

Q2 FOODS REVENUES OF INR 124 CRORE FLAT TO PY.

YTD FOODS GROWTH OF 6% IN VOLUME & 4% IN VALUE.

Total Foods:	Q1	Q2	YTD
	FY 24	FY 24	FY 24
Volume	+ 9%	+ 3%	+ 6%
Value	+ 10%	-	+ 4%

Ready to Cook Snacks:	Q1	Q2	YTD
	FY 24	FY 24	FY 24
Volume	+ 4%	+ 1%	+ 2%
Value	+ 4%	- 4%	-

Ready to Eat Snacks:	Q1	Q2	YTD
	FY 24	FY 24	FY 24
Volume	+ 35%	+ 15%	+ 24%
Value	+ 32%	+ 15%	+ 23%

Spreads & Dips:	Q1	Q2	YTD
	FY 24	FY 24	FY 24
Volume	-	- 4%	- 2%
Value	- 2%	- 7%	- 5%

Cereals:	Q1	Q2	YTD
	FY 24	FY 24	FY 24
Volume	+ 40%	+ 43%	+ 41%
Value	+ 49%	+ 45%	+ 47%

Chocolate Confectionery:	Q1	Q2	YTD
	FY 24	FY 24	FY 24
Volume	+ 38%	+ 9%	+ 20%
Value	+ 37%	- 1%	+ 14%

Premium Staples:	Q1	Q2	YTD
	FY 24	FY 24	FY 24
Volume	+ 5%	- 10%	- 3%
Value	- 13%	- 31%	- 23%

Mass Staples:	Q1	Q2	YTD
	FY 24	FY 24	FY 24
Volume	+ 49%	- 10%	+ 11%
Value	+ 38%	- 24%	- 1%



AGRO TECH FOODS LTD Q2, FY'24 HIGHLIGHTS

Soft Quarter with no Foods Growth – most likely due to unusual phasing by Quarter in PY. YTD Foods Volume Growth of 6% (4% in Value) more representative of current growth rates. Key focus areas of RTC and Spreads being addressed.

RTC: Base Instant Popcorn business returns to mid- single digit Volume Growth. However, pricing and non-Popcorn business lowers YTD Comparison.

RTE Snacks: Steady Volume growth in RTE Popcorn drives Volume and Revenue Growth in the Category.

Spreads: Volumes still to reflect the impact of actions underway in the small and mid-size packs of Peanut Butter. Expect to see this in the second half of FY'24.

Breakfast Cereals - Continued strong growth in the Category driven by Center Filled Cereals but also performance of base extruded cereals and Value-Added Oats.

Chocolates: Media support for the category commenced in September in line with strategy to maximize Volumes before start of advertising.

Premium Staples - Impact of price reductions in Edible Oils partly offset by entry into adjacencies of Oats & Almonds. Helps to support both Volume & Value.

Mass staples - Volume reflects reactivation of select SKU's to minimize impact of price deflation on Distribution network. Value reflects impact of pricing.

PERFORMANCE HIGHLIGHTS

- Soft Quarter with no Foods Growth most likely due to unusual phasing by Quarter in Previous year.
- Incremental Gross Margin of c Rs. 4.5 crore largely re-invested in A&P across 4 categories.
- RTC and Spreads being addressed to ensure return to growth algorithm.
- Q2 PBT and PAT are INR 2.5 crore and INR 1.9 crore respectively. YTD PBT and PAT are INR 8.7 crore and INR 6.4 crore respectively.
- ATFL thanks all stakeholders for their support as it works towards being one of “India’s Best Performing Most Respected Food Companies”.