

## Press & Media Release

Rajkot, January 24<sup>th</sup>, 2022

### **Add-Shop E-Retail reports consolidated revenues at 113.3 crore, 127% Y-o-Y and consolidated PAT at 13.4 crore.**

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 Q3FY22.

### Financial Performance

Q3FY22 recorded the greatest-ever quarterly performance to date in terms of Revenue from Operations and Profit after Tax. Revenue from Operations stood at ₹431.77 million in Q3FY22, up 80% Y-o-Y and 10% Q-o-Q. Subsequently, Profit before Tax stood at ₹64.85 million in Q3FY22, an increase of 91% Y-o-Y and 16.8% Q-o-Q. Stellar performance by the company on increase in the Revenue in Nine Month Ended FY22 which stood at ₹1133.46 million than Nine Month Ended FY21 which was at ₹497.42 million. The Company recorded the highest-ever quarterly Profit after Tax of ₹53.34 million, an advance of 110% Y-o-Y and 15.98% Q-o-Q. At the same time, PAT margins stood at 12.35% in Q3FY22 compared to 11.80% in Q2FY22 and 10.55% in Q3FY21. Furthermore, Nine Month Ended FY22 had a remarkable EPS of 11.91, which marks for a prominent upcoming.

Particulars	Nine Month Ended FY22	Nine Month Ended FY21	Y-o-Y %(Nine months ended)	Q3FY22	Q3FY21	Q2FY22	Y-o-Y %	Q-o-Q %
Revenue	1133.46	497.42	127%	431.77	239.83	389.74	80%	10%
PBT	165.56	62.58	164%	64.85	33.93	56.38	91%	16.8%
PBT Margins (%)	14.60%	12.58%	202bps	15.02%	14.14%	14.46%	88bps	56bps
PAT	134.932	46.47	190%	53.34	25.31	45.99	110%	15.98%
PAT Margins (%)	11.90%	9.3%	260bps	12.35%	10.55%	11.80%	180bps	55bps
EPS	11.91	4.102	190%	4.71	4.06	2.23	111%	16%

### Operational Performance

As numbers propose we've experienced promotion in the revenue. Starting with skyrocketing demand and stellar performance, Company is certain about exporting its products, furthermore aiding an escalation in the revenue and thickening its market size. The company continues to invest in Capex and new machinery while maintaining steady cash flow to keep up with an increase in production. 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 13 items.

By educating farmers accurately about organic products we are aiding in their income growth level. 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. Furthermore, we have received strong demand and good response from mineral-based products which were launched last quarter.



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### Key Developments on Q2 2021-2022

- In spite of multiple disruptions and challenges the company has faced during the quarter, our long term strategy remains on track.
- Successful launch of new products such as potash rich organic manure and bio pesticides.
- Raw material availability to be challenging.
- Focus on continued supply chain and logistics betwixt lockdown limitations.

### Management Commentary

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

*We are pleased with Add shop's strong organic growth in the 9 months, driven by broad-based contributions from most geographies and categories. The relentless focus of our teams on local execution and agility enabled us to navigate input cost inflation and supply chain constraints. In the third quarter, we responsibly increased pricing, while maintaining strong real internal growth. Investments in innovation, digitalization, and sustainability further supported growth by enhancing the relevance and differentiation of our offerings. Given the company's product-centric approach, versatile and value-added product mix, long-standing customer relationship, and robust balance sheet, we are confident of continuing our growth journey.*

### 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 located at xx, 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.



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### Integral Foundation Structure

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

### 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**

Managing Director  
DIN: 06647303

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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.*