

LT Foods Limited - Results for the Second Quarter and Half Year ended September 30, 2021

LT Foods Continues to Deliver Strong Operating Performance

Q2 FY 22 Performance

- Total Revenue at Rs. 1,323 crore; up 7% YoY
- Gross Profit at Rs. 453 crore; up 11% YoY
- EBITDA stood at Rs. 157 crore
- Profit After Tax at Rs. 81 crore; up 4% YoY
- Cash Profit at Rs. 110 crore; up 5% YoY

H1 FY 22 Performance

- Total Revenue at Rs. 2,545 crore; up 3% YoY
- Gross Profit at Rs. 866 crore; up 7% YoY
- EBITDA stood at Rs. 305 crore
- Profit After Tax stood at Rs. 157 crore
- Cash Profit at Rs. 215 crore; up 1% YoY
- Free Cash flows stood at Rs. 478 crore: up by 22% YoY
- Finance Cost at Rs. 33 crore; down 34% YoY
- Book Value per share at Rs. 63.3; up 15% YoY
- Announced Interim Dividend of Rs. 0.50 per share

New Delhi, India: October 29, 2021: 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 Second Quarter and Half Year ended September 30, 2021. LT Foods has been demonstrating a strong year-on-year performance with a **3-Year CAGR growth of 9%/ 19%/ 45%** for Revenue/EBITDA/PAT respectively.



The key consolidated financial parameters are:

Particulars (₹ in crore)	Q2' 22	Q2' 21	YoY(%)	1HY FY22	1HY FY21	YoY (%)
Total Revenue	1,323	1,236	7%	2,545	2,475	3%
Gross Profit	453	408	11%	866	809	7%
GP Margin	34.3%	33.0%	130bps	34.0%	32.7%	136bps
EBITDA	157	160	(2%)	305	322	(5%)
EBITDA Margin	11.9%	12.9%	(109bps)	12.0%	13.0%	(101bps)
PAT	81	77	4%	157	160	(2%)
PAT Margin	6.1%	6.3%	(15bps)	6.2%	6.5%	(30bps)
Cash Profit	110	105	5%	215	212	1%
EPS (in ₹)	2.40	2.27	6%	4.67	4.73	(1%)

❖ **Revenue and Profit Growth** – Consolidated 1HY FY22 Total Revenue up by **3%** on YoY basis. This was due to our strong presence of our 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 consumer rice business was up by 9% led by strong growth in India consumer business which was up by 31%. The small pack business was up by 9% and the large pack business almost doubled versus last year.
- The Company has seen a strong growth in its Organic segment which was up by 28% on YoY basis



- The Health & Convenience segment was up by 36% on YoY basis

❖ Margin Expansion

- GP Margin expanded by 136 bps on a YoY basis to 34% in 1HY FY22 on account of change in product mix.
- The EBITDA Margins stood at 12% amounting to Rs. 305 crore in 1HY FY22
- The PAT Margins stood at 6.2% amounting to Rs. 157 crore in 1HY FY22

❖ Strengthening Financial Metrics

- The Company has generated significant free cash flows amounting to Rs. 478 crore up by 22%, driven by strong performance in 1HFY22 that led to decline in overall debt by 301 crore on YoY basis to Rs. 877 crore and consequently an improved debt-equity ratio from 0.67 to 0.43 times. This further led to a reduction in the finance cost by 34% and the overall fund cost was down from 6.3% to 4.3%.
- Current ratio has also improved significantly in 1HFY22 to 2.04 from 1.79 last year.
- Interest Coverage Ratio has improved in 1HFY22 to 7.5 from 5.4 times, while Debt-EBITDA has also improved to 1.4 from 1.8 times.
- The Return on Capital Employed stood at 17%. The Normalized Return on Capital Employed on account of insurance claim stood at 18%. The Return on Equity stood at 15.5%.

Commenting on the financial results, Managing Director & CEO, Mr. Ashwani Arora said that, “During the quarter, we delivered resilient performance with steady growth in revenue and margins across segments and geographies. Our balance sheet has further strengthened with free cash flow being utilized towards debt reduction. Moreover, to tap the vast market opportunity and to drive future growth, we continued our focus towards building strong brand equity, wide global distribution network, product innovation, leadership team and strong backend infrastructure. With the economy moving back towards normalcy and the nation-wide vaccination drive, the HORECA segment has seen substantial recovery and has now bounced



back to the pre-COVID levels. We are confident that the Company will continue to perform well on all its key strategic focus areas and will continue to work towards maximizing its shareholder's value as well as serving the community and people at large."

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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Corporate Office Address: 4th Floor, MVL – I Park, Sector – 15, Gurugram - 122001

Website: www.ltgroup.in

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