



Hindustan Foods Limited

A Vanity Case Group Company

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. +91-22-61801700 / 01 CIN: L15139MH1984PLC316003

Company Scrip Code: 519126

Date: 20th May, 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 May 2022

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015 please find attached herewith the "Investor Presentation May 2022" for Q4 & Financial Year ended 31st March, 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
May 2022

**IN TIME'S SHADOW
LIES OPPORTUNITY**



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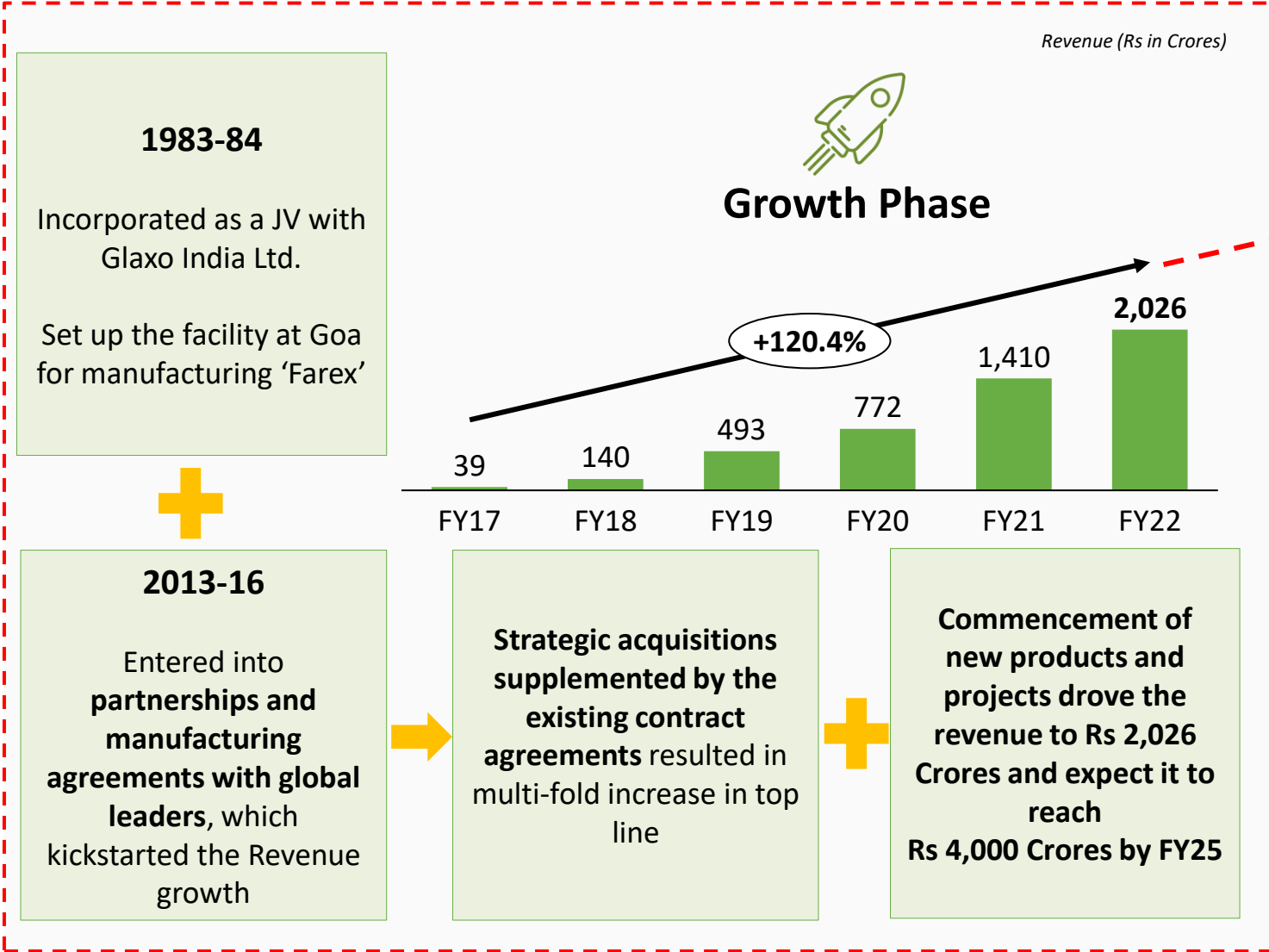
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Our Journey of Rs. 2,000 crores : Onwards and Upwards

**Guidance Of
Rs. 2,000 crores
Revenue for FY22**


**Achieved
Rs. 2,026 crores
Revenue in FY22**



2x Growth

4,000

FY25E



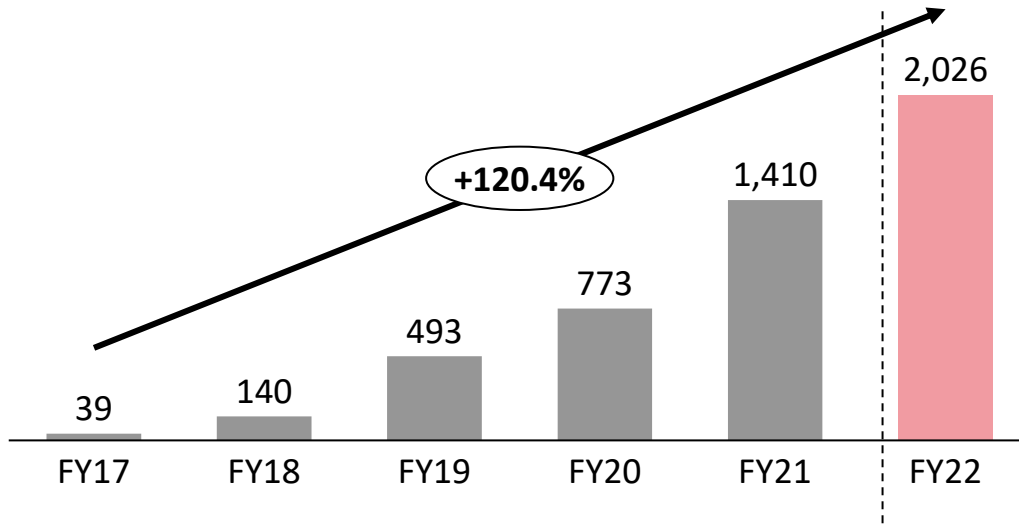
Momentum continues

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

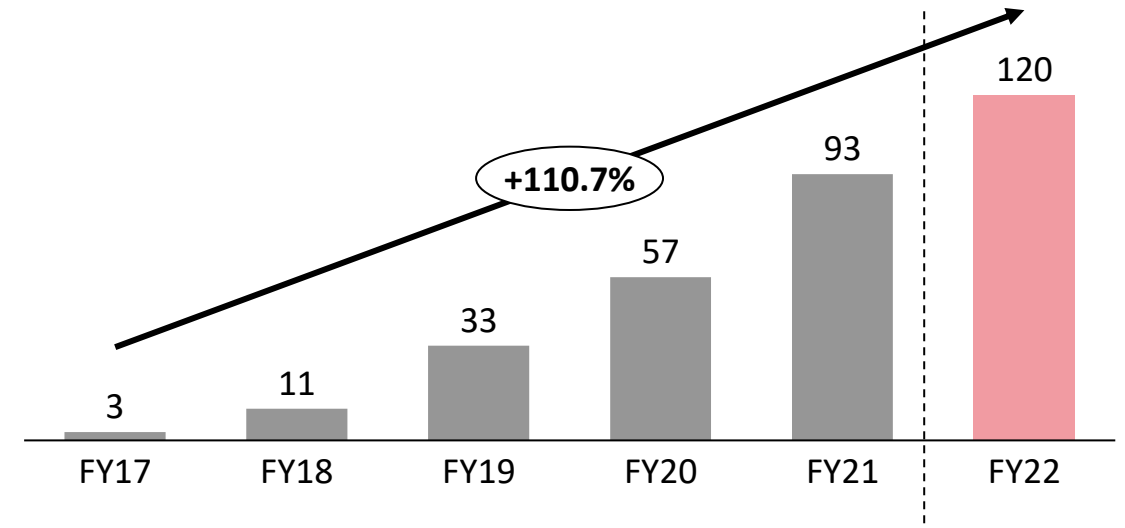
Strong Financial Performance

Rs in Cr

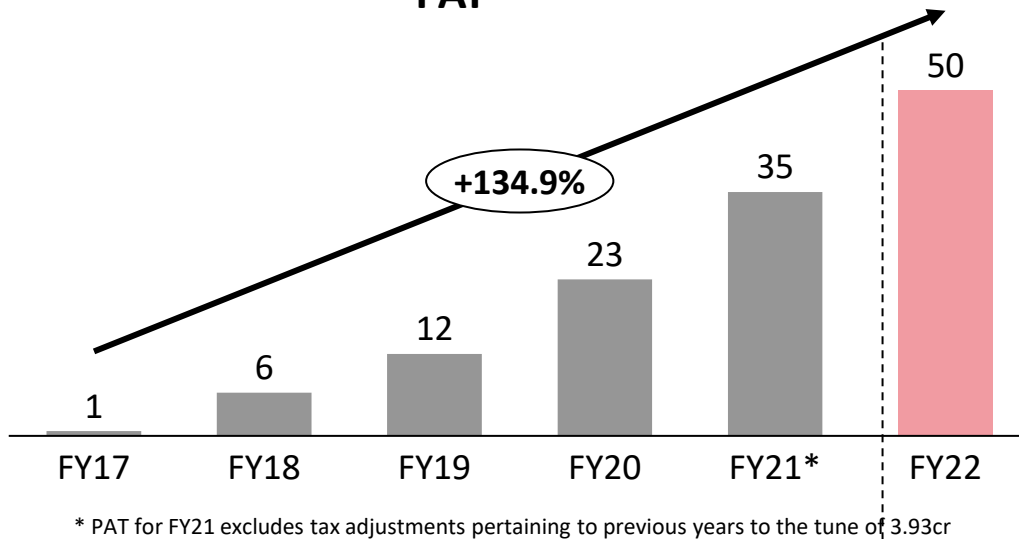
Revenue#



EBITDA

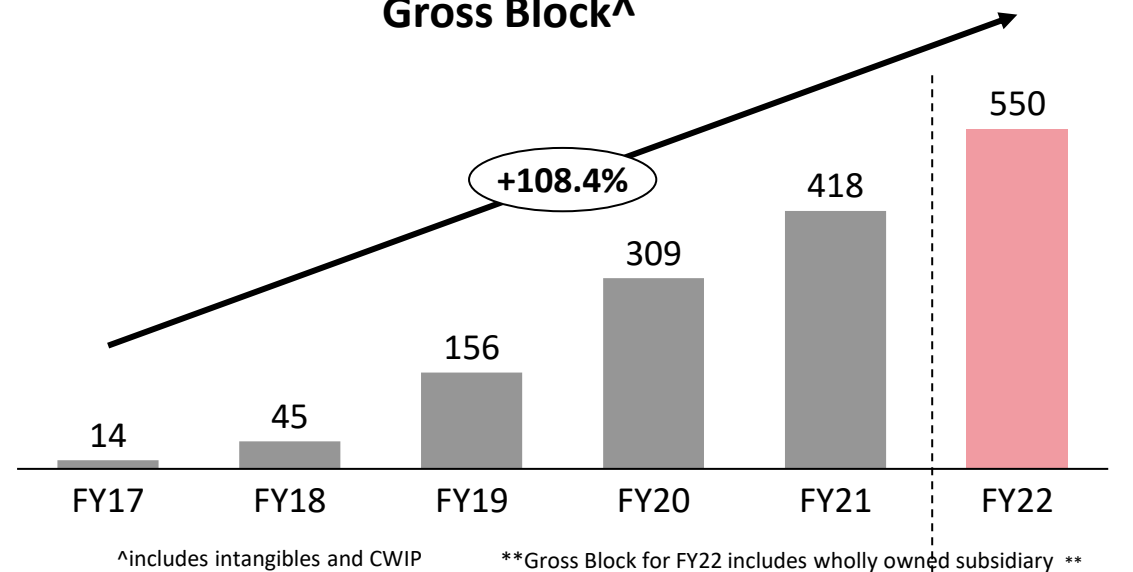


PAT



* PAT for FY21 excludes tax adjustments pertaining to previous years to the tune of 3.93cr

Gross Block^



^includes intangibles and CWIP

**Gross Block for FY22 includes wholly owned subsidiary **

Key Developments

The wholly owned subsidiary, HFL Consumer Products has successfully set up the Ice Cream plant in Uttar Pradesh and commenced trial production during the quarter. The first dispatch was done in April '22 and the production 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

The merger of the Beverage plant at Mysuru is completed and expansion at Mysuru has been commercialized. The Mysuru unit has achieved its highest ever turnover in Q4'22. In addition to its existing customer, Hector Beverages (Paper Boat), the company now manufactures for Tata Consumer Products Limited. The company expects to do a turnover of around INR 75 crores from this site and the Board has further approved the augmentation of the beverage capacity in Mysuru by a further investment of Rs. 35 crores

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

AeroCare Personal Products acquisition has been completely integrated and the plant has achieved its highest ever turnover in the month of March' 22. The company expects to do around Rs. 100 crores turnover from this facility in FY23

Reckitt Benckiser Scholl India Limited acquisition is expected to be completed by Q1FY23. The company expects to do around Rs. 100 crores of turnover from this facility in FY23

The new Sports shoes plant in Tamil Nadu has started commercial production and the shoe-making facility in Vasai [Mumbai] has also started producing injection moulded sandals and flip-flops

The Hyderabad Bars & Soaps project that had been delayed is now commencing in June '22 and expected to be completed by Q3FY23

The Board has approved split of the Equity shares of the company from a face value of Rs. 10/- to a face value of Rs. 2/-

The Company has achieved its FY22 Revenue Target of Rs. 2,000 crores



Overview

- HFL has signed a Share Purchase Agreement with Reckitt Benckiser India Pvt Ltd. to acquire the entire issued Share Capital of Reckitt Benckiser Scholl India Private Limited (RBSIPL)
- RBSIPL was incorporated in 1994 and is an EOU (Export Oriented Unit) business which inter alia manufactures and supplies foot care products to more than 15 countries in Europe, Australia and Far East. The acquired factory would continue to act as a third-party manufacturer for Reckitt/Scholl and its global affiliates.



Rationale

- The acquisition of RBSIPL marks HFL's entry into fast growing OTC Healthcare and Wellness segment as a contract manufacturer.
- As an EOU, the facility adheres to GMP norms and is approved by The Medicines and Healthcare products Regulatory Agency ("MHRA"), UK.
- HFL is expected to leverage the potential by expanding site utilization and capacities and thus increase the share of business for foot care products worldwide from this site



Consideration

- The aggregate cost of acquisition of shares is around Rs 75 Crores and subject certain completion adjustments in accordance with the terms and conditions set out in the SPA.



RBSIPL Financials

Revenue	FY21	FY20	FY19
in Rs Crs	85.9	75.7	59.5



Overview



- HFL has acquired AeroCare Personal Products LLP in January 2022
- The facility is situated at Silvassa and engaged in manufacturing of Color Cosmetics like lipsticks, eye make-up, pressed powders and lip gloss; And also Oral Care, After Shave lotions and Eau de Toilette.
- The facility was set up in February 2021 and spread over 100,000 sqf with manufacturing capacity of 3500 TPA

Rationale



- AeroCare is a dedicated manufacturer of Color Cosmetics for a leading brand in the country
- With this acquisition, HFL marks its entry into color cosmetics
- With the focus on ramping up the facility to its full potential in the next couple of months, HFL is expected to increase the business in this segment from this facility
- The company expects to do around Rs. 100 crore turnover from this facility in the FY22-23

Consideration



- The aggregate cost of acquisition of is around Rs 30 Crores for 100% stake in AeroCare Personal Products LLP



Commenting on the Results, Mr. Sameer R. Kothari, Managing Director said, *“I am quite pleased with the performance of our business model that has been tested in this quarter, hit by high inflation and slowing demand. I am happy that in spite of the headwinds, we have achieved our revenue target of INR 2,000 crores having grown by more than 70% CAGR over the last 5 years.*

Looking at the future, our Ice Cream project at Uttar Pradesh has commenced commercial production. Commencement of this facility and the successful integration of the Beverages business opens doors to the multibillion-dollar+ F&B market in addition to our existing categories of Home Care, Personal Care, Healthcare & Wellness.

The Ice Cream project is also a testament to our ability to diversify across product categories and bring the same emphasis on execution across geographies. Along with Ice Cream, our recent addition to the product portfolio from the entire Color Cosmetics line to Oral Care to Foot Care vindicates our ambition to be the most diversified FMCG contract manufacturer in the country.

We are confident that our customers will look at our track record of executing greenfield projects flawlessly and integrating the acquisitions seamlessly and continue to propel us towards our next goal of achieving the target of INR 4,000 crores of turnover by FY25.”



Commenting on the Results, Mr. Mayank Samdani, Group CFO said, *“Overall operational performance for the fourth quarter and full year ended FY22 has been in-line with company’s expectations and guidance.*

Our turnover and profitability for the financial year have increased by 44% YoY and 27% YoY respectively and are representative of the ramping up of all our facilities.

This company’s continued investment in capex financed from internal accruals and debt have led to a significant gross block of Rs. 550 crores (on a consolidated basis, including Capital WiP) leading to scalable performance prompting a rating upgrade from India Ratings.”

Considering the size and ambitions of the company, the Board has considered split of the Equity shares of the company from a face value of Rs. 10/- to a face value of Rs. 2/-



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 1,200 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



Uttar Pradesh | Ice Cream Plant

Key Parameters

Rs. **550** crore

GROSS BLOCK**
as on 31st March 2022

Rs. **2,026** crore
44% growth YoY

TOTAL REVENUES
For FY22



Rs. **50** crore
41% growth* YoY

PROFIT AFTER TAX
For FY22



Rs. **308** crore

NETWORTH
as on 31st March 2022



Rs. **77** crore
41% growth YoY

PROFIT BEFORE TAX
for FY22



0.87

Debt to Equity Ratio
as on 31st March 2022

Rs. **120** crore
30% growth YoY

EBITDA
For FY22



Rs. **22.21**
27% growth YoY

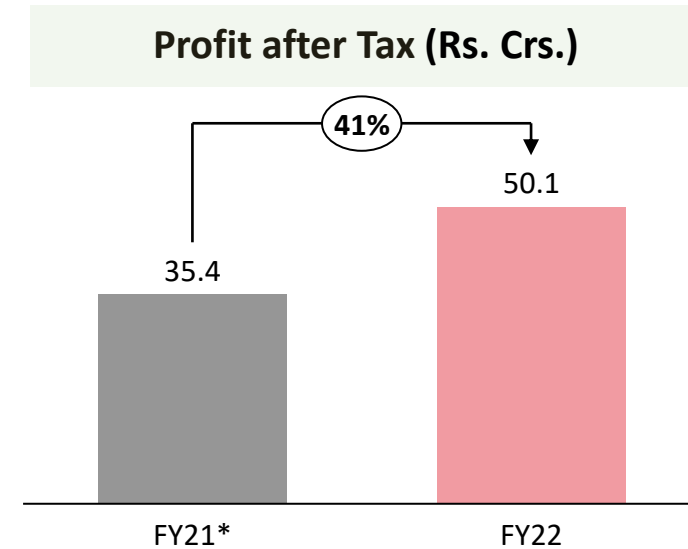
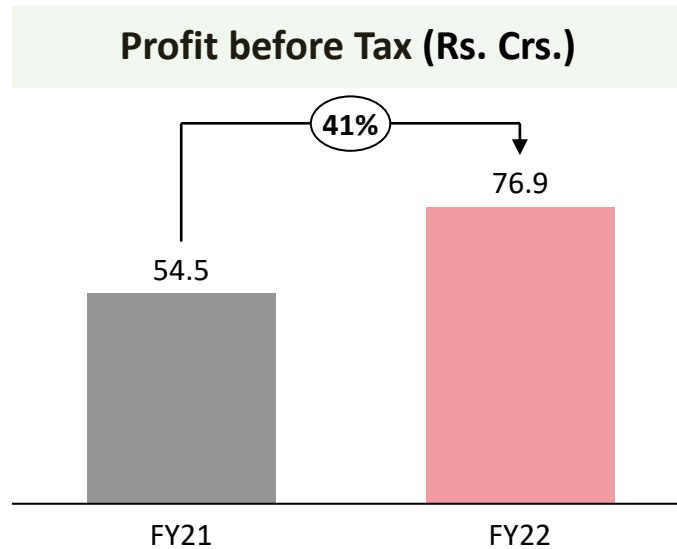
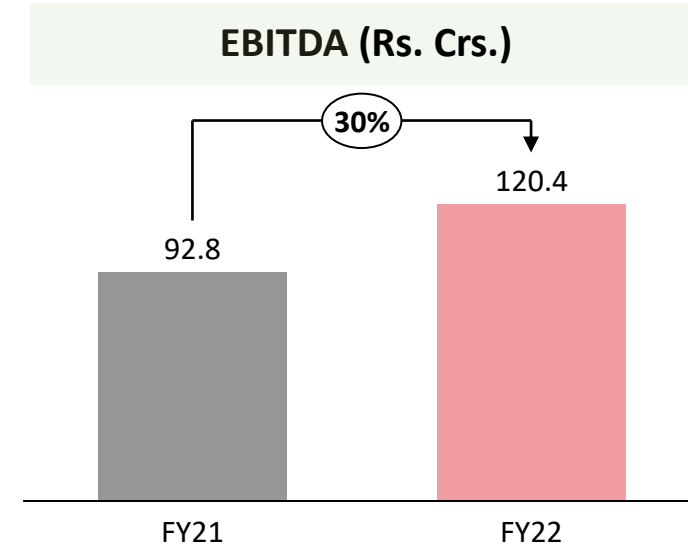
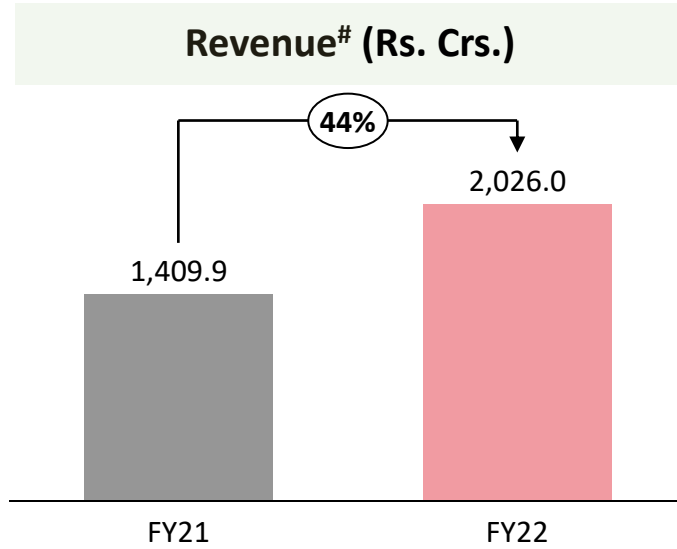
EARNINGS PER SHARE
for FY22



* PAT for FY21 excludes tax adjustments pertaining to previous years to the tune of 3.93cr

**Gross Block for FY22 includes wholly owned subsidiary

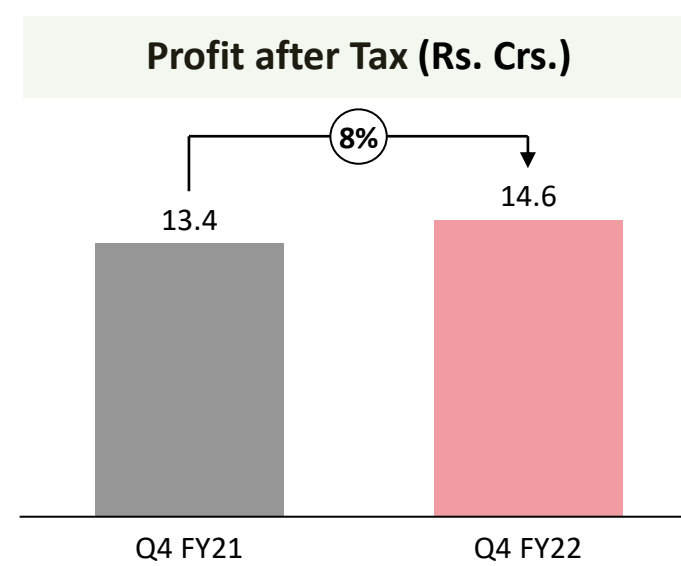
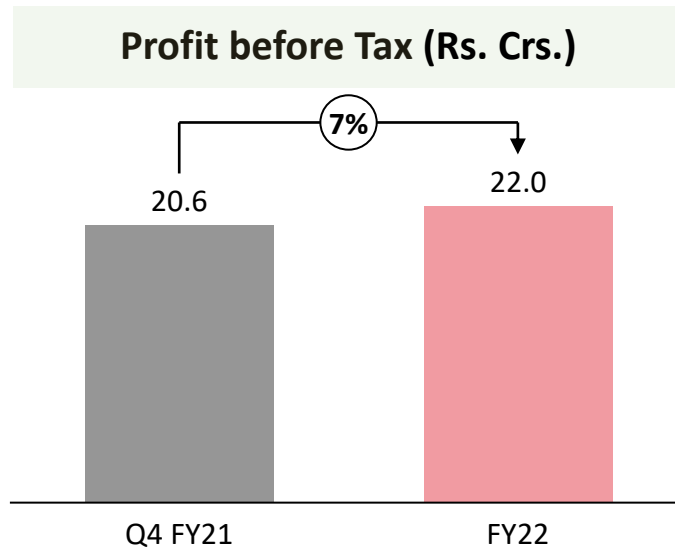
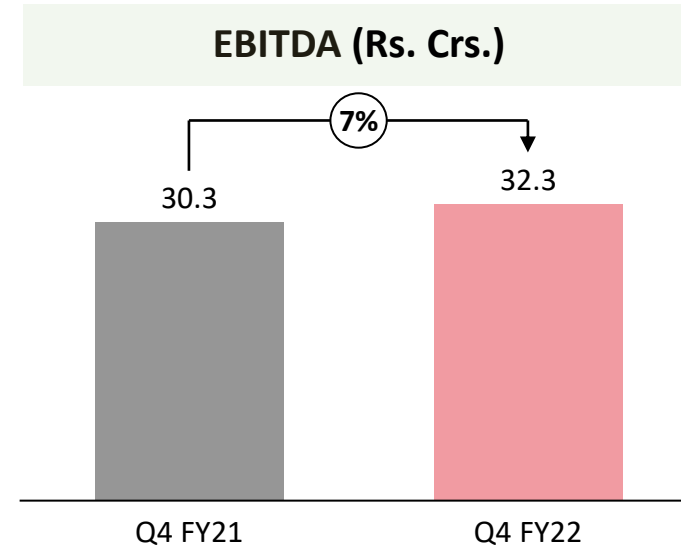
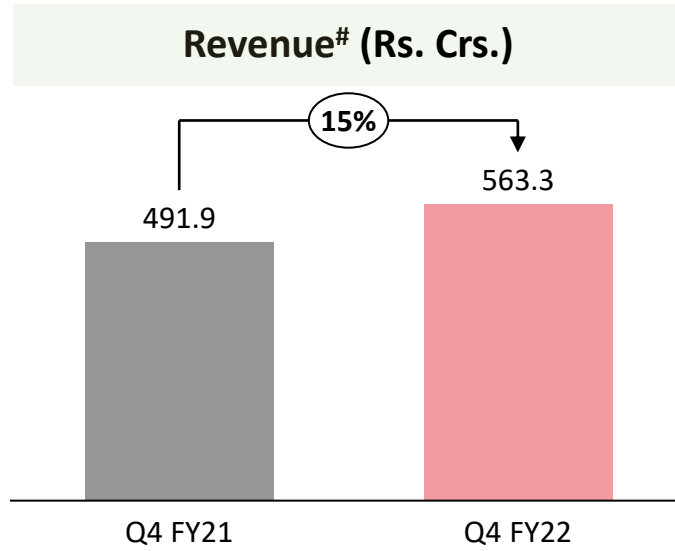
FY22 Standalone Result Highlights



Includes Other Income

* PAT for FY21 excludes tax adjustments pertaining to previous years to the tune of Rs. 3.93 Crs

Q4 FY22 Standalone Result Highlights



Includes Other Income

Note: Previous Year/Quarter numbers are restated

Standalone Profit & Loss Statement – Q4 & FY22



Particulars (Rs. Crs.)	Q4 FY22	Q4 FY21	Y-o-Y	Q3 FY22	Q-o-Q	FY22	FY21	Y-o-Y
Total Revenue#	563.3	491.9	15%	528.5	7%	2026.0	1409.9	44%
Cost of Goods Sold	493.6	423.9		460.5		1761.2	1190.6	
Manufacturing and Operating Costs	20.9	18.7		20.6		78.8	66.4	
Gross Profit	48.8	49.2	-1%	47.5	3%	186.1	152.8	22%
Employee Expenses	9.6	10.1		10.0		39.4	34.7	
Other Expenses	6.9	8.8		6.6		26.2	25.3	
EBITDA	32.3	30.3	7%	30.8	5%	120.4	92.8	30%
Depreciation	5.9	5.0		6.1		23.8	19.4	
EBIT	26.5	25.3	5%	24.7	7%	96.7	73.4	32%
Finance Cost	4.4	4.7		5.3		19.8	18.9	
Profit Before Tax	22.0	20.6	7%	19.4	14%	76.9	54.5	41%
Tax expense for current year	7.5	7.2		6.8		26.8	19.1	
Adj. Profit After Tax	14.6	13.4	8%	12.5	16%	50.1	35.4*	41%
Tax adjustments for previous year	-	-		-		-	(3.9)	
Profit After Tax	14.6	13.4	8%	12.5	19%	50.1	39.3	27%
EPS	6.46	5.96		5.56		22.21	17.44	

Includes Other Income

* PAT for FY21 excludes tax adjustments pertaining to previous years

Note: Previous Year/Quarter numbers are restated

Standalone Balance Sheet

Particulars (Rs. Crs.)	31-Mar-22	31-Mar-21
Non-Current Assets	438.2	378.0
Property, plant and equipment	383.8	300.4
Capital work-in-progress	8.8	52.8
Right of Use assets	10.6	6.9
Other Intangible Assets	1.6	0.5
Financial assets		
(i) Investments	6.9	0.0
(ii) Other financial assets	4.6	3.7
Non-current tax assets (net)	17.3	11.2
Other non-current assets	4.5	2.5
Current Assets	449.5	362.6
Inventories	217.4	169.1
Financial assets		
(i) Investments	-	3.2
(ii) Trade receivables	71.4	49.9
(iii) Cash and cash equivalents	27.2	44.5
(iv) Bank balances	10.8	14.1
(v) Loans	32.2	18.3
(vi) Other financial assets	51.9	16.8
Other current assets	38.5	46.8
Total Assets	887.6	740.6

Particulars (Rs. Crs.)	31-Mar-22	31-Mar-21
Equity	308.0	257.3
Equity share capital	22.5	21.2
Other equity	285.5	236.1
Non-Current Liabilities	232.1	211.7
Financial liabilities		
(i) Borrowings	197.4	185.1
(ii) Lease liabilities	4.8	1.4
Employees Benefits Obligation	2.8	2.3
Deferred tax liabilities (net)	27.0	22.0
Other non-current liabilities	0.0	0.8
Current liabilities	347.5	271.6
Financial liabilities		
(i) Borrowings	71.3	31.1
(ii) Trade payables	250.5	215.1
(iii) Lease Liabilities	0.8	0.9
(iv) Other financial liabilities	14.7	20.1
Other current liabilities	7.5	1.9
Employees Benefits Obligation	0.8	0.6
Current tax liabilities (net)	1.9	1.9
Total Equity & Liabilities	887.6	740.6

Note: Previous Year numbers are restated

Summary of Standalone Cashflows

Particulars (Rs. Crs.)	31-Mar-22	31-Mar-21
Operating profit before working capital changes	118.3	91.9
Changes in working capital	(55.1)	(1.5)
Cash generated from operations	63.2	90.4
Direct taxes paid (net of refund)	(28.7)	(17.6)
Net Cash from Operating Activities (A)	34.6	72.8
Net Cash from Investing Activities (B)	(84.4)	(94.6)
Net Cash from Financing Activities (C)	32.0	33.6
Net Change in cash and cash equivalents	(17.8)	11.8
Cash and Cash equivalents at the end of the period	27.2	44.5

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 on-going softness in the FMCG demand has led to a slowdown in the Hyderabad project and it has been delayed
- It is now expected to be completed by Q3FY23

New Capex: Healthcare & Wellness Rs. 100 Crores

- As a part of Rs 100 crores capex approval from Board for “Healthcare & Wellness” division, HFL has acquired 100% stake in Reckitt Benckiser Scholl India for about Rs 75 crores
- The acquisition is expected to be completed by Q1FY23

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 company has invested in AeroCare Personal Products LLP. Aerocare 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

New Capex: Footwear Rs. 10 Crores

- The 10 crores capex in the footwear division has been commercialized
- 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.
- Board has further approved the augmentation of the beverage capacity in Mysuru by a further investment of Rs. 35 crores
- The merger of the malt Beverages plant at Coimbatore was also completed and the Board has sanctioned an additional investment of ~Rs. 10 crores at the Coimbatore site.



Goa | Baby Food, Extruded Cereals & Snacks

The Brawn Behind Your Brands

Pioneers in FMCG Contract Manufacturing

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

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

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

17

PLANTS

30+

YEARS OF EXPERIENCE

3Mn+

LIVES TOUCHED DAILY

1200+

TEAM MEMBERS

8
Sites

30+
Years of
Experience

State-of-the-art
R&D Lab

Exclusive
Private Label
Division

Wide-ranging
Concept to Market Solutions

Pioneers in
F&B and Home Care Categories

New Products & Packaging
development experts

Caters to
Domestic and Export Markets

Private Labels
For Retail Chains & E-Commerce Brands

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

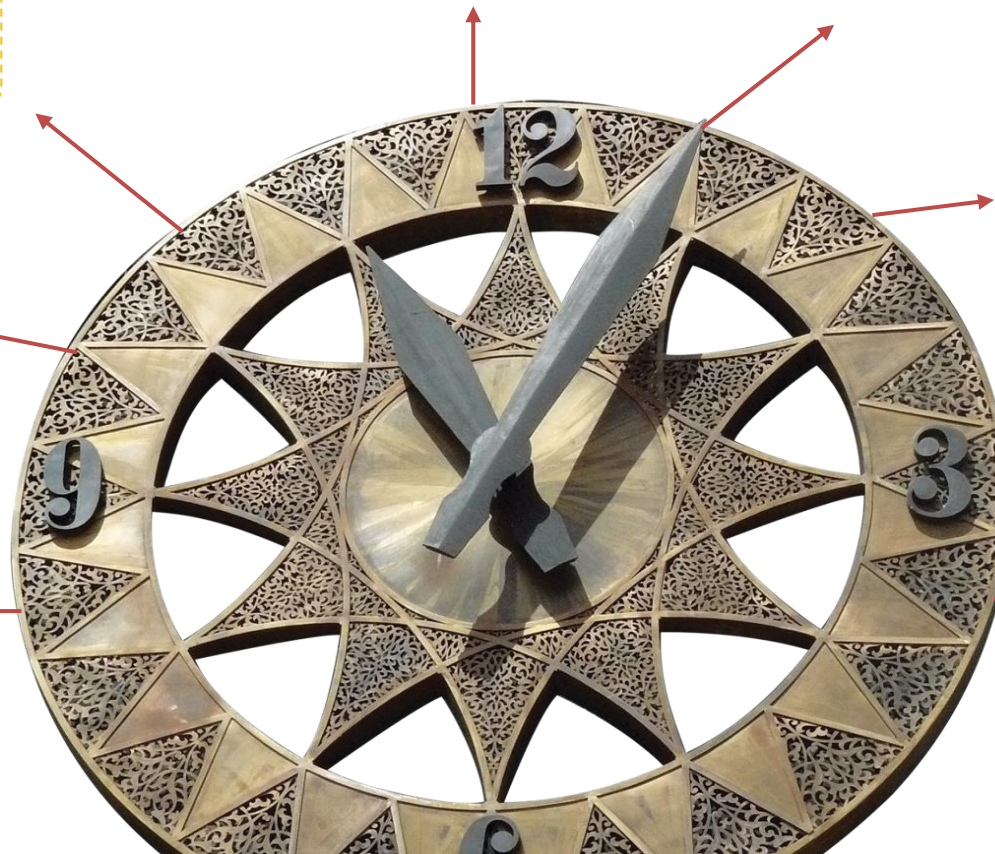
- Acquired Ponds Exports Ltd, shoe manufacturing units from Hindustan Unilever Ltd. and started manufacturing for legacy clients like TBS, Gabor, Jomos & Richter. Soon after, added Steve Madden, US Polo, Hush Puppies and Arrow to the portfolio

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

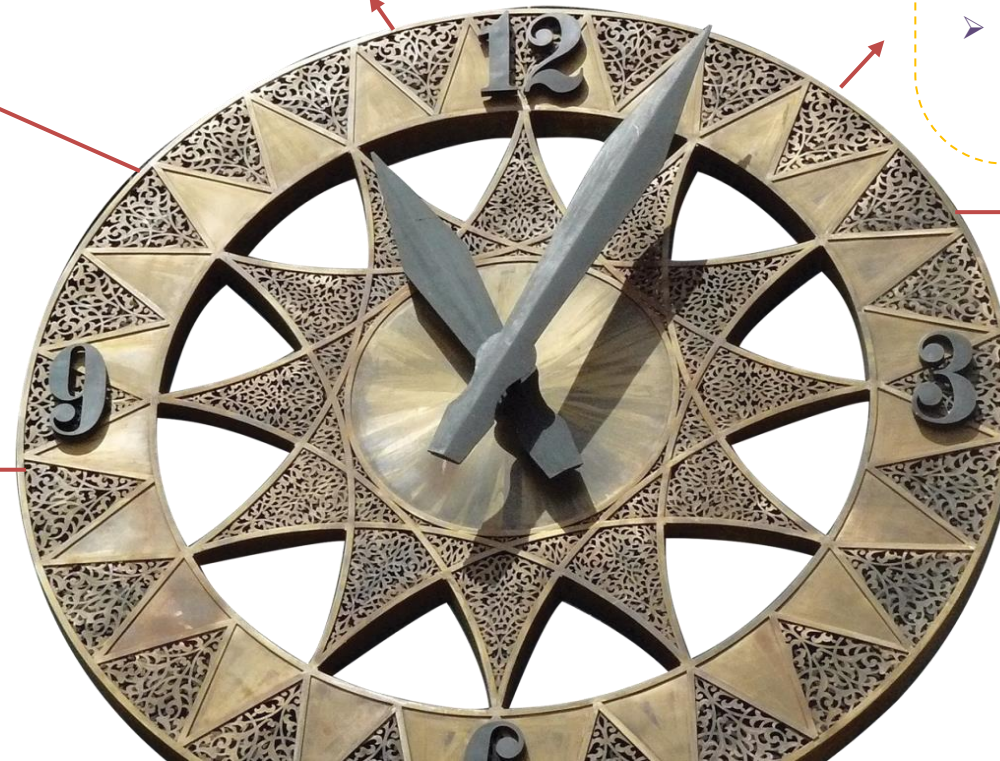
- Started production of Floor & Surface Cleaner at Silvassa plant in May'22
- Project work started for manufacturing Bath Soaps and Detergent Bars in Hyderabad
- Project work started at Tamil Nadu for manufacturing Sports & knitted shoes
- Acquired Colour Cosmetics plant in Jan 22, and its turnover will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



Most Diversified Contract Manufacturing Company in the Country



Food & 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



Home Care

Fabric Care

- Liquid Detergent
- Powder Detergent
- Fabric Conditioner

Home Care

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



Beauty & Make-up

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



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



Health & Wellness

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



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



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



Hindustan Unilever Limited



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"> ✓ Manufactures Pest Control products such as coils, aerosols and vaporizers ✓ Aggregate Capacity: Coils: 1,200 Mn PA; Vaporizers: 43.2 Mn PA; ✓ Aerosols: 7.2 Mn PA
Coimbatore	2	<ul style="list-style-type: none"> ✓ Processes, blends and packs Malt Beverages, Tea and Coffee ✓ Tea Production Capacity: 700 tons a week ✓ Coffee Production Capacity: 30 tons a week
Silvassa	3	<ul style="list-style-type: none"> ✓ Silvassa I&II: Manufactures 20,000 Kl of Toilet Cleaning & Floor Cleaning liquids ✓ Silvassa III: Manufactures Colour Cosmetics, Oral Care, After Shave Lotions, Eau de Parfum. Capacity 3500 TPA
Hyderabad	2	<ul style="list-style-type: none"> ✓ Hyderabad I: Manufactures Detergent Powders. Capacity : 70,000 TPA ✓ Hyderabad II: Manufactures Liquid Detergents, Fabric Conditioners & Softeners, Liquid Soaps and Shampoos. Capacity: 60,000 KLPA
Chennai	1	<ul style="list-style-type: none"> ✓ Manufactures over 100skus of Foot Care products ✓ Capacity of 0.6 million Cu per month

State Of The Art Manufacturing Facilities



Location	No. of Units	Details
Puducherry	3	<ul style="list-style-type: none"> ✓ Manufactures Leather Footwear and accessories ✓ Full Shoes Production Capacity : 0.5 Mn pairs ✓ Shoes Uppers Production Capacity : 0.7 Mn pairs
Mumbai	1	<ul style="list-style-type: none"> ✓ Manufactures Leather & Injection moulded Footwear ✓ Shoes & Sandals Capacity : 0.37 Mn pairs p.a.
Goa	1	<ul style="list-style-type: none"> ✓ Manufactures extruded food products such as breakfast cereals, porridges and snacks ✓ Extrusion Capacity : 6,000 Tons PA ✓ Dry-Mix Blending Capacity : 1,000 Tons PA
Mysuru	1	<ul style="list-style-type: none"> ✓ Manufactures Carbonated Soft Drinks, Juices, Energy Drinks, Active Water and Fruit Drinks ✓ Capacity: 5.84 Mn Cases PA
Lucknow	1	<ul style="list-style-type: none"> ✓ Manufactures Ice Creams & Desserts – Sticks, Cones, Cups, Candies, Choco-bars ✓ Production from the unit is expected to be ramped up to 15,000 litons of ice cream by the end of FY23
Tindivanam [TN]	1	<ul style="list-style-type: none"> ✓ Makes Sports & knitted shoes ✓ Capacity : 2000 pairs/day



HFL Coimbatore | *Tea & Coffee*



Phase I (The 1980's)

- Small Scale Industry (SSI) Reservations
- Tax Exemptions for SSI



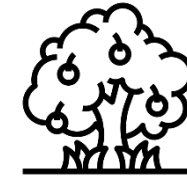
Phase II (The 2000's)

- 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 4th Largest Sector in India

Personal Care

~50%



Home / Health Care*



~31%

Food & Beverages

~19%



Outsourced Manufacturing Opportunity

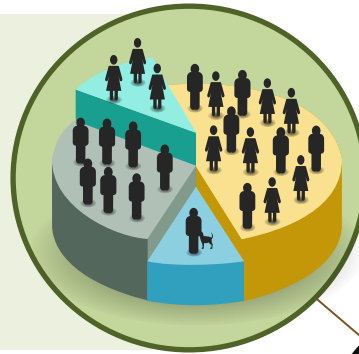
Rs. 50,000 Crores - Rs. 1,00,000 Crores

Company Estimates

- ✓ 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 in the contract manufacturing sector

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



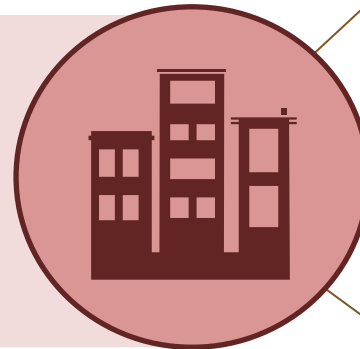
Rising Nuclear Families

- According to the reports, India is moving towards nuclear family culture; 3/4th of India's households are expected to be nuclear in the next 4-5 years



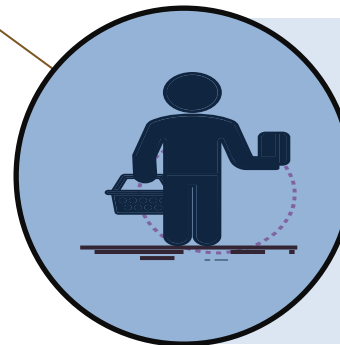
Urbanisation

- 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



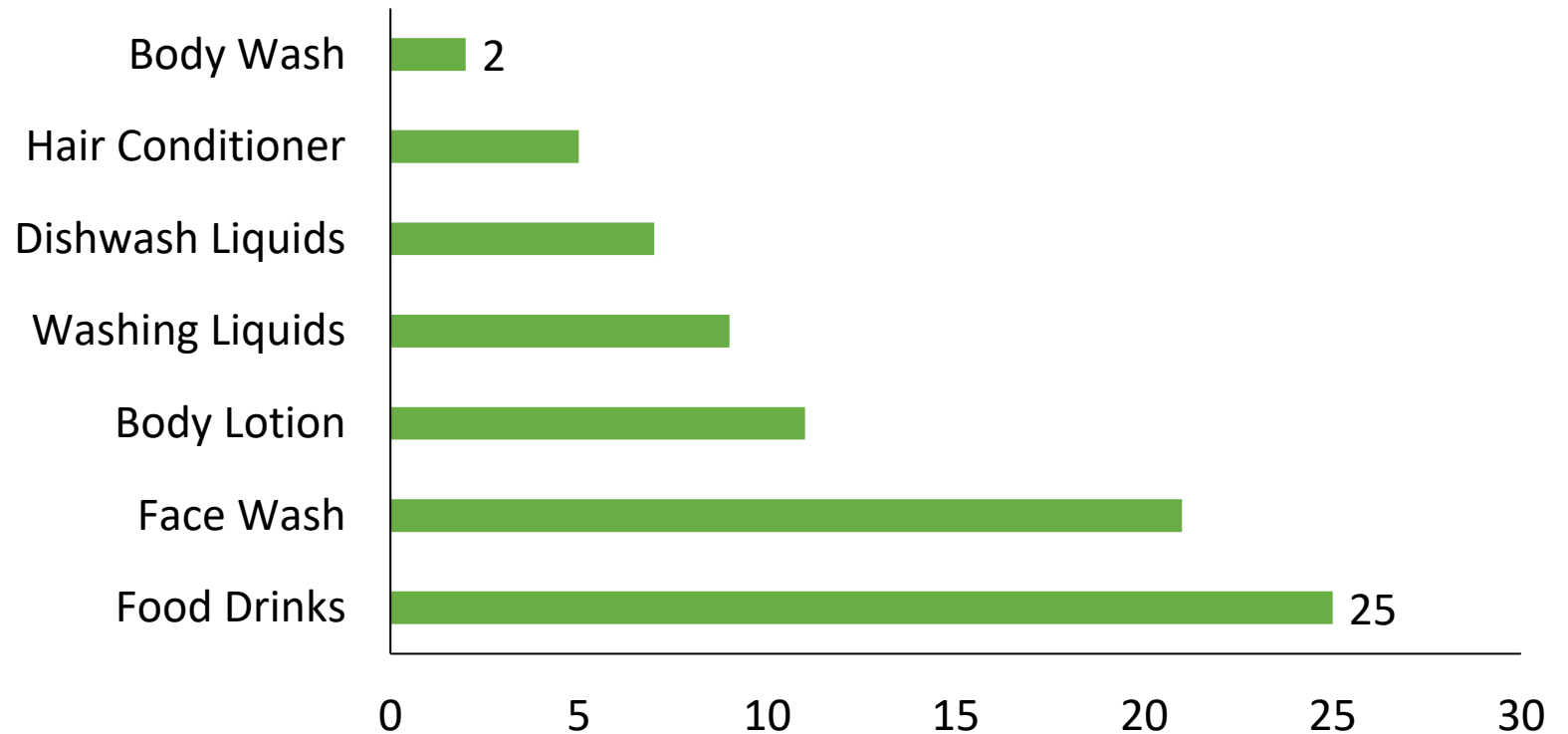
India seeing huge headroom for FMCG growth

- 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

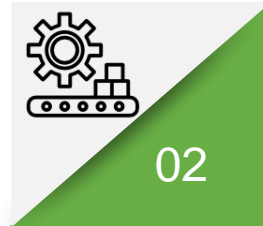
FMCG Per Capita Consumption

India	X
Indonesia	2X
China	3X
Philippines	6X
Thailand	10X

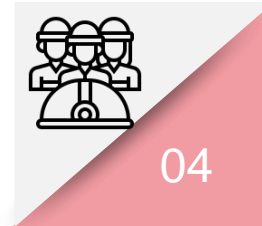
Penetration of few FMCG Categories in India (%)



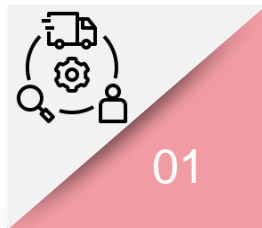
Setting up Manufacturing plant is capital intensive



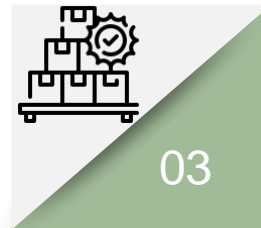
Skilled Labour Management



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

HFL is best placed to capitalize on the Growth Story



Largest Organized Player

One of the largest Organized Player with 3+ decades of experience



Management Expertise

Management Expertise with over three decades of experience in Contract Manufacturing



Redefined Business Model

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



Long Term Relationships

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



One Stop Solution

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



Manufacturing Facilities

HFL has state-of-the-art manufacturing plants at various geographical locations to manufacture different products



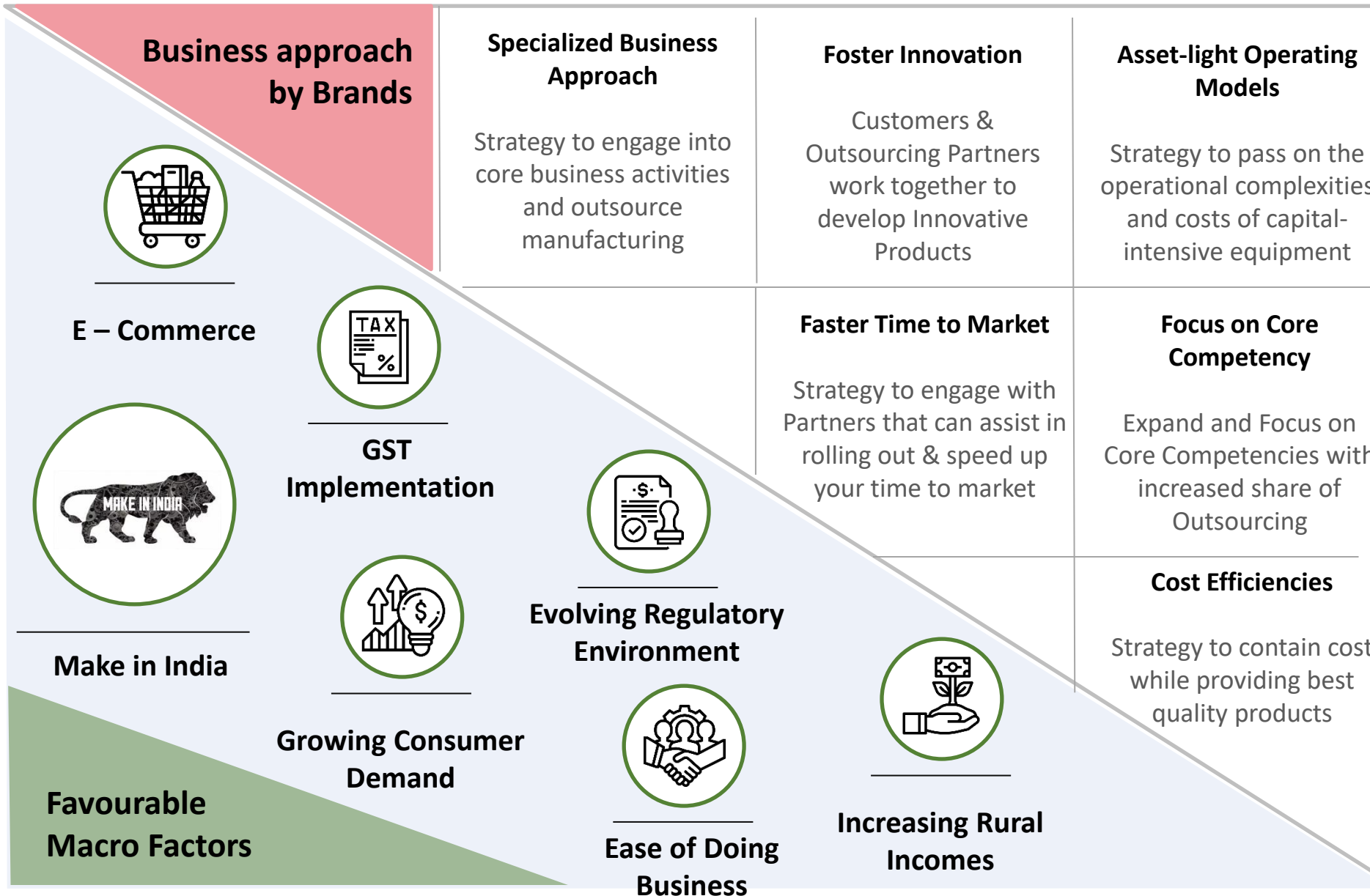
Ability to create Formulations

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



Self Reliance & Localization

The emphasis of self-reliance and localization of sourcing should further help in generating new opportunities



Outsourcing services is no longer a question of

Should we, or Shouldn't We?

but more a question of

How much should we outsource to improve performance, and with whom?



- *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 for underprivileged women and girls.



Our Charities



THANK YOU



Hindustan Foods Limited

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