

ANNUAL REPORT  
2014-15



TRADITIONAL  
BASMATI RICE  
*Original Rich Aroma*



**TOMORROW  
STARTS TODAY**



# 65+

Our brands and products are sold in more than 65 countries across Asia, North & South America, Europe, Australia and Africa

# 250,000+

We sell over 250,000 MT of packaged basmati rice every year

# 100,000+

In India, our brands have shelf presence at more than 100,000 retail outlets



A long line of Daawat rice bags, featuring the 'DAAWAT' and 'TRADITIONAL BASMATI RICE' branding, is laid out on a dark road. The bags are blue and white, and the scene is dimly lit, creating a sense of depth and repetition.

**4,000+**

We access over 4,000 food service outlets in India

**20%+**

Our branded business in India has been growing at a CAGR of over 20% for the last 4 years

## LEADERSHIP BRANDS

Our brands 'Royal' and 'Daawat' enjoy No.1 & No.2 positions in US and India respectively

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# TOMORROW STARTS TODAY

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Many of today's dreams go on to shape tomorrow's world. Without those successfully realised dreams, the world could have been a lesser-progressed place today. Adding deadlines adds purpose and urgency to dreams. For, without an assigned deadline, a dream might lose intensity in its chase to realization.

At LT Foods, our dream is to become a global speciality food company and the same is a matter of great purpose and urgency. While we have added significantly to our strengths in the recent past, we have much more to accomplish. That too, in much lesser time, in order to realize our cherished dream faster. Treating time as a priceless asset in our armory, we approach our work with a firm belief that **'tomorrow starts today'**.

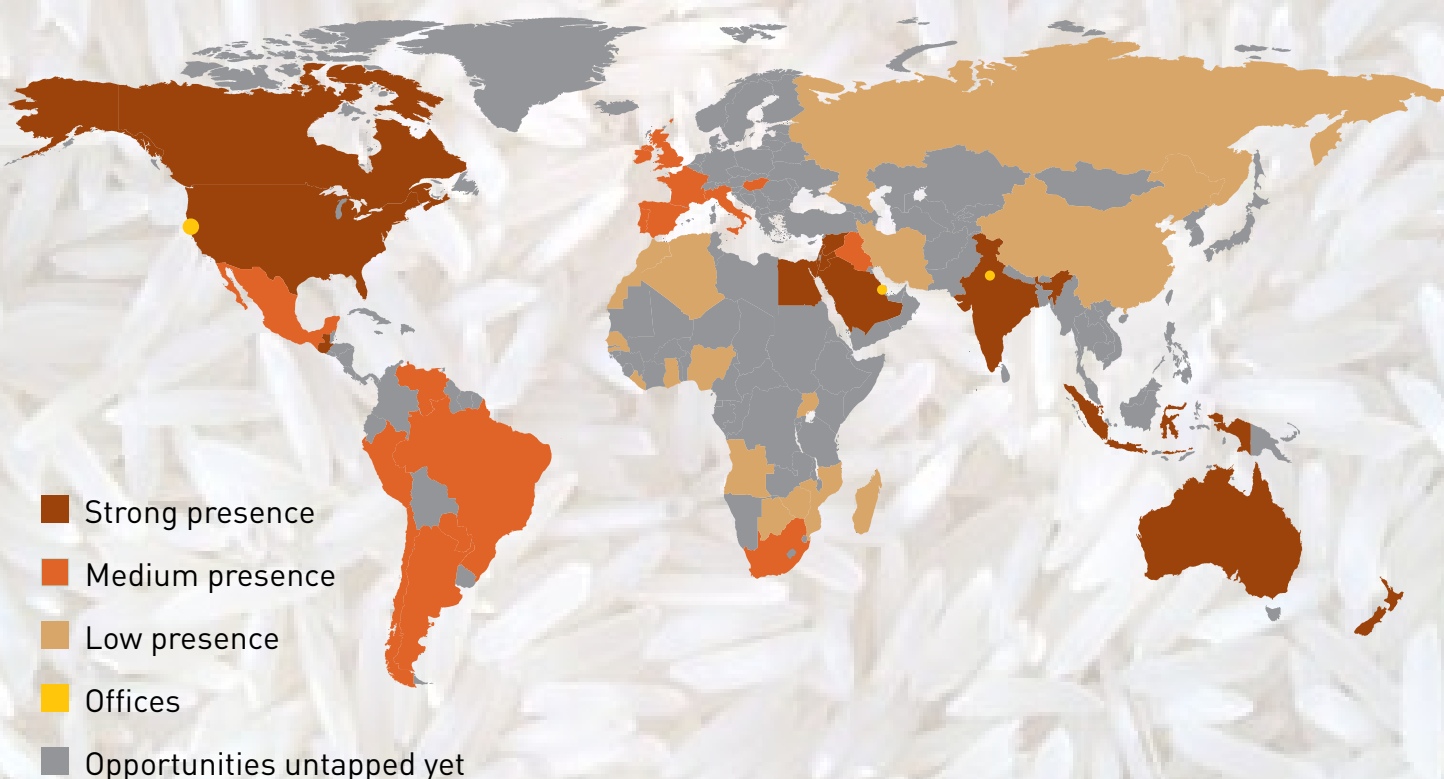


# THE WORLD OF LT FOODS

Aspiring to become a global speciality food company, we are a leading branded food company from India, offering basmati rice, value-added staples and organic food. While branded basmati rice constitutes c70% of our revenue, the share of other segments has been on a steady rise. Our integrated operations span the entire rice value chain – right from farm to fork. Outpacing the growth of the industry, our revenue has grown at an impressive CAGR of more than 20% for the last four years.

## OUR MARKET FOOTPRINTS

With annual sales of more than 250,000 MT of packaged rice, we enjoy a market share of 14% in the branded basmati rice in India. Outside India, we sell our products in more than 65 countries with US, Middle East and Europe being the top-three regions in that order.



**₹ 2,780** crore  
Net Sales (FY15)

**₹ 309** crore  
EBITDA (FY15)

**21.36%**  
Revenue CAGR (FY11-FY15)

## OUR MANUFACTURING ASSETS

In addition to our 5 state-of-the-art units, we deploy 5 more third-party facilities to manufacture high quality food products.



Own Manufacturing

Third-party Manufacturing

Facility	Capacity (TPH)	Area (Acres)	Specialization
Bahalgarh, Sonapat, Haryana	33	42	Processing of raw rice
Kamaspur, Sonapat, Haryana	5	9	Processing of organic rice
Mandideep, Bhopal, Madhya Pradesh	25	56	Value-added products viz. par-boiled rice, health snacks, grains, flour etc.
Varpal, Punjab	12	27	Raw and par-boiled rice
Amritsar, Punjab	2	4	Raw and par-boiled rice

## OUR BRAND PORTFOLIO

Our branded segment has raised its revenue contribution from less than 20% until a decade ago to c70% today. This revolutionary turnaround has been achieved with increased management focus on quality and investments on developing and strengthening our consumer brands.







LT Foods

# WE'RE A FOOD COMPANY. BUT WE'RE ALWAYS HUNGRY.

Just numbers doesn't satiate our hunger. It's the trust of our customers we aim for. That's why when we became the leading brand in India and the No. 1 brand in the US, we didn't stop. We wanted to achieve more. Our hunger to deliver the finest, made us a trusted brand in over 65

countries, and also won us three prestigious awards in India this year. Our penchant for innovation became a benchmark for others to follow. The current year financial results mirror our philosophy of growth through innovation and commitment to quality. And at LT Foods, we're still hungry to achieve more.

## Our Achievements



Brand's Digest  
Trusted Brand - 2014



The Economic Times  
Best Brands - 2014



Vijaya Vittala  
Best Brand - 2014

## Audited Financial Results

(Amount in ₹ Crores)

	Year 2013	Year 2014	Growth
Net Revenue	2779.78	3492.68	11.32%
Operating EBITDA	309.02	283.84	9.64%
Cash Profit	122.58	122.20	0.64%



LT Foods

SAARWAT

ROYAL

Devaaya

ecolife



# HIGHLIGHTS

## Sustainable Growth

Outpacing the growth of the industry and c70% contribution is being made by Branded Business.

## Customers

Launching products after understanding trends and needs of the Customers.

## Technology

Made investment in new ERP and launched SAP across the group.

## Brand

Continuous development on brand globally and has been recognized as Most Trusted Brand.

## People & Culture

Continuous investment on developing right skill set and culture to take business to next ladder.

## Operations

Dedicated team to implement and monitor efficiency initiatives at backend to be competitive in the Industry.

## Distribution

Expanding distribution across channels globally and launched Daawat in additional 6 Countries during the year.

## KEY FIGURES

(₹ crores)

Particulars	FY15	FY14	FY13	FY12	FY11	FY10	FY09	FY08	FY07	FY06
Total Income	2,780	2,493	2,230	1,436	1,281	1,084	1,066	699	504	442
EBITDA	309	282	238	178	119	124	169	89	55	34
EBITDA MARGIN %	11.1%	11.3%	10.7%	12.4%	9.3%	11.4%	15.9%	12.7%	10.9%	7.7%
PBT	111	131	83	-0	34	42	36	37	23	13
PAT	76	85	60	-2	25	33	30	32	21	12
Net Current Assests	1,713	1,475	1,322	1,140	1,052	812	686	573	328	231
Capital Employed	2,137	1,873	1,705	1,477	1,371	1,065	907	726	412	285
Net Worth	463	391	311	255	254	241	178	149	120	61
RoCE %	12.3%	13.1%	11.7%	9.7%	6.8%	9.4%	16.4%	10.6%	11.7%	9.8%
RoNW%	16.5%	21.7%	19.3%	-0.8%	11.0%	15.3%	16.9%	21.5%	17.5%	19.7%
EPS (₹)	27.47	29.82	21.45	-0.47	8.92	11.25	13.56	14.76	12.77	15.85
Book Value	175	149	119	98	87	82	80	67	54	84