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April 3, 2025

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

Dear Sir, Madam,

Sub: Quarterly Updates- Q4 FY 2024-25.

Please find attached quarterly updates for Q4 of FY 2024-25 of AWL Agri Business Limited (formerly known as Adani Wilmar Limited).

This will be followed by a detailed disclosure of financial results once the Board of Directors of the Company approves the consolidated and standalone financial results for the financial year ended 31st March, 2025.

Thanking You
Yours faithfully,
For AWL Agri Business Limited
(formerly known as Adani Wilmar Limited)

Darshil Lakhia
Company Secretary
Memb. No: A20217

AWL Agri Business Limited
(Formerly known as Adani Wilmar Limited)
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3rd April 2025
Ahmedabad

AWL Agri Business Limited (formerly Adani Wilmar Limited)

Quarterly Update on Business (Q4 FY'25)

This document provides a preliminary update on the standalone performance, highlighting the key trends and operational developments during the quarter that ended on March 31, 2025. This will be later followed by a detailed disclosure of financial results and earnings presentation once the board approves the financial results for the quarter.

The company recorded a robust 7% YoY volume growth in Q4. Revenue saw a significant 36% YoY increase in Q4 compared to the previous year. The Company witnessed better growth in rural towns compared to urban markets, especially in the Foods category, driven by expanded reach and market penetration.

For the entire fiscal year, the company reported strong volume growth of 10% YoY, with edible oils contributing 10% YoY increase and Food & FMCG sectors achieving a robust 28% YoY growth. However, there has been a decline in Industry Essentials business. The year ended with a total revenue of about INR 62,000 crores, resulting in a strong 26% YoY growth.

The company met its objective of extending its reach to 50,000 rural towns through the addition of distributors, sub-distributors, and an expanded rural sales force. This represents a ten-fold increase over three years, up from 5,000 rural towns in FY '22.

Our quick commerce sales volume has experienced exceptional growth, marking best quarter in two years with a remarkable 100%+ YoY increase in Q4. This growth reflects our strategic focus on operational improvements—particularly in product assortment, availability, and promotions and advertisements, allowing us to tap into the rapidly expanding quick commerce channel. Modern Trade channel growth was driven by an uptick in omni-channel sales. Overall, revenue from alternate channels—Modern Trade, e-commerce, quick commerce, and e-B2B—has crossed INR 3,600 crores in FY '25.

The company's strategy to capture a fair share in under-indexed markets is yielding strong results. Specifically, the South region experienced a 25% YoY growth in branded edible oils and foods in FY '25, with the region's share of overall branded sales surpassing 10%.

The name of the Company has been changed to 'AWL Agri Business Limited' from 'Adani Wilmar Limited' w.e.f. 17th March 2025 pursuant to the fresh certificate of incorporation received from Ministry of Corporate Affairs.

Edible Oil

In Q4, edible oil volume grew by 6% YoY.

Sunflower and mustard oils continued to outperform the overall segment growth in FY'25. Fortune Rice Bran health oil also saw strong performance, supported by improved supply chain. To capture market share from regional players, we are investing in advertising for the 'Kings' brand, specifically targeting social media platforms widely used in smaller towns.

Higher raw material prices led to increased realizations, contributing to a 44% YoY revenue increase for the quarter.

Food & FMCG

In Q4, the Food & FMCG segment delivered 11% YoY revenue growth, reaching about INR 1,450 crores. For the full fiscal year FY'25, the segment saw robust volume growth of 28% YoY, driven by strong H1 performance and generated a total revenue of around INR 6,150 crores, reflecting its expanding market reach in a large market.

Smaller categories, including pulses, sugar, and poha, continued their upward trajectory, posting a remarkable 50%+ YoY revenue growth in both Q4 and FY '25. The soap category also performed well, achieving a 19% YoY sales increase in FY '25 and recording revenue of around INR 130 crores.

Expanding our range of kitchen solutions, we launched the Fortune Cake Premix, a convenient way to bake cakes with ease and consistency. By addressing the unique needs of the B2B and HORECA industries, it supports bakery chefs, home bakers, cloud kitchens, and catering services in creating high-quality cakes with minimal effort. The premix is available in three premium variants - Classic Vanilla, Premium Vanilla, and Premium Chocolate— simplifying the baking process while delivering great taste.

Sales Performance by Business Segments:

Business Segment	Q4'25 – YoY Growth (in %)		Q4'25: Business Mix %	
	Volume	Value	Volume	Value
Edible Oil	6%	44%	62%	80%
Food & FMCG	9%	11%	19%	8%
Industry Essentials	7%	15%	19%	12%
Standalone	7%	36%	100%	100%

Note: Above sales growth figures are indicative and will be finalized with book closure. All figures are on a standalone basis.

About AWL Agri Business Ltd. (formerly known as Adani Wilmar Ltd.)

AWL Agri Business Ltd. (formerly Adani Wilmar Limited) is one of India's largest Food & FMCG companies, offering a diverse portfolio of essential kitchen staples, including edible oils, wheat flour, rice, pulses, and sugar. Its flagship brand, Fortune, commands trust of more than 123 million households, reaching to every 1 in 3 Indian families. With 24 manufacturing facilities across 11 states, including India's largest single-location refinery in Mundra (5,000 tons per day capacity), AWL ensures seamless production and distribution. Its extensive supply chain, supported by 97 stock points, over 10,000 distributors and sub-distributors, along with a retail network of 2.1 million outlets, guarantees widespread accessibility across urban and rural India.

Beyond consumer staples, AWL serves the HoReCa and institutional sectors, providing bulk consumer essentials, specialized bakery and Lauric fats, Castor Oil derivatives, Oleochemicals, and value-added Soya products. Its advanced castor oil facilities produce cold-pressed, pharmaceutical-grade, and low-moisture castor oil, catering to global markets. Additionally, AWL has expanded into the Home & Personal Care (HPC) segment, offering soaps, handwashes, and multipurpose cleaners, further strengthening its consumer offerings.

For more information, please visit Website - www.adaniwilmar.com

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