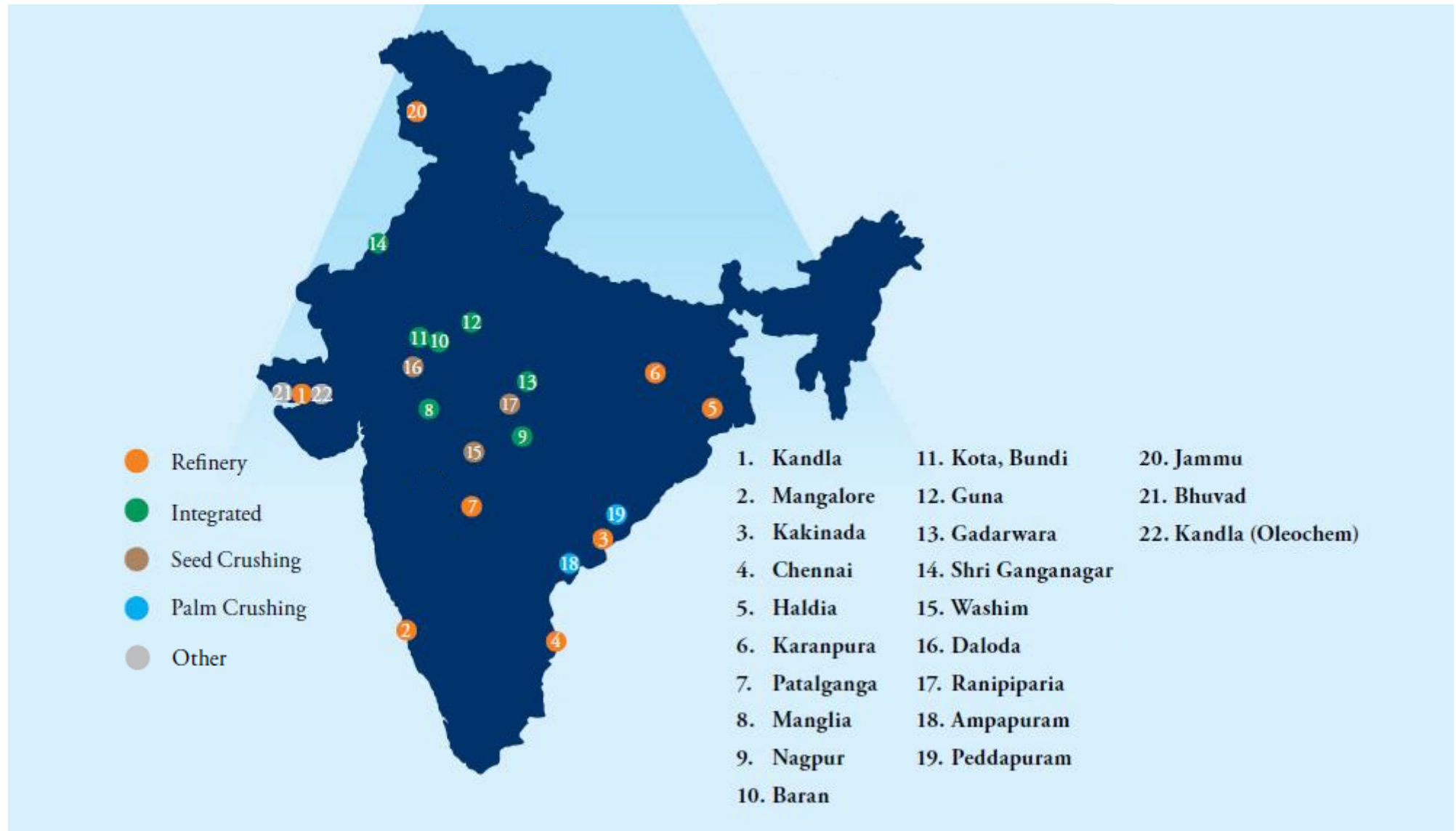
Overview – Edible Oils Segment

Sustained performance despite challenging environment



- The segment registered half-yearly revenue of ₹11,312 Cr during H1 FY24
- Strong risk management
- 22 own manufacturing plants
 - Large capacity for refining (3.93 mmt) and seed extraction (3.91 mmt)
- Backward Integration through Oil Palm Plantation
 - Total allocated area is 0.6 Mn hectares across 12 states

Manufacturing Locations



Overview – Edible Oils Business

Legacy business with strong brand equity

- Large player in Indian edible oil market of ~24 mmt
 - Annual Sales volume is close to 2 mmt
- Sales volume has increased by 10.59% YoY in H1'FY24
- Derisking through continuous review of positions and hedging on foreign exchanges
- Branding activities through celebrity engagement
- Focused efforts to grow premium oils sales

Branded Sales is ~3/4th of the total sales[†]



- Among India's leading palm oil brands



- Focused on middle income segment with multiple oil varieties



- Mid market sunflower oil brand
- Scalable growth opportunity



- Premium & Blended Oils



- Strong brand in Mustard Oil
- Product range has premium oils like Rice Bran Oil and Groundnut oil



[†] as on 30 September, 2023

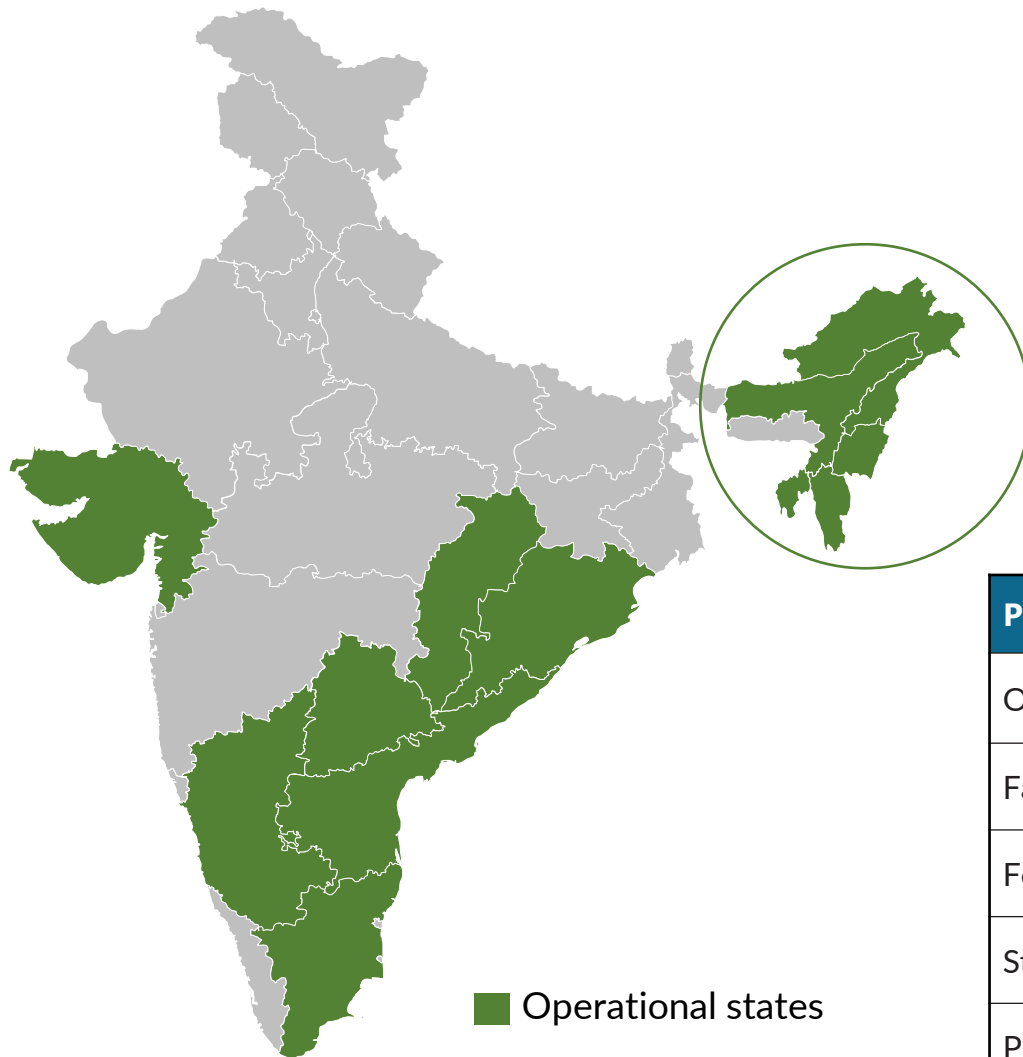
Overview – Oil Palm Plantation Business

Fully Integrated value-chain from seeding to refining

- Largest player in the country based on allocated area
- PPP[†] structure with asset-light business model
- Total area under cultivation is ~ 68,000 ha
- 37 total nurseries across India; 18 are in North-east
- 40 lakh seed sprouts imported in YTD FY24
- Rapid Plantation Expansion:
 <3 years old plantation is 28%, as against 19% in Mar'23



Overview – Oil Palm Plantation Business



Special Focus in Northeast regions under NMEO-OP

Particulars	Details
Oil palm mills	2 units (1.2 million MT)
Farmer information cum FFB collection centers	173
Fertiliser Godown	22
State-of-art Nurseries	37
Planting Material Available	6.8 millions

Optimizing Efficiency

Excelling through Strong Company Processes and Systems

- Digital upgradation and salesforce automation
- Comprehensive quality assurance measures
- Integrating R&D insights for new product development
- Production efficiency improvements through equipment upgradation
- Efficient logistics and supply-chain management
- People-centric approach

Great Place To Work® - Second year in a row

Adhering to
Highest Quality
Standards



FSSC 22000



Distinguished Board Members

Wealth of experience in the FMCG, food and agro based foods industry



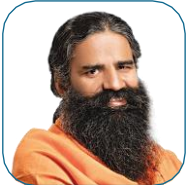
Acharya Balkrishna Ji
Chairman & Non-Executive Director

- Received the “UNSDG 10 Most Influential People in Healthcare”
- Managing Director of Patanjali Ayurved Limited from Oct, 2007
- General secretary of Divya Yog Mandir Trust
- “Indian of the year business category -2017” award by CNN-News 18 in 2017



Dr. Tejendra Mohan Bhasin
Independent Director

- Ex-vigilance commissioner of the Central Vigilance Commission, appointed by the President of India
- Former Executive director on the board of United Bank of India and the chairman and managing director of Indian Bank
- Chairman of Advisory Board for Banking Frauds constituted by the central vigilance commission, in consultation with RBI



Swami Ramdev Ji
Non-Executive Director

- President of Divya Yog Mandir
- Doctor of Science (Honoris Causa) from Dr. D. Y. Patil Vidyapeeth, Pune
- Doctor of Philosophy (Honoris Causa) from KIIT University, Bhubaneshwar
- Doctor of Science (Honoris Causa) from Amity University, Uttar Pradesh
- Doctor of Laws (Honoris Causa) from Berhampur University



Dr. Girish Ahuja
Independent Director

- Director on the boards of Amber Enterprises India Limited, Devyani Food Industries Limited, RJ Corp Limited, Flair Publications Private Limited, Unitech Limited, Sidwal Refrigeration Industries Private Limited, Ever Electronics Private Limited, Dharampal Satyapal Limited, Devyani International Limited
- Authored 22 books on the Indian taxation system
- CA and Doctorate in philosophy from Delhi University



Sh. Ram Bharat Ji
Managing Director

- Associated with the Patanjali Group for a decade having joined on October 1, 2011
- Associated with our Company since implementation of the Patanjali Resolution Plan
- Also serves as non-executive director on boards of other Patanjali Group of companies



Justice Gyan Sudha Misra (Retd.)
Independent Director

- She is a retired Judge of the Supreme Court of India
- Director on the board of Olectra Greentech Limited

Leadership team



Sanjeev Asthana
CEO

Ex- Reliance Retail, Cargill India



Sanjeev Khanna
COO

Ex-Reliance Retail, ITC



Kumar Rajesh
CFO

Ex-Sahara Prime City



Ajay Malik
Edible Oils

Ex- Amrit Banaspati



Sanjay Goyal
Operations

29 years of contribution



Mallesham Poola
Palm Plantation

Ex- ITC ABD, 3F Oil Palm Agrotech



Rakesh Sharma
Foods

Ex- Inox FMCG



Apoorva Kumar
Nutraceuticals

Ex-Amway, Samsung



Pawan Arora
Nutrela

Ex- ADM Agro, Amrit Banaspati



Umang Marwah
Biscuits

Ex- Parle Biscuits, Godrej Consumer

Large workforce of 13,000 employees[†] to propel the growth of new businesses

[†] Includes both on-roll and contractual employee

Our Corporate Stewardship and ESG Compliance



Environmental

- Ecological balancing and carbon sequestering through plantation
- Water Management through MEE[†] & ZLD[‡] plants
- ~20% of energy consumption is from renewable sources
- Saving 116,721 tCO₂ equivalents through windmill operations



Social

- Working towards self-sufficiency in palm oil
- Relationship with 150,000 farmers across 12 states and 150 Farmer Producer Organizations (FPO)
- Engagement with local communities across our plant locations



Governance

- Independent Audit & Risk committee
- Eminent Board
- Fair Labour Policy

[†]Multiple Effect Evaporator, [‡] Zero liquid discharge

The Road Ahead



Riding the consumption growth story of India



High-margin new product categories



Repositioning aligned with contemporary outlook



Strong multi-channel distribution network across the country



Oil Palm plantation adding further to the growth

PATANJALI[®]



Patanjali Foods Limited

(Formerly known as Ruchi Soya Industries Limited)

Registered Office: 616, Tulsiani Chambers, Nariman
Point, Mumbai - 400021, Maharashtra

Phone: (+91-22) 61090100 / 200

Website: www.patanjalifoods.com

Email: secretarial@patanjalifoods.co.in