



Hatsun Agro Product Ltd.

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HAPL\SEC\13\2024-25

April 23, 2024

BSE Limited
Corporate Relationship Department
2nd Floor, New Trading Ring,
PhirozeJeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
BandraKurla Complex,
Bandra(E), Mumbai – 400 051

Stock Code: BSE: 531531
NSE: HATSUN

Dear Sir / Madam,


Sub: Intimation of Press Release being published by the Company in the Mainstream Media – Reg.

We enclose the Press Release being published by the Company in the leading English Daily Newspapers and their other online news platforms, for your information.

You may please take the above on records.

Thanking you.

Yours faithfully,
For Hatsun Agro Product Limited


G Somasundaram
Company Secretary



Hatsun Agro Product Limited



HATSUN AGRO PRODUCT LTD (HAP)

Chennai: April 23, 2024: Hatsun Agro Product Ltd, India's leading private sector dairy company, has announced its financial results for the 4th Quarter and for Financial Year ended 31st March 2024.

Q4 FY 24 Vs Q4 FY 23 Highlights:

1. Revenue from operations in Q4 FY 24 was Rs.2046.87 crores as against Rs.1789.46 crores in Q4 FY 23 registered a growth of 14.38%
2. EBITDA in Q4 FY 24 was Rs.231.77 crores as against Rs.158.05 crores in Q4 FY 23 registered a growth of 46.64%
3. PBT in Q4 FY 24 was Rs.70.89 crores as against Rs.32.88 crores in Q4 FY 23 registered a growth of 115.59%
4. PAT in Q4 FY 24 was Rs.52.16 crores as against Rs.24.99 crores in Q4 FY 23 registered a growth of 108.76%
5. Procurement of milk registered a growth of 39.04% in FY 24 over FY 23

FY 24 Vs FY 23 Highlights:

1. Revenue from operations in FY 24 was Rs.7990.40 crores as against Rs.7246.97 crores in FY 23 registered a growth of 10.26%
2. EBITDA in FY 24 was Rs.921.56 crores as against Rs.712.00 crores in FY 23 registered a growth of 29.43%
3. PBT in FY 24 was Rs.357.89 crores as against Rs.224.56 crores in FY 23 registered a growth of 59.37%
4. PAT in FY 24 was Rs.267.29 crores as against Rs.165.86 crores in FY 23 registered a growth of 61.15%
5. Procurement of milk in FY 24 registered a growth of 20.30%

COVID had disturbed the operations for two years, which led to an impact on milk procurement in the second half of FY 2022-23 and the first half of FY 2023-24.

Normalcy has been restored in the second half of 2023-24 for both procurement of milk and sales.

Hatsun Agro Product Limited



Performance for the quarter and outlook

Commenting on the results, **Mr. RG Chandramogan, Chairman, Hatsun Agro Product Ltd** said; “We are happy to report good growth in procurement of milk and revenues both in Q4 and for the full FY 2023-24. Strong sales recovery in the domestic market post Covid with good summer sales led to good sales volume. All our business verticals did well with our leading brands registering healthy sales growth. HAP’s retail expansion in the last two years helped us reach customers in new markets like Maharashtra, Orissa, West Bengal and Madhya Pradesh and also supported existing strong bases in South India.

HAP in the last financial year, had invested about Rs.550 crores across new manufacturing facilities for capacity expansion in Curd and Milk Products and in market assets. The new capacities will further support our sales plans for FY 2024-25. Considerable investments have also been made to strengthen distribution, sales and marketing of our brands”.

Other Updates

Hatsun Agro Product Ltd continues exploring export of ice creams to various countries.

About Hatsun Agro Product Ltd:

Hatsun Agro Product Ltd. (HAP) Is a leading private sector dairy player in India. HAP procures milk from select fine quality cattle collected directly from around 4,00,000 farmers, chosen with care. HAP follows quality standards certified by the prestigious ISO 22000. HAP’s portfolio includes: **Arun Icecreams** – South India’s leading ice cream brand, **Arokya Milk & Milk products** – the country’s largest private sector milk brand, **Hatsun Dairy Products** – a rapidly growing, wide portfolio brand of dairy products, **ibaco** – Premium chain of ice cream outlets enabling consumers create their own ice cream sundaes. **Aniva** - a range of deliciously flavoured whey drinks, **HAP Daily** - With 3700+ outlets, HAP Daily has expanded its reach in traditionally strong markets like Tamil Nadu, Pondicherry, Karnataka, Andhra Pradesh, and Telangana, and has started to make inroads into Maharashtra, Kerala, Orissa, Goa, Chhattisgarh, Madhya Pradesh, West Bengal, Jharkhand, Gujarat, Andamans, Chandigarh and the Bihar. HAP Daily products are sent to stores from Kiranas and premium supermarkets to various outlets through various distribution channels. This increases availability and expands the brand’s reach to a wider consumer base. **Hanobar Chocolates** – A range of chocolates infused with nuts, ganache and fruit fillings, with every bite is an exquisite mouthfeel, giving an indulgent experience like none other. **Havia** - Premium chocolates have been made to make each of these moments memorable by gifting the special one’s with a box of indulgence. & **Santosa** is an in-house brand for cattle feed and cattle care. **Imiyo Juice & DAKO toppings** are the recently launched products in the kitty of HAP.

For further details, please contact Kavitha (kavitha.e@hap.in) Hatsun Agro Product Ltd @ 73581 31879

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