

## LT Foods Limited - Results for the First Quarter ended June 30, 2022

### LT Foods Delivered yet another quarter of Robust Performance

#### Q1 FY23 Performance

- **Total Revenue at Rs. 1,620 crore; up 32% YoY**
- **Gross Profit at Rs. 572 crore; up 36% YoY**
- **EBITDA at Rs. 176 crore; up 18.5% YoY**
- **Profit Before Tax stood at Rs. 130 crore; up by 26%**
- **Profit After Tax stood at Rs. 95 crore; up by 25%**
- **Cash Profit at Rs. 125 crore; up 19% YoY**

*New Delhi, 29<sup>th</sup> July, 2022: Commenting on the financial results, Managing Director & CEO, Mr. Ashwani Kumar Arora said, “We are pleased to report robust performance in Q1FY23 with a total revenue growth of 32% YoY aided by growth across all 3 business segments – Basmati & Other Specialty Rice, Organic, Convenience and Health segment across geographies.*

*The Company’s strategic focus is to expand its business year on year via organic and inorganic routes and in this regard, during the year, the Company closed its transaction of acquisition of a 51% stake in Golden Star via its US subsidiary. This acquisition will help the Company to further strengthen its position and expand its share in the Specialty Rice market in North America.*

*To further expand its product offerings, the Company keeps a close tap on evolving consumer trends and have launched products on the Convenience and Health platform such as Royal Ready-to-Heat (in the US), Daawat Cuppa Rice, Daawat Sauté Sauces, Daawat Biryani Kit and Kari Kari (Japanese Rice Snacks) and Daawat Sehat on the health platform and this portfolio has doubled in Q1 FY23 versus last year. These products will enable the organization*





*to expand its margins in the medium to long term.*

*The Company is also working extensively to grow its market share across geographies via strengthening and expanding the distribution network, increasing the brand re-call value via consumer engagements through various marketing initiatives. One such initiative was the World’s First Biryani Day celebrated on 3<sup>rd</sup> July, 2022, a day that provided an opportunity for all Biryani lovers to express their adoration for this dish. LT Foods facilitated the consumers to celebrate this day with its flagship variant Daawat Biryani and recently launched Daawat Biryani Kit.*

*Giving back to society has always been an integral part of the Company’s ethos and taking this legacy forward the Company aims to grow responsibly and has embedded ESG (Environment, Social and Governance) in the organization’s framework.*

*Going forward, we will continue to create value for all our stakeholders by delivering growth, margin expansions, further strengthening of financial metrics through optimal utilization of capital.”*



The key consolidated financial parameters are:

Particulars (₹ in crore)	Q1 FY23	Q1 FY22	YoY(%)	Q4 FY23	QoQ(%)
Total Revenue	1,620	1,231	<b>32%</b>	1,537	<b>5%</b>
Gross Profit	572	421	<b>36%</b>	515	<b>11%</b>
<i>GP Margin</i>	<i>35.3%</i>	<i>34.2%</i>	<i>107bps</i>	<i>33.5%</i>	<i>178bps</i>
EBITDA	176	149	<b>19%</b>	163	<b>8%</b>
<i>EBITDA Margin</i>	<i>10.9%</i>	<i>12.1%</i>	<i>(120bps)</i>	<i>10.6%</i>	<i>24bps</i>
PAT	95	76	<b>25%</b>	75	<b>26%</b>
<i>PAT Margin</i>	<i>5.9%</i>	<i>6.2%</i>	<i>(32bps)</i>	<i>4.9%</i>	<i>98bps</i>
Cash Profit	125	105	<b>19%</b>	110	<b>13%</b>

❖ **Revenue** – Consolidated Q1 FY23 Total Revenue and Profit After Tax was up by **32% and 25%** on YoY basis aided by accelerated brand investments and distribution expansion.

- The Company's Basmati and Other Specialty Rice business was up by 33% led by strong growth in the Specialty segment which was up by 53%.
- The Company has seen a strong growth in its Organic segment which was up by 19% on YoY basis
- The Convenience & Health segment comprising of Daawat Sehat on the Health platform and Royal Ready-to-Heat (in the US), Daawat Cuppa Rice, Daawat





Sauté Sauces, Daawat Biryani Kit and Kari Kari (Japanese Rice Snacks) on the convenience platform was up by 100% on YoY basis

❖ **Margin Expansion**

- Gross Profit was up by 36% amounting to Rs. 572 crore on YoY basis and the Gross Profit Margin stood at 35.3% for Q1 FY23
- EBITDA was up by 19% amounting to Rs. 176 crore on YoY basis and the EBITDA Margin stood at 10.9% for Q1 FY23
- PAT was up by 25% amounting to Rs. 95 crore on YoY basis and the PAT Margin stood at 5.9% for Q1 FY23

❖ **Further Strengthening Financial Metrics**

- Debt-Equity Ratio improved from 0.6 to 0.5 in Q1 FY 23 on YoY basis
- Current ratio stood at 1.8 in Q1 FY 23
- Interest Coverage Ratio has improved from 7.1 to 8.7 in Q1 FY 23 on YoY basis
- Debt-EBITDA improved from 1.9 to 1.7 in Q1 FY 23 on YoY basis
- The Return on Capital Employed improved from 15.4% to 16.9% in Q1 FY 23 on YoY basis. The Normalized Return on Capital Employed on account of insurance claim stood at 17.6%.
- The Return on Equity improved from 15.7% to 16.9% in Q1 FY 23 on YoY basis





### About LT Foods Limited:

**LT Foods Ltd. [NSE: DAAWAT, BSE: 532783]**, LT Foods is into Consumer Food business for the last 70 years, a leading player in the specialty rice and rice food products and organic 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. The Company has consolidated revenue of around Rs. 5,451 crore as on FY22. The Company has an integrated "Farm to Fork" approach with well-entrenched Distribution Network with Global Supply Chain Hubs backed by Automated state-of-the art and strategically located Processing Units in India, the US and Europe, and a robust distribution network with 900+ distributors across globe.

### For further information, please contact:

<p>Monika Chawla Jaggia, Vice President Finance and Strategy, LT Foods Limited E-mail: <a href="mailto:monika.jaggia@ltgroup.in">monika.jaggia@ltgroup.in</a> M: +91 9818200721</p>	<p>Varun Chopra, Managing Partner, Divine Connexions Email: <a href="mailto:varun.chopra@divineconnexions.in">varun.chopra@divineconnexions.in</a> M: +91 9811241427</p>	<p>Binay Sarda Associate Vice President EY LLP Email: <a href="mailto:binay.sarda@in.ey.com">binay.sarda@in.ey.com</a> M: + 91 99208 93764</p>
---	--	--





**Additional information on LT Foods Limited:**

**Corporate Identification No:** L74899DL1990PLC041790

**Registered Office Address:** Unit No. – 134, First Floor, Rectangle – 1, Saket District Centre, New Delhi - 110017

**Corporate Office Address:** 4<sup>th</sup> Floor, MVL – I Park, Sector – 15, Gurugram - 122001

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

**Disclaimer:** Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The Company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

