



Prataap Snacks Limited (PSL)

REPORTS HIGHEST EVER ANNUAL EBITDA OF RS. 1,410 MN IN FY2024

**Q4 FY24 EBITDA HIGHER BY 87% YOY, MARGIN ABOVE 9%
BOARD RECOMMENDS DIVIDEND OF RE. 2 PER SHARE**

Indore, May 20, 2024: 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 2024:

In Q4 FY24, PSL reported:

- Sales / Income from operations of Rs. 3,865.3 million
- Operating EBITDA of Rs. 354.5 million, higher by 87%
- EBITDA margin stood at 9.1%, higher by 424 basis points
- PAT of Rs. 123.8 million, stood at 3.2%
- EPS (Diluted) stood at Rs. 5.17 per share

In FY24, PSL reported:

- Sales / Income from operations of Rs. 16,101.5 million
- Operating EBITDA of Rs. 1,409.9 million, an increase of 126%
- EBITDA margin for FY24 was 8.7% an increase of 493 basis points over FY23
- PAT of Rs. 531.2 million, an increase of 162%
- EPS (Diluted) stood at Rs. 22.22 per share
- RoCE from the Yellow Diamond* salty snacks business stood at 20.6%

* RoCE for the Yellow Diamond salty snacks business does not include Avadh and Sweet snacks



Commenting on the Q4 & FY24 performance, Mr. Amit Kumar – MD, Prataap Snacks Limited said.

"I'm pleased to share that we have delivered a resilient performance in Q4 FY24, despite the challenging macroeconomic environment and continued inflationary pressures impacting consumption trends. Key highlights of our performance have been maintaining of our leadership position in extruded snacks category and the robust growth in our namkeen products, a strategic focus area for us. This has been made possible due to initiatives of expanding retail reach and range selling.

For FY24, we have reported our highest ever annual EBITDA of Rs. 141 Cr. For the quarter, we reported an EBITDA of Rs. 35.5 crore, reporting strong growth of 87% YoY compared to Rs. 18.9 crore in Q4 FY23. I'm particularly proud of our progress in enhancing operational efficiencies, which has enabled us to achieve an EBITDA margin of 9.1% in Q4 FY24, our highest in the past 26 quarters. Furthermore, we've consistently maintained an EBITDA margin above 8% throughout FY 23-24, underscoring the structural and sustainable nature of our improved margin profile.

In view of the resilient performance, our Board of Directors has recommended a dividend of 40% per share of a face value of Rs. 5 each which equates to Rs. 2 per share

We recently commissioned our facilities at Jammu and Rajkot (2) and these will enhance our local distribution reach and product range respectively. Further, we are working on initiatives to enhance our presence in modern trade, ecommerce and quick commerce channels which will complement our pan India presence in traditional distribution channels. We look ahead to FY25 with optimism given the initial signs of an uptick in rural demand and we are confident that our multiple initiatives will lead to accelerated growth.

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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) and sweet snacks under the popular and vibrant Yellow Diamond and Avadh brands. 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 15 manufacturing facilities of which 8 facilities (Indore 1&2, Assam, Bengaluru, Jammu, Kolkata and Rajkot 1&2) are owned and 7 facilities (Kolkata, Bengaluru, Hyderabad, Kanpur, Karnal, Patna and Hissar) are on contract manufacturing basis. Its distribution network includes more than 5,200 super/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.

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