



LT Foods



Investor Presentation

July 2020

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We appreciate the efforts put in by the Health Workers, our Team Members, our Vendors,
our Business Partners and our Customers.



DAAWAT
THE FINEST BASMATI

ZINDAGI PHIR SAJEGI
with #PehliDaawat

Q1 FY21 Key Highlights (y-o-y)

Basmati & Other Specialty
Rice business up by **20%**

Organic business up by
79%

New Products Portfolio up by
100%

Gross Profit up by **28%**

EBITDA up by **29%**

EPS up by **85%**

Improvement in Debt to EBITDA
ratio¹ (**2.0x vs 3.0x**)

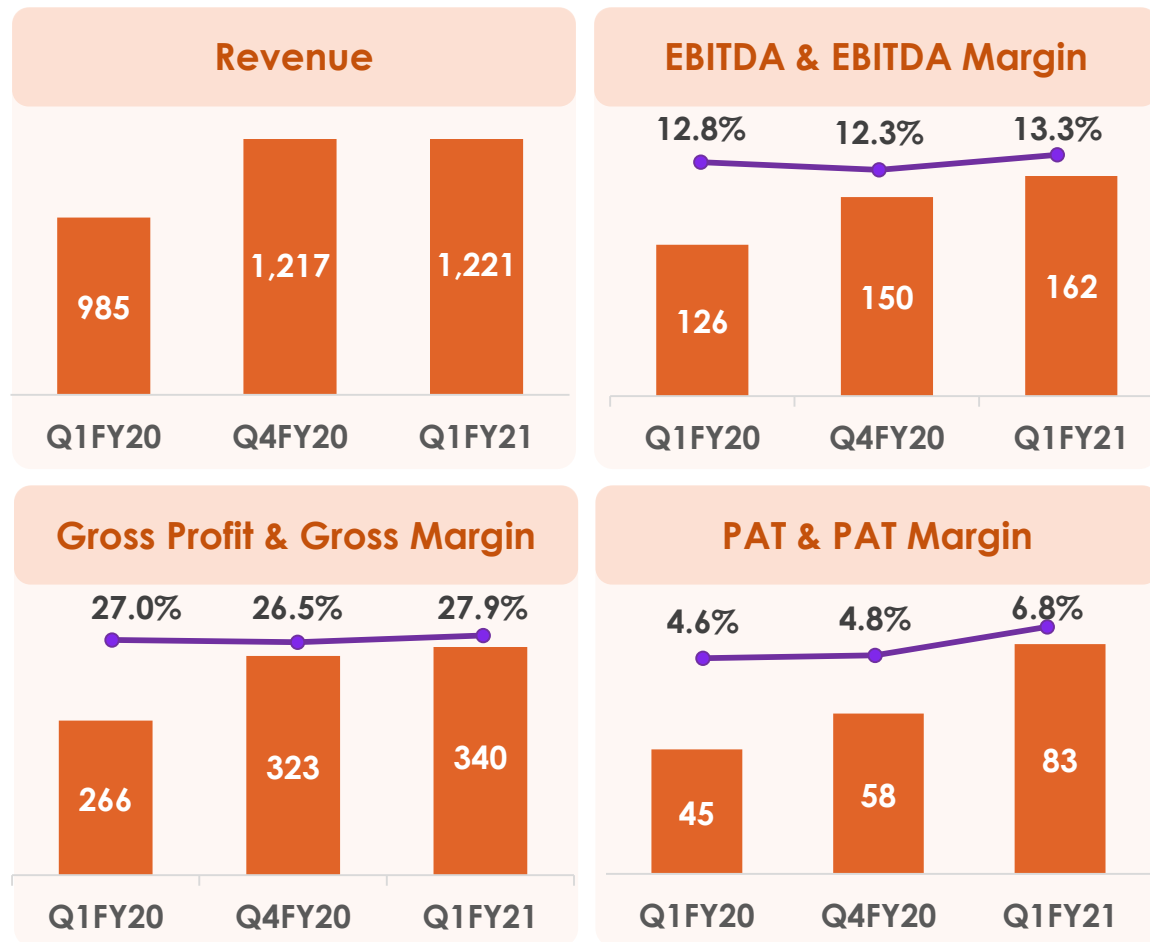
Debt down by **Rs. 200 cr**

ROCE¹ improved by **410 bps**
(**18.3% vs 14.2%**)

Cash Flow from Operations up by
44% to Rs. 235 crore

1. Annualized Basis

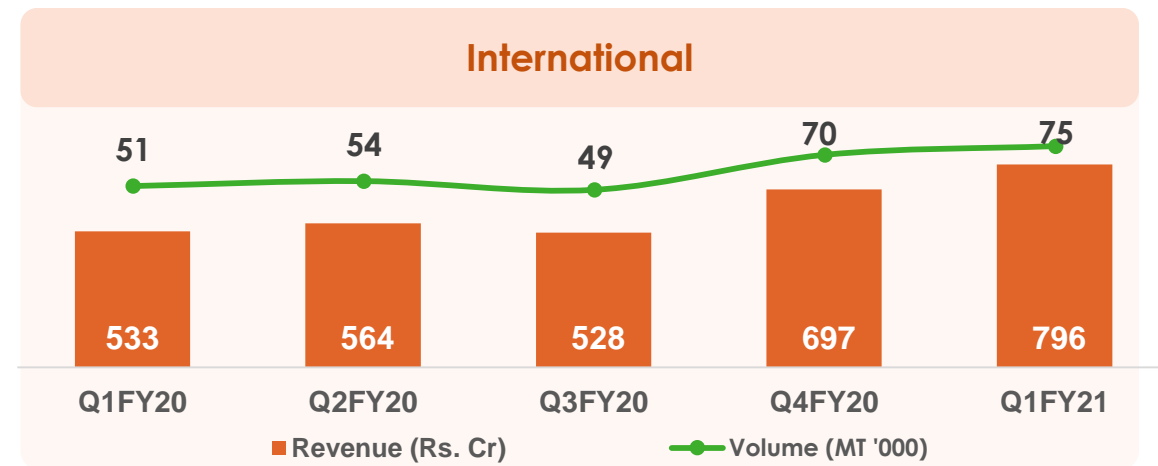
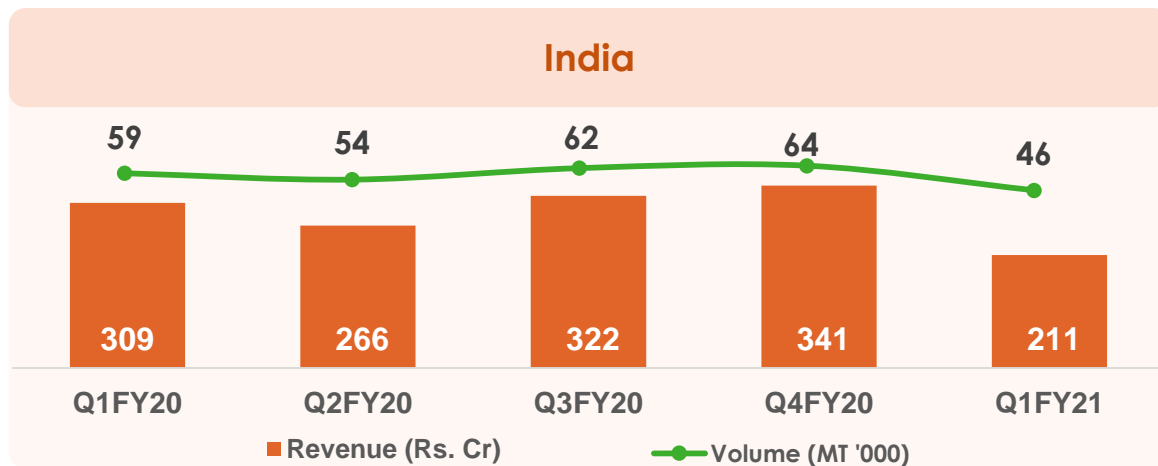
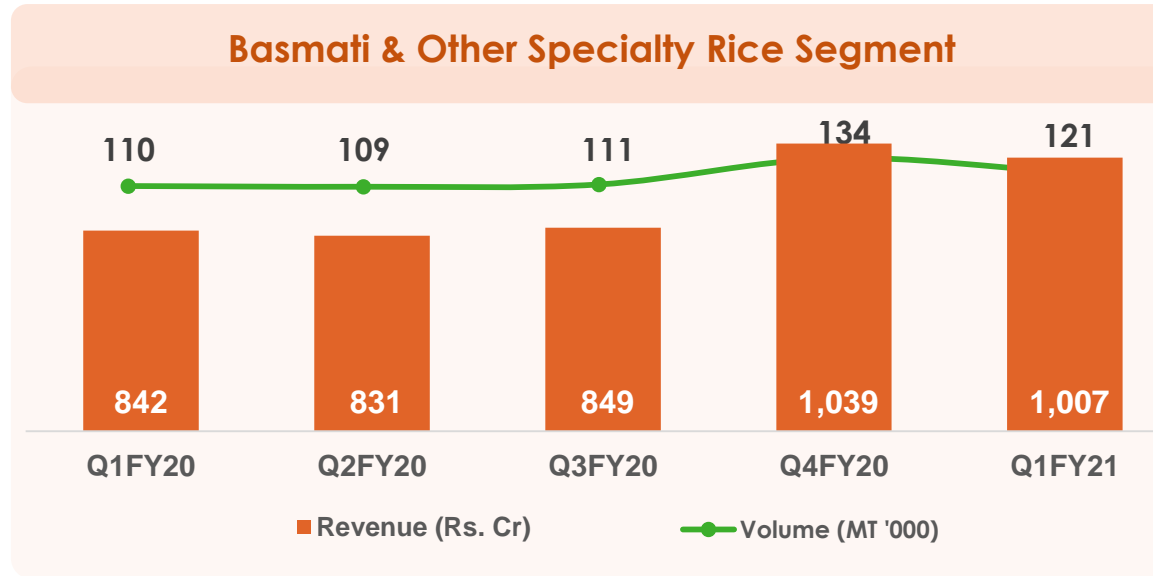
Q1 FY21 – Delivered another quarter with Strong Operating Performance



- Revenue up 24% y-o-y
- Gross Profit Margins increased by 86 bps on y-o-y basis, due to:
 - Change in product mix towards higher margin products
 - Cost Efficiencies
- EBITDA higher by 29% and margins have increased by 52 bps on y-o-y due to increase in Gross Profit
- PAT increased by 82% y-o-y and margins have increased by 216 bps, aided by saving in Finance Cost and lower Effective Tax Rate

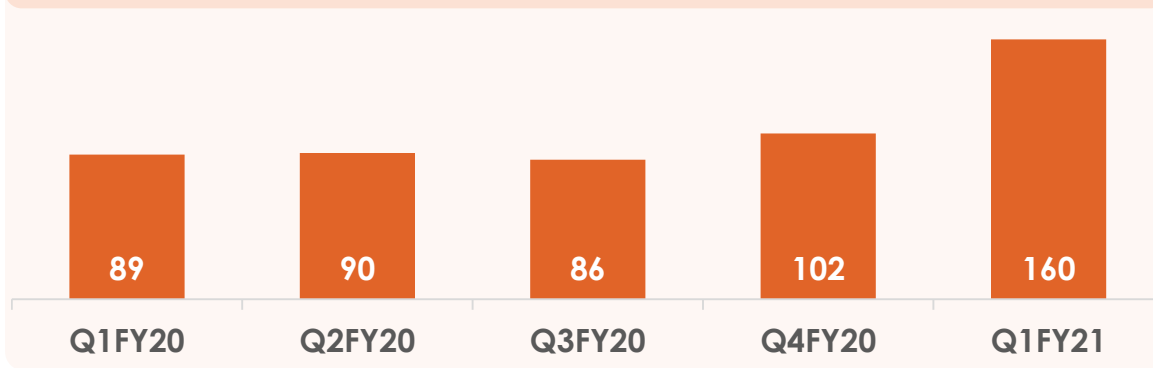
All Figures in Rs. cr unless specified

Business Segment Performance



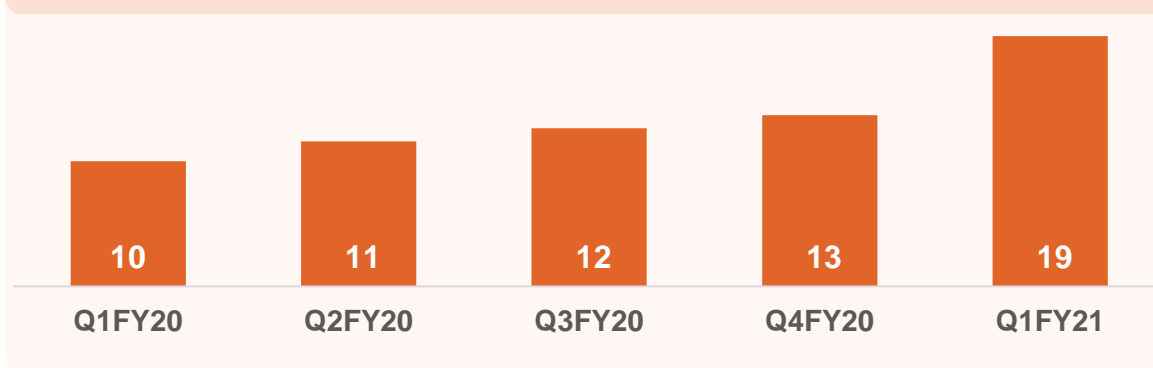
Business Segment Performance

Organic Segment Revenue (Rs. Cr)



Organic Portfolio contributes c.13% to overall revenue

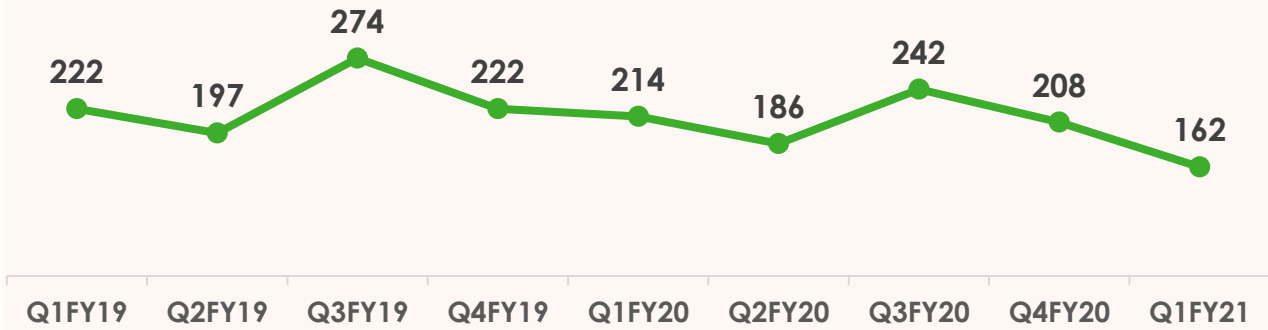
New Product Portfolio Revenue (Rs. Cr)



New Product Portfolio contributes c.2% to overall revenue

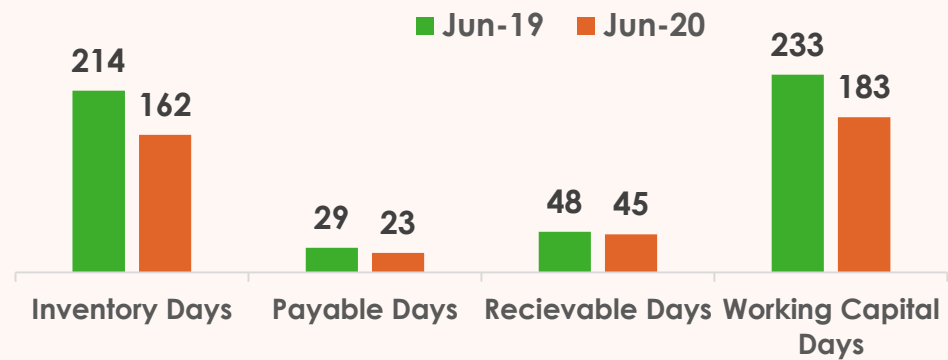
Inventory and Working Capital

Inventory Days



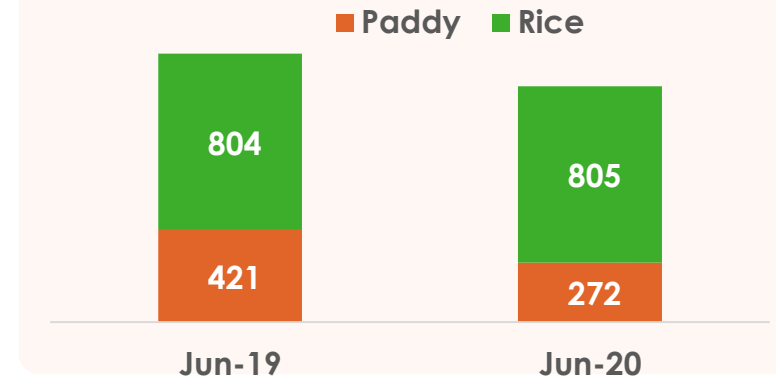
- Procurement of Paddy starts in Q3; this results in increase in inventory in Q3. It starts reducing in subsequent quarters and reaches the lowest level by Q2
- Basmati Rice is aged up to 24 months to enhance & intensify taste, aroma, and cooking characteristics. This requires company to maintain large inventory of paddy & rice.

Working Capital Days



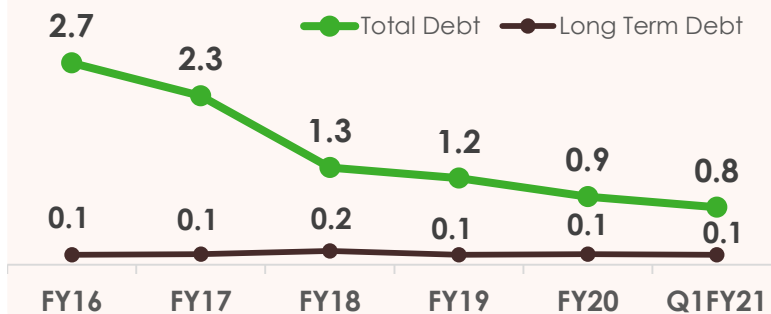
Working Capital Days have reduced by 51 days

Inventory Value (Rs. Cr)

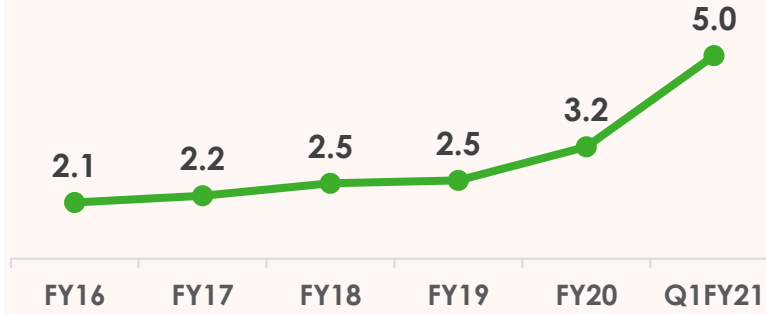


Key Financial Ratios and Other Growth Parameters

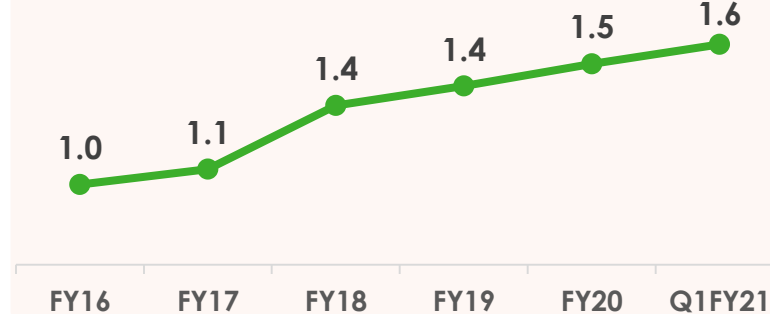
Debt/Equity



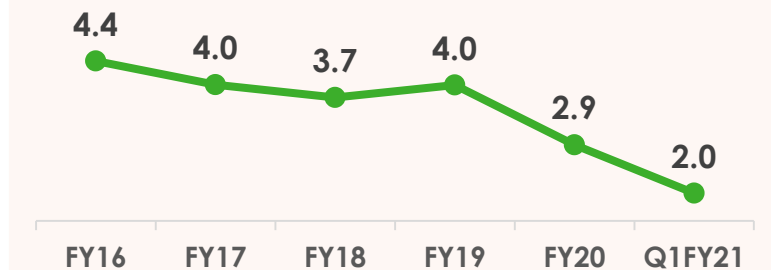
Interest Coverage Ratio



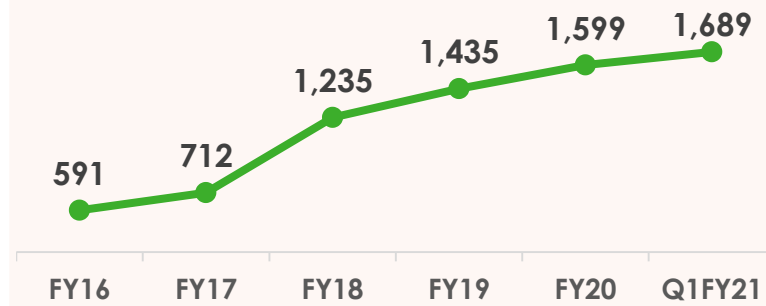
Current Ratio



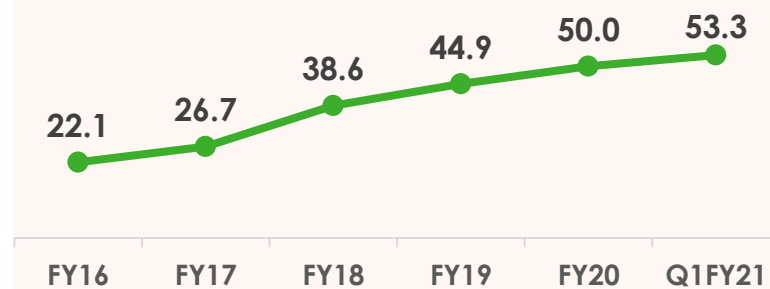
Debt EBITDA Ratio



Net worth (Rs. Cr)

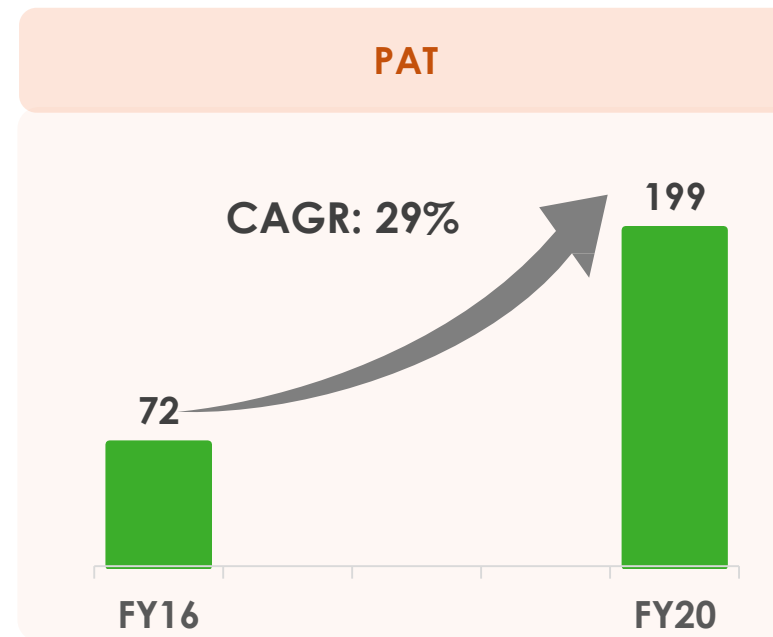
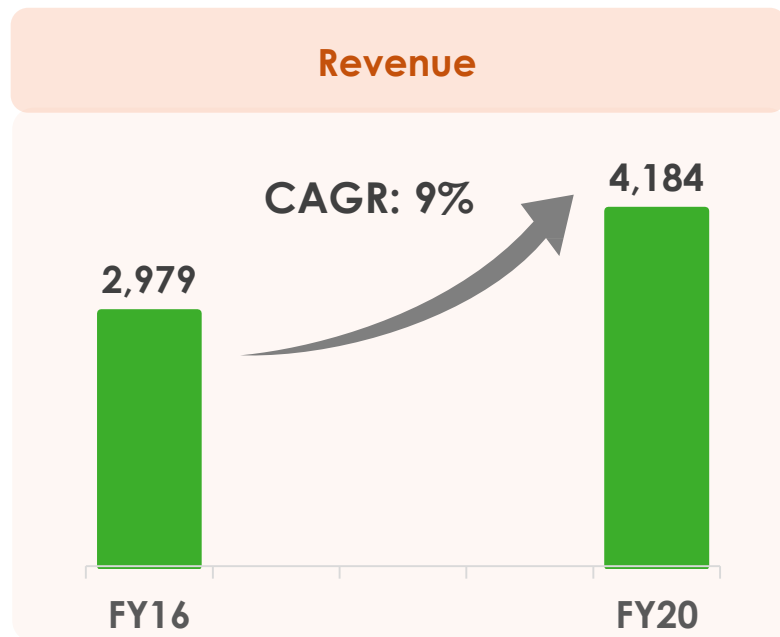


Book value per share (Rs.)



Strength of Balance Sheet being reflected with Strong Credit Rating: A- Stable Outlook (CRISIL)

Maximising Shareholders Wealth by Strategic Focus towards Profitable Growth



Growth in revenue is being supported by strengthening the brands, widening distribution network and increasing brand penetration across all consumer segments. PAT Margins have expanded aided by growth in EBITDA, savings in Finance Cost and lower Effective Tax Rate

All Figures in Rs. Cr unless specified

New Product Launches

Basmati Rice fortified with Iron, Vitamins and Folic Acid



The Company is expanding its Health Portfolio based on changing consumer needs

Just add hot water and a full rice meal is ready. Available in 5 variants



The Company is expanding its Convenience Portfolio based on changing consumer needs

Engagement with Audience during COVID-19

Shared different easy to cook recipes with audience

As people stayed home and aimed to break the monotony in the kitchen

Very high engagement amongst female audience



Total Impressions

2.6 Cr.

Total Views

5.5 mn.

Launch of 4 New TVCs - Zindagi Phir Sajegi with DAAWAT

World will start healing & there will be laughter, conversations & happiness, all this will happen over First meal



Total Impressions

5 Cr.

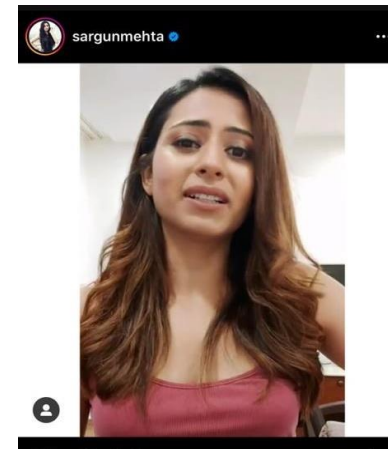
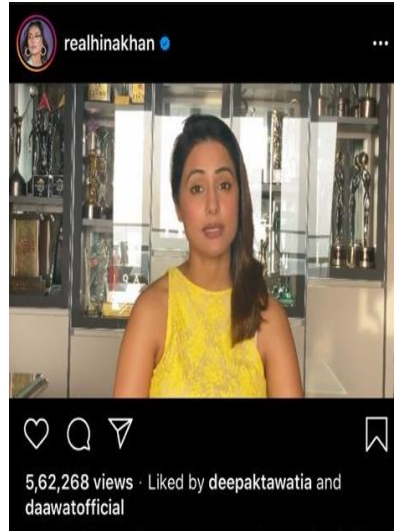
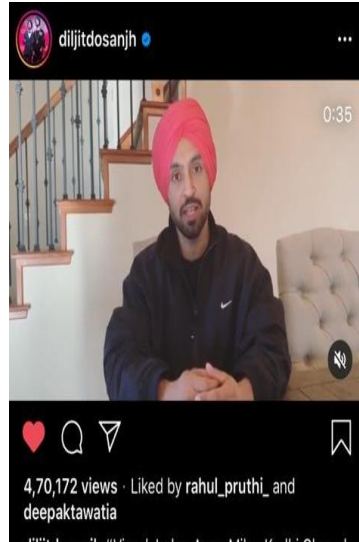
Total Views

3 Cr.

Strengthening our brands with consumer communication highlighting superior quality and product performance to capitalise on the new opportunities of growth

Engagement with Audience on who would they call for PehliDaawat

Multiple Celebrities shared their own story. More than 35 Lakh views



Brand visibility across different occasions



299 views • Liked by sandeepsethi0201 and bakarbabedaawatofficial Wishing you a healthy and safe Ramadan. May the flavours of Daawat make your suhoor and iftar perf... more



260 views • Liked by sandeepsethi0201 and iswatachaudharydaawatofficial Moms are the source of all compassion, integrity, confidence, and comfort. We, at Daawat, wis... more View 1 comment



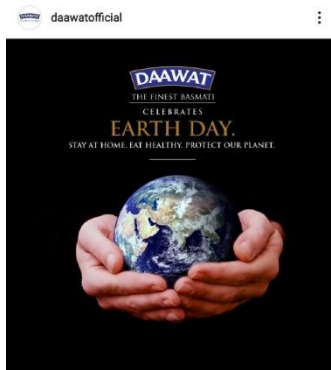
45,506 views • Liked by advantej_ and akankshaa1912daawatofficial Celebrate the harvest season with the ultimate Daawat at home – the taste of togetherness and the ar... more 13 April



Liked by iswatachaudhary and 44 othersdaawatofficial May the holy month inspire you to do good deeds always. Ramadan Mubarak, from our family to y... more 24 April



Liked by bakarbabedaawatofficial We wish you a Happy Mahavir Jayanti. Let's celebrate peace, harmony, health and the many teachin... more 6 April



5,008 views • Liked by sandeepsethi0201 and bakarbabedaawatofficial Let's celebrate the planet that gives us life, home, and protection... more 22 April



516 views • Liked by bakarbabedaawatofficial This Eid al-Fitr, when you break your fast, we wish that your prayers are answered. Have a blissful Ei... more 24 May View 1 comment



260 views • Liked by sandeepsethi0201 and iswatachaudharydaawatofficial Moms are the source of all compassion, integrity, confidence, and comfort. We, at Daawat, wis... more 14 April View 1 comment



Liked by sandeepsethi0201 and 44 othersdaawatofficial On Ambedkar Jayanti, Daawat remembers the Father of the Indian Constitution who inspired us to... more 14 April View 1 comment

Extensive PR Coverage

Exchange4Media

Daawat Basmati Rice celebrates relationships with #PehliDaawat campaign

The campaign comprises of a series of 4 TVCs which celebrate important people in our lives and the new bonds forged during the COVID-19 crisis



Amidst this lockdown, even though life has come to a standstill, hope for a return to normalcy and happier times has not. The #PehliDaawat campaign by Daawat Basmati rice celebrates this hope and optimism and the special moments when we all come out safe and healthy from this pandemic.

4P's News

Daawat Basmati Rice celebrates relationships with #PehliDaawat Campaign

May 22, 2020



4P's News New Campaign

Amidst this lockdown, even though life has come to a standstill, hope for a return to normalcy and happier times has not. The #PehliDaawat Campaign by Daawat Basmati rice celebrates this hope and optimism and the special moments when we all come out safe and healthy from this pandemic.

ET Brand Equity

Daawat Basmati Rice celebrates relationships with new campaign

Amidst this lockdown, even though life has come to a standstill, hope for a return to normalcy and happier times has not...

ETBrandEquity • May 23, 2020, 09:43 IST



Daawat Basmati rice has released #PehliDaawat campaign, which celebrates hope, optimism, and special moments when we all come out safe and healthy from this pandemic.

The brand explains that, Daawat recognises that during this lockdown people miss the presence of a lot of people who

Daawat Basmati talks relationships in latest campaign.

are important to them who may have gone unnoticed and taken for granted. These difficult times have also created some new bonds and relationships.

The Hindu Business Line

BusinessLine



Companies

We have been working on adopting new strategies in this 'new normal': LT Foods MD & CEO

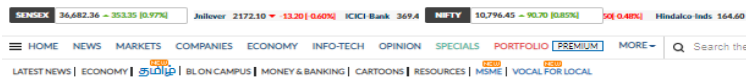
Rahul Wadke | Mumbai | Updated on June 16, 2020 | Published on June 16, 2020



For LT Foods Ltd, the owner of Daawat basmati rice brand, the past fiscal and lockdown periods have thrown up more opportunities than challenges, thanks to the boom in sales to the home segment. For FY20, overall sales were up 7 per cent to ₹4,184 crore; the April-June quarter of the current fiscal is also expected to be good. In an interview with BusinessLine, Ashwani Arora, Managing Director and CEO, spoke at length on the performance of the company and future plans. Excerpt:

The Hindu Business Line

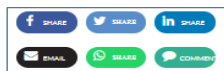
BusinessLine



Companies

LT Foods launches cuppa rice; gets first order from Indian Railways

PTI New Delhi | Updated on June 16, 2020 | Published on June 16, 2020



Leading basmati rice firm LT Foods has widened its offering of value-added foods by launching cuppa rice under 'Daawat brand' on Tuesday, with the first order being dispatched to Indian Railways. The company hopes that the instant rice will be an instant hit as it is healthier, tastier and easy to prepare by just adding hot water.

Pitch

DAAWAT BASMATI RICE CELEBRATES RELATIONSHIPS WITH #PEHLIDAAWAT CAMPAIGN



Amidst this lockdown, even though life has come to a standstill, hope for a return to normalcy and happier times has not. The #PehliDaawat Campaign by Daawat Basmati rice celebrates this hope and optimism and the special moments when we all come out safe and healthy from this pandemic.

LT Foods Limited - Press Release

LT Foods Limited Launches DAAWAT Cuppa Rice



LT Foods, a 70 year old Consumer Food Company is known for being agile for keeping a close tap on changing consumer needs and preferences and expanding its product portfolio to provide health, safety and convenience to the consumers. The Company has a proven track record of launching healthy and convenient products depending

Agility in Converting Challenges into Opportunities



Procurement

- Ensured raw material availability at all times
- Expanded our Vendor engagement
- Educating the farming community on the new technologies to reduce manpower requirement and increase yield



Manufacturing

- Unhindered plant operations at all times
- Ramped up capacity due to increased demand
- Optimization of Conversion Cost
- Inventory optimization through better planning
- Hygiene drives conducted to ensure delivery of safe food



Distribution

- Serviced with low inventory
- Direct sales from Depot



Sales and Marketing

- Developed innovative Go-To-Market Strategies
- Expanded Rural Reach
- Enabled tele ordering
- Partnering with delivery partners such as Swiggy, Zomato, Dominos, etc.
- SMS blasts
- Distributor point pick up
- Focused Digital Campaigns



Support Services

- Finance – worked to ensure uninterrupted backend operations and drove cost reduction
- IT – digitization to ensure remote working for all employees
- HR – ensured safety and engagement of employees
- Compliances – ensured timely compliances

Overall Market Share has increased from 24.5% to 27.3% and in Rural Segment from 31% to 44% in Q1FY21 versus last year as per AC Nielsen

Who Are We

We are a 70-year-old Consumer Food Company delivering the finest quality rice and rice-based food brands, providing taste and nutrition in more than 80 countries. We also produce organic agri ingredients, supplying them to leading businesses in Europe and the US for 25 years.

Our product offerings are across Basmati Rice, Regional Rice, Organic and Health & Convenience Foods.



Milestones In Our Progress

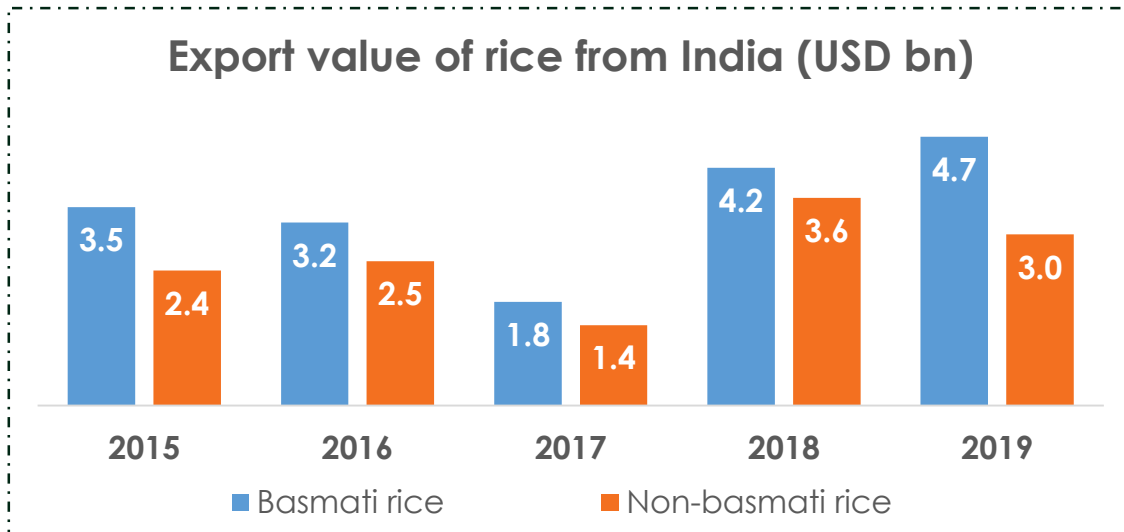


Our journey from a bulk rice player to a leading Consumer Food Company

Opportunity Landscape

World of Rice

- Rice is a staple food and one of the most widely consumed grains in the world
- India is one of the biggest producers of rice globally (23%) and forecasted to grow at **CAGR of above 6%** in the near future
- Organised market is growing nearly at a **CAGR of 12%** playing an essential role in developing the packed rice market in India



Source : Market Research

Basmati Rice

- **India is the largest Basmati rice producer** (producing 7 MMT out of the total industry size of 8.5 MMT)¹ and it continues to grow, driven by international market demand and potential upside from branded demand/premiumisation in India
- Out of India's market of 2 MMT consumption market size, only 35% is branded packaged rice market

Majority of Basmati is exported (~75%). Overseas markets for Basmati include the Middle East, U.S., U.K. and parts of EU

4-5%

Growth of India's basmati rice exports 2019-20

11.2%

Expected CAGR of global Basmati rice market till **2024**

US\$ 7 bn

Estimated size of the Indian packaged dry rice market in 2023 growing at a **CAGR of more than 11%**

Lifestyle-Induced changes reshaping Food Market

Opportunity Landscape

Region Wise Basmati Rice Market



LT Foods is one of the leading players in Basmati Rice segment in India and globally

Regional Rice

- There are several types of regional rice available in India like Swarna rice, Sona masoori rice several others
- **~USD 30 million** worth of Sona masoori rice gets exported from India every year month and the figure is consistently increasing

LT Foods has started offering high quality Sona Masoori rice and Lachkari Wada Kolam in India and globally, to leverage the growing opportunity

Source : Market Research. MMT: million metric tonne

Experiencing Changes in Consumption Trends



**Rising disposable income
and global exposure**



**Rapid urbanisation with growing
affluence and need for
convenience**



**Increasing demand for
organic products**



**Growing middle class and
increasing brand awareness**



**Increasing spending on premium
quality branded products**



**Digital inclusion and rise
of e-commerce**

Lifestyle-induced changes reshaping food market

Opportunity Landscape: Organic, Health and Convenience foods

Organic Food

- Demand for natural, fresh and locally sourced foods, which are healthier and more wholesome than packaged foods with more shelf life are rising
- **23%** expected CAGR of global organic food market by 2023

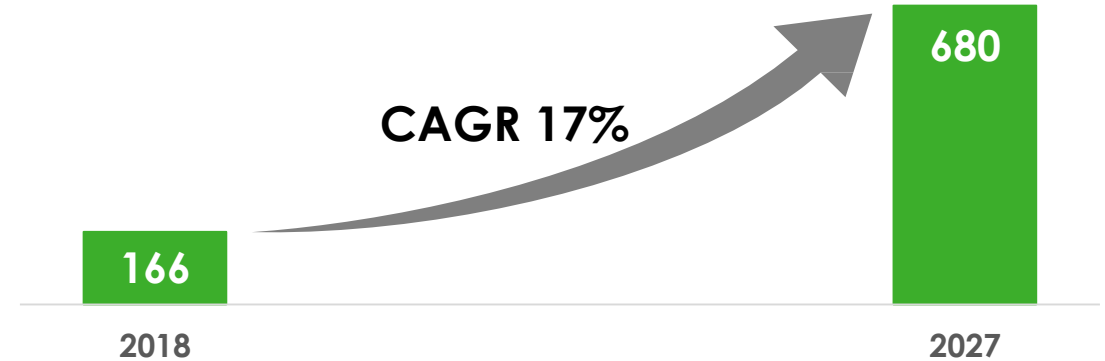
LT Foods deals in organic products and ingredients and supplies to food companies in the US and Europe. Launched organic brand "EcoLife"

Health food

- Consumers are adapting to healthy eating habits for leading a good life. They are looking for options that are indulgent, delicious and produced with quality ingredients
- Global Health and Wellness Food Market is expected to grow by **USD 236 bn by 2024**, with at a CAGR of **6%**

LT Foods has been keeping a tap on the changing consumer needs and preferences and has ventured in the Organic and Health & Convenience products, such as Quick Cooking Brown Rice, Saute Sauces, Kari Kari, Ready-to-Heat products and others

Global Organic Food and Beverages Market
(USD bn)



Convenience food

- Food sector is rapidly evolving on the back of lifestyle-induced changes in consumer preference towards convenience foods and experiencing robust demand
- Global packaged rice snacks market size has the potential to grow by **USD 6 bn** by 2024

Driven by Strong Product Portfolio Across Business Segments and Geographies

Perfectly positioned across channels to leverage on the growth opportunity



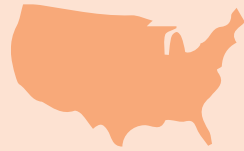
We Are Poised to Grow Across Markets

India



- Indian basmati rice market is of ~2 MMT
- LT Foods is present in India with its flagship brand 'Daawat' that holds a market share of ~26% and other brands Heritage, Rozana, Deevaya, etc.
- India contributes ~36% to overall revenue
- Offerings: Basmati Rice, Regional Rice, Health & Convenience Products

Americas



- Americas basmati rice market is of ~0.2 MMT
- LT Foods is present in US and Canada with its flagship brand 'Royal' that hold ~54% market share and is the No. 1 Basmati brand in the US
- Americas contributes ~36% to overall revenue
- Offerings: Basmati Rice, Regional Rice, Organic, Health & Convenience Products

Europe



- European basmati rice market is of ~0.4 MMT
- LT Foods had set up a facility in Europe in 2017, to capture the growing demand for Basmati in Europe in United Kingdom
- Europe contributes ~11% to overall revenue
- Offerings: Basmati Rice, Organic, Health & Convenience Products

Middle East



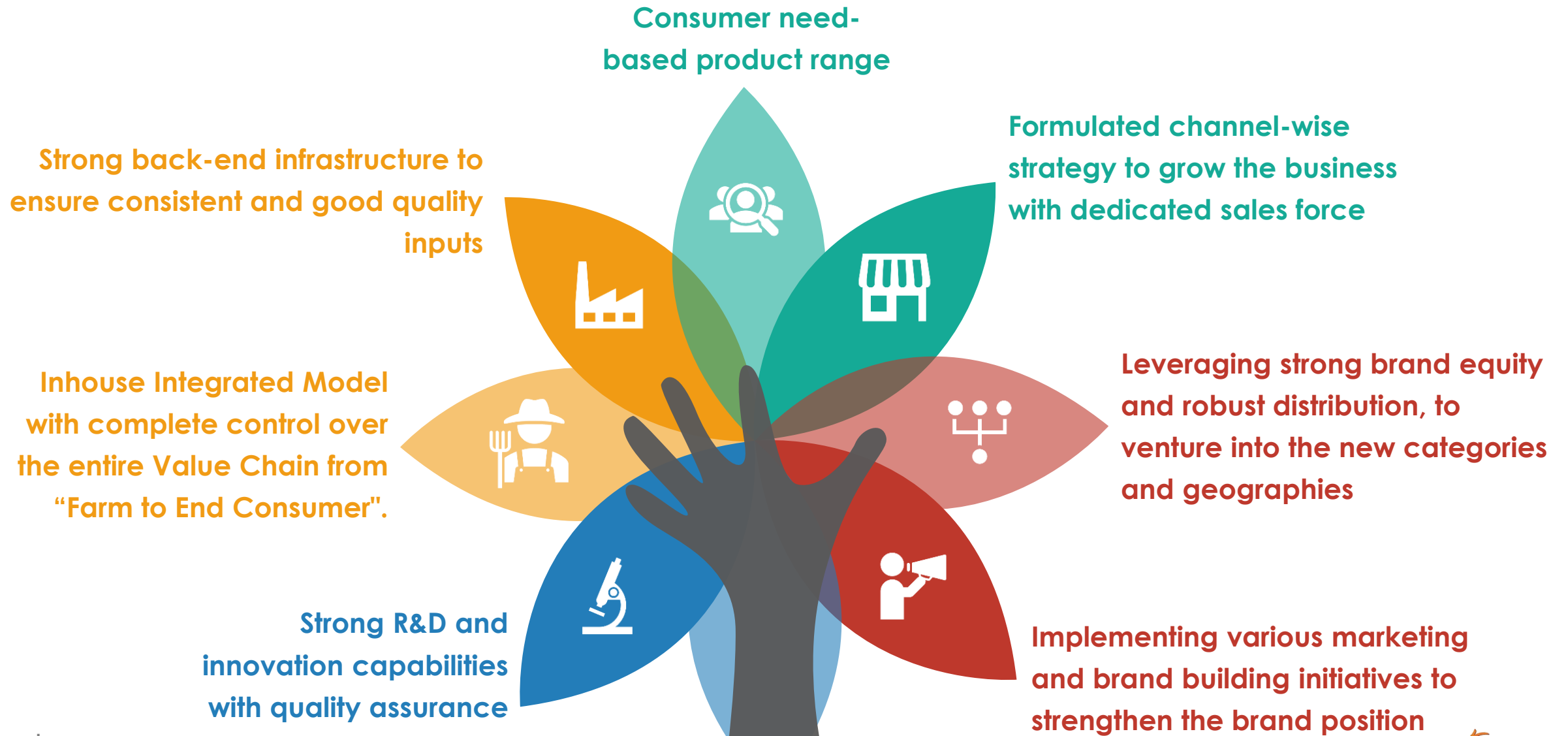
- Middle East basmati rice market is of ~4.2 MMT
- LT Foods has ground presence in Middle East, with flagship brand 'Daawat', acquired well known brands - Gold Seal Indus Valley & Rozana and strong private label partnerships
- Middle East contributes ~12% to overall revenue
- Offerings: Basmati Rice

Rest of the world



- Rest of world's basmati rice market is of ~0.2 MMT
- LT Foods present in more than 80 countries with flagship brand 'Daawat' and other brands such as Heritage, Rozana, Deevaya, etc.
- Rest of world contributes ~5% to overall revenue
- Offerings: Basmati Rice

Our Strategies



India

Basmati Rice Business

- Flagship Basmati Rice brand in India, offering premium quality Basmati Rice across all price points in India
- Portfolio consists of **Daawat**, **Heritage**, **Rozana**, **Chef Secretz** among others
- **Present across all channels** such as General Trade, Modern Trade, HORECA, E-Commerce, and all price points from Specialty to Mid-Range to Value-Range
- **Consumer need-based product range**, recipe variants such as Biryani and Pulav, Food service cooking need-based range – **Daawat** Chef's Secretz



27%+

Market share (Rural & Urban)

44%+

Market share in Rural Segment

30%+

Market share in modern trade

India

Regional Rice

- Leveraging strong brand equity of brand " Daawat " and robust distribution ventured into the Regional Rice category
- Product Portfolio includes - **Sona Masoori, Lachkari Wada Kolam**
- **Getting positive response from the market**
- **Launched in a few cities and across channels** such as General Trade, Modern Trade and Food Service
- Implementing various **marketing and brand building initiatives** to strengthen the brand position



Driving growth through Ecommerce

Leveraged multiple platforms through sustained investment in the form of Visibility, Search Marketing and Consumer Offer

Flipkart



amazon



GROFERS



bigbasket



zomato



SWIGGY

India

Health and Convenience Foods

Daawat Quick Cooking Brown Rice



- **First Company to introduce** 15-minute Quick Cooking Brown Rice
- **Fastest growing product** in the new innovations segment
- Available across **all channels Pan -India**

Daawat Sehat



- Launched to meet the **health and nutritional needs** of the consumer
- Range of daily consumption basmati **fortified with iron, vitamins and folic acid**, to address the incidence of under nutrition amongst all children
- The brand is certified F+ by FSSAI

Kari Kari



- Entered into the **Healthy and Premium snacks** category
- Launched under a **Joint Venture with Kameda Seika**, a Japanese snack food major
- Flavours: Chilli Garlic, Spice Mania, Salt n Pepper and Wasabi
- **Successful test launch**
- Recently set up a **manufacturing unit in Haryana**

Daawat Sauté Sauces



- Just add these sauces to cooked rice and a **new flavorful dish** is ready in minutes
- Available in 5 different variants: Dum Biryani, Masala, Hot Garlic, Manchurian and Schezwan
- Available across **Modern Trade stores Pan-India**

Daawat Cuppa Rice



- Recently launched a **ready to eat rich based meals** in a dry (dehydrated) state and are reconstituted in 8 minutes by just adding hot water
- Made from all natural ingredients with **no preservatives** and artificial ingredients
- Available in 5 variants

Americas

Basmati Rice Business

- Present across all channels through its flagship brands **Royal - Largest selling Basmati Rice brand in Americas**, Daawat and 817 Elephant
- Product portfolio consists of **Basmati rice, Jasmine rice, Arborio rice, Wheat Flour, and Ready-to-Heat Rice**
- **Present across all channels** such as - Multi-Cultural (Ethnic channel), Mainstream Retail including Club stores, Food Service channel and E-Commerce channel
- Leveraging the brand's equity and distribution network, to expand the product portfolio in the US market



54%+

Market share of the US basmati rice segment

37%+

Market share of the branded segment in the US

Snapshot of some of Our Key Customers

Canada



US- Club



US-Mainstream Retail



US-Ecomm



Americas

Organic

- Leveraging the back-end strength from India and the distribution channel of "Royal" started selling organic products under brand "EcoLife".
- Also, selling organic ingredients to major organic food companies



Health and Convenience Products

- Based on changing consumer needs and preferences, LT Foods has launched Royal Ready-to-Heat products in 7 variants leveraging the brand equity and distribution network
- Received overwhelming response from the market



Middle East

Basmati Rice Business

- **10%** market share in Premium Basmati segment
- Present across all channels - Modern Trade, Self Service, Traditional Trade and Food Service across all price points through our and acquired brands
- Our flagship brand 'Daawat' well-known brands of the Middle Eastern region – **Gold Seal Indus Valley** and **Rozana** from Hindustan Unilever to strengthen our presence in this geography
- **Strong presence across countries** such as UAE, Kuwait, Qatar, Oman, Yemen, Saudi Arabia and Bahrain among others
- Recent strategic association with SALIC will help us further strengthen our position in Saudi Arabia
- **Increasing the number of activations** to strengthen our presence in this region

DAAWAT
THE FINEST BASMATI



Devaaya



Europe

Basmati Rice Business

- **Set up a manufacturing Facility** in Europe in 2017 which currently running at full capacity
- **Present across all channels** across all price points through our flagship brand 'Daawat'
- **Strong strategic presence** in **Germany and Scandinavia** nations and **consistently growing** ethnic business across various European markets
- Launched the **new avatar brand "Daawat"** to make Daawat a household name in Europe
- **Continuously adding new customers and expanding to new regions** such as UK and France

Organic

- **Leveraging the back-end strength** from India and the distribution channel of "Daawat", started selling organic products under brand "EcoLife".
- Also, selling organic ingredients to major organic food companies



Rest of World

Basmati Rice Business

- Present across more than 80 countries through flagship brands 'Daawat', **Heritage** and **Devaaya**
- Consistently filling the portfolio gaps by launching new products based on changing consumer trends
- Various marketing and brand building initiatives implemented to strengthen the brand position
- Australia remained one of the largest contributors also present across countries such as Malaysia, Singapore, New Zealand, Maldives, Hong Kong, etc. with leading position in most of the countries
- Enjoy leadership position in Israel and the Reunion Island



Organic – The Ingredient Business



Nature Bio Foods Limited (LT's subsidiary), has emerged as a trustworthy and innovative global leader in providing authentic organic ingredients to the global consumers

Range includes rice, pulses, oil seeds, cereal grains, spices and nuts

Ingredient business associated with marquee customers

Ecolife – Recently launched organic food brand

Introducing a range of organic 'Ready to Heat' products for the overseas market with a facility in the United States

Rabobank has made an investment in this Company

Associated with 60,000 farmer families and c. 80,000 hectares of certified organic land

Incorporated subsidiaries in both Europe & US to strengthen local presence in these markets

Marquee Organic Ingredient Buyers



90%
of business is from ingredient sales

100%
organic food facility with cold and CO₂ treatment in Sonapat, Haryana

First
Organic company in the country to be conferred with the coveted CII Food Safety Award

Bespoke Online and Offline Marketing



India

- Master Chef Sanjeev Kapoor continues to be associated with the brand
- Bollywood actress and fitness expert Shilpa Shetty got associated with Daawat Brown Rice for Brown Rice recipes
- Enhancing point of sale visibility



International

- Multicultural channel catering to core basmati rice consumers such as the South Asian, Arabic and Persian diaspora
- Mainstream channel reaching out to the general US population

Market-leading brands in action in FY2019-20



1,00,000+

Highest Subscriber
base in our Category on YouTube



3,10,500+

visits to Biryani corner on
our Website



3,04,300+

fan base on Facebook

Strengthening our brands with consumer communication highlighting superior quality and product performance to capitalise on the new opportunities of growth

Growing Brand Equity

Launch of New Diwali Digital Film

“Iss Diwali mein Farq lao, Kise ki Diwali Khas Banao”



3,47,477 views • Liked by inmyframes.rajeevjain and deepakdaawat
daawatofficial Is Diwali mein Farq lao, kisi ki Diwali khas banao. Make this Diwali special for someone with Daa... more

Total Impressions

3.78 Cr.

Total Views

1.26 Cr.

Television Campaign

7600 TV Spots in 2 months Campaign in all key Channels



New Campaign Launched in South India

4500 TV Spots in 4 months Campaign in all key Channels & also did Digital Campaign



Across all major Channels in South India

Strengthening our brands with consumer communication highlighting superior quality and product performance to capitalise on the new opportunities of growth

Campaigns for different variants basis consumer search & requirement

Biryani Dedicated Campaign on Social Media

Daawat Created 12 most searched Biryani Recipes



Total Impressions 5.7 mn. **Total Views** 3.4 mn.

Traditional Rice Digital Campaign

Targeting Consumers through Prognatic



Total Impressions 2.4 mn. **Total Views** 1.1 mn.

Daawat Brown Rice Campaign

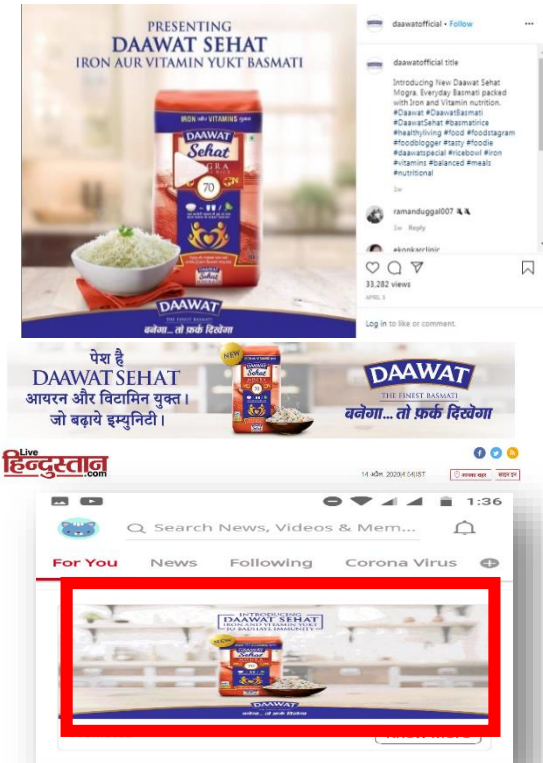
Reaching potential users by targeting on contextual & behavioural basis



Total Impressions 7.46 Cr. **Total Views** 5.27 Cr.

Promotion of newly launched – Daawat Sehat

Across print and digital media







Strengthening our brands with consumer communication highlighting superior quality and product performance to capitalise on the new opportunities of growth

Leveraging our Integrated Operations and Global Supply Chain Network

Fully integrated Organization having complete control over the entire value chain and strategic location of our manufacturing facilities close to procurement areas helping us to strategize our growth plans effectively



Integrated Farm-to-fork Business Model

 <p>Sustainable farming</p>	<ul style="list-style-type: none"> • Robust backward integration through partnerships with farmers under Sustainable Rice Production (SRP) Programs to deliver residue-compliant products. • Agri extension team supports farmers throughout the year for rice farming. 	<p>5,000+ farmers associated under the SRP programme</p>	<p>60,000+ acres growing residue complaint paddy</p>
 <p>Procurement</p>	<ul style="list-style-type: none"> • Wide procurement network with strong quality control across all mandis (procurement markets) 	<p>234+ Procurement markets (mandis)</p>	<p>270+ Network of agents</p>
 <p>State-of -the-art processing facilities</p>	<ul style="list-style-type: none"> • State-of-the-art processing and packaging facilities in India, Europe and the US • Advanced milling and packaging infrastructure incorporate global best practices and continuously focuses on cost effectiveness • Strategically located facilities 	<p>Five Manufacturing facilities in India 1 Manufacturing facility in Europe</p>	<p>Three Packaging units and a ready-to-heat facility in US</p>
 <p>Wide distribution reach</p>	<ul style="list-style-type: none"> • Global distribution network including India across all channels such as, Mainstream, Retail Outlet, and Hotels/Restaurants and Caterers (HORECA). Ground presence in US, the Middle East and Europe • Present across all major E-commerce platforms globally. Also tied up with Food Delivery partners such as Swiggy, Zomato and Dominoes in India during the COVID-19 times 	<p>1,50,000+ Retail outlets, 3,600+ wholesalers, and 2,500+ modern trade stores in India; supported by 800+ distributors</p>	<p>250+ International distributors to cater to the global market 80+ Country global presence</p>

Integrated operations provide several competitive advantages, including the ability to purchase large quantities of paddy at competitive prices, and effectively plan, schedule and implement production, storage and further distribute it pan-India and across geographies through its well-entrenched distribution network

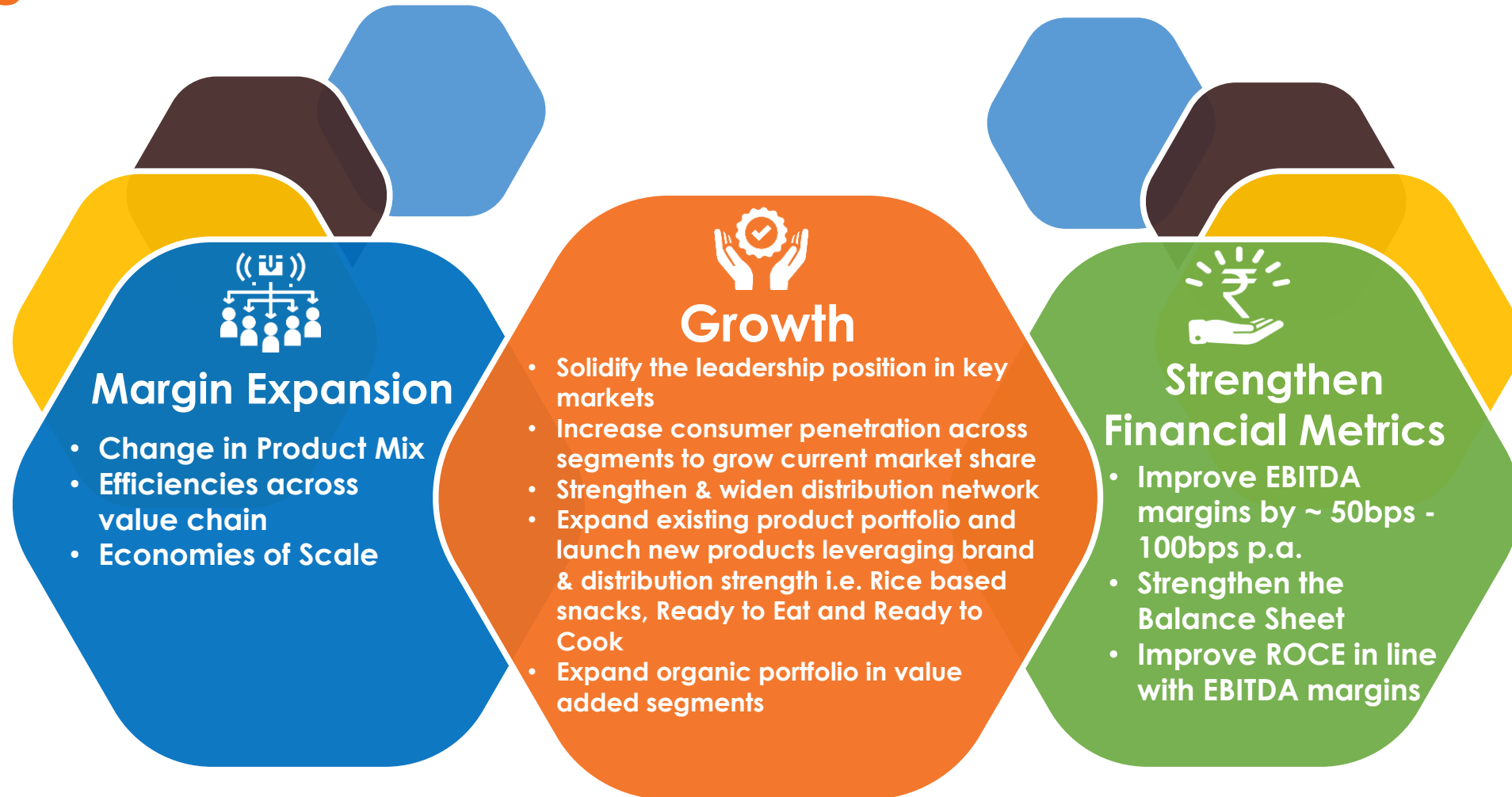
Global Market & Supply Chain Hubs



Key Takeaways



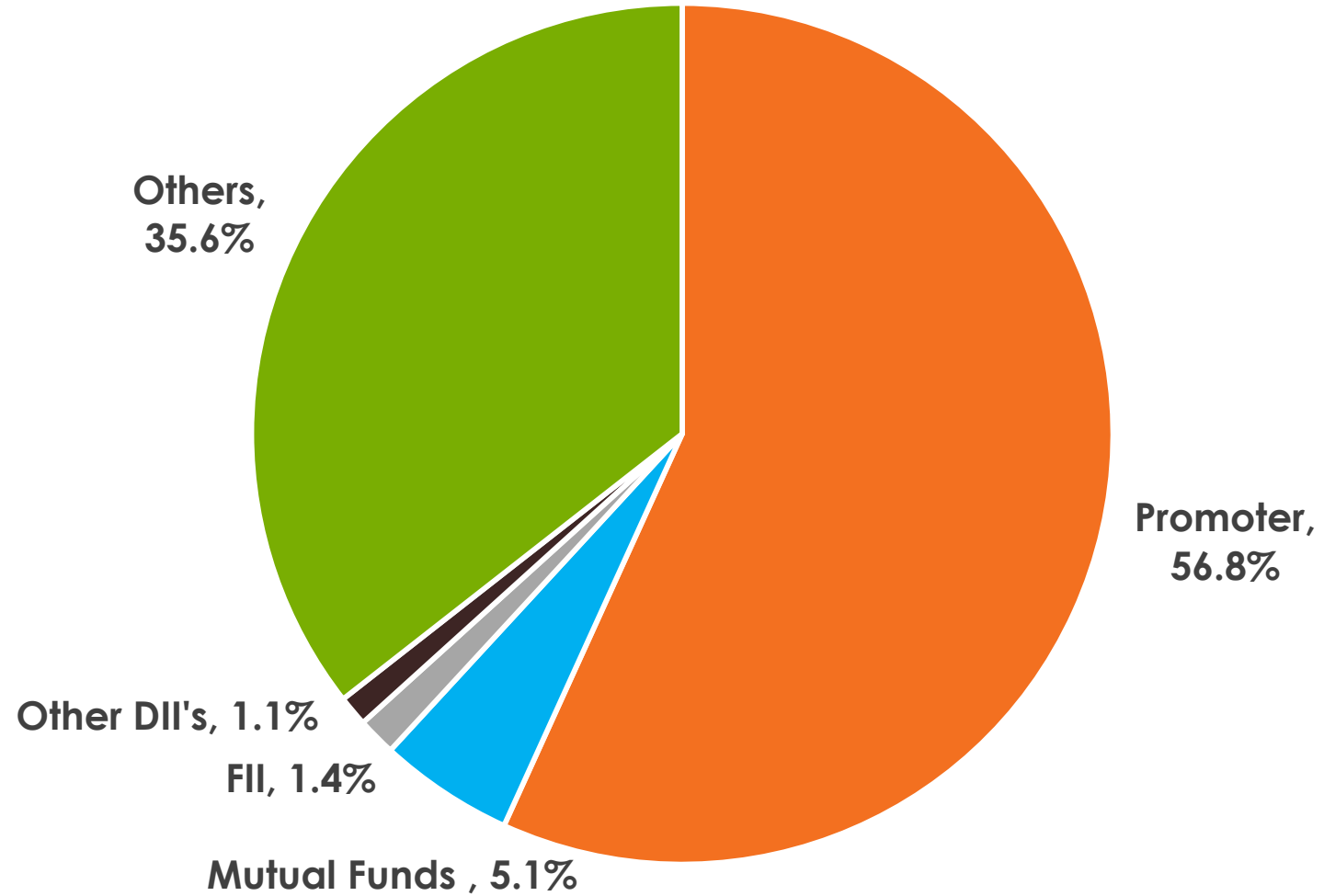
Strategic Focus



Maximizing shareholder return through creating a fully integrated, global, sustainable, predictable, profitable and growing consumer business

Shareholding Pattern

As on June 30, 2020



Investor Contact

Ms. Monika Chawla Jaggia
Email: Monika.Jaggia@ltgroup.in
Tel: 0124-3055210

CIN: L74899DL1990PLC041790
Website: ltgroup.in
Address: Unit-134, 1st Floor, Rectangle-1,
Saket District Centre, Saket, New Delhi-110017

 [DaawatBasmatiOfficialAuthenticRoyalFoods](https://www.facebook.com/DaawatBasmatiOfficialAuthenticRoyalFoods)

World of LT foods



Devaaya



ecolife



KARI-KARI
JAPANESE PREMIUM SNACKS

