



# Prataap Snacks Limited (PSL)

## REPORTS ENCOURAGING PERFORMANCE IN Q3FY21 REVENUE GROWS 4% ON A QoQ BASIS

**Indore, February 4, 2021:** Prataap Snacks Ltd. (PSL), (BSE- 540724), (NSE- DIAMONDYD) a leading Indian Snack Foods Company has announced its financial results for the quarter and nine months ended 31<sup>st</sup> December 2020:

### In Q3 FY21 (QoQ basis), PSL reported:

- Revenue of Rs. 3,391.2 million, registering growth of 3.8% QoQ despite seasonality in Q3
- Operating EBITDA of Rs. 175.6 million
- PAT stood at Rs. 45.5 million

### In Q3 FY21 (YoY basis), PSL reported:

- Revenue of Rs. 3,391.2 million, registering de-growth of 6.0% yoy
- Operating EBITDA of Rs. 175.6 million, translating to a margin of 5.2%
- PAT stood at Rs. 45.5 million with margins at 1.3%
- EPS (Diluted) stood at Rs. 1.94 per share

### In 9M FY21, PSL reported:

- Revenue of Rs.8,615.5 million, registering de-growth of 20.2% yoy
- Operating EBITDA of Rs. 491.4 million, translating to a margin of 5.7%
- PAT stood at Rs. 70.3 million with margins at 0.8%
- EPS (Diluted) stood at Rs. 3.00 per share



## Commenting on the Q3 & 9M FY21 performance, Mr. Amit Kumar – MD, Prataap Snacks Limited said;

*"I am pleased to share that we have delivered an encouraging performance during Q3 with growth on sequential basis despite seasonality in the quarter. This is a clear indicator of demand picking up in our key markets. We continue to explore alternate channels to expand our market reach even as the distribution network steadily rebuilds momentum.*

*On the operational front, the price of palm oil has consistently risen in recent quarters and remains unusually elevated, thereby adversely impacting the margin. We have partially mitigated the impact through on-going process re-engineering and cost optimization initiatives. We are also implementing a restructuring of our distribution network, starting with select markets, which will lead to an optimised structure and is expected to positively impact our margin performance over the medium term.*

*With the economy regaining momentum and trains, schools and institutions set to re-open in a phased manner, we expect a further uptick in demand. We are also working on introducing newer products to better address regional tastes and preferences and elevate our presence as a preferred national brand. We believe that our growth initiatives combined with our debt free and asset light model will enable us to create value for stakeholders in the quarters ahead."*

**-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&2, Assam 1&2 and Gujarat) are owned and 9 facilities [located in Ahmedabad (2), Kolkata (2), Bangalore (2), 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 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.

## For further information please contact:

Sumit Sharma  
Prataap Snacks Limited  
Tel: +91 731 2439 999  
Email: [sumit@yellowdiamond.in](mailto:sumit@yellowdiamond.in)

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