



WILMAR IN INDIA

WE ARE A LEADING AGRI PLAYER IN INDIA

★ NO.1 ★



ONE OF THE LARGEST
ETHANOL PRODUCERS



EDIBLE
OIL REFINER



SUGAR
REFINER



LEADING
OILSEED
CRUSHER



MANUFACTURER OF
LEADING CONSUMER
SUGAR BRAND MADHUR



CONSUMER PACK
EDIBLE OILS
MANUFACTURER



SPECIALTY FATS
MANUFACTURER



OLEOCHEMICALS
MANUFACTURER



MORE THAN
4,000 EMPLOYEES

OUR PRESENCE

Ferozepur

Alwar

Bundi

Neemuch

Vidisha

Shujalpur

Mehsana

Mundra

Kandla

Nimrani

Khargone

Hazira

Chhindwara

Nagpur

Burdhwan

Haldia

Paradip

Pathri

Panchaganga

Hawalga

Athani

Raibag

Gokak

Munoli

Kurnool

Kakinada

Mangalore

Krishnapatnam

Gummindipoondi

Kodungaiyur

Tuticorin

- Sugar Refineries
- Sugar Mills
- Ethanol
- Edible Oil Refineries
- Oilseed Crushing
- Oleochemicals
- Flour Mills
- Rice Mills
- Specialty Fats



adani wilmar

ADANI WILMAR LIMITED (AWL)

Wilmar's first venture in India was through a 50:50 joint venture, Adani Wilmar Limited (AWL), with the Adani Group of India.

AWL was first engaged in the edible oil business and diversified into the food business encompassing rice, wheat flour, pulses, besan, soya value-added products and sugar from 2013 onwards. It is also in the businesses of manufacturing industrial essentials such as oleochemicals and castor oils.

Leveraging the strengths and capabilities of Adani Group and Wilmar, AWL has grown to become one of India's largest food Fast-Moving Consumer Goods (FMCG) companies today. Its flagship brand "Fortune" is the nation's number one edible oils brand and number two and three in wheat flour and rice respectively. Moreover, AWL is the number one player in oleochemicals and castor oils export.

No. 1

Oleochemical manufacturer of India and the largest exporter of castor oil



No. 1

ROCP (Refined oil in consumer packs) market share of branded edible oil



Top 10

Consumer FMCG company in India



No. 2

Player in the area of wheat flour in India



23

Manufacturing units in India



33

Tolling units in India



113

Million households reached



9,700+

Distributors across India



1.7

Million retail outlets across India



WILMAR IN INDIA

AWL's Vision

To be a leading agribusiness company committed to sustainably deliver safe, nutritious and quality agricultural commodity and food through innovation, highest standards of environmental, social and governance practices, and the creation of livelihoods in communities in which we operate to deliver long-term value to all our stakeholders.



Integrated Manufacturing Complex in Mundra



Silos in Vidisha, Madhya Pradesh

State-of-the-art Facilities

AWL has adopted an integrated approach for its manufacturing facilities investing in the efficiency of its manufacturing capabilities so that it is able to benefit from cost efficiencies and gain operational synergies from shared utilities, manpower and distribution.

AWL operates 23 manufacturing units - 10 crushing and 19 refineries - located in 10 states in India. Seven refineries are port-based, facilitating the use of imported crude edible oil while the others are located proximate to raw material production bases. Its refinery in Mundra is one of the largest at any single location in India with a capacity of 5,000 MT per day. As of 31 December 2022, AWL employed 33 leased tolling units, providing additional manufacturing capacities through an asset-light business model.

Extensive Reach

AWL has the widest pan-India distribution network among branded edible oil companies, comprising more than 9,700 distributors that cover around 1.7 million retail outlets which is about 38% of the retail universe in India. As of 31 December 2022, AWL possessed 90 depots, covering an aggregate storage space of around 1.94 million square feet.

AWL's existing distribution network is a long-term competitive advantage as it will facilitate the introduction of more products

utilising existing trade relationships, thereby enhancing primary customer loyalty. The widening portfolio will incentivise the accretion of more trade partners, deepening our market penetration.

AWL launched Fortune Mart stores operating on a franchise model and exclusively selling Fortune and its own branded products. As of 31 December 2022, there are 35 stores across 29 cities. AWL has also expanded into the online arena through Fortune Online (available in 25 cities) for retail customers and B2B app Fortune Business for businesses (available in 20 cities).

These efforts ensure that AWL's products are readily available where and when consumers need them. As of 31 December 2022, one out of three households in India uses a product from AWL, translating to a reach of approximately 113 million households.



There are 35 Fortune Mart stores in 29 cities.



Comprehensive Product Portfolio

AWL manufactures packaged food, edible oils, bakery and lauric products, personal care products and industrial essentials such as oleochemicals, castor oil and its derivatives and de-oiled cakes.

AWL has also diversified into value-added edible oil products like rice bran health oil, fortified foods, ready-to-cook soya chunks, khichdi and other fast-moving consumer goods.

Edible Oil

Soyabean oil	Palm olein oil	Sunflower oil	Mustard oil	Rice bran health oil
Cottonseed oil	Groundnut oil	Blended oil	Vanaspati	Specialty fats and industrial margarine

Food & FMCG Category

Food Products					FMCG Products
Rice: Long, aromatic and tasty basmati rice	Soya chunks: High on protein	Besan and Sattu	Pulses: Flavourful and nutritious dal	Khichdi: A nutritious & healthy superfood	Soap: A refreshing experience
Wheat flour: Experience the freshness of Natural Chakki	Sugar	Fortune 5-minute Soya Chunkies – Healthy and tasty snack		Poha: A healthy breakfast/ snacking choice	Alife Handwash & Sanitiser: For germ free protection

Industrial Essentials

Oleochemicals: Extensive array of products derived from oils/fat	Castor: Castor oil and its derivatives	Lecithin: International standard of Non-GMO soya lecithin
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TRUSTED BRANDS

AWL's flagship brand "Fortune" is the top edible oil brand in India. The premium brand is trusted for its consistency, quality, dependability and superior cooking outcomes.

In addition, AWL owns a number of masstige brands like Bullet, King's, Aadhar, Raag, Alpha, Jubilee, Avsar, Golden Chef and Fryola. These brands address various price points and enhance affordability.

Edible Oils



Fortune Soya
Health Oil



Fortune Refined
Sunflower Oil



Fortune Kachi Ghani
Mustard Oil



Fortune Rice Bran
Health Oil



Fortune Soya
Plus Oil



Fortune Xpert Pro
Immunity Oil



Fortune Xpert Pro
Sugarconscious Oil



Fortune Xpert Total
Balance Oil



Fortune Cottonlite
Oil



Fortune Refined
Groundnut Oil



Fortune Grounut
Activ Oil

Rice



Fortune Biryani
Classic Rice



Fortune Biryani
Special Rice



Fortune Super
Basmati Rice



Fortune Everyday
Basmati Rice



Fortune Dubar
Basmati Rice



Fortune Rozana
Basmati Rice



Fortune Hamesha
Basmati Rice



Fortune Mogra
Rice



Fortune Mini
Mogra Rice



Fortune Sona Masoori
Supreme Rice



Fortune Sona Masoori
Regular Rice



Fortune Wada
Kolam Rice



Fortune Banskathi
Rice



Jubilee Rice



Kohinoor Authentic
Basmati Rice



Trophy Royale Finest
Extra Long Basmati Rice



Charminar Select
Basmati Rice

Flours



Fortune Chakki
Fresh Atta



Fortune Chana
Besan



Fortune Chana
Sattu



Fortune Rawa



Fortune Maida



Fortune Suji

Unpolished Pulses



Fortune Unpolished
Arhar Dal



Fortune Unpolished
Chana Dal



Fortune Unpolished
Masoor Dal

Soya Food Products



Fortune Soya
Chunks



Fortune Mini
Soya Chunks



Fortune Soya
Granules



WILMAR IN INDIA

Ready to Cook (RTC)



Fortune Achaari
Khichdi



Fortune Gujarati
Khichdi



Fortune Bengali
Bhog Khichuri



Fortune Punjabi
Khichdi



Fortune Pav
Bhaji Khichdi



Fortune Mexican
Salsa Khichdi



Fortune
Indori Poha



Fortune
Thick Poha



Fortune Soya Chunkies
Chinese Manchurian



Fortune Soya Chunkies
Mexican Salsa



Fortune Soya Chunkies
African Peri Peri

Personal Care



Alife Soap



Alife Handwash



Alife Sanitiser

Sugar



Fortune Sugar

Popular Range



King's
Soyabean Oil



King's
Sunflower Oil



King's
Mustard Oil



Bullet Lite
Mustard Oil



Raag Gold Refined
Palm Oil



Aadhar Refined
Sunflower Oil

**Vanaspati**

Raag Vanaspati



Avsar Vanaspati

Institutional Frying Oil

Fryola

Specialty Fats

Wilshort



Jubilee Masterchef



Alpha Cookwell



Willarine



Fryola



Wilcake



Wilpuff



Wilkote



Besschoc



Ultrachoco



Bessice



Wilkrim



WILMAR IN INDIA



Public Listing

AWL was listed on the National Stock Exchange of India and BSE on 8 February 2022, with a successful initial public offering that raised US\$482 million of new capital. Post-listing, Wilmar now holds a 44% interest in AWL. Proceeds from the IPO will go towards AWL's capital expenditure on building food capacities over the next few years.

Environmental, Social and Governance

AWL is committed to drive positive transformation in India's agriculture sector. It endeavours to deliver value from sustainable agriculture and food products that safeguard the people and the planet.

In its day-to-day and supply chain operations, AWL draws extensively from Wilmar's No Deforestation, No Peat, No Exploitation (NDPE) Policy as well as other sustainability policies to strengthen its commitment towards responsible sourcing and other sustainability goals. Its suppliers are also expected to communicate and implement its sustainability principles across their respective supply chains.

Environmental

AWL is committed to sustainable sourcing, promoting green energy, water conservation and recyclable packaging.

AWL has a comprehensive water management strategy that aims to improve water management practices across operations. Its policies, standards and standard operating procedures ensure that operations possess in-built measures to recover, recycle

and re-use water in a sustainable manner. Water consumption is monitored across all plants with the objective to reduce consumption.

To conserve energy, AWL has mapped the comprehensive nature of non-renewable resources being used and strives to enhance the proportion of renewable sources across its operations. It has a structured energy and carbon management plan, and is committed to a reduction in energy consumption, enhanced energy efficiency and integration of clean energy sources.

AWL's vertically integrated manufacturing plants make an integrated waste management approach possible. Its three-pronged approach comprises waste minimisation, recovery and recycling, as well as development and adoption of eco-friendly waste disposal.

AWL's operations are aligned with sustainability goals and measurable targets. These are directed at reducing the use of natural resources and reducing energy consumption that directly affects the amount of greenhouse gases emitted into the atmosphere. This approach prioritises the consumption of renewable energy sources in industrial units wherever feasible.

AWL has an action plan to comply with Plastic Waste Management Rules, warranting a radical change in consumer mindset. This co-operative effort encourages stake-holding across the entire process comprising waste generation, primary collection, segregation, recycling and final disposal.



Social

AWL's social responsibility extends to the following focus areas:

- **Fortune SuPoshan** – A community-based project that addresses malnutrition and anaemia among children 0-5 years of age, reduces malnutrition and anaemia in adolescent girls and pregnant/lactating mothers as well as women in the reproductive age group.
- **Education** – Run free and subsidised schools, special learning programmes in government schools and offer scholarships.
- **Community Health** – Improve access to basic healthcare services in remote regions by operating mobile healthcare units and rural clinics; and provide potable water.
- **Sustainable Livelihoods** – Empower individuals with a decent standard of living by promoting self-help groups, enhancing agricultural practices and supporting skill development training.



Fortune SuPoshan's village health volunteers have collectively reached out to more than 100,000 malnourished children.



Village health volunteers spread awareness and promote behavioural change to address malnutrition and anaemia among children.

- **Community Infrastructure Development** – Access to resources, increase in the avenues for developing livelihoods, safe and clean sources of drinking water, and access to qualitative primary health care systems lead to better productivity, reduction in morbidity and adequate employment.

Governance

AWL's governance framework is guided by its Board of Directors which possesses multi-sectorial competence to steer the company towards achieving long-term growth in a responsible manner while building a trustworthy corporate brand.

Outlook

AWL aims to achieve a steady growth and become the largest food FMCG company in India across all key packaged food segments. The potential of the untapped market in packaged foods and staples presents a huge opportunity. It will also expand its product line-up with ready-to-cook and ready-to-eat segments.

Concurrently, AWL will leverage its existing network of institutional businesses including the Hotels, Restaurants and Catering (HoReCa) segment to cross-sell complementary products.

Furthermore, AWL will continue to strengthen its distribution network and ensure uninterrupted supply lines to make inroads into Tier-III cities and rural landscape.



The Adani Foundation runs mobile health care units and rural clinics to provide healthcare facilities to communities.



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SHREE RENUKA SUGARS LIMITED (SRSL)

SRSL is the largest raw sugar refiner and a leading ethanol producer. It is an integrated sugar/energy company, present across the entire value chain of sugar. It deploys best available technologies and processes to drive resource efficiency and develop sustainable and affordable products.



SRSL's Vision

To be a leading sustainable agribusiness company in the food and bioenergy space committed to its customers and farmer community.

Sugar

SRSL operates seven sugar mills with integrated ethanol and power cogeneration capacity, and fully integrated to process sugarcane and manufacture sugar using a sulphur-free process.

It also operates two port-based refineries that facilitate the delivery of superior quality products to its customers. The refinery business is export-oriented. SRSL imports or sources domestically produced raw sugar and exports white sugar to different parts of the world.

"Madhur", its flagship brand, is the leading consumer pack sugar brand in India. Leveraging its strong marketing and sales support, Madhur has become a household name – from local kirana stores to leading modern retail chains across the country.

Ethanol

The by-products from the manufacturing of sugar are utilised to produce ethanol. Ethanol is produced either directly from cane juice or from molasses. SRSL is a leading supplier of ethanol to oil marketing companies. Its distilleries produce both potable alcohol and ethanol that can be blended with petroleum.

Having achieved the target of 10% ethanol blending in June 2022, the Indian government has pushed forward its target of 20% by five years to 2025. This presents vast opportunities for SRSL to gradually move towards becoming an energy company.

Renewable Green Energy

SRSL's cogeneration plants convert bagasse, a by-product of the sugar manufacturing process, into electrical and thermal energy. The majority of its cogeneration process is powered through a circular economy that ultimately results in significant reductions in greenhouse gas emissions. A significant portion of the power generated is consumed captively within its plants while the remainder is sold to the State electricity grid, other industries and in power exchanges.

Environmental, Social and Governance

In September 2021, Wilmar launched our No Deforestation, No People Exploitation Sugar policy, from which SRSL draws guidance to align its operations and supply chain management.





Sugar mill in Havalga.

Environmental

SRSL uses a large proportion of energy generated by its cogeneration units. Around 83% of its cogeneration process is renewable energy, resulting in significant reduction in greenhouse gas emissions.

To lower energy consumption by the pumping of water in sugarcane farms, SRSL implemented solar-powered irrigation pumping systems as an alternative power source for farmers and their plantations.



Solar Plant in Pathri.

One of its sugar refineries has installed two 50kWh solar plants that will reduce its carbon emissions by up to 136,000 kilograms annually. One of its sugar mills has also installed a 150kWh solar plant.

Wastewater is treated and reused in cooling towers and to irrigate the green belts within the mill compounds. Spent wash from distilleries is used in incinerator boiler to produce steam and power to operate the distillery. The press mud from sugar processing is mixed with treated waste of distillery to produce bio-manure. SRSL is implementing further measures to achieve zero liquid discharge for all distillery plants.

Social

In partnership with the Coca-Cola Foundation and Solidaridad Asia, SRSL has been supporting sugarcane outgrowers in India since 2017. Some new initiatives implemented in 2022 include establishing a soil testing lab, installing biodigesters, distributing waste decomposers and introducing integrated pest management. In support of the Sustainable Sugarcane Initiative, SRSL distributed safety kits and organised health and safety awareness camps for the farming community, especially for the women farmers.

SRSL supports the educational needs of students by distributing educational material to the primary schools near its operations. SRSL also contributes towards the supply of clean potable water by installing reverse osmosis plants and borewell hand pumps in addition to refurbishment of ponds.

In support of the community's healthcare, SRSL donated fully-equipped ambulances to the Primary Health Care Centres in Bagalkot District of Karnataka.

During the Covid-19 pandemic, SRSL distributed sanitisers and oxygen concentrators to health centres near its operations.

Governance

At SRSL, the Board of Directors is tasked to ensure that the company is governed effectively, with integrity, transparency and in accordance with sound corporate governance practices. The governance structures as well as processes are regularly reviewed to take into account new developments and to facilitate an effective leadership.

Outlook

Going forward, as consumer preference shifts away from loose sugar to packed sugar for health and hygiene reasons, SRSL will continue to focus on expanding its customer base for Madhur branded products while growing its ethanol business and value-added sugar exports.

PROSPECTS

The Indian economy is anticipated to grow by 7.3% in 2022-23, maintaining its position as the fastest-growing economy in the world. According to the United Nations, India will become the most populous country in 2023. This offers a huge potential in the food business.

Over the years, both AWL and SRSL have created some of the strongest food brands, an extensive distribution network, state-of-the-art manufacturing facilities and superior sourcing capabilities. Both companies are well-positioned to scale their businesses to tap the huge opportunity in India.