

Q1 FOODS REVENUES OF INR 103 CRORE UP 10% VS PY.

RTC RETURNS TO GROWTH; DEFLATIONARY IMPACT LARGELY OFFSET.

Total Foods:	Q1 FY 23	Q2 FY 23	Q3 FY 23	Q4 FY 23	Q1 FY 24
Volume	+ 11%	+ 9%	+ 6%	+ 2%	+ 9%
Value	+ 11%	+ 13%	+ 7%	+ 3%	+ 10%

Ready to Cook Snacks:	Q1 FY 23	Q2 FY 23	Q3 FY 23	Q4 FY 23	Q1 FY 24
Volume	- 5%	- 4%	- 6%	- 8%	+ 4%
Value	- 4%	+ 1%	- 3%	- 7%	+ 4%

Ready to Eat Snacks:	Q1 FY 23	Q2 FY 23	Q3 FY 23	Q4 FY 23	Q1 FY 24
Volume	+ 65%	+ 32%	+ 36%	+ 27%	+ 35%
Value	+ 79%	+ 50%	+ 37%	+ 30%	+ 32%

Spreads:	Q1 FY 23	Q2 FY 23	Q3 FY 23	Q4 FY 23	Q1 FY 24
Volume	+ 28%	+ 30%	+ 20%	+ 9%	-
Value	+ 10%	+ 14%	+ 5%	+ 3%	- 2%

Cereals:	Q1 FY 23	Q2 FY 23	Q3 FY 23	Q4 FY 23	Q1 FY 24
Volume	+ 54%	+ 40%	+ 67%	+ 38%	+ 40%
Value	+ 58%	+ 46%	+ 60%	+ 42%	+ 49%

Chocolate Confectionery:	Q1 FY 23	Q2 FY 23	Q3 FY 23	Q4 FY 23	Q1 FY 24
Volume	+ 218%	+ 94%	+ 28%	+ 24%	+ 38%
Value	+ 252%	+105%	+ 38%	+ 30%	+ 37%

Premium Staples:	Q1 FY 23	Q2 FY 23	Q3 FY 23	Q4 FY 23	Q1 FY 24
Volume	- 12%	- 9%	- 15%	- 14%	+ 5%
Value	- 8%	-	- 10%	- 12%	- 13%

Mass Staples:	Q1 FY 23	Q2 FY 23	Q3 FY 23	Q4 FY 23	Q1 FY 24
Volume	- 74%	- 70%	- 60%	- 22%	+ 49%
Value	- 71%	- 65%	- 53%	- 10%	+ 38%



AGRO TECH FOODS LTD Q1, FY'24 HIGHLIGHTS

Total Foods bounces up to c 10% growth with gradual ending of Covid 19 base impact on RTC Popcorn.

RTC returns to growth driven by Act II Popcorn with more normal bases in PY.

RTE category continues with strong growth driven by Act II Popcorn. Launch of Panned helps to further improve growth rates.

Volume of Spreads reflects lapping of price reduction actions in PY in Peanut Butter. Actions taken to address soft start including shifting of focus to Sweet PB at the Rs. 99 and Rs. 10 price points to drive distribution and trial.

Continued strong growth in the Breakfast Cereals Category driven by the Center Filled Cereals. Media support commenced in June 2023.

Duo-Chocolate continues to steadily gain distribution and acquire consumers.

Lower price realization in Premium staples partly offset by entry into Adjacencies (Oats) and higher Volumes of Mass staples. Together with steady growth in Foods ensures that distribution network profitability is not impacted by commodity price fluctuations.

PERFORMANCE HIGHLIGHTS

- Foods Growth of 10% reflects somewhat more normal base in PY. Increase in Foods Revenues, capturing of adjacencies in Premium Staples and higher shipments of Mass Staples help to hold up Total Revenue and protect distribution network from impact of commodity price fluctuations.
- ATFL thanks all stakeholders for their support as it works towards being one of "India's Best Performing Most Respected Food Companies".