

# Annual General Meeting: FY24

June 2024



For a healthy growing nation





# Safe Harbour Statement

This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international oil prices and input costs and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward-looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

# Financial Performance





# FY24 Results at a glance

Consolidated figures

Key Financials	FY24	FY23	YoY %	H2'24	H1'24	% Change
<b>Volume</b>	6.02 Million MT	5.47 Million MT	<b>10%</b>	3.07 Million MT	2.95 Million MT	<b>3%</b>
<b>Revenue</b>	51,262	58,185	<b>-12%</b>	26,067	25,195	<b>3%</b>
<b>Gross Profit</b>	5,632	6,002	<b>-6%</b>	3,232	2,400	<b>35%</b>
<b>EBITDA</b> (Incl. Other Income)*	1,429	1,922	<b>-26%</b>	1,025	404	<b>154%</b>
<b>PAT</b>	148	582	<b>n.m.</b>	358	-210	<b>n.m.</b>
<b>Key Ratios</b>						
<b>Asset Turnover</b>	9.7x	12.5x	<b>-</b>	9.8x	10.2x	<b>-</b>
<b>Gearing Ratio</b>	1.4x	1.6x	<b>-</b>	1.4x	1.6x	<b>-</b>

Profitability has recovered in H2'24, after the subdued profits in H1'24

\*Excluding exceptional items pertaining to entry tax of INR 52 Crore



# Segment Results

Consolidated figures

		FY24	FY23	H2'24	H1'24
<b>Edible Oil</b>	<b>Volume (MMT)</b>	3.7	3.4	1.9	1.8
	<b>Revenue</b>	38,788	46,104	19,905	18,883
	<b>PBT</b>	241	440	527	-286
<b>Food &amp; FMCG</b>	<b>Volume (MMT)</b>	1.0	0.9	0.5	0.5
	<b>Revenue</b>	4,994	4,053	2,614	2,380
	<b>PBT</b>	149	96	60	89
<b>Industry Essentials</b>	<b>Volume (MMT)</b>	1.3	1.2	0.6	0.7
	<b>Revenue</b>	7,479	8,028	3,546	3,933
	<b>PBT</b>	47	323	-9	56
<b>Unallocable Expenses</b>		-175	-70	-85	-90
	<b>Total PBT</b>	262	789	492	-230

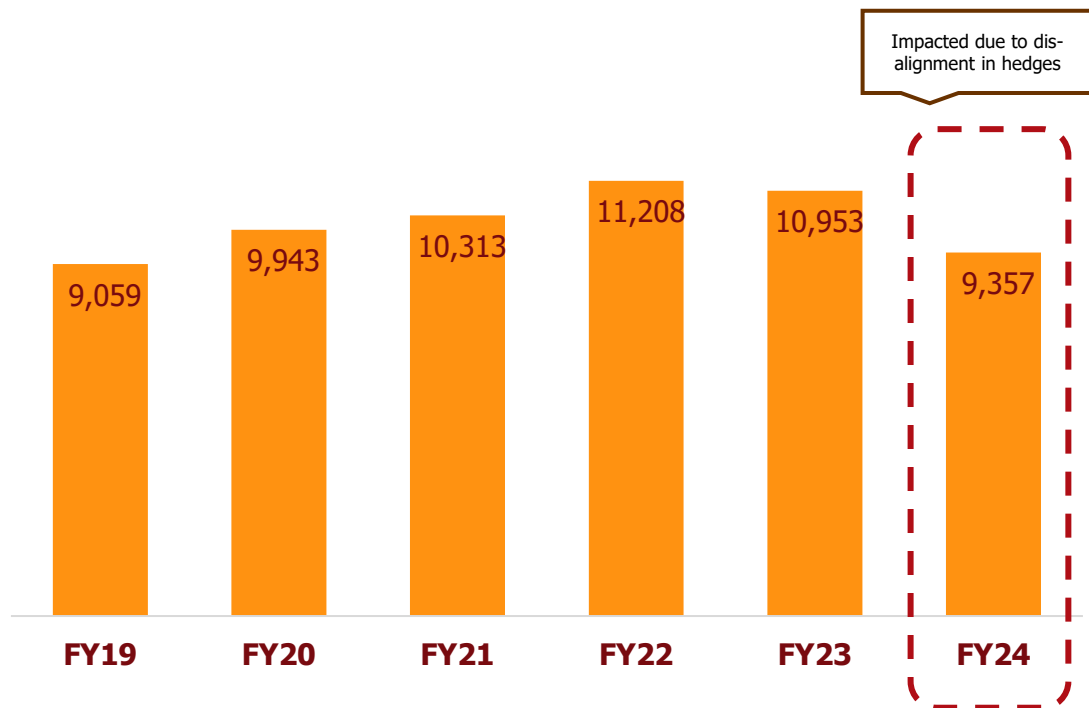
Recovery in H2'24 vis-à-vis H1'24 results



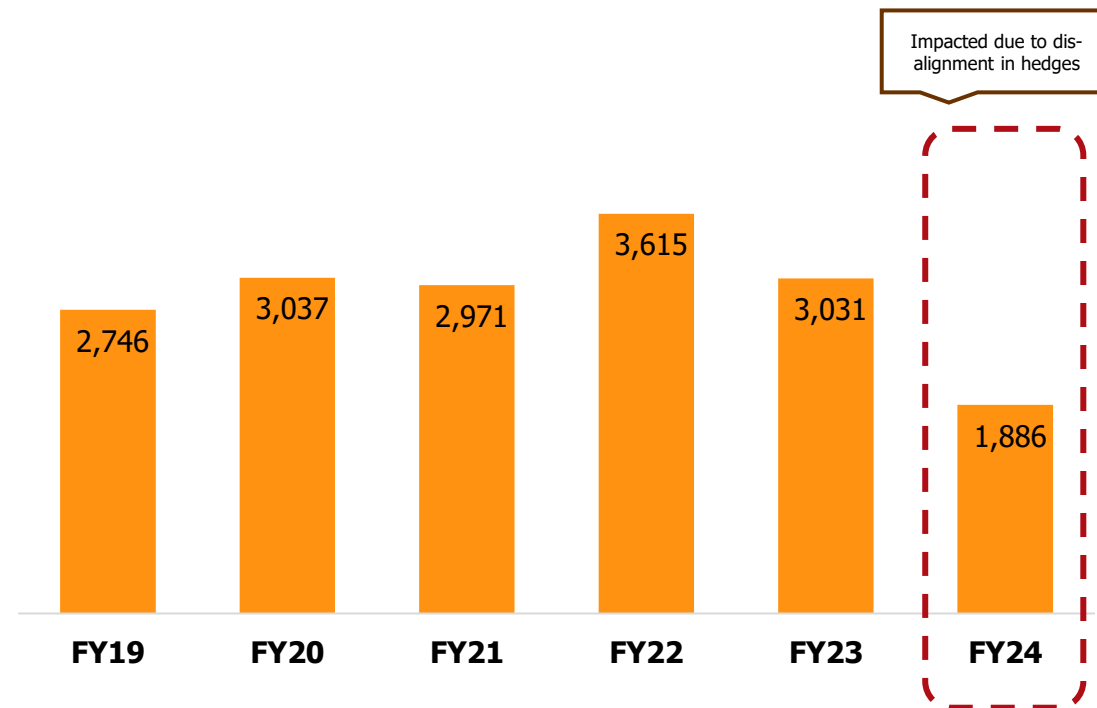
# Profitability on Unit Metrics

Consolidated figures

### Annual Trend: Gross Profit per ton



### Annual Trend: EBITDA per ton\*



Steady Profitability (in EBITDA per ton) over the years; FY24 impacted due to dis-alignment in hedges

\*EBITDA is excluding Other Income





# Investing in state-of-the-art Manufacturing Capabilities

Company has been investing in CAPEX to augment its Own Capacity, especially in Foods



## Total Capex: YoY trend

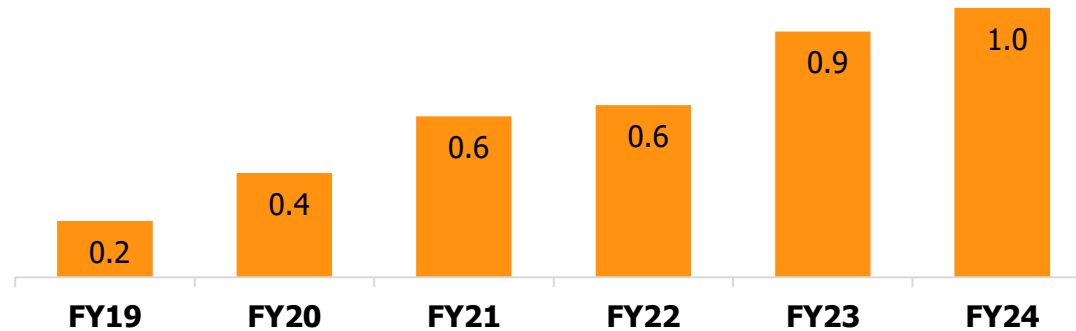
INR Crores

	FY19	FY20	FY21	FY22	FY23	FY24
<b>Capex</b>	<b>908</b>	<b>631</b>	<b>462</b>	<b>536</b>	<b>679</b>	<b>932</b>

Note: This capex includes capacity addition across edible oils, foods & industry essentials

## Annual Production Capacity: Foods

In Million MT



All figures are on Consolidated basis

# Business Updates



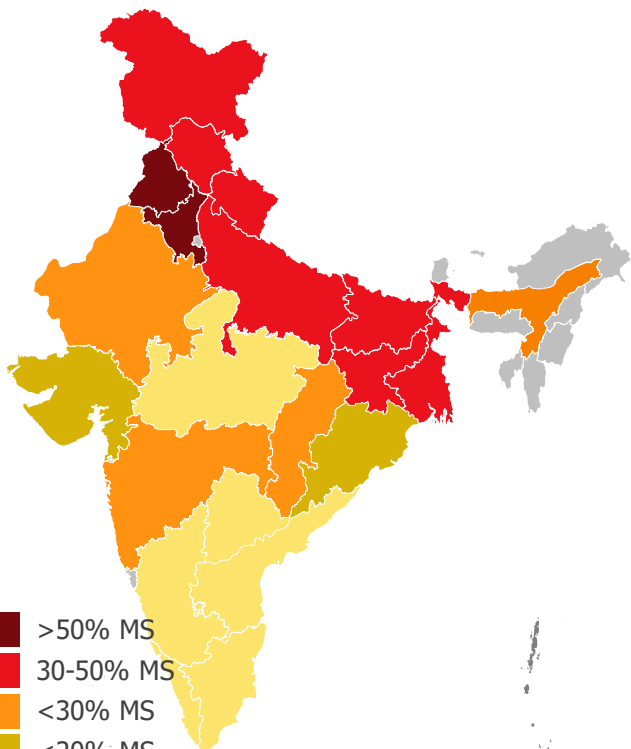




# Continued Dominance in Edible Oils

Pan-India play: Wide distribution and strong brand equity across India

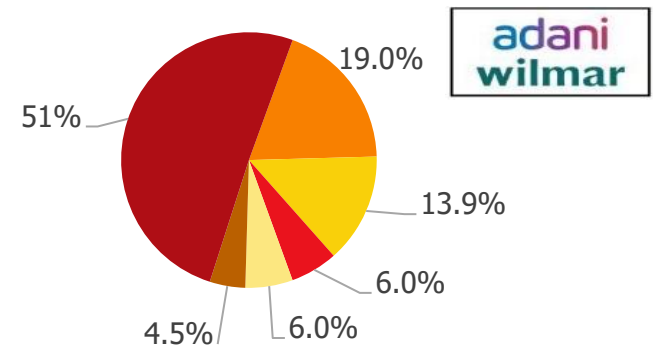
## Leading in most of the markets



## Leadership across oils



## Dominant Leader



- > Market share **~1.5x** of the next competitor
- > Potential to **consolidate market share**, since **~50%** share is held by regional brands

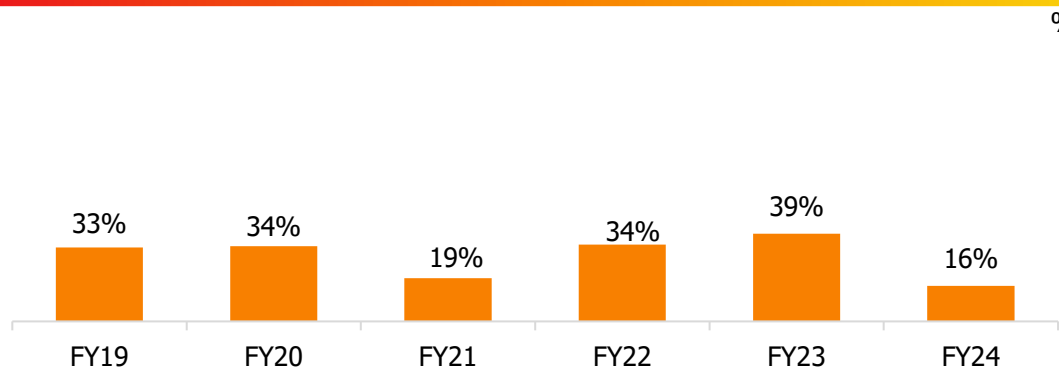


# Food & FMCG continues to outperform

Building scale in Foods business

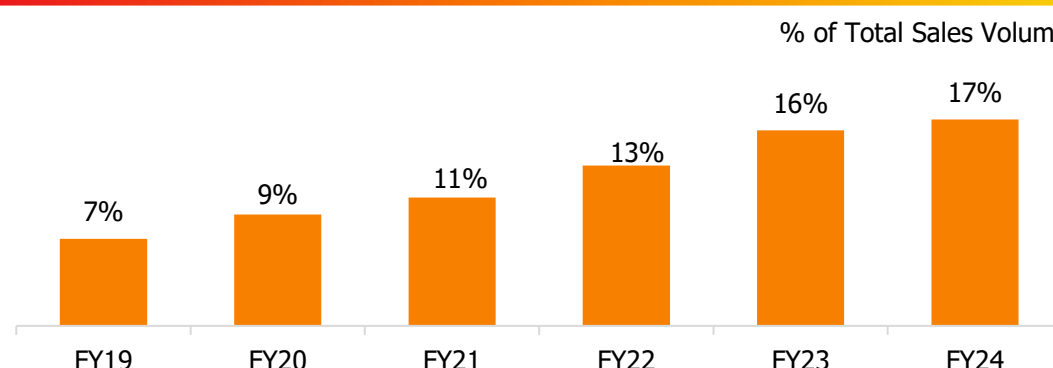
## Double digit Volume Growth %

%



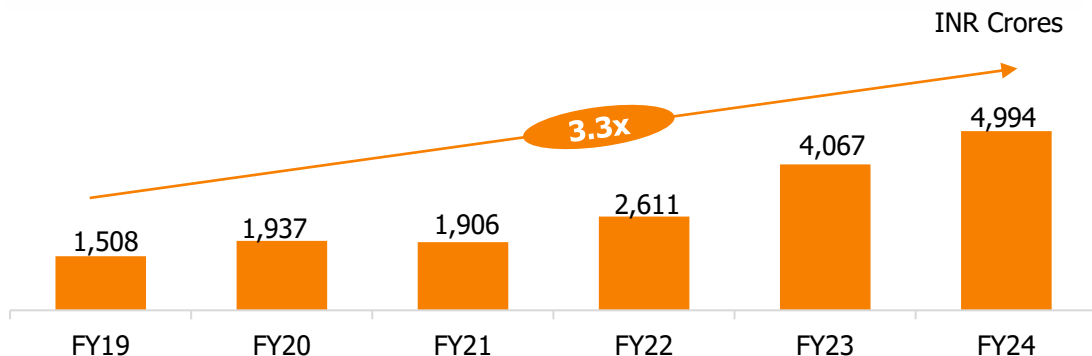
## Increasing Volume Share of Foods Business

% of Total Sales Volume



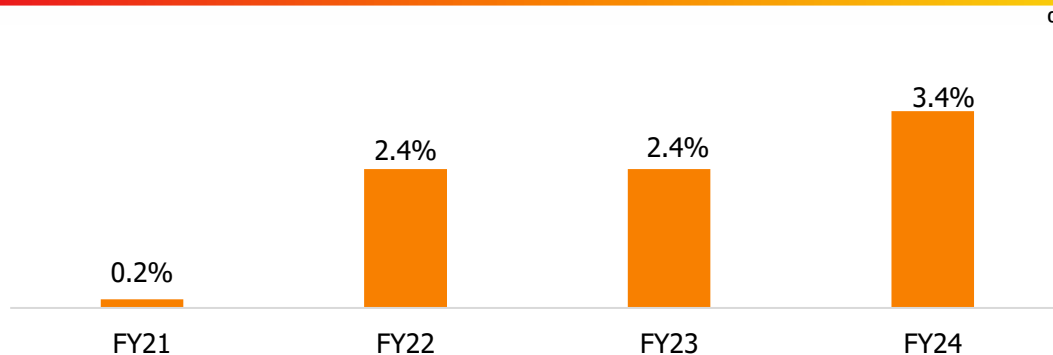
## Multi-fold Revenue growth

INR Crores



## Improving EBITDA Margins

%

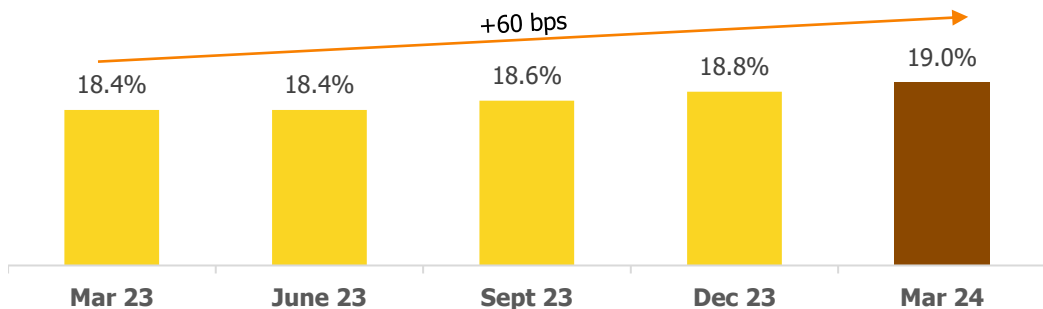


Continued thrust to grow the Foods business profitably

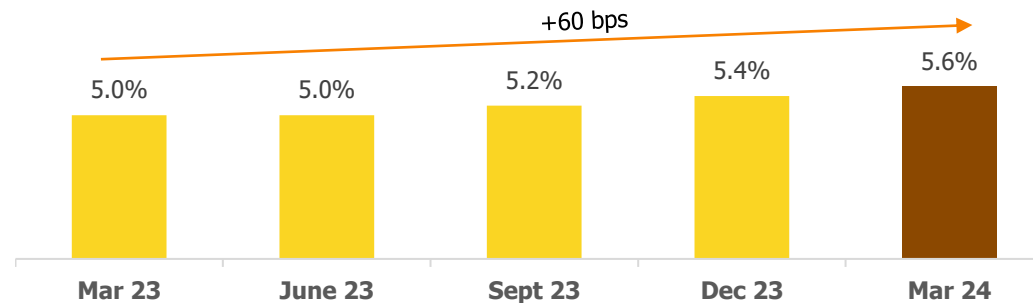


# Gaining Market Share

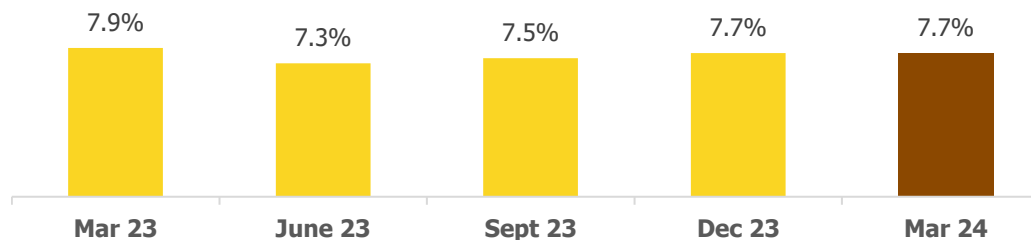
### Market Share: MAT March 2024 (ROCP)



### Atta – Consumer Pack Market Share% (MAT)



### Basmati Rice – Consumer Pack Market Share% (MAT)



Continued to consolidate market share in Edible Oils & Atta, while Basmati Rice is gradually picking up



# General Trade Distribution – Increasing outlet & towns reach

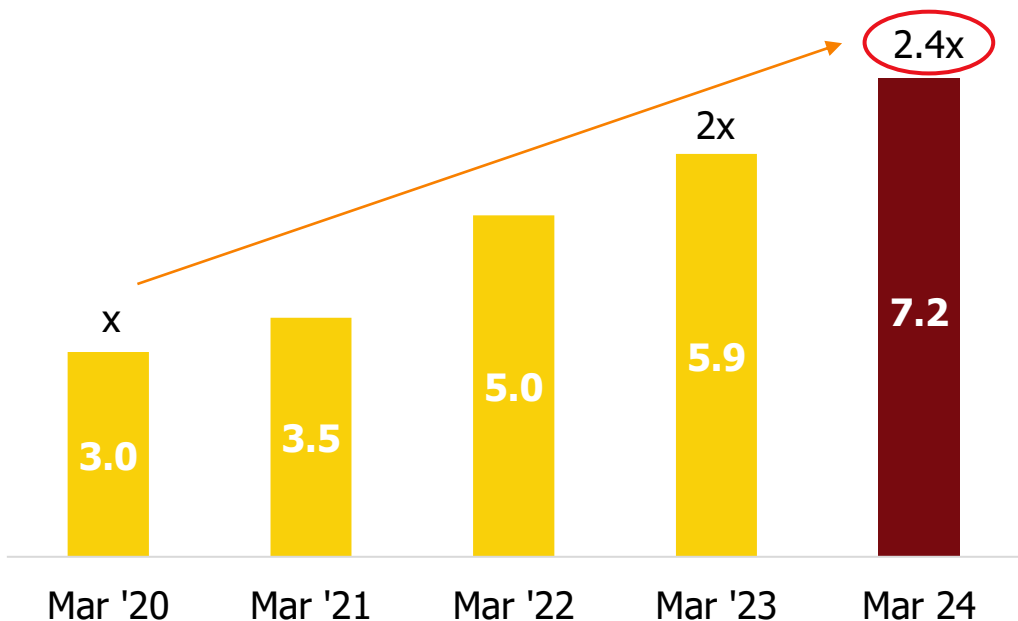
**Total Reach**  
> 21 Lac+ Outlets

**Direct Reach**  
> 7.2 Lac+ Outlets

**Rural Coverage**  
30,600+ rural towns

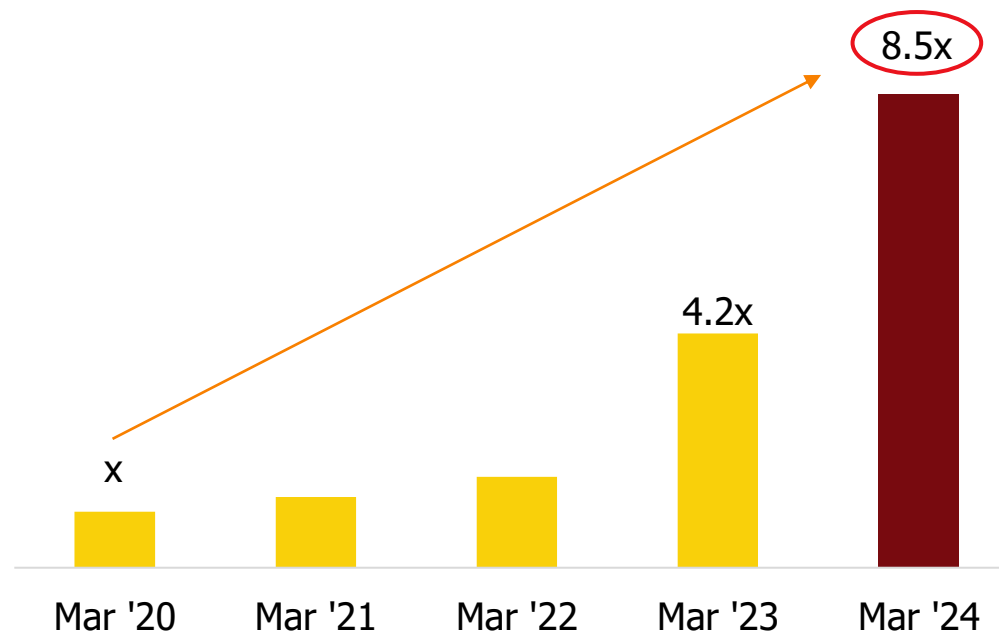
**Rural Saliency**  
~30% (Volumes)

### Direct Reach: Outlets (in Lacs)



➤ **Direct Reach:** Direct reach increased by 130,000+ in FY'24

### Rural Town Coverage



➤ **Rural Town Coverage:** 17,000+ rural towns added in FY'24



# New Products

## Successful NPDs in past 5 Years

### Biryani Kit (RTC)



Kohinoor Biryani Kit

### Soap



4 Variants

### Poha



Fortune Poha

### Non-Basmati Rice



Sona Masoori Rice

### Chana Sattu



Fortune Chana Sattu

### Suji, Rawa & Maida



## New products launched in FY24

### Whole Wheat



### Multi-purpose Cleaner



Surface and Utensils Cleaning

### Brown Rice



Kohinoor Brown Rice



# Update on IPO Projects: Integrated Food Complex at Gohana



3D Layout of upcoming project in Gohana (Haryana)

- One of the largest Integrated Food Complex, spread across ~80 Acres, with an investment of ~INR 1,300 Crore
- Co-manufacturing of edible oil and food capacities at a single location that include capacities of:
  - Wheat Flour Unit
  - Rice Unit
  - Ricebran Oil
  - Mustard Oil
  - Cottonseed Oil
- Expected completion date of project is March 2025

# Update on IPO Projects: Integrated Food Complex at Gohana

Gohana Project has been progressing well

*Entrance Gate*



*Mustard Oil Mill & SEP Plant*



*Utility (Boiler)*



*Paddy to Rice Milling Section*







# Update on IPO Projects

Completed Projects: Nagpur, Bundi & Mantralayam

**Nagpur, Maharashtra - Soya Nugget**



**Bundi, Rajasthan - Mustard**



**Mantralayam, Andhra Pradesh – Rice Bran Unit**







# Update on IPO Projects

Ongoing Projects: Neemuch, Kadi & Nagpur (All pulses units)

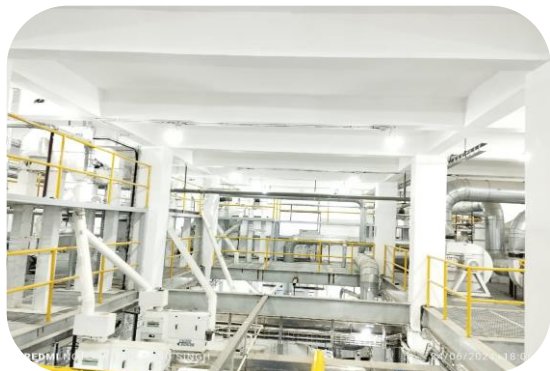
**Neemuch, Madhya Pradesh**



**Kadi, Gujarat**



**Nagpur, Maharashtra**



# ESG








# Fortune SuPoshan: A Mission Against Malnutrition & Anemia



## Fortune SuPoshan touches life of three Target Groups



0-5 yrs age children




Adolescent Girls



Women in Reproductive Age

## Fortune SuPoshan touches four core areas



Health




Education



Women Empowerment




Sustainable Livelihood



Zero Hunger



Good Health and Well-Being



Gender Equality



**Our commitment towards a "Healthy growing nation"**

# ESG - Environment KPIs

## Energy and Water Conservation

Multiple initiatives have been taken for process optimization, resulting in savings in utilities



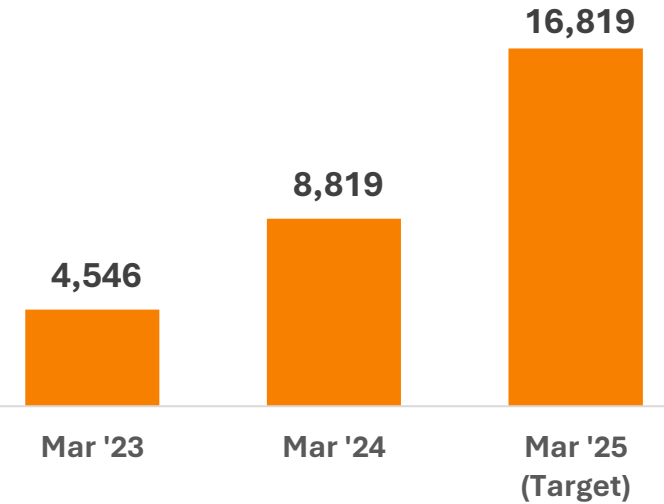
Savings	FY '24
Steam	4.82%
Power	0.27%
Water	6.88%

## Rail Green Points



Year	Rail Green Points
FY '23	22,229
FY '24	27,704
YoY	24.6%

## Solar Plants Capacity (in KWp)\*



## Rainwater Harvesting



Installed rainwater harvesting structures at our 5 plant locations with potential water collection of 233,194 cubic meter / year

## Tree Plantation



Year	Trees (count)
Till FY '24	133,781
FY '25 (Target)	50,500

## Sustainable Procurement

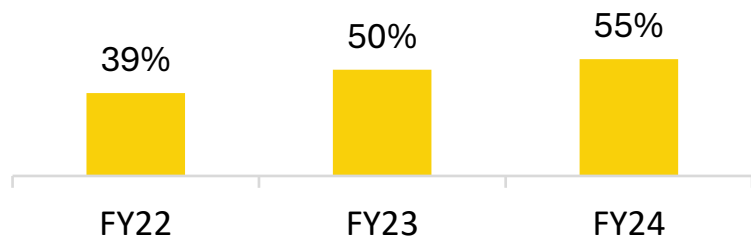
- Achieved 90%+ traceable palm oil sourcing
- Extending sustainable sourcing to domestic sourcing too
- Launched FPO & Farmer engagement program

\* Note: In FY'24, 1,546 KWp out of 8,819 KWp was under commissioning stage

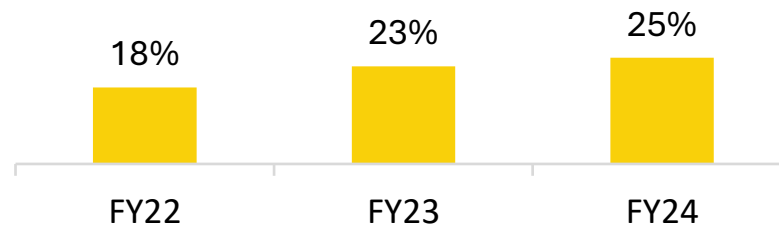


# ESG - Logistic KPIs

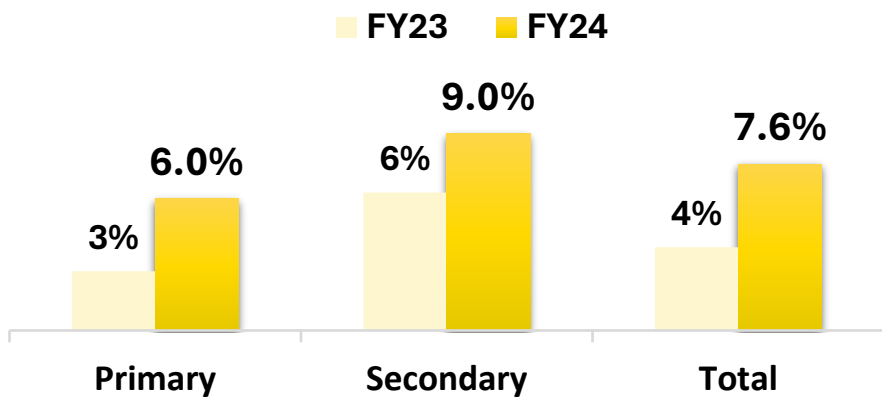
## Direct Dispatch to Customers



## Volume Dispatch in Multi-Modal \*



## Dispatch by Green Fuel (CNG)



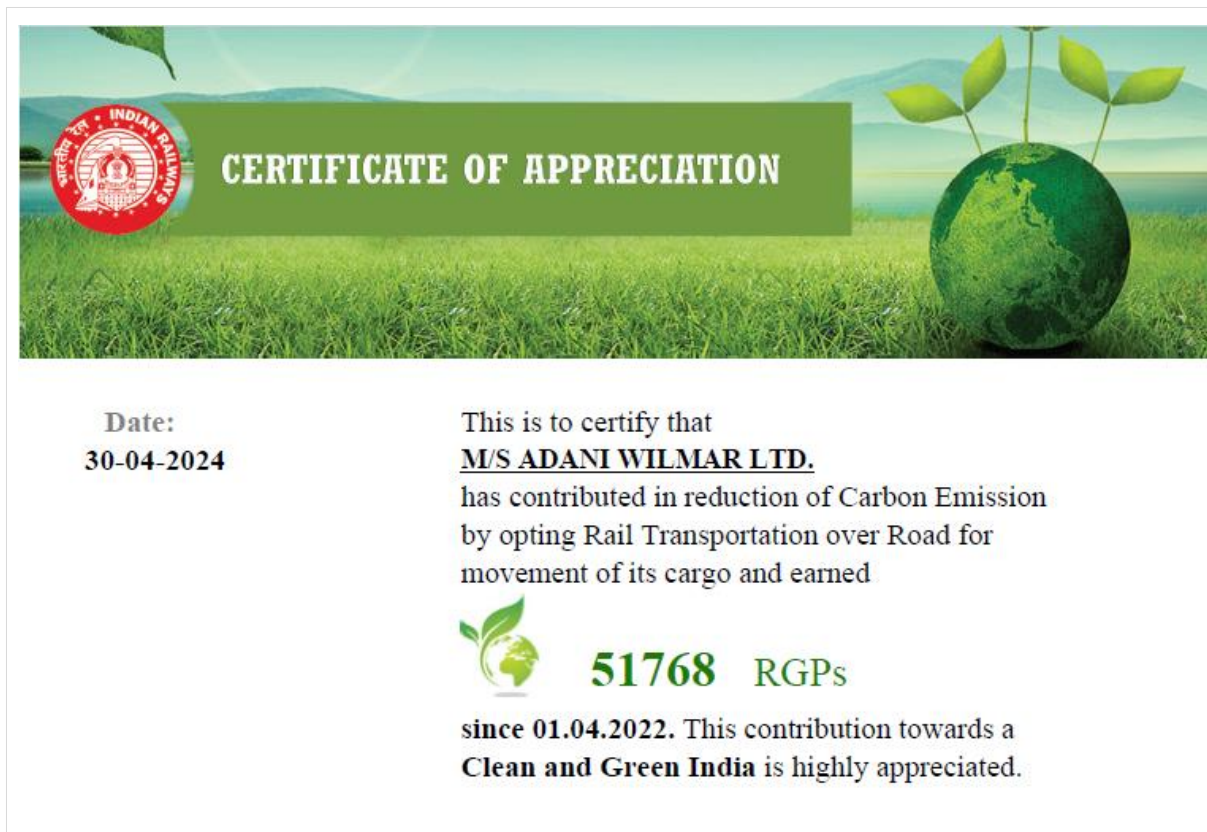
## Remarks

- **Pro-actively promoting green fuel in AWL supply chain**
- **Efficiency in logistics is enabling reduction in carbon emissions**

\* **Note:** Volume dispatch is primarily for packaged oils and foods



# Indian Railways recognizes AWL for carbon emission reduction



Mode	Emission Factor (KgCO2 per ton-km)
Rail	0.009
Road	0.040



#ruknamat