



Hindustan Foods Limited

A Vanity Case Group Company

Registered Office: Office No.3, Level-2, Centrium, Phoenix Market City,
15, Lal Bahadur Shastri Road, Kurla (West), Mumbai, Maharashtra, India. 400 070.
Email: business@thevanitycase.com Website: www.hindustanfoodslimited.com
Tel. No. +91-22-61801700 / 01 CIN: L15139MH1984PLC316003

Company Scrip Code: 519126

Date: 12th November, 2021

To,
The General Manager
Department of Corporate Services
BSE Limited
Floor 25, P. J. Towers, Dalal Street,
Mumbai-400 001.
Tel : (022) 2272 1233 / 34

Through Listing Centre

Dear Sir / Madam,


Sub.: Investor Presentation November 2021

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the "Investor Presentation November 2021" for Q2 & H1 ended 30th September, 2021 FY 2021-22.

We request you to take the above on record.

Thanking you,

Yours faithfully
For **HINDUSTAN FOODS LIMITED**


Bankim Purohit
Company Secretary
ACS 21865
Encl. as above





HINDUSTAN FOODS LIMITED

Investor Presentation
November 2021

**IN TIME'S SHADOW
LIES OPPORTUNITY**

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Hyderabad | Liquid Detergent Plant

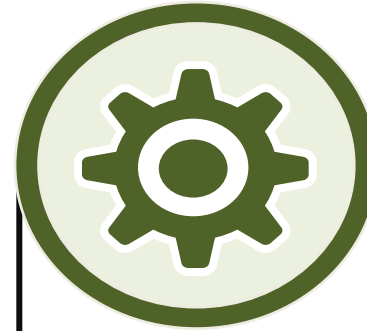


The Uttar Pradesh project is progressing well, and installation of machines has commenced. The company remains confident to start commercial production in Q4FY22

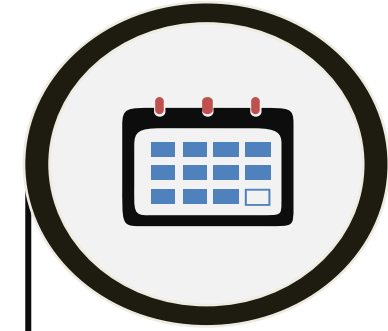


Further to the announcement of the setting up of the Health and Wellness division, the Board has authorised the Management to invest upto Rs 100 crores by way of acquisitions and /or setting up a new factory

The Board has also authorised the management to invest in an acquisition of a colour cosmetics manufacturing facility with a total investment of up to Rs 30 crore



The company has started work on setting up a new factory in TN which will be making sports shoes/knitted shoes for various customers



The Hon'ble NCLT Mumbai Bench, in its hearing held on 28th October, 2021 in the matter of the composite Scheme of Arrangement and Amalgamation of Beverage plant in Mysuru and Malt Beverages plant in Coimbatore had heard the matter and reserved its Order. The Final order from the Hon'ble NCLT Mumbai Bench is awaited

Our goal for FY2022 continues to be Topline of Rs. 2,000 crores; Our Vision 2025 is to double the turnover in next 3 years by exploring both organic and inorganic opportunities

Rs. **396** crore

GROSS BLOCK
as on 30th Sept 2021

Rs. **925** crore

77% growth YoY

TOTAL REVENUES
for H1FY22



Rs. **22.6** crore

79% growth YoY

PROFIT AFTER TAX
For H1FY22



Rs. **247** crore

NETWORTH
as on 30th Sept 2021



Rs. **34.8** crore

80% growth YoY

PROFIT BEFORE TAX
for H1FY22



1.0x

Debt to Equity Ratio
as on 30th Sept 2021



Rs. **55** crore

49% growth YoY

EBITDA
For H1FY22



Rs. **10.68**

79% growth YoY

EARNINGS PER SHARE
for H1FY22



Uttar Pradesh

Capex Rs. 125 Cr

Food & Beverages

- Capex is under taken by the wholly owned subsidiary '**HFL Consumer Products Private Limited**'
- Land has been acquired and construction work has started; Machines have also started arriving at the site
- Commercial production to begin from Q4FY22 despite hiccups from Covid induced lockdowns

Hyderabad

Capex Rs. 150 Cr

Home & Personal Care

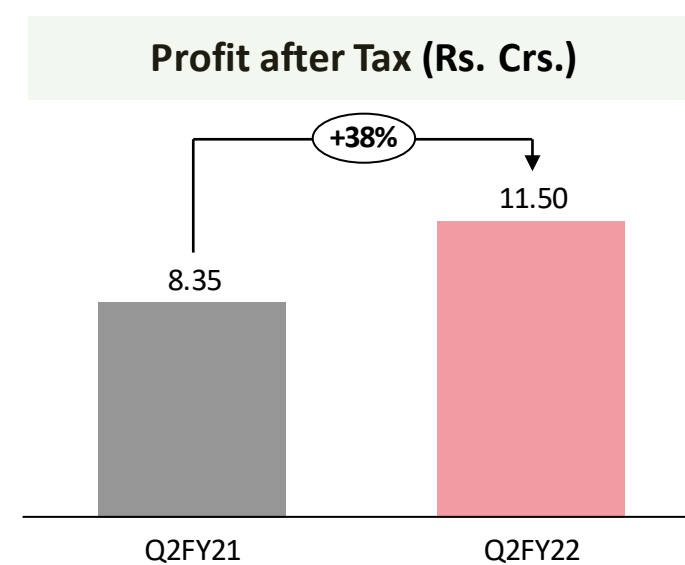
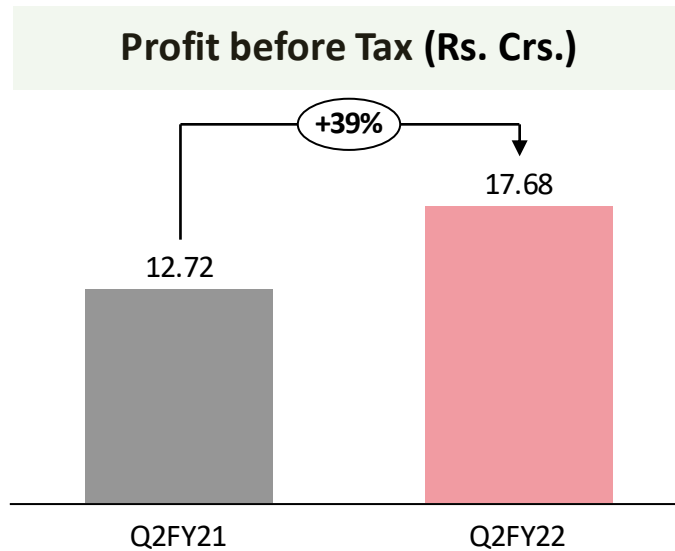
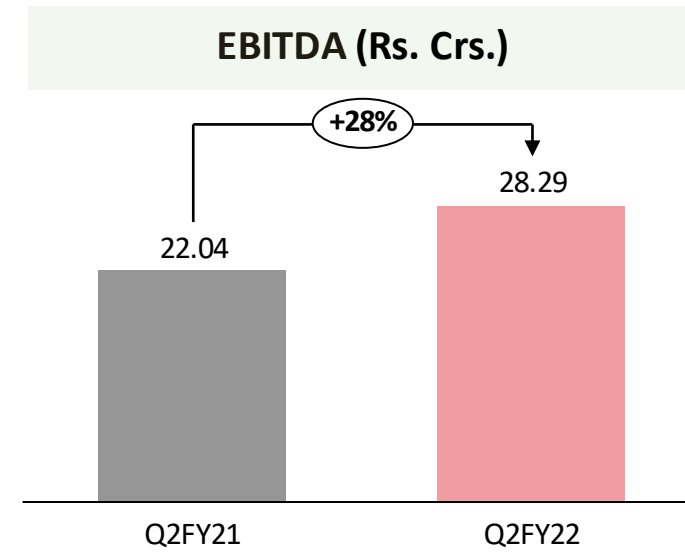
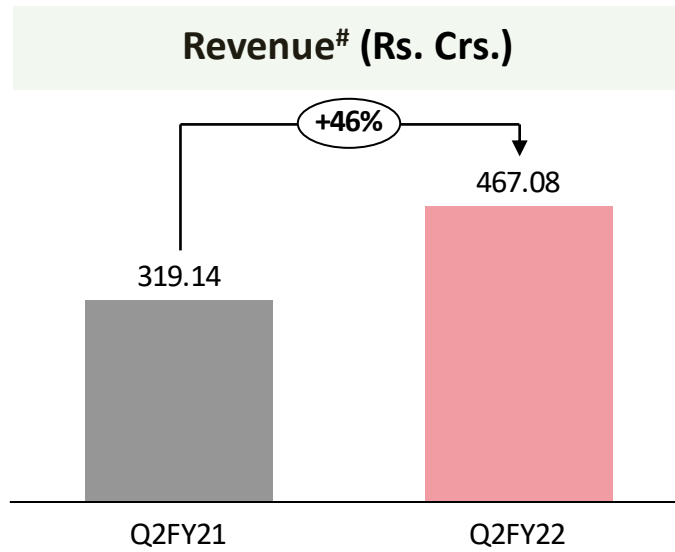
- The work for the said facility had been adversely affected by the localised Covid lockdowns
- The work for the facility is now expected to be completed by Q4FY22

New Capex

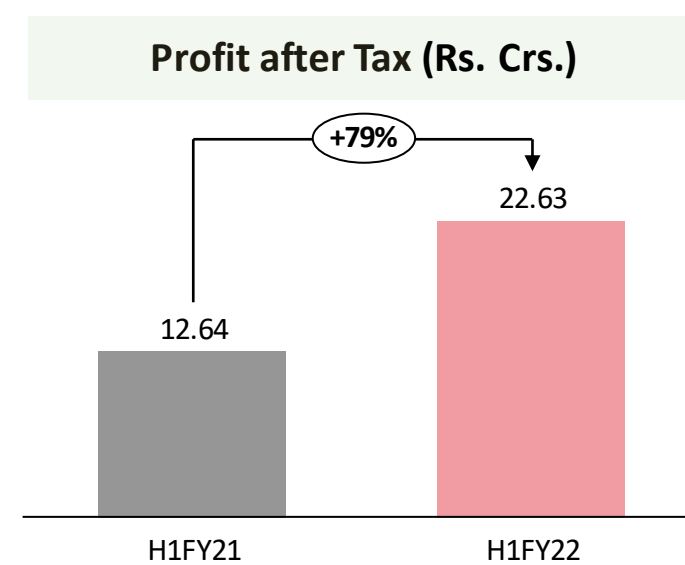
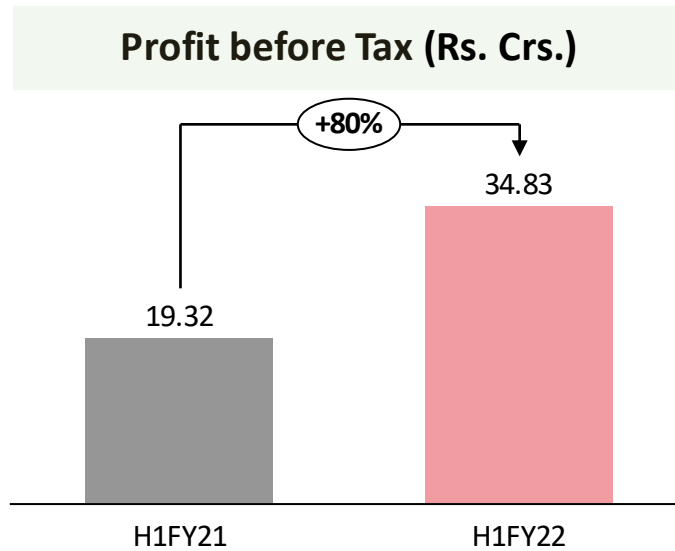
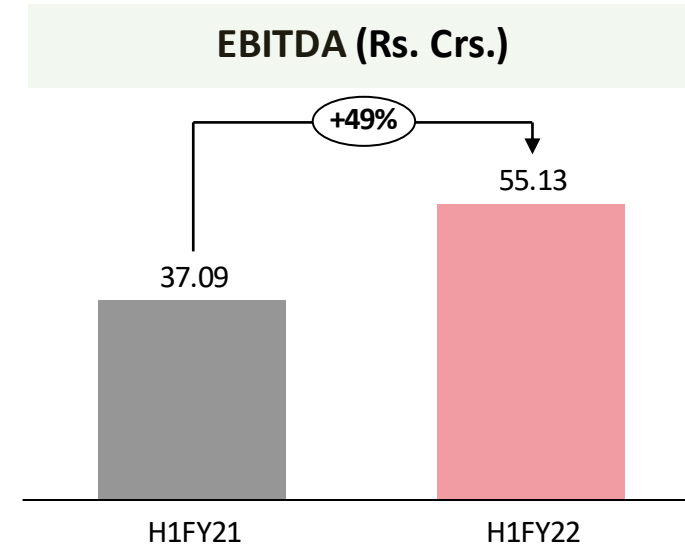
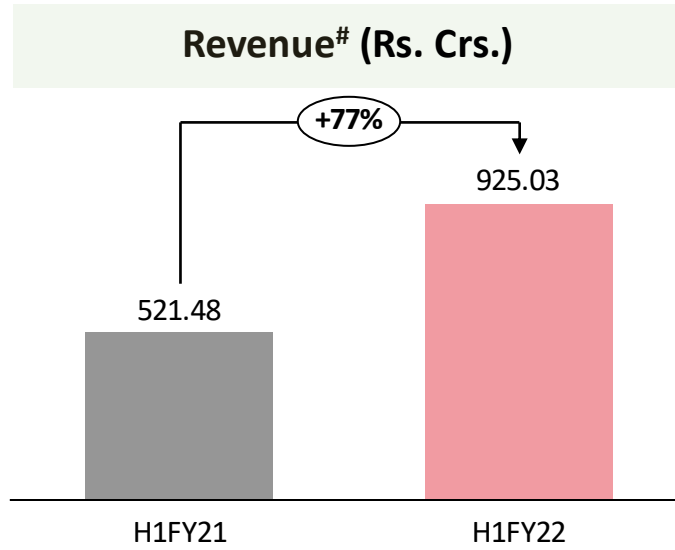
Rs. 130 Cr

Health & Wellness and
Color Cosmetics

- The Board has authorised the Management to invest upto Rs 130 crores for "Health & Wellness" and "Color Cosmetic" divisions
- More details to be shared by next quarter



Includes Other Income



Includes Other Income

Standalone Profit & Loss Statement – Q2 & H1 FY22

Particulars (Rs. Crs.)	Q2 FY22	Q2 FY21	Y-o-Y	H1 FY22	H1 FY21	Y-o-Y
Total Revenue#	467.08	319.14	46.4%	925.03	521.48	77.4%
Cost of Goods Sold	405.55	265.63		807.06	431.95	
Manufacturing & Operating Costs	17.31	17.20		32.72	27.19	
Gross Profit	44.22	36.32	21.7%	85.24	62.34	36.7%
Employee Expenses	9.04	7.15		18.05	14.03	
Other Expenses	6.89	7.13		12.07	11.22	
EBITDA	28.29	22.04	28.4%	55.13	37.09	48.6%
Depreciation	5.36	4.22		10.27	8.33	
EBIT	22.93	17.82	28.7%	44.86	28.76	56.0%
Finance Cost	5.24	5.10		10.03	9.45	
Profit Before Tax	17.68	12.72	39.0%	34.83	19.32	80.3%
Tax	6.18	4.37		12.20	6.68	
Profit After Tax	11.50	8.35	37.7%	22.63	12.64	79.1%
EPS	5.43	3.94		10.68	5.96	

Includes Other Income

Standalone Balance Sheet

Particulars (Rs. Crs.)	30-Sep-21	31-Mar-21
Non-Current Assets	352.80	340.34
Property, plant and equipment	303.70	263.40
Capital work-in-progress	23.96	52.81
Right of Use assets	6.52	6.95
Other Intangible Assets	0.26	0.51
Financial assets		
(i) Investments	0.01	0.01
(ii) Other financial assets	3.38	3.17
Non-current tax assets (net)	13.30	11.00
Other non-current assets	1.67	2.49
Current Assets	412.82	356.87
Inventories	220.11	169.08
Financial assets		
(i) Investments	3.18	3.18
(ii) Trade receivables	52.50	49.69
(iii) Cash and cash equivalents	13.82	44.42
(iv) Bank balances	19.14	14.09
(v) Loans	44.27	18.31
(vi) Other financial assets	18.25	13.98
Other current assets	41.56	44.11
Total Assets	765.62	697.20

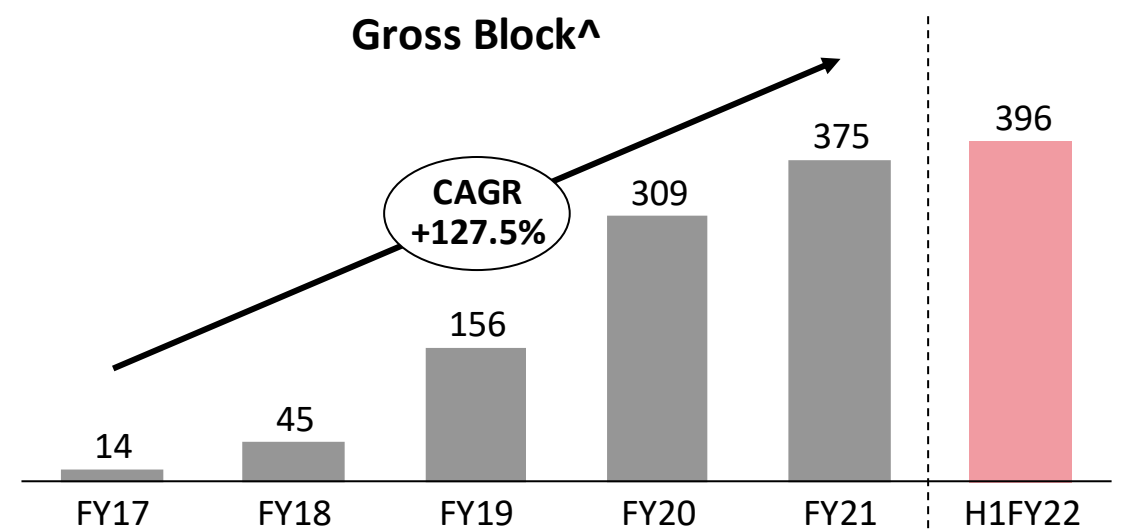
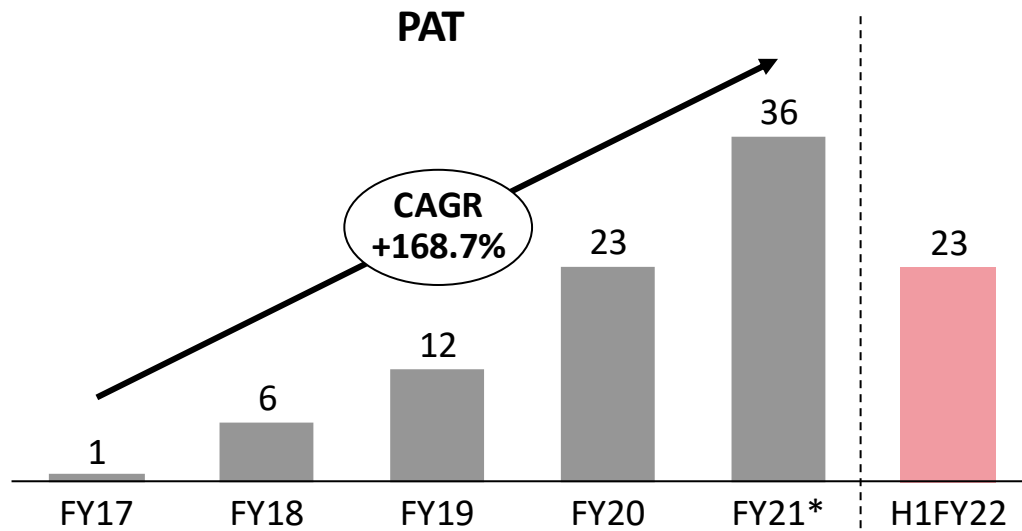
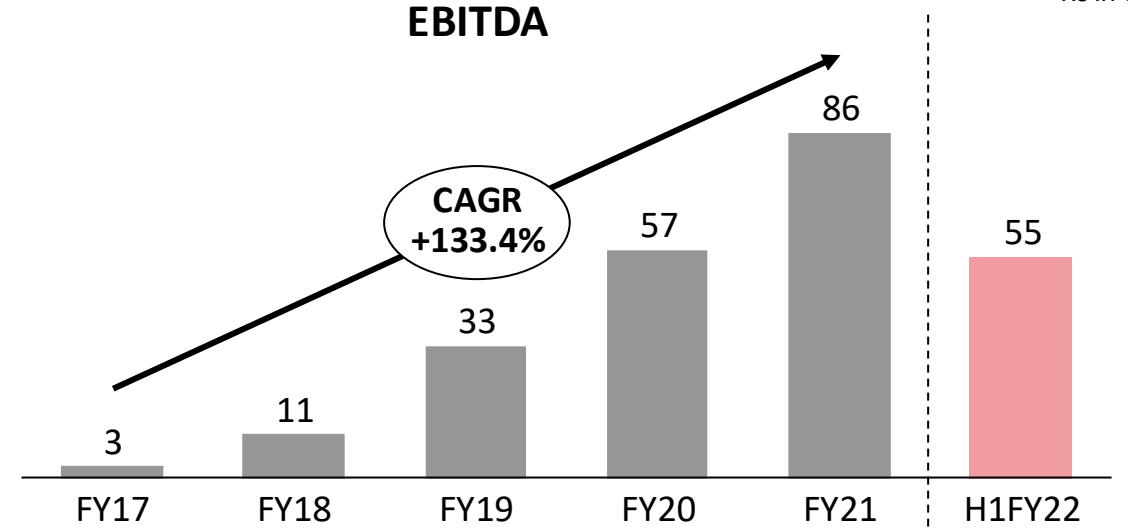
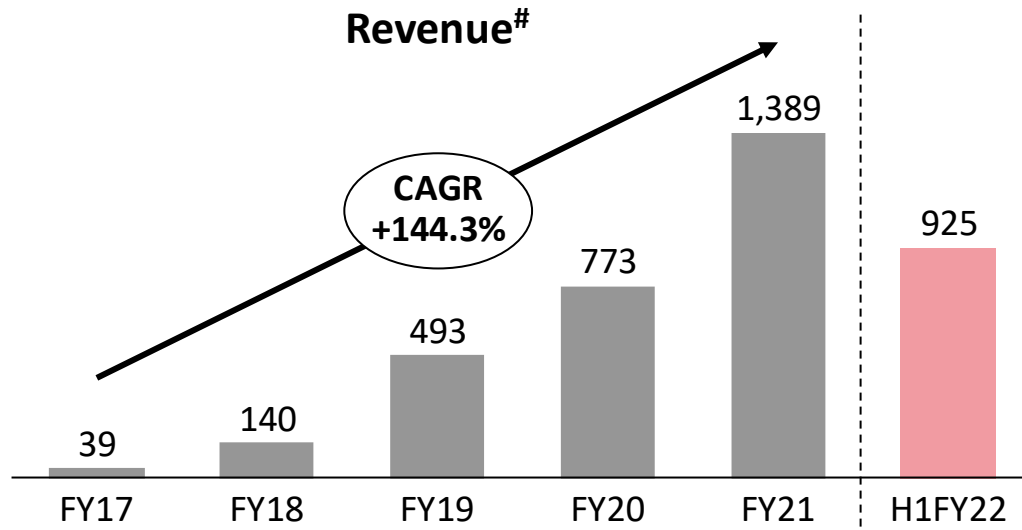
Particulars (Rs. Crs.)	30-Sep-21	31-Mar-21
Equity	247.09	224.42
Equity share capital	21.20	21.20
Other equity	225.89	203.22
Non-Current Liabilities	218.90	207.21
Financial liabilities		
(i) Borrowings	190.75	185.14
(ii) Lease liabilities	1.12	1.39
Employees Benefits Obligation	2.10	1.91
Deferred tax liabilities (net)	24.08	17.93
Other non-current liabilities	0.85	0.85
Current liabilities	299.63	265.57
Financial liabilities		
(i) Borrowings	55.39	29.56
(ii) Trade payables	225.38	213.87
(iii) Lease Liabilities	0.87	0.85
(iv) Other financial liabilities	14.22	17.12
Other current liabilities	1.13	1.59
Employees Benefits Obligation	0.70	0.63
Current tax liabilities (net)	1.95	1.95
Total Equity & Liabilities	765.62	697.20

Summary of Standalone Cashflows

Particulars (Rs. Crs.)	30-Sep-21	30-Sep-20
Operating profit before working capital changes	54.33	36.46
Changes in working capital	-42.44	-23.10
Cash generated from operations	11.89	13.37
Direct taxes paid (net of refund)	8.37	6.71
Net Cash from Operating Activities (A)	3.51	6.65
Net Cash from Investing Activities (B)	-55.28	-41.30
Net Cash from Financing Activities (C)	21.11	9.05
Net Change in cash and cash equivalents	-30.65	-25.61
Cash and Cash equivalents at the end of the period	13.82	3.18

Historical Standalone Financial Performance

Rs in Cr



*PAT includes, excess provision of tax to the tune of Rs. 3.86 Crores in FY20 which was reversed in FY21 after filing tax returns

[^]Includes intangibles and CWIP

[#] Includes Other Income



Commenting on the Results, Mr. Sameer R. Kothari, Managing Director said, “It has been a stable quarter for the company. The financial performance was on track and as per expectations.

I am pleased about the merger process of Avalon Cosmetics & ATC Beverages finally seeing the light at the end of the tunnel as this would further simplify HFL’s organisational structure.

Also, our new set up Health and Wellness Division has managed to hit the ground running, and the Board was presented with certain investment proposals for which we have been given the go-ahead to invest around Rs 100 crores. I am hopeful that we should be able to share some granular details about this project by next quarter.

Further the Board has also authorised an investment in a Color Cosmetics factory which, I believe will help in further diversifying our product offering.

We are continuing with our sturdy capex plans with an objective to ensure economies of scale and adequate supplies to our customers.”



Commenting on the Results, Mr. Mayank Samdani, Group CFO said, “Overall operational performance for the quarter and the first half of FY22 has been satisfactory and in-line with company’s internal targets. Our turnover and profitability have increased by 46% YoY and 38% YoY respectively and are representative of the ramping up of all our facilities as evidenced by our QoQ numbers.

Our Cash Flows of the six months period were adversely affected by the increase in inventory levels. While the inventory turnover ratio is consistent vis a vis the last period, the increase is mainly due to growth in turnover and partly due to tactical stocking as advised by our principals. We are hoping to rationalise the working capital in the next six months.

With respect to the additional capex of Rs 130 crores authorised by the Board, we are confident of funding this through internal accruals and debt.”



Goa | Baby Food, Extruded Cereals & Snacks

The Brawn Behind Your Brands

Pioneers in FMCG Contract Manufacturing

[Product + Service] One-stop contract manufacturing solutions & consistently deliver quality products

Most Diversified and Trusted FMCG contract manufacturers for Domestic and International brands

Flexible Business Model suitable for any size of customer and across product categories

11

SITES

30+

YEARS OF EXPERIENCE

3Mn+

LIVES TOUCHED DAILY

1200+

TEAM MEMBERS

12
Sites

30+
Years of
Experience

State of the ART
R&D Lab

Exclusive
Private Label
Division

Wide-ranging
Concept to Market Solutions

Pioneers in
F&B and Home Care Categories

New Products & Packaging
development experts

Caters to
Domestic and Export Markets

Private Labels
For Retail Chains & E-Commerce Brands

All the assets of the Promoters Company will be merged within the next couple of Financial Years

2015-16

- ▶ Raised capital through promoter and non-promoters of the Company including Sixth Sense Ventures

2015-16

- ▶ Acquired Ponds Exports Ltd., the shoe manufacturing unit from Hindustan Unilever Ltd. and started manufacturing for legacy clients like TBS, Gabor, Richter to name a few. Soon after, added Steve Madden, US Polo, Hush Puppies and Arrow, to the portfolio

2013-14

- ▶ Entered into a supply and manufacturing agreement with Danone and PepsiCo to manufacture food products from their Goa facility

2012-13

- ▶ Strategic partnership with the Vanity Case Group

1983-84

- ▶ Incorporated as a JV between Glaxo India Ltd. and the Dempo Group
- ▶ Set up the facility at Goa for manufacturing 'Farex'

2017-18

- ▶ Manufacture & supply agreement with Reckitt for their brand Mortein for 7 years

2018-19

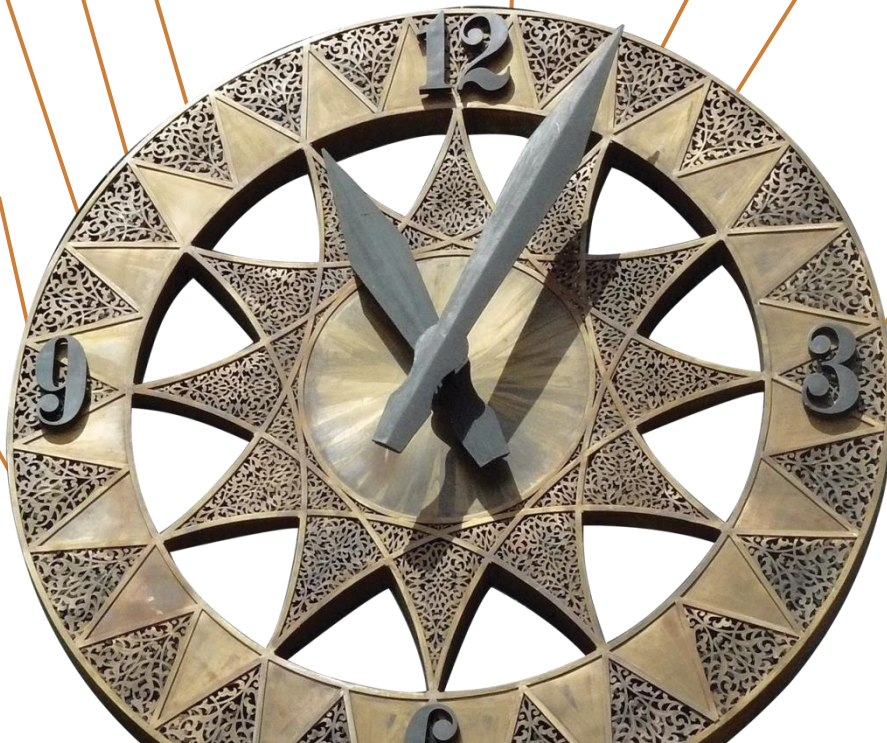
- ▶ Commenced the merger of the powder detergent manufacturing Hyderabad unit into HFL (completed in 2019-20)
- ▶ Acquired a Mumbai-based shoe manufacturing unit
- ▶ Acquired more than 40% stake in ATC Beverages Private Ltd., Mysuru, engaged in the business of manufacturing and distribution of soft drinks, juices, energy drinks, and other beverages
- ▶ Commenced production at the Coimbatore plant for blending and packaging tea, coffee and soups

2019-20

- ▶ Raised equity through the Convergent Group and the Sixth Sense Ventures
- ▶ Commenced the production of liquid detergent at a manufacturing unit in Hyderabad
- ▶ Invested towards setting up a Floor Cleaners and Toilet Cleaners manufacturing facility at Silvassa
- ▶ Commenced merger of Malted Beverages packing unit in Coimbatore for GSKCH (now HUL) and ATC Beverages Private Ltd. into HFL

2020-21

- ▶ Built a plant to manufacture Disinfectant Toilet Cleaner in Silvassa for Reckitt
- ▶ Built another plant in Silvassa to manufacture Surface Cleaner and started production in May'22
- ▶ Project work started for manufacturing Bath Soaps and Detergent Bars in Hyderabad
- ▶ Company expects to get final order of NCLT in November 2021, approving the scheme of arrangement for merger of Malt Beverages making plant in Coimbatore for Hindustan Unilever
- ▶ Project work started for the Greenfield F&B plant in UP



Most Diversified Contract Manufacturing Company in the Country



Food & Beverages

Extruded Cereals & Snacks

- Breakfast Cereals
- Instant Porridges
- Rice Crispies

Hot & Cold Beverages & Energy Drink Concentrates

- Carbonated Soft Drinks
- Tea
- Coffee
- Malt based foods
- Soups
- Glucose Powder
- Dry Mix Powder



Home Care

Fabric Care

- Liquid Detergent
- Powder Detergent
- Fabric Conditioner

Home Care

- Surface Cleaner
- Glass Cleaner
- Toilet Cleaner
- Liquid Dish Wash

Pest Control

- Coils
- Aerosols
- Liquid Vaporizer
- Mosquito Mats
- Activ Cards



Personal Care

Hair Care

- Shampoo, Hair Oil & Hair Foods
- Hair Gel & Hair Cream

Toiletries & Fragrances

- Talcs, Shaving Cream
- Hand Wash

Baby Care

- Creams, Shampoo & Lotions
- Hair Oil & Powder

Skin Care

- Body Lotion, Moisturisers, Cream
- Petroleum Jelly
- Shower Gel, Face Wash & Scrubs
- Body Scrubs & Wipes
- Dusting Powder



Health & Wellness

- Vitamins, Minerals & Nutraceuticals
- Nutrition - Super foods, Plant based, Organic foods
- Cosmeceutical & Skin care - Allopathic, Herbal & Ayurvedic
- Foot care - Medicated and Non-medicated plasters
- Medicated lozenges
- Digestive remedies
- Gels & Ointments
- Oral liquids
- Allopathic tablets
- Nutrition products - Diabetic & High Protein
- Dusting and Cosmetic Powders



Leather & Knitted Shoes

Leather & Knitted Shoes and Accessories

- Men's footwear
- Women's footwear
- Footwear for Juniors
- Uppers
- Accessories



Pest Control

- Liquid Vaporizer
- Aerosols
- Coils
- Mosquito Mat
- Activ Card

Entire Dedicated Manufacturing

The entire manufacturing facility is **built-to-suit**, exclusively utilised for the Principal Company



Anchor-Tenant Manufacturing & Shared Manufacturing

The manufacturing facility is not entirely dedicated to a single Principal Company, but the capacity is shared by various companies for a longer period of agreement. Competitive products made in the same facility with strong secrecy codes



Private Label Manufacturing

Under this model, HFL owns the product formula made for Private Labels and ensures that Customers are provided with complete turnkey private labelling solutions. Based on extensive research and testing methods, HFL offers customisable options at competitive prices. The Company utilises its skilled team of designers in conceptualising the products' unique brand identity



We have Long term Relationships with major FMCG Brands



Experienced Board



Shrinivas Dempo
Chairman, Non-Executive

Third-generation entrepreneur & chairman of Goa's Leading business House, Dempo
Received Postgraduate Management Education in Industrial Administration from Carnegie Mellon university, USA



Sameer Kothari
Managing Director

Professional with over 20 years of manufacturing experience and promoter of Vanity Case Group
He is a Chartered Accountant and holds an MBA from Cornell University (USA)



Ganesh Argekar
Executive Director

Received B.Sc. (Chemistry) and PGDMM (IIMM) and is the Head-Supply Chain of Vanity Case Group of Companies
22+ years of work experience, held various managerial positions



Neeraj Chandra
Independent Director

Previously associated with Emami Ltd as the CEO of their Consumer Care Division and has earlier worked with Britannia and HUL
30 years of experience and is an alumnus of IIM Ahmedabad and IIT Kanpur



Harsha Raghavan
Non-Executive Director

Managing partner of Convergent Finance. He was a founding MD of Fairbridge Capital (a Fairfax Company).
He is an MBA and MSc in Industrial Engineering both from Stanford University



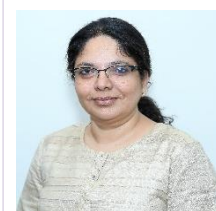
Nikhil Vora
Non-Executive Director

Founder and CEO of Sixth Sense Ventures
Nikhil was earlier the Managing Director and Head of Research at IDFC Securities



Shashi Kalathil
Independent Director

28+ years of operating experience across consumer products, telecom, media and entertainment industries
M.B.A. from IIM, Bangalore and an engineer from Delhi College of Engineering



Honey Vazirani
Independent Woman Director

Served as the Vice President of Labels & International Business Division at Huhtamaki PPL Limited
27+ years of working experience; holds MBA in Marketing from Chetana College



Sarvjit Singh Bedi
Non-Executive Director

An Audit and financial consultant with over 16 years of experience across India & USA
Chartered Accountant (all India 39th rank) and is an MBA from Cornell University



Sandeep Mehta
Independent Director

A solicitor with a rich legal experience of over 24 years projects and has expertise in foreign investments, M&A
He has been a partner of J Sagar and Associates since 2008

Professional Management Team



Mayank Samdani
Group CFO

Chartered Accountant with 18 years of experience and expertise in the area of Finance, Accounts, Audit, Legal & Compliance
Previous experience – Future Group & Ashok Piramal Group



Ravindar Rathi
GM, Operations North

An Ops. & Mfg. professional with expertise in developing new set-ups & restructuring ops. for last 22 Years
Previous experience – ITC Limited and Moser Bear



Govind Singh Rawat
GM, Operations South

A Mechanical Engineer with 30 years of experience in operations, projects and strategic planning
Previous experience – PepsiCo, Parle Agro, Dukes and The Indian Navy



Prasad Kali
GM, Projects

A chemical engineer with 23 years in Mfg. operations, maintenance, business strategy, project execution, erection, commissioning safety, Quality WCM/TPM.
Previous experience – Hindustan Unilever



Ashish Vyawahare
Head, Corporate Quality and R&D

A B.Tech in food technology with 23 years in project management, Supply chain, RD, QA and 3P management across FB domain in India & abroad
Previous experience – Associated with HUL



K. Shivaram Prasad
AGM, Projects

Energy (Electrical Engineer) from IIT Kharagpur with 25 years in plant operations, maintenance, project management, training and development
Previous experience – AB in beverages, Mondelez, Dabur and Maruti



Rajiv Bahadur
President, Leather Business

Footwear specialist with 32 years of operations, buying, product development and sales
Previous experience – Bata, Tata Exports & AU Thomson, 3 years offshore assignment with Yanko/Pielsa in Spain



Ashwini Agrawal
GM, Operations West

A Mechanical engineer and MBA in Finance with 28 years of experience in leading industries
Previous experience – Sun Pharmaceuticals, Teva API, Cipla, Lupin & Piramal Healthcare



Nalini Kalra
GM, Private Labels

Graduate in Political Science with 21 years in Personal Care. Worked in the Cosmetics industry in New York for 5 years



Sanjay Sehgal
President, Healthcare & Wellness

IIT (Delhi) graduate with over 40 years of experience.
Experience – HUL, Sandoz & Hindalco



Robin D'Souza
GM, BD & Customer Service

A Commerce graduate with 25 years of experience in New Product and Packaging development, Business development in contract manufacturing and private labels



Vimal Solanki
Head, Emerging Business & Corporate Communications

A Management Graduate with 28 years in launching and managing FMCG brands in India and abroad
Previous experience – Shoppers Stop, Reliance Retail





Jammu | Pest Control [Coils, Vaporizers & Aerosols]

JAMMU



- Spread across 35,143 square meters of area at IGC II, SIDCO Samba
- Unit was acquired from Reckitt by the end of 2017 and commenced commercial production from 2nd January 2018
- Manufactures pest control products such as coil, aerosols and vaporisers

Aggregate Capacity: Coils: 1,200 Mn. P.a

Vaporizers: 43.2 Mn. P.a - Aerosols: 7.2 Mn p.a.

COIMBATORE



- Spread across 85,000 square feet and the facility commenced production in December 2018
- Intends to process, blend and pack tea, coffee & soup products
- High speed single-track and multi-track packing line, Completely automated end-to-end pneumatic material handling

Tea Production Capacity: 700 Tons a week

Coffee Production Capacity: 30 Tons a week

HYDERABAD I



- This facility is engaged in the manufacturing of detergent powders
- Unit boasts of a fully automated end-to-end material handling where we manufacture 70,000 tonnes of detergent powder for national brands

Capacity: Powder: 70,000 TPA

HYDERABAD II



- Facility is engaged in the manufacturing of Liquid Detergent, Fabric Conditioner & Softener, Liquid Soaps and Shampoos

**Capacity (Liquids)
60,000 KL PA**

SILVASSA I & II



- Set up floor cleaner and toilet cleaner manufacturing facility in Silvassa for leading home care brands with an **investment of Rs. 30 crores in this facility** which includes buying out the existing factory of the promoter group and additional investments
- The factories will have a **capacity to manufacture around 20,000 KI of liquids**

PUDUCHERRY



- Facility was an acquisition by HFL of Ponds Exports Ltd. which is a subsidiary of Hindustan Unilever Ltd. in 2016-2017
- Manufactures Leather shoes and accessories
- Robust quality assurance system, excellent manufacturing practices with the use of KPIs to measure and monitor performance
- Well equipped design studio with CAD-CAM facility

Full Shoes Production Capacity : 0.5 Mn pairs

Shoes Uppers Production Capacity : 0.7 Mn pairs

MUMBAI



- Unit was acquired as an on-going concern
- Commenced production in June 2018
- Manufactures leather products for women, men and children – slippers, sandals, open toe, high heels, huarache and mules.

Shoes & Sandals Capacity : 0.37 Mn pairs p.a.

GOA



- Plant is located at Usgaon, Ponda, that is spread across 52,625 square meters of area
- Manufactures food products such as cereals, porridges and snacks
- Facility is equipped with the state-of-the-art twin-screw extruder technology to manufacture superior quality cereal-based food products
- Certification: Factory BIS, ISO 9001 and ISO 22000:2005

Extrusion Capacity : 6,000 Tons p.a.

Dry-Mix Blending Capacity : 1,000 Tons p.a.

MYSURU*



- HFL acquired 44.5% stake in ATC Beverages Ltd.
- The facility is spread across 15.5 Acres of land and produces, manufactures and distributes beverages like Carbonated Soft Drinks, Energy Drinks, Active Water and Fruit Drinks
- The facility has fully automated filling and packing lines

Capacity : 5.84 Mn Cs p.a.



Coimbatore | *Beverages [Tea & Coffee]*



Phase I (The 1980's)

- Small Scale Industry (SSI) Reservations
- Tax Exemptions for SSI



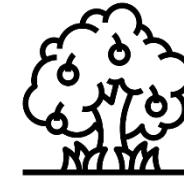
Phase II (The 2000's)

- Area-based reservations
 - Direct tax exemption
 - Indirect tax exemption



Phase III (Present Times)

- GST
- One Country One Market
- Changes in distribution network
- E-commerce & modern trade



Phase IV (The Future)

- Global sourcing hub like Pharma generics
- Explosion of small brands who do not want to invest in manufacturing facilities
- Most product categories in India are duopolies or oligopolies unlike in the US/ Europe which has many more brands in each category

FMCG Market Size



\$103.70 Billion

translates to

Rs. 8,00,000 Crores

FMCG 4th Largest Sector in India

Personal Care

~50%



Home / Health Care*



~31%

Food & Beverages

~19%



Outsourced Manufacturing Opportunity

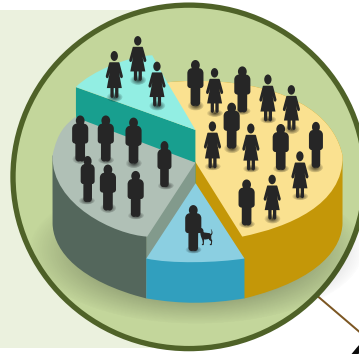
Rs. 50,000 Crores - Rs. 1,00,000 Crores

Company Estimates

- ✓ HFL is the most diversified and versatile contract manufacturing company in India
- ✓ HFL plans to add value by growing organically and inorganically through bolt-on acquisitions, which is the need of the hour in the contract manufacturing sector

Young & Working Population

- India's large share of population is young and working; this gives a huge encouraging signs of sustainable growth in FMCG products in country



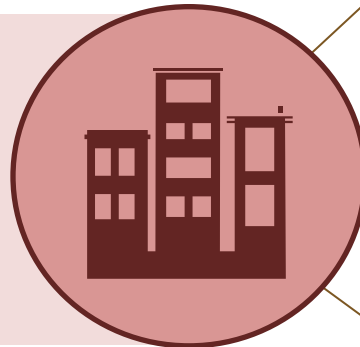
Rising Nuclear Families

- According to the reports, India is moving towards nuclear family culture; 3/4th of India's households are expected to be nuclear in the next 4-5 years



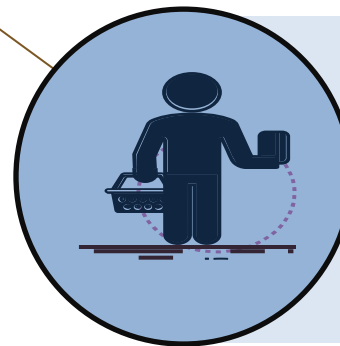
Urbanisation

- Infrastructure development across smaller cities ensures large share of country's population will be living in cities in the coming years



Sustained Rural growth

- Rising affluence in Rural areas leading to rise in share of FMCG consumption



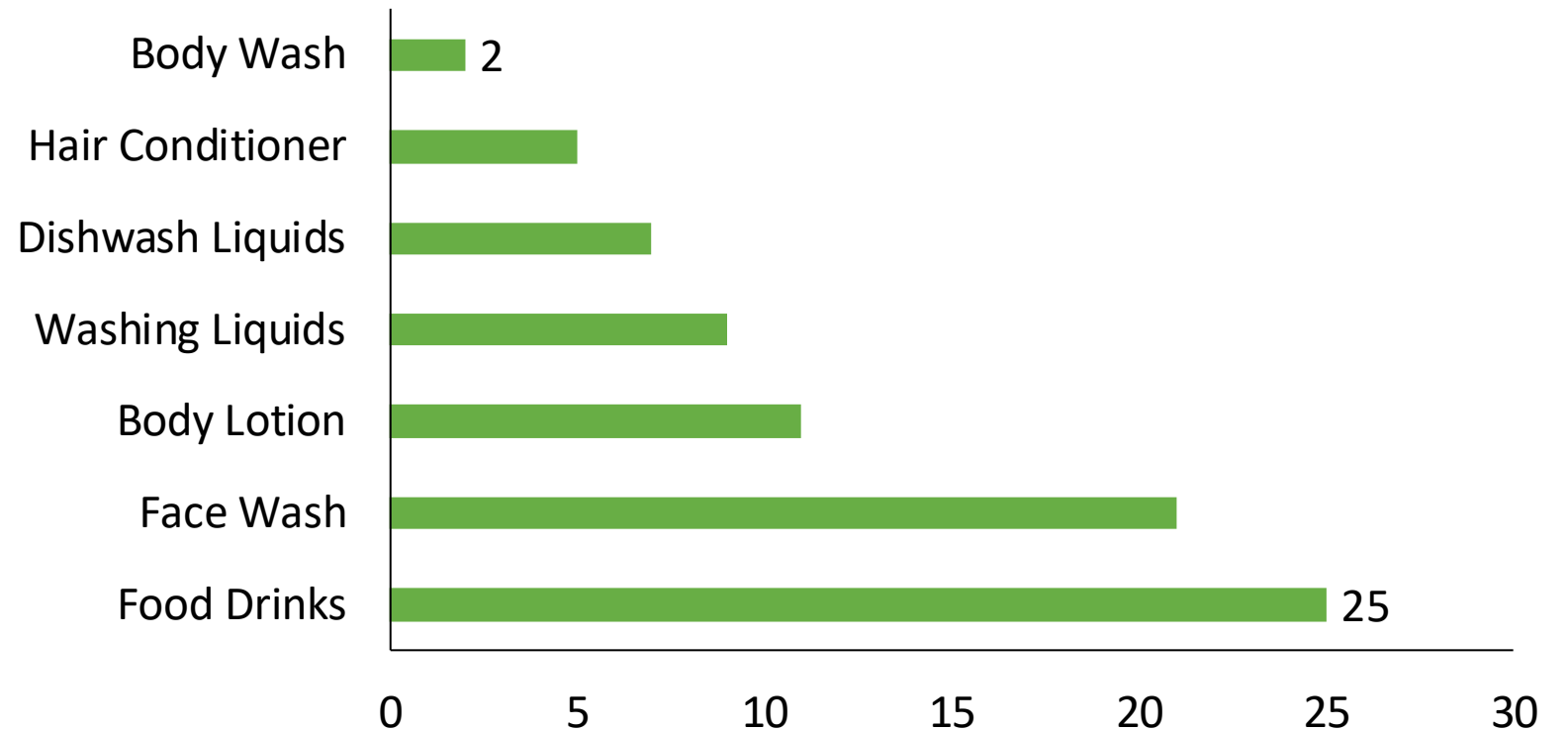
India seeing huge headroom for FMCG growth

- India has low FMCG per capital consumption even as compared to other emerging nations like Indonesia, China, Philippines, Thailand
- India has low penetration in many FMCG categories like MFD, Face Wash, Body Lotions, Washing Liquids, Dishwash Liquids, Hair Conditioners, Body wash

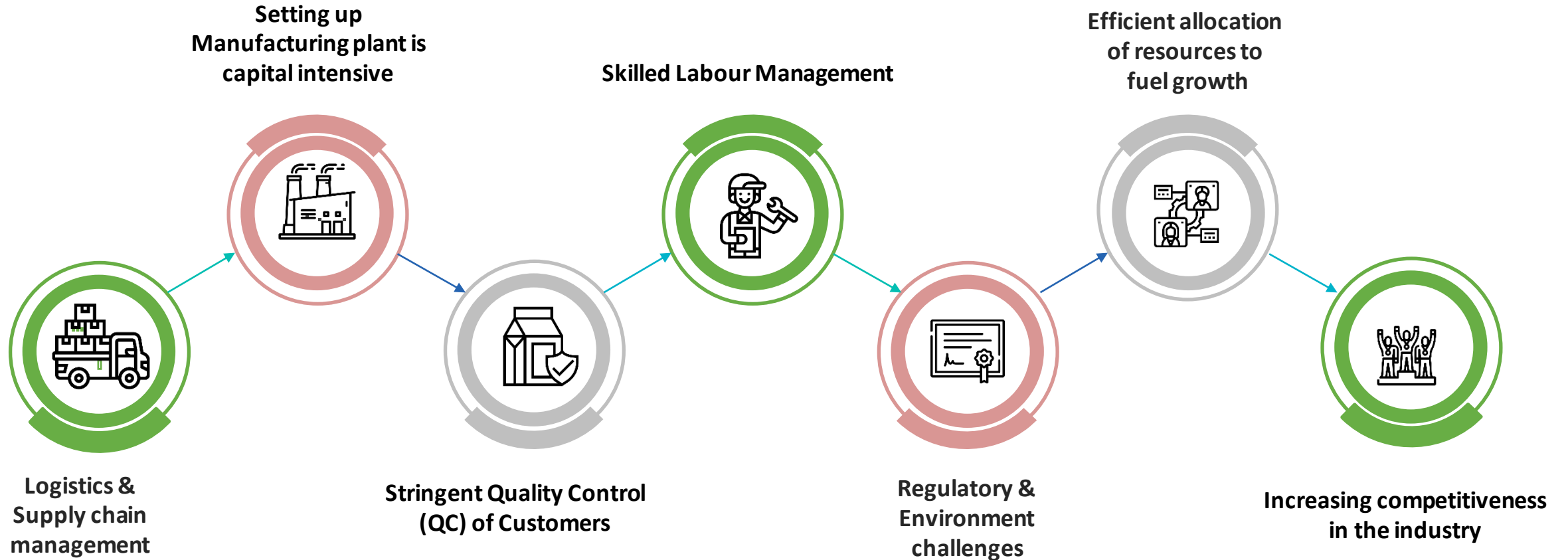
FMCG Per Capita Consumption

India	X
Indonesia	2X
China	3X
Philippines	6X
Thailand	10X

Penetration of few FMCG Categories in India (%)



Barriers to Entry makes us even more Competitive



HFL has overcome all the barriers over the years

Largest Organized Player

One of the Largest Organized Player with decades of experience

Redefined Business Model

HFL's Redefined Business Models focus on creating contract manufacturing solutions suitable for any FMCG customer

One Stop Solution

One stop solution for product development, testing, manufacturing and distribution helps us become preferred partner

Ability to create Formulations

Ability to create own formulation of any FMCG product helps us attract leading FMCG clients

Management Expertise

Management Expertise with over two decades of experience in contract manufacturing

Long Term Relationships

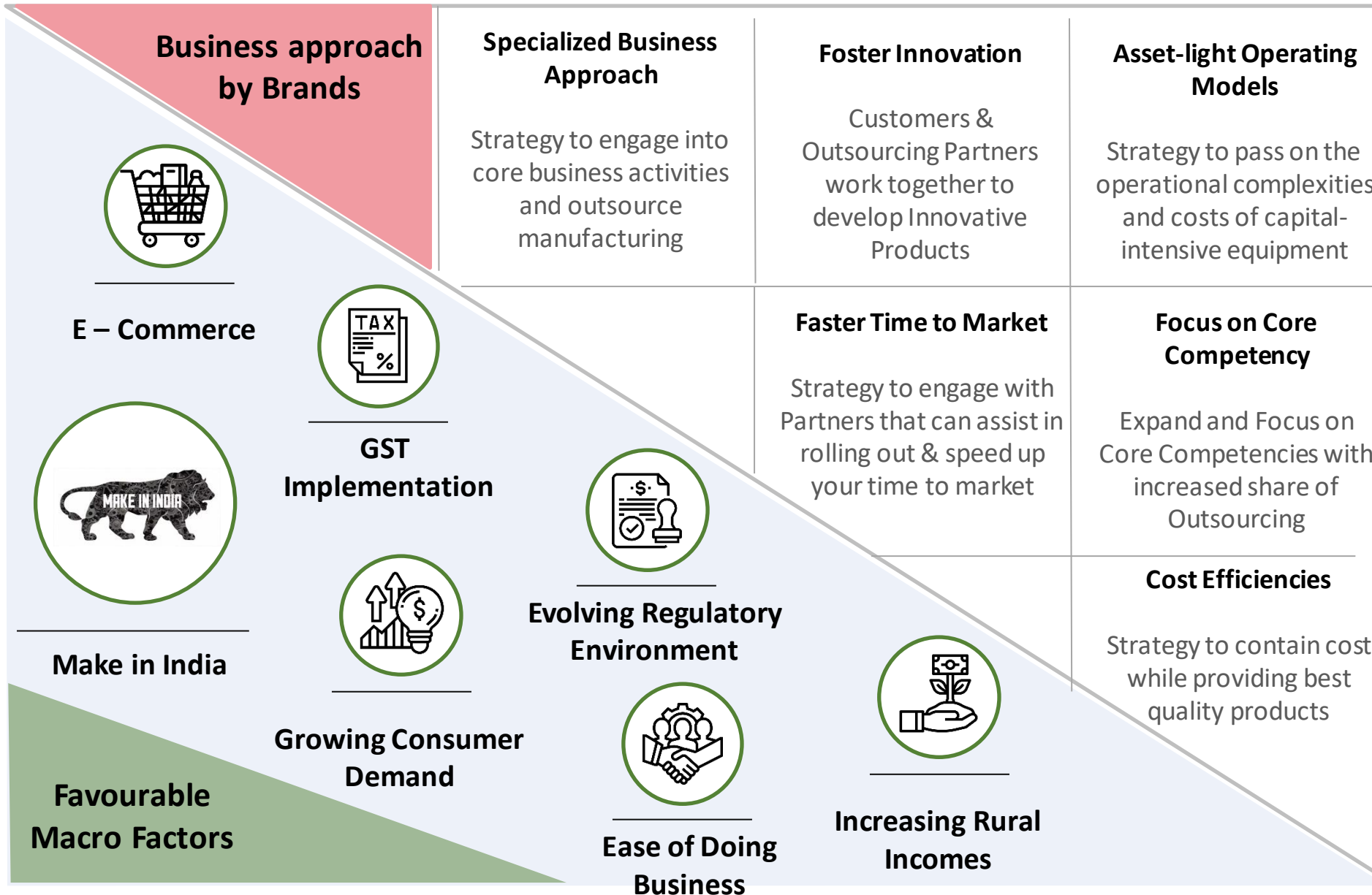
Longer Term Relationships with leading domestic and multinational clientele through strong foundation of trust

Manufacturing Facilities

HFL has State of the art manufacturing units at various geographical locations to manufacture different products

Self Reliance & Localization

The emphasis of self-reliance and localization of sourcing should further help in generating new opportunities



Outsourcing services is no longer a question of **should we, or shouldn't we?**

but more a question of **how much should we outsource to improve performance, and with whom?**



- *New factories have solar power plants installed overhead, and rainwater harvesting*
- *Have begun installing briquette boilers to replace the traditional coal fired ones*
- *Ensuring smart lights and air-conditioning, digital payments and signatures, minimal paper*
- *Working with our principals on environment friendly and minimal product packaging*
- *Employing local labor as factories are located in rural or semi-urban areas*
- *All the factories have a mandatory cover of trees and plants, in and around the factory/plant*

There is nothing more rewarding than giving back to the society and making a difference

- As a responsible Corporate Entity, committed towards the upliftment and development of the local communities we work with. We leverage our resources, experience and geographic spread, to undertake initiatives with lasting results, benefiting the communities around.
- Our goal is to address social, environmental, and ethical aspects responsibly. This helps us coexist sustainably and in harmony with the environment and communities. We continued touching a number of lives through our social initiatives entailing:
- Hindustan Foods Limited has pledged to channel its CSR towards the **Girl Child**, focusing on her health, hygiene and education, and make studying better at Government schools.
- We continue touching several lives through our social initiatives entailing building/renovating classrooms and toilets in government schools. The Company also contributes towards laptops, books, uniforms, desks, sports kits, hygienic drinking water, streetlights, etc.
- In the current Pandemic, HFL has renewed its campaign to promote preventive health care vide distribution of PPE kits, masks and hand sanitizers, and supporting homeless women through active CSR.



Our Charities



Thank You



Hindustan Foods Limited

CIN: L15139MH1984PLC316003

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