

**STRONG GROWTH IN THE FOODS BUSINESS – UP 39% TO INR 96 CRORE,  
OR 42% OF TOTAL REVENUE IN QUARTER 2, FY'21.**

<b>Total Foods:</b>	<b>Q4 '20</b>	<b>Q1 '21</b>	<b>Q2 '21</b>	<b>YTD'FY21</b>
Volume	+ 18%	+ 16%	+ 38%	+ <b>28%</b>
Value	+ 18%	+ 16%	+ 39%	+ <b>29%</b>

<b>Ready to Cook Snacks:</b>	<b>Q4 '20</b>	<b>Q1 '21</b>	<b>Q2 '21</b>	<b>YTD'FY21</b>
Volume	+ 26%	+ 42%	+ 64%	+ 55%
Value	+ 22%	+ 37%	+ 60%	+ 50%

<b>Ready to Eat Snacks:</b>	<b>Q4 '20</b>	<b>Q1 '21</b>	<b>Q2 '21</b>	<b>YTD'FY21</b>
Volume	- 11%	- 37%	- 14%	- 25%
Value	- 13%	- 36%	- 8%	- 22%

<b>Spreads:</b>	<b>Q4 '20</b>	<b>Q1 '21</b>	<b>Q2 '21</b>	<b>YTD'FY21</b>
Volume	+ 23%	+ 16%	+ 28%	+ 23%
Value	+ 24%	+ 16%	+ 30%	+ 24%

<b>Cereals &amp; Confectionery*:</b>	<b>Q4 '20</b>	<b>Q1 '21</b>	<b>Q2 '21</b>	<b>YTD'FY21</b>
Cereals	+ 320	+ 210	+ 120	+ 160
Chocolate Confectionery	+ 170	+ 60	+ 40	+ 50

\*Contribution to Foods Value Growth (bps)

<b>Edible Oils (Sundrop):</b>	<b>Q4 '20</b>	<b>Q1 '21</b>	<b>Q2 '21</b>	<b>YTD'FY21</b>
Volume	- 8%	- 10%	- 10%	- 10%
Value	- 6%	- 3%	- 6%	- 5%

<b>Edible Oils (Crystal):</b>	<b>Q4 '20</b>	<b>Q1 '21</b>	<b>Q2 '21</b>	<b>YTD'FY21</b>
Volume	- 4%	- 10%	- 9%	- 10%
Value	+ 5%	+ 2%	+ 6%	+ 3%



**AGRO TECH FOODS LTD  
Q2 FY'21 HIGHLIGHTS**

Ready to Cook Snacks registered a Value Growth of 60% largely driven by Volume Growth. Sweet Corn contributed to 270 bps of Value Growth in the Quarter.

Ready to Eat Snacks performance improved with better availability.

Spreads registered strong Value Growth of 30% driven by 25% growth in Peanut Butter and 460 bps from Choco Spreads.

Sundrop Cereals & Chocolate Confectionery contributed 120 bps & 40 bps respectively to Foods Growth. Improved supplies of Cereals will further enhance growth.

Volume performance of Sundrop Oils reflects lower consumption at bottom end impacted by Out of Home – Value reflects net impact of higher commodity prices on the bottom end and promotions at the top end.

Crystal Edible Oils Volume reflects impact of Out of Home – Value reflects higher commodity prices.

**FINANCIAL HIGHLIGHTS:**

- Net Sales for Q2 are 12% higher than PY reflecting largely Volume driven growth of 39% in Foods. YTD September Net sales Growth is 8% with Foods Growth of 29%.
- Q2 Gross Margin on the Foods business was higher by c INR 11 crore due to Volume Growth. This offset an INR 11 crore decline in Oils Gross Margin due to a c20% increase in input commodity costs across the Edible Oils portfolio.
- YTD September Media was up 83% helped by lower Sales Promotion expenses, ensuring continued media presence.
- Profit Before Tax was up 14% YTD September. PAT was lower by 4% due to deferred tax reversal in the Prior Year.
- ATFL thanks all its' stakeholders for their continued support as it progresses towards joining the ranks of "India's Best Performing Most Respected Food Companies".