

**Q3 FOODS REVENUES OF INR 118 CRORE UP 1% VS PY.
YTD FOODS GROWTH OF 5% IN VOLUME & 3% IN VALUE.**

Total Foods:	Q1 FY 24	Q2 FY 24	Q3 FY 24	YTD FY 24
Volume	+ 9%	+ 3%	+ 4%	+ 5%
Value	+ 10%	+ 0%	+ 1%	+ 3%

Ready to Cook Snacks:	Q1 FY 24	Q2 FY 24	Q3 FY 24	YTD FY 24
Volume	+ 4%	+ 1%	+ 4%	+ 3%
Value	+ 4%	- 4%	+ 0%	+ 0%

Ready to Eat Snacks:	Q1 FY 24	Q2 FY 24	Q3 FY 24	YTD FY 24
Volume	+ 35%	+ 15%	+ 15%	+ 20%
Value	+ 32%	+ 15%	+ 13%	+ 19%

Spreads & Dips:	Q1 FY 24	Q2 FY 24	Q3 FY 24	YTD FY 24
Volume	+ 0%	- 4%	- 5%	- 3%
Value	- 2%	- 7%	- 8%	- 6%

Cereals:	Q1 FY 24	Q2 FY 24	Q3 FY 24	YTD FY 24
Volume	+ 40%	+ 43%	- 3%	+ 23%
Value	+ 49%	+ 45%	+ 6%	+ 30%

Chocolate Confectionery:	Q1 FY 24	Q2 FY 24	Q3 FY 24	YTD FY 24
Volume	+ 38%	+ 9%	+ 11%	+ 17%
Value	+ 37%	- 1%	+ 7%	+ 11%

Premium Staples:	Q1 FY 24	Q2 FY 24	Q3 FY 24	YTD FY 24
Volume	+ 5%	- 10%	- 12%	- 6%
Value	- 13%	- 31%	- 32%	- 26%

Mass Staples:	Q1 FY 24	Q2 FY 24	Q3 FY 24	YTD FY 24
Volume	+ 49%	- 10%	+ 7%	+ 9%
Value	+ 38%	- 24%	- 18%	- 8%



**AGRO TECH FOODS LTD
Q3, FY'24 HIGHLIGHTS**

Q3 results reflect largely the drag on Revenue of slow growth in RTC and Volume softness in Spreads. Both businesses are however responding to actions taken and as they return to the 8-10% growth levels will drive total growth rate to our desired algorithm.

RTC: Base Instant Popcorn business steady at a c 5% Volume Growth indicating that the post Covid phase is over. Going forward we will plan to tweak the media support and distribution investments to bring the business to the 8% growth level. By end Q4, pricing will be in line with PY eliminating the Volume/Value Gap.

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

Spreads: Steadily regaining ground in Mid-Size Packs driven by Honey Roast PB -General Trade already up 3% in Volume in Q3. Expect to rapidly return to the 8-10% growth level.

Breakfast Cereals – Q3 reflects the base impact of launch of Masala Oats in Q3 of PY. Business continues to have strong momentum.

Chocolates: Steady expansion in distribution (up to c 120M stores). Rs. 10 packs continue to do well but Rs. 5 below expectations. Excellent response to the Gift Packs this Diwali and work underway to broaden the Rs. 10 presence.

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. Value reflects impact of pricing.

PERFORMANCE HIGHLIGHTS

- Foods Growth Rate starts to inch up but Spreads and RTC continue to be a drag.
- Continue to investment in A&P across 4 categories.
- Q3 PBT and PAT are INR 3.4 crore and INR 2.5 crore respectively. YTD PBT and PAT are INR 12.1 crore and INR 8.9 crore respectively.
- ATFL thanks all stakeholders for their support as it works towards being one of “India’s Best Performing Most Respected Food Companies”.