



THANK YOU
FOR MAKING US NO.1.

Analyst Meet
Q3'17-18 Results
Conference Call
14th Feb 2018

Disclaimer

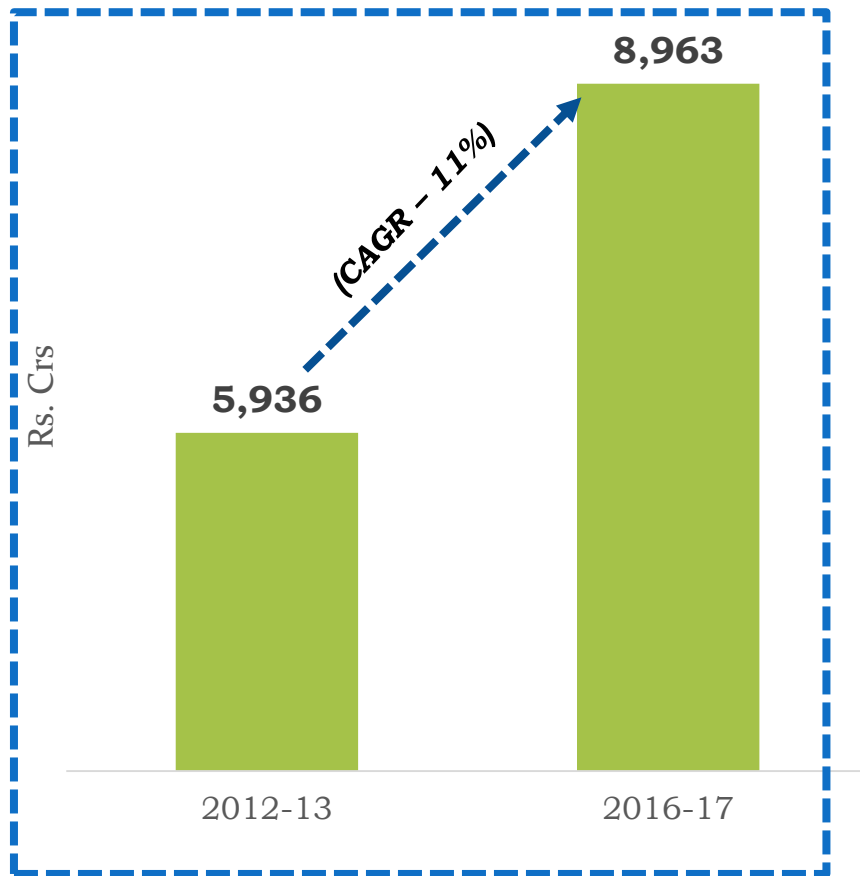
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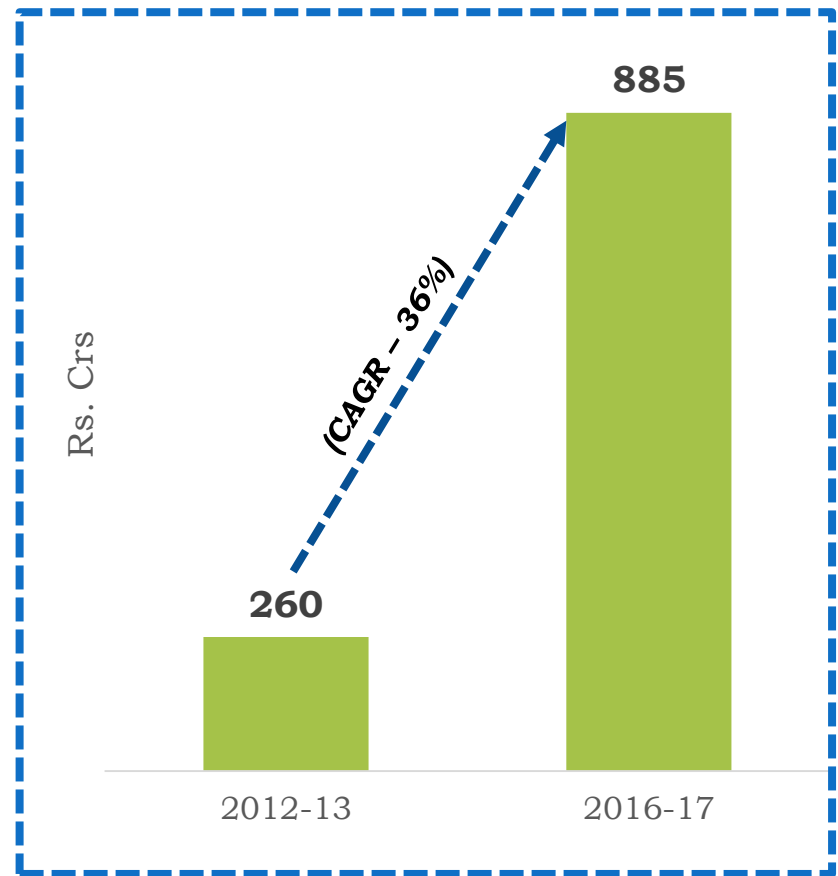
***“Consistent performance
over the years is our
greatest source of
motivation”***

Consistent Topline & bottomline results

Topline – Consistency in growths



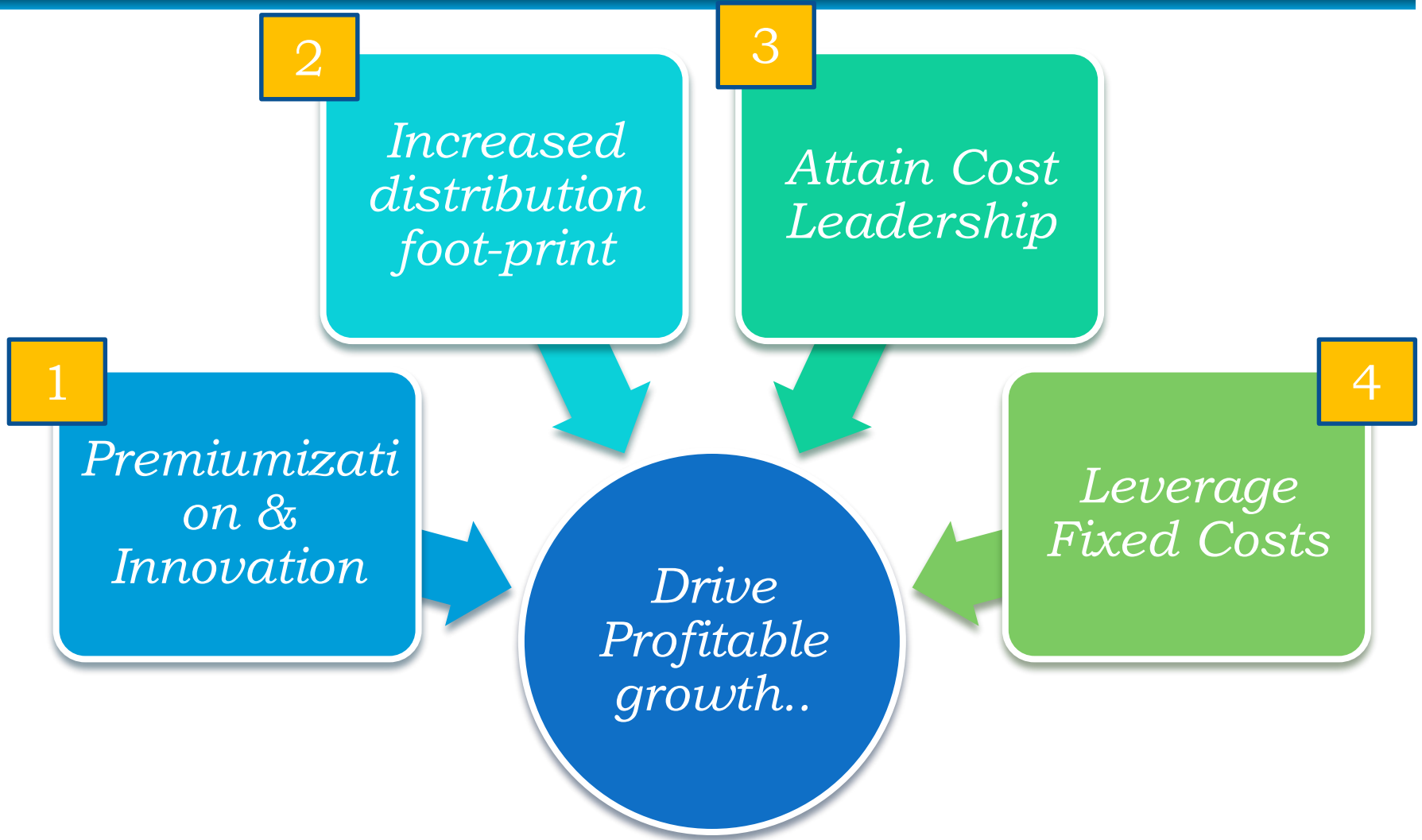
Net Profit (PAT) – Significant improvement in profitability..





“Focus on basic execution” is
*what we believe is the underlying
reason for our growth*

Our execution focus areas..



1. Delightful Innovation & activation of Brands in Q3..

Delightful Innovation

Pure Magic Deuce – Choco & vanilla



Revamp of GD Chocolate



Activation of brands

Bourbon – “Friends forever”

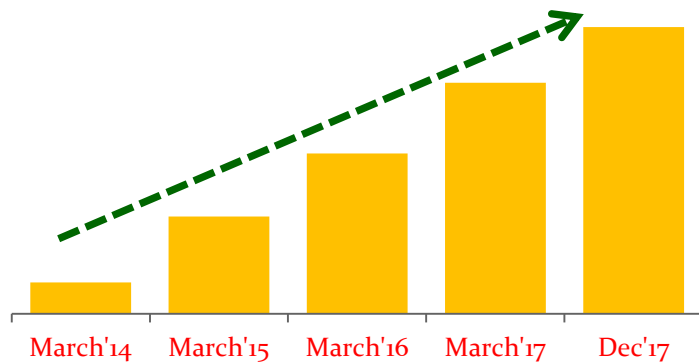


Nutri Choice Activation

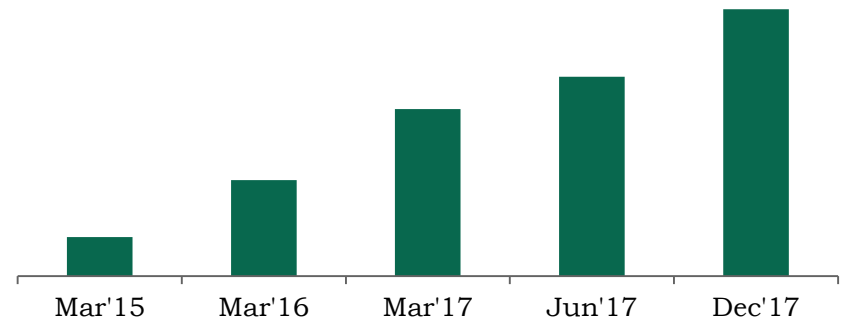


2. Increase in direct reach, growths in rural and weak states..

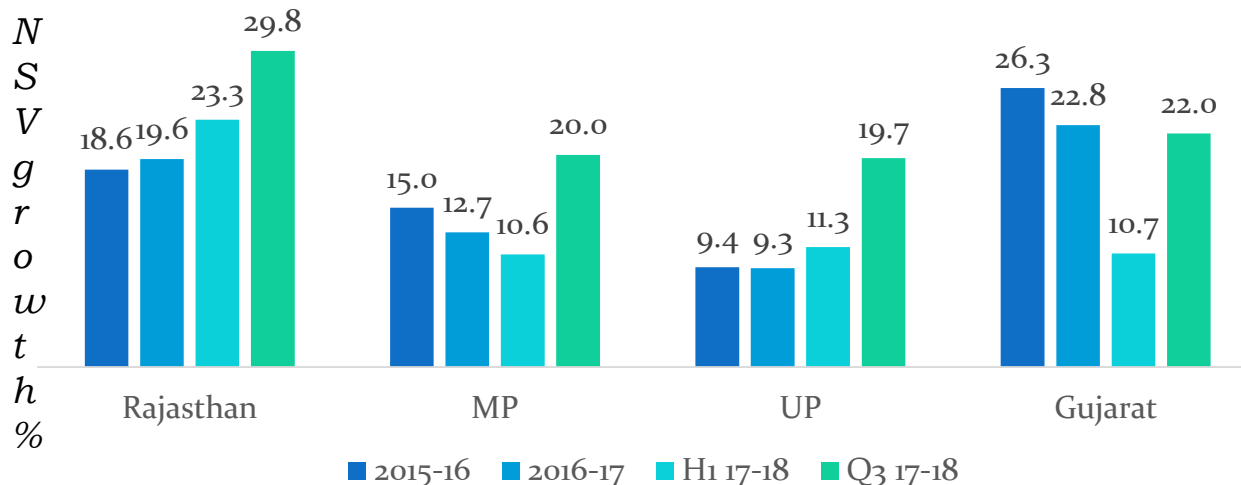
Direct Reach – 2.5X increase



Rural continues to grow in double digit

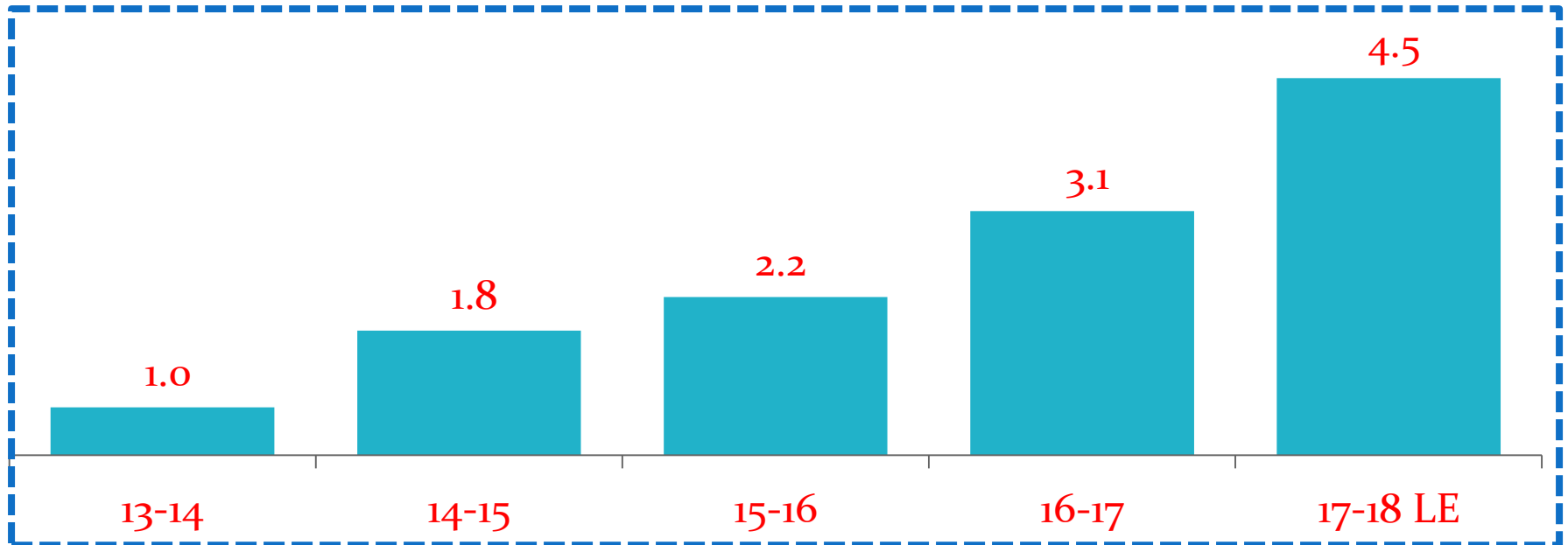


Weak states continue to grow faster..



3. Accelerated cost efficiency program & leverage of fixed costs

Driving Cost efficiency across the chain.. With a culture across..



Themes of cost efficiency:-

1. Reducing distance to market
2. New & large factories for efficiencies
3. Reduction in wastages
4. Value engineering

Nos indexed to FY 13-14

4. *Our Journey of technologically superior factories continues with... greenfield plants at **Guwahati & SEZ** to be commercialized soon...*





Our simple dream of being a
“Total Foods Company”
is powerful

We are actively working on New Categories & geography...

Croissant – Project underway



Dairy – Pilot Milk Collection



Macro Snacking

***Cake & Rusk Innovation
through new formats***

New Categories

New Geography



This is aided with investments in capacities for the future

*Ranjangaon, Maharashtra
Integrated Food Park - Q1'18
(Also a milk belt and ideal location for Dairy)*



Product Categories

Biscuits, Cake , Rusk, Croissant. Dairy & Innovation etc..

Backward integration

Milk Collection, Flour, Dairy for bakery, Warehousing, RM Storage

Our core strength is our people..

Building Design &
Capability to propel
organization growth

DESIGN

New operational structures for
organization growth &
Adjacency Business focus

PEOPLE

- Build functional capabilities.
(R&D, Manufacturing)
- Acquire key skills from
market & provide opportunity
to internal High Potential
employees to create the future
of Britannia.

Building Large food
parks / International
Expansion

TALENT DEVELOPMENT

Provide skill development to
internal talent and high
performers.

- Diversified skill sets for new
geographies.
- Functional capability focused
development.
- New skills learning opportunities
for existing staff



Sustain and Propel
Culture for new business
objectives

Build excitement &
collaborative practices
across functions to support
new vision and expansion
by way of:

- Appreciation culture
- Vision and core values
dissemination
- Leaders connect calendars



Other activities...

Iron Deficiency Anemia and Severe Acute Malnutrition are the two key health concerns and Britannia is working on specific product solutions.

Anemia Status of children		Malnutrition Status of children	
Anaemia among Children and Women	NFHS – 4 (2015 – 16)	Nutritional status of children	NFHS – 4 (2015 – 16)
Children age 6-59 months who are anaemic(<11.0 g/dl)%	58.4	Total children age 6 – 23 months receiving an adequate diet (%)	9.6
Non pregnant women age 15 – 49 years who are anaemic (<12.0 g/dl)%	53.1	Children under 5 years who are stunted (%)	38.4
Pregnant women age 15 – 49 years who are anaemic (<11.0 g/dl)%	50.3	Children under 5 years who are wasted (%)	21
All women age 15 – 49 years who are anaemic (%)	53.0	Children under 5 years who are severely wasted (%)	7.5
		Children under 5 years who are underweight (%)	35.7

- Specific Biscuits developed to address Anaemia among kids and Pregnant Women.

- Biscuits deliver 50% - 75% of RDA of Iron and Folic Acid per serve of the biscuits.

- High Energy and Fortified Biscuits are under development with good quality protein and 13 vitamins and 10 minerals meeting 50-150% of the RDA to address Severe Acute Malnutrition (SAM) among Children of 4-6 years.

- Britannia also working on to reduce Sugar, Fat and Sat fat in the portfolio as a part of Human Sustainability.

Source ::http://rchiips.org/NFHS/factsheet_NFHS-4.

More than 50 percent children (6-59 months) Anemic



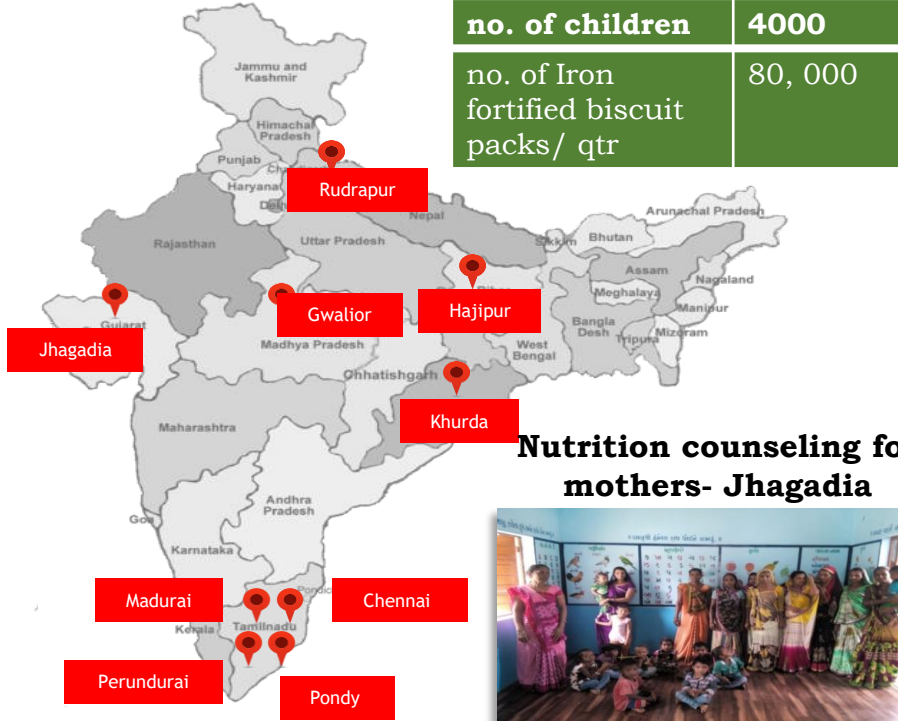
Malnutrition in children is concerning



CSR program..

Fortified the health of over 43,000 children across 2685 anganwadis in North Karnataka

9 of our Factories executing CSR programs, focusing on child and maternal nutrition



Nutrition counseling for mothers- Jhagadia



Nutrition and hygiene counselling for adolescents- Hajipur

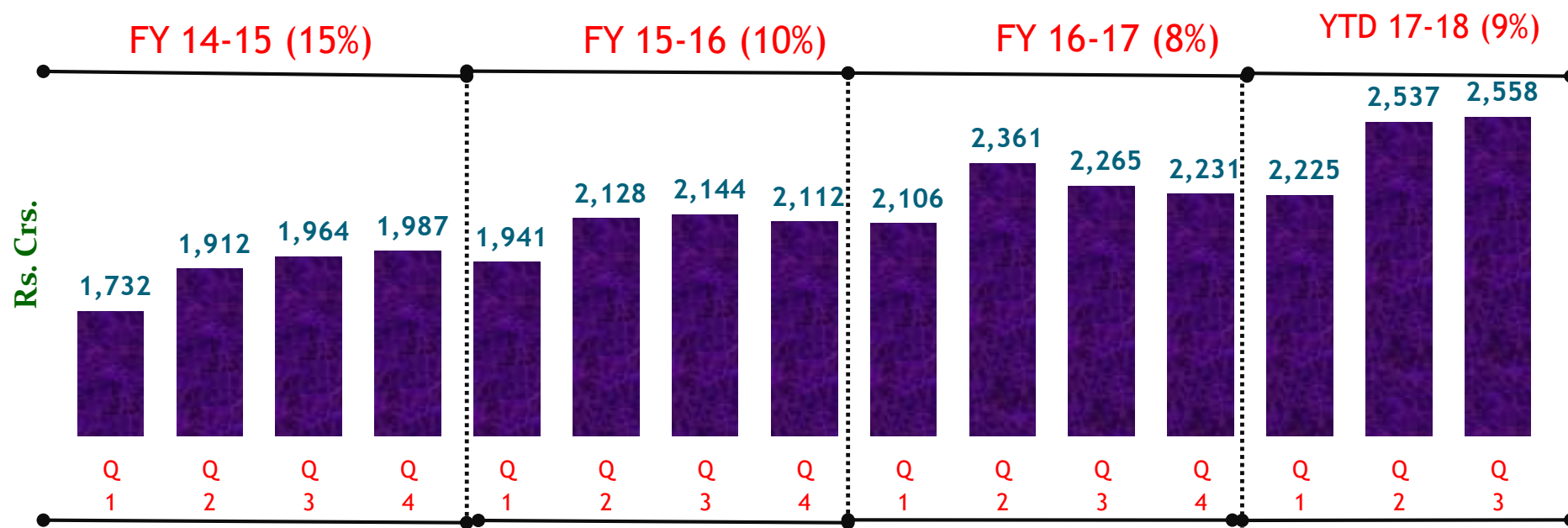




Q3 '17-18 results

Strong top-line & volume growth on the back of positive momentum in the market,

Consolidated NSV as per Statutory results*



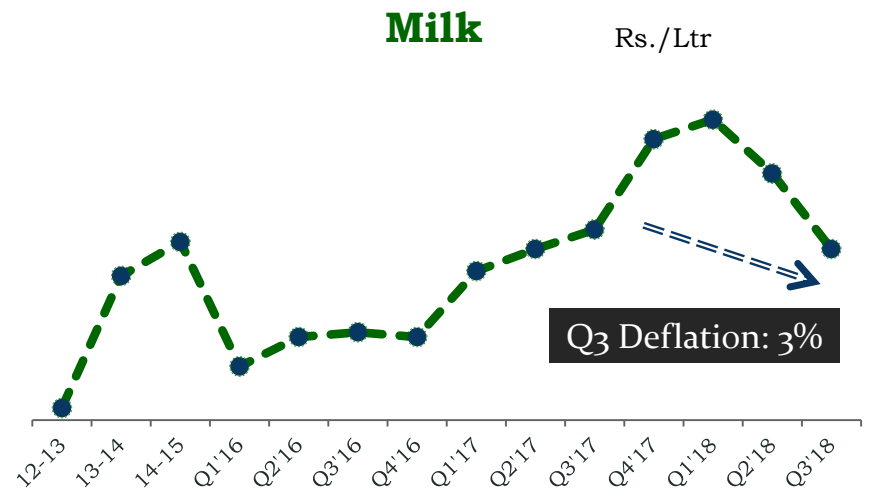
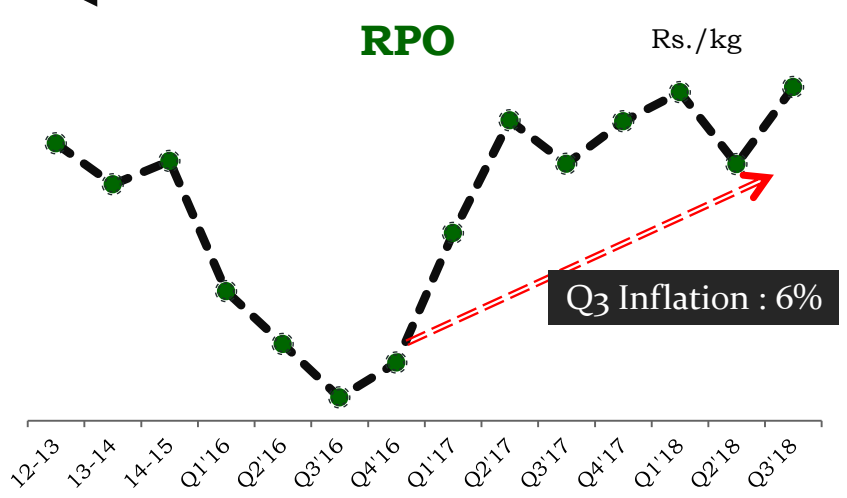
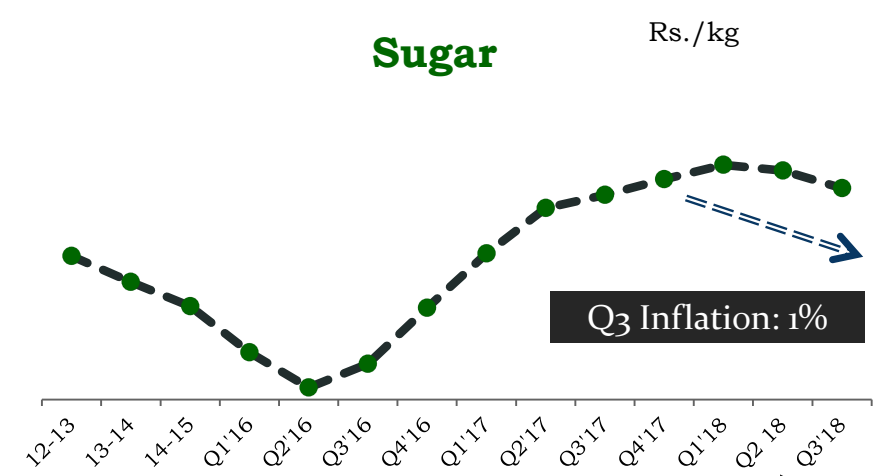
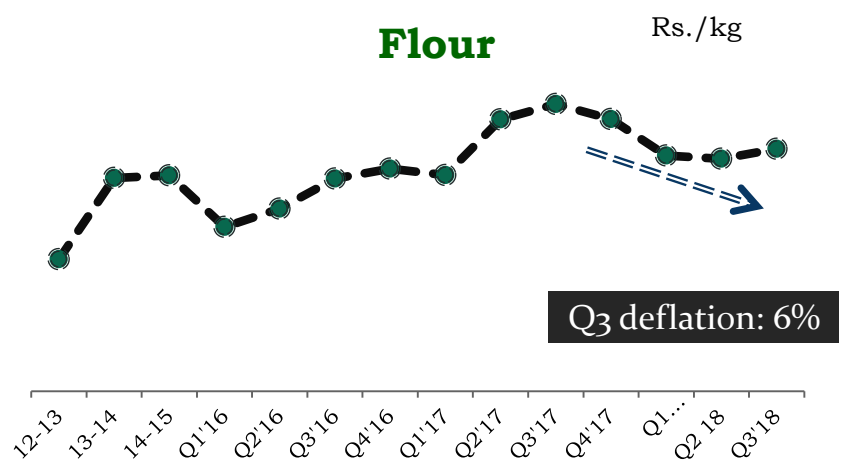
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Growth%	12%	11%	9%	6%	9%	11%	6%	6%	6%	7%	13%
24 month growth%	30%	26%	25%	22%	22%	23%	15%	12%	15%	19%	19%

Note: Numbers from PYs have been restated for IND AS and tax adjustments to make it comparable



*In the meantime, inflation in
commodities is stable.*

Overall costs are flat vs PY.

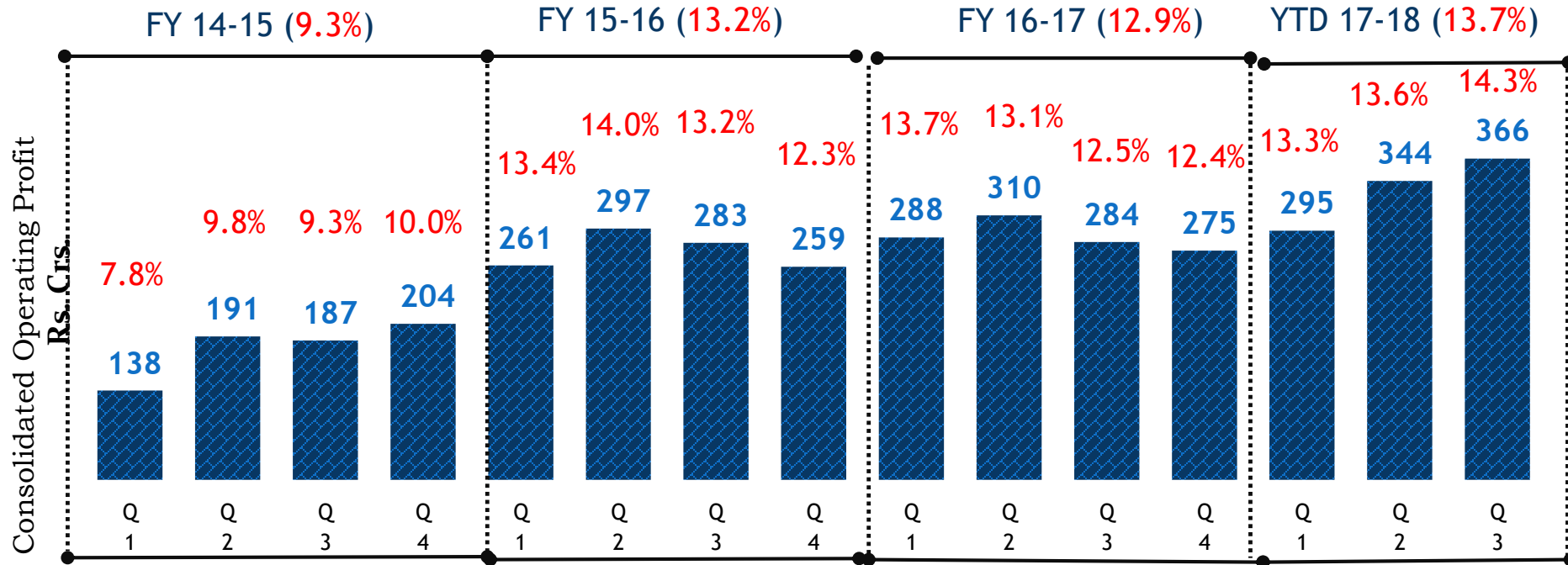




Our bottom line performance has been consistent due to:-

- ❖ *accelerated cost efficiency program*
- ❖ *leveraged fixed costs*

Consistent profitability..`



	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Growth%	89%	56%	51%	27%	11%	4%	0%	6%	3%	11%	29%
24 months growth%	121%	113%	104%	76%	109%	62%	52%	35%	13%	16%	29%

Note: Operating Profit % have been restated from 15-16 onwards to make the nos comparable



Financials

Key Financial Lines - Consolidated



Rs. Crs.

Particulars (Consolidated)	Q3'17-18	Growth %
Net Sales	2,558	13%
Profit from Operations	366	29%
Profit Before Tax	399	25%
Profit After Tax	264	20%

Particulars (Consolidated)	11-12	12-13	13-14	14-15	15-16	16-17	Q1 '17-18	Q2 '17-18	Q3 '17-18
Profit from Operations%	4.6%	5.7%	8.0%	9.3%	13.2%	12.9%	13.3%	13.6%	14.3%
Profit before Tax%	4.9%	5.8%	8.3%	12.2%	14.7%	14.5%	14.8%	15.5%	15.6%
Profit after Tax%	3.7%	4.2%	5.8%	8.9%	9.9%	9.9%	9.7%	10.3%	10.3%

Note: Profit% have been restated from 15-16 onwards to make the nos comparable



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