

DAAWAT

THE FINEST



LT Foods



Financial Update - February 2018

Safe Harbor

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I 9M FY18 Performance & Business Highlights



Financial Highlights–9M FY18 Vs. 9M FY17 (Consol. Level)

- Topline growth of 10% to INR 2572 crore
- Gross Profit increased by 10%, to INR 730 crore
- EBITDA increased by 5% to INR 310 crore
- Profit Before Tax (PBT) improved by 27% to INR 171 crore
- Profit After Tax (PAT) at INR 110 crore, up by 20%
- Improvement in PAT Margin from 3.9% to 4.3%
- Contribution of branded revenue to overall revenue increased to c.61% (vs. 56%)
realizations up by 14% (Rs. 69/Kg Vs. Rs.61/Kg) level
- Improvement in debt-equity ratio from 2.51 to 1.26 and current ratio from 1.08 to 1.30
- Earnings per share improved from INR 3.43 to INR 4.10, up by 20%
- Market share increased to 28% in India as per AC Nielsen

Strategic Highlights – Equity Infusion through Qualified Institution Placement (QIP)

- In the last quarter, LT Foods achieved a major milestone by raising c. 400 crore from equity market from renowned Indian and Global funds
- The investors have showed their faith in the future growth drivers of the Company such as expanding the product portfolio and geographical presence in key growth and stable markets
- The funds raised will be utilized to deleverage and to strengthen its balance sheet
- Leading funds like SBI MF, DSP Black Rock MF, Morgan, Citi, Reliance MF among others have participated in the QIP

Strategic Highlights – Launched New Avatar of “Daawat” for UK & European Market

- During the last quarter, LT Foods announced an extension to their strategy for the critical European market, including UK
- Launched the new avatar of leading brand “Daawat”
- New initiative will give the brand a new look and feel with more information to the consumer



Strategic Highlights – Modernization of Organic Facility

- In this quarter, the Company has upgraded and modernized its existing Organic facility to help EcoLife gain market share in both India and International markets
- The Company's strategic intent is to now focus on the demand of Indian market which is growing at a faster pace





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