



Corporate Office: 1401-1411, 14th Floor, Logix City Center,
Sector-32, Noida-201301 (U.P.)
Tel. : 0120- 6013232

5th February, 2021

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, <u>Mumbai – 400 001</u> Scrip Code: 519588	National Stock Exchange of India Ltd. (NSE) Exchange Plaza, Bandra Kurla Complex, Bandra (E), <u>Mumbai – 400 051</u> Scrip Code: DFMFOODS
--	---

Dear Sirs,

Sub: **Investor Release**

Please find enclosed herewith an Investor Release on Unaudited Financial Results for the third quarter ended 31st December, 2020.

Thanking you.

Yours faithfully,
For DFM Foods Limited

(R.S. Tomer)
Company Secretary



Encl: As above



Q3 FY 21 Highlights

On a YoY basis, Q3 Revenue grew by 0.6% & Adjusted EBITDA grew by 29.4%

Noida, Feb 5, 2021: The Board of Directors, at its meeting held on Feb 5, 2021 approved the results of the Company for the quarter ended 31st December, 2020. Revenue for the Quarter stood at Rs. 135.4 Cr, up 0.6% on YoY basis & down 4.2% on QoQ basis. On YoY basis, gross margins improved by 80 bps and adjusted EBITDA grew by 29.4%. On QoQ basis, gross margin was maintained and adjusted EBITDA declined by 13.8%.

Commenting on the Quarter results, Company's Managing Director & CEO Lagan Shastri said

"Q3-FY21 was a strong quarter in the face of sustained industry headwinds. Overall consumer demand for impulse snacking continued to be challenged, as outdoor access for children remained restricted. Despite the overall extruded snacks category seeing decline, we improved our market share and recovered back to pre-covid levels. On the cost front, we continue to focus on improving margins through optimization initiatives across the value chain, despite challenges from inflation in oil & other raw materials. We test launched a variant during the quarter, which has received good feedback. We have increased focus on sales infrastructure development and marketing. We continue to focus on operational excellence for driving sustained growth."

About DFM Foods Ltd.:

DFM Foods Limited, the initiator of packaged snack foods in the Indian market, is engaged in the business of manufacturing, selling, and marketing of packaged foods and has been a leader in the space for over 30 years. The company is listed on the National Stock Exchange (NSE) and BSE Ltd (BSE), and markets its products under the brand names of "CRAX", "CURLS", "NATKHAT" and "FRITTS". The product portfolio comprises of Corn Rings, Corn Puffs, Wheat Puffs, Cheese Balls, Corn and Potato Sticks and traditional Namkeens, sold through an extensive distribution network. The company has two state of the art processing units located at Ghaziabad and Greater Noida with a strong focus on revenue and distribution, innovative marketing and new product development.

For further information please contact:

Mr. Raju Singh Tomer
DFM FOODS LTD.
Tel: + 0120-6013232
Email: raju.tomer@dfmfoods.com

