

LT Foods Revenue up by 10% YoY to Rs. 1,789 crores for Q1 FY'24

New Delhi (India), July 28, 2023: LT Foods, the 70-year-old Indian-origin global FMCG Company in the consumer food space, reported its audited consolidated financial results for the first quarter ended June 30, 2023.

Mr. Ashwani Arora, Managing Director & CEO, LT Foods, said, *"We are delighted to announce a robust quarterly performance, led by a topline growth of 10% YoY along with earnings growth of 44%. We witnessed significant improvements in margins and return ratios. Our core business of Basmati and Other Specialty Rice reported a resilient growth of 24%. This is the result of our continuous investments in our brands, i.e. Daawat, Royal, Heritage etc., as well as the expansion of our distribution network.*

Our market share in India has increased to 29.8%, displaying a consistent upward trend of 210 bps over the same period last year. In addition, in Q1 FY'24, LT Foods experienced an impressive offtake volume growth of 17.2% and this growth rate outperformed the category's growth rate, which stood at 9.0% during the same period. (MAT June'23; AC Nielsen Retail Survey Audit).

We are committed to growing our market presence and solidifying our position through a combination of organic and inorganic routes. The company will continue to invest in Marketing & Brand building initiatives, Research & Development (R&D) and Product Innovation to enhance its competitive edge by expanding its market share and distribution reach. With an unwavering focus on having a sustainable, scalable and profitable business, we are also optimistic about maintaining the growth momentum this year and further solidifying our position in consumer space in India as well as globally."

Key Financial Highlights for Q1 FY'24

- Total Revenue stood at Rs. 1,789 crores; up 10% YoY
- Gross Profit stood at Rs. 604 crores; up 6% YoY
- EBITDA stood at Rs. 224 crores; up 27% YoY
- Profit After Tax stood at Rs. 137 crores; up by 44% YoY
- Cash Profit stood at Rs. 173 crores; up 39% YoY

The Key Consolidated Financial Parameters:



Particulars (₹ in crore)	Q1 FY'24	Q1 FY'23	YoY (%)	Q4 FY'23	QoQ (%)
Total Revenue	1,789	1,620	10%	1,835	-2.4%
Gross Profit	604	572	6%	609	-1%
GP Margin	33.8%	35.3%	(150 bps)	33.2%	60 bps
EBITDA	224	176	27%	210	7%
EBITDA Margin	12.5%	10.9%	167 bps	11.4%	110 bps
PAT	137	95	44%	132	4%
PAT Margin	7.7%	5.9%	181 bps	7.2%	50 bps
Cash Profit	173	125	39%	167	4%
EPS (in ₹)	3.96	2.80	41%	3.89	-1%

- Revenue and Profit** – Q1 FY'24 Total Revenue and Profit After Tax was up by 10% and 44%, respectively on a YoY basis aided by accelerated brand investments and distribution expansion.
 - The Company's Basmati and Other Specialty rice business for Q1 FY'24 was up by 24% on YoY basis on account of increased investment in brand and marketing and subsequent gain in market share.
 - The Company witnessed decline in its Organic segment, which was down by 31% for Q1 FY'24 on YoY basis as compared to Q1 FY'23. This was due to anti-dumping duty on the import of Organic Soya in the U.S.
 - Revenue in the Health & Convenience segment comprising of Daawat Sehat on the Health platform and Royal Ready-to-Heat (in the US), Daawat Cuppa Rice, Daawat Sauté Sauces and Kari Kari (Japanese Rice Snacks) stood at Rs. 41 crores in Q1 FY'24.
- Margin Expansion**
 - Gross Profit for Q1 FY'24 was up by 6%, amounting to Rs. 604 crores on a YoY basis and the Gross Profit Margin decreased by 150 bps to 33.8% in Q1 FY'24.
 - EBITDA was up by 27%, amounting to Rs. 224 crores on a YoY basis and the EBITDA Margin increased by 167 bps to 12.5% in Q1 FY'24.
 - PAT was up by 44%, amounting to Rs. 137 crores on a YoY basis and the PAT Margin increased by 181 bps to 7.7% in Q1 FY'24.



• **Further Strengthening Financial Metrics**

- Current Ratio improved from 1.79 to 1.96 in Q1 FY'24.
- Interest Coverage Ratio stood at 8.6 in Q1 FY'24 compared to 8.7 in Q1 FY'23.
- Debt-Equity declined to 0.38 in Q1 FY'24 compared to 0.54 in Q1 FY'23.
- Debt-EBITDA declined to 1.2 in Q1 FY'24 compared to 1.7 in Q1 FY'23 on annualized basis.
- The Return on Capital Employed improved to 19.4% in Q1 FY'24 compared to 17.7% in Q1 FY'23. The Normalized Return on Capital Employed, on account of insurance claim, stood at 20.1%.
- The Return on Equity improved to 19.2% for Q1 FY'24 compared to 17.3% in Q1 FY'23.

About LT Foods

LT Foods Ltd. [NSE: DAAWAT, BSE: 532783] is a 70-year-old Indian-origin global FMCG company in the consumer food space. It is a leading player globally in the speciality rice and rice-based foods business. The company is committed to nurturing the goodness of food for people, the community and the planet. With nurturing goodness at the heart of everything they do, the company delivers the finest quality and taste experiences in more than 65 countries across India, the U.S., Europe, the Middle East, the Far East and the Rest of the World. The company's flagship brands include 'Daawat', one of India's most loved and consumed Basmati brands, 'Royal', North America's No. 1 Basmati player and many more. The company is proudly expanding into the future food preferences of millennials by offering organic staples through the brand 'Ecolife' in global markets and supplying organic agri-ingredients to leading businesses.

With a consolidated revenue of around Rs. 6,979 crore as of FY'23, LT Foods has an integrated "Farm to Fork" approach with a well-entrenched Distribution Network with Global Supply Chain Hubs backed by automated state-of-the-art and strategically located Processing Units in India, the U.S. and Europe, and a robust distribution network with 1300+ distributors across the globe.

For further information, please contact:

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Additional information on LT Foods Limited:

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