

**FOODS BUSINESS REACHES INR 124 CRORE – GROSS MARGIN IMPROVES
POST Q1 HEADWINDS - NON RTC FOODS GROWTH OF 33%.**

**AGRO TECH FOODS LTD
Q2 FY'23 HIGHLIGHTS**

Total Foods:	Q1	Q2	YTD
Volume	+ 11%	+ 9%	+ 10%
Value	+ 11%	+ 13%	+ 12%

Ready to Cook Snacks:	Q1	Q2	YTD
Volume	- 5%	- 4%	- 4%
Value	- 4%	+ 1%	- 1%

Ready to Eat Snacks:	Q1	Q2	YTD
Volume	+ 65%	+ 32%	+ 44%
Value	+ 79%	+ 50%	+ 61%

Spreads & Dips:	Q1	Q2	YTD
Volume	+ 28%	+ 30%	+ 29%
Value	+ 10%	+ 14%	+ 12%

Cereals:	Q1	Q2	YTD
Volume	+ 54 %	+ 40%	+ 45%
Value	+ 58 %	+ 46%	+ 51%

Chocolate confectionery:	Q1	Q2	YTD
Volume	+ 218%	+ 94%	+ 129%
Value	+ 252%	+ 105%	+ 144%

Premium Staples:	Q1	Q2	YTD
Volume	- 12%	- 9%	- 11%
Value	- 8%	-	- 4%

Mass Staples:	Q1	Q2	YTD
Volume	- 74%	- 70%	- 72%
Value	- 71%	- 65%	- 67%



Foods business touches Rs. 124 Crore – closest ever to annualized run rate of Rs. 500 Crore.

RTC Value Growth moves out of negative space driven by Pricing & Mix. Volume continues to reflect elevated consumption in Q2 of PY driven by second wave of Covid19.

RTE strong growth continues led by the RTE Popcorn Business.

Strong Volume growth in Spreads reflects actions taken on pricing in FY'22. Roll out of high protein variant “PeAq” underway.

Steady Volume growth in Breakfast Cereals driven by Distribution Expansion – category distribution starts to nudge the 100,000 mark. Clear leadership in “Cereals as a Snack”. Work underway on attacking the main Category.

Strong growth in Sundrop Duo driven by Distribution Expansion – category distribution starts to nudge the 100,000 mark. 2nd line installation completed.

Lower Volumes of Premium Staples reflects impact of steep increase in Commodity Prices.

Mass Staples Volumes in line with strategy - franchising of Crystal.

PERFORMANCE HIGHLIGHTS

- Foods business touches Rs. 124 crores- closest ever to an annualized run rate of Rs. 500 crores.
- Gross Margin on Foods improves post commodity inputs spike in Q1 - up to Rs. 28.7 crores, 53% higher than Q1 and 5% higher than PY.
- Gross Margin on Staples marginally higher than PY at Rs. 15.6 crores (PY Rs. 14.8 crores) as Company balances Volume with Margin.
- Premium staples Volumes at 91% of Prior Year reflecting price table vs PY.
- Mass staples Volumes in line with strategy to reduce revenue exposure to swings in commodity prices.
- ATFL thanks all stakeholders for their support as it works towards being one of “India’s Best Performing Most Respected Food Companies”.