

Media Release

Adani Wilmar Limited announces Q4 FY22 Result

Q4 Revenues up 40% q-o-q to ₹ 14,960 crore

Q4 EBITDA up 29% q-o-q to ₹ 488 crore

Q4 PBT up 48% q-o-q to ₹ 298 crore

Ahmedabad, May 02, 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 financial year ended 31st March 2022.

Financial Highlights (Consolidated)

FY22

- Revenues of ₹ 54,214 crore, up 46% y-o-y
- EBITDA of ₹ 1,909 crore, up 34% y-o-y
- PBT of ₹ 1,059 crore, up 40% y-o-y
- Net Profit^{^1} of ₹ 804 crore, up 26% y-o-y

Q4 FY22

- Revenues of ₹ 14,960 crore, up 40% q-o-q
- EBITDA of ₹ 488 crore, up 29% y-o-y
- PBT of ₹ 298 crore, up 48% q-o-q
- Net Profit^{^1} of ₹ 234 crore, up 39% q-o-q

^{^1} Q4 FY21 and FY21 Net profit normalized with one time income tax reversal.

Operational Highlights (Consolidated)**FY22**

- Overall sales volume stood at 4.80 MMT*, up 8% y-o-y
- Food & FMCG vertical sale volume at 0.64 MMT*, up 34% y-o-y
- Added 28 New Fortune mart stores, taking the total to 33 stores across India

Q4'22

- Overall sales volume stood at 1.29 MMT, up 16% q-o-q
- Food & FMCG vertical sale volume at 0.18 MMT, up 33% q-o-q
- Added 12 New Fortune mart stores

**Million Metric Tons*

Commenting on the quarterly results of the Company, Mr. Angshu Mallick, Managing Director and CEO, Adani Wilmar Limited said, "We have delivered a steady growth in spite of the challenging macro environment. The food & FMCG segment registering double digit growth. We have continued to improve our market share across edible oil & food categories. We are also on track to implement our go-to-market strategy focused to capture the rural growth story. We will continue to invest in our brand, distribution, sourcing and manufacturing capabilities. Going forward, we will focus more on inorganic growth and strategic investments in the foods space."

Key Business Highlights - FY 2022 (YoY)**Operational Highlights (Consolidated)**

- ❖ Consolidated volume stood at 4.80 MMT in 2022 compared to 4.46 MMT in 2021, registering a growth of 8%.
- ❖ The Food & FMCG portfolio stood at 0.64 MMT in 2022 compared to 0.47 MMT in 2021, registering a growth of 34%.
- ❖ Overall distribution now stands at 5,775 distributors with 65% being common for both oil & foods business. This translates into a reach of 1.7 million retail outlets spread across 6400+ towns in India.

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

Tel +91 79 2645 5650
Fax +91 79 2645 5621
investor.relations@adaniwilmar.in
www.adaniwilmar.com

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

- ❖ AWL continues to remain strong No # 1 edible oil brand in the ROCP (Refined Oil Consumer Pack) Category with a market share of 18.8%.
- ❖ AWL launched Fortune Poha, 2 new variants of ready-to-cook Fortune Khichdi and Fortune Total Balance oil (3-in-1 blended oil) in FY22. These launches are in line with focus on expanding the value-added foods basket with health & wellness.
- ❖ Successfully launched 28 New Fortune Mart stores in FY22, taking the total count to 33, spread across India. Fortune Mart is a franchised physical store to showcase the Fortune branded products and are fulfilment centres for home delivery of products ordered through Fortune Online application (D2C).
- ❖ D2C platform Fortune Online is currently live in 25 cities across India.
- ❖ Completed acquisition of a Rice mill in the state of West Bengal as a step in the direction to spread manufacturing footprint in food segment across India.
- ❖ Repaid long term borrowings to the tune of ₹ 937 crore from IPO proceeds in line with the objects of the Issue.

Financial Highlights (Consolidated)

- ❖ Consolidated revenue crossed 50,000 mark and stood at ₹ 54,214 crore in 2022 compared to ₹ 37,090 crore in 2021, registering a growth of 46%.
- ❖ EBITDA stood at ₹ 1,909 crore in 2022 compared to ₹ 1,430 crore in 2021, registering a growth of 34%.
- ❖ Consolidated net profit at ₹ 804 crore in 2022 compared to ₹ 636 crore in 2021^{^1}, registering a growth of 26%.
- ❖ Food business has clocked Revenue of ₹ 2,621 crore in 2022 compared to ₹ 1,906 crore in 2021 registering a YoY growth of 38%.



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

For media queries, please contact: Priya Agarwal | priya.agarwal@adaniwilmar.in

For Investor Relations, please contact:

Abhik Das
Tel: 91-79-2645 8774
abhik.das@adaniwilmar.in

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

Tel +91 79 2645 5650
Fax +91 79 2645 5621
investor.relations@adaniwilmar.in
www.adaniwilmar.com

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