



BRITANNIA

Analyst Meet/ Q4’24-25 Results/ Conference Call

12th May 2025





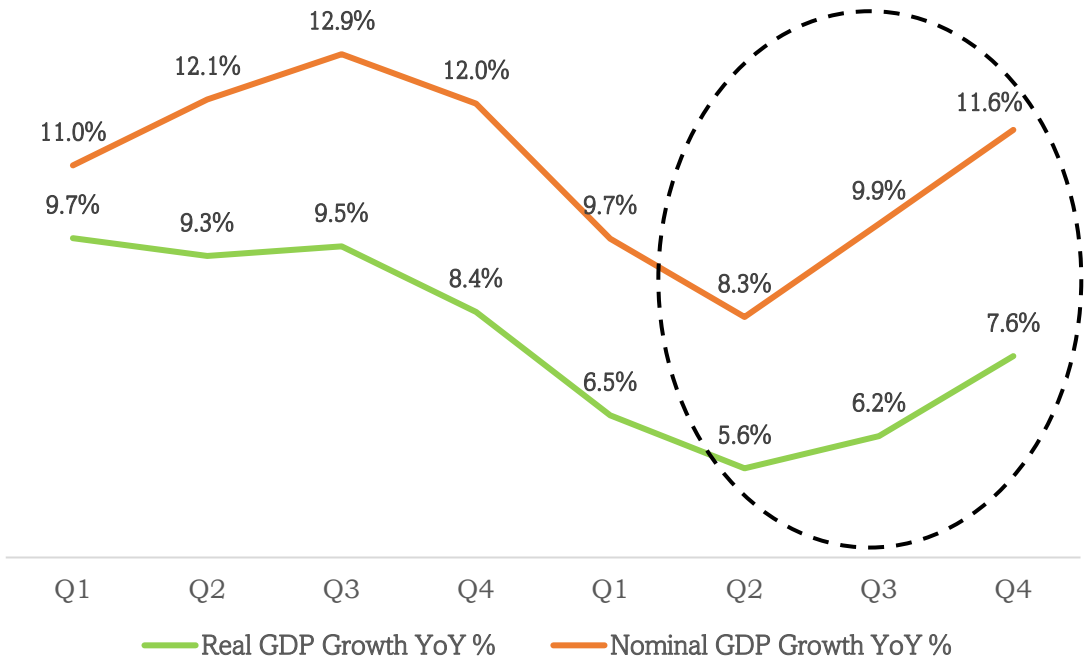
Disclaimer / Safe Harbor Statement



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.

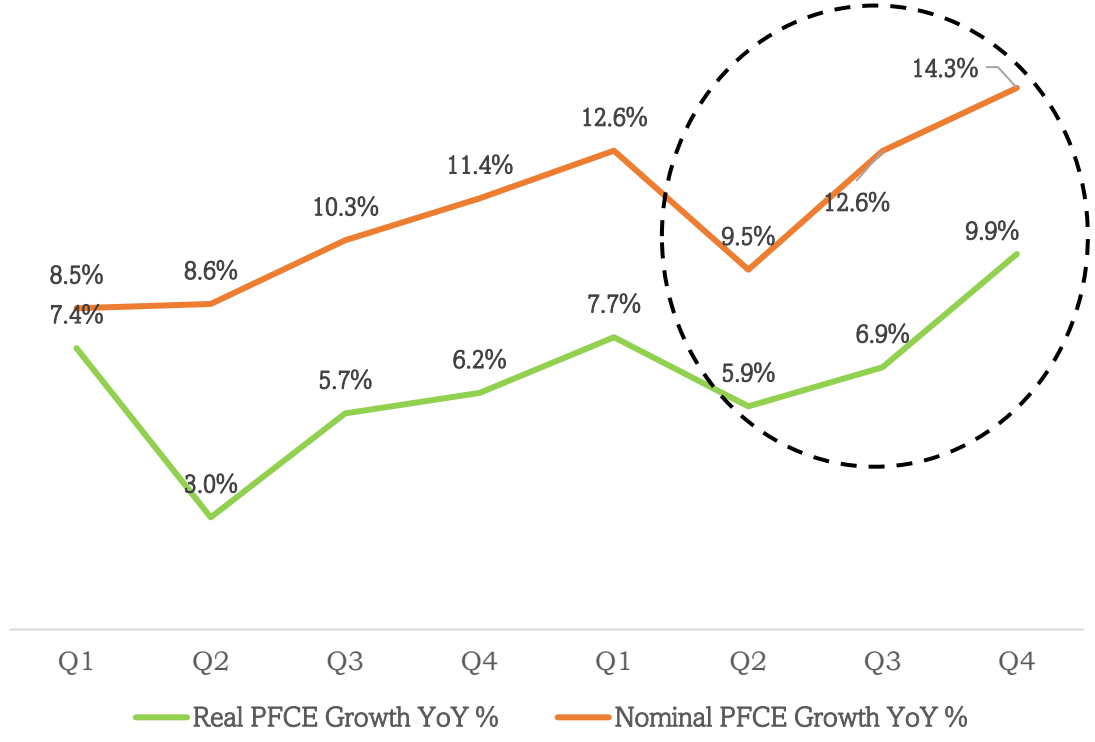
Economic recovery in Q4'25 post slowdown over last few quarters

GDP Growth QoQ %



23-24 | 24-25

Private Final Consumption Expenditure – Growth %



23-24 | 24-25

Source: MOSPI

Performance Update

Performance Scorecard – Q4’25

Revenue from Operations

Q4’25	12 Months Growth	24 Months Growth
Rs 4,376 Crore	+9.0%	+12.4%

Profit after Tax*

Q4’25	12 Months Growth	24 Months Growth
12.8% of Revenue	+4.0%	+0.2%

Source: Company Financials – Consolidated Results

**Owner’s share - Before exceptional items*

Performance Scorecard – 24-25

Revenue from Operations

24-25	12 Months Growth	24 Months Growth
Rs 17,535 Crore	+6.0%	+9.7%

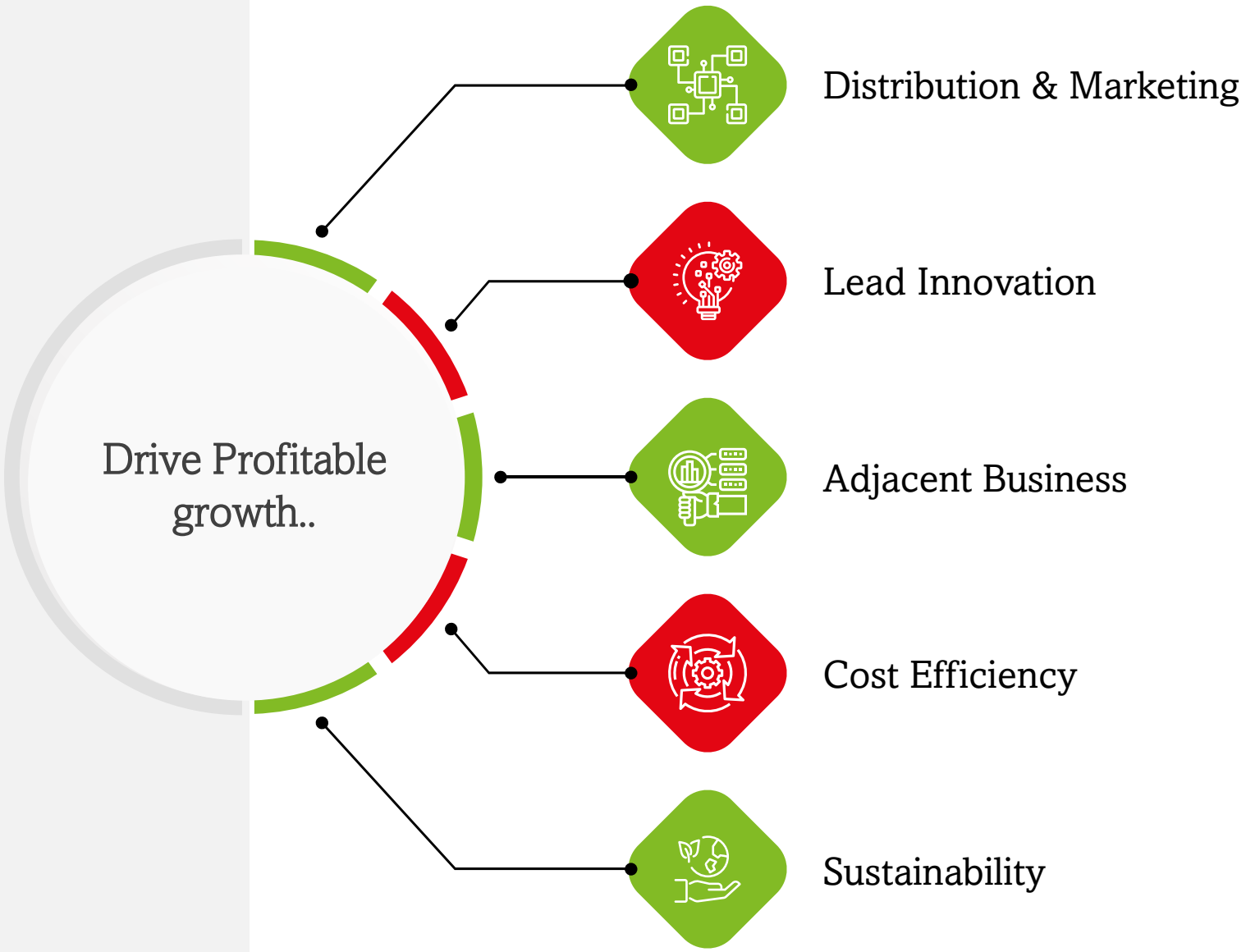
Profit after Tax*

24-25	12 Months Growth	24 Months Growth
12.5% of Revenue	+2.6%	+11.9%

Source: Company Financials – Consolidated Results

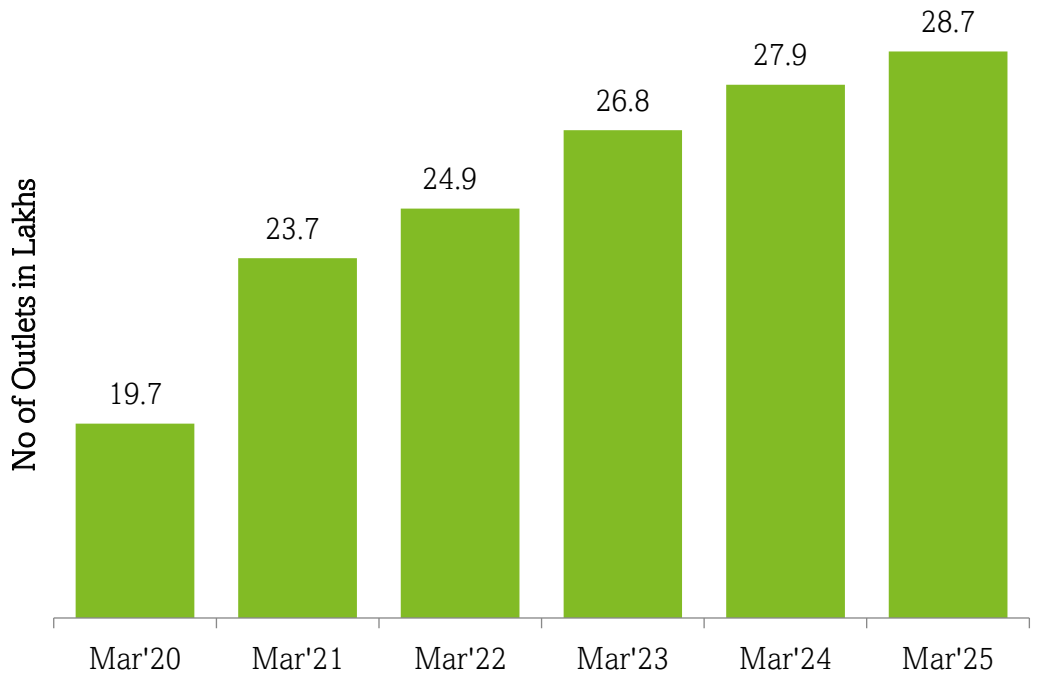
**Owner's share - Before exceptional items*

Strategic Pillars to drive a profitable growth

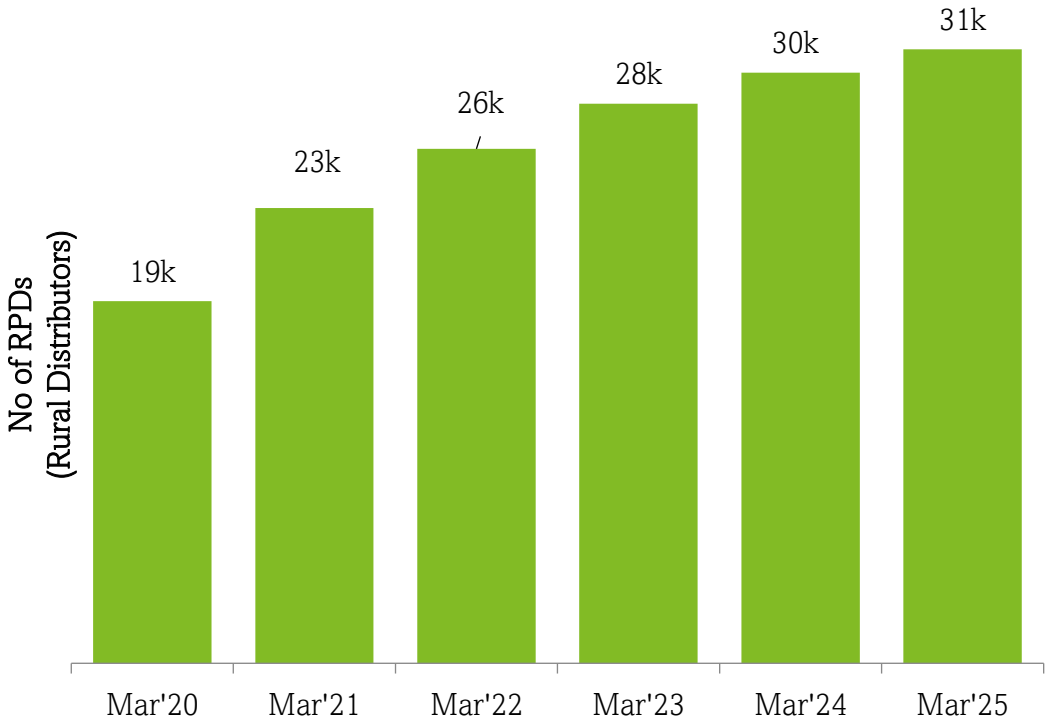


Driving efficiencies in Distribution

Expanding Direct Reach



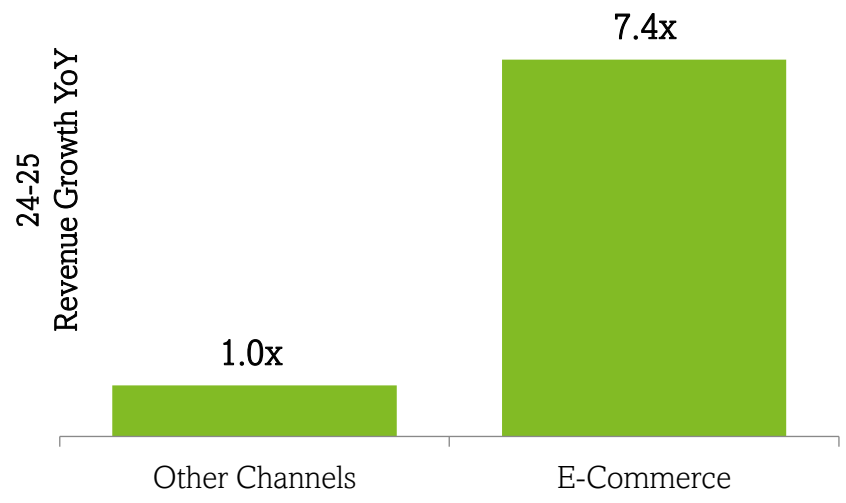
Uptick in Rural Distribution



We continue to make strong progress in building direct reach and expanding our rural distribution network

Leveraging the E-Com momentum with Innovations

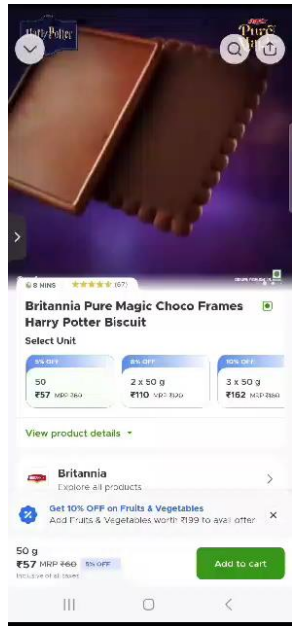
E-Commerce Growth

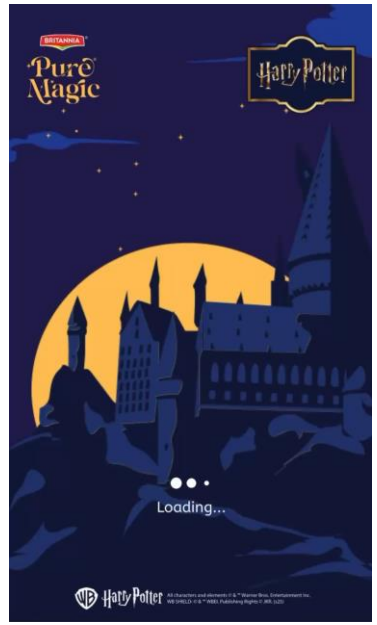


Pure Magic Choco Frames : An Ecom-First Launch









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Unique Campaigns to drive Consumer engagement

Marie Gold – Champions Inclusivity & Diversity





Launched special edition packs in partnership with **Avani Lekhara** – India's first woman to win 2 Gold Medals at the **Paralympics**

Biscuits - sized & etched with Avani's gold winning targets

Good Day - Weaving into India's cultural fabric





Strengthening the 'Chai' association for **Good Day** in partnership with Chai Point at the **Maha Kumbh**

Leading Innovations in Adjacencies



Launched **Grow** – developed with 16 essential nutrients for Kids



New Britannia **Cheese** – with superior taste, creamier texture



Relaunched **Cake** with a softer, tastier & fruitier proposition

Adjacent Businesses doing well..





Croissant & Wafers – Grew upwards of 3x to Biscuits in 24-25, led by Channels

Cake – Relaunched the Portfolio with a Superior Product & Exciting Packaging

Rusk – High single-digit Value growth backed by healthy volumes

Bakery Adjacency

Dairy

Sustainable Growth & profitability

International





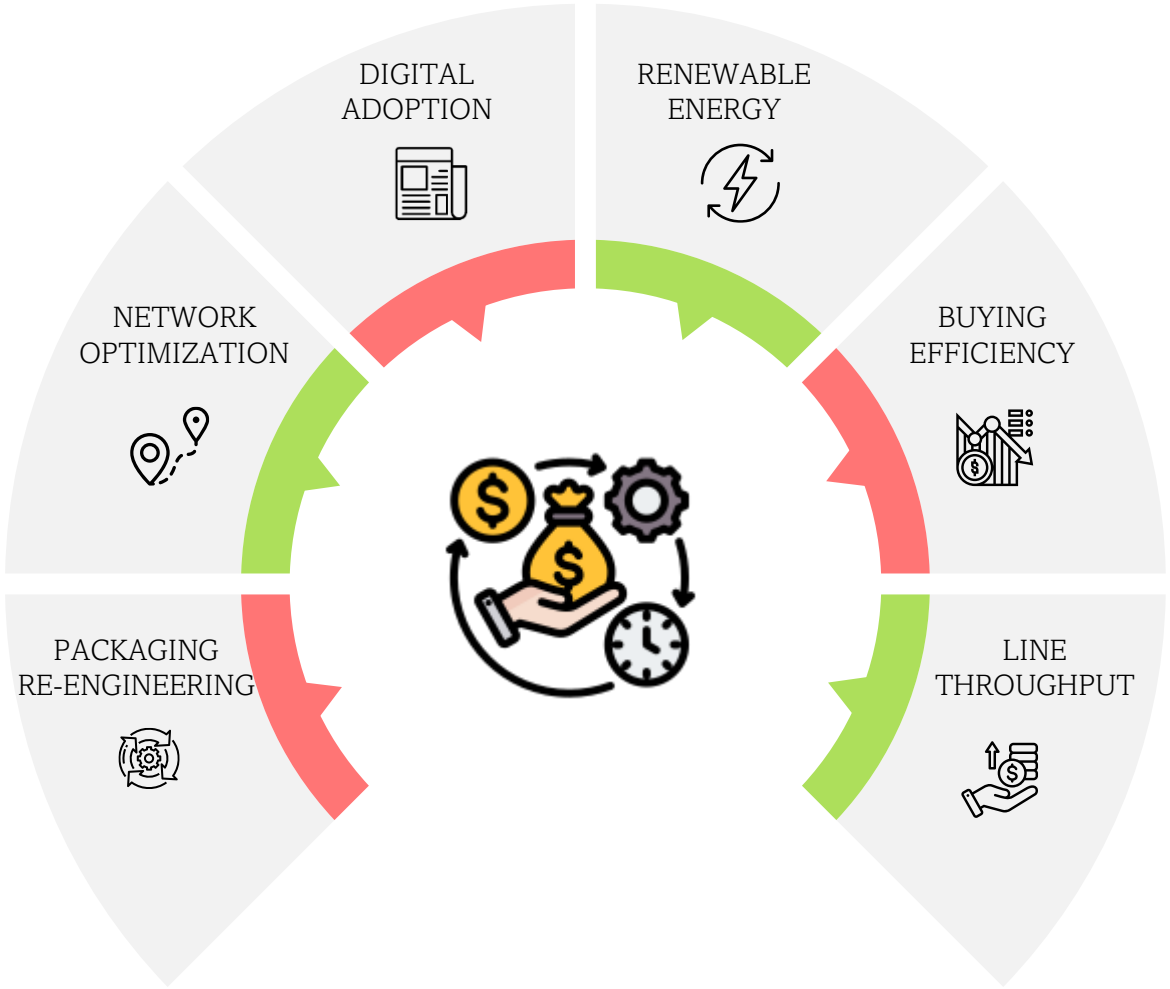


Drinks – Healthy Double-digit growth across Channels

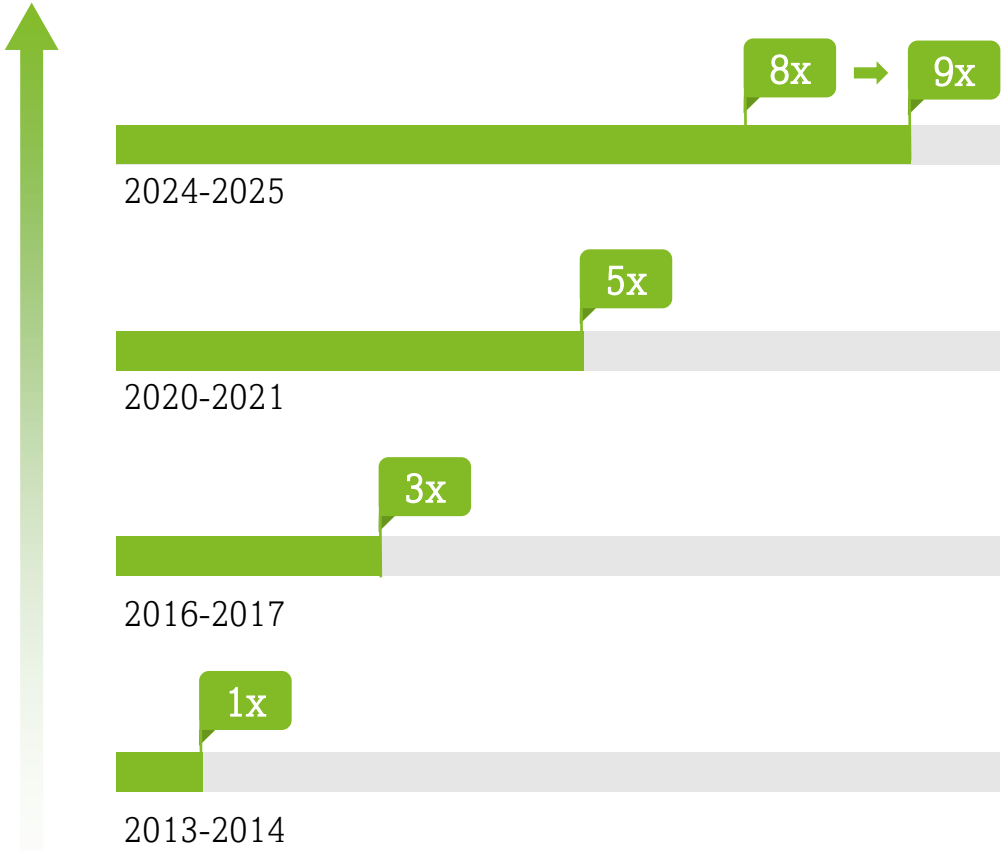
Cheese – The newly developed product, leveraging French expertise, exhibiting positive early market traction

International Business continued on a profitable growth path across Middle East, Africa & Rest of International markets

Cost Leadership across verticals



Continued building Cost Leadership over the years..



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ESG – Building a sustainable, profitable business

Progress on ESG KPIs

Plastic Neutral for the **4th consecutive year.**

79% of packaging plastic recyclable,
Improvement of 17% YoY

75% of laminate waste recycled,
Improvement of 23% YoY

3,05,606 beneficiaries reached through BNF,
Improvement of 31% YoY

479 Tier I suppliers assessed for ESG, representing
78% of Procurement spend

Recognition

SKOCH ESG Award - SILVER
at the **SKOCH Awards 2025** in the Water Stewardship category.

Britannia Nutrition Foundation (BNF) recognized at the **Glenmark Nutrition Awards 2025**, by the Glenmark Foundation.

Britannia Nutrition Foundation (BNF) Honored with **Uttarakhand SDG Achievers' Award** for Contributions to **Zero Hunger.**

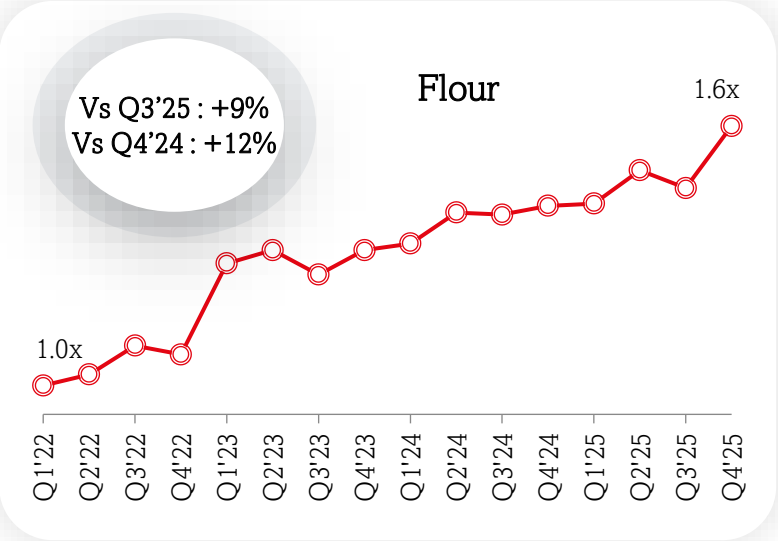


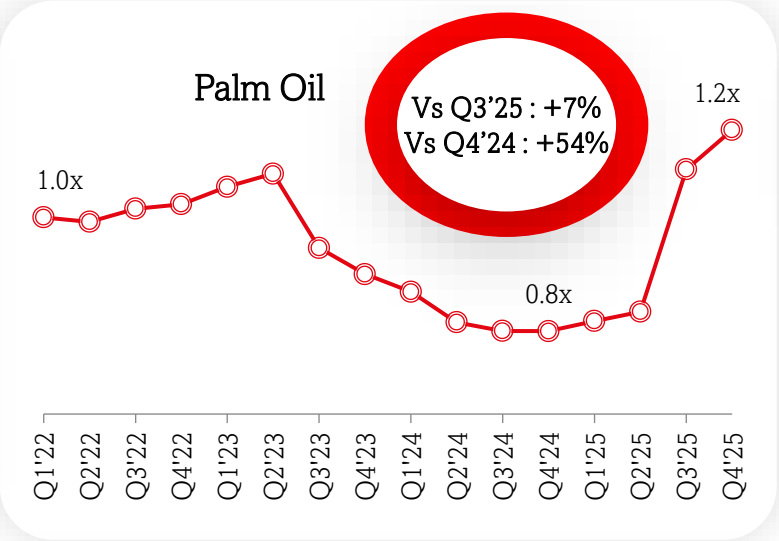
Cost & Profitability

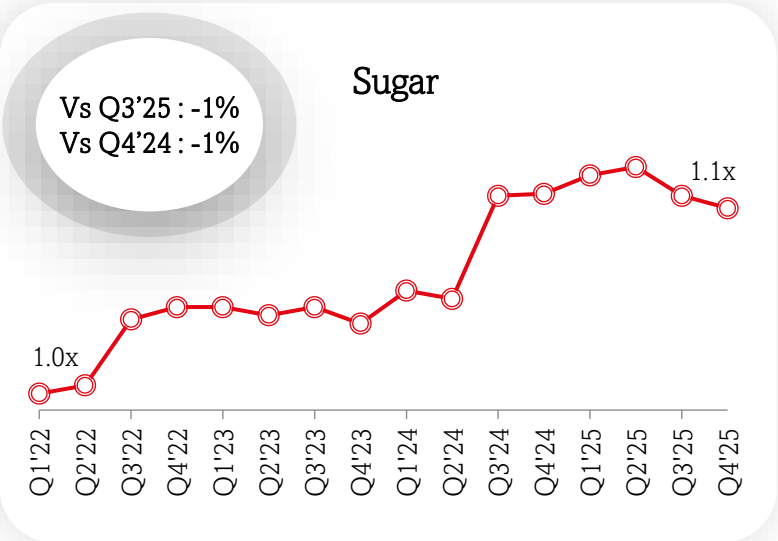


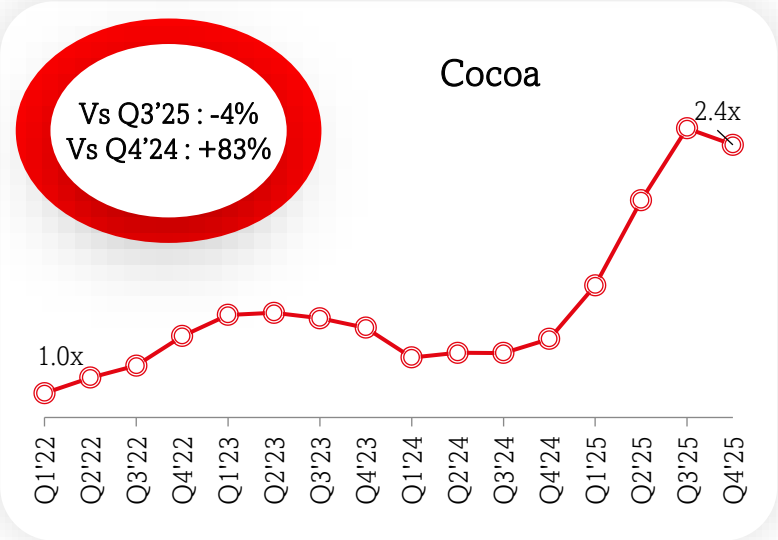


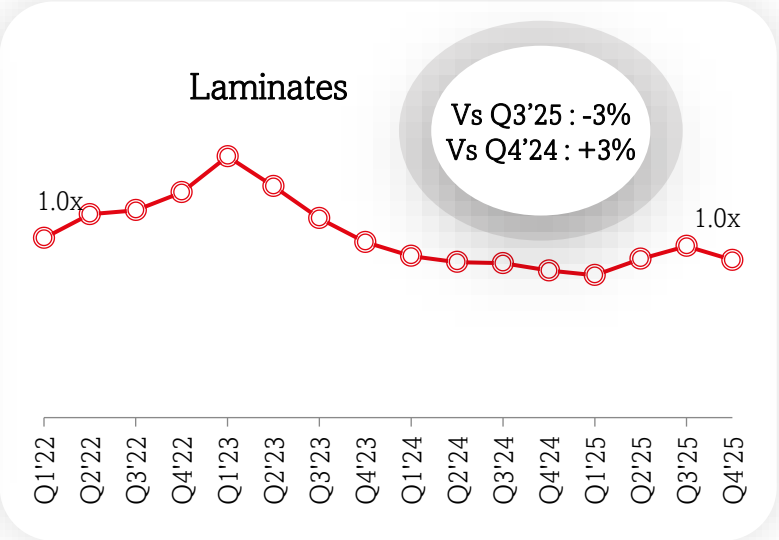
Commodity inflation

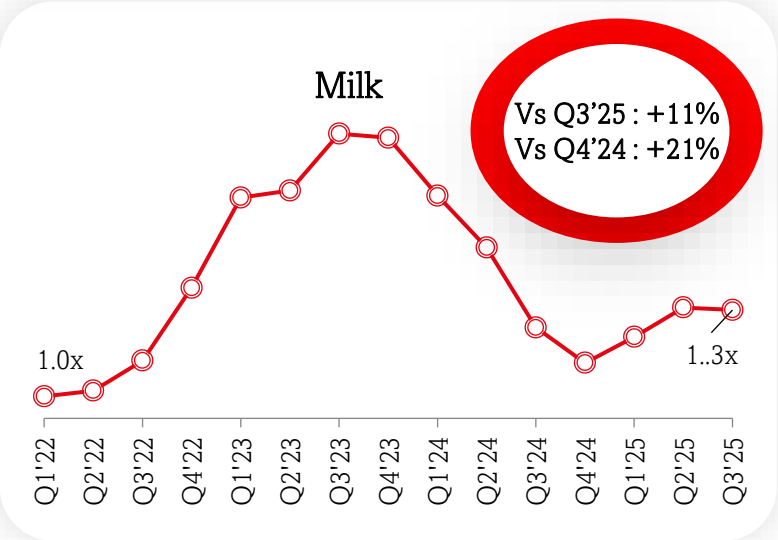












Note:
Strategic covers enabled input costs being lower than market prices

Note: Above values are based on average actual consumption rates for the quarter

COST & PROFITABILITY FRONT



Price increases actioned during the quarter to counter inflation and sustain margins



Stepped up **Cost saving initiatives -** yielding results exceeding original targets



Focused media investments on **innovations and adjacencies**

OUTLOOK



Continue to closely monitor **commodity prices** & assess its impact.



Remain vigilant of the **competitive pricing** actions at both regional, national levels



Strategy to remain focused on **sustaining margins** while remaining competitive

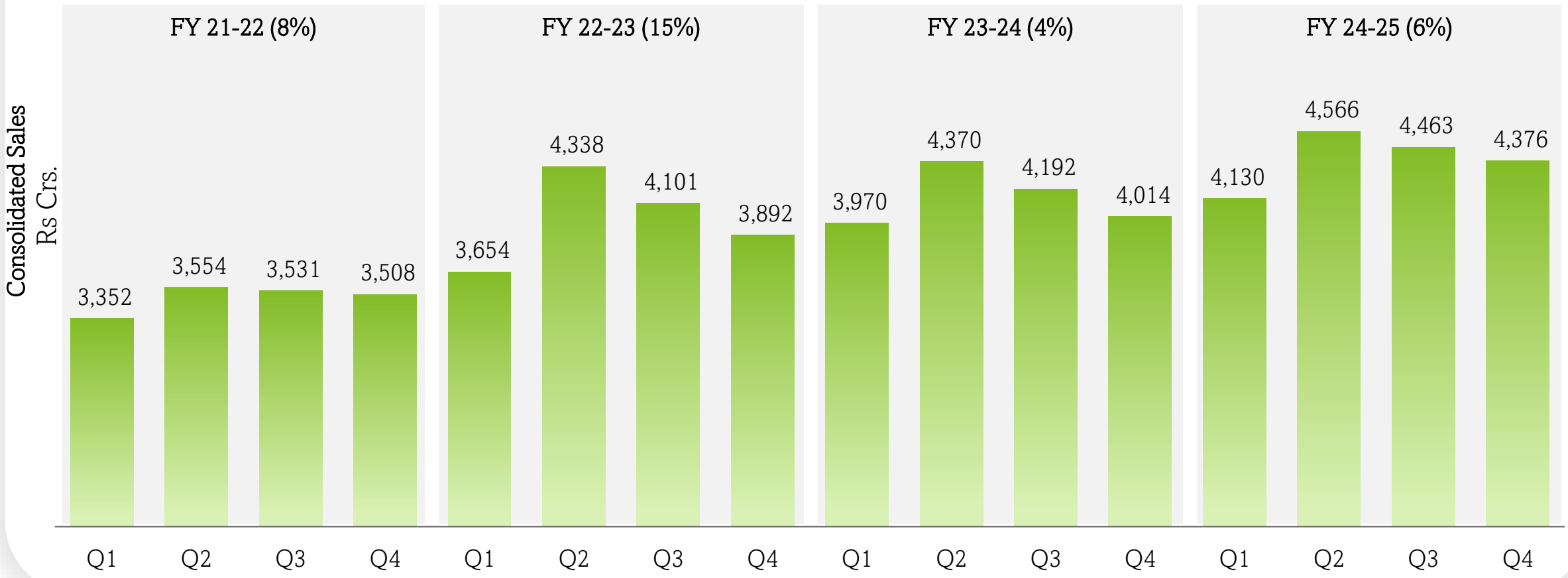
Financial Result





Revenue trends

	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
12-month Growth%	9%	22%	16%	11%	9%	1%	2%	3%	4%	4%	6%	9%				
24-month Growth%	8%	29%	32%	28%	18%	23%	19%	14%	13%	5%	9%	12%				

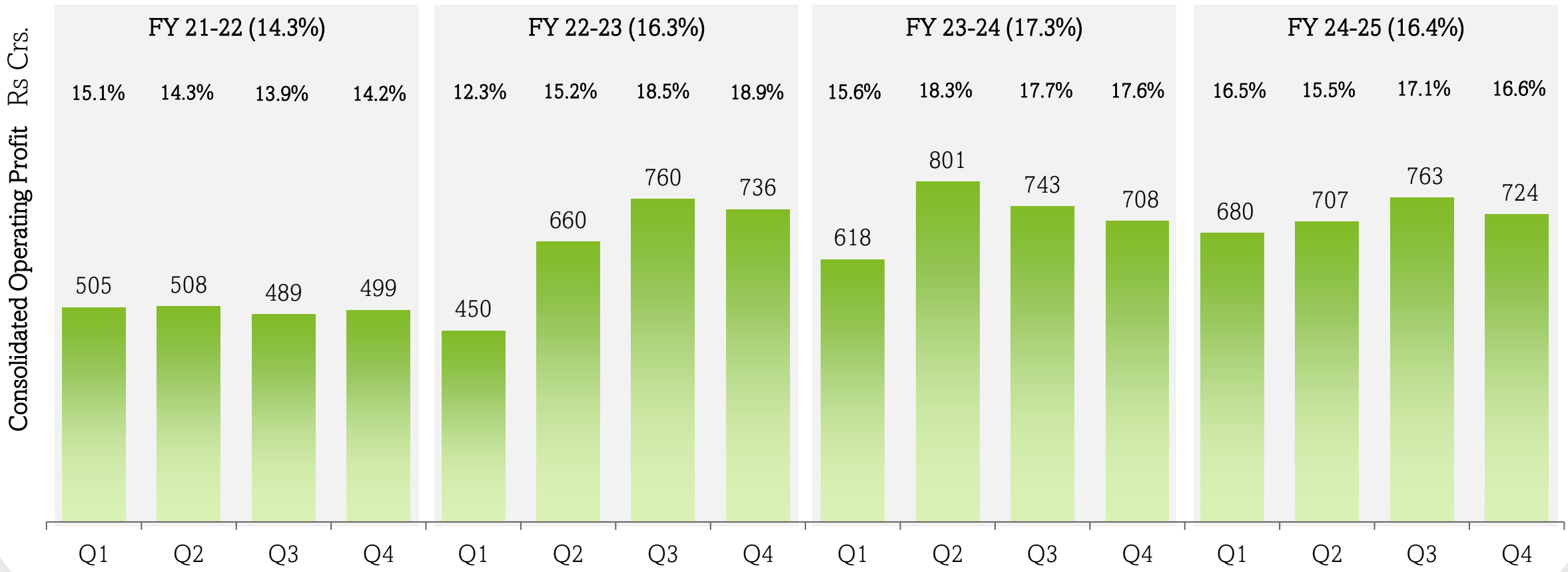


Consolidated Sales as per published results

Nos. in the bracket indicate revenue growths

Operating Profit trends

	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
12-month Growth%	-11%	30%	55%	47%	37%	21%	-2%	-4%	10%	-12%	3%	2%				
24-month Growth%	-33%	5%	35%	63%	22%	58%	52%	42%	51%	7%	0%	-1.5%				



Consolidated Operating Profit as per published results

Percentages indicate operating profit % to Consolidated NSV

Key Financial Lines – Consolidated (Reported)

Particulars	Q4 24-25		FY 24-25	
	Rs Crs	Vs Q4'24	Rs Crs	Vs FY 23-24
Net Sales	4,376	9.0%	17,535	6.0%
Operating Profit	724	2.4%	2,874	0.2%
Profit Before Tax	752	2.4%	2,927	0.4%
Profit After Tax (Owner's Share)	560	4.0%	2,179	1.8%

Particulars	15-16	16-17	17-18	18-19	19-20	20-21	21-22	22-23	23-24	24-25
Profit from Operations %	12.9%	12.6%	13.8%	14.3%	14.5%	17.9%	14.3%	16.3%	17.3%	16.4%
Profit before Tax %	14.3%	14.1%	15.4%	16.1%	16.1%	19.5%	14.9%	19.0%	17.6%	16.7%
Profit after Tax % (Owner's Share)	9.6%	9.6%	10.2%	10.6%	12.3%	14.5%	10.9%	14.5%	12.9%	12.4%

Source: Company Financials – Consolidated Results









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Thank You!