



LT Foods



Earnings Presentation

Q2 & H1 FY2019

Disclaimer

This presentation and the accompanying slides (the “Presentation”), which have been prepared by LT Foods Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contractor binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Table of Contents

- 1 Performance Snapshot
- 2 Competitive Advantages
- 3 Strategy at Work
- 4 Q2 & H1 FY19 Results Table & Highlights

Performance Snapshot – YTD as on September 30, 2018

GROWTH

10%

Revenue

9%

PAT

17%

Cash Profit

TRANSFORMATION

69% Vs.

64%

Branded
Portfolio (Y-o-Y)

225 Vs.

231

Working Capital
Days (Y-o-Y)

1.06 Vs.

1.92

Debt- Equity
Ratio (Y-o-Y)

SUSTAINABILITY

15%

Consumer Pack
Revenue
Growth

16%

International
Consumer Pack
Revenue Growth

10%

India Consumer Pack
Revenue Growth

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 Basmati community across globe
- Adding more products for local diaspora

Sustainability

- Farmer-connect initiatives
- Environment friendly 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 as Basmati needs to be aged up to 2 years
- Usage of technology/ tabs for real-time connectivity

Margin Expansion

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

Expand Value-added Portfolio

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

Financial Snapshot – Q2 & H1 FY19

Amount in Rs.Crore

Revenue Perspective	Q2 FY19	Q2 FY18	Growth (%)	H1 FY19	H1 FY18	Growth (%)
Branded	535	509	5%	1,122	1,007	11%
Organic Foods	107	91	18%	191	169	13%
Others*	290	264	10%	473	450	5%
Total Revenue	932	864	8%	1,785	1,626	10%

*Others includes revenues from other than rice, other income and unbranded basmati business

Financial Snapshot – H1 FY19

Amount in Rs.Crore

Particulars	H1 FY19 Standalone	H1 FY18 Standalone	Growth (%)	H1 FY19 Consolidated	H1 FY18 Consolidated	Growth (%)	FY18 Consolidated
Total Revenue	1,016	983	3%	1,785	1,626	10%	3650
Gross Profit	185	206	-10%	465	498	-5%	979
<i>Margins</i>	18.2%	20.9%		26.1%	30.6%		26.8%
EBITDA	84	80	5%	206	205	1%	414
<i>Margins</i>	8.3%	8.1%		11.56%	12.62%		11.30%
PBT	43	29	49%	115	113	3%	218
<i>Margins</i>	4.3%	3%		6.46%	6.92%		5.90%
PAT	29	19	53%	77	71	9%	144
<i>Margins</i>	2.9%	1.9%		4.34%	4.39%		4.00%
Cash Profit	40	28	44%	108	92	17%	195

During H1 FY19:

Company has delivered a superior PAT due to:

- Reduction in interest cost due to decline in debt levels
- Robust improvement in PAT
- Optimization of interest cost
- Efficiency initiatives
- Gains in overall tax rates

Management Commentary



Commenting on the Q2 & H1 FY19 performance, Mr. Ashwani Arora, Managing Director and CEO, LT Foods said:

"I am glad to highlight that we have continued the positive momentum from the previous half year and demonstrated solid growth during the half year under review. This was reflected in 10% growth reported in Total Revenues with 17% expansion in Cash Profit. Encouraging gains from the Branded business as well as higher realization from international business resulted in healthy performance overall.

During the half year, we further strengthened our presence across India and in the international markets through sustained engagement through our brands, which resulted in greater market share across key geographies. Branded contribution to the overall business was strong at 69%.

Our Organic business improved further in Q2 and we believe that the recent equity funding by Rabobank's India Agri Business Fund will elevate our performance going forward and facilitate development of a strong consumer-focused portfolio under 'Ecolife'.

Paddy procurement for the current season has commenced at key mandis. With the benefit of rich expertise and experience, our teams are engaged in building an optimal inventory position based on the requirements across our branded range.

The road ahead appears promising and we would continue to leverage the emerging opportunities prevalent in the market while prudently managing our debt commitments."

Conference Call Invite

LT Foods Limited - Q2 & H1 FY19 Earnings Conference Call

Time • 3:30 pm IST on Thursday, November 15, 2018

Local dial-in numbers • Primary number: +91 22 6208 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 - 06782

Replay facility available from Nov 15, 2018 to Nov 22, 2018

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:

Corporate Identification No: L74899DL1990PLC041790

Website: www.ltgroup.in

For further information, please contact:

Monika Chawla Jaggia

LT Foods Ltd.

Tel: 0124-3055210

E-mail: ir@ltgroup.in

Siddharth Rangnekar / Nishid Solanki

CDR India

Tel: +91 22 6645 1209 / 1221

Fax: +91 22 6645 1213

E-mail: siddharth@cdr-india.com

nishid@cdr-india.com



Thank You



LT Foods

