



**NOIDA INSTITUTE OF ENGINEERING AND
TECHNOLOGY, GREATER NOIDA
SCHOOL OF MANAGEMENT**

On

Your

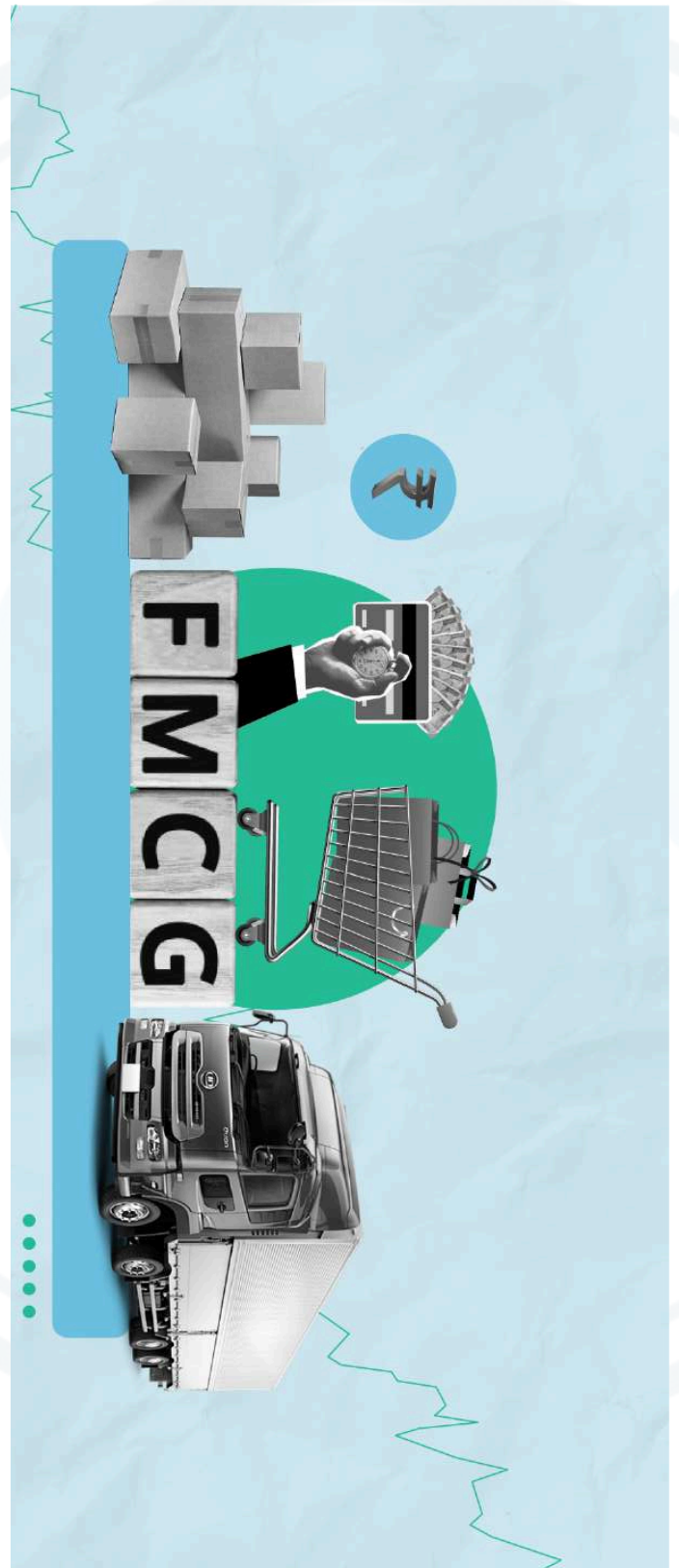
Shelf.

***IN THIS ISSUE:*
YOUR EVERYDAY
*NEEDS***

Fresh from factory

IN THIS ISSUE

- **Industry Overview**
- **News Highlights**
- **Major Player**
(Rural, National, International)
- **Recently Launched Product**
And Services
- **HR Movements**
- **Person In Focus**
- **Recent Celebrity**
Endorsements
- **Recent Trends**
- **Job Prospects**
- **Brand And Customer**
Segmentation
- **Major Player's Financial**
Analysis



Overview

Also known as consumer packaged goods, it is an industry with a market size of 164 billion USD in India in 2023 and has a predicted CAGR of 21.61% for the forecast period 2023-2032.

FMCG deals mostly with Non durable and goods with short shelf life.

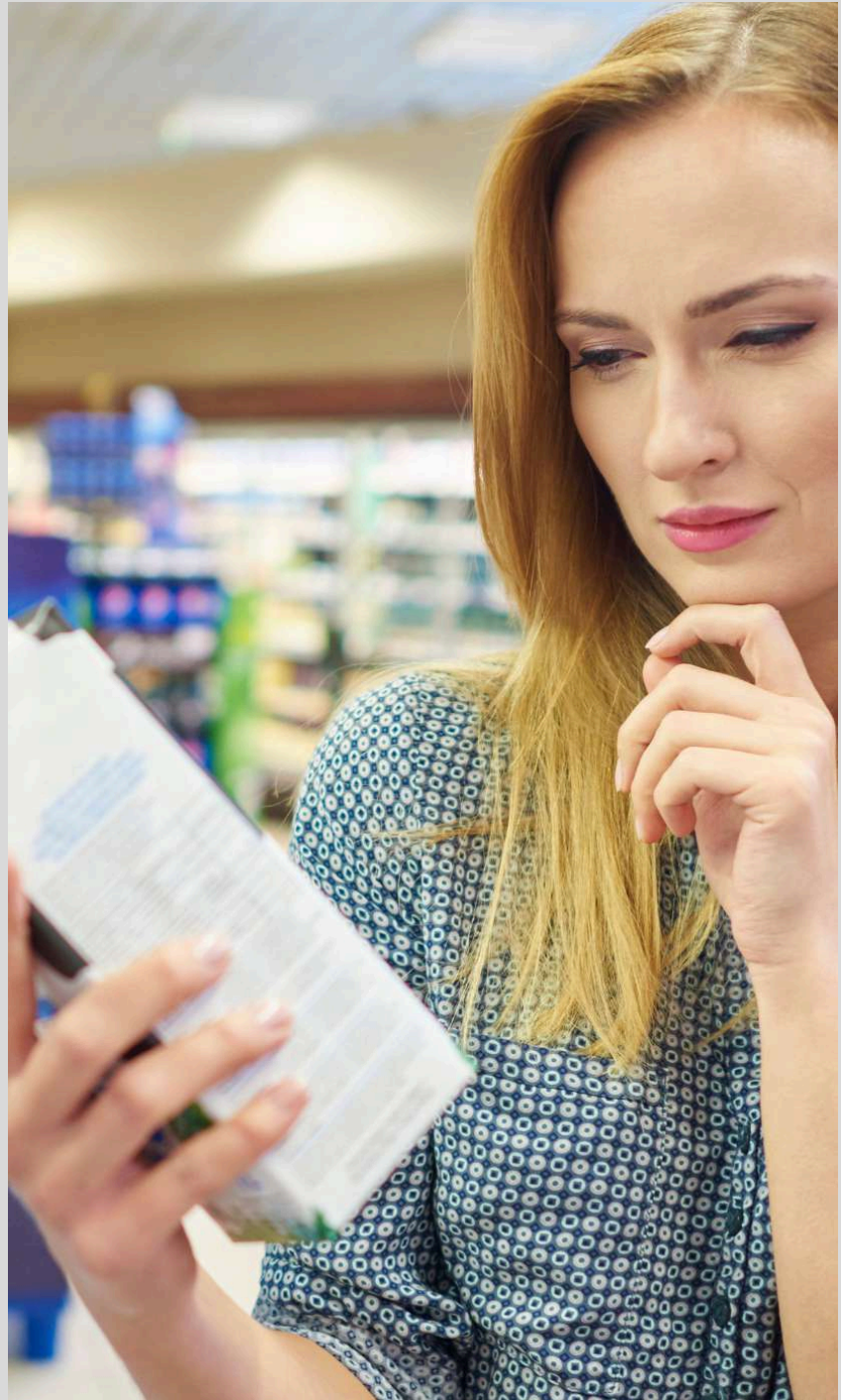
All the major FMCG operations is done by around 400 different companies dealing with various good and products from personal care, food, cosmetics and etc.

Being the 4th largest sector in the Indian economy, it is immensely crucial for the country.

FMCG contributes around 2.5% in India's GDP which does not seems a lot in numbers but the total mass of the operations is quite substantial.

This industry being a key contributor in the country's economy acts as the primary acts like manufacturing, retail, distribution and sales through their vast network of firms and E-commerce websites like Amazon and Amazon Fresh, Zepto, Blinkit, Flipkart, Swiggy Instamart.

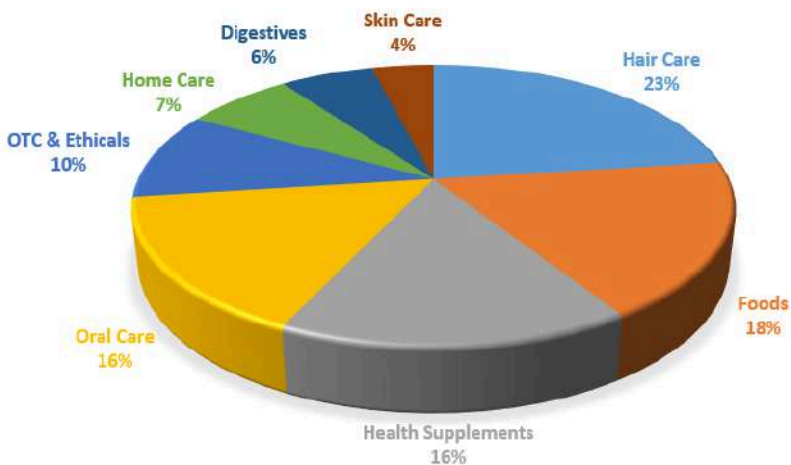
FMCG is also taking an iniatiative in developing easy to access solutions for customers and distributors.



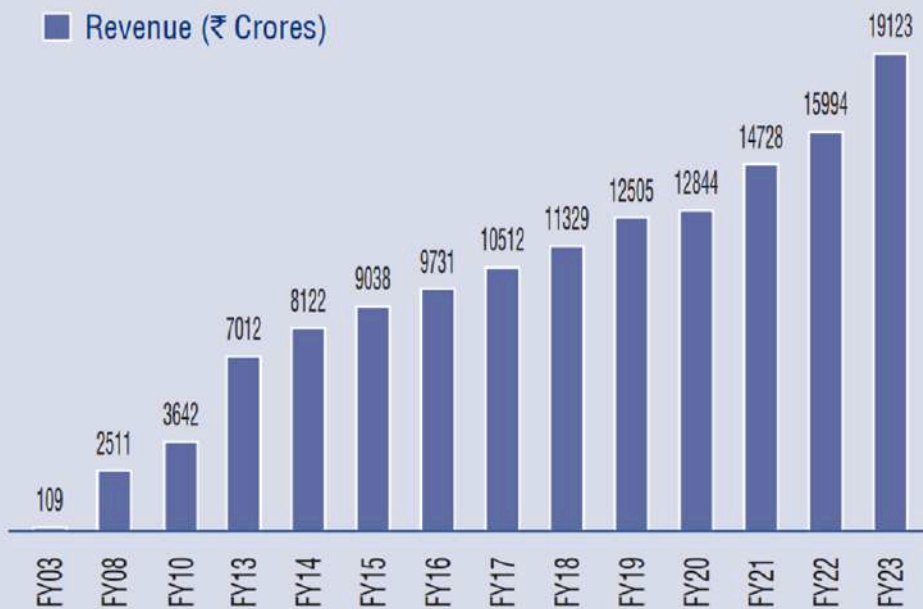
Overview

- **Expected Growth:** FMCG market is set to grow by 4.5-6.5%.
- **More Sales:** FMCG products saw a 6.4% increase in sales in late 2023.
- **Rural Boom:** Rural areas are buying 6.4% more FMCG items.
- **Big Retail Growth:** Modern stores' sales jumped by 19.5% in 2023.
- **Stable Prices:** Prices aren't rising as fast, so people are buying more.
- **Government Aid:** New budget helps boost rural spending on FMCG products.
- **Popular Products:** More spending on personal and home care items, especially in rural areas.

FMCG MARKET BREAKUP IN INDIA (BY REVENUES)



Revenue (₹ Crores)



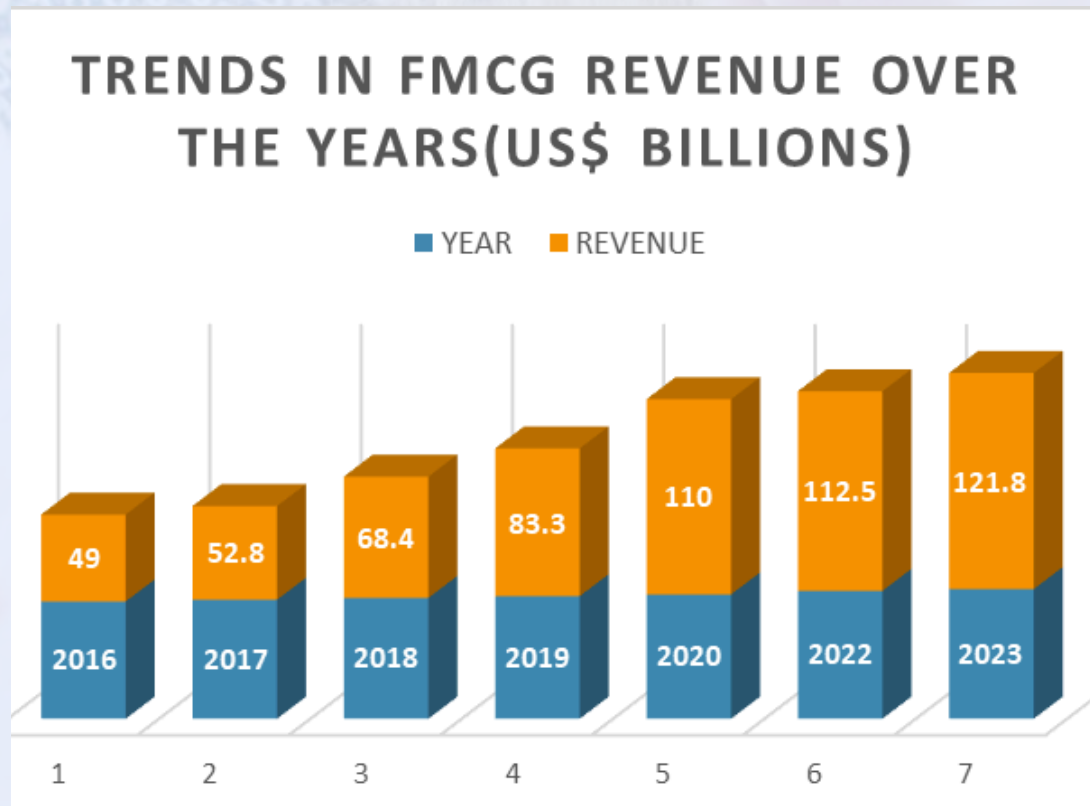
Overview

Growth In Indian FMCG Sector

The FMCG sector has recorded a revenue of US\$ 1.58 billion (Rs. 12,934.67 crore) as of December 2022. Sales in this sector exhibited a growth of 7-9% by revenues during the 2022-23 period. Projections suggest that the fast-moving consumer goods (FMCG) industry in India is poised for a revenue increase of 7 to 9% in the fiscal year 2023-24, slightly lower than the 8-9% growth observed in the preceding two years.

Noteworthy growth was observed in the FMCG sector during Q3 FY23, with a 9% increase in value driven by volume growth. Comparatively, the sector experienced a revenue growth of 8.5% and a volume growth of 2.5% in the previous fiscal year. Moreover, during the January-June period of 2022, the sector saw a value growth of approximately 8.4%, primarily attributed to price adjustments necessitated by inflationary pressures.

Looking ahead, the total revenue of the FMCG market is anticipated to exhibit a Compound Annual Growth Rate (CAGR) of 27.9% from 2021 to 2027, reaching nearly US\$ 615.87 billion. It is essential to underscore the significant contribution of rural households, which account for 35-36% of India's FMCG market.



Overview

Increasing Online Users Boost Online FMCG Sales

The e-commerce sector in India demonstrated a notable 36.8% year-on-year growth in 2022, with projections indicating a substantial market expansion from US\$ 83 billion in 2022 to US\$ 185 billion by 2026, and a forecasted annual gross merchandise value of US\$ 350 billion by 2030. India's e-commerce surge is propelled by its vast Internet user base, exceeding 907 million in 2023, representing approximately 64% of the nation's population.

This growth trajectory is attributed to the significant rise in Internet and smartphone users, favorable policy reforms, and an upsurge in disposable income over the past half-decade. The adoption of mobile wallets, Internet banking, and debit/credit cards has become prevalent among consumers for conducting transactions on e-commerce platforms.

India boasts 780 million Internet users, with the average individual spending about 7.3 hours daily on smartphones, ranking among the highest globally. The value of digital transactions escalated from US\$ 300 billion in 2021 and is anticipated to reach US\$ 1 trillion by 2026. Moreover, the online grocery market in India is forecasted to expand from US\$ 4,540 million in 2022 to US\$ 76,761.0 million by 2032, reflecting a Compound Annual Growth Rate (CAGR) of 32.7% through 2032. In November 2023, Zepto experienced the most substantial increase in both Daily Active Users (DAUs) and Monthly Active Users (MAUs) at 8% and 10%, respectively.

News Highlights

Consumer goods firms set to raise prices by 2-4% in fiscal year 2024

Major players of FMCG in India like HUL, Dabur, Godrej consumer products are expecting to see a raise in their product lineup and are ready to comply with in this FY2024.

Source: The Economic Times



According to Nielsen IQ report of Q4 of 2023 FMCG in India saw a noteworthy growth of 6% in Q4 of 2023 attributing to a 6.4% growth in volume

Source : NIQ

Stocks to look out for in 2024

Colgate-Palmolive(India) Ltd

Although the sector is experiencing a downward trend, Colgate-Palmolive (India) Ltd, known for its personal and oral care products, has seen a 9% increase in performance this year. The company reported a 35.71% profit in revenue, reaching Rs 330.11 crore in December 2023, while the revenue from operations has also grown by 8.21% to Rs 1386.41 crore.



ITC

The hotel to cigarette conglomerate's stock price showed a recovery of 7% while the overall value of stocks in still down by 8%.

Nestle India

Nestle India, a subsidiary of the world's leading food and beverage company Nestle, has seen around 9% growth in India (Sales in the December quarter). The growth was led by pricing strategy and momentum in e-commerce and out-of-home channels. In the calendar year 2023, it reported a little over 13% growth in sales. The company has risen over 33% in the past year. While it was down over 3% in 2024 so far.



Major Players

RURAL PLAYERS

The FMCG industry in India is growing fast in rural areas compared to urban areas. In October 2022, the total growth in sales is 35%.

The government spent Rs 2,15,960 Cr on food distribution for public. The government has allowed 100% foreign direct investment in food processing.

Value Augmentation

In the rural sector, the government spent 36% on the FMCG market. Several results in the hygiene category, high agriculture, packaged food, some businesses like tobacco, food and beverage, personal care, etc.

Technology

Government spent a large amount on technology advancement in rural areas. For example, business technology has boosted business sales. The rise in smartphone and internet usage helped in increasing the ease of doing business, business management, digital marketing and online shopping.

Companies

- Tata plans to increase the number of wholesalers to reach rural areas and increase the sales number.
- Coca-Cola plans to expand its distribution network in rural area.



Major Players In Rural Area

Several local FMCG companies have achieved remarkable success in rural India by tailoring their strategies to the unique preferences and needs of these markets.

Parle Products, a leading snack brand, generates a significant 40% of its sales from rural areas. The company's focus on affordable, quality products has resonated well with rural consumers, helping it tap into the growing demand in these regions.

Emami, a prominent personal care and healthcare company, derives an impressive 60% of its sales and 50% of its profits from rural markets. The company's strong presence in rural areas has enabled it to achieve mid-teen sales growth over the past five quarters, outpacing most other consumer companies.

Marico, known for its popular brands like Parachute and Saffola, has been actively expanding its footprint in rural India. The company has successfully driven growth in these markets by leveraging its extensive distribution network and implementing targeted marketing campaigns.

Patanjali, an FMCG company renowned for its ayurvedic products, has gained a significant foothold in rural markets. The company's focus on natural and affordable products has resonated strongly with rural consumers, contributing to its success in these regions.

Amul, a dairy cooperative, has effectively leveraged its strong brand presence and distribution network to drive sales in rural areas. The company's diverse product portfolio, including milk, butter, and cheese, has made it a favorite among rural consumers.



These companies have achieved their success by deeply understanding local preferences, investing in robust distribution networks, and offering products tailored to the specific needs and aspirations of rural consumers. Their unwavering focus on rural markets has enabled them to drive growth and gain market share in the highly competitive FMCG industry.

Product Category

Household Care

Fabric wash (laundry soaps and synthetic detergents), household cleaners (dish/utensil cleaners, floor cleaners, toilet cleaners, air fresheners, insecticides and mosquito repellents, metal polish and furniture polish).

Food and Beverages

Health beverages, soft drinks, staples/cereals, bakery products (biscuits, bread, cakes), snack food, chocolates, ice cream, tea, coffee, soft drinks, processed fruits, vegetables, dairy products, bottled water, branded flour, branded rice, branded sugar, juices etc.

Personal Care

Oral care, hair care, skin care, soaps, cosmetics and toiletries, deodorants, perfumes, feminine hygiene, paper products.

FMCG Products In Rural Market

Personal Care

Brand: Lifebuoy

Product: Lifebuoy Soap (affordable hygiene for families)

Brand: Clinic Plus

Product: Clinic Plus Shampoo (small sachets to make it affordable)



Food and Beverages

Brand: Nestlé

Product: Maggi Noodles (quick and tasty meals)

Brand: Parle

Product: Parle-G Biscuits (nutritious snacks for all ages)



Household Care

Brand: Wheel

Product: Wheel Detergent (effective cleaning at low cost)

Brand: Ghadi

Product: Ghadi Detergent (trusted local choice for washing clothes)



Health and Hygiene

Brand: Colgate

Product: Colgate Toothpaste (promoting dental health)

Brand: Dettol

Product: Dettol Antiseptic Liquid (essential for first aid)



Niche FMCG Products

Niche FMCG products are becoming a big hit in rural markets. Instead of just the usual soaps and snacks, there's a growing demand for specialized products that fit the unique needs of rural consumers. Let's look at some categories, local brands, and products making waves in these areas.

Personal Care

Category: Herbal and Ayurvedic Products

Local Brands: Patanjali, Hamdard

Products: Dant Kanti (toothpaste), Kesh Kanti (hair oil), Roghan Badam Shirin (almond oil), Safi (blood purifier)

PATANJALI®



Food and Beverages

Category: Traditional and Local Snacks

Local Brands: Haldiram's, Balaji Wafers

Products: Bhujia, Aloo Bhujia, Khatta Meetha (Haldiram's), Potato Chips, Banana Chips (Balaji Wafers)



Health and Wellness

Category: Herbal Remedies and Supplements

Local Brands: Zandu, Dabur

The logo for ZANDU, featuring the word "ZANDU" in a bold, black, sans-serif font. A green leaf-like shape is integrated into the letter "A".

Products: Zandu Balm, Zandu Pancharishta, Chyawanprash, Honitus (Dabur)

Household Care

Category: Affordable Cleaning Products

Local Brands: Ghadi Detergent, Nirma

Products: Ghadi Detergent Powder, Ghadi Detergent Bar, Nirma Washing Powder, Nirma Soap



Agricultural Products

Category: Fertilizers and Pesticides

Local Brands: IFFCO, Coromandel International

Products: Urea, DAP (Di-Ammonium Phosphate), Gromor (Coromandel International), Godavari Fertilizers (Coromandel International)



These niche **FMCG** products, tailored to rural needs, reflect a blend of tradition, affordability, and efficacy, meeting the specific demands of rural consumers across various categories.

NATIONAL PLAYERS

ITC

ITC is leading player in India's FMCG sector, Paper, Agribusiness, Hotels and IT.

primarily known for their luxury hotel offering in major cities of India as well as abroad .

The company also a producer of consumer goods and cigarettes in India.



NESTLE INDIA

Nestle India is a subsidiary of the Swiss multinational company Nestle.

Nestle India limited is primarily a producer of food, beverages, chocolates and confectioneries in India with the tagline "Good food, Good life".

The company is based in Gurgaon, Haryana; and currently captures and controls around 3% of the FMCG sector.



BRITANNIA

Britannia Industries Limited is an Indian multinational food product company founded in 1892, is one of the oldest companies of India and currently operated by Wadia Group. The company operates from its base in Bengaluru, Karnataka.



GODREJ CONSUMER PRODUCTS



Godrej Consumer Products is leading emerging market company, an organ of Godrej group which has been operating in the Indian market for more than a century, 125 years to be precise.

The company mainly produces personal care products and runs its operations in the country from their base in Mumbai, India.

INTERNATIONAL PLAYERS

HUL

Hindustan Unilever is solely British owned Indian final good company a subsidiary of the British Unilever Group which was founded in 1933.

Company operates all its operations as well is sub brands such as Lakme cosmetics, Kwality wall's, OZiva and more from Mumbai, India.

Brand manufactures cosmetics, food, beverages, cleaning agents, personal care good ,water purifiers and more.



P&G

Procter & Gamble commonly known as P&G is an American multinational consumer good corporation, founded in 1837 by William Procter and James Gamble.

Company initiated its operations in India in the year 1985 from their base in Mumbai, India, under the control of their headquarters in Cincinnati, Ohio, United States. P&G is a manufacturer of personal health care, oral care, baby care and others under various brand like Vicks, Gillette, Head & Shoulder etc.

Some Recently Launched Product & Services

D 'YAVOL launches a new premium whiskey by the name VORTEX following the success of the previous launches of spirits, The VORTEX has ABV(Alcohol by volume) of 43.5% and will be available in Maharashtra and Goa for Rs 5350 and Rs 4500, respectively.



Adani Wilmar launches 100% first pressed mustard oil by the name of "Pehli Dhaar" under its popular oil range "Fortune".

Zydus has launched a pilot in Telangana and Andhra Pradesh for their Ready To Drink (RTD) electrolyte beverage by the name GLUCON-D ACTIVORS in three flavors apple, orange and mango, after noticing a boost in RTD demand in summer season in India.



HR Movements.....

HINDUSTAN UNILEVER LIMITED (HUL)

BP Biddappa became the successor of Anuradha Razdan as Executive Director, Human Resources and have transits to a global role.

Hindustan Unilever Limited(HUL) has announced a key leadership change in its management committee. BP Biddappa has been named as ED HR and Chief People, Transformation and Sustainability Officer for South Asia.



Welcoming Shiva to the Management Committee and Srinandan to his new role, Rohit Jawa, CEO and Managing Director, HUL, said, "Shiva is an astute marketer with strong business acumen and is known to craft great brands".

ITC

Pushpa Subrahmanyam (62 years) was appointed as a Non-Executive Independent Director on the Board of ITC effective April 2, 2024.

Subrahmanyam, a Masters in Development Planning and Project Management from the University of Bradford, UK, and Masters in Political Science from the University of Hyderabad, is a retired IAS Officer with administrative experience of over 36 years.



Person in Focus....

PRABHA NARSIMHAN (CEO, COLGATE PALMOLIVE INDIA)

While discussing the changing landscape in the FMCG industry, Prabha Narasimhan said that due to growth, premiumization stays undefeatable. The growth is also aiding with increase in the number of customers with a higher propensity to spend. Businesses are tapping into this by releasing premium products, and customers are responding very well to this stimulus.



MOHIT BURMAN (CHAIRMAN DABUR INDIA)

When asked by a popular business magazine about how DABUR INDIA want to steer itself toward sustainable growth Mohit Burman said that Dabur have 8 power brands in India and 1 power brand in international market and they are trying to introduce new range of products as a strategy to grow and are also in process of considering to add new power brands that have the potential to grow and become a Rs100-Rs1000cr brands.

Further he also spoke about the recent acquisition of the popular spice company BADSHAH MASALA. He stated India does not have a nation wide known spice company which can be said that it is present in all corners of the country, and want to make Badshah masala a national spice brand by using their existing distribution network.



When Mohit Burman was asked about the plan for foreign market growth, he stated that after witnessing 20.6% growth in last quarter of the current fiscal year, the company is confident about sustained growth in the Middle Eastern and North Africa(SAARC) region and want to innovate and renovate in order to become a prominent brand.

The company is also looking forward to achieve a specific target of becoming no.1 in personal care sector in Egypt, Turkey and Sub - Saharan Africa and other plan related to overseas operations.

R DINESH (CII PRESIDENT)

Confederation of Indian Industry(CII) president, R Dinesh said in an interview that demand from rural India has increased significantly which bodes well to the domestic demand which will aid very well to FMCG growth in FY2024.

Apart from that he also said that confidence of investors has increased significantly which will also greatly help their growth in this segment.



SANJIV MEHTA (EX-CEO & MD, HUL)

Sanjiv Mehta, the EX-CEO and Managing Director of Hindustan Unilever Limited (HUL), is celebrated for his transformative leadership. A Chartered Accountant by training, Mehta embarked on his Unilever journey in 1992. His career includes pivotal roles such as Chairman of Unilever Bangladesh and CEO of Unilever Philippines. In 2013, he assumed leadership at HUL, driving significant growth and innovation. Mehta spearheaded the successful integration of GSK Consumer Healthcare into HUL and led the company to consistent double-digit growth.

His commitment to sustainability has been instrumental in HUL's initiatives to enhance community livelihoods and reduce environmental impact. Mehta's inclusive leadership style fosters a culture of innovation, agility, and resilience, making him a key figure in the FMCG industry.

Challenges and Struggles:

Mehta faced substantial challenges, including navigating complex regulatory environments and managing large-scale acquisitions. He adeptly handled economic volatility and intense market competition, steering HUL to consistent double-digit growth. His strategic foresight and adaptability were critical in addressing diverse consumer needs and advancing HUL's sustainability goals. Mehta's ability to overcome these hurdles underscores his reputation as a resilient and visionary leader, demonstrating the importance of strategic agility and sustainable practices in management.

Quick Facts:

- **Name:** Sanjiv Mehta
- **Position:** CEO & MD, HUL
- **Education:** CA, University of Mumbai
- **Career Milestones:**
 - Chairman and MD, Unilever Bangladesh
 - CEO, Unilever Philippines
 - CEO and MD, Hindustan Unilever Limited



Recent Celebrity Endorsements



TRESemmé

Tresemme, a hair care brand by Hindustan Unilever Ltd (HUL) has signed Bollywood actor Ananya Panday as its brand ambassador for the Indian market. She will endorse the brand alongside actor Kiara Advani.



Godrej
SECURITY SOLUTIONS

Godrej Security Solutions today unveiled their latest campaign 'Desh Ki Tijori' with Bollywood star and brand ambassador Ayushmann Khurrana.



Dabur

Dabur India Ltd announced the signing of star cricketer and former India Captain Sourav Ganguly as the new brand ambassador for its flagship health supplements brand **Dabur Chyawanprash**. Dabur is set to launch a new ad campaign titled 'Immunity Badhane Mein Baniye No'.

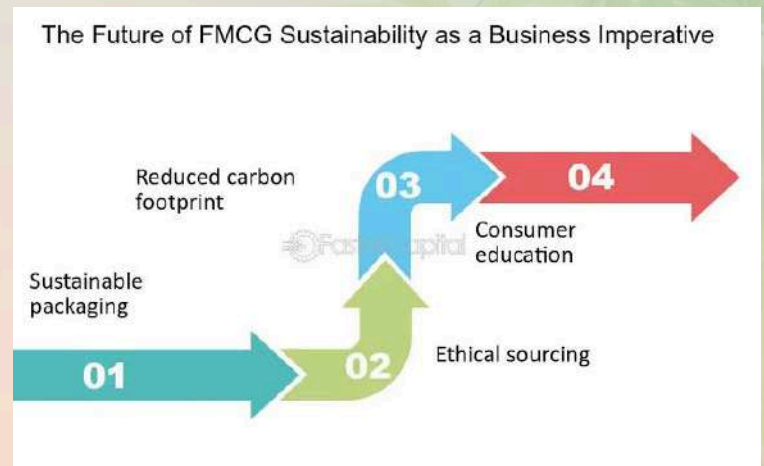


Recent trends...

SUSTAINABILITY

The sustainability trend in the FMCG industry is poised to gain further momentum. With heightened consumer awareness of climate change and environmental impacts, companies are increasingly scrutinised for their social responsibility.

As a response, FMCG firms are expected to intensify efforts not only in reimagining product presentation and packaging but also in the conscientious selection of materials used in production.



Foreseen as a prominent trajectory for the upcoming year, FMCG companies are projected to expand their offerings of compostable, recyclable, and reusable packaging to meet the growing consumer demand for eco-friendly choices. This shift is not confined to the realm of food but is expected to encompass various non-food items such as cosmetics and cleaning products, reflecting an industry-wide commitment to sustainability and ethical sourcing.

SURGE IN HEALTHY SNACKING

The industry is expected to witness a sustained focus on conscious snacking, striking a delicate balance between health and taste. This trend is likely to be fueled by the growing preference of the working population for convenient foods that are not only tasty but also high in nutritional value.



The key drivers for this trend include the rising demand for on-the-go snacking options that are both ready-to-eat and ready-to-cook, offering a combination of flavor, health benefits, and ease of consumption. As consumers increasingly prioritise a holistic approach to well-being, the convergence of taste, health, and convenience is anticipated to define the snacking sector in 2024.

Job Prospects

The FMCG Industry in India is seeking professionals with a diverse set of skills to drive growth and meet evolving consumer demands. Some of the most in-demand skills include:

Data Analytics: The ability to collect, analyze, and interpret data to gain insights into consumer behavior and market trends is crucial for making informed decisions

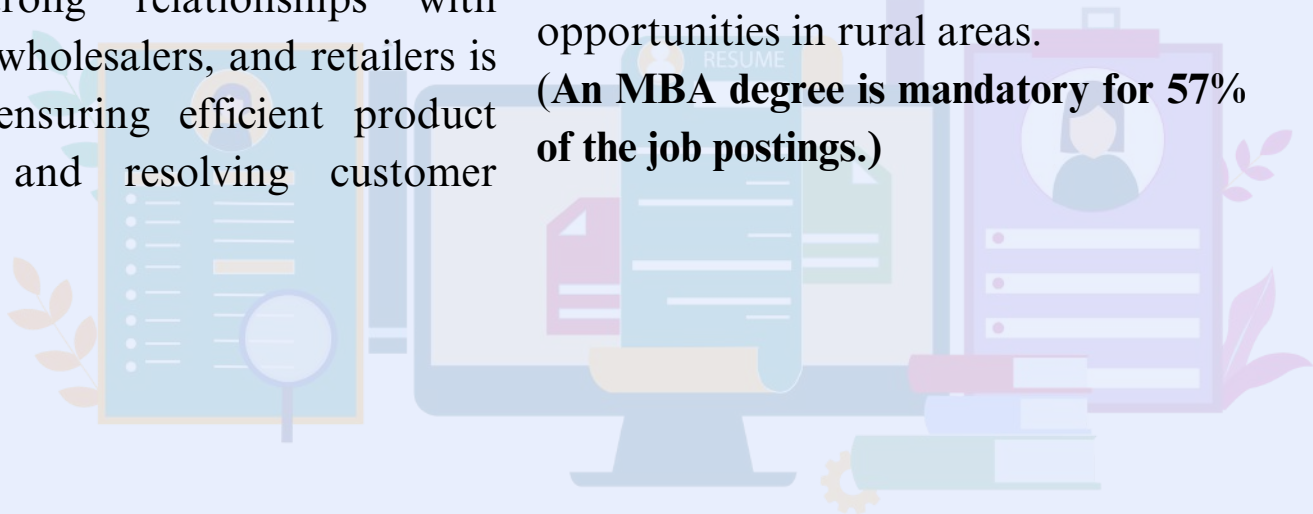
Sales Skills: Strong interpersonal skills, the ability to persuade customers, and a focus on customer satisfaction are essential for FMCG sales professional.

Digital Marketing: With the increasing importance of digital presence, FMCG companies require skilled professionals who can effectively market their products online.

Distributor Relationships: The ability to maintain strong relationships with distributors, wholesalers, and retailers is critical for ensuring efficient product distribution and resolving customer issues



The FMCG sector is expected to continue to provide employment opportunities and drive economic growth in the coming years. Additionally, the increased focus on rural marketing and distribution is expected to further boost employment opportunities in rural areas. (An MBA degree is mandatory for 57% of the job postings.)



Job Prospects

The positive rate of growth in the industry will continue to ensure availability job in various aspects concerning with FMCG such as:

- Jobs at retailer level for transporters and handlers.
- Jobs like Sales assistant, Finance manager, Accounts manager, Supply chain manager,

Advertising firms, content creators, graphic designer, sales representative, skilled techs, engineers and various others at every step of the production process.

Future prospects of FMCG

With a booming economy, rising consumer spending, and technological advancements, the Indian FMCG industry is poised for further expansion. The FMCG, being the fourth largest industry, is predicted to grow at a 14.9% CAGR to \$220 billion by 2025, up from \$167 billion in 2023.

Hindustan Unilever

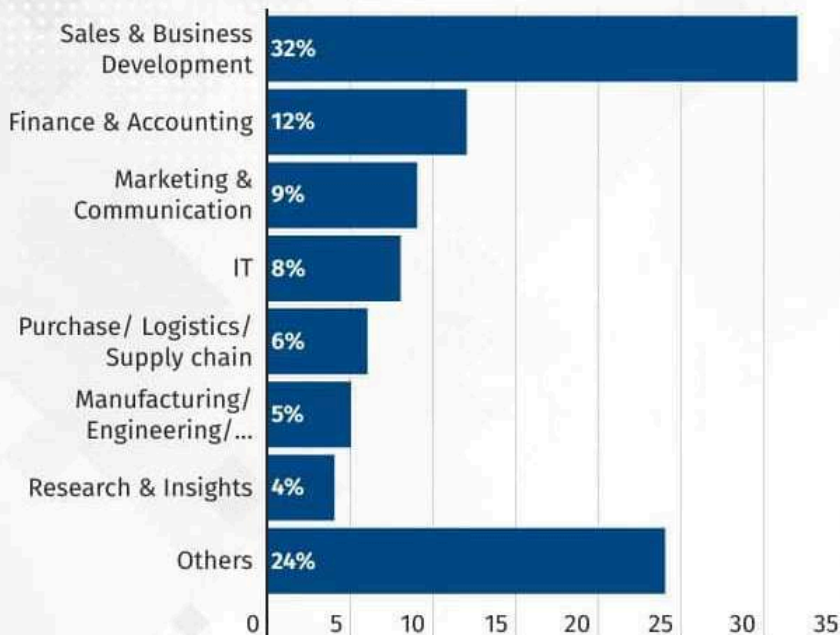
Equip 1.5 million youth with essential skills by 2030.

Pioneer new employment models and provide access to flexible working practices to their employees by 2030.

Re-skill or upskill their employees with future-ready skills by 2025.

JOB ROLES IN DEMAND IN THE FMCG SECTOR

Share %



Brand And Customer Segmentation

ITC

1. Yippee Noodles

Revenue - 8 billion rupees

Customer segmentation - 13- 16 age group

Market share - 22%

2. Bingo chips -

Revenue - 2500 cr

Customer segmentation - 15 - 35 age group

Market share - 10%

3. Classmates stationery

Revenue - 1000cr

Customer segmentation - 6-23 age group

Market share - 25%

4. Savlon

Revenue - 1081cr

Customer segmentation - middle class , upper class , higher class people

Market share - 13.05%

5. Sunfeast biscuit

Revenue - 2,933 cr

Market share - 18.7%

NESTLE INDIA

Nestle leads the FMCG sector with diverse products:

- **Beverages:** Nescafe and Nestea (25% market share).

- **Dairy:** Nido and Carnation (25% market share).

- **Nutrition & Health:** Gerber and Boost (33% market share).

- **Prepared Dishes:** Lean Cuisine and Stouffer's (18% market share).

- **Pet Care:** Purina (23% market share).

- **Confectionery:** KitKat and Smarties (15% market share).

Customer Segmentation:

- **Children:** Gerber and Smarties

- **Teens:** KitKat and Nestea

- **Adults:** Nescafe and Lean Cuisine

- **Families:** Nido and Carnation

- **Seniors:** Boost

- **Pet Owners:** Purina



Brand And Customer Segmentation

HINDUSTAN UNILEVER LIMITED (HUL)

HUL is the largest FMCG company in India with market leadership across product segments. The company has 16 brands with over Rs 1,000 crore in annual sales. In

In terms of market share, its brands hold the top two spots in most categories it has presence in.

The product portfolio includes

Home Care(Surf Excel, Rin, Comfort)(32%)

Beauty and personal care products (Lux,Dove, Glow and Lovely, Closeup, Axe)(38%)

foods and refreshments(Horlicks, Boost, Kisaan, knoor, kwality walls)(28%)

The brands have high visibility and have maintained leadership over decades.



BRITANNIA

Product Segmentation

- **Biscuits:** Good Day, Marie Gold, Tiger, 50-50 (35% market share)
- **Bread and Bakery:** Britannia Bread, Cake (25% market share)
- **Dairy:** Britannia Cheese, Milk (20% market share)
- **Rusk:** Britannia Rusk (30% market share)
- **Dairy Whitener:** Britannia Dairy Whitener (15% market share)

Customer Segmentation

- **Children:** Tiger Biscuits, Britannia Cheese
- **Teens:** Good Day, Tiger Biscuits
- **Adults:** Marie Gold, Britannia Dairy Whitener
- **Families:** Britannia Bread, 50-50 Biscuits
- **Seniors:** Britannia Rusk



Financial Analysis...

HINDUSTAN UNILEVER LIMITED (HUL)

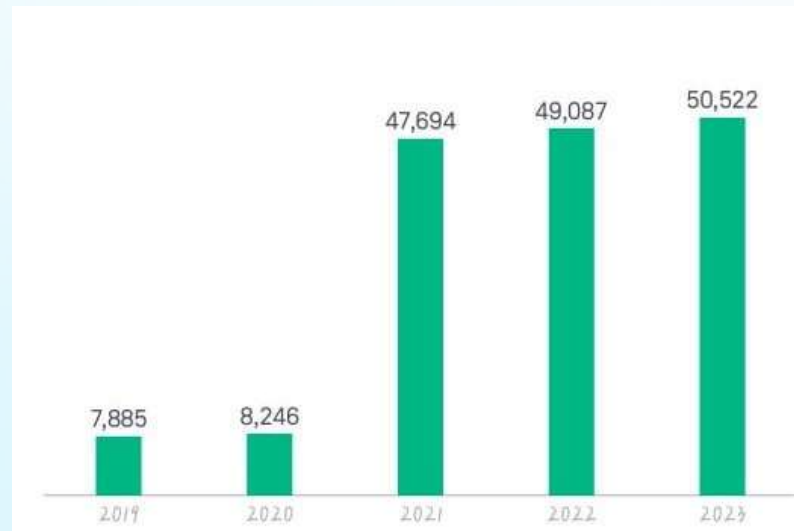
Shareholding pattern:



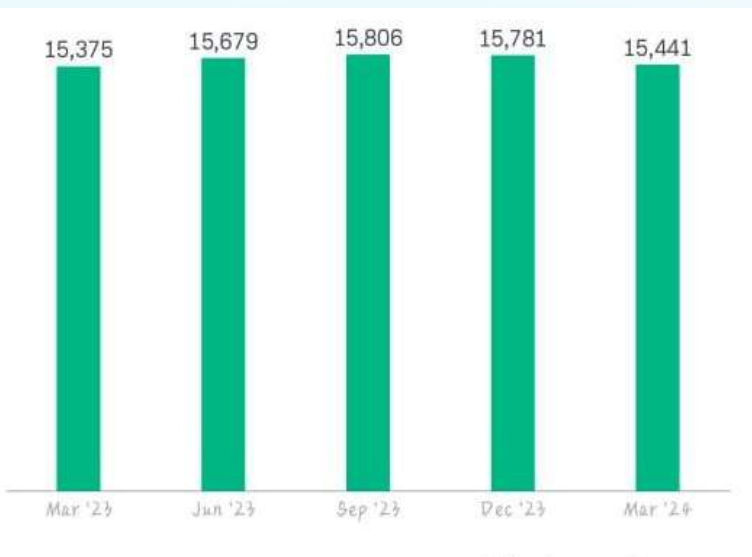
Fundamentals:

Mkt Cap	₹5,20,552Cr	ROE	20.07%
P/E Ratio(TTM)	50.65	EPS(TTM)	43.74
P/B Ratio	10.16	Div Yield	1.90%
Industry P/E	51.72	Book Value	217.99
Debt to Equity	0.03	Face Value	1

Financials:(net worth)



Revenue:



Profits:



*ALL FIGURES IN CRORE

NESTLE INDIA

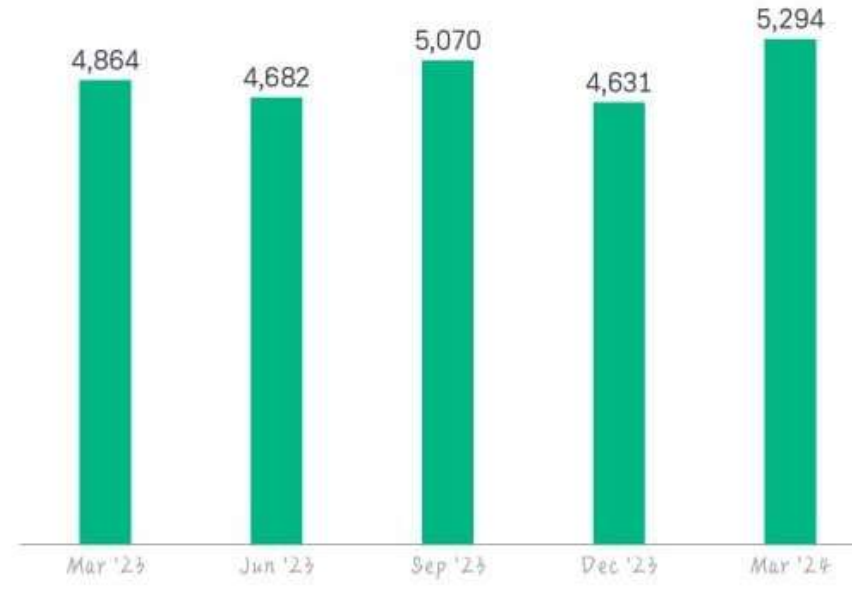
Fundamentals:

Mkt Cap	₹2,36,758Cr	ROE	95.67%
P/E Ratio(TTM)	74.08	EPS(TTM)	33.15
P/B Ratio	70.87	Div Yield	1.05%
Industry P/E	58.15	Book Value	34.65
Debt to Equity	0.10	Face Value	1

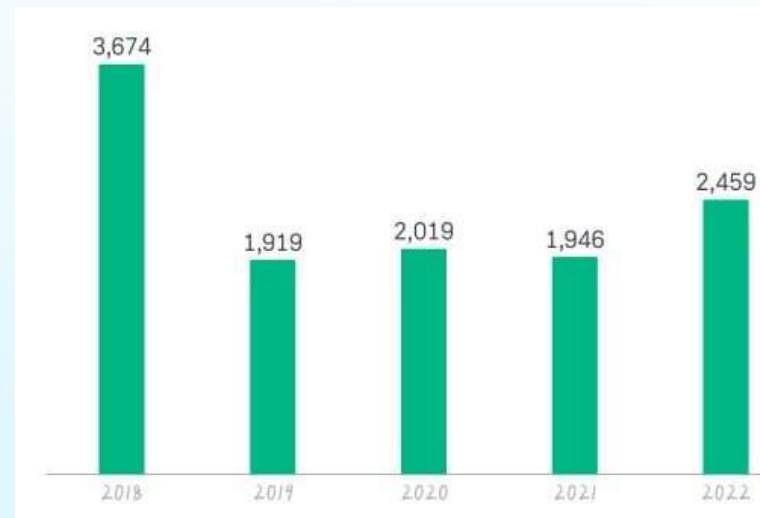
Shareholding pattern:



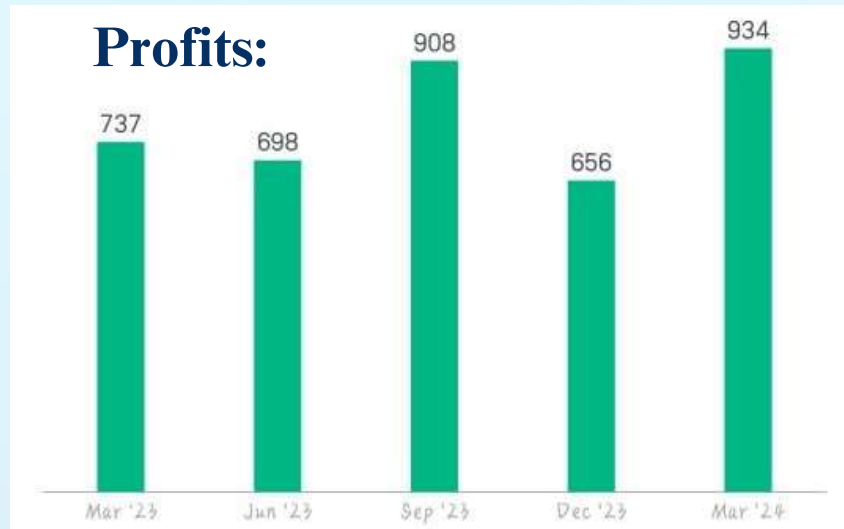
Revenue:



Financials:(net worth)



Profits:



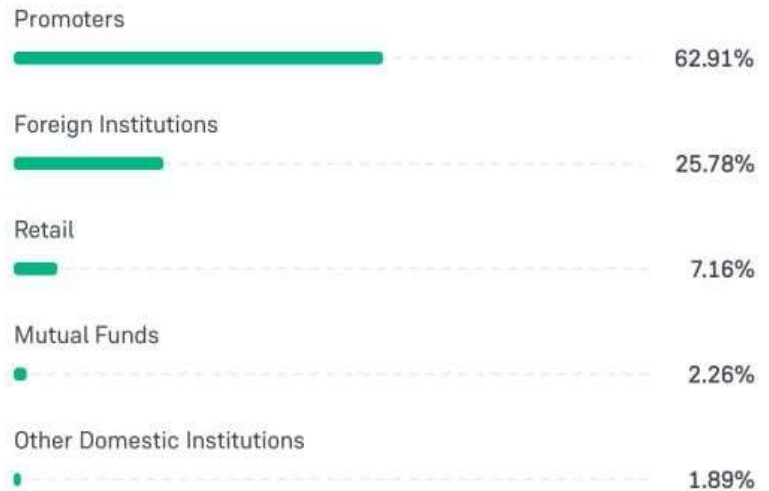
*ALL FIGURES IN CRORE

VARUN BEVERAGES

Fundamentals:

Fundamentals ⓘ		^	
Mkt Cap	₹1,96,964Cr	ROE	29.64%
P/E Ratio(TTM)	95.82	EPS(TTM)	15.82
P/B Ratio	28.40	Div Yield	0.16%
Industry P/E	51.47	Book Value	53.38
Debt to Equity	0.78	Face Value	5

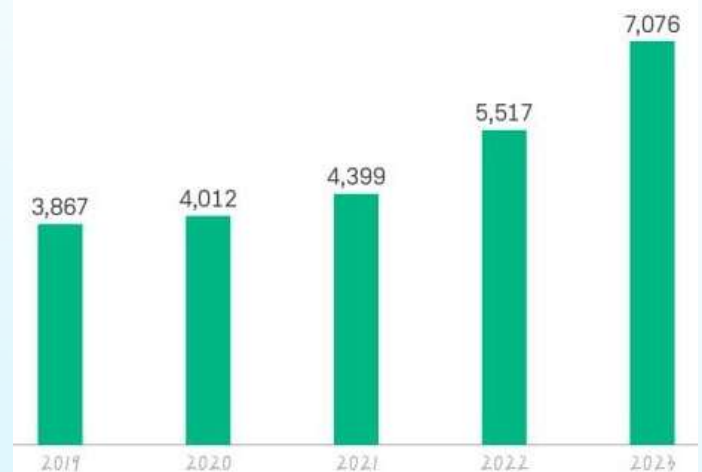
Shareholding pattern:



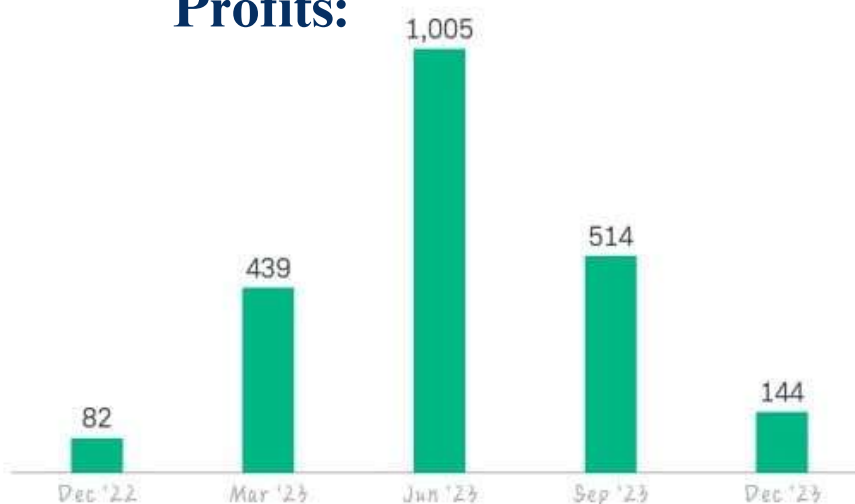
Revenue:



Financials:(net worth)



Profits:



*ALL FIGURES IN CRORE

GODREJ CONSUMER

Fundamentals:

Mkt Cap	₹1,26,134Cr	ROE	12.07%
P/E Ratio(TTM)	70.67	EPS(TTM)	17.45
P/B Ratio	8.70	Div Yield	0.00%
Industry P/E	51.47	Book Value	141.76
Debt to Equity	0.23	Face Value	1

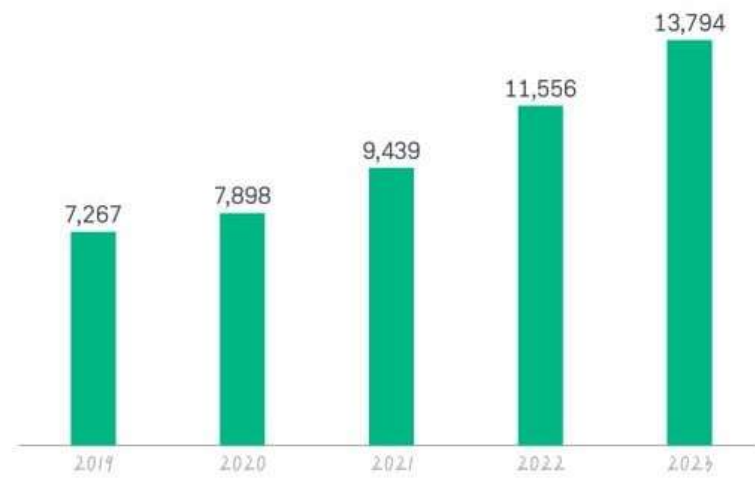
Shareholding pattern:

Promoters	63.21%
Foreign Institutions	22.56%
Mutual Funds	5.56%
Retail	5.29%
Other Domestic Institutions	3.39%

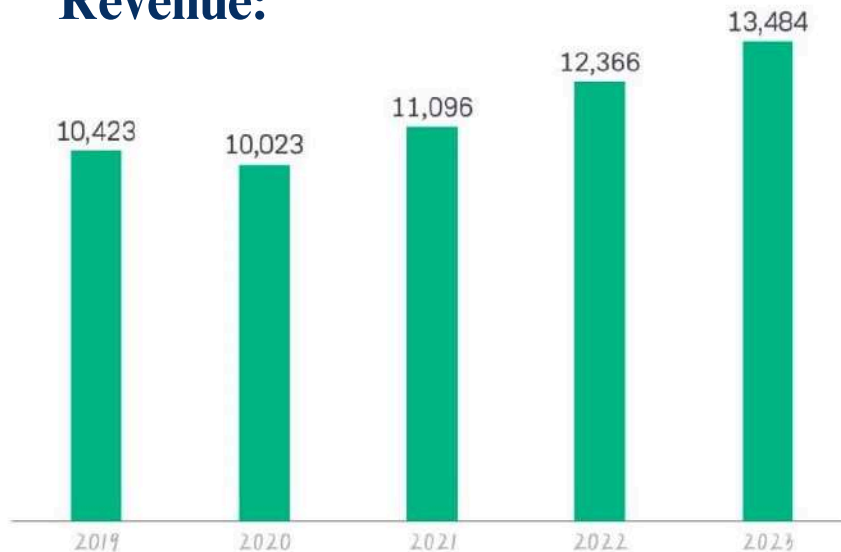
Profits:



Financials:(net worth)



Revenue:



*ALL FIGURES IN CRORE

BRITANNIA

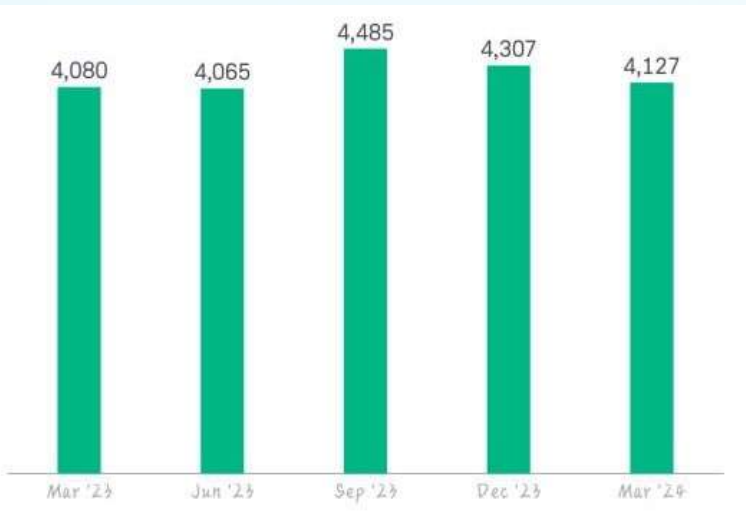
Fundamentals:

Mkt Cap	₹1,14,296Cr	ROE	54.29%
P/E Ratio(TTM)	52.91	EPS(TTM)	89.68
P/B Ratio	40.13	Div Yield	1.52%
Industry P/E	51.72	Book Value	118.24
Debt to Equity	0.52	Face Value	1

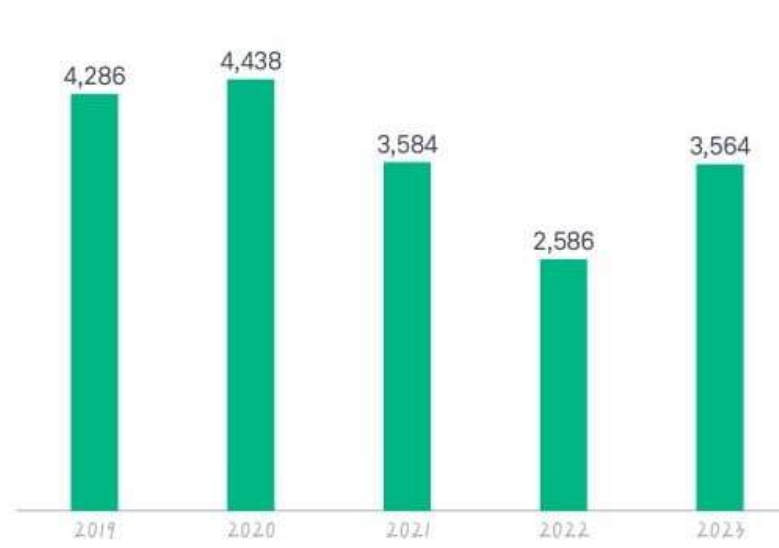
Shareholding pattern:



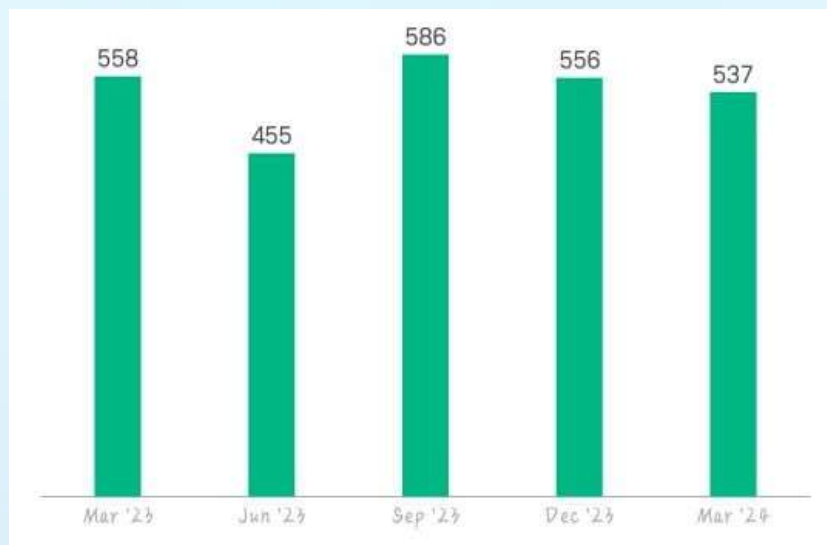
Revenue:



Financials:(net worth)



Profits:



*ALL FIGURES IN CRORE

Boosts In FDI Inflows And Investments

Foreign Direct Investment (FDI) regulations allow for full ownership in food processing and single-brand retail sectors, while permitting up to 51% investment in multi-brand retail.

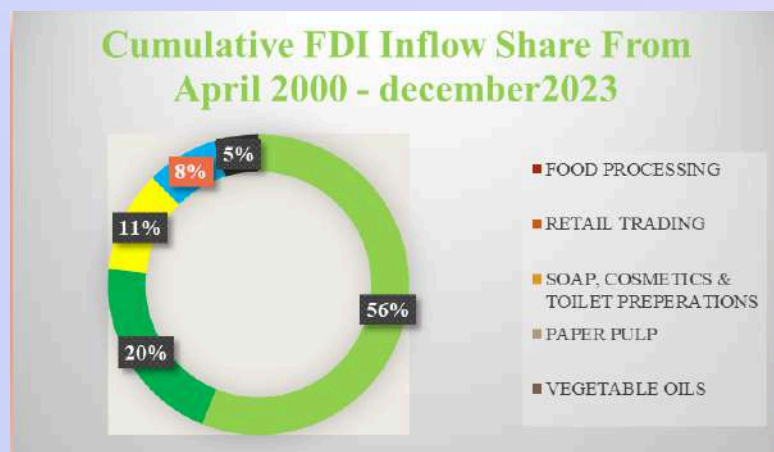
From April 2000 to December 2023, the food processing industry has successfully attracted a substantial US\$ 12,466 million in FDI.

Government incentives and FDI inflows have significantly contributed to the growth of the Fast-Moving Consumer Goods (FMCG) sector, creating more job opportunities, fortifying supply chains, and increasing brand presence in established retail markets.

In December 2022, Hindustan Unilever Limited diversified into the 'Health & Wellbeing' domain through strategic investments in Zywie Ventures Private Limited "OZiva" and Nutrition lab Private Limited "Wellbeing Nutrition"

In October 2022, Dabur India Limited acquired a 51% stake in Badshah Masala Private Limited for Rs. 587.52 crore (US\$ 71 million)

Britannia Industries unveiled plans in 2021 to invest Rs. 94 crore (US\$ 11.3 million) to introduce two new manufacturing lines, boosting its production capacity by 85% from 35,000 metric tonnes to 65,000 metric tonnes annually.



Higher Incomes Aid Growth

India's economy sustains its position as the fastest-growing globally, surpassing the growth rates of emerging and developing Asian economies and exceeding economic forecasts for China.

India has been positioned as the fifth-largest economy based on exchange rates and the third-largest economy in terms of purchasing power parity.

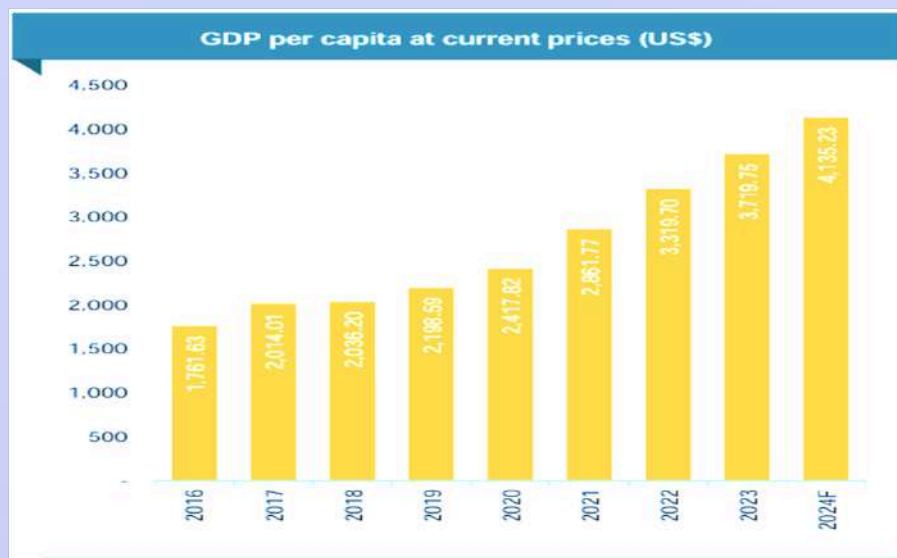
In the fiscal year 2023, the Indian economy exhibited a growth rate of 6.5%, a decrease from 7% in 2022 and 8.7% in 2021.

According to Moody's, India's GDP growth is forecasted to reach 6.8% for the fiscal year 2024-25, following a remarkable Q3 FY24 expansion of 8.4%.

India's GDP per capita rose to US\$2,320.403 in March 2022 from US\$1,968.769 in March 2021. Furthermore, India's GDP per capita increased to US\$2,850 in 2024, up from US\$2,610 in 2023.

India's GDP has the potential to increase from its present value of US\$ 3 trillion to US\$ 9 trillion by 2030 and further to US\$ 40 trillion by 2047. This growth trajectory hinges on effectively harnessing the expanding working-age population, projected to surge by over 100 million individuals from 2020 to 2030, into productive employment.

India's GDP per capita data is annually updated and spans from March 1958 to March 2022, with an average figure of US\$323.238.



CREDITS...

FACULTY COORDINATORS:

DR.MEENU CHAUDHARY

Ms SONALI SHARMA

STUDENT COORDINATORS:

AKASH

KRISHNA SINHA

PARIMITA MANDAL

PRACHI GUPTA

UMESH JOSHI

