

STEADY GROWTH IN THE FOODS BUSINESS – UP 12% TO C INR 100 CRORE.

YTD FOODS GROWTH OF 15% UPTO C INR 403 CRORE.

## AGRO TECH FOODS LTD Q4 FY'22 HIGHLIGHTS

<b>Total Foods:</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Volume	+ 28%	+ 13%	+ 7%	+9%	+ 13%
Value	+ 31%	+ 14%	+ 10%	+12%	+ 15%

<b>Ready to Cook Snacks:</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Volume	+ 36%	+ 11%	+ 5%	+11%	+ 14%
Value	+ 39%	+ 12%	+ 8%	+17%	+ 17%

<b>Ready to Eat Snacks:</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Volume	+ 1%	+ 18%	+ 18%	+ 6%	+ 12%
Value	+ 9%	+ 15%	+ 32%	+21%	+ 20%

<b>Spreads &amp; Dips:</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Volume	+ 12%	+ 6%	- 3%	-6%	+ 1%
Value	+ 15%	+ 7%	- 7%	-18%	- 2%

<b>Cereals:</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Volume	+ 82 %	+ 55%	+ 21%	+ 7%	+ 31%
Value	+ 60 %	+ 36%	+ 9%	+ 5%	+ 20%

<b>Chocolate confectionery:</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Volume	+ 105%	+ 534%	+ 153%	+163%	+ 190%
Value	+ 149%	+ 768%	+ 208%	+254%	+ 275%

<b>Premium Edible Oils:</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Volume	- 12%	+ 4%	+ 11%	+1%	+ 1%
Value	+ 20%	+ 36%	+ 35%	+17%	+ 27%

<b>Mass Edible Oils:</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Volume	- 71%	- 51%	- 67%	-69%	- 64%
Value	- 50%	- 26%	- 54%	-61%	- 47%



Ready to Cook Snacks registered steady Revenue growth driven by Volume Growth and Pricing in Popcorn, Pricing in Sweet Corn and extension into Pasta and Noodle Meal Kits.

RTE Snacks Revenue Growth reflects strong Volume Growth in RTE Popcorn and opening of the economy.



Revenue decline in Spreads reflects the impact of flat Volumes in Peanut Butter for which actions have already been taken. Chocolate Spreads continued to gain consumers supported by expansion of Distribution.



Steady QOQ growth in Breakfast Cereals. Quarterly comparisons reflect the impact of Covid19 in PY figures impacting phasing of sales.



Sundrop Duo chocolates continue to perform well. Excellent acceptance of Peanut Variant as well. Doubling of capacity planned for Q1, FY'23.



Premium Edible Oils (Sundrop Superlite & Heart) deliver 100+ Index reflecting positive impact of price realignment in FY'21.



Mass Edible Oils Volumes reflect reduced dependence on the Category in line with Company Strategy. Crystal franchised from Nov-21 onwards.



### PERFORMANCE HIGHLIGHTS

- Continued broad based Foods Growth in FY'22. All Categories recorded a growth in excess of 15% with the exception of Spreads where actions have been initiated by Management. Foods GM lower than PY by Rs. 13 crore due to input cost inflation.
- Premium Oils Volumes at a c 100 Index reflect impact of pricing actions taken in FY'21. Mass Oils reduction in line with strategy to ensure a dependable Revenue and Margin progression for the Company as a whole. Edible Oils GM up vs PY by Rs. 3 crore reflecting impact of Price Realignment in FY'21.
- 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".