

**LT Foods Limited: Performance Highlights****Key Highlights**

- 9M FY17 - Volume Growth of 34% and 18% for India and International market respectively and overall growth of 25% on Y-o-Y basis
- 9M FY17 - Impressive EBITDA and Cash Profit growth of 11% and 16% respectively on Y-o-Y basis
- 9M FY17 - Topline growth of 8% Y-o-Y basis outpacing total branded segment growth
- 9M FY17 – PAT has increased by 25% on Y-o-Y basis to 91 crores resulting in improvement in EPS to Rs. 3.14. EPS is based on fully diluted basis adjusted for the stock split from Rs. 10 per share to Rs.1 per share
- 9M FY17 – Significant improvement in financial ratios. Debt/Equity reduced to 2.51 from 2.80.
- Q3 FY17 – Volume Growth of 8% and 12% for India and International market respectively and overall growth of 10% Y-o-Y basis
- Q3 FY17 – Remarkable EBITDA and Cash Profit growth of 32% and 45% respectively Y-o-Y basis
- Q3 FY17 – Topline growth of 10% Y-o-Y basis

**In INR Crores**

| Particulars | Q3FY17 | Q3FY16 | YoY% | Q2FY16 | QoQ% | 9M FY17 | 9M FY16 | YoY% |
|-------------|--------|--------|------|--------|------|---------|---------|------|
| Net Sales   | 799    | 727    | 10   | 844    | -5   | 2354    | 2173    | 8.3  |
| EBITDA      | 101    | 77     | 32   | 93     | 8    | 291     | 263     | 11   |
| PBT         | 47     | 30     | 55   | 44     | 6    | 135     | 113     | 19   |
| PAT         | 32     | 19     | 75   | 27     | 20   | 91      | 73      | 25   |
| Cash Profit | 47     | 32     | 45   | 40     | 17   | 132     | 113     | 16   |

**Commenting on the performance Mr. Ashwani Arora, MD & CEO said:**

*“During the period under review, LT Foods has posted good results, despite of challenging environment. India and International sales volume has witnessed growth of 34% and 18% YoY respectively for the nine months period ended 31<sup>st</sup> December, 2016. EBITDA margins expanded by 212bps YoY to 12.65% for quarter ended December, 2016 led by increase in consumer business, favourable product mix and our initiatives to improve efficiency.*

*The Company’s focus is on growing its business verticals including Consumer Branded Business. Organic and Value-Added products not only in India but globally as well. Company is also working on rationalizing its expenses and optimizing its Working Capital to improve its margins.”*

**About LT Foods**

LT Foods offers branded basmati rice, value-added staples and organic food. Its brands ‘Royal’ and ‘Daawat’ enjoys leading position in US and India respectively. While Basmati rice remains its core proposition, the Company’s vision is to emerge as a Global Specialty Food Company, admired for its wider range of quality products. Its integrated operations span the entire rice value chain – right from farm to fork. The Company has 5 state-of-the-art manufacturing units in India, 2 packaging facilities in US and in addition deploys 5 more third-party facilities to manufacture high quality food products. LT Foods operations include contract farming, procurement, storage, processing, packaging and distribution. It is also engaged in research and development to add value to rice and rice food products.

**Safe harbor statement**

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.

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