

**Q4 FOODS REVENUES OF INR 103 CRORE UP 3% VS PY.
FY'23 FOODS GROWTH OF 9% WITH NON RTC AT 28%.**

Total Foods:	Q1	Q2	Q3	Q4	YTD
Volume	+ 11%	+ 9%	+ 6%	+ 2%	+ 7%
Value	+ 11%	+ 13%	+ 7%	+3%	+ 9%

Ready to Cook Snacks:	Q1	Q2	Q3	Q4	YTD
Volume	- 5%	- 4%	- 6%	- 8%	- 5%
Value	- 4%	+ 1%	- 3%	- 7%	- 3%

Ready to Eat Snacks:	Q1	Q2	Q3	Q4	YTD
Volume	+ 65%	+ 32%	+ 36%	+ 27%	+ 37%
Value	+ 79%	+ 50%	+ 37%	+ 30%	+ 45%

Spreads & Dips:	Q1	Q2	Q3	Q4	YTD
Volume	+ 28%	+ 30%	+ 20%	+ 9%	+ 22%
Value	+ 10%	+ 14%	+ 5%	+ 3%	+ 8%

Cereals:	Q1	Q2	Q3	Q4	YTD
Volume	+ 54 %	+ 40%	+ 67%	+ 38%	+ 49%
Value	+ 58 %	+ 46%	+ 60%	+ 42%	+ 51%

Chocolate confectionery:	Q1	Q2	Q3	Q4	YTD
Volume	+ 218%	+ 94%	+ 28%	+ 24%	+ 59%
Value	+ 252%	+ 105%	+ 38%	+ 30%	+ 69%

Premium Staples:	Q1	Q2	Q3	Q4	YTD
Volume	- 12%	- 9%	- 15%	- 14%	- 13%
Value	- 8%	-	- 10%	- 12%	- 8%

Mass Staples:	Q1	Q2	Q3	Q4	YTD
Volume	- 74%	- 70%	- 60%	- 22%	- 62%
Value	- 71%	- 65%	- 53%	- 10%	- 56%

AGRO TECH FOODS LTD Q4, FY'23 HIGHLIGHTS

Impact of Omicron (3rd wave of Covid19) visible in Overall Foods Growth.

RTC reflects elevated consumption in Q4 of PY driven by third wave of Covid19. Increased level of Media investments, Expansion of Distribution and Effective Use of the Rs.15 Pack with Retail Demos key to minimizing attrition.

RTE strong growth continues led by the RTE Popcorn Business. Increased share of Sweet and operating leverage help to improve profitability.

Strong Volume growth in Spreads reflects actions taken on pricing in FY'22. Roll out of "PeAq" underway.

Steady Volume growth in Breakfast Cereals driven by Distribution Expansion, launch of Cookie & Creme and roll out of Value Added Oats.

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

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

Mass Staples Volumes in line with strategy- Crystal franchised effective November 2021.



PERFORMANCE HIGHLIGHTS

- Moderate Volume Growth in Foods with RTC lapping PY Covid19 Base (Omicron 3rd Wave in Jan-Feb 2022).
- Q4 Gross Contribution on Foods of 46% back to historical 45%+ level.
- FY'23 GM on Foods increases from Rs. 94 crore to Rs. 97 crore. FY'23 GM on staples up from Rs. 75 crore to Rs. 77 crore.
- Premium staples Volumes at 86% of Prior Year reflecting price premium to market.
- 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".