

PFL/2022

Date: 31.08.2022

To
BSE Ltd.
 Floor No. 25,
 Phiroze Jeejeebhoy Tower,
 Dalal Street,
 Mumbai – 400 001

National Stock Exchange of India Ltd.,
 “Exchange Plaza”,
 Bandra-Kurla Complex,
 Bandra (E),
 Mumbai – 400 051

BSE Scrip Code: 500368

NSE Symbol: PATANJALI

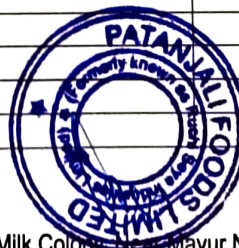
Dear Sirs,

Sub. : Outcome of Schedule of Investors meeting under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015

This is further to our letter dated 29.08.2022 regarding above.

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the officials of our Company Patanjali Foods Limited (Formerly known as Ruchi Soya Industries Limited) ("the Company") have interacted with investors. The schedule for the same is given below:

Date	Particulars	Physical Meeting
29-08-2022	Invesco Mutual Fund	One-on-One
29-08-2022	Pinpoint Asset Management	One-on-One
29-08-2022	ASK Investments	Group Meeting
	M3 Investments	
	L&T Mutual Fund	
	Reliance Life Insurance	
	Ace Lansdowne Investments	
	SBI General Insurance	
	Valuequest	
	Motilal Oswal	
29-08-2022	DSP Investment Managers	One-on-One
29-08-2022	Alfaccurate Advisors	Group Meeting
	Sohum	
	Sunidhi	
	Enam Capital	
	Lucky Investments	
	Helios	
	Quest Investments	
	Ambika	
	KM Visaria Family Trust	
	Quant Mutual Fund	
	GeeCee Investments	
30-08-2022	Sundaram Mutual Fund	One-on-One
30-08-2022	Carnelian Capital	One-on-One
30-08-2022	ASK Investment Manager	One-on-One
30-08-2022	Motilal Oswal Securities	One-on-One
30-08-2022	HDFC Mutual Fund	One-on-One



We attach herewith a copy of presentation made during the meeting for your records.

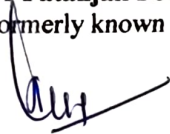
The presentation is also available on our website www.patanjalifoods.com.

It is for your information and records please.

Yours faithfully,

For Patanjali Foods Limited

(Formerly known as Ruchi Soya Industries Limited)



Ramji Lal Gupta
Company Secretary



Encl.: As above



PATANJALI[®]

PATANJALI FOODS LIMITED

(Formerly known as **Ruchi Soya Industries Limited**)

Agenda



INTRODUCTION

KEY SEGMENT SUMMARY

KEY STRENGTHS

FINANCIAL PERFORMANCE

STRATEGY & OUTLOOK

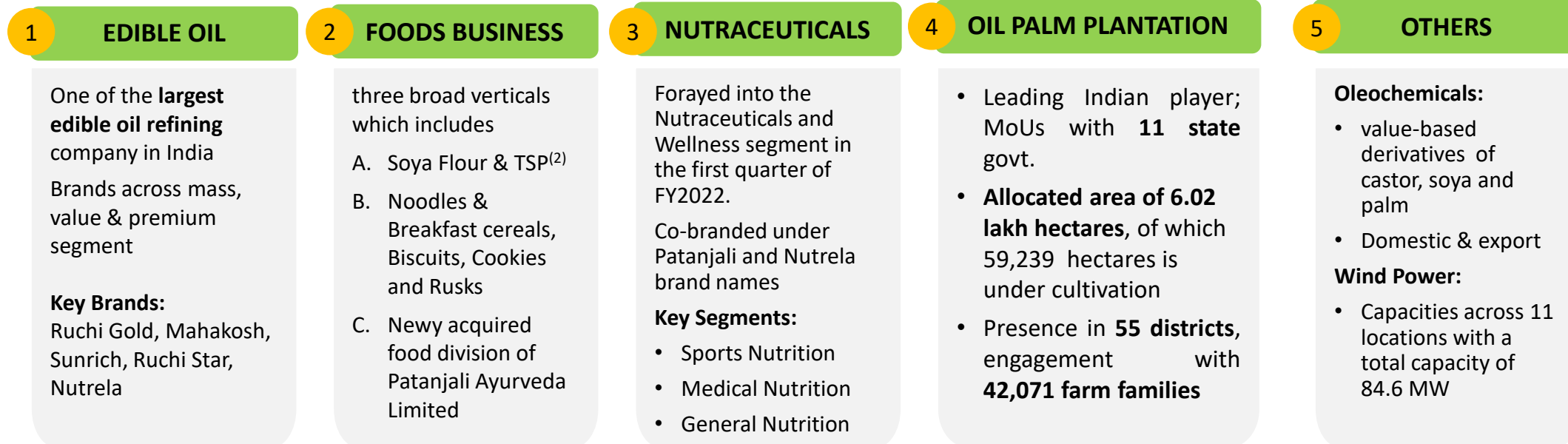
APPENDIX

Patanjali Foods Limited – Brief Overview

Business Overview

- Large diversified conglomerate with focus on FMCG and FMHG segments
- Part of the **Patanjali Group**, one of India's leading FMCG, health and wellness company
- **Strategic Manufacturing facilities:** 25⁽¹⁾ processing plants (of which 19 are operational processing plants) across India, and access to 43 contract manufacturing units⁽¹⁾
- Present across the **entire value chain** in palm and soya segment, with a healthy mix of upstream and downstream business
- Well diversified portfolio to cater a wide spectrum of consumer preferences and market trends in different income segments of retail market

Business Verticals



Note: (1) Includes the biscuit plant acquired as part of the Business Transfer Agreement with Patanjali Group. (2) TSP = Textured Soya Products.

Experienced Promoters, Distinguished Board and Management Team

BOARD OF DIRECTORS



Acharya Balkrishna Ji – Chairman & Non-Executive Director

- Received the “UNSDG 10 Most Influential People in Healthcare”
- Managing Director of Patanjali Ayurved Limited from Oct, 2007
- General secretary of Divya Yog Mandir Trust
- “Indian of the year business category -2017” award by CNN-News 18 in 2017



Swami Ramdev Ji - Non-executive Director

- President of Divya Yog Mandir
- Doctor of Science (Honoris Causa) from Dr. D. Y. Patil Vidyapeeth, Pune
- Doctor of Philosophy (Honoris Causa) from KIIT University, Bhubaneswar
- Doctor of Science (Honoris Causa) from Amity University, Uttar Pradesh
- Doctor of Laws (Honoris Causa) from Berhampur University



Sh. Ram Bharat - Managing Director

- Associated with the Patanjali Group for a decade having joined on October 1, 2011
- Associated with our Company since implementation of the Patanjali Resolution Plan
- Also serves as non-executive director and director on boards of other Patanjali Group of companies



Dr. Girish Ahuja - Independent Director

- Director on the boards of Amber Enterprises India Limited, Devyani Food Industries Limited, RJ Corp Limited, Flair Publications Private Limited, Unitech Limited, Sidwal Refrigeration Industries Private Limited, Ever Electronics Private Limited
- Authored 22 books on the Indian taxation system
- Chartered Accountant and Doctorate in philosophy from Delhi University



Dr. Tejendra Mohan Bhasin - Independent Director

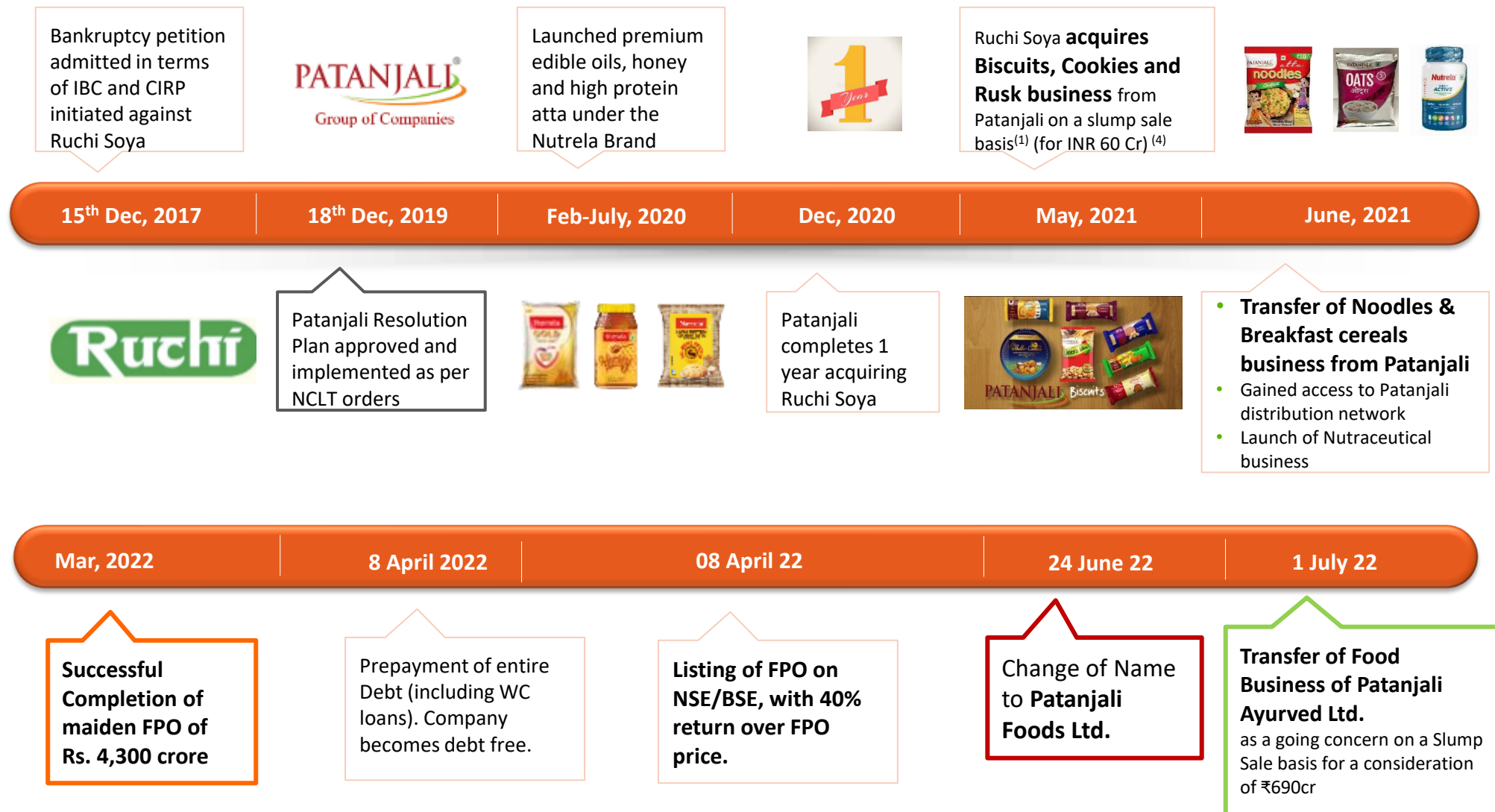
- Ex-vigilance commissioner of the Central Vigilance Commission, appointed by the President of India
- Former Executive director on the board of United Bank of India and the chairman and managing director of Indian Bank
- Chairman of Advisory Board for Banking Frauds constituted by the central vigilance commission, in consultation with RBI



Justice Gyan Sudha Misra (Retd.)- Independent Director

- She is a retired Judge of the Supreme Court of India
- Director on the boards of Indiabulls Real Estate Limited, Indiabulls Housing Finance Limited, Yaarii Digital Integrated Services Limited, Olectra Greentech Limited and Indiabulls Life Insurance Company Limited

Patanjali Foods Limited – Key Milestones



Note: (1) As a part of Business Transfer Agreement. (2) On account of one time Provision for Doubtful Debts / Advances of INR 5,029 crores effected by Resolution Professional in FY2017-18. (3) Excludes Exceptional Items of Gain due to De-recognition of liabilities and Loss due to Impairment of Capital Work in Progress and Property,

Plant and Equipment. (4) The exact consideration is INR 6,002.50 lakhs as per the business transfer agreement with PNB.

Agenda



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KEY STRENGTHS

FINANCIAL PERFORMANCE

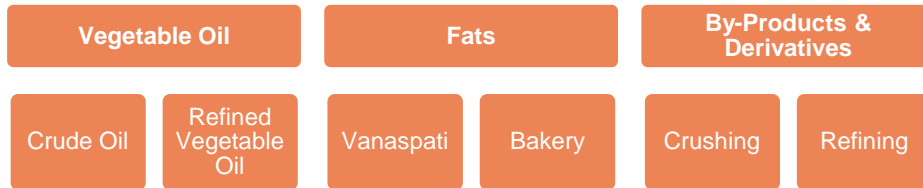
STRATEGY & OUTLOOK

APPENDIX

1 Edible Oil, its By-products and Derivatives: Business Segment

About the Business

- Recognized amongst the largest branded oil packaged food companies, with a strong and robust portfolio of brands in various types of cooking oils under categories such as soyabean, mustard, sunflower, palm, cottonseed and groundnut.
- Key brands –**
 - Edible oils category - Ruchi Gold, Mahakosh and 'Nutrela'
 - Premium oil products - Sunlight, Sunrich and Ruchi Star



Growth Drivers

Strong export demand of soybean meal

- Strong demand for non-GM soybean meal from the international markets
- The exports have grown by 30% basis volume in last 3 years

Governments focus to reduce imports

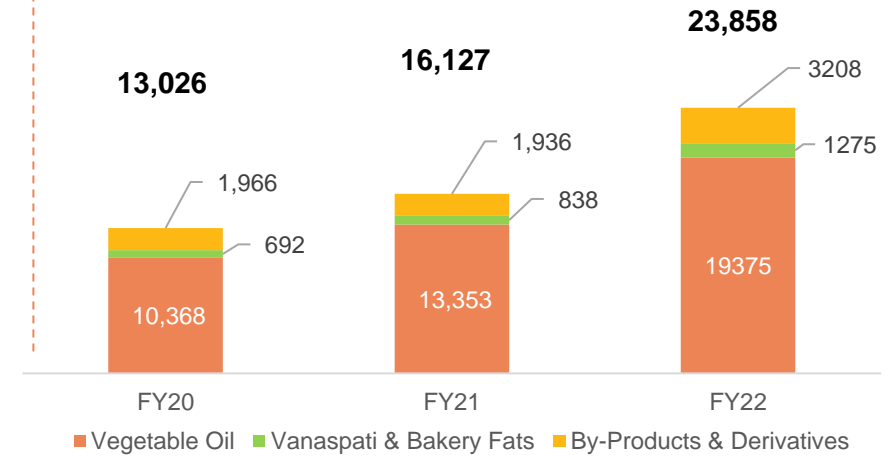
- Measures to increase the domestic production of edible oil seeds with various initiatives:
 - ✓ Increasing area under cultivation
 - ✓ Improve production & productivity of crops

Growth in Domestic Feed Industry

- The feed industry is growing at a CAGR of 8%
- Poultry, cattle and aqua feed sectors emerging as major growth drivers

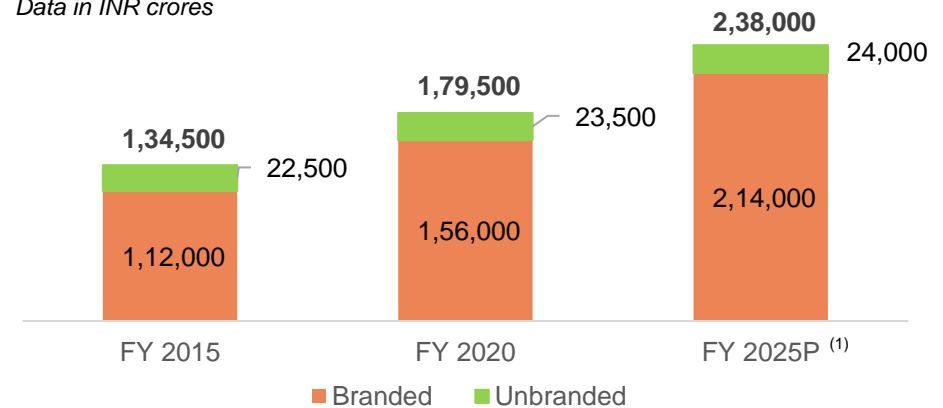
Operational & Financial Metrics

Data in INR crores



Market Size

Data in INR crores



2-A Foods - Edible Soya Flour and Textured Soya Protein (“TSP”)

About the Business

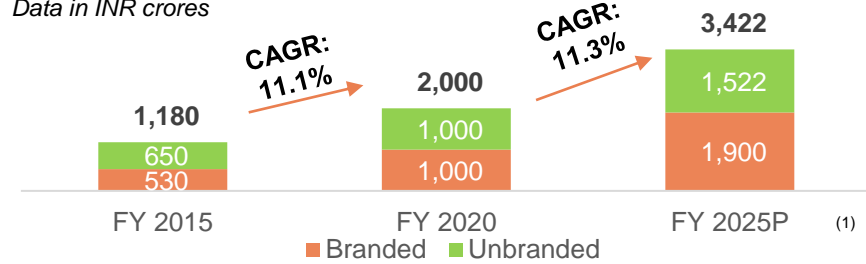
- Pioneered soya chunks in 1980’s in India
- Launched soya chunks through brand ‘Nutrela’ 3 decades ago
- Soya flour and TSP is sold to retail consumers in India under the **Nutrela** brand and exported under the **Patanjali** umbrella brand
- One of the highest exporters of value-added soya products and by-products, to more than 31 countries in the world
- Launched a health portal www.nutrelahealth.com and “OrderMe’ app

Key Products

Nutrela Chunks	Nutrela Mini Chunks	Nutrela Granules	Nutrela TSP
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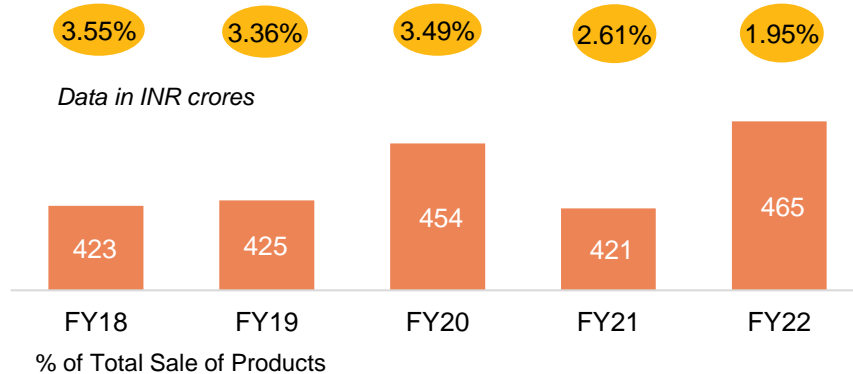
Market Size

Data in INR crores

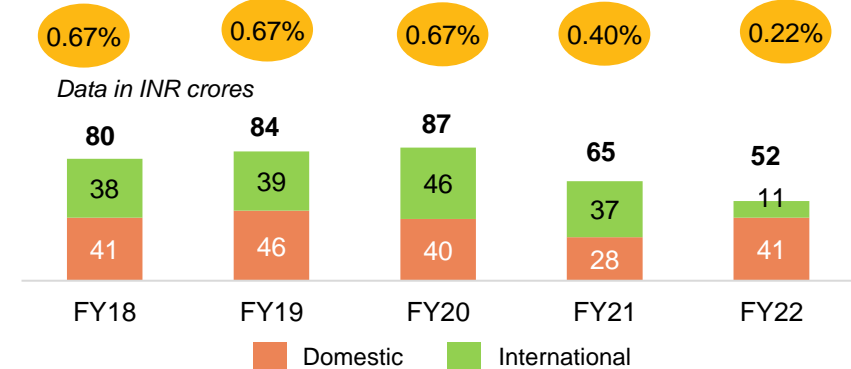


Operational & Financial Metrics

Total Sales - TSP



Total Sales - Edible Soya Flour



Pioneers of soya foods in India: household brand “Nutrela” which has a leading (40%) market share in India and exported to 31 countries⁽²⁾

Source: Technopak Report.

Note: (1) P = Projection. (2) As of 31st December, 2020. (3) Market share of key branded players.

2 - B Foods - Noodles, Breakfast cereals, Biscuits, Cookies and Rusks

About the Business

Noodles & Breakfast cereals

- Acquired breakfast cereals and atta (wheat) noodles product category, in June 2021 from Patanjali Group
- Sale of Healthier version (whole wheat) noodles and breakfast cereals, under the “Patanjali” brand name
- Access to 4 contract manufacturing units at Rajasthan, Uttarakhand and Haryana under the “Patanjali Assignment Agreement”
- Contract manufacturing enables low capital expenditure

Biscuits, Cookies and Rusks

- Entered the segment in May 2021 by acquiring it from Patanjali Natural Biscuits Private Limited (“PNBPL”) at a consideration of INR 60 crores⁽²⁾
- Pioneers in atta biscuit with high fibre and one of the leaders in Milk biscuits under the brand name “Doodh”

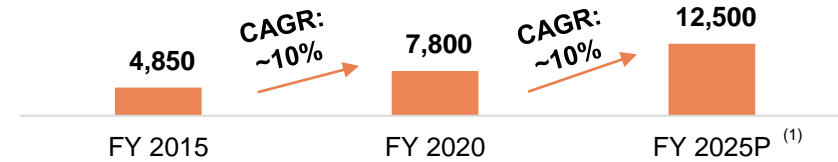
Key Strengths

- Diversified product portfolio enables us to cater to a wide range of taste preferences and consumer segments
- Equipped with advanced equipment and modern technology
 - Automatic manufacturing in different stages: processing of raw materials, mixing, moulding / cutting, baking and packing
- Building upon Patanjali’s quality, product range and effective pricing to develop customer loyalty in key markets

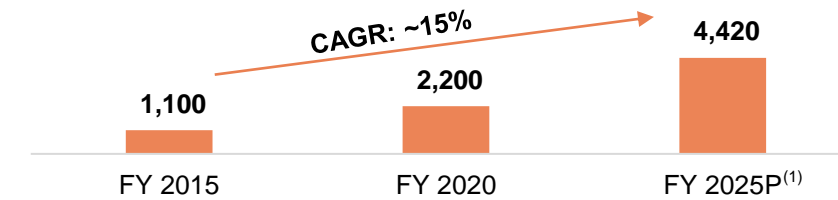
Market Size



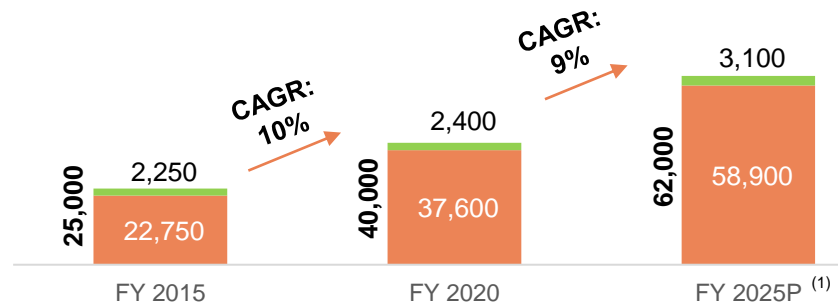
Noodles



Breakfast Cereal



Biscuits, cookies & Rusks



Data in INR crores

■ Branded ■ Unbranded

TRANSFER OF PATANJALI'S FOOD PORTFOLIO w.e.f 1st July 2022

8 categories > 500 SKUs

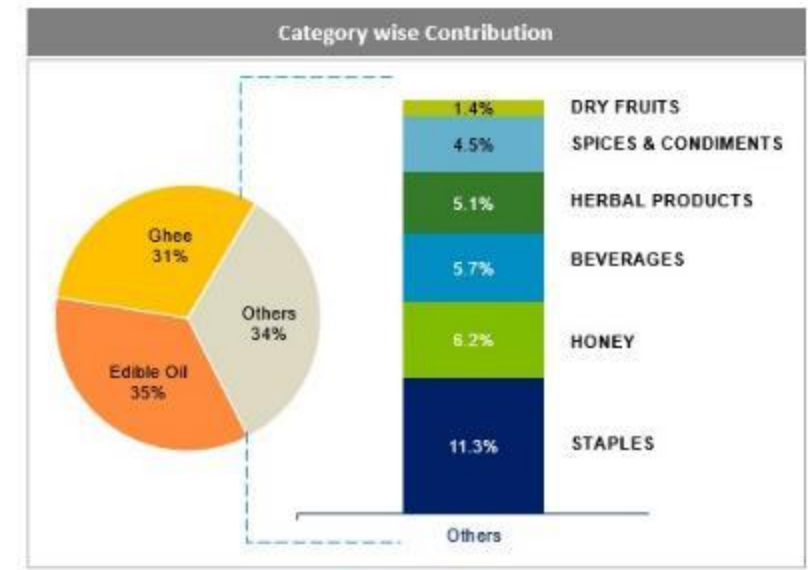
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₹ 690 crore

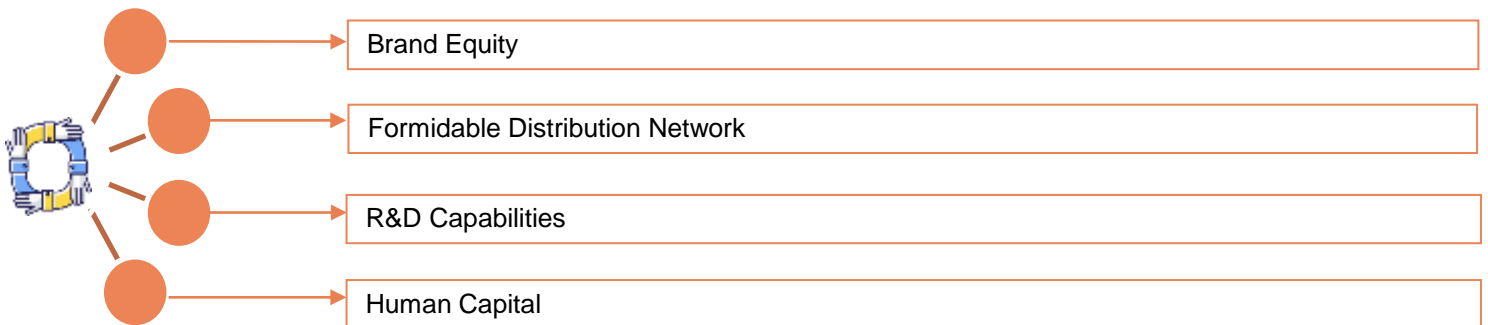


Ghee	Edible Oil	Beverages	Spices & Condiments	Herbal Products	Dry Fruits	Honey	Staples
<ul style="list-style-type: none"> • Cow Ghee 	<ul style="list-style-type: none"> • Mustard oil, Rice bran oil • Other physically refined oil 	<ul style="list-style-type: none"> • Aloe vera juice, Amla Juice • Medicated juices • Fruit juice & beverages 	<ul style="list-style-type: none"> • Spices • Candy, Murabba, Jam, Ketchup, Pickle 	<ul style="list-style-type: none"> • Badam Pak, Musli Pak • Herbal Powervita 	<ul style="list-style-type: none"> • Dry Fruits • Madhuram, Kesar 	<ul style="list-style-type: none"> • Honey 	<ul style="list-style-type: none"> • Whole wheat traditional Chakki Atta • Pulses, other staples

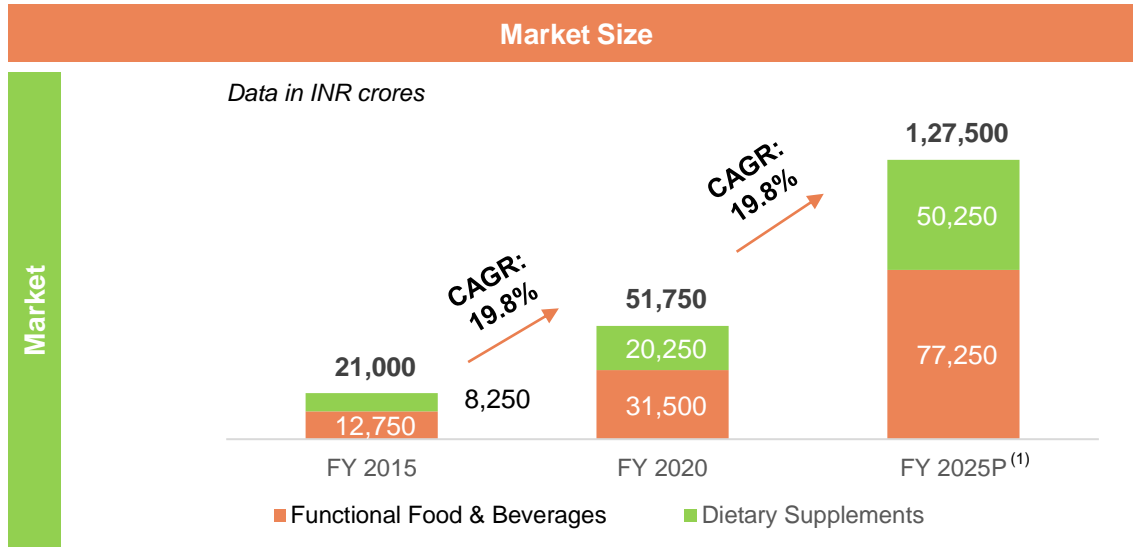
- **Edible Oil; largest category**, accounting for 1/3rd of revenue has the potential to grow multifold on strong and well developed edible oil distribution base of Ruchi Soya Industries
- **Top 2 products; Edible Oil and Ghee** contribute to 64% of total sale
- **Next 6 categories** contribute to 36% revenue share; potential to grow multifold by leveraging Nutrela distribution base
- Consists of both high-margin, high-growth products along with high-volume, moderate growth products which shall have a positive impact on margin profile of the company.



Synergies



3 Nutraceuticals and Wellness Products



Emerging Trends in Industry

- Transparent and Effective Education for consumers**
 - The players are undertaking the task of educating the consumers by sharing detailed information about the products and the advantages and functions
- Consistent Product Improvement**
 - Companies are working on number of factors like enhanced quality levels of the product, improved transparency, and aggressive pricing to widen the consumption
- Opportunity for new players**
 - High cost and long-time frames of product development are entry barriers for new players. FSSAI have been working on regulations, which will open avenues for new entrepreneurs

About the Business

Product Features

- 100% Vegetarian
- Advanced technologies
- Natural, Non-GMO Products⁽²⁾
- Confirms regulatory specifications

Manufacturing

- Manufacturing at state of art plant located at Patanjali Food and Herbal Park, Haridwar under contract manufacturing agreement

Distribution

- Explore both offline and online avenues of distribution to maximize reach
- Nutraceuticals will be marketed through various sales channels of RSIL and of PAL⁽²⁾ including Patanjali Order Me app

Patanjali Foods and Herbal Park Pvt. Ltd.

Foray into the high margin FMHG segment to capitalize on the demand for nutraceutical and wellness products

Source: Technopak Report.
Note: (1) P = Projection.

4 Oil Palm Plantation (In India)

About the Business

- Largest oil palm plantation company in India, with allocated area of 6.02 lakh hectares, of which 59,239 hectares is currently being utilized
- Backward integration strategy to create one of the largest palm oil plantation companies in India
- Public Private Partnership Business model, allows company to maintain an asset-light business model
- Completely digitized procurement and payment process
- GEO tagging and other technological support

Products

Product	Extracted From	Applications	Generation %
Crude Palm Oil	FFBs ⁽¹⁾ of oil palm	Edible Oil, Personal care, cosmetic, & confectionary	18%
Crude palm kernel oil	Palm kernel	Confectionary, personal care & edible oil	2%
Palm kernel cake	Palm kernel	Animal Feed	2.5%
By-Products: Shell & Palm fibre	N.A.	Boiler Fuel	Shell-4.5% PF ⁽²⁾ -13%

Note: (1) FFB = Fresh Fruit Bunches. (2) PF = Palm Fibre. (3) palm oil mill plant and palm kernel plant.

Source: Technopak Report.

Allocated Area for Plantation	6.02 lakh Hectares
Area Utilized	59,239 Hectares
Farmer information cum FFB collection centres	188
Fertiliser Godowns	22
State-of-art Nurseries	16

Operational & Financial Metrics

Location	Collection Centres	Fertilizer Godowns
Peddapuram (AP)	59	17
Ampapuram (AP+TS)	34	2
Mysore(Karnataka)	88	3
Telengana	7	-
Total	188	22

42,329 farmer beneficiaries across 11 states as on 15th August, 2021

Manufacturing Facilities

4 Palm oil mills in India

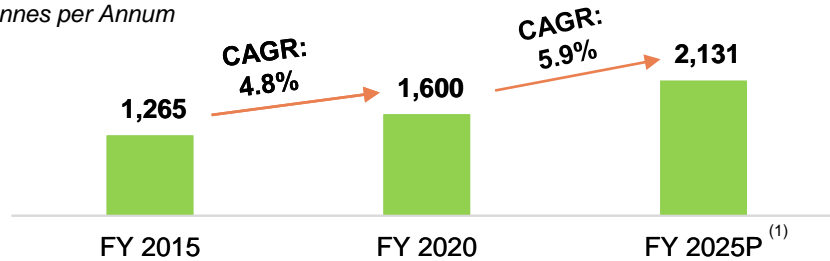
Plant	4 Palm oil mills in India		
	Ampapuram (Vijayawada) ⁽³⁾	Peddapuram (Kakinada) ⁽³⁾	
	Mar'22	Mar'21	Mar'20
Installed Capacity	9,00,000	9,00,000	9,00,000
Actual FFBs procured	4,67,500	3,84,145	4,05,909

About the Business - Oleochemicals

Downstream business utilizes the by-products produced primarily from the edible oil refineries which are exported to more than 20 countries.

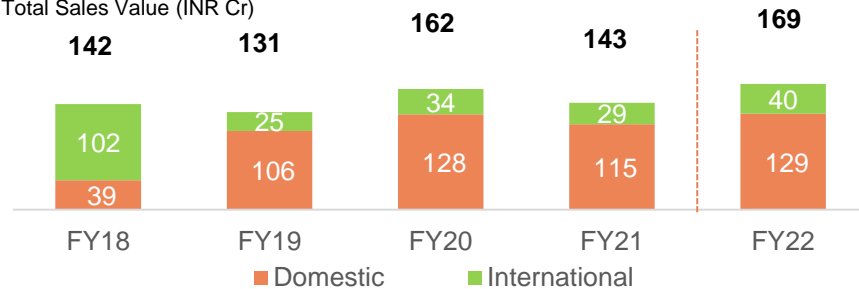
Market Size - Oleochemicals

Tonnes per Annum



Operational & Financial Metrics - Oleochemicals

Total Sales Value (INR Cr)



Manufacturing Facility - Oleochemicals

- Located in Gandhidham (Gujarat) with close proximity to the Kandla and Mundra port
- **Plant Capacity:** 42,000 MT of soap noodles, 35,000 MT of split fatty acids, 33,600 MT of toilet soap, 15,000 MT of castor derivatives (including hydrogenation) and 9,000 MT of refined glycerine
- **Facility Certifications:** Kosher, Halal, ISO 9001:2015

Source: Technopak Report.

Note: (1) P = Projection.

About the Business - Renewable Energy – Wind Power

- Company has a total installed capacity of Wind Power Generation of ~84.6 MW across 11 locations across 6 states with 89 Wind Turbines (WTG) having
- All the wind projects are carbon credit registered.

Manufacturing Facility - Renewable Energy – Wind Power

Location	Capacity (MW)
MP (PPA with Govt.)	48.0
MP (Captive)	9.1
Rajasthan (PPA with Govt.)	18.0
Tamil Nadu (Captive)	2.5
Karnataka (Captive)	3.0
Gujarat (Captive)	1.5
Maharashtra (PPA with Govt.)	2.5
Total	84.6

Agenda



Introduction

Key Segment Summary

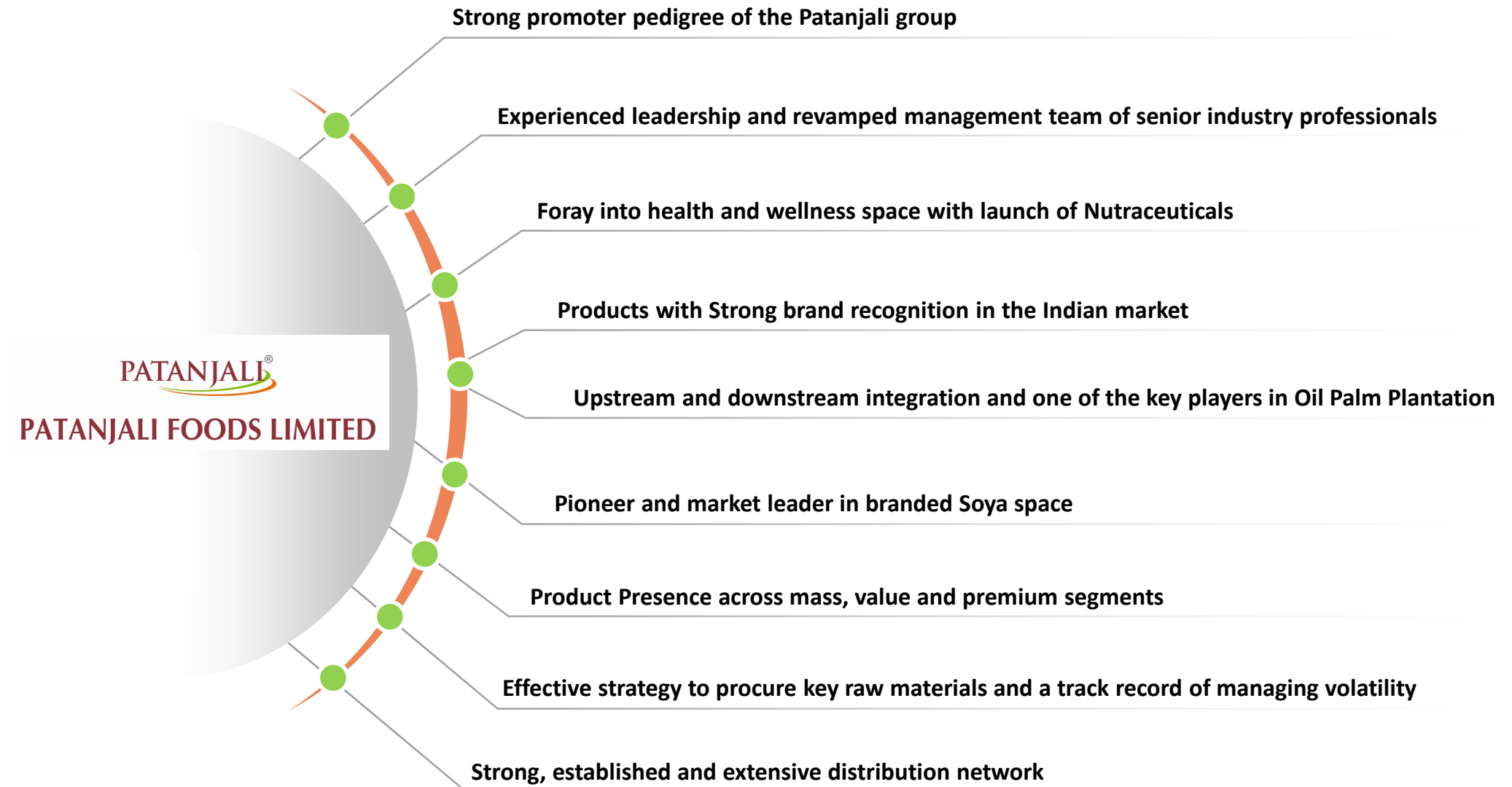
Key Strengths

Financial Performance

Strategy & Outlook

Appendix

Key Strengths



Products with Strong Brand Recognition in the Indian Market

Increased preference for branded food products on account of

Increase in awareness of health and hygiene

Growth of the organized retail distribution network

Rise in purchasing power among consumers, including in rural areas

PATANJALI
PATANJALI FOODS LIMITED



- **Products:** Biscuits, Digestive Cookies, Paushtic Marie, Crackers, Whole Wheat Rusk, Noodles, Breakfast & Cereals

Nutrela



- Synonymous with TSP⁽¹⁾, household name
- Positioned as a premium brand
- **Products:** Premium & Blended Oils, Soya Chunks, Honey and Atta

MAHAKOSH
FUTURE FIT
VANASPATI



- Focused on middle income segment with multiple oil varieties

PATANJALI
Nutrela



- Launched Nutraceuticals under Patanjali and Nutrela brands

RUCHI GOLD
REFINED
PALMOLEIN OIL



- Market leadership position
- India's highest selling palm oil brand

RUCHI STAR
REFINED
SOYABEAN OIL



- Contains vitamin E, which is known to boost immunity

Sunrich
REFINED SUNFLOWER OIL



- Mid market sunflower oil brand

SOYUMM!
REFINED SOYABEAN OIL



- Extremely strong equity and recall in various parts of North, East, Central and West India

Brands are well positioned across India and are exported to 31 countries across the world⁽²⁾

Strong, Established and Extensive Distribution Network

Strong, established and extensive distribution network in India

Modern Trade & E-Commerce Presence



BIGBASKET

WALMART

MORE

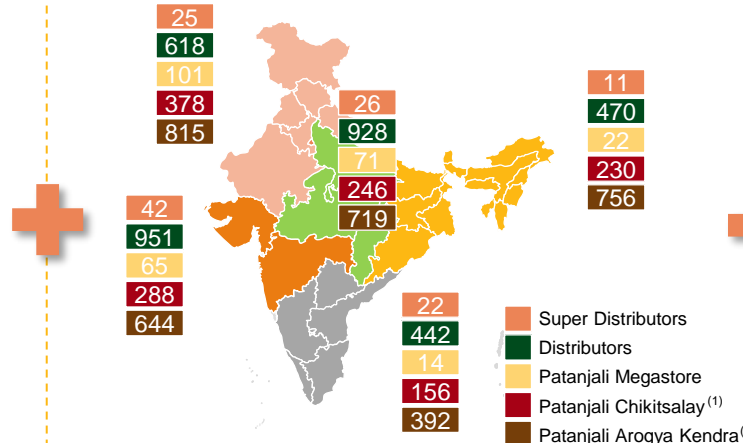
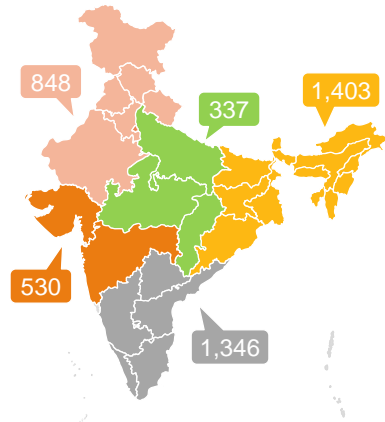
METRO
CASH & CARRY

SPENCER'S

Wide Distribution Network

Access to Patanjali's Distribution Network⁽³⁾⁽⁶⁾

Orderme App from Patanjali



Extensive distribution network throughout India

- 4,763 distributors
- ~100 Sale Depots
- Exports to 31 countries⁽⁷⁾
- 4,57,788 retail outlets

- 2,839 Distributors
- 1,092 Chikitsalaya⁽¹⁾
- 305 Mega Store

- 104 Super Distributor
- 3,260 Arogya Kendra⁽¹⁾
- 78,519 Pharmacies

5,24,343 Customer Touch Points⁽²⁾

Specialized Distribution for TSP⁽⁴⁾

While most edible oil players use their edible oil distribution networks for selling soya chunks, for its Nutrela TSP Ruchi Soya has its specialized distribution network of more than 1,000 unique touch points across India

Focusing on expanding our distribution network for increased penetration in metros, semi-urban and rural markets

Note: (1) Healthcare centres operated by Patanjali Group. (2) Includes 47,316 Pharmacies. (3) Distributor Agreement between Ruchi Soya and Patanjali Ayurveda Limited (PAL) as of June 2, 2021. As per the agreement, PAL is appointed as an non-exclusive authorized distributor of Ruchi Soya. PAL can further engage any sub-distributor, super distributor and/or any exclusive store. (4) TSP = Textured Soya Products. (5) Includes Modern Trade, Exports and Institutional Sales. (6) As on 31st March, 2021. (7) As on 31st December, 2020.

Agenda



Introduction

Key Segment Summary

Key Strengths

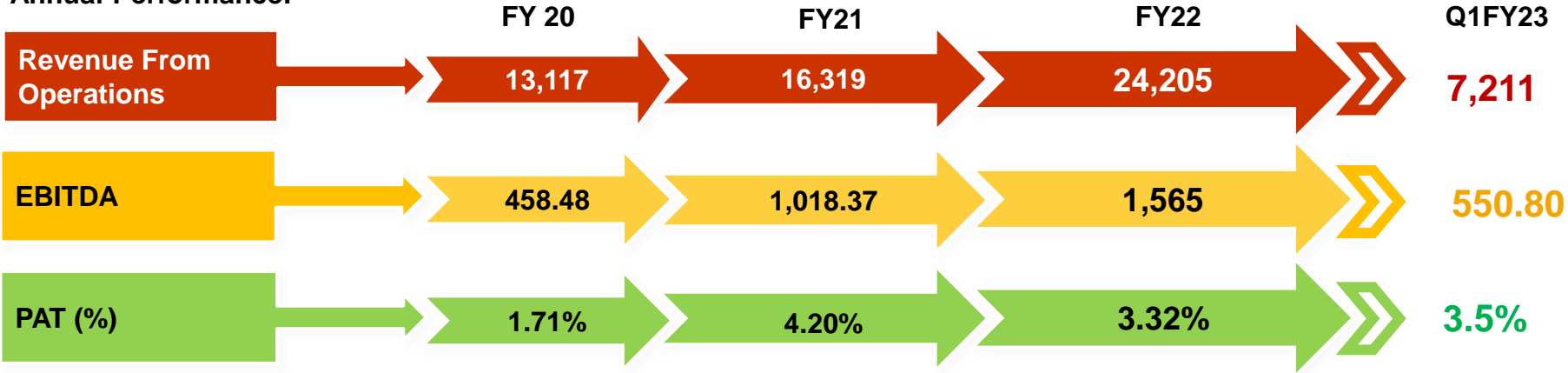
Financial Performance

Strategy & Outlook

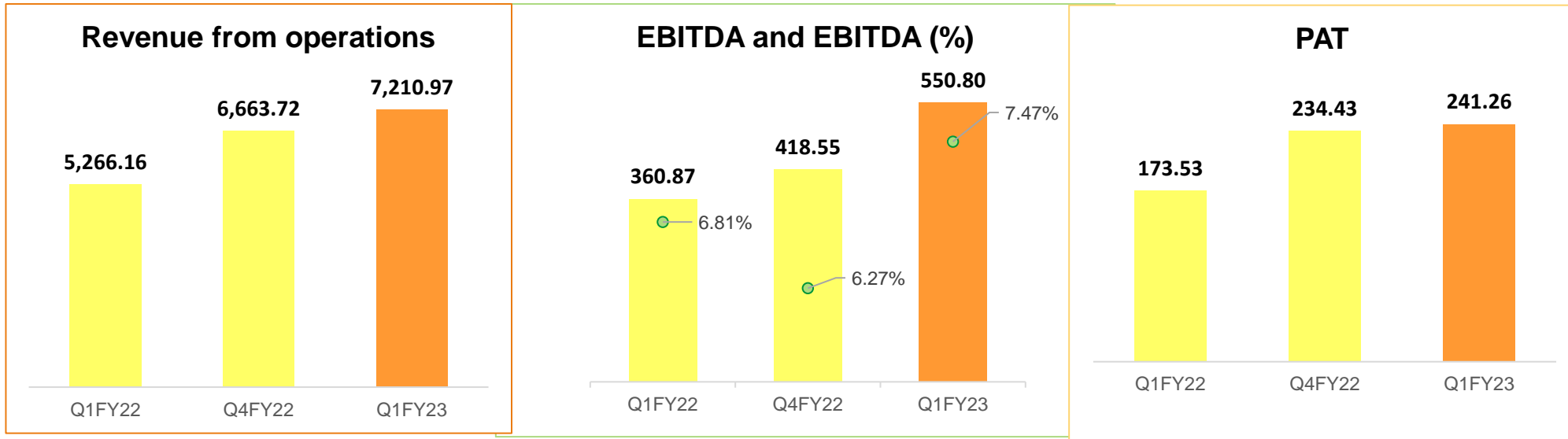
Appendix

Patanjali Foods Limited – Performance at glance

Annual Performance:

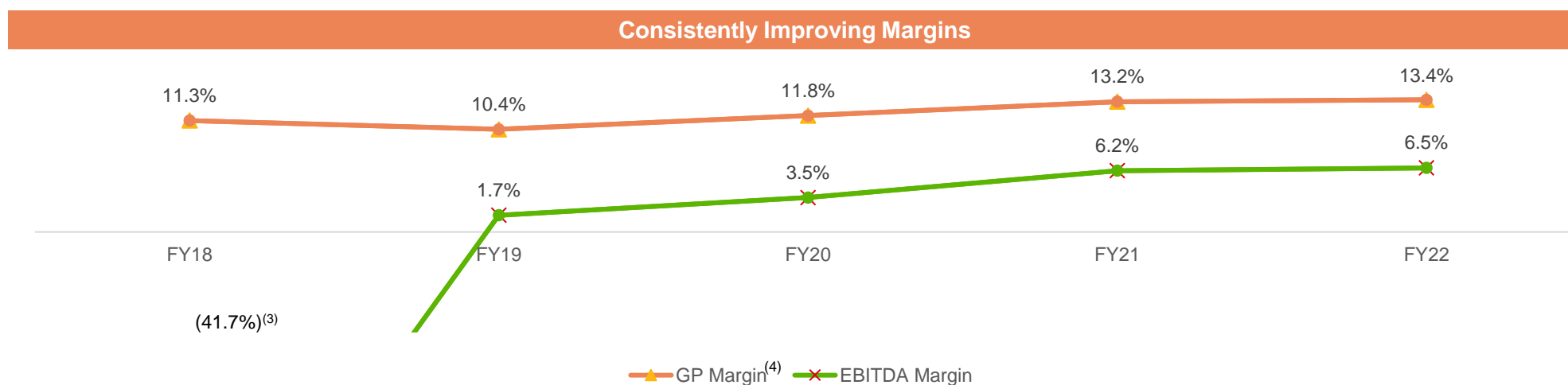


Quarterly Performance:



Financial Transformation of Business

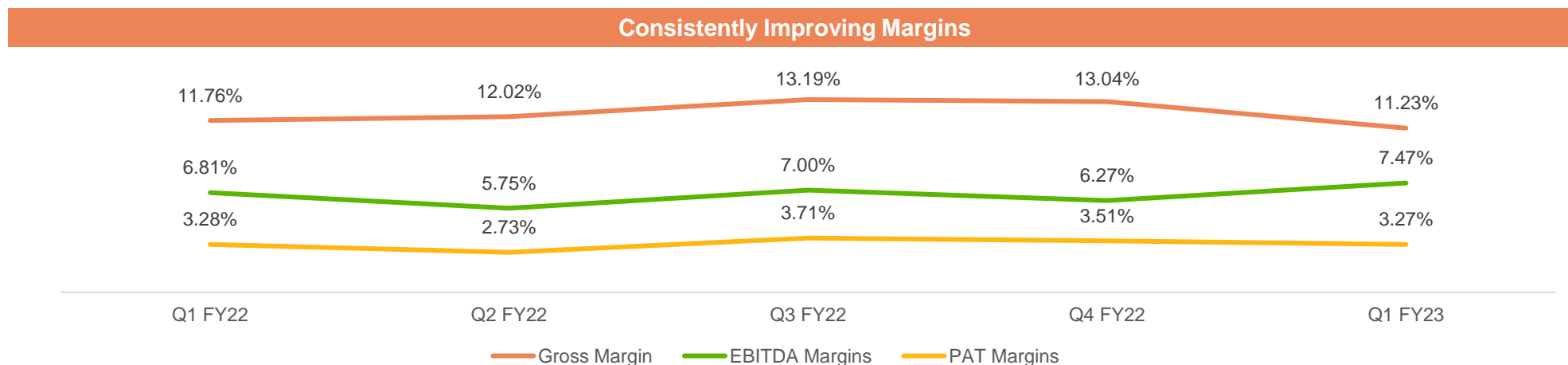
Key Financials (Annual)					
Key Metrics (INR Cr)	FY18A	FY19A	FY20A	FY21A	FY22A
Revenue from operations (net)	11,994	12,729	13,117	16,319	24,205
<i>Revenue growth (y-o-y)</i>		6.1%	3.1%	24.4%	48.3%
Gross profit	1,354	1,327	1,545	2,152	3,251
<i>Gross margin</i>	11.3%	10.4%	11.8%	13.2%	13.4%
EBITDA⁽¹⁾	(5,014)⁽²⁾	222	458	1,018	1,566
<i>EBITDA margin⁽¹⁾</i>	(41.7%)	1.7%	3.5%	6.2%	6.5%
PAT excluding exceptional items	(5,573)	77	225	681	806
<i>PAT margin</i>	(46.5%)	0.6%	1.7%	4.2%	3.3%
Reported PAT	(5,573)	34	7,715	681	806
<i>PAT margin</i>	(46.5%)	0.3%	58.8%	4.2%	3.3%



Note: (1) EBITDA computation includes Other Income. (2) On account of one time Provision for Doubtful Debts / Advances of INR 5,029 crores effected by Resolution Professional in FY2017-18. (3) Exact point not shown on graph as it is an outlier. (4) GP = Gross Profit.

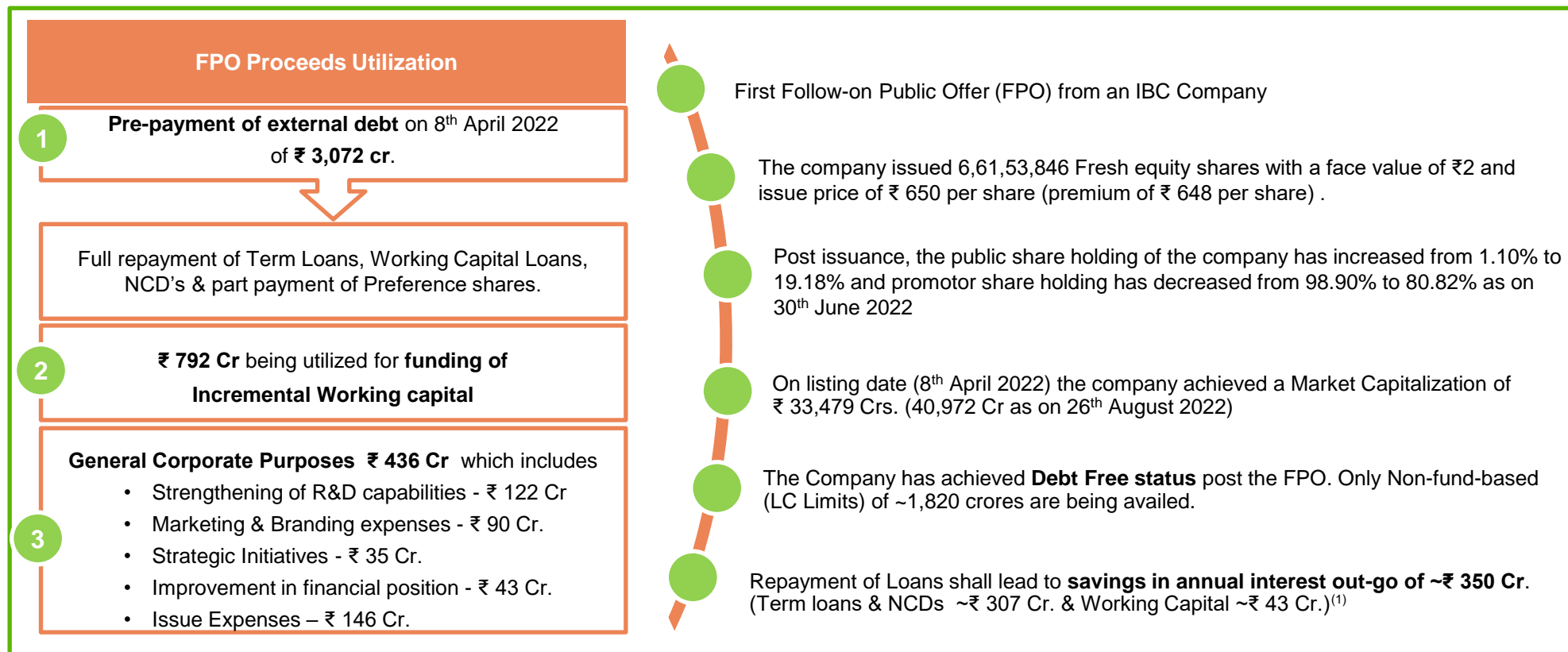
Financial Transformation of Business

Key Financials (Quarterly)					
Key Metrics (INR Cr)	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23
Revenue from Operations	5,266.16	5,995.03	6,280.46	6,663.72	7,210.97
<i>Revenue Growth (QoQ%)</i>		13.84%	4.76%	6.10%	8.21%
Gross Profit	619.05	720.72	828.41	869.07	809.71
<i>Gross Margin</i>	11.76%	12.02%	13.19%	13.04%	11.23%
EBITDA	360.87	345.67	440.90	418.55	550.80
<i>EBITDA Margin%</i>	6.81%	5.75%	7.00%	6.27%	7.47% ⁽¹⁾
PAT excluding exceptional Items	238.62	220.47	319.61	295.69	332.47
<i>PAT Margin</i>	4.51%	3.67%	5.07%	4.43%	4.51%
Reported PAT	173.53	164.27	234.07	234.43	241.26
<i>PAT Margin</i>	3.28%	2.73%	3.71%	3.51%	3.27%



Note: (1) Includes ₹ 149 crores of extraordinary items

Financial Transformation: Successful FPO of ₹ 4,300 crores



Our Debt Free journey			
Loans (Amount in Cr.)	O/s As on 31st Mar'22	O/s As on 8 th April '22	O/s post FPO As on 8 th Apr'22
Term Loans	2,251.44	2,266.39	NIL
Working Capital Loans	795.23	791.75	NIL
Others	876.52	805.86	169.80
Total	3,923.20	3,863.99	169.80

100% of Total Loans Repaid Post FPO

~₹ 350 Crs Annual savings in interest cost

NIL Term Loan & Working Capital Borrowings as on date

Note: (1) basis FY20-21 out-go ie. First year of full operations post loan availment.

Agenda

Introduction

Key Segment Summary

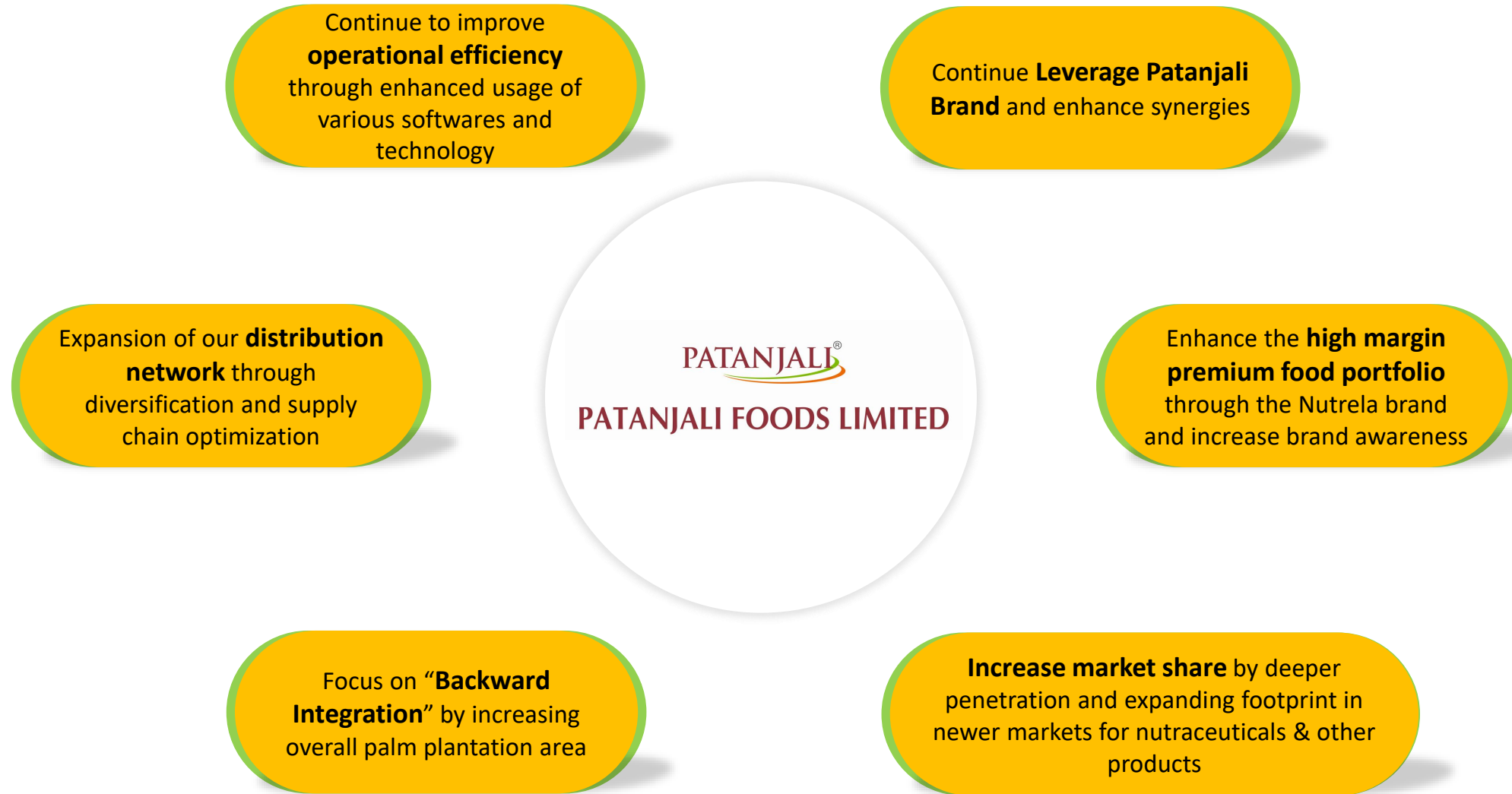
Key Strengths

Financial Performance

Strategy & Outlook

Appendix

Strategy & Outlook



Strategy & Outlook: New Initiatives

Expanding Export Markets

- Exploring new Export Markets for biscuits, Nutrela Soya Products, Nutraceuticals etc for which a team is already onboarded.
- Target to reach 250-300 crs of additional exports in the next 12 months

Growing Institutional Channel

- From NIL to ~100,000 lakh tons of institutional edible oil sales
- On boarded major bakeries, paint industry customers, State Governments, Army etc

Expanding “Nutrela” category

- Adding Soya Snacks, RTE/RTC range of Nutrela chunks, repositioning Atta and focus on premium range edible oils volumes
- Undertaking rebranding exercise and pricing strategy is being finalised keeping in line with market trends and expansion strategy.

Business unit for structured Finance

- Set up Business Unit for structured finance to leverage domestic and international trade flows, to reduce cost of funds and develop new margin streams.

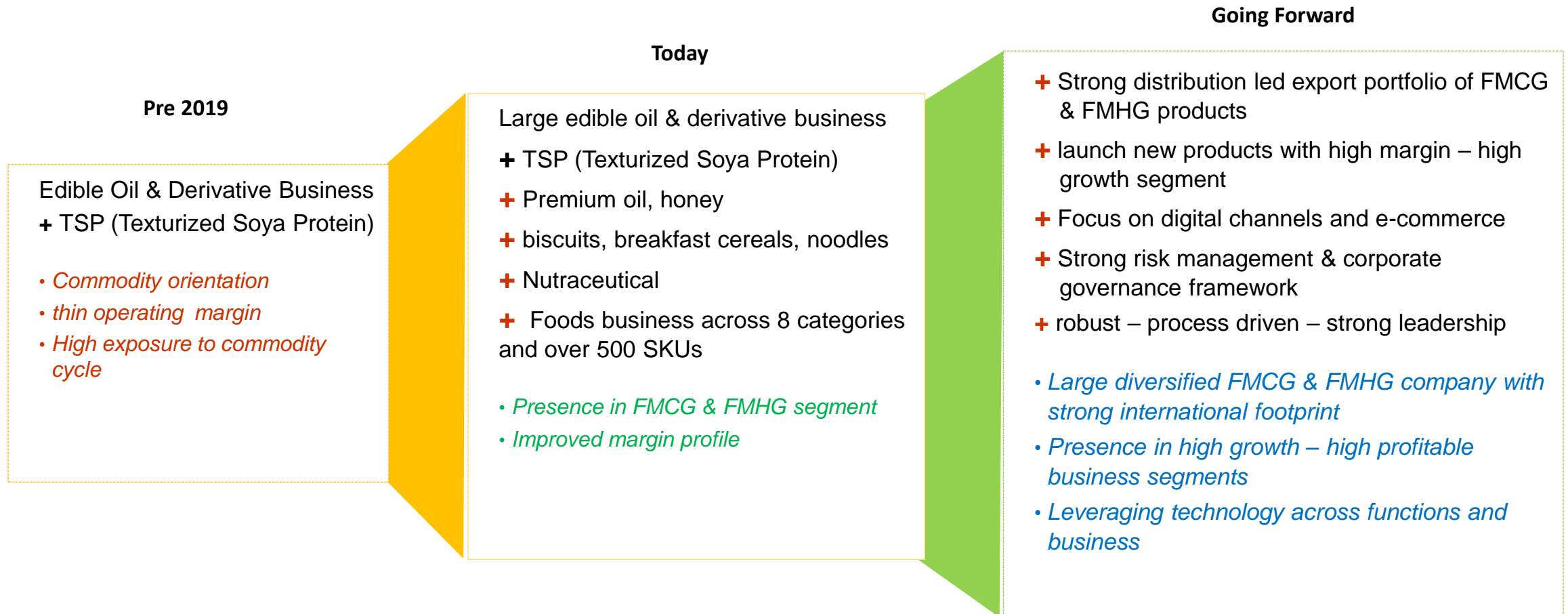
New Product Development

- Evaluating launch of soya snacks, soya chaap, virgin palm oil, premium blended oil .
- Added physical Refined edible oils range to our product portfolio wef 1st July 2022
- Plan to introduce premium biscuit range, premium products in food space etc

Fostering Digital Growth

- Working aggressively towards strengthening ecommerce sales across platforms to cater to B2C segment
- Launched ‘OrderMe’ app in line to the changing consumer preferences and personalise the user experience

Transformation Journey & Future Outlook



AGENDA



INTRODUCTION

KEY SEGMENT SUMMARY

KEY STRENGTHS

STRATEGY & OUTLOOK

FINANCIAL PERFORMANCE

APPENDIX

Appendix: Financial Statement

Select Balance Sheet Items

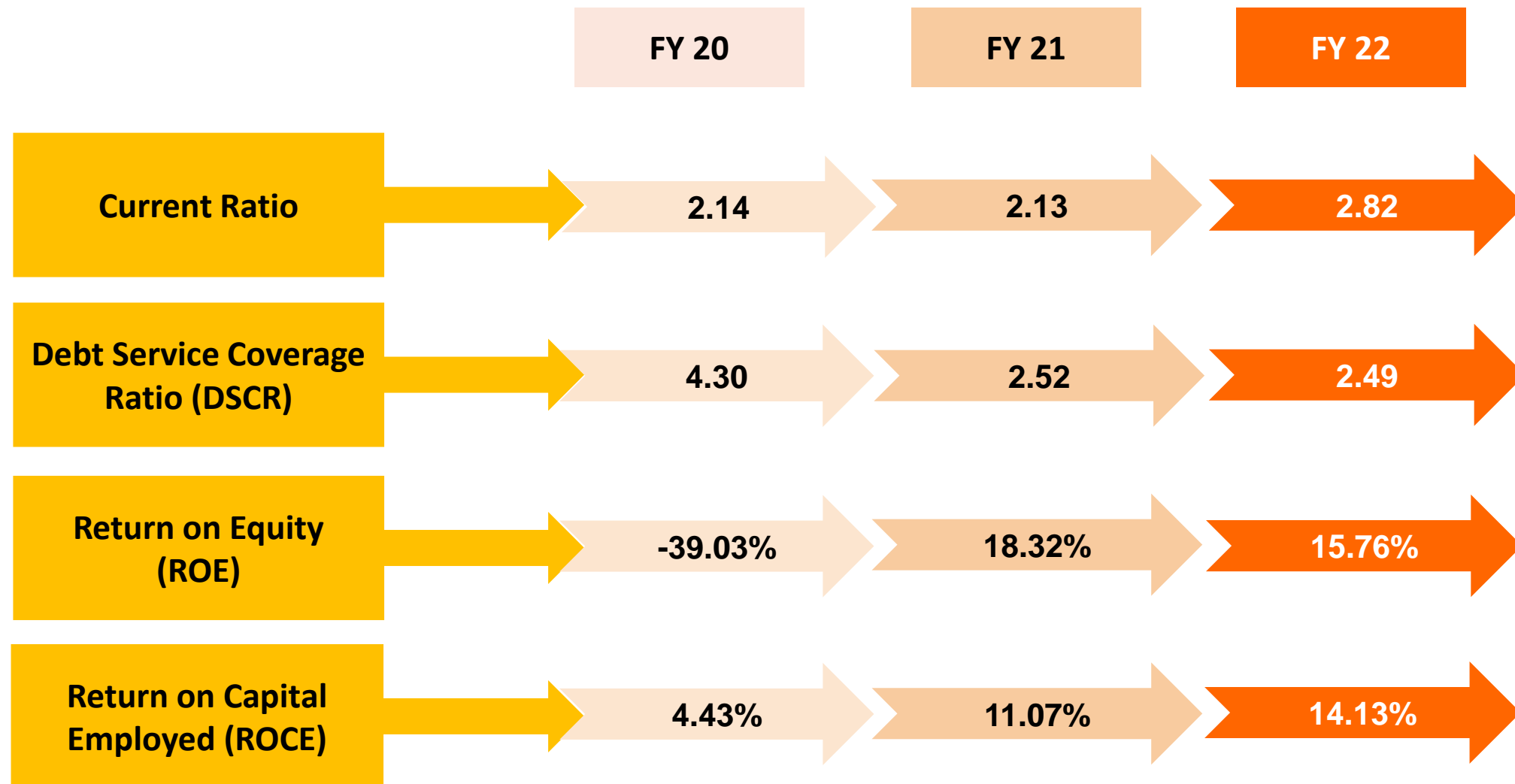
(INR Cr)	31st Mar, 2022	31st Mar, 2021	31st Mar, 2020	31st Mar, 2019
ASSETS				
Non-current assets				
Property, plant and equipment	3371	3439	3554	3708
Capital work-in-progress	28	27	25	27
Intangible assets	1529	1,516	1,516	1,516
Investments	29	19	7	15
Loans	34	34	36	35
Others ⁽¹⁾	1345	286	121	101
Total non-current assets	5125	5321	5259	5,401
Current assets				
Inventories	2905	2,363	1,365	1,261
Investments	13	12	13	17
Trade receivables	797	438	274	250
Cash and bank balances ⁽²⁾	375	387	459	442
Others ⁽³⁾	2261	488	512	523
Total current assets	6351	3688	2,609	2,493
Total assets	11480	9009	7,868	7,894
EQUITY AND LIABILITIES				
Total equity	6171	4062	3371	(4,521)
Liabilities				
Non-current liabilities				
Borrowings	3038	2880	2954	16
Others ⁽⁴⁾	15	335	325	12
Total non-current liabilities	3054	3,215	3279	28
Current liabilities				
Borrowings	990	610	630	7,280
Trade payables ⁽⁵⁾	899	661	165	2,229
Others ⁽⁶⁾	366	460	423	2,878
Total current liabilities	2254	1731	1218	12,387
Total equity and liabilities	11480	9009	7,868	7,894

Appendix: Financial Statements

Select Statement of Profit and Loss Items

	For the year ended 31 st March				
(INR Cr)	2022	2021	2020	2019	2018
Income					
Revenue from operations	24205	16319	13118	12729	11994
Other income	79	64	57	100	35
Total income	24284	16383	13175	12829	12029
Expenses					
Cost of materials consumed	19381	13997	11262	10968	9209
Purchase of stock-in-Trade	2111	518	387	355	1426
Change in inventories of finished goods, stock-in-trade & work-in-progress	(325)	(348)	(76)	79	6
Employee benefit expense	186	140	153	157	157
Finance costs	355	371	112	7	856
Depreciation and amortisation expense	136	133	136	138	140
Provision for doubtful debts	-	2	22	13	5150
Other expenses	1364	1056	969	1,041	1096
Total expenses	23210	15869	12,965	12,753	18040
Profit before exceptional items and tax expenses	1074	514	210	77	(6010)
Exceptional Items	---	-	7490	-(43)	
Profit before tax	1074	514	7700	34	(6010)
Total tax expense ⁽¹⁾	(268)	(166)	(14)	-	(437)
Profit for the period/ year (A)	806	681	7714	34	(5573)

Key Ratios (Annual) – Improving Trend



Business Highlights : FY 21-22

Amount in Rs. crore

	FY 2019-20	FY 2020-21	FY 2021-22
Total Income (1+2)	13,175.82	16,382.98	24,284.64
1. BRANDED SALES	9,860.12	12,248.35	18,663.94
a. Consumer Brands segment	9,171.85	11,409.62	17,389.10
b. Institutional segment	688.27	838.73	1,274.84
2. OTHER SEGMENTS	3,315.70	4,134.62	5,620.70
a. Wind Mill	43.33	35.39	41.94
b. Exports	241.37	404.98	309.40
c. Oleo Chemicals	161.69	114.51	168.17
d. Palm Plantation	106.90	102.54	400.20
e. Trading	312.11	461.82	660.92
f. Value Added Products	2450.31	3,015.38	4,040.07

STANDALONE FINANCIAL RESULTS (SEGMENTAL)

STATEMENT OF STANDALONE FINANCIAL RESULTS & SEGMENT						Rs. in Lakh
Particulars	3 months ended 30.06.2021	3 months ended 30.09.2021	3 months ended 31.12.2021	3 months ended 31.03.2022	3 months ended 30.06.2022	
Income						
I Revenue from operations	5,26,615.82	5,99,503.23	6,28,046.08	6,66,372.38	7,21,096.86	
II Other Income	2,983.17	1,596.40	2,073.83	1,247.31	15,910.73	
III Total income (I+II)	5,29,598.99	6,01,099.63	6,30,119.91	6,67,619.69	7,37,007.59	
IV Total Expenses	5,05,737.39	5,79,052.73	5,98,159.39	6,38,050.56	7,03,760.29	
Earnings before interest,tax,depreciation & amortisation(EBITDA)	36,086.61	34,567.34	44,089.81	41,854.93	40,179.53	
V Profit before tax (III-IV)	23,861.60	22,046.90	31,960.52	29,569.13	33,247.30	
VI Total Tax Expense	6,508.42	5,619.56	8,553.28	6,126.00	9,121.41	
VII Profit after tax (V-VI)	17,353.18	16,427.34	23,407.24	23,443.13	24,125.89	
% EBITDA	6.81%	5.75%	7.00%	6.27%	5.45%	
% PBT	4.51%	3.67%	5.07%	4.43%	4.51%	
% PAT	3.28%	2.73%	3.71%	3.51%	3.27%	
Segment Revenue						
Oils & Vanaspati	4,38,798.60	485106.8099	5,25,567.36	5,96,972.78	6,41,061.28	
Seed Extraction	87,725.43	61348.23	98,096.09	63,163.91	59,661.20	
Others (Food Products etc.)	35,670.39	70483.49	42,618.11	49,176.57	57,248.42	
Wind Turbine Power Generation	1,716.66	1664.01	1,000.10	969.04	2,046.28	
Total	5,63,911.08	6,18,602.54	6,67,281.66	7,10,282.30	7,60,017.18	
Less : Inter Segment Revenue	37,295.26	19,099.31	39,235.58	43,909.92	38,920.32	
Net Sales/Income from Operations	5,26,615.82	5,99,503.23	6,28,046.08	6,66,372.38	7,21,096.86	
EBITDA %						
Oils & Vanaspati	6.05%	4.32%	5.84%	4.55%	3.96%	
Seed Extraction	5.37%	5.79%	13.10%	8.43%	6.37%	
Others (Food Products etc.)	9.62%	11.98%	8.84%	12.01%	15.40%	
Wind Turbine Power Generation	74.43%	74.76%	58.05%	52.71%	75.51%	
Total	6.38%	5.53%	7.18%	5.48%	5.20%	

A Look at Our Portfolio of Consumer Brands Sale Rs. 17,389 crore : FY 21-22

(Oils, Food Products including Soya products, Biscuits, Noodles and Breakfast cereals and Royalty sales)

Consumer Brand Sale, Amount in Rs. crore



8,520



4,141



935



RUCHI STAR
570



TULSI GOLD
570



SOYUMM
215



SUNLIGHT
30

BISCUITS, BREAKFAST CEREALS & NOODLES



898



NUTRELA BRAND



TSP / SOYA CHUNKS



PREMIUM OIL



PATANJALI
Nutrela™
NUTRACEUTICAL

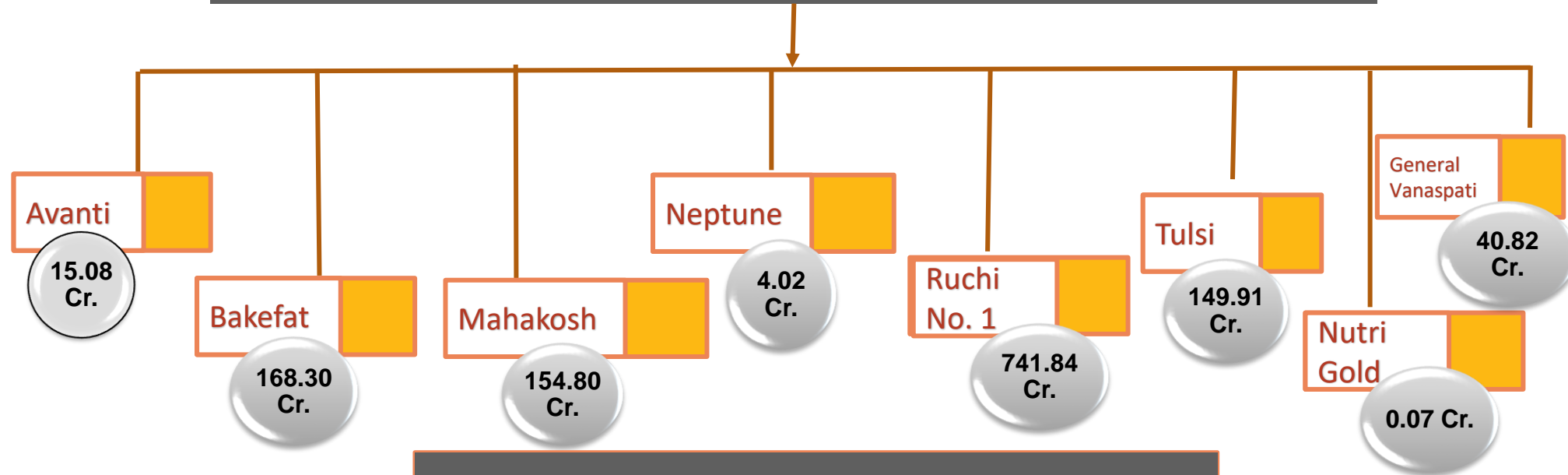
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BRANDS SOLD UNDER ROYALTY ARRANGEMENT

741

Institutional Sale Rs. 1274.84 Cr. – Our Portfolio – FY 21-22

Vanaspati, Bakery Fats and Speciality Bakery Fat Sales



Specialised bakery fats, shortenings and margarine provides ideal solution for bakery applications.

The brands include:

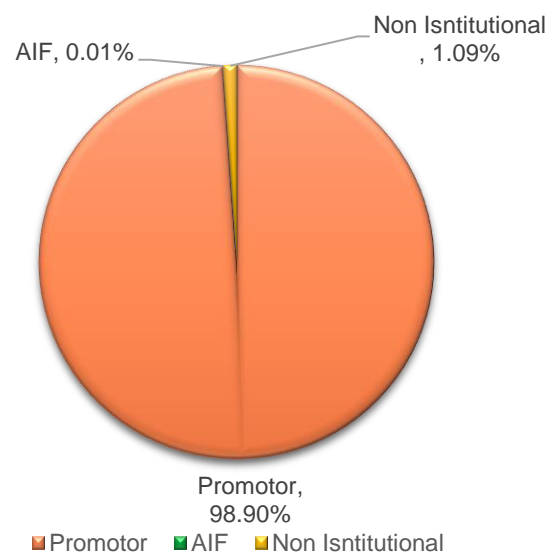
- CakeMo, Margarine
- CookieMo, Full Fat
- MoCreme, Cream
- PuffMo, Margarine
- MoSno Cream, Margarine
- BakeMo, Interesterified Veg Fat



Stock Information – June, 2022

BSE Ticker	500368
NSE Ticker	PATANJALI
Market Cap (INR Cr.)	38,289.02
No. of Shares Outstanding (Cr.)	36.19

Shareholding Pattern-as on 31st March-2022



Shareholding Pattern-as on 30th June-2022

