

Q3 FOODS BUSINESS AT INR 116 CRORE - UP 7% VS PY. STRONG RECOVERY IN GROSS MARGINS POST HIGH INPUT COST INFLATION IN EARLY FY'23.

Total Foods:	Q1	Q2	Q3	YTD
Volume	+ 11%	+ 9%	+ 6%	+ 9%
Value	+ 11%	+ 13%	+ 7%	+10%

Ready to Cook Snacks:	Q1	Q2	Q3	YTD
Volume	- 5%	- 4%	- 6%	- 4%
Value	- 4%	+ 1%	- 3%	- 1%

Ready to Eat Snacks:	Q1	Q2	Q3	YTD
Volume	+ 65%	+ 32%	+ 36%	+ 41%
Value	+ 79%	+ 50%	+ 37%	+ 51%

Spreads & Dips:	Q1	Q2	Q3	YTD
Volume	+ 28%	+ 30%	+ 20%	+ 26%
Value	+ 10%	+ 14%	+ 5%	+ 10%

Cereals:	Q1	Q2	Q3	YTD
Volume	+ 54 %	+ 40%	+ 67%	+ 54%
Value	+ 58 %	+ 46%	+ 60%	+ 54%

Chocolate confectionery:	Q1	Q2	Q3	YTD
Volume	+ 218%	+ 94%	+ 28%	+ 79%
Value	+ 252%	+ 105%	+ 38%	+ 92%

Premium Staples:	Q1	Q2	Q3	YTD
Volume	- 12%	- 9%	- 15%	- 12%
Value	- 8%	-	- 10%	- 6%

Mass Staples:	Q1	Q2	Q3	YTD
Volume	- 74%	- 70%	- 60%	- 68%
Value	- 71%	- 65%	- 53%	- 63%



AGRO TECH FOODS LTD Q3 FY'23 HIGHLIGHTS

Moderate Volume Growth in Foods with RTC still lapping PY Covid19 Base.

RTC continues to reflect elevated consumption in Q3 of PY driven by second wave of Covid19. Media spend levels increased starting December 2022. Steady distribution expansion continues.

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" continues.

Steady Volume growth in Breakfast Cereals driven by Distribution Expansion, launch of Cookie & Creme and roll out of Value Added Oats. Clear leadership in "Cereals as a Snack".

Supply Chain issues hamper growth of Chocolates in Q3. Actions underway to streamline supply chain in Q4 to enable a significant contribution to FY'24 Foods Growth.

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

Mass Staples Volumes in line with strategy- effective November 2021 the Crystal brand was moved to a franchising model.

PERFORMANCE HIGHLIGHTS

- Moderate Volume Growth in Foods with RTC lapping PY Covid19 Base.
- Q3 Gross Contribution on Foods back to historical 45%+ level resulting in steady improvement in GM%.
- Gross Margin on Staples marginally higher than PY at Rs. 22.3 crores (PY Rs. 19.9 crores) as Company balances Volume with Margin.
- Premium staples Volumes at 88% 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".