

## **Agro Tech Foods Limited**

3<sup>rd</sup> April, 2020

The Secretary,  
BSE Limited,  
Floor 25, Pheroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001.  
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The Manager  
Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra-Kurla Complex,  
Bandra (E), Mumbai – 400 051.  
Ph.No.022- 26598100 / 26598101  
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**Codes:** BSE Scrip code 500215, Co. code 1311  
NSE Symbol ATFL, Series EQ-Rolling Settlement

Dear Sirs,

Sub: Quarterly Update- interim result for Q4FY2019-20

This is to provide the interim update for Q4 and year ended March 31, 2020 as enclosed.

This will be followed by a detailed information Update once the Board approves the financial result for Q4 and year ended March 31, 2020.

Thanking you,

Yours faithfully  
For Agro Tech Foods Limited

Sd/-  
JYOTI CHAWLA  
Company Secretary & Compliance Officer  
M.No.9560193971

Note: Due to global outbreak of COVID-19 and nationwide lockdown directives, this document could not be signed physically and being submitted in SD/- mode.

ATFL an affiliate of  
  
Food you love

**STRONG GROWTH IN THE FOODS BUSINESS – UP 17% TO INR 64 CRORE - FULL YEAR GROWTH OF 15% UP TO RS. 259 CRORE OR 31% OF REVENUE.**

**AGRO TECH FOODS LTD  
INTERIM UPDATE  
Q4, FY'20**

<i>Ready to Cook Snacks:</i>	Q4, FY'20	FY'20
Volume	+ 26%	+ 16%
Value	+21%	+ 16%



<i>Ready to Eat Snacks:</i>	Q4, FY'20	FY'20
Volume	- 11%	+ 13%
Value	- 13%	+ 7%



<i>Spreads:</i>	Q4, FY'20	FY'20
Volume	+ 23%	+ 18%
Value	+ 23%	+ 17%



<i>Cereals &amp; Confectionery*</i>	Q4, FY'20	FY'20
Cereals	+ 320 bps	+ 159 bps
Chocolate Confectionery	+ 174 bps	+ 61 bps
*Contribution to Foods Value Growth		



<i>Edible Oils (Sundrop)</i>	Q4, FY'20	FY'20
Volume	-8%	-1%
Value	-6%	- 3%



<i>Edible Oils (Crystal)</i>	Q4, FY'20	FY'20
Volume	-4%	- 10%
Value	+ 5%	- 6%



**CURRENT OPERATIONS STATUS:**

- There was a significant impact of the Covid-19 disruption in the second half of March impacting the entire Supply Chain.
- Going forward the Company expects a steady improvement in the Supply Chain with increased regulator support and labor availability while the Company adapts to effective working in a social distancing environment. Management expects this to be a gradual process necessitating the minimizing of operating costs without compromising strategic levers. However, it also believes that the Company is well placed with the portfolio expansion work completed in FY'20, multi plant operations now in place and a strong distribution network.
- Detailed Financial Results will be published after the Audit Committee and Board Meeting to review and approve the Q4 and FY'20 results within due timelines.
- The Company has contributed a sum of Rs. 20 lacs to the PM CARES FUND.

Given the unprecedented situation due to Covid-19, the Company is providing an interim high level update for Quarter 4 and the Fiscal Year, FY'20. **All data provided is subject to the approval of the Board of Directors and Auditors.**

Ready to Cook Snacks registered a Value Growth of 21% largely driven by Volume Growth. Sweet Corn contributed to 402 bps of Value Growth in the Quarter.

Ready to Eat Snacks was the business most impacted by Covid-19 contributing to a 13% decline in Q4.

Spreads registered strong Value Growth of 23% driven by Peanut Butter which was up 17% and launch of Choco Spreads contributing to 600 bps of growth.

Sundrop Cereals contributed to 320 bps of Foods Growth in the Quarter and Sundrop Chocolate Confectionery to 174 bps of Foods Growth. Both products have been received very well.

Company efforts behind Sundrop Edible Oils ensured that Volume decline was limited to 1% in FY'20.

Crystal Edible Oils reflect the softness in first half of FY'20.