



## Press Release

### Britannia Consolidated Revenue grew 2% and Net Profit increased by 26% for the quarter

**Bangalore, Jun 2<sup>nd</sup>, 2020:** Britannia Industries Ltd. (BIL), India's leading Food Company, reported consolidated revenue growth of 2% for the Quarter at Rs. 2,808 crores. Consolidated Net Profit increased by 26% for the Quarter at Rs. 375 crores. As a result, for the financial year 19-20, the consolidated revenue grew by 4% at Rs. 11,444 crores & consolidated Net Profit increased by 21% at Rs. 1,403 crores.

#### Commenting on the performance, Mr. Varun Berry, Managing Director, said:

"After 9 months of moderate growth, we started to see growths coming back in the first 2 months of this quarter which was then hit by Covid 19 & lockdown in March impacting the revenue & net profit growths by an estimated 7-10%. In this period, we continued to garner market share through our focus on the building blocks of distribution, diligence in marketplace & brand building through focussed product campaigns.

On the cost front, we witnessed moderate inflation in the prices of key raw materials for the bakery business. Commodity prices at global level too witnessed a moderation due to low demand on account of lockdown in most parts of the world. Our drive on cost efficiencies, reduction in wastages and ability to leverage fixed costs helped us improve the shape of our business and record a 40 bps increase in operating profit during the quarter despite the Covid 19 pandemic.

**Disclosure of impact of Covid 19 on business:** The Covid 19 pandemic impacted human lives and economies significantly, globally, disrupting supply chain and operations of several businesses. While we faced some challenges in the first month of the lockdown, we recovered quickly & progressively liaised with the government to get approvals for operating all our factories & depots across the country. The team at Britannia rose to the occasion with exemplary work on:

- defining & implementing Standard Operating Procedures on safety, hygiene & quality measures in factories, depots & in-market,
- laying down ways of working from home,
- ramping up production in a scenario of labour scarcity,
- optimizing production planning,
- connecting with distributors, retailers and ensuring continuous supplies &
- actioning several cost reduction initiatives to manage the additional costs triggered by the crisis.

As a result, we witnessed a revenue growth of 20% in April'20 & 28% in May'20 versus the corresponding months in the previous year.

During these tough times, the Company along with the Wadia group provided 1.35 crore meal & meal equivalents and 90 lacs of bakery packs to the less fortunate, especially migrants, across 19 states. This effort was led by the employees of all the Wadia group companies.

We are diligently studying the impact of Covid 19 on short-term & long-term changes in consumer preferences to adopt the learnings in our strategy going forward."

#### For more details, please contact:

Genesis BCW- Sindhu M - Tel No: 9899428304

Aswathy Menon- Tel No: 95386 88852