

**STRONG GROWTH IN THE FOODS BUSINESS – UP 40% TO INR 99 CRORE,
OR 40% OF TOTAL REVENUE IN QUARTER 3, FY'21.**

Total Foods:	Q1 '21	Q2 '21	Q3 '21	YTD'FY21
Volume	+ 16%	+ 38%	+ 39	+ 32%
Value	+ 16%	+ 39%	+ 40%	+ 33%

Ready to Cook Snacks:	Q1 '21	Q2 '21	Q3 '21	YTD'FY21
Volume	+ 42%	+ 64%	+ 59%	+ 56%
Value	+ 37%	+ 60%	+ 55%	+ 52%

Ready to Eat Snacks:	Q1 '21	Q2 '21	Q3 '21	YTD'FY21
Volume	- 37%	- 14%	- 8%	- 19%
Value	- 36%	- 8%	- 1%	- 15%

Spreads:	Q1 '21	Q2 '21	Q3 '21	YTD'FY21
Volume	+ 16%	+ 28%	+ 36%	+ 27%
Value	+ 16%	+ 30%	+ 40%	+ 29%

Cereals & Confectionery*:	Q1 '21	Q2 '21	Q3 '21	YTD'FY21
Cereals	+ 210	+ 120	+ 160	+ 160
Chocolate Confectionery	+ 60	+ 40	+ 70	+ 60

*Contribution to Foods Value Growth (bps)

Premium Edible Oils:	Q1 '21	Q2 '21	Q3 '21	YTD'FY21
Volume	+ 16%	+ 6%	+ 1%	+ 7%
Value	+ 14%	+ 2%	+ 9%	+ 8%

Mass Edible Oils:	Q1 '21	Q2 '21	Q3 '21	YTD'FY21
Volume	- 23%	- 19%	- 37%	- 27%
Value	- 15%	- 9%	- 20%	- 15%



**AGRO TECH FOODS LTD
Q3 FY'21 HIGHLIGHTS**

Ready to Cook Snacks registered a Value Growth of 55% largely driven by Volume Growth. Sweet Corn contributed to 460 bps of Value Growth in the Quarter.

RTE Snacks steadily improved. Commercial production of Potato Chips started at Jhagadia in late December.

Spreads registered strong Value Growth of 40% driven by 37% growth in Peanut Butter and 400 bps from Choco Spreads. Roll out of Almond Butter commenced.

Sundrop Cereals & Chocolate Confectionery contributed 160 bps & 70 bps respectively to Foods Growth.

Premium Edible Oils (Sundrop Superlite & Heart) responding well to actions taken to make the portfolio more price competitive.

Mass Edible Oils Volumes reflect lower Out of Home consumption. Value reflects impact of higher commodity prices.

FINANCIAL HIGHLIGHTS:

- Net Sales for Q3 are 8% higher than PY reflecting largely Volume driven growth of 40% in Foods. YTD December Net sales Growth is 8% with Foods Growth of 33%.
- Q3 Gross Margin on the Foods business was higher by c INR 12 crore due to Volume Growth. This offset a INR 10 crore decline in Oils Gross Margin due to higher input costs and actions taken to make the premium end more competitive.
- YTD December Media was up 85% helped by lower Sales Promotion expenses, ensuring continued media presence.
- Q3 Profit Before Tax was up by 5%. Profit After Tax was up by 5%.
- YTD December Profit Before Tax was up by 11%. PAT was lower by 2% 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".

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*Contribution to Foods Value Growth (bps)

Edible Oils (Sundrop):	Q1 '21	Q2 '21	Q3 '21	YTD'FY21
Volume	-10%	- 10%	- 18%	- 13 %
Value	- 3%	- 6%	- 3%	- 4 %

Edible Oils (Crystal):	Q1 '21	Q2 '21	Q3 '21	YTD'FY21
Volume	- 10%	- 9%	- 42%	- 22%
Value	+ 2%	+ 6 %	- 22%	- 6%



**AGRO TECH FOODS LTD
Q3 FY'21 HIGHLIGHTS
(OLD REPORTING)**

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Sundrop Cereals & Chocolate Confectionery contributed 160 bps & 70 bps respectively to Foods Growth.

Sundrop Edible Oils reflect the impact of (a) actions taken to make the Premium end more competitive (b) higher input commodity costs and (c) lower out of home consumption.

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

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