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16th March, 2018

BSE Limited Corporate Relationship Department 2nd Floor, New Trading Ring, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400001 Scrip Code: 519588	National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400051 Scrip Code: DFMFOODS
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Dear Sirs,

Sub: Intimation under regulation 30 of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to the Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that our Chairman & Managing Director, Mr. Mohit Jain and Group Chief Financial Officer, Mr. Rajiv Bhambri will be having one-on-one / Group discussions in Mumbai on 20th March 2018 and 21st March, 2018, with the following Investors:

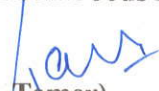
Date	Investor Name	Type of meeting
20-Mar-2018	Kotak Mutual Fund	One-on-one
20-Mar-2018	DSP Blackrock Mutual Fund	One-on-one
20-Mar-2018	HDFC Mutual Fund	One-on-one
21-Mar-2018	Aditya Birla Sun Life Mutual Fund	One-on-one
21-Mar-2018	IDFC Mutual Fund	One-on-one
21-Mar-2018	ICICI Prudential Mutual Fund	One-on-one
21-Mar-2018	Enam AMC, Sundaram Mutual Fund	One-on-one

Please find enclosed a copy of the Investor Presentation proposed to be made to the Investors/Analyst at the above meeting. The aforesaid presentation is uploaded on the website of the Company at www.dfmfoods.com. It would be a question answer session. However, no unpublished price sensitive information will be shared with them during the discussions.

The above schedule is indicative and subject to changes, in case of exigencies on the part of either party. Further there could be a few other meetings that may be finalized in due course. This is for your information and records and is also being made available on the Company's website <http://www.dfmfoods.com/>.

Thanking you.

Yours faithfully,
For DFM Foods Limited


(R.S. Tomer)
Company Secretary

Encl: As above

DFM FOODS LIMITED



Investor Presentation

This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international oil prices and input costs and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

Introduction

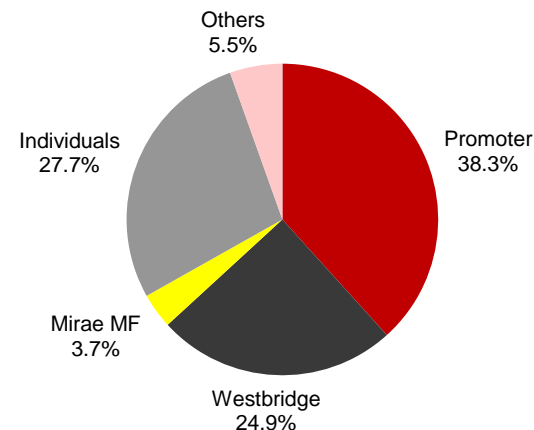
- ❑ Founded in 1983 and headquartered in New Delhi, DFM Foods Ltd (“DFM Foods”) engages in manufacturing and marketing of packaged snack foods in India
- ❑ Products sold under the brand name of “CRAX”, “CURLS “ and “NATKHAT” which are very popular among children.
- ❑ Promoted by Delhi Flour Mills Ltd and Jain Family, DFM Foods is a public listed company on the Bombay Stock Exchange and on the National Stock Exchange
- ❑ Products manufactured include:
 - **CRAX – CORN RINGS**
 - **CRAX CURLS – CORN PUFFS**
 - **CRAX CHEESE BALLS**
 - **NATKHAT – WHEAT PUFFS**
 - **CRAX – NAMKEENS**
- ❑ 2 state-of-the-art manufacturing facilities in Ghaziabad and Greater Noida with production capacity of 35,000 MTPA of snack foods in FY17
- ❑ Continuously investing in brand building and marketing activities with a special focus on channels aimed at children; on-the-ground-presence, and in-pack gifts that underline the fun element of product
- ❑ Sharp focus on delivering quality products to customers through sourcing quality ingredients using best in class equipment and employing the right set of personnel.
- ❑ Believe in constant innovation and product development in order to maximize value for all its stakeholders
- ❑ Launched two new products in the current financial year – Crax Curls & Crax Cheese Balls

Key Financials

Y/E Mar 31, INR mn	FY15	FY16	FY17	9MFY18
Net Sales	2,893	3,895	3,421	3,245
Growth (%)	9.9%	34.7%	(12.2%)	30.0%
EBITDA	329	487	374	404
EBITDA Margin (%)	11.4%	12.5%	10.9%	12.5%
PAT	110	250	183	174
PAT Margin (%)	3.8%	6.4%	5.3%	5.4%

Note: FY17 onwards figures are as per Ind - AS.
Growth % for 9M FY18 compared with PY 9M

Shareholding Pattern (Dec-17)



More than 1% Public Shareholders	% Holding
Westbridge Group	24.90%
Man Mohan Singh	9.56%
Mirae MF	3.66%
Anuradha Sharma	3.19%

Our Vision

“ To become one of India’s leading snack food providers, with a range of exciting, innovative products and a responsive distribution network spanning the breadth and depth of the country ”

Our Mission

“ To bring about excitement in people’s lives through our innovative, high quality snacks and brands, that inspire fun, joy and happiness! In doing so, we strive to maximize value for all our stakeholders, while maintaining the highest standards of honesty and integrity ”

Strengths

- 1** Strong lineage
- 2** Strong brand equity among Target Group (TG)
- 3** Differentiated product offering
- 4** Extensive distribution network
- 5** State of the art manufacturing facility
- 6** Strong leadership and senior management team



Innovative and Aggressive Marketing

- ❑ Strong media presence especially on TV so as to reach new consumers as well as maintain top of mind position among existing consumers
- ❑ Continuous use of innovative Consumer promotions in the form of gift-in-pack
- ❑ Use of BTL activities such as School Contact Programmes, on-ground activations etc. to increase engagement with our TG
- ❑ The above shall help drive growth by market share gain as well as create the necessary consumer pull required for distribution expansion



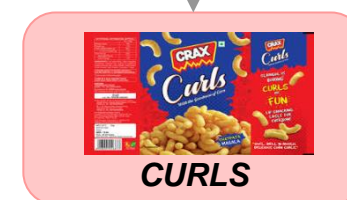
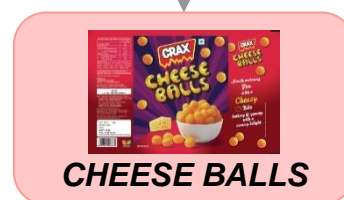
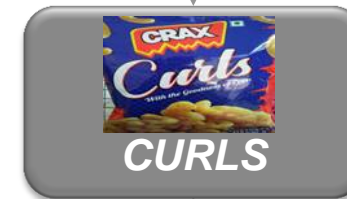
New Products

- ❑ New and exciting flavours among existing products
- ❑ Completely new and differentiated Product offerings in the snacking space



Distribution Expansion

- ❑ Increase both numeric and weighted distribution in existing towns
- ❑ Penetrate deep into smaller / lower pop-strata towns and villages
- ❑ Expansion to uncovered markets in the new zones
- ❑ Distribution expansion to modern retail formats and institutions



Target Audience - 6-12 year
Ingredients - Corn based extruded snack
Price Points - Rs. 5, 15 grams and Rs. 10, 35 grams
Flavors – Chatpata, Tangy Tomato, Masala Mania, Pudina Punch, Mast Cheez & Thai Sweet Chilli

Variants – 11 variants of both popular and unique Namkeens such as Mast Matar, Kaju Mixture, Navratan, Aloo Bhujia etc.
Price Points - Rs. 5, 10, 20

Target Audience - 6-14 year
Ingredients – Corn based extruded snack
Price Point – Rs. 5, 21 grams

Target Audience –Children & Young Adults
Ingredients - Corn based extruded snack
Price Point – Rs. 5, 24 gms
Flavors – Masala, Tomato

Target Audience - 6-14 year
Ingredients - Extruded wheat puff
Price Point – Rs. 5, 25 grams, Rs 2, 11 grams
Flavors – Classic, Masala

Territorial Expansion – Timeline

FY10

Madhya Pradesh, Rajasthan

FY11

Himachal Pradesh

FY12

Chhattisgarh, Maharashtra, Gujarat; Commissioning of Greater Noida facility

FY13

West Bengal

FY14

Bihar, Jharkhand, Orissa, Goa

FY16

Bangalore (Karnataka), Hyderabad (Telangana), Chennai (Tamil Nadu); Brownfield expansion commissioned in Dec-15 in Greater Noida Unit

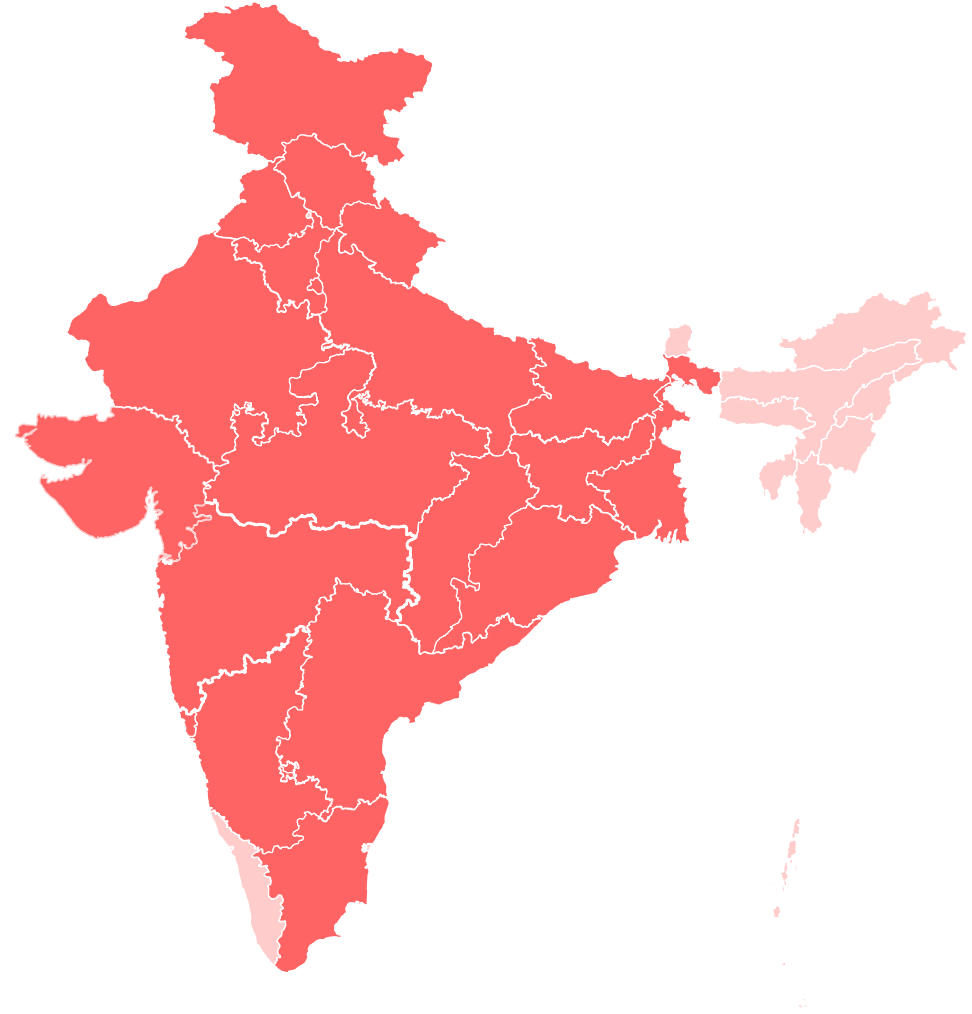
FY17

Second brown field expansion commissioned in Mar-17 in Greater Noida

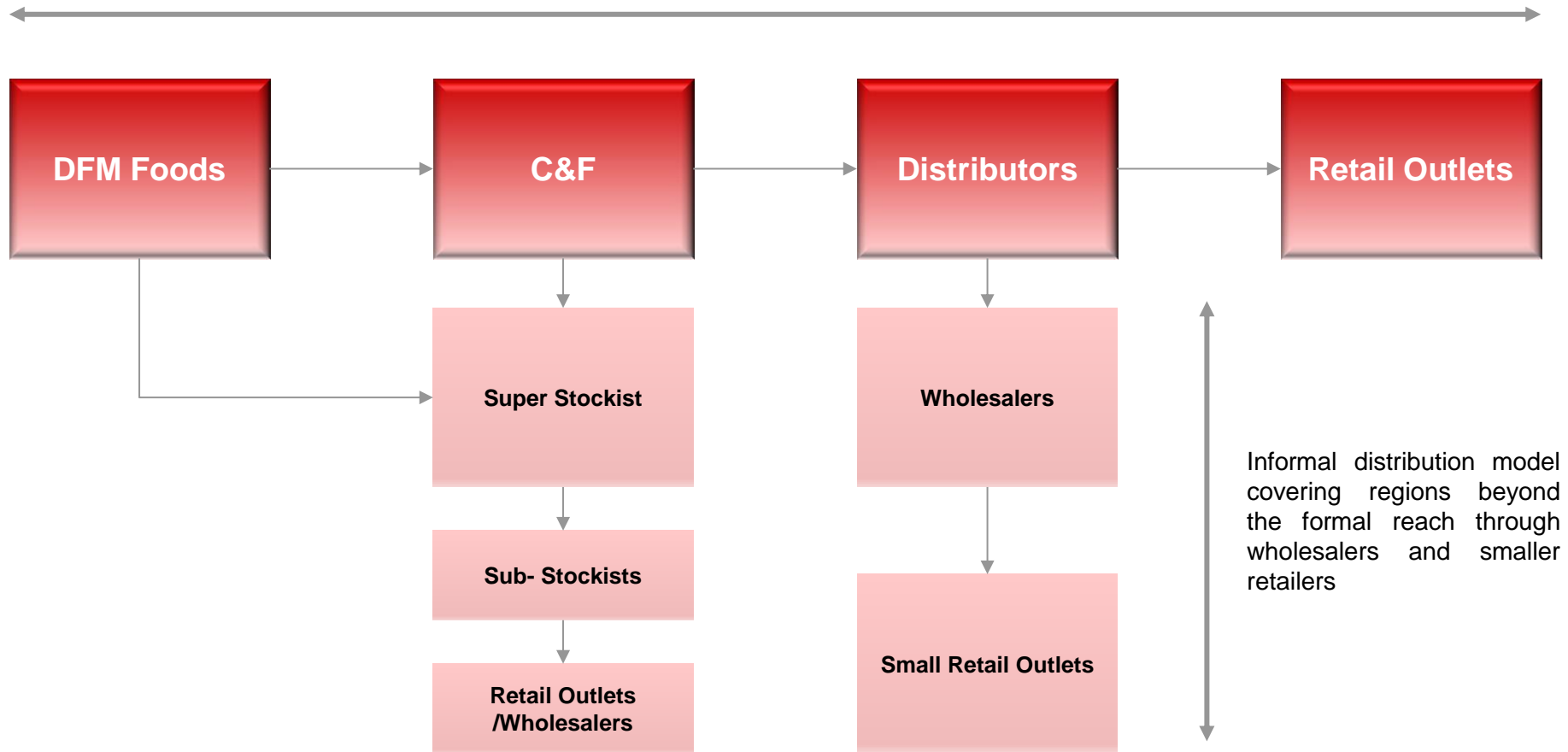
FY17

Land in Pune acquired for setting up a manufacturing facility to cater to Western, Central and Southern zones

India Distribution Footprint

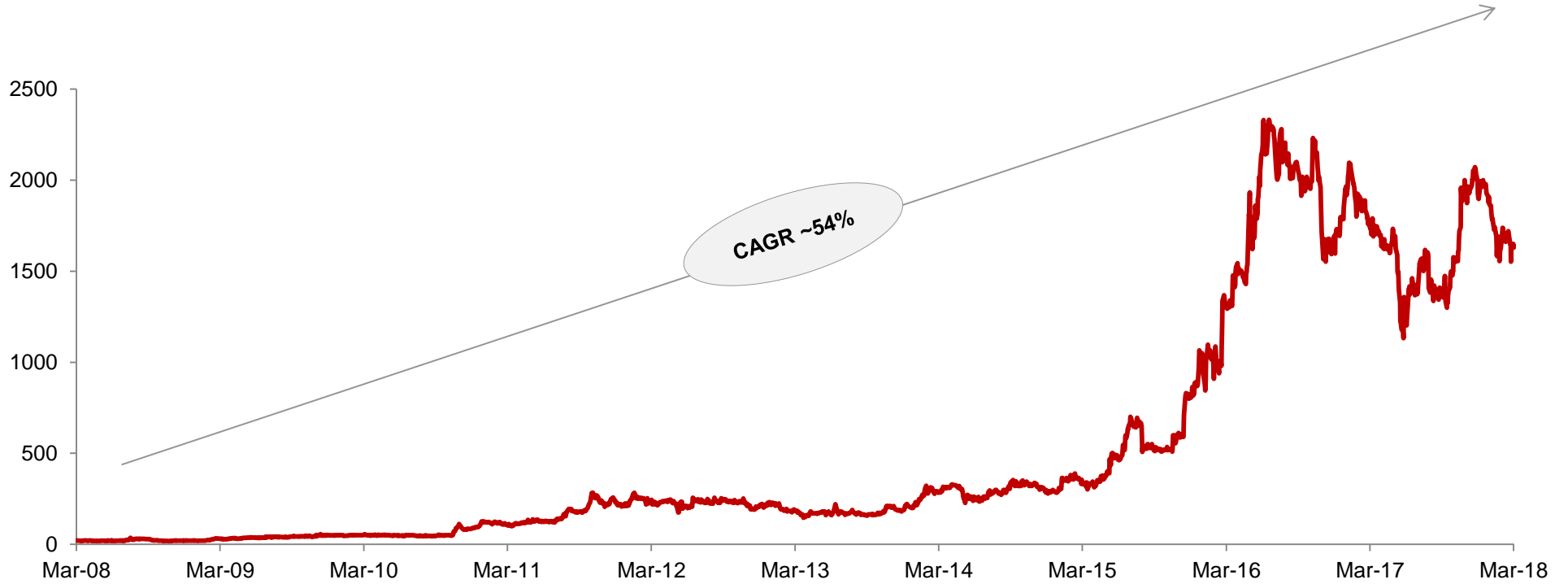


Formal Distribution Channel



Robust Distribution Network with direct distribution to over 3 Lacs retail outlets in 1 lakh plus population towns and wide distribution network with +40 C&F Agents and +1400 Distributors: To penetrate smaller markets 140+ Super Stockists & 1800 + Sub-Stockists

Last 10 years share price performance (Apr-08 to Mar-18)

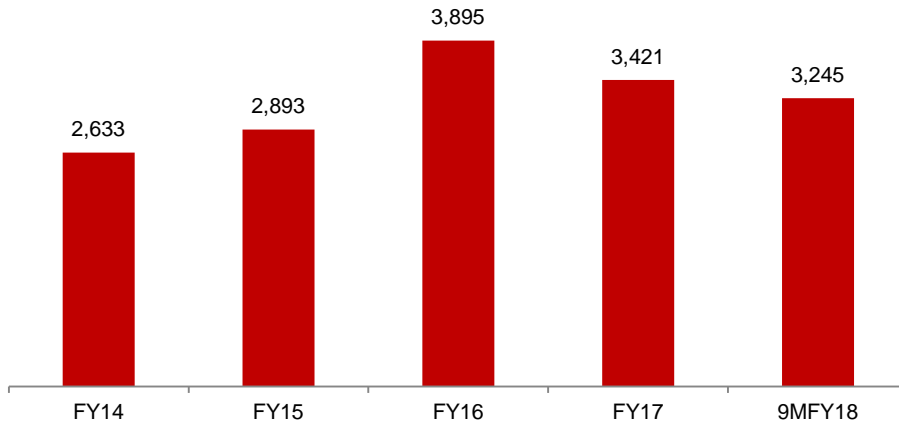


- ❑ CAGR of ~24% since listing in Apr-95 to Mar-18*
- ❑ CAGR of ~55% since last 5 years from Mar-13 to Mar-18*

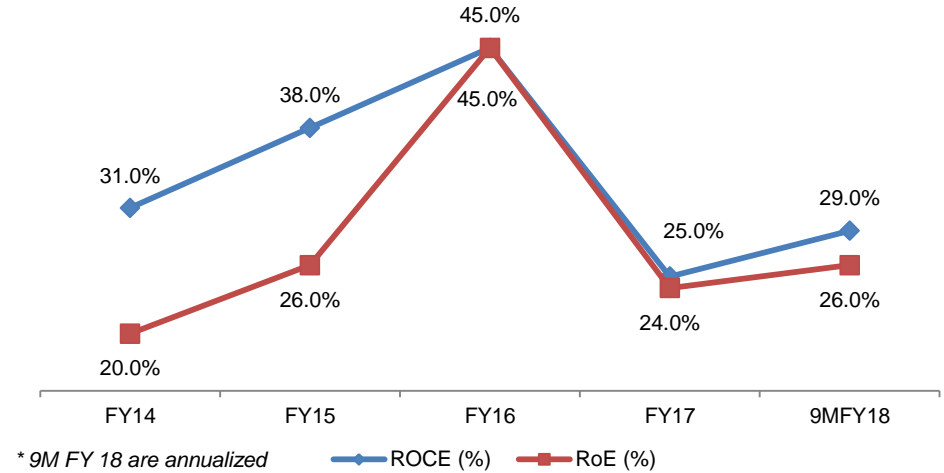
*The data is up to 14-Mar-18

Source: BSE

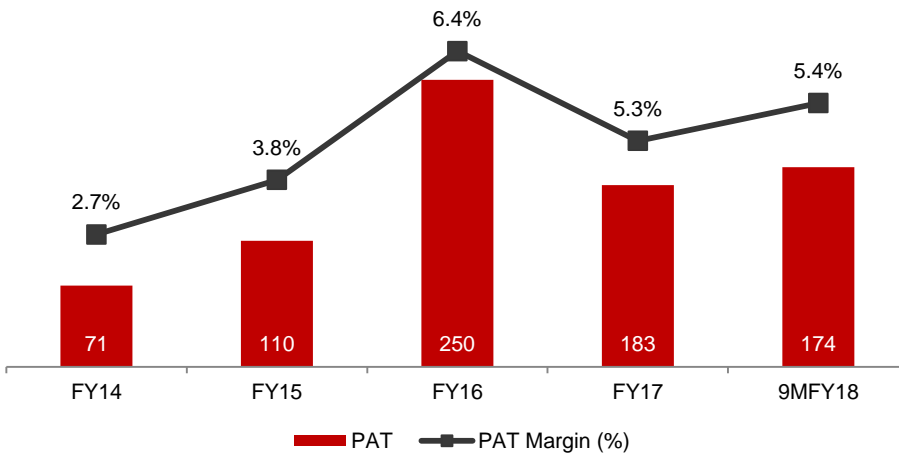
Net Sales (INR mn)



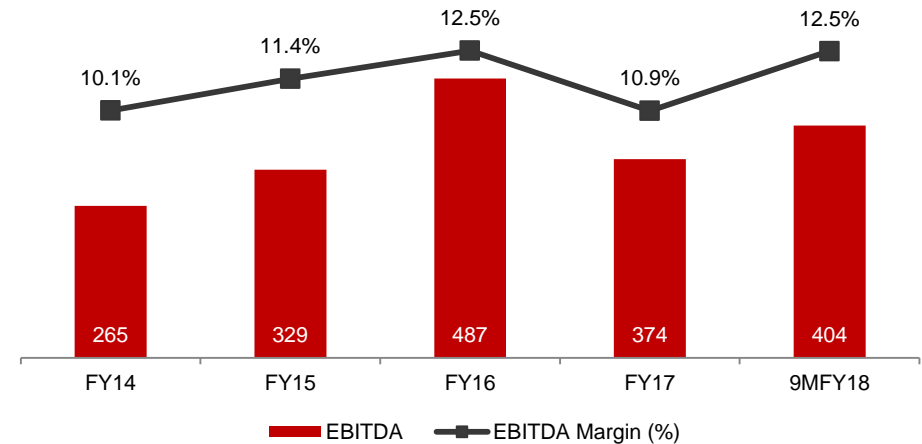
RoE and ROCE (%)



Profit after Tax (INR mn and %)

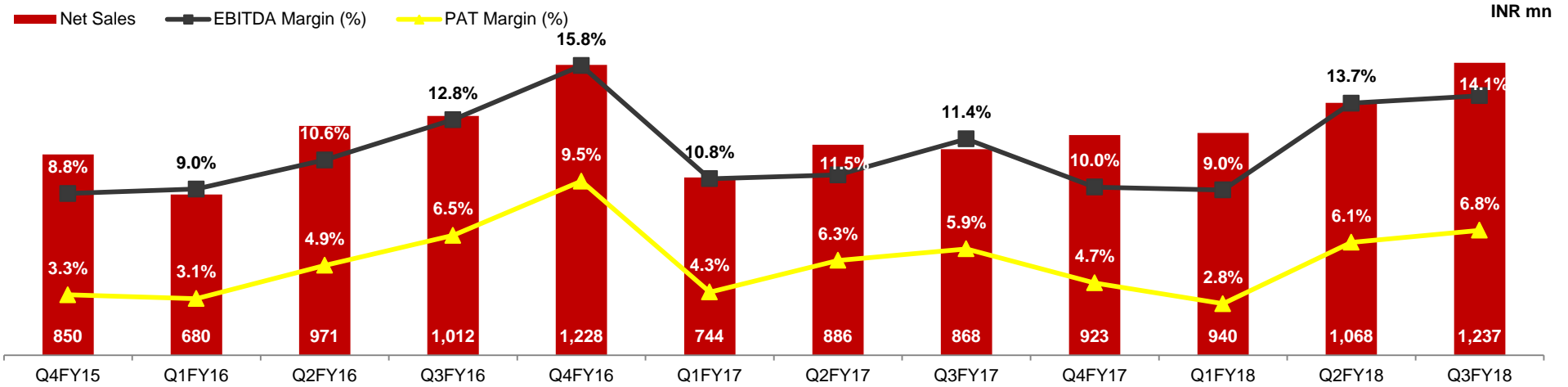


EBITDA (INR mn and %)



Note: FY17 onwards figures are as per Ind-AS.

12Q Revenues, EBITDA Margin, PAT Margin & Share Price Movement

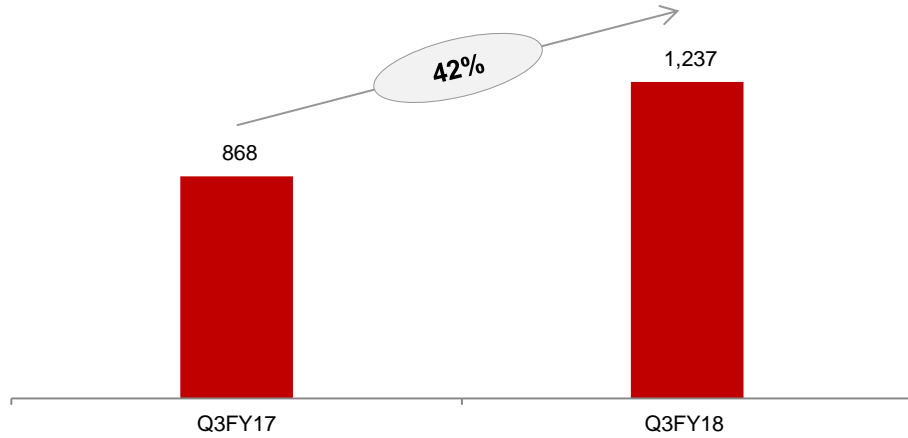


Note: FY17 onwards figures are as per Ind-AS

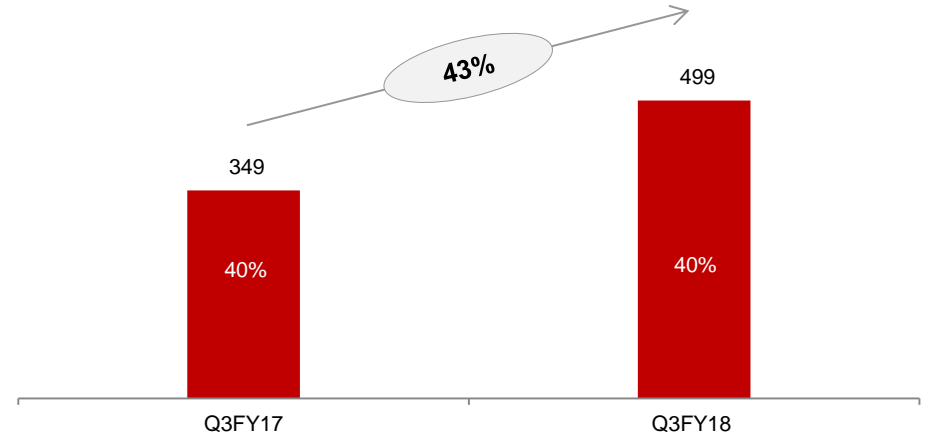


Source: BSE

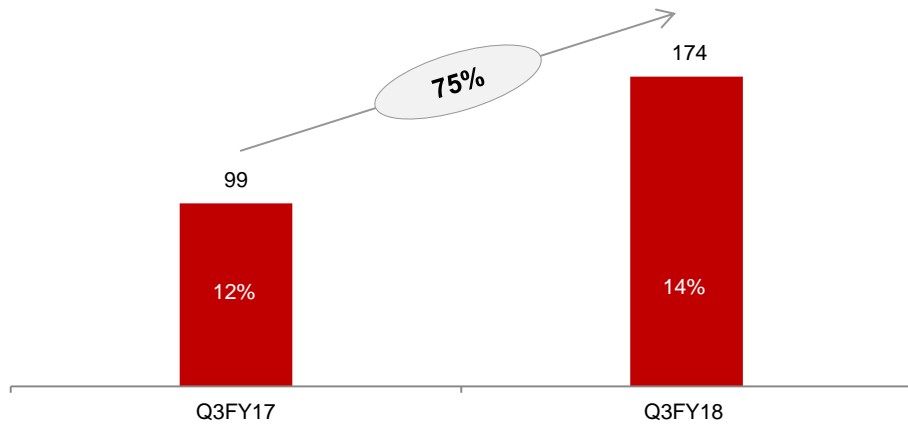
Sales (INR mn)



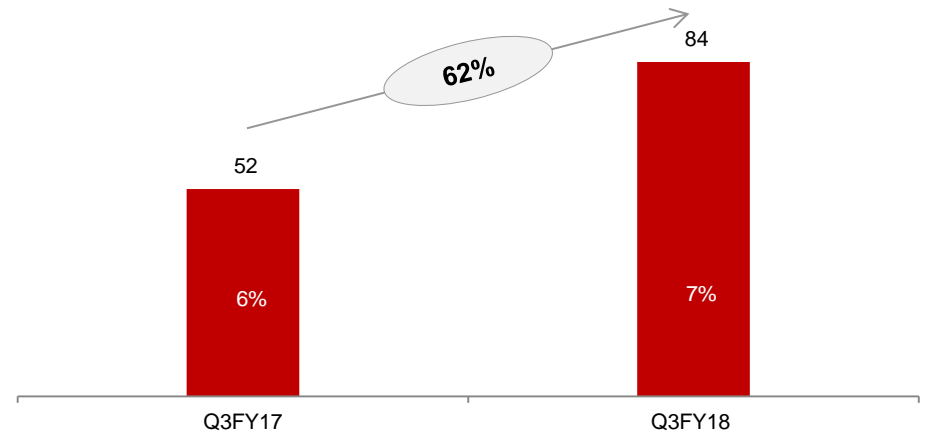
Gross Profit (INR mn)



EBITDA (INR mn)

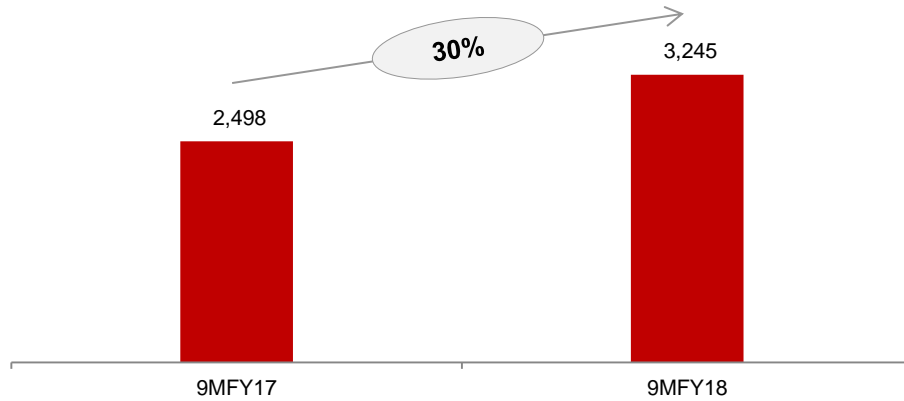


PAT (INR mn)

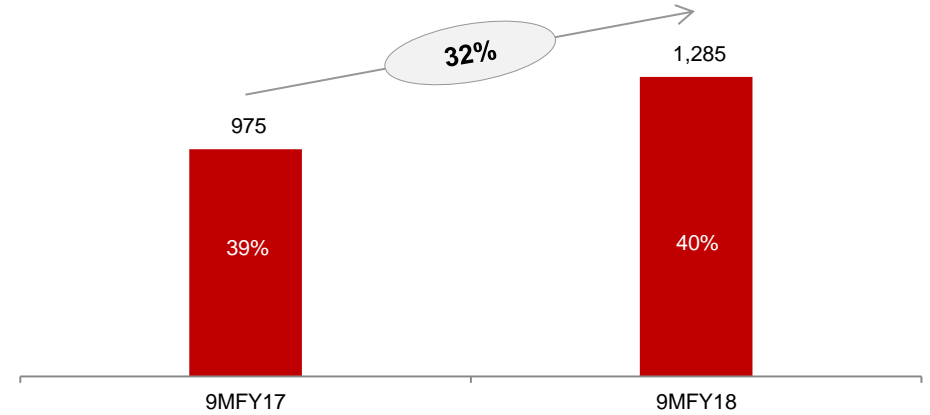


Note: The percentage in the bars indicate margins

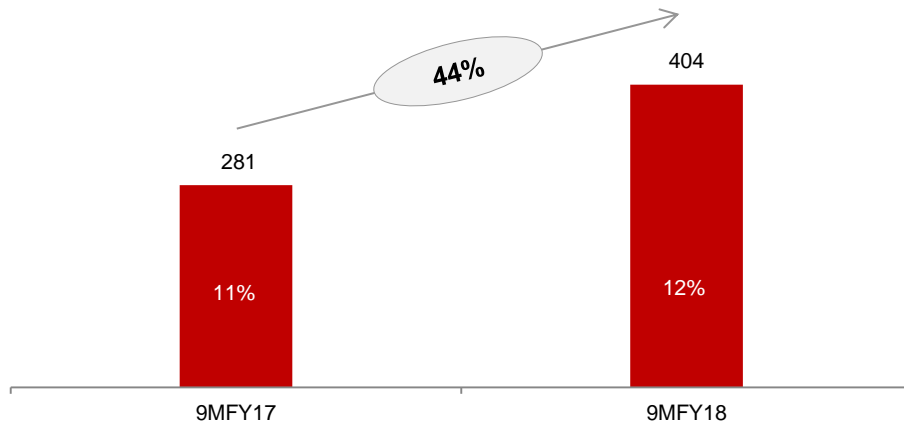
Sales (INR mn)



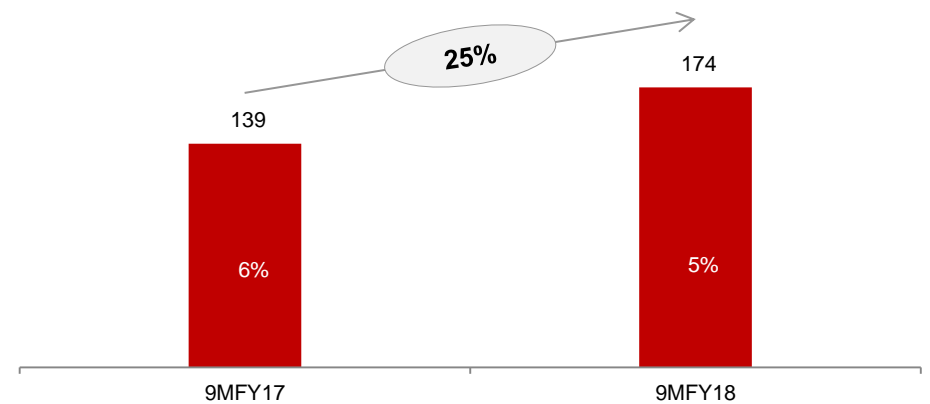
Gross Profit (INR mn)



EBITDA (INR mn)



PAT (INR mn)



Note: The percentage in the bars indicate margins

Abridged Profit & Loss and Balance Sheet

Profit and Loss

Y/E Mar 31, INR mn	FY13	FY14	FY15	FY16	FY17	9MFY18
Total Turnover	2,252	2,633	2,893	3,895	3,421	3,245
PBIDT	212	265	331	487	376	405
Depreciation	44	58	59	66	74	75
Interest & Financial Expense	94	85	57	57	51	62
Profit before tax	100	98	172	365	251	268
Profit after tax	63	71	110	250	183	174

Balance Sheet

Y/E Mar 31, INR mn	FY13	FY14	FY15	FY16	FY17
Equity & Liability	1,384	1,266	1,418	1,910	2,593
Shareholders Fund	336	377	457	648	846
Non-current Liabilities	558	464	441	599	902
Current Liabilities	490	425	520	662	845
Total Assets	1,384	1,266	1,418	1,910	2,592
Non-current Assets	1,009	934	910	1,188	1,885
Current Assets	375	332	508	722	708

Note: FY17 onwards figures are as per Ind-AS.

Star SME (Medium) and Star SME Agriculture (Medium) awards at the fourth edition of the Business Today – YES Bank SME awards



Mr. Mohit Jain

Chairman and Managing Director

- ❑ Managing Director since 1994
- ❑ Played a pivotal role in establishing the snack food division in 1984 and has been involved in its development since then

Mr. Rohan Jain

Dy. Managing Director

- ❑ B.Sc. (Economics) from Wharton School, has been the Executive Director of the company since 2009
- ❑ Has been credited with the reinvigorated focus on Snack food

Mr. Pradeep Dinodia

Director

- ❑ Leading CA and taxation expert and is practicing as a partner of S.R. Dinodia & Co LLP, a Chartered Accountant firm in New Delhi
- ❑ Has been associated with the Federation of Indian Chambers of Commerce & Industry (FICCI), Institute of Chartered Accountants of India and International Fiscal Association, India Chapter in various capacities

Mr. Mohit Stayanand

Director

- ❑ Is a management consultant and has been on the Board since 2000
- ❑ He has extensive knowledge in sales and marketing of consumer goods including the snack food market and was instrumental in establishing the present snack foods business of the company

Mr. S.C. Nanda

Director

- ❑ Renowned Advocate with over 37 years of legal experience and has been on the Board since 2000
- ❑ He has vast experience in matters pertaining to real estate and development of hotels, resorts, colonies, and commercial establishments

Mr. Sandeep Singhal

Director

- ❑ Co-founder and Managing Director of WestBridge Capital India Advisors
- ❑ He has vast venture capital and private equity experience in India
- ❑ He was a Co-founder and Managing Director of Sequoia Capital India

Ms. Hiroo Mirchandani

Director

- ❑ She has extensive experience in Profit & Loss management across diverse industries
 - ❑ She has built great brands in healthcare, consumer goods, telecom, jewellery, and paints
 - ❑ She is an independent director on several boards including Punjab National Bank, Nilkamal Ltd and Tata Teleservices
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Thank You

Rajiv Bhambri
Group CFO DFM Group

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Email Id: Rajiv.Bhambri@dfmgroup.in