



Press & Media Release

Rajkot, October 18th 2022

Add-Shop E-Retail proclaims stellar performance for Q2FY23

Add-Shop E-Retail Limited (BSE Code: ASRL | 541865 | INE01B501018), one of the country's first companies to promote organic farming and produce organic farm goods, today released results for Q2FY23.

Financial Performance

Q2FY23 recorded the greatest-ever quarterly performance to date in terms of Revenue from Operations and Profit after Tax. Revenue from Operations stood at ₹506.206 million in Q2FY23, up 29.88% Y-o-Y and 1.98% Q-o-Q. Subsequently, Profit before Tax stood at ₹78.32 million in Q2FY23, an increase of 38.91% Y-o-Y and 1.43% Q-o-Q. Stellar performance by the company on increase in the Revenue in H1FY23 which stood at ₹1002.55 million than H1FY22 which was at ₹701.692 million. The Company recorded the highest-ever quarterly Profit after Tax of ₹60.49 million, an advance of 31.52% Y-o-Y and 1.75% Q-o-Q. At the same time, PAT margins stood at 11.94% in Q2FY23 compared to 11.97% in Q1FY23 and 11.80% in Q2FY22, an advance of 14 bps and 3 bps, respectively. Furthermore, H1FY23 had a remarkable EPS of 5.99, which marks for a prominent upcoming.

Particulars	H1FY23	Q2FY23	Q1FY23	H1FY22	Q2FY22	Y-o-Y %	H-o-H %	Q-o-Q %
Revenue	1002.55	506.206	496.34	701.692	389.74	29.88%	42.87%	1.98%
PBT	155.54	78.32	77.21	100.70	56.38	38.91%	54.45%	1.43%
PBT Margins (%)	15.51%	15.47%	15.55%	14.35%	14.96%	51 bps	116 bps	8 bps
PAT	119.92	60.49	59.43	81.5849	45.99	31.52%	46.99%	1.75%
PAT Margins (%)	11.96%	11.94%	11.97%	11.62%	11.80%	14 bps	34 bps	3 bps
EPS	5.99	3.02	3.08	7.201	4.06	104%	121%	6%

Operational Performance

As numbers propose we've experienced elevation in the revenue. Starting with sky rocketing demand, Company is certain about the exporting its products, furthermore aiding an escalation in the revenue and thickening its market size. Additionally, company has applied for food license 'Fssai', to establish food production into its portfolio. The Company is dedicated in invigorating by making advancement in its structure, production, finances and investments and holistic approach in expanding.

Going further, the Company is determined to launch mineral based food produce for Animals. Minerals being very essential for animals and not so effortlessly available due to lack of it in local soil composition makes it a rare component. By making mineral based food for animals and organic produce for farmers, the company is making sure of a healthy environment. The Company has seen a lot of stimulation in its demand and returns in new additions to which it has decided to expand its product range by 15-20 items. Lastly, the Company is going to indulge in Paraben free and SIs free products, giving an edge in boosting up sales and serving clients with the finest.



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Management Commentary

Announcing the results, Dineshbhai Pandya, Promoter and Managing Director, Add-Shop E-Retail Ltd, said

We are proud to announce successful completion of our new plant, which will enable us to explore greater opportunities in domestic market and will also have potential for exporting to global markets. Further, we are now gearing up for new product line which will hit the topline in the next coming quarters. The capex for these plants would be funded entirely by internal accruals. We are excited to undertake further strategic initiatives to add incremental capacity and build upon our strength.

About Add-Shop E-Retail Limited

Add-shop E-Retail, founded in 2015, has been fulfilling the transpiring healthcare needs of abundance. Goal is to produce and supply finest in globe ayurvedic, personal care, and agricultural products. Add-shop has been contributing exceptionally to India's evolving animal feed supplement market. While keeping product quality as a priority Add-shop has always had an edge in this competitive age of medications and dietary supplements by fulfilling nutrition gap with Ayurvedic products.

With its upcoming plan of action company will strive to fulfil product requirements of varied geographies. New manufacturing facility will aid in scaling up production and to attain this, company will gear up its network with over 6500 plus distributors and 525 plus franchises across the country.

Back in 2015, company started with an iota amount of goods two being in Agricultural and eight in further categories, although with time company has expanded with bunch of offerings to 120 items and many more to be added. The Company has build its credibility amongst its stakeholders and have kept its commitments. Furthermore, the vast majority of the goods are protected by trademarks, registrations, and patents.

Integral Foundation Structure

- Business Investment
- Advanced Technology
- Human Resource Development
- Women Empowerment
- System Direction
- Resource Administration
- Team Control



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About Organic Products

About 20 years ago, Add-Shop E-Retail was a pioneer in coaxing the government about organic farming. The aim behind this theory is to diminish the extensive use of chemical fertilizers and pesticides in Indian agriculture and divert farmers to Organic farming, which upgrades farmers profitability while remarkably diminishing Import bill of our country. Organic farming helps in improving soil quality, reducing pollution in environment, and preventing from fatal diseases. With this care for Mother Nature in Mind, Company is producing and distributing superior quality organic agricultural goods and organic cow feed products to farmers. The Company was one of the major contributors who helped Government draft entire organic policy.

Today, over 44,000 families are involved in this self-employment generating activity of spreading health to everyone, thanks to more than 75,000 Authorized Distributors who have a presence in more than 25 states throughout the country.

There are about 12,000 franchisees and over 1200 locations in the Company. FDA, HACCP, GMP, ISO 9001: 2008, ECOCERT, and KVIC (Khadi and Village Industries Commission, Government of India) certified. In addition, the Company offers unique contract facilities. This way it follows hybrid model.

Dineshbhai B. Pandya
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SAFE HARBOUR

Certain matters discussed in this Document may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Document. The Company assumes no obligation to update any forward-looking information contained in this Document. Any forward-looking statements and projections made by third parties included in this Document are not adopted by the Company and the Company is not responsible for such third-party statements and projections.