

STRONG GROWTH IN THE FOODS BUSINESS – UP 14% TO C Rs.110 CRORE.

YTD FOODS GROWTH OF 21%

Total Foods:	Q1	Q2	YTD
Volume	+ 28%	+ 13%	+ 19%
Value	+ 31%	+ 14%	+ 21%

Ready to Cook Snacks:	Q1	Q2	YTD
Volume	+ 36%	+ 11%	+ 21%
Value	+ 39%	+ 12%	+ 23%

Ready to Eat Snacks:	Q1	Q2	YTD
Volume	+ 1%	+ 18%	+ 11%
Value	+ 9%	+ 15%	+ 13%

Spreads & Dips:	Q1	Q2	YTD
Volume	+ 12%	+ 6%	+ 9%
Value	+ 15%	+ 7%	+ 10%

Cereals:	Q1	Q2	YTD
Volume	+ 82 %	+ 55%	+ 65%
Value	+ 60 %	+ 36%	+ 45%

Chocolate confectionery:	Q1	Q2	YTD
Volume	+ 105%	+ 534%	+ 296%
Value	+ 149%	+ 768%	+ 422%

Premium Edible Oils:	Q1	Q2	YTD
Volume	- 12%	+ 4%	- 4%
Value	+ 20%	+ 36%	+ 28%

Mass Edible Oils:	Q1	Q2	YTD
Volume	- 71%	- 51%	- 62%
Value	- 50%	- 26%	- 38%



AGRO TECH FOODS LTD Q2 FY'22 HIGHLIGHTS

Ready to Cook Snacks registered steady growth driven by Popcorn and entry into agencies of Sweet Corn and Pasta.

RTE Snacks Volume growth reflects opening up of the economy post second wave of Covid19.

Moderate growth in Spreads & Dips reflects likely share loss in Peanut Butter. Actions taken and monthly trends positive.

Strong Cereals portfolio being harnessed to drive Category Growth. Retailing focus renewed post second wave of Covid19.

Excellent response to Sundrop Duo chocolates. Differentiated offering in a large category at attractive price points a clear winner. Early signs that Duo can over time become the lead SKU for distribution expansion for ATFL. Quadrupling of Capacity underway.

Premium Edible Oils (Sundrop Superlite & Heart) deliver mid single digit Volume growth in line with expectations.

Mass Edible Oils Volumes reflect reduced dependence on the Category in line with Company Strategy.

FINANCIAL HIGHLIGHTS

- Net Sales for Q2 are 10% higher than PY reflecting largely Volume driven growth of 14% in Foods.
- YTD GM of Foods of Rs. 49 crore lower than PY by Rs 3 crore – a 15% Input Cost inflation of Rs 15 crores largely offset by increased pricing and volume growth of Rs. 12 crore. Going forward expect to see lower input cost inflation with continued benefits of increased pricing and volume growth. YTD GM of Oils of Rs. 35 crore (lower than PY by Rs. 9 crore) trending well to Full Year FY'21 of Rs. 72 crore.
- Media investments maintained in First Half. Second half may see changes as Travel Expenses increase with opening of economy.
- 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".