



NIFTY50

Analyst Meet
 Q2'19-20 Results
 Conference Call
 15th Nov 2019

BRITANNIA

#1
 FOOD PRODUCTS
 CATEGORY

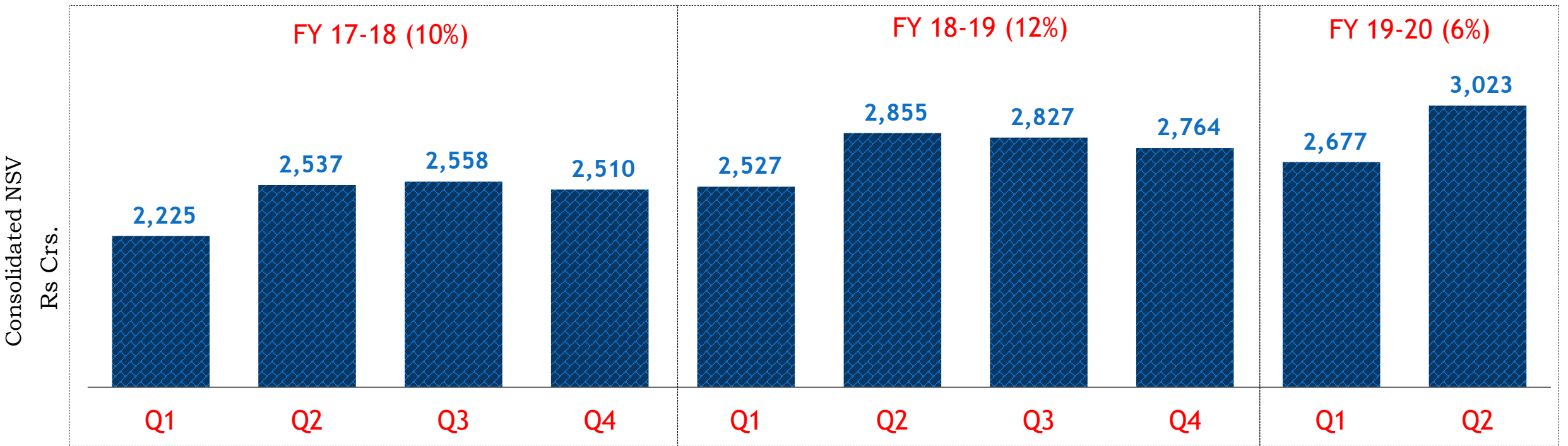
BRAND EQUITY'S MOST TRUSTED BRANDS 2018

MOST TRUSTED BRANDS

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.

We Delivered **growths outpacing the market...with a healthy sequential shift of ~13%...**

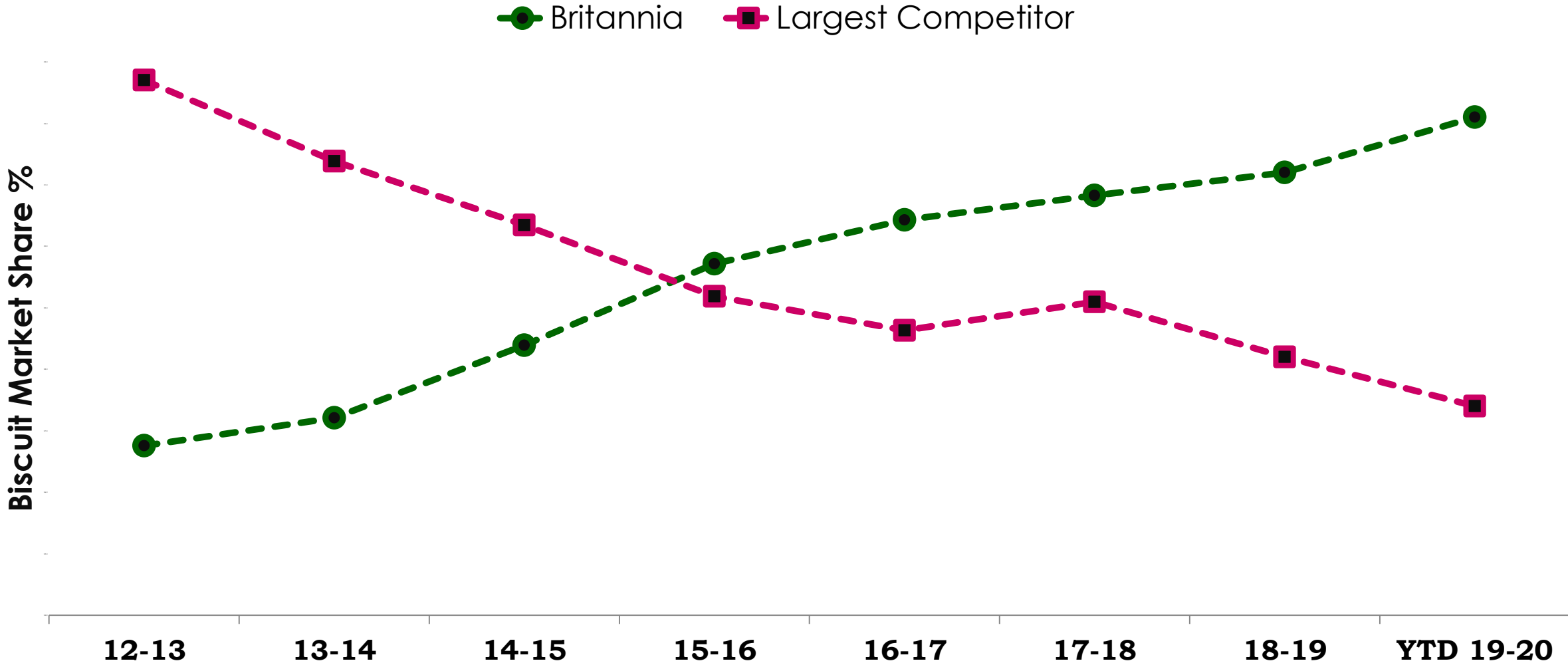


	Q1	Q2	Q3	Q4	Q1	Q2
Growth%	14%	13%	11%	10%	6%	6%
24 month growth%	20%	21%	25%	24%	20%	19%

High base

Healthy 24 month growth

...And continued to strengthen our market leadership...



As per AC Nielsen

...In a **tough market environment**

However, measures taken by Govt should help revive the economy

India macro economic scenario



Slowing GDP growth



Stress in rural economy with reduced real income from Agri



Credit squeeze by Banks & NBFCs

Measures taken by Government



Interest rate cuts & liquidity easing measures



Reduction in Corporate tax rate to spur investments



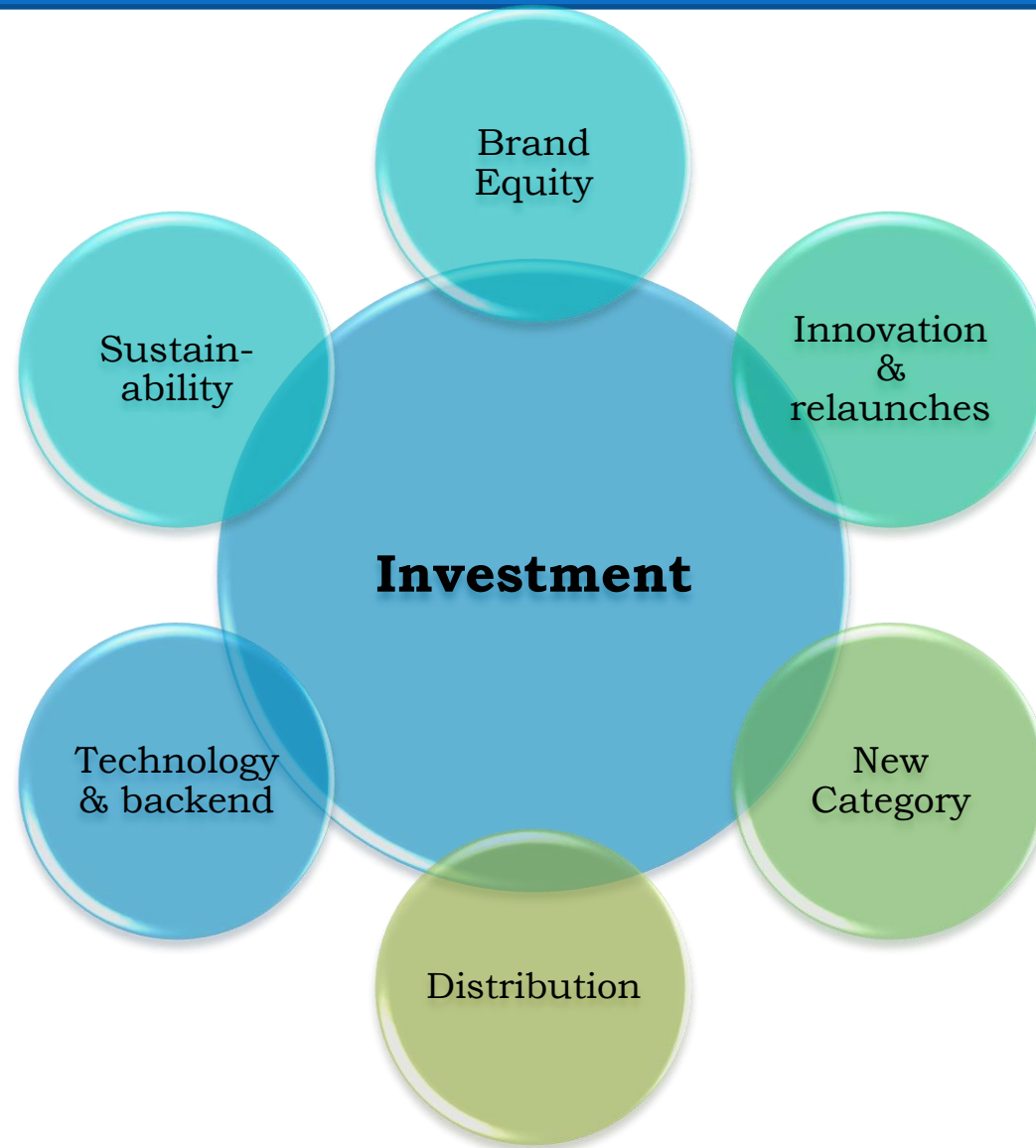
Increase in MSPs for certain crops



Package to boost exports

In this challenging situation, we however....

continued our investments to drive profitable growth



#1 Investment in Brands

Treat Burst



Treat Stars



NC Cream Cracker Relaunch



MBK in ROI



Key Brands on air

NC Healthy Start Activation
Win a Sports Cycle every hour



MBK TN Activation
Win an educational trip for your child



Digital / Activations

Consumer Promotions

Goodday & Marie



#2 Innovation & Relaunches

New Launches

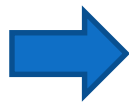
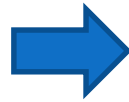
Limited Edition launch



Test launch - West



Goodday Relaunch



- Packaging change from Mat to Gloss
- Bold brand identity

Nutrchoice Cream Cracker Relaunch



- Recipe change – Sugar Free
- Packaging change

Nutrchoice Arrowroot Relaunch



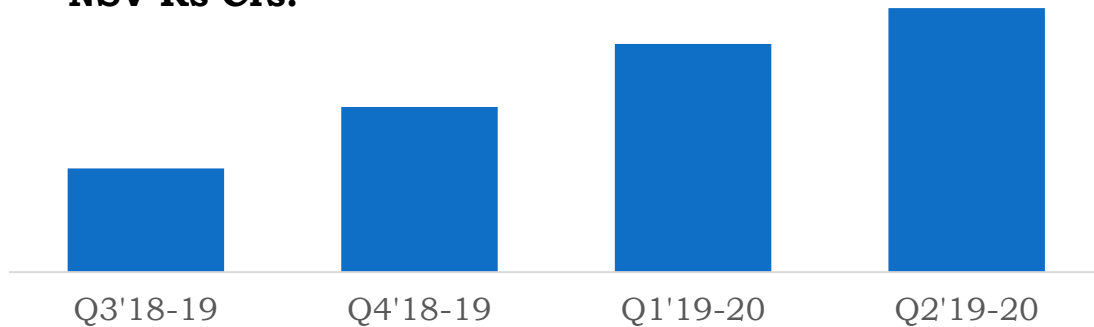
- Recipe & design change
- Packaging change

#3 New category launches...

Wafers



NSV Rs Crs.

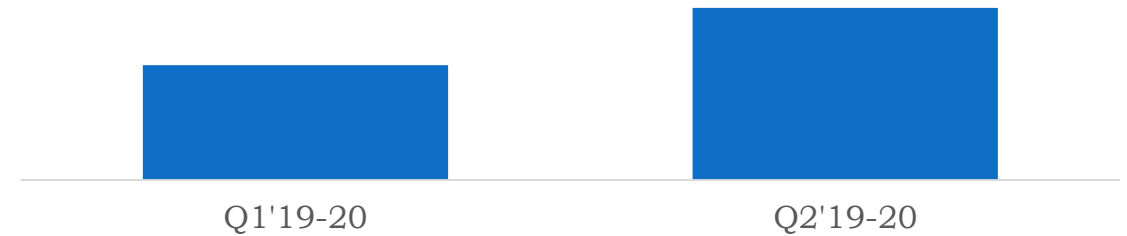


- 10+% market share.
- No. 3 Brand.

Baked Salted Snacks



NSV Rs Crs.



Available in 3 formats in South :

- Groovy Chips
- Fun Sticks
- Crunchy fills

Plan to launch in West with commercialization of Ranjangaon salted snacks facility.

....New category launches

Milk Shakes – Tetra pack



- **20+% market share.**
- **No. 2 in Brand** in less than a year of launch.

Croissant

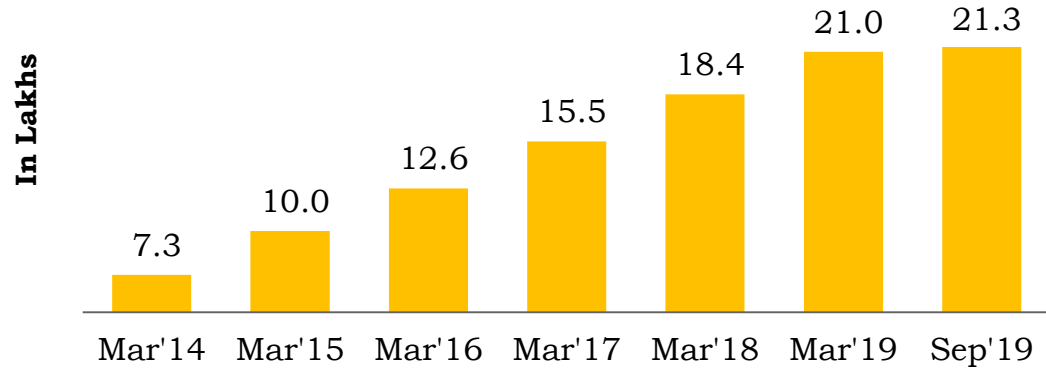


- 2 Variants:**
- **Chocolate**
 - **Vanilla**

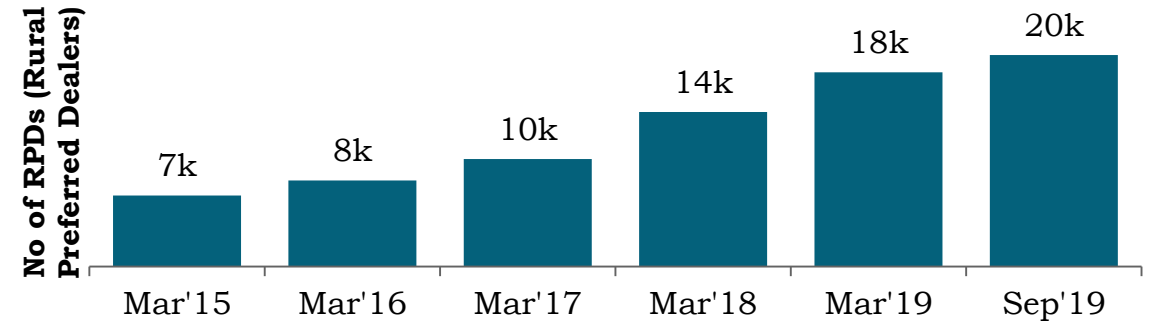
- Improved product sensorial to suite Indian palate.
- Wheat flour procurement issue resolved.
- Reduced factory wastage & increased efficiency.
- Focused launch in West Bengal & TN.

#4 Distribution drive

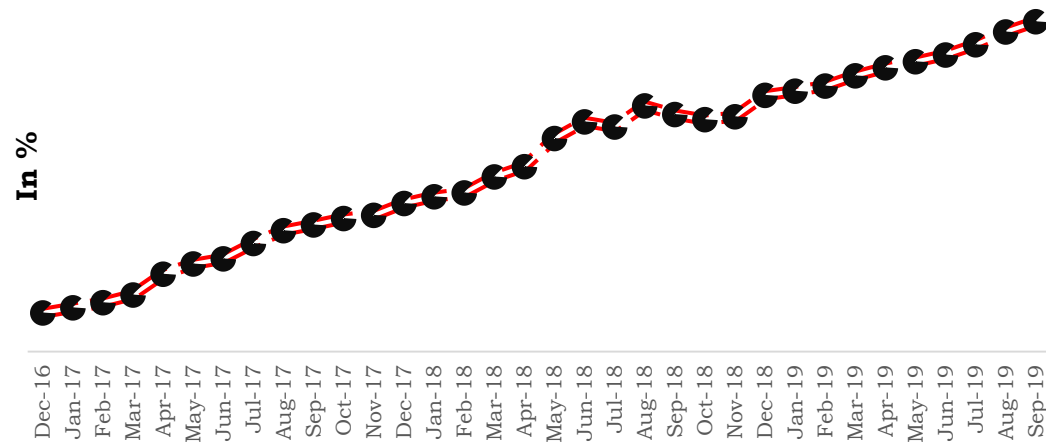
Sustaining Direct Reach



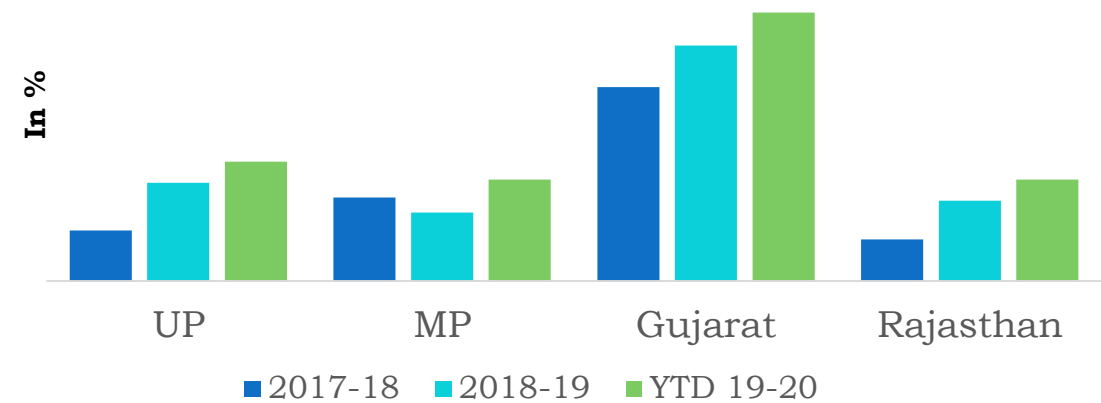
Sustaining Rural distribution



Steady increase in Numeric Distribution

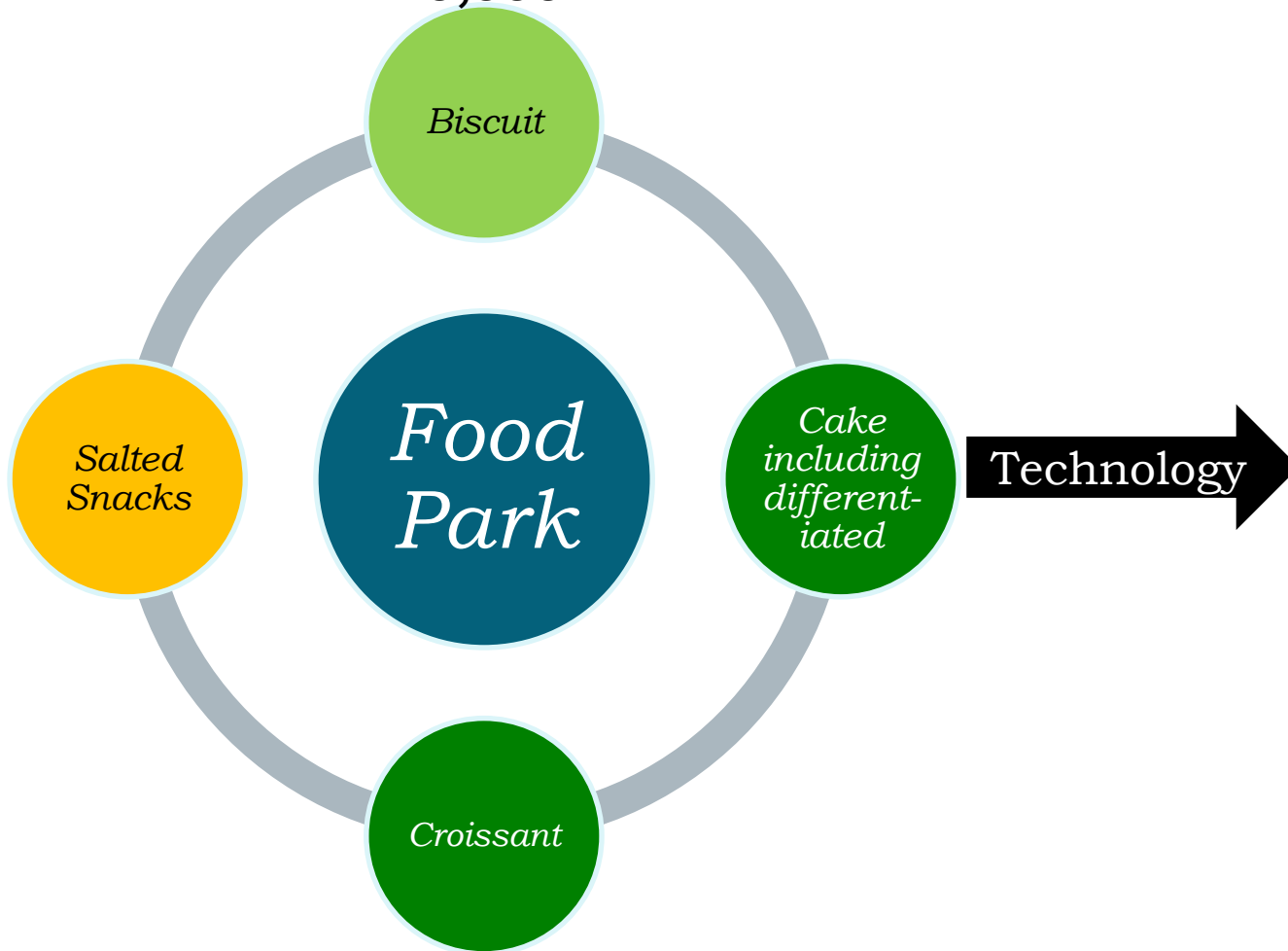


Market share gains in Hindi belt

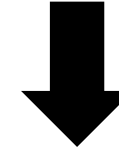


#5 Hi-Tech food park at Ranjangaon - up and running

12 Lines planned with a capacity of
~ 140,000 TPA



Technology investments for the future



Cake – Italy

Biscuit line – Italy

Biscuit line –USA

Salted Snacks –France

Also a regional storage hub for Inventory

#6 Sustainability drive on plastic waste



- Awareness drive amongst employees by collection of ~ 2 MT of plastic waste across 6 locations
- Digital campaign to inspire every person to make a start on the waste segregation journey

Adjacent Business..



Bread: Focus continues to be on driving profitable growth



Dairy: Low single digit growth, however improved profitability sequentially



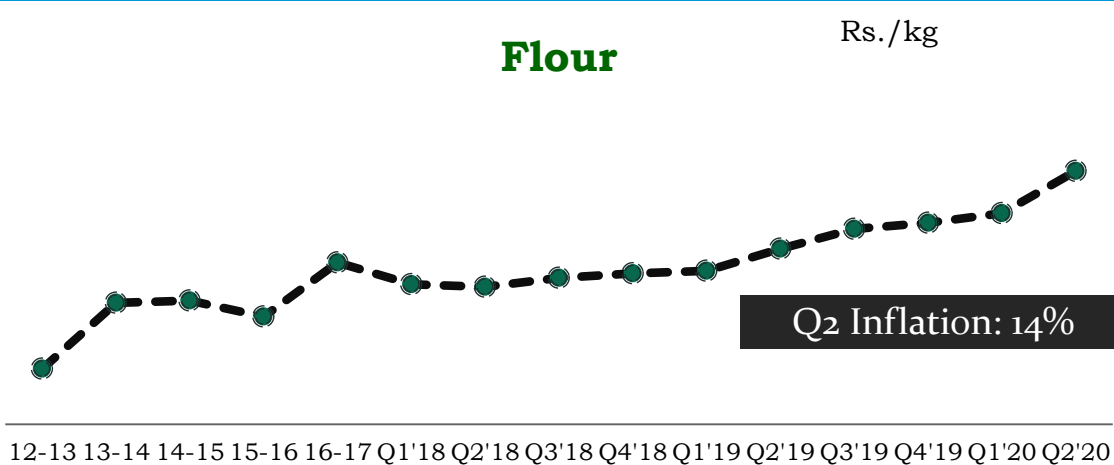
International: While Middle East & Africa continues to be challenging, America growing double digits. Nepal operations doing well coupled with steep market share gains.

On the Cost front...

Overall commodity inflation is moderate @ ~3%, basis strategic positions in key input material

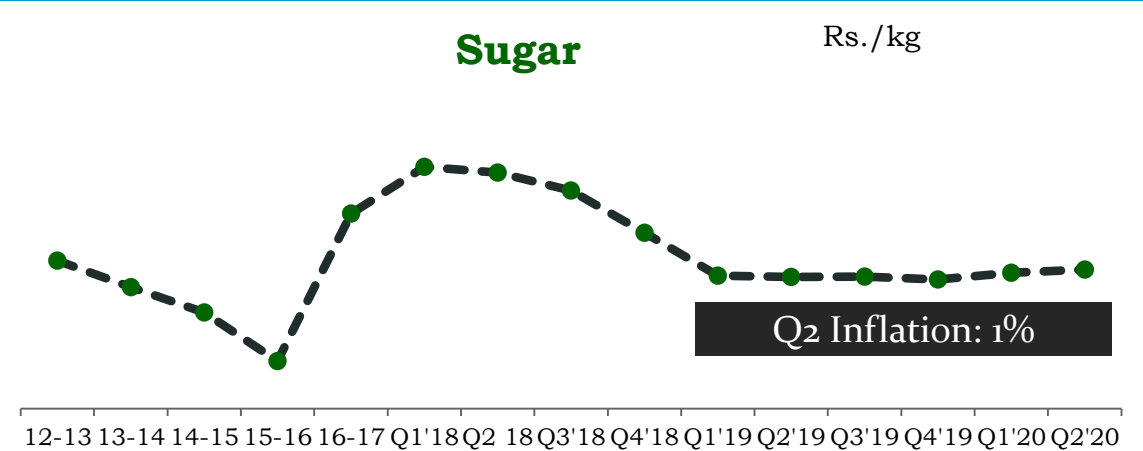
Flour

Rs./kg



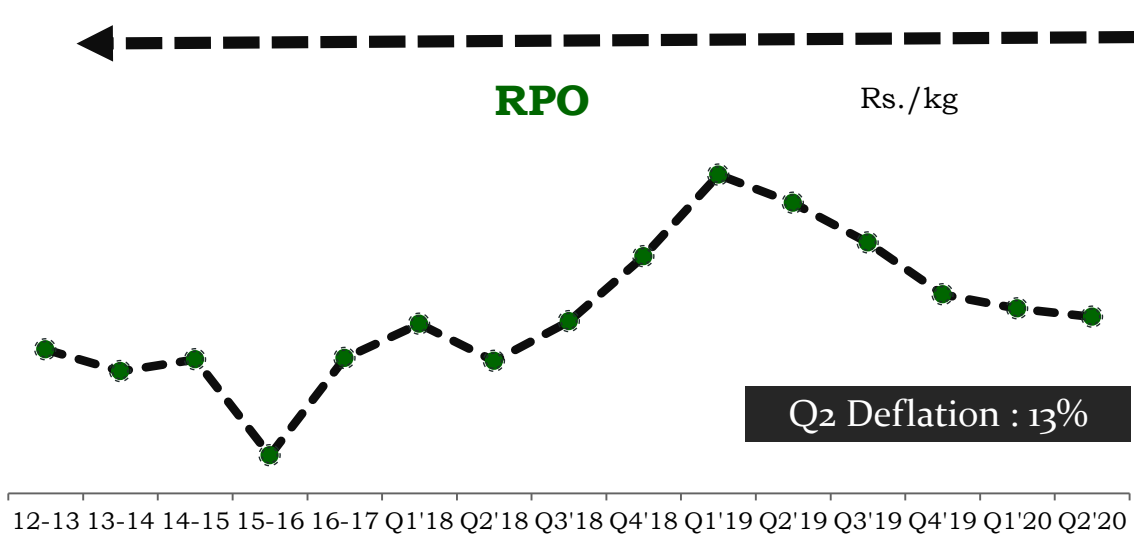
Sugar

Rs./kg



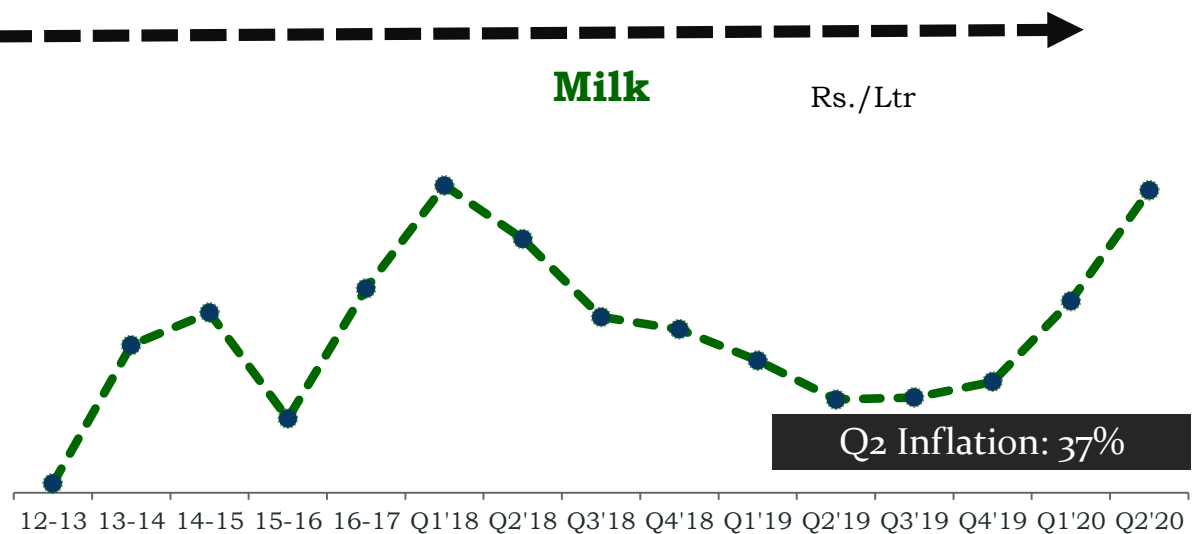
RPO

Rs./kg



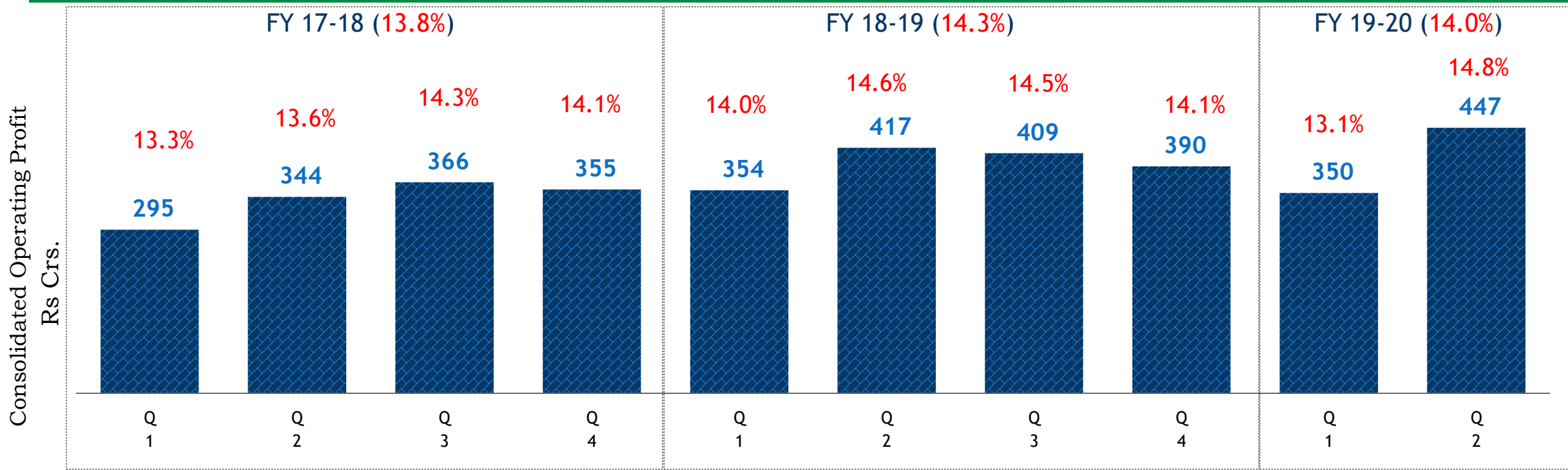
Milk

Rs./Ltr



*And our journey on **reducing wastages**,
leveraging fixed costs and **driving cost
efficiencies** is moving ahead with full steam,
which has resulted in...*

Improved profitability by 170 bps sequentially



	Q1	Q2	Q3	Q4	Q1	Q2
Growth%	20%	21%	12%	10%	-1%	7%
24 month growth%	23%	35%	44%	42%	19%	30%

Operating Profit%



Financials

Key Financial Lines – Consolidated (Reported)

Rs. Crs.

Particulars (Consolidated)	Q2'19-20	Growth %
Net Sales	3,023	6%
Profit Before Tax	498*	9%
Profit After Tax	404#	33%

Particulars (Consolidated)	12-13	13-14	14-15	15-16	16-17	17-18	18-19	19-20 Q1	19-20 Q2
Profit from Operations%	5.7%	8.0%	9.3%	13.2%	12.9%	13.8%	14.3%	13.1%	14.8%
Profit before Tax%	5.8%	8.3%	12.2%	14.7%	14.5%	15.4%	16.1%	14.6%	16.5%
Profit after Tax%	4.2%	5.8%	8.9%	9.9%	9.9%	10.2%	10.6%	9.4%	13.4%

Note: Profit% have been restated for previous years (wherever required) to make the numbers comparable

* Factors interest on debentures issued @ Rs. 5 Cr per month starting Sep'19.

Factors reduction in Corporate income tax rates on a year to date basis.