



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: 26th May, 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 Q4 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 Q4 and FY 21 ended 31st March, 2021.

We request you to take the 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 2021

HOME CARE | FOOD & BEVERAGES | PERSONAL CARE | LEATHER | PEST CONTROL



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Q4FY21 Overview

HFL | HYDERABAD PLANT





Key Developments



The Company has ventured into knitted shoes [sports shoes], manufacturing two of the top brands in the category, at our facility in Puducherry

Despite delays due to intermittent lockdowns, the project work for Soaps & Bars plant in Hyderabad is now fast progressing

The Toilet Cleaning Liquid Plant in Silvassa has ramped up to its rated capacity and company is engaged in discussions to further expand the facility

Despite delays due to CoVid induced lockdowns, the project work for the F&B plant in Uttar Pradesh is progressing as per schedule and expect commercial production to start from Q4FY22

The second facility at Silvassa, set up to manufacture Surface Cleaning Liquid, has commenced commercial production in May 2021. We expect to ramp up to its rated capacity by Q2FY22

The company is operating all the plants with minimal disruption, despite the 2nd wave of Covid-19

Demand for decentralized manufacturing to grow and we continue to invest prudently to expand **CONTRACT MANUFACTURING** base

On the back of this vision, we continue to explore all avenues of growth – Greenfield Projects as well as acquisitions

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





Key Parameters



Rs. **375** crore

GROSS BLOCK
as on 31st March 2021

Rs. **1,389** crore
80% growth YoY

TOTAL REVENUES
for FY21



0.97

Debt to Equity Ratio
as on 31st March 2021



Rs. **224** crore

NETWORTH
as on 31st March 2021



Rs. **36.5** crore
60% growth YoY

PROFIT AFTER TAX*
for FY21



1.29 Days

Net Working Capital Days as
on 31st March 2021



Rs. **86** crore
51% growth YoY

EBITDA
For FY21



Rs. **73.53** crore
332% growth YoY

Operating Cashflow
for FY21



*PAT includes, excess provision of tax in FY20 which was reversed in FY21 after filing tax returns



Uttar Pradesh

Capex Rs. 125 Cr

Food & Beverage

- Capex is under taken by the wholly owned subsidiary '**HFL Consumer Products Private Limited**'
- Acquisition of land for the said facility is complete and project work is progressing as per schedule
- 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

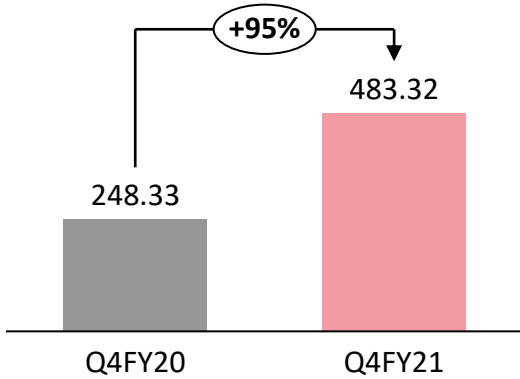
- The work for the said facility has been adversely affected by the localised Covid lockdowns
- The work for the facility is now expected to be completed by Q4FY22

Q4 & FY21 Standalone Result Highlights

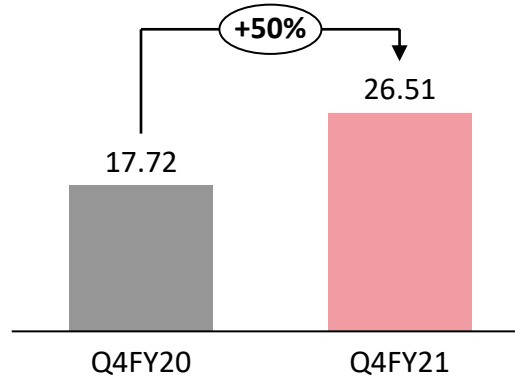


Q4 FY21

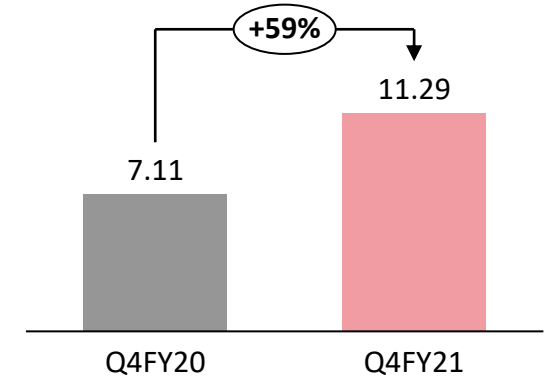
Revenue# (Rs. Crs.)



EBITDA (Rs. Crs.)

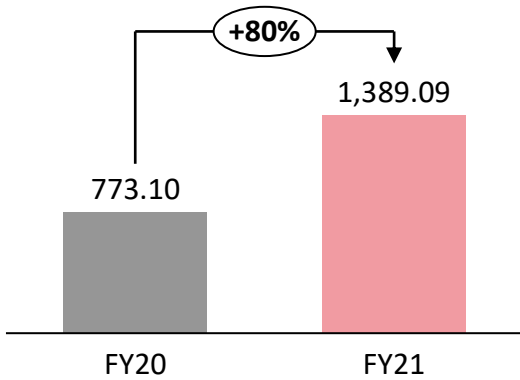


Profit after Tax (Rs. Crs.)

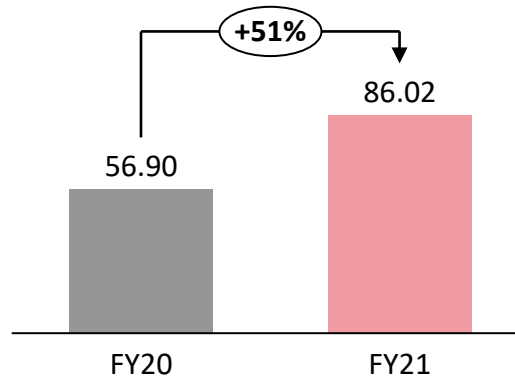


FY21

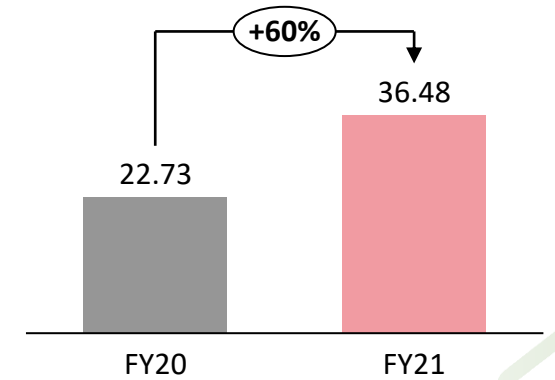
Revenue# (Rs. Crs.)



EBITDA (Rs. Crs.)



Profit after Tax* (Rs. Crs.)



*PAT includes, excess provision of tax in FY20 which was reversed in FY21 after filing tax returns

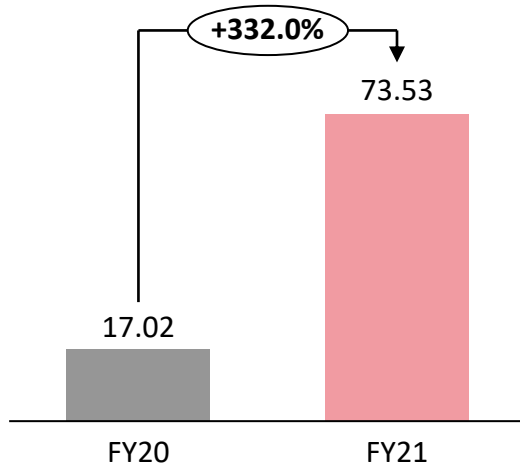
Includes Other Income



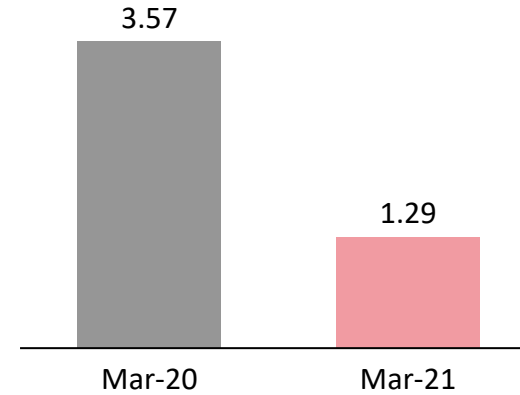
FY21: Focus on Operational Efficiencies



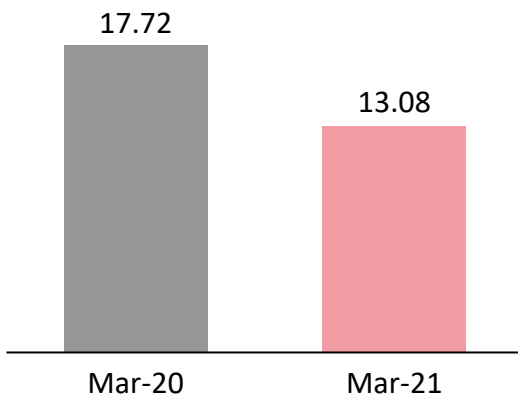
Operating Cash Flows (Rs. Crores)



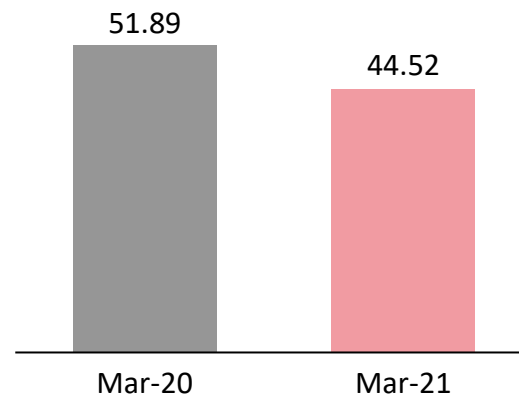
Net Working Capital Cycle (Days)



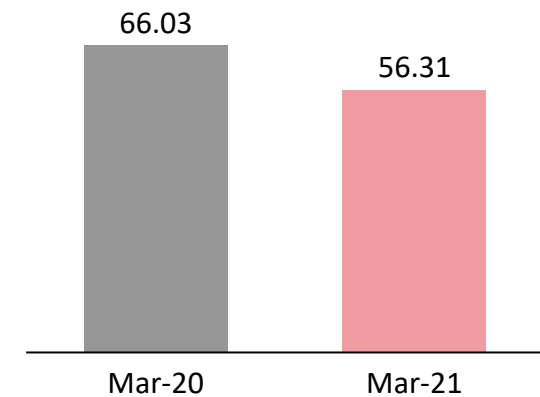
Debtors Turnover (Days)



Inventory Turnover (Days)



Creditor Turnover (Days)



Standalone Profit & Loss Statement – Q4 & FY21



Particulars (Rs. Crs.)	Q4 FY21	Q4 FY20	Y-o-Y	FY21	FY20	Y-o-Y
Total Revenue#	483.32	248.33	95%	1,389.09	773.10	80%
Cost of Goods Sold	423.91	204.83		1,190.64	618.70	
Manufacturing & Operating Costs	16.07	15.50		57.82	55.59	
Gross Profit	43.34	28.00	55%	140.63	98.82	42%
Employee Expenses	8.19	5.39		30.60	24.22	
Other Expenses	8.64	4.90		24.01	17.69	
EBITDA	26.51	17.72	50%	86.02	56.90	51%
Depreciation	4.45	3.79		17.19	11.28	
EBIT	22.06	13.93	58%	68.83	45.62	51%
Finance Cost	4.42	3.69		18.68	10.99	
Profit Before Tax	17.64	10.23	72%	50.15	34.63	45%
Tax	6.35	3.12		13.67	11.90	
Profit After Tax	11.29	7.11	59%	36.48*	22.73	60%
EPS	5.32	3.43		17.21	11.97	

*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 Other Income

Standalone Balance Sheet



Particulars (Rs in Crs.)	31-Mar-21	31-Mar-20
Non-Current Assets	340.32	285.95
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
Current Assets	356.88	253.99
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
Total Assets	697.20	539.94

Particulars (Rs in Crs.)	31-Mar-21	31-Mar-20
Equity	224.41	187.87
Equity share capital	21.20	21.20
Other equity	203.22	166.67
Non-Current Liabilities	207.21	154.42
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
Current liabilities	265.57	197.65
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
Total Equity & Liabilities	697.20	539.94

Summary of Standalone Cashflows



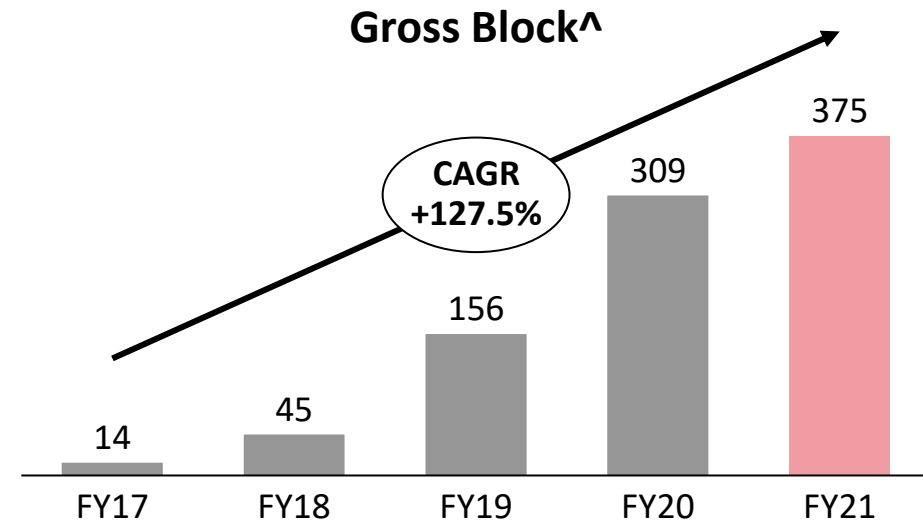
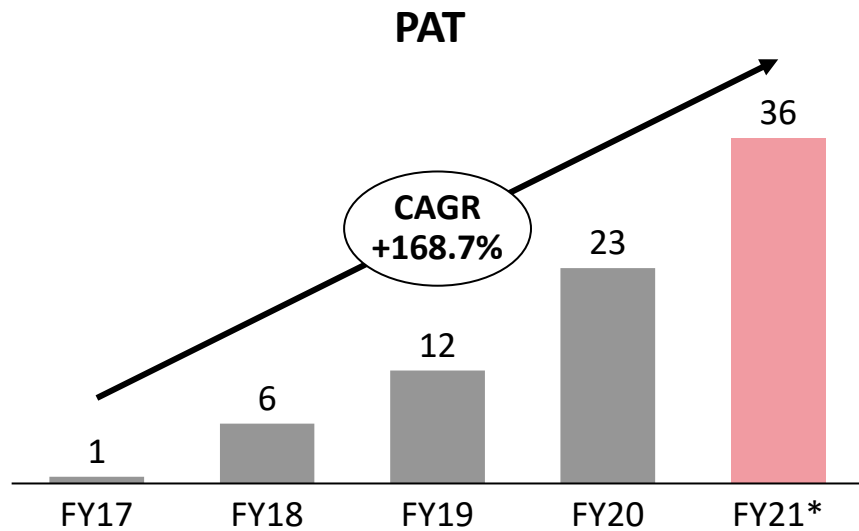
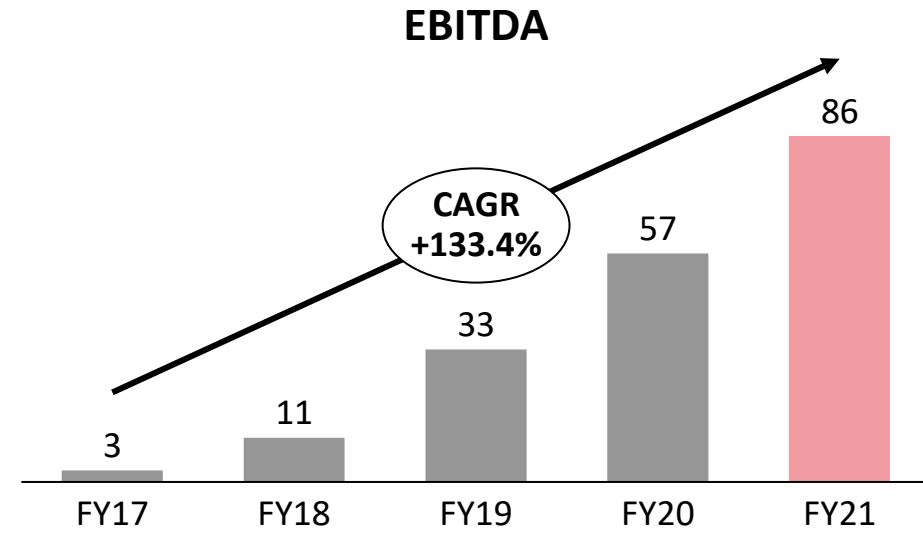
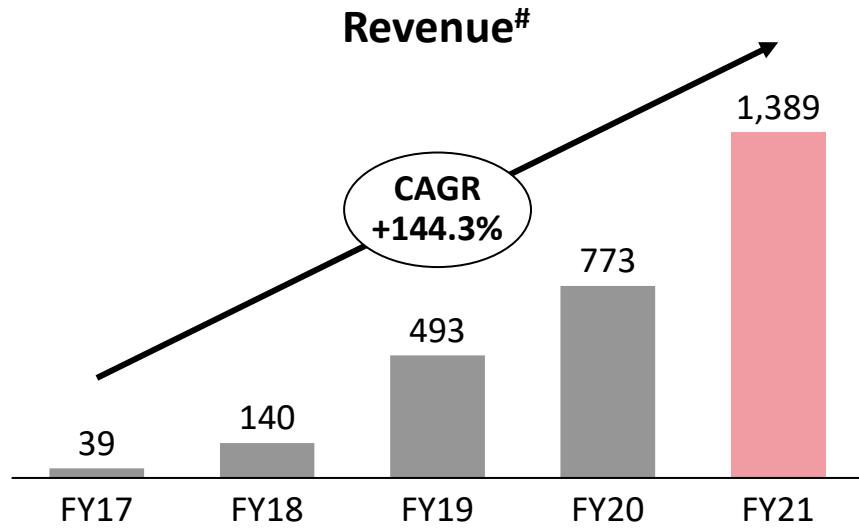
Particulars (Rs in Cr)	FY21	FY20
Operating profit before working capital changes	85.07	56.26
Changes in working capital	5.73	(31.50)
Cash generated from operations	90.80	24.76
Direct taxes paid (net of refund)	17.28	7.74
Net Cash from Operating Activities (A)	73.52	17.02
Net Cash from Investing Activities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



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

Message from Managing Director and Group CFO



Commenting on the Results, Mr. Sameer R. Kothari, Managing Director said, “This financial year started on a tumultuous note with shutdowns and lockdowns at most of our factories in the first quarter of FY21. It is a testament to strength of the business model and more importantly to the commitment of the team that this year ended up being the best year in the history of the company so far. While this performance was in no small measure led by sustainability of buoyant demand of the products manufactured by the company across the segments, I would give credit to all our team members who have worked relentlessly during the year to execute and meet our customer requirements in the face of various hardships.

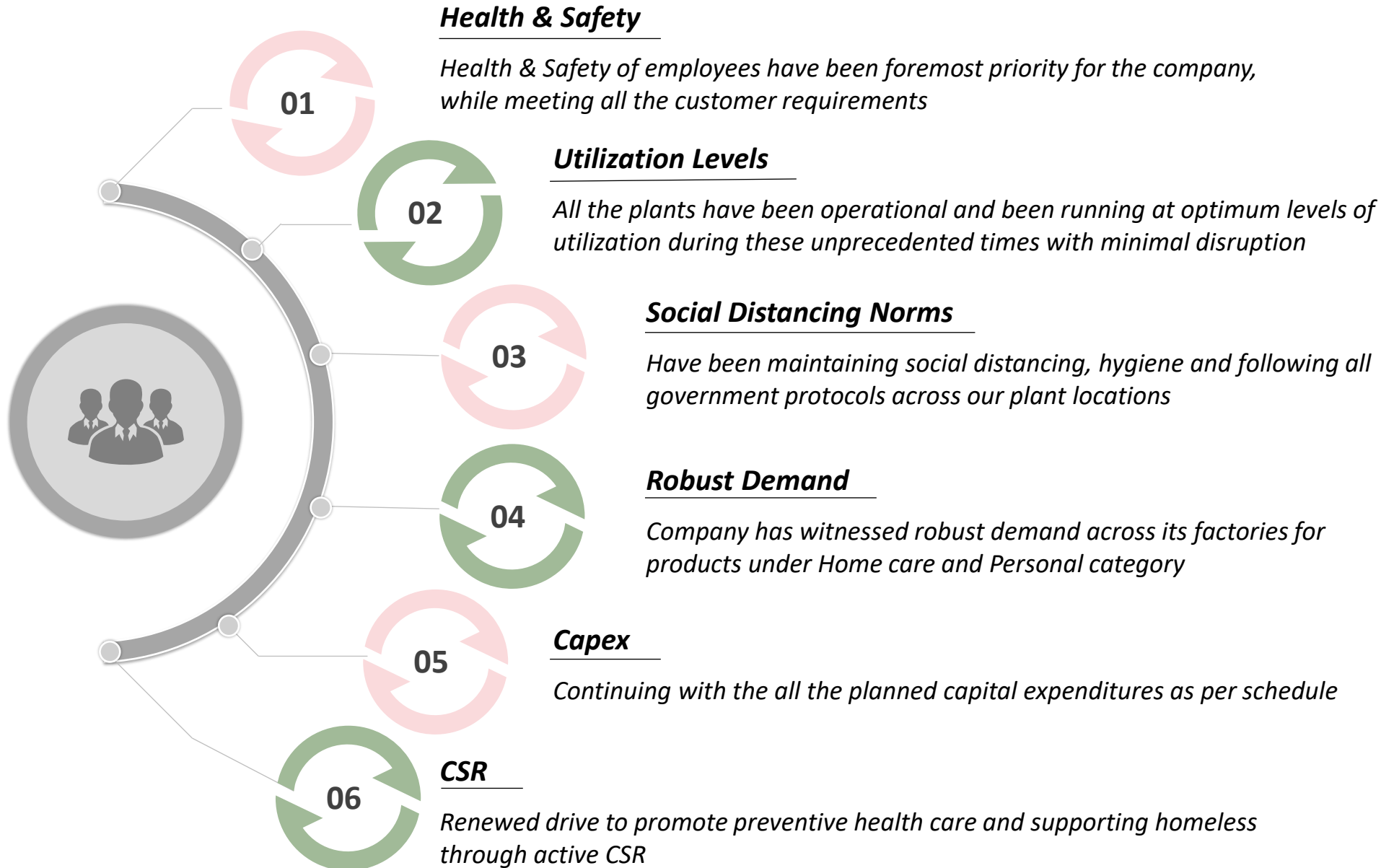
And just when we were beginning to rest on our laurels, the second wave of CoViD 19 which started in last month posed new challenges. Though this time, the operations were not hit as much as last year, the loss of life and personal suffering was much more.

We, at HFL, have decided to view this year as the mythological, Kairos time and will continue to aggressively leverage the opportunities that the market presents us. We are confident of meeting the earlier guidance of achieving our goal of Rs. 2,000 crores of turnover by FY22 and will continue to strive hard and invest prudently to keep up this pace of growth.”



Commenting on the Results, Mr. Mayank Samdani, Group CFO said, “Despite the covid-19 related disruptions at the beginning of the year and towards the close of the year, for the financial year 2021, we have reported a near doubling of revenues and a very healthy increase in the PAT. What pleases me more, however, is that this business performance was well supported by strong operating cashflows of more than Rs. 70 Crores in financial year 2021, an increase of more than 4 times from last year. This change in operating cash flows is result of better operating profit and very effective control over working capital.

We continue to maintain high capital efficiency and strive to allocate our capital to growth opportunities. We have invested Rs. 200 + Crores in growth capex over last two years. In order to fund this, we have tried to strike a balance between our debt aversion dictated by conservative financial policies and the need to leverage the low interest regime.”





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

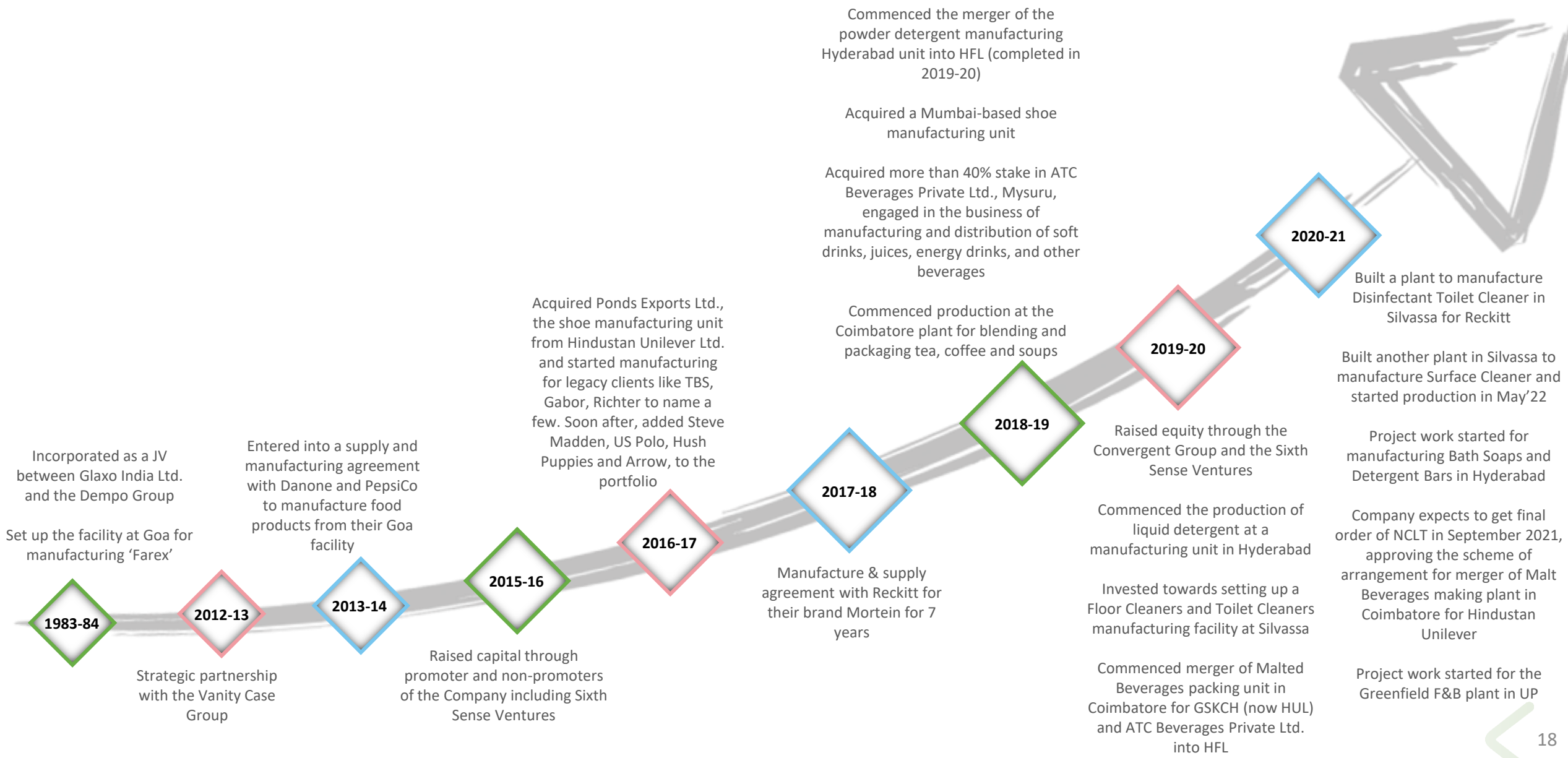
Caters to
Domestic and Export Markets

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 | Add. Director [Non-Ex., Non-Ind.]

- 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



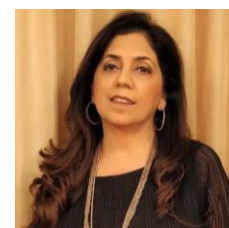
Rajiv Bahadur
President, Leather Business

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



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, 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



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 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

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 4th 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



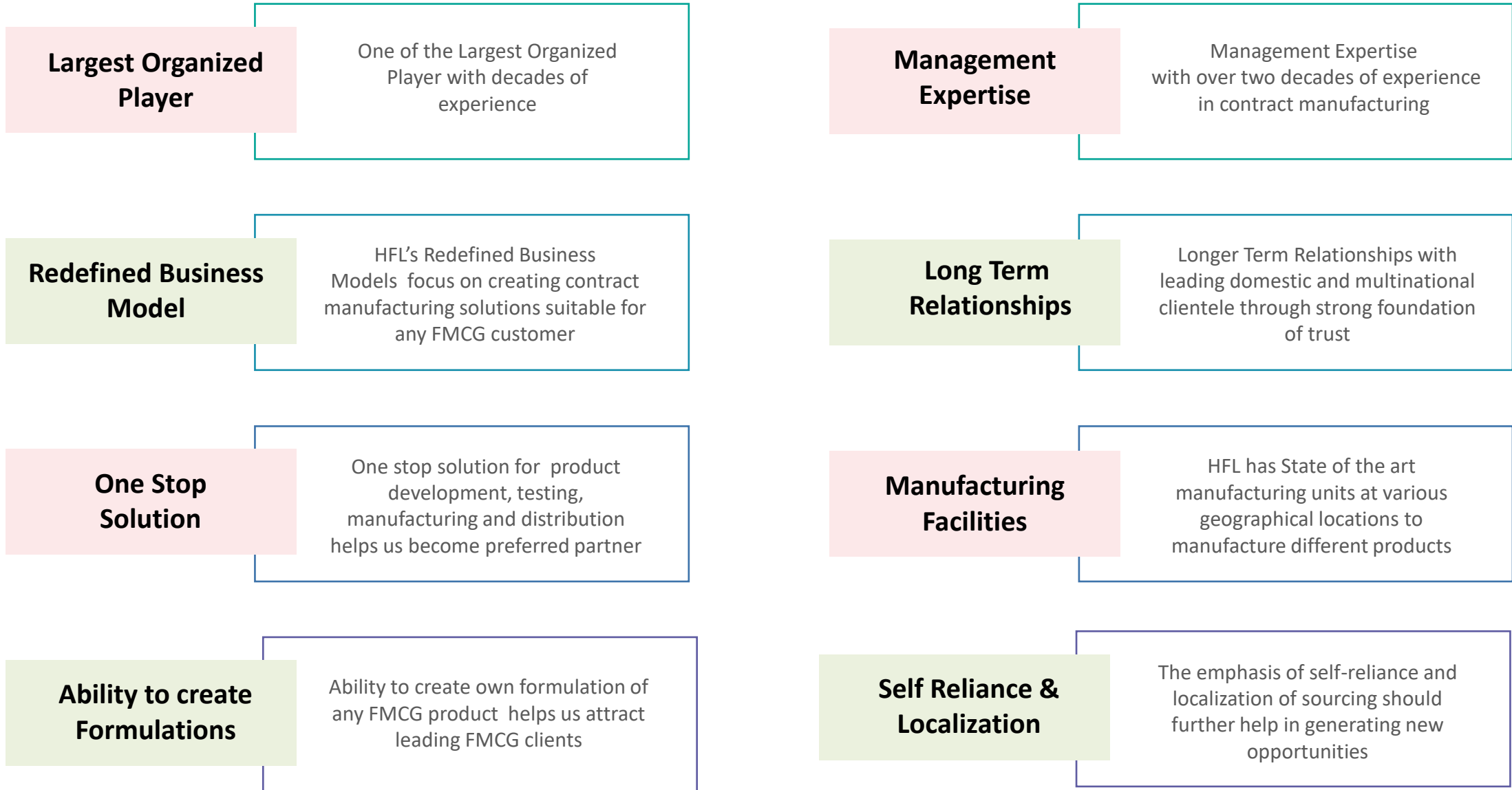
Barriers to Entry makes us even more Competitive



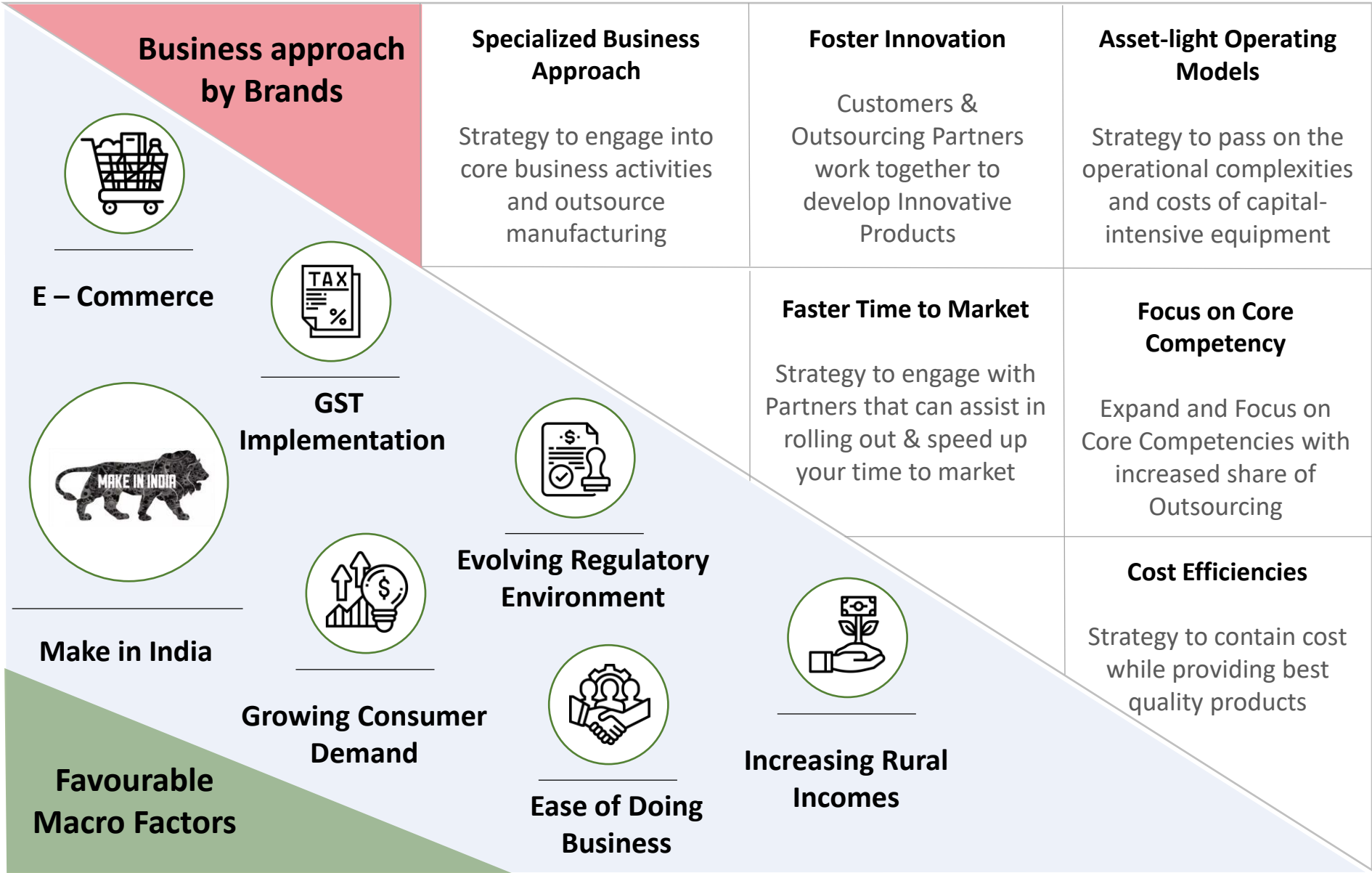
HFL has overcome all the barriers over the years



HFL is best placed to capitalize on the Growth Story



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

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