

**February 16, 2023**

Corporate Relationship Department  
**BSE Limited**  
P. J. Towers, Dalal Street,  
Mumbai - 400 001

Through BSE Listing Centre  
**Scrip Code: 519003**

Dear Sir / Madam,

**Q3 & 9MFY23 Results Release**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclosed the Investor/Press Release on the Unaudited Financial Results of the Company for the 3<sup>rd</sup> quarter and nine months ended 31<sup>st</sup> December 2022.

This is for your information and dissemination.

Thanking you !

Yours Faithfully,  
for **MODI NATURALS LIMITED**

**Ankit Agarwal**  
Company Secretary  
A23445

**Encl:** as above



## Investor Release

### **Modi Naturals Limited Q3 & 9MFY23 Results Release**

#### **9MFY23 Consolidated Performance Highlights:**

- 9MFY23 revenue stood at Rs 307.5 cr
- EBITDA for 9MFY23 was Rs 7.4 cr
- PAT for 9MFY23 was Rs 3.4 cr
  - Profitability was affected due to stock inventory valuation loss of Rs 1.5cr owing to the sudden reduction in oil prices through Q3FY23
  - Interest costs have also increased due to construction of the plant in Chhattisgarh which is yet to start generating revenue

#### **Recent Developments**

##### **Consumer Division**

- **Oil Category**
  - The lifting of the stock limits has had a positive impact. Finally, large retailers and wholesalers have been exempted from these limits starting mid- November.
  - We have seen the partial impact of this positive decision in Q3FY23, and full impact will be visible in Q4FY23 and Q1FY24
- **Food Business**
  - The Food business has grown 47% YTD and is still scaling up with distribution expansion every quarter
  - Launched food products in Spencer's in Q3FY23, and it has had a positive response
  - We are confident of maintaining this momentum going forward, along with new product launches slated for Q4FY23
  - Extending our range of ready to cook pasta and adding new shapes i.e., macaroni and spaghetti.
    - With our commitment to innovation in the food category, we are launching a one of its kind multi-grain pasta with the goodness of 4 grains, in the premium category
  - In Peanut Butter we are creating a vertical segmentation, wherein we are launching a product specifically targeted for children in the age bracket of 4-13 years
    - Oleev Junior Peanut Butter will be available in chocolate flavour as well and will be piloted in Q4FY23
  - Under PIPO, we are extending the portfolio and getting into RTE space with our range of flavoured roasted peanuts. These RTE peanuts will be available in 5 flavours such as peri-peri, BBQ, heeng-jeera etc and will be piloted in Q4
    - PIPO's sub-brand Taste bomb is being separately launched in the instant masala/ seasoning category with six variants such as Magic masala, pasta masala, peri peri, Oregano, Italian herbs and Tandoori
  - New category of powdered ready-to-mix beverages will be piloted in Q4 under new brand "Jynx" with the following flavours- mango, orange, ice tea-lemon and Mojito. This will help us enter an exciting new category which is doing well with Gen-Z and will also offset some of the seasonality in oil demand in summer months.



- **Ethanol Business**

- Construction of the distillery is nearing completion.
- We expect to start trials at the plant in March and commercial production in April. Expenditure at the end of Q3 on the project is Rs 90.47 cr.

**Commenting on the performance, Mr. Akshay Modi, Joint Managing Director, Modi Naturals, said,**

*“The performance for Q3 & 9MFY23 has been relatively soft owing to several macro-economic factors impacting the level of operations, mainly attributable to the continued reduction of oil prices in our bulk oil business and the stock limits which were imposed by the government. However, the government has removed stock limits in November, and we should see the positive impact of this from Q4 onwards. We are positive about a stronger Q4FY23.*

*Additionally, demand seems to be recovering, with relaxations given to large retailers and wholesalers. It is a positive sign as we go forward. Construction of our distillery is on track and is expected to start trials in March and contribute financially from Q1FY24.*

*On the food business, we continue extend our offerings and stick to our commitment towards food innovation, which will yield results and create a robust product portfolio strengthening our brand. We have recently entered the new category of powdered ready to mix beverages which will be piloted in Q4 under new brand “Jynx”. This will help us enter an exciting new category which is doing well with Gen-Z and will also offset some of the seasonality in oil demand in summer months.”*



### **About Modi Naturals Limited (MNL):**

Modi Naturals Ltd is one of India's leading consumer goods companies operating in the wellness and foods category. MNL has created niche, premium and differentiated brands in highly competitive categories of edible oils and healthy foods. During FY 2021-22, MNL recorded a turnover of INR 474 crores through its products sold in India through our portfolio of brands such as Oleev, Oleev Kitchen and PIPO foods. Our strong focus on quality, innovation, product differentiation and brand building has helped us stand out in a cluttered retail market, with Oleev becoming the No.1 "Goodness of Olive Oil" brand in India, with a fully backward-integrated portfolio of products. Over the last decade, MNL has developed a pan-India distribution network across all channels of FMCG, including the upcoming Q-Commerce, serving our consumers through all modes of online and offline retail across the country. We are a very proud Indian company, manufacturing and marketing world-class food products in India.

The company is poised to grow exponentially in the next few years with its three verticals namely a) consumer goods vertical, b) bulk edible oil and feeds vertical and c) alcohol manufacturing vertical (recently announced). In line with the Ethanol Blended Petrol (EBP) program, Modi Naturals Limited has diversified into ethanol manufacturing, with a state-of-the art greenfield Ethanol Plant being established in the state of Chhattisgarh under its wholly owned subsidiary Modi Biotech Pvt. Ltd.

Established in 1974 and headquartered in New Delhi, MNL is listed on the BSE. We operate 3 factories in India located at Pilibhit, Sonipat and Hyderabad with a fourth under construction in Chhattisgarh. In the past, the company has received awards for being the 'Largest Processor of Rice Bran in India' for several years.

### **Safe Harbor:**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

### **For further details please contact:**

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