





Analyst Meet/ Q2’26-27 Results / Conference Call

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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.

Agenda

- Business Overview
- Strategic Priorities
- Costs & Financials

Business Overview

Performance Scorecard – Q2 26-27

Revenue from Operations

Q2'27	12 Months Growth	Vs Q1'27
Rs 5,542 Crores	**+16.6%**	**+11.6%**

Profit after Tax*

Q2'27	12 Months Growth	Vs Q1'27
13.0% of Revenue	**+10.2%**	**+21.9%**

Source: Company Financials – Consolidated Results

**Owner's share*

Performance Scorecard – YTD September 26-27

Revenue from Operations

H1'27	12 Months Growth
Rs 10,506 Crores	+13.1%

Profit after Tax*

H1'27	12 Months Growth
12.5% of Revenue	+11.7%

Source: Company Financials – Consolidated Results

**Owner's share*

Strategic Priorities

Efficiencies in **Sales, Distribution & Supply Chain**



Elevate **Brand Experiences & Investments**



Driving **Innovation, Adjacencies & Future Platforms**



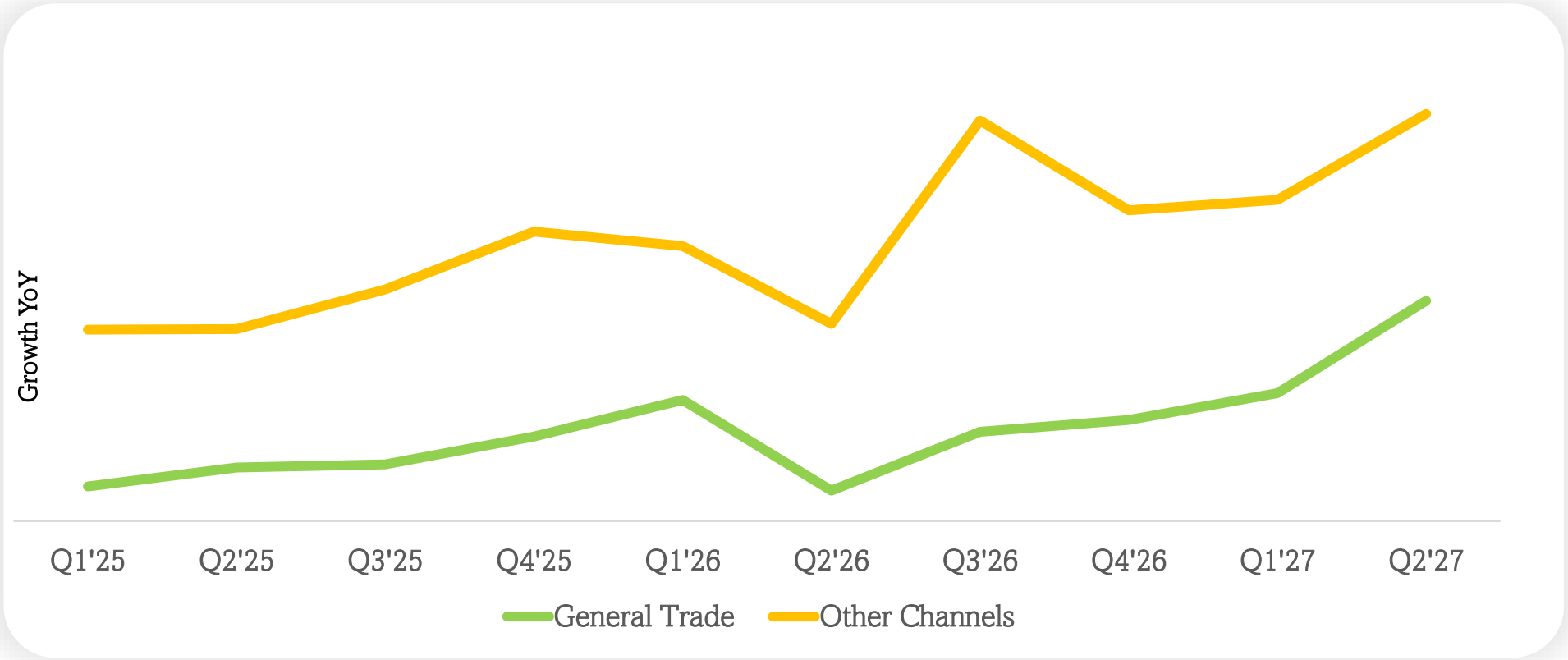
Winning in **“Many Indias”**



Sustainability



Broad-Based Growth across all Channels

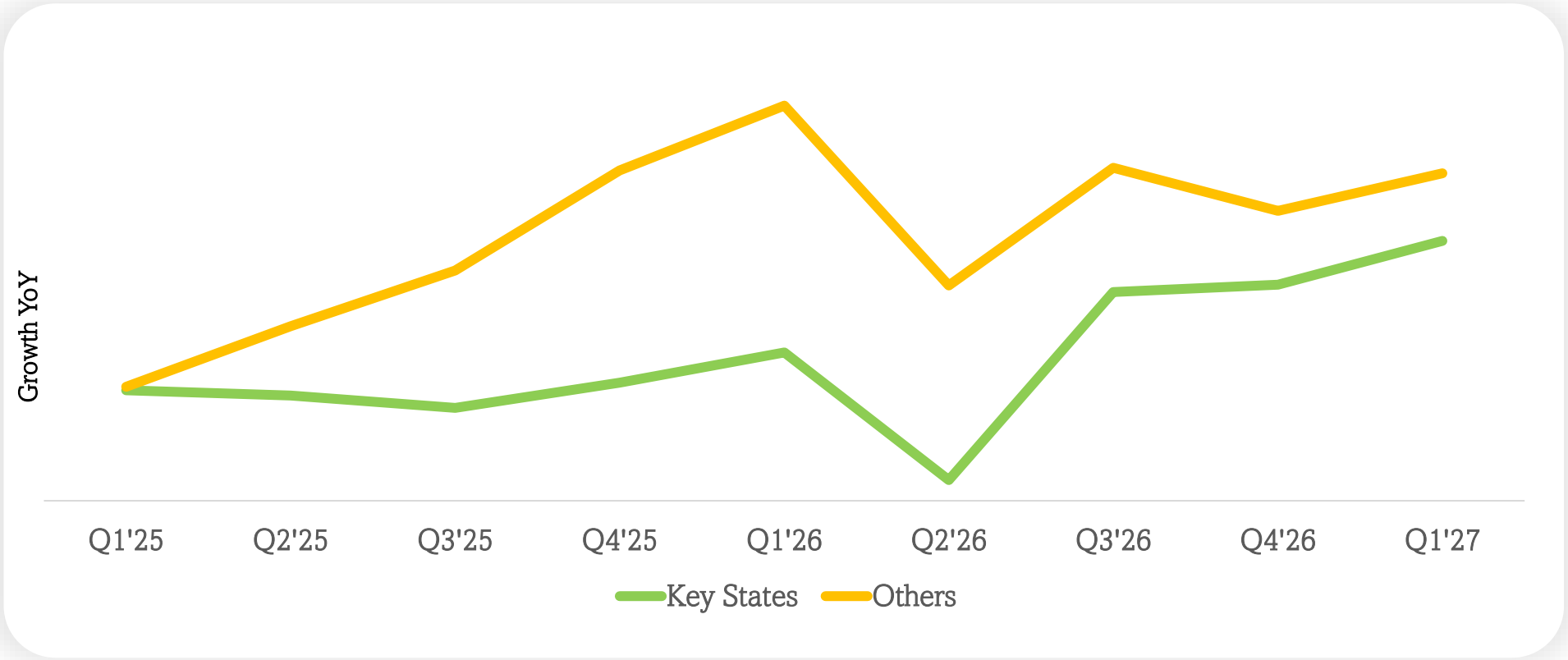


- General Trade growth in Q2'27 is 2.6x that of FY 25-26
- Other Channels continue to grow faster @ 1.8x of GT
- Contribution of E-Com now @ ~7%



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01 Sustained Revenue acceleration in Key States



- Key States growth in Q2’27 is 2.8x to that of FY 25-26
- Other States growth continue to outpace that of Key States



Key States contributing >50% of Domestic Revenue

Strengthening Brand Relevance Across Core Consumer Cohorts



NutriChoice Portfolio



Little Hearts



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Augmenting Cheese through Innovations

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Korean Chilli Slices



Italian Herb Slices



Adjacency Businesses



Adjacent Bakery Businesses* grew >20% during the quarter







Dairy – Cheese, Ghee, Milk Drinks leading the business into double-digit growth



International Business – Resilient rebound into mid-teens growth across key geographies



*includes Cake, Rusk, Wafers & Croissant

Winning Regional Moments: Tailored Festive Campaigns



Bourbon X Bombay Sweet Shop for Ganesh Chaturthi



5050 Cheeze Dipped X Onam



ESG – Building a sustainable, profitable business

Progress on ESG KPIs

Women factory workforce @ 45%

5,73,663 BNF beneficiaries reached by H1'27

Renewable Electricity share in Own Plants @ 48%

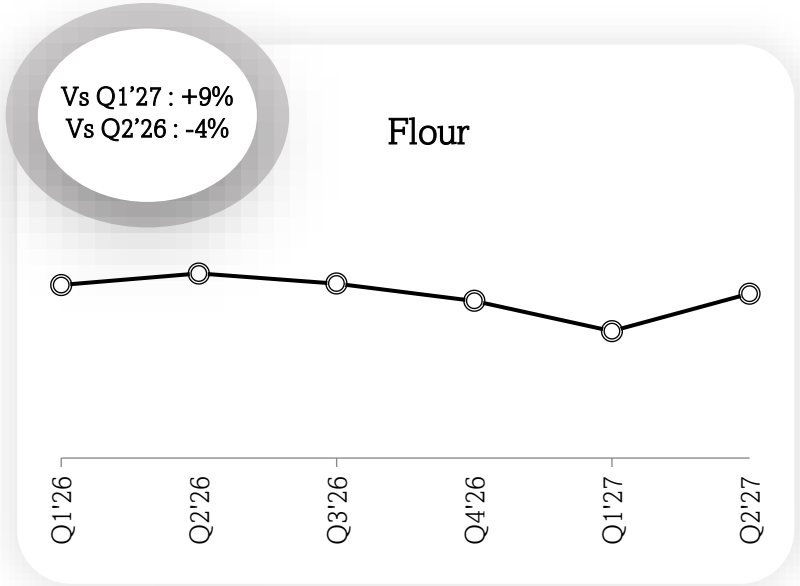


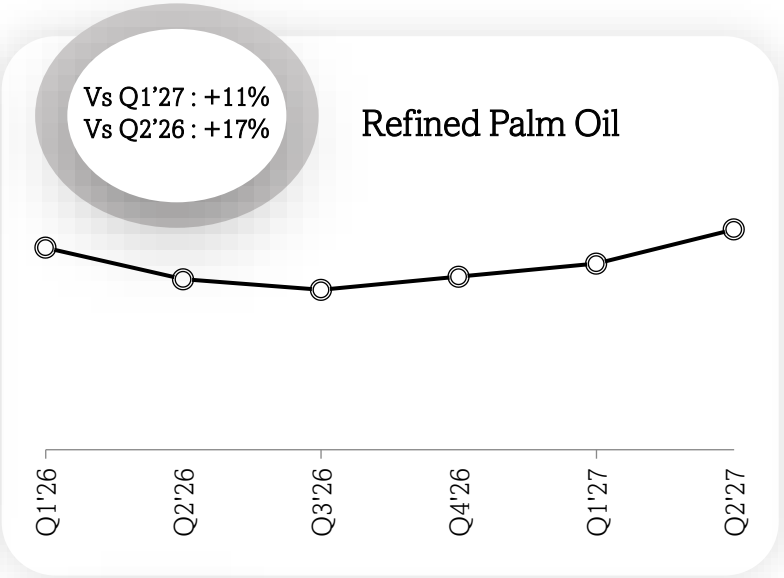
Costs & Financials

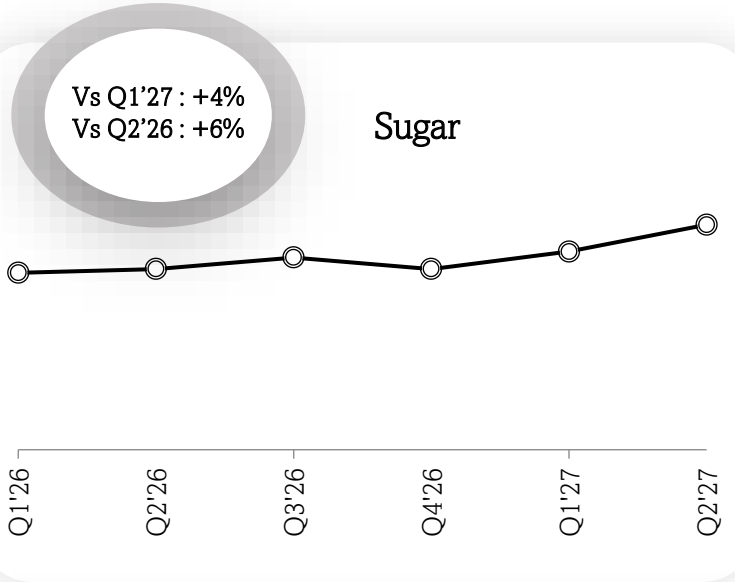


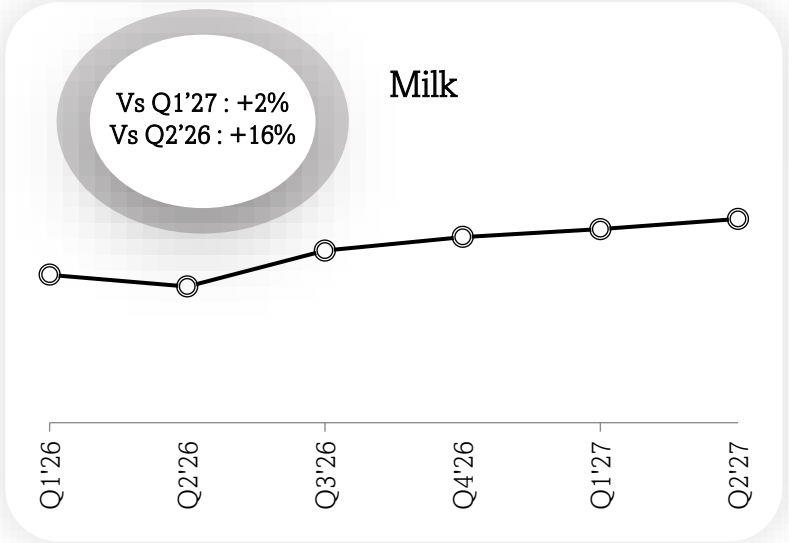


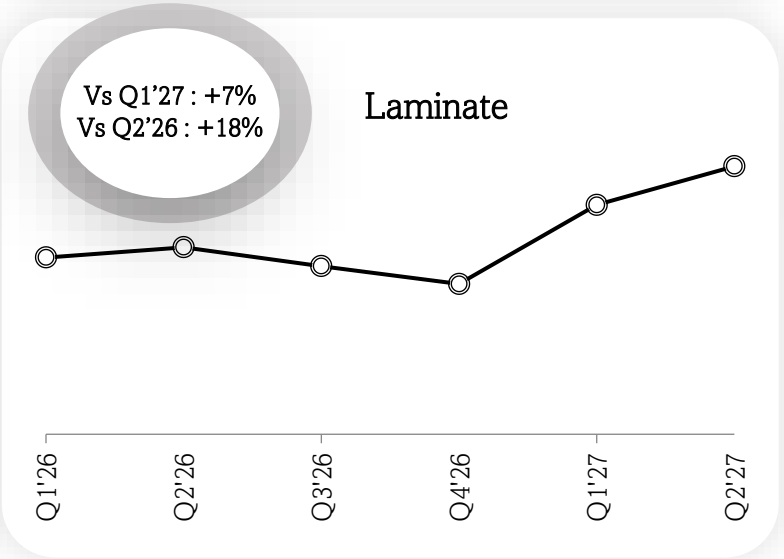
Input Costs Trend

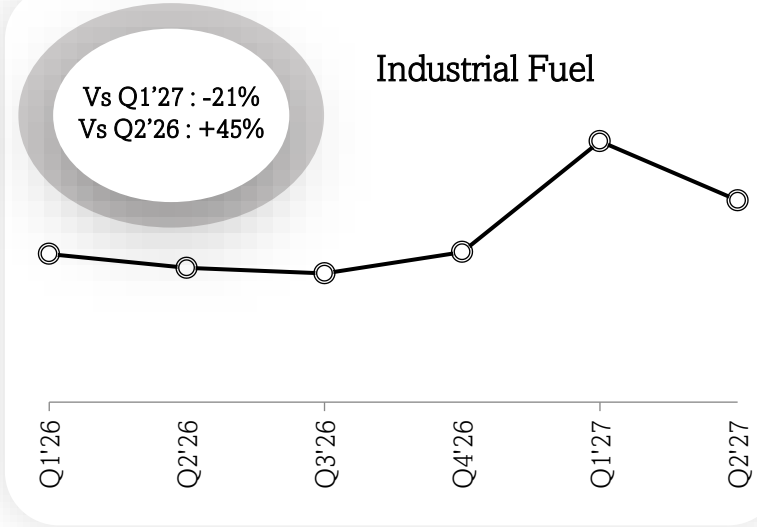








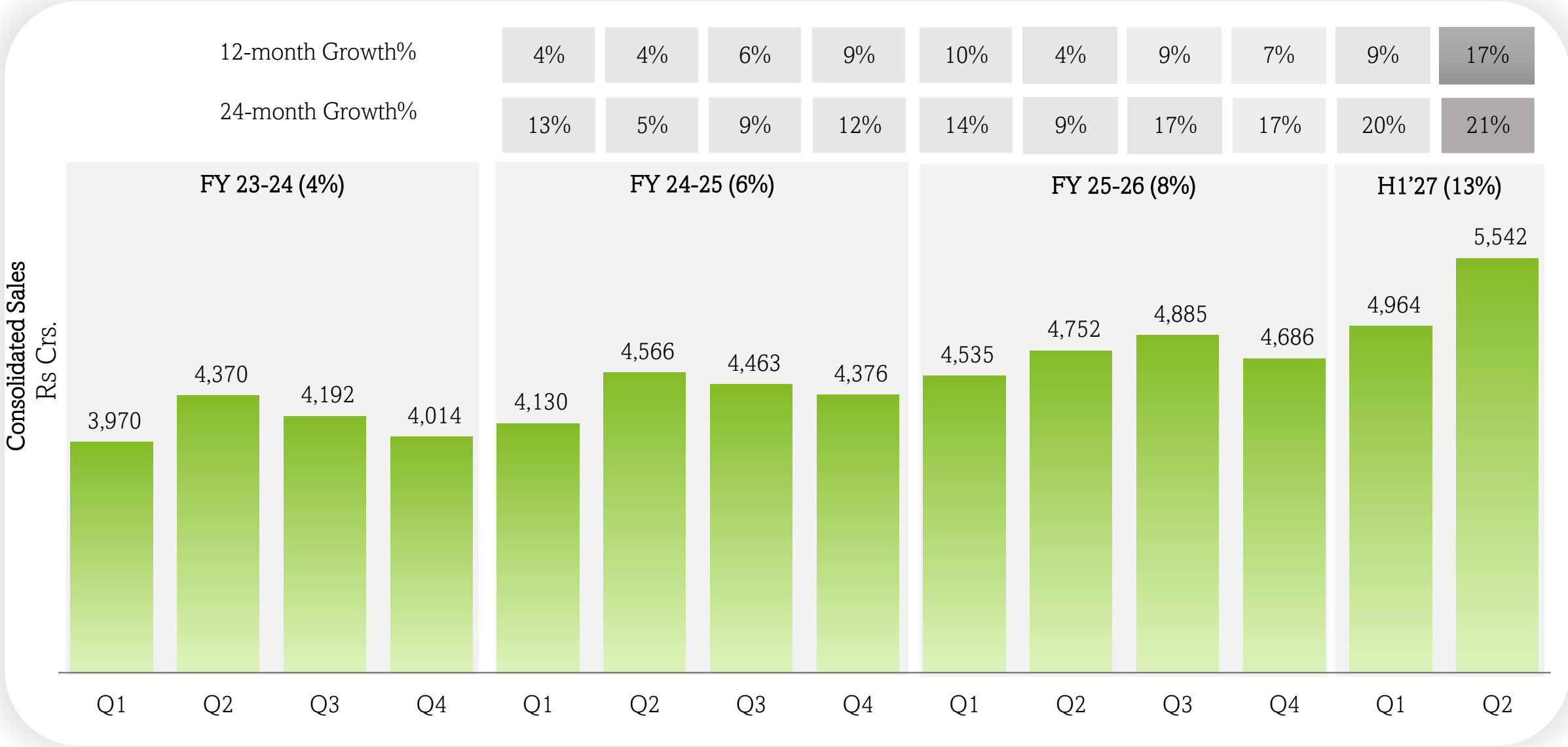




Note:
Strategic covers enabled input costs being lower than market prices

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

Revenue trends



Consolidated Sales as per published results

Nos. in the bracket indicate revenue growths

Key Financial Lines – Q2 26-27 - Consolidated

Particulars	Q2 26-27	
	Rs Crs	Vs Q2 25-26
Net Sales	5,542	16.6%
Operating Profit	943	8.5%
Profit Before Tax	977	10.6%
Profit After Tax (Owner's Share)	721	10.2%

Particulars	21-22	22-23	23-24	24-25	25-26	Q1'27	Q2'27
Profit from Operations %	14.3%	16.3%	17.3%	16.4%	17.0%	15.3%	17.0%
Profit before Tax %	14.9%	19.0%	17.6%	16.7%	17.4%	16.1%	17.6%
Profit after Tax % (Owner's Share)	10.9%	14.5%	12.9%	12.4%	13.4%	11.9%	13.0%

Source: Company Financials – Consolidated Results

Key Financial Lines – H1 26-27 - Consolidated

Particulars	H1 26-27	
	Rs Crs	Vs H1 25-26
Net Sales	10,506	13.1%
Operating Profit	1,704	10.3%
Profit Before Tax	1,775	12.0%
Profit After Tax (Owner's Share)	1,312	11.7%

Particulars	21-22	22-23	23-24	24-25	25-26	H1'27
Profit from Operations %	14.3%	16.3%	17.3%	16.4%	17.0%	16.2%
Profit before Tax %	14.9%	19.0%	17.6%	16.7%	17.4%	16.9%
Profit after Tax % (Owner's Share)	10.9%	14.5%	12.9%	12.4%	13.4%	12.5%

Source: Company Financials – Consolidated Results

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Thank You!