



Prataap Snacks Limited (PSL)

REPORTS HEALTHY PERFORMANCE for Q1FY20 REVENUE GROWS 23.2% ON A YOY BASIS

Q1FY20 revenues up 23.2% | Q1FY20 Operating EBITDA margin 8.2%

Indore, August 09, 2019: Prataap Snacks Ltd. (PSL), (BSE- 540724), (NSE- DIAMONDYD) a leading Indian Snack Foods Company has announced its financial results for the quarter year ended 30th June 2019:

In Q1 FY20, PSL reported:

- Revenue of Rs. 3,309.9 million, delivered double digit growth of 23.2% yoy
- Operating EBITDA* of Rs. 272.1 million, translating to a margin of 8.2%
- PAT** stood at Rs. 96.5 million in Q1FY20
- EPS (Diluted) was at Rs. 4.12 per share in Q1FY20

The Company has adopted Ind AS 116 Leases using modified retrospective approach under which the cumulative effect of initial application is recognised as at 1 April 2019 and does not require restatement of comparative information. Consequently, operating lease and job work charges have changed from other expenses and cost of materials consumed to depreciation expenses and finance costs.

*EBITDA for Q1FY20 (without the impact of IND-AS 116) at Rs. 228.0 million higher by 15 bps; EBITDA Margin at 6.9%.

** Profit After Tax for Q1FY20 (without the impact of IND-AS 116) at Rs 88.1 million.



Commenting on the Q1FY20 performance, Mr. Amit Kumar – MD, Prataap Snacks Limited said;

"I am glad to share that we have begun FY20 on a positive note with Topline growth of 23.2% on a y-o-y basis despite the subdued overall consumption demand. This was due to healthy traction in the broader salty snacks portfolio, continued growth in the range of products under the Avadh brand and successful execution of decentralized supply chain strategy. The performance of Avadh continues to be robust during the quarter and additional capacity at Rajkot will come on stream in end-August aiding expansion plans.

During the quarter we undertook several measures to address the issue of capacity constraints and achieve streamlining of operations. Most of our facilities have successfully undergone de-bottlenecking which aided volumes growth. In addition, we commenced manufacturing of Chulbule at the Hisar facility and Namkeen Snacks at Kashipur. Further, we concluded the process of merger of wholly owned subsidiary Pure 'N' Sure Foods with the Company. This provides a simplified corporate structure and also allows for business efficiencies both for the Company as well as its distributors and partners.

The outlook is encouraging as overall demand which was sluggish for the last 6 months has shown signs of strong recovery. Our strategic choice on capacity additions in salty snacks and new products in sweet snacks, such as Cup Cakes is allowing us to open new market segments. We look forward to strong growth momentum in the ensuing quarters."

-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 organized snacks industry.

Headquartered in Indore, India; PSL operates 14 manufacturing facilities of which 5 facilities (Indore 1, Indore2, Assam-1, Assam-2 and Gujarat) are owned and 9 facilities (located in Ahmedabad, Kolkata Bangalore, Kashipur, Karjat and Hissar) are on contract manufacturing basis. Its distribution network includes more than 240 super stockists and more than 4,100 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 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. 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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