

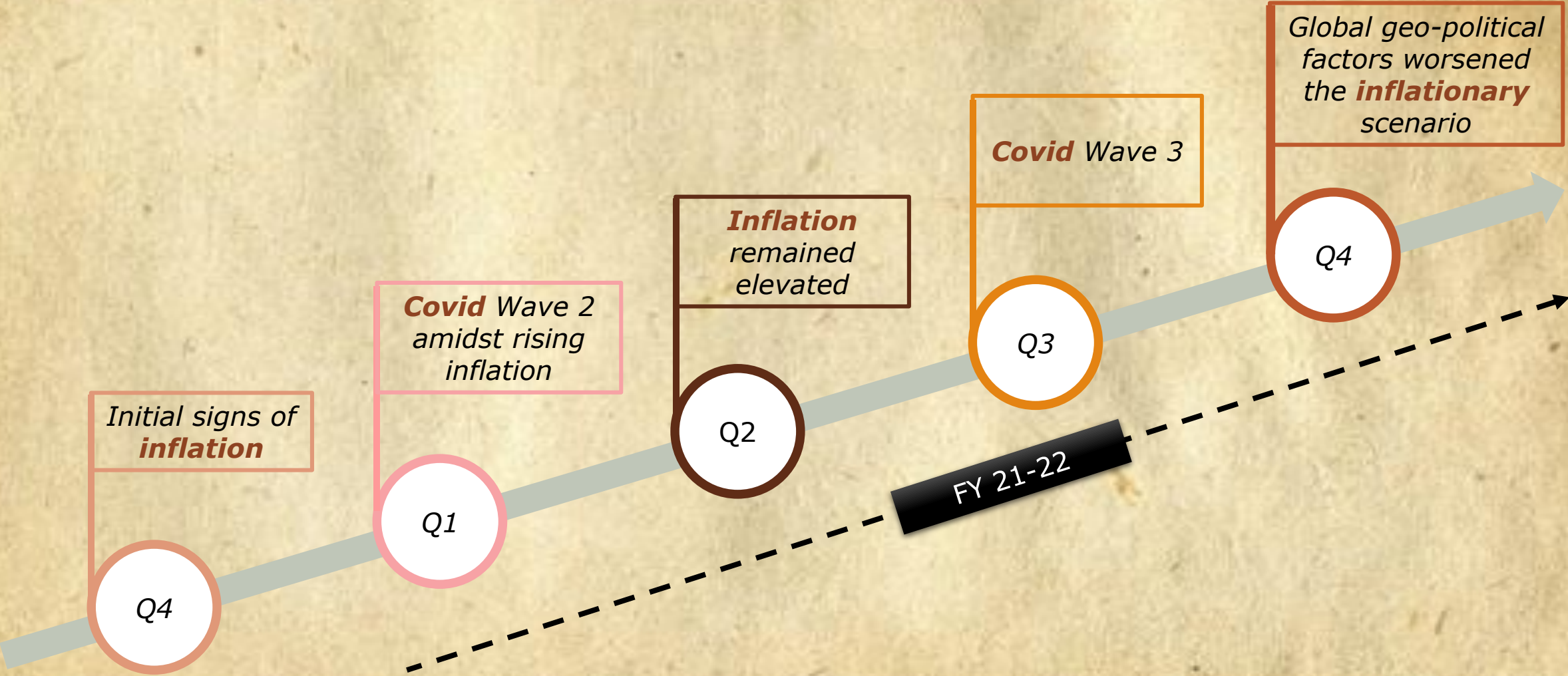


Let's
make it a
**good
day**

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

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.

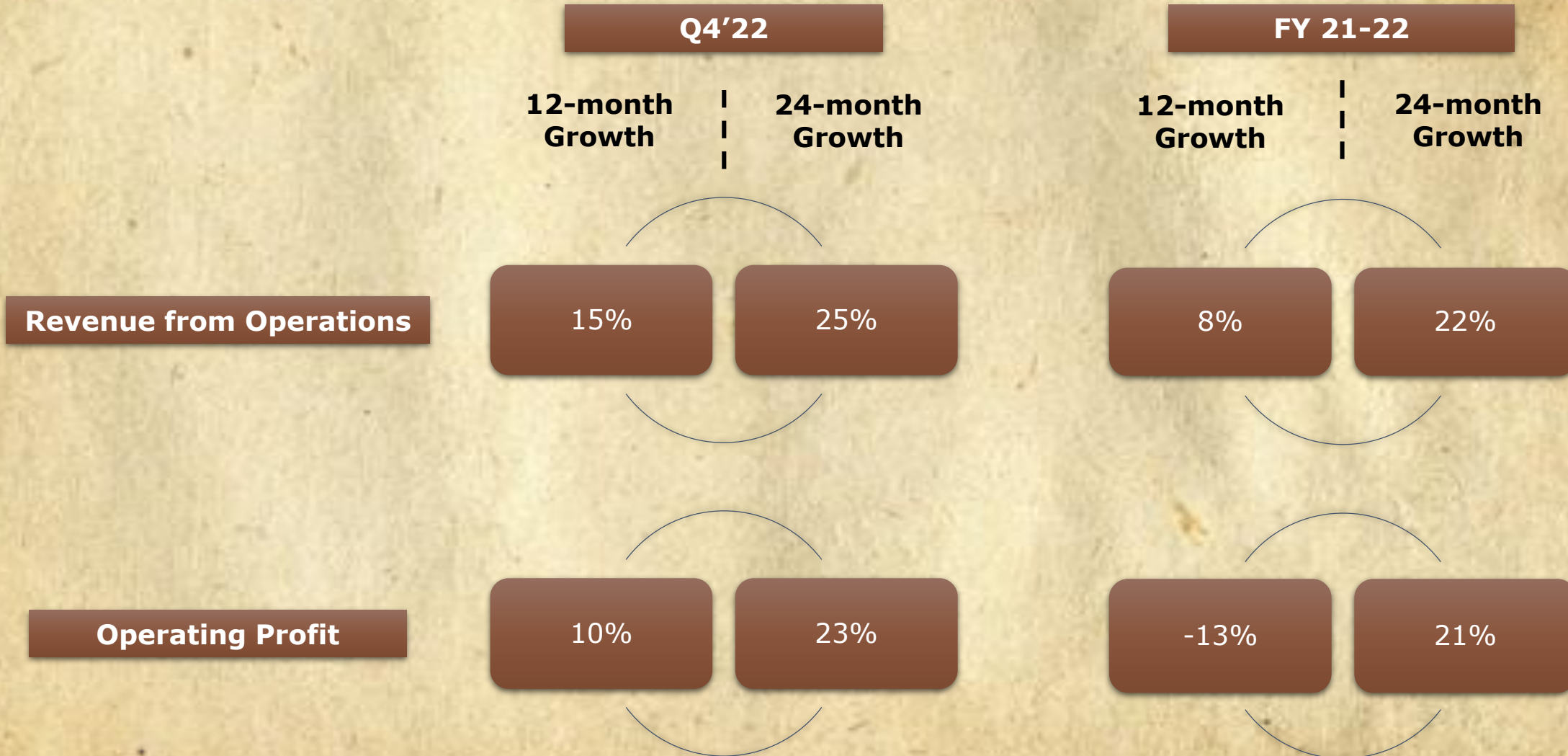
Economy stood impacted by multiple factors during the year..



***“In this extremely challenging environment,
we continued to drive our revenue growths
and sustain our profitability”***

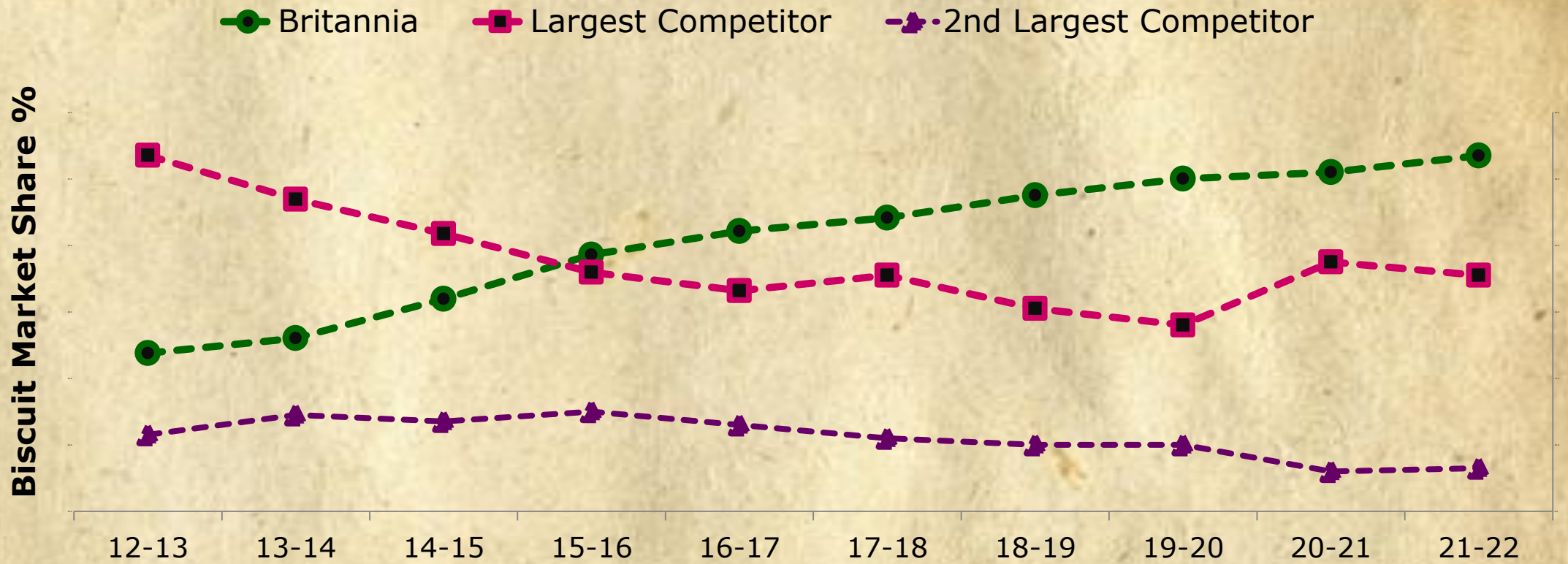


Healthy double-digit revenue growths and robust profit growth despite high inflation





Further strengthened our market leadership position this fiscal..





We continued to focus on our strategic planks

Striving for profitable growth

#1 Distribution & Marketing



#2 Cost leadership



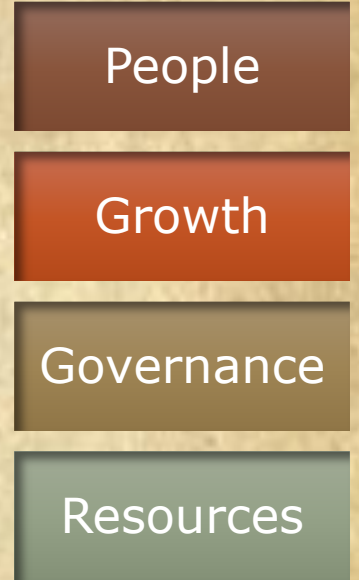
#3 Innovation



#4 Adjacent Business



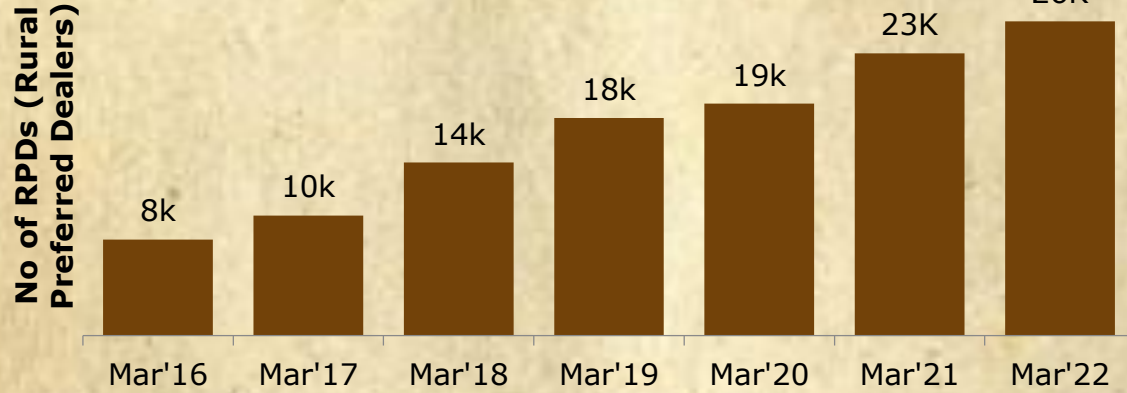
#5 Sustainability



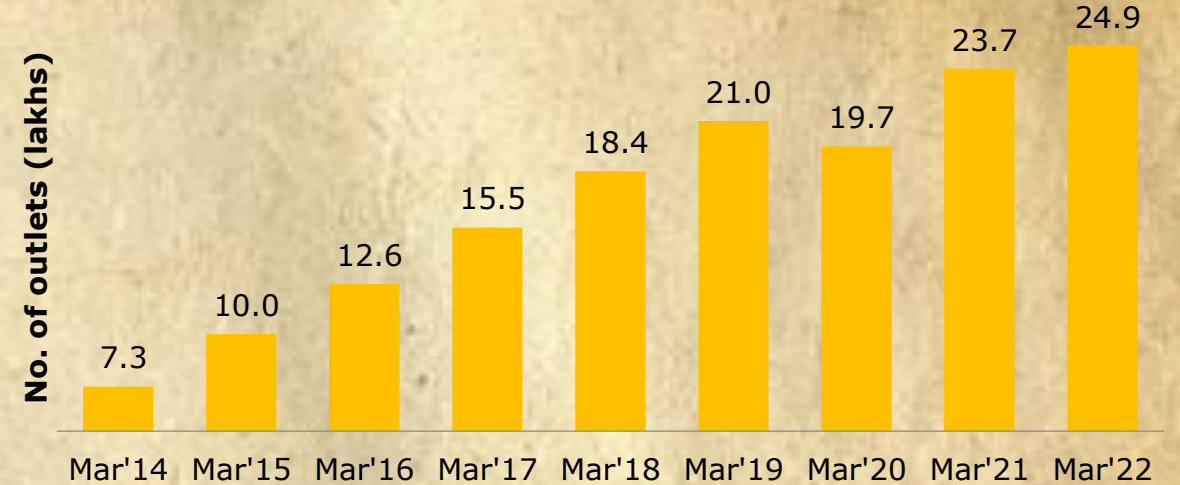


1A. Driving efficiency in distribution

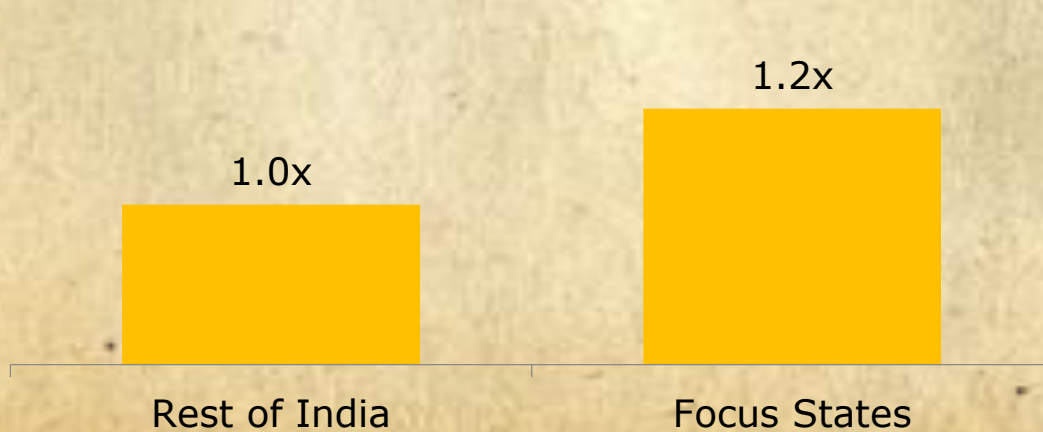
Upbeat Rural distribution



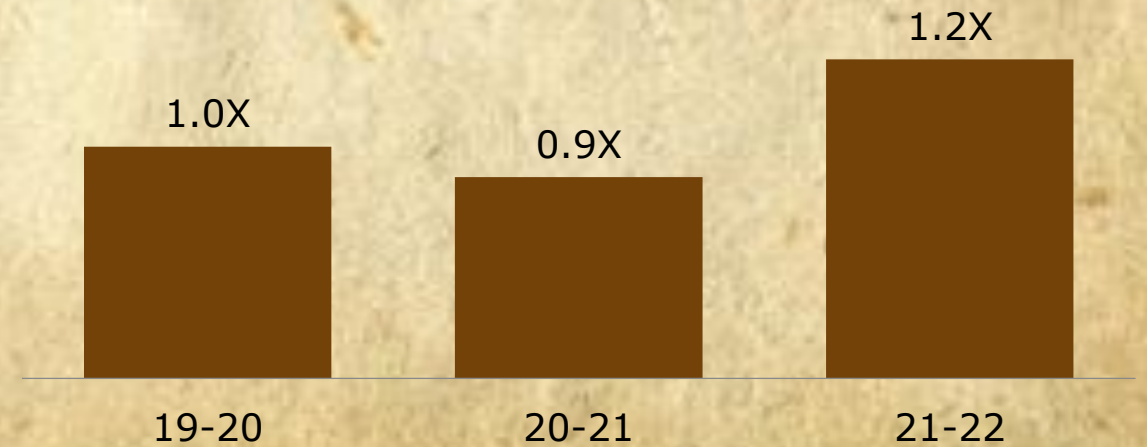
Steady increase in the Direct reach post Covid



Hindi-belt on a faster growth trajectory



Growth in Channels is back





1B. Marketing activities during the quarter

Good Day – Multiple Smiles (New TCV)



GD Chocochips - TVC



Winkin Cow - TVC



Milk Bikis Atta – Rest of India



Jim Jam – Thematic



Dairy Fresh – Brand “Come Alive”



Marie Gold - TVC



NC Digestive - Thematic

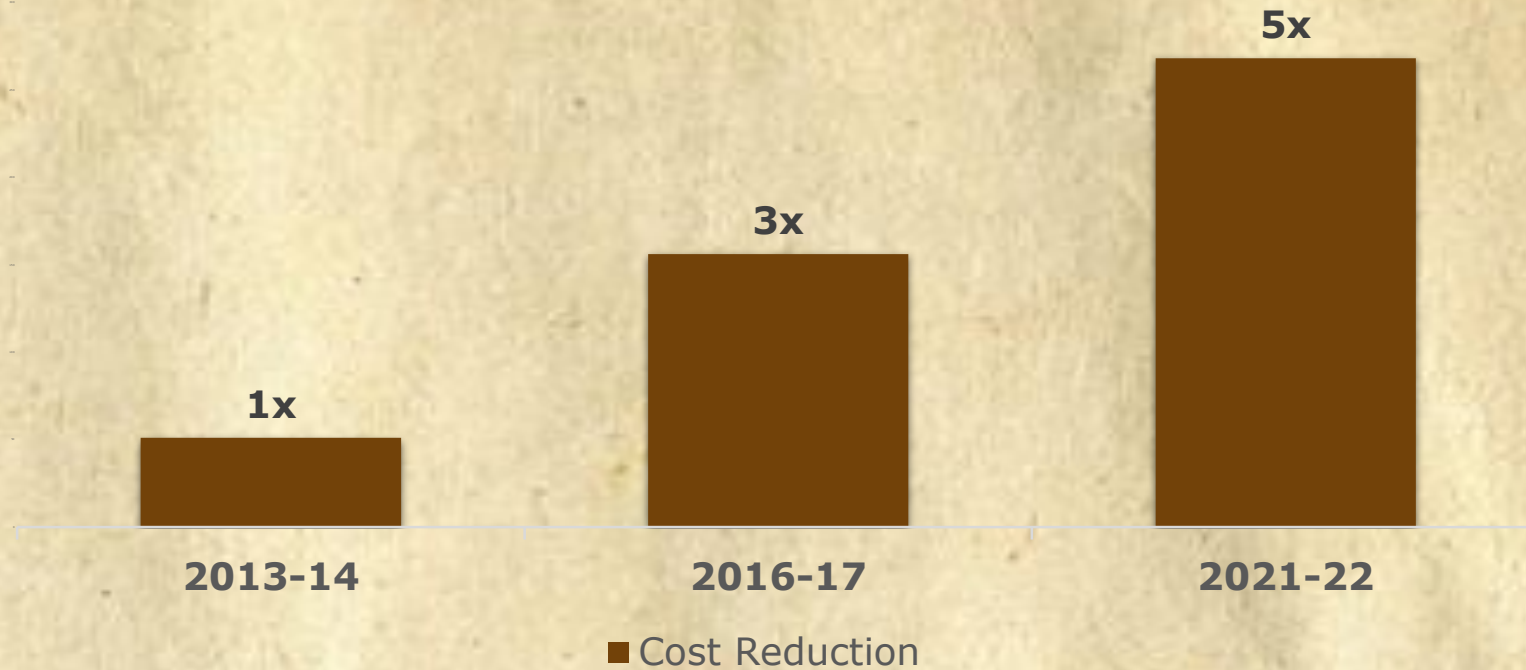


Cheese – Protein Promise (Thematic)





2. Strengthened our cost leadership position



Cost Levers

Supply Chain

- Process automations to improve productivity
- Reduce distance to market
- Reduce wastages
- Alternate sources of energy

Material

- Sourcing strategy
- Backward integration
- Reverse auctions
- Optimization of packaging specs

Others

- Reduce market returns
- Fiscal incentives
- Treasury
- Reduce commitment charges



3. Innovations during the quarter

Good Day Harmony



Strengthen our premium offerings

50-50 Golmaal in East



Exciting regional flavours

Jeera Marie in Tamil Nadu



Winkin Cow Kesar & Badam



New additions to our wide range of drinks collection

Croissant - Mixed Fruit

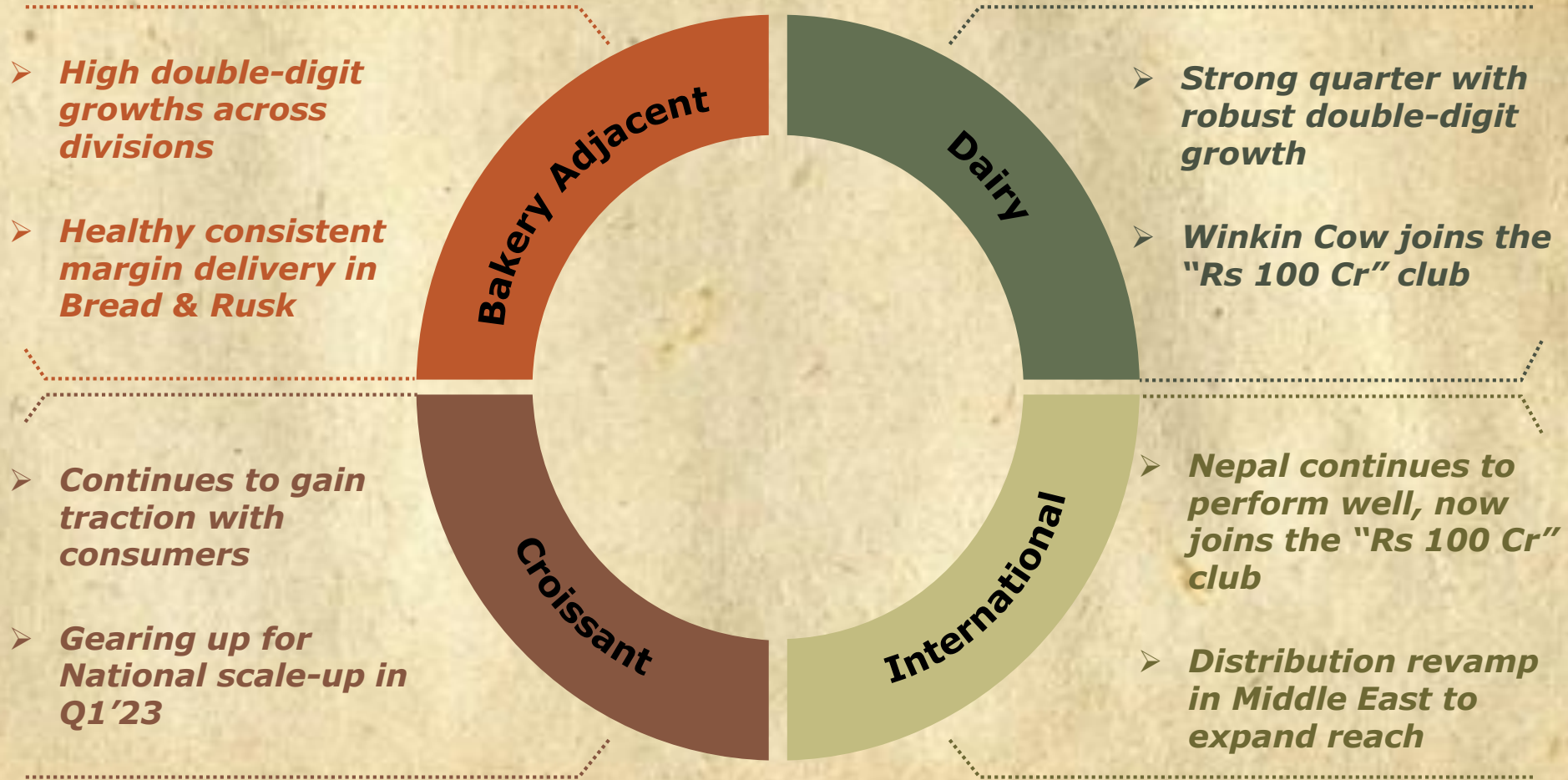


Building the core - New adjacent categories

Wafers - Coconut



4. Adjacent Businesses on strong foothold..



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

Pillar	Programs	Status
People	50% women (incl. contract) at facility level by Mar'2024	On-track
	1,00,000+ beneficiaries to be reached through Britannia Nutrition Foundation by Mar'2022	Done
Resources	60% renewable electricity by Mar'2024	On-track
	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	
Growth	6% reduction in sodium by Mar'2024	On-track
	8% reduction in sugar by Mar'2024	
Governance	Targeting 2nd or 3rd quartile in the S&P Global CSA (DJSI) in food products sector this year	Done
	3 ESG Policies-Sustainability policy, Human Right Policy, Vendor Code of Conduct	
	ESG metrics integrated into 'ExCom' KPIs	



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

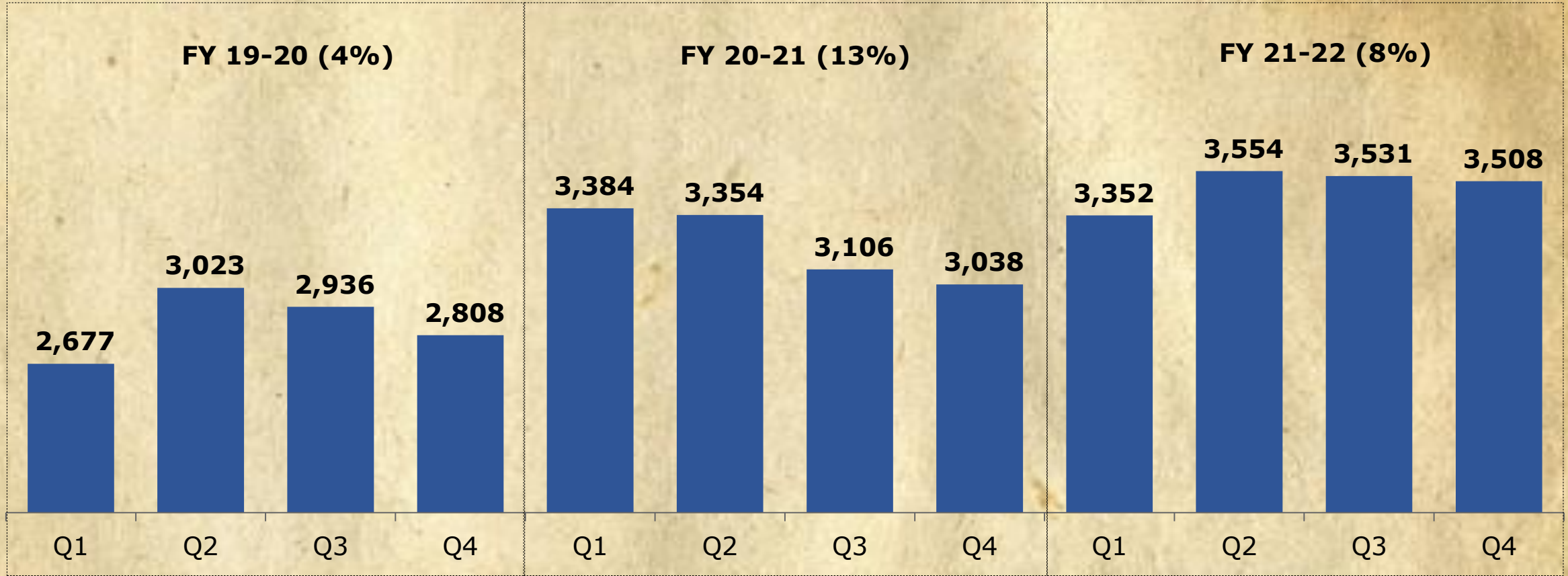
5B. Sustainability – Key ESG Focus Areas for FY 2022-23



Q4'22 Financials



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

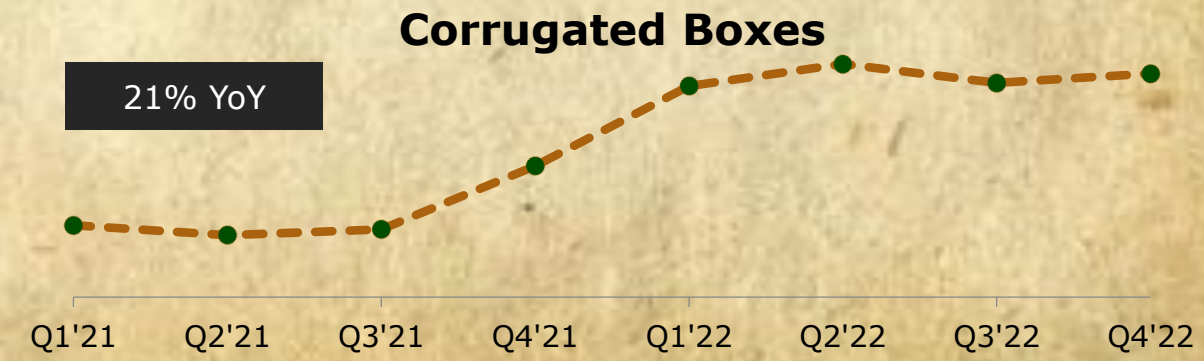
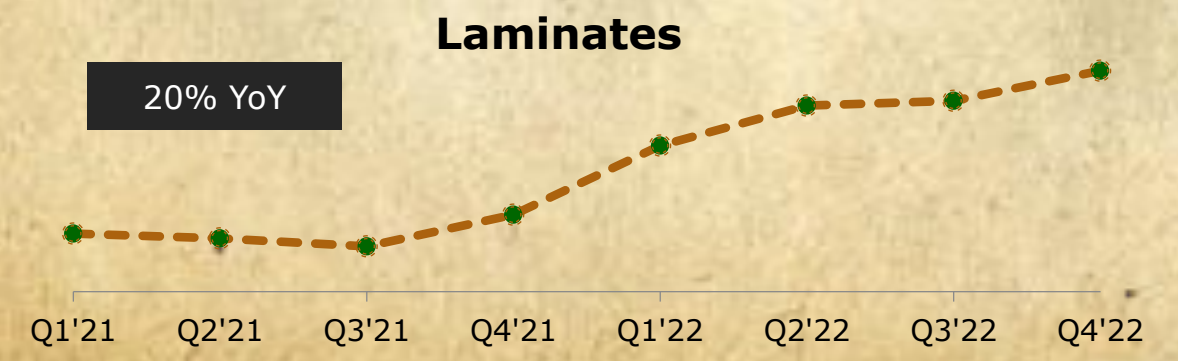
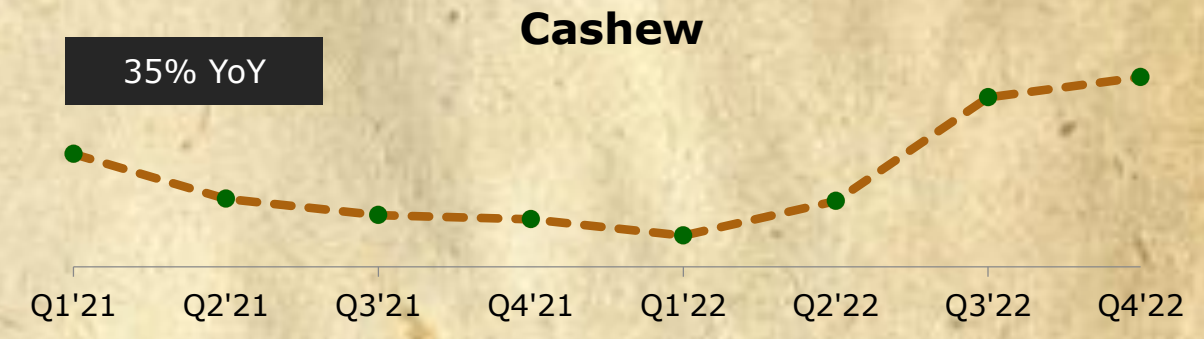
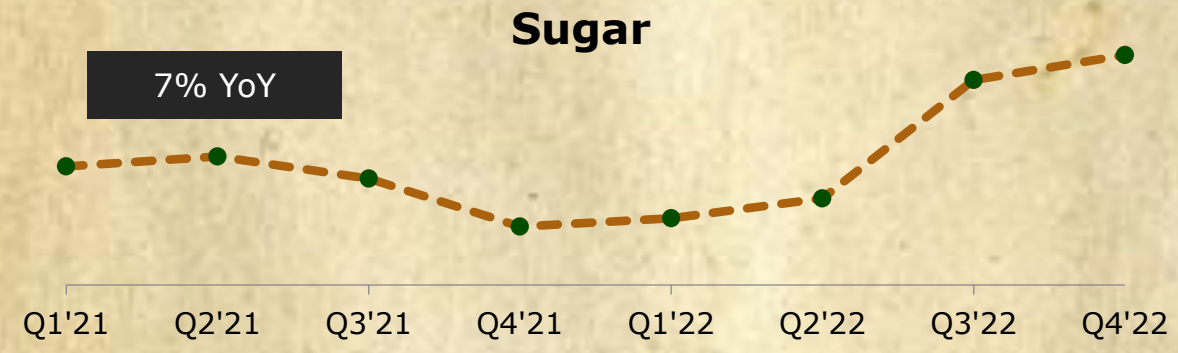
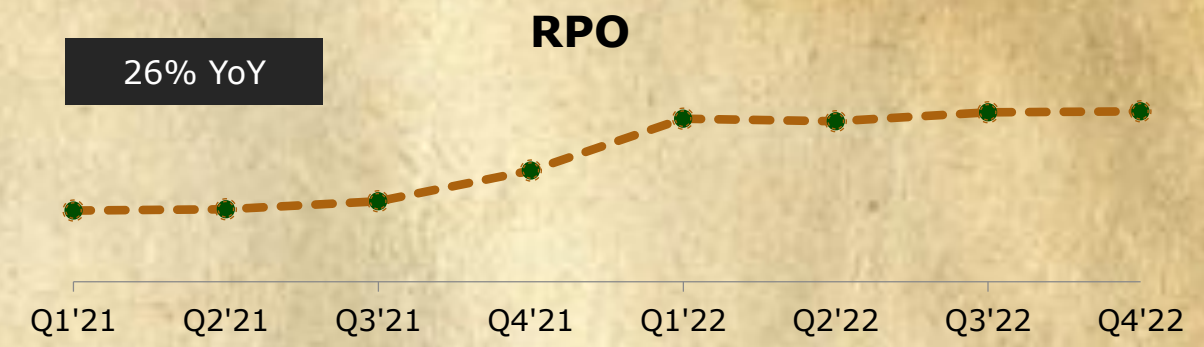
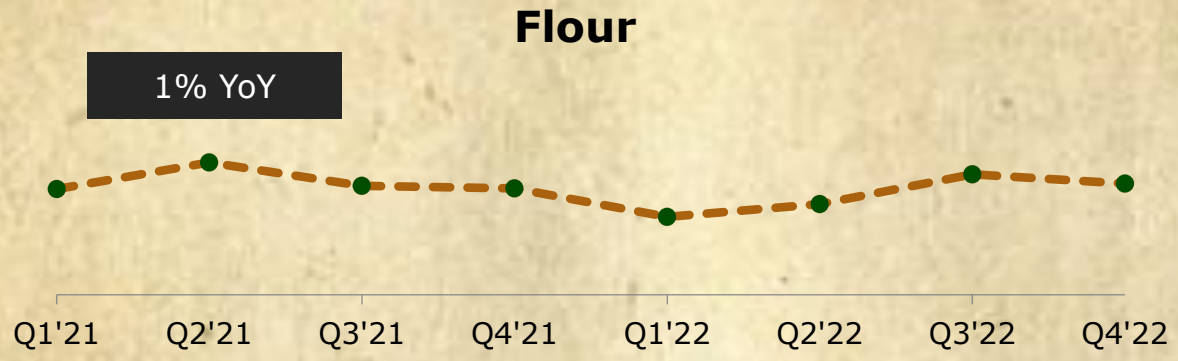


	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Growth%	26%	11%	6%	8%	-1%	6%	14%	15%
24 month growth%	34%	17%	10%	10%	25%	18%	20%	25%

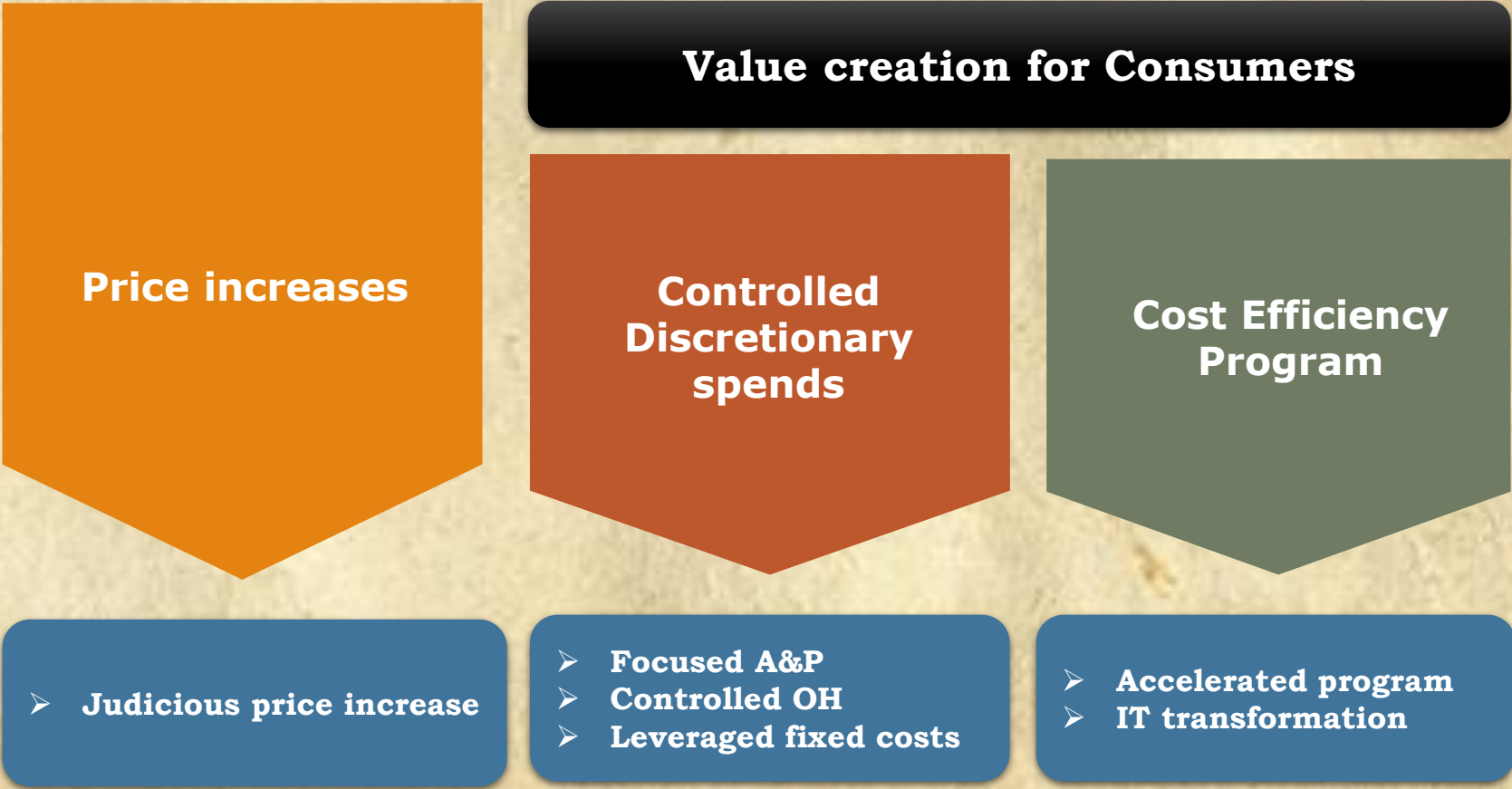
**Global geo-political factors
further aggravated the
inflationary scenario this
quarter..**



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

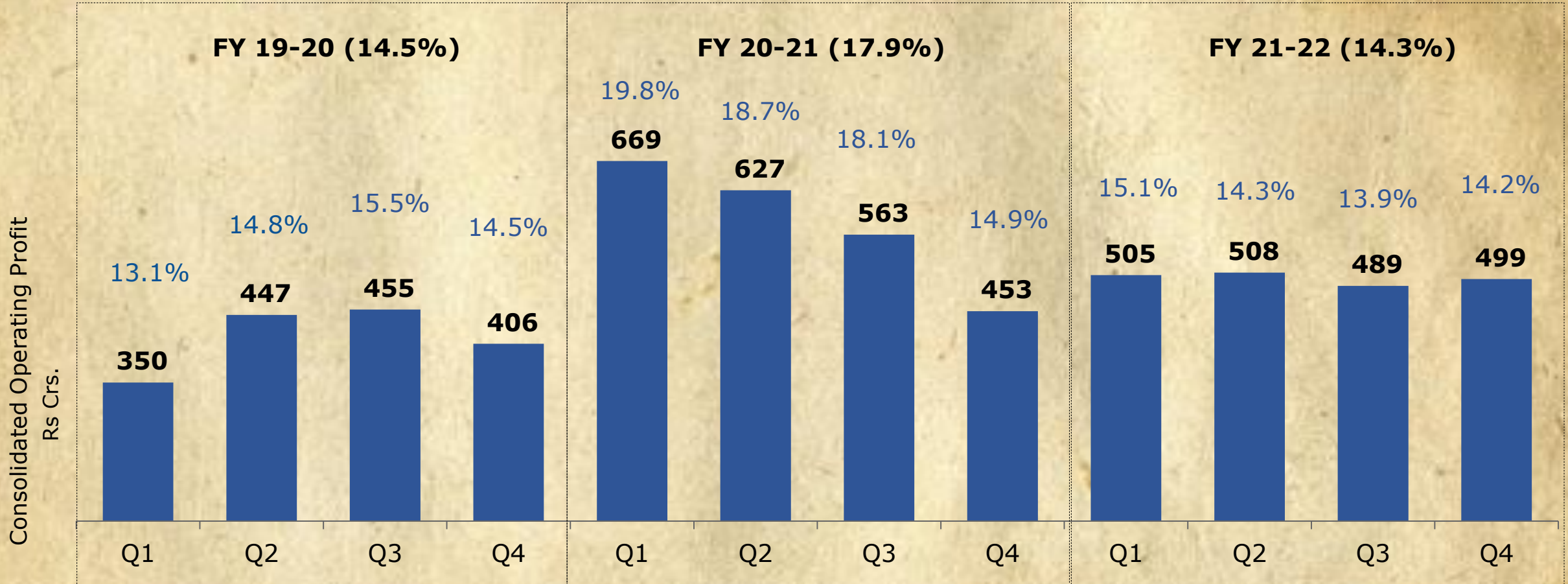


Our response to inflationary pressure





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



	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Growth%	91%	40%	24%	12%	-25%	-19%	-13%	10%
24 month growth%	89%	50%	38%	16%	44%	14%	7%	23%



Key Financial Lines – Consolidated (Reported)

Particulars	Q4'21-22		FY 21-22		
	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%