



5<sup>th</sup> August, 2022

1. The Secretary  
BSE Limited  
Phiroze Jeejeebhoy  
Towers, Dalal Street  
Fort, Mumbai - 400 023
2. The Manager  
Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, 5th Floor  
Plot No. C/1, G Block  
Bandra-Kurla Complex  
Bandra (E), Mumbai - 400 051

Dear Sir/Madam,

**Sub: Analyst Call Presentation and Link of Audio Recording of Analyst Call**

**Ref: Regulation 30 and Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Pursuant to Regulation 30 and Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we herein enclose copy of Analyst Call Presentation pertaining to Unaudited Standalone and Consolidated Financial Results for the quarter ended 30<sup>th</sup> June, 2022.

Please find below the link for audio recording of Analyst Call organized on 4<sup>th</sup> August, 2022:

Link: - <http://britannia.co.in/pdfs/Presentations/Analyst-call%20-%20Audio-recording.mp3>

This is for your information and records.

Yours faithfully,

**For Britannia Industries Limited**

**T.V. Thulsidass**

**Company Secretary**

**Membership No.: A20927**

Encl: As Above



**Analyst Meet/ Q1'22-23 Results/ Conference Call  
4<sup>th</sup> August, 2022**



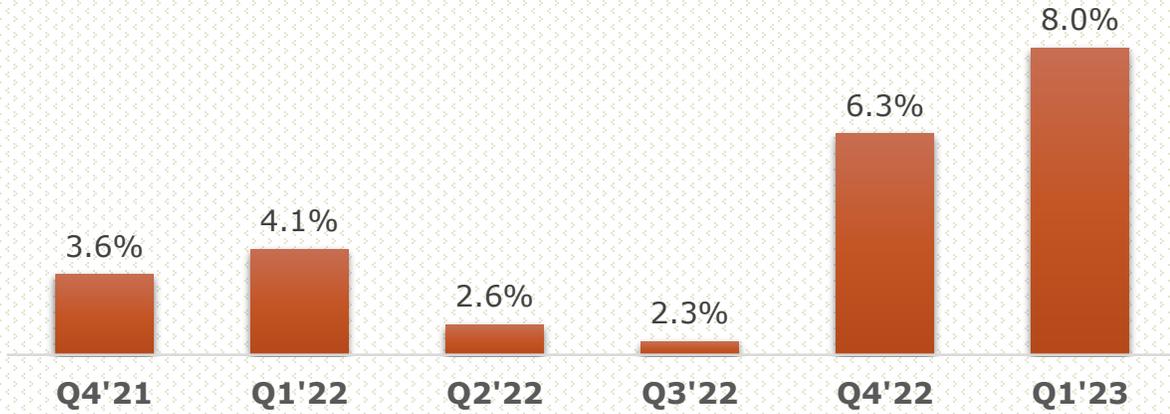
# Disclaimer / Safe Harbor Statement

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.



# Commodity Inflation at its peak, impacted by Global factors..

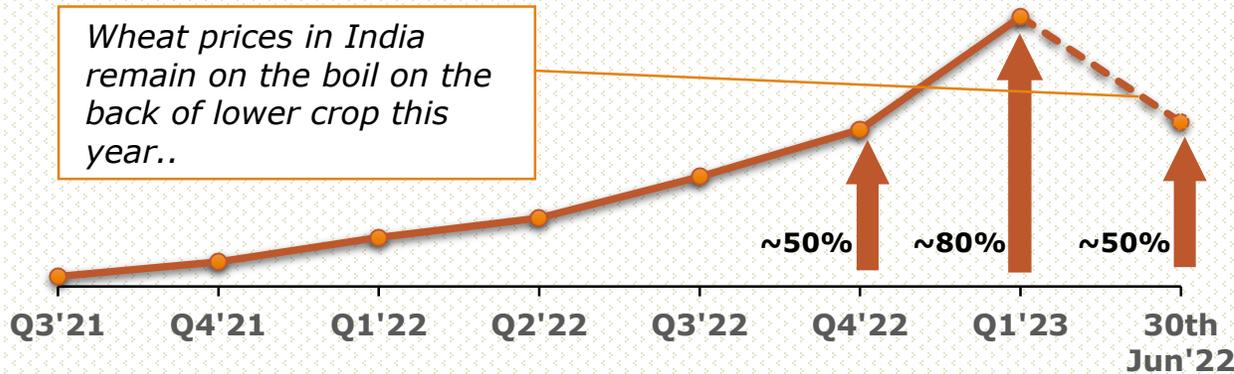
### Consumer Food Price Inflation (YoY %)



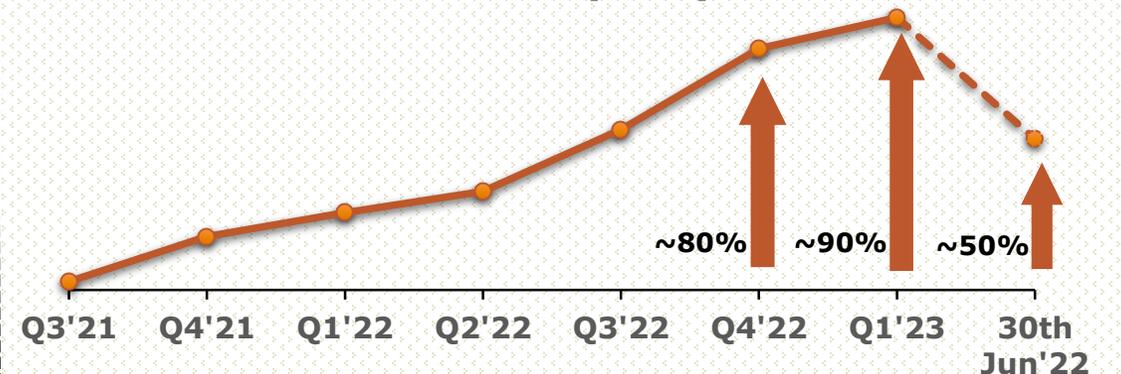
### USD / INR



### Wheat (CBOT)



### Palm Oil (BMD)



Globally, while commodities witnessed steep inflation during Q1, there are signs of inflation cooling down towards end of quarter..



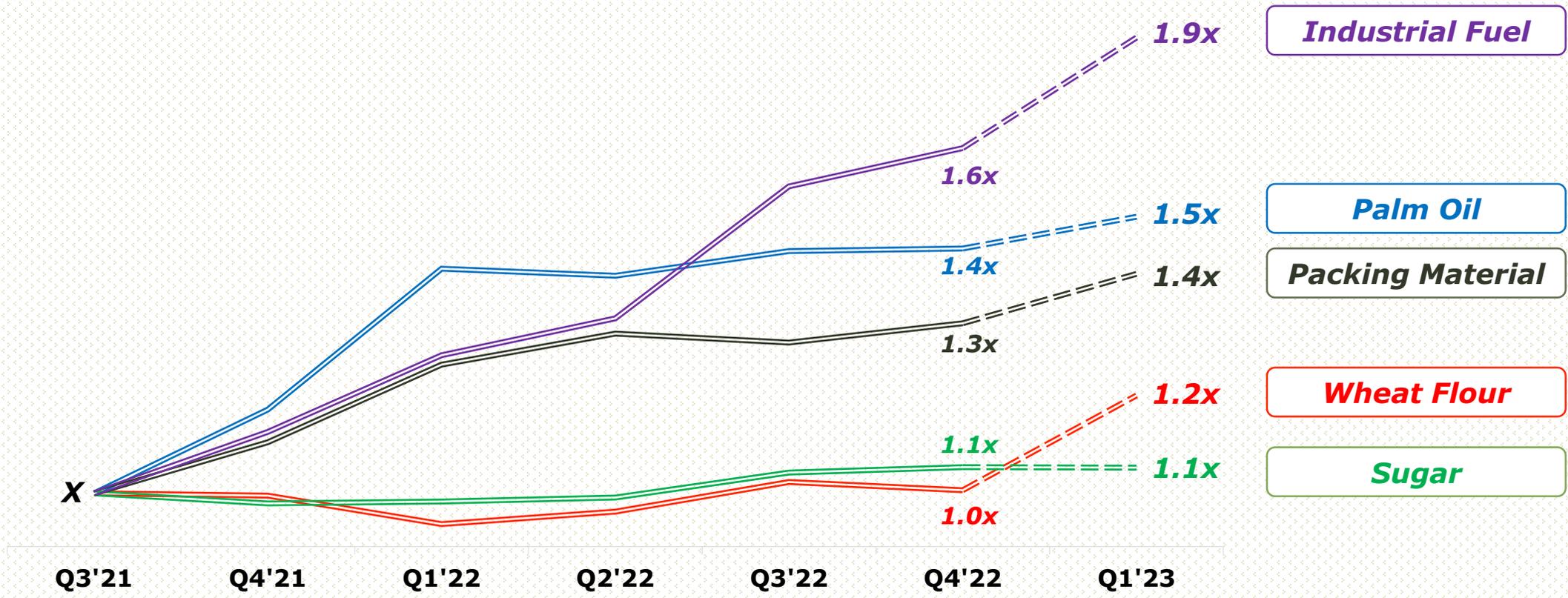
# We continued to face the heat of commodity inflation

**Key commodities, relevant to Bakery, witnessed steep inflation this quarter**

**Wheat Flour – 20% QoQ**

**Industrial Fuel – 15% QoQ**

**Palm Oil – 5% QoQ**



Values are Net Material Inflation, post impact of buying efficiencies

*In such unprecedented circumstances, we are being vigilant & are taking steps through a mix of **Pricing** & **Cost Optimization** to revive profitability*

*Necessary **Price Increases** covering inflation actioned*

*A good part of this price increase will accrue in Q2'23*

*Accelerated **Cost Efficiency Program** across verticals*

*~3% of revenues to accrue in FY 22-23*



# Delivered consistent topline growths & market share gains, while Inflation impacted margins in the quarter

**Revenue from Operations**

**12-Month Growth%**

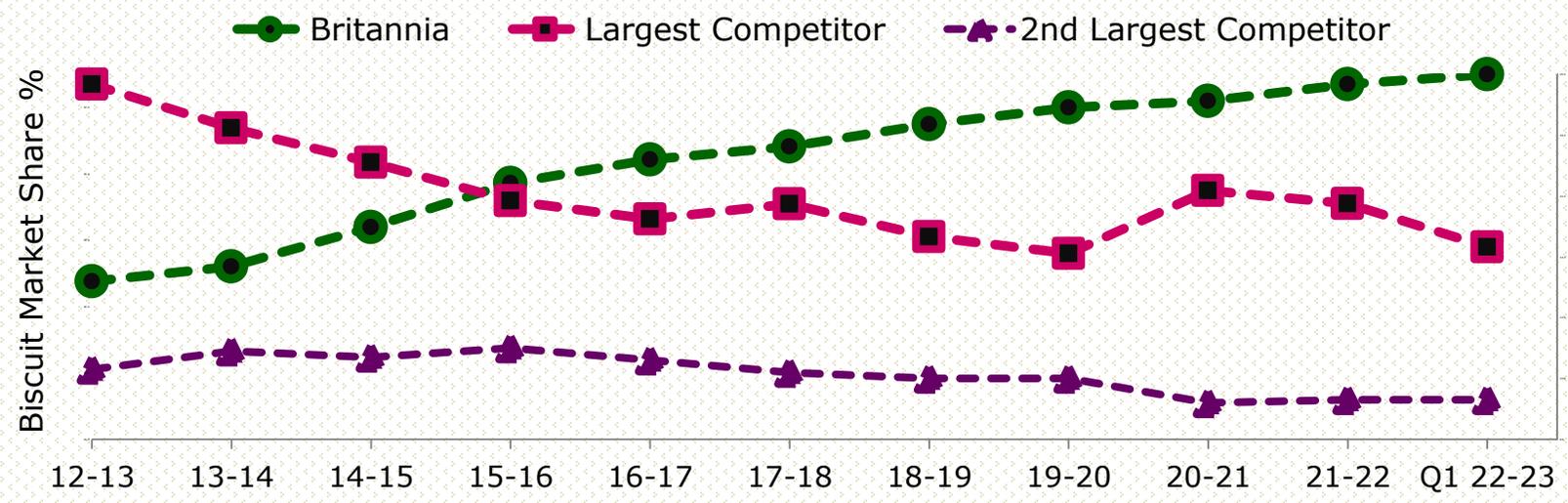
**9%**

**Operating Profits**

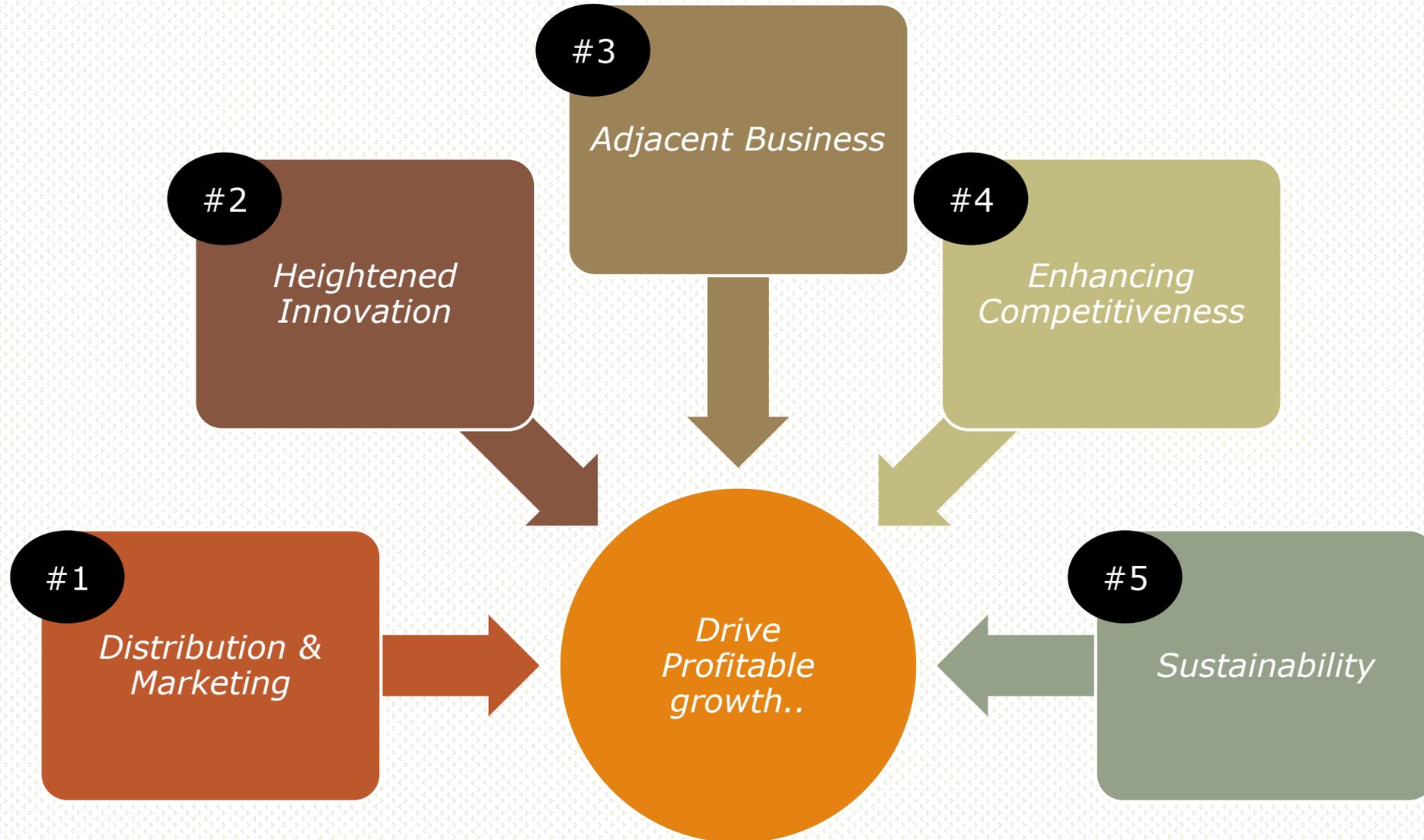
**12-Month Growth%**

**-11%**

**Market share gain in current quarter**



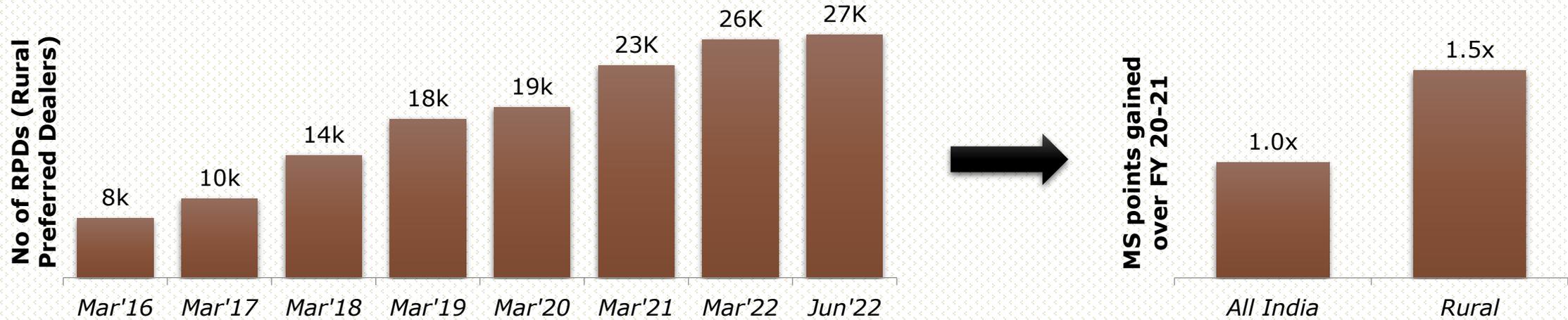
# Strategic Planks for driving a profitable growth





# 1A. Driving efficiency in Distribution

## Rural drive fuels market share gain

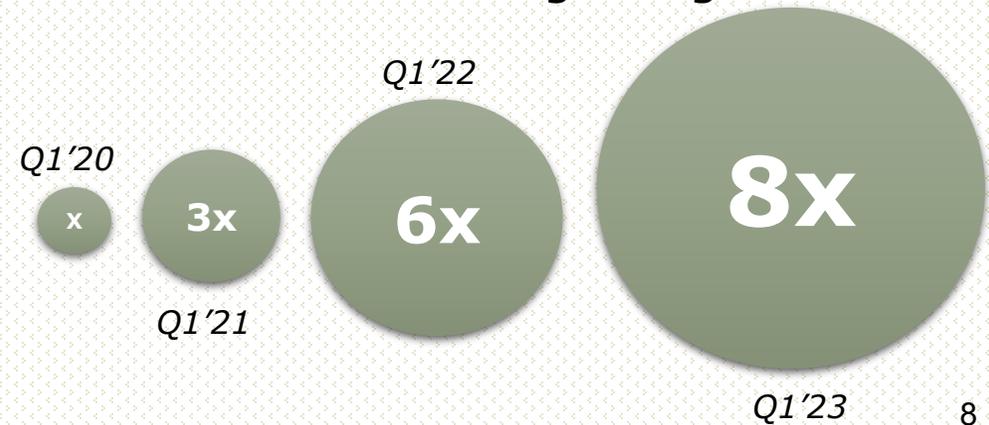


## Organized trade – Getting future ready

### Organized Trade – Business Saliency



### E-Commerce : Fastest growing Channel



## End-To-End Marketing Campaigns of New Launches



**Biscafe - #CoffeeKaBetterHalf**



**50-50 Golmaal**



**Nutri Choice - Seeds & Herbs**



**Jeera Marie**

## Core - Brand Building & Sustenance



**Bourbon**



**Good Day Chocochip**



**50-50 Potazos**



**Good Day Harmony**



**Milk Bikis (TN)**



**Bar Cake TVC**

# 2. Heightened Innovation to fuel next phase of growth..

## Biscuits – Expanding Portfolio across categories



Cracker



Premium Creams



Health

## Newer Categories – Expanding Reach & Strengthening the Core



Croissant – National scale-up



Cheese Wafers

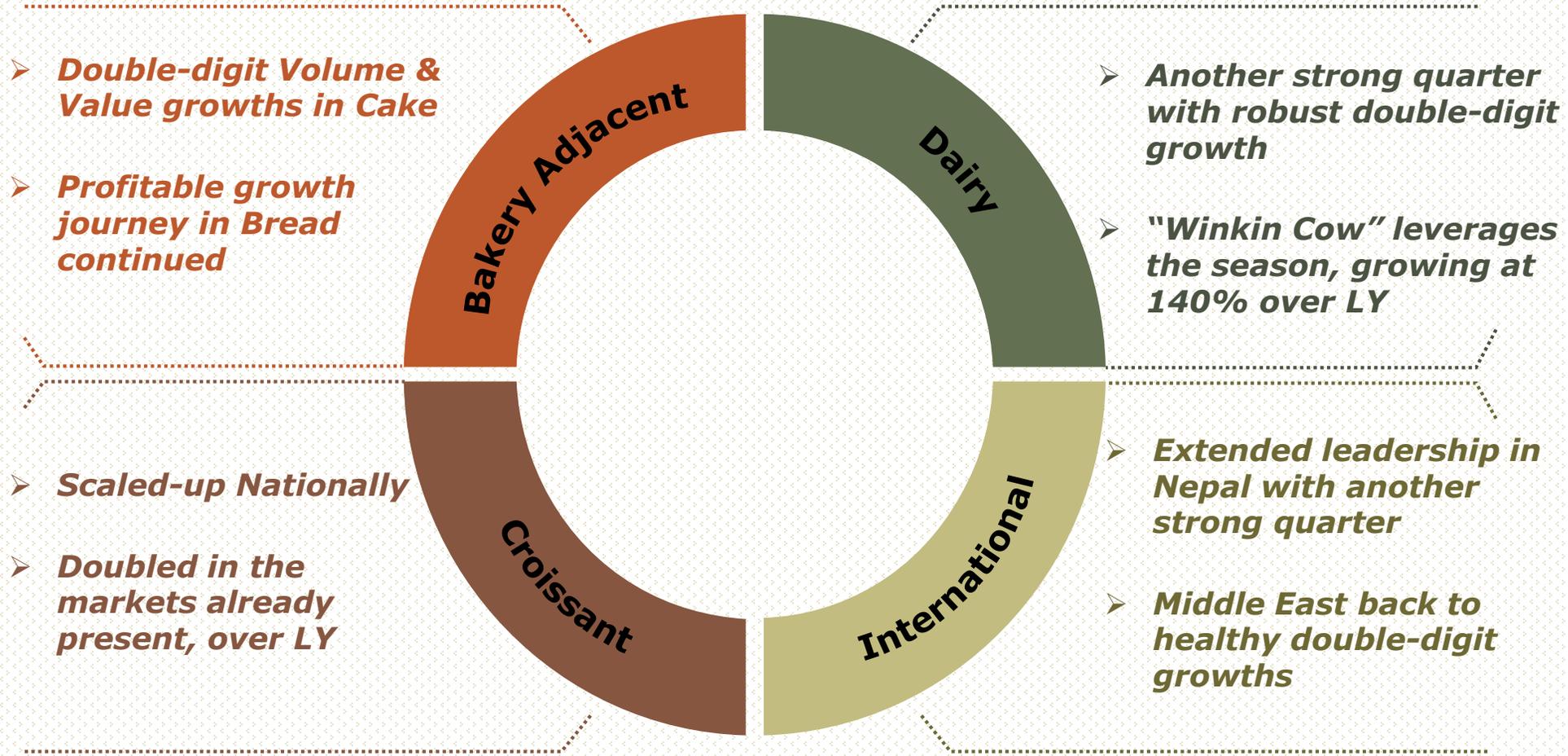


Cup Cake – Rs 5 variant



Marble Cake

### 3. Growths in Adjacent Businesses demonstrates Brand resilience..

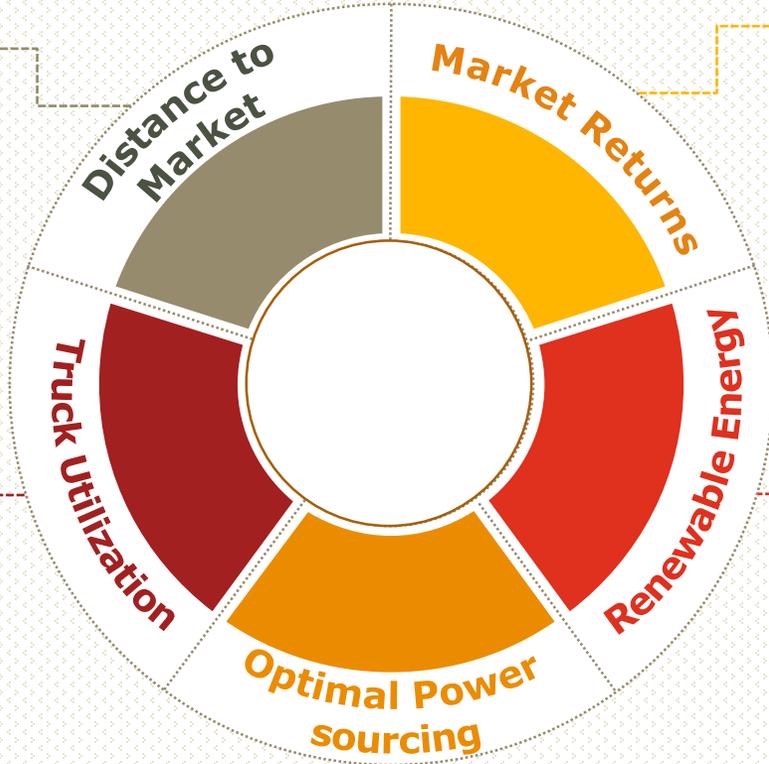


# 4. Cost efficiencies through building competitiveness..

**Reduction by 4% in Q1**  
by creating flexible manufacturing capabilities to house multiple products

**Reduction by 15% in Q1** enabled by structural process changes

**Leveraging technology & focused execution** helped enhance truck utilization factor **by 3%**



- Constitutes **>40%** of Power consumption
- Reduction in costs by **30%**

**Rationalization of DG usage** across factories, aided by alternate sources of energy

**Reduction in Power cost by 6%**

# 5. Strengthening our commitment to Responsible Goodness

On World Environment Day - Achieved **100% Plastic Neutrality!**



We collected, processed, and recycled an estimated **35,000 metric tonnes of plastic waste** in FY 2021-22.

Committed to becoming 100% EPR (Extended Producer Responsibility) compliant and reducing the use of virgin plastic by deploying measures including:

- Redesigning packaging to reduce the quantum of plastic used
- Replacing plastic through innovation
- Accelerating the use of recycled plastics in food packaging including primary packaging, subject to an enabling regulatory environment and technology readiness

Released the Sustainability Report 21-22



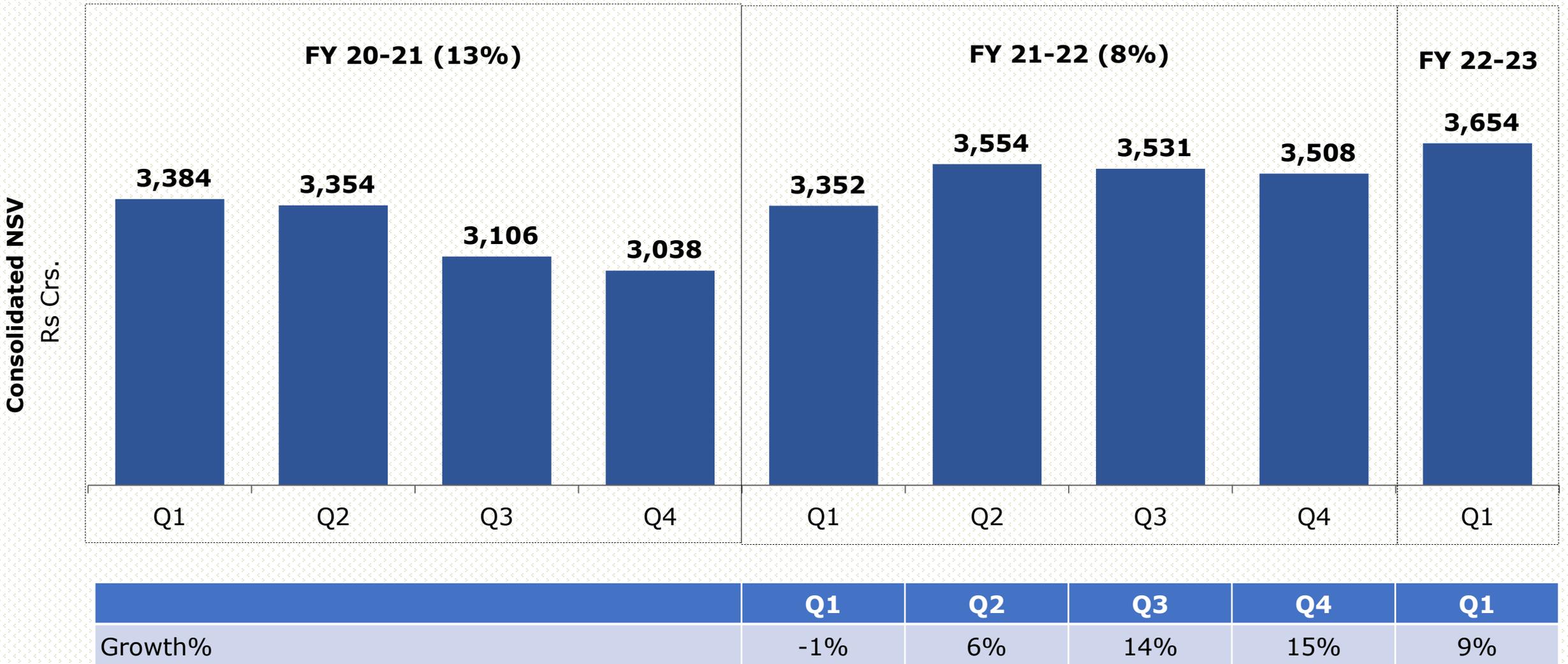
Submission completed for DJSI 21-22



# Q1'23 Financials



# Healthy growth across Businesses helps deliver 9% growth for the quarter...



Consolidated NSV as per published results

Nos. in the bracket indicate revenue growths 15



# Key Financial Lines – Consolidated (Reported)

Particulars	Q1 22-23	
	Rs Crs	12 month Growth%
Net Sales	3,654	9%
Operating Profit	450	-11%
Profit Before Tax	463	-13%
Profit After Tax (Owner's share)	337	-13%

Particulars	12-13	13-14	14-15	15-16	16-17	17-18	18-19	19-20	20-21	21-22	Q1 22-23
Profit from Operations%	5.7%	8.0%	9.3%	13.2%	12.9%	13.8%	14.3%	14.5%	17.9%	14.3%	12.3%
Profit before Tax%	5.8%	8.3%	12.2%	14.7%	14.5%	15.4%	16.1%	16.1%	19.5%	14.9%	12.7%
Profit after Tax%	4.2%	5.8%	8.9%	9.9%	9.9%	10.2%	10.6%	12.3%	14.5%	10.9%	9.2%