

Date: 12<sup>th</sup> May, 2025

To,  
Corporate Relations Department,  
BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort, Mumbai - 400 001  
Scrip code: 500825

Listing Department,  
National Stock Exchange of India Limited,  
Exchange Plaza, C/1, G-Block, Bandra-Kurla Complex,  
Bandra (East), Mumbai – 400 051  
Symbol: BRITANNIA

Dear Sir/Madam,

**Sub : Presentation for Investors/Analysts Conference Call (Group Meet) to be held today i.e., Monday, 12<sup>th</sup> May, 2025 at 09:00 A.M. IST**

**Ref : Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations, 2015')**

With reference to the subject cited above and pursuant to Regulation 30 read with Clause 15 of Para A of Part A of Schedule III of the SEBI Listing Regulations, 2015, please find enclosed the copy of Investors/Analysts Call Presentation pertaining to the Audited Consolidated and Standalone Financial Results and operations of the Company for the quarter and year ended 31<sup>st</sup> March, 2025.

The Presentation is also made available on the Website of the Company at [www.britannia.co.in/investors/financial-performance/analyst-call](http://www.britannia.co.in/investors/financial-performance/analyst-call). The recordings and transcript of the said Call will be disseminated to the Stock Exchanges and will be hosted on the Website of the Company within the prescribed timelines as per the SEBI Listing Regulations, 2015.

Request you to please take the above information on records.

Yours faithfully,

**For Britannia Industries Limited**

**T. V. Thulsidass**  
**Company Secretary**  
**Membership No. : A20927**  
**Encl.: As above**



**BRITANNIA**

**Analyst Meet/  
Q4'24-25 Results/  
Conference Call**

12<sup>th</sup> May 2025

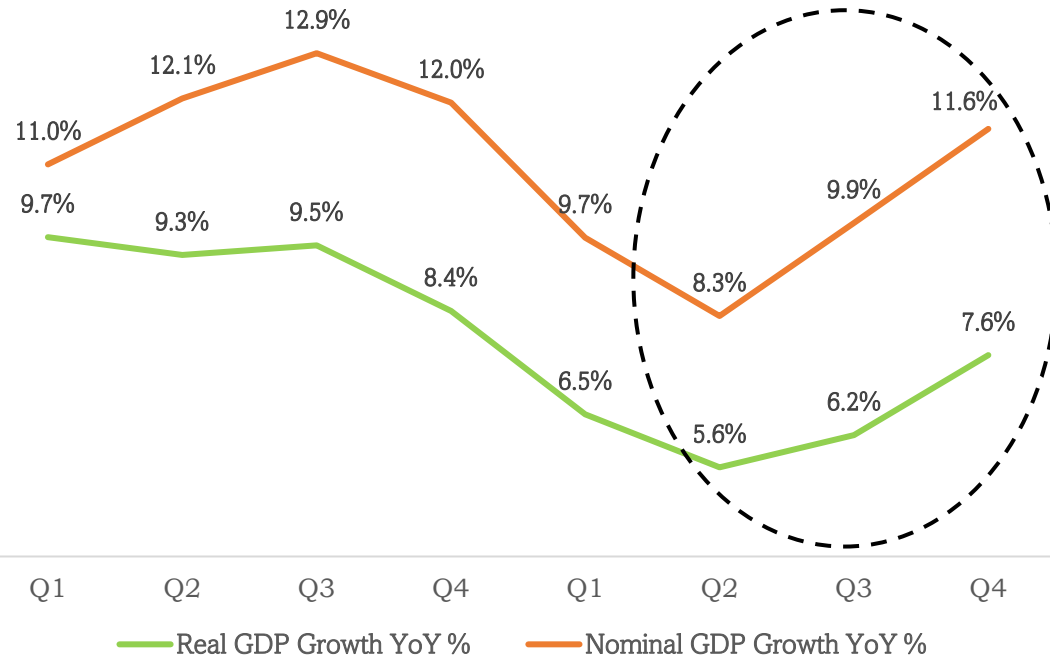
# Disclaimer / Safe Harbor Statement



This presentation may contain statements which reflect Management's current views and estimates and could be construed as forward-looking statements. The future involves risks and uncertainties that could cause actual results to differ materially from the current views being expressed. Potential risks and uncertainties include factors such as general economic conditions, commodities and currency fluctuations, competitive product and pricing pressures, industrial relations and regulatory developments.

# Economic recovery in Q4'25 post slowdown over last few quarters

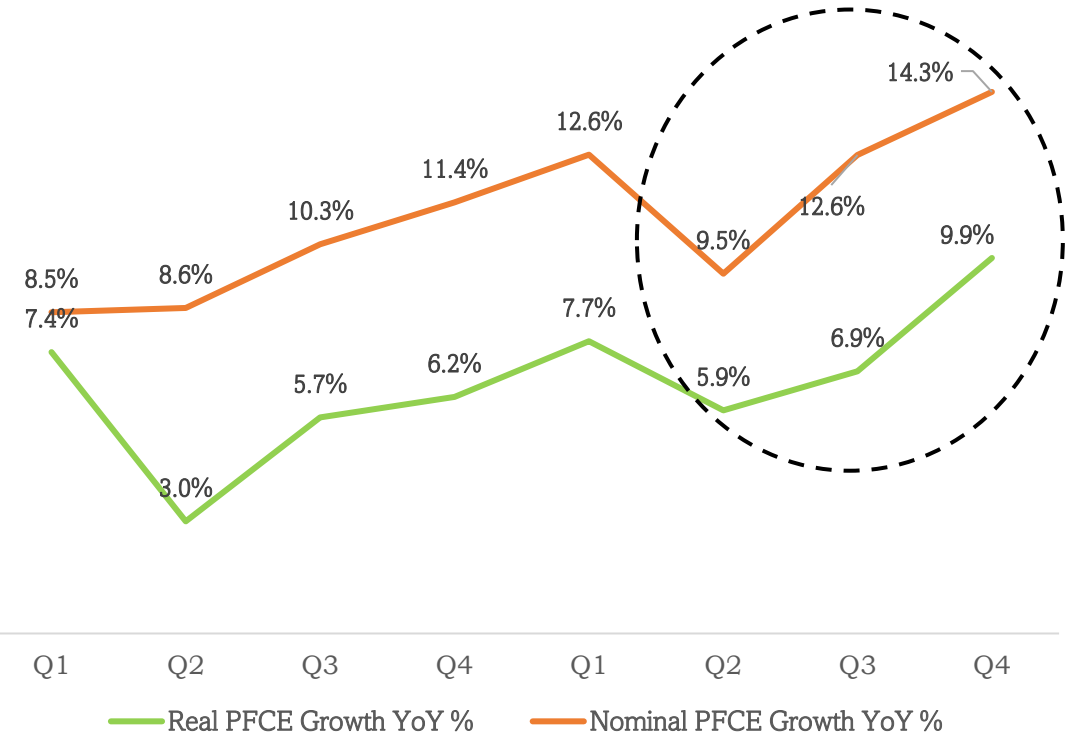
## GDP Growth QoQ %



23-24

24-25

## Private Final Consumption Expenditure – Growth %



23-24

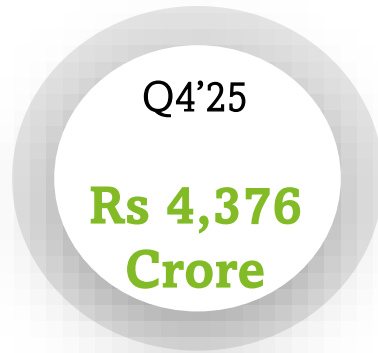
24-25



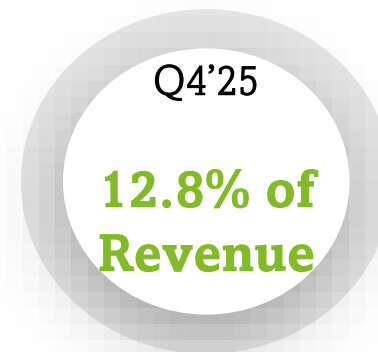
# **Performance Update**

# Performance Scorecard – Q4'25

## Revenue from Operations



## Profit after Tax\*



# Performance Scorecard – 24-25

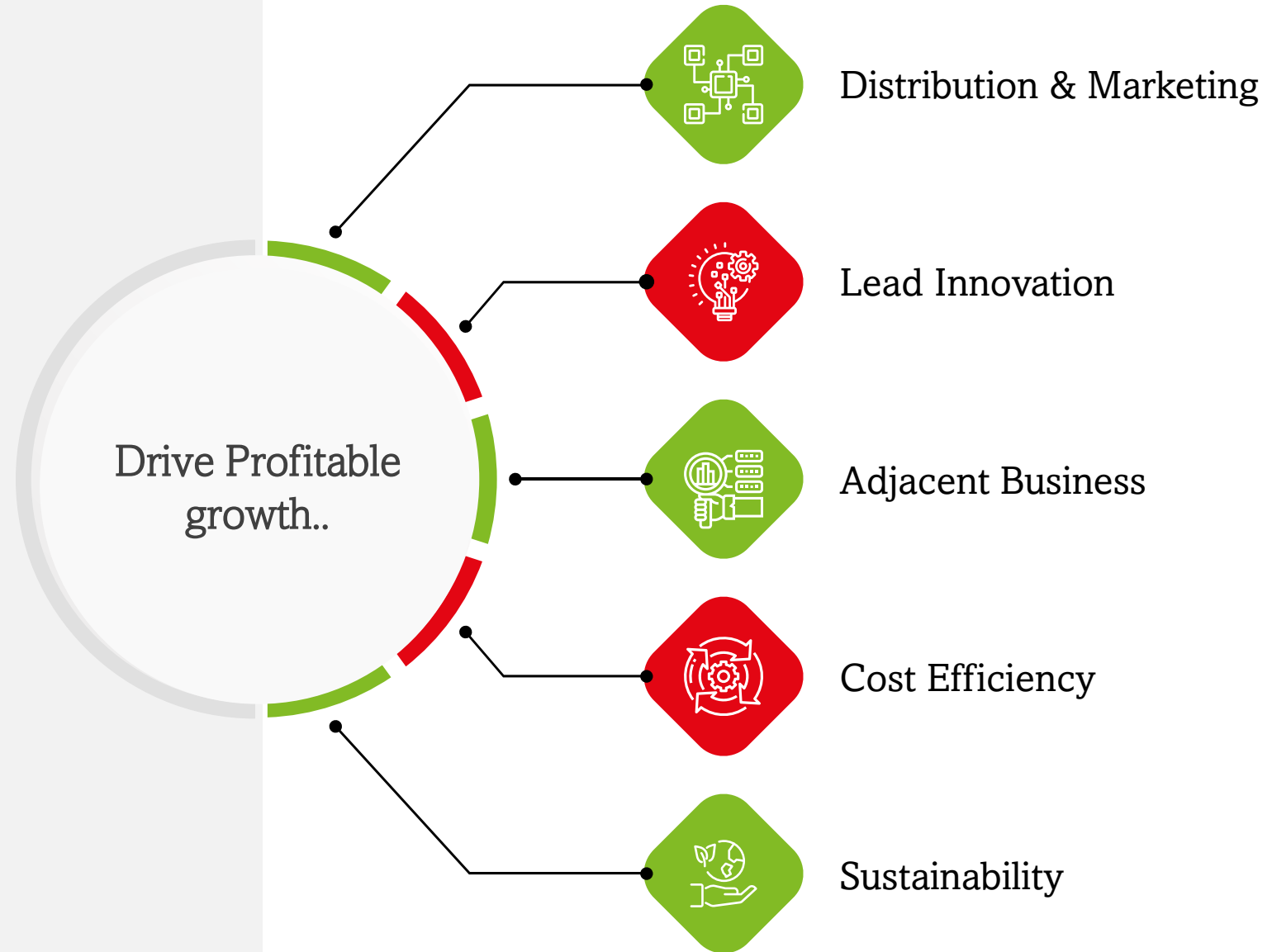
## Revenue from Operations



## Profit after Tax\*



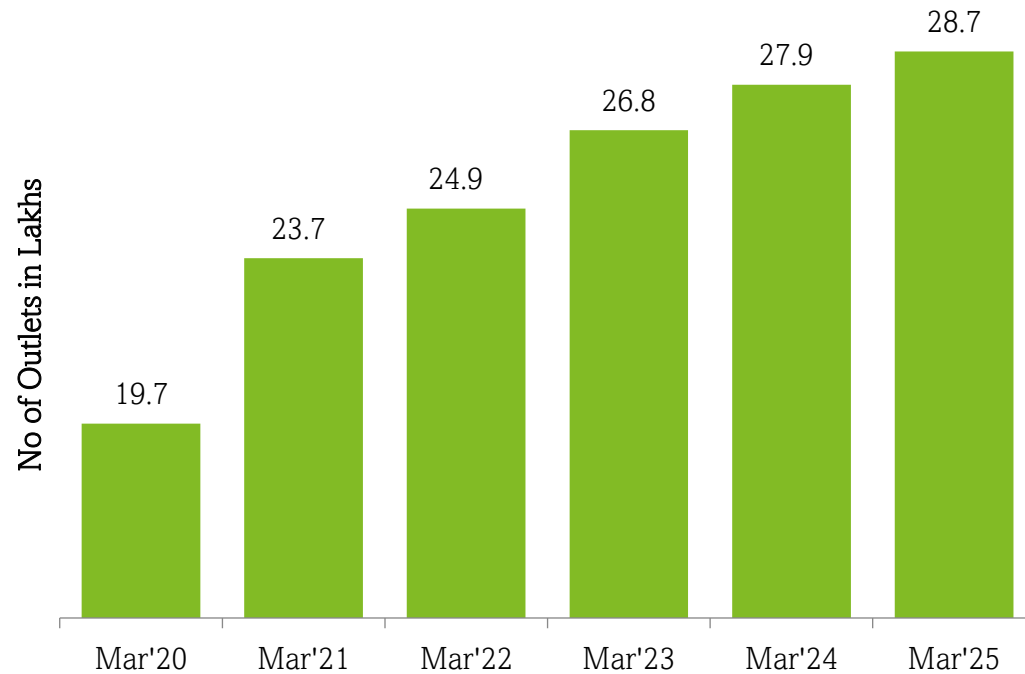
# Strategic Pillars to drive a profitable growth



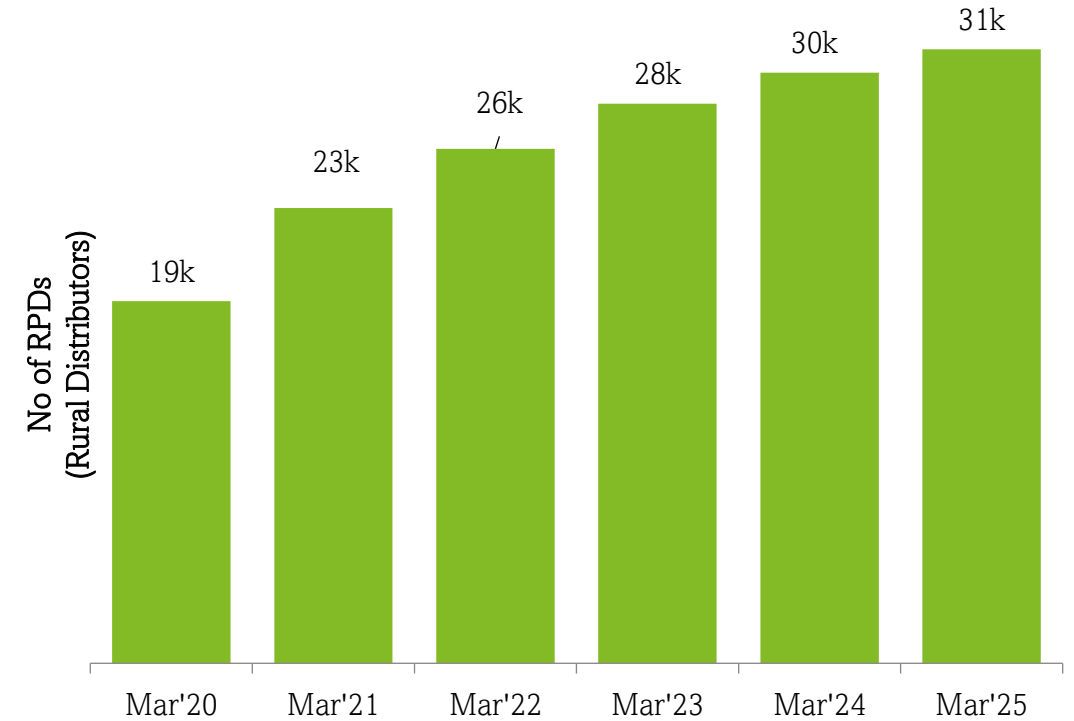


# Driving efficiencies in Distribution

## Expanding Direct Reach



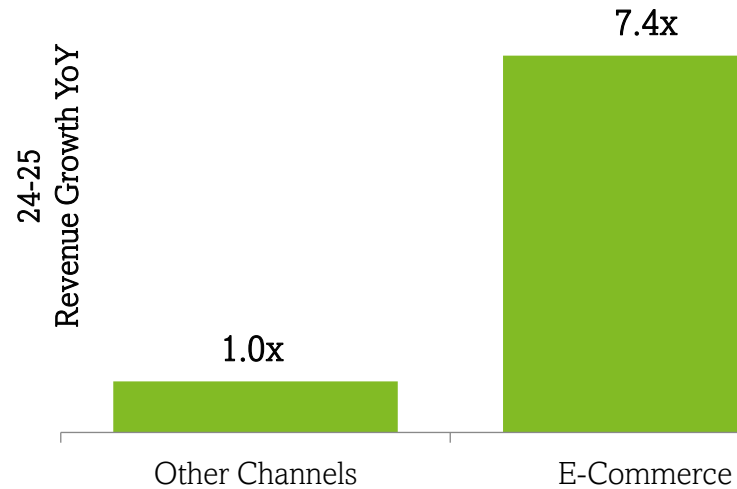
## Uptick in Rural Distribution



We continue to make strong progress in building direct reach and expanding our rural distribution network

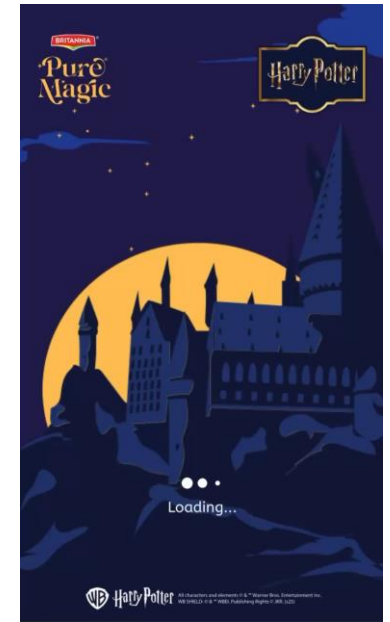
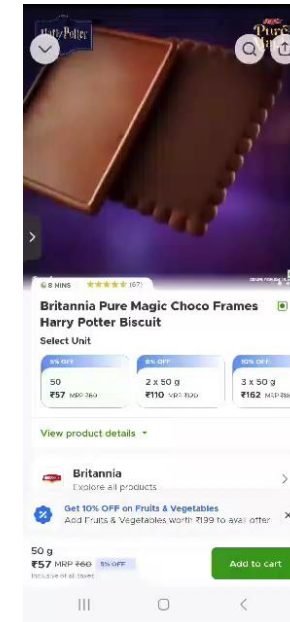
# Leveraging the E-Com momentum with Innovations

## E-Commerce Growth



## Pure Magic Choco Frames : An Ecom-First Launch

**BRITANNIA**  
**Pure Magic**  
CHOCO FRAMES



# Unique Campaigns to drive Consumer engagement

## Marie Gold – Champions Inclusivity & Diversity



Launched special edition packs in partnership with **Avani Lekhara** – India's first woman to win 2 Gold Medals at the **Paralympics**

Biscuits - sized & etched with Avani's gold winning targets

## Good Day - Weaving into India's cultural fabric



Strengthening the 'Chai' association for **Good Day** in partnership with Chai Point at the **Maha Kumbh**



# Leading Innovations in Adjacencies



Launched **Grow** – developed with 16 essential nutrients for Kids



New Britannia **Cheese** – with superior taste, creamier texture



Relaunched **Cake** with a softer, tastier & fruitier proposition

# Adjacent Businesses doing well..



**Croissant & Wafers** – Grew upwards of 3x to Biscuits in 24-25, led by Channels

**Cake** – Relaunched the Portfolio with a Superior Product & Exciting Packaging

**Rusk** – High single-digit Value growth backed by healthy volumes



**Bakery  
Adjacency**

**Dairy**

**Sustainable  
Growth &  
profitability**

**International**



**International Business** continued on a profitable growth path across Middle East, Africa & Rest of International markets

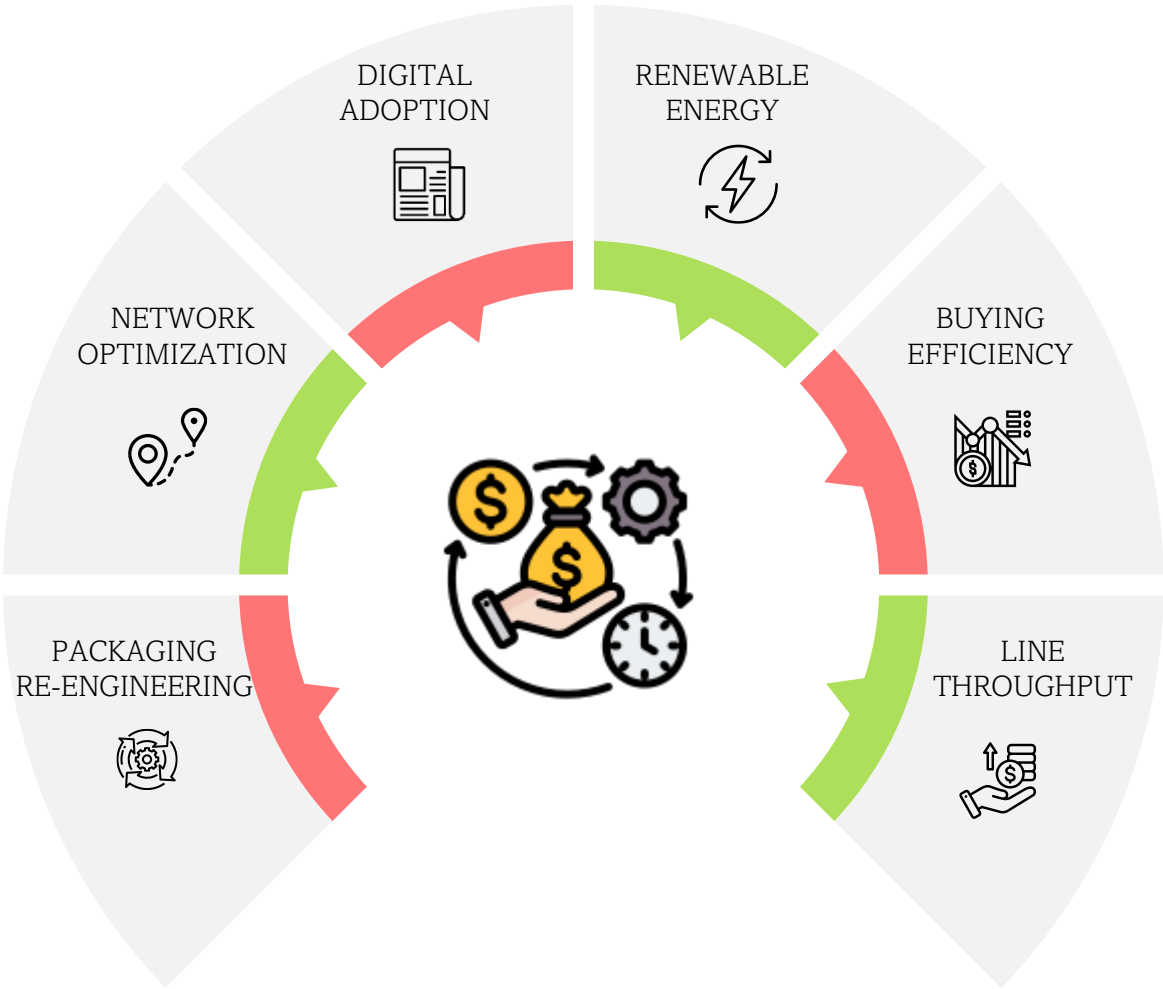


**Drinks** – Healthy Double-digit growth across Channels

**Cheese** – The newly developed product, leveraging French expertise, exhibiting positive early market traction



# Cost Leadership across verticals



# ESG – Building a sustainable, profitable business

## Progress on ESG KPIs



**Plastic Neutral** for the **4<sup>th</sup> consecutive year.**



**79% of packaging plastic recyclable,**  
**Improvement of 17% YoY**



**75% of laminate waste recycled,**  
**Improvement of 23% YoY**



**3,05,606 beneficiaries** reached through BNF,  
**Improvement of 31% YoY**



**479 Tier I suppliers** assessed for ESG, representing  
**78% of Procurement spend**

## Recognition



**SKOCH ESG Award - SILVER**  
at the **SKOCH Awards 2025** in the  
Water Stewardship category.

**Britannia Nutrition Foundation (BNF)** recognized at the  
**Glenmark Nutrition Awards 2025**, by the Glenmark  
Foundation.

**Britannia Nutrition Foundation (BNF)** Honored with **Uttarakhand SDG Achievers' Award** for Contributions to **Zero Hunger**.



**BRITANNIA**

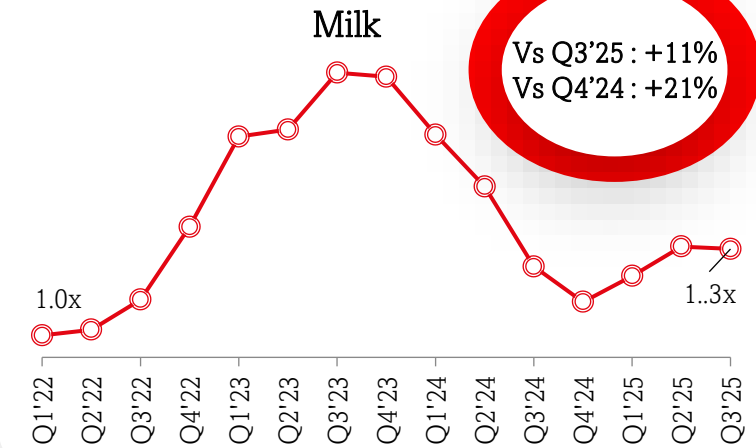
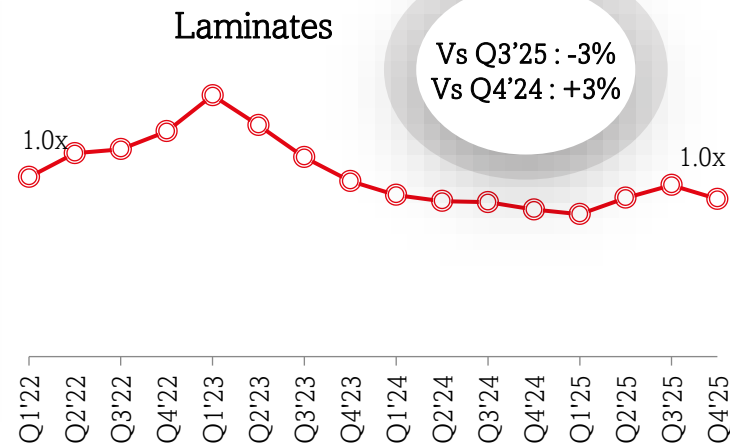
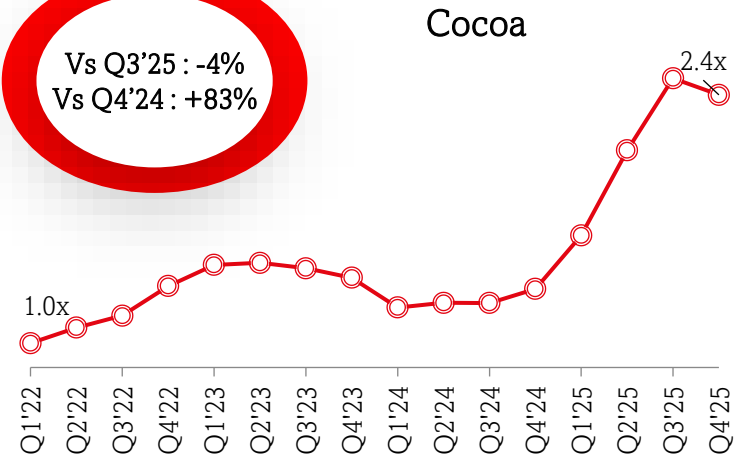
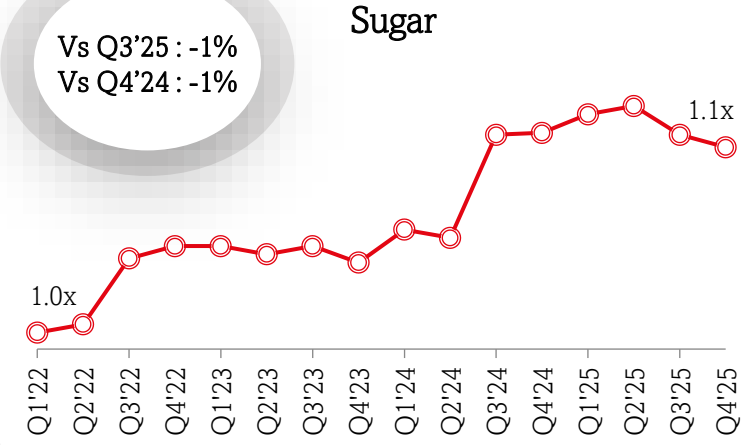
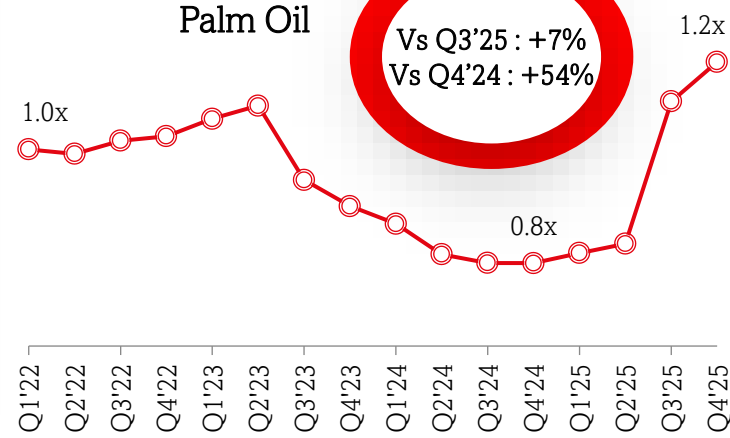
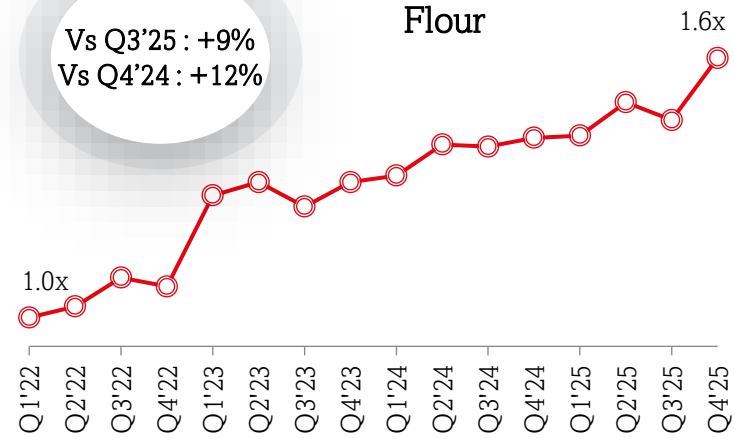
# **Cost & Profitability**





# Commodity inflation

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## COST & PROFITABILITY FRONT



Price increases actioned during the quarter to counter inflation and sustain margins



Stepped up **Cost saving initiatives** - yielding results exceeding original targets



Focused media investments on **innovations and adjacencies**

## OUTLOOK



Continue to closely monitor **commodity prices** & assess its impact.



Remain vigilant of the **competitive pricing** actions at both regional, national levels



Strategy to remain focused on **sustaining margins** while remaining competitive



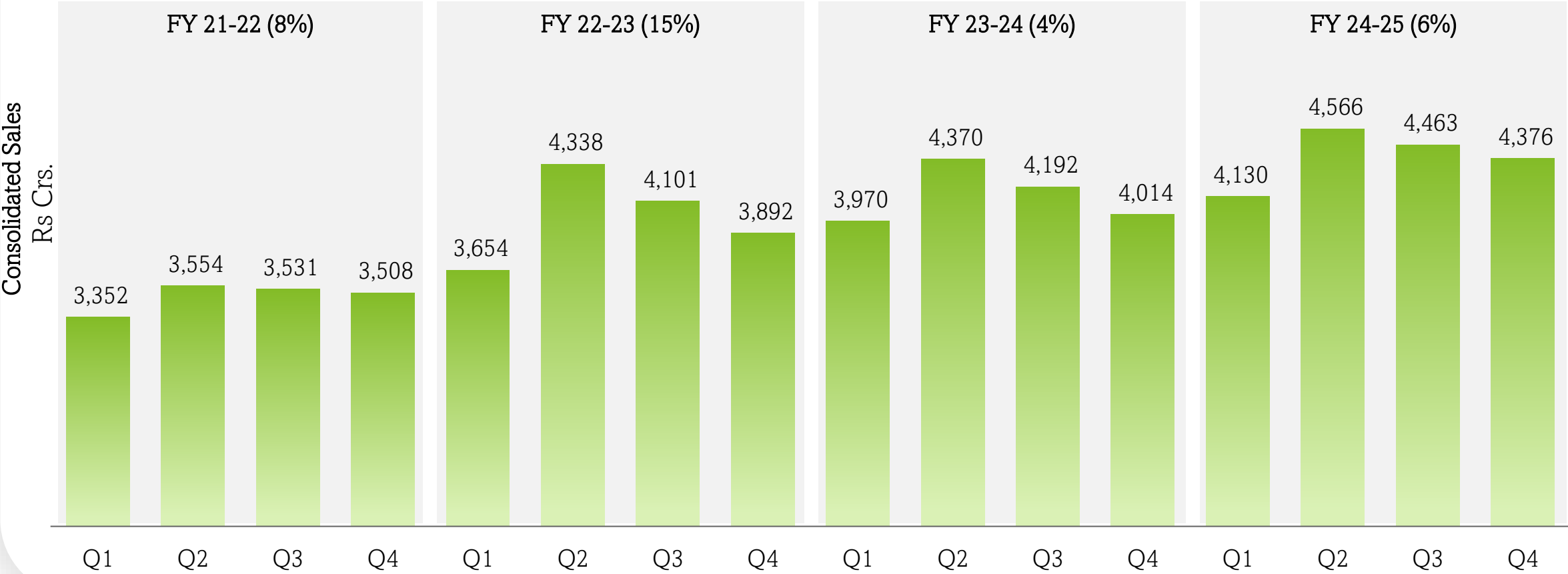
# **Financial Result**



# Revenue trends



|                  |    |     |     |     |     |     |     |     |     |    |    |     |
|------------------|----|-----|-----|-----|-----|-----|-----|-----|-----|----|----|-----|
| 12-month Growth% | 9% | 22% | 16% | 11% | 9%  | 1%  | 2%  | 3%  | 4%  | 4% | 6% | 9%  |
| 24-month Growth% | 8% | 29% | 32% | 28% | 18% | 23% | 19% | 14% | 13% | 5% | 9% | 12% |



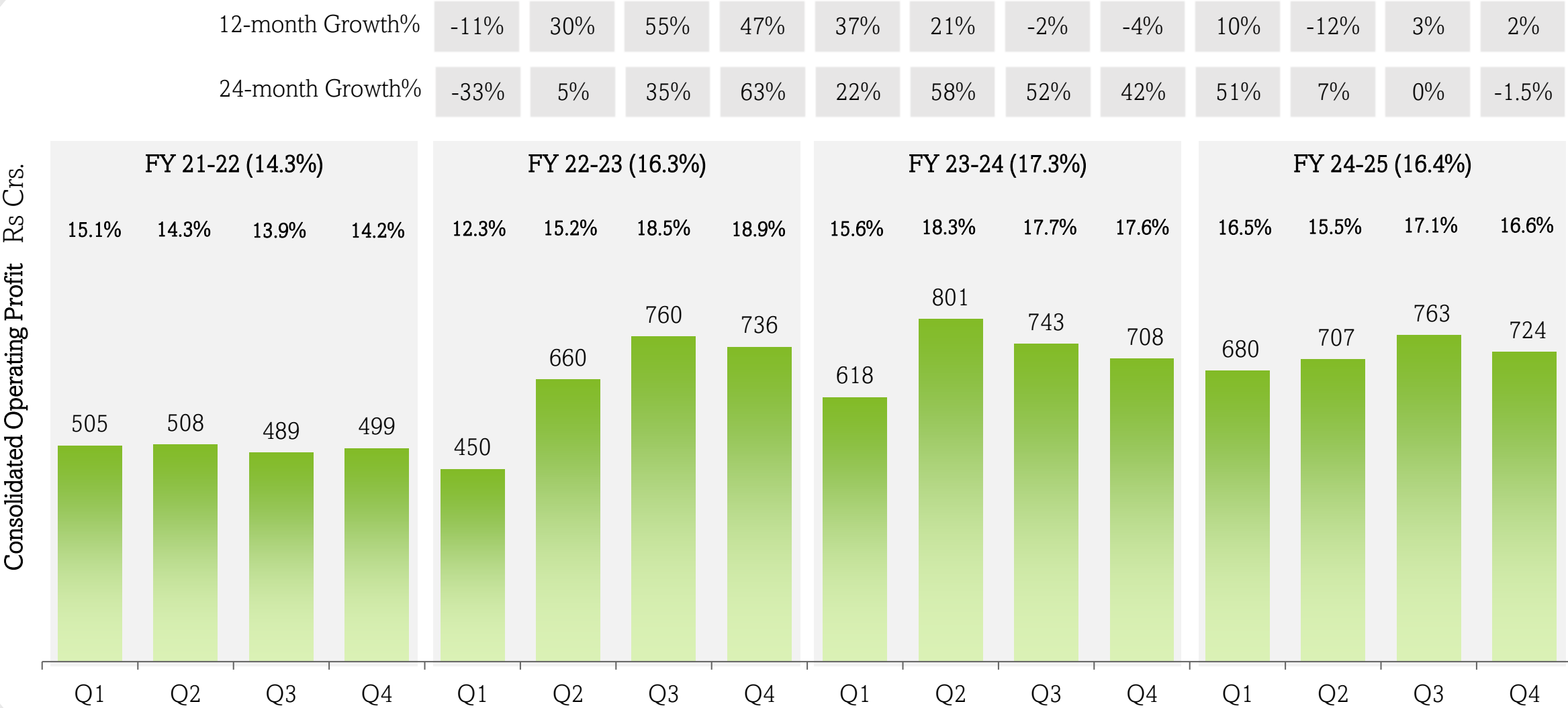
Consolidated Sales as per published results

Nos. in the bracket indicate revenue growths

# Operating Profit trends



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# Key Financial Lines – Consolidated (Reported)

| Particulars                      | Q4 24-25 |          | FY 24-25 |             |
|----------------------------------|----------|----------|----------|-------------|
|                                  | Rs Crs   | Vs Q4'24 | Rs Crs   | Vs FY 23-24 |
| Net Sales                        | 4,376    | 9.0%     | 17,535   | 6.0%        |
| Operating Profit                 | 724      | 2.4%     | 2,874    | 0.2%        |
| Profit Before Tax                | 752      | 2.4%     | 2,927    | 0.4%        |
| Profit After Tax (Owner's Share) | 560      | 4.0%     | 2,179    | 1.8%        |

| Particulars                        | 15-16 | 16-17 | 17-18 | 18-19 | 19-20 | 20-21 | 21-22 | 22-23 | 23-24 | 24-25 |
|------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Profit from Operations %           | 12.9% | 12.6% | 13.8% | 14.3% | 14.5% | 17.9% | 14.3% | 16.3% | 17.3% | 16.4% |
| Profit before Tax %                | 14.3% | 14.1% | 15.4% | 16.1% | 16.1% | 19.5% | 14.9% | 19.0% | 17.6% | 16.7% |
| Profit after Tax % (Owner's Share) | 9.6%  | 9.6%  | 10.2% | 10.6% | 12.3% | 14.5% | 10.9% | 14.5% | 12.9% | 12.4% |

Source: Company Financials – Consolidated Results



**Thank You!**