



BSE LTD.
[Bombay Stock exchange Ltd]
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AFL/SEC/BSE/033/2022-2023
24th May, 2023

BY ONLINE SUBMISSION

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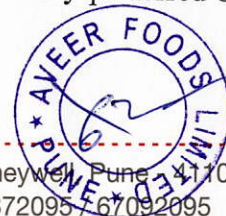
KIND ATTN: CORPORATE SERVICE DEPARTMENT

Subject:-Financial Highlights for the Financial Year 2022-2023.

Dear Sir,

Pursuant to the provisions of Regulation 30 read with Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 we are informing you about the evaluation of the overall function-wise performance of the organization during the FY 2022-2023 as follows:

1. The company has focused on increasing the Net Price Realisation resulting into increasing in volume by 11.5% and value by 37.5% over FY21.
2. The company has maintained its preferred position in the pickle product category. In the other important product categories of Thecha and Papad, the company has registered healthy double-digit volume growths in FY23.
3. The company enjoys a strong distribution footprint and its products are now present in 60% of the outlets in Maharashtra. The company continues to stay focused on the twin objectives of growing its distribution footprint and also continually expanding its product offerings.
4. The Company has consciously focused on profitability through efficient Cost management and productivity enhancement. The company has also focused on entering new high-growth products to cater to the tastes of new generation.
5. After receiving an overwhelming response to "Thecha" the Company introduced "Schezwan chutney" a universally appealing product which is not only preferred by the young generation but by all age groups.



AVEER FOODS LIMITED

Regd. & Corporate Office: Plot 55/A/5 6, Hadapsar Industrial Estate, Near Tata Honeywell, Pune - 411013.
Website: www.aveerfoods.com **Email id:** contactus@aveerfoods.com **Tel:** 020-26872095 / 67092095
CIN: U15549PN2019PLC183457


Factory: Plot No. 399 & 400, Village Sanghvi, Taluka Khandala, District Satara - 412801 **Tel No.:** 9922990065
Plot No. 545/546 Belur Industrial Area, Village Mumigatti, Dharwad - 580011 **Tel No.:** 083-62001133



6. Similarly different strategies have been introduced to register a strong growth in critical product categories. The strong growth in Papad category was achieved by increasing the distribution footprint from 18% to 40%.
7. The efforts are being done to increase the shelf life so as to boost the Exports.
8. The Company continues to leverage its core strengths in multiple functions to embark on sustainable high-growth performance by implementing SAP and other applications such as SFA (Sales Force Automation) and DMS (Distributor Management Service).
9. There will be an added impetus from R&D to create new products so that we can expand our product basket and cater to different states/markets.
10. Human capital is being enhanced at the middle management and junior levels in key functions so as to cope up the future growth journey.
11. The Company has improved on-the-spot decision-making on the basis of Finance functional support and MIS resulting in improved performance.

Thanking You.

Yours Faithfully,
For Ameer Foods Limited


Bapu Gavhane
Executive Director
(DIN: 00386217)



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