



**Analyst Meet/ Q1'21-22 Results/ Conference Call
2nd August 2021**

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.



Employee safety is topmost priority #Britanniacares

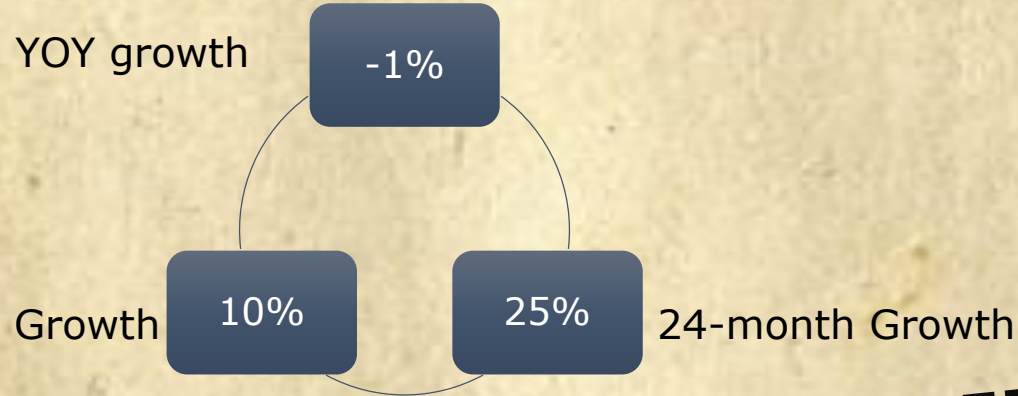
1. Extensive vaccination drive across regions, factories and offices. **Covered 92%** for dose 1 and the drive continues
2. Term insurance, hospitalization insurance, domiciliary treatment to covid 19 patients as well as vaccination reimbursements



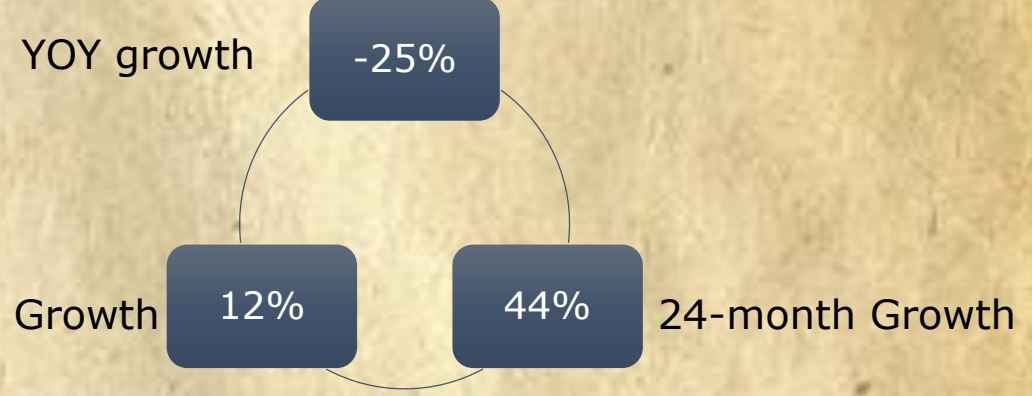


Resilient performance – Both Sequentially & vs. Last year

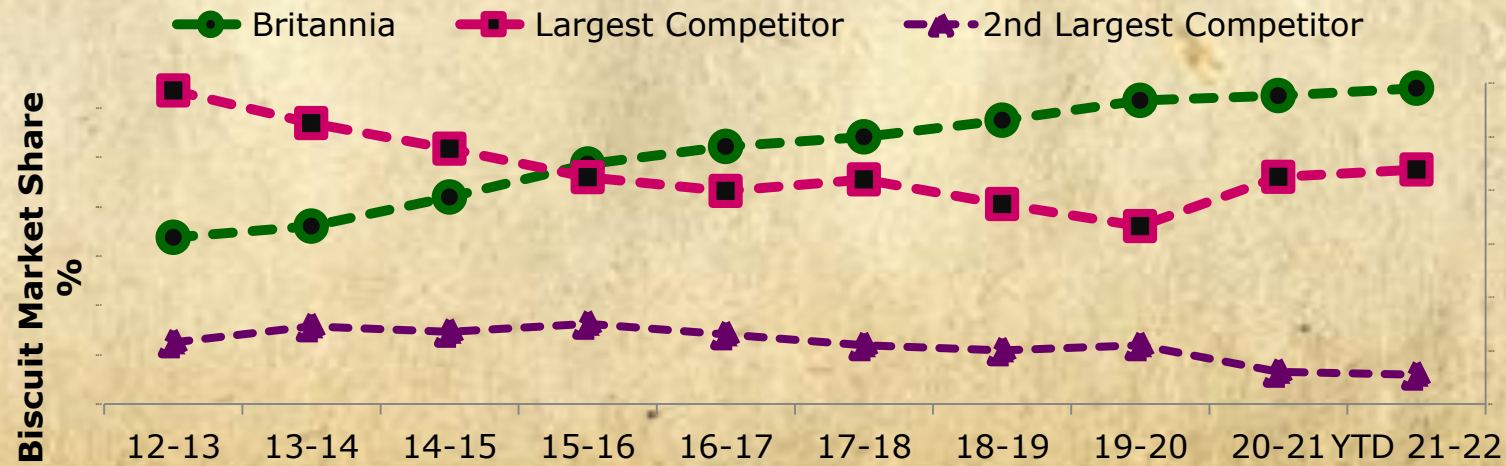
Consolidated Revenue



Operating profit



Market Share

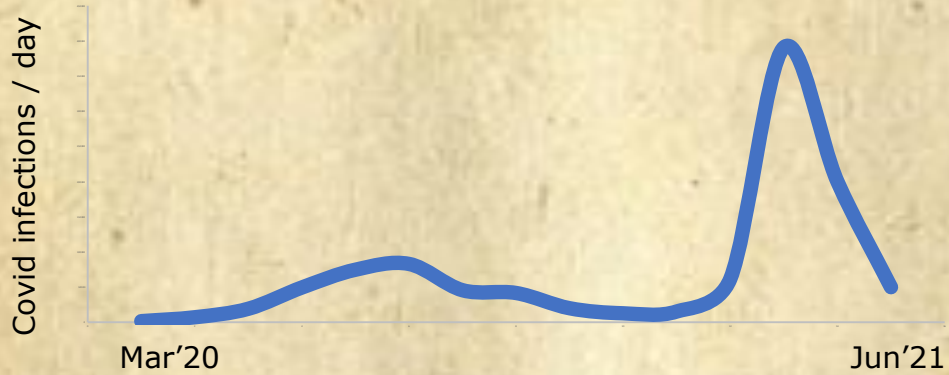


As per AC Nielsen

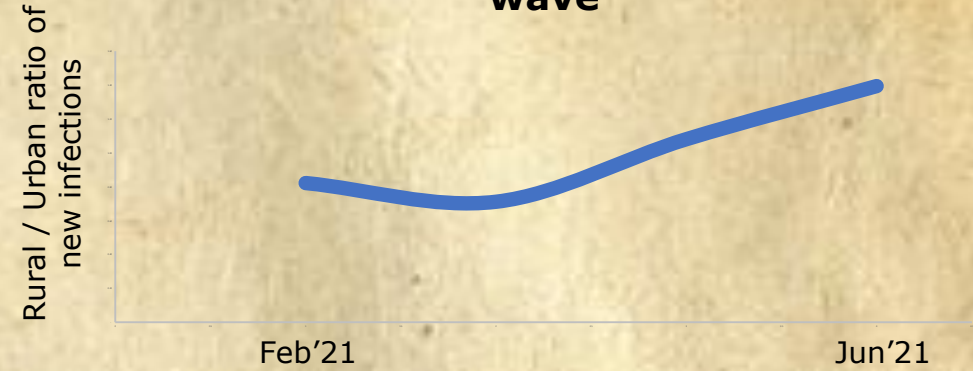
Source: Company Financials – Consolidated Results

...Amidst a dynamic and volatile environment

Covid-19 2nd wave hit India hard



Rural hit hard during the 2nd wave



Crude oil prices



Palm oil prices



In view of the pandemic and the hardship to the consumers, we were

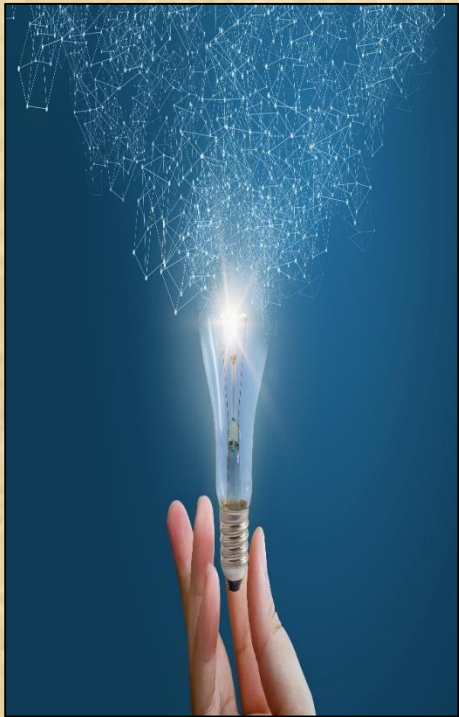
- cautious with our price increases and,
- aggressive on cost efficiencies

...and improved our profitability sequentially despite the inflationary pressures.

We will continue to drive cost efficiencies & take judicious price increases, to manage profitability.

Striving for profitable growth

#1 Innovation



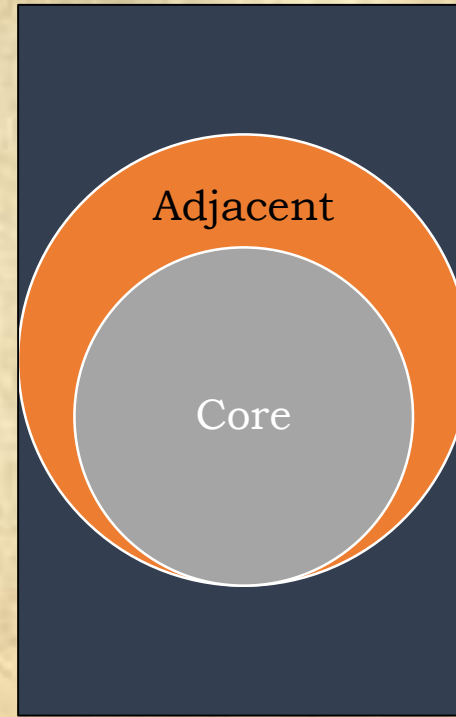
#2 Distribution & Marketing



#3 Cost focus



#4 Adjacent business



#5 Sustainability





1. Innovation / Renovation during the quarter

Goodday Chocochip

Reintroducing the **more chocolatier** Chocochip



360 Degree Campaign
Goodday Surprise



Surprise pack



Britannia 5050 Potazos!!

Two in one format of **Potato Chip** and **Biscuit**



Thin & Crispy

Contains Potato



Spicy & Tasty

Baked, not Fried

360 Degree Campaign
A&NE launch





2A. Marketing activities during the quarter

Milk Bikis - South



Milk Bikis Atta – Rest of India



Goodday Cashew Almond



Jim Jam



NutriChoice Thin Arrowroot



Pure Magic Chocolush



Tiger Krunch



50-50



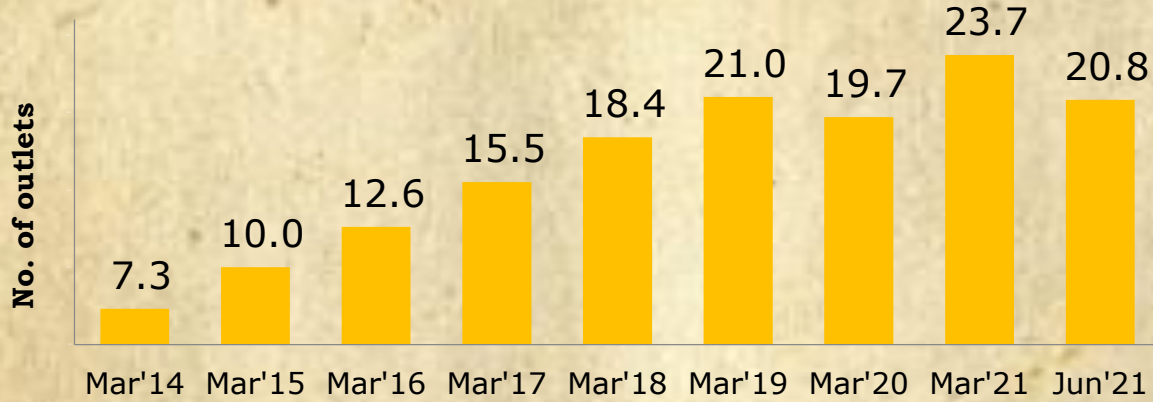
Cake



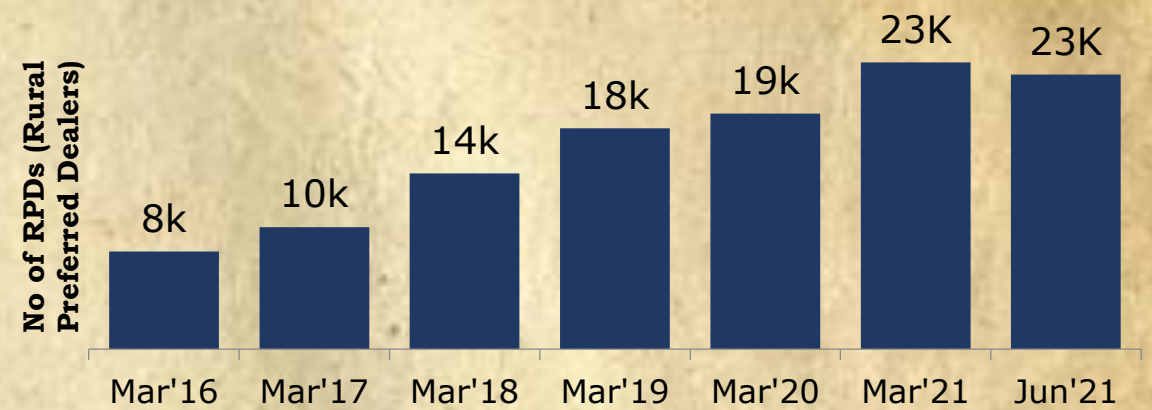


2B. Driving efficiency in distribution

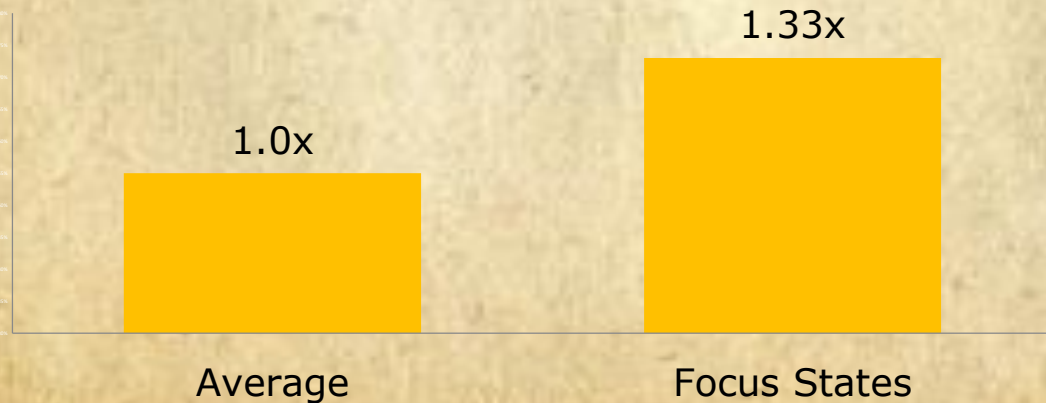
Sustaining Direct Reach in the 2nd wave



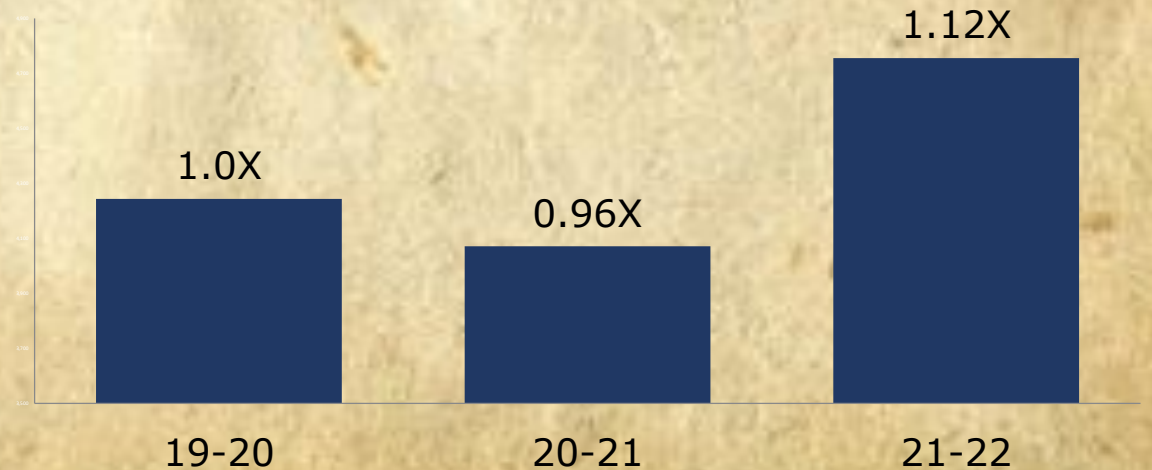
Upbeat Rural distribution



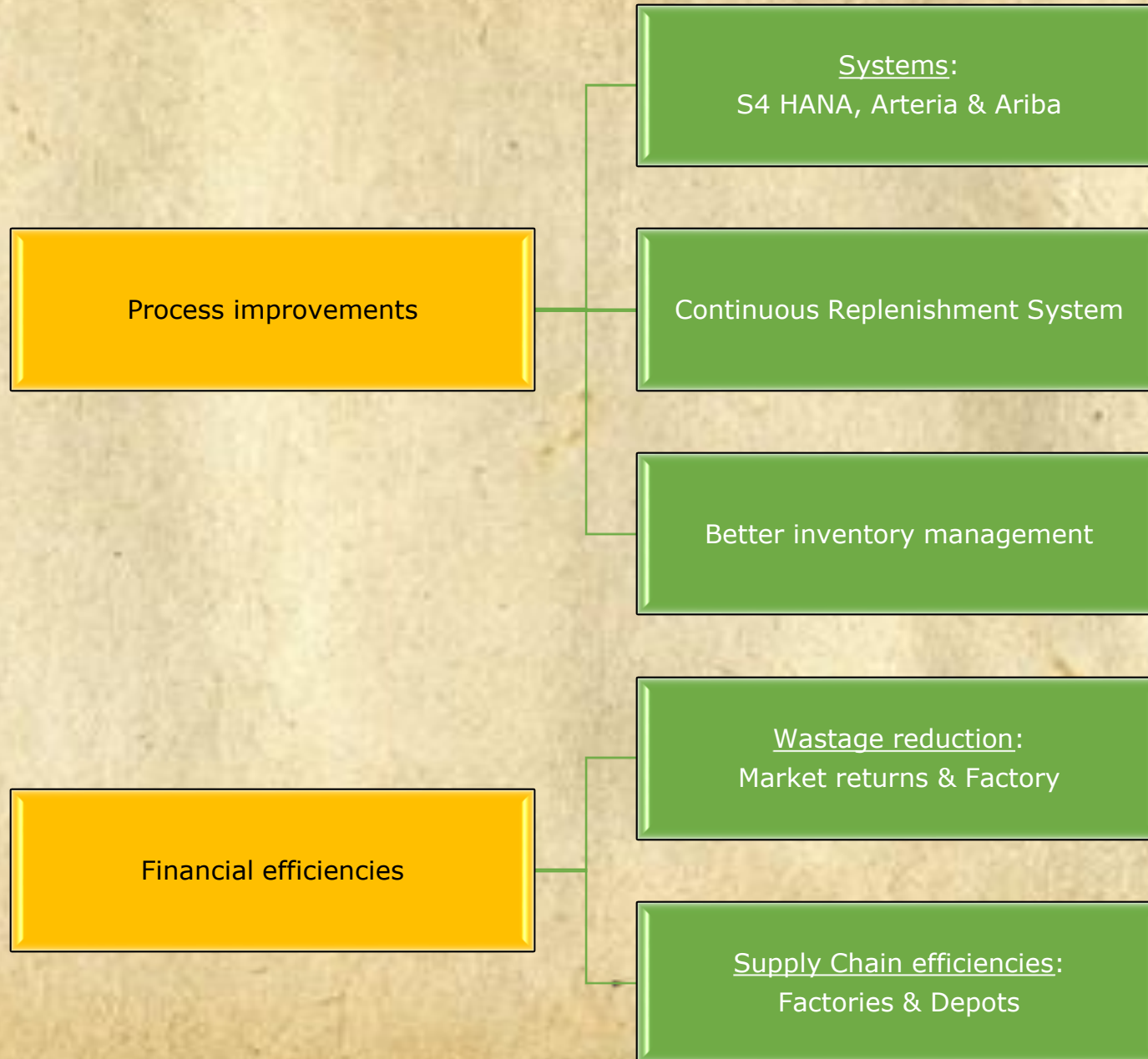
Focus states growth outpacing country average (Q1 17-18 vs 20-21)



Growth in Channels is back...



3. Creating and sustaining an ecosystem of efficiencies



4. Adjacency businesses driven hard

International



Export container availability impacted growths

Distribution system revamp in Middle East



Nepal continued to grow in double digits

Adjacency & Dairy



In home consumption categories fared well, while on the go was impacted

Flat Wafers and Rolls plant to be operational this quarter



Milk collection at 2X of last year to gear up for the backend

5. Sustainability

50% women (incl. contract) at facility level by Mar'2024

1,00,000+ beneficiaries to be reached through Britannia Nutrition Foundation by Mar'2022

60% renewable electricity by Mar'2024

Eliminate 20,00,000 Kg of plastic trays by Mar'2023

Water consumption to be reduced by 30% through recycling and reuse by Mar'2024 vs. 19-20

8% reduction in sugar by Mar'2024 vs. 18-19.

6% reduction in sodium by Mar'24 vs. 18-19.

Targeting 2nd or 3rd quartile in the S&P Global CSA (DJSI) in food products sector this year

3 ESG Policies to be released in the next quarter

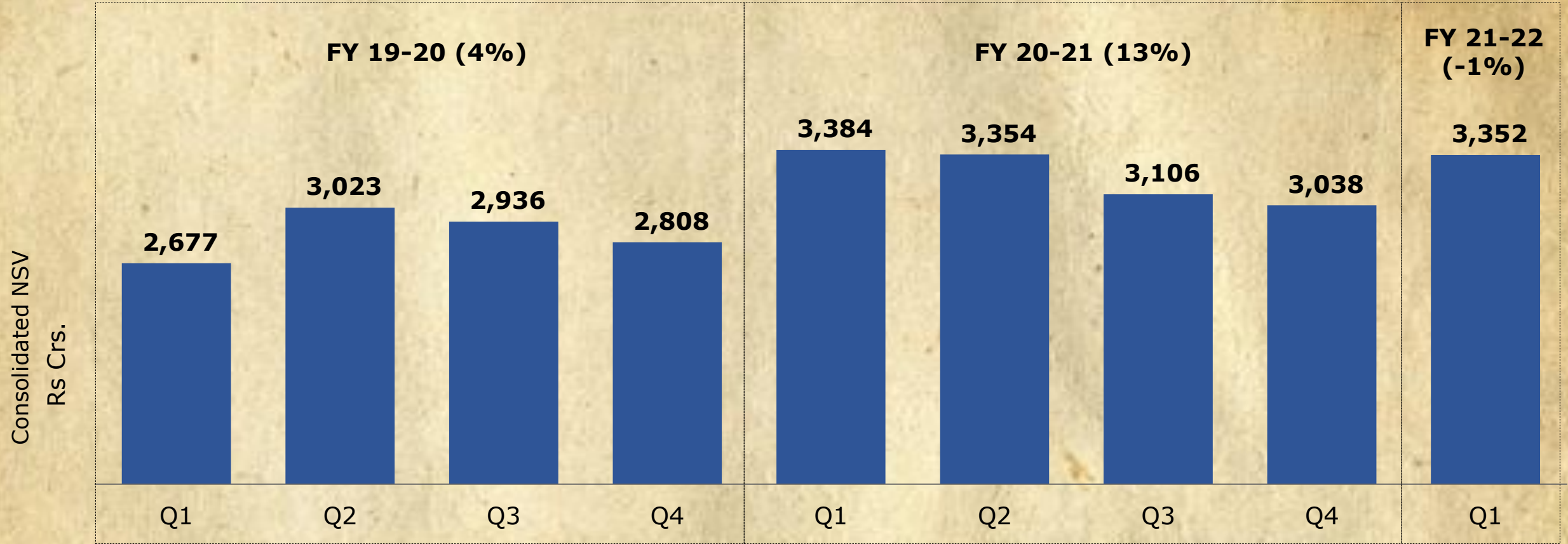


-  Sustainability Policy
-  Human Rights Policy
-  Vendor Code Of Conduct

Q1'22 Financials



Revenue almost in line with the high base set last year with a 10% sequential growth



	Q1	Q2	Q3	Q4	Q1
Growth%	26%	11%	6%	8%	-1%
24 month growth%	34%	18%	10%	10%	25%

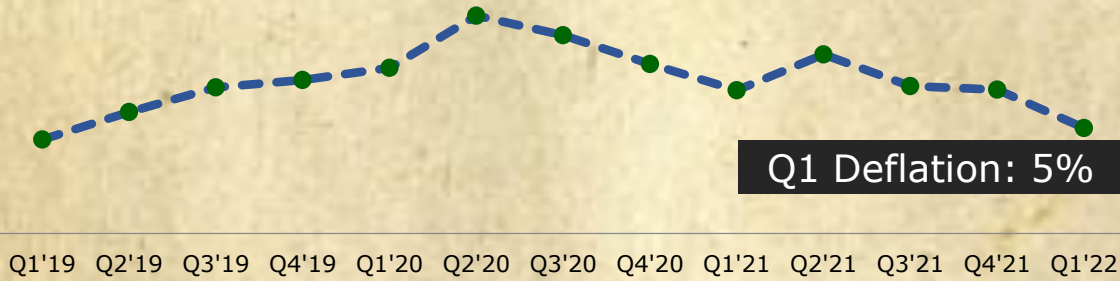
**On cost &
profitability front..**



Commodities... Steep inflation in Palm oil, despite the covers

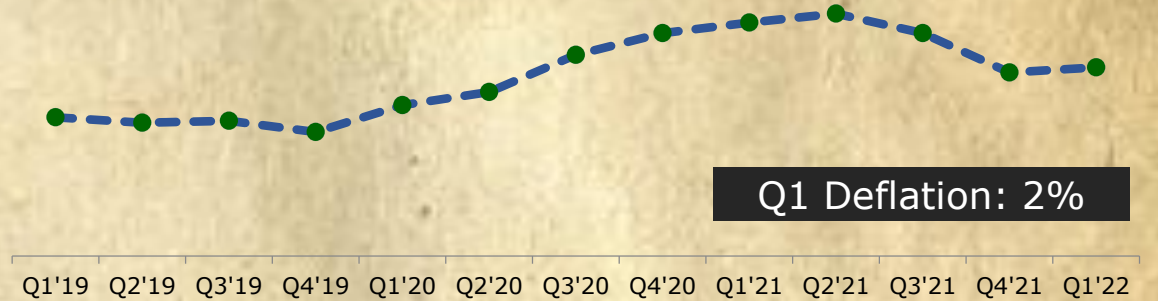
Flour

Rs./kg



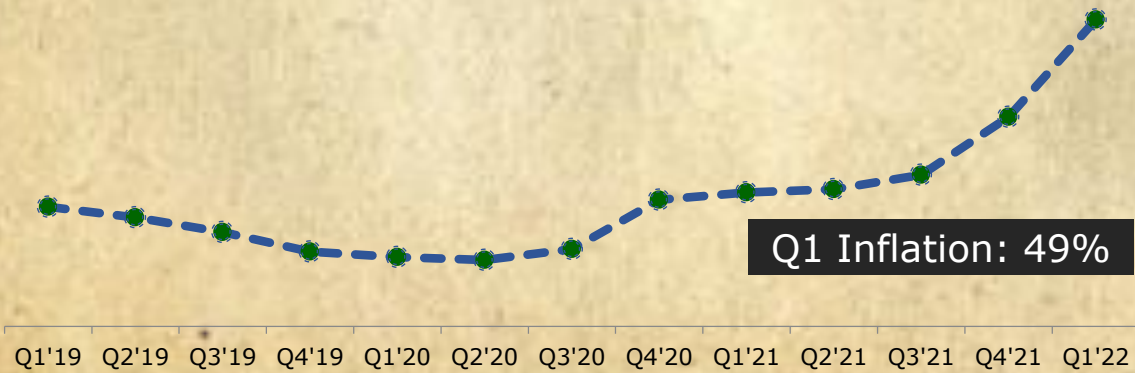
Sugar

Rs./kg



RPO

Rs./kg



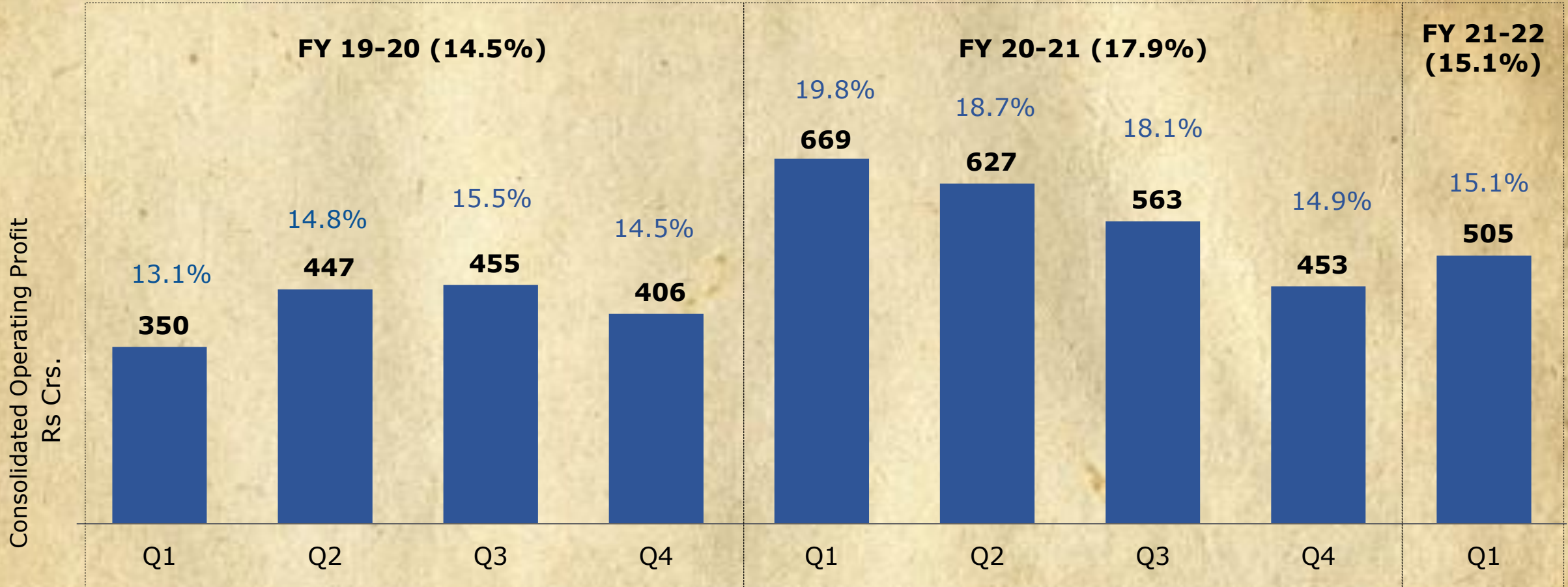
Milk

Rs./Ltr





Operating Profits



	Q1	Q2	Q3	Q4	Q1
Growth%	91%	40%	24%	12%	-25%
24 month growth%	89%	50%	38%	16%	44%

Consolidated Operating profit as per published results

Percentages indicate operating profit % to Consolidated NSV



Key Financial Lines – Consolidated (Reported)

Particulars	Q1'21-22	Sequential growth %	YOY Growth %	24 month Growth %
Net Sales	3,352	10%	-1%	25%
Operating Profit	505	12%	-25%	44%
Profit Before Tax	531	8%	-28%	36%
Profit After Tax (Owner's share)	390	7%	-29%	55%

Particulars	12-13	13-14	14-15	15-16	16-17	17-18	18-19	19-20	20-21	21-22 Q1
Profit from Operations%	5.7%	8.0%	9.3%	13.2%	12.9%	13.8%	14.3%	14.5%	17.9%	15.1%
Profit before Tax%	5.8%	8.3%	12.2%	14.7%	14.5%	15.4%	16.1%	16.1%	19.5%	15.8%
Profit after Tax%	4.2%	5.8%	8.9%	9.9%	9.9%	10.2%	10.6%	12.3%	14.5%	11.6%