



25
YEARS
OF HERITAGE

Ref: SECT: STOC: 62 - 19

31st October, 2019

To
The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

To
The Manager,
Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, C-1,
G Block, Bandra-Kurla Complex,
Bandra (East), Mumbai - 400 051

Scrip Code: 519552

Scrip Code: HERITGFOOD

Dear Sir / Madam,

Sub: Submission of Soft copy of quarterly updates - reg

With reference to the above mentioned subject, we are herewith enclosing the copy of the quarterly updates which covers the milestones achieved by the Company during the quarter and half year ended 30th September, 2019, apart from that there are certain other information which is required to be know by our existing shareholders as well as prospective investors of the Company.

Therefore we will request you to display in the website of the stock exchanges to the benefit of the investor community.

This is for your information and record.

Thanking you,

Yours Faithfully,

For HERITAGE FOODS LIMITED


UMAKANTA BARIK
Company Secretary
M. No: FCS-6317

Encl: a/a



HERITAGE FOODS LIMITED
(Formerly known as M/s. Heritage Foods (India) Limited)
CIN : L15209TG1992PLC014332
AN ISO: 22000 CERTIFIED COMPANY





Heritage

HEALTH AND HAPPINESS



Corporate Presentation
October– 2019 (Q2FY20)



Disclaimer Clause

The Release contains forward looking statements identified by words like "plans", "expects", "will", "anticipates", "believes", "intends", "projects", "estimates", and so on. All statements that address expectations or projections about

future, but not limited to Company's strategy for growth, product development, market position, expenditures and financial results, are forward looking statements. Since these are based on certain assumptions and expectations of future events, the Company cannot guarantee that these are accurate or will be realised.

Actual results might differ materially from those either expressed or implied in the statement depending on the circumstances. Their investors are expected to make their own independent assessments and judgements by considering all relevant factors before making any investment decision. The Company assumes no responsibility to publicly amend or revise such statements on the basis of subsequent developments, information or events.

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1. Vision & Mission



Vision

Delighting every home with fresh and healthy products and empowering the farmer

Mission

To be a nationally recognized brand for healthy and fresh products with a revenue of INR 6000 Crore by 2024

We anticipate, understand and respond to our customer's needs by creating high quality products and making them available through innovative and convenient channels.

We embrace the right technology to delight our customers.

We are a strong support of balancing economic, social and environmental aspects to create a better tomorrow. We are devoted to empowering the farming community through our unique "Relationship Farming" model.

We aim to be the employer of choice by nurturing entrepreneurship promoting empowerment alongside transparent and open communication.

2. Company Overview



Core Business

- 27 Years rich experience in dairy business that includes, procurement of milk from dairy farmers at village level, and distribution of processed milk and milk products to the households in 15 states.
- Over a decade plus experience in production of dairy products like curd, ice cream, paneer, butter milk, flavoured milk, butter, cream, and ghee.
- Widely respected brand known for its freshness and purity

Key Strengths

- Strong relationships with over 3 lakh dairy farmers.
- Supplying milk and milk products to over 15 lakh households.

Financial Strength

- High Return on Capital Employed (ROCE)
- Low Debt/Equity Ratio
- High operational efficiency in terms of Working Capital Cycle.

3. Consolidated Financial Highlights – Q2FY20



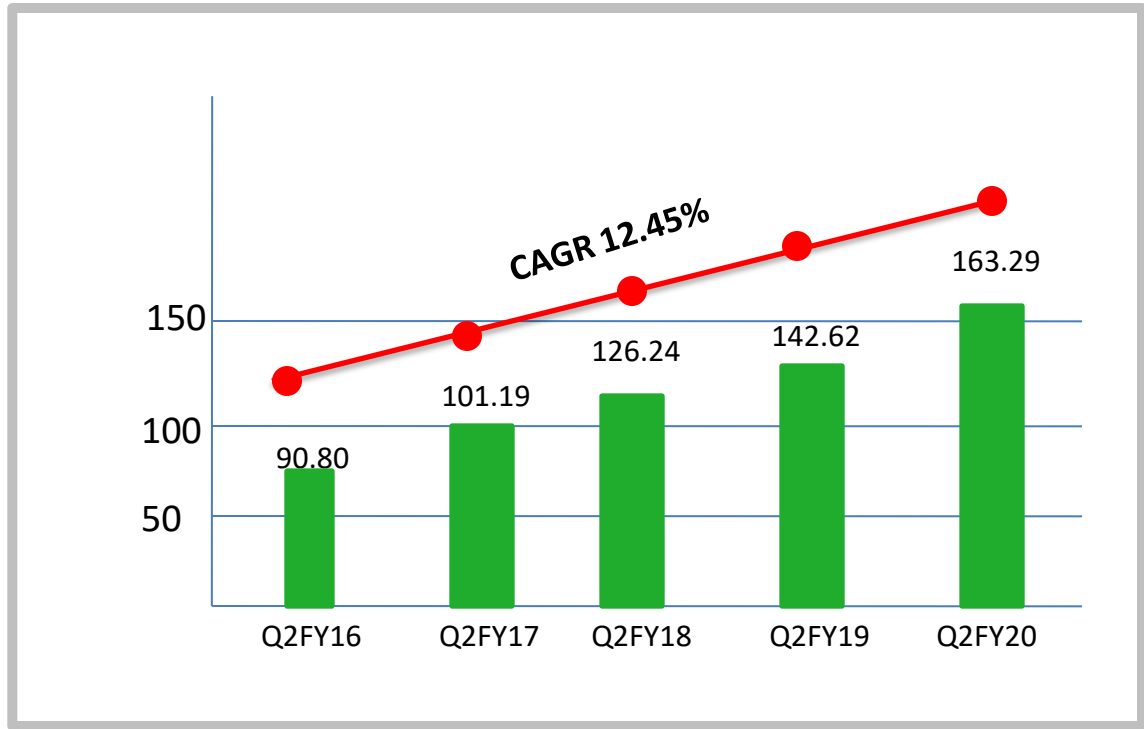
	Percentage	Rupees in Crore
Revenue	+9.72 %	679.59 Cr
EBITDA	- 50.48 %	24.88 Cr
PBT	- 80.17 %	6.83 Cr
PAT	- 49.33 %	10.66 Cr

4. Standalone Financials – Q2FY20, Q2FY19

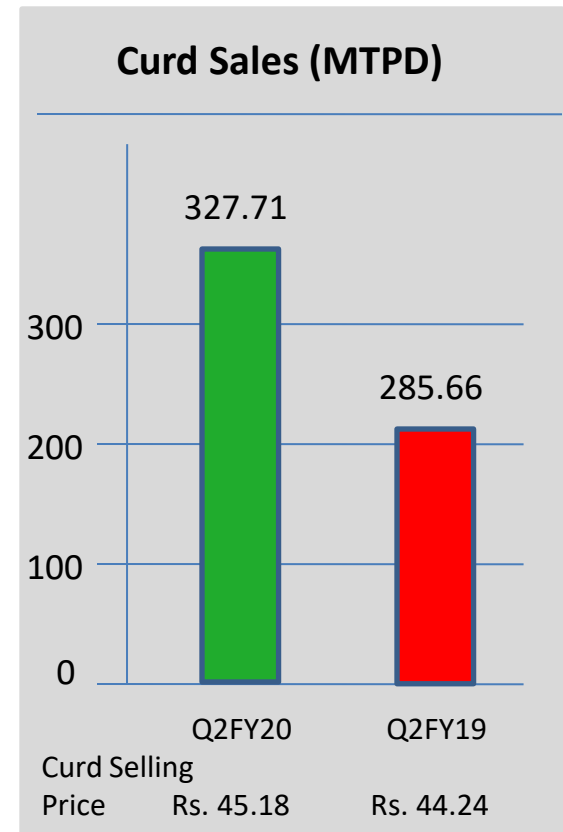
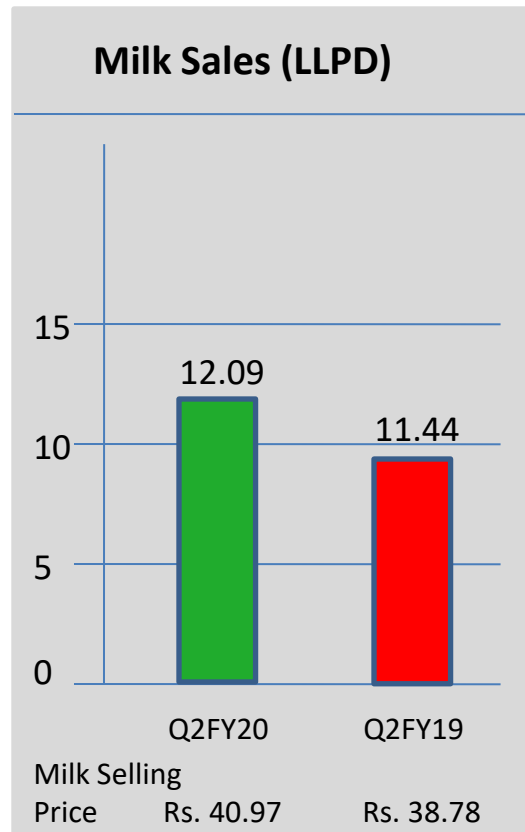
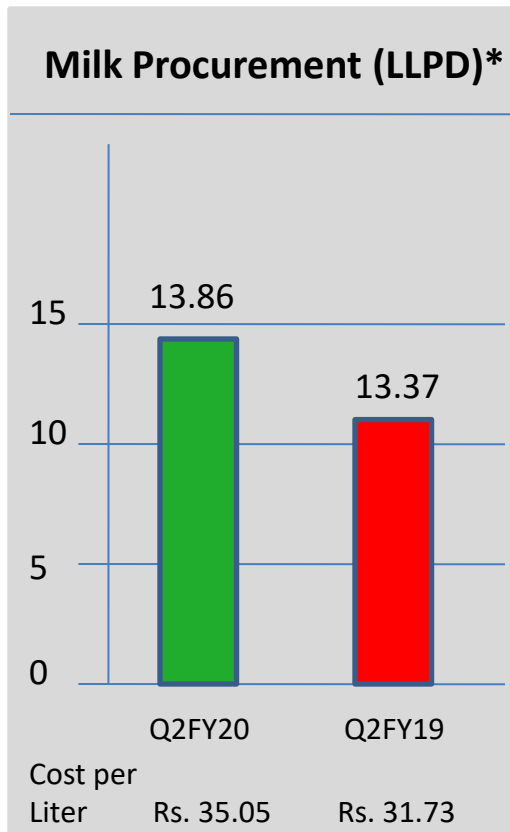


Financial Highlights	Q2FY20	Q2FY19
(Rs in crores)		
Net Turnover		
Dairy	665.38	610.96
RE	3.00	4.44
EBITDA		
Dairy	24.71	44.94
RE	2.70	3.98
PBT		
Dairy	9.09	31.05
RE	1.27	2.43
Dairy Margins		
EBITDA	3.71%	7.35%
PBT	1.37%	5.08%

5. Growth in VAP



6. Procurement & Sales



*LLPD: Lakh Liters Per Day

*MTPD: Metric Tonnes Per Day

7. Heritage Nutrivet Limited

(A Wholly Owned Subsidiary Company)



Particulars (Rs in Lakh)	Q2FY20	Q2FY19
Turnover	3071	1674
EBITDA	137	66
PBT	34	28



8. Financials - Yearly



Financial Highlights	FY 19	FY 18	FY 17	FY 16	FY 15	FY 14
(Rs in crores)						
Net Turnover	2482.35	2344.01	2642.89	2380.58	2072.97	1722.04
Dairy	2479.18	2343.68	1870.72	1768.8	1555.86	1328.19
RE	11.37	6.87	5.21	3.04	2.57	0.77
EBITDA	192.43	133.32	146.61	136.47	88.08	98.65
Dairy	182.56	127.32	144.82	137.2	87.82	113.67
RE	9.87	6.01	4.31	2.08	1.52	0.03
PBT	128.69	88.08	323.31	85.98	39.14	61.21
Dairy	124.93	79.79	114.76	105.68	57.31	89.88
RE	3.76	-0.04	0.38	0.14	-0.85	-0.89
FVTPL		8.33	208.26			
IND-AS Adjustment			-0.09			
Dairy Margins						
EBITDA%	7.36%	5.43%	7.74%	7.76%	5.65%	8.56%
PBT%	5.04%	3.40%	6.13%	5.97%	3.68%	6.77%

Note: Figures in FY14 - FY17 Include Discontinued Businesses.

9. Balance Sheet Figures



Particulars	FY19	FY18	FY17	FY16	FY15
(Rs in crore)			(As per Ind-As)		
Equity Share Capital	23.20	23.20	23.20	23.20	23.20
Other Equity (Reserves & Surplus)	781.76	754.81	570.02	216.80	169.80
Networth	804.96	778.01	593.22	240.00	193.00
Gross Fixed Assets	555.10	463.20	304.99	518.40	462.30
Net Fixed Assets	475.66	424.71	287.41	312.00	280.70

Key Ratios:

Net Fixed Asset Turnover; 6

Debt / Equity; 0.18

Current Ratio; 0.82

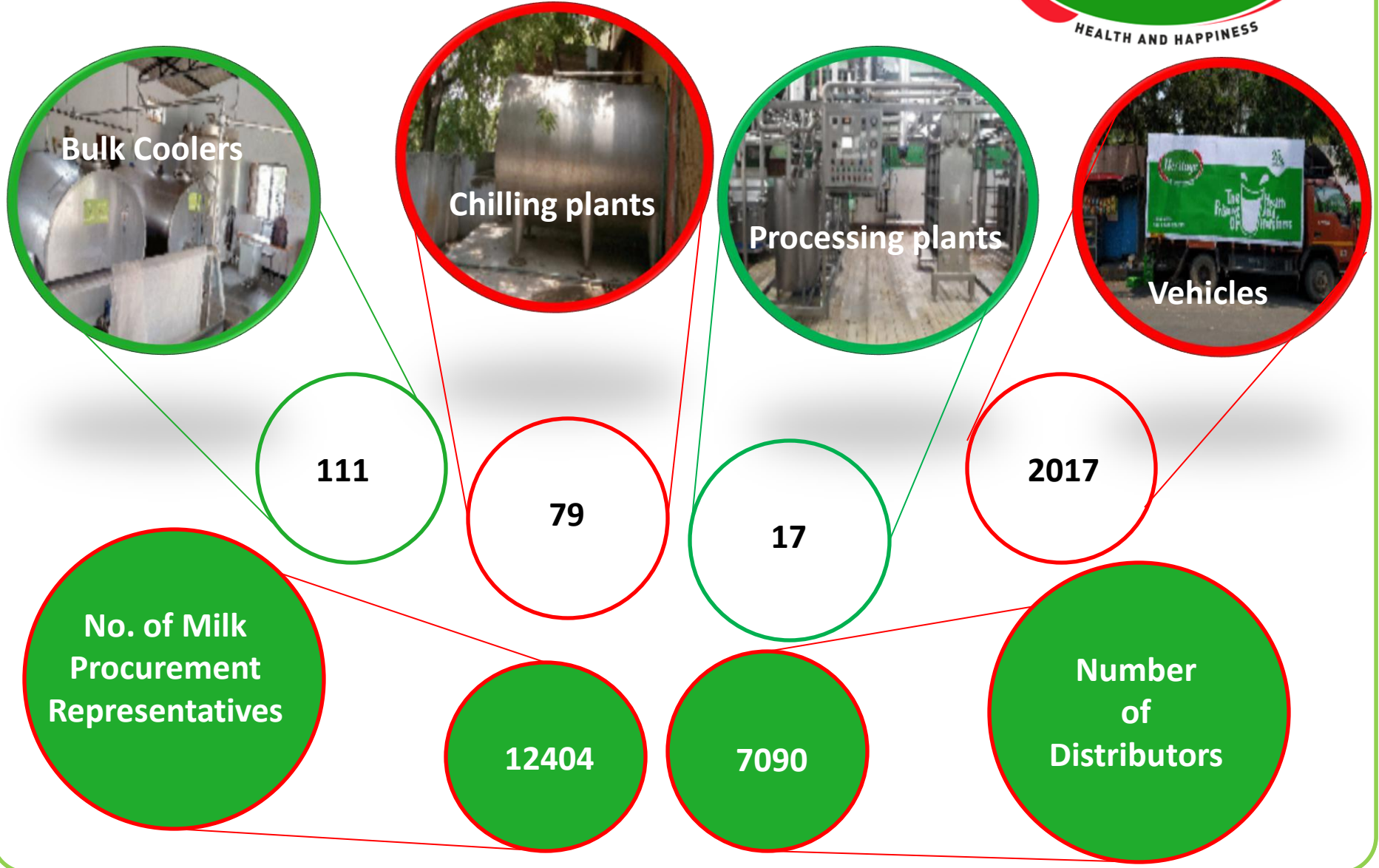
Inventory Days; 21

Book Value (Rs. 5/share); Rs. 173.49

10. Winning Farmers' Trust



11. Achieving Operational Excellence

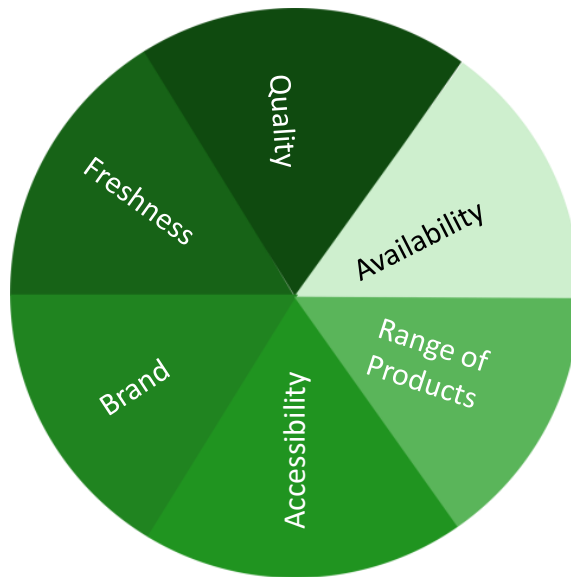


12. Innovations



- Launched new range of health drinks Lassi with goodness of 'Ragi' and 'Sabja'

Strong
360°
marketing
approach



INTRODUCED SABJA & RAGI LASSI

- Sabja Lassi:**
 - Rich in calcium
 - Helps in weight loss
 - Improves digestion
 - Acts as coolant
 - Promotes healthy skin
- Ragi Lassi:**
 - Rich in calcium
 - Helps reduce cholesterol
 - Helps in weight loss
 - Helps in relaxation

13. UHT Plant



- Commissioned an UHT Plant with capacity of 1 Lakh Litres Per Day
- Variants: Double Toned Milk & Toned Milk.
- UHT Milk sales: 51,10,000 Liters (Jul'19 - Sep'19)



14. Parlour as branded outlets



- Exclusive Product Outlets
- 1408 Outlets
- Helps in Branding
- Complete Range of Products
- Products availability and Accessibility to customers



15. Heritage Distribution Centre (HDC)



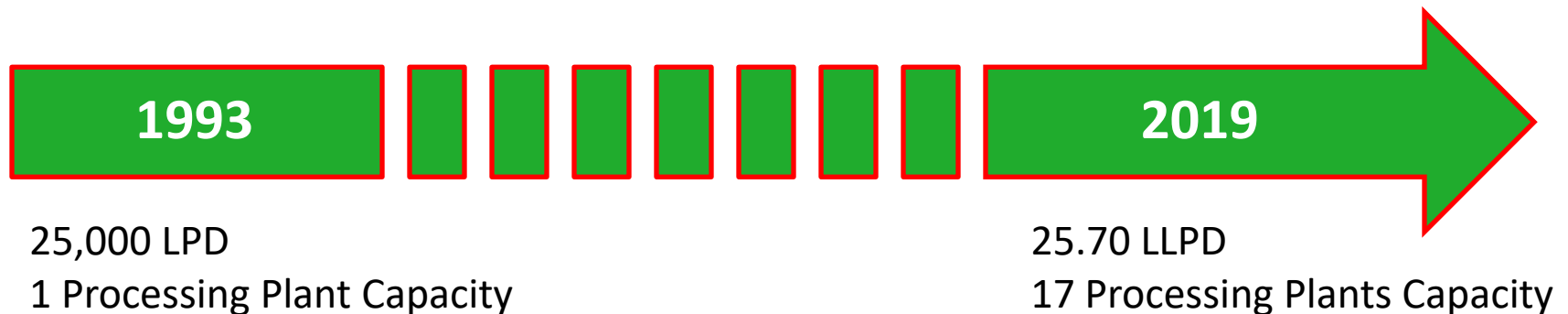
- Exclusive Product Distribution centre
- 46 HDC's in Operation 16 at Bangalore, 22 at Chennai, 2 at Delhi Region, 3 at Punjab, 1 at Hyderabad, 1 at Rajahmundry and 1 at Vijayawada.
- Each HDC Covering 100 retail and 100 households of the locality
- Unique tool for entering the unrepresented gap areas
- A big leap in strengthening the brand



16. Way Forward



- To reach a topline of Rs. 6000 crore
- To achieve Rs. 2400 crore from value added products
- To handle 28 lakh liters of milk per day
- To expand relationship to 6 lakh farmers
- To supply milk and milk products to 30 lakh households





The Promise Of  Health And Happiness

Thank You

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