



## HINDUSTAN FOODS LIMITED

A Vanity Case Group Company

A Government Recognised Star Export House

**Registered Office:** Office No. 3, Level 2, Centrium, Phoenix Market City,  
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**Tel. No.:** +91 22 6980 1700/01, **CIN:** L15139MH1984PLC316003

Date: August 11, 2023

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 Aug' 23**

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, please find attached herewith the "Earnings Presentation Aug'23" for the Quarter ended June 30, 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 Ltd.  
Earnings Presentation Aug' 23**

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# Q1FY24 Overview





# Includes Other Income \*Gross Block for Q1FY24 includes wholly owned subsidiary/LLP and includes CWIP

1

The second phase of expansion at the ice cream facility was successfully commercialized and ramped up during the quarter

2

The company's summer products portfolio was affected by the drop in demand caused by unseasonal rains during the quarter

3

The fall in the commodity prices continues to be reflected in the weak QoQ growth in the top line

4

The Company's acquisition of the Baddi factory is delayed due to the statutory approvals. The Management now expects to close the transaction towards the end of Q3FY24

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 Company's capex plans for setting up the Soap & Bars project was commercialized in Q1FY24 and continues to ramp up satisfactory in July and August



**Commenting on the Results, Sameer R. Kothari, Managing Director said,** “While the overall slowdown in the FMCG demand has affected the growth plans of the company, the existing factories continue to deliver steady performance. Our top line was affected by the continuing fall in the commodity prices which offset the gains of the ramping up of the new factories. Additionally, our bottom line was affected by the lesser than expected off-take of our summer products due to the unseasonal rains.

However, the nature of our business model enables us to deal with these variations and protects our bottom-line.

We continue to be bullish about the Indian consumption story in spite of the short-term hiccups and are beginning to see some green shoots.”



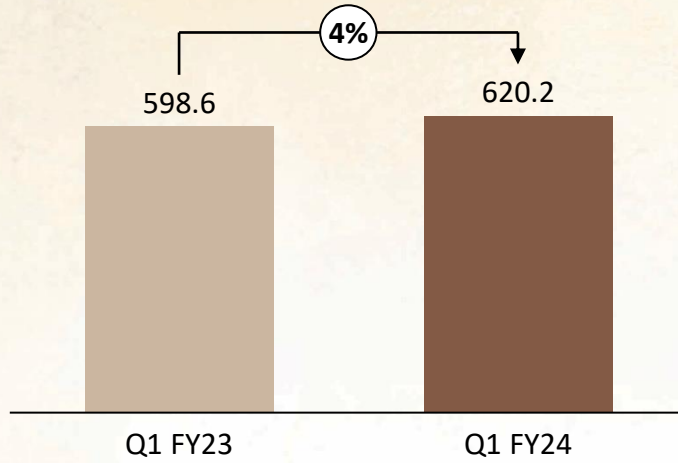
**Commenting on the Results, Mayank Samdani, Group CFO said,** “While our turnover for the quarter on a consolidated basis was flat YoY and QoQ, the PAT rose by 16% QoQ and 57% YoY.

Our PAT numbers for the quarter were the highest ever, aided by the commercialization of the new facilities and the change in the tax regime.

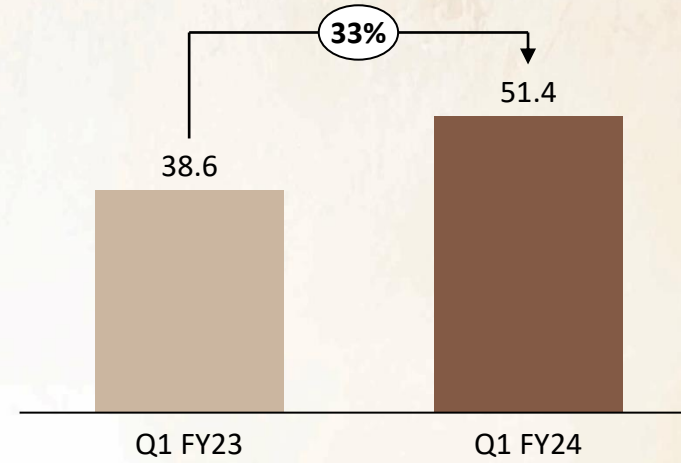
The integration of the Baddi factory has been held up for the lack of the statutory approvals but we do believe that the ramp up of the new facilities and the Baddi facility integration which is expected in Q3FY24 should help improve our performance.”

# Q1 FY24 Consolidated Result Highlights

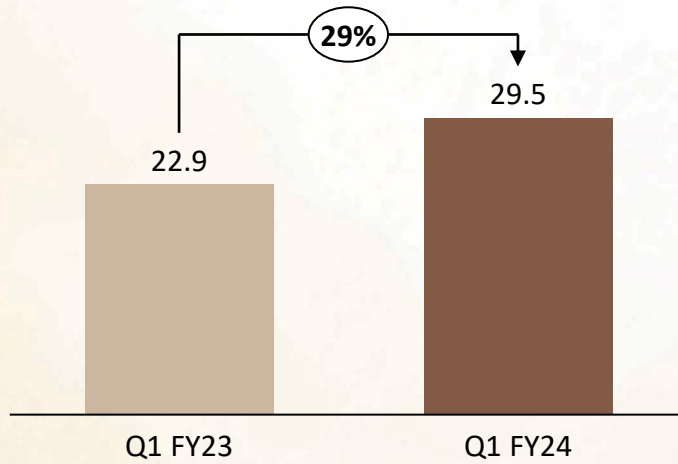
### Revenue# (Rs. Crs.)



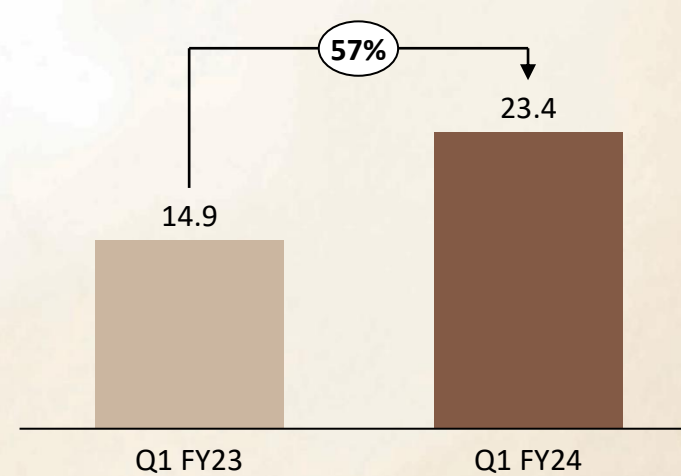
### EBITDA (Rs. Crs.)



### Profit before Tax (Rs. Crs.)



### Profit after Tax (Rs. Crs.)



# Includes Other Income



# Consolidated Profit & Loss Statement – Q1FY24



Particulars (Rs. Crs.)	Q1 FY24	Q1 FY23	Y-o-Y	Q4 FY23	Q-o-Q	FY23
<b>Total Revenue#</b>	<b>620.2</b>	<b>598.6</b>	<b>4%</b>	<b>660.7</b>	<b>-6%</b>	<b>2,602.6</b>
Cost of Goods Sold	516.3	515.7		557.1		2,232.2
Manufacturing and Operating Costs	28.5	25.1		29.7		106.0
<b>Gross Profit</b>	<b>75.4</b>	<b>57.8</b>	<b>31%</b>	<b>73.9</b>	<b>2%</b>	<b>264.5</b>
Employee Expenses	15.4	11.9		15.9		55.6
Other Expenses	8.7	7.3		7.9		31.1
<b>EBITDA</b>	<b>51.4</b>	<b>38.6</b>	<b>33%</b>	<b>50.0</b>	<b>3%</b>	<b>177.7</b>
Depreciation	10.9	8.6		9.3		37.4
<b>EBIT</b>	<b>40.5</b>	<b>30.0</b>		<b>40.7</b>		<b>140.3</b>
Finance Cost	11.0	7.2		9.7		35.8
<b>Profit Before Tax</b>	<b>29.5</b>	<b>22.9</b>	<b>29%</b>	<b>31.0</b>	<b>-5%</b>	<b>104.5</b>
Tax expense	6.1	8.0		10.7		33.4
<b>Profit After Tax</b>	<b>23.4</b>	<b>14.9</b>	<b>57%</b>	<b>20.2</b>	<b>16%</b>	<b>71.1</b>
EPS	2.07	1.32		1.79		6.31

# Includes Other Income

## Uttar Pradesh: Ice Cream (Rs. 125 cr + Rs. 75 Cr)

- Phase 2 of the Uttar Pradesh Ice Cream Project has commenced commercial production
- The Rs 75 crore expansion sanctioned by the Board earlier has already been commercialised

## Hyderabad: Bath Soaps & Detergent Bars (Rs. 125 cr)

- The Project work is progressing well, and was commercialized in Q1FY24 and continues to ramp up in July and August'23

## Baddi Acquisition

- Baddi acquisition is delayed for the various statutory permissions.
- We are confident that we should be able to consummate the deal by Q3 of this financial year

## Guwahati (Rs 25cr)

- Greenfield expansion to set up a juices tetra pack line is expected to commercialize in Q4FY24

## Progress against Deliverables

- **HFL**, along with BAIF Institute for Sustainable Livelihoods and Development, has identified **Peddaipally, Khethireddypally** and **Balanagar** villages in the Mahbubnagar District, Telangana to pilot a '*village development program*' to enhance education and health. The project will focus on providing basic facilities in government schools like construction of toilets, midday meals shed, kitchen renovation, solar street-lights, computers, printers & projectors, and other primary infrastructure
- The project will also emphasize on health & hygiene awareness.
- The relationship has now also been extended to Sandila (UP) and Silvassa as well





### GHG Emission reduction:

- Focusing on the importance of GHG emission reduction and effective utilization of energy by selecting appropriate low-carbon transition technologies. Currently, Bio briquette is being used at some manufacturing facilities

### Energy Efficiency:

- Identified opportunities for improving energy efficiency. For example, we replaced inefficient old motors with Variable Frequency Drive motors, and Lights are now LED lights. Currently, 6831 MT of Bio briquette is being used at some manufacturing facilities

### Water Management:

- We are conducting various initiatives, such as groundwater recharge through rainwater harvesting at its facilities, maintaining ponds, and ensuring its beautification, as a part of its compliance requirements. ETP is installed at all plants at HFL. No wastewater is discharged outside the facility. Treated ETP water is used for gardening purposes

### Waste Management:

- Since we are a contract manufacturing business, all operations are governed by the principal Company (Customers) ranging from procuring raw materials and manufacturing products to safe disposal of waste. The Company has SOPs in place to ensure safe and responsible disposal of waste

### Community Engagement:

- Company's CSR initiatives are rolled out directly or in partnership with non-profit organizations
- This helps in increasing reach as well as ensuring the adoption of initiatives by communities
- Representatives from the Company monitor the reach and take the necessary steps to ensure its success
- Further, the CSR projects are evaluated by the CSR Committee to ensure the maximum impact of their initiatives

### Employee Engagement:

- Have provided additional wellness benefits to their employees, such as recognition, leadership, and behavioural training, in addition to maintaining work-life balance and overall health
- We provide various trainings during the year to ensure the health and safety of the workers
- HFL has developed and adopted a robust, comprehensive, and reliable Occupational Health and Safety Management System
- All employees and workers are covered under our Occupational Health and Safety Management System

- The Company has defined corporate governance and business performance in such a way that governance structures and principles determine the distribution of rights and responsibilities
- The Company's philosophy on the code of governance is to observe the highest level of ethics in all its dealings to ensure the efficient conduct of the company and help the company achieve its goal of maximizing value for all its stakeholders, as well as its principal objectives

# THANK YOU

Company:



**Hindustan Foods Limited**

CIN: L15139MH1984PLC316003

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