

LT Foods delivers Resilient and Robust Performance in 9M FY'25: Revenue Surges 14% YoY to Rs. 6,510 Crores

New Delhi (India), 27th January, 2025: LT Foods, an Indian-origin global FMCG Company in the consumer food space, reported its unaudited consolidated financial results for the third quarter and nine months ended December 31, 2024.

Mr. Ashwani Arora, Managing Director & CEO, LT Foods, said, “Our performance in the first 9 months of FY'25 underscores our ability to adapt to evolving market conditions while aligning with consumer preferences across geographies. With a revenue growth of 14% YoY in 9 Months, we have strengthened our position as a trusted global food brand. Our Basmati & Speciality Rice business reported remarkable growth of 12% YoY. Our Organic Food & Ingredients segment also reported a significant rise of 36% increase YoY for 9 months in FY'25. Our remarkable growth is a testament to strong brand equity of our flagship brands, DAAWAT[®] and Royal[®], and further strengthening of our well-entrenched global distribution network.

In India, our latest offering, DAAWAT[®] Jasmine Thai Rice, an authentic Thai Hom Mali sourced from Thailand, underlines our commitment to introducing global gourmet food to Indian consumers. We continue to leverage Artificial Intelligence (AI) for greater consumer engagement and greater penetration of our products across consumer segments,

In North America, our flagship brand, Royal[®], continues to command a 55% market share, while our brand, 'Golden Star', stands firm as the #1 Jasmine Rice brand in North America. In Northern Europe, we have maintained our market share of 20%.

We further strengthened our footprints in the Middle East by taking our most loved brand, DAAWAT[®], along with Hadeel and Mufaddal, to Saudi Arabia. Our new office in Riyadh will act as a hub for LT Foods' regional operations.

Going ahead, we remain committed to **Building Resilience and Growing Sustainably**. We will continue to invest in brands, stay relevant to consumers and further strengthen our global well-entrenched distribution network. We will also continue to maintain a diversified portfolio, both in terms of category and geography and its expansion based on the changing consumer trends. Our focus on digitisation and sustainability enabled by investments on our brands will continue to strengthen our position as a global FMCG company in the consumer food space.”

Key Financial Highlights for Q3 FY'25

- Total Revenue stood at Rs. 2,288, crores; up 17% YoY
- Gross Profit stood at Rs. 775 crores; up 22% YoY
- EBITDA stood at Rs. 263 crores; up 7% YoY

- Profit After Tax stood at Rs. 145 crores Vs. Rs. 153 crores in 9M FY'25; down by 5% on account of lower profits from JVs & Associates
- Cash Profit stood at Rs. 191 crores; up 1% YoY

Key Financial Highlights for 9M FY'25

- Total Revenue stood at Rs. 6,510 crores; up 14% YoY
- Gross Profit stood at Rs. 2,202 crores; up 19% YoY
- EBITDA stood at Rs. 777 crores; up 7% YoY
- Profit After Tax stood at Rs. 451 crores Vs. Rs. 447 crores in 9M FY'24; up by 1%
- Cash Profit stood at Rs. 584 crores; up 5% YoY

The Key Consolidated Financial Parameters:

Particulars (₹ in Crore)	Q3 FY'25	Q3 FY'24	YoY (%)	9M FY'25	9M FY'24	YoY (%)
Total Revenue	2,288	1,950	17%	6,510	5,730	14%
Gross Profit	775	636	22%	2,202	1,855	19%
GP Margin	33.9%	32.6%	125 bps	33.8%	32.4%	145 bps
EBITDA	263	247	7%	777	726	7%
EBITDA Margin	11.5%	12.6%	-110 bps	11.9%	12.7%	-80 bps
PAT	145	153	-4.7%	451	447	1%
PAT Margin	6.3%	7.8%	-150 bps	6.9%	7.8%	-90 bps
Cash Profit	191	189	1%	584	555	5%
EPS (in ₹)	4.13	4.35	-5.0%	12.81	12.80	-

- **Revenue and Profit:** Consolidated 9M FY'25 Total Revenue and Profit After Tax was up by **14% and 1%**, respectively on a YoY basis aided by superior product mix, higher investment in marketing the brands and distribution expansion.
 - The Company's Basmati and Other Specialty rice business for 9M FY'25 grew by 12% on a YoY basis on account of increased investment in brand and marketing.
 - The Organic Food & Ingredients segment resumed its upward trajectory with a growth of 36% on a YoY basis in 9M FY'25.
 - Revenue in the RTE & RTC comprising of DAAWAT® Quick Cooking Brown Rice, DAAWAT® Quick Cooking Black Rice, DAAWAT® Quick Cooking Red Rice on the Health platform and Royal Ready-to-Heat (in the US), DAAWAT® Cuppa Rice, DAAWAT® Biryani Kit and Kari Kari (Japanese Rice Snacks) in 9M FY'25 stood at Rs. 143 crores. Our normalized growth is 29% after factoring in the discontinuation of DAAWAT® Sehat.

• **Margin Expansion:**

- Gross Profit for 9M FY'25 increased by 19% on a YoY basis to Rs. 2,202 crores and the Gross Profit Margin increased by 145 bps to 33.8%.
- EBITDA increased by 7% on a YoY basis to Rs. 777 crores and the EBITDA Margin decreased by 80 bps to 11.9% in 9M FY'25.
- PAT increased by 1% on a YoY basis to Rs. 451 crores and the PAT Margin decreased by 90 bps to 6.9% in 9M FY'25.

• **Further Strengthening Financial Metrics:**

- Current Ratio remains steady at 1.9 in 9M FY'25.
- Interest Coverage Ratio remained steady at 10.4 in 9M FY'25
- Debt-Equity maintained at 0.3 in 9M FY'25.
- Debt-EBITDA at 1.2 in 9M FY'25 compared to 1.3 in 9M FY'24.
- The Return on Capital Employed stood at 19.5% in 9M FY'25 compared to 20.3% in 9M FY'24.
- The Return on Equity stood at 16.9% for 9M FY'25 compared to 18.7% in 9M FY'24.

About LT Foods Limited

LT Foods Ltd. [NSE: LTFOODS, BSE: 532783] is a leading Indian-origin global FMCG company in the consumer food space. It is a leading player globally in the specialty rice and rice-based foods business for more than last 70 years. The company delivers the finest quality and taste experiences in more than 80 countries across India, the U.S., U.K., 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®, which is North America's most loved brand and many more. The company is proudly expanding into the future food preferences of millennials by offering organic food in global markets and supplying organic food-ingredients to leading businesses. The company is committed to nurturing the goodness of food for people, the community and the planet.

With a consolidated revenue of around Rs. 7,822 crore as of FY'24, 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 1400+ distributors across the globe.

For further information, please contact:

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Press Release

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