



HINDUSTAN FOODS LIMITED

A Vanity Case Group Company

A Government Recognised Two Star Export House

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 6980 1700/01, **CIN:** L15139MH1984PLC316003

Date: February 8, 2024

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 Company Scrip Code: 519126	To, The Manager, National Stock Exchange of India Limited, Listing Department, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai 400 070 Company Symbol: HNDFDS
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Dear Sir/Madam,

Subject: Earnings Presentation Feb' 24

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, please find attached herewith the "Earnings Presentation Feb' 24" for the Q3 & 9M ended December 31, 2023.

We request you to take above on record.

Thanking you.

Yours faithfully,
For **Hindustan Foods Limited**

Bankim Purohit
Company Secretary
ACS: 21865

Encl. As above





Hindustan Foods Limited
Earnings Presentation Feb'24

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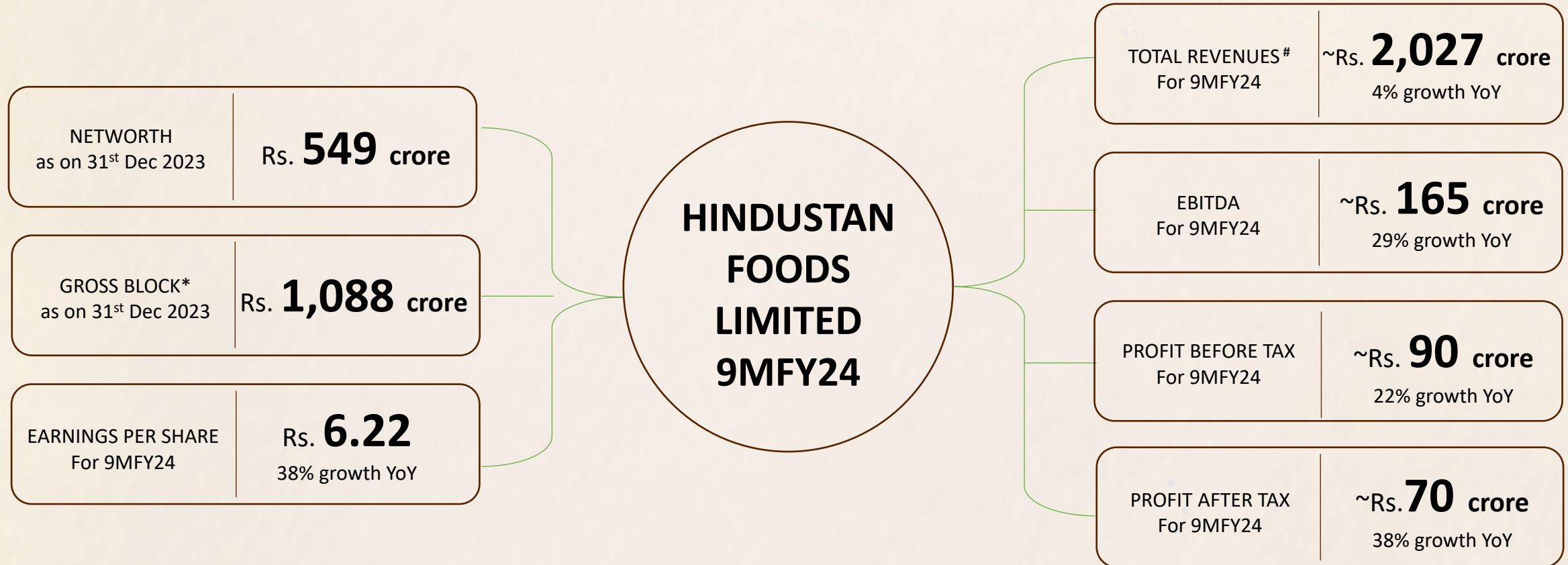
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Q3 & 9M FY24 Overview





Key Business Highlights

1

The Company has completed acquisition of the Baddi plant for a final cash consideration of Rs. 128 Crs. The acquisition marks entry into manufacturing of pharmaceutical and non-pharmaceutical categories as well as OTC health and wellness products and skin creams

2

The Company through its wholly owned subsidiary KNS Shoetech Pvt. Ltd. has completed acquisition of sports shoe manufacturing unit located in Kundli, Haryana for a final cash consideration of Rs. 31 Crs.

3

Additionally, the Board has also authorized the management to negotiate and enter into a BTA for the acquisition of another sports shoe manufacturing facility with an expected investment of around Rs. 100 crores.

4

The company has successfully concluded the preferential issue of warrants to the tune of Rs. 400 Crores.

5

The factory being set up in Guwahati, Assam for the manufacture of juices is progressing well and is expected to start commercial production by Q4FY24

6

The Greenfield Ice Cream facility in Haryana being set up with an expected capex of Rs. 100 crores is progressing and the company has signed a contract with Central Warehousing Corporation, Kundli for the land and building. The company expects to start partial production at the site by Q3FY25 and a complete ramp up by Q4FY25

Message from Managing Director and Group CFO



Commenting on the Results, Sameer R. Kothari, Managing Director said, “While the overall consumer market seems to be subdued, we believe that the investments done by your company places it well to set the tone for the future growth of the company over the next few years”.

This quarter HFL has seen the closure of the Baddi transaction and I expect the complete integration of this factory within the next 3-6 months. We are very optimistic about this acquisition as it opens up a whole new sector of OTC Pharma for us. The market opportunity is immense and we see HFL placed well to capitalize on future growth in this space.

Additionally, the acquisition of KNS Shoetech and the manufacturing assets of KNS Trading have opened up the sector of Sports shoes manufacturing for HFL. We are in advanced discussions to invest further amount of Rs. 100 crores in this sector and expect to close the transaction in this Quarter.

We are confident that, these two sectors will allow us to propel the growth for the company, while we remain steadfast in the FMCG & staples markets.”

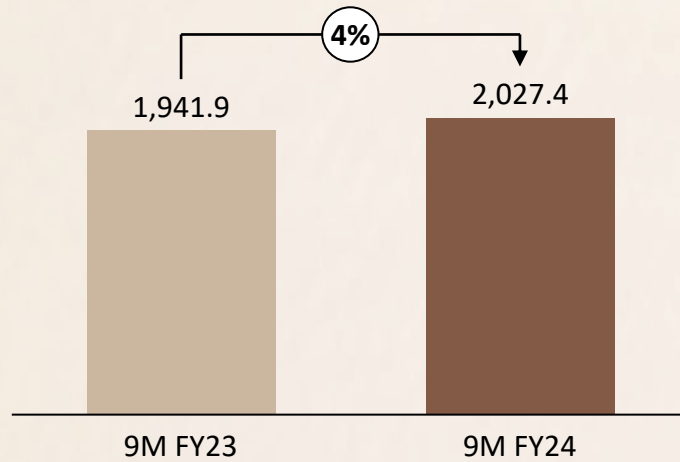


Commenting on the Results, Mayank Samdani, Group CFO said, “The company posted a healthy 29% growth in the Quarterly PAT numbers over the last year and a 38% growth in the 9 monthly PAT number over the last year. This has been achieved as most of the projects have commercialized and are ramping up satisfactorily.

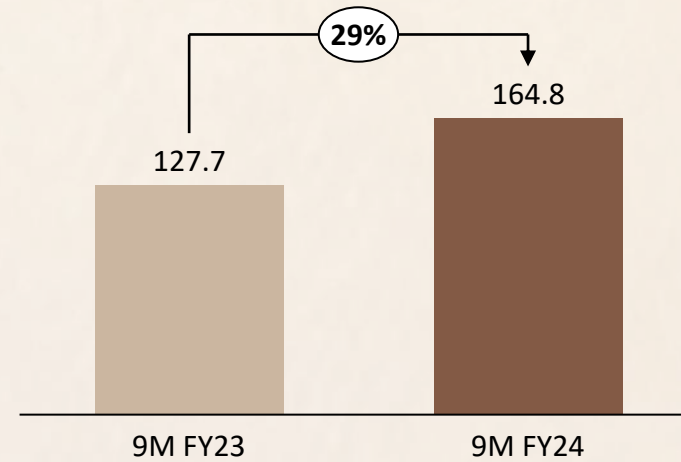
This quarter has also seen the impact of the integration of the new units (both Baddi and KNS Shoetech) and the seasonal effect of the ice cream and the beverages business. We believe that the financial numbers may be affected by this integration for one quarter and both the new acquisitions should start normalizing by Q1FY25. Accordingly, we do believe that we are well on track to meet our guidance of achieving a 4000 crore+ top line by FY25.”

9M FY24 Consolidated Results Highlights

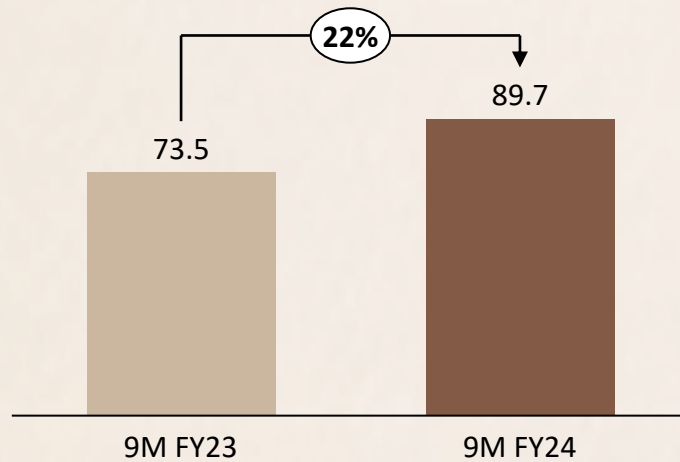
Revenue# (Rs. Crs.)



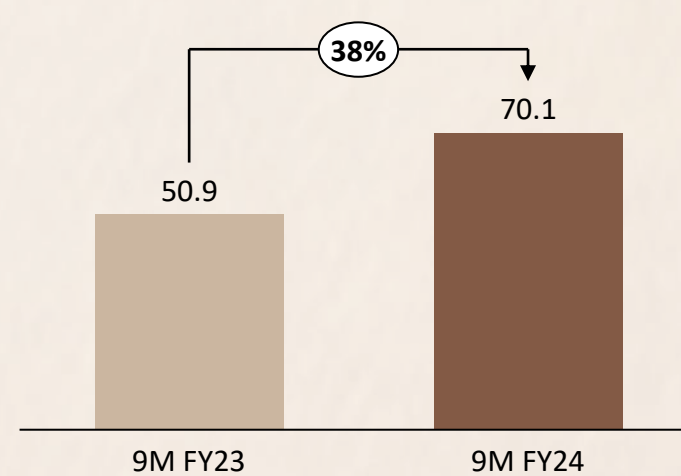
EBITDA (Rs. Crs.)



Profit before Tax (Rs. Crs.)



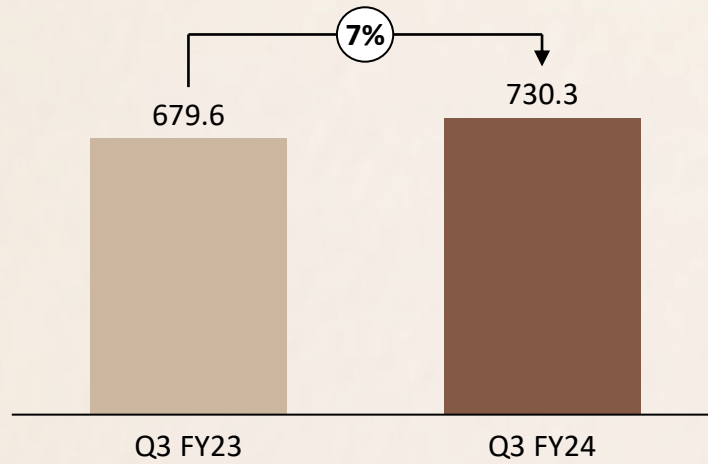
Profit after Tax (Rs. Crs.)



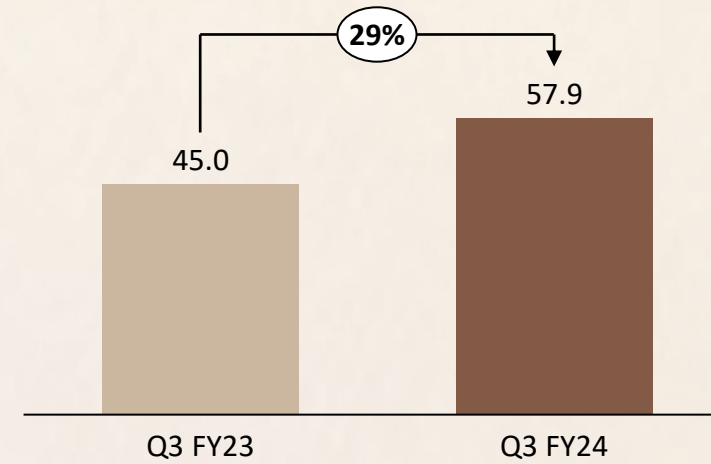
Includes Other Income

Q3 FY24 Consolidated Results Highlights

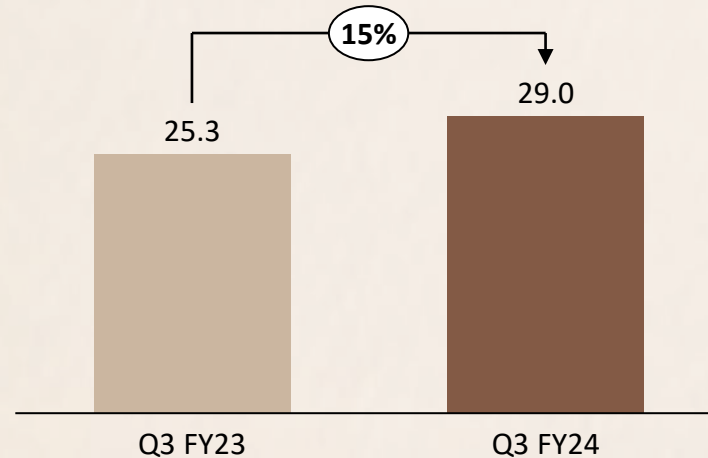
Revenue# (Rs. Crs.)



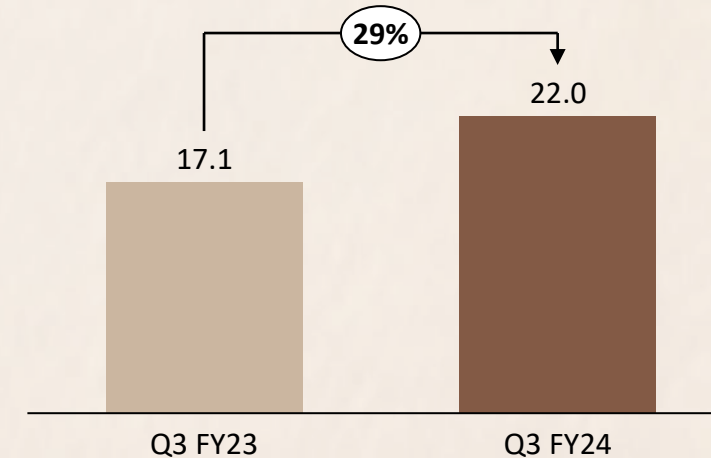
EBITDA (Rs. Crs.)



Profit before Tax (Rs. Crs.)



Profit after Tax (Rs. Crs.)



Includes Other Income

Consolidated Profit & Loss Statement – Q3 & 9M FY24

Particulars (Rs. Crs.)	Q3FY24	Q3FY23	Y-o-Y	Q2FY24	Q-o-Q	9MFY24	9MFY23	Y-o-Y
Total Revenue	730.3	679.6	7%	677.0	8%	2,027.4	1,941.9	4%
Cost of Goods Sold	607.7	586.5		564.5		1,688.6	1,675.1	
Manufacturing and Operating Costs	33.8	25.8		30.6		92.9	76.2	
Gross Profit	88.8	67.4	32%	81.8	8%	246.0	190.6	29%
Employee Cost	19.6	14.3		15.9		50.9	39.7	
Other Expenses	11.2	8.1		10.4		30.3	23.2	
EBITDA	57.9	45.0	29%	55.6	4%	164.8	127.7	29%
Depreciation	13.8	10.0		11.7		36.4	28.1	
EBIT	44.1	35.1	26%	43.8	1%	128.4	99.6	29%
Finance Cost	15.1	9.8		12.6		38.7	26.1	
Profit before Tax	29.0	25.3	15%	31.2	-7%	89.7	73.5	22%
Tax expense	7.0	8.2		6.6		19.6	22.6	
Profit After Tax	22.0	17.1	29%	24.7	-11%	70.1	50.9	38%
EPS	1.95	1.51		2.19		6.22	4.51	

01

Integration of solar power plants and rainwater harvesting systems at our new factories, reducing reliance on conventional energy sources and conserving water resources

02

Adoption of briquette boilers to replace traditional coal-fired ones, transition to cleaner fuel to reduce carbon emissions and promotion of cleaner energy alternatives

03

Embracing smart lighting and air-conditioning systems, digital payment and signature methods, replacing vapour lamps with LED bulbs in operations to conserve power consumption and striving to minimise paper usage, thereby reducing energy consumption and paper waste

04

Collaborating with our Principals to adopt eco-friendly and minimal product packaging practices, promoting sustainable supply chains, actions towards segregation and disposal of plastic wastes in line with regulations and reducing environmental impact

05

Prioritising the employment of local labour in our factories, contributing to the economic development of rural and semiurban areas where our facilities are located

06

Enforcing the mandatory preservation of trees and plants in and around our factories, fostering a greener environment and enhancing biodiversity



THANK YOU

Company:



Hindustan Foods Limited

CIN: L15139MH1984PLC316003

Vimal Solanki

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Investor Relations Advisors:



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CIN: U74140MH2010PTC204285

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