





Investor Presentation – May 2022

SAFE HARBOR



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BUSINESS OVERVIEW

ABOUT ADF FOODS



ABOUT US

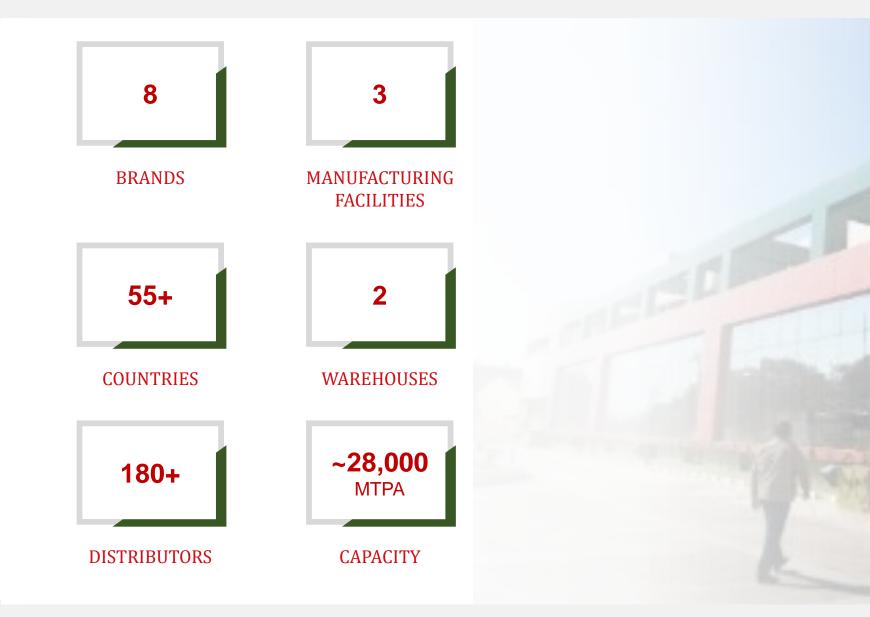
ADF Foods (ADF) is a leading manufacturer of prepared ethnic food, offering frozen foods, ready-to-eat (RTE) items, ready-to-cook (RTC) items, chutneys, sauces, pickles, spices, pastes, dips and milk drinks under its 8 Flagship brands.

OUR BRANDS



BUSINESS SNAPSHOT

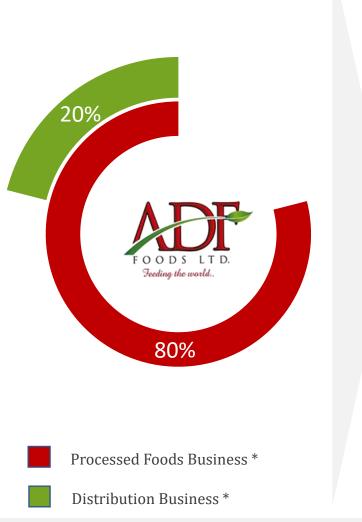






BUSINESS DIVISIONS





PROCESSED FOODS BUSINESS

Large range of products suited for different palates

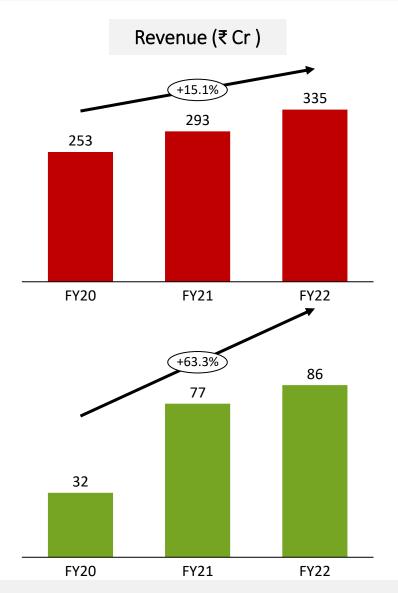
One of the top brands in ethnic food shelves in key markets

One of the largest Indian exporters of processed snacks

DISTRIBUTION BUSINESS

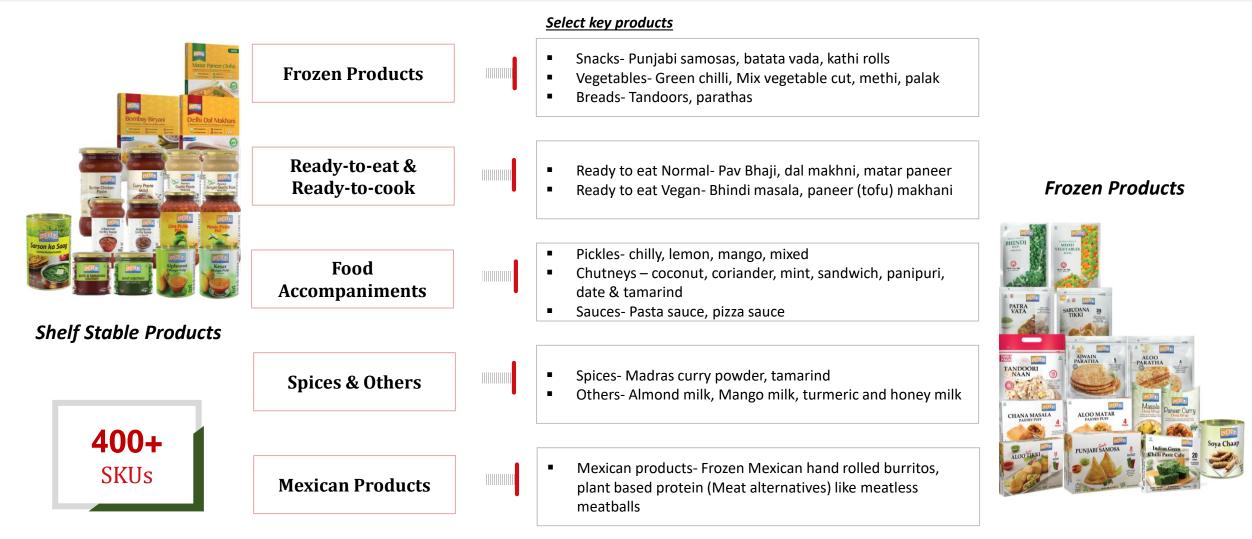
Synergistic products offering a wider basket

Strong presence in US markets with a growing UK & Europe presence



PRODUCT PORTFOLIO







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CUSTOMER CENTRIC APPROACH



In addition to expanding our production capacities, ADF is also expanding its reach in key markets through direct distribution



A BOUQUET OF GLOBAL BRANDS

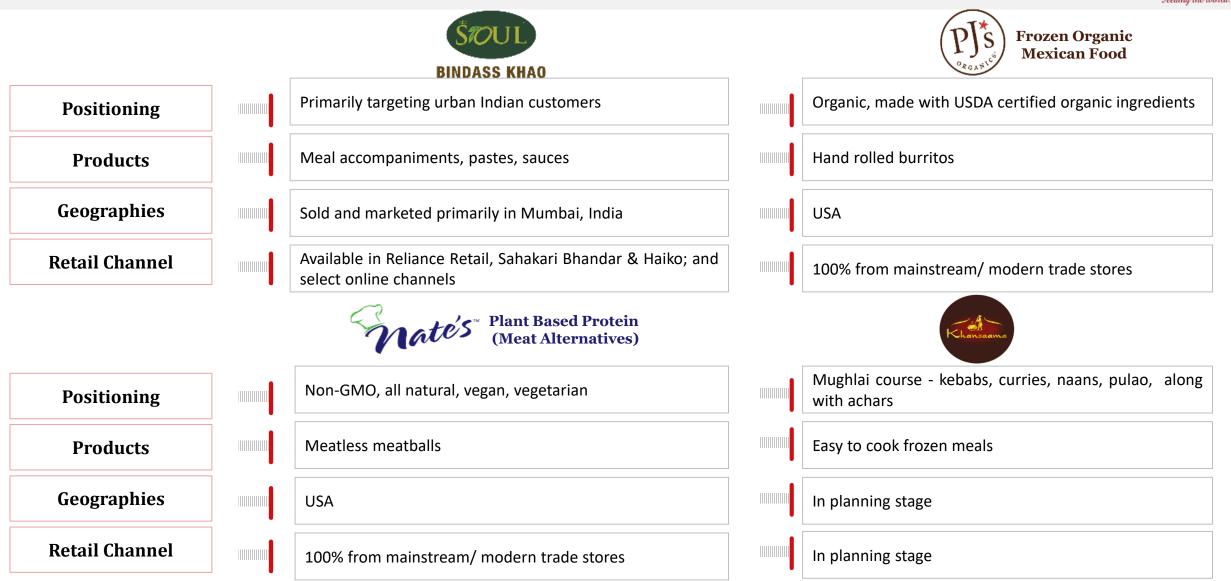




	THE ORIGINAL INDIAN TASTE	INDIA'S PREMIUM CHOICE
Positioning	Flagship Brand targeted at Indian diaspora worldwide	Primarily targeted at Non-Indian diaspora consumers
Products	Frozen Snacks, frozen breads, frozen vegetables, RTE, meal accompaniments, pastes, sauces, spices, milk drink	RTE, meal accompaniments, pastes, sauces
Geographies	USA, Canada, UK and APAC	Germany & USA
Retail Channel	70-90% from ethnic stores across geographies ; Balance from mainstream/ modern trade stores	100% from mainstream/ modern trade stores
	جمل CAMEL®	AEROPLANE
Positioning	Premium brand targeted at Arabic diaspora	Economy Brand
Products	Meal accompaniments, pastes, sauces	Meal accompaniments, pastes, sauces
Geographies	Middle East	Middle East
Retail Channel	95% from mainstream/ modern trade stores	65% from mainstream/modern trade stores; 35% general trade

A BOUQUET OF GLOBAL BRANDS





MANUFACTURING FACILITIES



- Total Built up factory area 15,000 Sqm ٠
- Frozen foods (Samosas, vegetables, ٠ snacks, parathas, etc.)
- Meal accompaniments (Pickles, chutneys, pastes, sauces)
- Ready to eat curries & canned vegetables









Manufacturing expansion initiatives

Existing Facilities

- Undertaking brownfield and debottlenecking efforts at existing plants in Nadiad and Nasik
- Unlock additional capacities of ~20%

New Facility

- Greenfield expansion at Surat to increase capacities for frozen food, ready-to-eat, condiments
- Potential to add ~10,000 metric tonnes of capacity in Phase 1

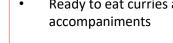


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Gujarat

Nadiad,

- Total Built up factory area 10,100 Sqm
- Totally automated spice processing unit by Buhler, Germany
- Ready to eat curries and spices; meal accompaniments





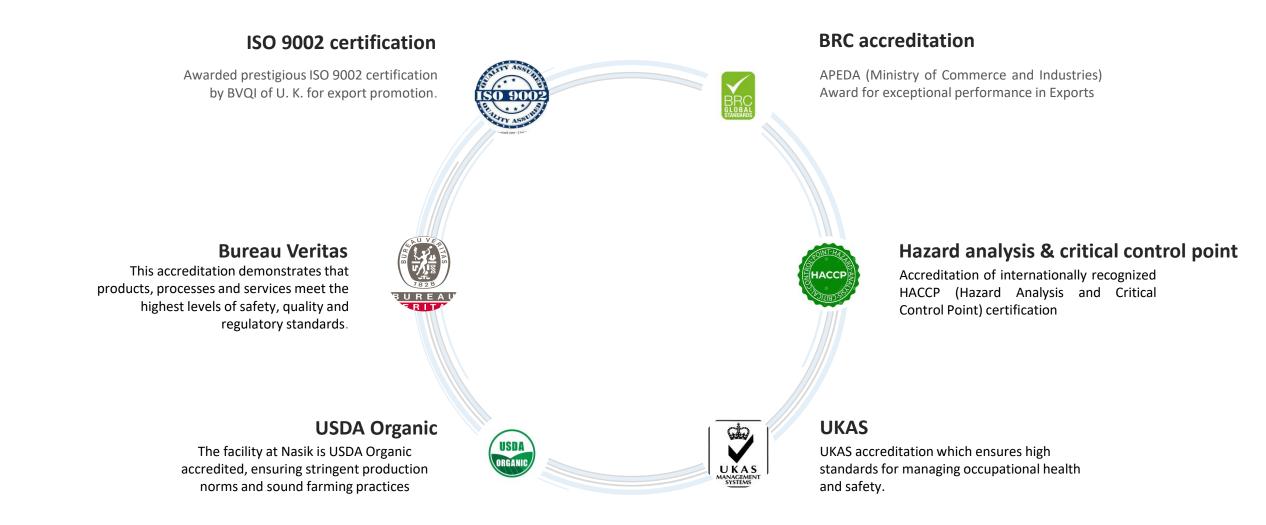
- Manufacturing of frozen products
- Leased facility with total area of 2,800 Sqm





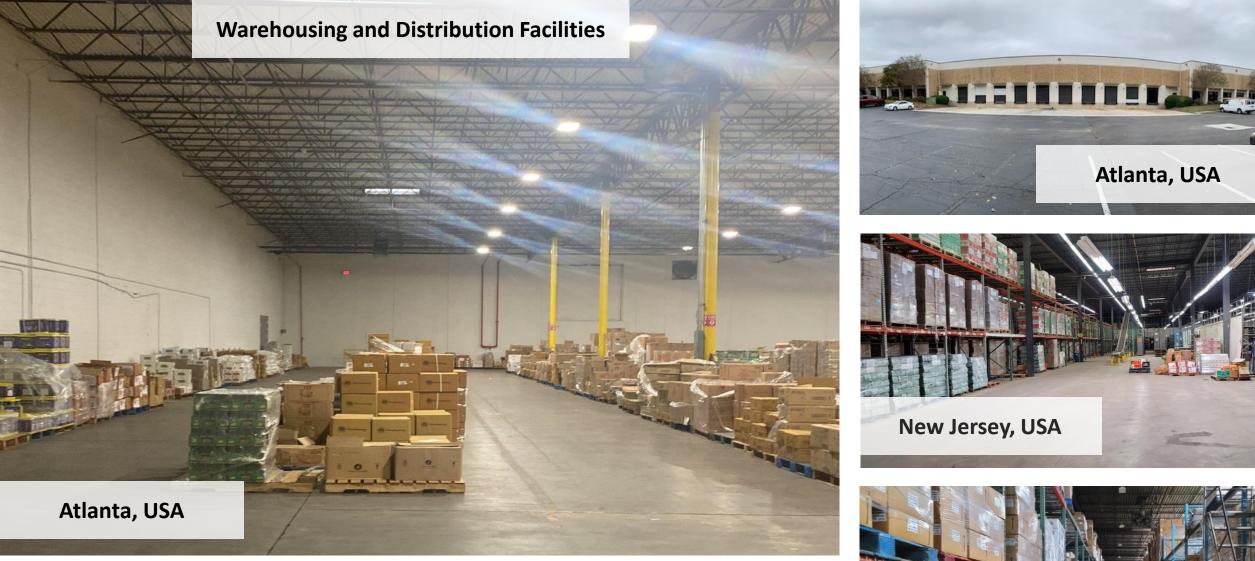
CERTIFICATIONS & ACCREDITATIONS











New Jersey: 66,000 sq.ft.

Atlanta: 34,000 sq.ft.



ADVERTISING & MARKETING

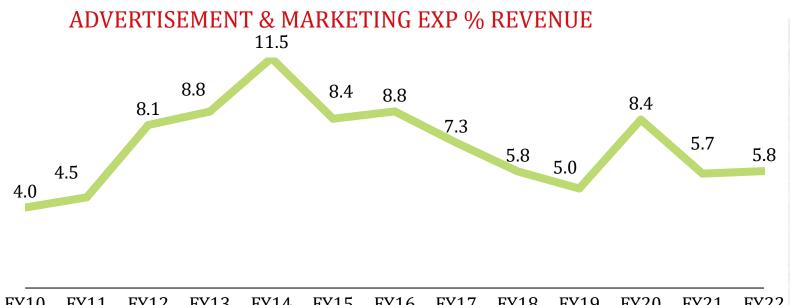
PLI Scheme

Incentive for

Branding &

Marketing Expense





FY10 FY11 FY12 FY13 FY14 FY15 FY16 FY17 FY18 FY19 FY20 FY21 FY22

• The PLI scheme was introduced to enhance the nations manufacturing capacities and improve national brand presence globally

- Received approval for PLI incentive to promote branding & marketing on the global stage
- Financial incentive for 50% of the budgeted outlay on international branding & marketing expenses or 3% of sales of food products whichever is lower, subject to a maximum incentive of Rs. 61.35 Crore during the scheme tenure from FY'21-22 to FY'25-26
 - This will help in augmenting export sales through increased branding expenditure

Cabinet approves PLISFPI

MOFP

The Ministry of Food Processing Industries welcome the Cabinet decision of approving the Central Sector Scheme -**Production Linked Incentive Scheme for** Food Processing Industry (PLISFPI)



ADVERTISING & MARKETING



SOCIAL MEDIA MARKETING

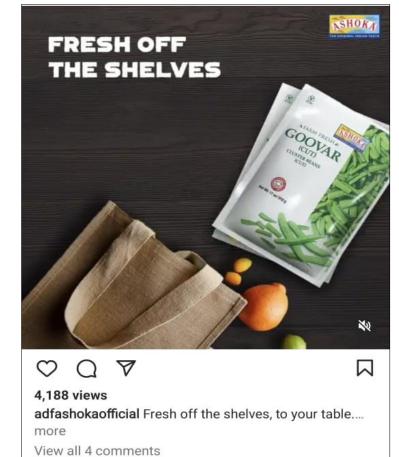




Holi Special



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adfashokaofficial @cookingwithshy Thank you, Shailaja 😉

dxblover80_ @adfashokaofficial is best 😆

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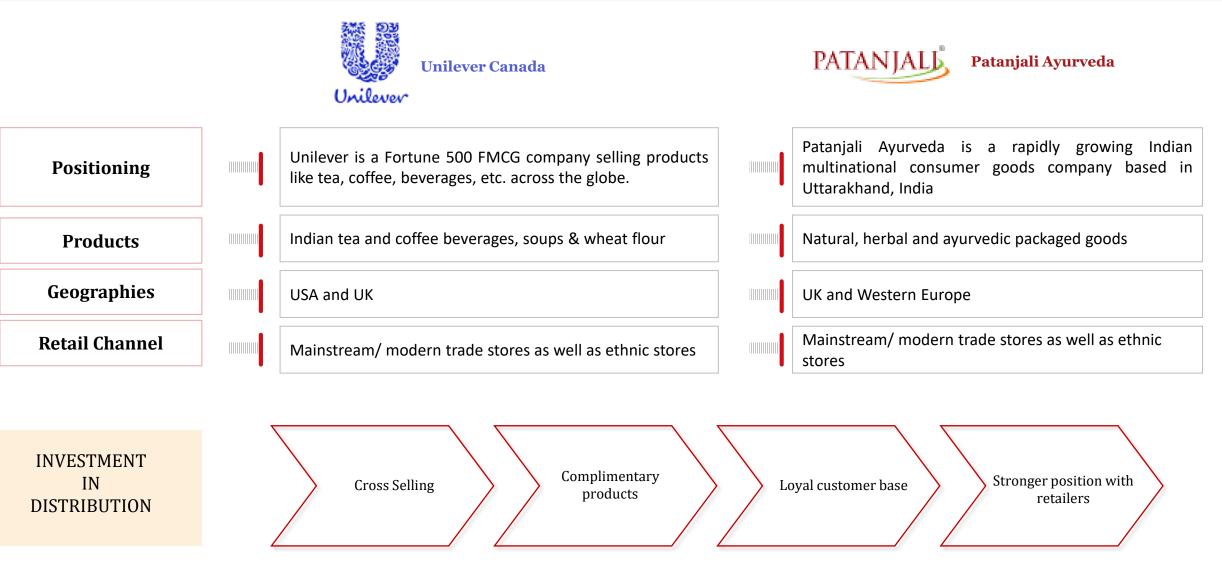
GLOBAL DISTRIBUTION NETWORK





STRENGTHENING DISTRIBUTION







STRATEGY & OUTLOOK

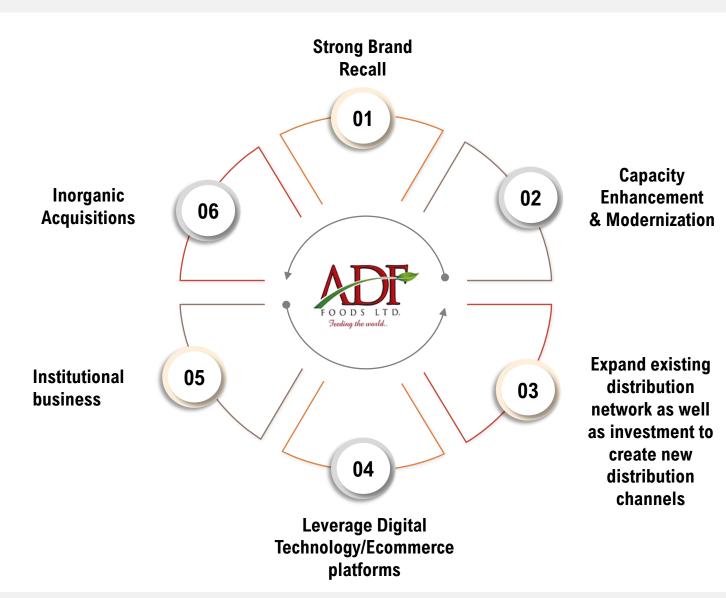
VALUE PROPOSITION WITH GROWTH DRIVERS





AT AN INFLECTION POINT





" At ADF we believe in maintaining high quality standards, introducing new and innovative products while remaining customer centric "

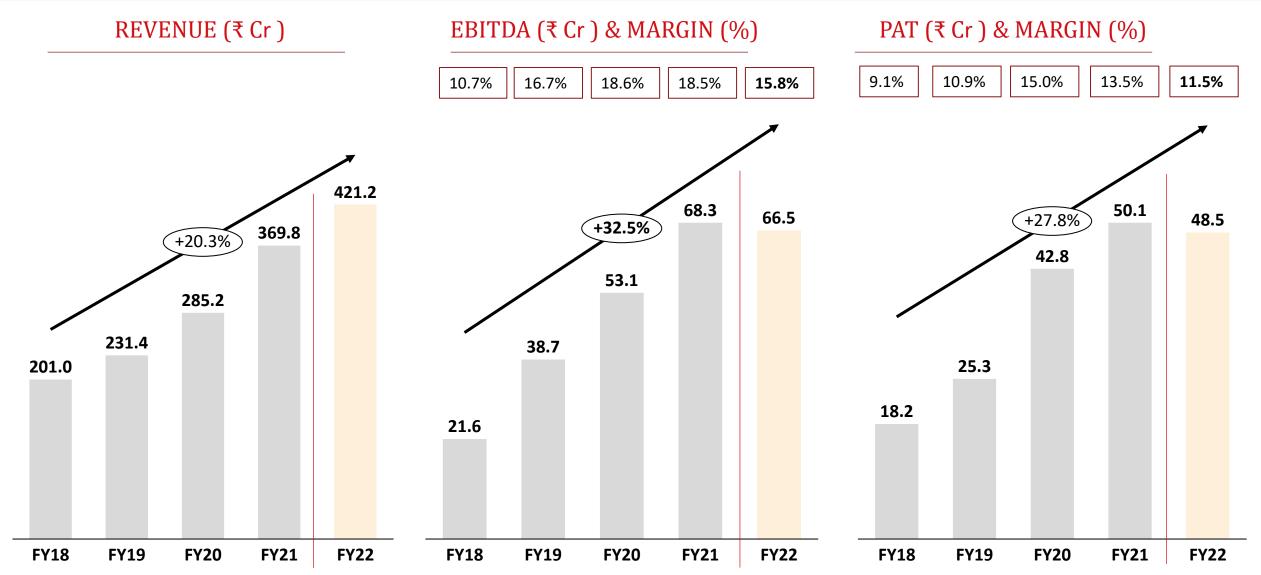




FINANCIAL PERFORMANCE

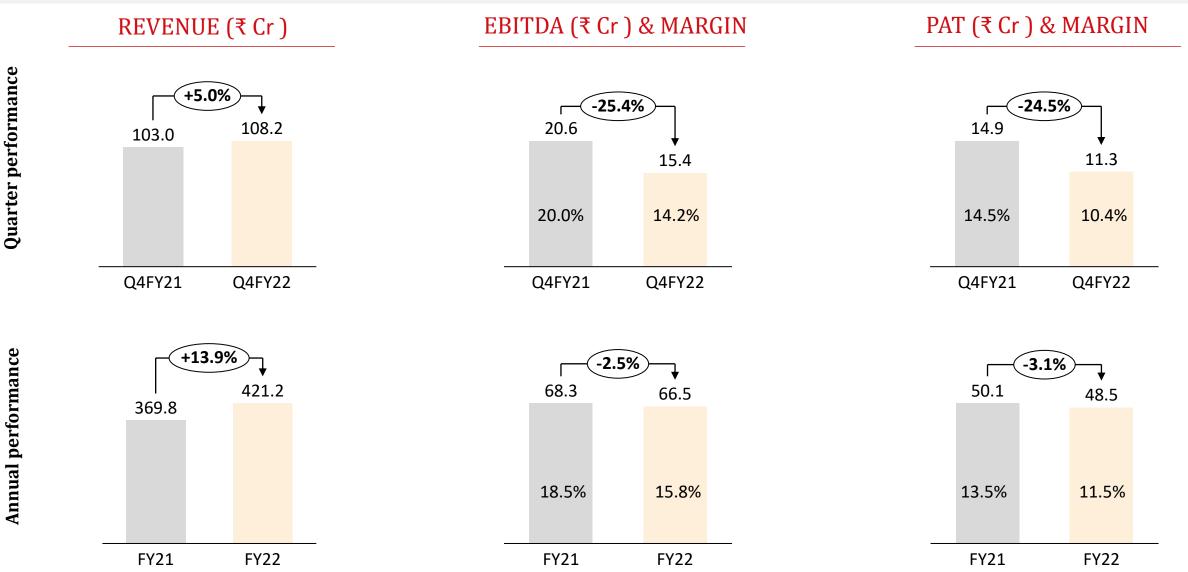
STRONG & SUSTAINABLE FINANCIAL PERFORMANCE





Q4 & FY22 CONSOLIDATED RESULT HIGHLIGHTS





Q4 FY22 CONSOLIDATED PROFIT & LOSS



Particulate (₹ Cr)	Q4FY22	Q4FY21	Y-o-Y	Q3FY22	Q-o-Q	FY22	FY21	Y-o-Y
Revenue from Operations	108.2	103.0	5.0%	117.1	-7.6%	421.2	369.8	13.9%
Cost of Materials consumed	30.5	30.2		26.9		120.2	107.3	
Purchase of stock-in-trade	17.7	37.3		10.6		88.8	124.9	
Changes in Inventories	2.4	-10.5		16.5		0.7	-17.1	
Gross Profit	57.5	46.0	25.0%	63.1	-8.9%	211.5	154.7	36.7%
GP Margin	53.1%	44.6%		53.9%		50.2%	41.8%	
Employee Benefits Expense	6.3	5.3		6.5		23.6	17.6	
Other Expenses	35.8	20.1		36.8		121.5	68.8	
EBITDA	15.4	20.6	-25.4%	19.8	-22.4%	66.5	68.3	-2.5%
EBITDA %	14.2%	20.0%		16.9%		15.8%	18.5%	
Depreciation and Amortisation Expense	3.1	1.5		2.9		9.1	5.9	
Finance Costs	0.8	0.3		0.7		1.8	1.2	
Other Income	3.9	1.5		1.6		9.5	5.5	
PBT	15.3	20.4	-25.0%	17.9	-14.4%	65.1	66.7	-2.4%
PBT Margin	14.1%	19.8%		15.3%		15.5%	18.0%	
Tax Expenses	4.0	5.5		4.3		16.6	16.6	
PAT	11.3	14.9	-24.5%	13.6	-17.1%	48.5	50.1	-3.1%
PAT %	10.4%	14.5%		11.6%		11.5%	13.5%	

CONSOLIDATED PROFIT & LOSS



Particulate (₹ Cr)	FY22	FY21	FY20	FY19	FY18
Revenue from Operations	421.2	369.8	285.2	231.4	201.0
Cost of Materials consumed	120.2	107.3	81.8	89.3	78.2
Purchase of stock-in-trade	88.8	124.9	86.4	42.0	34.1
Changes in Inventories	0.7	-17.1	-19.2	-11.1	1.5
Gross Profit	211.5	154.7	136.1	111.1	87.2
GP Margin	50.2%	41.8%	47.7%	48.0%	43.4%
Employee Benefits Expense	23.6	17.6	17.6	16.1	16.4
Other Expenses	121.5	68.8	65.4	56.3	49.3
EBITDA	66.5	68.3	53.1	38.7	21.6
EBITDA %	15.8%	18.5%	18.6%	16.7%	10.7%
Depreciation and Amortisation Expense	9.1	5.9	5.9	14.2	6.8
Finance Costs	1.8	1.2	1.3	0.9	1.1
Other Income	9.5	5.5	9.4	14.1	18.6
PBT	65.1	66.7	55.3	37.7	32.2
PBT Margin	15.5%	18.0%	19.4%	16.3%	16.0%
Exceptional Items			-0.3	0.0	0.0
Tax Expenses	16.6	16.6	12.2	12.4	14.0
PAT	48.5	50.1	42.8	25.3	18.2
PAT %	11.5%	13.5%	15.0%	10.9%	9.1%

CONSOLIDATED BALANCE SHEET



Equity & Liabilities (₹ Cr)	Mar'22	Mar'21	
Equity			
(a) Equity Share Capital	21.3	20.4	
(b) Other Equity	321.6	253.1	
(b) Non-controlling interest	2.6		
Total Equity	345.6	273.5	
Non-Current Liabilities			
(a) Financial Liabilities			
(i) Lease liabilities	49.5	0.1	
(ii) Borrowings	10.7		
(iii) Other Financial Liabilities	-	-	
(b) Provisions	0.9	0.8	
(c) Deferred tax Liabilities (Net)	8.1	7.6	
Total Non-Current Liabilities	69.2	8.4	
Current Liabilities			
(a) Financial Liabilities			
(i) Borrowings	4.8	-	
(ii) Lease Liabilities	4.9	0.6	
(iii) Trade Payables	31.6	34.8	
(iv) Other Financial Liabilities	11.6	7.2	
Other non financial liabilities	1.5	2.0	
Provisions	0.1	0.1	
Income tax liabilities (net)	1.3	0.3	
Total Current Liabilities	55.8	45.1	
Total Equity & Liabilities	470.6	327.0	

Assets (₹ Cr)	Mar'22	Mar'21
Non-Current Assets		
(a) Property, plant and equipment	115.6	55.9
(b) Capital Work-in-Progress	0.1	0.3
(c) Intangible Asset	21.4	21.3
(d) Goodwill	23.2	-
Financial Assets		
(a) Loans	0.1	0.3
(b) Other Financial Assets	2.3	1.6
Deferred tax assets	2.8	3.4
Income tax assets	5.0	5.0
Other Non Financial Assets	0.7	0.5
Total Non-Current Assets	171.2	88.3
Current Assets		
(a)Inventories	76.2	72.9
(b) Financial Assets		
(i) Investments	39.3	16.6
(ii) Trade Receivable	71.0	64.9
(iii) Cash and Cash Equivalents	54.2	39.8
(iv) Bank balances other than above	23.4	24.9
(iv) Loans	0.4	0.5
(iv) Other financial assets	20.7	10.3
(c) Other non financial assets	14.4	8.7
Total Current Assets	299.4	238.7
Total Assets	470.6	327.0

CONSOLIDATED CASH FLOW STATEMENT

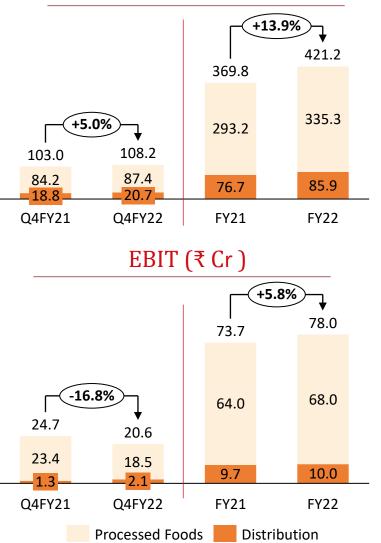


Cash Flow Statement (₹ Cr)	Mar'22	Mar'21
Cash Flow from Operating Activities		
Profit before Tax	65.1	66.7
Adjustment for Non-Operating Items	6.5	4.4
Operating Profit before Working Capital Changes	71.6	71.2
Changes in Working Capital	-23.1	-22.4
Cash Generated from Operations	48.5	48.7
Less: Direct Taxes paid	-14.4	-13.2
Net Cash from Operating Activities	34.1	35.6
Cash Flow from Investing Activities	-53.8	-8.2
Cash Flow from Financing Activities	33.0	-7.4
Net increase/ (decrease) in Cash & Cash equivalent	13.3	20.0
Cash and cash equivalents at the beginning of the year	39.8	20.2
Unrealized Foreign exchange restatement in Cash & Cash equivalents	1.1	-0.3
Cash and cash equivalents at the end of the year	54.2	39.8



REVENUE (₹ Cr)

Particulate (₹ Cr)	Q4FY22	Q4FY21	Y-o-Y	Q3FY22	Q-o-Q	FY22	FY21	Y-o-Y
Revenue								
Processed & Preserved Foods	87.4	84.2	3.9%	91.3	-4.3%	335.3	293.2	14.4%
Agency Distribution	20.7	18.8	10.1%	25.8	-19.6%	85.9	76.7	12.1%
Total	108.2	103.0		117.1		421.2	369.8	
Results								
Processed & Preserved Foods	18.5	23.4	-21.1%	18.4	0.5%	68.0	64.0	6.1%
Agency Distribution	2.1	1.3	61.3%	3.4	-38.5%	10.0	9.7	3.9%
Total	20.6	24.7		21.8		78.0	73.7	
Capital Employed								
Processed & Preserved Foods						218.9	182.8	
Agency Distribution						64.6	37.9	
Margin (%)								
Processed & Preserved Foods	21.2%	27.8%		20.2%		20.3%	21.8%	
Agency Distribution	10.0%	6.8%		13.1%		11.7%	12.6%	



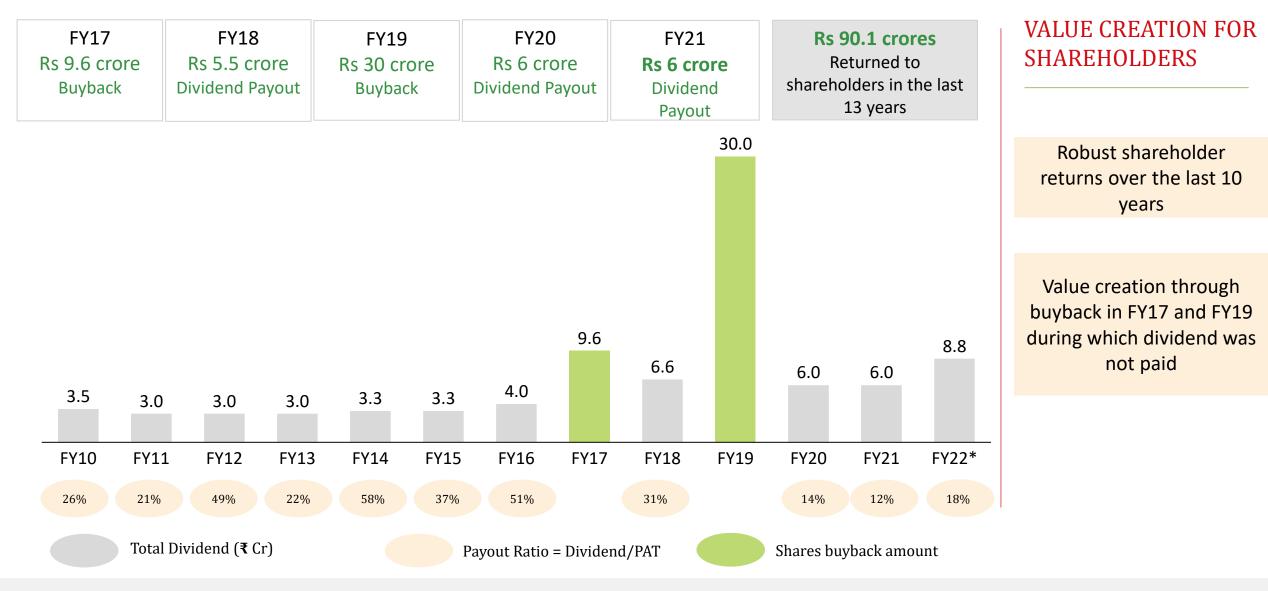


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GOVERNANCE FOCUSED

CONSISTENT SHAREHOLDER RETURNS





CORPORATE SOCIAL RESPONSIBILITY (CSR)









Partnered with NGOs for supply of oxygen concentrator machines and distribution of food and hygiene kits to slums and village children in Maharshtra.



Clean India Mission

- Swachch Bharat Abhiyaan: Constructed over 100 toilets with running water supply in Nadiad district.
- Programmes to educate villagers about proper sanitation and hygiene practices.



Education support

Partnered with several education not-for-profit

facilitate regular studies, value education,

personality development etc.

organizations to provide educational support to

program





- ADF helps in the cause of giving women a safe space to live and work by contributing towards the annual maintenance cost of a girl's hostel in Mumbai and a girls school in Porbunder, Gujarat.
- Further the Company has provided financial aid to start a vocational training centre at Nadiad



Involved with an animal protection organization IDA (In Defence of Animals) since 2016 that provides medical care to ill and injured animals and also runs neutering drives for strays.



- Contribute for annual maintenance expenses and financial aid of Cheshire Home, NGO that provides residential care to physically challenged men
- Partnered with SIES College, Stephen's High School & a Spastic Society called ADAPT all located in Mumbai to impart educational support to disabled children.



- Partnered with two NGOs viz. Nirant Vividh Seva Trust and Samanvay Samajik Sanstha towards providing financial support to underprivileged people across India.
- Provided financial aid two hospitals in Nadiad to purchase medical equipment.

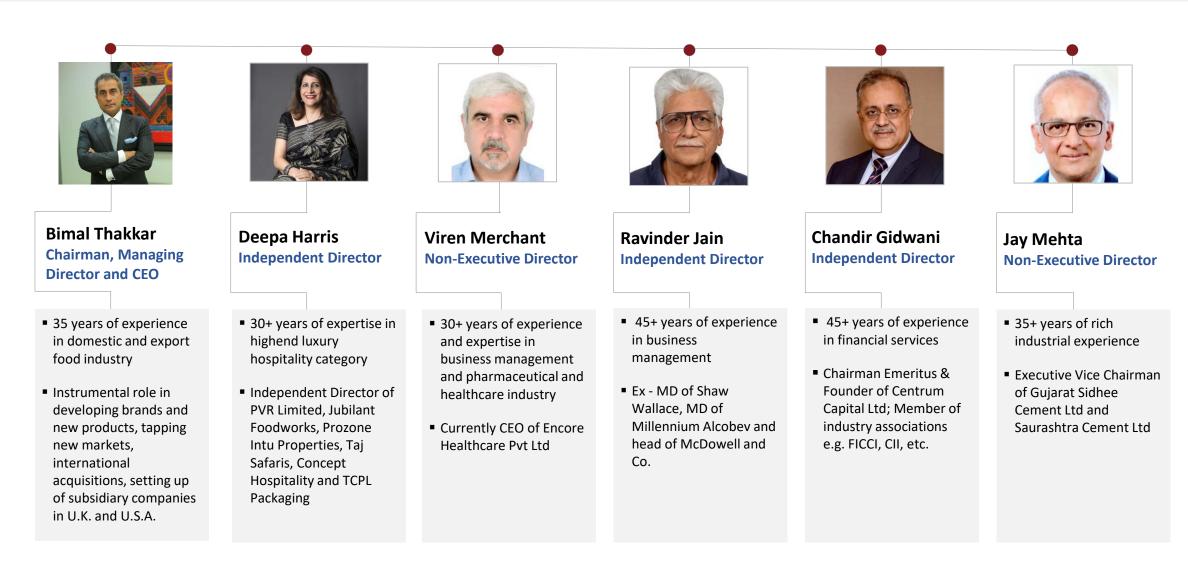


Environmental Protection

Partnership with a NGO called Isha Outreach which is a part of the Cauvery campaign which aims at supporting farmers to plant 242 crore trees in next 12 years.

BOARD OF DIRECTORS





MANAGEMENT TEAM

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Bimal Thakkar Chairman, Managing Director and CEO	 Under Bimal's leadership, ADF Foods has evolved from a small dried fruit store to a global brand with food processing and distribution capabilities and presence in over 55 countries. Further, Bimal played a pivotal role in taking the Company public in 1991. Since then, the Company has not only remained debt free but also extremely profitable with robust financials. Going forward, the Company is well-poised for accelerated growth under leadership, guidance and vision of Bimal.
Shardul Doshi Chief Financial Officer	 Shardul is a CA, CWA and CS with over 25 plus years of experience with various multinational and large Indian corporates. Shardul has strong knowledge and proficiency in areas of equity & debt fund raising, investor relations, strategy, M&A, corporate restructuring, MIS, accounts and taxation. He has been associated with the Company since last two years.
Devang Gandhi Chief Operating Officer	 Devang brings to ADF over 30 years of rich and varied corporate experience in multiple industries. He joined as a Company COO in 2019 and since then have played an important role in bringing best practices and operational excellence which has helped in streamlining of operations and cost reduction. Mr. Devang Gandhi is a commerce graduate and a management trainee from Switzerland and Germany.
Shalaka Ovalekar CS & Legal Head	 Shalaka Ovalekar is a qualified Company Secretary, CWA, and has a Bachelor's degree in Law and Commerce. She has 17+ years of experience in secretarial and legal functions. She has been working with the Company as Company Secretary, Compliance Officer and Legal Head for over 12 years.

THANK YOU





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