



Table of content

1	Business Overview	03
2	Key Business Developments	07
3	Distribution Network and Channel Mix	12
4	Financial Update	14
5	Value Creation	20





BUSINESS OVERVIEW

Q1 FY18 – At a Glance



42%

Topline Growth
(Consolidated)



Consolidated EBITDA
expansion

3.3x



Reported **Cash Profit** at
Consolidated level



Reported Net Profit on
Standalone basis

₹62 mn



Growth across Key Brands

- **4.0x** Desi Atta
- **2.5x** Karmiq
- **1.7x** Fresh & Pure
- **1.7x** Tasty Treat



~₹500 mn

Promoter Warrant
Money Received in
August



67,000+

Store distribution
footprint



Highest value creation
amongst FMCG peers,

87%

 XIRR in
last 3 years

Portfolio: Key Brands and Categories



Brands Business Constituted ~94%⁽¹⁾ of Top Line in Q1 FY18
– An increase from 91% in Q1 FY17

Food and Beverages (93%)



Staples, Dairy and Bakery, Fruits and Vegetables, Snacks, Juices, Frozen Foods, Ready to Cook Foods among others

Home & Personal Care (7%)

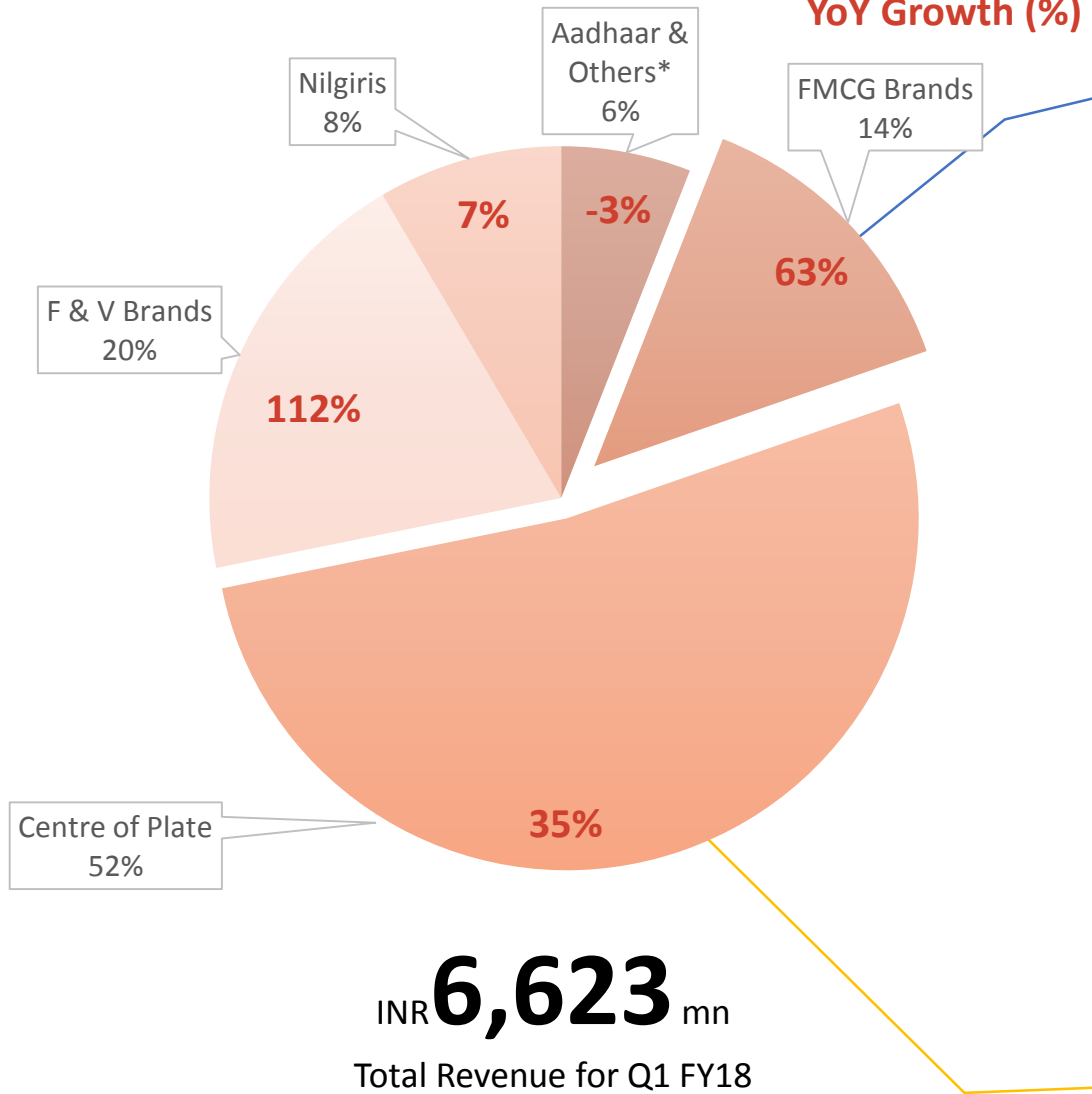


Wipes, Body Wash, Body Lotion, Toilet and Floor Cleaners, Kitchen Aides

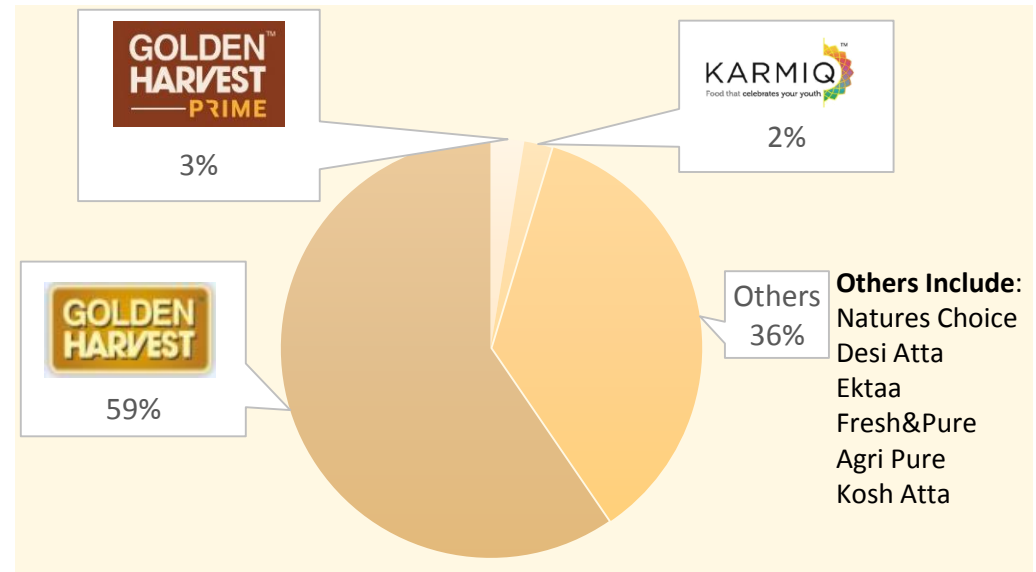
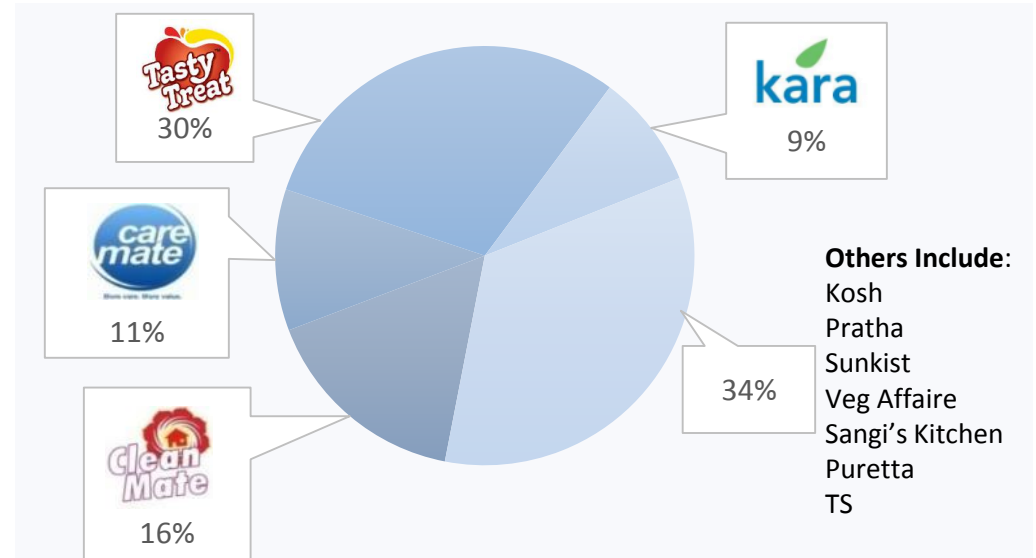
Note:
1) Remaining 6% largely represents revenues from Food Park, Aadhaar and others.

Revenue Split Across SBUs & Brands Thereof

YoY Growth (%)



Brand wise Split





KEY BUSINESS DEVELOPMENTS

Extending the Portfolio across Food & Beverages



Introducing Tasty Treat Twist – adding a spicy twist with a launch of 5 new Indian flavors:

1. Spicy Pineapple
2. Chilli Guava
3. Fruit Chaat
4. Chatpata Kokum
5. Litchi Rose



Launched FCL's first Organic, all natural, pesticide free Brand – Mother Earth, offering:

1. Pulses
2. Spices
3. Rice
4. Sugar and more



Pooof! Potato Kettle Chips

Introduced new range of Kettle Chips with 2 new flavors:

1. Spicy Peri-Peri
2. Tangy Tomato



All new range of Frozen Snacks by Tasty Treat

1. Aloo Tikki
2. Barbeque Potato Bites
3. Cheese Poppers
4. Crinkle – Cut Fries
5. Hash Browns



Sunkist extending its fusion drinks range with the launch of peppy summer flavors

1. Citrus Twist
2. Kiwi Lemon
3. Apple Ginger Honey
4. Pinacolada
5. Berry Punch

Innovative Products Catering to Indian Festive Habits & Other Initiatives



Future Consumer **DESI ATTA COMPANY**

Celebrate
Shraavan Maas
— with Desi Atta Company —

Choose from our range of Fasting Friendly Flours

SINGHARA ATTA, UPWAS PARANTHA ATTA, KUTTU ATTA, RAJGIRA ATTA, SAMAK ATTA, SABUDANA ATTA

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kara

COMPLIMENTARY
KARA REFRESHING WIPES
WITH EVERY PURCHASE OF
CERIZ BAG

CERIZ

Associating with various festivals around the year helps building a stronger brand imagery and recall

Other New Product Launches & Brand Initiatives

FUTURE CONSUMER™

GOLDEN HARVEST™

Our Family Just Got Bigger

GOLDEN HARVEST TURMERIC POWDER

GOLDEN HARVEST RED CHILLI POWDER

GOLDEN HARVEST CORIANDER POWDER

GOLDEN HARVEST Kashmiri Mirchi

GOLDEN HARVEST Teekhi Mirchi

New Launch

Swiss Tempelle
FROM SWITZERLAND

Introducing Swiss Tempelle Shower Gel from **Switzerland +**

100% PARABEN FREE

With **Indian Lemon** and **Swiss Flower Seed Oil**

Lemon extract contains powerful antifungal properties and remove excess oil. Flower Seed Oil helps deep cleaning and removes dead skin.

Coming Soon...

Lemon & Flower Seed Oil Shower Gel With Oil Beads

100% Natural Extracts Paraben-Free

kara

FUTURE CONSUMER™
for the Fast Moving Consumer Generation

did you know
Kara Wipes

- Are dermatologically tested & 100% biodegradable
- Have active natural ingredients with no alcohol & no harsh chemicals
- Each formulation is selective blend of aqua, skin friendly ingredients & herbal actives

Our Range of Products

www.karawipes.com

f t in

FCL catering to the ever evolving generation

Akshay Kumar Creating Awareness through FCL's Home Care Range

FUTURE GROUP'S MOST SHARED CAMPAIGN VIDEO ON f

**2 MILLION+ VIEWS
30K+ SHARES
70K+ LIKES
IN JUST OVER 2 DAYS**

Click to watch the Video

CleanMate
August 5 at 2:51pm · 🌐

Support CleanMate's endeavor towards a Swachh Bharat through 2forToilet initiative. Share this video and for each share of yours, @CleanMate will donate Rs. 2* towards 2forToilet initiative to help build toilets in India. Do your bit. Share this message and help in making India cleaner. Thank you Akshay Kumar & Dhumi Pednekar for your support. #2forToilet #CleanMateForToilet

1.9M Views

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👍👍👍 You, Sidhant Natarajan and 72K others

33,612 shares

View all 1,337 comments

TOILET
एक प्रेम कथा

Award Winning TVC

FOXGLOVE AWARDS 2017

THE TASTY TREAT FIRANGI BHUJIA TVC WINS BRONZE AT THE FOXGLOVE AWARDS 2017

Tasty Treat

BHUJIA
GHOOM AAYI DUNIYA

BARBEQUE, MASALA, CHEESE, PEPPY

FUTURE CONSUMER

Tasty Treat

Salman Khan ne banaayi
Bhaijaan Bajrangi....
Mere saath Enjoy karo
Bhujia Firangi

Don't miss Baba Sehgal's epic rap videos celebrating the Firangi Bhujias!

Follow Tasty Treat to discover the story:

Instagram, Facebook, YouTube, Twitter



Baba Sehgal's epic rap videos celebrating the Firangi Bhujiyas



DISTRIBUTION NETWORK & CHANNEL MIX

Distribution Network Spanning across Channels



Future Group Stores:

895



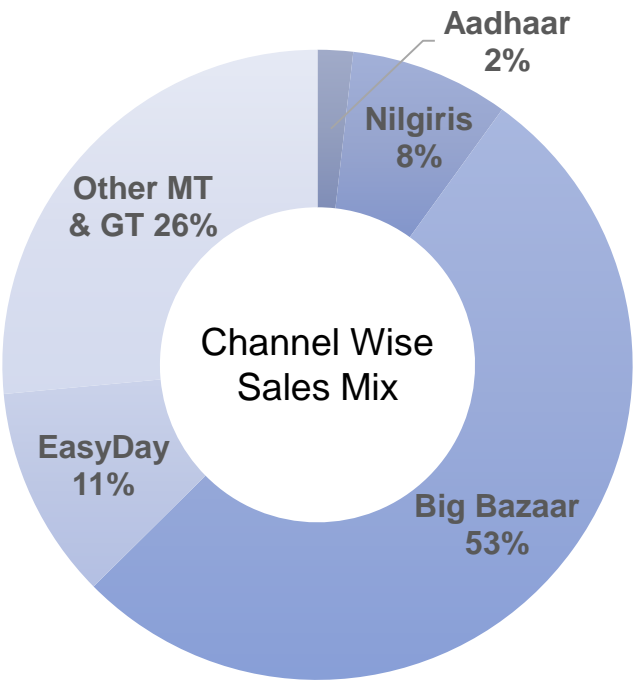
Heritage Stores:

120



Rajasthan FPS:

5,276



Other Modern Trade:

180



General Trade:

26,000



18,500



16,000



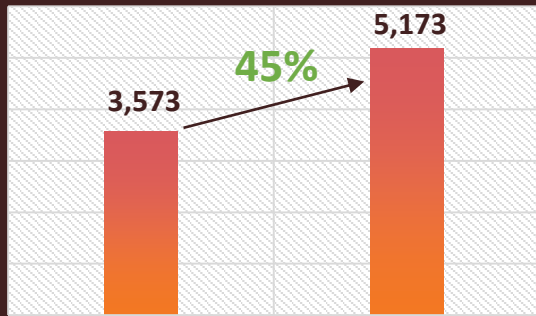


FINANCIAL UPDATE

FCL Q1 FY18 Performance Snapshot – Standalone & Consolidated

Standalone Summary

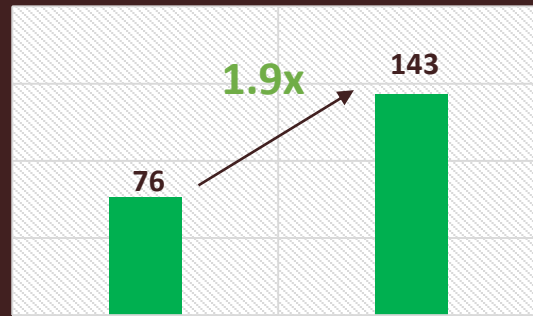
Top Line Growth



Q1 FY17

Q1 FY18

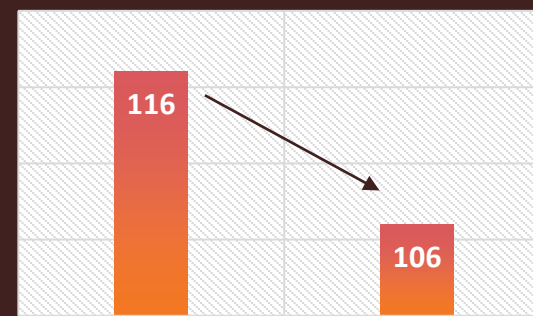
EBITDA Improvement on the Back of High Growth and Efficiency



Q1 FY17

Q1 FY18

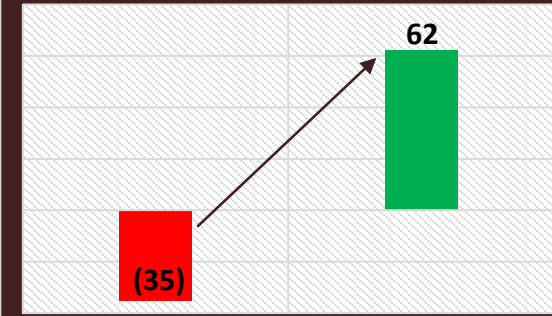
Interest Expense Declined by INR10 mn



Q1 FY17

Q1 FY18

PAT Turnaround of INR98 mn

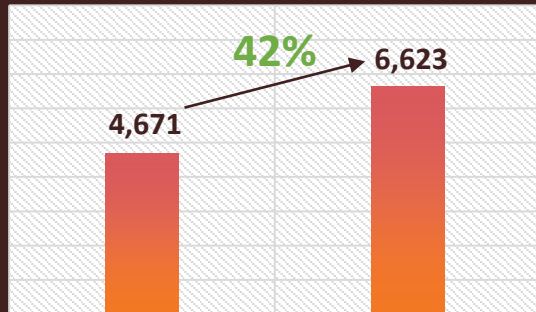


Q1 FY17

Q1 FY18

Consolidated Summary

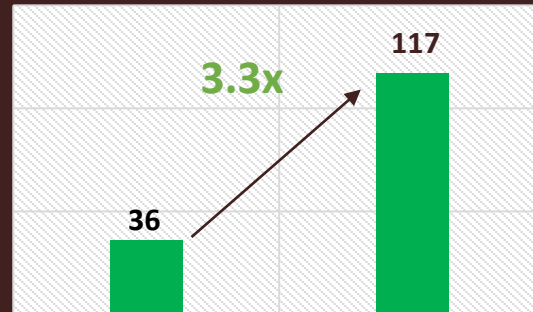
Top Line Growth



Q1 FY17

Q1 FY18

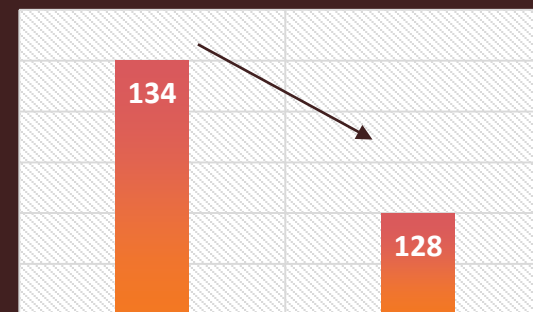
EBITDA Improvement on the Back of High Growth and Efficiency



Q1 FY17

Q1 FY18

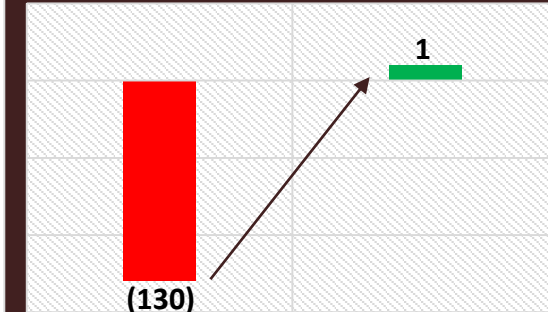
Interest Expense Declined by INR6 mn



Q1 FY17

Q1 FY18

Attained Cash Profitability



Q1 FY17

Q1 FY18

Standalone Income Statement – Q1 FY18



FY 2016-17			Particulars (INR Mn)	FY 2017-18
Q1	Q4	FY17		Q1
3,560	4,140	16,400	Sales	5,160
13	10	50	Other Operating Income	13
3,573	4,150	16,450	Total Income from Operations	5,173
-3,091	-3,598	-14,307	COGS	-4,493
482	552	2,143	Gross Margin	680
13.5%	13.3%	13.0%	Gross Margin%	13.1%
21	2	39	Other Income	13
-427	-456	-1,866	Other Operating Cost	-550
76	97	317	EBITDA	143
2.1%	2.3%	1.9%	EBITDA%	2.8%
-116	-74	-370	Interest Expense	-106
49	104	305	Interest Income	76
-45	-25	-172	Depreciation	-50
-35	102	80	PBT	62
0	-2	-2	Tax	0
-35	101	78	PAT	62
-1.0%	2.4%	0.5%	PAT %	1.2%
9	127	252	Cash Profit	113

Topline Growth **45%**

EBITDA INR **143** mn vs INR76 mn

Interest Expense Decline INR **10** mn

PBT Turnaround of INR **98** mn

PAT INR **62** mn vs INR35 mn

Consolidated Income Statement – Q1 FY18

FY 2016-17			Particulars (INR Mn)	FY 2017-18
Q1	Q4	FY17		Q1
4,628	5,295	20,995	Sales	6,578
43	39	164	Other Operating Income	45
4,671	5,334	21,158	Total Income from Operations	6,623
-4,009	-4,597	-18,231	COGS	-5,699
662	738	2,928	Gross Margin	924
14.2%	13.8%	13.8%	Gross Margin%	13.9%
28	31	110	Other Income	31
-654	-712	-2,831	Other Operating Cost	-838
36	57	207	EBITDA	117
0.8%	1.1%	1.0%	EBITDA%	1.8%
-134	-88	-448	Interest Expense	-128
24	49	140	Interest Income	27
-77	-70	-326	Depreciation	-90
-151	-52	-427	PBT	-74
-7	-2	-9	Tax	0
-49	-47	-174	Share of JV, Associates & Minority Interest	-15
-207	-101	-610	Consolidated PAT	-88
-4.4%	-1.9%	-2.9%	PAT %	-1.3%
-130	-31	-284	Cash Profit	1

Topline Growth **42%**

EBITDA INR **117** mn vs INR 36 mn

Interest Expense Decline INR **6** mn

PAT Loss narrowed by INR **119** mn

Cash Profit of INR **1** mn

FCL on the Path of Achieving Operating Efficiency

Q1 FY17	Q4 FY17	FY17	Particulars	Q1 FY18
% of Total Income	% of Total Income	% of Total Income		% of Total Income
4,671	5,334	21,158	Total Income (INR mn)	6,623
85.8%	86.2%	86.2%	COGS	86.1%
14.2%	13.8%	13.8%	Gross Margin	13.9%
0.6%	0.6%	0.5%	Other Income (Excluding Interest Income)	0.5%
5.1%	4.5%	4.6%	Employee Benefit Expense	4.2%
8.9%	8.8%	8.7%	Other Operating Cost	8.4%
0.8%	1.1%	1.0%	EBITDA	1.8%
-1.7%	-1.3%	-1.5%	Depreciation	-1.4%
2.3%	0.7%	1.5%	Interest Expense (net)	1.5%

Consolidated Balance Sheet



Particulars (INR mn)	As on	
	31-Mar-17	30-Jun-17
Shareholder's Fund	8,885	8,848
Minority Interest	78	65
Gross Debt	4,714	5,117
<i>Less: Cash and Cash Equivalents</i>	475	121
Net Debt	4,239	4,996
Net Adjusted Capital Employed	13,202	13,908
Fixed Assets	5,173	5,341
Goodwill and Intangibles	4,163	4,176
Net Current Assets & Others	3,866	4,392
Total Net Assets	13,202	13,908

❖ While the Top Line witnessed a growth of **42%** in Q1 FY18 the balance sheet grew only by **5%** YoY



VALUE CREATION

Value Creation for Stakeholders

Stock Exchange Data (as on 11th August, 2017)

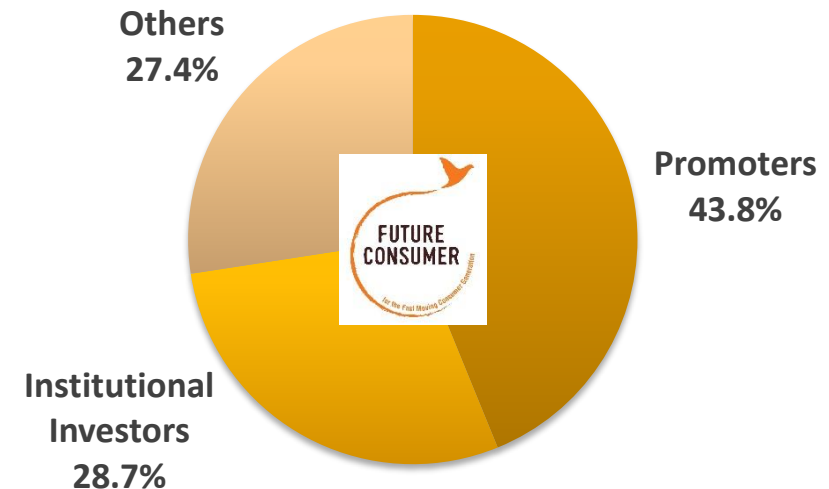
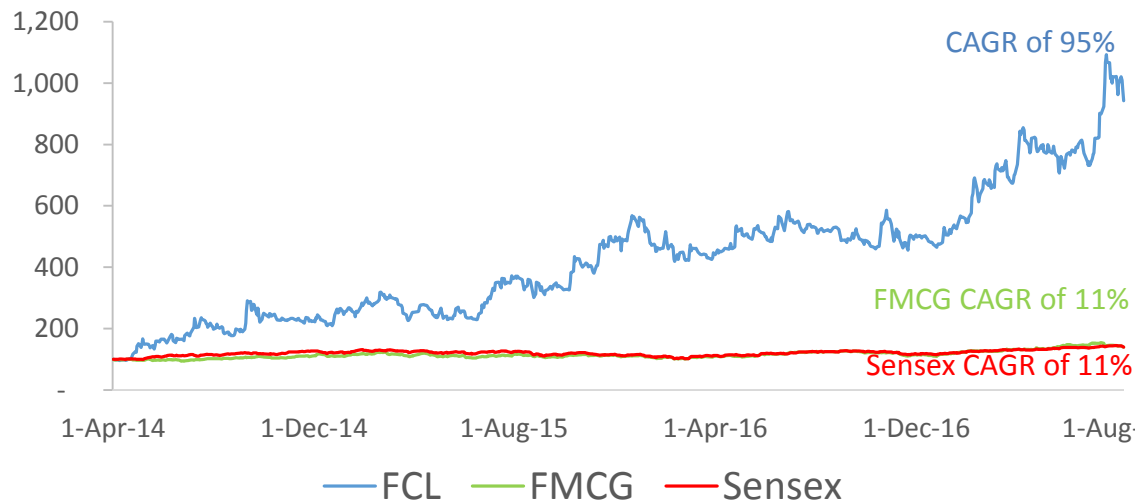
Market Capital (INR mn)	64,172
Shares Outstanding	1,882,839,795
Free Float (%)	56%
Symbol (NSE/BSE)	FCONSUMER / 533400

Top Institutional Holders

	% Holding
Arisaig	8.1%
Verlinvest	7.5%
Proterra	7.0%
IFC	3.1%

Note: Shareholding based on Fully Diluted Basis

FCL vs FMCG Index & Sensex (1st April 2014 – 11th August 2017)



While the FMCG Index grew at a CAGR of 11% during the period 1st April 2014 to 11th August 2017, FCL Market Cap grew at a CAGR of 95% over the same time period

ANNAISE. SZECHUAN MAYONNAISE 🦋 TAMARIND CHUTNEY
T CHUTNEY 🍷 CREAMY FENNEL DIP MIX 🍕 LEMON AIOLI
SPICED HONEY DIP MIX. AFRICAN HARISSA DIP MIX.
DIP MIX 🍵 CURRIED APPLE DIP MIX. PERI CHILLI FLA
MINT DIP MIX. TONED MILK 🍷 MILK. YOGURT. FROZ
URT 🍷 FLAVOURED YOGURT. MILK SHAKES 🍷 WALNU
OCOLATE BROWNIE 🍷 BAR CAKE. POUND CAKE. CHOC
PLUM CAKE. PINEAPPLE CAKE 🍷 ORANGE CAKE. ASSO
IES. CHOCO-CHIP COOKIES. ATTA MIX 🍷 RAVA MIX. RA
OATS. MASALA OATS. HONEY & OATS. AIR FRESHNER. I
TISSUES. TISSUE ROLL . WHITE BREAD. BROWN BREAD
HONEY & OATS. CLEAN PLATE AIR FRESHNER 🍷 KARA V
TIS 🍷 TISSU
IN L. AD. PERI PE



Thank
You



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