



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

Company Scrip Code: 519126

Date: May 19, 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

Through Listing Centre

Dear Sir/Madam,

**Subject: Earnings Presentation May 2023**

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, please find attached herewith the revised “Earnings Presentation May 2023” for Quarter and Year ended March 31, 2023.

We request you to take above on record.

Thanking you.

Yours faithfully,  
For **Hindustan Foods Limited**

**Sameer Kothari**  
**Managing Director**  
**DIN: 01361343**

Encl. As above





# Hindustan Foods Limited

EARNINGS PRESENTATION **May 2023**





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Uttar Pradesh | Ice Cream Plant





\*\*Gross Block for FY23 includes wholly owned subsidiaries/LLP and includes CWIP

\*PAT includes, excess provision of tax to the tune of Rs. 1.8 Crores in FY 22 which was reversed in FY 23 after filing tax returns

# Includes other income

1

The Company's beverage unit and the ice cream unit had a decent start to the season though marred by unseasonal rains

2

The QoQ topline was flattish on account of fall in commodity prices.

3

The Board has approved capex investment of Rs 25 crs for setting up a new factory in Guwahati, Assam for a national player to manufacture juices

4

In addition to its existing portfolio of juices and CSD, the company is teaming up with two of the largest beverage players in the country. The commercial production for the same at the Mysore facility will commence by June '23

5

The Company's capex plans for setting up the Soaps & Bars project continued to progress in the quarter and started partial commercial production in May 23



**Commenting on the Results, Sameer R. Kothari, Managing Director said,** “I am satisfied with the overall performance of the company. Ramp up of the Ice creams and beverages facilities in the last quarter of this year has helped us close the year, with a record turnover and profit for the year though the fall in the commodity prices led to some softening in the top line in the last quarter. The unseasonal rains caused some variations for the demand for the summer products, which led to us closing the year a tad short of the number that we had guided for.

We had mentioned that the beverage segment was a key focus area, and I am pleased to inform that we have enhanced our presence in this segment by teaming up with two of the largest beverage players in the country. Given the market share of these two customers, we are optimistic about the potential of this new relationship and are looking forward to working with these companies to identify new locations for setting up factories and ramping up existing facilities to serve the growing demand of the Indian customer.

We continue to be bullish about the Indian consumption story.”



**Commenting on the Results, Mayank Samdani, Group CFO said,** “Our turnover for the year on a consolidated basis has increased by more than 25% while the PAT has soared by 60% . The QoQ revenue numbers were flattish as fall in the commodity prices led to reduction of our sales. However, our PAT numbers for the quarter were the highest as our margin profile improved due to the ramping up of our ice creams and beverages business.

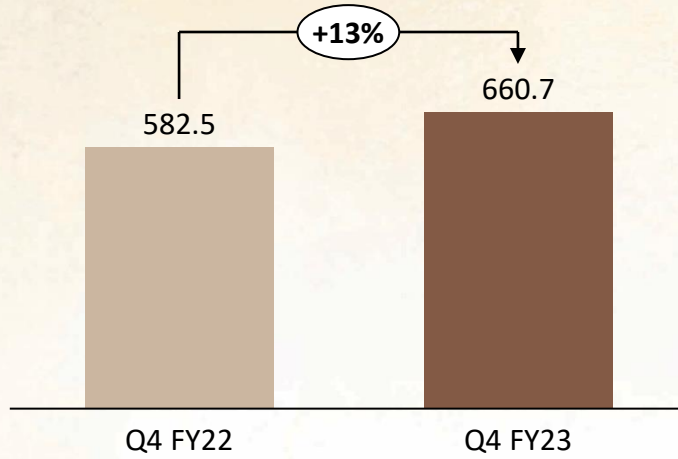
PBT has crossed the 100-crore mark for the first time for the year FY 23 and our financial performance has improved as some of our under-utilized factories have ramped up. The cash flow from operations improved to nearly Rs. 100 crores, a near 3 times increase over last year. We have invested nearly Rs 200 crores towards capex in this financial year and we expect to invest a similar amount in the current year. We believe this will further propel our growth.

Our Baddi acquisition is progressing well, and we have applied for the various statutory permissions. We are confident that we should be able to consummate the deal by Q2 of this financial year.”

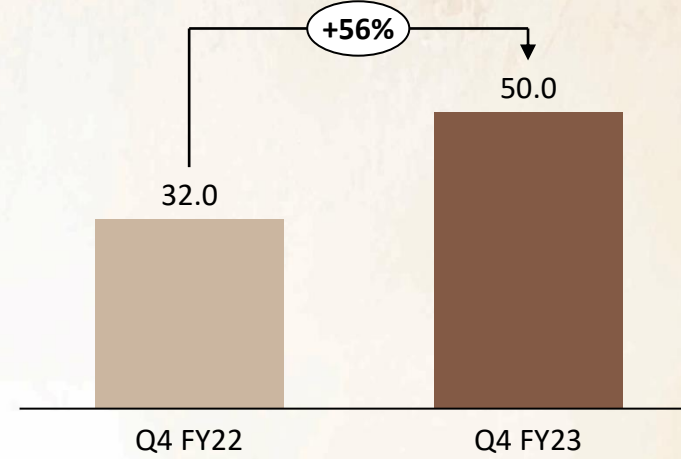


# Q4 FY23 Consolidated Result Highlights

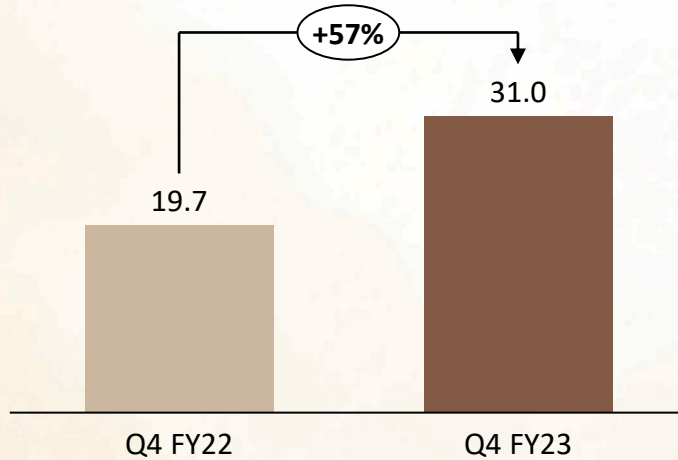
### Revenue# (Rs. Crs.)



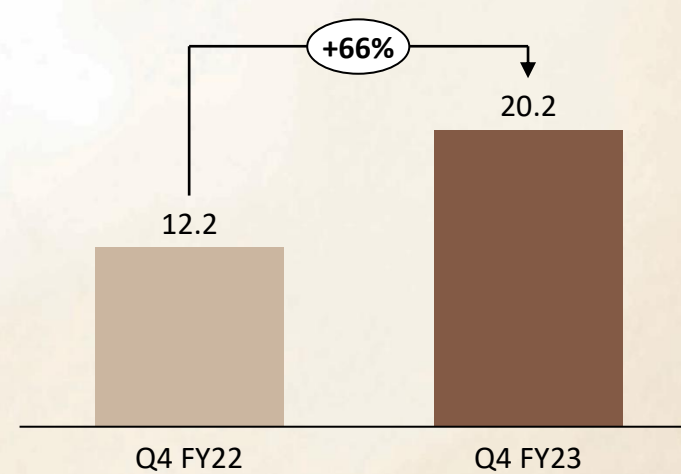
### EBITDA (Rs. Crs.)



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



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

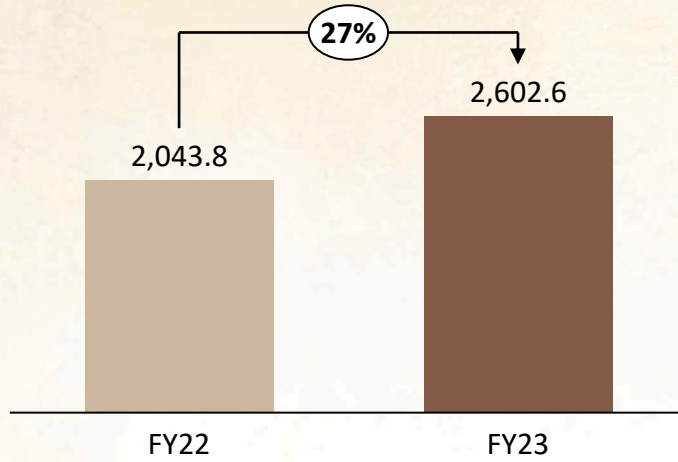


# Includes Other Income

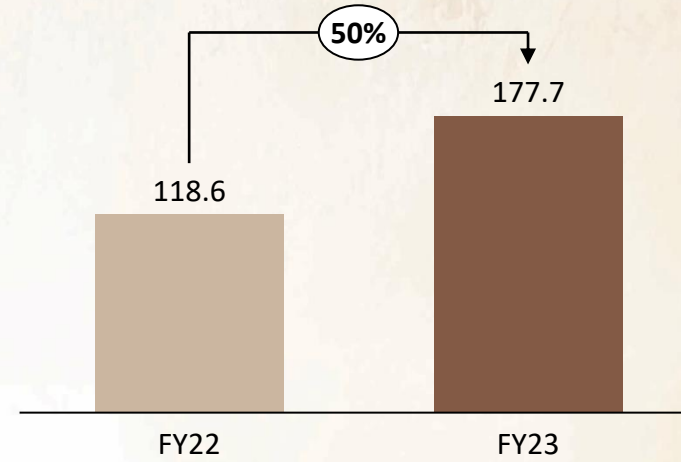


# FY23 Consolidated Result Highlights

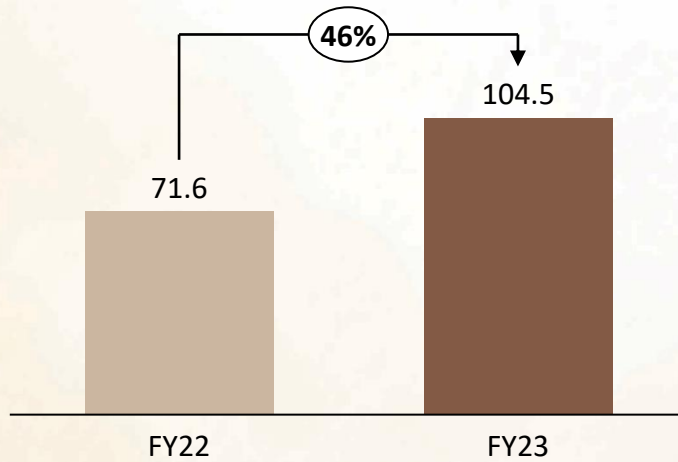
### Revenue# (Rs. Crs.)



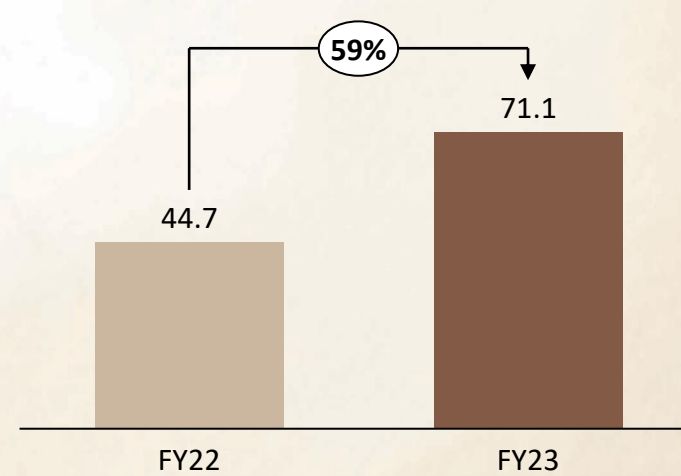
### EBITDA (Rs. Crs.)



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



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



# Includes Other Income

\*PAT includes, excess provision of tax to the tune of Rs. 1.8 Crores in FY 22 which was reversed in FY 23 after filing tax returns

# Consolidated Profit & Loss Statement – Q4 & FY23



Particulars (Rs. Crs.)	Q4 FY23	Q4 FY22	Y-o-Y	Q3 FY23	Q-o-Q	FY23	FY22
<b>Total Revenue#</b>	<b>660.7</b>	<b>582.5</b>	<b>13.4%</b>	<b>679.6</b>	<b>-2.8%</b>	<b>2,602.6</b>	<b>2,043.8</b>
Cost of Goods Sold	557.1	510.5		586.5		2,232.2	1,778.1
Manufacturing and Operating Costs	29.7	21.7		25.8		106.0	79.6
<b>Gross Profit</b>	<b>73.9</b>	<b>50.3</b>	<b>46.8%</b>	<b>67.4</b>	<b>9.6%</b>	<b>264.5</b>	<b>186.1</b>
Employee Expenses	15.9	11.0		14.3		55.6	40.8
Other Expenses	7.9	7.3		8.1		31.1	26.7
<b>EBITDA</b>	<b>50.0</b>	<b>32.0</b>	<b>56.2%</b>	<b>45.0</b>	<b>11.1%</b>	<b>177.7</b>	<b>118.6</b>
Depreciation	9.3	6.6		10.0		37.4	24.5
<b>EBIT</b>	<b>40.7</b>	<b>25.4</b>		<b>35.1</b>		<b>140.3</b>	<b>94.1</b>
Finance Cost	9.7	4.9		9.8		35.8	20.2
Share of Loss from JV	0.0	-0.8		0.0		0.0	-2.3
<b>Profit Before Tax</b>	<b>31.0</b>	<b>19.7</b>	<b>56.9%</b>	<b>25.3</b>	<b>22.3%</b>	<b>104.5</b>	<b>71.5</b>
Tax expense for current year	10.7	7.5		8.2		35.2	26.8
<b>Adj. Profit After Tax</b>	<b>20.2</b>	<b>12.2</b>	<b>66.0%</b>	<b>17.1</b>		<b>69.3</b>	<b>44.7</b>
Tax adjustments for previous year	0.0	0.0		0.0		-1.8	0.0
<b>Profit After Tax</b>	<b>20.2</b>	<b>12.2</b>	<b>66.0%</b>	<b>17.1</b>	<b>18.5%</b>	<b>71.1</b>	<b>44.7</b>
EPS^	1.79	1.09		1.51		6.31	3.96

# Includes Other Income ^ EPS numbers are restated for FY22



# Consolidated Balance Sheet as on 31<sup>st</sup> March 2023

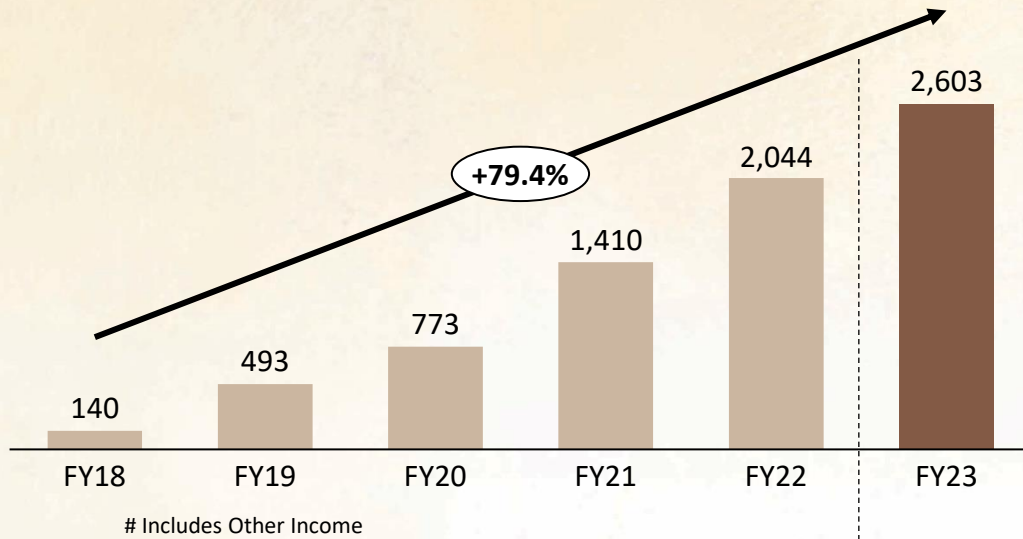
Particulars (Rs. Crs.)	31-Mar-23	31-Mar-22	Particulars (Rs. Crs.)	31-Mar-23	31-Mar-22
<b>Non-Current Assets</b>	<b>737.5</b>	<b>544.2</b>	<b>Equity</b>	<b>374.9</b>	<b>304.1</b>
Property, plant and equipment	519.7	394.6	Equity share capital	22.5	22.5
Capital work-in-progress	124.7	87.2	Other equity	352.4	281.6
Right of Use assets	31.0	32.3	<b>Non-Current Liabilities</b>	<b>455.3</b>	<b>306.4</b>
Goodwill	3.0	0.0	Financial liabilities		
Other Intangible Assets	0.0	0.1	(i) Borrowings	382.0	254.3
Financial assets			(ii) Lease liabilities	20.2	22.6
(i) Other financial assets	19.0	6.7	Employees Benefits Obligation	5.4	2.8
Deferred tax asset (net)	0.4	-	Deferred tax liabilities (net)	47.8	26.7
Non-current tax assets (net)	13.7	15.4			
Other non-current assets	25.6	7.9	<b>Current liabilities</b>	<b>504.9</b>	<b>373.9</b>
<b>Current Assets</b>	<b>597.7</b>	<b>440.2</b>	Financial liabilities		
Inventories	333.9	237.8	(i) Borrowings	109.4	71.1
Financial assets			(ii) Trade payables	335.3	271.1
(i) Trade receivables	104.5	72.2	(iii) Lease Liabilities	1.0	1.4
(ii) Cash and cash equivalents	39.9	32.6	(iv) Other financial liabilities	28.2	21.7
(iii) Bank balances	10.6	10.8	Other current liabilities	30.1	7.8
(iv) Loans	0.0	0.0	Employees Benefits Obligation	1.0	0.8
(v) Other financial assets	51.3	32.7			
Other current assets	57.5	54.2	<b>Total Equity &amp; Liabilities</b>	<b>1,335.2</b>	<b>984.4</b>
<b>Total Assets</b>	<b>1,335.2</b>	<b>984.4</b>			

# Summary Of Consolidated Cashflows

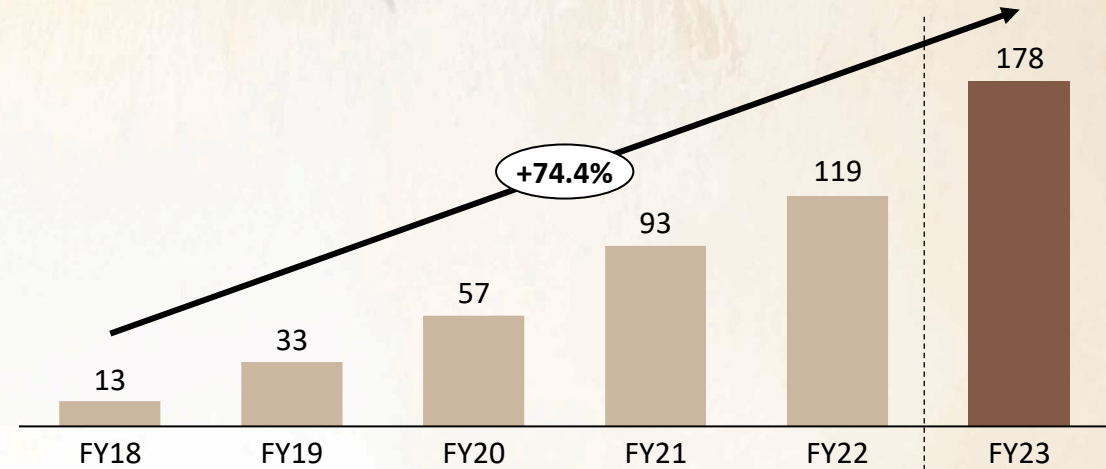
Particulars (Rs. Crs.)	31-Mar-23	31-Mar-22
Operating profit before working capital changes	176.0	118.3
Changes in working capital	-57.2	-53.1
Cash generated from/(used in) operations	<b>118.8</b>	<b>65.1</b>
Direct taxes paid (net of refund)	19.7	28.7
<b>Net Cash from Operating Activities (A)</b>	<b>99.1</b>	<b>36.4</b>
<b>Net Cash from Investing Activities (B)</b>	<b>-246.5</b>	<b>-140.7</b>
<b>Net Cash from Financing Activities (C)</b>	<b>127.9</b>	<b>90.6</b>
Net Change in cash and cash equivalents	-19.5	-13.7
<b>Cash and Cash equivalents at the end of the period</b>	<b>39.9</b>	<b>32.5</b>



### Revenue#

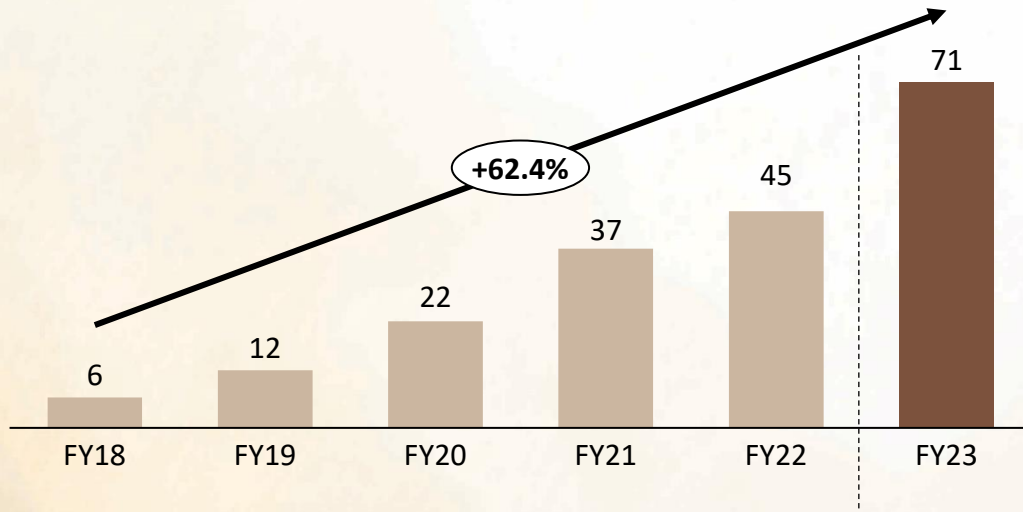


### EBITDA

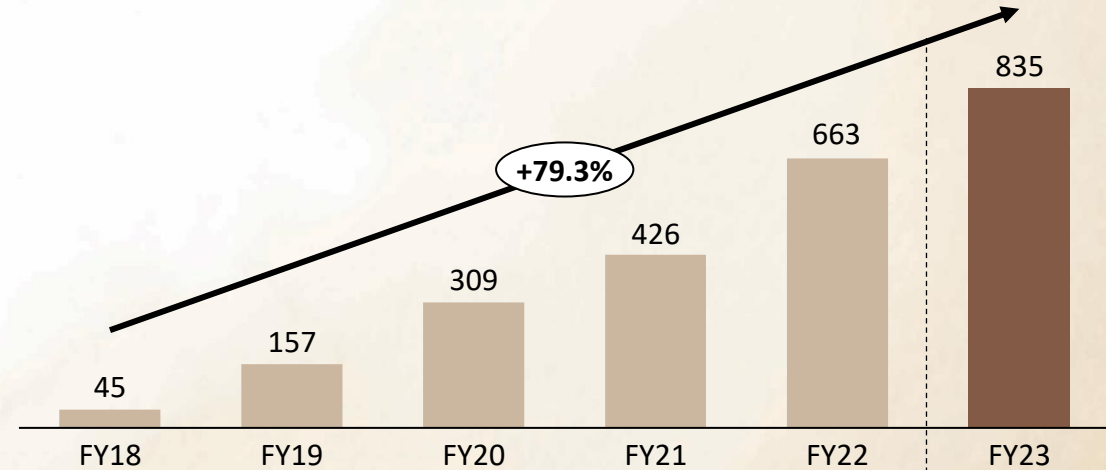


Rs in Cr

### PAT



### Gross Block^



^includes wholly owned subsidiary, intangibles and CWIP

\*\*

## 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 partial production has commenced in May 23

## Baddi Acquisition (Rs. 156 Cr)

- Baddi acquisition is progressing well, and we have applied for the various statutory permissions. We are confident that we should be able to consummate the deal by Q2 of this financial year

## Guwahati (Rs 25cr)

- Greenfield expansion to set up a juice 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



# THANK YOU

Company:



**Hindustan Foods Limited**

CIN: L15139MH1984PLC316003

Vimal Solanki

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Investor Relations Advisors:



**Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285

Rahul Agarwal / Brinkle Shah Jariwala

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