

Media Release

Adani Wilmar Limited announces Q3 FY22 Result

Q3 Revenues up 41% q-o-q to ₹ 14,379 crore

Q3 PBT up 79% q-o-q to ₹ 306 crore

Ahmedabad, February 14, 2022: Adani Wilmar Limited (AWL), a Joint Venture of Adani Group of India and Wilmar Group of Singapore, today announced its operational and financial performance for the quarter and nine months period ended 31st December 2021.

Financial Highlights (Consolidated)

9M'22

- Revenues of ₹ 39,253 crore, up 49% y-o-y
- PBT of ₹ 760 crore, up 38% y-o-y
- Net Profit of ₹ 569 crore, up 38% y-o-y

Q3'22

- Revenues of ₹ 14,379 crore, up 41% q-o-q
- PBT of ₹ 306 crore, up 79% q-o-q
- Net Profit of ₹ 211 crore, up 66% q-o-q

Operational Highlights (Consolidated)

9M'22

- Overall sales volume stood at 3.50 MMT*, up 4% y-o-y
- Food & FMCG vertical sale volume at 0.46 MMT*, up 35% y-o-y
- Added 10 New Fortune mart stores

Q3'22

- Overall sales volume stood at 1.26 MMT, up 6% q-o-q
- Food & FMCG vertical sale volume at 0.17 MMT, up 36% q-o-q
- Added 5 New Fortune mart stores

*Million Metric Tons

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Commenting on the quarterly results of the Company, Mr. Angshu Mallick, Managing Director and CEO, Adani Wilmar Limited said, "We have been able to continue our business performance in line with what we have been able to showcase in the recent past. As we go forward our focus will be to grow our food business so that it can contribute reasonably well in our overall basket".

Key Business Highlights-9M/FY 2022 (YoY)

Operational Highlights (Consolidated)

- ❖ Consolidated volume stood at 3.50 MMT in 9M/2022 compared to 3.35 MMT in 9M/2021, registering a growth of 4%.
- ❖ The Food & FMCG portfolio stood at 0.46 MMT in 9M/2022 compared to 0.34 MMT in 9M/2021, registering a growth of 35%.
- ❖ AWL remains the dominant No # 1 edible oil brand in India in the ROCP (Refined Oil Consumer Pack) Category with a market share of 18.9%.
- ❖ AWL is first player in India, to introduce 3 in 1 blended oil Fortune Xpert Total Balance under Fortune Xpert range.
- ❖ AWL commissioned an additional Oleochemical ("Oleo") plant with a capacity of 400 TPD** at Mundra and with this, the total capacity now doubled to 800 TPD*. This is the largest single location Oleo plant in India.
- ❖ With the strategy to grow the foods basket, AWL has commissioned a 150 TPD** Chana Besan plant in Nagpur and 50 TPD* Soya Nuggets plant in Haldia.
- ❖ Successfully launched 10 New Fortune Mart stores, which are franchised physical stores to showcase the Fortune branded products. With this, the total Fortune Mart stores count is 18 spread across India. These stores are also the fulfilment centres for home delivery of products ordered through Fortune Online (D2C).
- ❖ To increase foothold in developing markets and expansion of consumer story across South-East Asia, AWL acquired Bangladesh Edible Oil Limited (BEOL), by taking 100% stake in Adani Wilmar Pte Ltd ("AWPTE"), which is a holding company of BEOL.

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** Ton Per Day

Financial Highlights (Consolidated)

- ❖ Consolidated revenue stood at ₹ 39,253 crore in 9M/2022 compared to ₹ 26,418 crore in 9M/2021, registering a growth of 49%.
- ❖ EBIDTA stood at ₹ 1,420 crore in 9M/2022 compared to ₹ 1,050 crore in 9M/2021, registering a growth of 35%.
- ❖ Consolidated net profit at ₹ 569 crore in 9M/2022 compared to ₹ 414 crore in 9M/2021, registering a growth of 38%.
- ❖ Food business has clocked Revenue of ₹ 1,865 crore in 9M/2022 compared to ₹ 1,400 crore in 9M/2021 registering a YoY growth of 33%.

About Adani Wilmar Limited

Adani Wilmar Limited (AWL), a joint venture between Adani Group of India and Wilmar Group of Singapore, is one of the largest consumer Food FMCG companies in India. The company has a diversified product portfolio offering most of the primary kitchen essentials including edible oil, wheat flour, rice, pulses, besan and sugar with market leading positions across products. AWL's flagship brand "Fortune" reaches 90 million households, indicating that 1 out of every 3 household consumes a "Fortune" product. Fortune is also the largest selling edible oil brand in India. AWL has 22 plants in India which are strategically located across 10 states, comprising 10 crushing units and 19 refineries. AWL's refinery in Mundra is the largest single location refinery in India with a designed capacity of 5,000 TPD**.

** Ton Per Day

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

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