



LT Foods



Investor Presentation

Q1 FY22

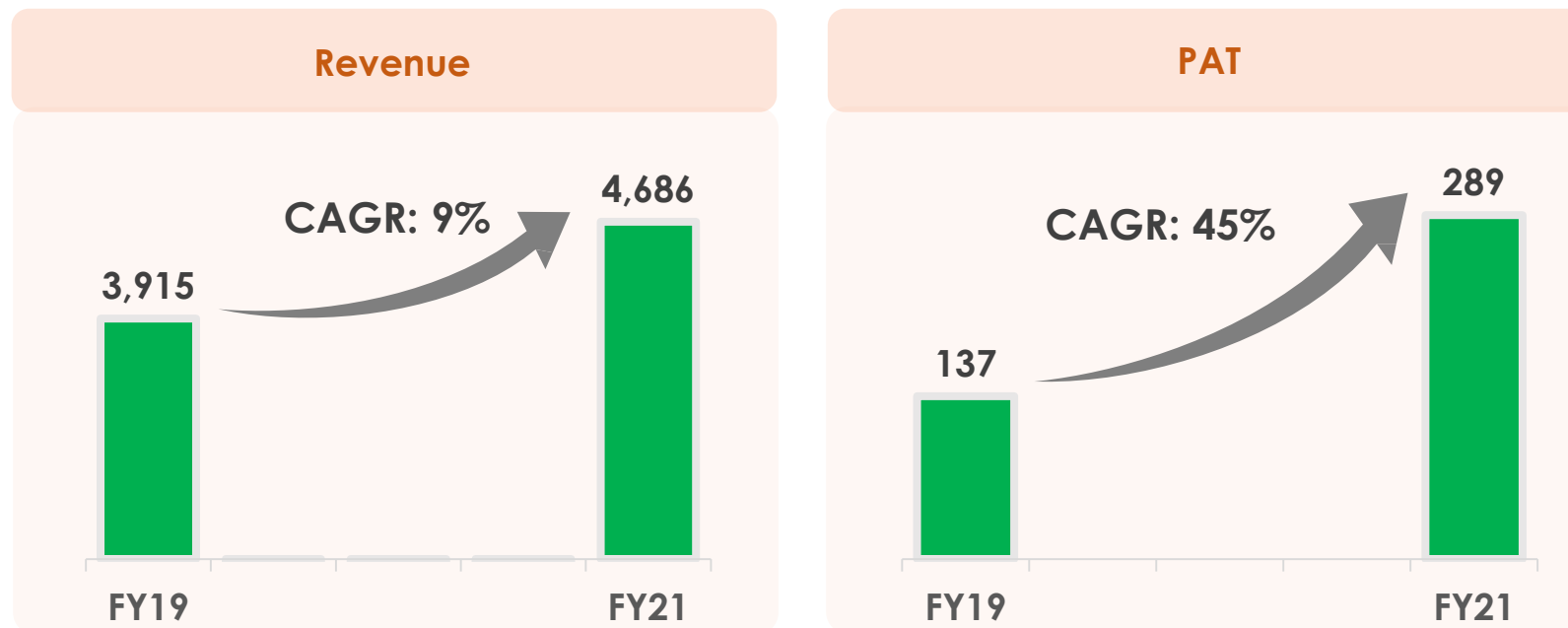
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Maximising Shareholders Wealth by Strategic Focus towards Profitable Growth



Growth in revenue is being supported by strengthening the brands, widening distribution network and increasing brand penetration across all consumer segments with product portfolio expansion in the Health & Convenience Platform. PAT Margins have expanded aided by growth in EBITDA, savings in Finance Cost and lower Effective Tax Rate

All Figures in Rs. Cr unless specified

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Q1FY22 Key Highlights (Q-o-Q)

Total Revenue up by 5%

Basmati & Other Specialty Rice Business down by 5%

Specialty Business up by **7%**

Overall Small Pack Business up by **3%**

Organic business up by 79%

New Products Business down by 2%

Gross Profit up by 4%

EBITDA up by 7.5%

Finance Cost down by 12%

PBT up by 16%

PAT up by 28%

EPS up by 29%

Cash Profit up by 16%

Improvement in Debt to EBITDA ratio (1.9x vs 2.3x)

Rs. 135 crore free cash flow generated during the year, which has helped in reducing debt by Rs. 95 crore

ROCE improved by 170 bps (15.4% vs 13.7%)

ROE improved by 310 bps (15.7% vs 12.6%)

ROCE¹ Normalised up by 170 bps (16.1% vs 14.4%)

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Right-to-Win

Strong Global Brands to Provide Superior Consumer Experience

- Flagship Brands “Daawat” and “Royal” enjoy leadership positions in India and US with market share of 27% and 50% respectively
- Other brands such as Heritage, Devaaya, Gold Seal Indus Valley, 817 Elephant, Rozana also enjoy leadership position in other countries

Robust Global Supply Chain

- Complete control on the value chain from “Farm to Fork”
- Global Supply chain hubs and strategically located manufacturing units across India
- Automated state of the art manufacturing units with less dependence on labour

LT Foods has well defined strategies in place for further Growth in Margin Expansion and Strengthening of Financial Metrics

Distribution & Marketing

- Well entrenched distribution network in 60+ countries with 800+ distributors across globe
- Adopted Go-To-Market Strategies across geographies
- Enabled tele-ordering and partnered with delivery partners to reach to consumers in these unprecedented times
- Strengthened presence across digital platforms and launched digital campaigns to strengthen the brand share

Culture of Excellence

- Resilient implementation of the strategies by LT Group’s Team Members
- Create a culture of entrepreneurship and organization – wide collaboration

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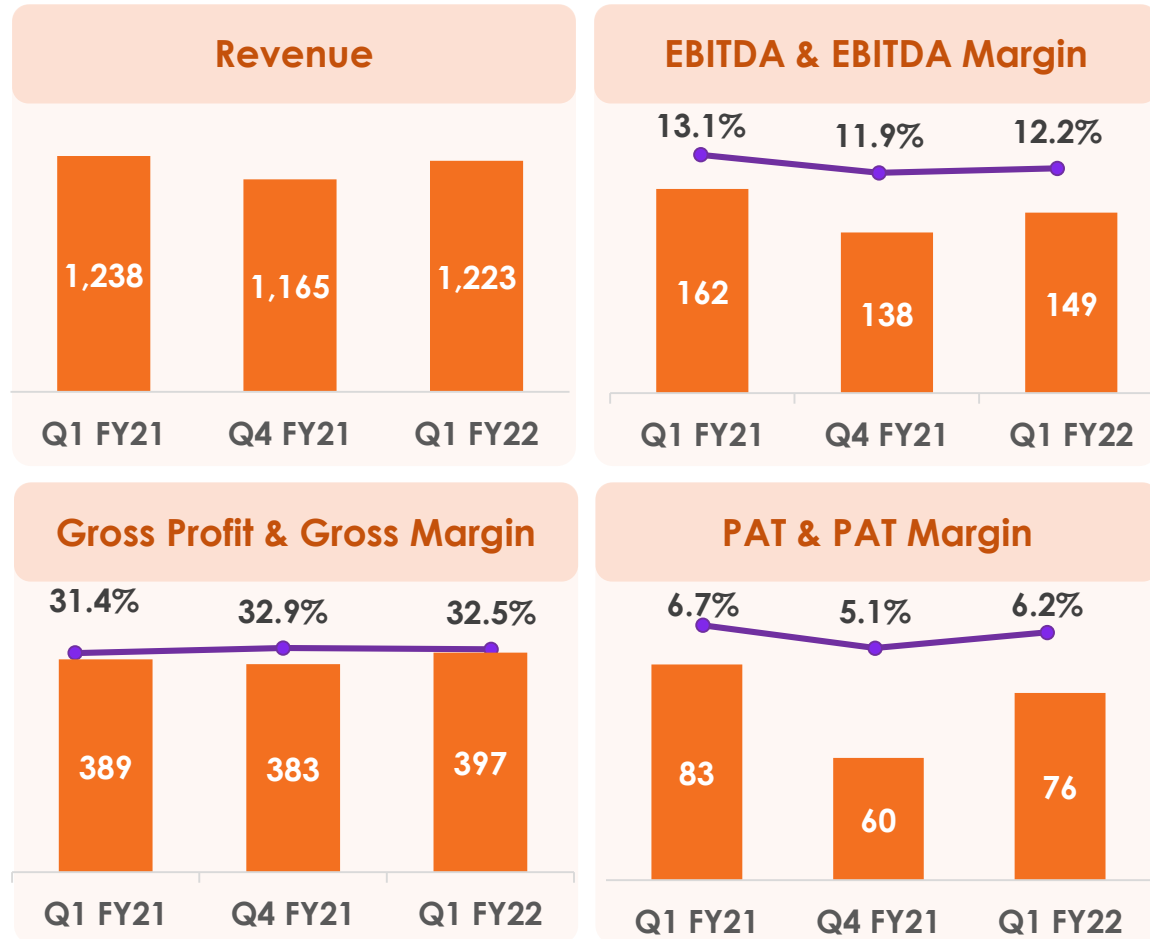
Marketing Initiatives

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Q1 FY22 – Improving Operational Efficiencies along with savings in Interest Cost



- Revenue up 5% Q-o-Q basis aided by growth in Organic and Rest of World business
- Gross Profit higher by 4% Q-o-Q
- EBITDA higher by 7.5% and margins have increased by 30 bps on Q-o-Q basis,
- PAT increased by 28% Q-o-Q and margins increased by 110 bps, aided by 12% saving in Finance Cost
- Cash Profit higher by 16% Q-o-Q to Rs. 105 crore

All Figures in Rs. cr unless specified

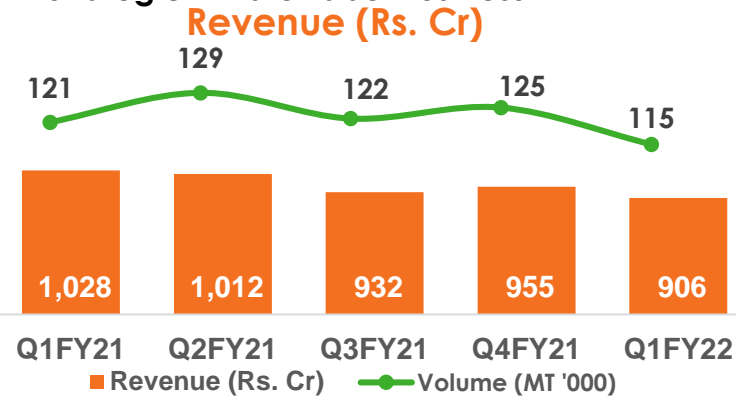
FY21 numbers were re-instated

Segment-Wise Revenue Break-Up

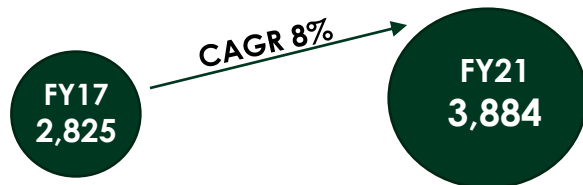
Basmati & Other Specialty Rice



- ✓ Flagship brands Daawat and Royal
- ✓ Other global brands such as Indus Valley, 817 Elephant, Heritage, Devaaya and Rozana
- ✓ Strategic Private Label Business



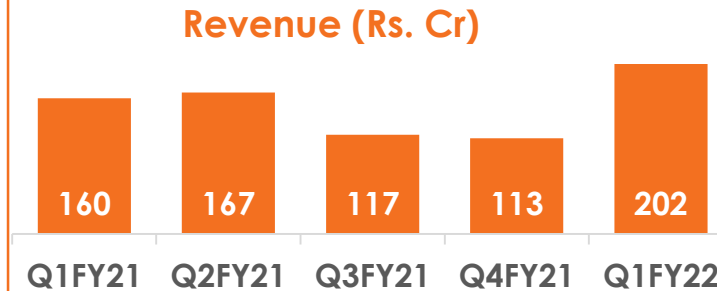
Revenue Growth (Rs. Cr)



Organic Business



- ✓ Diversified portfolio comprising of organic cereal grains, flour, pulses, oil and oil seeds, nuts, spices, herbs, millets and sweetener



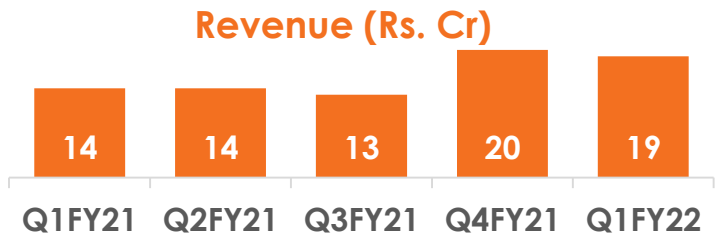
Revenue Growth (Rs. Cr)



New Product Portfolio



- ✓ Health Segment – Daawat Quick Cooking Brown rice, Daawat Sehat
- ✓ Convenience Segment – Daawat Sauté Sauces, Daawat Cuppa Rice, Royal Ready-to-Heat, Kari Kari

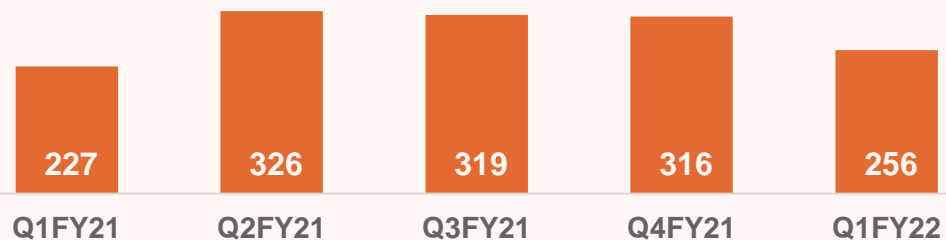


Revenue Growth (Rs. Cr)



Basmati & Other Specialty Rice Break-Up

India Revenue



■ Revenue (Rs. Cr)

International Revenue



■ Revenue (Rs. Cr)



The FINEST

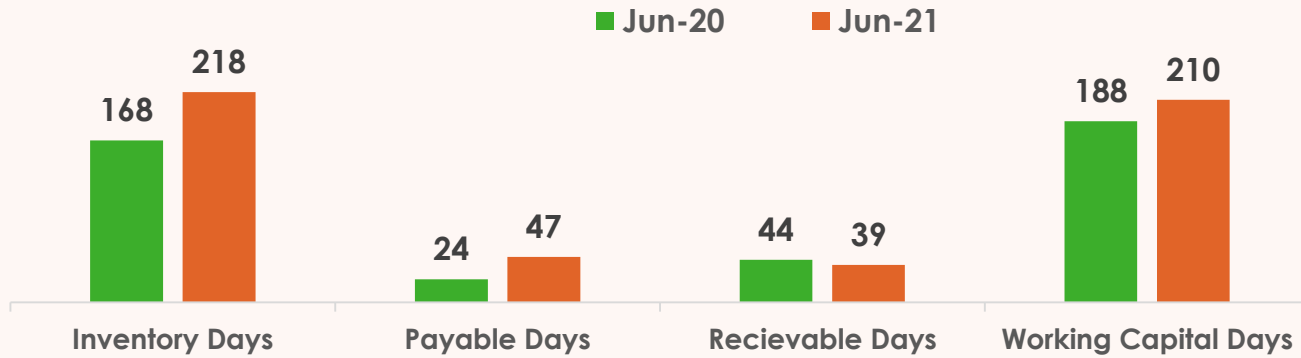
Devaaya



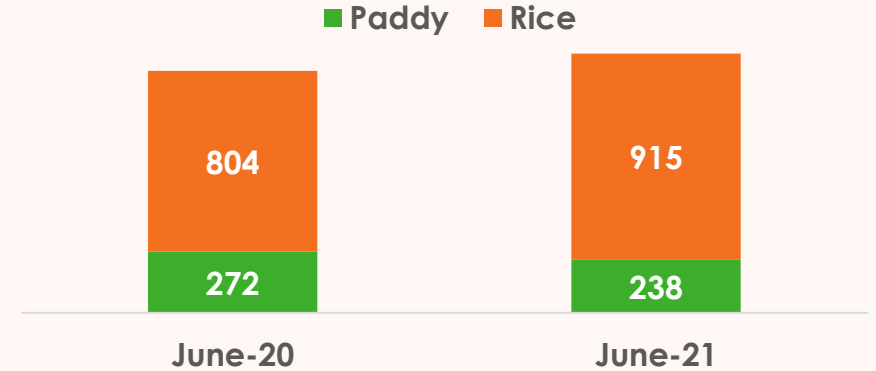
*FY21 Basmati & Other Specialty numbers were re-instated

Inventory and Working Capital

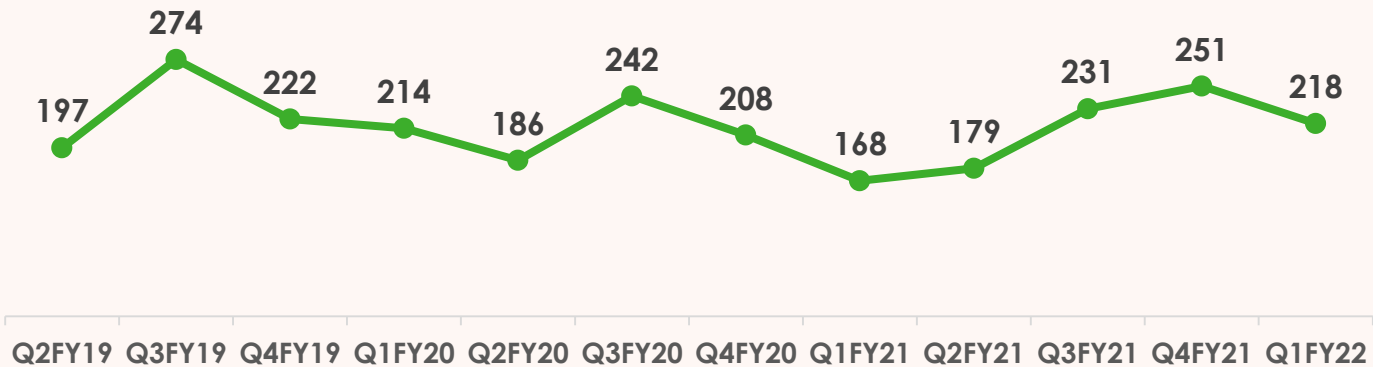
Working Capital Days



Inventory Value (Rs. Cr)



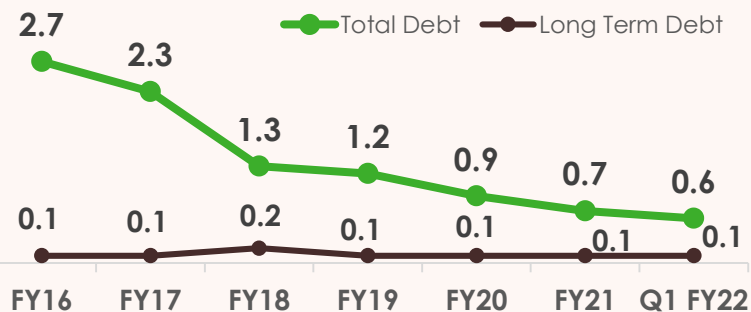
Inventory Days



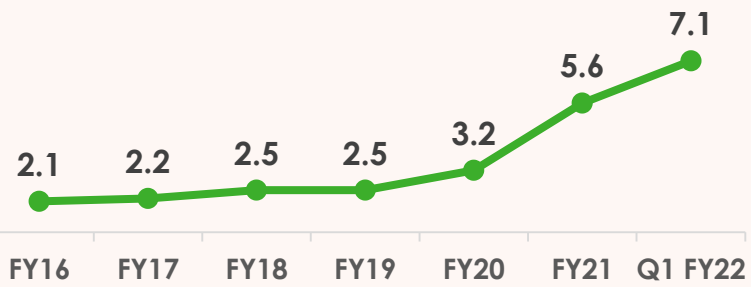
The Company has taken a call to procure more to ensure supply of consistent superior quality

Key Financial Ratios and Other Growth Parameters

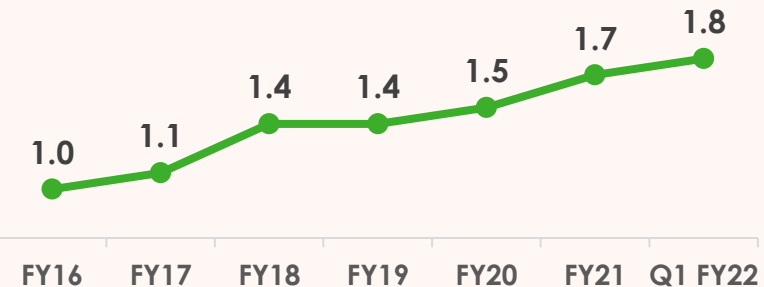
Debt/Equity



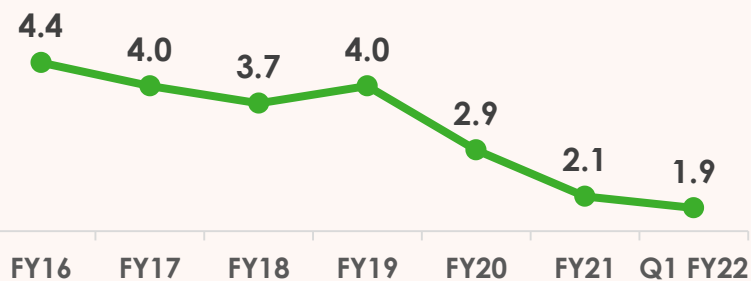
Interest Coverage Ratio



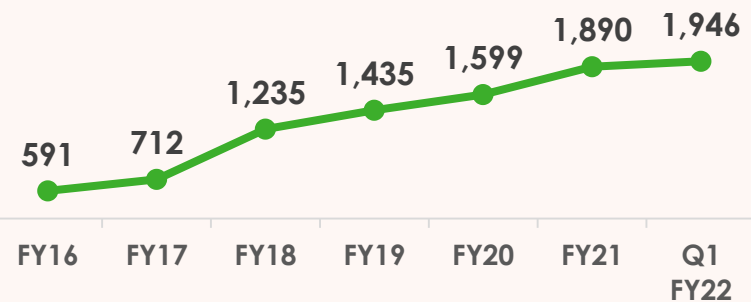
Current Ratio



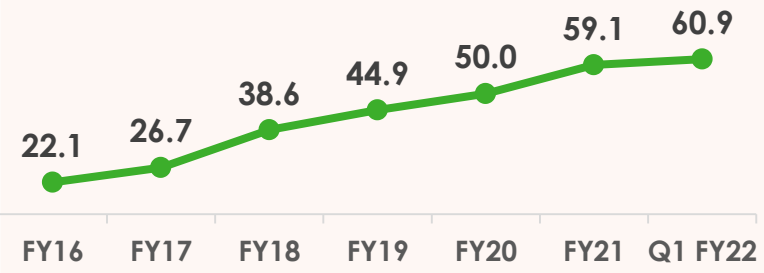
Debt EBITDA Ratio



Net worth (Rs. Cr)



Book value per share (Rs.)

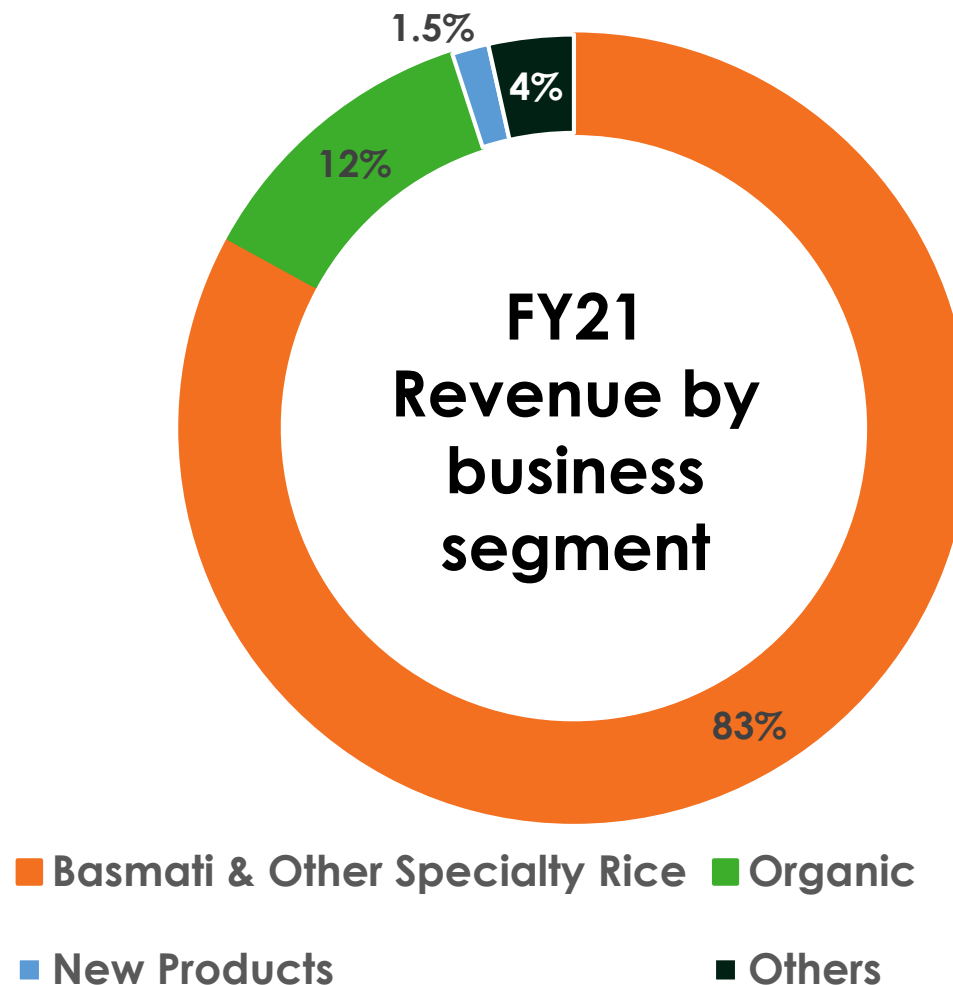
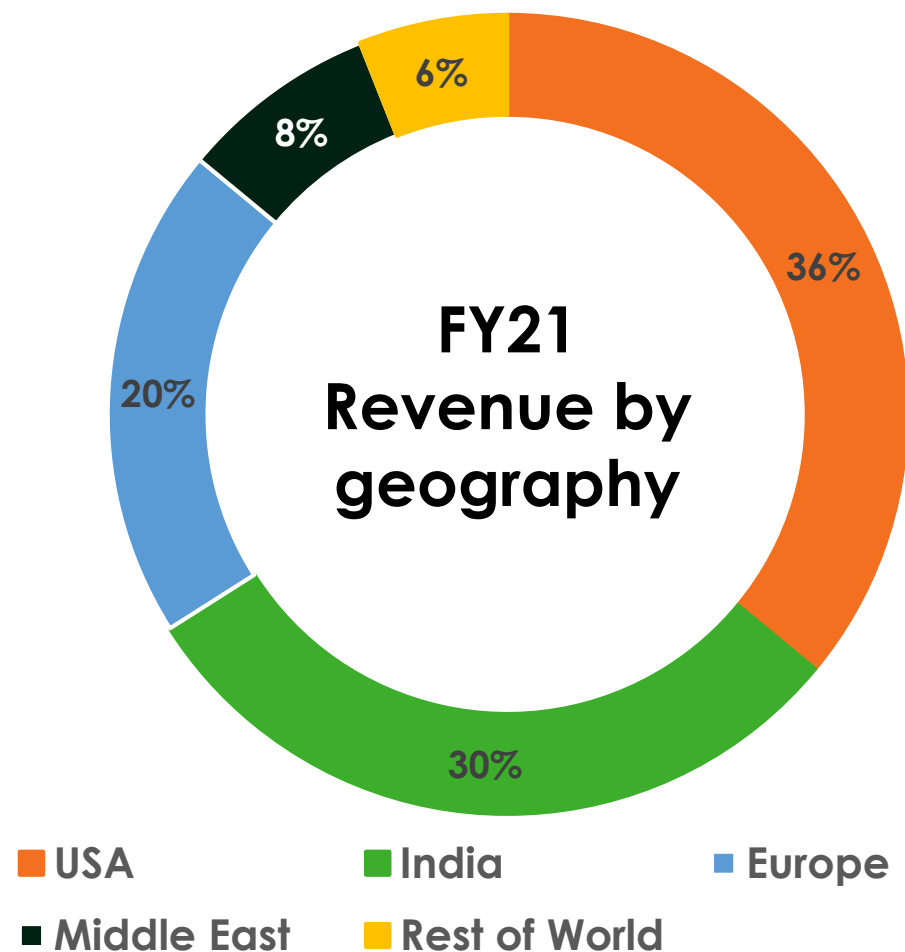


Strength of Balance Sheet being reflected with Strong Credit Rating:

A- Positive outlook by CRISIL, IND A Positive outlook by Ind-Ra and BWR A+ Stable outlook by Brickwork

Global Footprint & Diversified Portfolio

Our diversified market presence as well as our balanced portfolio, serving a wider consumer audience, positions us to capitalize on emerging opportunities in the consumer food business.



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Capital Allocation Plan

We aim to balance the objectives of ploughing back earnings to support sustained growth, debt reduction and appropriate reward to shareholders through dividends

Growth



Utilizing the free cash flow generated for the growth in its Basmati and Organic business along with the new growth engines launched under the Health and Convenience platform. In addition to the above the same will be utilized for strengthening the brands, widening distribution network and increasing brand penetration across all consumer segments

Capex



To continue investing in automation/up-gradation based on increasing consumer base and to strengthen the supply chain network.

The investment to be in-line with Company's expected Return on Capital Employed

Debt Repayment



Goal is to maintain our Debt/ EBITDA ratio less than 3x, though majority of our debt is Working Capital debt that is required to purchase paddy in the season and age it for minimum 12 months

Dividend



The Company strive to maintain a steady stream of dividend to reward its shareholders. Effective 20-21, in the medium term the dividend pay-out ratio is expected to be in the range of 20%-30% of standalone profits

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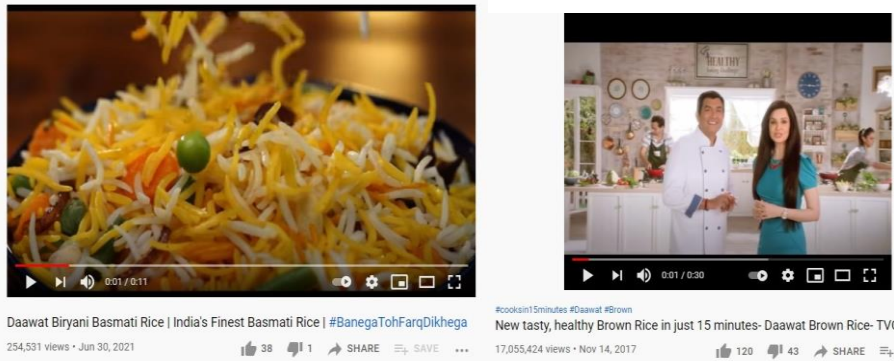
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Various Brand Initiatives in Digital & E-Commerce Space

Biryani Digital Campaign



1,48,75,000 Views in a month

17L views on Brand TVC

Biryani Recipes in Regional Languages 25,000 + organic views



Collaboration with Food Stylist for content creation



Brand Recognition

Received Silver Button from YouTube for achieving 1L + subscribers

Current Subscribers = 1.59L

Making 'Out of Home' Brand Presence Stronger



Bus Shelters in Delhi

Daawat Cuppa Rice

Preferred choice in Ready-to-Eat category on Amazon.

Featured Multiple times on 'Amazon Hot New Releases'

Ongoing On-store Promoter Activity to generate Trials.



Strengthening our brands with consumer communication highlighting superior quality and product performance to capitalise on the new opportunities of growth

Strengthening Brand Equity of our brands Globally

Rest Of the World – Marketing Initiatives

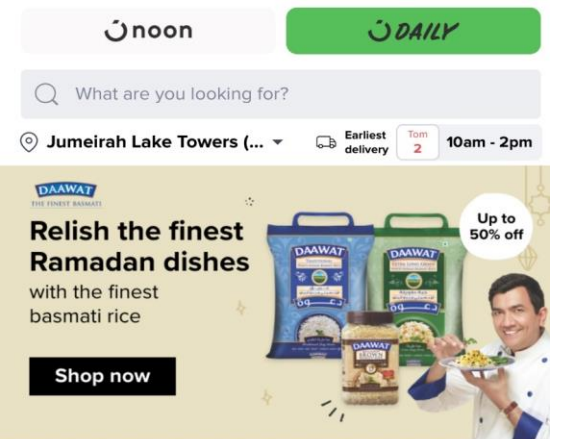
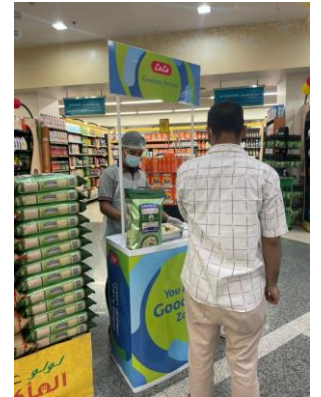


Middle East – Marketing Initiatives

Kari Kari UAE Launch



In Store Activations & E-Commerce Visibility



Ecolife Launch in Mauritius

Launch Event



In Store Activations



Strengthening Brand Equity of our brand Royal in America

Influencer Campaign



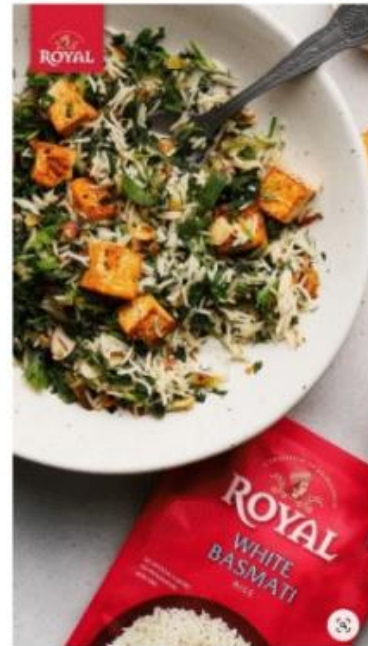
Total Impressions **191 K**

Social Media Marketing



Total Impressions **3.7 Mn**

Digital Media Campaign



Total Impressions **12 Mn**

Television Media & In-store Merchandising to celebrate Ramadan, with Chef's Secret!



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Strategic Focus



Margin Expansion

- Change in Product Mix
- Efficiencies across value chain
- Economies of Scale



Growth

- Solidify the leadership position in key markets
- Increase consumer penetration across segments to grow current market share
- Strengthen & widen distribution network
- Expand existing product portfolio and launch new products leveraging brand & distribution strength i.e. Rice based snacks, Ready to Eat and Ready to Cook
- Expand organic portfolio in value added segments



Strengthen Financial Metrics

- Improve EBITDA margins by ~ 50bps - 100bps p.a.
- Strengthen the Balance Sheet
- Improve ROCE & ROE

Maximizing shareholder return through creating a fully integrated, global, sustainable, predictable, profitable and growing consumer business

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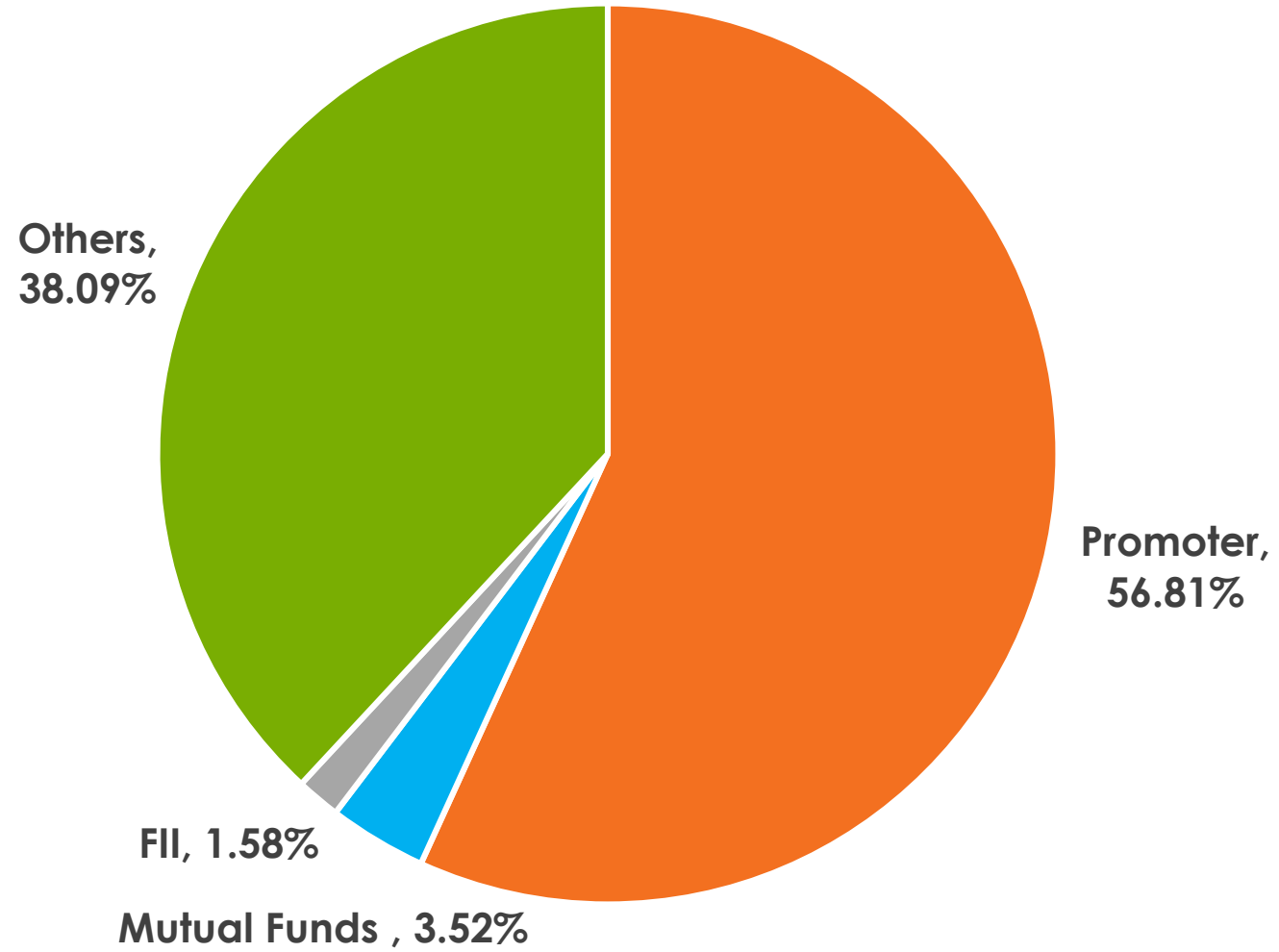
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Shareholding Pattern

As on June 30, 2021



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DaawatBasmatiOfficialAuthenticRoyalFoods

World of LT foods



Devaaya



ecolife



KARI-KARI
TANJORE PREMIUM SNACKS

