



Ref No: AWL/SECT/2023-24/71

3rd December 2023

BSE Limited

Floor 25, P J Towers,
Dalal Street,
Mumbai – 400 001

Scrip Code: 543458

National Stock Exchange of India Limited

Exchange Plaza,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

Scrip Code: AWL

Sub: Investor Presentation of Adani Wilmar Limited for December, 2023

Dear Sir,

With reference to the above, please find attached Investor Presentation of Adani Wilmar Limited for the month of December, 2023.

This presentation will also be uploaded on the Company's website- www.adaniwilmar.com.

Kindly take the above on your records.

Thanking you,

Yours faithfully,

For Adani Wilmar Limited

Darshil
Mayank
Lakhia

Digitally signed by
Darshil Mayank
Lakhia
Date: 2023.12.03
11:44:44 +05'30'

Darshil Lakhia

Company Secretary

Memb. No: A20217

Adani Wilmar Ltd.
Fortune House
Nr. Navrangpura Railway Crossing
Ahmedabad – 380 009
Gujarat, India
CIN: L15146GJ1999PLC035320

Tel +91 79 2645 5650
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info@adaniwilmar.in
www.adaniwilmar.com

Registered Office: Fortune House, Nr. Navrangpura Railway Crossing, Ahmedabad 380 009, Gujarat, India



For a healthy growing nation



Investor Presentation

December 2023

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.

Company Overview



A Glance at Adani Wilmar



One of the youngest, largest and fastest growing FMCG company in India



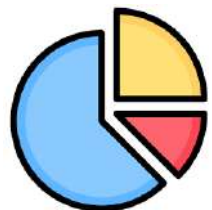
INR 58,000+ Cr. topline and INR 1,600 Cr+ EBITDA in FY23



One of the largest edible oil & food processing capacities in India



Pan-India player with ~114 mn household penetration with 1.7 mn retail outlet reach



Sells 12%+ of edible oil consumed in India.
~20% market share in branded* consumer pack oils



Flagship brand 'Fortune' has sale of \$2.5bn+ per annum. Brand is well accepted for entire product range of staple foods



Building scale in Foods. Already 2nd largest market share in Wheat and 3rd largest in Rice in retail consumer packs



Increasing mix of 'Fortune' brand in edible oil segment and addition of value-added products is margin accretive to business



Our low-cost structure enable us to effectively compete with regional players, driving massive volumes



#1 Player in Olechemicals (stearic acid, glycerine & soap noodles)

One of very few Pan-India players focused on offering most of staple food products

**ROCP – Refined oil consumer pack*

AWL Structural Advantages



Packaged Staple Foods is an attractive industry with large TAM of ~\$90bn



Portfolio Advantage: Common capabilities (agri-sourcing, co-manufacturing, logistics) and common customer (distributor, consumer) across all our products. This enables focus and highly efficient systems built for scale



Branded penetration in staple foods is less than 15%. Branded sale is expected to grow rapidly due to consumer preference shifting towards branded products



Value added products – continued forward integration of products is margin accretive



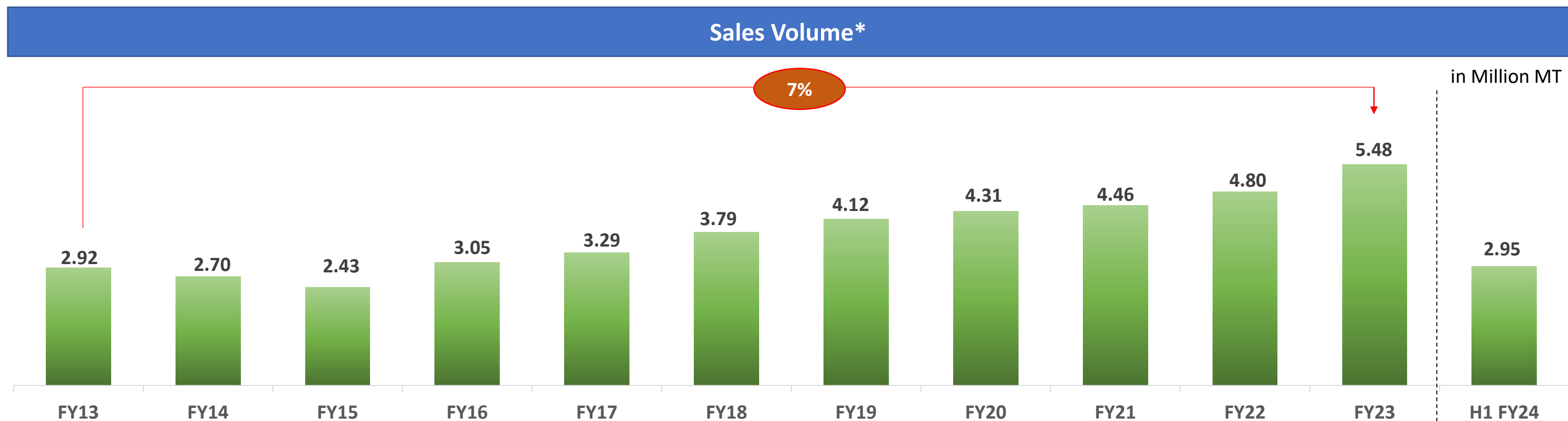
Structurally low-cost operating model with large and strategically placed manufacturing units. Co-manufacturing locations give scale advantage in manufacturing & logistics



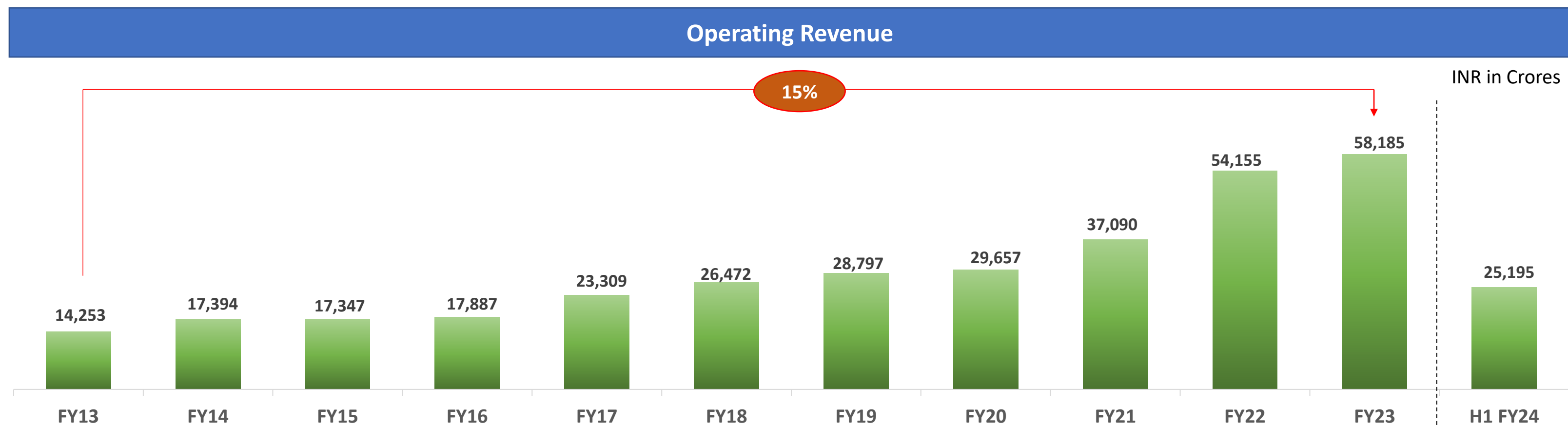
Logistic advantage provided by large scale of edible oil business. ~500+ trucks dispatched daily can cost-effectively carry any new product across India, along with good frequency

Well positioned to capture demand driven by increasing per capita income in India

Growing at fast-pace at scale



**Sales Volume excludes pass through sales of raw sugar for FY14 to FY19*



Growth driven by market share gains and expansion into new product categories

All figures are on consolidated basis

Key Highlights

One of the largest Food FMCG company in India



Volume

~5.48 Million Metric Tonnes
(annual volumes)



Revenue

~INR 58,185 Crores
(~US\$ 7 Billion)



Branded Sales

~70% Branded Sales



Manufacturing Units

60+ Plants*



Leadership Brand

No.1 Edible Oil player
No.2 Wheat Flour player
No.3 Basmati Rice player



Strong Growth Profile

9% CAGR in branded portfolio
(FY18-FY23)

*Including third party units

**Includes packaged oils & foods

AWL's Business Segments

Edible Oil & Foods business

Edible Oil

Products:

Sunflower



Soyabean



Mustard



Ricebran



Cottonseed



Groundnut



Worthmore



Brands:

fortune
edible oils and foods

KING'S
Refined
SOYABEAN OIL



Fryola

Aadhar

Avsar
Vanaspathi

ALPHA

FY23 Revenue: INR 46,104 Crores

FY23 Volume: 3.4 Mn MT*

Food & FMCG

Products:

Atta, Suji, Rawa & Maida



Rice



Besan & Pulses



Soya
Nuggets



Sugar



Poha



Brands:

fortune
edible oils and foods

Kohinoor



CHARMINAR



First Choice
Wheat Flour (Atta)

FY23 Revenue: INR 4,053 Crores

FY23 Volume: 0.9 Mn MT

B2B – Non-Food

Industry Essentials

Major Products:

Soap Noodles

Glycerine

Stearic Acid

Distilled Fatty Acid

Castor Oil

Deoiled Cakes

Key applications

HPC

Paints & Coatings

Pharma

Agrochemicals

Polymers

Lubricants

Petrochemicals

Cattle Feed

FY23 Revenue: INR 8,028 Crores

FY23 Volume: 1.2 Mn MT

Key Value Drivers

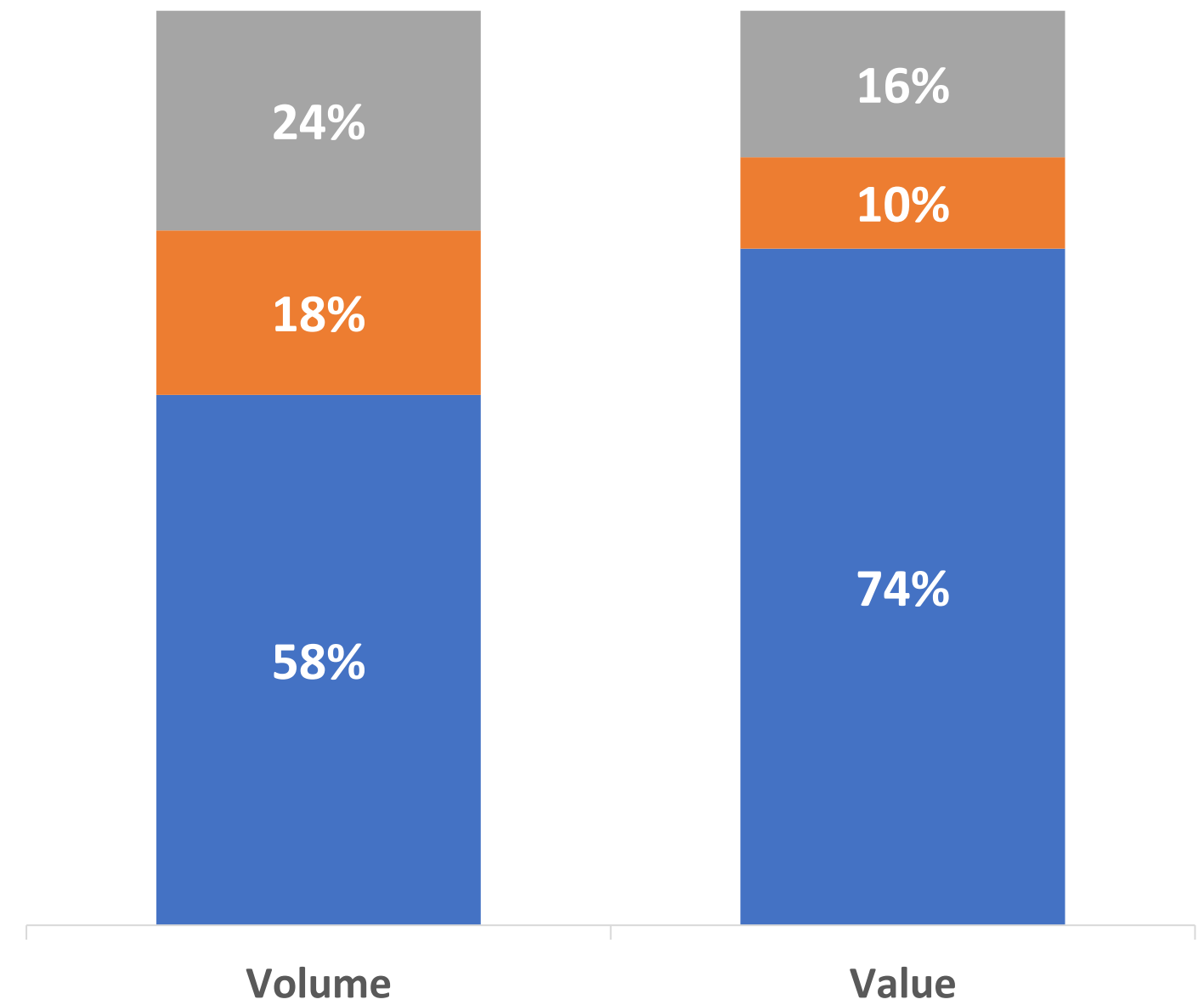
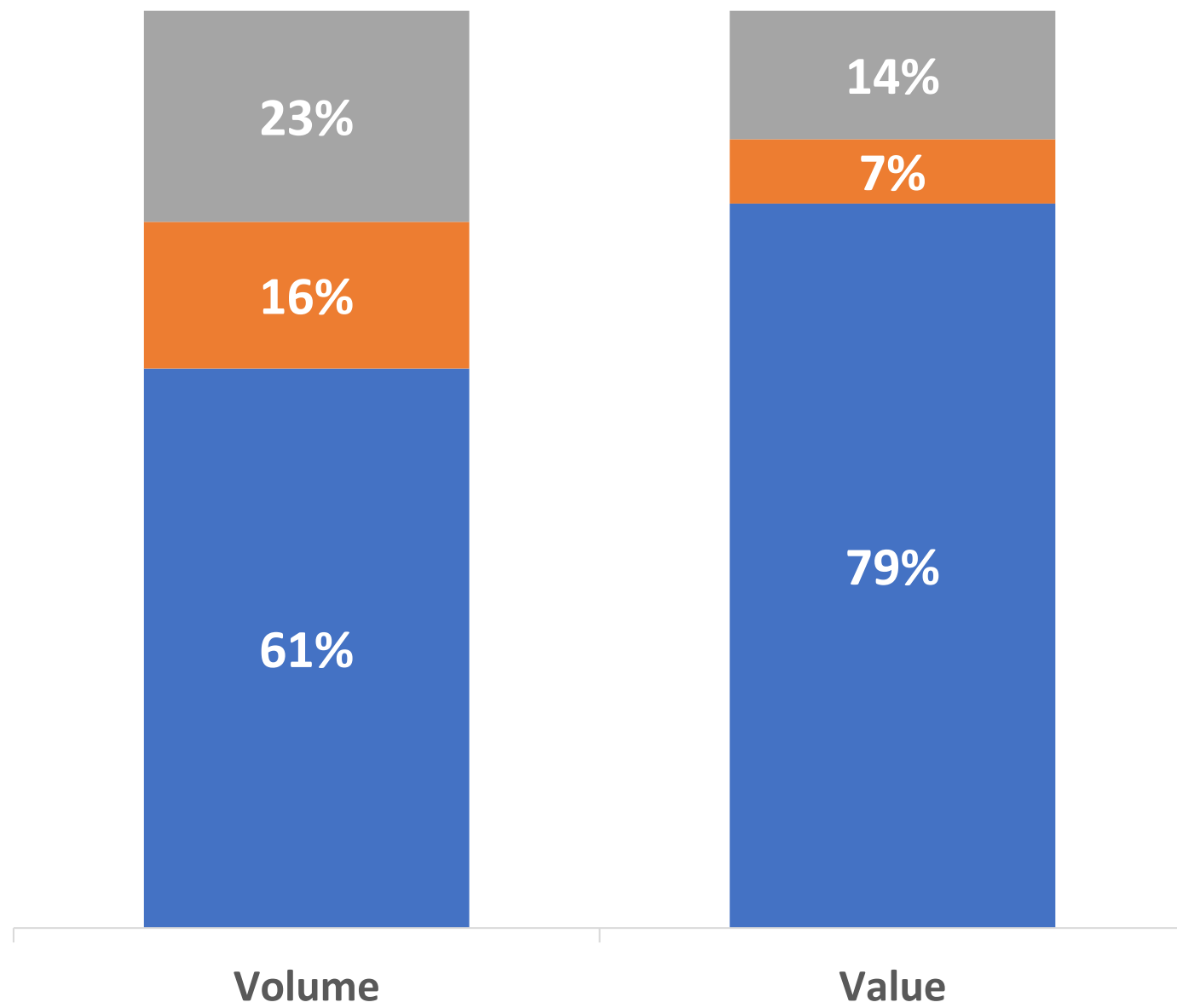
- Leveraging the existing setup of edible oil business to scale up Food & FMCG
- Plan for forward integration into value-added downstream products in oleochemical & castor

*MT: Million metric ton

Business Mix

FY23

Q2 FY24



Edible Oil



Food & FMCG



Industry Essentials

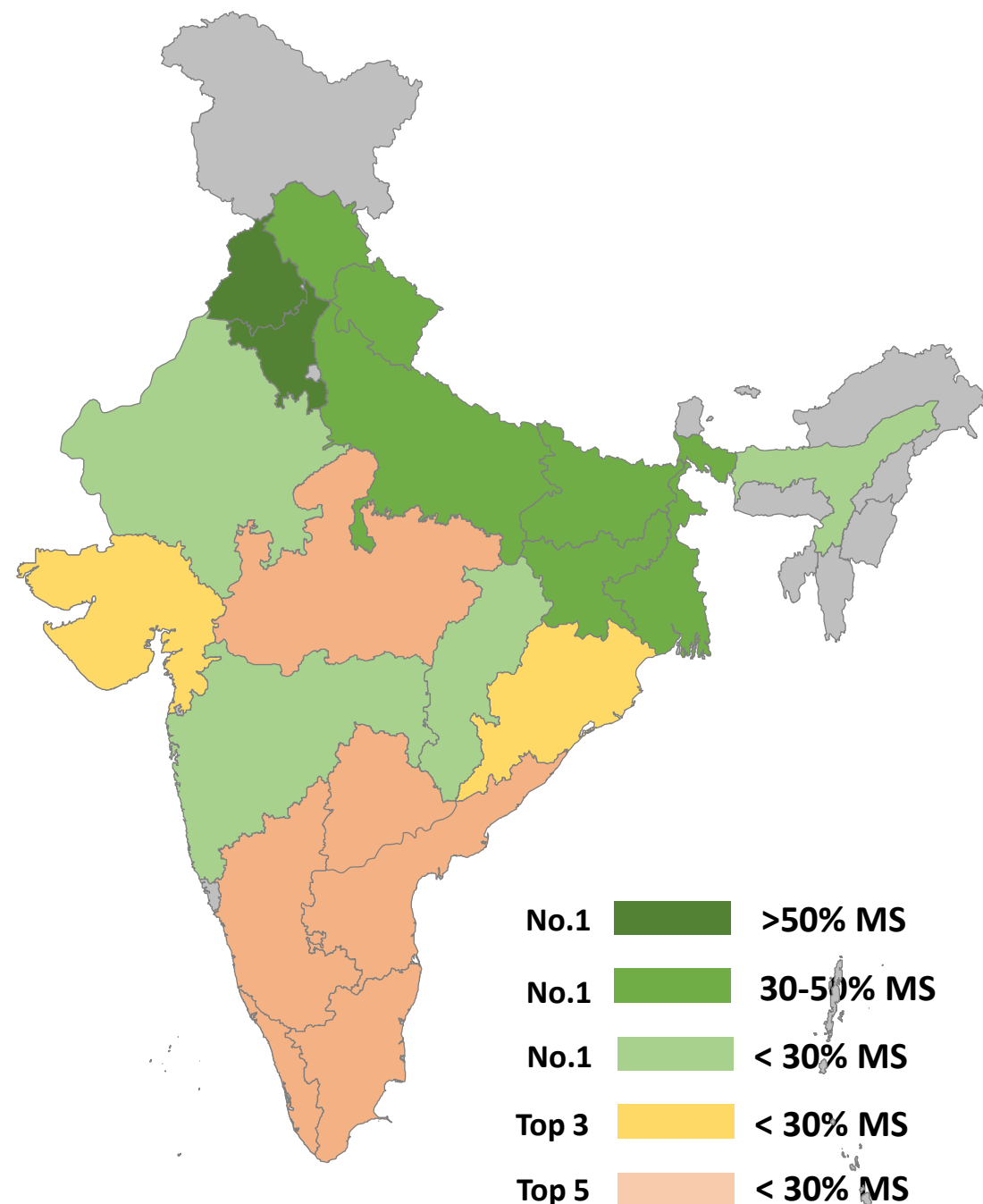
Why staple food category is attractive for AWL?



**including Sub-distributors*

Putting our leadership in Edible Oils into perspective

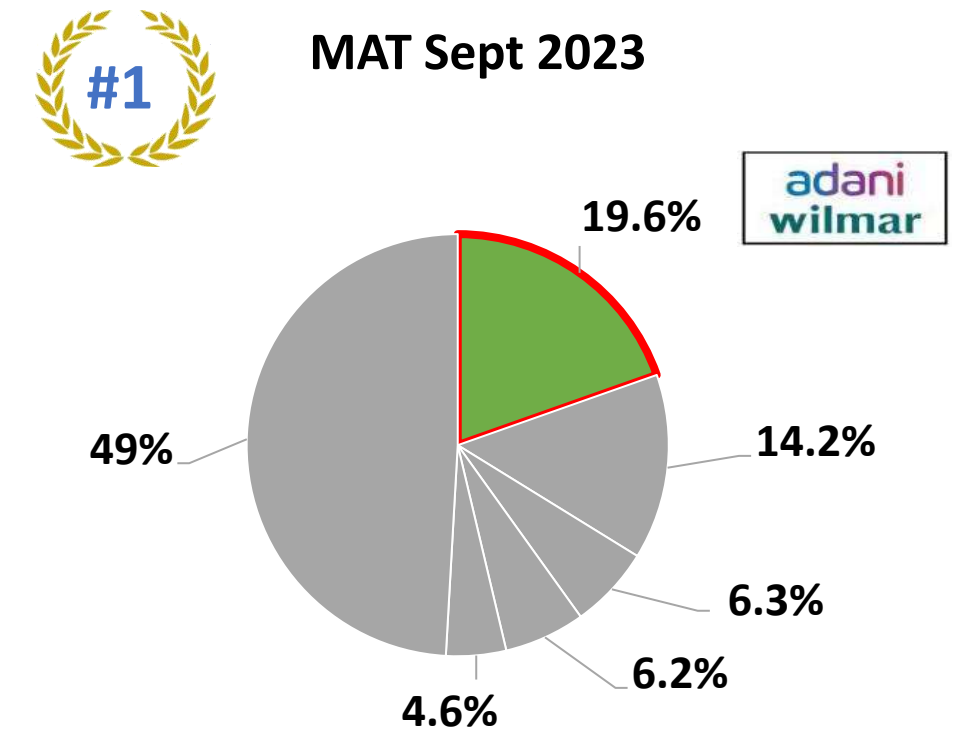
Leading in most of the markets



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

Successful Brand Extension of Fortune

Over 2 decades of trust and quality

Fortune: A household name in India

Fortune

‘Edible Oil’ brand



fortune[®]
edible oils and foods

‘Packaged Foods’ brand



‘Fortune’ brand size is INR 20,000+ Crores

Opportunity to replicate the Edible Oil playbook in other staple food categories

AWL's Share (as % of total volume consumed in India)

TAM ~\$30bn, Branded: ~85%

Edible Oil

~12%+

TAM ~\$65bn+, Branded < 15%

Wheat

< 1%

Rice

< 1%

Pulses & Besan

< 1%

Sugar

< 1%

AWL's Competencies across oil & foods

✓

Fortune Brand Equity

✓

Distribution & Retail Reach

✓

Efficient Logistics

✓

Own Manufacturing

✓

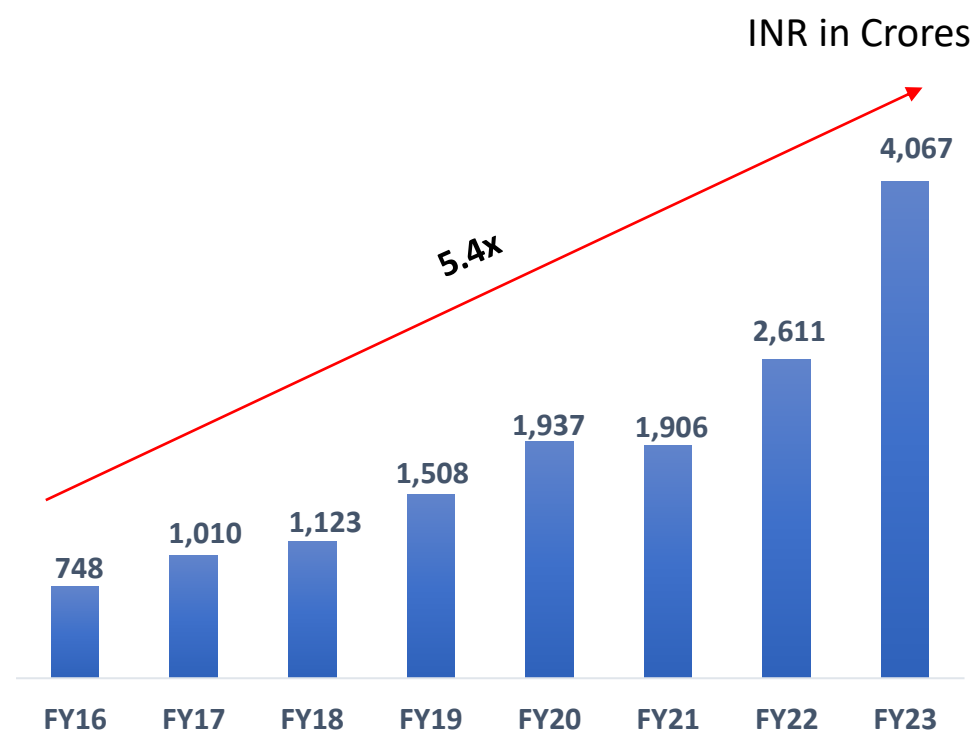
Sourcing

Designed for structurally low-cost operations

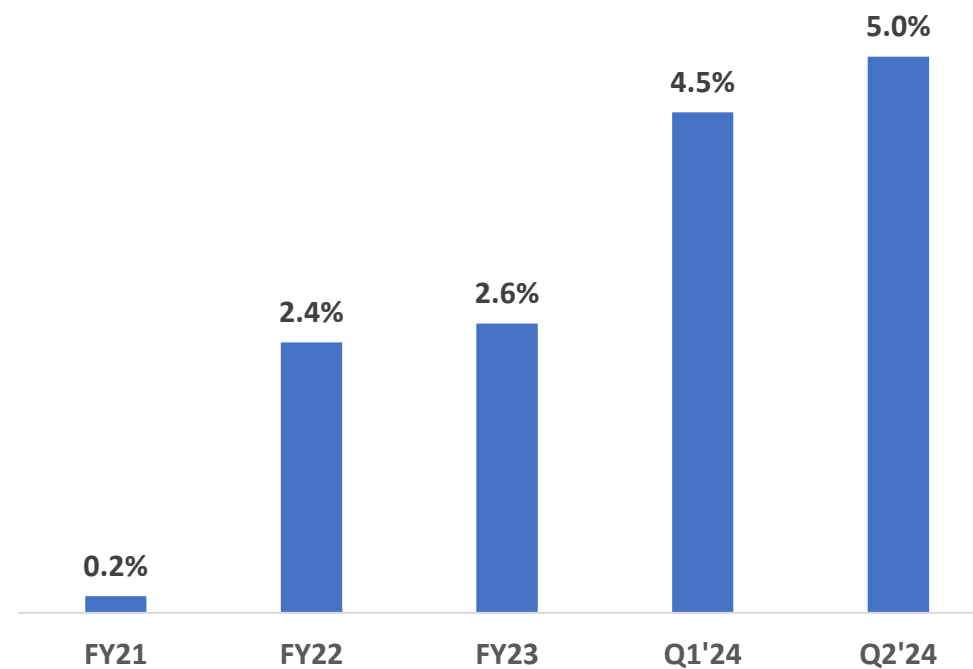
- Centralized functions, amplified by technology
- Common functions for all products of oils & foods

Building Scale in Food Business

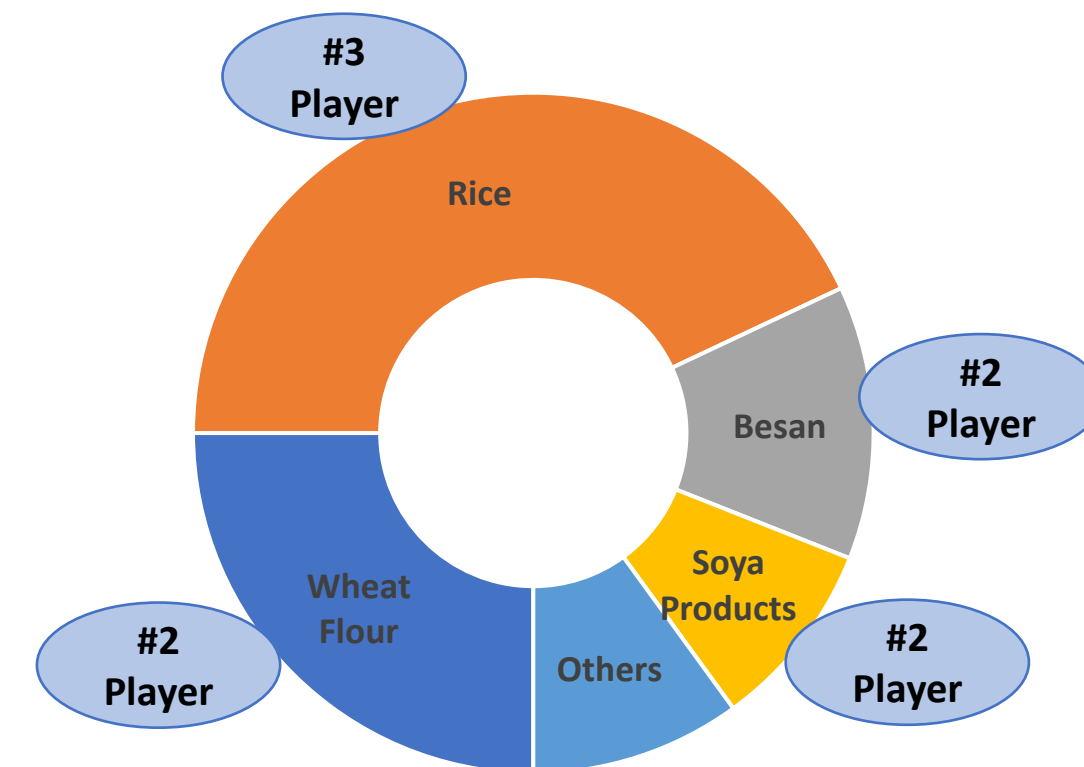
Multi-fold Revenue growth



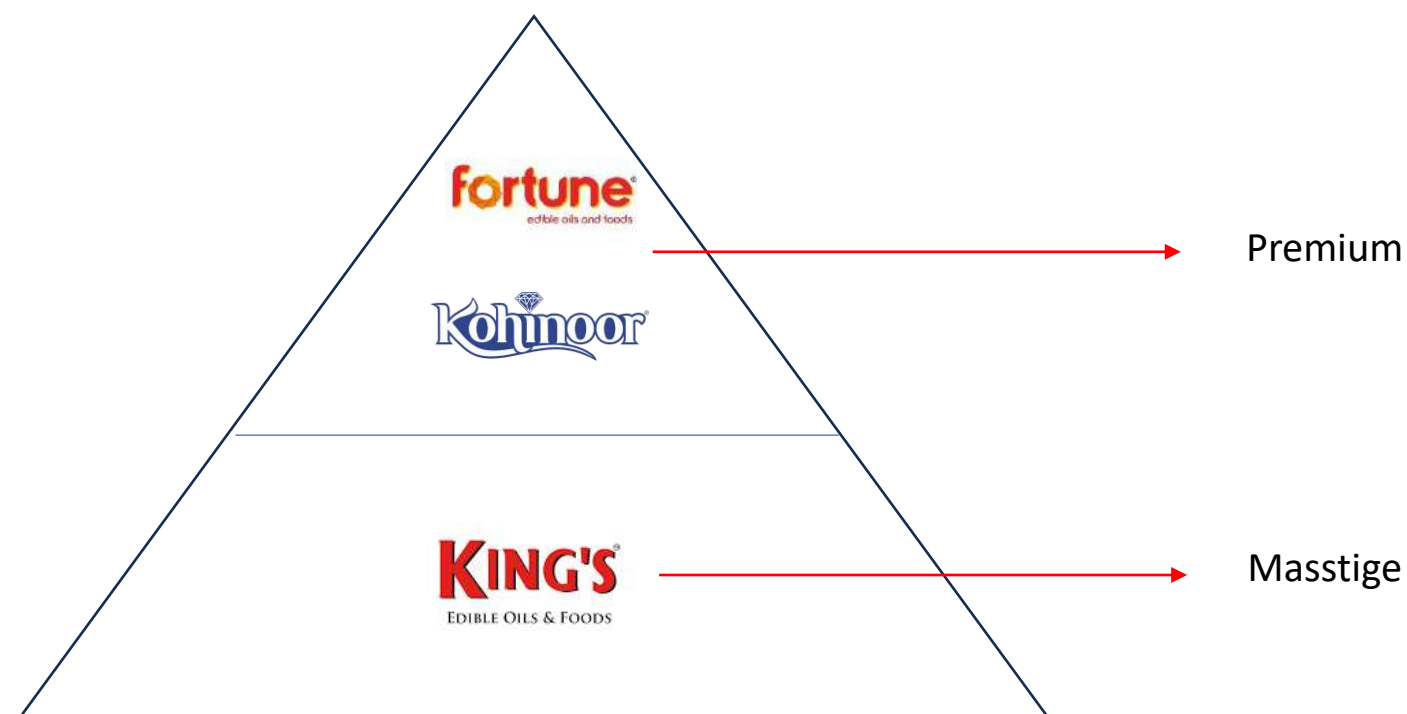
Improving EBITDA Margins



Market Leadership across Categories



Established Brands to drive growth



Key Priorities going forward

- Increase the Numeric Distribution & Direct Outlet Reach
- Leverage the strong distribution of Edible Oils
- Focusing on regional preferences well-supported by regional marketing

Foods Business will drive the next phase of growth and scale at AWL

All figures are on consolidated basis

Gaining Market Share in Foods business

‘Fortune’ brand has gained consumer acceptance in Food categories

Wheat Flour



4.0%

5.0%

5.2%

Sept 21

Sept 22

Sept 23

Rice



5.1%

7.9%

5.7%

Sept 21

Sept 22

Sept 23

Additionally, Kohinoor had a MS% of 1.8% in MAT Sept 2023

Source: Nielsen, MAT September of respective years

Depth in each of our Product Categories

Wide range of Products produced from each agri-commodity

Wheat Products

Whole Wheat



Wheat Flour



Fortune
Chakki Fresh Atta

Refined Wheat Flour



Fortune
Maida

Suji (Semolina)



Fortune
Suji

Rawa (Semolina)



Fortune
Rawa

Rice

Basmati Rice



Fortune
Basmati Rice



Fortune
Mogra Basmati Rice



Kohinoor
Basmati Rice

Non - Basmati Rice



Fortune
Banskathi Premium Rice



Fortune
Sona Masoori rice

Biryani Kit (RTC)



Kohinoor
Biryani Kit

Building Health & convenience focused food product portfolio

Increasing focus on value added products

Health-focused Edible Oils

Blended edible Oils



Fortune Xpert
Total Balance Oil



Fortune Xpert
Pro Immunity Oil



Fortune Xpert
Pro Sugar Conscious Oil

Rice Bran Oil



Fortune
Rice Bran Health

Health & Convenience Foods

Soya Chunks



Fortune
Soya Chunks

Soya Chunkies (RTC)



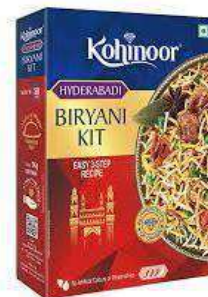
Fortune
Soya Chunkies

Khichdi (RTC)



Fortune
Khichdi

Biryani Kit (RTC)



Kohinoor
Biryani Kit

Chana Sattu



Fortune
Chana Sattu

Poha



Fortune
Poha

- Almost all value-add products are forward-integration of our existing products and leverages our existing distribution network

Forward-integration of our oleo-chemical business

Soap



For Retail consumers

**Launched in FY20, sales has crossed INR
100 Crores in FY23**

Multi-purpose Cleaner



For HoReCa clients

For Surface and Utensils Cleaning

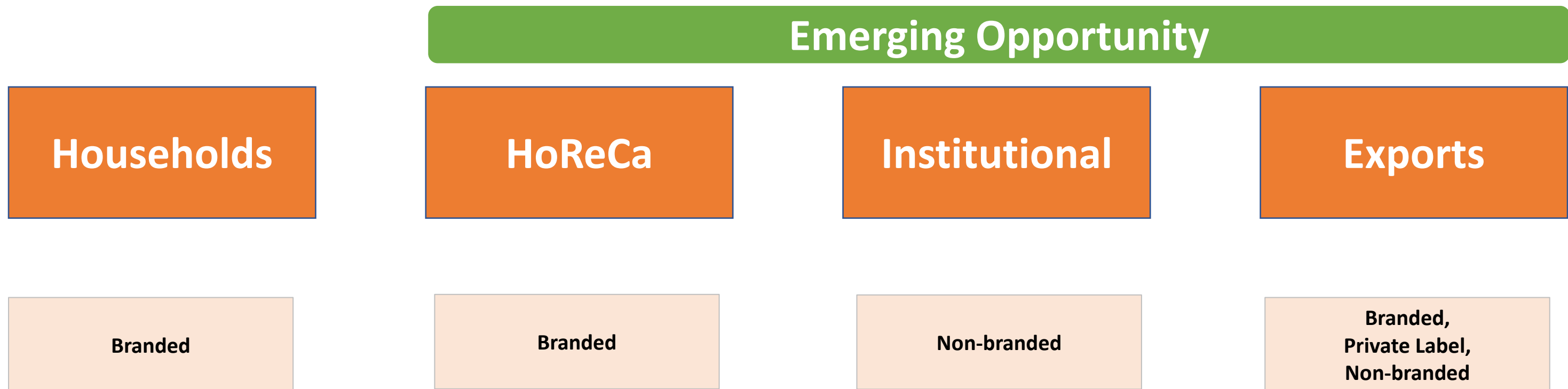
Product was launched in Q1 FY24

Customers



Seizing opportunity in all key Customer Segments in oil & foods

75%+ of sales is from branded products in FY'23*



Key benefits of presence in multiple segments:

- Significantly increase in the TAM – all of these segments have large TAM
- Higher diversification, reducing demand volatility
- Provides scale enabling better utilization of manufacturing, logistics, fixed overheads

* Branded mix is only for the oils & foods portfolio (excluding Industry essential business which is 100% B2B)

Brands



Presence across the price spectrum



A healthy mix of premium and popular brands

Portfolio of scaled up brands

Strong brands built on basis of trust and quality over last 2 decades

Value	Brands	Segment
INR 20,000 Cr +		Edible Oil & fats + Food & FMCG
INR 4,000 Cr +	 	Edible Oil & fats
~INR 1,000 Cr +	 *	Edible Oil + Food & FMCG
INR 500+	 	Edible Oil & fats
INR 100 Cr +	      	Edible Oil + Food & FMCG

Branded portfolio growing steadily

* Rupchanda is a brand under BEOL (100% subsidiary of AWL in Bangladesh)
Note: Additionally, AWL also has branded sales of INR 1,000 Crores of bakery fats sold under various brands of Wilmar International

Marketing



Celebrity-led advertising on mass media

Soyabean Oil Campaign



Soyabean Oil Campaign



Sunflower Oil Campaign



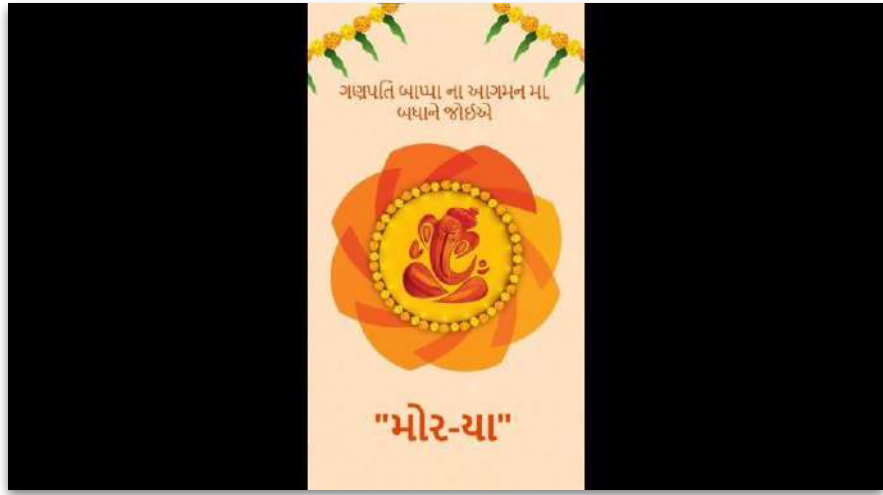
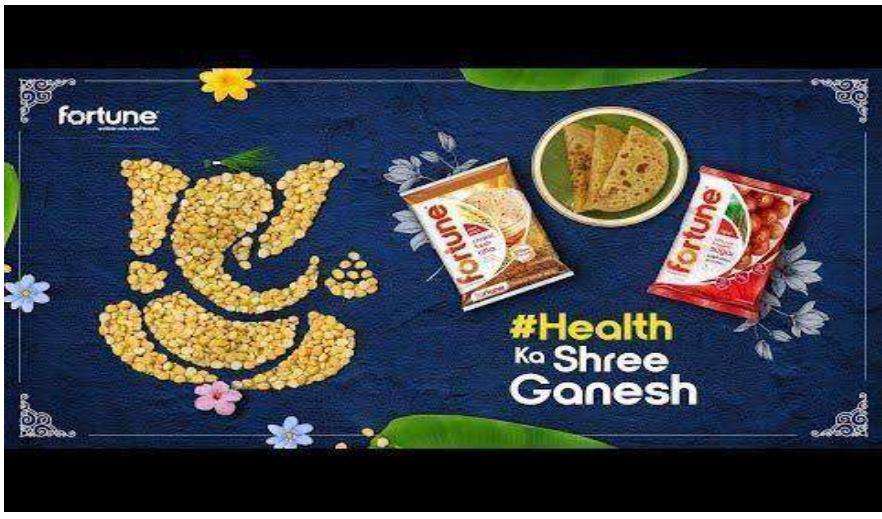
Fortune Atta Campaign



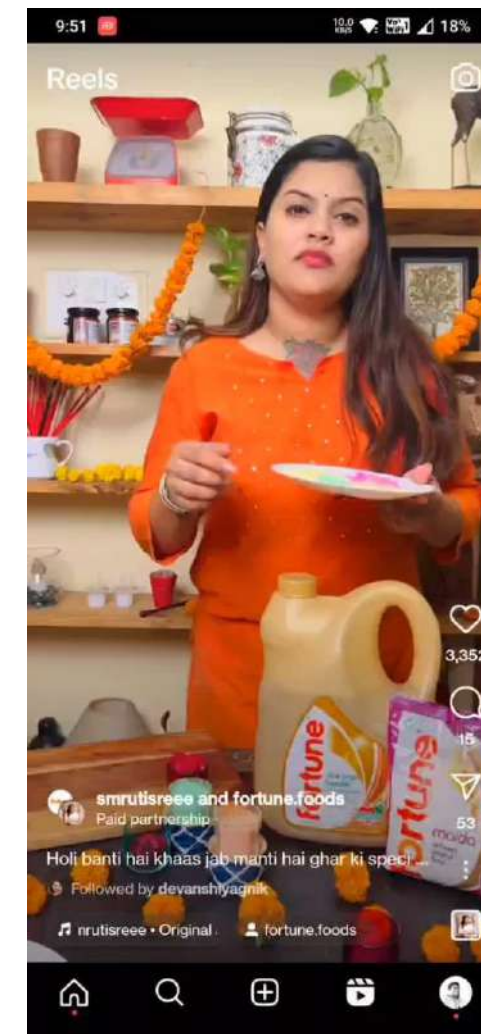
King's Mustard Oil Campaign



Frequent campaigns on social media – focus on region, occasion specific



Engaging consumers on social media through many Influencers



Branding Activities by sponsorships of relevant events



was a key sponsor on Season 7 of



Masterchef India



is sponsor of



Women's Premier League





Product campaigns

adani wilmar
For a healthy growing nation

Kohinoor®

Khushboo Kuchh Khaas

True basmati experience, in every grain.



Net Weight 1 kg

VEG

Unlock More Benefit With the Goodness of 3 Oils

UP TO 15% OFF

ENRICHED WITH FLAXSEED OIL

multivitamin

PUFA

Good for Heart Health

Rich in natural antioxidants

Rich in PUFA

Good for Heart Health

From the makers of fortune

alife SOAP

Chandan ke tatwon se mile aapko unmatched kudrati nikhaar



fortune rice bran health


Switch to India's No 1* Rice Bran Oil for your Heart health!

*As per MAT SEPT'22 MS basis Value



fortune poha

The King Has Arrived



Hygienically Processed & Packed

Good Source Of Dietary Fibre & Protein

Soak For 10 Mins Before Cooking

Super Soft

Pictures are for Representation purpose only

fortune SUPER FOOD Khichdi

Chowpatty Ka Swaad Aur Salsa Ka Peppy Flavour Ab Karo Fortune SuperFood Khichdi Ke Mexican Salsa Aur Pav Bhaji ke Saath Savour

Ready To Cook In 1 Whistle

5 Whistles

20% FIBRE OF Protein



adani wilmar For a healthy growing nation

very very light

fortune sun lite refined sunflower oil



Product campaigns

adani wilmar
For a healthy growing nation

fortune
chakki fresh atta

Soft roti ka vaada

100% atta
0% maida

fortune
chakki fresh
atta
natural taste
natural aroma
natural fibre

fortunefoods.com

100% Veg.

An advertisement for Fortune Chakki Fresh Atta. It features a man in a green polo shirt smiling and gesturing towards a bag of Fortune Chakki Fresh Atta. The bag is white with a brown top and bottom, showing a stack of rotis and the Fortune logo. A circular seal on the bag says '100% atta 0% maida'. The background is a warm, golden field under a bright sky.

fortune
pulses

wahi desi swad

Presenting unpolished
Fortune pulses

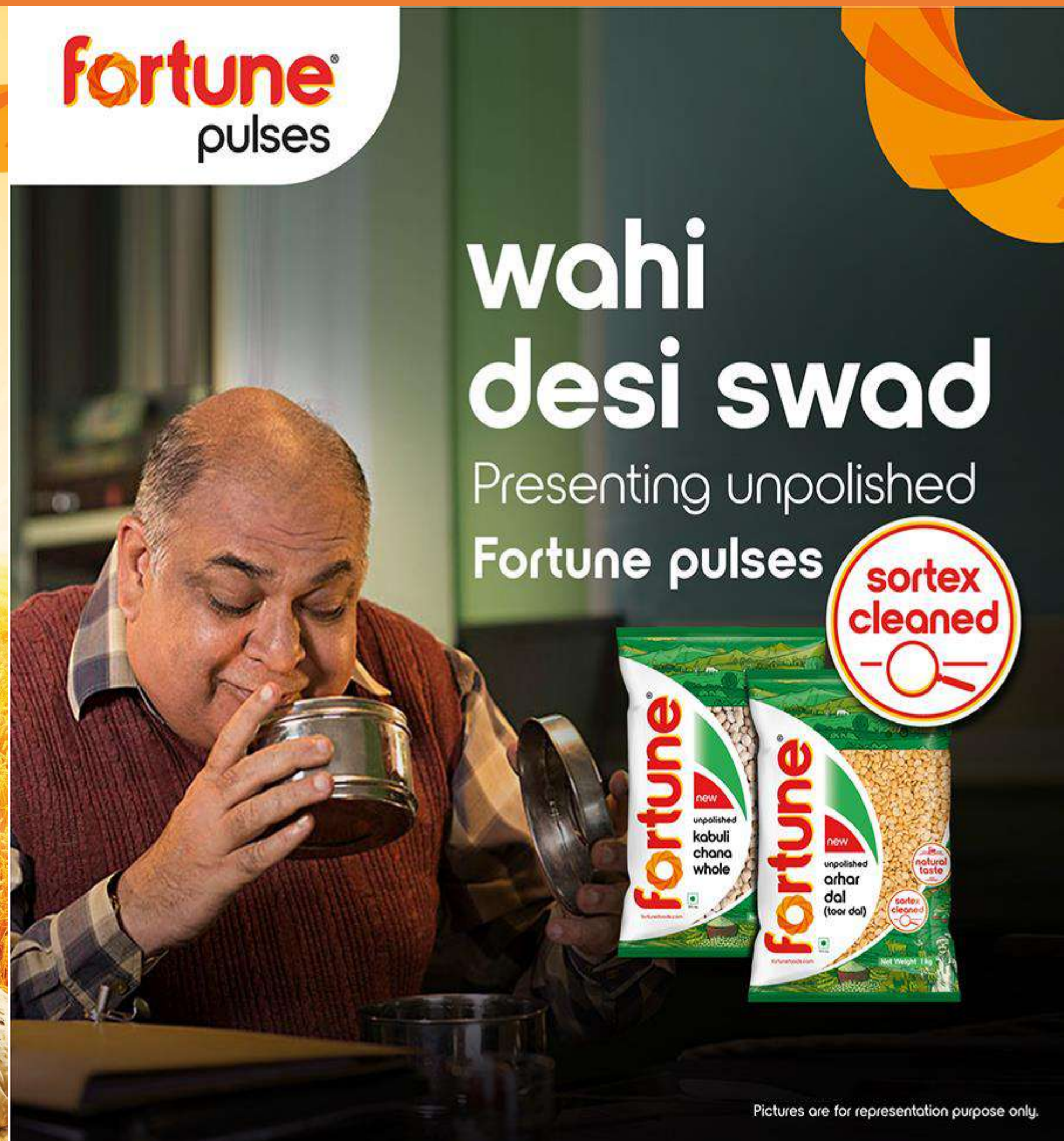
sortex
cleaned

fortune
new
unpolished
kabuli
chana
whole

fortune
new
unpolished
arhar
dal
(toor dal)

natural
taste

sortex
cleaned

An advertisement for Fortune Pulses. It features a man in a red sweater smelling a bowl of pulses. In the foreground, there are two bags of Fortune pulses: 'new unpolished kabuli chana whole' and 'new unpolished arhar dal (toor dal)'. Both bags have a green and white design with the Fortune logo. A circular seal on the arhar dal bag says 'sortex cleaned'. The background is a dark, indoor setting.

Pictures are for representation purpose only.

Product campaigns

Makes
your biryani
special
every time!



adani
wilmar
For a healthy growing nation

Made from carefully selected basmati grains,
Fortune Biryani Special's non-sticky and
long grain rice makes your biryani delicious.

fortune
basmati rice

biryani special

Inhe
Khilne Do



fortune
SUPER FOOD
Khichdi

It's Not Just Khichdi, It's
**MIND
BLOWING**
Khichdi



Ready to
Cook



Rich with
5 Super Grains



Tasty Masala
Mix Inside



Investing in the premium Kohinoor brand

Kohinoor Traditional Basmati Rice | Khushboo Kuchh Khaas | Kohinoor TVC



Sales & Distribution

Expanding town coverage and retail outlets

Direct Reach

> 6.5 Lac+ Outlets

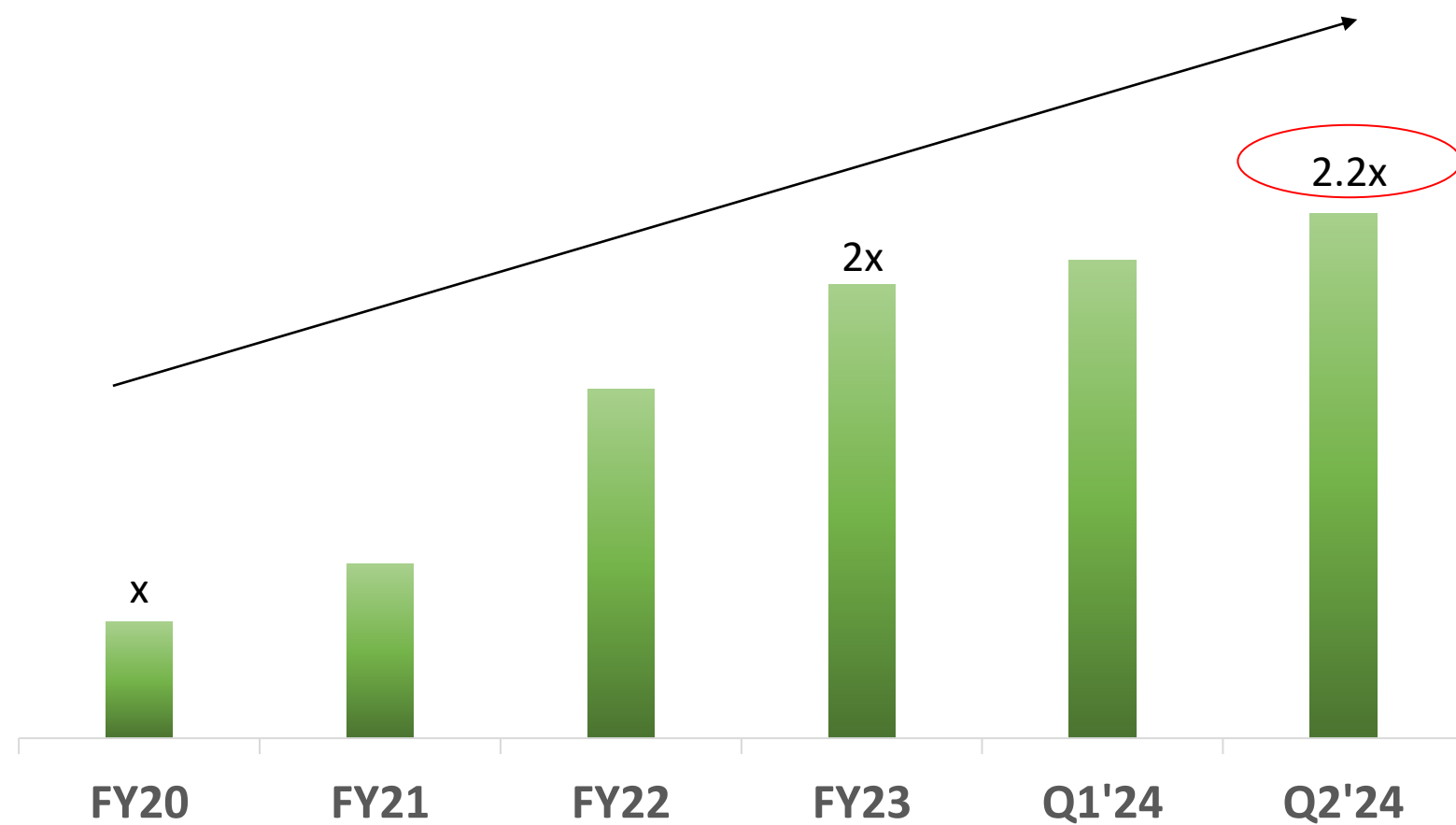
Coverage: Rural Towns

26,500+ rural towns

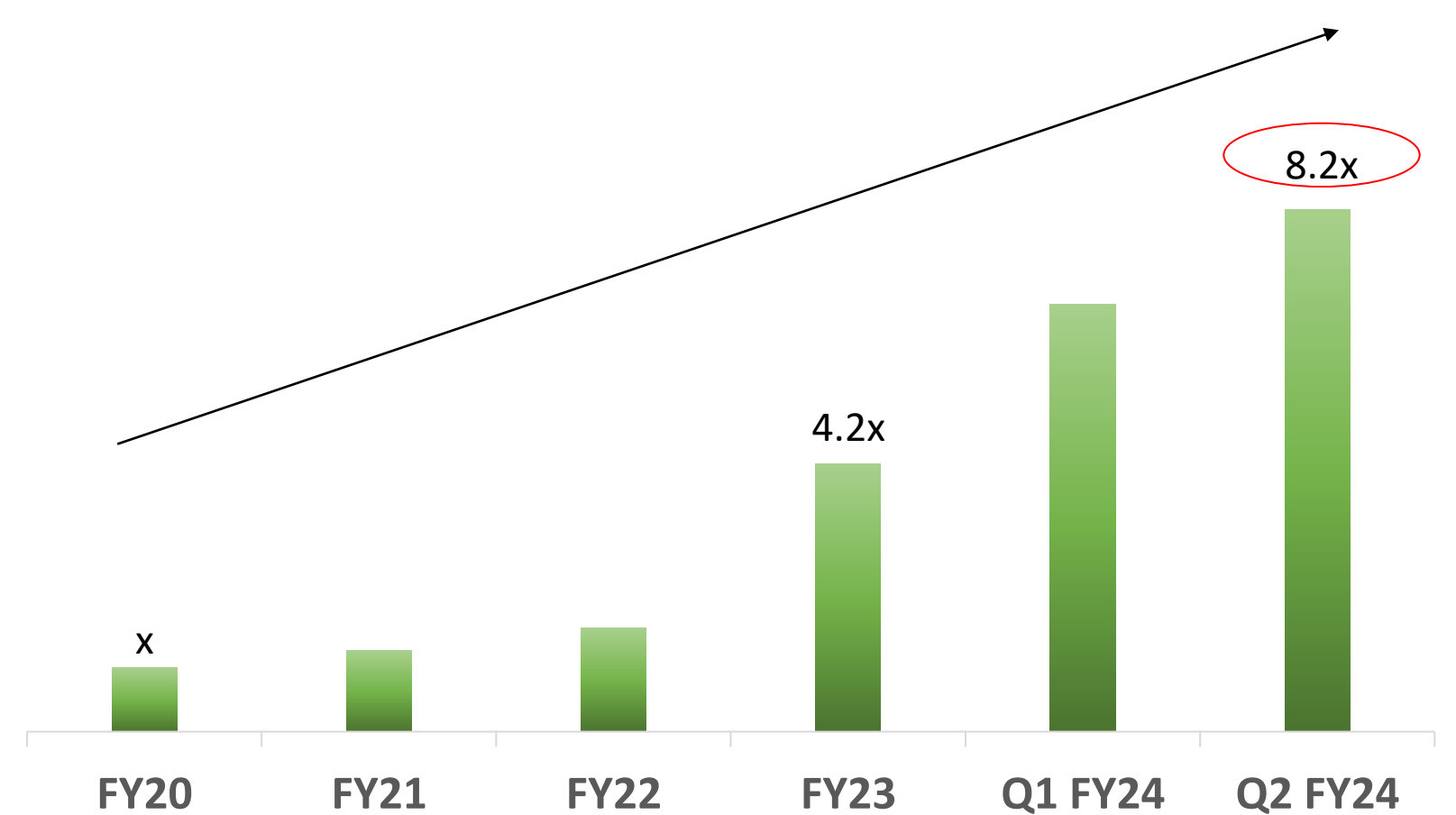
Rural Saliency

~30% (Volumes)

Direct Reach



Rural Town Coverage



Focus to continue increasing the direct reach and coverage of rural town

Note: Population below 100,000 are rural towns

Enhancing GTM capabilities to capture demand



Everyday great execution

- Improving daily visit calls
- Improving productivity of calls
- Increase DSM effective coverage
- Improved penetration in urban towns



RURAL Sales Force Automation

- Geo-tagging of Outlets in all categories
- Visibility of Rural Coverage: Orders addressed from SFA



Distributor Segmentation

- Classification of existing distributors based on their buying patterns and financial parameters
- Identify distributors at risk and take corrective actions to retain them



Rural Activation & Coverage Expansion

- Rural town expansion
- Improved quality of Town Coverage in Rural



Route optimization

- Using tech to determine sales beat, optimizing the daily market route
- Pilots have demonstrated significant reduction in distance travelled, improving salesman productivity



Outlet Level Insights

- Identification of similar potential outlets based on purchase patterns

Supply Chain & Production Planning

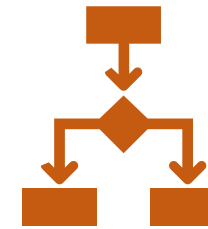


Efficient supply chain to lower cost and capture demand



Manufacturing network designed for logistics efficiency

- Port-based refineries for imported edible oil
- 55%+ of dispatches directly sent to customers



Least Cost Optimization

Dispatch planning to optimize on various parameters like raw-material prices, logistic costs, plant utilization etc.



Digitization

Most of the supply chain workflow has been digitized, resulting in paper-less processes, availability of data, visibility of truck movement, faster payments to vendors



Centralized control

Digitalization enabled centralized control to drive further data driven efficiency, better monitoring & compliance, benefit of scale in procurement, process improvement, lesser manpower



Reverse Auction

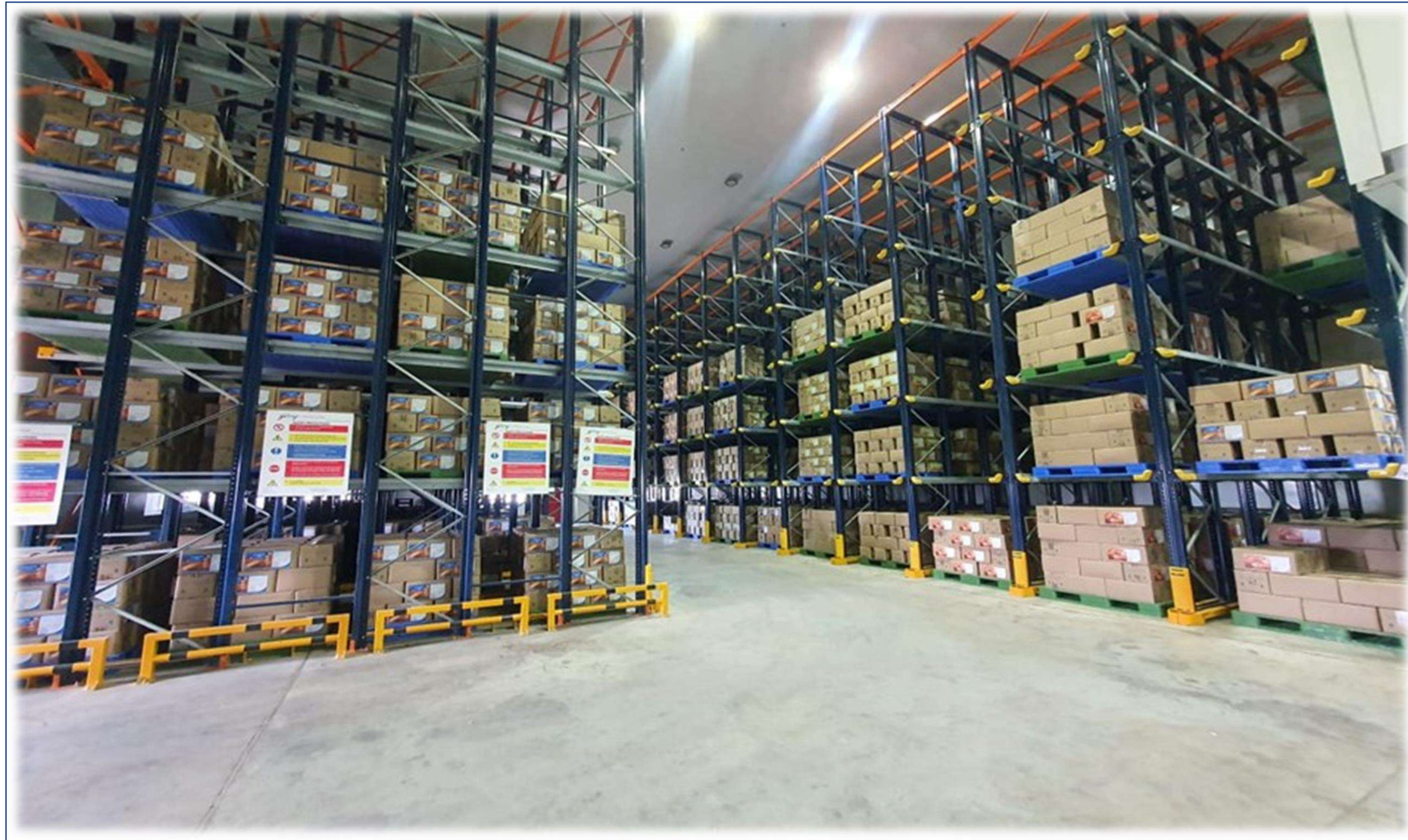
All truck hiring is done through online reverse auction to secure best rates and ensure process integrity



Promoting clean energy

- ~18% of dispatches are multi-modal
- ~5% of dispatches through green fuel (CNG)

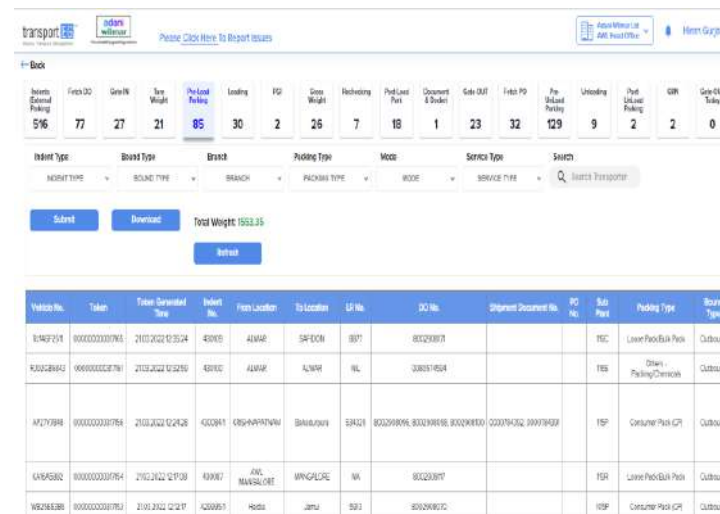
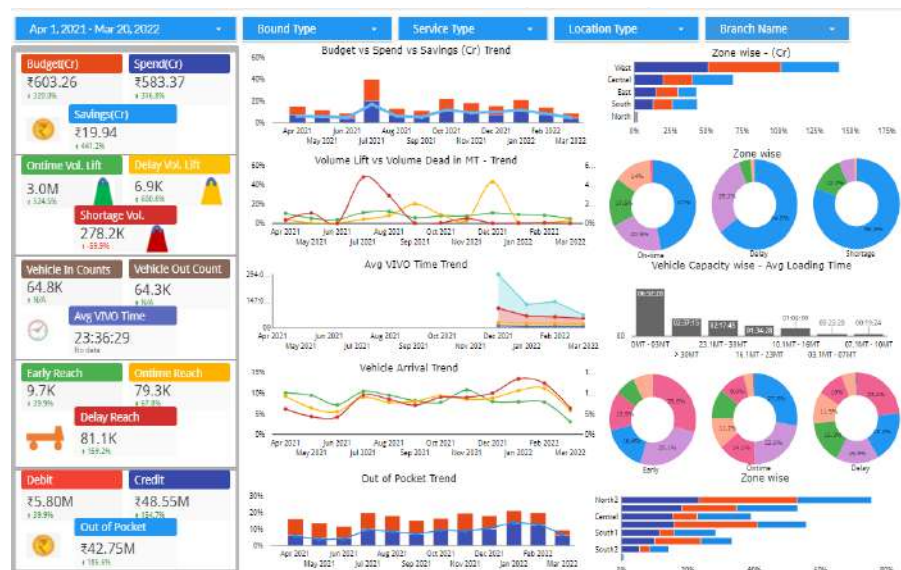
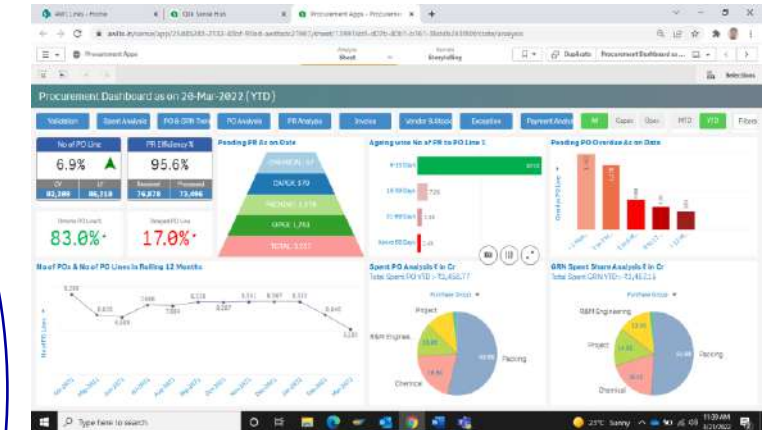
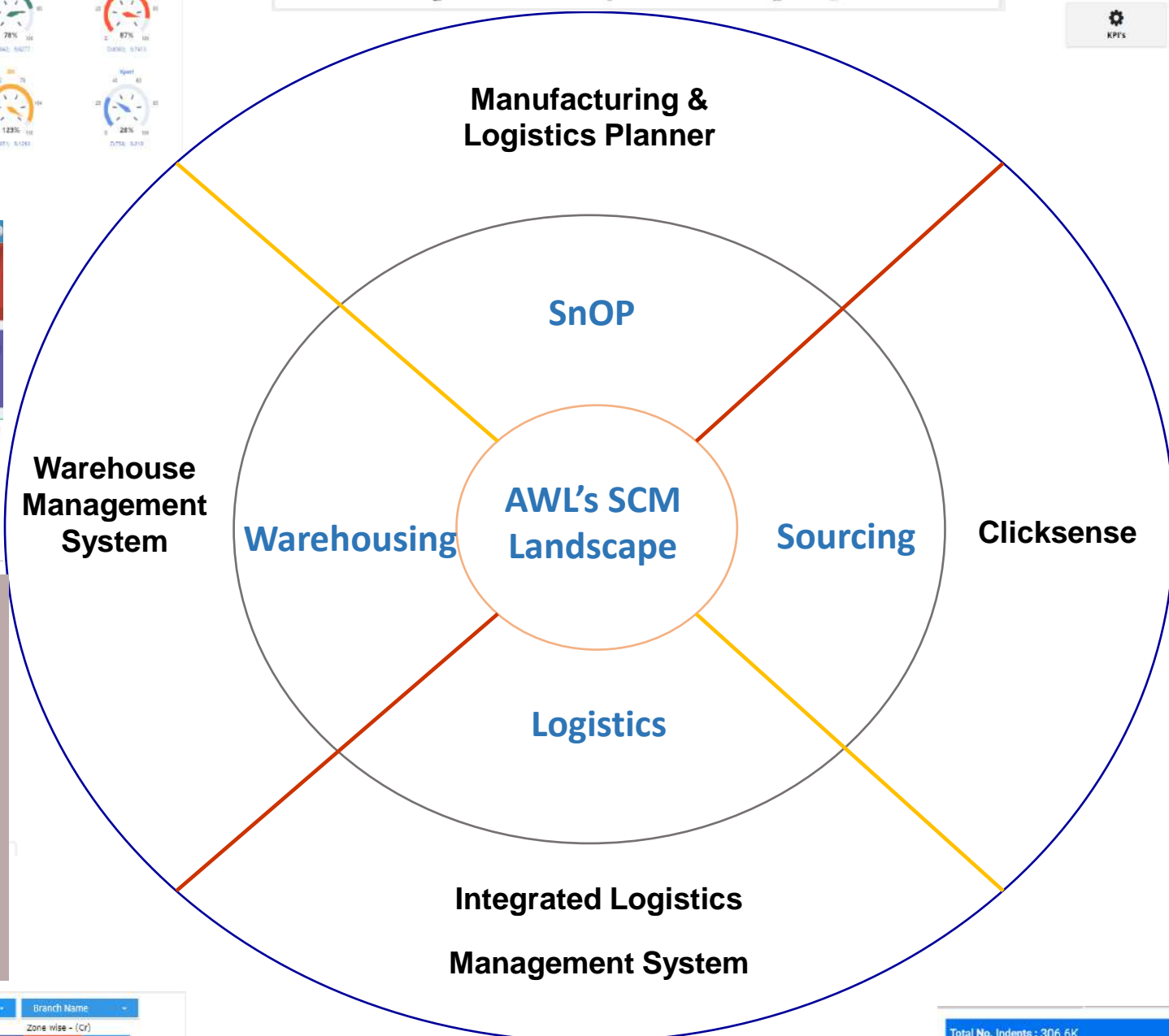
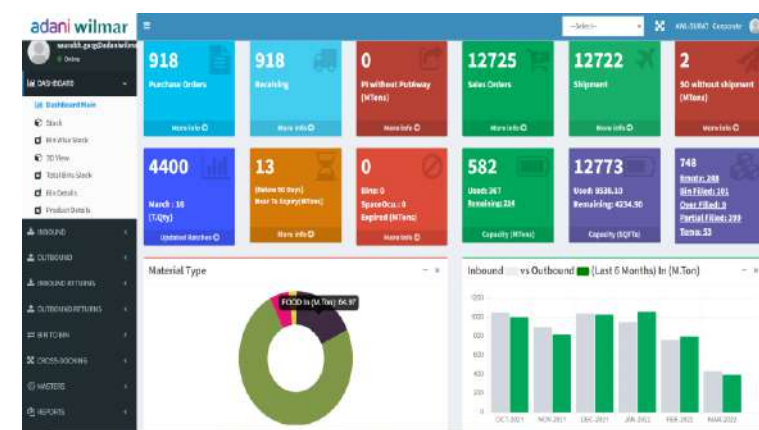
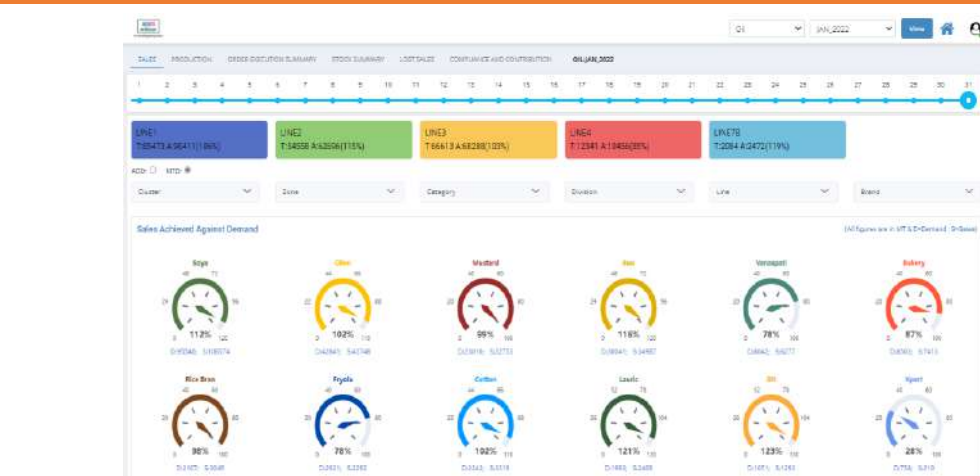
Proximity to markets: A depot at every 250 KM



90 Depots

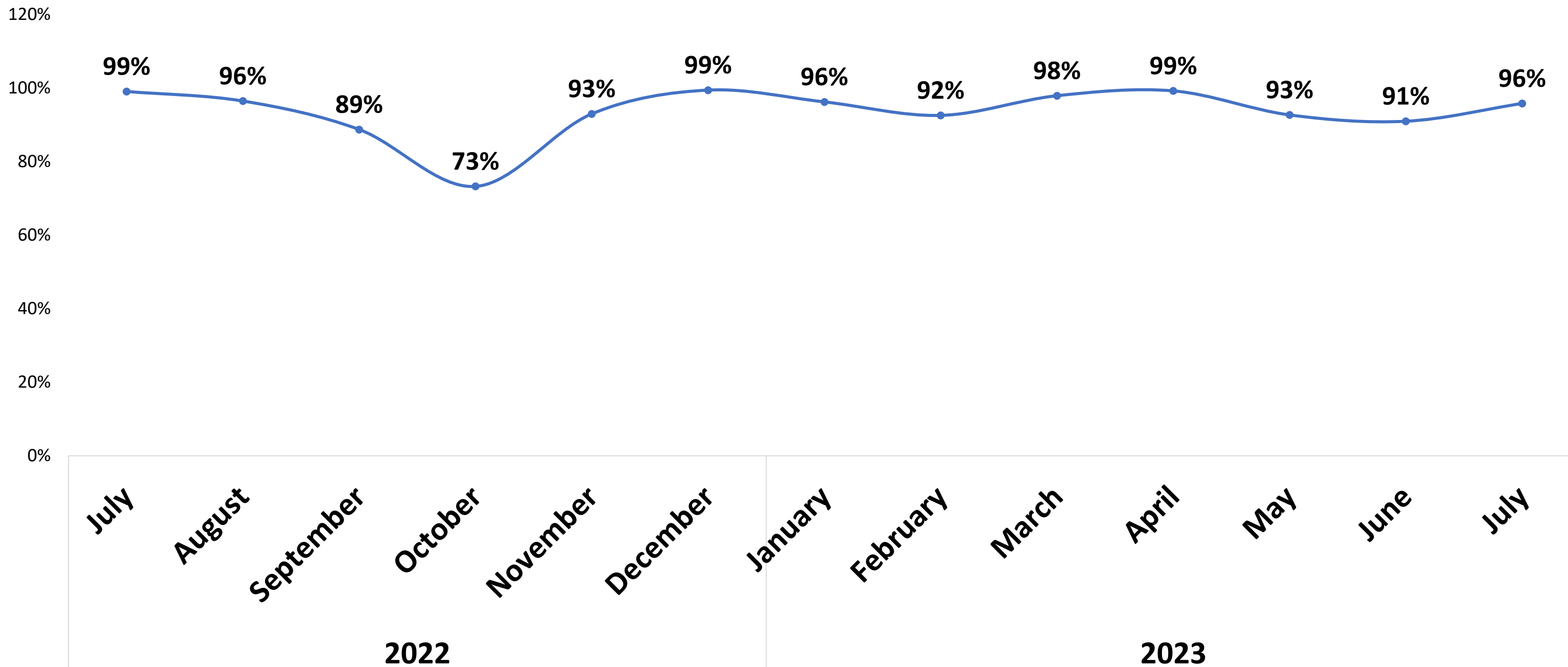
~2 Million Sq. Ft.
(Depot Storage Space)

Extensive use of data & analytics for supply chain efficiency



Developed reliable systems to tackle supply chain complexities

Forecasting Accuracy - Pan India Basis





CERTIFICATE OF APPRECIATION



Date:
06-04-2023

This is to certify that
M/S ADANI WILMAR LTD.
has contributed in reduction of Carbon Emission
by opting Rail Transportation over Road for
movement of its cargo and earned



22574 RGP's

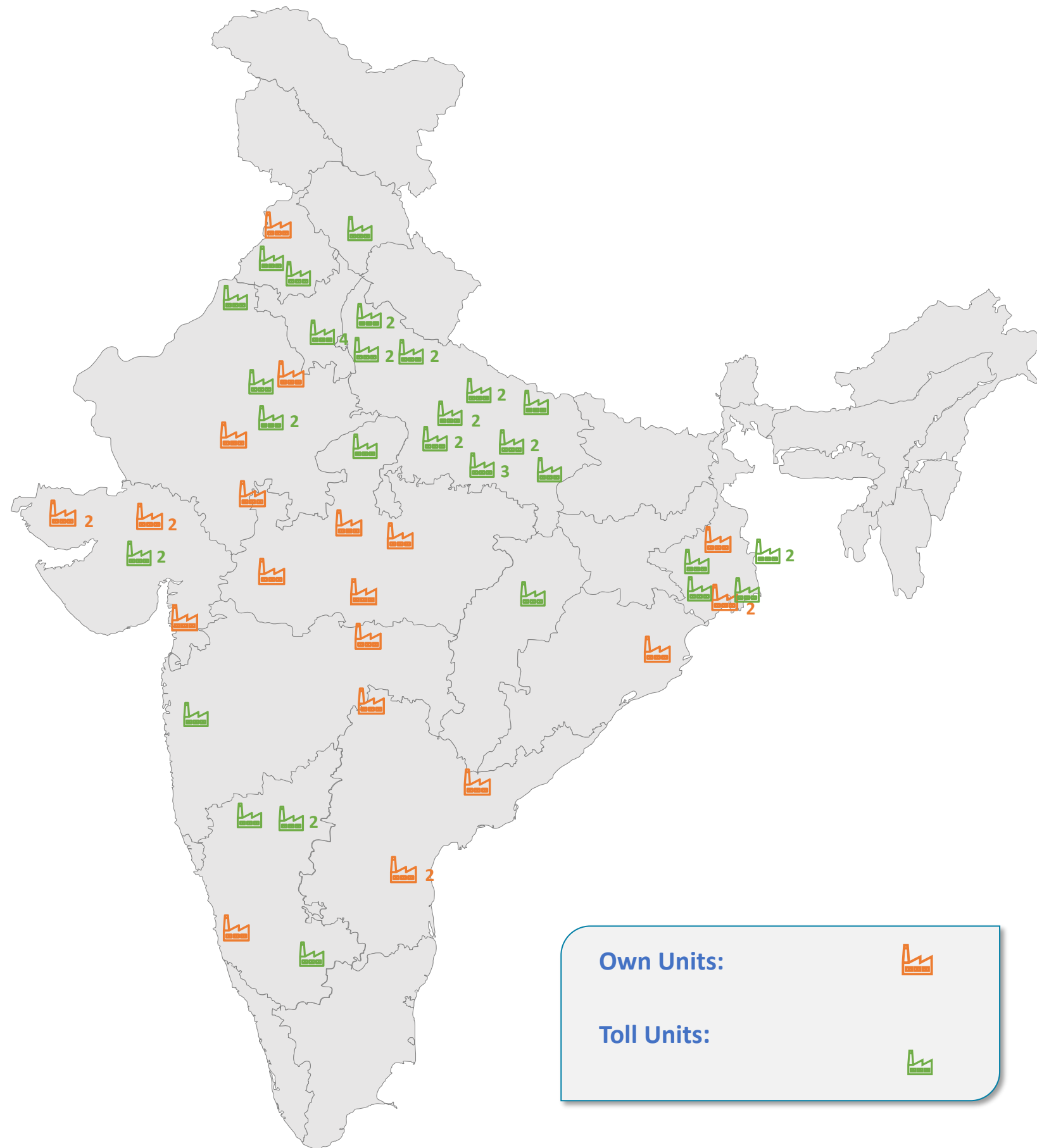
since 01.04.2022. This contribution towards a
Clean and Green India is highly appreciated.

Manufacturing



Large & Integrated manufacturing facilities spread across the country

Processing & logistics efficiency, along with quality controls



Own Units

23 Units



Third Party Units

38 Units

- Third-party units are primarily on exclusive basis for quality controls
- Company is building new capacities to increase in-house manufacturing
- AWL focus is on building integrated plants that can process multiple products in same facility, utilizing shared resources

Integrated business model for cost efficiency

Focus on building integrated plants and adding new units in existing locations

Mundra Plant



End-to-end integrated plant

- Crushing units and refineries
- Integrated to produce Vanaspati, margarine, oleo chemicals and soap bars with raw materials from refining
- Derive de-oiled cakes from crushing and oleochemicals from palm stearin derived from palm oil refining

Vidisha Plant



Integrated plant for soya

- Covers entire value chain of soya-crushing, producing soya value-added products such as soya nuggets, soya flour, soya flaks and refined soya oil

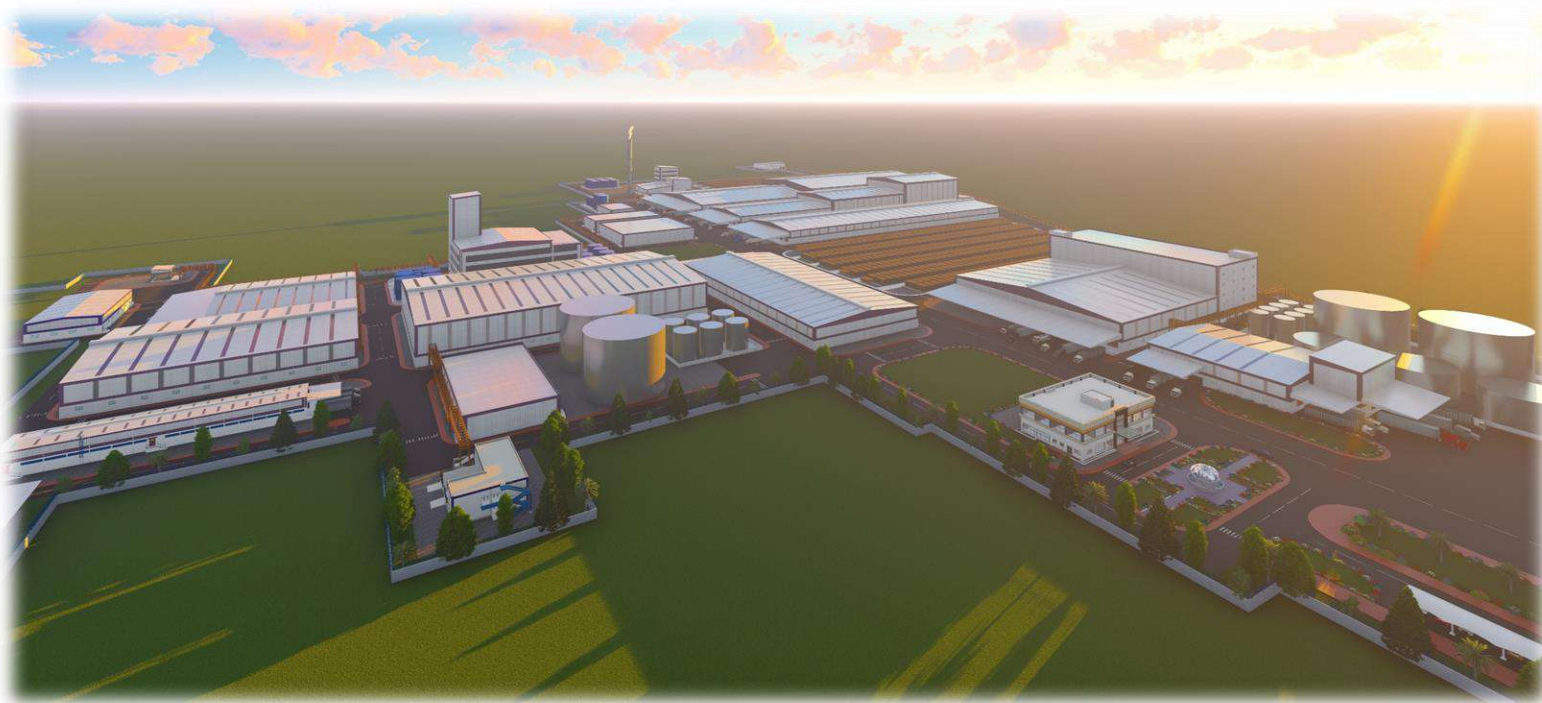
Upcoming Project: Integrated Plant in Gohana, Haryana

Total Capex Outlay
~INR 1,300 Crores

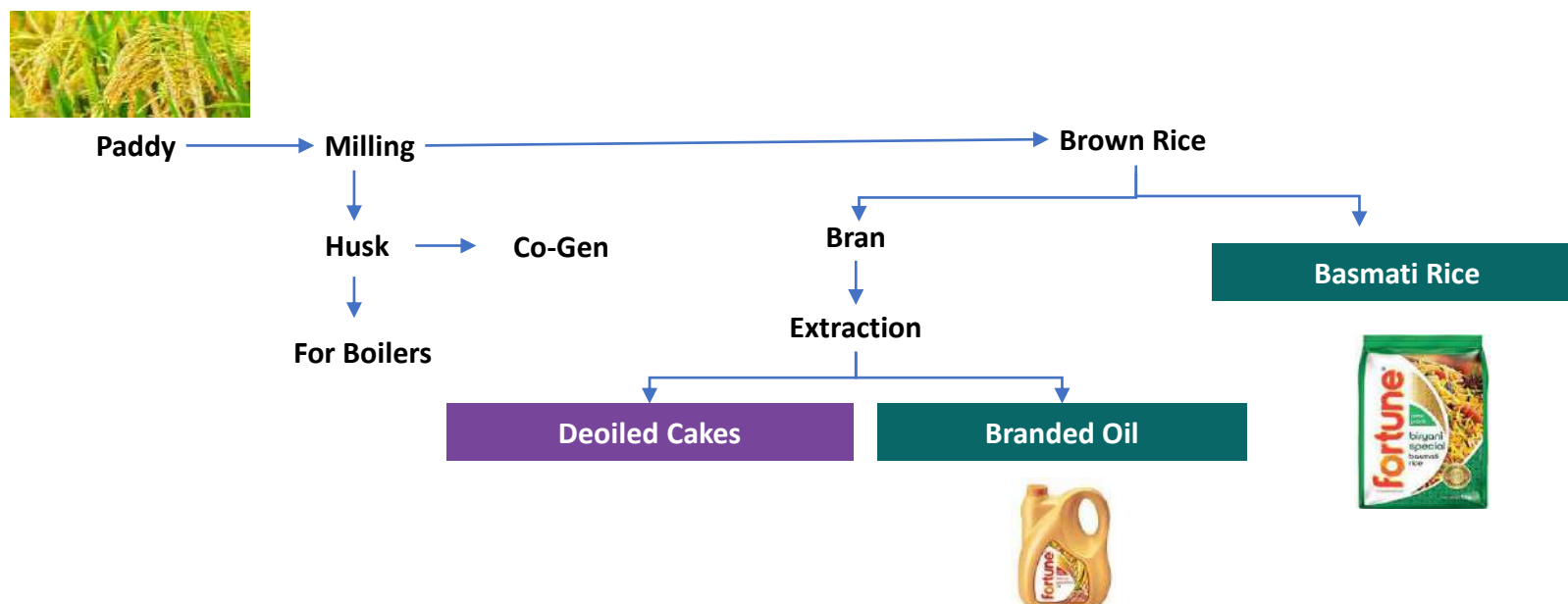
Land Area
~78 Acres

Estimated Annual Capacity
~627,000 MT

3D Layout: Fully Integrated Plant



Illustrative Depiction: Rice Plant Integration



Planned Capacities

Product Category	Estimated Annual Capacity
Rice	~445,000 MT
Wheat Flour, Suji, Rawa & Maida	
Mustard Oil	~182,000 MT
Rice Bran Oil	
Cottonseed Oil	
Total Annual Capacity	627,000 MT

Note: Construction is in progress and Project is expected to be completed by March 2025

Bangladesh Business

(100% Subsidiary of AWL)



adani
wilmar

BEOL
Bangladesh Edible Oil Limited

H1'24 Sales Revenue

INR 1,133 Crores

H1'24 Sales Volume

0.12 MMT

H1 Branded Sales %

77%

H1 Share of Foods – H1'24

~20%

Product Basket

Soyabean Oil

Mustard Oil

Rice Bran Oil

Sunflower Oil

Palm Oil

Rice

Wheat Flour

Refined Flour

Deoiled Cake

Brands



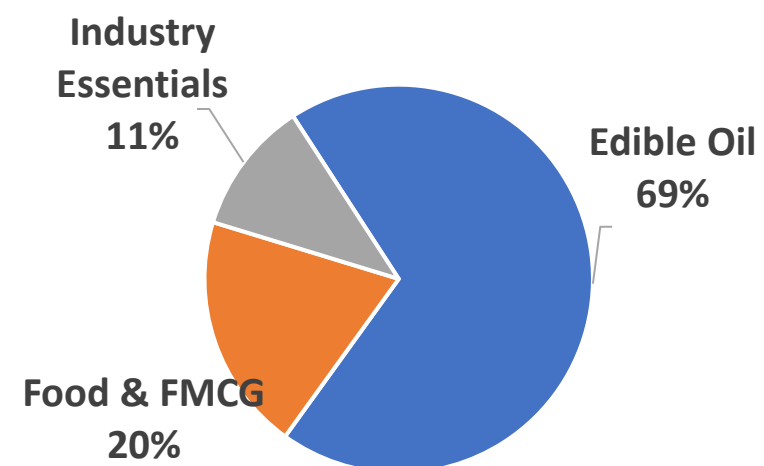
KING'S

Meizan

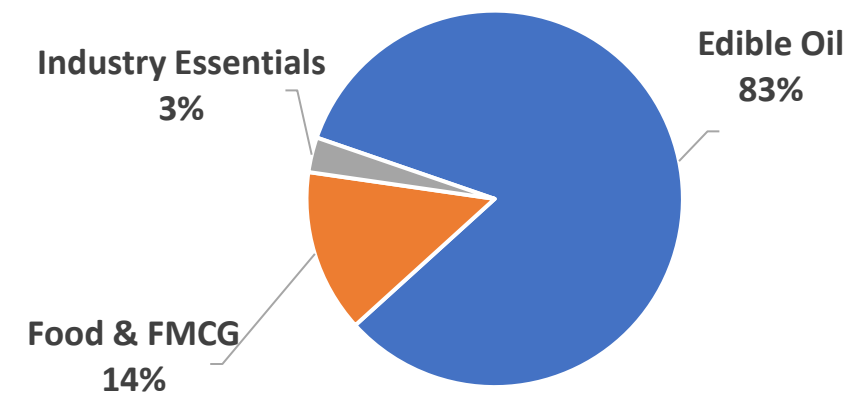
fortune
edible oils and foods

Business Mix

Volume Mix: H1'24

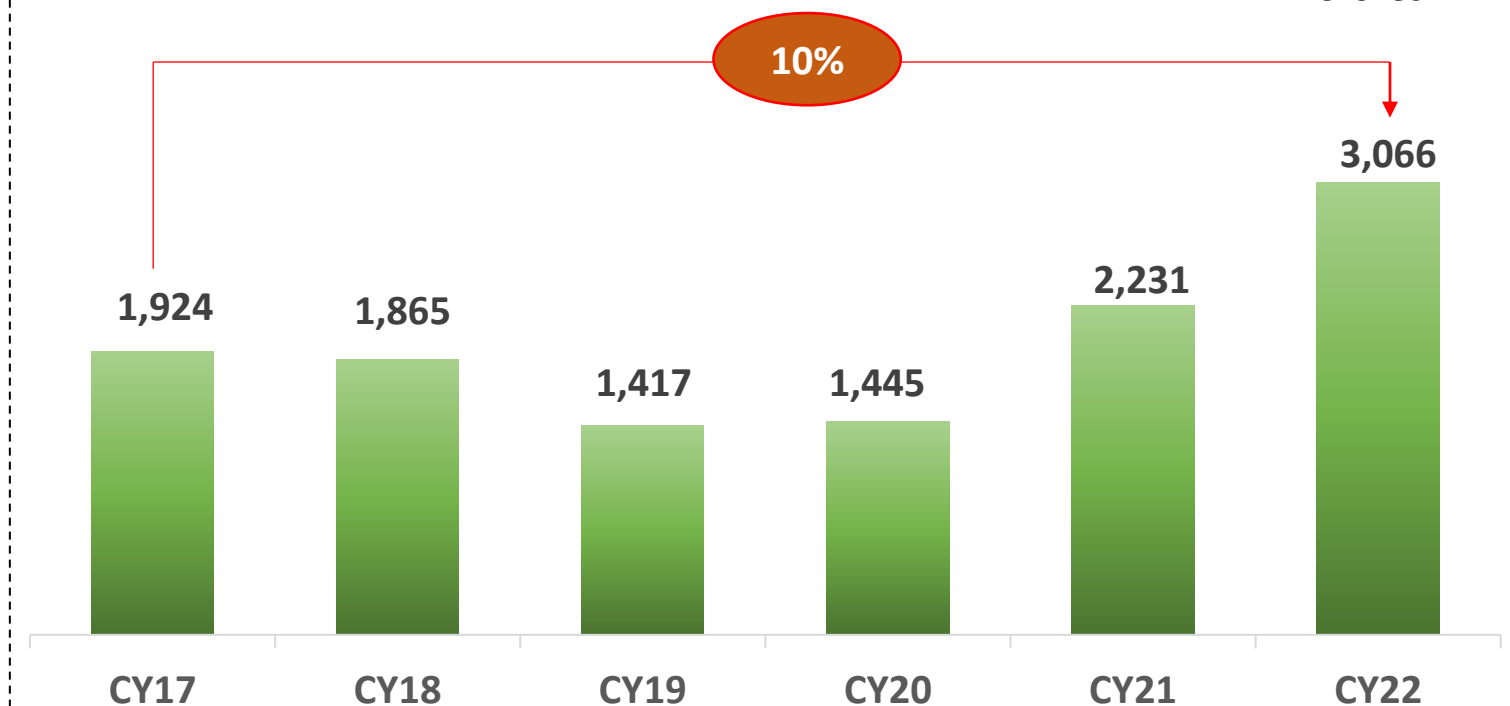


Value Mix: H1'24



Revenue

INR in Crores



Brand Campaigns in Bangladesh



RUPCHANDA
adani wilmar | BEOL

বাসার
খাবারেই তো
ভালোবাসা

রূপচাঁদা ফর্টিফাইড সয়াবিন তেল আপনার রান্নার প্রতিটি উপাদান থেকে বের করে আনে আসল স্বাদ। আর পরিবারকে রাখে সুস্থ।

3+6
Vitamin A

রূপচাঁদা
ফর্টিফাইড সয়াবিন তেল



আমার কাছে
**তেল
মানেই
রূপচাঁদা**

আমাদের প্রতিটি ফোঁটা

3+6
Vitamin A

২৫ বছর ধরে পরিবারের সুস্থতায় বাংলাদেশের একমাত্র আস্তা
রূপচাঁদা সয়াবিন তেল

RUPCHANDA
adani wilmar | BEOL



RUPCHANDA
BEOL | adani wilmar

ঝরঝরে পোলাওয়ের জন্য
রূপচাঁদা চিনিগুঁড়া চাল

সম্পূর্ণ ভাজা ও
মোটা দানা মুক্ত

হটলাইন
০৯৬১২৭৭৭৮৮৮



KING'S
Sunflower Oil

Profession এ বা Occasion এ

“KING'S এর ভিটামিন-ই এর জাদুকরী
ছোঁয়ায় জাগিয়ে তুলুন
আপনার ত্বক।”

তামারা চৌধুরী
ক্লিনিকাল ডায়েটিশিয়ান ও পুষ্টিবিদ

FSSC 22000 স্বীকৃত প্রতিষ্ঠান (ISO 22000:2005 & TS 22002-1:2009) খাদ্য নিরাপত্তায় AIB সনদপ্রাপ্ত



Fortune

RICE BRAN OIL

WITH ORYZANOL 20 TO 1

Perfect Seasons Rice

Basmati Rice

- ✓ গামা ওরাইজেনল খারাপ কোলেস্টেরল কমায়, আর ভালো কোলেস্টেরল বাড়ায়।
- ✓ আনস্যাচুরেটেড ফ্যাটের সঠিক ব্যালেন্স হার্টকে রাখে সবল ও কর্মক্ষম।
- ✓ অধিক এন্টি অক্সিডেন্ট বাড়ায় রোগ প্রতিরোধ ক্ষমতা।
- ✓ যেকোন বিরিয়ানির জন্য আদর্শ।
- ✓ বিশ্বের সবচেয়ে লম্বা দানা।
- ✓ বিরিয়ানি হয় ঝরঝরে।



adani wilmar | BEOL

ভালোবাসার অটুট পরিবেশন

Fortune

BIRYANI SPECIAL

Basmati Rice

Perfect Seasons Rice

শত বছরের ঐতিহ্য জড়ানো স্বাদ

হটলাইন
০৯৬১২৭৭৭৮৮৮

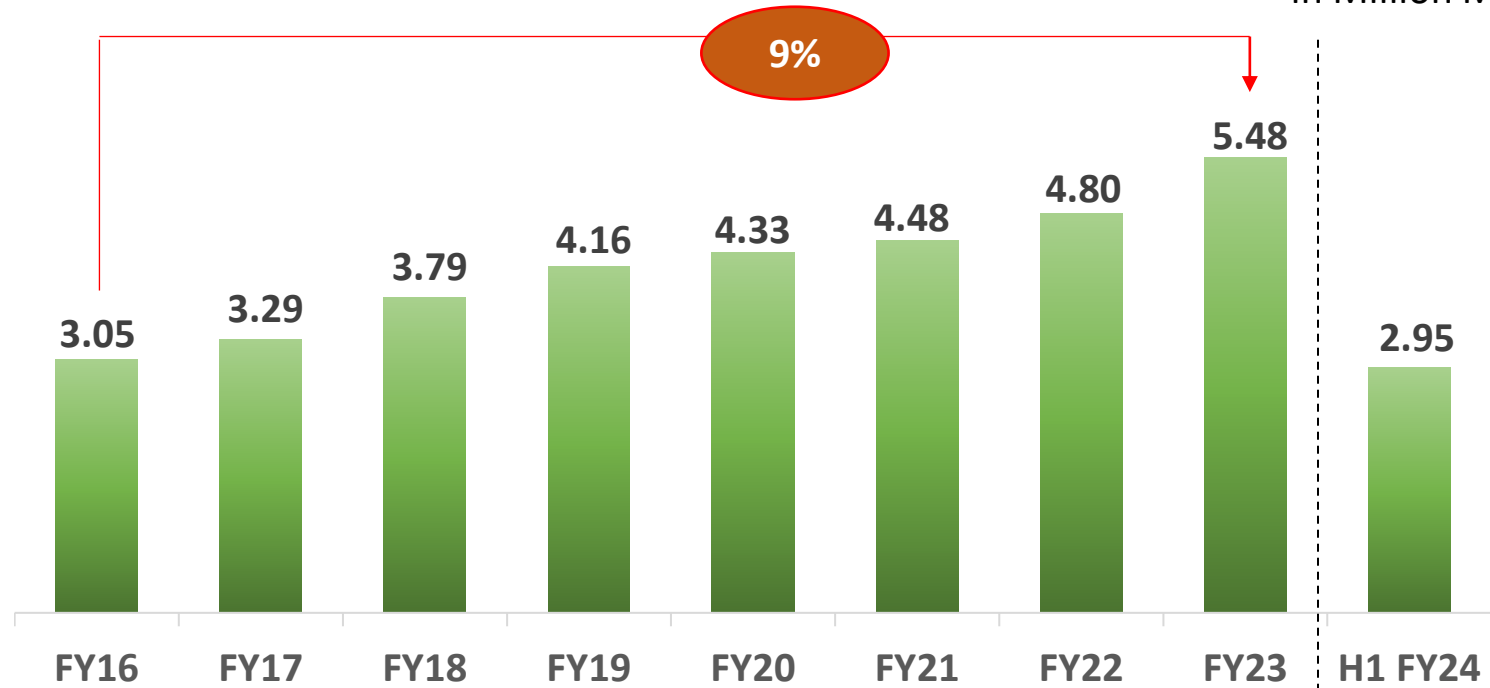
Key Metrics



P&L Performance Trends

Sales Volume

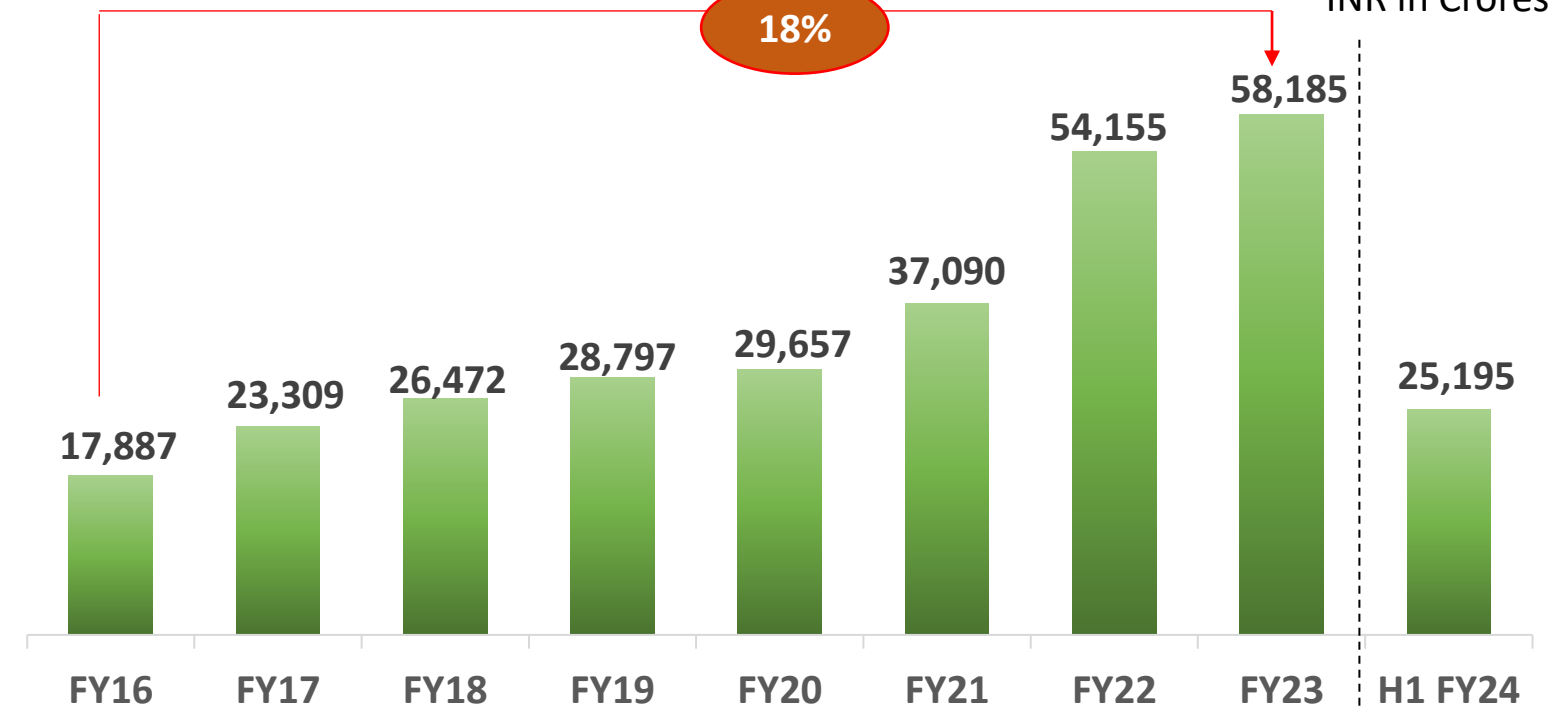
in Million MT



**Sales Volume excludes pass through sales of raw sugar for FY16 to FY19*

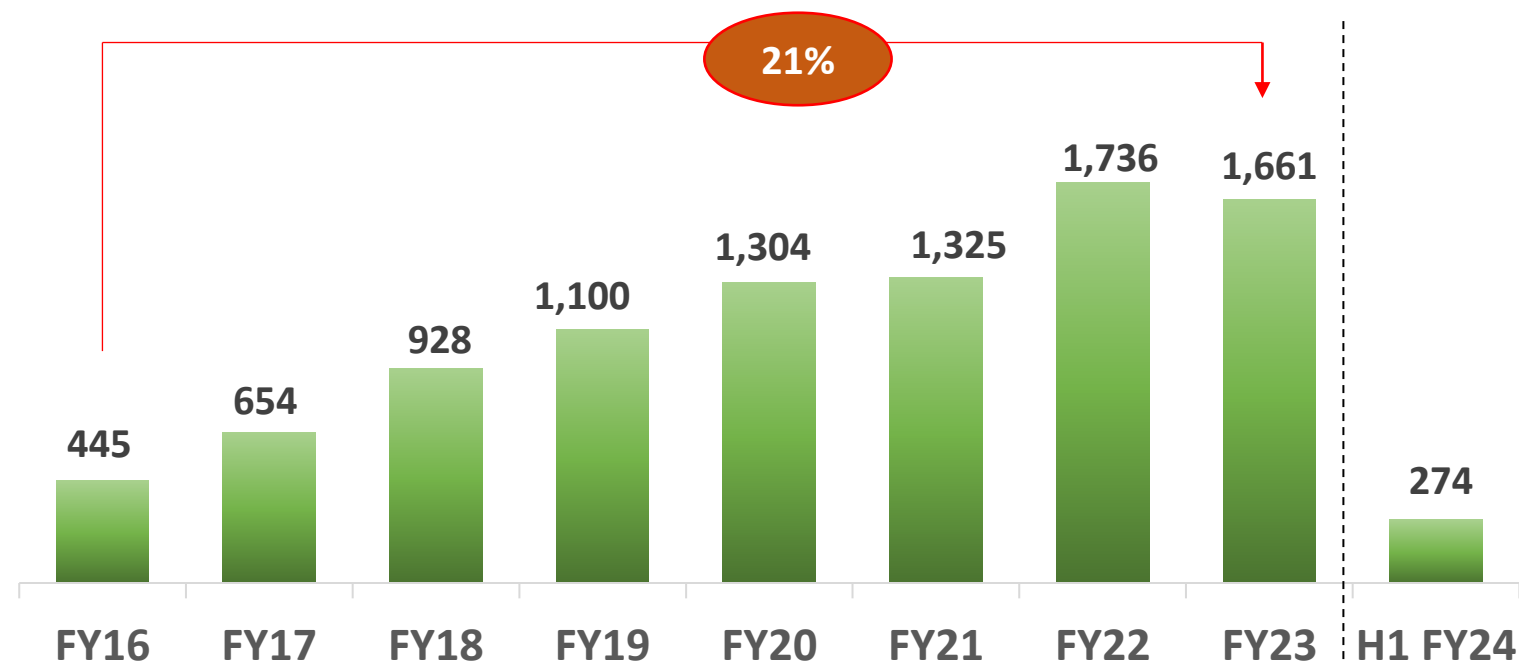
Revenue

INR in Crores



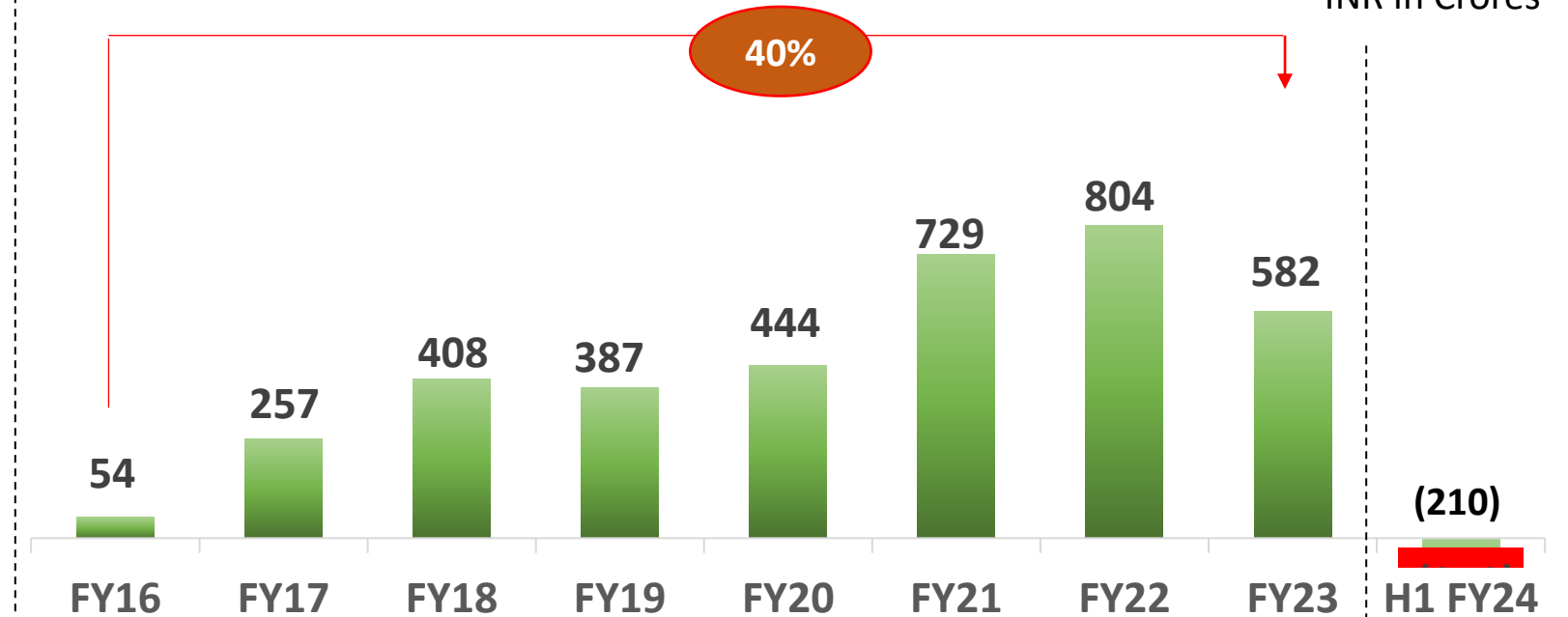
EBITDA

INR in Crores



PAT

INR in Crores



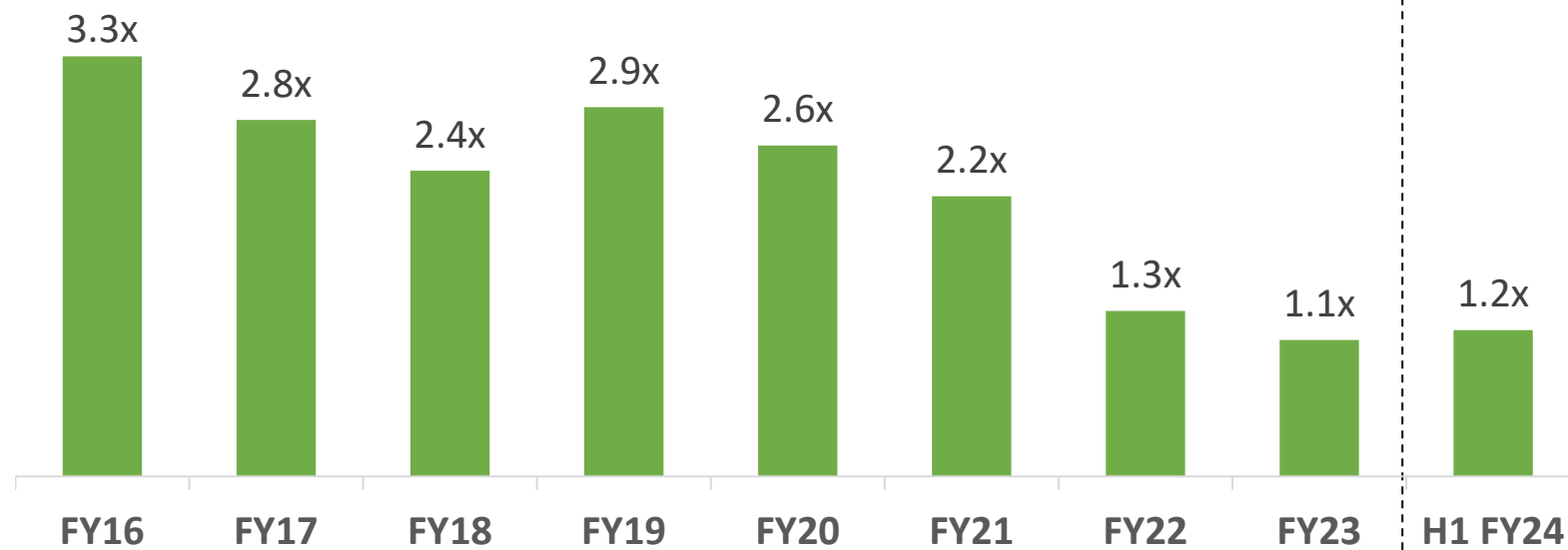
EBITDA has grown well in the past, with 21% CAGR in last 7 years

CAGR

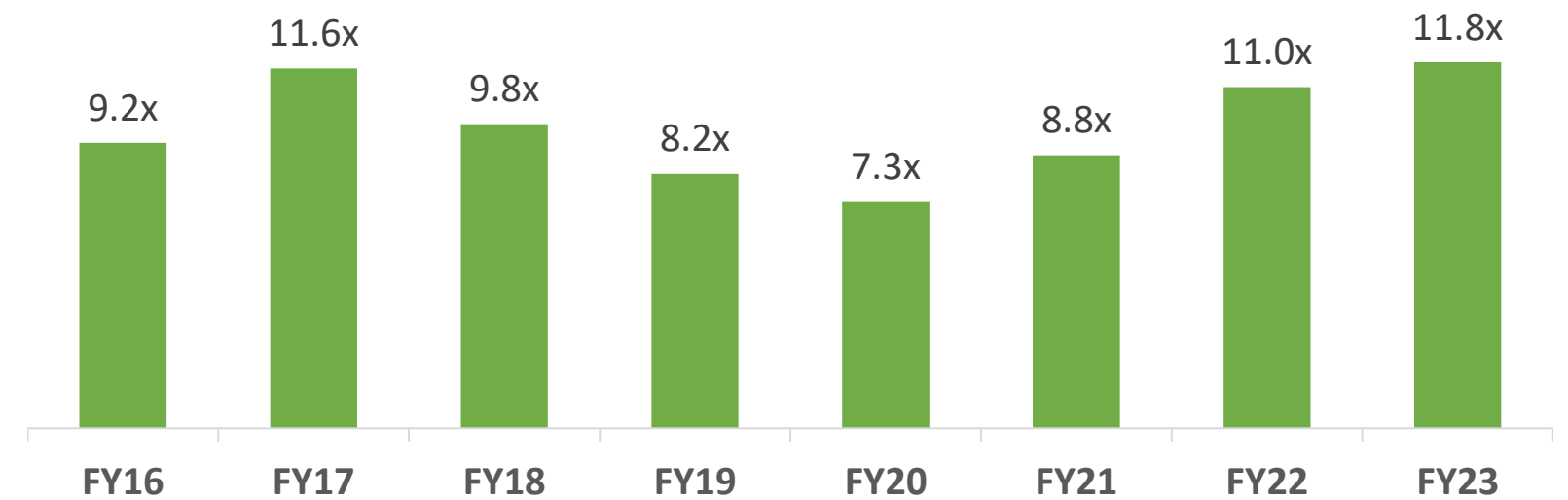
All figures are on consolidated basis

Other Metrics (1/2)

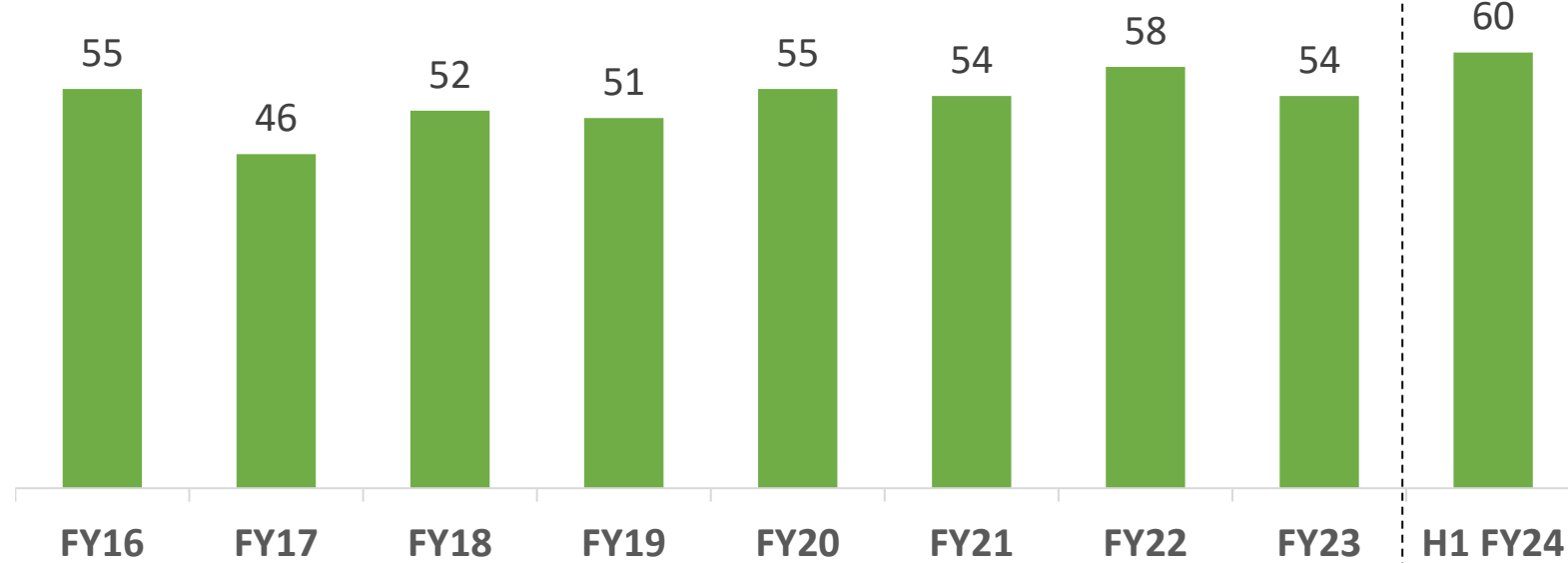
Total Debt to Equity



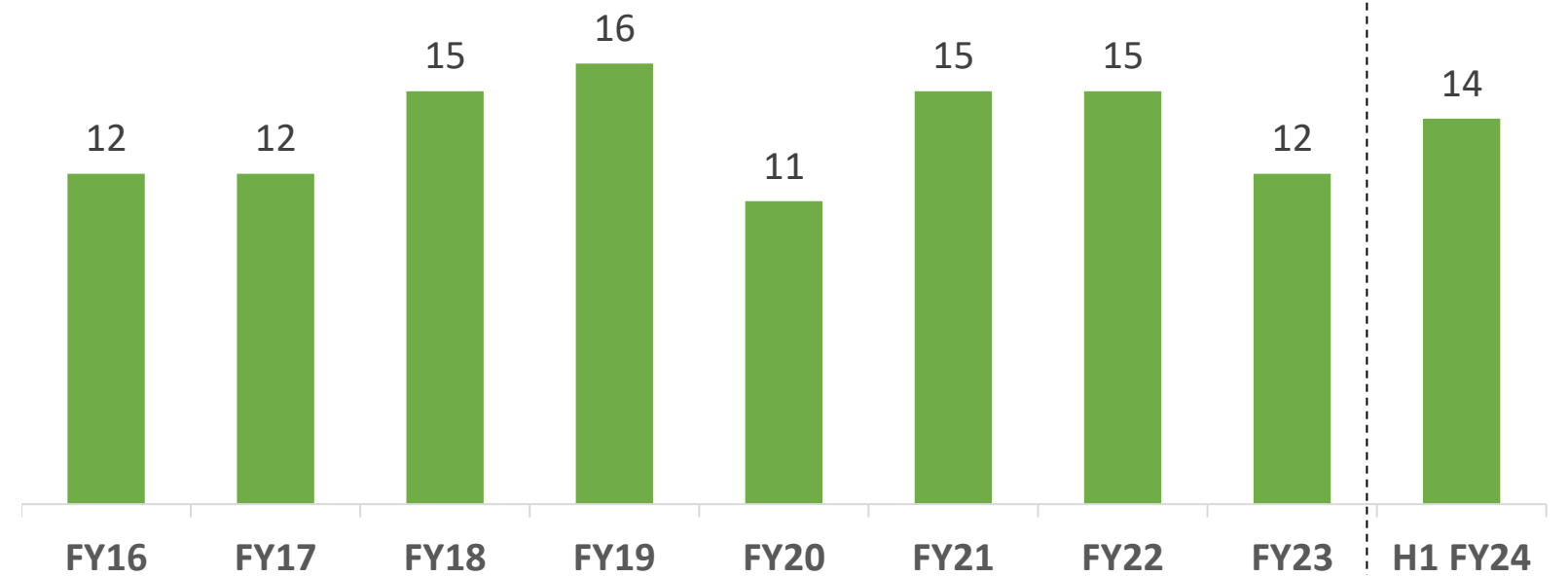
Fixed Asset Turn



Inventory Days



Receivable Days

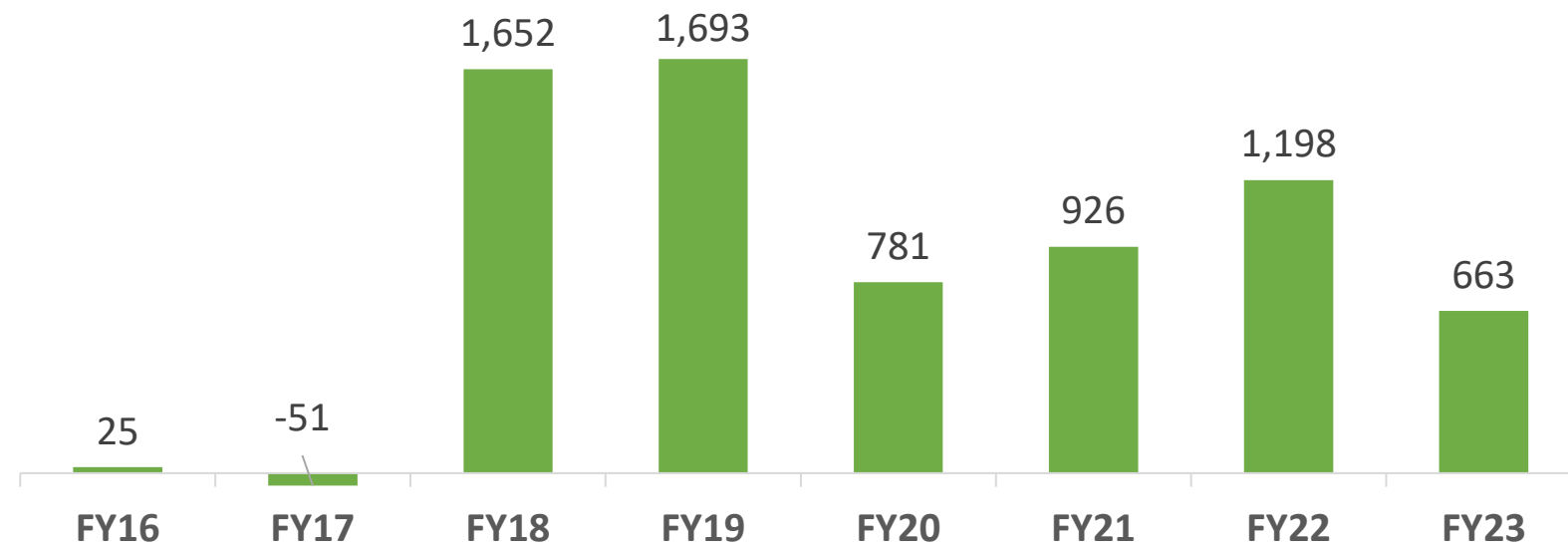


All figures are on consolidated basis

Other Metrics (2/2)

Operating Cashflow

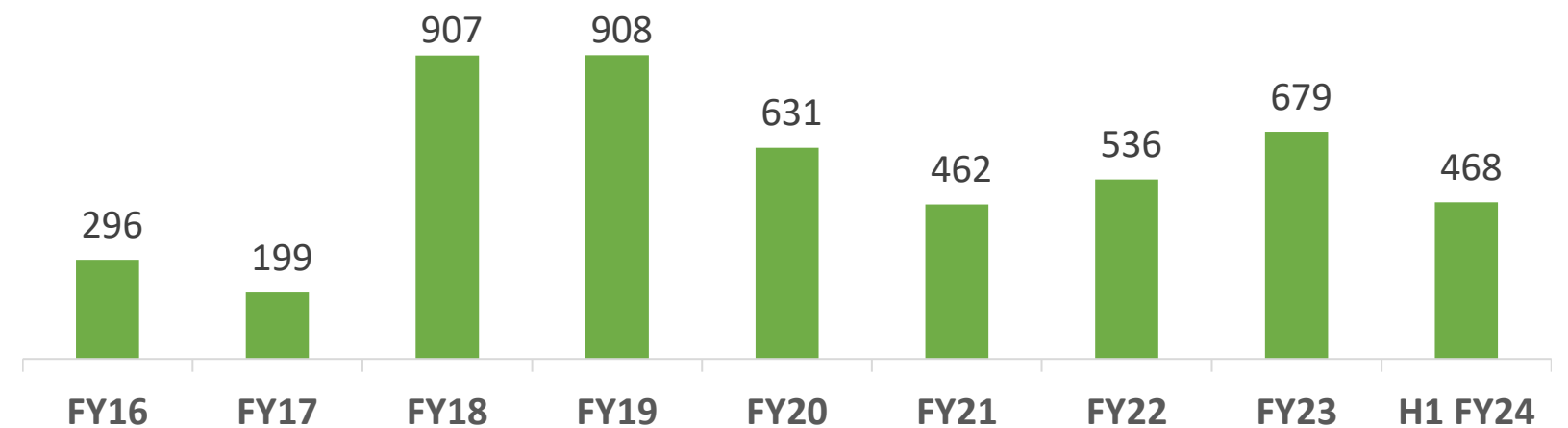
INR in Crores



Capex

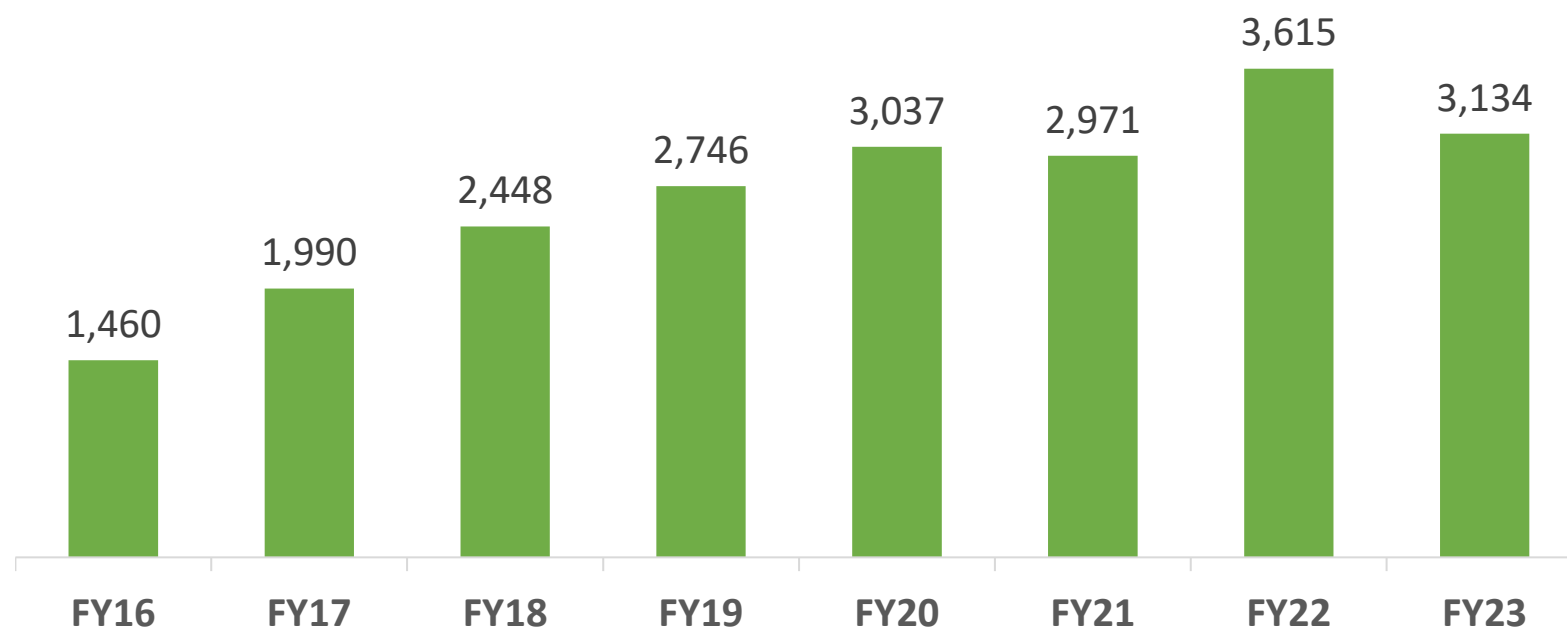
INR in Crores

Capex is predominantly towards capacity expansion



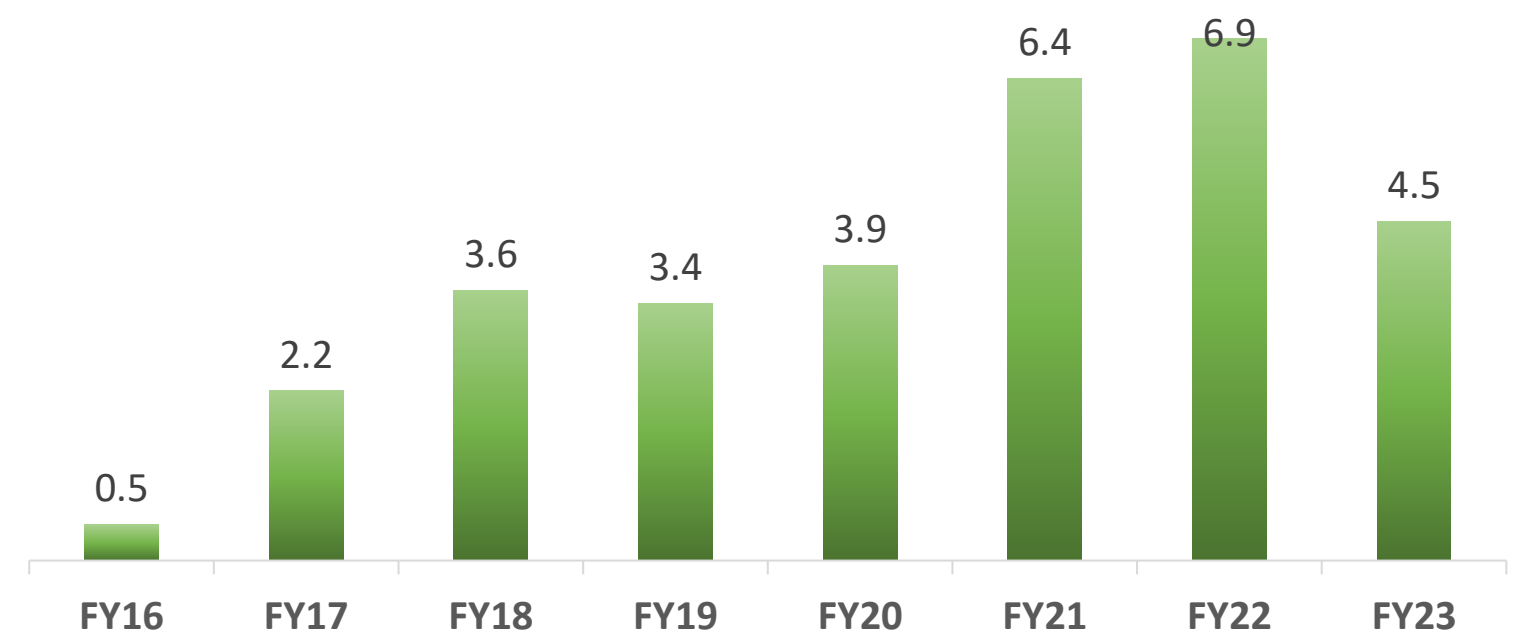
EBITDA per ton

INR per ton



Earnings Per Share (EPS)

INR per share



All figures are on consolidated basis

Segment-wise Profitability

<i>INR in Crores</i>	FY22	FY23	H1 FY23	H1 FY24
Segment EBITDA:				
Edible Oil	1,614	1,393	479	203
Food & FMCG	4	98	37	102
Industry Essentials	423	389	269	106
Unallocable	(146)	(8)	(21)	(5)
Total	1,894	1,873	764	406
(-) Finance Cost	525	729	294	348
(-) Depreciation	285	319	158	168
PBT before Exceptional Items	1,084	825	312	(110)
(-) Exceptional Items	-	-	-	54
PBT after Exceptional Items	1,084	825	312	(164)
(-) Tax	276	217	79	(38)
Standalone PAT	808	607	232	(125)
(+) Share of Subsidiary Profit	(33)	(63)	(5)	(64)
(+) Share of JV Profit	29	29	13	(20)
(-) Consolidation Adjustments	(0)	10	3	(0)
Consolidated PAT	804	582	242	(210)

All figures are on consolidated basis

Key Takeaways



One of the youngest and largest Food FMCG company in India



Over 2 decades of trust
Food & FMCG player offering kitchen essentials across India



INR 58,185 Crores
Consolidated Operating Revenue in FY23



No. #1 Edible Oil brand
No. #2 wheat flour brand
No. #3 Basmati brand



114 Million Household



1.7 Million Retail Reach



50+ Manufacturing units*

**including leased units*

Leadership Position in our Key Products

Edible Oil

#1 Edible oil brand in India

#1 Soyabean oil, Mustard & Ricebran oil

#2 in Palm oil

#1 in North, East, West & Central markets

Amongst top 5 in South India

#1 in Urban & Rural markets

Food & FMCG

#2 in Wheat Flour (atta)

#3 in Basmati Rice

#2 in Soya Nuggets

Amongst top 2 players in Besan

Industry Essentials

#1 Player in Stearic Acid, Glycerine & Soap Noodles

#1 Castor exporter from India

Consistently gaining market share across key categories

AWL's advantage

Fast-paced growth at scale

Proven Track record
(leadership position or amongst Top-3 in multiple categories)

Large addressable market

Potential for margin improvement

Large distribution network

Leverage existing setup to scale up new categories

Support of 2 strong promoter groups

Strong Manufacturing setup

Few competitors at national level

Strong Brand Portfolio

HoReCa opportunity

Frugal operations

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

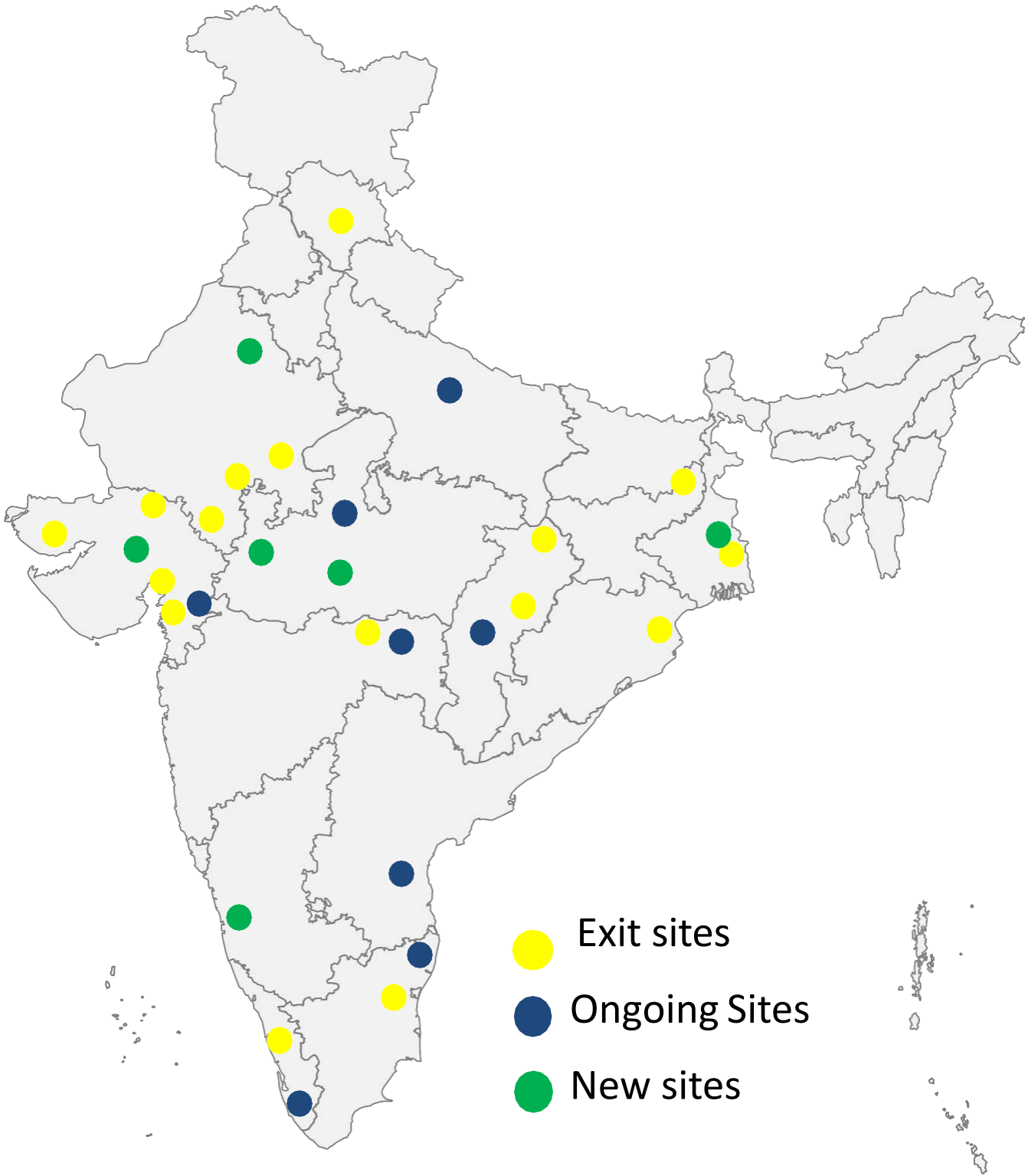


Our commitment towards a “Healthy growing nation”

Cumulative Coverage till March 2023

Sr No	Particulars	Coverage
1	Total sites	30
2	Total Households	3,82,655
3	Total population	19,10,530
4	Total under five children	1,45,392
5	Total adolescent girls	1,28,334
6	Total women in reproductive age	3,18,647

Sr No	Site Details	Number
1	Exit sites (by Mar 23)	16
2	Ongoing sites (Excluding New Sites)	8
3	New sites	6



Current Footprint (April 2022 – March 2023)

14
Sites

13
States

20
Districts

129
Slums

1200
Villages

550
Sanginis

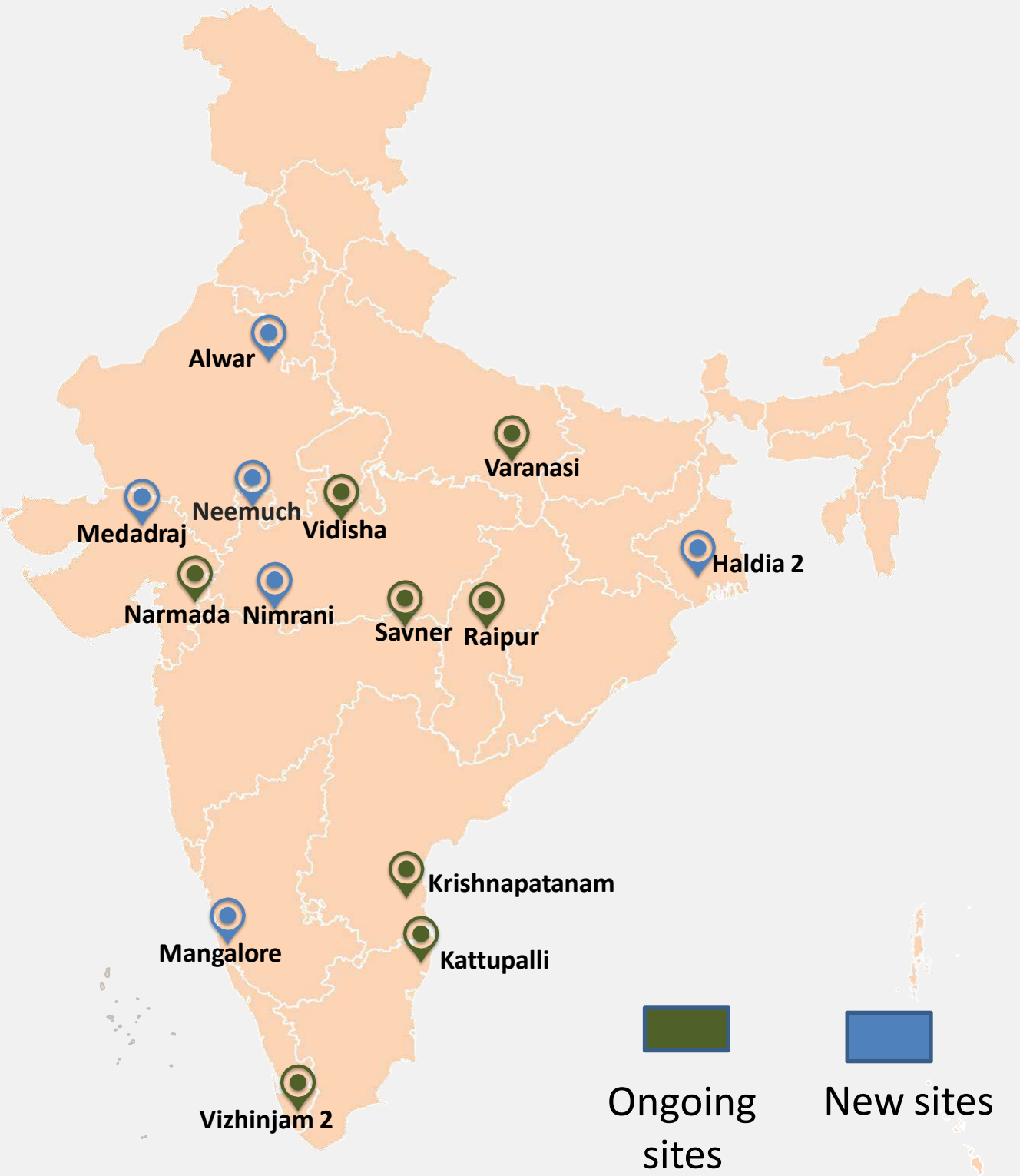
1,08,132
children

3,06,409
Women & girls

Touched more than 3 lakh beneficiaries in last one year through various community engagement activities

The prevalence of Wasting and SAM have found to be reduced across sites which is align with NFHS 5 survey findings

The SuPoshan project expansion at 6 new sites and exit from 6 sites by March 23

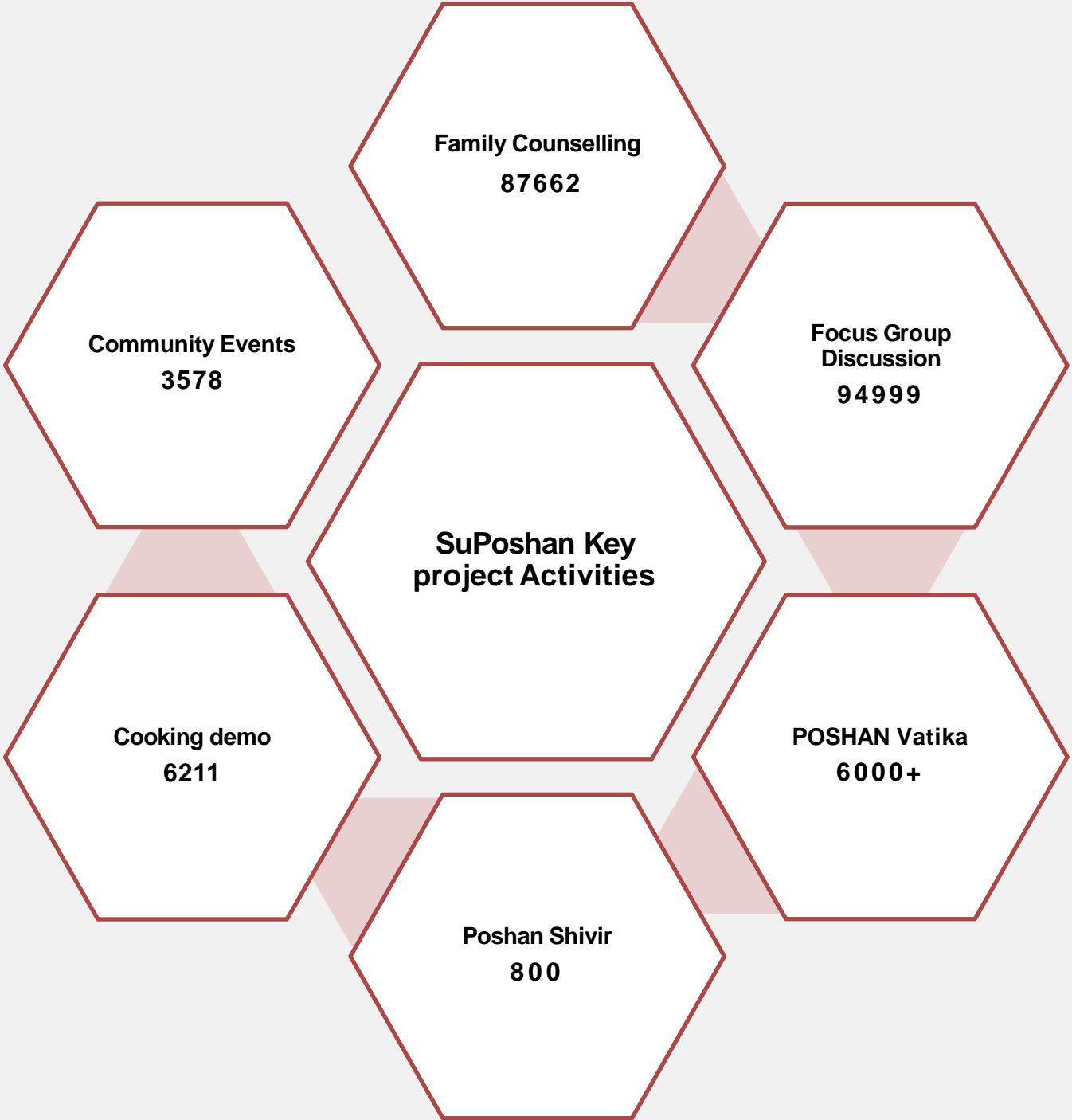


SAM: Severely acute malnutrition; **MAM:** Moderately acute malnutrition; **NFHS:** National Family Health Survey; **NRC:** Nutrition Rehabilitation Centre

Progress (April 2022 – March 2023)

Sr No	Particulars	Achievement
		FY 2022- 23
1	Total under five children screened	1,00,000+
2	Total complicated SAM children referred to NRC	1204
3	Total children shifted from SAM to MAM	12245
4	Total children converted from Acute Malnutrition to Healthy	27181

- Received **CSR Project of the Year 2022** in India CSR Summit organized by CSR Box and Dalmia Foundation in Nov 2022



SAM: Severely acute malnutrition; **MAM:** Moderately acute malnutrition; **NFHS:** National Family Health Survey; **NRC:** Nutrition Rehabilitation Centre

Poshan Shivir *Beetroot paratha with sprouted moong & chana*

2 ZERO HUNGER



3 GOOD HEALTH AND WELL-BEING



5 GENDER EQUALITY









Green Energy

- Successful solar power implementation at 7 plants out of 23 own units.
- Plan to continue such installation across all plants over the years

Promoting alternative source of power



Water Conservation

- Zero Liquid Discharge installed at 9 major plants (2900 KL per day)
- ZLD ensures recovery & reuse of water

Efforts towards reducing water waste



Sustainable Palm Oil

- Adani Wilmar is amongst the early adopters of Sustainable Palm Oil
- **Traceability:** Over 90% of palm oil Traceable upto Mills of December 2022
- **RSPO Certified:** All plants are RSPO certified

Spearheading sustainability in Edible oils in India



Recyclable Packaging

- First Edible Oil Company to introduce recyclable packaging
- 98% of packaging is recyclable

Committed to environmental sustainability

Annexure: Detailed Financials



Consolidated Results: H1 FY24

<i>INR in Crores</i>	H1'24	H1'23	YoY %
Volume (in LMT)	2.95	2.51	18%
Revenue	25,195	28,874	-13%
COGS	22,795	26,034	-12%
Gross Profit	2,400	2,840	-15%
Emp expense	205	194	6%
Other expense	1,921	1,949	-1%
EBITDA	274	697	-61%
D&A	189	176	8%
Operating Profit	85	521	-84%
Other Income	130	111	17%
Interest expense	391	313	25%
PBT (before Exceptional Items)	-176	320	n.m.
Exceptional Item	-54	-	-
Tax	-40	90	n.m.
PAT before JV Share	-190	230	n.m.
Share of JV / Associates	-20	13	n.m.
PAT - Consolidated	-210	242	n.m.

FY23	FY22	FY21	YoY %
5.48	4.80	4.48	14%
58,185	54,155	37,090	7%
52,183	48,771	32,490	7%
6,002	5,383	4,601	11%
394	392	322	0%
3,947	3,255	2,954	21%
1,661	1,736	1,325	-4%
358	309	268	16%
1,302	1,427	1,058	-9%
261	172	104	52%
775	541	407	43%
789	1,059	755	-25%
-	-	-	-
235	284	103	-17%
554	774	652	-29%
29	29	77	-3%
582	804	729	-28%

Standalone Results: H1 FY24

<i>INR in Crores</i>	H1'24	H1'23	YoY %
Volume (in MMT)	2.8	2.4	18%
Revenue	24,099	27,427	-12%
COGS	21,803	24,745	-12%
Gross Profit	2,296	2,682	-14%
Emp expense	182	167	9%
Other expense	1,835	1,860	-1%
EBITDA	278	654	-57%
D&A	168	158	7%
Operating Profit	110	496	-78%
Other Income	128	110	17%
Interest expense	348	294	18%
PBT (before Exceptional Items)	-110	312	n.m.
Exceptional Item	-54	-	-
Tax	-38	79	n.m.
PAT	-125	232	n.m.

FY23	FY22	FY21	YoY %
5.23	4.61	4.46	13%
55,262	52,302	37,090	6%
49,543	47,091	32,490	5%
5,720	5,211	4,601	10%
343	358	321	-4%
3,760	3,129	2,952	20%
1,616	1,725	1,327	-6%
319	285	268	12%
1,297	1,441	1,060	-10%
257	169	104	52%
729	525	406	39%
825	1,084	757	-24%
-	-	-	-
217	276	103	-21%
607	808	655	-25%



#ruknamat

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