



LT Foods



Q3 & 9M FY2019

Earnings Presentation

February 2019

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Performance Snapshot – YTD as on December 31, 2018

GROWTH

14%

Revenues

5%

PAT

14%

Cash Profit

TRANSFORMATION

69% Vs.

68%

Branded
Portfolio (Y-o-Y)

1.38 Vs.

1.25

Current Ratio (Y-o-Y)

1.22 Vs.

1.26

Debt- Equity
Ratio (Y-o-Y)

SUSTAINABILITY

12%

Consumer Pack
Revenue
Growth

13%

International
Consumer Pack
Revenue Growth

9%

India Consumer Pack
Revenue Growth

Competitive Advantages



Financial Snapshot – Q3 & 9M FY19

Amount in Rs.Crore*

Revenue Perspective	Q3 FY19	Q3 FY18	Growth (%)	9M FY19	9M FY18	Growth (%)
Total Revenue	613	564	9%	1631	1546	5.5%
Gross Profit	111	104	7%	297	309	-4%
<i>Margins</i>	18.0%	18.4%		18.2%	20.0%	
EBITDA	47	43	7%	132	125	6%
<i>Margins</i>	7.6%	7.7%		8.1%	8.1%	
PBT	25	20	23%	68	49	38%
<i>Margins</i>	4.0%	3.6%		4.2%	3.2%	
PAT	16	14	12%	45	33	36%
<i>Margins</i>	2.5%	2.5%		2.8%	2.1%	

Financial Snapshot – Q3 & 9M FY19

Amount in Rs.Crore*

Revenue Perspective	Q3 FY19	Q3 FY18	Growth (%)	9M FY19	9M FY18	Growth (%)
Total Revenue	1117	939	19%	2897	2551	14%
Gross Profit	261	225	16%	721	710	2%
<i>Margins</i>	23.4%	23.9%		25%	27.8%	
EBITDA	112	104	8%	319	310	3%
<i>Margins</i>	10.1%	11%		11%	12.2%	
PBT	66	59	12%	181	171	6%
<i>Margins</i>	6.0%	6.3%		6.3%	6.7%	
PAT	38.2	38.5	-0.9%	116	110	5%
<i>Margins</i>	3.4%	4.0%		4%	4%	

* on consolidated basis

Management Commentary



Commenting on the Q3 & 9M FY19 performance, Mr. Ashwani Arora, Managing Director and CEO, LT Foods said:

"We have demonstrated healthy earnings performance during the 9M as well as quarter under review. Both our revenues as well as profit after tax grew strongly at 14% and 5% respectively on consolidated basis and on standalone basis the revenue is up by 5.5% and the PAT is up by 36%. Further, our debt levels have reduced by Rs.210 crore and the borrowing costs have consequently reduced by 16 crore or 15%.

Our Branded contribution to total rice business volume stood at 69% during the 9M and this is expected to keep moving up as we enhance our focus on the branded business.

Both our India and International business has reported strong revenue gains thereby aiding the overall performance of the Company.

In Organic business, we have received the first tranche of equity contribution from Rabobank's India Agri Business Fund and this is being deployed towards further strengthening our product offerings in organic business

Overall, the roadmap appears encouraging and we are very well placed to capitalize the upcoming prospects in this space with our core business and other value added initiatives to keep pace with changing consumer trends."

Conference Call Invite

LT Foods Limited – Q3 & 9M FY19 Earnings Conference Call

Time • 12:00 noon IST on Wednesday, February 6, 2019

Local dial-in numbers • Primary number: +91 22 6280 1141 / 7115 8042

International Toll Free • Hong Kong: 800 964 448

Number • Singapore: 800 101 2045

• UK: 0 808 101 1573

• USA: 1 866 746 2133

Replay Facility

Dial in No. +91 22 7194 5757 / +91 22 6663 5757

Playback ID – 48653

Replay facility available from Feb 6, 2019 to Feb 13, 2019

About LT Foods Limited

LT Foods Ltd. [NSE: DAAWAT, BSE: 532783], is a leading consumer friendly, Indian food Company offering prominent brands aimed at a global customer for Basmati and other Specialty Rice, Organic Foods and Convenience Rice based products. The Company's integrated operations cover a global footprint with procurement, milling and processing for Basmati Rice centered in India whereas further value addition and marketing - distribution are available worldwide. Key markets for LT Foods' brands besides India cover the U.S., the U.K., Europe, Middle East and Far East. The rice portfolio comprises brown, white, steamed, parboiled, organic, quick cooking brown Rice, value added and flavored Rice. In Rice, the Company's brands include Daawat, Royal, Heritage, Gold Seal Indus Valley and 817 Elephant. The organic foods product range includes Rice, Pulses, Oil seeds, Cereal grains, Spices, Nuts and Fruits and Vegetables. The Company is also into value-added products that include sauté sauces, rice based premium snacks and staples.

Additional information on LT Foods Limited:

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Thank You



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