



February 8, 2024

Compliance Department, BSE Limited , Phiroze Jeejeebhoy Tower, Dalal Street, Fort, Mumbai - 400 001	Compliance Department, National Stock Exchange of India Ltd. Exchange Plaza, Plot No. C/1, G-Block, Bandra Kurla Complex Bandra - (E), Mumbai - 400 051
Scrip Code:- 539889	Scrip Symbol :- PARAGMILK

Dear Sir/Madam,

Sub: Investor Presentation on Financials Results for Quarter and Nine Months ended December 31, 2023

In continuation to our letter dated February 7, 2024 on Unaudited Standalone and Consolidated Financial Results for the quarter and nine months ended December 31, 2023 and pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of Investor Presentation being issued by the Company in this regard.

The above document is also being made available on the Company's website www.paragmilkfoods.com.

Kindly take the same on records.

Thanking you.

For **Parag Milk Foods Limited**

Virendra Varma
Company Secretary and Compliance Officer
FCS No. 10520

Encl a/a





Investor & Analyst Presentation

Q3 & 9M FY 2023-24





MESSAGE

A journey that began with farmers is now aiming to provide complete nutrition to consumers across the globe. The strength of our developed infrastructure, food technology expertise supported by a strong farmer network, and powerful distribution channels have been our strong pillars and have helped us stand out in the industry.

The global nutrition industry is growing rapidly with evolving consumer needs and rising awareness of the benefits of a high protein diet. Being a trustworthy nutrition player we are now geared up to become a health and nutrition company that provides innovative protein solutions across the spectrum.



EXECUTIVE SUMMARY- Q3FY24

Robust Performance

The Core Category of Ghee has grown by

~1% YoY

Consolidated revenue grew by

8.8% YoY

Brand Avvatar has posted strong growth

36% YoY

Sharp improvement in the Gross margins

+ 520 bps YoY

3.7X Growth YoY

Spectacular Net profit of INR 34.2 Cr after tax



EXECUTIVE SUMMARY- 9MFY24

Focused approach towards driving profitable business growth

Led to robust bottom line performance

The Core Category of Ghee has grown by

12.8% YoY

Consolidated revenue grew by

12.3% YoY

Brand Avvatar has posted strong growth

62% YoY

Sharp improvement in the Gross margins

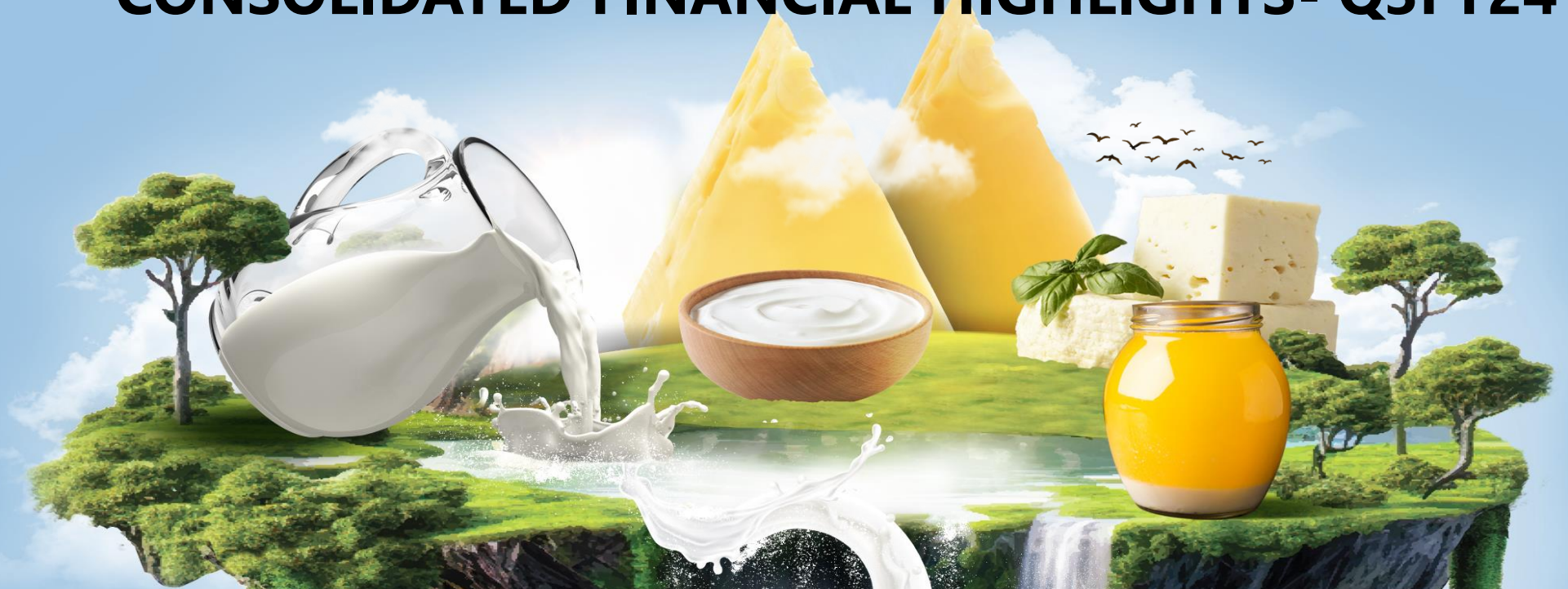
+ 450 bps YoY

161% Growth YoY

Spectacular Net profit of INR 80.8 Cr after tax



CONSOLIDATED FINANCIAL HIGHLIGHTS- Q3FY24



Revenue

INR
800.8
crore;
8.8 %
growth YoY

Gross Profit

INR
210.8
crore;
26.3 %
margin

EBITDA

INR
68.7 crore;
8.6%
margin

PAT

INR
34.2 crore;
4.3 %
margin

CONSOLIDATED FINANCIAL HIGHLIGHTS- 9MFY24



Revenue

INR
2,348.6
crore;
12.3 %
growth YoY

Gross Profit

INR
554.5
crore;
23.6%
margin

EBITDA

INR
178.2 crore;
7.6%
margin

PAT

INR
80.8 crore;
3.4%
margin

9MFY24: BUSINESS COMPOSITION

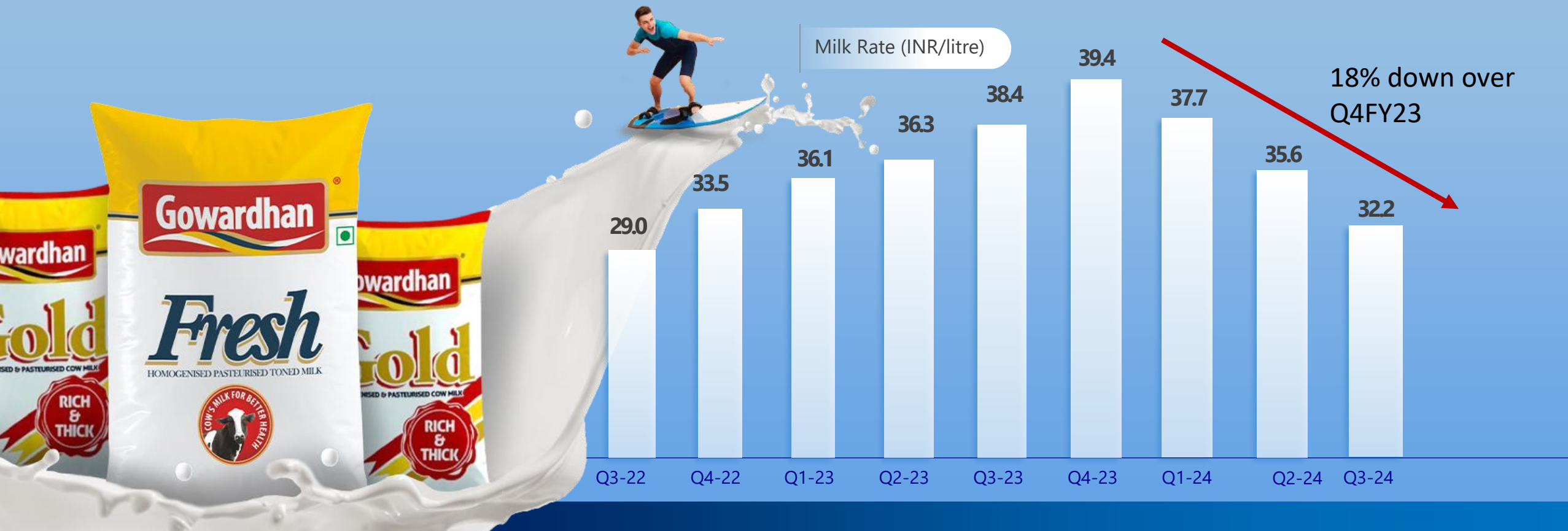


New age business includes brand Avvatar and brand Pride of Cows

SOFT MILK PRICES

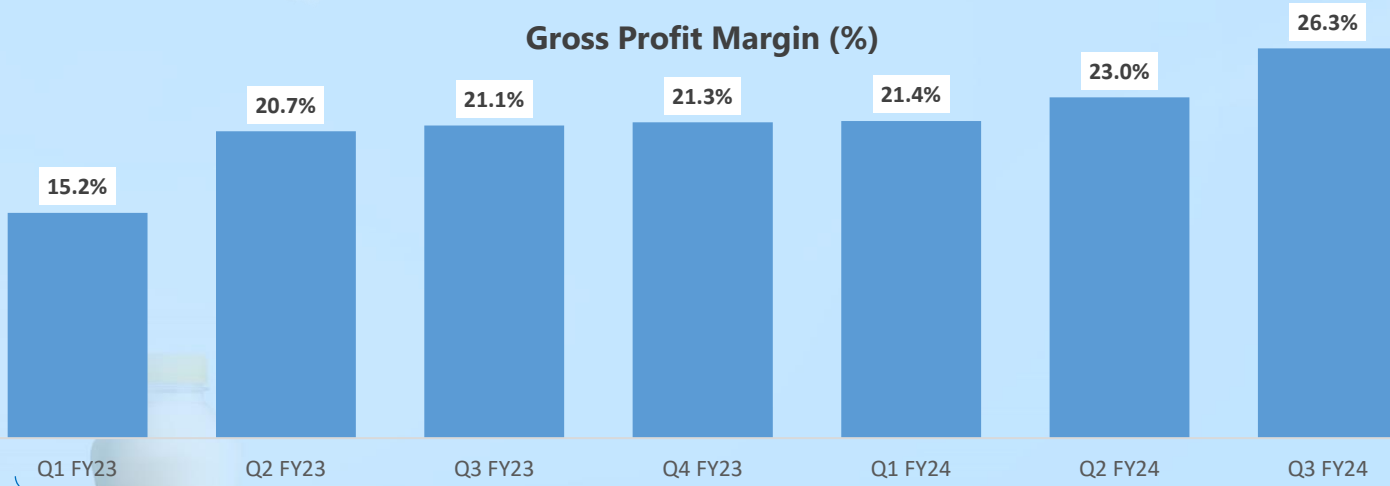


Milk Prices remained soft and were down 16% yoy and 9.6% sequentially



For the quarter; on an average we processed about **17 lakh liters of milk per day.**

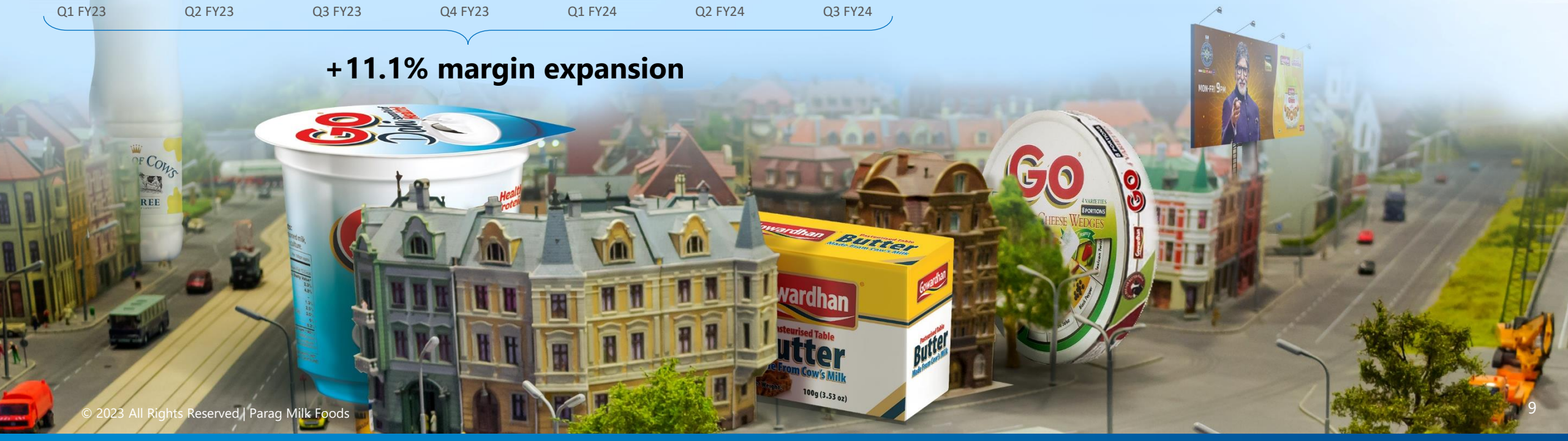
GROSS MARGIN EXPANSION CONTINUES



The benign raw material prices along with improved product mix led to consistent Gross Profit Margins improvement

The overall Gross margins expanded by 520 basis points on a yoy basis.

+11.1% margin expansion



OUR STRATEGIC PRIORITIES



Strengthening & Accelerating
the Core Categories



Brand Building & Innovation



Evolve Route to Market



Strengthening New Age
Business



Driving Business Transformation



STRENGTHENING & ACCELERATING THE CORE CATEGORIES

Leaders and pioneers of cow ghee category with

20%

Market share in cow ghee segment (source IMARC)



Dominant player in cheese category in India with

35%

Market share (source IMARC)



Our protein business is Witnessing Healthy Growth Momentum & is **outgrowing** the industry



9MFY24
Growth (YoY)

12.8%

-1.7%

62.0%

BRAND BUILDING & INNOVATION



STRENGTHENING NEW AGE BUSINESS – Brand Activation

Pride of Cows



Mall Activation



Radio Mirchi Navratri



Consumer Offer - Acquisition



Consumer Offer Retention & Collection

GROWTH STRATEGY – Driving On Ground Sales through increase activation

STRENGTHENING NEW AGE BUSINESS – City Expansion



Welcome
To The World of **Pride Of cows!**

Indulge Into Premium Single Origin
Milk Products & Experience Farm Fresh
Purity At Your Doorstep!

ORDER NOW



Now In
VADODRA



Untouched By
Human Hands



Automated
Milking Process



Pampered
Cow Farms



Delivered Farm
To Home



India's Most
Advanced
Dairy Farm



High Skilled
Dairy Experts

Welcome
Offer
12 LITERS
at ₹320
₹999



VADODARA LAUNCH





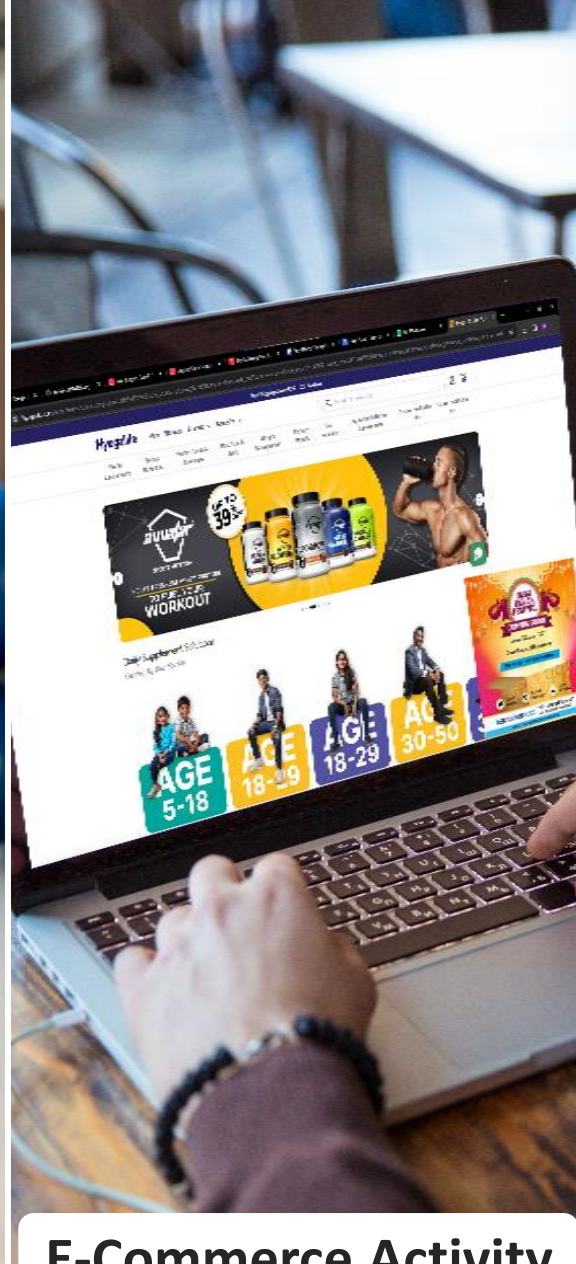
SPORTS NUTRITION



Influencer Activity



Consumer Offers



E-Commerce Activity



The Fit Expo 2023

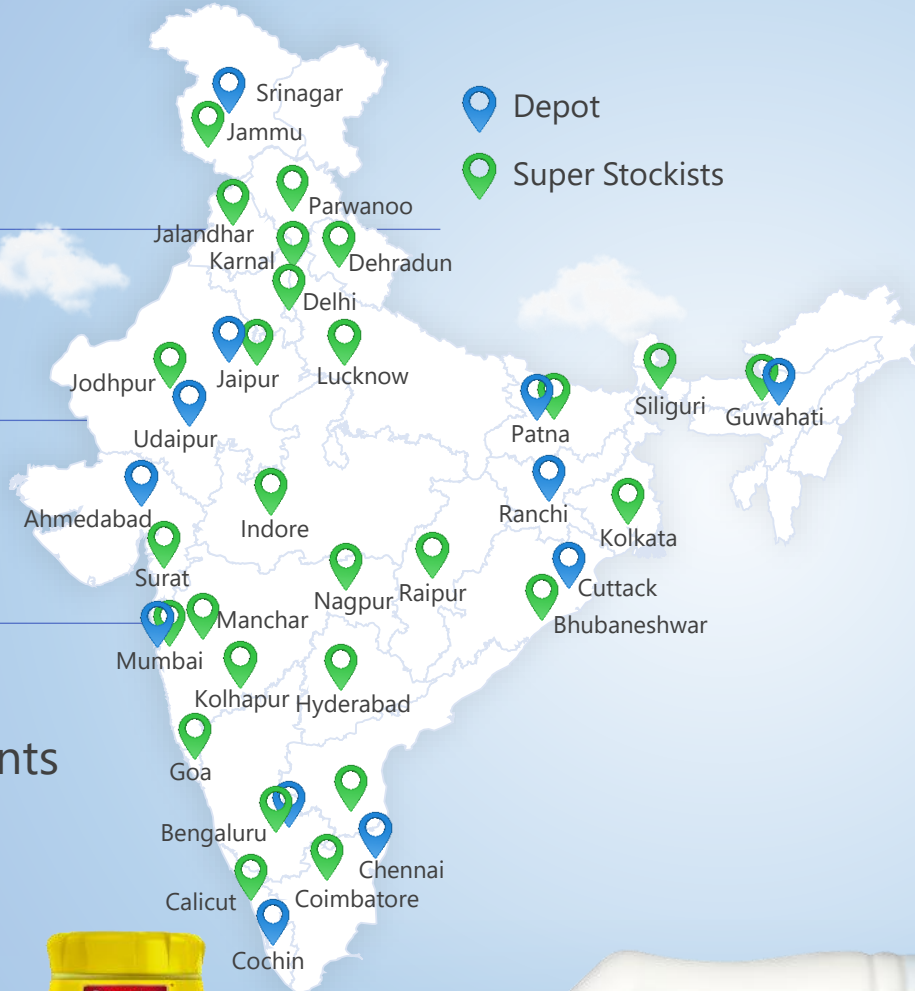
BUILT ON THE BACKBONE OF A ROBUST NETWORK

29
Depots

~700
Super Stockists

~6,200
Distributors

~5 Lakh
Retail Touch Points



To reach
13-15 Lakh
 retail touch points
 by 2027E



EVOLVE ROUTE TO MARKET CHANNELS CONSISTENTLY CONTRIBUTING TO GROWTH



For 9MFY24; Our modern trade channel has witnessed strong 9.1% growth YOY

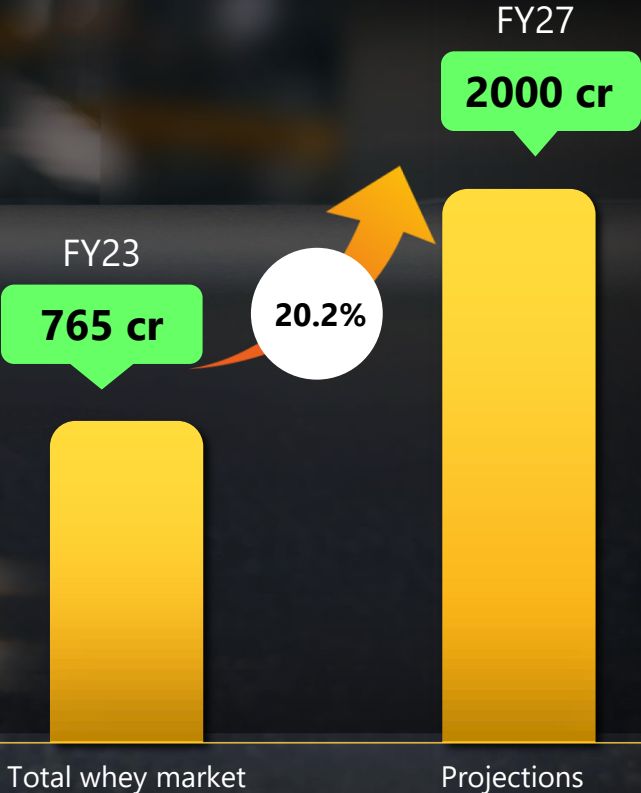
The General trade channel has grown by 7.7% YOY



OUR NEW AGE BUSINESS

Whey Protein – Strong & Profitable runway for growth

INR Market Growth Potential



Achieved an ever highest sales of over INR 10 crore for the month of January
 More than 50% of the sales is through Ecommerce

DRIVING BUSINESS TRANSFORMATION

Cost Optimization



Digitization of Plant & Operations



Data Analytics



Market Expansion & Penetration



Strengthening the management



PARAG MILK FOODS

3 State-of-the-Art Manufacturing Facilities



4.6 Lakh
Pan India Retail Touch Points

6,000+
Distributions

600+
Super Stockists

29
Depots

100%

Cow Milk from Key Milk Belts

Relationship with over
5 lakh+
Farmers across India

110

MT/ day each of Ghee & Cheese

20

MT/ day of paneer

3.4mn

Litres/day Milk Processing Capacity

10 lakh

Litres/day Whey Processing Capacity

Largest automated dairy farm with
~3000+
Holstein Freisian Cows

Direct Consumer base
1Lakh+ households
Spread across **6** Cities

A COMPLETE INTEGRATED BUSINESS MODEL

Brands Distribution Milk Procurement Processing DAIRY FARMING



PARAG'S JOURNEY



2008
Go Cheese World

1998
Gowardhan Ghee

1992
Gowardhan Milk

2011
Pride of Cows

2015
Topp Up

2017
Avvatar

2020
Extending Pride of Cows to value added products- Ghee, Curd

2021
Further extension of Pride of Cows brand to paneer, low fat milk

2021
Introduced Milk Shakes

BRAND POSITIONING



Premium



Mass Affluent



Mass



UNIQUE BUSINESS MODEL CATERS TO



of the consumers' daily dietary needs

Multi/Assorted

MEALS

Break fast | Lunch
Snacks | Dinner

CHANNEL

General Trade
Modern Trade
Online | HORECA

BRANDS

Gowardhan
Go | Pride of Cows
Avvatar

CATEGORY

Ghee | Instant Mixed
Paneer | Cheese
Beverages
Protein Milk Powder

OUR ESG INITIATIVES

ESG

ENVIRONMENTAL

Focus centered around reducing the carbon footprint & an optimal waste management

SOCIAL

Focus on the well-being of our milk farmers, employees, distribution partners

GOVERNANCE

Framework includes business governance, talent governance, & sustainability governance

Laying a solid foundation by adopting ESG Policies



Adoption of strong Corporate Governance standards.



Adoption of ESG Systems.



Best Practices of societal improvement through various CSR activities.



Adoption of practices for food security & climate change under UN Sustainable Development Goals.

Continuous Monitoring

Our ESG Framework

A well articulated internal ESG policy in adherence to different certifications.

Also abided by IFC's policy framework on ESG.

Performance

Energy conservation efforts both thermal & electrical; employing host of measures.

Water conservation effort: Recycle of 55% of the requirement

Responsible Effluent & Waste management process.

Marked reduction in emission levels.

Way Forward

Strict adherence and measurement to the conservation norms.

Zero water & land waste norms.

Reduction in CO2 emission levels



GREEN INITIATIVES



WATER

REDUCE | REUSE | RECYCLE

Water optimization.

Our water consumption per liter of milk handled has reduced over a period of time.

Around 55% of water consumption at our units is from recycled water.



CLIMATE

FOCUS ON REDUCING AIR | SOIL | NOISE POLLUTION

Installation of solid waste digester.

Monitoring and Control of excess air in boiler.

Biogas generation at farm by converting cow-dung slurry into organic fertilizer.



ENERGY

EMISSION | ENERGY CONSERVATION | FOCUS ON RENEWABLES

Power generation through solar

Energy generation through solid waste

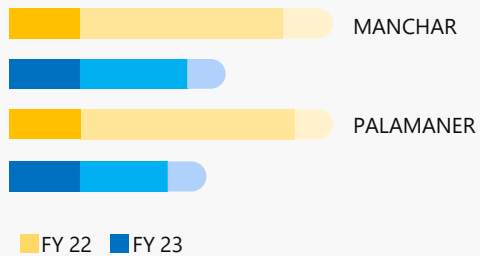
Replacement of inefficient pumps

Technology upgradation

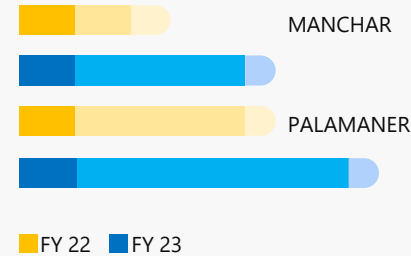
Further Heat recovery system in boiler (Flue gas heat recovery)

PERFORMANCE

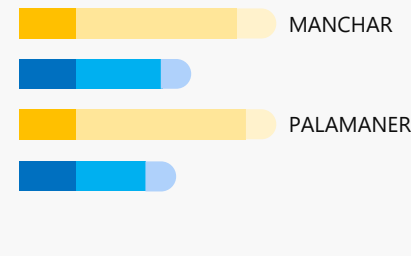
Water usage (litres) per litre of milk



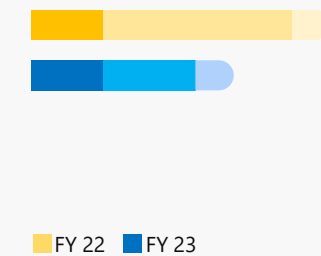
Boiler Efficiency Levels (%)



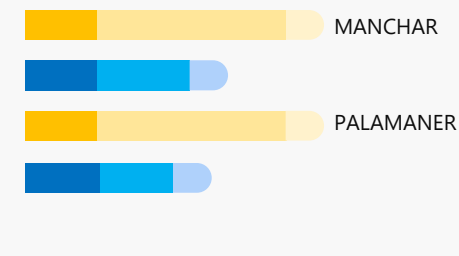
Thermal energy usage Kcal/ Per litre of milk



Reduction In CO2 emission per litre of milk handled



Power Usage (KWh per litre of milk)



PLANS AHEAD

ZERO WATER AND LAND WASTE NORM

IN NEXT 5 YEARS TO INCREASE 20% RECLYING OF WATER BY INVESTING IN ADVANCED WATER TREATMENT & RECYCLING SYSTEMS

IN NEXT 5 YEARS, REDUCE NON RENEWABLE ENERGY CONSUMPTION BY 20% BY INVESTING IN RENEWABLE ENERGY INFRASTRUCTURE SUCH AS BIOGAS & SOLAR PANEL

THANK YOU

