



THANK YOU
FOR MAKING US NO.1.

Analyst Meet
Q4'17-18 Results
Conference Call
17th May 2018

Disclaimer

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.



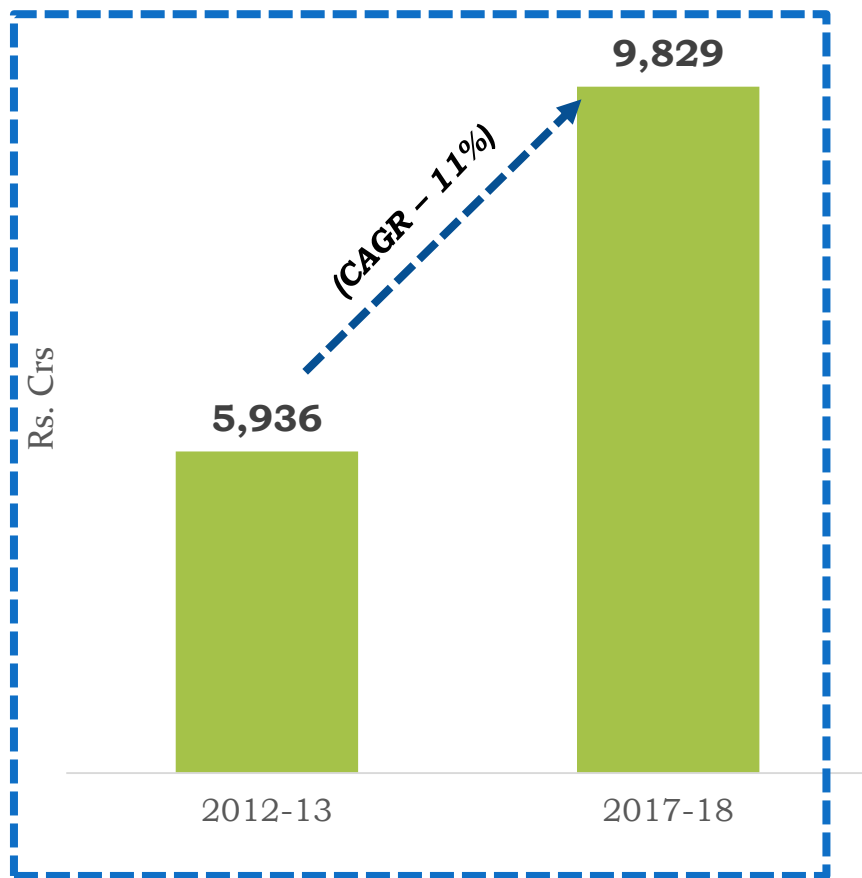
***“17-18 has been a difficult
but good year”***



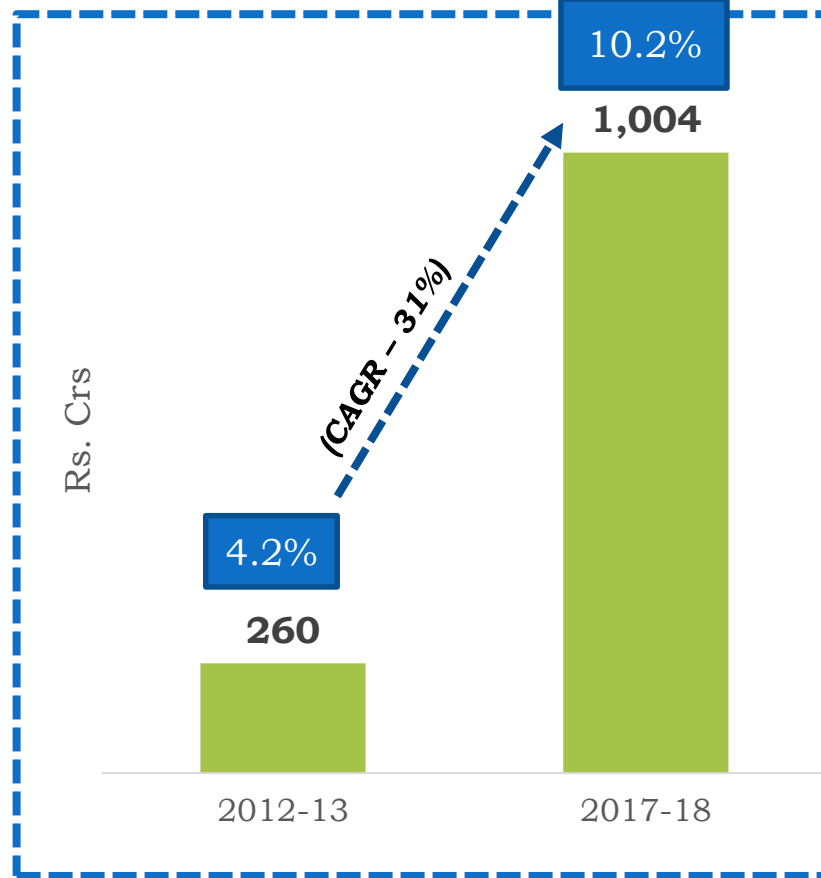
*“Delivering **consistent results**
has been our biggest
motivation”*

Consistent Topline & bottomline results

Topline – Consistency in growths



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





*“We have also completed 100
years as a corporate”*

As we celebrate 100 years we have reached a few milestones



Total Income
Rs. 10,000+ Crs

PBT
Rs. 1,500+ Crs

PAT
Rs. 1,000+ Crs



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

Our execution focus areas..

1

*Premiumization &
Innovation*

2

*Increased distribution foot-
print*

*Drive Profitable
growth..*

3

Attain Cost Leadership

4

Leverage Fixed Costs

1. Delightful Innovation in Q4..

Milk Bikis Good morning



50-50 Jeera



Nutri Choice oats Chocolate & Almond

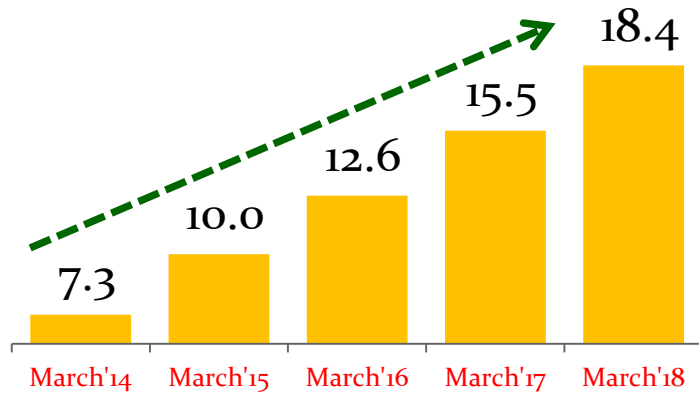


Revamp of Tiger Cookies

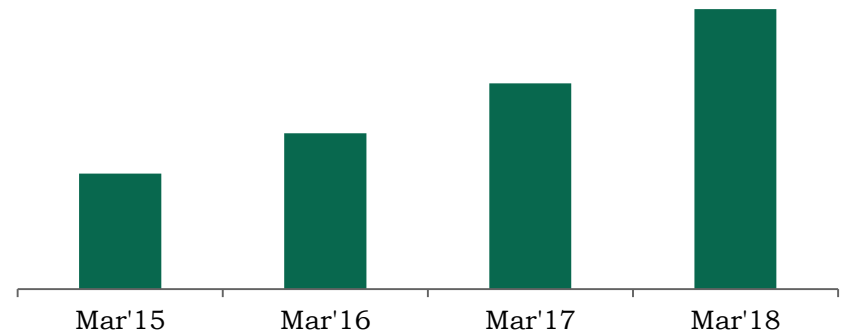


2. Increase in direct reach, growths in rural and weak states..

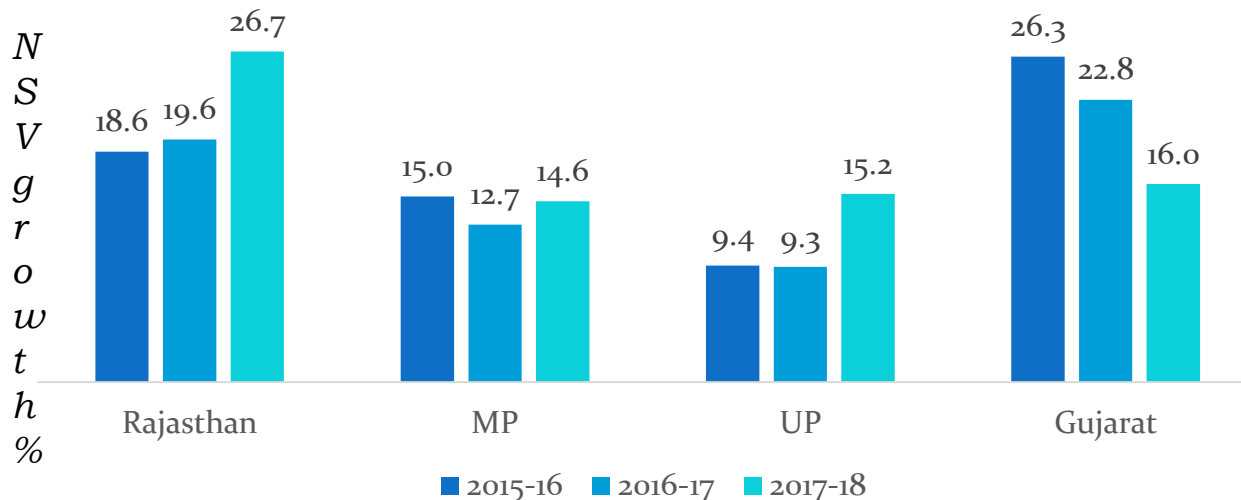
Direct Reach – 2.5X increase



Rural continues to grow in double digit

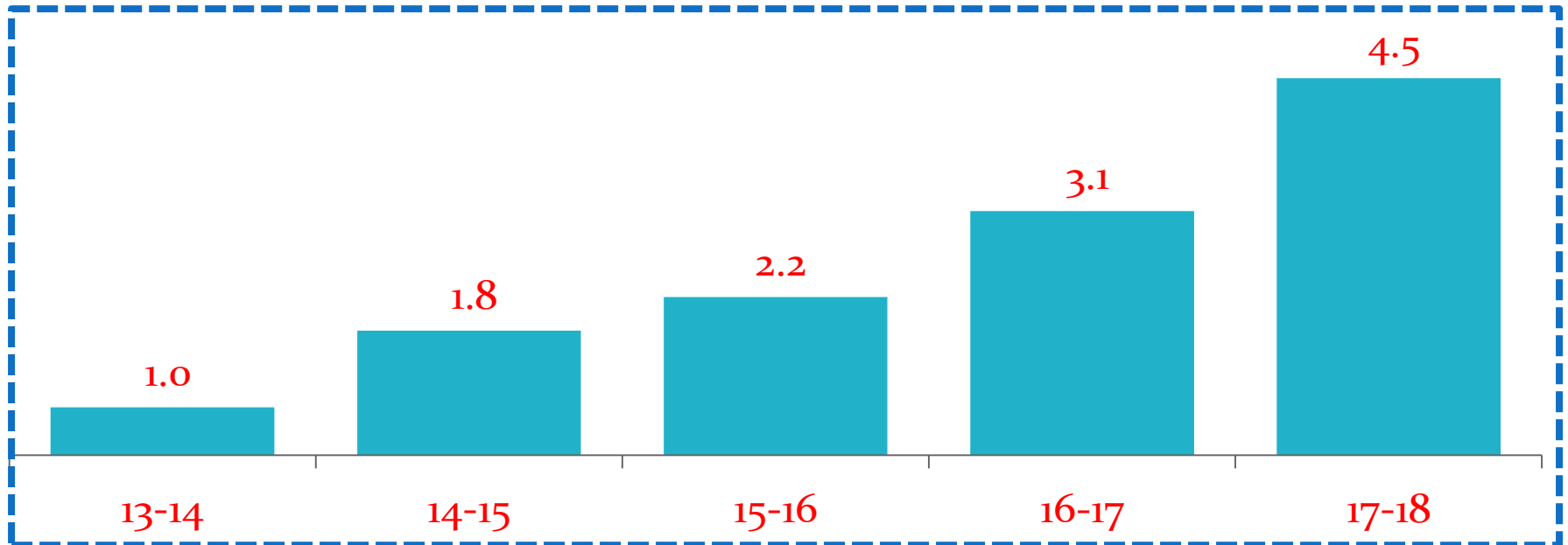


Weak states continue to grow faster..



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, Mundra have been commercialized**





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

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

Croissant – Project underway



Dairy – Milk Collection scale up



Macro Snacking

Cake & Rusk Innovation through new formats

New Categories

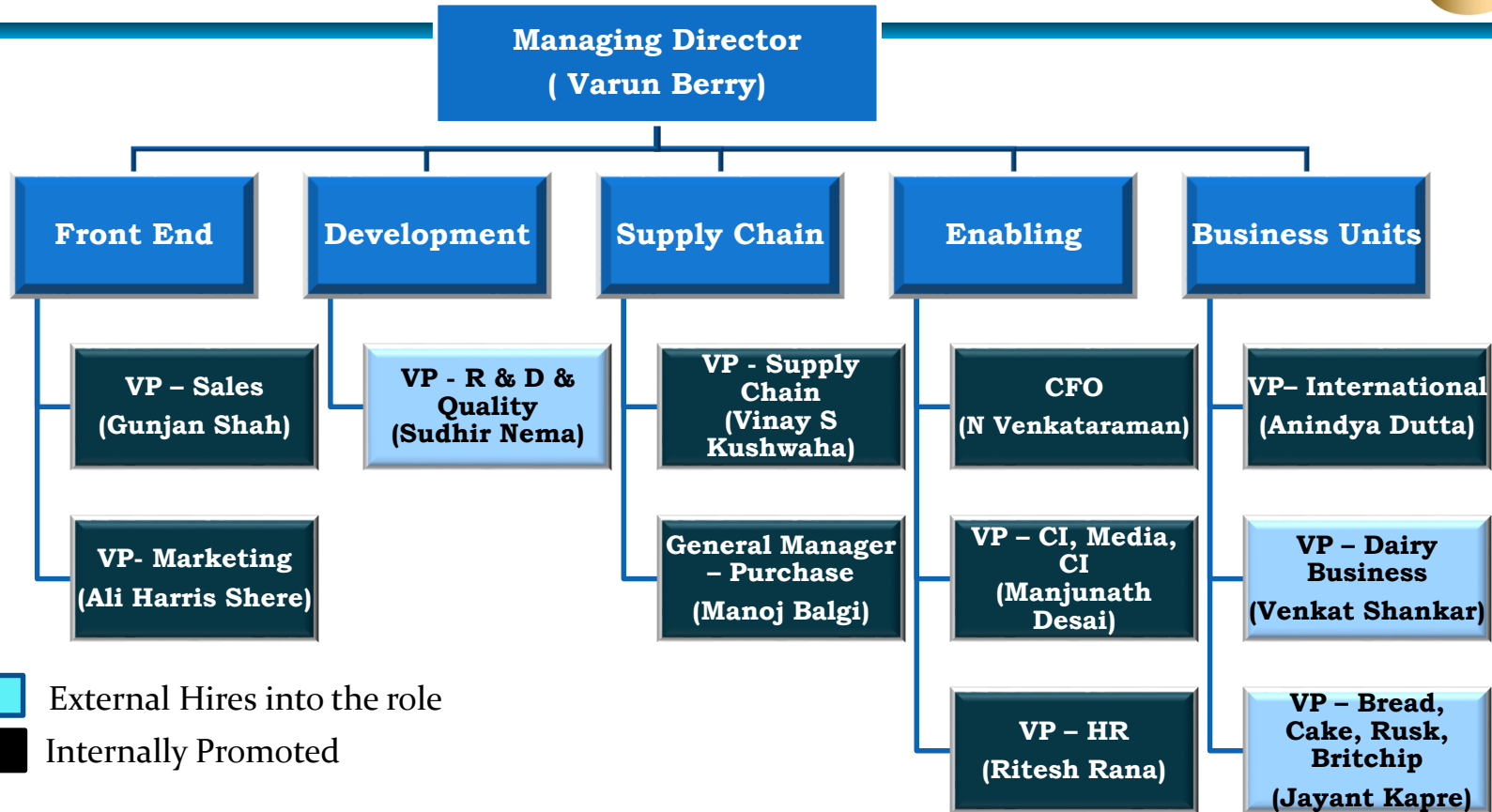
New Geography – 4th Country of operations





We firmly believe
**“You don’t build a Business
You build people
And then People build the
business”**

Organization Structure – Building SBU focus



Jayant Kapre
*Strong Business leadership capability
 Built a strong team with Britannians*

Venkat Shankar
*Experienced Professional in Business
 Management with a blend of
 experience in core FMCG & Private
 Equity*

***This is aided with investments in capacities
for the future***

*Ranjangaon, Maharashtra
Commercial production to start in Q1'18*



Product Categories

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

Backward integration

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

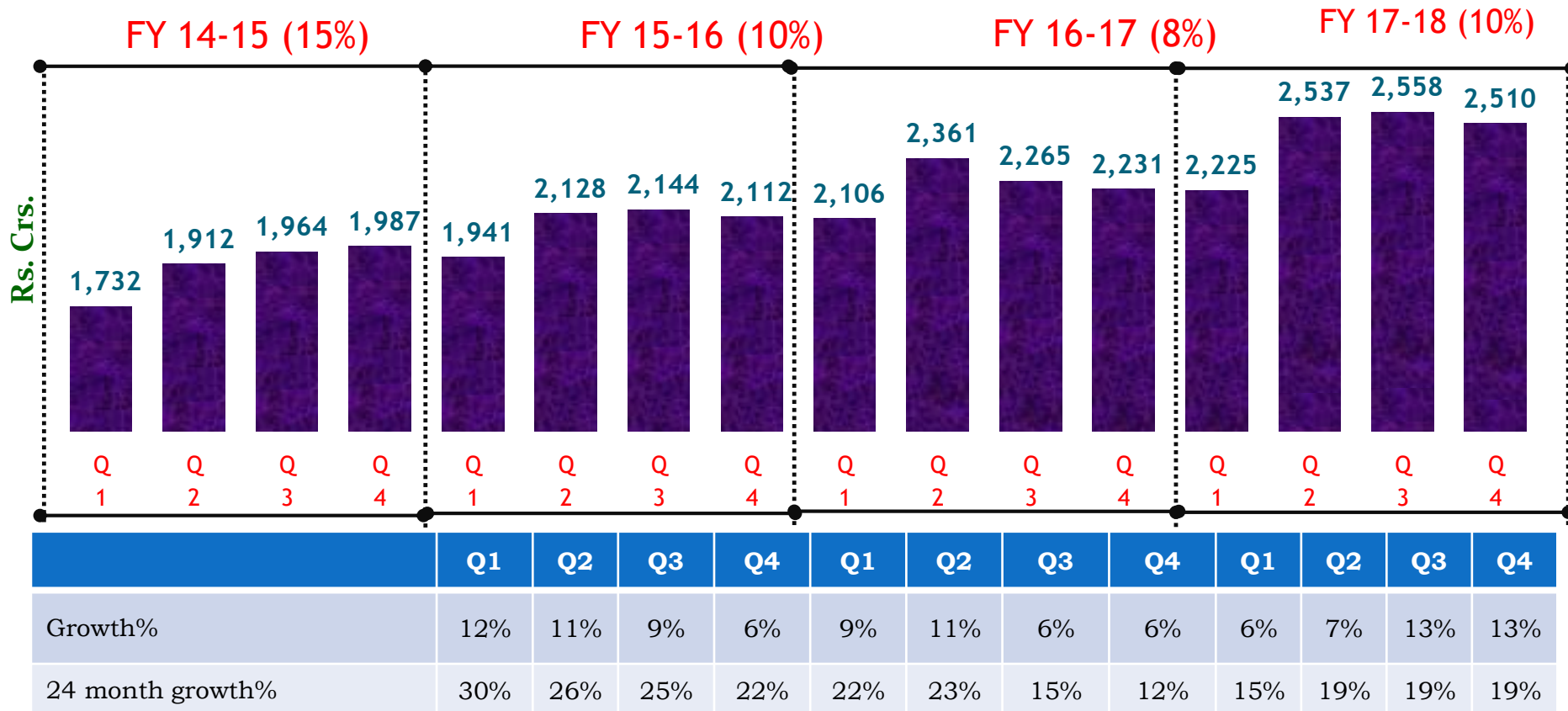


Q4 '17-18 results

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



Consolidated NSV as per Statutory results*

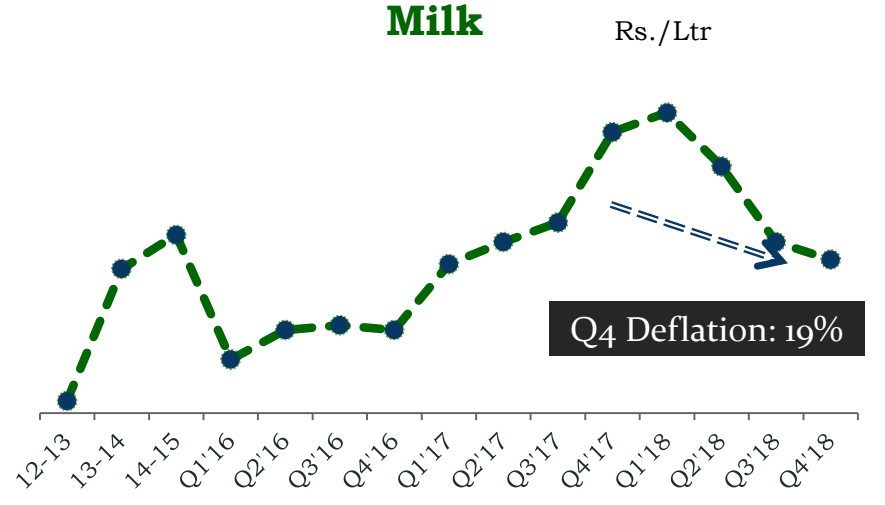
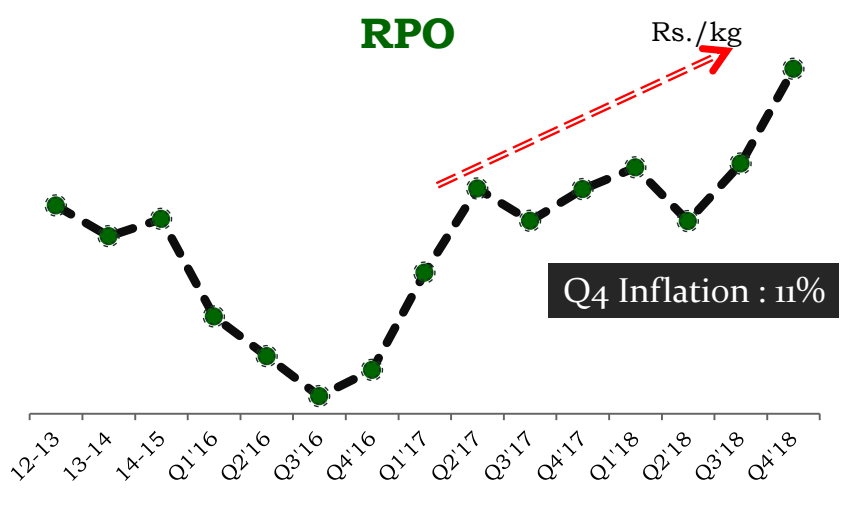
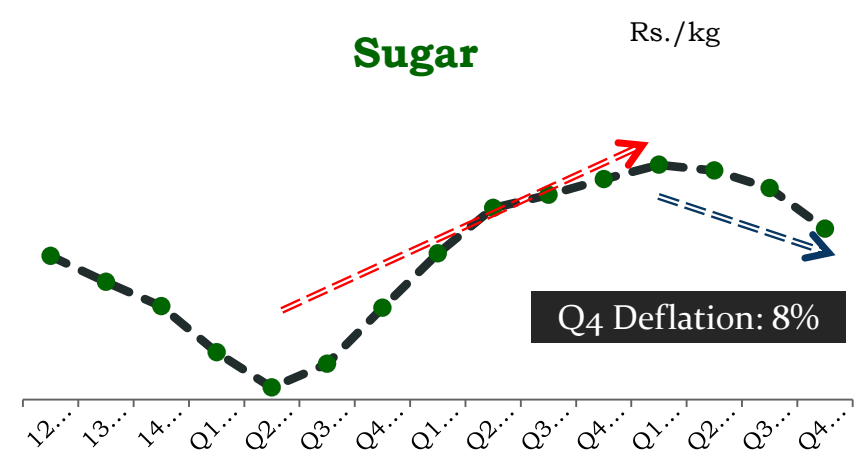
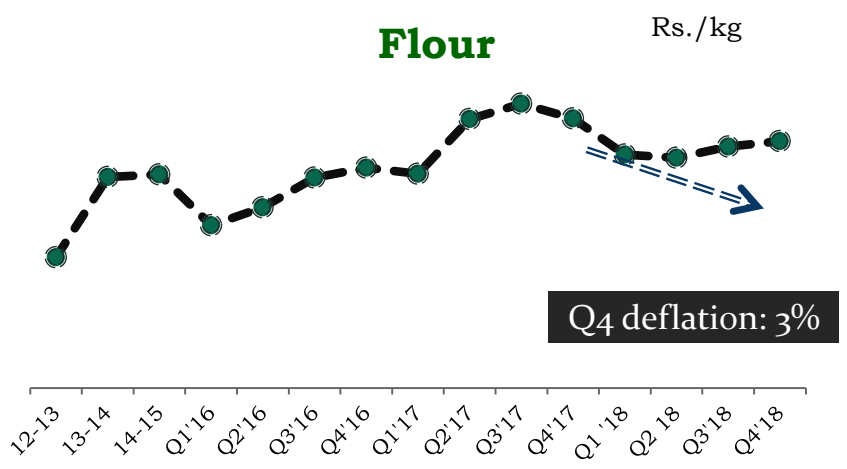


Note: Numbers from PYs have been restated for IND AS and tax adjustments to make it comparable



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

Overall costs are higher by 3% vs PY.

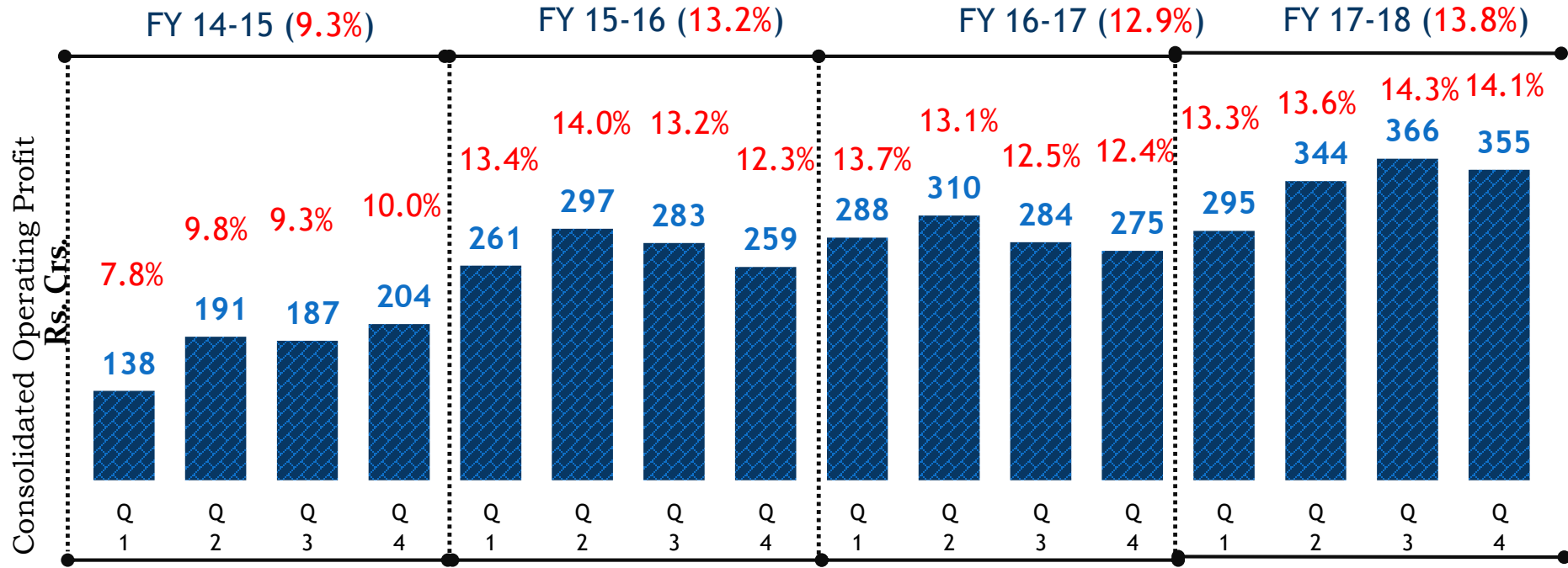




Our bottom line performance has been consistent due to:-

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

Consistent profitability..



	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Growth%	89%	56%	51%	27%	11%	4%	0%	6%	3%	11%	29%	29%
24 months growth%	121%	113%	104%	76%	109%	62%	52%	35%	13%	16%	29%	37%

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



Financials

Key Financial Lines – Consolidated



Rs. Crs.

Particulars (Consolidated)	Q4'17-18	Growth %
Net Sales	2,510	13%
Profit from Operations	355	29%
Profit Before Tax	396	29%
Profit After Tax	264	25%

Particulars (Consolidated)	12-13	13-14	14-15	15-16	16-17	Q1' 17-18	Q2' 17-18	Q3' 17-18	Q4' 17-18	17-18
Profit from Operations%	5.7%	8.0%	9.3%	13.2%	12.9%	13.3%	13.6%	14.3%	14.1%	13.8%
Profit before Tax%	5.8%	8.3%	12.2%	14.7%	14.5%	14.8%	15.5%	15.6%	15.8%	15.4%
Profit after Tax%	4.2%	5.8%	8.9%	9.9%	9.9%	9.7%	10.3%	10.3%	10.5%	10.2%

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



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