

STRONG GROWTH IN THE FOODS BUSINESS – UP 10% TO C Rs.108 CRORE.

YTD FOODS GROWTH OF 17%

Total Foods:	Q1	Q2	Q3	YTD
Volume	+ 28%	+ 13%	+ 7%	+ 15%
Value	+ 31%	+ 14%	+ 10%	+ 17%

Ready to Cook Snacks:	Q1	Q2	Q3	YTD
Volume	+ 36%	+ 11%	+ 5%	+ 15%
Value	+ 39%	+ 12%	+ 8%	+ 18%

Ready to Eat Snacks:	Q1	Q2	Q3	YTD
Volume	+ 1%	+ 18%	+ 18%	+ 14%
Value	+ 9%	+ 15%	+ 32%	+ 20%

Spreads & Dips:	Q1	Q2	Q3	YTD
Volume	+ 12%	+ 6%	- 3%	+ 4%
Value	+ 15%	+ 7%	- 7%	+ 4%

Cereals:	Q1	Q2	Q3	YTD
Volume	+ 82 %	+ 55%	+ 21%	+ 45%
Value	+ 60 %	+ 36%	+ 9%	+ 28%

Chocolate confectionery:	Q1	Q2	Q3	YTD
Volume	+ 105%	+ 534%	+ 153%	+ 210%
Value	+ 149%	+ 768%	+ 208%	+ 289%

Premium Edible Oils:	Q1	Q2	Q3	YTD
Volume	- 12%	+ 4%	+ 11%	+ 1%
Value	+ 20%	+ 36%	+ 35%	+ 30%

Mass Edible Oils:	Q1	Q2	Q3	YTD
Volume	- 71%	- 51%	- 67%	- 63%
Value	- 50%	- 26%	- 54%	- 44%



AGRO TECH FOODS LTD Q3 FY'22 HIGHLIGHTS

Ready to Cook Snacks Volumes reflect opening up of the economy. Pricing actions on Premium end drive Value Growth faster than Volume.

RTE Snacks Volume sees acceleration with opening up of economy. Growth primarily driven by RTE Popcorn and hence Value Growth significantly higher than Volume.

Pricing actions in Spreads still to be fully visible across all Channels. Trends very positive where implemented.

Cereals see strong YTD growth with further benefits expected due to improved retailing and market working.

Duo continues to see steady month on month growth. PPA implementation largely done on Coconut Variant. Testing of Peanut Variant underway.

Price Realignment in FY'21 helps to bring Premium Edible Oils (Sundrop Superlite & Heart) to a 100+ Index. Value ahead due to Commodity Prices.

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

FINANCIAL HIGHLIGHTS

- Net Sales largely in line with PY with Foods growth of 10% and Pricing on Premium Oils offsetting lower Mass Oil volumes.
- YTD GM of Foods of INR 73 crore lower than PY by INR 11 crore – 15% Input Cost inflation of INR 25 crores only partly offset by increased pricing and volume growth of INR 14 crore. Expect to see lower input cost inflation in Q4 with continued benefits of increased pricing and volume growth. YTD GM of Oils of INR 55 crore (lower than PY by INR 4 crore) trending well to Full Year FY'21 of INR 72 crore.
- 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".