

LT Foods Limited - Results for the Third Quarter and Nine months ended December 31, 2021

LT Foods Continues to Deliver Strong Operating Performance

Q3 FY 22 Performance

- Total Revenue at Rs. 1,369 crore; up 21% YoY
- Gross Profit at Rs. 456 crore; up 15% YoY
- EBITDA at Rs. 151 crore; up 10% YoY
- Profit After Tax at Rs. 77 crore; up 11% YoY
- Cash Profit at Rs. 107 crore; up 13% YoY
- EPS at Rs. 2.23; up 8% YoY

9M FY 22 Performance

- Total Revenue at Rs. 3,913 crore; up 9% YoY
- Gross Profit at Rs. 1,322 crore; up 10% YoY
- EBITDA at Rs. 456 crore
- Profit After Tax stood at Rs. 234 crore; up by 2%
- Cash Profit at Rs. 322 crore; up 5% YoY
- Free Cash flows stood at Rs. 159 crore
- Finance Cost at Rs. 50 crore; down by 27% YoY
- Book Value per share at Rs. 65.2; up 15% YoY
- Announced Interim Dividend of Rs. 0.50 per share

New Delhi, India: January 31, 2022: LT Foods Limited (NSE: DAAWAT, BSE: 532783), A 70-year-old Consumer Food Company, a leading player in the specialty rice and rice food products and organic business across the globe, delivering the finest quality and taste experiences in more than 60 countries, today announced its consolidated results for the Third Quarter and Nine month ended December 31, 2021. LT Foods has been consistently working on Maximizing Shareholder's Wealth by Strategic Focus towards Profitable Growth



demonstrated by 3 Year Revenue growth of 22%, PAT growth of 111% and Return on Equity expansion of 570 bps.

The key consolidated financial parameters are:

| Particulars (₹ in crore) | Q3' 22 | Q3' 21 | YoY(%) | 9M FY22 | 9M FY21 | YoY (%) |
|-----------------------------|--------------|--------------|-----------------|--------------|--------------|-----------------|
| Total Revenue | 1,369 | 1,129 | 21% | 3,913 | 3,604 | 9% |
| Gross Profit | 456 | 395 | 15% | 1,322 | 1,204 | 10% |
| GP Margin | 33.3% | 35.0% | (170bps) | 33.8% | 33.4% | 36bps |
| EBITDA | 151 | 138 | 10% | 456 | 460 | (1%) |
| EBITDA Margin | 11.0% | 12.2% | (117bps) | 11.7% | 12.8% | (110bps) |
| PAT | 77 | 69 | 11% | 234 | 229 | 2% |
| PAT Margin | 5.6% | 6.1% | (51bps) | 6.0% | 6.4% | (39bps) |
| Cash Profit | 107 | 95 | 13% | 322 | 307 | 5% |
| EPS (in ₹) | 2.23 | 2.07 | 8% | 6.90 | 6.81 | 1% |

❖ **Revenue and Profit Growth** – Consolidated Q3 FY22 Total Revenue up by **21%** on YoY basis aided by accelerated brand investments and distribution expansion. Company has flagship brands “Daawat” in India and 60+ countries and “Royal” in North America supported by Company’s integrated “Farm to Fork” approach with well-entrenched Distribution Network across geographies with Global Supply Chain Hubs backed by Automated State-of-the Art and strategically located Processing Units.

- The Company’s Basmati and Other Specialty rice business was up by 23% led by strong growth in the Specialty segment which was up by 46%.
- The Company has seen a strong growth in its Organic segment which was up





by 17% on YoY basis

- The Health & Convenience segment comprising of Daawat Sehat on the Health platform and Royal Ready-to-Heat (in the US), Daawat Cuppa Rice, Daawat Sauté Sauces and Kari Kari (Japanese Rice Snacks) on the convenience platform was up by 73% on YoY basis
- The PAT was up by 11% on YoY basis

❖ Margin Expansion

- Gross Profit were up by 15% amounting to Rs. 456 crore and the Gross Profit Margin stood at 33.3%
- EBITDA was up by 10% amounting to Rs. 151 crore and the EBITDA Margin stood at 11%
- PAT was up by 11% amounting to Rs. 77 crore and the PAT Margin stood at 5.6%

❖ Strengthening Financial Metrics

- The Company has generated significant free cash flows amounting to Rs. 159 crore, driven by strong performance in 9MFY22 that led to decline in overall debt by Rs. 198 crore on YoY basis to Rs. 1,225 crore and consequently an improved debt-equity ratio from 0.78 to 0.59 times. This further led to a reduction in the finance cost by 27% and the overall fund cost was down from 5.3% to 4.3%.
- Current ratio has also improved in 9MFY22 to 1.78 from 1.65 last year.
- Interest Coverage Ratio has improved in 9MFY22 to 7.4 from 5.6 times, while Debt-EBITDA stands at 2.0.
- The Return on Capital Employed stood at 15%. The Normalized Return on Capital Employed on account of insurance claim stood at 15.5%. The Return on Equity stood at 15%.





Commenting on the financial results, Managing Director & CEO, Mr. Ashwani Arora said that, “LT Foods continues to deliver an all-round growth in revenue and profits in both India & International markets across all three segments – Basmati & Other Specialty Rice, Organic, Health & Convenience. Company has delivered this growth with a combination of accelerated brand investments and expansion of distribution network across geographies. These investments have aided us to premiumize our product portfolio and also double our distribution footprint in both India & International market in the last four years. Our global delivery hubs in US & Europe have expanded the reach of Organic ingredients into both mainstream & ethnic channels.

Despite the pandemic induced headwinds & disruptions right through the year, we have maintained a relentless focus on our Strategic Pillars of Growth, Margin Expansion and Strengthening the Financial Metrics. As we continue to make sustained investments in strengthening the culture of customer centricity & business excellence across all our domains, we are optimistic on the outlook of the overall business and remain committed towards building a purposive, profitable & progressive organization for the future.”

About LT Foods Limited:

LT Foods Ltd. [NSE: DAAWAT, BSE: 532783], LT Foods is a 70-year-old Consumer Food Company, a leading player in the specialty rice and rice food products and organic business across the globe, delivering the finest quality and taste experiences in more than 60 countries. The Company portfolio includes a range of power brands that include Daawat- one of India’s most loved and consumed Basmati brands, Royal- North America’s no. 1 Basmati player and other regional leading brands. The Company is also proudly expanding its organic play by supplying organic food ingredients to leading businesses as well as offering organic staples to consumers in markets across the globe. The Company has consolidated revenue of around Rs. 4,773 crore as on FY21. The Company has an integrated “Farm to Fork” approach with well-entrenched Distribution Network with Global Supply Chain Hubs backed by Automated state-of-the-art and strategically located Processing Units in India, the US and Europe, and a robust distribution network with 900+ distributors across globe.





For further information, please contact:

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Additional information on LT Foods Limited:

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