



# 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,  
15, Lal Bahadur Shastri Road, Kurla (West), Mumbai, Maharashtra, India. 400 070.  
Email: [business@thevanitycase.com](mailto:business@thevanitycase.com) Website: [www.hindustanfoodslimited.com](http://www.hindustanfoodslimited.com)  
Tel. No. +91-22-69801700 / 01 CIN: L15139MH1984PLC316003

Company Scrip Code: 519126

Date: 09<sup>th</sup> August, 2022

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,

**Subject: Investor Presentation August 2022**

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015 please find attached herewith the "Investor Presentation August 2022" for Q1 ended 30<sup>th</sup> June, 2022.

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

INVESTOR PRESENTATION **AUGUST 2022**



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Uttar Pradesh | Ice Cream Plant





\*\*Gross Block for Q1FY23 includes wholly owned subsidiary/LLP and includes CWIP

- The wholly owned subsidiary, HFL Consumer Products has successfully commercialized the Ice Cream plant in Uttar Pradesh.
- While the next couple of quarters will be lean season for the product, we expect the production to be ramped up to 15,000 litons p.a. of ice cream by the end of FY23.
- The expansion project at the site is under progress and the management is confident that we should be able to commercialize the expansion by Q4FY23

Reckitt Benckiser Scholl India Limited acquisition has been successfully completed. The company is working on the integration plans for the same

The merger of the malt Beverages plant at Coimbatore has also completed and the Board has sanctioned an additional investment of ~Rs. 10 crores at the Coimbatore site

AeroCare Personal Products and the recently merged Beverages plant in Mysuru did record turnover in the quarter. While the beverages will have a lean season for the next couple of quarters, we believe that the unit will be profitable this year

The project work at the Hyderabad Bars & Soaps project that had been delayed has started and is expected to be completed by Q4FY23



**Commenting on the Results, Mr. Sameer R. Kothari, Managing Director said ,**“The company’s performance in this quarter has been satisfactory and along expected lines. The new project in Lucknow started commercial production and I am proud that the team has achieved a vertical ramp up, adding yet another significant consumption category [ice-creams] to the highly diversified portfolio of the company. We are fully geared to meet peak season volumes starting first quarter next financial.

While the company continues to integrate, Reckitt Benckiser Scholl India Limited, we are also aggressively looking for opportunities in the OTC Healthcare and Wellness segment.

While the ongoing slowdown has affected the FMCG growth rates and along with it the pace of investments in capacity augmentation, we remain confident of achieving our goal of 4,000 crores by FY25 using a judicious mix of organic and inorganic growth”.



**Commenting on the Results, Mr. Mayank Samdani, Group CFO said,** “We commenced the quarter on a good note, and we are on track to meet our annual estimates.

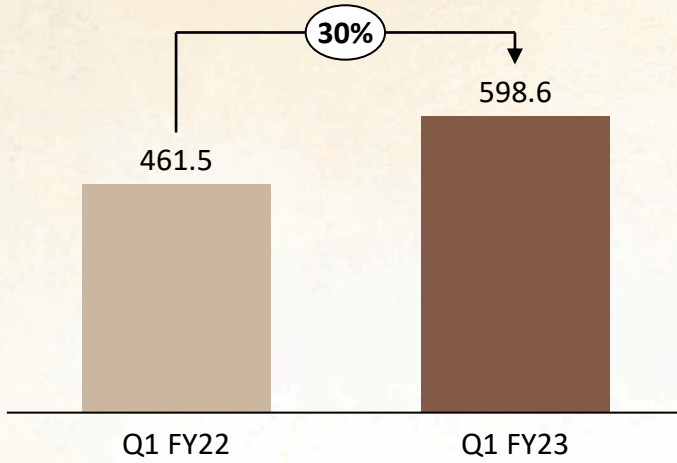
This has been a stable quarter for the company and the action has started shifting to the stepdown subsidiaries and the newly acquired companies. We have hit the highest ever turnover and profitability figures on a consolidated basis in this quarter. In the next couple of quarters, as these companies/projects start ramping up, we expect the consolidated figures to converge with the standalone figures.

Our turnover and profitability for the financial year on a consolidated basis have increased by 30% YoY and 48% YoY respectively and are representative of the ramping up of all our facilities”

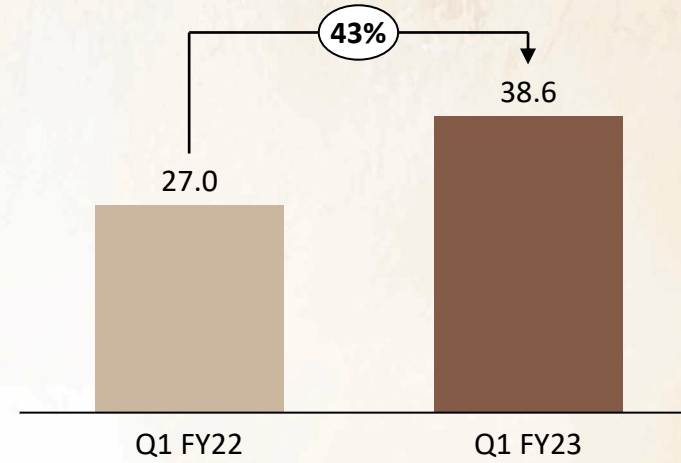


# Q1 FY23 Consolidated Result Highlights

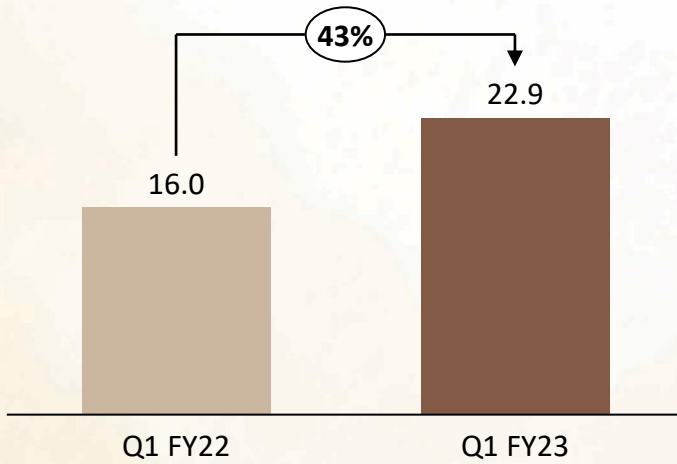
### Revenue# (Rs. Crs.)



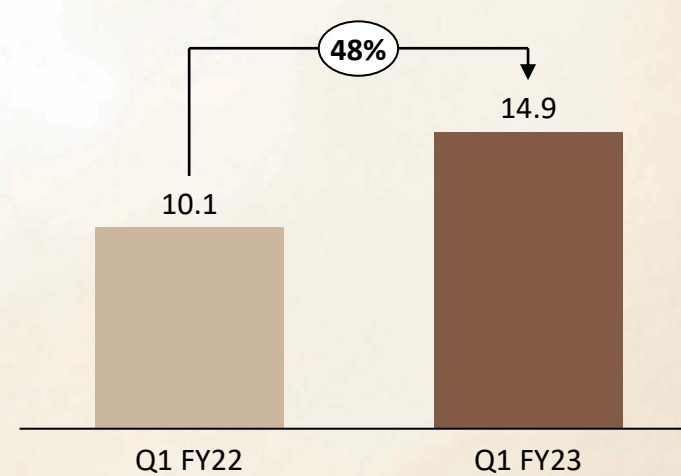
### EBITDA (Rs. Crs.)



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



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



# Includes Other Income

Note: Q1FY22 numbers are restated



# Consolidated Profit & Loss Statement – Q1FY23



Particulars (Rs. Crs.)	Q1 FY23	Q1 FY22	Y-o-Y	Q4 FY22	Q-o-Q	FY22
<b>Total Revenue#</b>	<b>598.6</b>	<b>461.5</b>	<b>29.7%</b>	<b>582.5</b>	<b>2.8%</b>	<b>2043.8</b>
Cost of Goods Sold	515.7	401.5		510.5		1778.1
Manufacturing and Operating Costs	25.1	17.9		21.7		79.6
<b>Gross Profit</b>	<b>57.8</b>	<b>42.2</b>	<b>37.1%</b>	<b>50.3</b>	<b>14.9%</b>	<b>186.1</b>
Employee Expenses	11.9	9.7		11.0		40.8
Other Expenses	7.3	5.4		7.3		26.7
<b>EBITDA</b>	<b>38.6</b>	<b>27.0</b>	<b>43.3%</b>	<b>32.0</b>	<b>20.7%</b>	<b>118.6</b>
Depreciation	8.6	5.5		6.6		24.5
<b>EBIT</b>	<b>30.1</b>	<b>21.5</b>	<b>39.7%</b>	<b>25.4</b>	<b>18.2%</b>	<b>94.0</b>
Finance Cost	7.2	4.8		4.9		20.2
Share of Loss from JV	0.0	-0.7		-0.8		-2.3
<b>Profit Before Tax</b>	<b>22.9</b>	<b>16.0</b>	<b>43.1%</b>	<b>19.7</b>	<b>15.9%</b>	<b>71.5</b>
Tax expense for current year	8.0	5.9		7.5		26.8
<b>Profit After Tax</b>	<b>14.9</b>	<b>10.1</b>	<b>48.1%</b>	<b>12.3</b>	<b>21.7%</b>	<b>44.7</b>
EPS^	1.32	0.89		1.09		3.96

# Includes Other Income ^ EPS numbers are restated

Note: Q1FY22 numbers are restated

## Uttar Pradesh: Ice Cream Capex Rs. 125 Crores

- The Uttar Pradesh Ice Cream Project has commenced commercial production
- Production from the unit is expected to be ramped up to 15,000 litons of ice cream by the end of FY23
- The Board has given its accord to the Management of HFL Consumer Products for a further investment of Rs. 75 crores at this unit

## Hyderabad: Bath Soaps & Detergent Bars Capex Rs. 150 Crores

- The Project work has finally commenced for phase 1 and the Management expects commercial production by Q4FY23

## New Capex: Healthcare & Wellness Rs. 100 Crores

- As a part of our entry into “Healthcare & Wellness”, HFL has acquired 100% stake in Reckitt Benckiser Scholl India for about Rs 75 crores
- The figures will be consolidated in the books from Q2FY23
- The company continues to be looking out for other opportunities in this field

## New Capex: Color Cosmetics Rs. 30 Crores

- AeroCare Personal Products acquisition has been completely integrated and the Rs. 30 crores capex has been commercialized
- The unit is currently manufacturing various Color Cosmetics like lipsticks, eye make-up, pressed powders and lip gloss, and also Oral Care, After Shave lotions and Eau de Toilette and has achieved record turnover in Q1FY23

## New Capex: Footwear Rs. 10 Crores

- The 10 crores capex in the footwear division has been commenced
- The new shoe factory in Tamil Nadu has been set up and the units in Tindivanam (Tamil Nadu) and Vasai have started production

## New Capex: Beverages Capex Rs. 45 Crores

- The merger of the Beverage plant at Mysuru is completed and expansion at Mysuru has been commercialized. The factory achieved its highest ever turnover in Q1FY23
- Work has started on the augmentation of the beverage capacity in Mysuru
- The merger of the malt Beverages plant at Coimbatore was also completed and work has started on the expansion at this site



# Our Journey of Rs. 2,000 crores : Onwards and Upwards

**1983-84**  
Incorporated as a JV with Glaxo India Ltd.  
Set up the facility at Goa for manufacturing 'Farex'



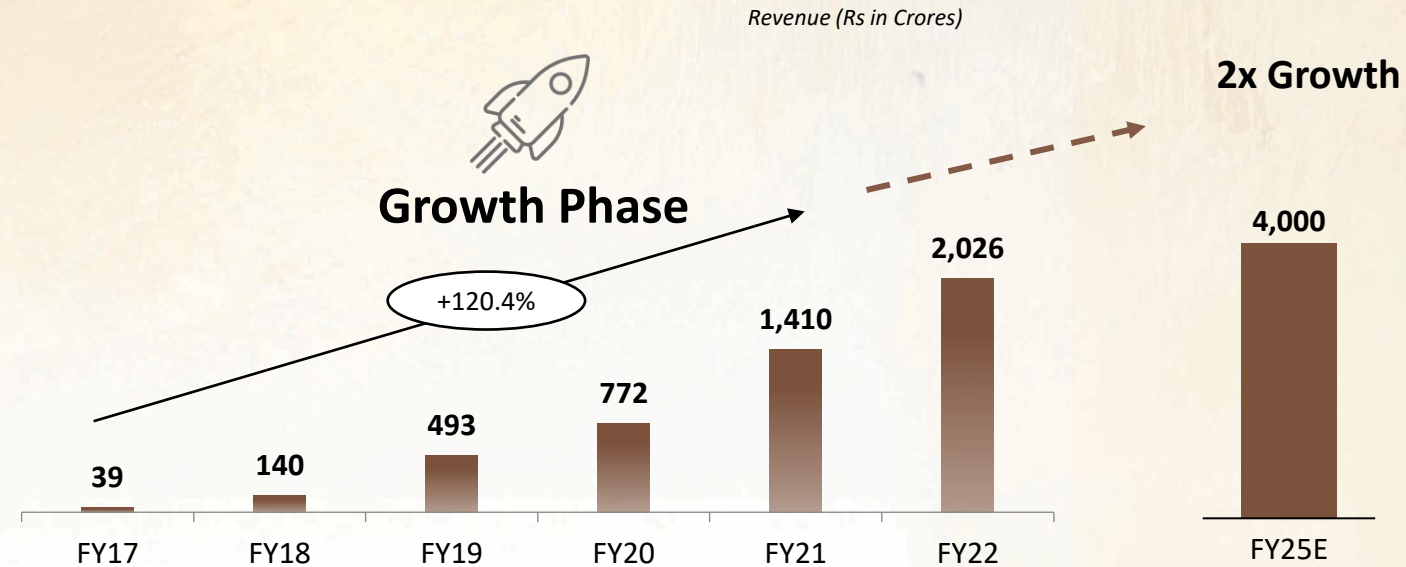
**2013-16**  
Entered into partnerships and manufacturing agreements with global leaders, which kickstarted the Revenue growth



Strategic acquisitions supplemented by the existing contract agreements resulted in multi-fold increase in top line



Commencement of new products and projects drove the revenue to Rs 2,026 Crores and expect it to reach Rs 4,000 Crores by FY25



**Momentum continues**

With the recent acquisitions and organic growth from our existing factories, we are confident about achieving the target of Rs 4,000 crores of turnover by FY25



## Execution

Executed and Delivered as per expectation

This was possible owing to all things going as planned despite challenges



## M&A

The integration that has been undertaken during the year and in the recent past with certain strategic acquisitions and greenfield expansion



## Team

All the hands working together in sync to achieve a larger objective

Team Strength increased from 20 in FY13 to 2,400\* in FY22



## Performance

Revenue CAGR of 120% over FY17-FY22

Achieved **Rs 2,026 crore revenue in FY22**

EBIDTA CAGR of 109% over FY17-FY22

PAT CAGR of 119% over FY17-FY22



## Contract Mfg

**GO TO Contract Manufacturer** for our Customers

Redefining this space





Goa | Baby Food, Extruded Cereals & Snacks

# The Brawn Behind Your Brands

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

**02** **Pioneers in FMCG Contract Manufacturing**

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

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

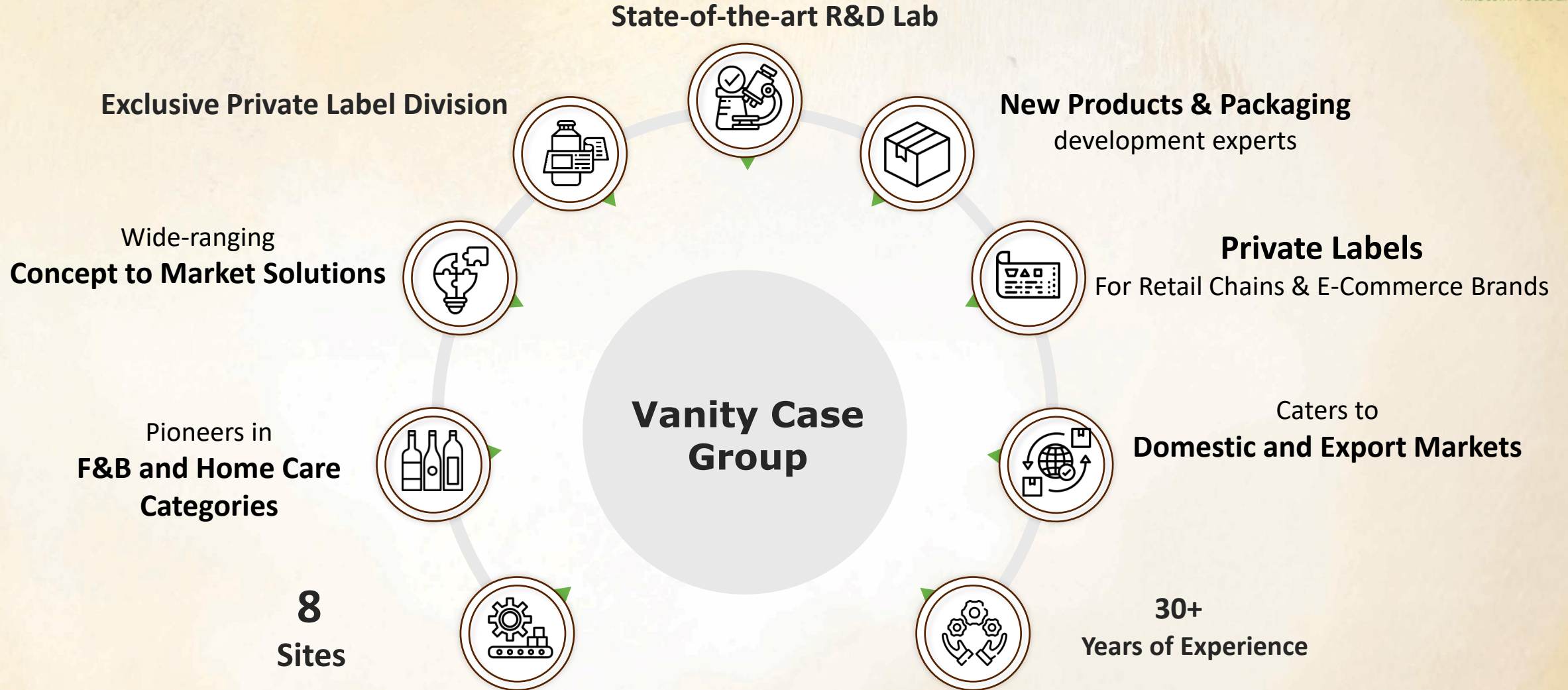
**05** **1200+**  
TEAM MEMBERS

**06** **17**  
PLANTS

**07** **30+**  
YEARS OF EXPERIENCE

**06** **3Mn+**  
LIVES TOUCHED DAILY





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

## 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 of Companies

## 1983-84

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

## 2015-16

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

## 2015-16

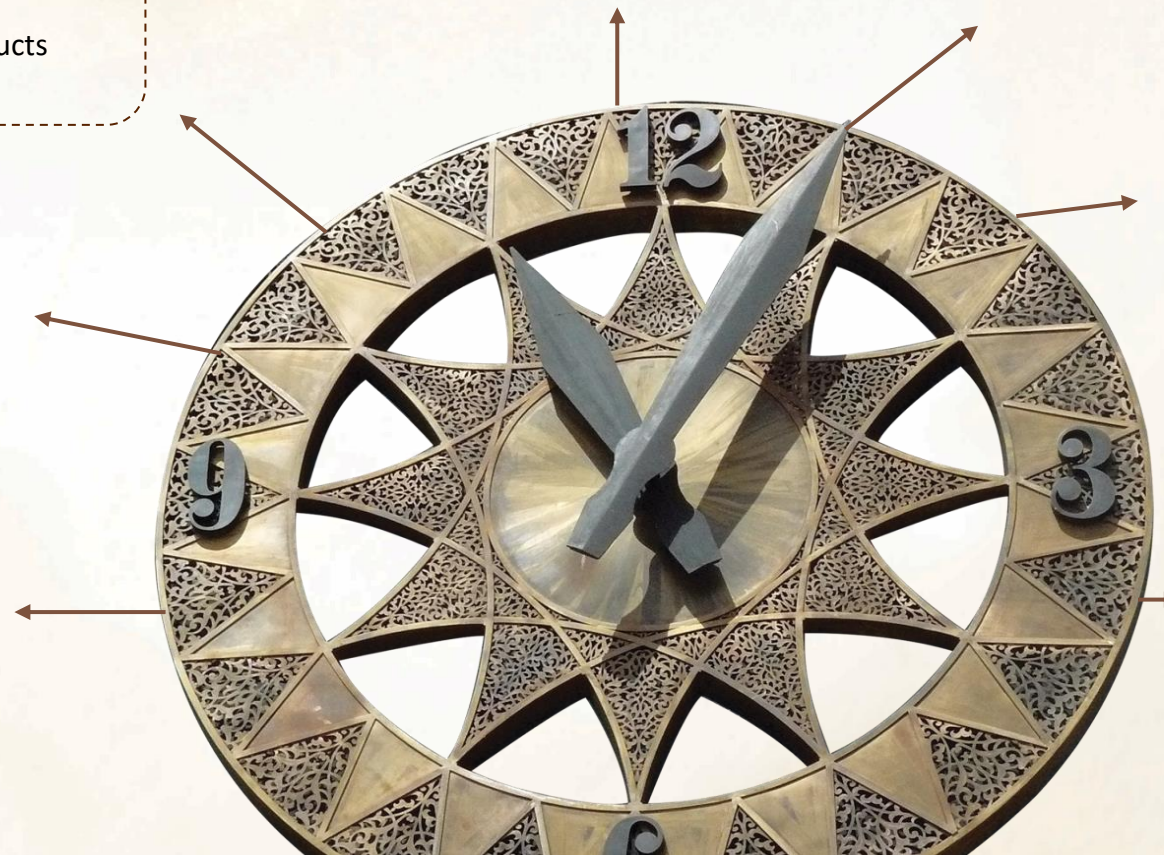
- Acquired Ponds Exports Ltd, shoe manufacturing units from Hindustan Unilever Ltd. and started manufacturing for legacy clients like TBS, Gabor, Jomos & Richter. Soon after, added Steve Madden, US Polo, Hush Puppies and Arrow to the portfolio

## 2017-18

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

## 2018-19

- Commenced the merger of the Detergent Powder manufacturing Hyderabad unit into HFL (completed in 2019-20)
- Acquired a Mumbai-based shoe mfg unit
- Acquired more than 40% stake in ATC Beverages Pvt Ltd, Mysuru
- Commenced production at the Coimbatore plant for blending and packaging Tea & Coffee





## 2020-21

- Built a plant to manufacture Disinfectant Toilet Cleaning liquid in Silvassa for Reckitt
- Built another plant in Silvassa to manufacture Floor & Surface Cleaning liquid for Reckitt

## 2019-20

- Raised equity through the Convergent Finance and the Sixth Sense Ventures
- Commenced the production of Liquid Detergent in Hyderabad
- Invested towards setting up a Toilet Cleaning liquid & Floor Cleaning liquid manufacturing facilities in Silvassa
- Commenced merger of Malted Beverages packing unit in Coimbatore for GSKCH (now HUL) and ATC Beverages Private Ltd. into HFL

## 2021-22

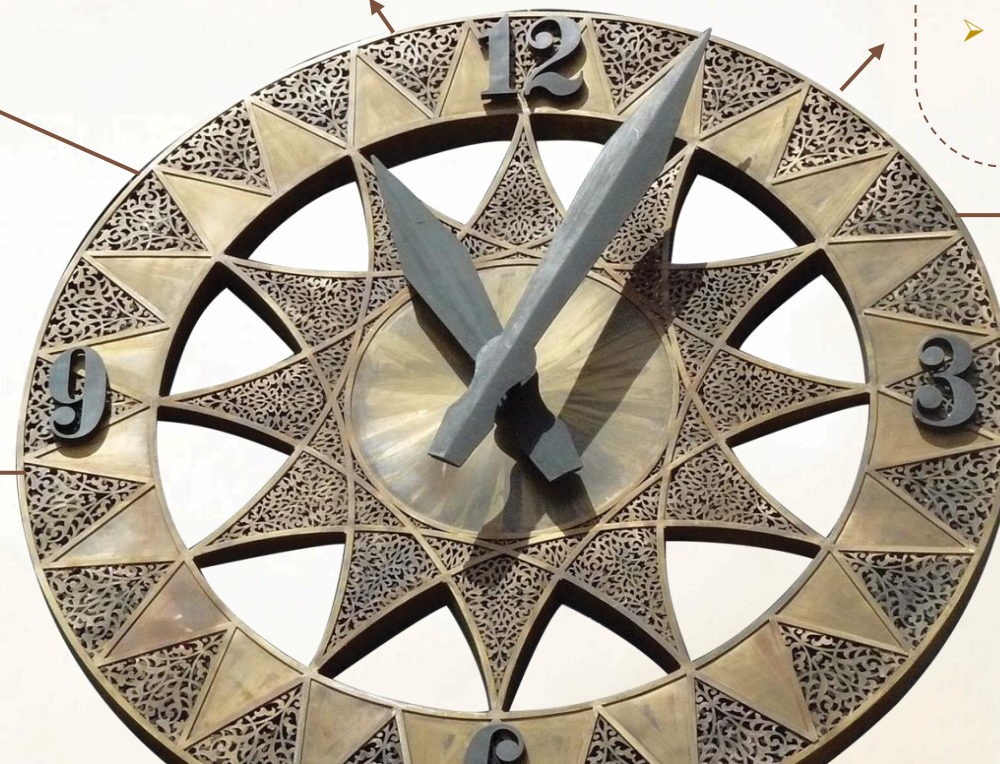
- Started production of Floor & Surface Cleaner at Silvassa plant in May'22
- Project work started for manufacturing Bath Soaps and Detergent Bars in Hyderabad
- Project work started at Tamil Nadu for manufacturing Sports & knitted shoes
- Acquired Colour Cosmetics plant in Jan 22, and its turnover will be consolidated into HFL from MQ.

## 2021-22

- Company got the final order of NCLT in Dec'21, approving the scheme of arrangement for merger of Malt Beverages plant in Coimbatore and Merger of Beverages plant in Mysuru. The scheme came into effective in Q4 2021-22
- Acquired AeroCare Personal Products LLP in January 2022
- Project work in progress for a Greenfield Ice Cream plant in UP
- Started manufacturing injection moulded flip-flops & sandals for a national brand at the shoe plant in Vasai.

## Current Fiscal

- Acquired 100% stake in Reckitt Benckiser Scholl India to expand OTC Healthcare & Wellness segment
- Commenced commercial production of the Ice Cream plant in Uttar Pradesh
- Commenced commercial production of Sports/Knitted shoes in Tamil Nadu





## Personal Care

### Hair Care

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

### Toiletries & Fragrances

- Talcs, Shaving Cream
- Hand Wash liquid
- Hand Wash powder
- Eau de Toilette
- After Shave Lotion

### 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



## Food and Beverages

### Extruded Cereals & Snacks, RTC, RTE

- Breakfast Cereals
- Instant Porridges
- Rice Crispies
- Instant Mixes
- Soups & Soup Powder
- Spices & Masala
- Sauces, Dips, Pastes
- Jams, Jellies, Preserves
- Gravies
- Cookies, Protein Bars, Granola Bars, Chikkis
- Muesli

### Hot & Cold Beverages & Energy Drink Concentrates

- Carbonated Soft Drinks
- Ice Cream & Desserts
- Tea & Coffee
- Malt based foods
- Soups
- Glucose Powder
- Dry Mix Powder



## Health & Wellness

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



## Leather & Sports Shoes

### Leather, Sports & Knitted Shoes and Accessories

- Men's footwear
- Women's footwear
- Sports Shoes
- Slippers & Flip-flops
- Footwear for Juniors
- Uppers
- Accessories



## Beauty & Make Up

- Lipstick, Lip colour
- Lip Crayon, Lip Paint
- Chap Stick
- Pressed/Compact Powders
- Eye make-up



## Home Care

### Fabric Care

- Liquid Detergent
- Powder Detergent
- Fabric Conditioner

### Home Care

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



## Pest Control

### Pest Control

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



## Entire Dedicated Manufacturing

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



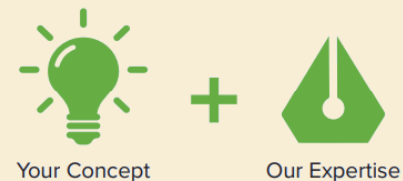
## Anchor-Tenant Manufacturing & Shared Manufacturing

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



# FMCG Partners all over India





## 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





# State Of The Art Manufacturing Facilities



Location	No. of Units	Details
Jammu	1	<ul style="list-style-type: none"> <li>✓ Manufactures Pest Control products such as coils, aerosols and vaporizers</li> <li>✓ Aggregate Capacity: Coils: 1,200 Mn PA; Vaporizers: 43.2 Mn PA;</li> <li>✓ Aerosols: 7.2 Mn PA</li> </ul>
Lucknow	1	<ul style="list-style-type: none"> <li>✓ Manufactures Ice Creams &amp; Desserts – Sticks, Cones, Cups, Candies, Choco-bars</li> <li>✓ Production from the unit is expected to be ramped up to 15,000 litons of ice cream by the end of FY23</li> </ul>
Silvassa	3	<ul style="list-style-type: none"> <li>✓ Silvassa I&amp;II: Manufactures 20,000 KI of Toilet Cleaning &amp; Floor Cleaning liquids</li> <li>✓ Silvassa III: Manufactures Colour Cosmetics, Oral Care, After Shave Lotions, Eau de Parfum. Capacity 3500 TPA</li> </ul>
Mumbai	1	<ul style="list-style-type: none"> <li>✓ Manufactures Leather &amp; Injection moulded Footwear</li> <li>✓ Shoes &amp; Sandals Capacity : 0.37 Mn pairs p.a.</li> </ul>
Goa	1	<ul style="list-style-type: none"> <li>✓ Manufactures extruded food products such as breakfast cereals, porridges and snacks</li> <li>✓ Extrusion Capacity : 6,000 Tons PA</li> <li>✓ Dry-Mix Blending Capacity : 1,000 Tons PA</li> </ul>

# State Of The Art Manufacturing Facilities



Location	No. of Units	Details
Hyderabad	2	<ul style="list-style-type: none"> <li>✓ Hyderabad I: Manufactures Detergent Powders. Capacity : 70,000 TPA</li> <li>✓ Hyderabad II: Manufactures Liquid Detergents, Fabric Conditioners &amp; Softeners, Liquid Soaps and Shampoos. Capacity: 60,000 KLPA</li> </ul>
Mysuru	1	<ul style="list-style-type: none"> <li>✓ Manufactures Carbonated Soft Drinks, Juices, Energy Drinks, Active Water and Fruit Drinks</li> <li>✓ Capacity: 5.84 Mn Cases PA</li> </ul>
Chennai	1	<ul style="list-style-type: none"> <li>✓ Manufactures over 100skus of Foot Care products</li> <li>✓ Capacity of 0.6 million Cu per month</li> </ul>
Tindivanam [TN]	1	<ul style="list-style-type: none"> <li>✓ Makes Sports &amp; knitted shoes</li> <li>✓ Capacity : 2000 pairs/day</li> </ul>
Coimbatore	2	<ul style="list-style-type: none"> <li>✓ Processes, blends and packs Malt Beverages, Tea and Coffee</li> <li>✓ Tea Production Capacity: 700 tons a week</li> <li>✓ Coffee Production Capacity: 30 tons a week</li> </ul>
Puducherry	3	<ul style="list-style-type: none"> <li>✓ Manufactures Leather Footwear and accessories</li> <li>✓ Full Shoes Production Capacity : 0.5 Mn pairs</li> <li>✓ Shoes Uppers Production Capacity : 0.7 Mn pairs</li> </ul>







## 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 4<sup>th</sup> 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**

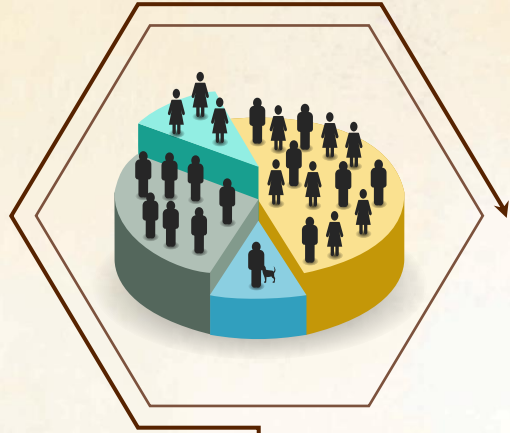
Company Estimates

The outsourced manufacturing industry is growing at 3-5%, providing a huge size of opportunity. With Rs 2044 crores revenue, HFL is just a drop in the ocean and sky is the limit for growth.

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.





## 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; 3/4<sup>th</sup> of India's households are expected to be nuclear in the next 4-5 years



## Urbanization

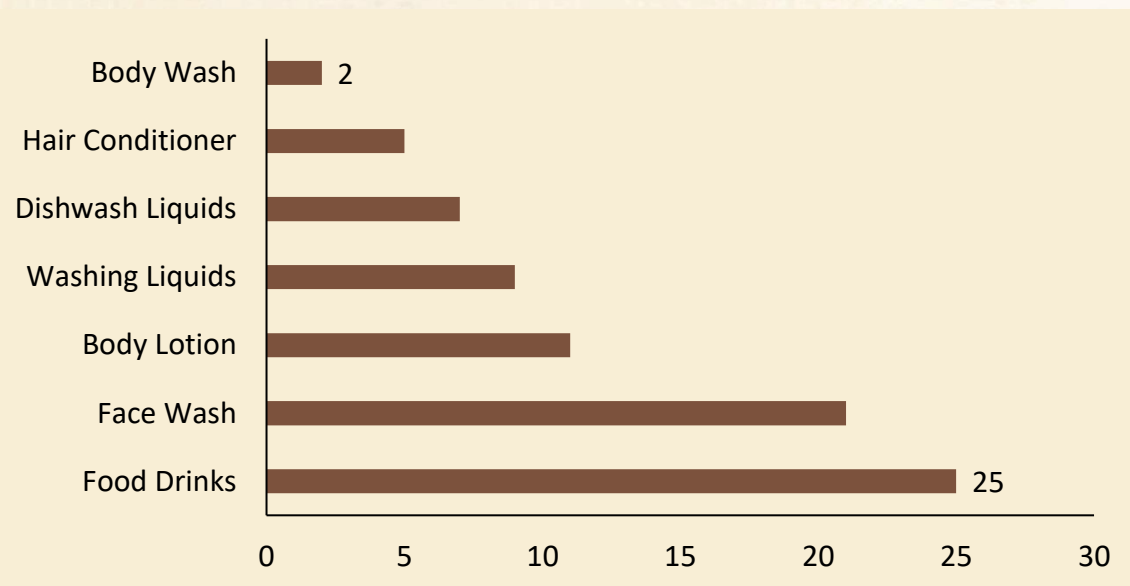
Infrastructure development across smaller cities ensures large share of country's population will be living in cities in the coming years



## Sustained Rural growth

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

### Penetration of few FMCG Categories in India (%)



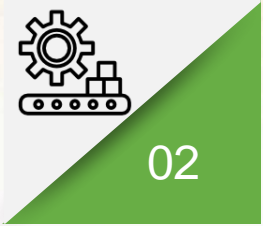
### FMCG Per Capita Consumption

<b>India</b>	<b>X</b>
<b>Indonesia</b>	<b>2X</b>
<b>China</b>	<b>3X</b>
<b>Philippines</b>	<b>6X</b>
<b>Thailand</b>	<b>10X</b>

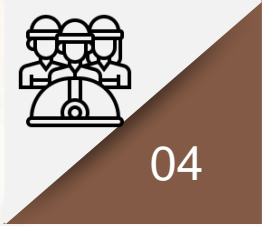
- India has low FMCG per capital consumption even as compared to other emerging nations like Indonesia, China, Philippines, Thailand
- India has low penetration in many FMCG categories like MFD, Face Wash, Body Lotions, Washing Liquids, Dishwash Liquids, Hair Conditioners, Body wash



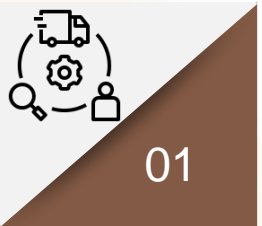
**Setting up Manufacturing plant is capital intensive**



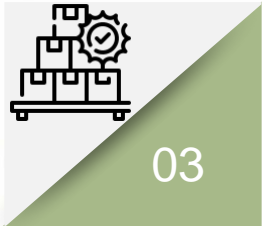
**Skilled Labour Management**



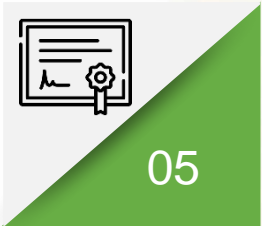
**Efficient allocation of resources To fuel growth**



**Logistics & Supply chain management**



**Stringent Quality Control (QC) of Customers**



**Regulatory & Environment challenges**



**Increasing competitiveness in the industry**

## Management Expertise

Management Expertise with over three decades of experience in Contract Manufacturing

## Long Term Relationships

Longer term relationships with leading domestic and multinational customers through strong foundation of trust

## Manufacturing Facilities

HFL has state-of-the-art manufacturing plants 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



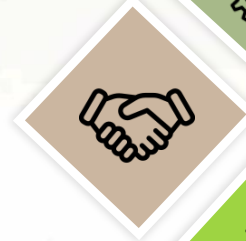
## Largest Organized Player

- One of the largest Organized Player with 30+ decades of experience



## Redefined Business Model

- HFL's redefined business models focus on creating contract manufacturing solutions suitable for any FMCG customer



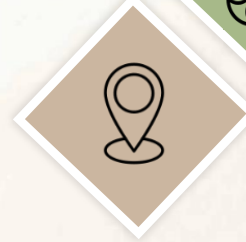
## One Stop Solution

- One stop solution for product development, testing, manufacturing across FMCG categories and geographies helps us become preferred partner

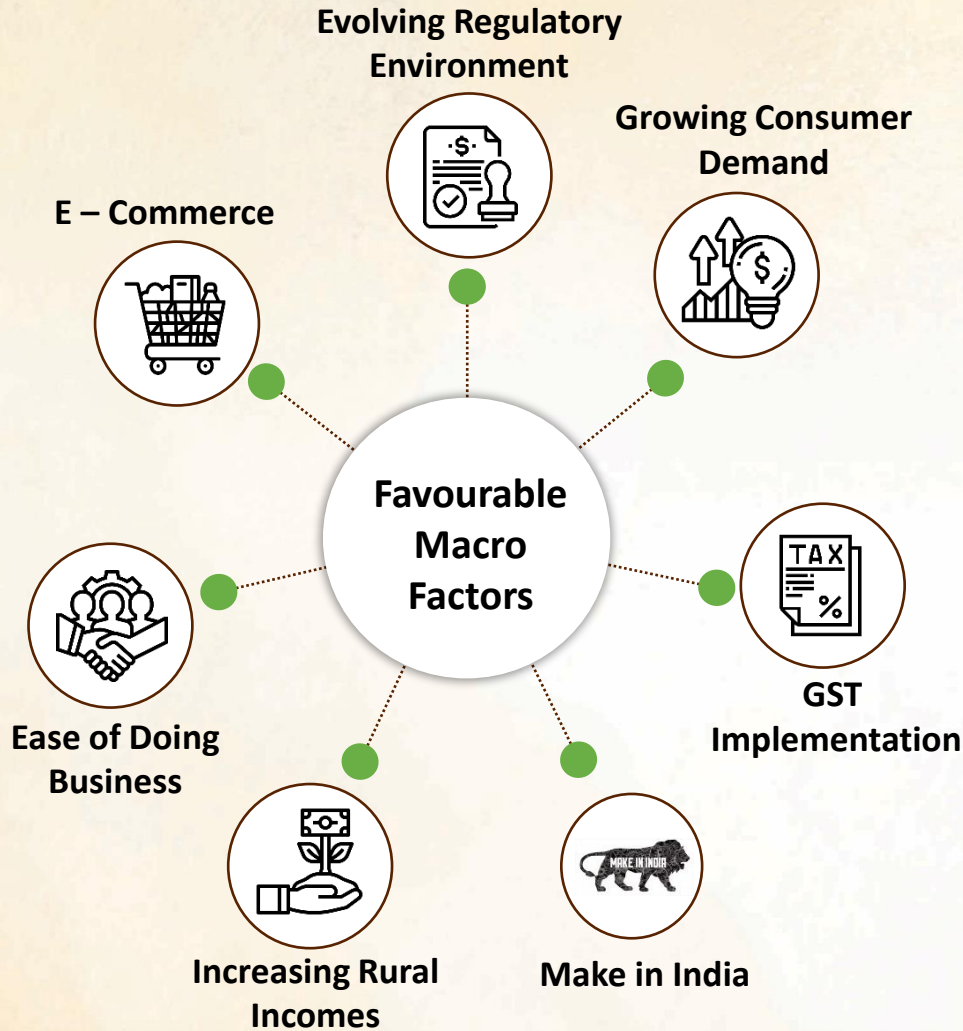


## Ability To Create Formulations

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







**Specialized Business Approach**

Strategy to engage into core business activities and outsource manufacturing

**Foster Innovation**

Customers & Outsourcing Partners work together to develop Innovative Products

**Asset-light Operating Models**

Strategy to pass on the operational complexities and costs of capital-intensive equipment

## Business approach by Brands

**Faster Time to Market**


Strategy to engage with Partners that can assist in rolling out & speed up your time to market

**Focus on Core Competency**

Expand and Focus on Core Competencies with increased share of Outsourcing

**Cost Efficiencies**

Strategy to contain cost while providing best quality products

Oversourcing services is no longer a question of **Should we, or Shouldn't We?**  **How much should we outsource to improve performance, and with whom?**





HFL Jammu Plant



# Consolidated Profit & Loss Statement – Q1FY23



Particulars (Rs. Crs.)	FY22	FY21	FY20
<b>Total Revenue#</b>	<b>2043.8</b>	<b>1409.8</b>	<b>773.1</b>
Cost of Goods Sold	1778.1	1190.6	618.7
Manufacturing and Operating Costs	79.6	66.4	55.6
<b>Gross Profit</b>	<b>186.1</b>	<b>152.7</b>	<b>98.8</b>
Employee Expenses	40.8	34.7	24.2
Other Expenses	26.7	25.3	17.7
<b>EBITDA</b>	<b>118.6</b>	<b>92.7</b>	<b>56.9</b>
Depreciation	24.5	19.4	11.3
<b>EBIT</b>	<b>94.0</b>	<b>73.3</b>	<b>45.6</b>
Finance Cost	20.2	18.9	11.0
Share of loss from associate and JV	-2.3	-2.0	-0.8
<b>Profit Before Tax</b>	<b>71.5</b>	<b>52.4</b>	<b>33.8</b>
Tax expense for current year	26.8	15.2	11.9
<b>Profit After Tax</b>	<b>44.7</b>	<b>37.2</b>	<b>21.9</b>
EPS^	3.96	3.30	2.39

# Includes Other Income ^ EPS numbers are restated

# Consolidated Balance Sheet

Particulars (Rs. Crs.)	31-Mar-22	31-Mar-21	31-Mar-20
<b>Non-Current Assets</b>	<b>546.1</b>	<b>386.8</b>	<b>286.0</b>
Property, plant and equipment	394.6	300.4	248.7
Capital work-in-progress	87.2	53.5	25.6
Right of Use assets	32.3	7.0	-
Other Intangible Assets	0.1	0.5	1.0
Financial assets			
(i) Investments	0.0	0.0	-
(ii) Other financial assets	6.7	3.6	2.4
Non-current tax assets (net)	17.4	10.6	3.5
Other non-current assets	7.9	11.2	4.7
<b>Current Assets</b>	<b>440.3</b>	<b>350.5</b>	<b>253.2</b>
Inventories	237.8	169.1	109.7
Financial assets			
(i) Investments	-	0.4	2.4
(ii) Trade receivables	72.2	49.9	37.5
(iii) Cash and cash equivalents	32.6	44.5	28.8
(iv) Bank balances	10.8	14.1	10.2
(v) Loans	0.0	9.0	5.4
(vi) Other financial assets	32.7	16.8	14.2
Other current assets	54.2	46.8	45.0
<b>Total Assets</b>	<b>986.3</b>	<b>737.3</b>	<b>539.1</b>

Particulars (Rs. Crs.)	31-Mar-22	31-Mar-21	31-Mar-20
<b>Equity</b>	<b>304.1</b>	<b>254.4</b>	<b>187.0</b>
Equity share capital	22.5	21.2	21.2
Other equity	281.6	233.2	165.9
<b>Non-Current Liabilities</b>	<b>306.4</b>	<b>211.7</b>	<b>154.4</b>
Financial liabilities			
(i) Borrowings	254.3	185.1	138.1
(ii) Lease liabilities	22.6	1.4	0.0
Employees Benefits Obligation	2.8	2.3	1.5
Deferred tax liabilities (net)	26.7	22.0	14.0
Other non-current liabilities	0.0	0.8	0.9
<b>Current liabilities</b>	<b>375.8</b>	<b>271.2</b>	<b>197.6</b>
Financial liabilities			
(i) Borrowings	73.0	29.6	8.2
(ii) Trade payables	271.2	215.2	139.6
(iii) Lease Liabilities	1.4	0.9	0.0
(iv) Other financial liabilities	19.8	20.8	46.3
Other current liabilities	7.8	2.2	1.0
Employees Benefits Obligation	0.8	0.6	0.5
Current tax liabilities (net)	2.0	2.0	2.0
<b>Total Equity &amp; Liabilities</b>	<b>986.3</b>	<b>737.3</b>	<b>539.1</b>



# Summary of Consolidated Cashflows

Particulars (Rs. Crs.)	31-Mar-22	31-Mar-21	31-Mar-20
Operating profit before working capital changes	118.9	91.9	56.3
Changes in working capital	-53.8	-2.3	-31.5
<b>Cash generated from operations</b>	<b>65.1</b>	<b>89.6</b>	<b>24.8</b>
Direct taxes paid (net of refund)	-28.7	-17.6	-7.7
<b>Net Cash from Operating Activities (A)</b>	<b>36.4</b>	<b>72.0</b>	<b>17.0</b>
<b>Net Cash from Investing Activities (B)</b>	<b>-140.7</b>	<b>-93.8</b>	<b>-145.2</b>
<b>Net Cash from Financing Activities (C)</b>	<b>90.6</b>	<b>33.6</b>	<b>152.5</b>
<b>Net Change in cash and cash equivalents</b>	<b>-13.7</b>	<b>11.8</b>	<b>24.4</b>
<b>Cash and Cash equivalents at the beginning of the year</b>	<b>44.5</b>	<b>28.8</b>	<b>4.4</b>
Cash acquired pursuant to business combination	1.7	4.1	0.0
Exchange Difference	0.1	-0.2	0.0
<b>Cash and Cash equivalents at the end of the period</b>	<b>32.6</b>	<b>44.5</b>	<b>28.8</b>









*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 locations*

*All the factories have a mandatory cover of trees and plants, in and around the 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.
- HFL is contributing towards cancer care, eye surgeries and cataract, prosthetic limbs and wheel chairs for underprivileged and specially challenged.



## Our Charities





# THANK YOU

Company:



**Hindustan Foods Limited**

CIN: L15139MH1984PLC316003

Vimal Solanki

[vimal.solanki@thevanitycase.com](mailto:vimal.solanki@thevanitycase.com)

[www.hindustanfoodslimited.com](http://www.hindustanfoodslimited.com)

Investor Relations Advisors:



**Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285

Rahul Agarwal / Brinkle Shah Jariwala

[rahul.agarwal@sgapl.net](mailto:rahul.agarwal@sgapl.net) / [Brinkle.shah@sgapl.net](mailto:Brinkle.shah@sgapl.net)

+91 9821438864 / +91 9619385544

[www.sgapl.net](http://www.sgapl.net)