



Prataap Snacks Limited (PSL)

**SALES HIGHER BY 19% YoY IN FY23, 11% YoY IN Q4FY23
ADJUSTED* EBITDA OF Rs. 301.9 MILLION INCREASES 5 TIMES
YoY WITH MARGIN AT 7.6% IN Q4FY23
BOARD RECOMMENDS DIVIDEND OF 20% PER SHARE**

Indore, May 26th, 2023: Prataap Snacks Ltd. (PSL), (BSE - 540724), (NSE- DIAMONDYD) a leading Indian Snacks Food Company has announced its financial results for the quarter and financial year ended 31st March 2023:

In Q4 FY23, PSL reported:

- Sales / Income from Operations of Rs. 3,979.10 million, registering growth of 11% yoy
- Adjusted* Operating EBITDA of Rs. 301.9 million, translating to a margin of 7.6%
- Q4FY23 Adjusted EBITDA margin is the highest in last 12 quarters
- Reported PAT of Rs. 216.1 million
- Reported EPS (Diluted) of Rs. 9.06 per share

In FY23, PSL reported:

- Sales / Income from Operations of Rs. 16,417.1 million, registering growth of 19% yoy
- Operating EBITDA of Rs. 624.3 million, translating to a margin of 3.8%
- PAT stood at Rs. 202.9 million
- EPS (Diluted) stood at Rs. 8.51 per share
- The Board of Directors have recommended a dividend of 20% equating to Re. 1 per share (face value of Rs. 5.0 per share)

**Adjusted EBITDA represents EBITDA excluding reversal of Production Linked Incentive of Rs. 112.9 million*



Commenting on the Q4 & FY23 performance, Mr. Amit Kumar – MD, Prataap Snacks Limited said.

"We have ended FY23 with sales of Rs. 16,417.1 million, higher by 19% YoY. We are pleased to report our second successive year of strong revenue growth after covid disruption elevating us to our highest ever annual revenue. This has been achieved by expansion of our average distribution reach by nearly 1.6 lakh outlets over the last financial year to 21.8 lakh outlets (Source: Nielsen) across the country.

Revenues in the fourth quarter have been impacted by softer consumer demand due to sustained inflationary pressures and sluggish rural activities. As a result, we couldn't meet the threshold revenue required to qualify for the production-linked incentive this year. Hence, PLI recognised on an accrual basis in Q1 to Q3 this year has been reversed in Q4, impacting the reported EBITDA.

The silver lining has been the improvement in EBITDA margin (adjusted for PLI reversal). Adjusted EBITDA of Rs. 301.9 million in Q4 FY23 was higher by 511% YoY and the margin has improved by 620 basis points from 1.4% in Q4FY22 to 7.6% in Q4FY23, which is the highest in the last 12 quarters. This improvement has been driven by our compressed distribution structure, cost optimization measures and cooling of input prices, setting the tone for an improved margin performance in the next fiscal year."

He added, "We are optimistic of continuing the pace of revenue growth in the backdrop of increasing economic activity coupled with slowing inflation, which should combine to serve up a favourable backdrop for consumer demand in the year ahead."

-ENDS-



About Prataap Snacks Ltd

Prataap Snacks Limited (PSL) is a leading Indian Snacks Food Company. It offers multiple variants of products across categories of Potato Chips, Extruded Snacks, Namkeen (traditional Indian snacks) under the popular and vibrant Yellow Diamond and Avadh brands. It has recently launched a range of sweet snacks under the distinctive Rich Feast brand. PSL is focused on offering deep value to consumers through a variety of pack sizes at attractive price points. Its products are present across 27 states and 4 union territories in India, and it is one of the fastest growing companies in the organized snacks industry.

Headquartered in Indore, India; PSL operates 14 manufacturing facilities of which 7 facilities (Indore 1&2, Assam 1&2, Bengaluru, Kolkata and Rajkot) are owned and 7 facilities (Kolkata, Bengaluru, Hyderabad, Kanpur, Karnal, Patna and Hissar) are on contract manufacturing basis. Its distribution network includes more than 1,500 super distributor and more than 3,700 sub-distributors allowing it extensive reach across the country. PSL has a wide presence that is equally spread in metro cities and urban clusters as well as in rural areas and Tier 2 and 3 cities and towns. Its products are available at independent grocers and small retail stores in the lanes and bylanes of its key markets and it is now building up its presence in supermarkets, hypermarkets and modern trade outlets.

Led by an able and experienced leadership and guided by an accomplished Board of Directors, PSL is a socially responsible corporate citizen with a strong focus on Corporate Governance and Internal controls. PSL is listed on the Bombay Stock Exchange (BSE:540724) and National Stock Exchange (NSE:DIAMONDYD) in India.

For further information please contact:

Sumit Sharma
Prataap Snacks Limited
Email: sumit@yellowdiamond.in

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