



Prataap Snacks Limited (PSL)

REPORTS HEALTHY PERFORMANCE IN Q3FY19, REVENUE GROWS 18.7% ON A YOY BASIS

Q3FY19 revenues up 18.7% | Q3FY19 Operating EBITDA margin 7.2%

Indore, February 05, 2019: Prataap Snacks Ltd. (PSL), (BSE- 540724), (NSE- DIAMONDYD) a leading Indian Snack Foods Company has announced its financial results for the third quarter and nine months ended 31st December 2018:

In Q3 FY19, PSL reported:

- Revenue of Rs. 3082.5 million, delivered double digit growth of 18.7% yoy
- Operating EBITDA of Rs. 220.7 million, translating to a margin of 7.2%
- PAT* stood at Rs. 80.7 million in Q3FY19
- EPS* (Diluted) was at Rs. 3.44 per share in Q3FY19

In 9MFY19, PSL reported:

- Total revenue of Rs. 8,640.8 million, higher by 16.1% yoy
- Operating EBITDA of Rs. 609.3 million, translating to a margin of 7.1%
- PAT* of Rs. 297.2 million at a margin of 3.4% of Total revenue
- EPS* (Diluted) was Rs. 12.7 per share in 9MFY19 on an enlarged capital base due to the IPO (adjusted with depreciation post acquisition)

**Note - PAT and EPS are after adjusting for enhanced depreciation on intangible assets created upon acquisition of Avadh Snacks*



Commenting on the Q3 & 9MFY19 performance, Mr. Amit Kumar – MD, Prataap Snacks Limited said;

With the Avadh Snacks acquisition we have delivered a positive performance in the quarter and our consolidated revenues for 9M have grown 16.1%. On a stand-alone basis, the performance was muted due to capacity constraints and from headwinds faced in some of our product markets. Production capacity is being enhanced and we expect a positive uptick starting Q1 next year, as incremental volumes come into the market. We are excited about the acceptance and progress of products in the sweet snacks (RichFeast) category and will be undertaking incremental investments towards additional production lines.

Overall, the headwinds arising from crude inflation and higher cost of raw materials were mitigated through multiple initiatives which helped us to arrest the margin decline."

-ENDS-



About Prataap Snacks Ltd

Prataap Snacks Ltd. (PSL) is a leading Indian Snack Foods 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 brand. 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 in India and it is one of the fastest growing companies in the organised snacks industry.

Headquartered in Indore, India; PSL operates 9 manufacturing facilities of which 3 facilities (Indore, Assam-1 and Assam-2) are owned and 6 facilities (located in Ahmedabad, Kolkata and Bangalore) are on contract manufacturing basis. Its distribution network includes 235 super stockists and more than 3,500 distributors allowing it extensive reach across the country. PSL has a wide presence across the country 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 by-lanes 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. Following a successful IPO in September 2017, PSL is now listed on the Bombay Stock Exchange (BSE:540724) and National Stock Exchange (NSE:DIAMONDYD) in India.

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