

**PFL/2025****May 15, 2025**

**To,  
BSE Limited  
Phiroze Jeejeebhoy Tower  
Dalal Street,  
Mumbai – 400 001**

**National Stock Exchange of India Limited  
Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (E), Mumbai – 400 051**

**BSE Scrip Code: 500368****NSE Symbol: PATANJALI**

Dear Sir(s)/Ma'am,

**Sub.: Earnings Conference Call on May 16, 2025.**

This is further to our letter dated May 12, 2025 regarding above.

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we would like to inform you that the officials of our Company i.e. Patanjali Foods Limited ("the Company") will host an Earnings Conference Call with Analysts/Investors to discuss the audited standalone and consolidated financial results and operational performance of the Company for the quarter and year ended March 31, 2025 on Friday, May 16, 2025 at 9:30 A.M. (IST).

We attach herewith a copy of the presentation that will be discussed in the above Earnings Conference Call.

The above information will also be made available on the website of the Company:  
<https://www.patanjalifoods.com/>

It is for your information and records please.

Thanking you,

Yours sincerely,

**For Patanjali Foods Limited**

**Ramji Lal Gupta  
Company Secretary**

Encl.: as above

# Patanjali Foods Limited

## Investor Presentation

Q4 FY 2024-25



# Safe Harbour

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.

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This presentation contains 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.



# Performance Highlights FY 2025



# 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.

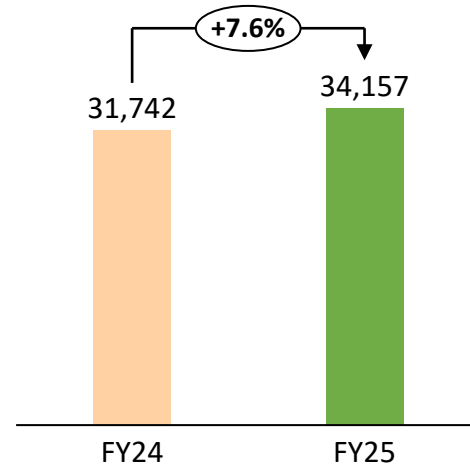
Q4FY25 - First full quarter of HPC after integration, reporting healthy contribution to both revenue and profitability.

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

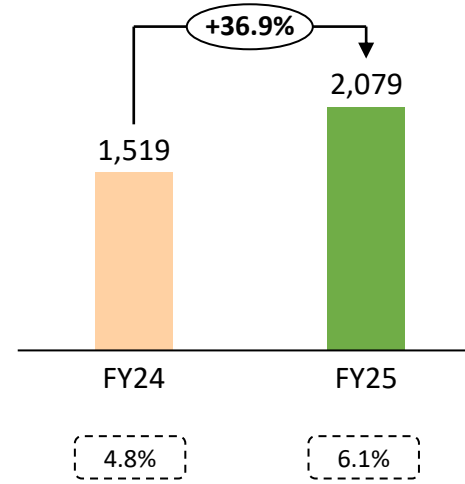


# FY25 Performance Highlights (1/2)

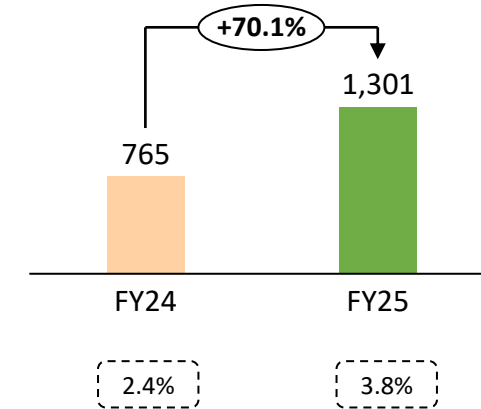
## Revenue from Operations



## Total EBITDA



## PAT



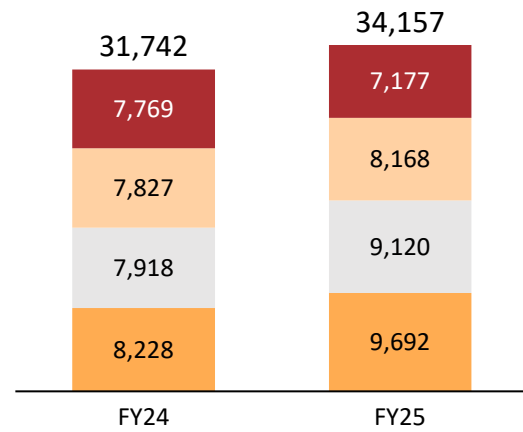
Amount in ₹Cr  
Margins

- 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.

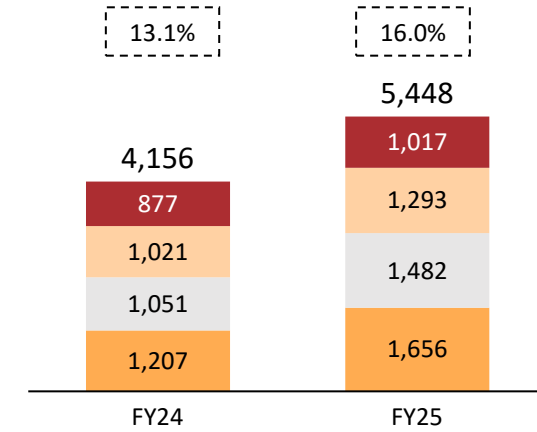
# FY25 Performance Highlights (2/2)

Amount in ₹Cr  
Margins

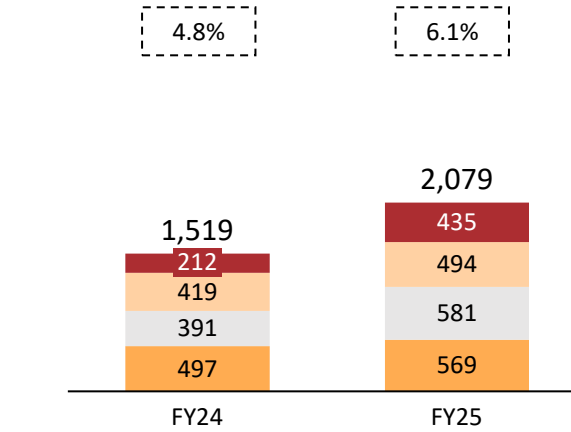
## Revenue from operations



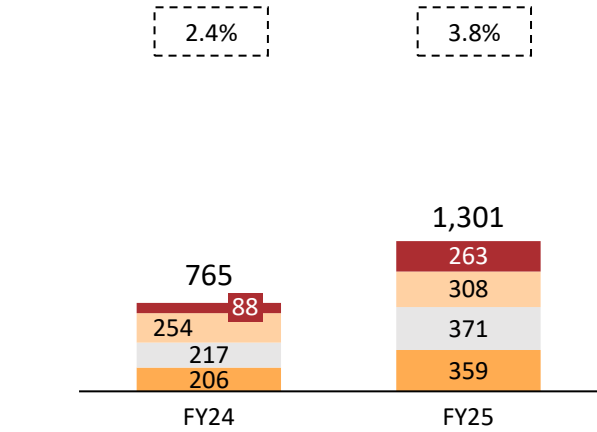
## Gross Profit



## Total EBITDA

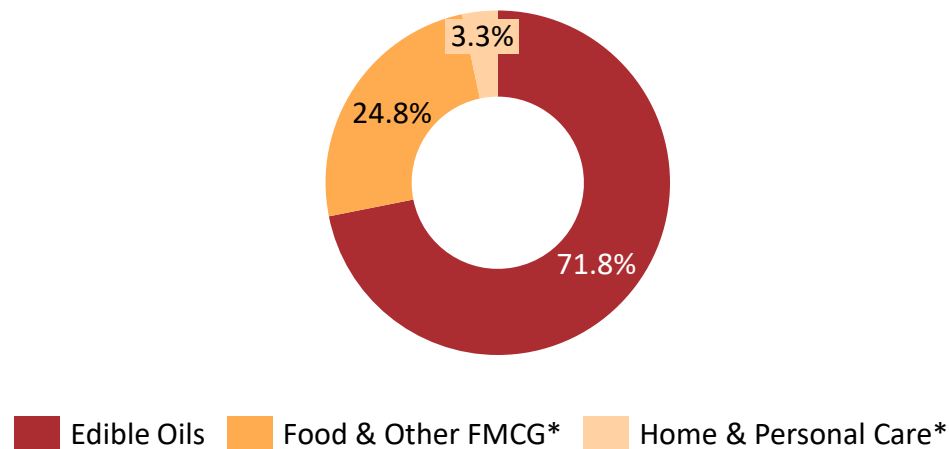


## PAT

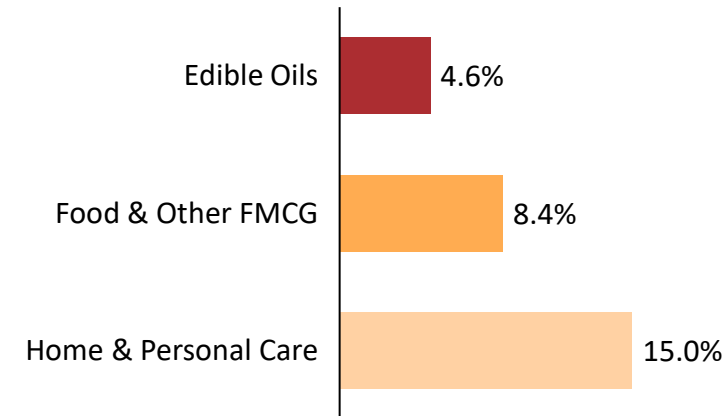


Q1 Q2 Q3 Q4

## Revenue – Vertical Wise (FY25)



## EBITDA Margins – Vertical Wise (FY25)



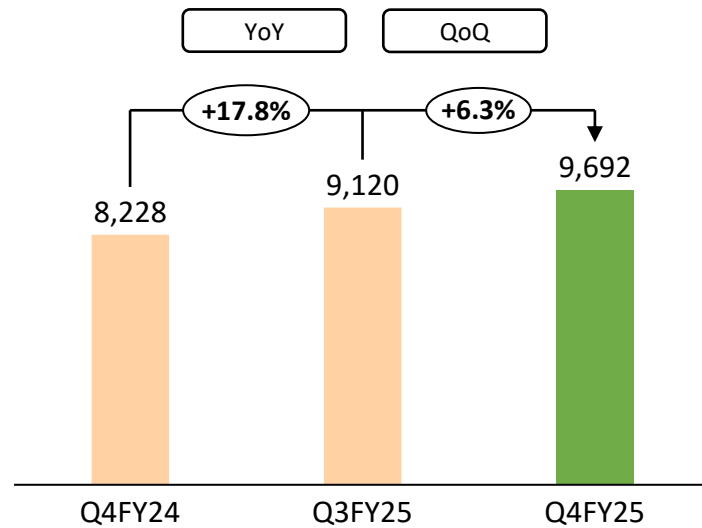
For FY25, Revenue contribution and EBITDA Margin of Wind Turbine Power Generation segment was 0.11% and 52.78%, respectively



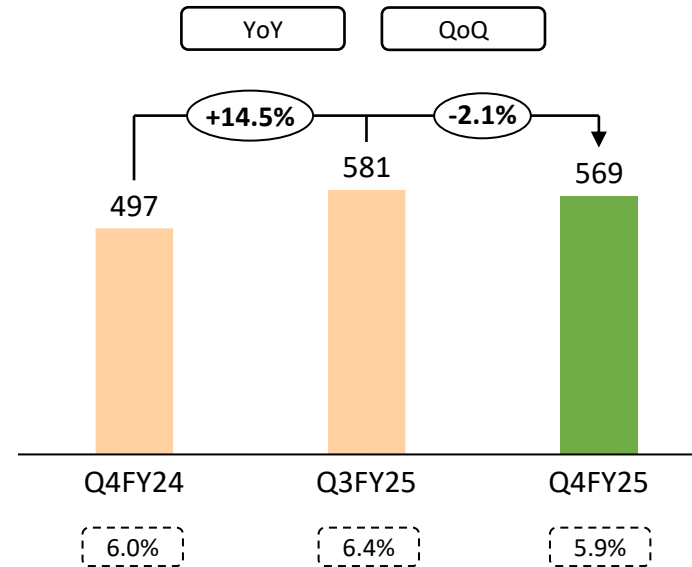
# Q4 FY25 Performance Highlights

Amount in ₹Cr  
Margins

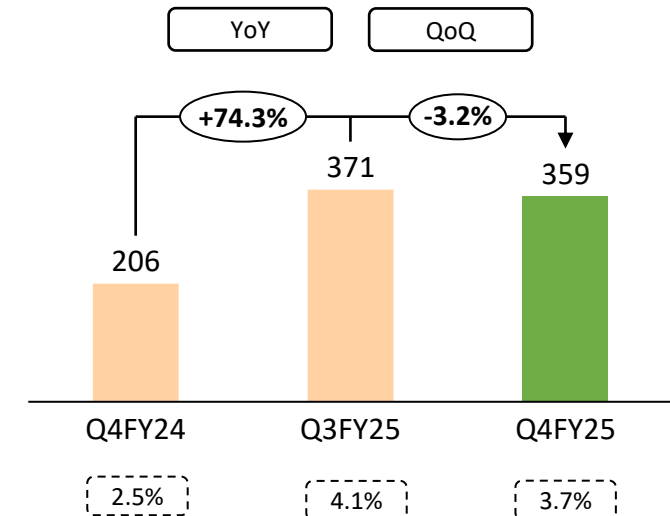
## Revenue from Operations



## Total EBITDA



## PAT



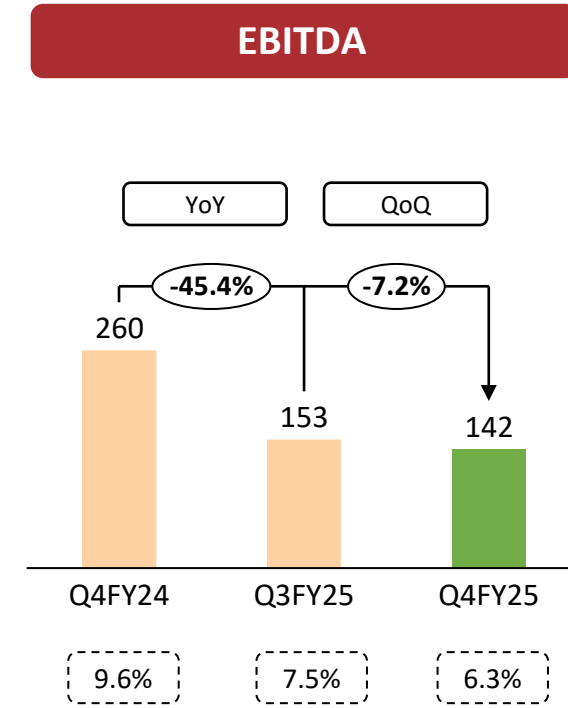
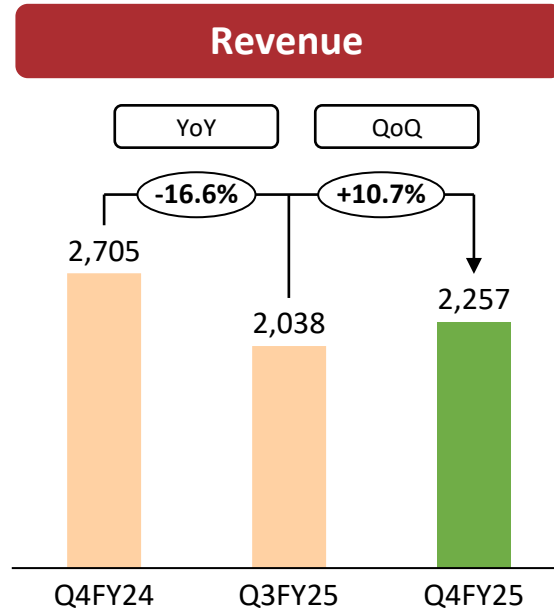
- Highest ever quarterly revenue from operations.
- In Q4FY25, the Total Income, stood at ₹ 9,744.74 Cr as against ₹ 8,348.03 Cr in Q4FY24, growth of 16.73% on YoY basis.
- Quarterly gross profit and gross profit margin recorded an all time high due to favorable pricing and market conditions. The gross 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

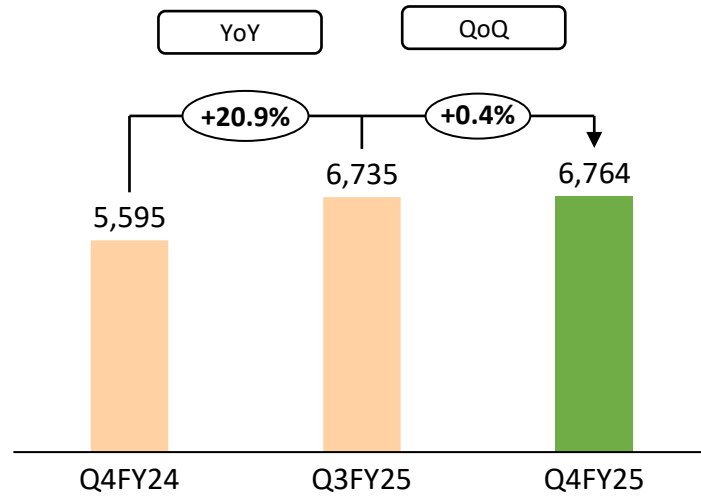


- First full quarter of the segment since integration.
- In Q4FY25, HPC contributed 7.47% to the revenue from operations (Excl. Inter Segment Revenue).
- In the HPC business segment, Dental Care's revenue was recorded at ₹398.14 Cr, followed by Skin Care at ₹178.49 Cr, Home Care at ₹88 Cr and the balance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

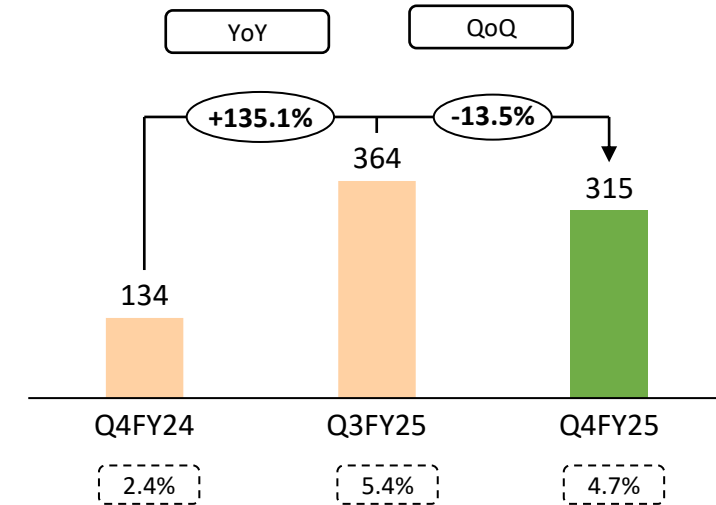
# Q4 FY25 Edible Oil Highlights

Amount in ₹Cr  
Margins

## Revenue



## EBITDA



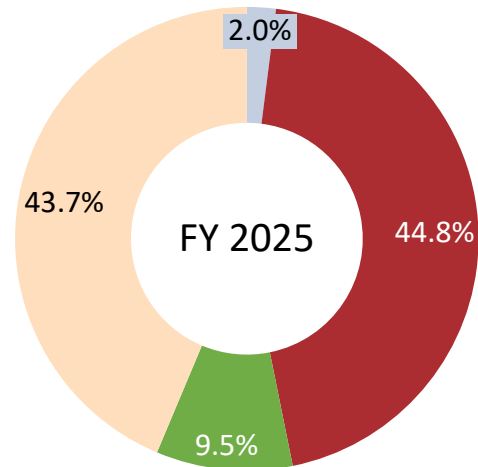
- Branded edible oil sales contributed more than 75% of the total edible oil.
- Continued thrust on leveraging MS Dhoni brand for 'Mahakosh' & 'Sunrich' brands.





# Oil Palm Plantation Highlights

## Age Profiling of Oil Plantation



Majority of current plantation falls in High yielding age group.

**89,546 hectares** Plantation Area

**6.77 lakh hectares** Total allocated area

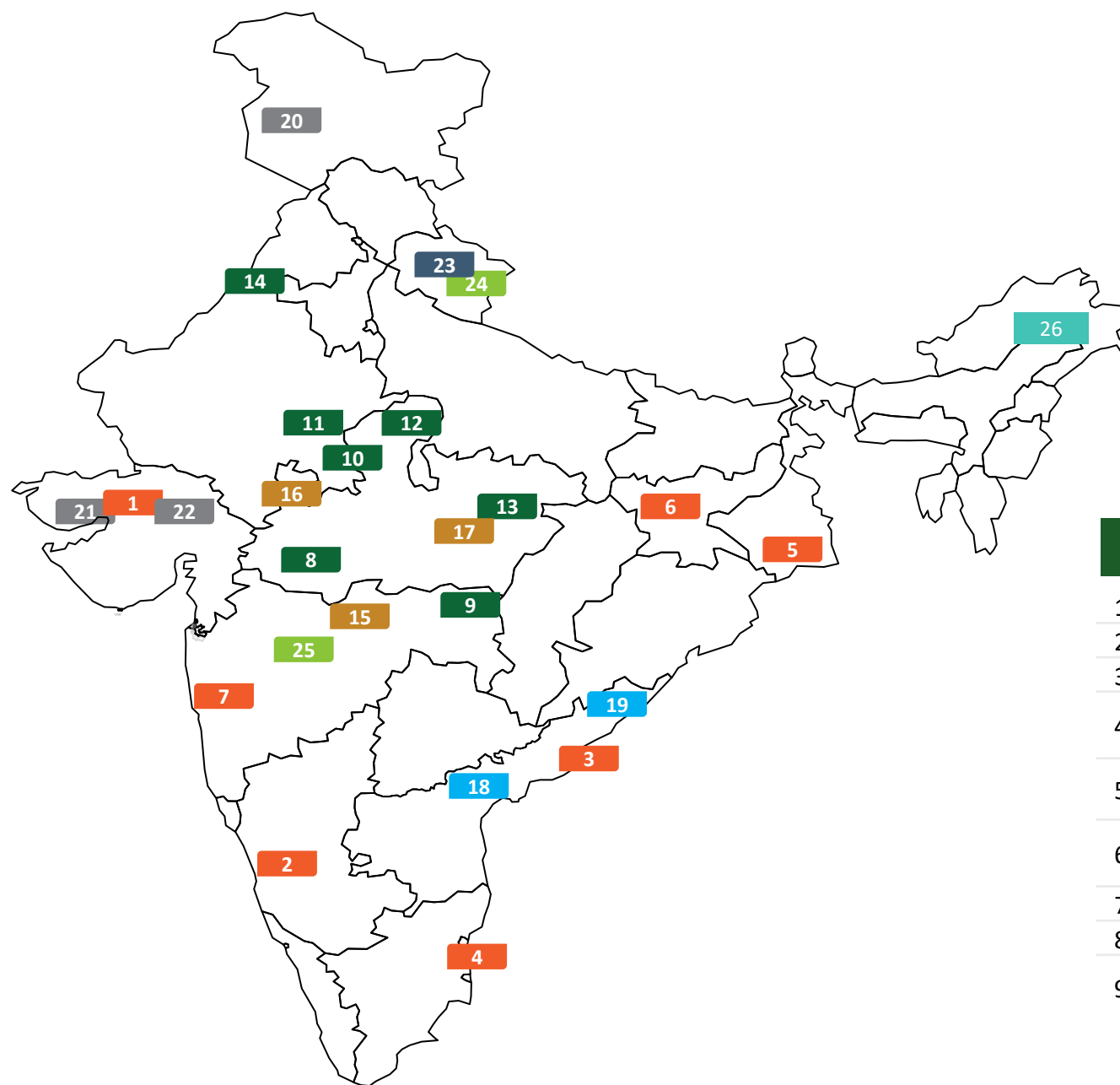
## Growth Drivers for the segment

- 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.

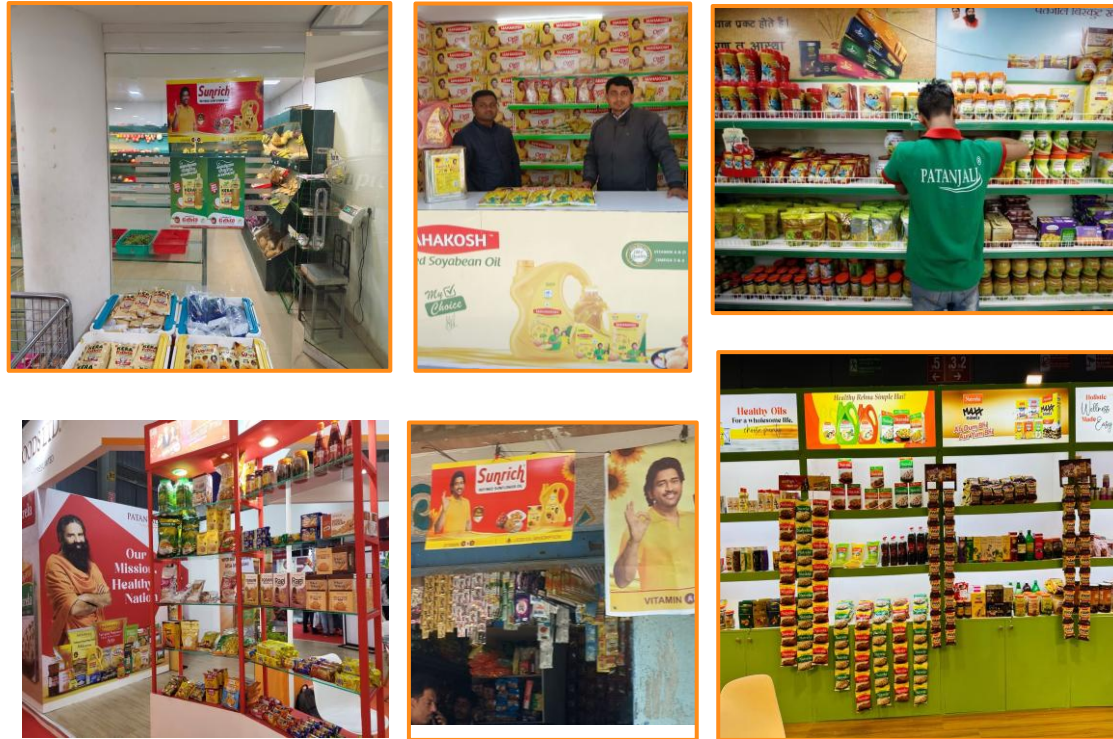
## E-Commerce & D2C

- 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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**Email:** [secretarial@patanjalifoods.co.in](mailto:secretarial@patanjalifoods.co.in)

**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt Ltd.**

**Investor Relations Advisors:**

CIN: U74140MH2010PTC204285

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