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

Dear Sir / Madam,

Sub.: Investor Presentation for Q1 FY 2020-21

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation for Q1 ended 30th June, 2020 FY 2020-21.

We request you to take the above on record.

Thanking you,

Yours faithfully
for HINDUSTAN FOODS LIMITED

Bankim Purohit
Company Secretary
ACS  21865
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We Have Developed The EDGE

THE BRAWN BEHIND YOUR BRANDS

9 Sites

30+ Years of Experience

3Mn+ Lives are touched everyday

1200+ Team Members

Pioneers in FMCG Contract Manufacturing

(Product + Service)
One-stop contract manufacturing solutions & consistently deliver quality products

Most Diversified and Trusted FMCG contract manufacturers for marquee brands

Flexible Business Model suitable for any size of customer and across product categories
With Legacy of Over 3 Decades

- **1983-84**: Incorporated as a JV between Glaxo India Ltd. and the Dempo Group. Set up the facility at Goa for manufacturing ‘Farex’.

- **1983**: Entered into a supply and manufacturing agreement with Danone and PepsiCo to manufacture food products from their Goa facility.

- **1984**: Developed a food manufacturing facility at Goa for manufacturing ‘Farex’.

- **2012-13**: Strategic partnership with the Vanity Case Group.

- **2013-14**: Raised capital through promoter and non-promoters of the Company including Sixth Sense Ventures.

- **2015-16**: Raised capital through promoter and non-promoters of the Company including Sixth Sense Ventures.

- **2016-17**: Manufacturing agreement with Reckitt Benckiser Pvt. Ltd. for their brand Mortein for 7 years.

- **2017-18**: Commenced production at the Coimbatore plant for blending and packaging tea, coffee and soups.

- **2018-19**: Commenced merger of the powder detergent manufacturing Hyderabad unit into HFL (completed in 2019-20).

- **2019-20**: Acquired a Mumbai-based shoe manufacturing unit.

- **2019-20**: Acquired more than 40% stake in ATC Beverages Private Ltd., Mysuru, engaged in the business of manufacturing and distribution of soft drinks, juices, energy drinks, and other beverages.

- **2019-20**: Acquired Ponds Exports Ltd., the shoe manufacturing unit from Hindustan Unilever Ltd. and started manufacturing for legacy clients like TBS, Gabor, Richter to name a few. Soon after, added Steve Madden, US Polo, Hush Puppies and Arrow, to the portfolio.

- **2017-18**: Manufacture & supply agreement with Reckitt Benckiser Pvt. Ltd. for their brand Mortein for 7 years.

- **2018-19**: Raised equity through the Convergent Group and the Sixth Sense Ventures.

- **2019-20**: Commenced the production of liquid detergent at a manufacturing unit in Hyderabad.

- **2019-20**: Invested towards setting up a Floor Cleaners and Toilet Cleaners manufacturing facility at Silvassa.

- **2020-21**: Commenced merger of Malted Beverages packing unit in Coimbatore for GSKCH (now HUL) and ATC Beverages Private Ltd. into HFL.

- **2020-21**: Incorporation of and investment in Wholly Owned Subsidiary Company of the Company “HFL Consumer Products Private Limited for incurring capital expenditure to commence the Business, the Company will additionally invest an amount not exceeding Rs. 100 Crores.”

- **2020-21**: Commenced the merger of the powder detergent manufacturing Hyderabad unit into HFL (completed in 2019-20).
Vision Mission & Values

VISION

To become India’s largest FMCG contract manufacturer, diversified across product categories and geographies

MISSION

To provide world class solutions for the FMCG industry in the areas of product innovation, manufacturing and distribution

Integrity

We believe in transparency at the work place, in our processes and dealings because action indeed is the sole medium of expression for ethics

Innovation

To innovate is to lead for a better life and we always seek to challenge the obsolete and even the current

Initiative

We are always ready to tread that extra mile to give our customers and associates delight in new avenues
Industry Opportunity is huge...

**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

Source: IBEF

* Company Estimates
...with Multiple Levers for Growth

Favourable Macro Factors

E – Commerce
Growing Consumer Demand
Evolving Regulatory Environment
Make in India
Ease of Doing Business
Increasing Rural Incomes

Specialized Business Approach
Strategy to engage into core business activities and outsource manufacturing

Cost Efficiencies
Strategy to contain cost while providing best quality products

Asset-light Operating Models
Strategy to pass on the operational complexities and costs of capital-intensive equipment

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

Foster Innovation
Customers & Outsourcing Partners work together to develop Innovative Products

Business approach by Brands

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?
HFL is best placed to capitalize on the Growth Story

Largest Organized Player

One of the Largest Organized Player with 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 and distribution helps us become preferred partner

Ability to create Formulations

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

Management Expertise

Management Expertise with over two decades of experience in contract manufacturing

Long Term Relationships

Longer Term Relationships with leading domestic and multinational clientele through strong foundation of trust

Manufacturing Facilities

HFL has State of the art manufacturing units 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
Increasing competitiveness in the industry

Setting up Manufacturing plant is capital intensive

Stringent Quality Control (QC) of Customers

Skilled Labour Management

Barriers to Entry makes us even more Competitive

HFL has overcome all the barriers over the years

Regulatory & Environment challenges

Logistics & Supply chain management

Efficient allocation of resources to fuel growth
HFL has the edge
With Diversified Product Portfolio

Most Diversified & Versatile Contract Manufacturing Company in the Country

Food & Beverages
- Extruded Cereals & Snacks
  - Breakfast Cereals
  - Instant Porridges
  - Rice Crispies
- Hot & Cold Beverages & Energy Drink Concentrates
  - Carbonated Soft Drinks
  - Tea
  - Coffee
  - Malt based foods etc.

Home Care
- Fabric Care
  - Liquid Detergent
  - Powder Detergent
- Home Care
  - Surface Cleaner
  - Glass Cleaner
  - Toilet Cleaner
  - Liquid Dish Wash
- Pest Control
  - Coils
  - Aerosols
  - Liquid Vaporizer
  - Mosquito Mat etc.

Personal Care
- Hair Care
  - Shampoo
  - Hair Oil & Food etc.
- Toiletries & Fragrances
  - Shaving Cream
  - Hand Wash
  - Eau de Toilette
- Baby Care
  - Shampoo
  - Cream & Lotions
  - Baby Oil etc.
- Skin Care
  - Face Wash & Scrub
  - Body lotion
  - Moisturizer etc.

Leather
- Leather Shoes & Accessories
  - Men's footwear
  - Women's footwear
  - Footwear for Juniors
  - Uppers
  - Accessories
With Trust & Credibility
(Long term relationship with all giant FMCG players)
Supported by key elements in Business Model

- Capex vendor development
- Arranging the funding
- Domain expertise
- Project management skills

- Private label business
- In-house labs
- Global certifications

The Brawn Behind Your Brands

- Full fledge team to handle exports/imports
- Understanding of licensing requirement

- No of RM/PM handled < 3,000
- No of vendor handled < 1,500

- Capex estimates and Opex estimates
- Location agnostic
- Initial locational recee & land identification

- Extensive stock packaging library
- Stability and transit trials

- Vendor Development
- Packaging Development
- Product Development
- Project Execution
- QA & R&D
- Licensing & Export/Import
- Capital Budgeting & Make-or-Buy Decisions
With State-of-the-Art Manufacturing

JAMMU

• Spread across 35,143 square meters of area at IGC II, SIDCO Samba
• Unit was acquired from Reckitt Benckiser (India) Pvt. Ltd. by the end of 2017 and commenced commercial production from 2nd January 2018
• Manufactures pest control products such as coil, aerosols and vaporisers

**Aggregate Capacity: Coils: 1,200 Mn. P.a**
**Vaporizers: 43.2 Mn. P.a - Aerosols: 7.2 Mn p.a.**

COIMBATORE

• Spread across 85,000 square feet and the facility commenced production in December 2018
• Intends to process, blend and pack tea, coffee & soup products
• High speed single-track and multi-track packing line, Completely automated end-to-end pneumatic material handling

**Tea Production Capacity: 700 Tons a week**
**Coffee Production Capacity: 30 Tons a week**
With State-of-the-Art Manufacturing

HYDERABAD – I

- This facility is engaged in the manufacturing of detergent powders
- Unit boasts of a fully automated end-to-end material handling where we manufacture 70,000 tonnes of detergent powder for national brands

Capacity: Powder: 70,000 TPA

HYDERABAD – II

- Facility is engaged in the manufacturing of Liquid Detergent, Fabric Conditioner & Softener, Liquid Soaps and Shampoos

Capacity (Liquids)
60,000 KL PA

SILVASSA I & II

- Set up floor cleaner and toilet cleaner manufacturing facility in Silvassa for leading home care brands with an investment of Rs. 30 crores in this facility which includes buying out the existing factory of the promoter group and additional investments
- The factories will have a capacity to manufacture around 20,000 KL of liquids
With State-of-the-Art Manufacturing

**PUDUCHERRY**

- Facility was an acquisition by HFL of Ponds Exports Ltd. which is a subsidiary of Hindustan Unilever Ltd. in 2016-2017
- Manufactures Leather shoes and accessories
- Robust quality assurance system, excellent manufacturing practices with the use of KPIs to measure and monitor performance
- Well equipped design studio with CAD-CAM facility

**Full Shoes Production Capacity : 0.5 Mn pairs**

**Shoes Uppers Production Capacity : 0.7 Mn pairs**

**MUMBAI**

- Unit was acquired as an on-going concern
- Commenced production in June 2018
- Manufactures leather products for women, men and children – slippers, sandals, open toe, high heels, huarache and mules.

**Shoes & Sandals Capacity : 0.37 Mn pairs p.a.**
• HFL acquired 44.5% stake in ATC Beverages Ltd.
• The facility is spread across 15.5 Acres of land and produces, manufactures and distributes beverages like Carbonated Soft Drinks, Energy Drinks, Active Water and Fruit Drinks
• The facility has fully automated filling and packing lines

Capacity : 5.84 Mn Cs p.a.

GOA

• Plant is located at Usgaon, Ponda, that is spread across 52,625 square meters of area
• Manufactures food products such as cereals, porridges and snacks
• Facility is equipped with the state-of-the-art twin-screw extruder technology to manufacture superior quality cereal-based food products
• Certification: Factory BIS, ISO 9001 and ISO 22000:2005

Extrusion Capacity : 6,000 Tons p.a.
Dry-Mix Blending Capacity : 1,000 Tons p.a.

MYSURU*

* Associate Plant
<table>
<thead>
<tr>
<th><strong>With Safety &amp; Quality</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>ISO 9001:2008</td>
</tr>
<tr>
<td>BRC FOOD CERTIFICATED</td>
</tr>
<tr>
<td>Bureau of Indian Standards</td>
</tr>
<tr>
<td>GMP STANDARD</td>
</tr>
<tr>
<td>QUALITY CERTIFICATION</td>
</tr>
<tr>
<td>HEALTH &amp; SAFETY MANAGEMENT SYSTEM</td>
</tr>
<tr>
<td>ISO 14001</td>
</tr>
<tr>
<td>GLOBAL STANDARDS</td>
</tr>
<tr>
<td>Halal Expertise</td>
</tr>
<tr>
<td>Food Safety System</td>
</tr>
</tbody>
</table>
# With Experienced Board Members

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Background/Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shrinivas Dempo</td>
<td>Chairman, Non-Executive</td>
<td>Shrinivas Dempo is the third-generation entrepreneur and chairman of Goa’s Leading business House, Dempo. He received a Postgraduate Management Education in Industrial Administration from Carnegie Mellon university, USA.</td>
</tr>
<tr>
<td>Sameer Kothari</td>
<td>Managing Director</td>
<td>Sameer Kothari is a professional with over 20 years of manufacturing experience and is the promoter of Vanity Case Group. He is a Chartered Accountant and holds an MBA from Cornell University (USA).</td>
</tr>
<tr>
<td>Ganesh Argekar</td>
<td>Executive Director</td>
<td>Ganesh Argekar has received B.Sc. (Chemistry) and PGDMM(IIMM) and is the Head-Supply Chain of Vanity Case Group of Companies. He has over 22 years of work experience, during which time he has held various managerial positions.</td>
</tr>
<tr>
<td>Neeraj Chandra</td>
<td>Independent Director</td>
<td>Neeraj Chandra was previously associated with Emami Limited as the CEO of their Consumer Care Division and has earlier worked with Britannia and HUL. He has 30 years of invaluable experience and is an alumnus of IIM Ahmedabad and IIT Kanpur.</td>
</tr>
<tr>
<td>Harsha Raghavan</td>
<td>Add. Director [Non-Ex., Non-Ind.]</td>
<td>Harsha Raghavan is the 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.</td>
</tr>
<tr>
<td>Nikhil Vora</td>
<td>Non-Executive Director</td>
<td>Nikhil Vora is the founder and CEO of Sixth Sense Ventures. Nikhil was earlier the Managing Director and Head of Research at IDFC Securities.</td>
</tr>
<tr>
<td>Shashi Kalathil</td>
<td>Independent Director</td>
<td>He has over 28 years of operating experience across consumer products, telecom, media and entertainment industries. He is an M.B.A. from the Indian Institute of Management, Bangalore, India and an engineer from Delhi College of Engineering.</td>
</tr>
<tr>
<td>Honey Vazirani</td>
<td>Independent Woman Director</td>
<td>Honey Vazirani served as the Vice President of Labels &amp; International Business Division at Huhtamaki PPL Limited. She has over 27 years of working experience and holds an MBA in Marketing from Chetana College.</td>
</tr>
<tr>
<td>Sarvjit Singh Bedi</td>
<td>Non-Executive Director</td>
<td>Sarvjit Singh Bedi is an Audit and financial consultant with over 16 years of experience across India &amp; USA. He is a Chartered Accountant (all India 39th rank) and is an MBA from Cornell University.</td>
</tr>
<tr>
<td>Sandeep Mehta</td>
<td>Independent Director</td>
<td>Sandeep Mehta is a solicitor with a rich legal experience of over 24 years projects and has expertise in foreign investments, M&amp;A. He has been a partner of J Sagar and Associates since 2008 and was a partner with Little &amp; Co, Advocates and Solicitors for over 6 years.</td>
</tr>
</tbody>
</table>
With Professional Management Team

Mayank Samdani
Group CFO
Chartered Accountant with expertise in the area of Finance, Accounts, Audit, Legal & Compliance
*Previous experience* – Future Group & Ashok Piramal Group

Ravindar Rathi
GM, Operations North
An Ops. & Mfg. professional with expertise in developing new set-ups & restructuring ops. for last 22 Years
*Previous experience* – ITC Limited and Moser Bear

Govind Singh Rawat
GM, Operations South
A Mechanical Engineer with 30 years of experience in operations, projects and strategic planning
*Previous experience* – PepsiCo, Parle Agro, Dukes and The Indian Navy

Prasad Kali
GM, Projects
A chemical engineer with 23 years in Mfg. operations, maintenance, business strategy, project execution, erection, commissioning safety, Quality WCM/TPM.
*Previous experience* – Hindustan Unilever

Ashish Vyawahare
AGM, Projects
A B.Tech in food technology with 23 years in project management, Supply chain, RD, QA and 3P management across FB domain in India & abroad
*Previous experience* – Associated with HUL

K. Shivaram Prasad
AGM, Projects
Energy (Electrical Engineer) from IIT Kharagpur with 25 years in plant operations, maintenance, project management, training and development
*Previous experience* – AB in beverages, Modelez, Dabur and Maruti

Rajiv Bahadur
President, Leather Business
Footwear specialist with 32 years of operations, buying, product development and sales
*Previous experience* – Bata, Tata Exports & AU Thomson, 3 years offshore assignment with Yanko/Pielsa in Spain

Ashwini Agrawal
GM, Operations West
A Mechanical engineer and MBA in Finance with 28 years of experience in leading industries
*Previous experience* – Sun Pharmaceuticals, Teva API, Cipla, Lupin & Piramal Healthcare

Manish Kumar
GM, Operations West
A Mechanical engineer with rich experience of 22 years in Factory Operations and Project Management across India
*Previous experience* – Emami, Greenlam & Bisleri

Suryakant Mishra
GM, QA & R&D
A QA and Regulatory affairs expert with 27 years in food and cosmetic and pharmaceuticals in India and abroad
*Previous experience* – GSK, Reckitt Benckiser, familiar with MHRA, TGA, MCC, WHO and ISO

Robin D'Souza
GM, BD & Customer Service
A Commerce graduate with 25 years of experience in New Product and Packaging development, Business development in contract manufacturing and private labels

Vimal Solanki
Head, Emerging Business & Corporate Communications
A Management Graduate with 28 years in launching and managing FMCG brands in India and abroad
*Previous experience* – Shoppers Stop, Reliance Retail
Disciplined Capital Allocation Strategy & Way Forward

Capital Allocation Strategy

- Strict Value Creation on all Capital Options
- Higher Capital Efficiency and reallocation of Capital to Growth Opportunities & Building New Factories

Operating Cash Flows

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17</td>
<td>-5.3</td>
</tr>
<tr>
<td>FY18</td>
<td>-5.0</td>
</tr>
<tr>
<td>FY19</td>
<td>-4.9</td>
</tr>
<tr>
<td>FY20</td>
<td>17.0</td>
</tr>
</tbody>
</table>

Net Working Capital^ / Sales

<table>
<thead>
<tr>
<th>Year</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>(%)</td>
<td>4.7%</td>
<td>8.6%</td>
<td>3.1%</td>
<td>1.0%</td>
</tr>
</tbody>
</table>

Capital Expenditure

- Set up floor cleaner and toilet cleaner manufacturing facility in Silvassa for leading home care brands with an investment of Rs. 30 crores in this facility which includes buying out the existing factory of the promoter group and additional investments
- The factories will have a capacity to manufacture around 20,000 KL of liquids

Way Forward

- Company has entered into a long-term contract to manufacture a leading brand of toilet cleaner for its upcoming facility in Silvassa
- The Board has sanctioned a further investment of Rs. 150 crores in Hyderabad on the back of the successful commercialization of the liquid facility
- The merger of the Mysuru and Coimbatore facility is on track
- Company has incorporated a wholly owned subsidiary company to leverage further manufacturing opportunities

* Adjusted for Capital Work in Progress
^ Net Working Capital = (Inventory + Debtors – Creditors)
Future Strategy

There is a growing opportunity in the contract manufacturing space in India as the space is not marked by a large number of organised players with access to financial resources, execution capability, ability to manage multi-locational facilities or possessing diversified business across verticals, products, customers and locations.

HFL possesses the ability to address product complexity on one hand and the ability to respond to small volumes needed by fledging customers on the other.

HFL represents an attractive gateway for international brands seeking to prospect marketing opportunities in India without spending extensively in setting up manufacturing facilities.

HFL has strengthened its capital structure by raising equity to capitalise on emerging opportunities.

GST implementation also opens the opportunity for setting up manufacturing units across India and not just in tax-exempt zones.

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.
Q1 FY21 & FY20 Standalone Financial Highlights

**Revenue (Rs. Crs.)**

- **Q1 FY20**: 144.7
- **Q1 FY21**: 202.3
- **Q1 FY20** to **Q1 FY21** growth: +48%

**EBITDA (Rs. Crs.)**

- **Q1 FY20**: 11.3
- **Q1 FY21**: 15.1
- **Q1 FY20** to **Q1 FY21** growth: +33%

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

- **Q1 FY20**: 4.3
- **Q1 FY21**: 4.3
- **Q1 FY20** to **Q1 FY21** change: -1%

**Revenue (Rs. Crs.)**

- **FY19**: 492.6
- **FY20**: 773.1
- **FY19** to **FY20** growth: +57%

**EBITDA (Rs. Crs.)**

- **FY19**: 33.0
- **FY20**: 56.9
- **FY19** to **FY20** growth: +72%

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

- **FY19**: 11.9
- **FY20**: 22.7
- **FY19** to **FY20** growth: +91%
### Profit & Loss Account - Standalone

<table>
<thead>
<tr>
<th>Particulars (Rs. Crs.)</th>
<th>Q1 FY21</th>
<th>Q1 FY20</th>
<th>Y-o-Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>202.3</td>
<td>144.7</td>
<td>40%</td>
</tr>
<tr>
<td>Cost of Goods Sold</td>
<td>166.3</td>
<td>111.1</td>
<td></td>
</tr>
<tr>
<td>Gross Profit</td>
<td>36.0</td>
<td>33.6</td>
<td>7%</td>
</tr>
<tr>
<td>Gross Profit (%)</td>
<td>17.8%</td>
<td>23.2%</td>
<td></td>
</tr>
<tr>
<td>Employee Expenses</td>
<td>6.9</td>
<td>5.7</td>
<td></td>
</tr>
<tr>
<td>Other Expenses</td>
<td>14.1</td>
<td>16.6</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>15.1</td>
<td>11.3</td>
<td>33%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>4.1</td>
<td>2.3</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>10.9</td>
<td>9.0</td>
<td>22%</td>
</tr>
<tr>
<td>Finance Cost</td>
<td>4.3</td>
<td>2.4</td>
<td></td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>6.6</td>
<td>6.6</td>
<td>1%</td>
</tr>
<tr>
<td>Tax</td>
<td>2.3</td>
<td>2.2</td>
<td></td>
</tr>
<tr>
<td>Profit After Tax</td>
<td>4.3</td>
<td>4.3</td>
<td>-1%</td>
</tr>
<tr>
<td>EPS</td>
<td>2.0</td>
<td>2.4</td>
<td></td>
</tr>
</tbody>
</table>

- Performance of the Company was affected by lockdown, the reverse migration of labour, the unavailability of trucks, the shutdown of the up-stream factories and a resultant lack of raw and packing materials.

- While most of the products manufactured by the company fell in the category of “Essential Products”, the coordination with various government authorities and the differing understanding of the rules and regulations in various states lead to major challenge in starting up the facilities.

- Some of the plants started operations in April itself but were hampered by various issues leading to sub-optimal capacity utilization with production stabilizing only in May and June.

- No employee faced a pay cut, and we were able to retain all the employees without any layoffs. These choices obviously meant that we would have to sacrifice some profits especially in a quarter where we had hoped to post the highest ever profit figures on the back of the increased capacities.

- Coming to the present times, the Company is on track to have record turnover in the second quarter. This has been aided by an increased demand for home and hygiene products in our factory in Hyderabad and also an increase in the demand for household insecticides in our factory in Jammu.
Historical Financials
Historical Financial Highlights

### Revenue (Rs. Crs.)
- FY17: 39
- FY18: 139
- FY19: 493
- FY20: 773

Revenue growth: +171%

### EBITDA (Rs. Crs.)
- FY17: 3
- FY18: 10
- FY19: 33
- FY20: 57

EBITDA growth: +170%

### PAT (Rs. Crs.)
- FY17: 1
- FY18: 6
- FY19: 12
- FY20: 23

PAT growth: +219%

### EPS
- FY17: 0.7
- FY18: 4.8
- FY19: 6.5
- FY20: 12.0

EPS growth: +164%

### Fixed Assets
- FY17: 12.7
- FY18: 42.0
- FY19: 131.7
- FY20: 274.3

Fixed Assets growth: +178%

### Debt / Equity (x)
- FY17: 0.16
- FY18: 0.85
- FY19: 1.51
- FY20: 0.87

Debt / Equity growth: +164%
### Profit & Loss Account

<table>
<thead>
<tr>
<th>Particulars (Rs. Crs.)</th>
<th>FY20</th>
<th>FY19</th>
<th>FY18</th>
<th>FY17</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Revenue</strong></td>
<td>773.1</td>
<td>492.6</td>
<td>140.0</td>
<td>38.9</td>
</tr>
<tr>
<td><strong>Cost of Goods Sold</strong></td>
<td>618.7</td>
<td>369.9</td>
<td>78.4</td>
<td>22.6</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>154.4</td>
<td>122.7</td>
<td>61.6</td>
<td>16.3</td>
</tr>
<tr>
<td><strong>Gross Profit (%)</strong></td>
<td>20.0%</td>
<td>24.9%</td>
<td>43.5%</td>
<td>41.5%</td>
</tr>
<tr>
<td><strong>Employee Expenses</strong></td>
<td>24.2</td>
<td>18.5</td>
<td>8.0</td>
<td>3.2</td>
</tr>
<tr>
<td><strong>Other Expenses</strong></td>
<td>73.3</td>
<td>71.2</td>
<td>42.4</td>
<td>9.9</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>56.9</td>
<td>33.0</td>
<td>11.2</td>
<td>3.1</td>
</tr>
<tr>
<td><strong>Depreciation</strong></td>
<td>11.0</td>
<td>7.4</td>
<td>1.2</td>
<td>1.4</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>45.9</td>
<td>25.7</td>
<td>10.0</td>
<td>1.8</td>
</tr>
<tr>
<td><strong>Finance Cost</strong></td>
<td>11.3</td>
<td>7.5</td>
<td>1.3</td>
<td>0.9</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td>34.6</td>
<td>18.2</td>
<td>8.7</td>
<td>0.8</td>
</tr>
<tr>
<td><strong>Tax</strong></td>
<td>11.9</td>
<td>6.3</td>
<td>2.4</td>
<td>0.2</td>
</tr>
<tr>
<td><strong>Profit After Tax</strong></td>
<td>22.6</td>
<td>11.9</td>
<td>6.3</td>
<td>0.7</td>
</tr>
<tr>
<td><strong>EPS</strong></td>
<td>12.0</td>
<td>6.5</td>
<td>4.8</td>
<td>0.7</td>
</tr>
</tbody>
</table>

The business combination of Detergent Manufacturing Unit of Avalon Cosmetics Private Limited (‘ACPL’) with the Company was approved by the Hon’ble National Law Tribunal vide its order dated November 25, 2019 (“the NCLT Order”). The Certified copy of the NCLT order was filed with Registrar of Companies on December 27, 2019. Consequently, the Scheme become operative from December 27, 2019 and effective from April 1, 2018 i.e. appointed date. As a result the numbers are not comparable.
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There is nothing more rewarding than giving back to the society and making a difference

As a responsible Corporate Entity, we are 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:

- Health, Hygiene and Education of the Girl Child
- Books, benches, uniforms and sport-kits to schools
- Rebuilding and renovating classrooms and washrooms
- Ensuring clean drinking water
- Contribution towards PM Cares Fund
Thank You

Company:

Hindustan Foods Limited  
CIN: L15139MH1984PLC316003

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E: vimal.solanki@thevanitycase.com

www.hindustanfoodslimited.com

Investor Relations Advisor:

Strategic Growth Advisors Private Limited  
CIN: U74140MH2010PTC204285

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