Vidhi Specialty Food Ingredients Limited.

Office: E/27/28/29, Commerce Centre, 78, Tardeo Road, Mumbai – 400034, India. Tel : + 91 22 6140 6666 Fax : +91 22 2352 1980 Factory : 59/B & 68, M.I.D.C. Dhatav, Roha Dist : Raigad, Maharashtra – 402116,India. E-mail : mitesh.manek@vidhifoodcolour.com Web : www.vidhifoodcolour.com CIN : L24110MH1994PLC076156

Date: May 13, 2022

Τo,

The Manager,	The Manager,
Department of Corporate Services (DCS-Listing)	Listing Compliance
BSE Limited	National Stock Exchange of India Ltd.
Phiroze Jeejeebhoy Towers, Dalal Street,	Exchange Plaza, C-1, Block G, Bandra Kurla
Mumbai- 400001	Complex, Bandra (E), Mumbai – 400 051
Scrip Code: 531717	Symbol: VIDHIING

Dear Sir(s),

Ref.: Company Code: BSE - 531717, NSE Symbol: VIDHIING Sub: <u>Investor Presentation on the Audited Financial Results for the quarter and financial year ended</u> <u>March 31, 2022</u>

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, our Company has announced its Audited Financial Results (Standalone and Consolidated) for the quarter and financial year ended March 31, 2022, on May 12, 2022.

Enclosed herewith is the Investor Presentation on the Audited Financial Results for the quarter and financial year ended March 31, 2022.

Kindly take the same on your record and display on your website.

Thanking you,

For Vidhi Specialty Food Ingredients Limited,

Mitesh D. Manek CFO Place: Mumbai

Encl.: As above.





Vidhi Specialty Food Ingredients Limited

COLOURS You Can Trust For Your Food



Investor Presentation – May 2022













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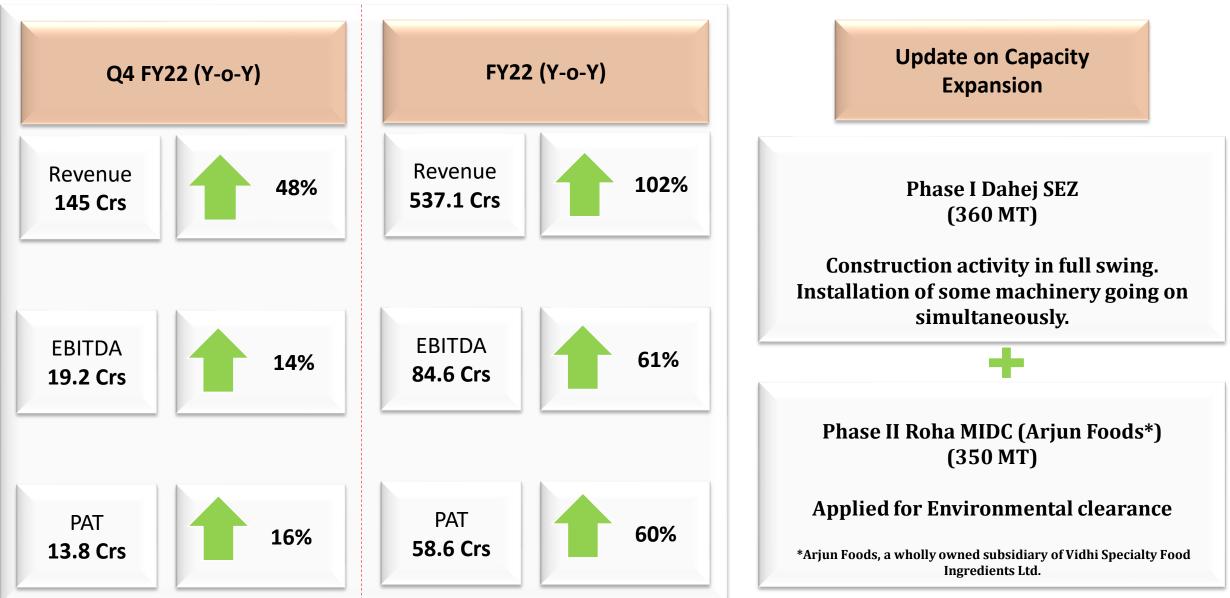


Financial Performance

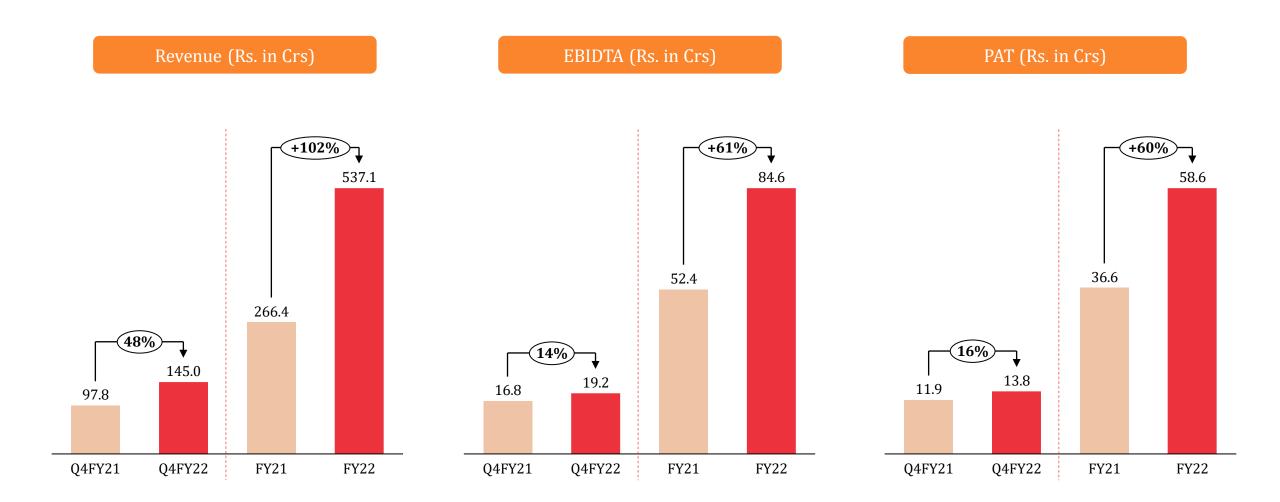


Q4 & FY22 Performance Highlights









Q4 & FY22 Consolidated Profit & Loss Statement



Particulars (Rs in Crs) - Consolidated	Q4 FY22	Q4 FY21	Y-o-Y	Q3 FY22	Q-o-Q	FY22	FY21	Ү-о-Ү
Revenue from Operations	145	97.8	48.3%	160.9	-9.9%	537.1	266.4	101.6%
Total Expenses	110.9	68.2		120.8		398.1	172.9	
Gross Profit	34.01	29.6	14.9%	40.1	-15.2%	139.0	93.6	48.6%
GP %	23.5%	30.3%		24.9%		25.9%	35.1%	
Employee Benefits Expense	2.4	2.4		2.37		9.5	7.8	
Other Expenses	12.4	10.4		12.6		44.9	33.3	
EBITDA	19.2	16.8	14.5%	25.1	-23.5%	84.6	52.5	61.5%
EBITDA %	13.3%	17.2%		15.6%		15.8%	19.7%	
Other Income	0.9	0.6		0.02		1.4	1.6	
Depreciation and Amortisation Expense	0.8	0.8		0.8		3.1	2.9	
EBIT	19.4	16.6	16.8%	24.3	-20.4%	82.9	51.2	62.2%
EBIT %	13.4%	16.9%		15.1%		15.4%		
Finance Costs	1.2	0.4		1.5		3.9	1.6	
РВТ	18.2	16.2		22.8		79.0	49.6	
Total Tax Expense	4.4	4.3		5.8		20.4	13.0	
Profit for the year	13.8	11.9	15.9%	16.9	-18.4%	58.6	36.6	60.1%
PAT %	9.5%	12.1%		10.5%		10.9%	13.7%	
Other Comprehensive Income	0.0	0.21		0.0		0.1	0.0	
Total Comprehensive Income	13.7	12.1	13.2%	17.0	-18.9%	58.5	36.6	59.8%
EPS	2.78	2.42		3.4		11.75	7.33	

Consolidated Balance Sheet



Particulars (Rs in Crs)	Mar-22	Mar-21
Equity Share Capital	5.0	5.0
Other Equity	211.9	156.3
Total Equity	216.9	161.3
Financial Liabilities		
(i) Borrowings	16	1.9
Provisions	0.6	0.6
Deferred Tax Liabilities (Net)	2.6	1.8
Total Non-Current Liabilities	19.2	4.3
Financial Liabilities		
(i) Borrowings	73.5	28.2
(ii) Trade payables	36.7	27.3
(iii) Other Financial Liabilities	1.7	1.7
Provisions	0	0.1
Current Tax Liabilities (Net)	0	1.5
Other Current Liabilities	3.4	1.2
Total Current Liabilities	115.6	60.0
Total Equities & Liabilities	351.7	225.6

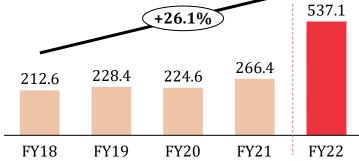
Particulars (Rs in Crs)	Mar-22	Mar-21
Property, Plant and Equipment	35.7	26.8
Capital Work-in-progress	37.2	8.4
Right to Use	3.2	3.2
Other Intangible Assets	7.6	7.7
Other Non Current Assets	0.1	0.3
Total Non-Current Assets	83.8	46.4
Inventories	72.6	39.9
Financial Assets		
(i) Trade Receivable	150.1	94.6
(ii) Cash and Cash Equivalents	1.0	4.0
(iii) Other Bank Balances	0.5	6.6
(iv) Loans	0.8	0.8
(v) Other Current Financial Assets	11.3	9.2
Current Tax assets (Net)	0.4	0
Other Current Assets	31	24.0
Total Current Assets	267.8	179.2
Total Assets	351.7	225.6



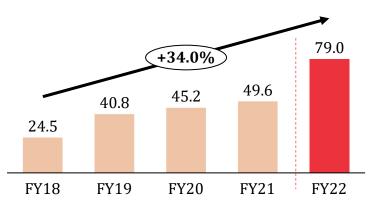
Cash Flow Statement	Mar-22	Mar-21
Cash Flow from Operating Activities		
Profit before Tax	78.9	49.6
Adjustment for Non-Operating Items	6.74	4.8
Operating Profit before Working Capital Changes	85.7	54.3
Changes in Working Capital	-85.6	-30.6
Cash Generated from Operations	0.04	23.7
Less: Direct Taxes paid	-21.5	-12.5
Net Cash from Operating Activities	-21.4	11.2
Cash Flow from Investing Activities	-40.2	-2.8
Cash Flow from Financing Activities	52.5	-7.9
Net increase/ (decrease) in Cash & Cash equivalent	-9.1	0.5
Cash & Cash Equivalents at the beginning of the period	10.3	9.8
Cash & Cash equivalents at the end of the period	1.19	10.3



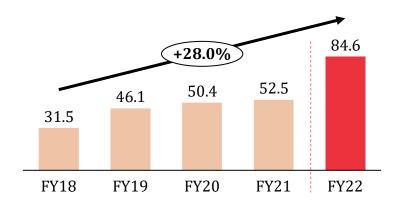




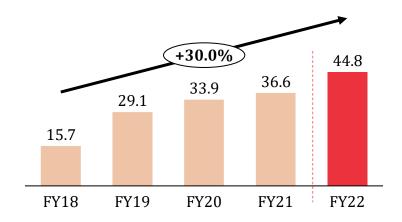
Profit before Tax (Rs. in Crs)



EBIDTA (Rs. in Crs)



Profit after Tax (Rs. in Crs)



Consolidated Historical Profit & Loss Statement



Particulars (Rs in Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18	CAGR (FY18 - FY22)
Revenue from Operations	537.1	266.4	224.6	228.4	212.6	26.1%
Total Expenses	398.1	172.9	133.5	145.3	144.9	
Gross Profit	139.0	93.6	91.2	83.0	67.6	19.7%
GP %	25.9%	35.1%	40.6%	36.4%	31.8%	
Employee Benefits Expense	9.5	7.8	7.3	6.7	5.3	
Other Expenses	44.9	33.3	33.4	30.2	30.8	
EBITDA	84.6	52.5	50.4	46.1	31.5	28.0%
EBITDA %	15.8%	19.7%	22.5%	20.2%	14.8%	
Other Income	1.4	1.6	0.6	0.6	0.4	
Depreciation and Amortisation Expense	3.1	2.9	3.0	2.4	2.5	
EBIT	82.9	51.2	48.1	44.3	29.4	
Finance Costs	3.9	1.6	2.9	3.4	4.9	
РВТ	79.0	49.6	45.2	40.8	24.5	
Total Tax Expense	20.4	13.0	11.3	11.8	8.8	
Profit for the year	58.6	36.6	33.9	29.1	15.7	30.0%
PAT %	10.9%	13.7%	15.1%	12.7%	7.4%	
EPS	11.75	7.33	6.79	5.82	3.15	

Consolidated Historical Balance Sheet



Particulars (Rs in Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Equity Share Capital	5	5.0	5	5.0	5.0
Other Equity	211.9	156.3	123.7	96.0	72.0
Total Equity	216.9	161.3	128.7	101.0	77.0
Financial Liabilities					
(i) Borrowings	16	1.9	1.3	2.8	4.3
Provisions	0.5	0.6	0.5	0.3	
Deferred Tax Liabilities (Net)	2.6	1.8	2.1	2.6	2.8
Total Non-Current Liabilities	19.2	4.3	3.9	5.7	7.2
Financial Liabilities					
(i) Borrowings	73.5	28.2	31	39.4	37.8
(ii) Lease Liabilities	0.0	0.0	0	0.0	0.0
(iii) Trade payables	36.7	27.3	17.9	18.3	27.7
(iv) Other Financial Liabilities	1.7	1.7	3.2	2.8	3.9
Provisions	0	0.1	0.1	0.1	0.1
Current Tax Liabilities (Net)	0	1.5	0.7	0.6	0.9
Other Current Liabilities	3.4	1.2	1.4	1.7	0.6
Total Current Liabilities	115.6	60.0	54.3	62.8	71.1
Total Equities & Liabilities	351.7	225.6	186.9	169.5	155.2

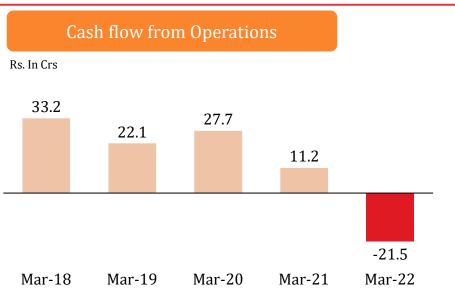
Particulars (Rs in Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Property, Plant and Equipment	35.7	26.8	40.2	30.8	29.3
Capital Work-in-progress	37.2	8.4	5.5	0.1	-
Right to Use	3.2	3.2			
Other Intangible Assets	7.6	7.7	-	-	-
Other Non Current Assets	0.1	0.3	0.2	0.2	0.3
Total Non-Current Assets	83.8	46.4	45.9	31.1	29.6
Inventories	72.6	39.9	34.2	35.3	34.6
Financial Assets					
(i) Trade Receivable	150.1	94.6	77	61.9	59.1
(ii) Cash and Cash Equivalents	1.0	4.0	7.1	18.1	7.7
(iii) Other Bank Balances	0.5	6.6	7.7	0.4	0.5
(iv) Loans	0.8	0.8	0.4	0.3	0.3
(v) Other Current Financial Assets	11.3	9.2	0.9	1.0	1.1
Current Tax assets (Net)	0.4	-	-	-	-
Other Current Assets	31	24.0	13.7	21.4	22.4
Total Current Assets	267.8	179.2	141.0	138.4	125.7
Total Assets	351.7	225.6	186.9	169.5	155.2



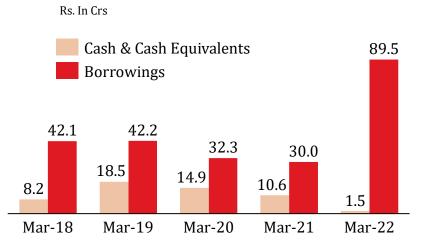
Cash Flow Statement	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Cash Flow from Operating Activities					
Profit before Tax	78.9	49.6	45.2	40.9	24.5
Adjustment for Non-Operating Items	6.7	4.8	6.1	5.3	7.1
Operating Profit before Working Capital Changes	85.7	54.3	51.3	46.2	31.6
Changes in Working Capital	-85.7	-30.6	-12.0	-12.4	10.2
Cash Generated from Operations	0.04	23.7	39.3	33.8	41.8
Less: Direct Taxes paid	-21.5	-12.5	-11.6	-11.7	-8.6
Net Cash from Operating Activities	-21.4	11.2	27.7	22.1	33.2
Cash Flow from Investing Activities	-40.2	-2.8	-12.1	-3.5	-1.5
Cash Flow from Financing Activities	52.5	-7.9	-24.1	-8.2	-28.8
Net increase/ (decrease) in Cash & Cash equivalent	-9.1	0.5	-8.4	10.3	2.9
Cash & Cash Equivalents at the beginning of the period	10.3	9.8	18.3	8.2	5.3
Cash & Cash equivalents at the end of the period	1.19	10.3	9.8	18.5	8.2

Sustainable Return Ratios



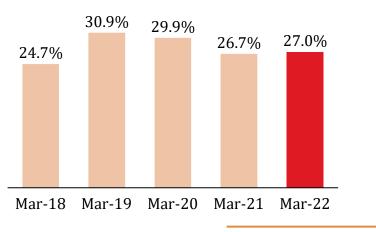


Borrowings and Cash & Cash Equivalents

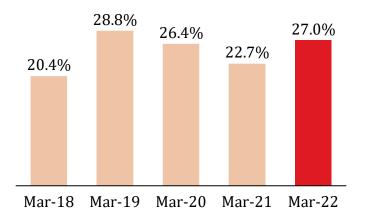


- Cashflow impacted negatively as company has built up inventory considering volatile geopolitical environment.
- Borrowings are high in FY22 due to ongoing capacity expansion.
- This will normalise in the coming quarters

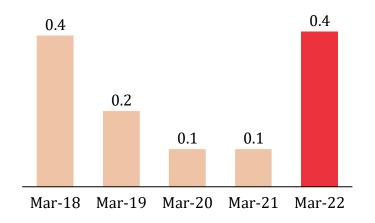
ROCE (%)



ROE (%)



Net Debt to Equity (x)



COLOURS You Can Trust For Your Food

*Annualised basis



Company Overview





Why Food Colours???

- ✓ Food colours are ingredients that are added to food or beverage to enhance its appearance
- ✓ Colours when added to food products imparts very bright and tempting effect

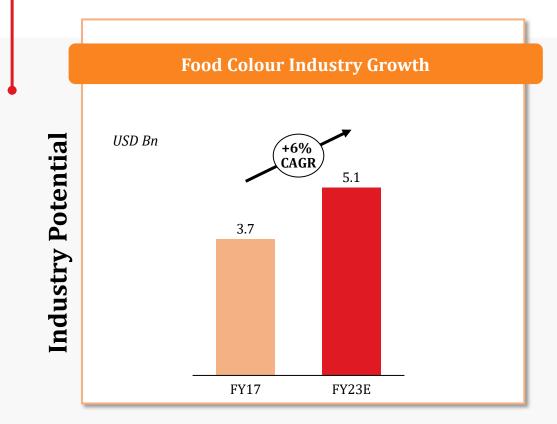


Improves the appearance of the product for consumption Consistency in the product appearance to influence the consumer to buy a product through visual perception

Enhance the visual appeal of a dish and introduce decorative colours to other foods

Colour of the food can influence the perceived flavor





Huge Growth Opportunities:

Every year incremental demand of ~Rs. 1,500 to Rs, 1,700 crores is expected to generate globally for Food colours



Upsurge in demand for food colors from various end-use industries, including food & beverages, bakery & confectionery, dairy products, meat & poultry, and seafood



Colour is a key component to **enhance the ultimate appetizing value** and consumer acceptance towards foods and beverages.



Synthetic food colours have been increasingly used than natural food colours by food manufacturers to attain certain properties such as low cost, improved appearance, high colour intensity, more colour stability, and uniformity.

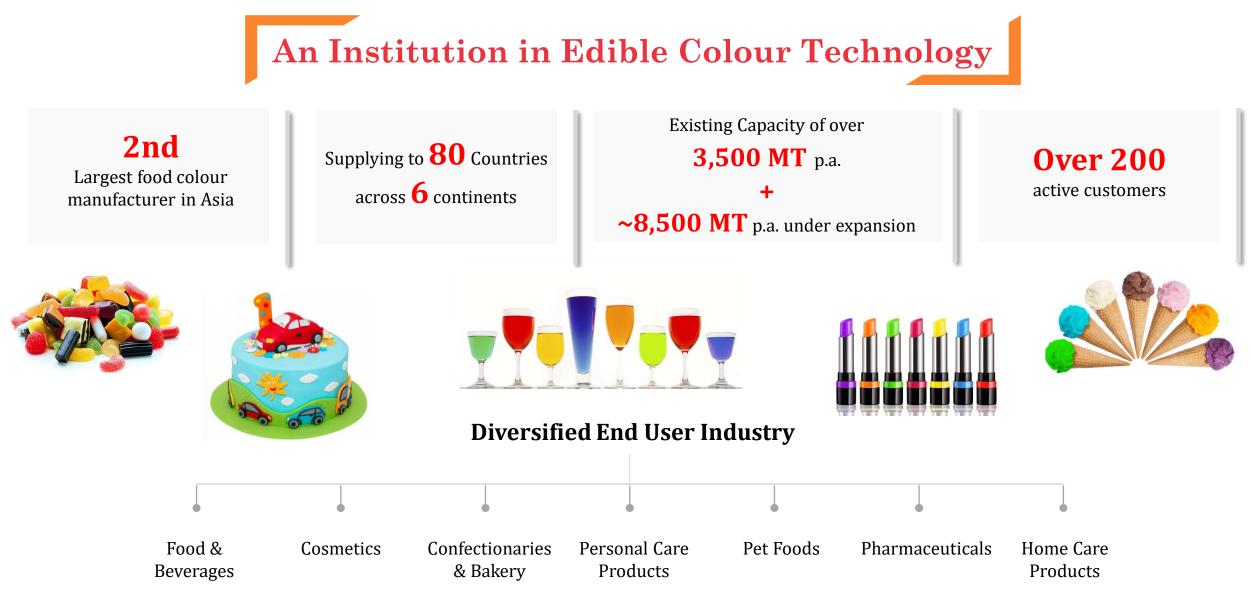


Technological advancements and growing R&D activities for **improved characteristics**

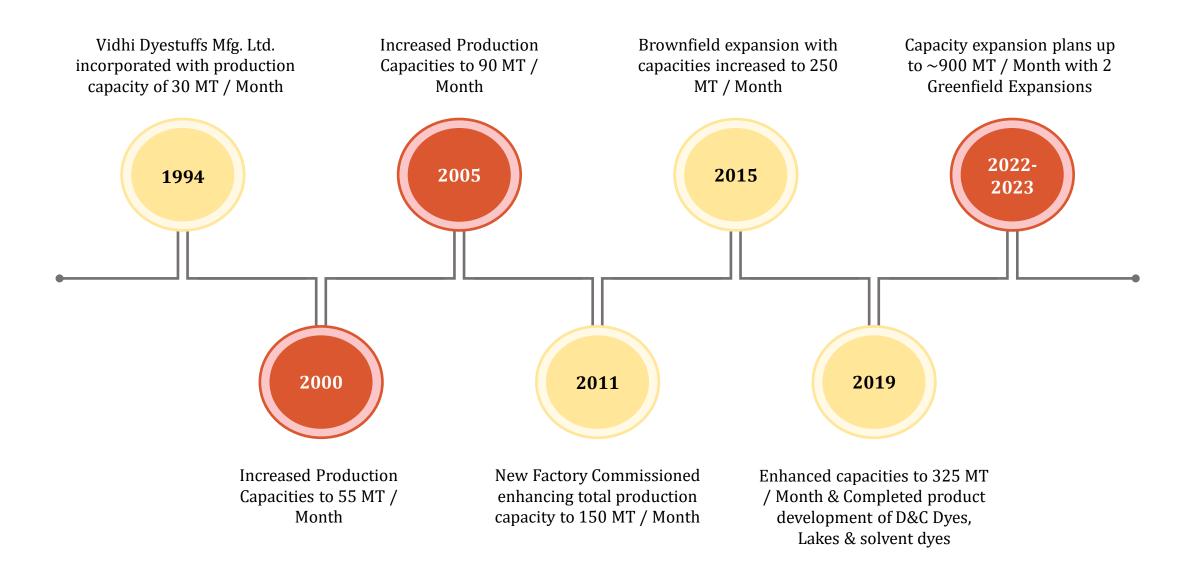


Food colour market across the globe has been on a rise with more **demand upsurge from the emerging markets** and is expected to be higher than projected 6% CAGR due to higher disposable income









Synthetic Food Colours



Primary Water Soluble Food Colours	 Primary Food Water Soluble Colours are water soluble, and impart coloring to any product when dissolved 	Synthetic Water Soluble Colours	Full range of 14 water soluble colours available in Microfine Powder, Fine Plating Grade Powder & Granular Forms
Primary Soluble Colo	 Are in accordance with the E.C. & JECFA Regulations & Approved for human consumption by WHO 	FD&C Certified Water Soluble & Lakes	Full range of U.S. FDA Certified Colours in Microfine Powder, Fine Plating Grade Powder & Granular Forms & Lakes
ıds of Water luble Food Colours	 Obtained from mixing different primary colors with one another Resultant colors are unique in color property and 	Aluminum Lakes	Full range Of Aluminum Lakes used in Surface Coatings, Capsules, Dry Snacks Food Packaging Material etc.,
Blends of Soluble Colou	provide a different feel to products	D&C Colours	Range of Certified D&C Dyes & Lakes For Drug & Cosmetic Applications
od rs	• Used where colouring is to be imparted by coating, these are basically Food Grade Pigments	Blends	We can develop and match any shade as per the customers specifications
Lake Food Colours	• Lake Colours are bright, consistent, and useful in		
Lak Co	industries like snack food, confectioneries, pharmaceuticals, cosmetics, inks, plastic, food containers etc.	Others	Co-blended Lakes & Granules

COLOURS You Can Trust For Your Food



Water Soluble Colours Lakes		kes	FD&C Certified Water Soluble Colours	FD&C Certified Lakes	
Tartrazine	Allura Red	Lake Tartrazine	Lake Allura Red	FD&C Yellow 5	Lake FD&C Yellow 5
Quinoline Yellow	Patent Blue V	Lake Quinoline Yellow	Lake Indigo Carmine	FD&C Red 3	
Sunset Yellow	Indigo Carmine	Lake Sunset Yellow	Lake Brilliant Blue	FD&C Yellow 6	Lake FD&C Yellow 6
Carmoisine	Brilliant Blue	Lake Carmoisine	Lake Chocolate Brown HT		Lake FD&C Red 40
Amaranth	Chocolate Brown HT	Lake Amaranth	Lake Green S	FD&C Red 40	Lake FD&C Blue 2
Ponceau 4R	Green S	Lake Ponceau 4R	Lake Black PN	FD&C Blue 2	
Erythrosine	Black PN	Lake Erythrosine	-	FD&C Blue 1	Lake FD&C Blue 1

Existing Manufacturing facilities

- Our Manufacturing facilities have been audited and found satisfactory by the U.S. FDA
- Our present and operational manufacturing facilities are spread over an area of 1,76,000 square feet, located in Dhatav Village of Raigad District in the state of Maharashtra
- Plot No 59/B :
 - 3 Dedicated Sections To Manufacture Azo Colours & Lakes : (AZO I, AZO II & AZO III)
 - Dedicated Erythrosine Manufacturing Plant
 - Dedicated Brilliant Blue Manufacturing
- Plant Plot No 68 :
 - 2 Dedicated Sections To Manufacture Azo Colours & Lakes : (AZO IV, AZO V)



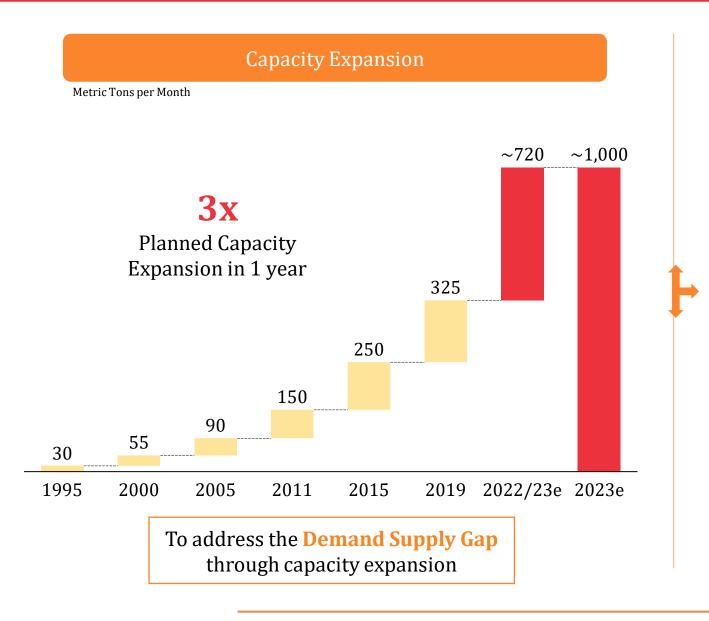




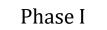


Long runway for growth





Pursuing Capacity Expansions



- In Dahej Sez, Gujarat
- > 360 MT Capacity to be installed
- EC clearance received
- Civil construction commenced
- Expected timeline: H1FY23
- Capex ~Rs. 30 crs, to be funded largely from internal accruals

Phase II

- Arjun Foods, a wholly-owned subsidiary of Vidhi in Roha MIDC, 200 meters away from the current manufacturing site bring operational synergies
- 350 MT Capacity to be installed for manufacturing of new high margin products
- > Terms of reference from MPCB have been received
- Expected timeline: FY23
- Capex ~Rs. 30 crs, to be funded largely from internal accruals

Diversified End-user Market







- Processed Foods
- Soft/Health Drink
- Ice Creams
- Sherbets
- Jam's & Jellies
- Juices



- Lip Gloss
- Nail Varnish
- Mascara
 - Eye Shadow



Pet food & Cattle Feed

- Dog food
- Cat food
- Cattle/Poultry Feed

- Confectionery & Bakery

Food & Beverage

- Chocolaté Fillings
- Candies
- Toffies
- Pastries
- Soufflés



Personal Care

Home Care

Cosmetics

- Shampoos
 - Body wash
 - Hair gel
 - Shaving Gels



• Syrups • Tablets

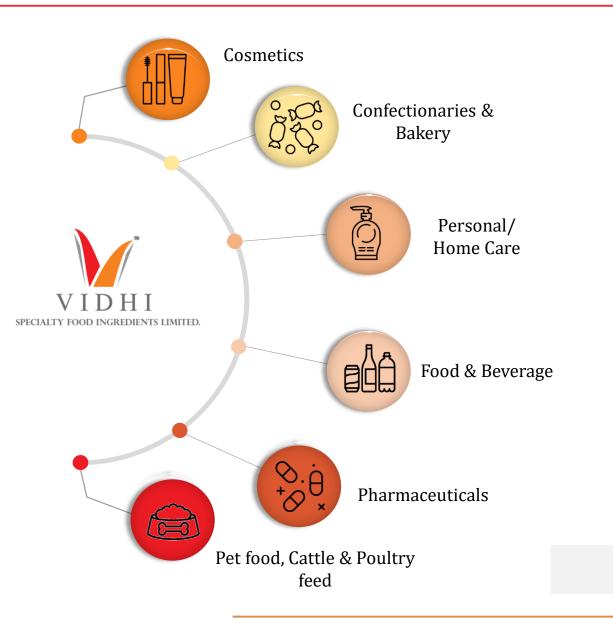
Pharmaceuticals

• Capsules



- Dish Washers
- Floor Cleaners
- Disinfectants
- Sanitizers



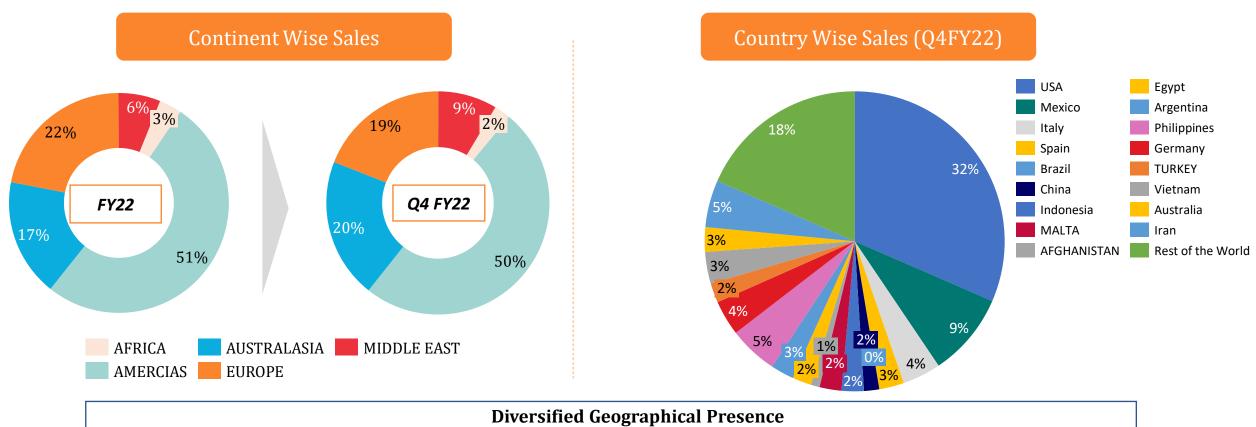


Customer & Industry Diversity



and many more MNC's across the globe

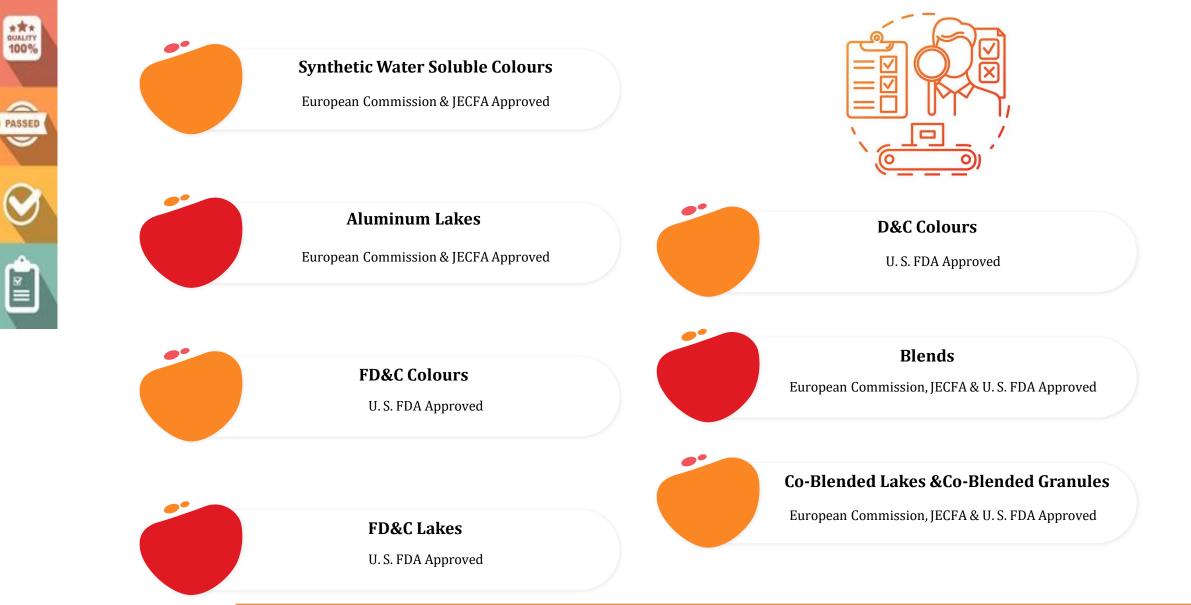




- Exporting to more than 80 countries across 5 continents meeting all the specific regulatory requirements for each country and continent
- Continuous addition of new customers and increasing wallet share in existing customers enhancing the growth for the years to come
- ✓ Top 10 countries contribute to ~86% and ~ 78% of the revenues in Q4FY22 & FY22 respectively
- ✓ Top 10 customers contribute ~71% and 70% of the revenues in Q4FY22 & FY22 respectively

Stringent Regulatory Approvals





APPROVED









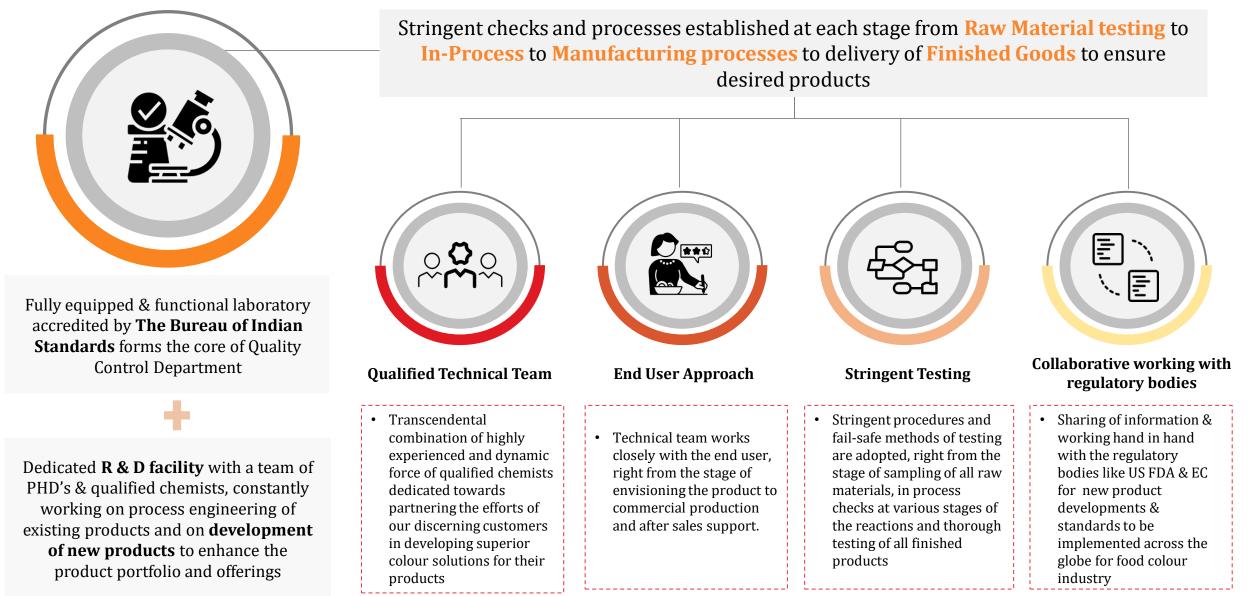
KOF-K **Knsher** Certificate Þ Date: February 1, 2021 א־9ט מטפ סיי Kof-K ID: CN0001905 Certificate ID: 7AHI8-LND52 Product Count: 35 This certificate is valid through VIDHI SPECIALTY FOOD INGREDIENTS LTD. 03/31/2022 E/27 COMMERCE CENTRE, 78 TARDEO ROAD MAHARASHTRA, MUMBAI 400 034 INDIA duct/s) Manufactured By VIDHI SPECIALTY FOOD INGREDIENTS LTD, are certified kosher with the listed restriction UKD# ALLURA RED E 129 bol not required 4054UZUC AMARANTH E 123 bol not required D6T1U3ANS BLACK PN E 151 ol pot required JI39K8FM BRILLIANT BLUE E 133 bol not required NGLWMP7PL CARMOIGINE E 122 OKLOR 18JR ol not require CHOCOLATE BROWN HT E 155 bol not required 001HU76 ERYTHRODINE E 127 bol not require FH12XYOA FD&C BLUE 1 (BRILLIANT BLUE E 133) bol not required KDRKRQG FD&C BLUE 2 (INDIGO CARMINE E 132 bol not required VOG138IED FD&C RED 3 (ERYTHRODINE E 127) ol not require FDAC RED 40 (ALLURA RED E 129) bol not required IMWD9FWR bol not required FD&C YELLOW 5 (TARTRAZINE E 102) UHBJFOU48 FD&C YELLOW 6 (SUNSET YELLOW E 11 bol not require YG5H03NKZ GREEN S E 142 bol not required . 9VEJ6PW90 KFSOURCJ41R bol not required Burg Bakouts To verify or for the most up to date certificate please go to www.koshercertificate.co IKosher 201 The Plaza, Teaneck, NJ 07666 | Phone 201.837.0500 | fax 201.837.0126 Rabbi Binyamin Berkowit abbinic Administrato Disclaimer: This certificate is the private property of KOF-K Kosher Supervision and cannot be reposted without the express permission of KOF-K Kosher Supervision. Page 1 of

- ✓ 1st Company in the field of manufacturing synthetic food colours in India to be awarded with ISO 9002 in the year of 2000
- ✓ **ISO 9001:2015, ISO 22000:2005** certified company
- ✓ The Management Of Food Hazard Analysis (HACCP) system for the manufacture of synthetic food colours & lakes
- ✓ Vidhi is a FSSC 22000 accredited company and hence GFSI compliant and also have GMP













Continuous R & D to develop highly specialized niche products to enhance revenues & margins



Dechnical Know-how • Technical know-how with years of experience for continuous development of new products & colours • Image: Colours

Long Customer Approval

- Customer approval takes as long as ~10 years. Average single product approval cycle for customers is between 4-5 years for the first set of orders
- End users have internal specifications which are often more stringent than the regulations to which they adhere to







Quality Control Process

- Follow stringent quality control norms on batch wise before delivery to the customer
- With strong controls and processes in place, able to deliver quality products to customers
- High cost of change in vendor due to stringent norms & approval cycle enhances customer stickiness

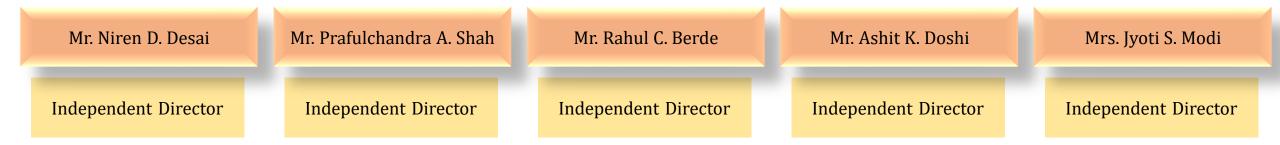
Key Differentiators







Mr. Bipin M. Manek	Mr. Mihir B. Manek	Mr. Vijay K. Atre	Mrs. Pravina B. Manek	Mrs. Vidhi H. Parekh
Chairman & Managing Director	Joint Managing Director	Non-Executive Director	Non-Executive Director	Wholetime Director





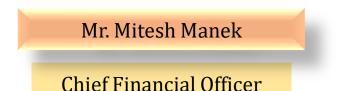
Mr. Bipin M. Manek

Chairman & Managing Director

Rich & Diversified experience of over 35 years in the field food colour manufacturing. Acknowledged as a thought leader in transforming the Company from a small food color manufacturing company to the Asia's 2nd largest food color manufacturing Company.

Mr. Mihir B. Manek Joint Managing Director

Associated with the company for more than 15 years with expertise in procurement of imported raw materials and distribution. Played a significant role in leading multiple initiatives to accelerate production and sales



Postgraduate with 17 years of experience in finance & administration. Also, looks after the sales & distribution to various geographies



Non-Executive Director

Masters Degree in Science from University of Mumbai with experience of 42 years in the field of food colors manufacturing. Associated with the company since inception

Thank You



Company :



Vidhi Specialty Food Ingredients Limited

CIN: L24110MH1994PLC076156

Mr. Mitesh Manek - CFO

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www.vidhifoodcolour.com

Investor Relations Advisors :



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