



# LT Foods

**LT FOODS LIMITED**

**CORPORATE OFFICE**

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CIN No. : L74899DL1990PLC041790

**Registered Office**

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Ref- LTF/ SE/ 2021-22

Date: 2<sup>nd</sup> December, 2021

To:

<b>The Bombay Stock Exchange (BSE Limited ) Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001</b>	<b>National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai - 400 051</b>
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Dear Sir,

**Sub:- Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation**

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of the Investor Presentation that we propose to make during the virtual conference call for investors scheduled to be held on Thursday, 2<sup>nd</sup> December, 2021 is enclosed herewith.

The said Investor Presentation has also been uploaded on the Company's website i.e. [www.ltgroup.in](http://www.ltgroup.in).

You are requested to take the same on record.

Thanking you,

Yours truly

**For LT Foods Limited**

**Monika Chawla Jaggia  
Company Secretary  
Membership No. F5150**

[www.ltgroup.in](http://www.ltgroup.in)



**ROYAL. Devaaya**





**LT FOODS**  
NURTURING GOODNESS



# Investor Presentation

December 2021

# Safe Harbour Statement

This presentation and the accompanying slides (the 'Presentation'), which have been prepared by LT Foods Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contractor binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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This presentation contains certain forward-looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

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Who We Are

Strategic Focus

Growth

Margin Expansion

Strengthening Financial Metrics

LT Foods' Scorecard

Going Forward – Strategic Focus



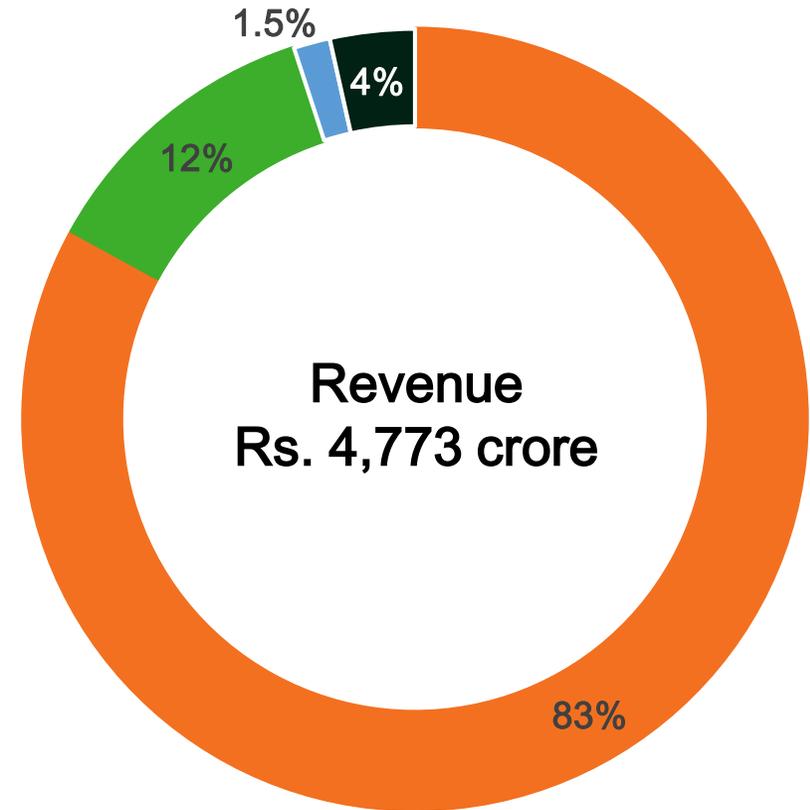
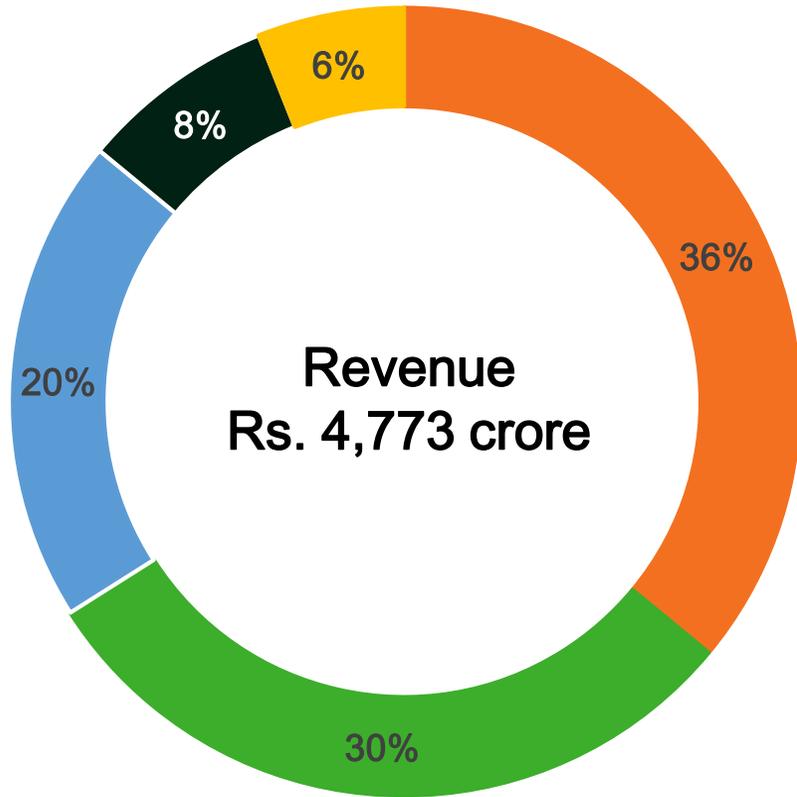
# Who We Are

**LT Foods is a 70-year-old consumer food company that is a leading player in the specialty rice and rice food products business across the globe, delivering the finest quality and taste experiences in more than 60 countries.**

**The company portfolio includes a range of power brands that include Daawat- one of India's most loved and consumed Basmati brands, Royal- North America's no. 1 Basmati player and other regional leading brands.**

**The company is also proudly expanding its organic play by supplying organic food ingredients to leading businesses as well as offering organic staples to consumers in markets across the globe.**

# Global Footprint & Diversified Portfolio



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# Strategic Focus

- **Grow 3 business segments**
  - **Basmati & Other Specialty Rice Business**
  - **Organic Business**
  - **Convenience & Health Business**
- **Margin Expansion**
- **Strengthen Financial Metrics**

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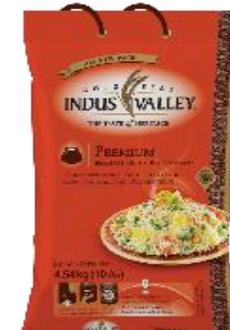
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# Basmati & Other Specialty Rice Business

- Growing at a 3 Year CAGR of 8%, contributes 83% to revenue led by flagship brand “Daawat” with 28%\* market share in India and “Royal” with 50% market share in North America
- Company has adopted inorganic routes as well to strengthen its business across globe
  - Successful acquisition and integration of brand “Royal” and “817 Elephant” in North America
  - Acquired Indus Valley and Rozana brands from Hindustan Unilever in the Middle East
- The Company set up greenfield operations in Europe in 2017 and currently holds c. 15% market share
- Holds leadership position in several markets in Rest of the World



\* As per AC Nielsen

# Basmati & Other Specialty Rice Business

- Premium portfolio up by 10% led by 9% growth in India and 10% growth in International business
- Distribution Network and reach to Retail outlets doubled in the last 4 years in India ; currently we have 1200+ distributors in India, 100+ in international market and presence across 1,37,000+ retail outlets
- Daawat consuming Households up by 38%\*\* in the last 4 years
- Market leader in Modern Trade category in India with 45%\* market share and 28%\* market Share in overall India market

# Organic Business

- Growing at a 3 Year CAGR of 24%, contributes 12% to revenue
- Pioneered Organic Business in 1990
- Associated with 64,000+ farmer families and 94,000+ hectares of certified organic land
- Emerged as a innovative global leader in providing authentic organic food ingredients to the marquee customers in US and Europe
- Diversified portfolio includes rice, pulses, spices, cereals, grains, soya based products, oil, millets, flour, etc.
- Distribution Hubs in US & Europe to strengthen local presence in these markets

# Convenience & Health Food Business

- Growing at a 3 Year CAGR of 49%, contributes c. 1.5% to revenue
- Keeping a close tap on evolving consumer trends and leveraging the strong equity and distribution network of flagship brands “Daawat” and “Royal”
- Launched products on the convenience platform Daawat Sauté Sauces, Daawat Cuppa Rice, Royal Ready-to-Heat, Kari Kari and Daawat Quick Cooking Brown Rice and Daawat Sehat on the health platform



Royal Ready to Heat



Daawat Sauté Sauces



Daawat Cuppa Rice



Kari Kari



Daawat Quick Cooking Brown Rice



Daawat Sehat



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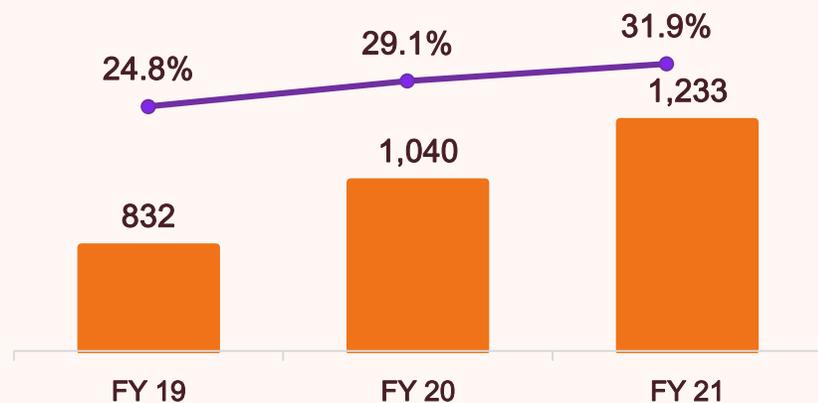
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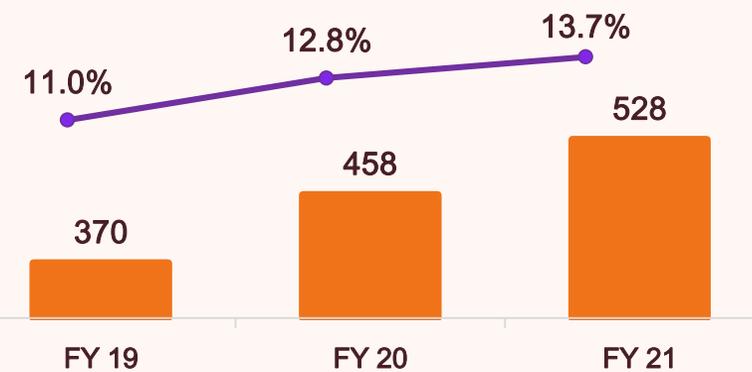


# Basmati and Other Specialty Rice Business Margins

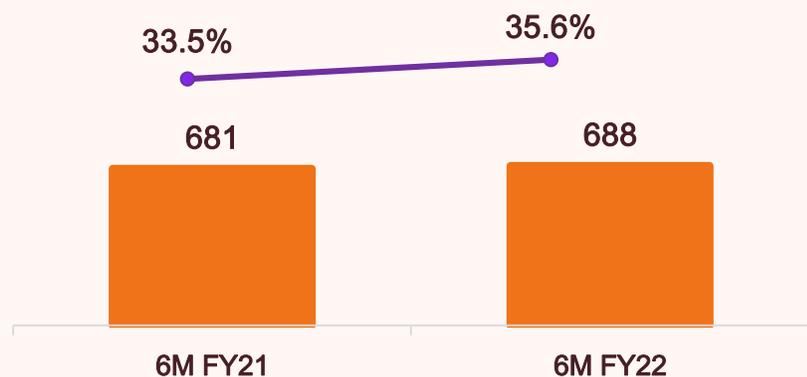
## Gross Profit & Margin



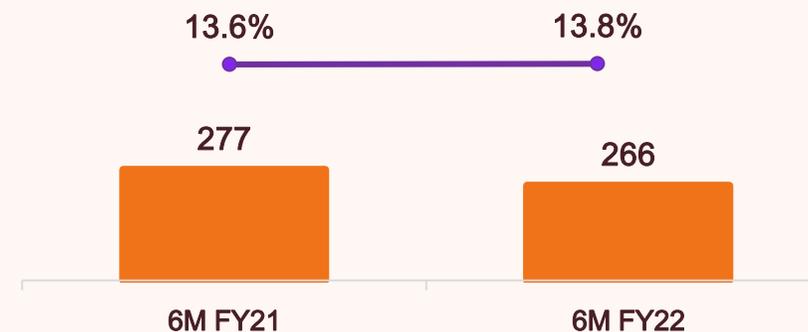
## EBITDA & Margin



## 6M Gross Profit & Margin



## 6M EBITDA & Margin



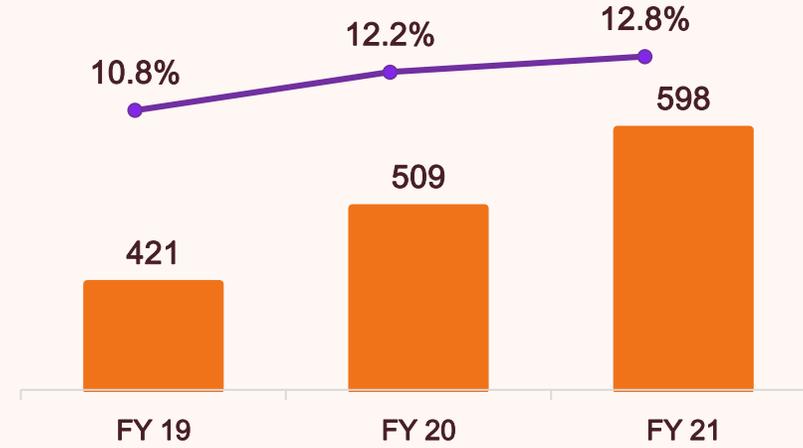
All Figures in Rs. crore unless specified

# Overall Margin Expansion

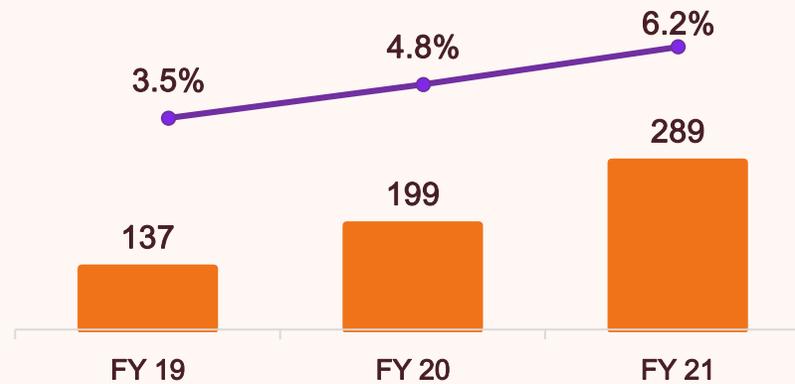
## Gross Profit & Margin



## EBITDA & Margin



## PAT & Margin



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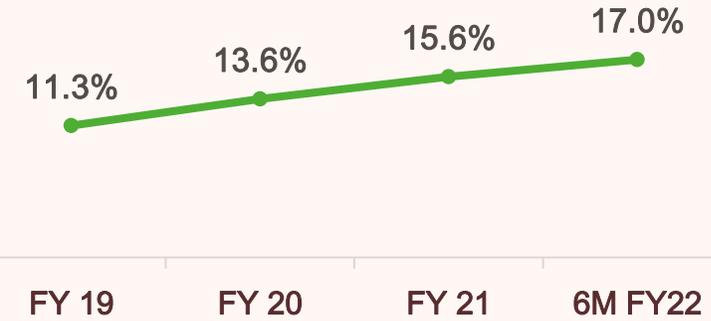


# Strengthening Financial Metrics

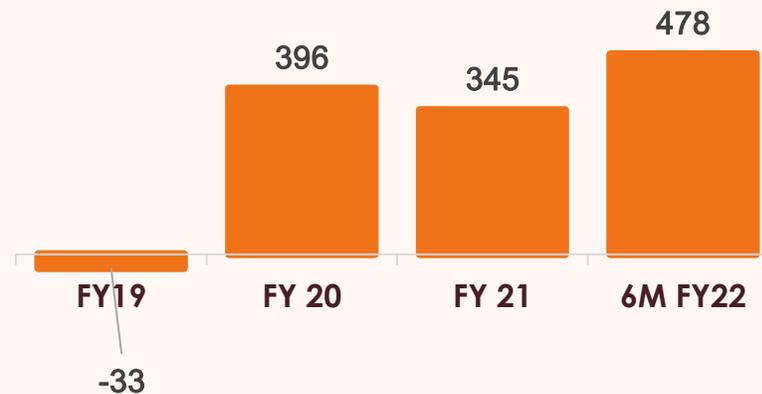
## Return on Equity (%)



## Return on Capital Employed (%)



## Free Cash Flow



All Figures in Rs. crore unless specified

# Strengthening Financial Metrics

## Debt - Equity



## Debt - EBITDA



## Interest Coverage Ratio



## Current Ratio



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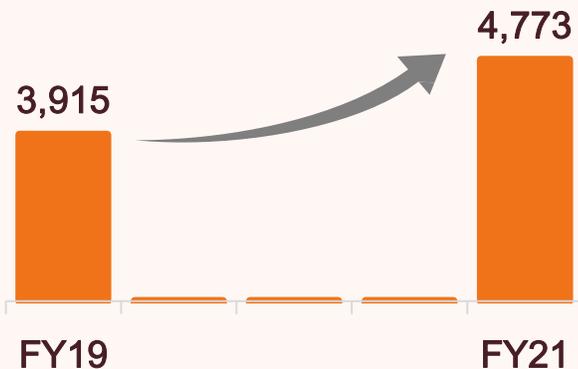
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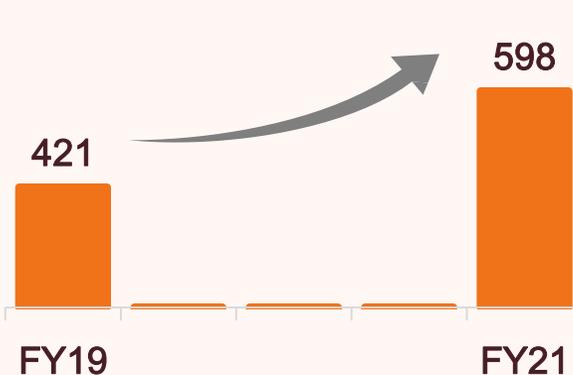


# LT Foods' 3 Year Score Card

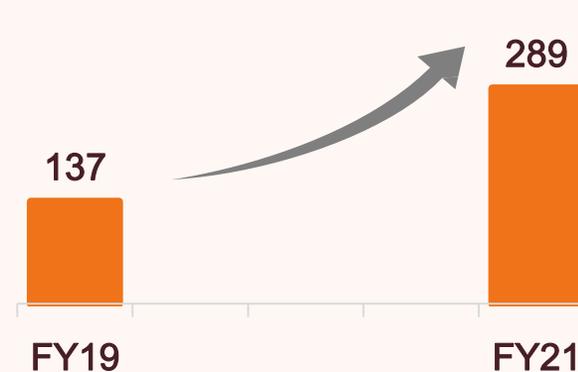
Revenue CAGR 9%



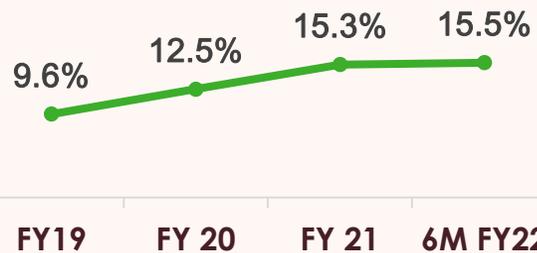
EBITDA CAGR 19%



PAT CAGR 45%



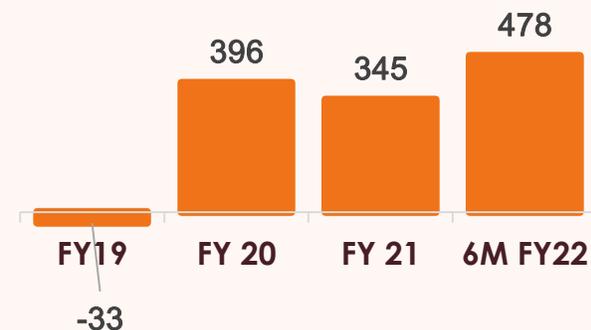
Return on Equity



Return on Capital Employed



Free Cash Flow



All Figures in Rs. crore unless specified

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# Going Forward - Strategic Focus Remains

- **Grow the 3 business segments**
  - 5 Year Revenue CAGR projected 10-12%
- **Margin Expansion**
  - Target 5 Year EBITDA Margin Expansion of c. 140-150 bps
- **Strengthen Financial Metrics**
  - Return On Capital Employed – c. 23%
  - Return On Equity – c. 20%

# Going Forward – Core Value Drivers

- Drive Revenue Growth in focused geographies through investments on consumer acquisition and retention and distribution expansion
- Further drive growth through expanding product portfolio via NPD focused on emerging consumer trends in food consumption
- Build margin in the entire value chain through operations efficiencies and scale
- Drive procurement efficiencies and cost while delivering superior product quality
- Focus on ESG across entire operations

# Investor's Contact

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## World of LT Foods



Devaaya®



KARI-KARI  
TANJORE PREMIUM SNACKS

