

**STRONG GROWTH IN THE FOODS BUSINESS – REVENUES OF Rs. 349 CRORE
IN FY'21 WITH Q4 UP 40% TO INR c 90 CRORE.**

Total Foods:	Q1 '21	Q2 '21	Q3 '21	Q4 '21	YTD'FY21
Volume	+ 16%	+ 38%	+ 39%	+ 40%	+ 34%
Value	+ 16%	+ 39%	+ 40%	+ 40%	+ 35%

Ready to Cook Snacks:	Q1 '21	Q2 '21	Q3 '21	Q4 '21	YTD'FY21
Volume	+ 42%	+ 64%	+ 59%	+ 52%	+ 55%
Value	+ 37%	+ 60%	+ 55%	+ 48%	+ 51%

Ready to Eat Snacks:	Q1 '21	Q2 '21	Q3 '21	Q4 '21	YTD'FY21
Volume	- 37%	- 14%	- 8%	+ 10%	- 13%
Value	- 36%	- 8%	- 1%	+ 17%	- 8%

Spreads:	Q1 '21	Q2 '21	Q3 '21	Q4 '21	YTD'FY21
Volume	+ 16%	+ 28%	+ 36%	+ 38%	+ 30%
Value	+ 16%	+ 30%	+ 40%	+ 42%	+ 33%

Cereals & Confectionery*:	Q1 '21	Q2 '21	Q3 '21	Q4 '21	YTD'FY21
Cereals	+ 210	+ 120	+ 160	+ 200	+ 170
Chocolate Confectionery	+ 60	+ 40	+ 70	-	+ 40

*Contribution to Foods Value Growth (bps)

Premium Edible Oils:	Q1 '21	Q2 '21	Q3 '21	Q4 '21	YTD'FY21
Volume	+ 16%	+ 6%	+ 1%	+ 6%	+ 7%
Value	+ 14%	+ 2%	+ 9%	+ 20%	+ 11%

Mass Edible Oils:	Q1 '21	Q2 '21	Q3 '21	Q4 '21	YTD'FY21
Volume	- 23%	- 19%	- 37%	- 57%	- 34%
Value	- 15%	- 9%	- 20%	- 41%	- 21%



**AGRO TECH FOODS LTD
Q4 FY'21 HIGHLIGHTS**

Ready to Cook Snacks registered a Value Growth of 48% largely driven by Volume Growth.

RTE Snacks steadily improved with Value Growth of 17%.

Spreads registered strong Value Growth of 42% driven by 40% growth in Peanut Butter and 240 bps from Choco Spreads.

Sundrop Cereals contributed 200 bps to Foods Growth. Chocolate Architecture refinement done in FY'21.

Premium Edible Oils (Sundrop Superlite & Heart) responding well to actions taken to make the portfolio more price competitive.

Mass Oils reflect reduced need of low end Oils to support Supply Chain.

FINANCIAL HIGHLIGHTS

- Net Sales for Q4 are 5% higher than PY reflecting largely Volume driven growth of 40% in Foods. YTD March Net sales Growth is 7% with Foods Growth of 35%.
- Q4 Gross Margin on the Foods business was higher by c INR 8 crore due to Volume Growth. This offset INR 7 crore decline in Oils Gross Margin due to higher input costs and actions taken to make the premium end more competitive.
- Media investments more than doubled up to INR 16 crore in FY'21 and were up by INR 4 crore in Q4. Total Advertisement and Sales promotional expenses up by over INR 5 crore for FY'21 ensuring continued media presence.
- YTD March Profit Before Tax (Incl. Other Comprehensive income) was up by 7%.
- YTD March PAT comparison with PY reflects impact of Deferred Tax reversal in FY'20 and one timers in FY'21.
- ATFL thanks all its' stakeholders for their continued support as it progresses towards joining the ranks of "India's Best Performing Most Respected Food Companies".

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*Contribution to Foods Value Growth (bps)

Edible Oils (Sundrop):	Q1 '21	Q2 '21	Q3 '21	Q4 '21	YTD'FY21
Volume	- 10%	- 10%	- 18%	- 25%	- 16%
Value	- 3%	- 6%	- 3%	- 6%	- 5%

Edible Oils (Crystal):	Q1 '21	Q2 '21	Q3 '21	Q4 '21	YTD'FY21
Volume	- 10%	- 9%	- 42%	- 53%	- 29%
Value	+ 2%	+ 6%	- 22%	- 29%	- 12%



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