



LT Foods



Earnings Presentation

Q1 FY2019

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Performance snapshot – As on June 30, 2018

GROWTH

12%

Revenues

13%

PAT

TRANSFORMATION

69% Vs. 66%

Y-o-Y
Branded
Portfolio

1.25x Vs. 2.08x

Y-o-Y
Debt- Equity
Ratio

SUSTAINABILITY

18%

Branded Revenue
Growth

25%

International Branded Revenue
Growth

Competitive Advantages



Strategy at Work

Grow India Basmati Business

- Multi-tiered brand architecture across value bands

Strengthen Business in the International Markets

- Reaching out to Basmati community across globe
- Adding more products for local diaspora

Sustainability

- Farmer-connect initiatives
- Environment friendly initiatives

Establish Organic Business Globally

- Strengthen ingredient business and develop B2C business
- Complete control on value chain



Plan, Implement & Execute Procurement Smartly

- In house proficiency in charting out demand supply scenarios
- Multi-generational expertise
- World class infrastructure for storage of paddy and rice as Basmati needs to be aged up to 2 years
- Usage of technology/ tabs for real-time connectivity

Margin Expansion

- Work on margin expansion through focus on building scale, efficiency initiatives, premiumisation as well as head grain yield improvement

Expand Value-added Portfolio

- Expanding product portfolio by venturing into rice based niche snacking business with a Japanese snack food major
- Convenience food category, in-line with evolving consumer trends

Financial Snapshot – Q1 FY19

Amount in Rs.Crore

Revenue Perspective	Q1 FY19	Q1 FY18	Growth
Branded	587	499	18%
Organic Foods	83	81	2.5%
Others	183	182	1%
Total Revenue	853	762	12%

During Q1 FY19:

- Branded business has grown across all geographies with a combination of marketing initiatives and distribution focus

Financial Snapshot – Q1 FY19

Amount in Rs.Crore

Particulars	Q1 FY19	Q1 FY18	Growth %	FY18
Total Revenue	853	762	12%	3650
Gross Profit	228	241	(6%)	979
<i>Margins</i>	26.7%	31.7%		26.8%
EBITDA	106	105	2%	414
<i>Margins</i>	12.5%	13.8%		11.3%
PBT	59	55	6%	218
<i>Margins</i>	6.9%	7.3%		6%
PAT	40	35	13%	144
<i>Margins</i>	4.6%	4.6%		4%

Company has delivered a superior PAT margin despite a lower GP% Vs. last year (which had the exceptional benefit of lower cost inventory) due to Company managing its operations strategically with

- a) Reduction in expenses
- b) Lower interest cost, and
- c) Gains in overall tax rates.

Management Commentary



Commenting on the Q1 FY19 performance, Mr. Ashwani Arora, Managing Director and CEO, LT Foods said:

"I am pleased to present another strong quarter of growth. Revenues in the quarter have grown by 12% Vs. Q1 last year and PAT of 40 crore is a growth of 13% Vs. Q1FY18. Further, Q1 has seen 18% increase in branded business sales resulting in branded business contribution to overall revenue at 69% Vs. 66% in the last year, reflecting our core focus.

In India our market share in the consumer business has grown to 28% from 26% on the strength of our marketing and distribution initiatives.

Our new initiatives of "Kari Kari" rice snacks and Daawat Rice sauté sauces are showing very encouraging initial results and will strengthen the value-add food offerings to the Indian consumers.

The other big market of North America has shown a growth of 29% in revenue strengthening the market leadership position that LT enjoys.

Internationally, we are looking at leadership opportunities beyond North America and the growth trends that have emerged in key focus markets like Far East support that.

The EU processing facility is ramping up as per plan and will service demand across the Continent.

The underlying trend in profitability will continue to strengthen with targeted enhancement to manufacturing efficiency and operating efficiency. We remain committed to managing our business to support better return ratios in the coming quarters."

Conference Call Invite

LT Foods Limited – Q1 FY19 Earnings Conference Call

Time • 11:30 am IST on Tuesday, August 14, 2018

Local dial-in numbers • Primary number: +91 22 6208 1141 / 7115 8042

International Toll Free • Hong Kong: 800 964 448

Number • Singapore: 800 101 2045

• UK: 0 808 101 1573

• USA: 1 866 746 2133

Replay Facility

Dial in No. +91 22 7194 5757 / +91 22 6663 5757

Playback ID – 93200

Replay facility available from Aug 14, 2018 to Aug 21, 2018

About LT Foods Limited

LT Foods [NSE - DAAWAT, BSE - 532783], is an emerging global food Company with focus on basmati and other specialty rice, organic foods and convenience rice based products. The Company is engaged in milling, processing and marketing of branded and non-branded basmati rice, and manufacturing of rice food products in India and international markets. LT Foods has a global presence including India, Middle East, UK, Europe and USA. Its operations include contract farming, procurement, storage, processing, packaging and distribution. Its rice product portfolio comprises brown, white, steamed, parboiled, organic, quick cooking brown rice, value added and flavored rice. The Company's brands include Daawat, Royal; EcoLife, an organic food brand that includes rice, pulses, oil seeds, cereal grains, spices, nuts and fruits and vegetables and Heritage, a basmati rice brand. Its brands also include Gold Seal Indus Valley, Rozana and 817 Elephant which have been recently acquired by the Company.

Additional information on LT Foods Limited:

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Thank You



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