



LT Foods



Earnings Presentation

Q4 & FY2018

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Performance snapshot – As on March 31, 2018

GROWTH

11%
Revenues

12%
PBT

12%
PAT

TRANSFORMATION

69%
Branded
Portfolio

236
Working
Capital Days

1.26x
Debt-
Equity
Ratio

SUSTAINABILITY

18%
Branded
Revenue
Growth

23%
International
Branded Revenue
Growth

13%
India
Branded
Revenue
Growth

Performance snapshot – Market Performance



DAAWAT
THE FINEST

28% share in India



35% share in premium Basmati in India



45% share in the U.S

#1 Basmati brand in N.A..



42% market share in Rural segment



60% share in Premium Hotels

#1 supplier in premium hotels



Market share in Modern trade increased by 3% to 28%



49% increase in organic business

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 Iranian, Asian and Middle East population
- Adding more products for local diaspora

Sustainability

- Residue compliant products
- Farmer-connect 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
- Usage of technology/ tabs for real-time connectivity

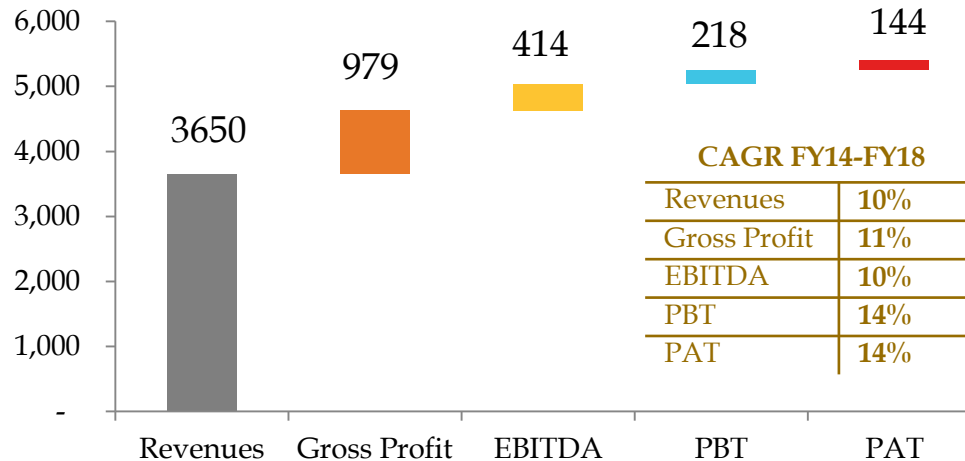
Expand Value-added Portfolio

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

Margin Expansion

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

Financial Review – FY18



During Q4 FY18:

- Strong 18% value growth achieved in basmati rice business in Q4 expected to continue; captures growth in India as well as International markets
 - Value growth in India stood at 9%
 - Value growth in International Market stood at 31%

During FY18:

- Recorded revenues of Rs. 3,650 crore, up 11% driven by branded sales
- Contribution from Branded Business stood at Rs. 2,130 crore, higher by 18% Y-o-Y
 - Branded Business contributes 69% to Total Revenues Vs. 64% in FY17
- PBT stood at 218 crore, up by 12%
- Profit After Tax improved by 12% to Rs. 144 crore

Financial Snapshot – Q4 & FY18

Amount in Rs. Crores

Particulars	Q4 FY18	Q4 FY17	Growth %	FY2018	FY2017	Growth %
Total Revenue	1,078.30	944.80	14.1%	3,649.90	3,292.90	10.8%
Total Expenditure	1,032.00	885.58	16.5%	3,432.34	3,098.43	10.8%
EBITDA *	104.04	111.53	-6.7%	414.25	406.34	1.9%
<i>Margins</i>	9.60%	11.80%		11.30%	12.30%	
PBT	46.30	59.21	-20.3%	217.56	194.47	11.1%
<i>Margins</i>	4.30%	6.10%		5.90%	5.90%	
PAT	34.57	37.87	-8.7%	144.42	129.27	11.7%
<i>Margins</i>	3.20%	4.00%		4.00%	3.90%	
EPS (Basic & Diluted)	1.00	1.21	-17.2%	4.80	4.40	9.1%
ROIC				15%	15%	

* Normalized EBITDA – 12.6% on account of investment on expansion of International operations in Europe & US and currency fluctuation

Balance Sheet Snapshot

Amount in Rs. crores

Particulars	As on Mar 31, 2018	As on Mar. 31, 2017
Assets		
Non-current assets	805.85	607.05
Current assets	2,452.93	2,128.07
Total assets	3,258.78	2,735.12
Liabilities		
Shareholders' Funds (including minority interest)	1,231.66	711.96
Non-current liabilities	208.91	70.34
Current liabilities	1,818.21	1,952.82
Total Liabilities	3,258.78	2,735.12

Utilization of QIP Funds

Amount in Rs. Crore

Particulars	As on Mar. 31, 2018
Loan Reduction	200
Inventory	175
Working Capital *	7
Total	382

*Additional deployment of funds to the extent of 100 crore in inventory on account of 16% hike in the paddy prices and additional paddy procured worth Rs. 75 crore

Management Commentary



Commenting on the Q4 & FY18 performance, Mr. Ashwani Arora, Managing Director and CEO, LT Foods said:

“Financial Year 2018 was an eventful year for us and I am pleased to share that we have ended the year on a strong note with 11% growth in Revenues and 12% growth in Profit After Tax. Performance during the year was bolstered by various strategic initiatives undertaken by the management to strengthen the India & International business as well as product innovation activities.

During FY18, we further expanded our footprints in the high-potential geographies of USA and Europe where we have built world-class plants. In addition, we have improved our infrastructure in Europe and India. With this, we have entailed enough CAPEX which is required to give us growth for the next 5 years and remain committed of driving sustained performance.

The roadmap going forward appears exciting and we will continue to leverage our brands, distribution network and infrastructure in both India and International markets. This along with our focus on the value-added business will drive gains for us in the ensuing years.”

Business Updates - International



Expanded footprint in Europe with a new rice processing plant at Rotterdam, Netherlands

- First Indian Company to set up rice processing plant in Europe
 - Initial capacity of 60,000 tonnes
- The plant will be used to process brown rice and will be distributed within Europe

Inaugurated a plant in USA to manufacture organic ready to heat products

- This is in-line with the changing consumer trends
- Will help LT Foods to expand product offerings by leveraging strong brand equity and distribution network of Royal



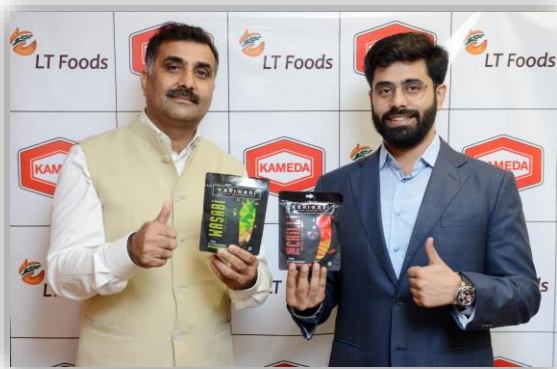
Launched New Avatar of the leading rice brand 'Daawat' for UK & European Market

- Introduced new packaging across all product for a fresh shelf presence; strategy to help 'Daawat' become a household name in the European market
- Raw material to be sourced from India, to help farmers

Annual Updates - 2018

Business Updates - India

Launched “Daawat Rozana Gold Plus” that offers a unique mix of 80% White rice + 20% Daawat Fast Cooking Brown Basmati Rice offering a perfect blend of taste and health in one pack



Entered the healthy snacks market with launch of premium rice based snacks ‘KariKari’ through a JV with Kameda Seika (Japan)

- Based on changing consumer trend, entered the healthy premium snack category
- Test launched 4 flavors based on Indian palate

Upgraded and modernized existing Organic facility in Sonapat, Haryana

- To help EcoLife, the organic foods brand of Nature-Bio Foods Limited to gain market share in both India and International markets
- Will help organise eco-system of India



Annual Updates - 2018

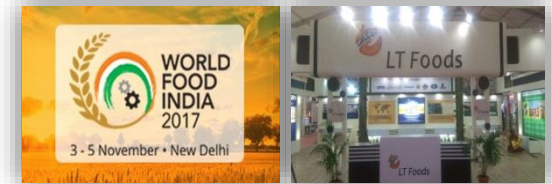
Marketing Initiatives

Daawat Presents - **Finest Biryani recipes with Sanjeev Kapoor**



Revamped Daawat Brown Rice website to make it more informative & consumer friendly; consumers can get all their queries answered through this website

Participated in the most sought after food event of the year - **'World Food India 2017'**



Sponsorship of **Women's India Open Golf Tournament - November 2017**

Sponsorship to Cook -Off TV Show, conceptualized by Company's brand ambassador chef Sanjeev Kapoor on Food Food channel



Daawat Sponsored **Annapurna Festival in Reliance**

Corporate Developments



Raised Rs. 400 crore through Qualified Institutional Placement (QIP) in December 2017 at a price of Rs. 75.20 per equity share (including a premium of Rs. 74.20 per share). The Company witnessed strong response from high quality domestic institutional investors and FIIs. Prominent investors who participated in the QIP include SBI Mutual Fund, DSP BlackRock Mutual Fund, Reliance Mutual Fund, Societe Generale and Morgan Stanley Asia Singapore PTE

- The proceeds are being deployed to deleverage and strengthen the balance sheet of the Company

Long Term Credit rating upgraded to **CRISIL A-/ POSITIVE (UPGRADED FROM CRISIL BBB+/ POSITIVE)**

Short Term Credit rating upgraded to **CRISIL A2+ (UPGRADED FROM CRISIL A2)**



CSR Initiatives

Constantly working towards adopting fair & equitable practices, implementing focused CSR project, adopting environment friendly processes, technologies and advancing sustainability efforts to bring a change

Adopted a village in Madhya Pradesh in 2015 – to redefine the lives of people in and around the village by providing facilities for a well-developed and sustainable living

- The adopted village has seen numerous noteworthy developments, since its adoption
- Village is transformation into one of the finest, self sustaining model village

Began ‘School Adoption Program’ in 2017 with a vision to convert backward rural and urban Government schools into Model Schools

- ‘Humaari Udaan’ was launched in Govt. Primary school in Chauhan Joshi Village, Sonapat.



Conference Call Invite

LT Foods Limited - Q4 & FY18 Earnings Conference Call

Hosted by Motilal Oswal Securities Limited

Time • 03:30 pm IST on Friday, May 25, 2018

Local dial-in numbers • Primary number: +91 22 6208 1149

International Toll Free Number

- Hong Kong: 800 964 448
- Singapore: 800 101 2045
- UK: 0 808 101 1573
- UK (London): 4 420 3478 5524
- USA: 1 866 746 2133
- USA (Los Angeles): 1 323 386 8721

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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