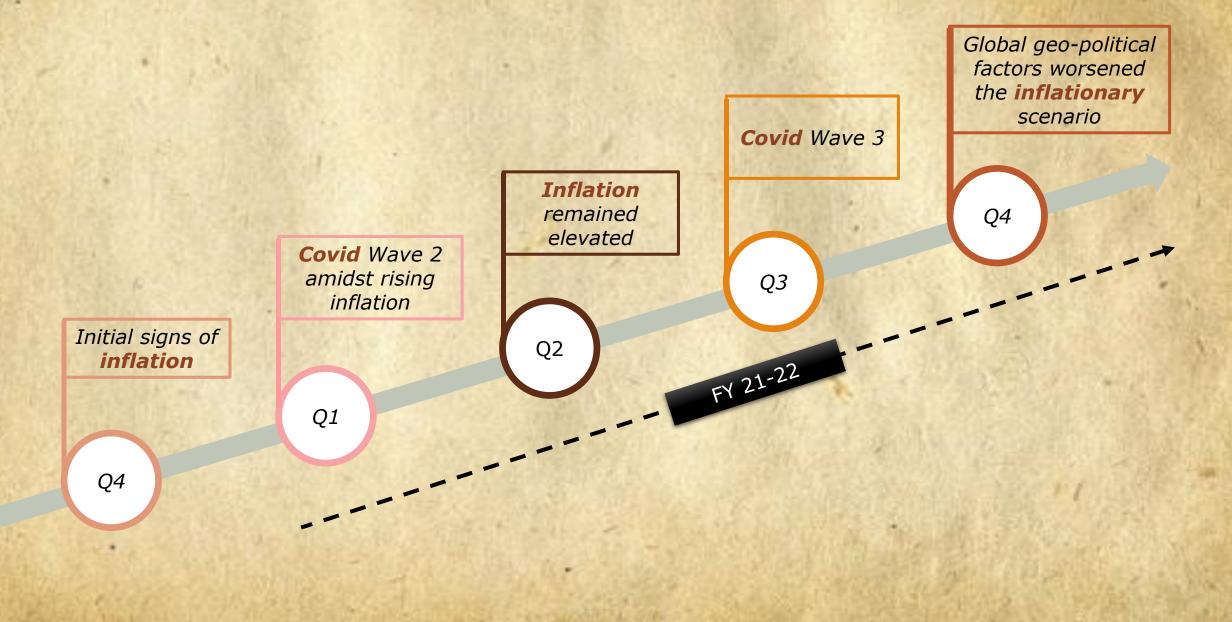


Analyst Meet/ Q4'21-22 Results/ Conference Call 4th May, 2022

BRITANNIA Disclaimer / Safe Harbor Statement

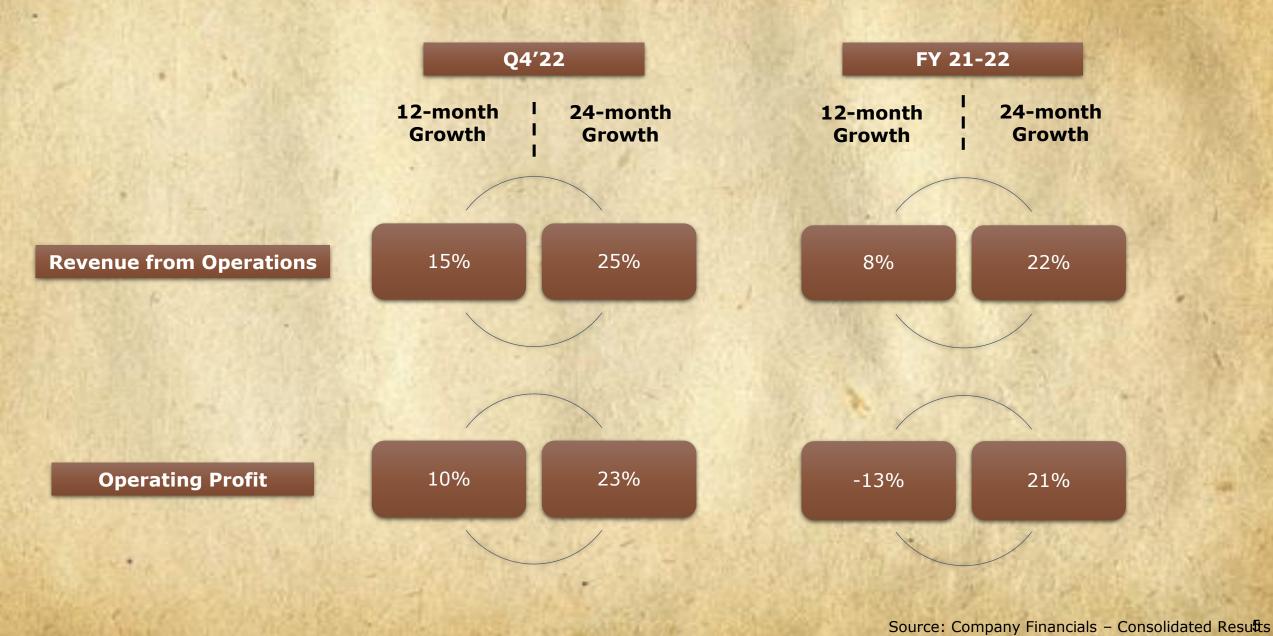
This presentation may contain statements which reflect Management's current views and estimates and could be construed as forward-looking statements. The future involves risks and uncertainties that could cause actual results to differ materially from the current views being expressed. Potential risks and uncertainties include factors such as general economic conditions, commodities and currency fluctuations, competitive product and pricing pressures, industrial relations and regulatory developments.

BRITANNIA Economy stood impacted by multiple factors during the year..

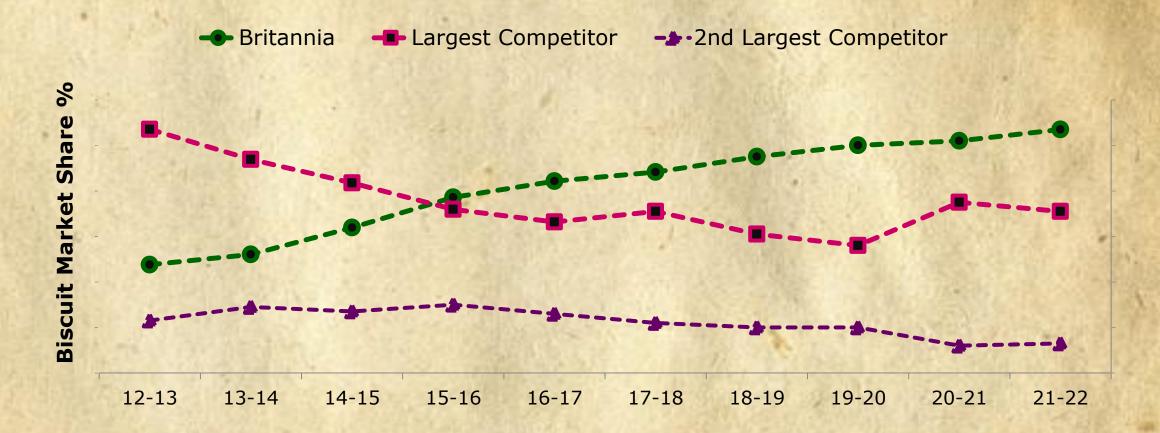




"In this extremely challenging environment, we continued to drive our revenue growths and sustain our profitability" BRITANNIA Healthy double-digit revenue growths and robust profit growth despite high inflation



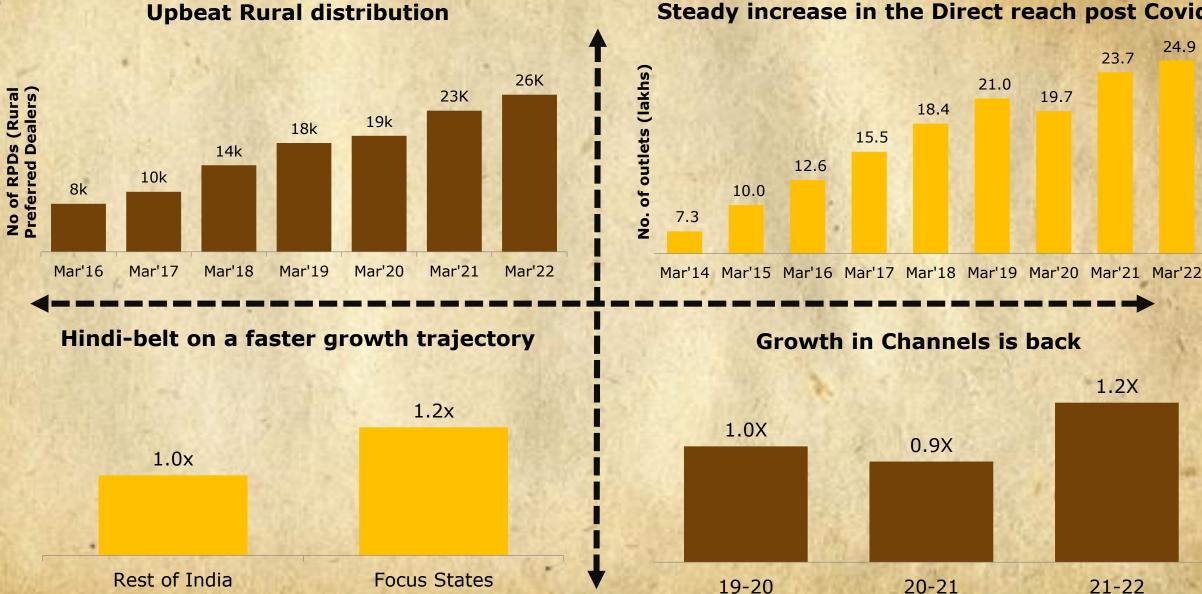
BRITANNIA Further strengthened our market leadership position this fiscal..



BRITANNIA We continued to focus on our strategic planks



BRITANNIA 1A. Driving efficiency in distribution



Steady increase in the Direct reach post Covid

24.9

23.7

1.2X

21-22

19.7

BRITANNIA 1B. Marketing activities during the quarter

Good Day – Multiple Smiles (New TCV)



GD Chocochips - TVC

Milk Bikis Atta – Rest of India



Jim Jam – Thematic

Marie Gold - TVC



NC Digestive - Thematic



Winkin Cow - TVC





Dairy Fresh – Brand "Come Alive"

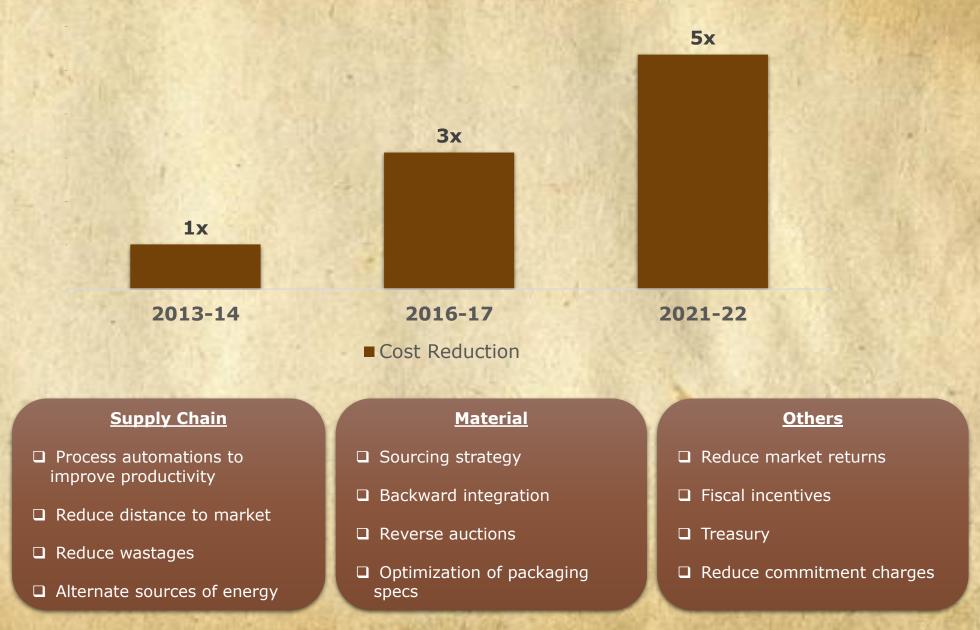




Cheese – Protein Promise (Thematic)



BRITANNIA 2. Strengthened our cost leadership position



Cost Levers

10

BRITANNIA 3. Innovations during the quarter

Good Day Harmony



Strengthen our premium offerings

50-50 Golmaal in East



Jeera Marie in Tamil Nadu



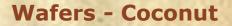
Exciting regional flavours

Winkin Cow Kesar & Badam



New additions to our wide range of drinks collection

Croissant - Mixed Fruit







Building the core - New adjacent categories

BRITANNIA 4. Adjacent Businesses on strong foothold..

er Adjacent

Croissant

 High double-digit growths across divisions

 Healthy consistent margin delivery in Bread & Rusk

- Continues to gain traction with consumers
- Gearing up for National scale-up in Q1'23

Strong quarter with robust double-digit growth

Dairy

Internation

Winkin Cow joins the "Rs 100 Cr" club

Nepal continues to perform well, now joins the "Rs 100 Cr" club

 Distribution revamp in Middle East to expand reach

BRITANNIA 5A. Sustainability – Programs and journey so far..

		A REAL PROPERTY AND A REAL PROPERTY.		
Pillar	Programs	Status		
<u>o</u>	50% women (incl. contract) at facility level by Mar'2024	On-track		
Peop	1,00,000+ beneficiaries to be reached through Britannia Nutrition Foundation by Mar'2022	Done		
S	60% renewable electricity by Mar'2024			
Pillar Governance Governance Governance	Eliminate 20,00,000 Kg of plastic trays by Mar'2023	On-track		
	Water consumption to be reduced by 30% through recycling and reuse by Mar'2024			
wth	6% reduction in sodium by Mar'2024	On track		
Gro	8% reduction in sugar by Mar'2024	On-track		
Growth Resources	Targeting 2nd or 3rd quartile in the S&P Global CSA (DJSI) in food products sector this year			
	3 ESG Policies-Sustainability policy, Human Right Policy, Vendor Code of Conduct	Done		
	ESG metrics integrated into 'ExCom' KPIs			

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Recognized amongst the "Top 40 of India's most sustainable Companies" by "Business World"

BRITANNIA 5B. Sustainability – Key ESG Focus Areas for FY 2022-23

Identify & implement new programs to drive **Sustainable Sourcing**

Publication of sustainable Supply Chain manual

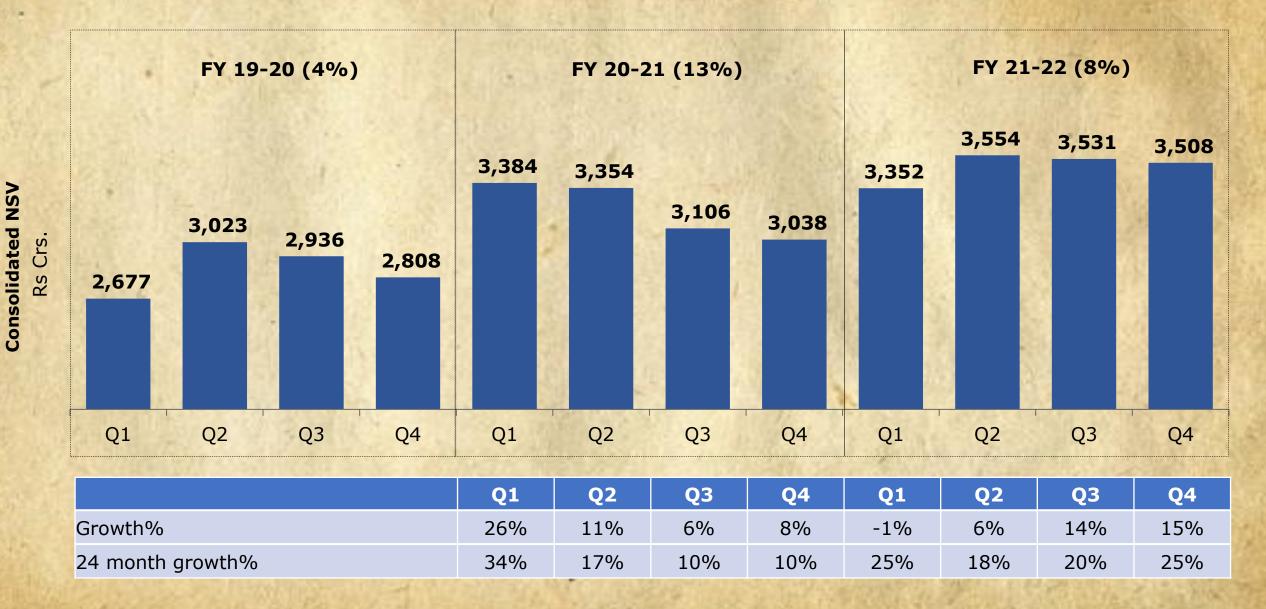
Continue to improve DJSI score in line with our long-term sustainability targets

Development of Sustainability **Report** complying to the international standards of disclosures



Q4'22 Financials

BRITANNIA Healthy growth across Businesses and Channels helps deliver 15% growth for the Quarter...

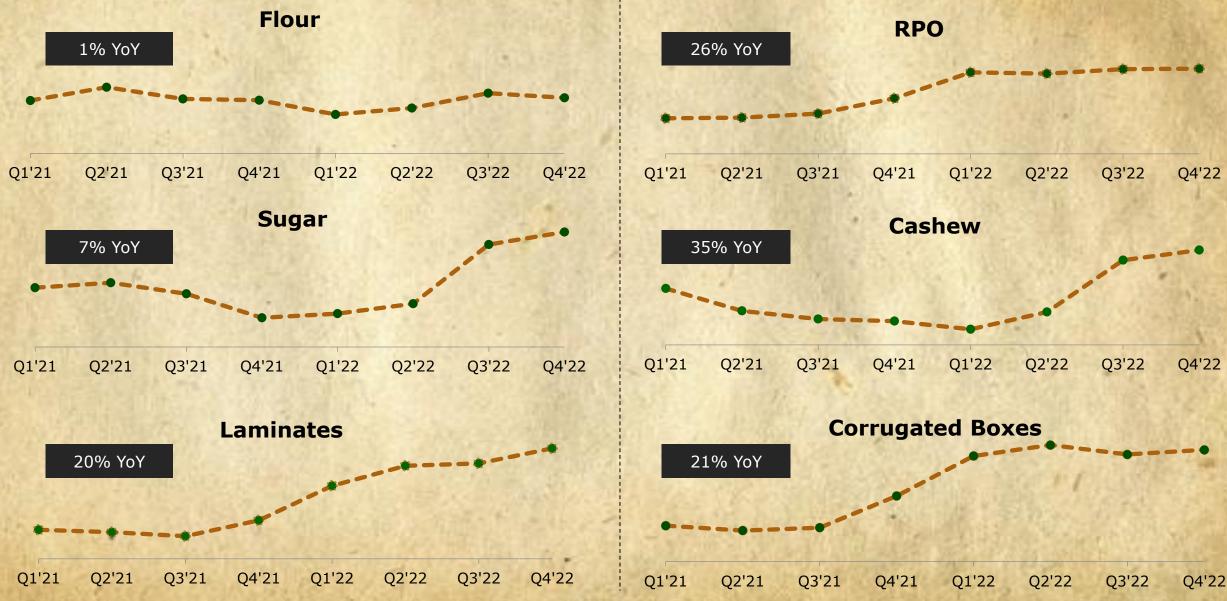


Consolidated NSV as per published results

Nos. in the bracket indicate revenue growths 16

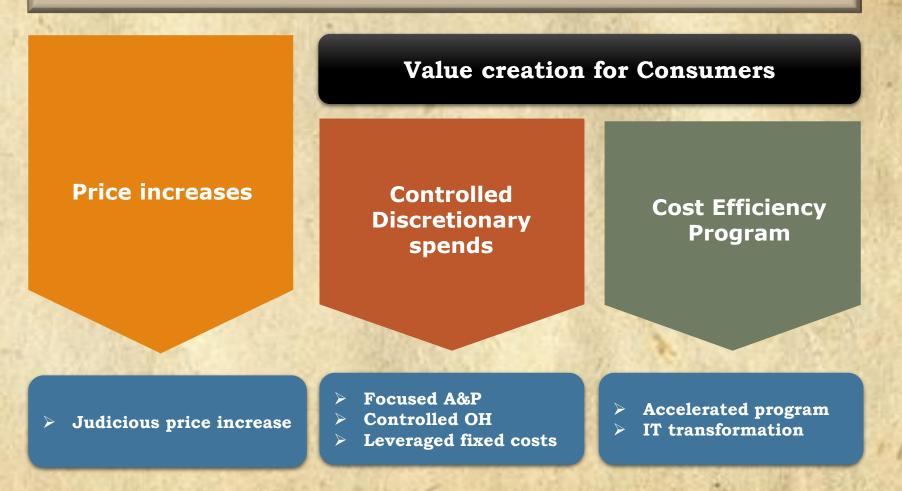
Global geo-political factors further aggravated the inflationary scenario this quarter..

BRITANNIA Our commodities witnessed inflation of 17% & 14% for the quarter & full year respectively..

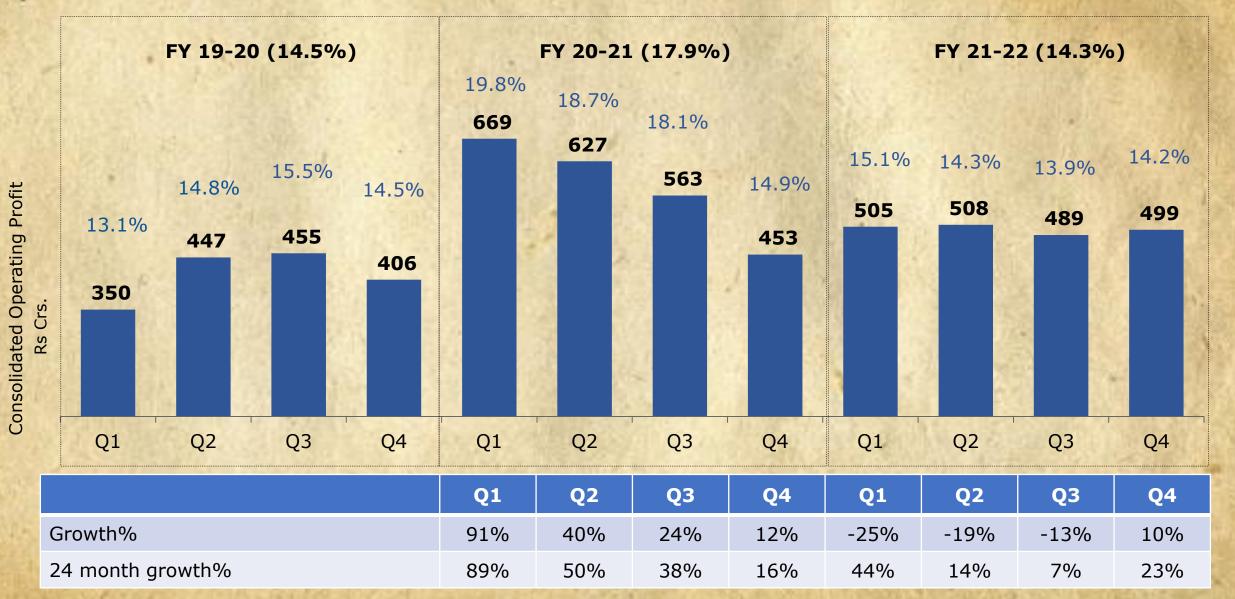


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Our response to inflationary pressure



BRITANNIA Our operating profits grew at a healthy rate of 10% this quarter, despite steep inflation..



Consolidated Operating profit as per published results

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BRITANNIA Key Financial Lines – Consolidated (Reported)

	Q4'2	21-22	FY 21-22			
Particulars	Rs Crs	YoY Growth %	Rs Crs	YoY Growth %	24 month Growth %	
Net Sales	3,508	15%	13,945	8%	22%	
Operating Profit	499	10%	2,001	-13%	21%	
Profit Before Tax	519	5%	2,078	-17%	13%	
Profit After Tax (Owner's share)	380	4%	1,525	-18%	9%	

Particulars	12-13	13-14	14-15	15-16	16-17	17-18	18-19	19-20	20-21	21-22
Profit from Operations%	5.7%	8.0%	9.3%	13.2%	12.9%	13.8%	14.3%	14.5%	17.9%	14.3%
Profit before Tax%	5.8%	8.3%	12.2%	14.7%	14.5%	15.4%	16.1%	16.1%	19.5%	14.9%
Profit after Tax%	4.2%	5.8%	8.9%	9.9%	9.9%	10.2%	10.6%	12.3%	14.5%	10.9%