



# 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](mailto:business@thevanitycase.com) Website: [www.hindustanfoodslimited.com](http://www.hindustanfoodslimited.com)  
Tel. No. +91-22-61801700 / 01 CIN: L15139MH1984PLC316003

Company Scrip Code: 519126

Date: 11<sup>th</sup> August, 2021

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,

**Sub.: Investor Presentation for Q1 FY 2021-22**

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 30<sup>th</sup> June, 2021 FY 2021-22.

We request you to take the above on record.

Thanking you,

Yours faithfully  
For **HINDUSTAN FOODS LIMITED**

  
**Bankim Parohit**  
**Company Secretary**  
**ACS 21865**  
Encl. as above



INDIA'S MOST DIVERSIFIED CONTRACT MANUFACTURER



IN TIME'S SHADOW  
LIES OPPORTUNITY



INVESTOR PRESENTATION  
FEBRUARY 2021

HINDUSTAN FOODS LIMITED

Investors Presentation on August 7, 2021 | FOOD & BEVERAGES | PERSONAL CARE | LEATHER



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# Q1FY22 Overview



HFL | HYDERABAD PLANT



# Key Developments



ATC Beverages has signed an LoI (Letter of Intent) with a large FMCG company to start manufacturing their beverages on a dedicated basis

Despite delays due to intermittent lockdowns, the project work for Soaps & Bars plant in Hyderabad and the F&B plant in Uttar Pradesh is progressing as per schedule

Project work for Hyderabad plant is expected to be completed by Q4FY22 and Commercial production for the UP plant is expected to commence in Q4FY22

The second facility at Silvassa set up to manufacture Surface Cleaning Liquid on the back of the Toilet cleaning facility, which commenced commercial production in the previous quarter, has commenced commercial production in May 2021

We expect to ramp up to its rated capacity by Q2FY22

The Shareholders in their Tribunal Convened Meeting held on 30th June 2021, pursuant to order of the Hon'ble NCLT Mumbai Bench dated 26th April 2021, approved the composite Scheme of Arrangement and Amalgamation Beverage plant in Mysuru and Malt Beverages plant in Coimbatore

The Final order from the Hon'ble NCLT Mumbai Bench is awaited

Appointed Mr. Sanjay Sehgal as President, Healthcare and Wellness at the Corporate Office

He has 40+ years of extensive understanding and experience in organizations such as Hindustan Unilever, Sandoz & Hindalco Industries

He will lead the HFL's foray in Health and Wellness sector

The company operated all the plants, despite the 2nd wave of Covid-19

We have started looking at adjunct sectors and are excited by the Health & Wellness Sector

Our goal for FY2022 continues to be **Topline of Rs. 2,000 crores**

Our **Vision 2025** is to **double the turnover in next 3 years** by exploring both organic and inorganic opportunities














# Key Parameters



<p><b>Rs. 386 crore</b></p> <hr/> <p>GROSS BLOCK as on 30<sup>th</sup> June 2021</p>	<p><b>Rs. 457.94 crore</b> 126% growth YoY</p> <hr/> <p>TOTAL REVENUES for Q1FY22</p>		<p><b>Masat plant (Silvassa) commencement of Commercial production</b></p>	
<p><b>Rs.236 crore</b></p> <hr/> <p>NETWORTH as on 30<sup>th</sup> June 2021</p>		<p><b>Rs. 11.14 crore</b> 160% growth YoY</p> <hr/> <p>PROFIT AFTER TAX for Q1FY22</p>		<p><b>Rs. 5.25</b> 160% growth YoY</p> <hr/> <p>EARNINGS PER SHARE for Q1FY22</p>
	<p><b>Rs. 26.84 crore</b> 78% growth YoY</p> <hr/> <p>EBITDA For Q1FY22</p>		<p><b>Rs. 17.15 crore</b> 160% growth YoY</p> <hr/> <p>PROFIT BEFORE TAX for Q1FY22</p>	



## Uttar Pradesh

Capex Rs. 125 Cr

Food & Beverage

- Capex is under taken by the wholly owned subsidiary '**HFL Consumer Products Private Limited**'
- Land has been acquired and construction work has started; Machines have also started arriving at the site
- Commercial production to begin from Q4FY22 despite hiccups from Covid induced lockdowns

## Silvassa

Capex Rs. 30 Cr

Home Care Liquid

- First facility was set up and commenced commercial production from September 2020
- Second facility has also commenced production from May 2021 and is expected to reach rated capacity by Q2FY22

## Hyderabad

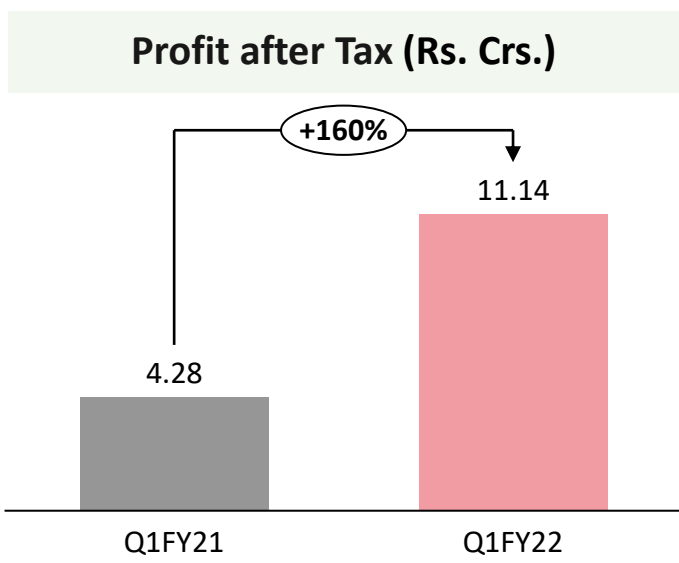
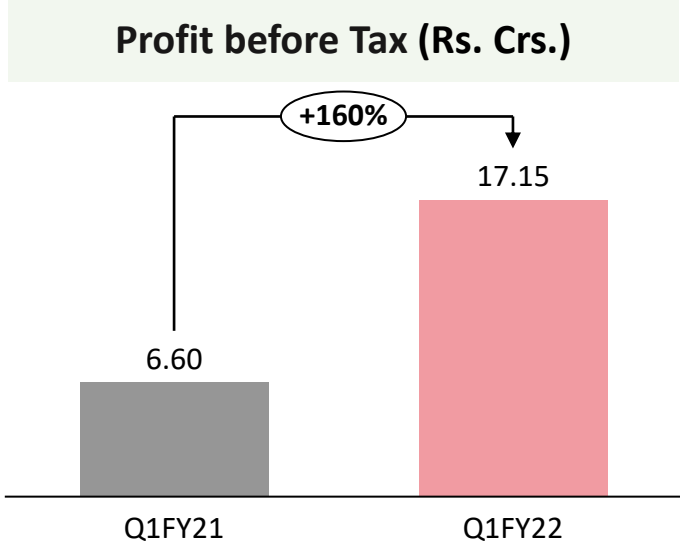
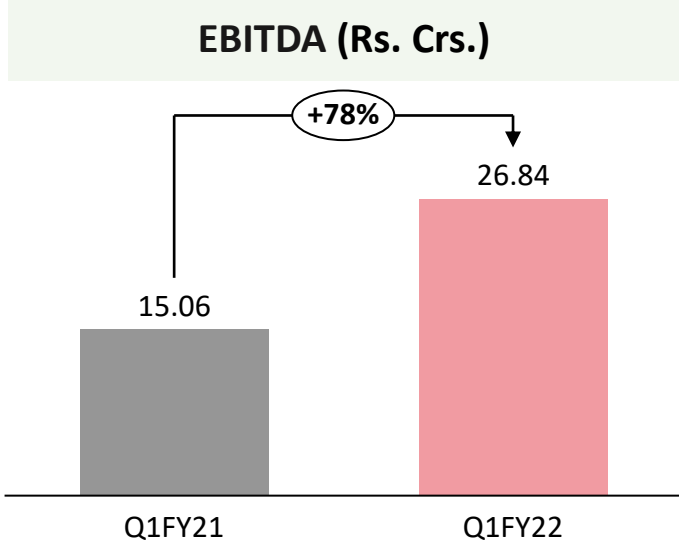
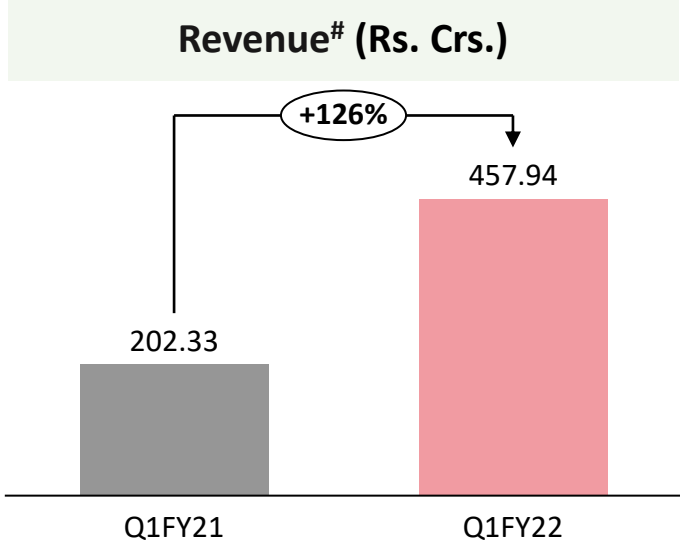
Capex Rs. 150 Cr

Home & Personal Care

- The work for the said facility has been adversely affected by the localised Covid lockdowns
- The work for the facility is now expected to be completed by Q4FY22



# Q1 FY22 Standalone Result Highlights



# Includes Other Income



# Standalone Profit & Loss Statement – Q1 FY22



Particulars (Rs. Crs.)	Q1 FY22	Q1 FY21	Y-o-Y	FY21
<b>Total Revenue#</b>	<b>457.94</b>	<b>202.33</b>	<b>126.3%</b>	<b>1,389.09</b>
Cost of Goods Sold	401.51	166.32		1,190.64
Manufacturing & Operating Costs	15.41	9.99		57.82
<b>Gross Profit</b>	<b>41.02</b>	<b>26.02</b>	<b>57.6%</b>	<b>140.63</b>
Employee Expenses	9.00	6.88		30.60
Other Expenses	5.18	4.09		24.01
<b>EBITDA</b>	<b>26.84</b>	<b>15.06</b>	<b>78.2%</b>	<b>86.02</b>
Depreciation	4.90	4.11		17.19
<b>EBIT</b>	<b>21.94</b>	<b>10.94</b>	<b>100.5%</b>	<b>68.83</b>
Finance Cost	4.79	4.35		18.68
<b>Profit Before Tax</b>	<b>17.15</b>	<b>6.60</b>	<b>159.8%</b>	<b>50.15</b>
Tax	6.01	2.31		13.67
<b>Profit After Tax</b>	<b>11.14</b>	<b>4.28</b>	<b>160.3%</b>	<b>36.48*</b>
EPS	5.25	2.02		17.21

# Includes Other Income

# Standalone Balance Sheet



Particulars (Rs in Crs.)	31-Mar-21	31-Mar-20
<b>Non-Current Assets</b>	<b>340.32</b>	<b>285.95</b>
Property, plant and equipment	270.35	248.73
Capital work-in-progress	52.81	25.56
Other intangible assets	0.51	1.03
Financial assets		
(i) Investments	-	-
(ii) Loans	2.76	2.16
(ii) Other financial assets	0.41	0.20
Non-current tax assets (net)	11.00	3.53
Deferred tax assets (net)	-	-
Other non-current assets	2.48	4.74
<b>Current Assets</b>	<b>356.88</b>	<b>253.99</b>
Inventories	169.08	109.73
Financial assets		
(i) Investments	3.19	3.18
(ii) Trade receivables	49.70	37.47
(iii) Cash and cash equivalents	44.42	28.79
(iv) Bank balances	14.09	10.19
(v) Loans	18.31	5.43
(vi) Other financial assets	13.98	14.24
Other current assets	44.11	44.98
<b>Total Assets</b>	<b>697.20</b>	<b>539.94</b>

Particulars (Rs in Crs.)	31-Mar-21	31-Mar-20
<b>Equity</b>	<b>224.41</b>	<b>187.87</b>
Equity share capital	21.20	21.20
Other equity	203.22	166.67
<b>Non-Current Liabilities</b>	<b>207.21</b>	<b>154.42</b>
Financial liabilities		
(i) Borrowings	186.53	138.08
(ii) Other financial liabilities	-	-
Provisions	1.91	1.45
Deferred tax liabilities (net)	17.93	14.04
Other non-current liabilities	0.85	0.85
<b>Current liabilities</b>	<b>265.57</b>	<b>197.65</b>
Financial liabilities		
(i) Borrowings	0.14	8.24
(ii) Trade payables	213.87	139.63
(iii) Other financial liabilities	47.39	46.33
Other current liabilities	1.59	0.96
Provisions	0.63	0.54
Current tax liabilities (net)	1.95	1.95
<b>Total Equity &amp; Liabilities</b>	<b>697.20</b>	<b>539.94</b>

# Summary of Standalone Cashflows



Particulars (Rs in Cr)	FY21	FY20
Operating profit before working capital changes	85.07	56.26
Changes in working capital	5.73	(31.50)
<b>Cash generated from operations</b>	<b>90.80</b>	<b>24.76</b>
Direct taxes paid (net of refund)	17.28	7.74
<b>Net Cash from Operating Activities (A)</b>	<b>73.52</b>	<b>17.02</b>
<b>Net Cash from Investing Activities (B)</b>	<b>(91.56)</b>	<b>(145.16)</b>
<b>Net Cash from Financing Activities (C)</b>	<b>33.90</b>	<b>152.54</b>
<b>Net Change in cash and cash equivalents</b>	<b>44.42</b>	<b>24.40</b>

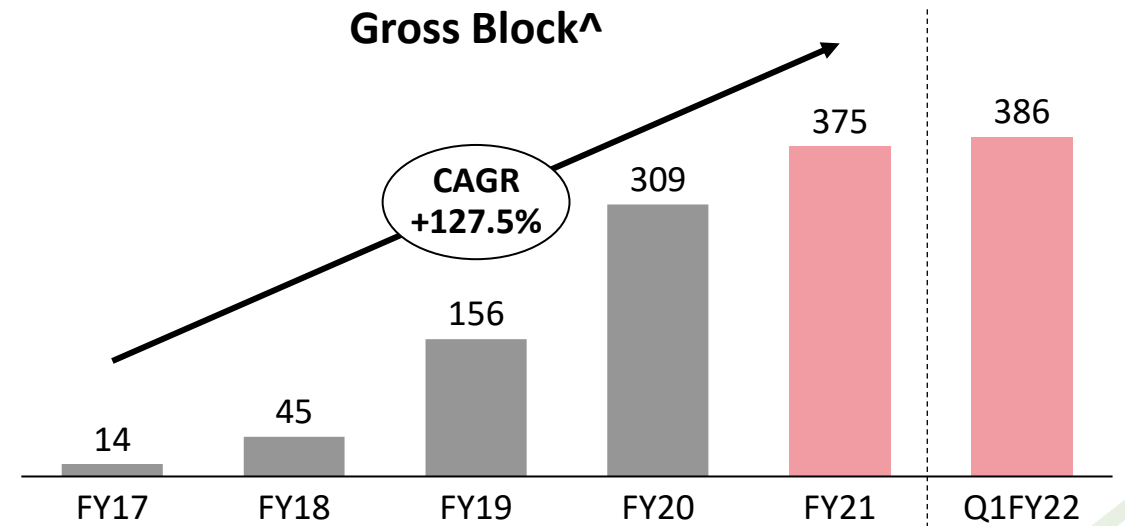
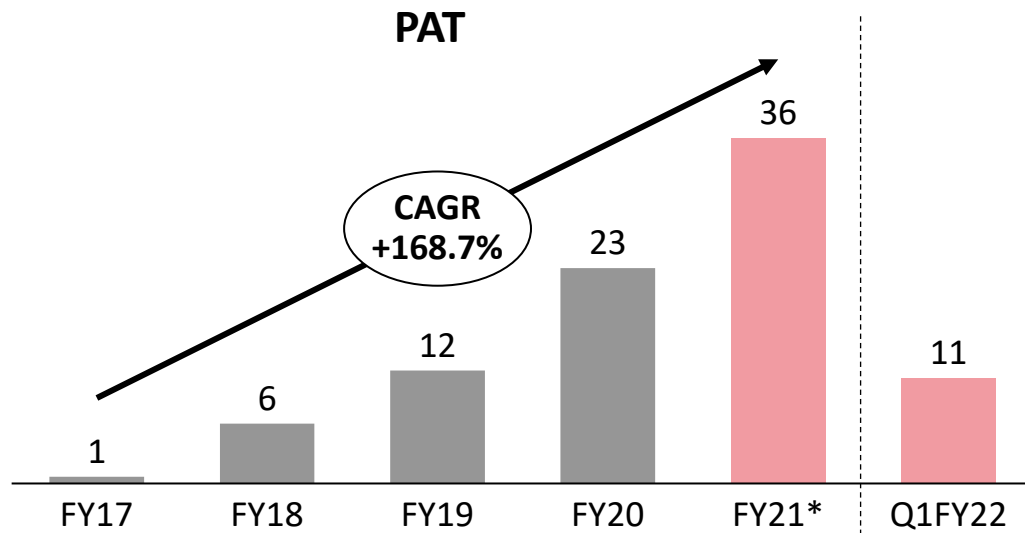
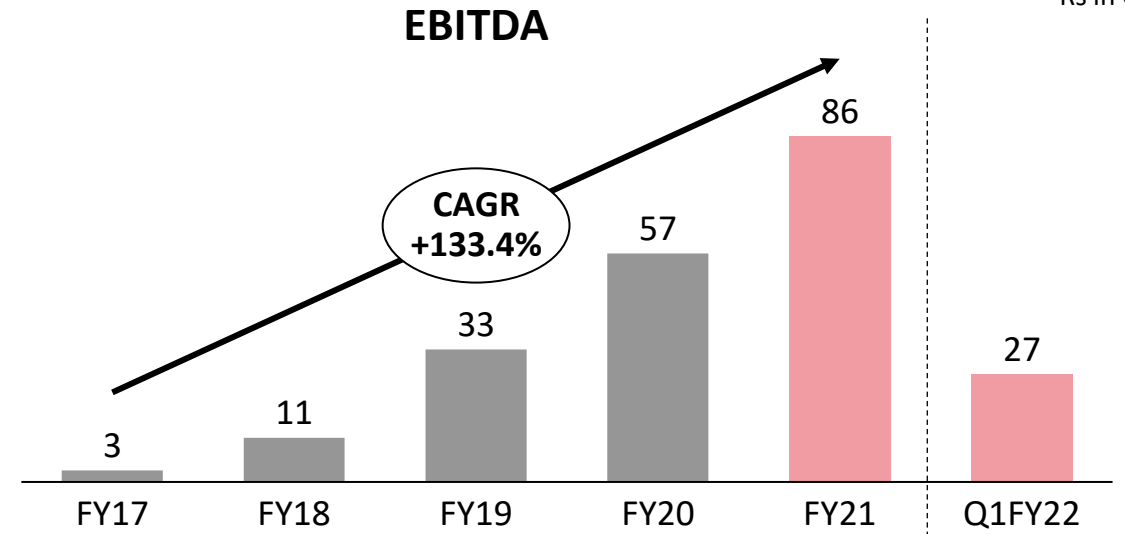
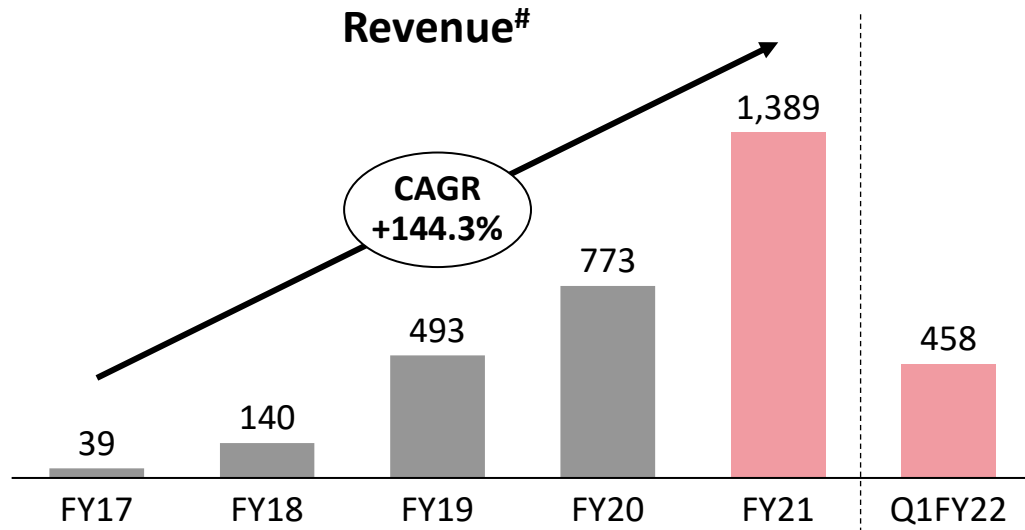




# Historical Standalone Financial Performance



Rs in Cr



\*PAT includes, excess provision of tax to the tune of Rs. 3.86 Crores in FY20 which was reversed in FY21 after filing tax returns

^includes intangibles and CWIP

# Includes Other Income



**Commenting on the Results, Mr. Sameer R. Kothari, Managing Director said,** “Notwithstanding the fact that the YoY performance is not strictly comparable due to the base effect of the last year’s nation-wide lockdown, I am happy to note that we continue to be on a growth path on account of the ramping up of the new facilities in Hyderabad and Silvassa.

*We believe that the underlying opportunity in FMCG contract manufacturing is huge, and we have barely scratched the surface in terms of categories like pet food, confectionaries, savorys, color cosmetics, deodorants, etc. Additionally, we have also started looking at adjunct sectors and are excited by the Health & Wellness Sector.*

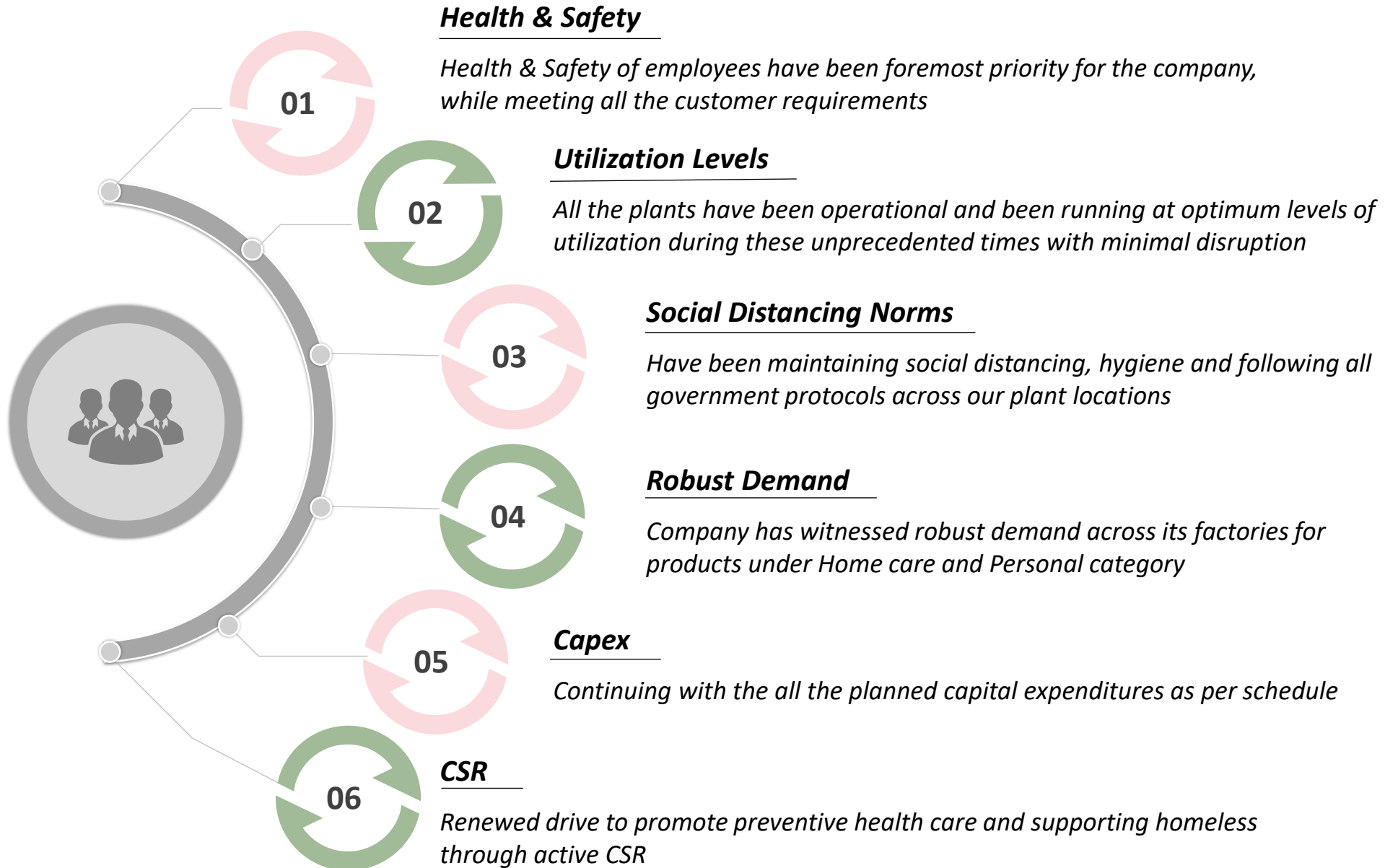
*Based on this, while we remain confident of achieving our immediate goal of Rs. 2,000 crore revenues in FY22, our vision 2025 is to double the turnover in next 3 years by exploring both organic and inorganic opportunities.”*



**Commenting on the Results, Mr. Mayank Samdani, Group CFO said,** “Our revenues grew significantly in Q1FY22 on year-on-year basis. Moreover, our recently commissioned facilities at Silvassa and Hyderabad have been ramping up well and started contributing to the revenues. Our profitability has grown by over 160% YoY led by strong growth in revenues and operating profit.

*Though we have witnessed some moderation in sales during the quarter (as compared to the preceding quarter) because of the second wave and change in the product mix, we have been able to protect our bottom-line due to the inherent nature of the business model.*

*As we continue to invest in capex, our interest cost and depreciation have increased slightly but, our focus on effective control over working capital and effective deployment of capital will help us improve our return ratios in the coming period.”*







# Protect against Covid-19



- ✓ 81% of Employees across locations have received at least first dose of vaccination
- ✓ 15% of Employees across locations are completely vaccinated
- ✓ The Vaccination drive covered family members of the employees as well
- ✓ The vaccination drive covered contract labourers working at the plant locations



**At all times our employees have been wearing a mask, maintaining social distancing and following prescribed hygiene practices**







# HFL at a Glance



HFL GOA PLANT



## 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

11

SITES

30+

YEARS OF EXPERIENCE

3Mn+

LIVES TOUCHED DAILY

1200+

TEAM MEMBERS





# The Vanity Case Group



**12**  
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

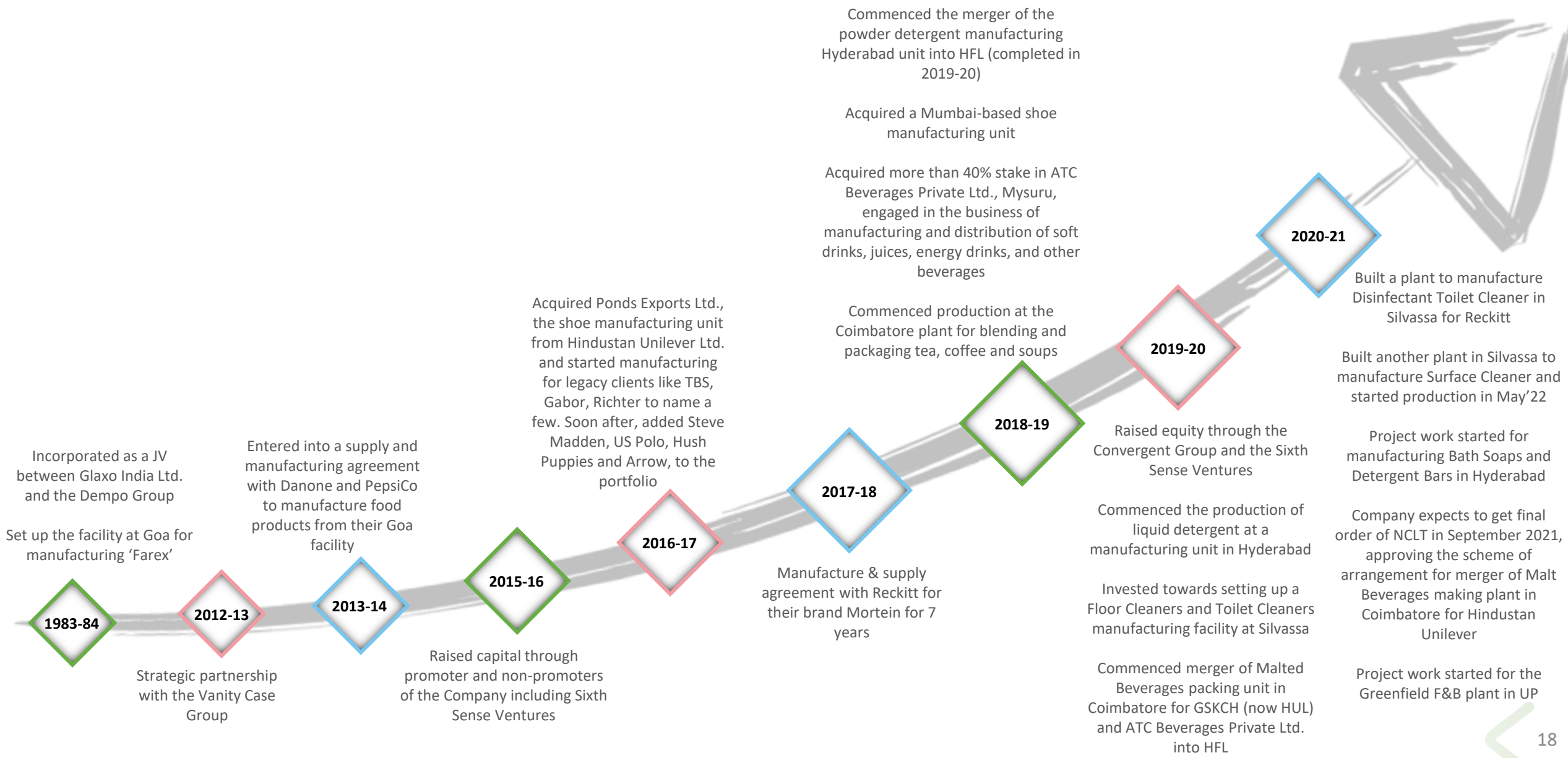
Caters to  
**Domestic and Export Markets**

**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**



# Our Journey



## Most Diversified 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
- 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

#### Pest Control

- Coils
- Aerosols
- Liquid Vaporizer
- Mosquito Mats
- Activ Cards

### Personal Care



#### Hair Care

- Shampoo, Hair Oil & Hair Foods
- Hair Gel & Hair Cream

#### Toiletries & Fragrances

- Talcs, Shaving Cream
- Hand Wash

#### 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

### Leather & Knitted Shoes



#### Leather & Knitted Shoes and Accessories

- Men's footwear
- Women's footwear
- Footwear for Juniors
- Uppers
- Accessories



## 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





# We have Long term Relationships with major FMCG Brands



Hindustan Unilever Limited





## Shrinivas Dempo | Chairman, Non-Executive

- 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



## Sameer Kothari | Managing Director

- 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)



## Ganesh Argekar | Executive Director

- 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



## Neeraj Chandra | Independent Director

- 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



## Harsha Raghavan | Non-Executive Director

- 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



## Nikhil Vora | Non-Executive Director

- Nikhil Vora is the founder and CEO of Sixth Sense Ventures
- Nikhil was earlier the Managing Director and Head of Research at IDFC Securities



## Shashi Kalathil | Independent Director

- 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



## Honey Vazirani | Independent Woman Director

- Honey Vazirani served as the Vice President of Labels & International Business Division at Huhtamaki PPL Limited
- She has over 27 years of working experience and holds an MBA in Marketing from Chetana College



## Sarvjit Singh Bedi | Non-Executive Director

- Sarvjit Singh Bedi is an Audit and financial consultant with over 16 years of experience across India & USA
- He is a Chartered Accountant (all India 39th rank) and is an MBA from Cornell University



## Sandeep Mehta | Independent Director

- Sandeep Mehta is 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 and was a partner with Little & Co, Advocates and Solicitors for over 6 years

# Professional Management Team



**Mayank Samdani**  
Group CFO

Chartered Accountant with 18 years of experience and 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



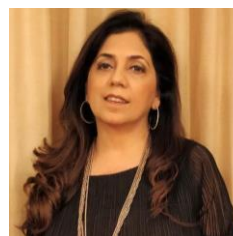
**Rajiv Bahadur**  
President, Leather Business

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/Pielsen 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



**Nalini Kalra**  
GM, Private Labels

Graduate in Political Science with 21 years in Personal Care. Worked in the Cosmetics industry in New York for 5 years



**Sanjay Sehgal**  
President, Healthcare & Wellness

IIT (Delhi) graduate with over 40 years of experience.  
**Experience** – HUL, Sandoz & Hindalco



**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









# Manufacturing Facilities



## JAMMU



- Spread across 35,143 square meters of area at IGC II, SIDCO Samba
- Unit was acquired from Reckitt by the end of 2017 and commenced commercial production from 2<sup>nd</sup> 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**



## 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 KI of liquids**

## 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.**



## 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\*



- 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.**





# Future Growth Strategy





## 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



# Industry Opportunity is huge



## FMCG Market Size



**\$103.70 Billion**

translates to

**Rs. 8,00,000 Crores**

## Personal Care

**~50%**



## Home / Health Care\*



**~31%**

## Food & Beverages

**~19%**



**FMCG 4<sup>th</sup> Largest Sector in India**

## Outsourced Manufacturing Opportunity

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

Company Estimates

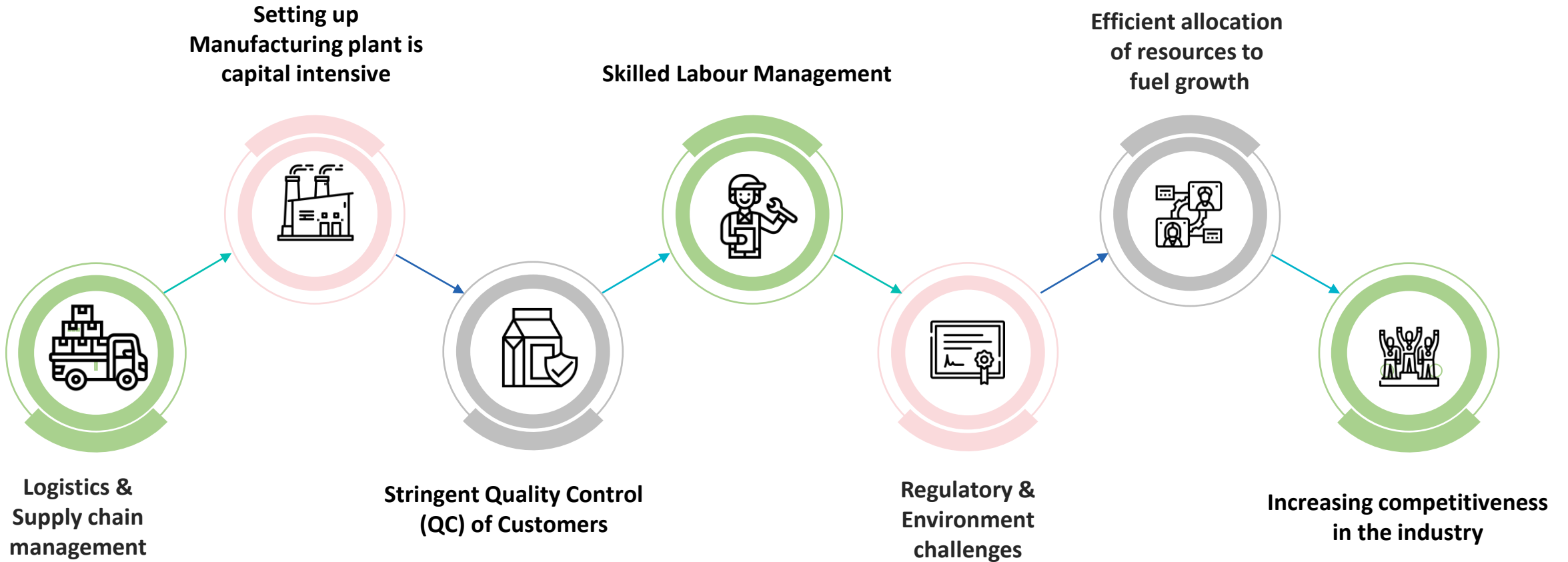
- ✓ HFL is the most diversified and versatile contract manufacturing company in India
- ✓ HFL plans to add value by growing organically and inorganically through bolt-on acquisitions, which is the need of the hour in the contract manufacturing sector







# Barriers to Entry makes us even more Competitive



**HFL has overcome all the barriers over the years**



# HFL is best placed to capitalize on the Growth Story



**Largest Organized Player**

One of the Largest Organized Player with decades of experience

**Management Expertise**

Management Expertise with over two 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 clientele through strong foundation of trust

**One Stop Solution**

One stop solution for product development, testing, manufacturing and distribution helps us become preferred partner

**Manufacturing Facilities**

HFL has State of the art manufacturing units at various geographical locations to manufacture different products

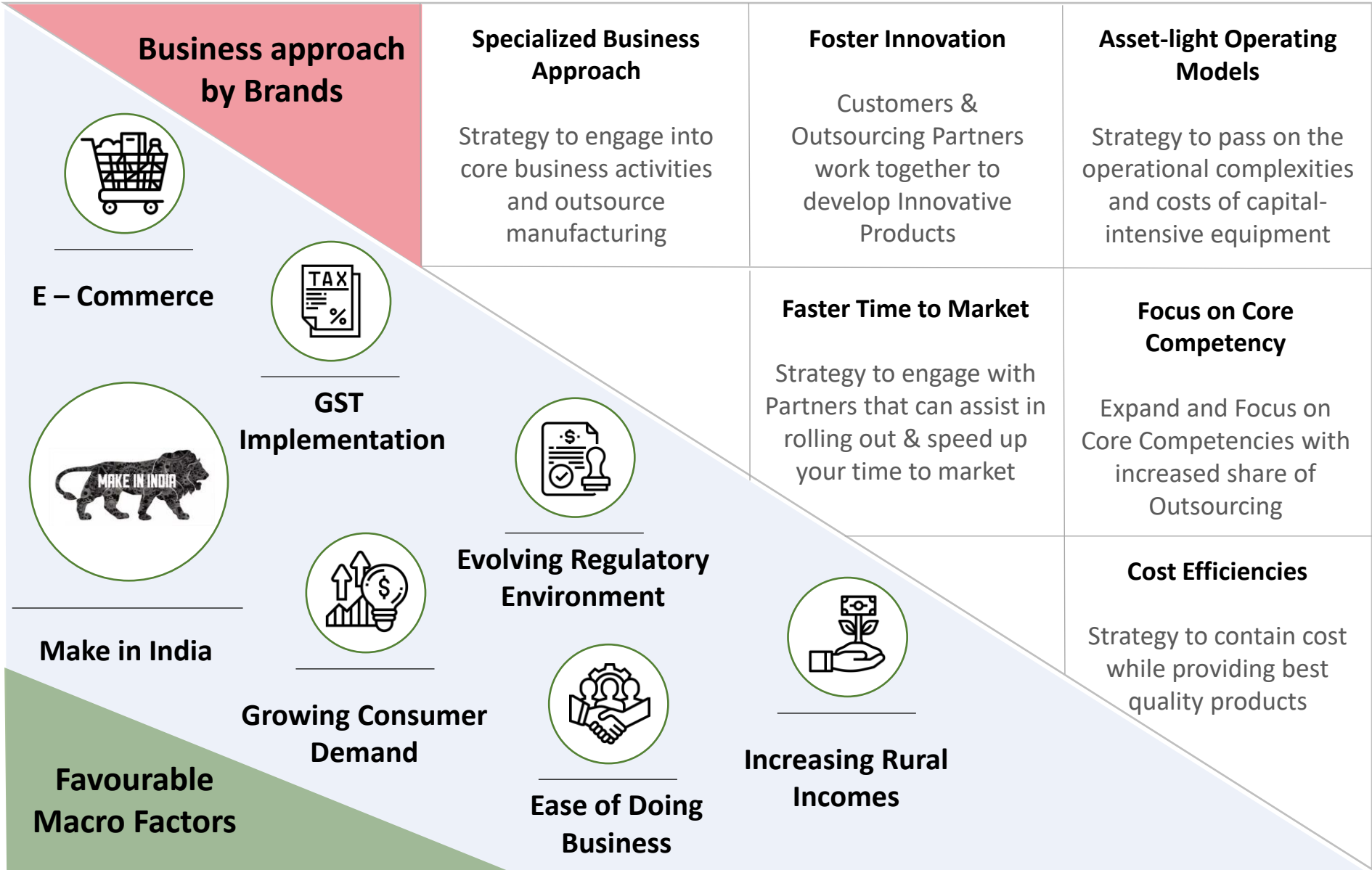
**Ability to create Formulations**

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

# Multiple Levers of Growth



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 areas*
- *All the factories have a mandatory cover of trees and plants, in and around the factory/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.*
- *In the current Pandemic, HFL has renewed its campaign to promote preventive health care vide distribution of PPE kits, masks and hand sanitizers, and supporting homeless women through active CSR.*



# Thank You

Company:	Investor Relations Advisors:
	
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