

SEC: SB: 318

September 9, 2023

National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1,  
G- Block, Bandra – Kurla Complex,  
Bandra (East),  
Mumbai – 400 051  
**SCRIP CODE: RPSGVENT**

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001  
**SCRIP CODE: 542333**

Dear Sir/Madam,

**Sub: Intimation of Investors' Presentation**

Further to our letter no. SEC:SB:313 dated September 6, 2023, please find enclosed a copy of the presentation to be made by the Company at the Investors' Conference to be held as per the schedule referred to in our said letter.

The above information is being submitted in terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015.

Kindly acknowledge receipt of the same.

Yours faithfully,  
For **RPSG Ventures Limited**

**Sudip Kumar Ghosh**  
**Company Secretary and Compliance Officer**  
**ICSI Membership No. A18707**

Encl: a/a



RP - Sanjiv Goenka  
Group

Growing Legacies

# RPSG Group

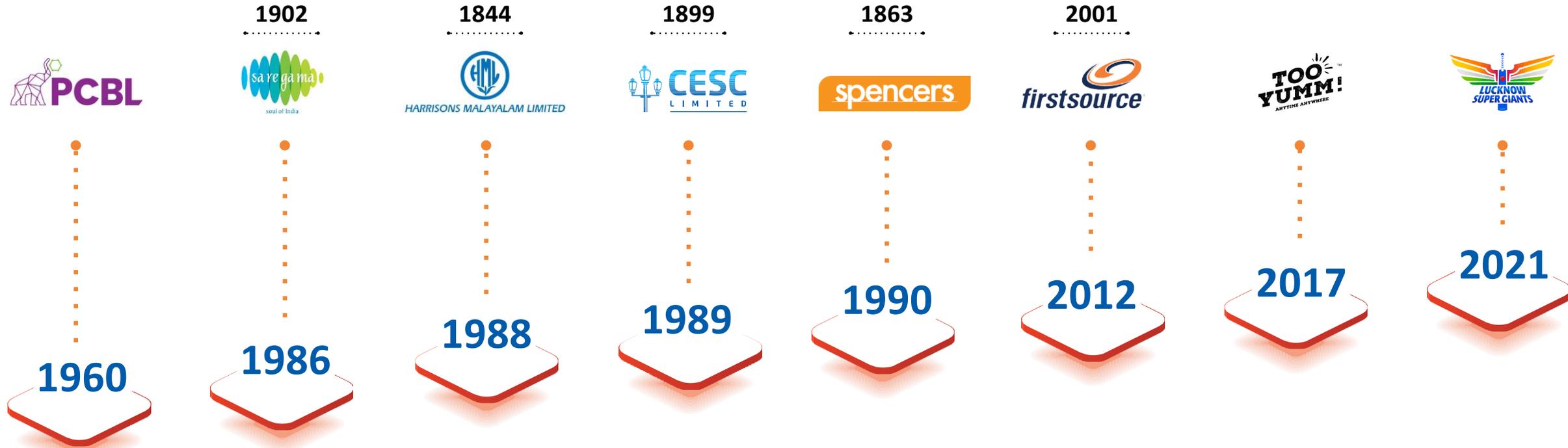
# &

**TOO  
YUMM!**<sup>TM</sup>  
ANYTIME ANYWHERE



[www.rpsg.in](http://www.rpsg.in)

# Growing legacies



Legacy is about building the future by honouring the past. With a rich heritage, RPSG Group today is one of the most revered business conglomerates of India. The Group inspires trust and credibility through its value-driven business culture and thought leadership.

● Year of Acquisition ● Year of Incorporation

# RPSG group: Building a diversified conglomerate



One of India's **New-age and fastest growing**

conglomerates<sup>#</sup>

Presence in **45+** countries<sup>#</sup>

Strong workforce of

**50,000**

employees, belonging to different nationalities<sup>#</sup>

**100+** offices worldwide<sup>#</sup>

\* As on FY23

# Anchored to core values



We strive towards performance excellence, value-addition and strong bottom line orientation. I'm happy to say this focus has paid-off – in revenue growth, in profit growth and in valuations – all of which have grown exponentially.

**Dr. Sanjiv Goenka**  
Chairman  
RP-Sanjiv Goenka Group

## Vision

To be a responsive conglomerate driven by sustainable growth, efficiency and innovation.



**Shashwat Goenka**  
Sector Head- Retail & FMCG



**V C Agrawal**  
President Group Human Resources



**Rajarshi Banerjee**  
Group Chief Financial Officer



**Debasish Banerjee**  
Managing Director (Distribution) CESC Limited



**Rabi Chowdhury**  
Managing Director (Generation) CESC Limited



**Kaushik Roy**  
Managing Director PCBL Limited



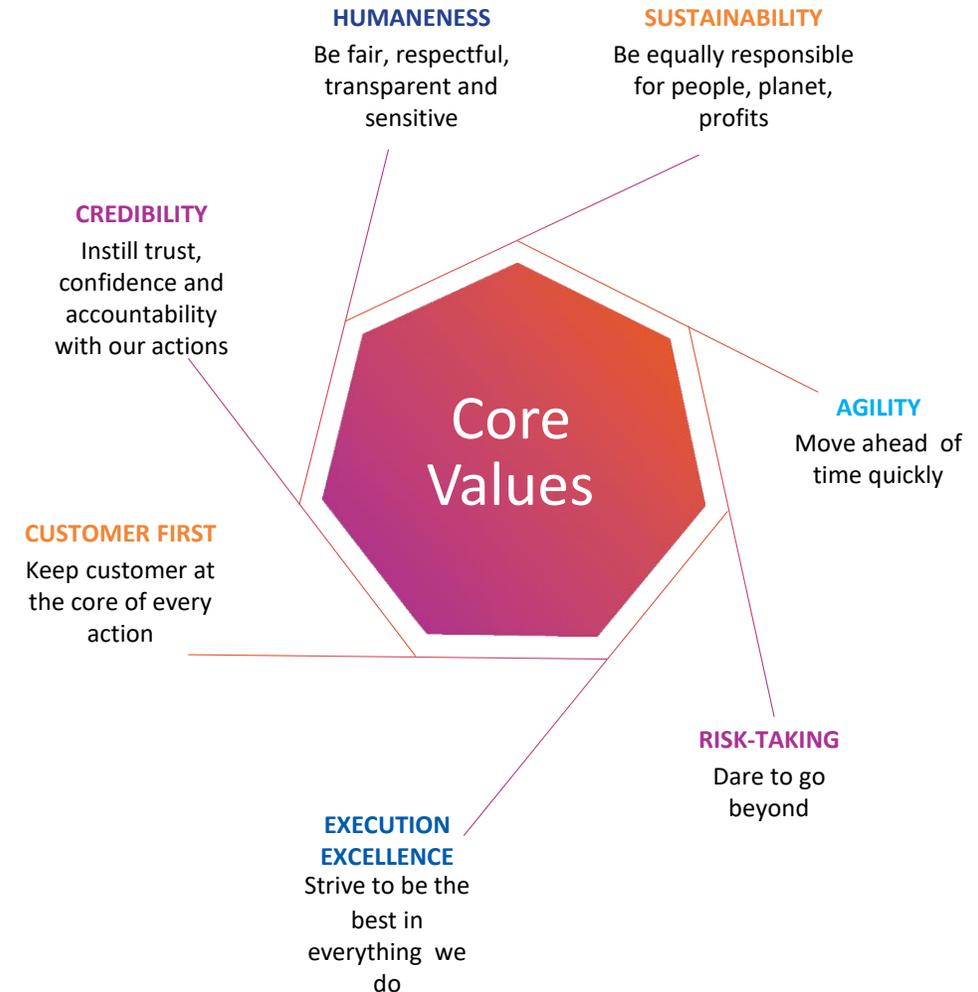
**Vikram Mehra**  
Managing Director Saregama India Limited



**Ritesh Idani**  
Managing Director and CEO Firstsource Solutions

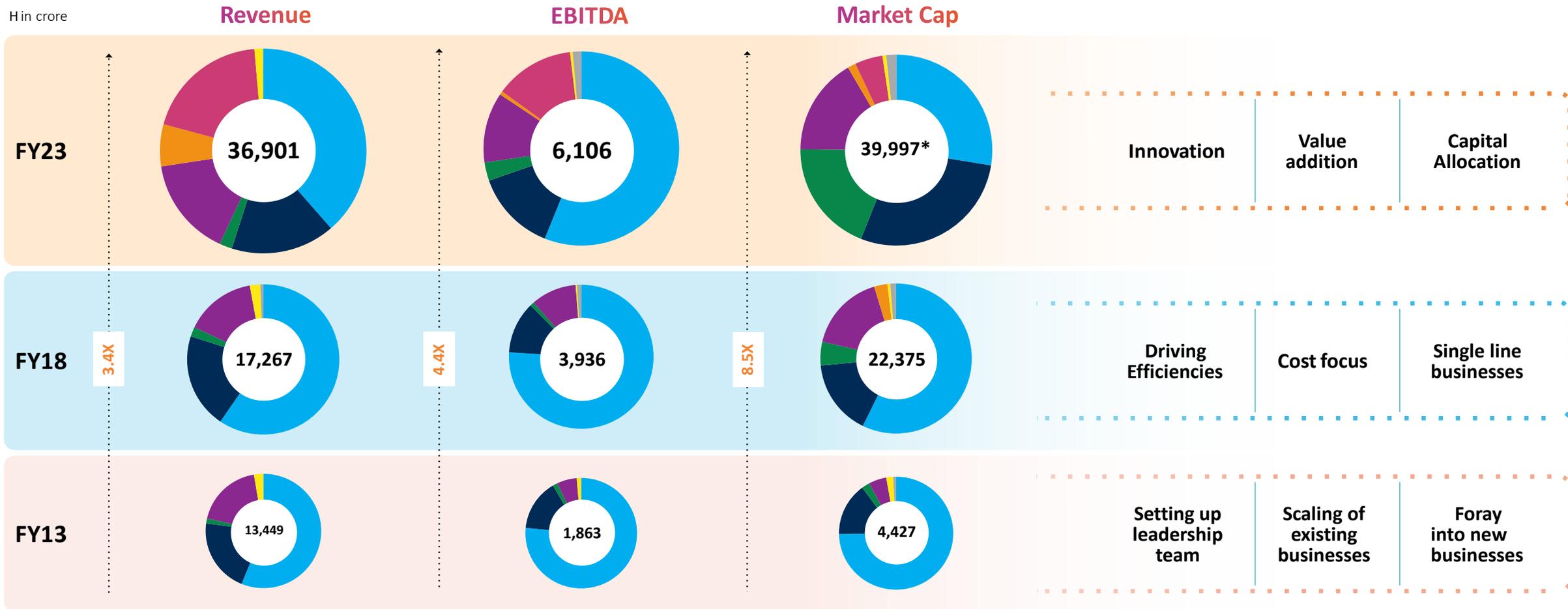


**Rajeev Khandelwal**  
Chief Executive Officer FMCG Business



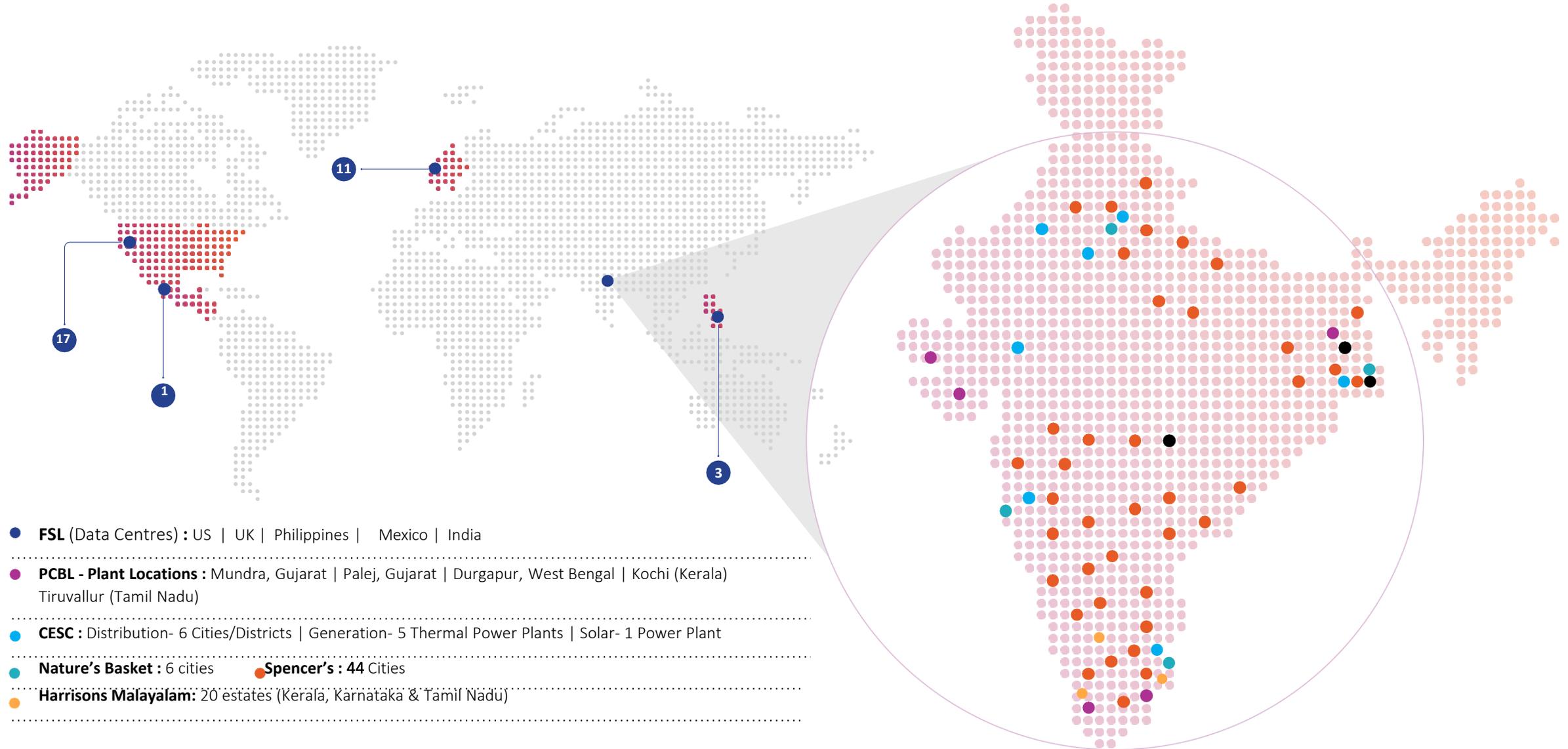
# Group's growth trajectory

H in crore



\*Market cap as on 31<sup>st</sup> Aug 2023

# Our geographical presence



- **FSL (Data Centres) :** US | UK | Philippines | Mexico | India

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- **PCBL - Plant Locations :** Mundra, Gujarat | Palej, Gujarat | Durgapur, West Bengal | Kochi (Kerala) Tiruvallur (Tamil Nadu)

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- **CESC :** Distribution- 6 Cities/Districts | Generation- 5 Thermal Power Plants | Solar- 1 Power Plant

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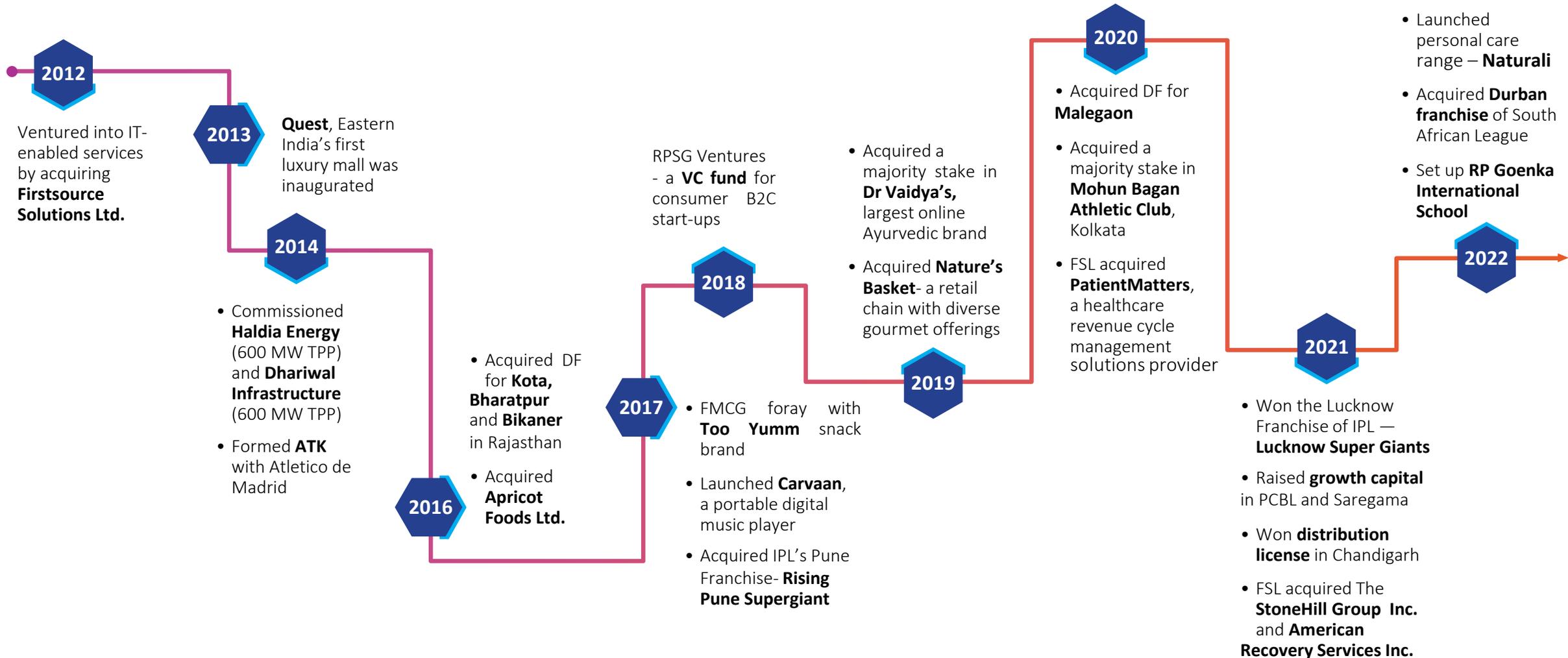
- **Nature's Basket :** 6 cities      ● **Spencer's :** 44 Cities

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- **Harrisons Malayalam:** 20 estates (Kerala, Karnataka & Tamil Nadu)

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# Our journey through the decade



## Sustainability

as one of the core values for the group – ‘Be equally responsible for people, planets and profits’

## “Great Place to Work”

CESC, Firstsource & Spencer’s

## Green Building

17 Certified Buildings & 1.6 Mn Sq Ft of Operating Area

The RP-Sanjiv Goenka Group has received the **United States Green Building Council Leadership Award** for South-East Asia 2021 for its one-of-a-kind project

Sustainability Reports – **CESC** and **PCBL** have been publishing their Sustainability reports annually for a few years now

## GHG emission reduction target

PCBL- 15% plans to reduce net Co<sub>2</sub> emission by 2030

CESC aims to reduce its GHG emissions and Carbon Footprint by 2030

## Water Conservation

All plants at PCBL adhere to ZLD regulations.

By 2030 CESC covet all power plants to be ZLD compliant

FSL and HML have **44% & 50% women workforce**, respectively

Firstsource comprehended in the **2022 Bloomberg Gender-Equality Index (GEI)**

## Board Composition

FSL, PCBL, Saregama, Spencer's, RPSG Ventures, CESC - 50% Independent Directors

# Strategic priorities



Sustainably growing our businesses  
(Organic and Inorganic mix)



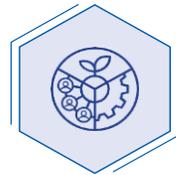
Enriching portfolio of businesses  
by increasing share of  
value-added product and services



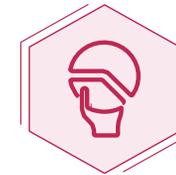
Profitable Growth  
(Focus on ROCE as KPI)



Transforming into R&D and  
Innovation led culture



ESG  
Commitment



Shareholder  
Value Creation

# Numerous Legacies Continuous Growth

# 2000 Years



# RPSG FMCG Business

*Creating new age brands for the modern, aspirational Consumer*

September 2023 | Confidential



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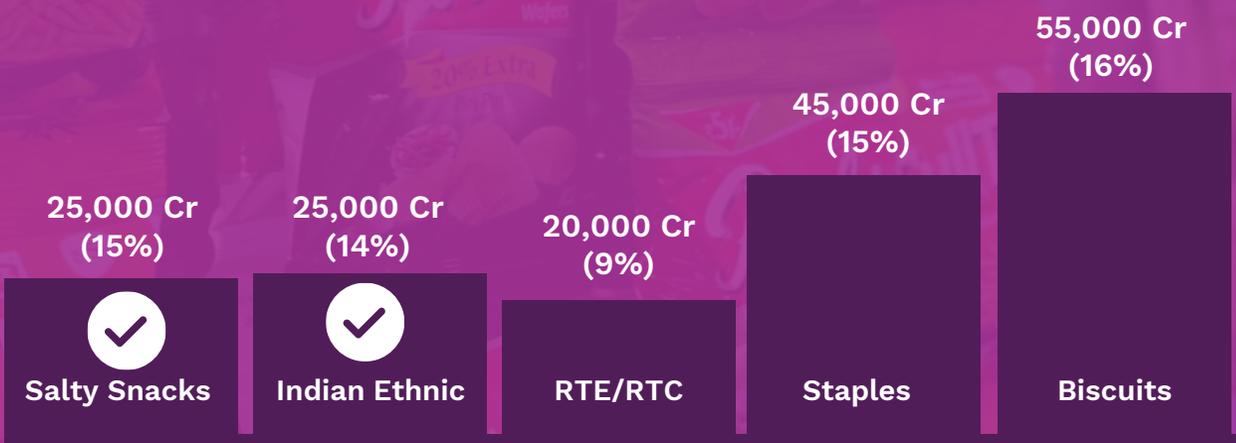
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# RPSG FMCG Overview

# Two Core Verticals to drive the FMCG Business

## Food (₹ 170,000 Cr)



## Personal Care (₹ 45,000 Cr)



# The needs of the Indian consumer are constantly evolving



**Increase in Health-Conscious Individuals**

*Expected to grow to 100 Mn in 2025 from 50 Mn in 2019*



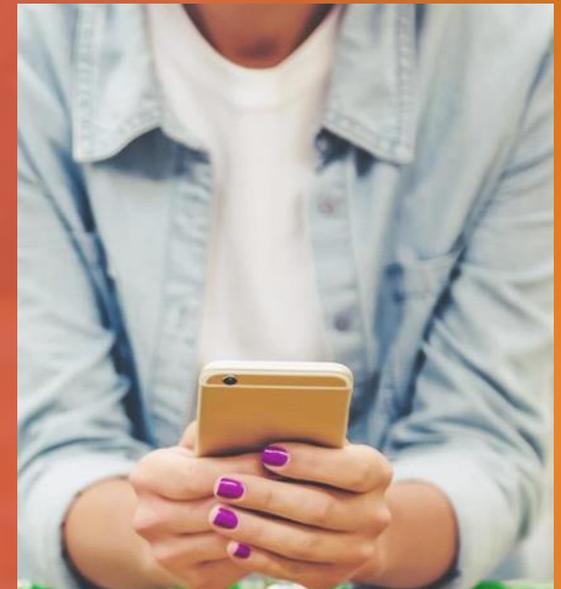
**Emergence of on-the-go mini convenience meals**

*Many smaller meals on the go (breakfast, office break)*



**Premium, differentiated and Gourmet offerings**

*Innovations moving mass premium price points up*



**Increasing digital influence**

*Increase in UPI transactions by 11X in last 4 years*

# 4 distinctive brands tailored to consumer needs



**TOO YUMM!**  
ANYTIME ANYWHERE

**Evita**

*Naturali*

Premium D2C Focus  
Personal Care Brand

Foods

Personal Care

# Diversified brands to serve balanced roles in the overall portfolio

	Positioning	Unique Proposition	Role in the Portfolio
	"Tasty healthier snacks"	Tastier and Healthier	Scale Driver
	"Tasty Indian salty snacks"	Giving Value for money Better than loose.	Scale Driver
	"Natural, free from harmful chemicals hair & skin products"	Natural Yet Efficacious @ Right price	Margin Driver
<b>Premium D2C Personal Care</b>	"Premium skincare for the highly discerning skincare enthusiast"	Premium Product with Differentiated Offerings	Margin Driver

# RPSG FMCG

aims to build a diversified FMCG conglomerate led by new-age brands and innovative products, to serve the modern aspirational consumer

# Our Vision stands on four primary pillars

**Play in categories of scale**



**Create Disruptive Innovations**

**Build Brand equity**

**Build GTM offline and online**

**Develop Robust and sustainable supply network  
Invest in R&D capability**

**Build a future ready, highly driven Organisation**



Food

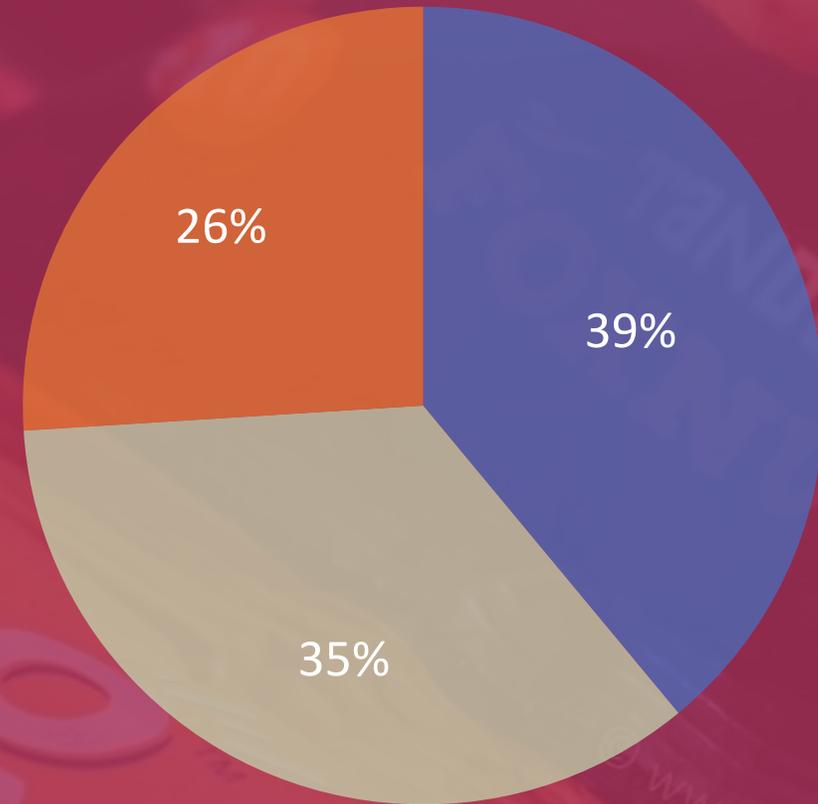
Personal Care

# ₹ 25,000 Cr

Salty snack market

# 15%

Expected Growth



■ Potato Chips ■ Extrude ■ Bridges

# 40% Less Saturated Fat

**89%** BPT win over competition

**7** lip-smacking flavours



# Potato Chips – Thumbs up from consumers!

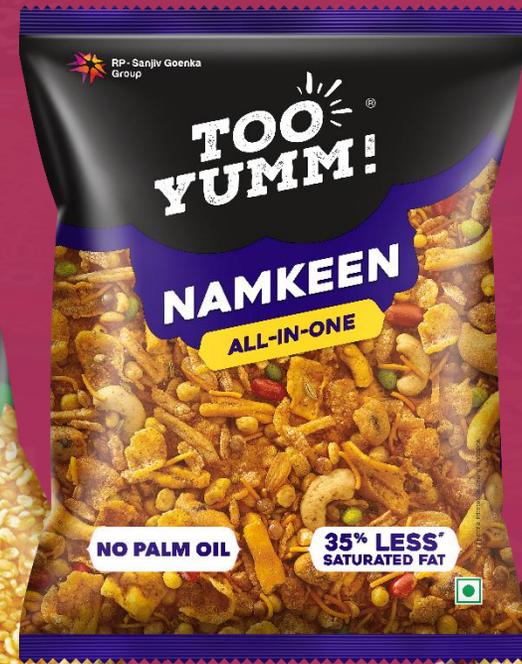


\* Nielsen Analysis

We have a wide range now with 11 variants

# 35% Less Saturated Fat

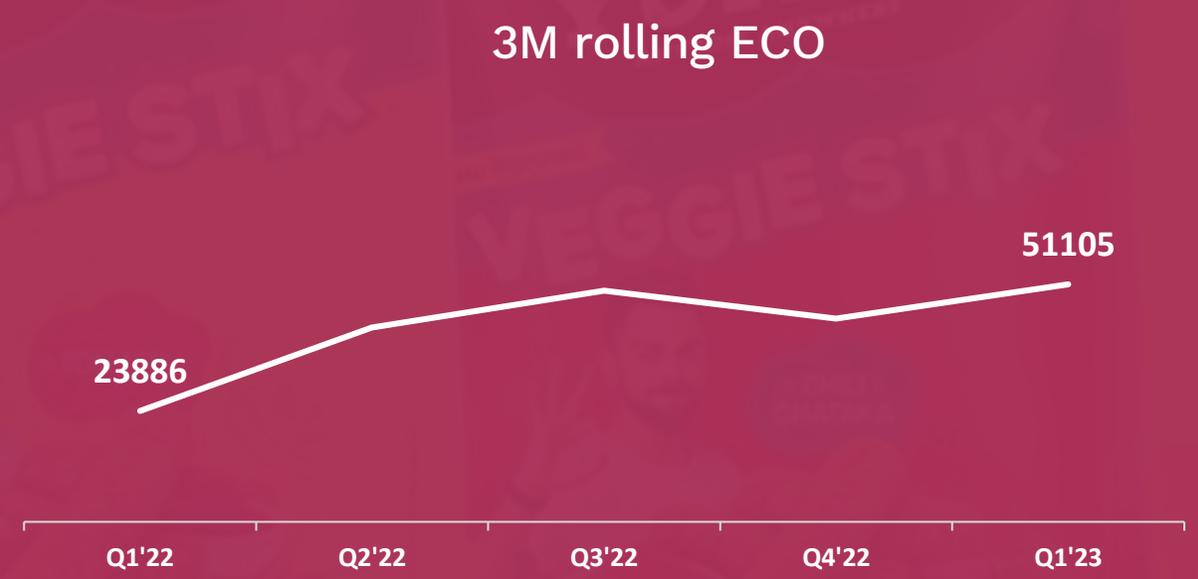
Protein No Goodness Palm Oil



# We continue to grow in Namkeen ... Q2 estimated to grow another 50%



**Growth looks promising, now running @4 Cr pm run rate**



**ECO in increasing trend**

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Unique concept of "Bhoot" Chips received well...clocked 4 Cr in 40 days!

**TOO YUMM!**  
ANYTIME ANYWHERE

**CHIPS**

&

**NAAGIN**

Present to you

**THE BHOOT CHIPS**

The most  
**MASALEDAAR & SPICY**  
chips in the town!

MADE WITH  
  
**BHUT JOLOKIA CHILLIES**  
*loved by the great hornbill*



# Format Innovation in Bridges category with launch of Twisties in 2 winning flavors



# Our Vision stands on four primary pillars

**Play in categories of scale**



**Create Disruptive Innovations**



**Build Brand equity**

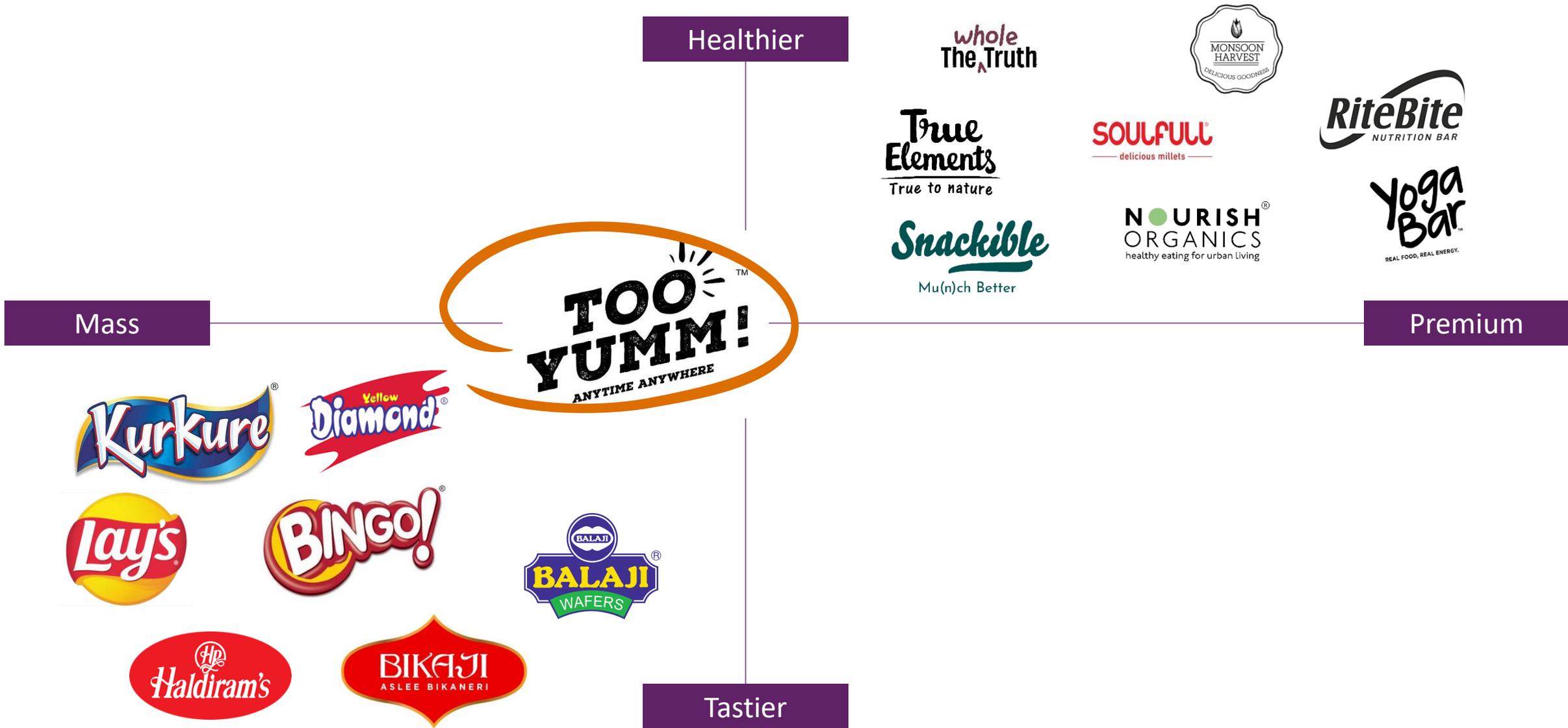


**Build GTM offline and online**

**Develop Robust and sustainable supply network  
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**Build a future ready, highly driven Organisation**

# Too Yumm! is differentiated in a market entrenched with legacy players and well positioned to cater to the new age consumer





**TOO YUMM!**  
ANYTIME ANYWHERE

**Evita**

*Naturali*

Premium D2C  
Focus Personal  
Care Brand

**Personal Care**

# Evita : An emerging Indian Ethnic Player, With near National presence

Revenue

**₹161 Cr**

Revenue FY'23

Focus markets

**West**

Gujarat, Maharashtra, Rajasthan

**South**

Telangana, Andhra Pradesh, Karnataka, CG

**North**

Uttar Pradesh

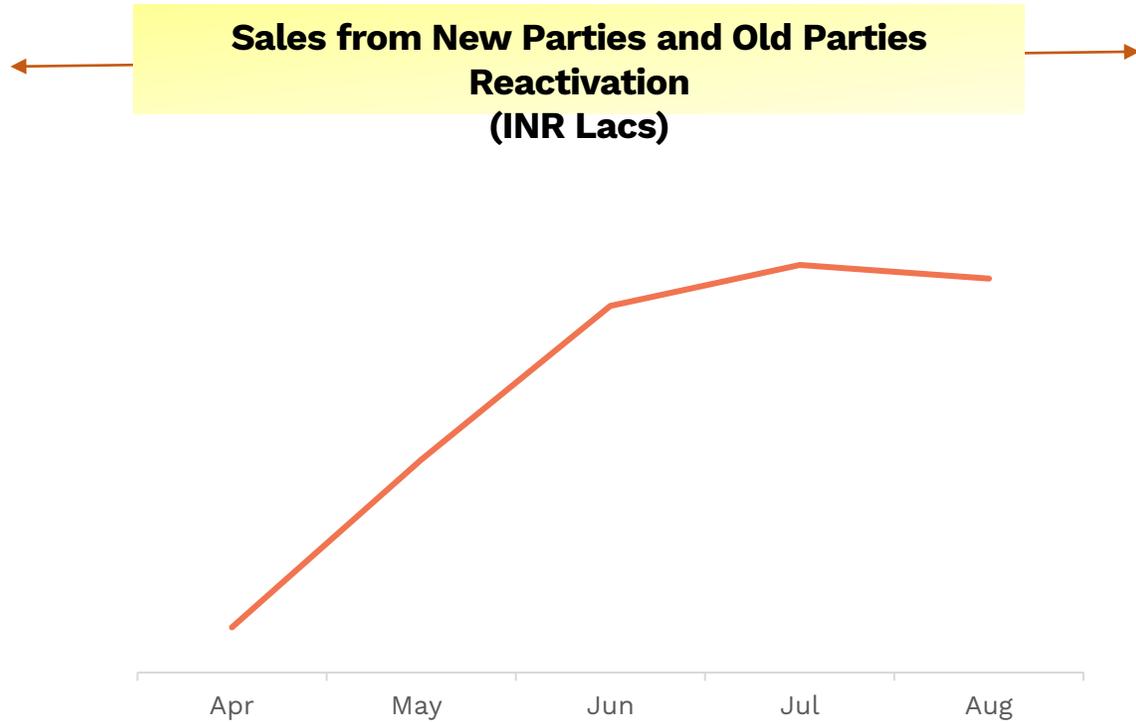
Key portfolio growth unlocks

**Deepen presence in  
existing markets**

**Strengthen  
distribution in P1 &  
P2 states**

**Product Range  
Expansion**

# Strengthening our network



## Focus on Sales

With new Super stockists and  
Distributors expansion

## 1.25X

Growth through PTR  
reduction and 12+1 schemes  
(in Gujarat)

# Diversifying portfolio through New launches – entry into new segment - Noodles



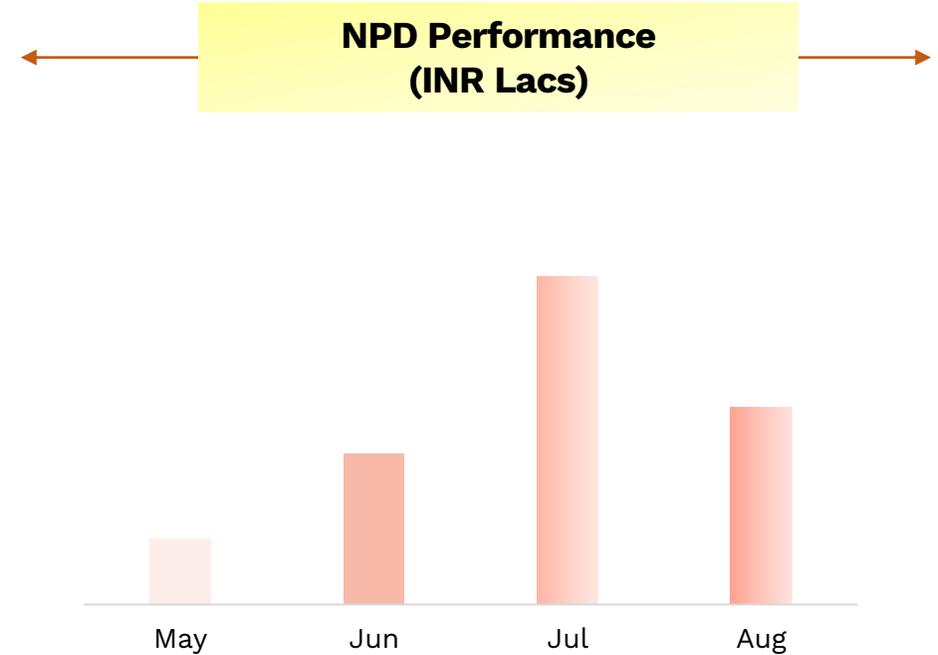
## Noodles

**INR 2CR+** - Plan to ramp up by Q3, launched in Jul FY24



## Tikha Mixtures

Launched across all markets in Q1 FY24



**Total of Tikha Mixture, extended Masala Boondi and Noodles (INR Lacs)**



**TOO YUMM!**  
ANYTIME ANYWHERE

*Evita*

Food

*Naturali*

Personal Care

Premium D2C  
Focus Personal  
Care Brand

# Personal Care play based on a two pronged strategy



***Relaunch Naturali for mass business  
with refreshed packaging***



***Build a premium brand for a strong  
personal care play in digital channels***

# Plan to re-launch Naturali with refreshed packaging



✓ *Natural super ingredients for the beautiful hair & skin you want!*

✓ *Fresher & more attractive packaging*

## D2C Focused Premium Personal Care Brand



*Targeting Young Indian females who  
are skin care enthusiast & highly  
influenced by social media.*

*Using  
Serums, Moisturizers, Cleansers,  
Sleeping Mask, Sheet Mask etc.*



# Developed cost effective in-house capabilities to foster deeper understanding of customer needs and agile decision-making



**Product Development  
and Innovation**



**Content Creation and  
Creative Design**



**In house studio**



**Social Media  
Marketing**



**Brand Management  
and Positioning**



**Customer Relationship  
Management**

# Our Vision stands on four primary pillars

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# RPSG FMCG Supply Chain/ GTM : Significant capabilities in place



13 Factories  
(Incl. 11 3P)



23  
CFAs



900+  
Distributors



4L Direct  
Outlets



3000+  
Sub-stockists



1200+  
Salesmen

# RPSG FMCG : Strong investments in R&D Capabilities

Established in

## June 2017

Location

## Thane (Maharashtra)

Combined Experience

## 100+ Years



### Categories

Foods , Personal Care , Ayurveda



### Core Competency

Snacks: Baking , Frying , Extrusion , Coating Seasoning Creation

PC: Skin , Hair Care

Ayurveda / Nutrition: Illness , Wellness , Clinical Research

Packaging Development: Rigid , Flexi , Laminates , labels

Quality: Process Quality , Supplier Quality



Pilot Plant - Foods



Personal Care Lab



Packaging Lab



Analytical Lab 1



QCA Lab 1



Team

# Strong leadership team at the helm



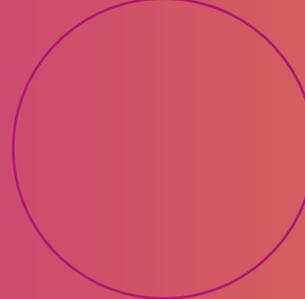
**Shashwat Goenka**  
Sector Head, Retail & FMCG



**Rajeev Khandelwal**  
CEO, RPSG - FMCG



**Rohit Garg**  
CFO, RPSG - FMCG



VP Sales, RPSG - FMCG



**Janesh Kumar**  
VP HR, RPSG - FMCG



**Sanjeev Kumar**  
GM SCM, RPSG - FMCG



**Yogesh Tewari**  
VP Marketing, RPSG - FMCG



**Urvashi Bhura**  
AVP Strategy, RPSG - FMCG



**Arindom Paul**  
VP Manufacturing, RPSG - FMCG



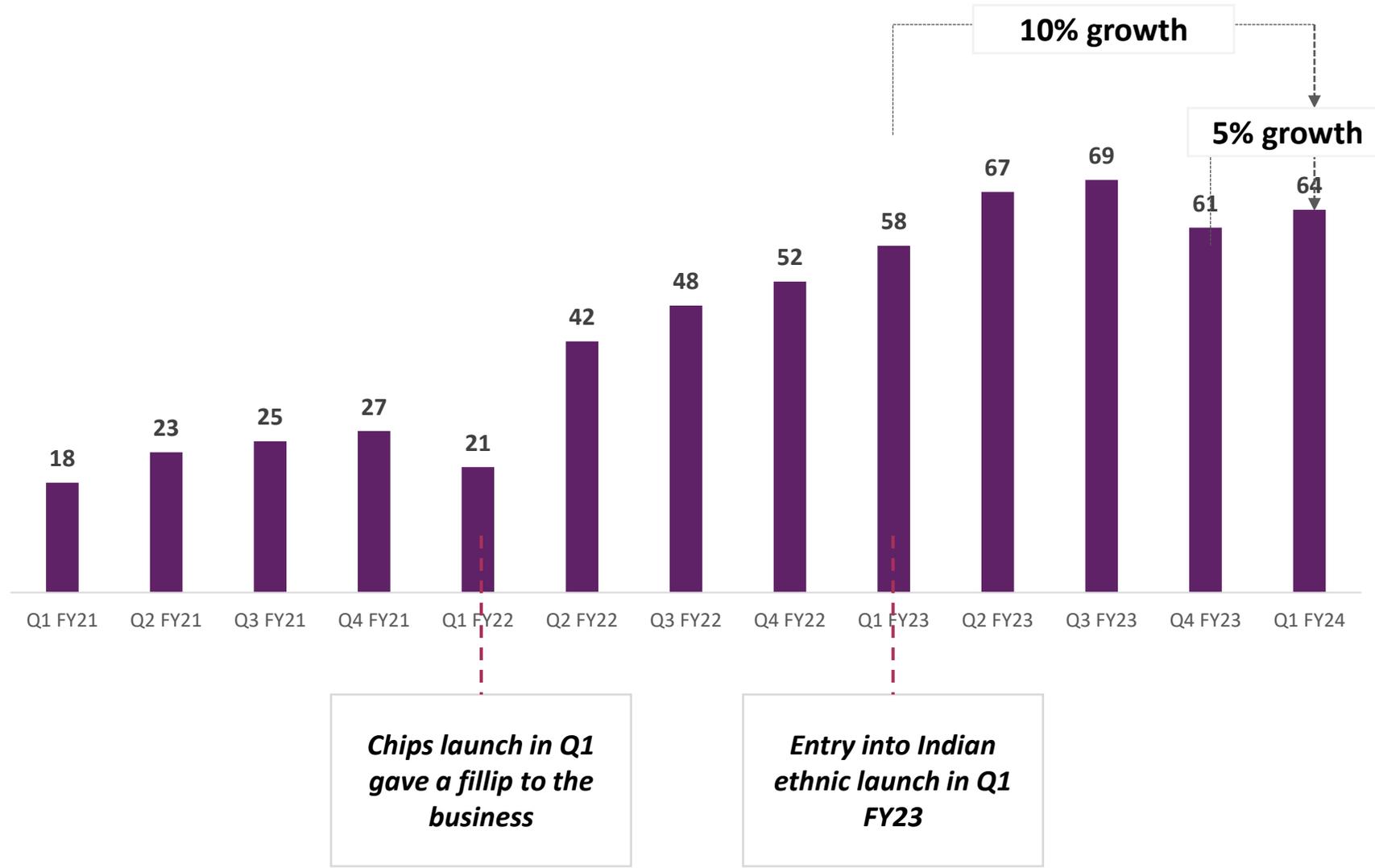
**Sunil Patil**  
VP Technical, RPSG - FMCG



**Mallikarjun Patil**  
Business Head, Apricot Foods



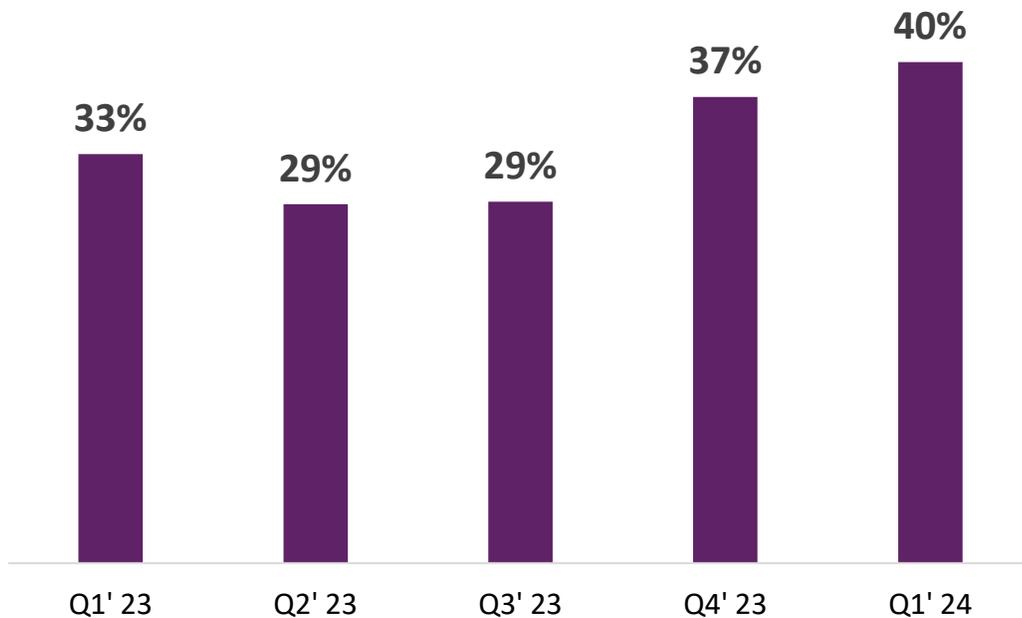
# Too Yumm! Q1 grew in line with the market at 5% over Q4



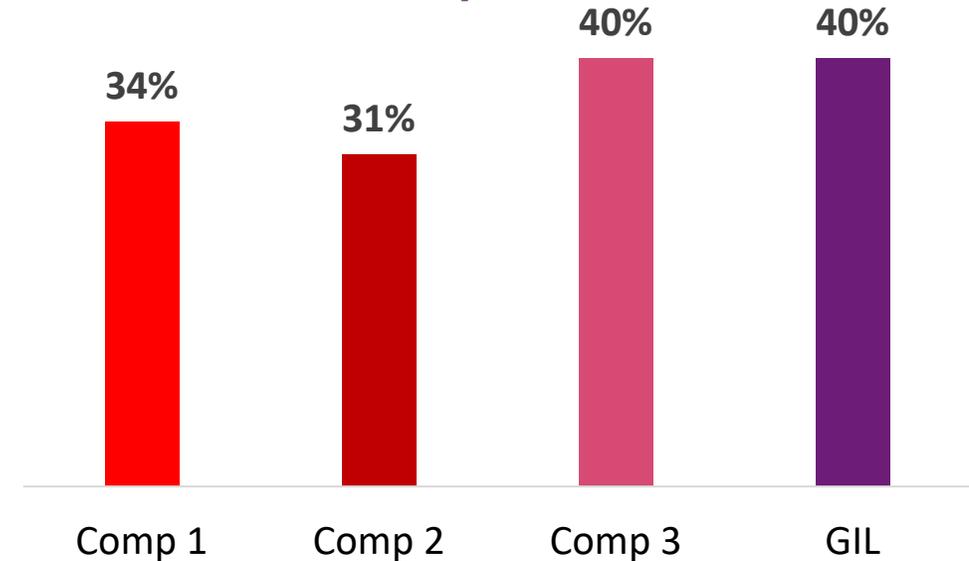
Note: Figures in NSV INR Cr

# Continuous work on cost and increased scale has led to better Material Margins

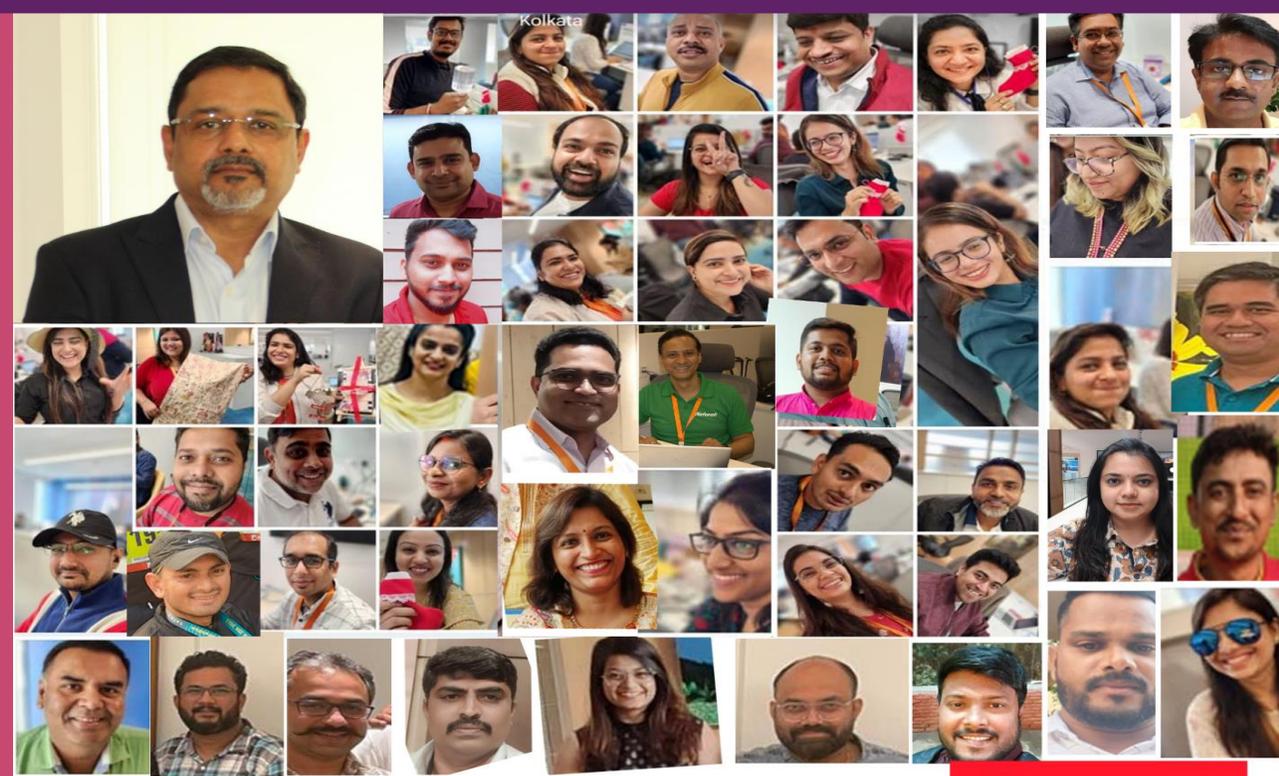
Material Margin improving over quarters and is now at 40%



Strong progress on material margin  
Scale will unlock more value vs competition



# We are a Great Place to Work!



We are proud to be

**Great Place To Work® Certified™**



# Thank You

# RPSG FMCG

aims to build a diversified FMCG conglomerate led by new-age brands and innovative products, to serve the modern aspirational consumer