



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: 12th February, 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 February, 2021

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the "Investor Presentation February 2021" for Q3 & 9M ended 31st December, 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



Encl.: as above



HINDUSTAN FOODS LIMITED

INVESTOR PRESENTATION

February 2021

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



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Q3FY21 Overview

HFL | HYDERABAD PLANT





Key Developments



The Company has acquired land for the new F&B project in UP. Project work has begun and we expect to start commercial production in Q4FY22

Raw Material prices of certain products rose quite significantly but the Company was able to successfully pass on the increases to the Customers due to inherent strength of Business model

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

ATC Beverages has started building a Personal Care / Home Care plant in Southern India. This will be a first shared facility and will offer shared manufacturing to Brands looking at sourcing in South and expanding their footprint there

The Surface Cleaning Liquid Plant in Silvassa is scheduled to commence commercial production by March 2021 and expect it to ramp up to rated capacity in Q1FY22

India Ratings upgraded Long-term issuer rating to 'IND A' with Positive Outlook

Demand for decentralized manufacturing continues 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



<p>Rs. 345 crore</p> <hr/> <p>GROSS BLOCK as on 31st December 2020</p>	<p>Rs. 906 crore 73% growth YoY</p> <hr/> <p>TOTAL REVENUES for 9MFY21</p>		<p>0.91</p> <hr/> <p>Debt to Equity Ratio as on 31st December 2020</p>	
<p>Rs. 213 crore</p> <hr/> <p>NETWORTH as on 31st December 2020</p>		<p>Rs. 25 crore 61% growth YoY</p> <hr/> <p>PROFIT AFTER TAX* for 9MFY21</p>		<p>Rs. 11.89 40% growth YoY</p> <hr/> <p>EARNINGS PER SHARE for 9MFY21</p>
	<p>Rs. 60 crore 52% growth YoY</p> <hr/> <p>EBITDA For 9MFY21</p>		<p>Rs. 33 crore 33% growth YoY</p> <hr/> <p>PBT for 9MFY21</p>	

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





Northern Region

Capex Rs. 125 Cr

Food & Beverage

- Capex is under taken by the wholly owned subsidiary '**HFL Consumer Products Private Limited**'
- Work for facility will commence from Q4FY21
- Commercial Production expected to begin from Q4FY22
- Capex funded through combination of internal accruals and debt

Silvassa

Capex Rs. 30 Cr

Home Care Liquid

- First facility was set up and commenced commercial production from September 2020
- Second facility is under construction and commercial production is expected to begin from Q4FY21

Hyderabad

Capex Rs. 150 Cr

Home & Personal Care

- The work for the said facility has commenced and is progressing as per the schedule
- The work for the facility is expected to be completed by Q3FY22



Credit Ratings – India Ratings (Ind-Ra)		
Rating Instrument	Size of Issue (Rs in Cr)	Rating/Outlook
Term Loan	180	IND A / Positive
Working Capital Facilities	27	IND A / Positive / IND A1

The Upgrade Reflects

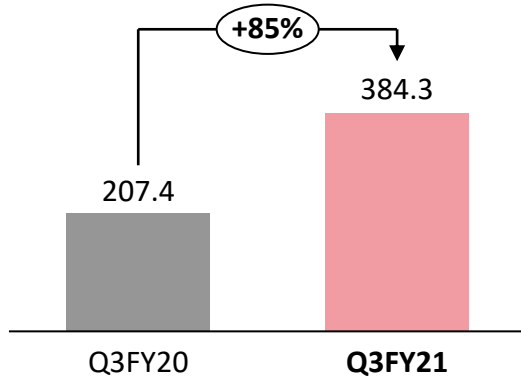
- Increased scale and profitability, underscoring strong executional track record
- Enhanced diversification in terms of product portfolio, manufacturing capacity and clients
- Resilient business model, with over 85% of revenue emanating from long-term contracts, which guarantees recovery of fixed costs including capital servicing costs

Q3 & 9M FY21 Standalone Result Highlights

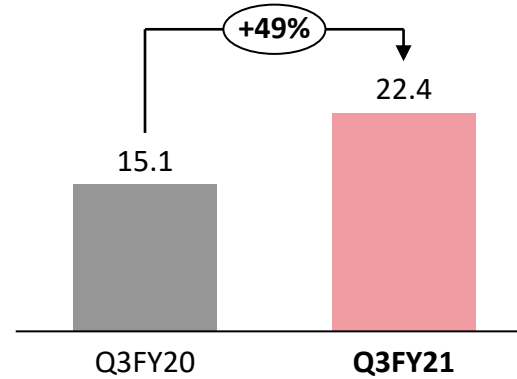


Q3 FY21

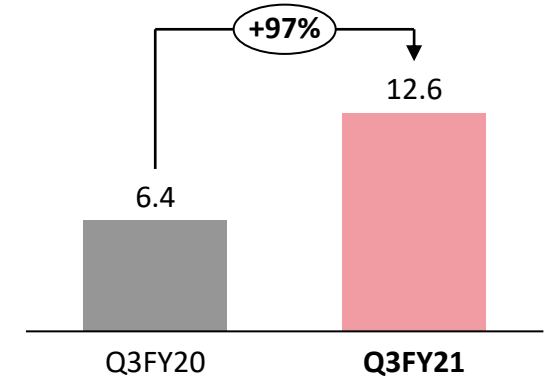
Revenue (Rs. Crs.)



EBITDA (Rs. Crs.)

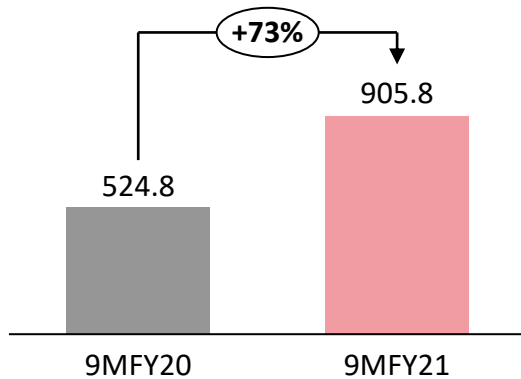


Profit after Tax* (Rs. Crs.)

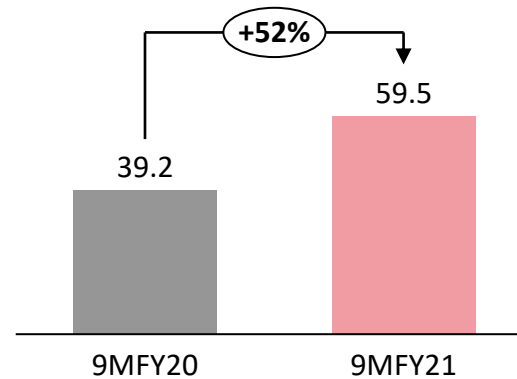


9M FY21

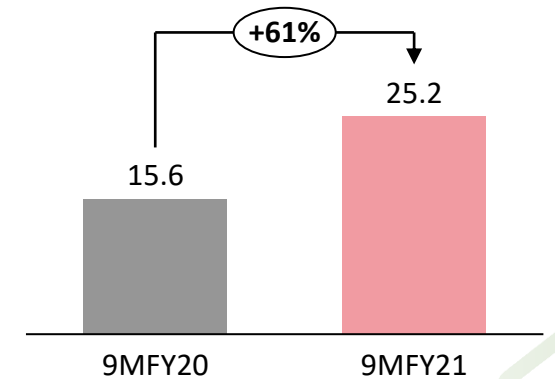
Revenue (Rs. Crs.)



EBITDA (Rs. Crs.)



Profit after Tax* (Rs. Crs.)



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

Standalone Profit & Loss Statement – Q3 & 9MFY21



Particulars (Rs. Crs.)	Q3 FY21	Q3 FY20	Y-o-Y	9M FY21	9M FY20	Y-o-Y
Total Revenue	384.29	207.42	85%	905.77	524.77	73%
Cost of Goods Sold	334.78	166.90		766.73	413.87	
Manufacturing & Operating Costs	14.56	14.48		41.75	40.09	
Gross Profit	34.95	26.04	34%	97.29	70.81	37%
Employee Expenses	8.39	7.05		22.42	18.84	
Other Expenses	4.15	3.93		15.37	12.79	
EBITDA	22.41	15.06	49%	59.50	39.18	52%
Depreciation	4.41	2.65		12.74	7.49	
EBIT	18.00	12.41	45%	46.76	31.69	48%
Finance Cost	4.81	2.38		14.25	7.29	
Profit Before Tax	13.19	10.03	32%	32.51	24.40	33%
Tax	0.63	3.66		7.31	8.78	
Profit After Tax	12.56	6.37	97%	25.20	15.62	61%
EPS	5.93	3.46		11.89	8.48	

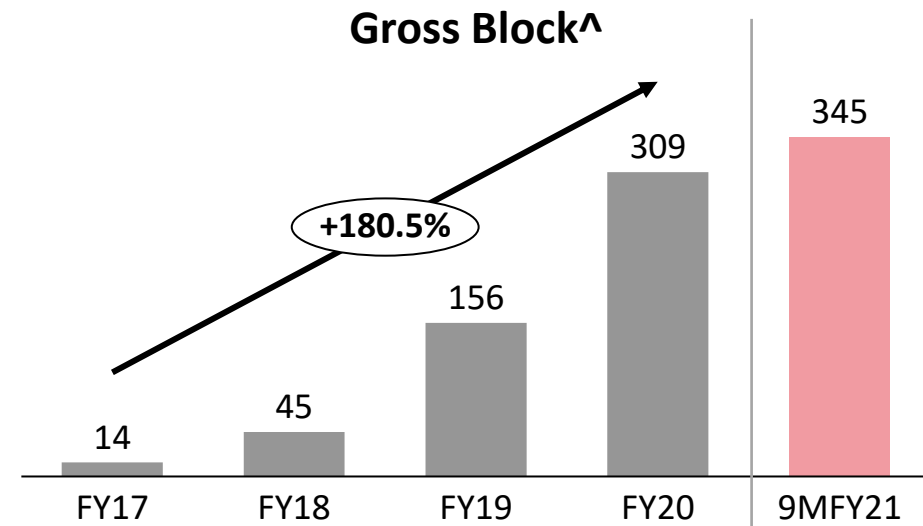
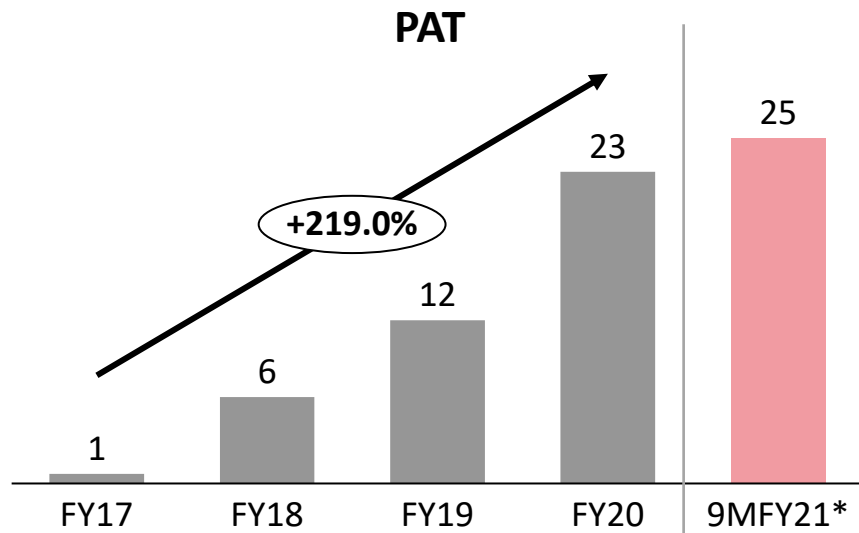
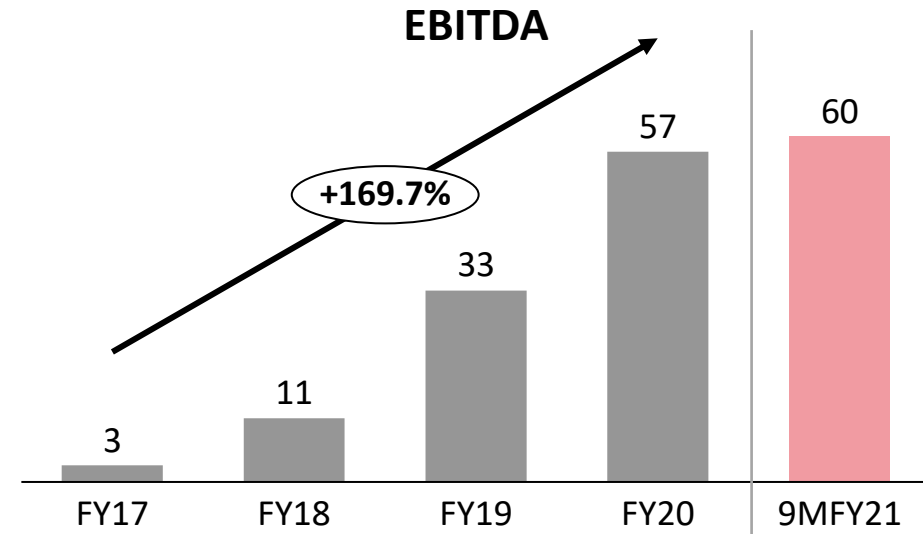
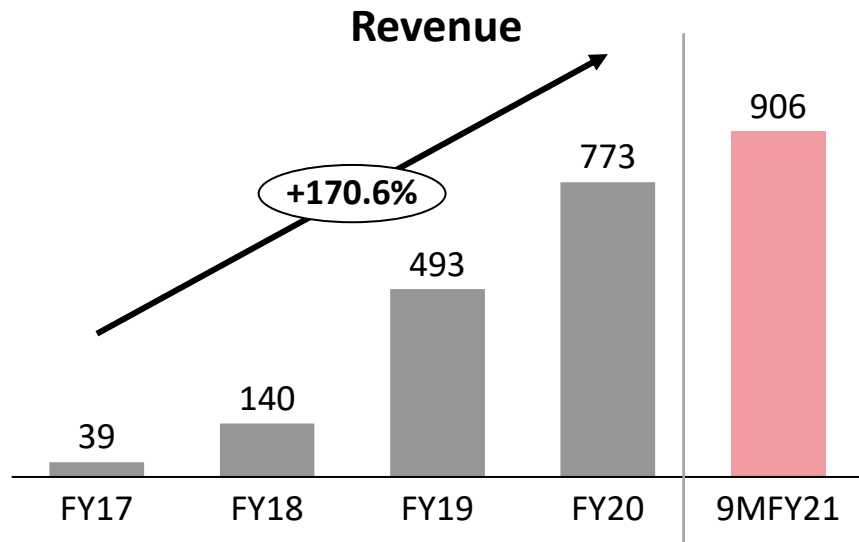
*PAT includes, excess provision of tax to the tune of Rs. 3.86 Crores in FY20 which was reversed in current quarter after filing tax returns



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 current quarter after filing tax returns

^includes intangibles and CWIP



Commenting on the Results, Mr. Sameer R. Kothari, Managing Director said, “2020 was a challenging year for each one of us, however with sharp decline in COVID-19 cases, improving mobility and renewed hopes on roll out of vaccine, has boosted the overall business environment. During these times, we continued to concentrate on our core values of integrity, innovation and initiative, focusing on delivering value to our business partners.

I am pleased to share that; we have continued to deliver a stellar performance and have yet again achieved the highest turnover and profitability for Q3FY21. This is despite a significant increase in prices of certain raw materials. We have successfully passed on any such increases to the customers, owing to the inherent strength of our business model. Though the increase in PAT was aided by the write back of the excess provision made in FY19-20, I am quite pleased with performance of the company even after adjusting for this one-time adjustment.

We continue to invest for the future growth of the Company; however, we remain cognizant of the fact that we need to maintain the key financial ratios. Owing to our strong financial practices, India ratings had recently upgraded our long-term credit rating to IND A with positive outlook. Also, the positive outlook, reflects upon company’s sustained growth in revenue and profitability, driven by commissioning of upcoming capacities and proposed mergers, while maintaining a strong credit profile. This has resulted in decrease in borrowing costs for the company and we intend to leverage the low interest regime to further increase our capex plans in the next couple of quarters.

With improving demand outlook, the demand for contract manufacturing has been growing rapidly and we continue to be in discussion with customers for new projects. With each passing day, I am confident that we should be able to sustain this performance and are investing prudently to achieve our goal of Rs. 2,000 crores of turnover by FY2022.”



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

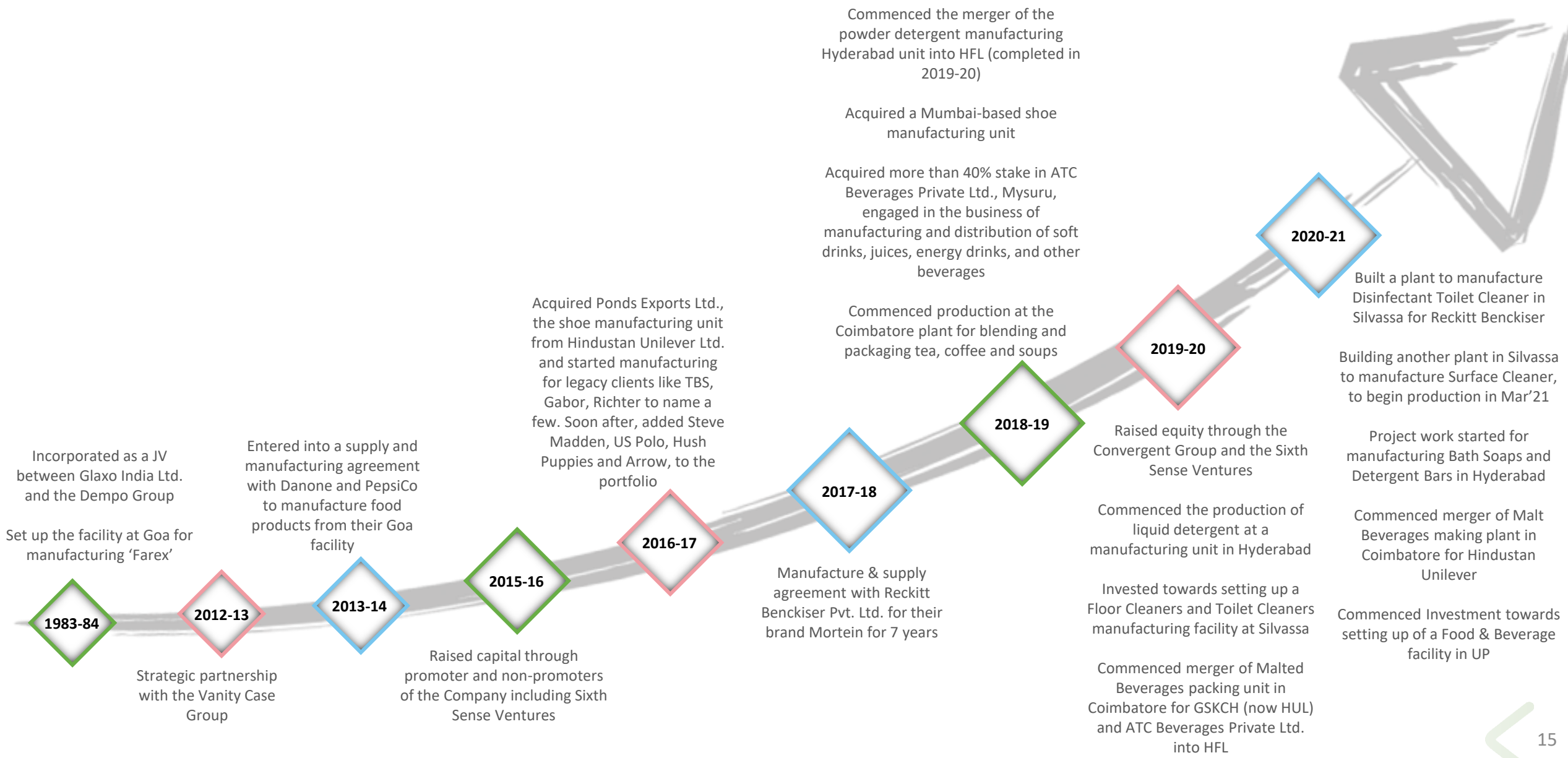
Caters to
Domestic and Export Markets

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



Leather Shoes & Accessories

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

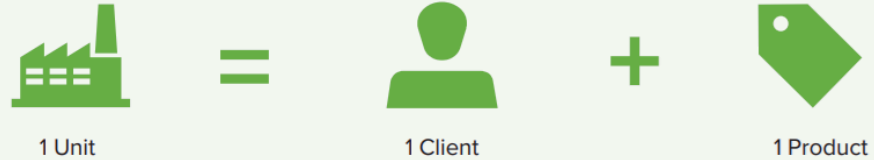


Business Models



Dedicated Manufacturing

The entire manufacturing facility/plant is exclusively utilised for the Principal Company



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



Reckitt Benckiser



DANONE
ONE PLANET. ONE HEALTH

Bata



emami*



GlaxoSmithKline



Gabor®



JOMOS



PEPSICO



BOMBAY SHAVING COMPANY

amazon

ARVIND
FASHIONING POSSIBILITIES



Zydus
Wellness

NYKAA



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



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



Manufacturing Facilities



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

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

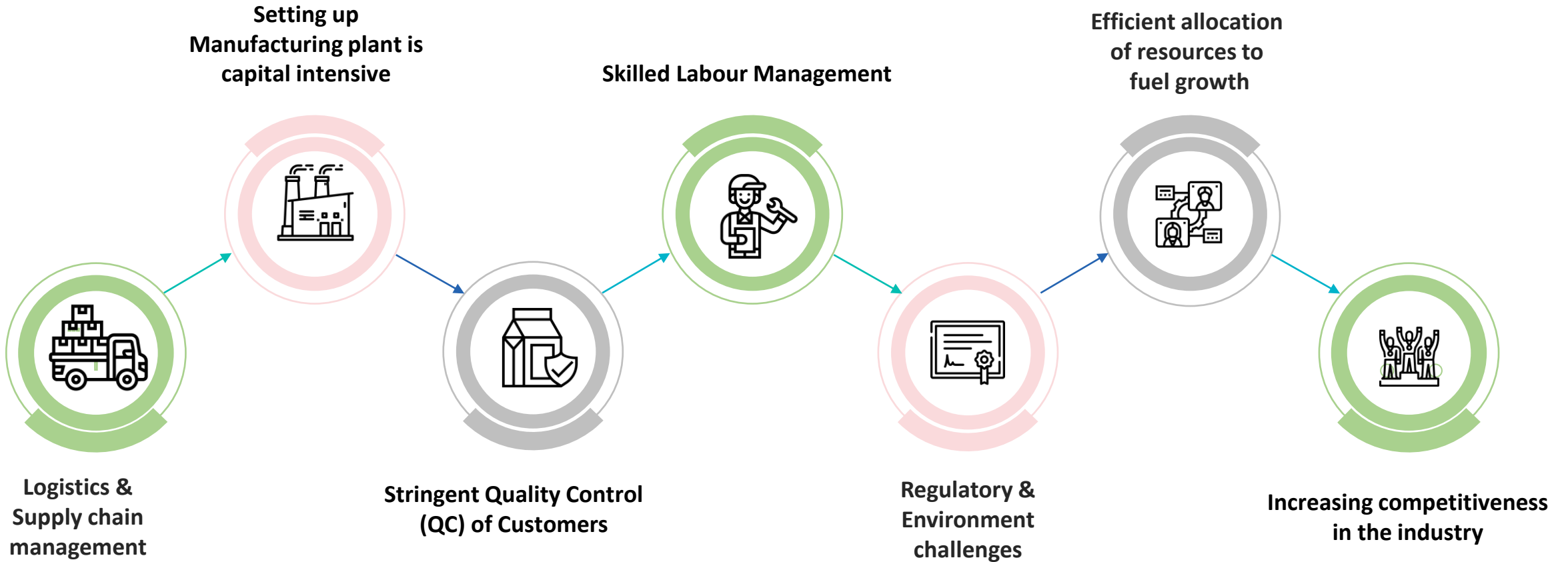
Rs. 50,000 Crores - Rs. 1,00,000 Crores

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



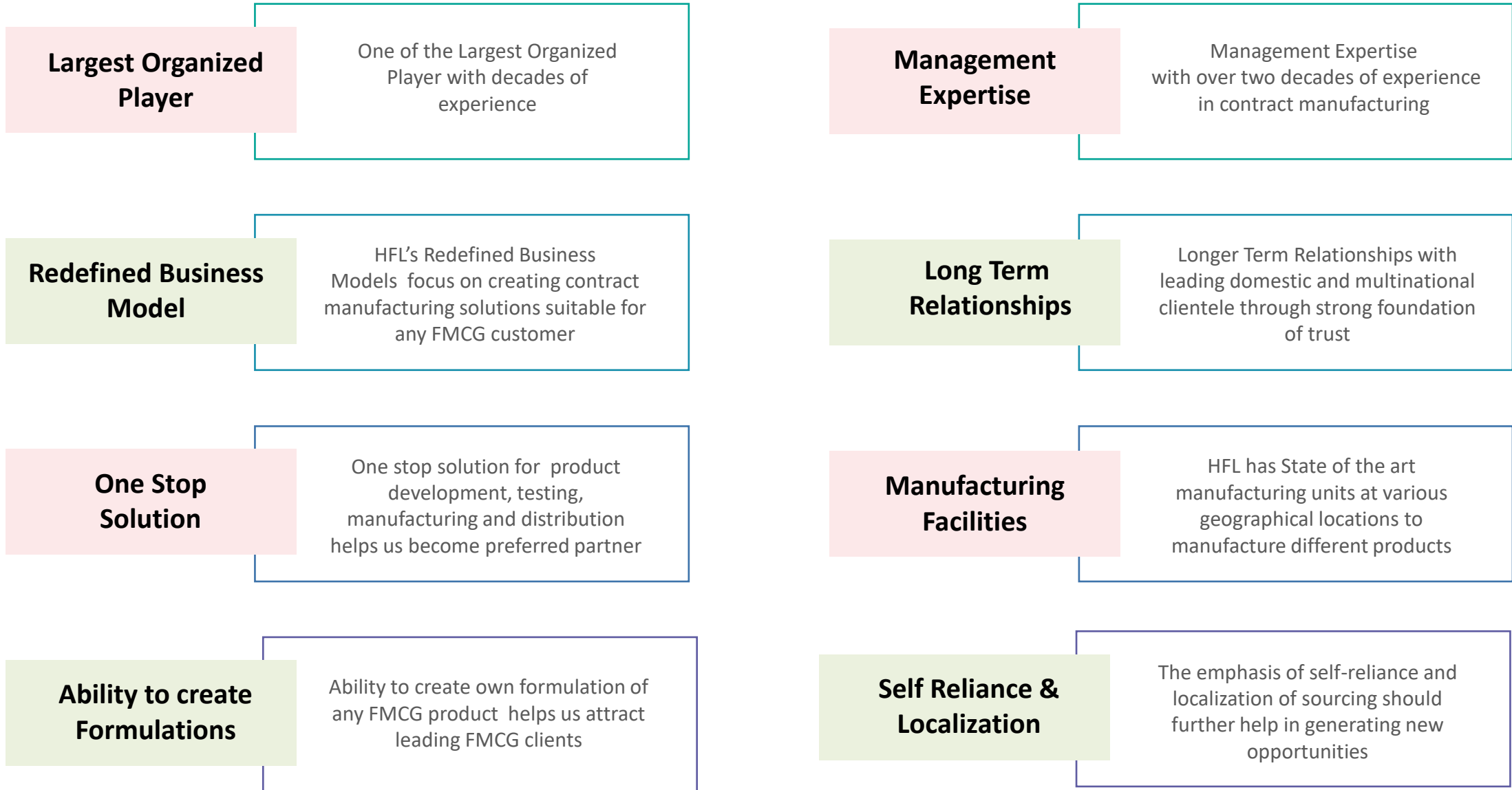
Barriers to Entry makes us even more Competitive



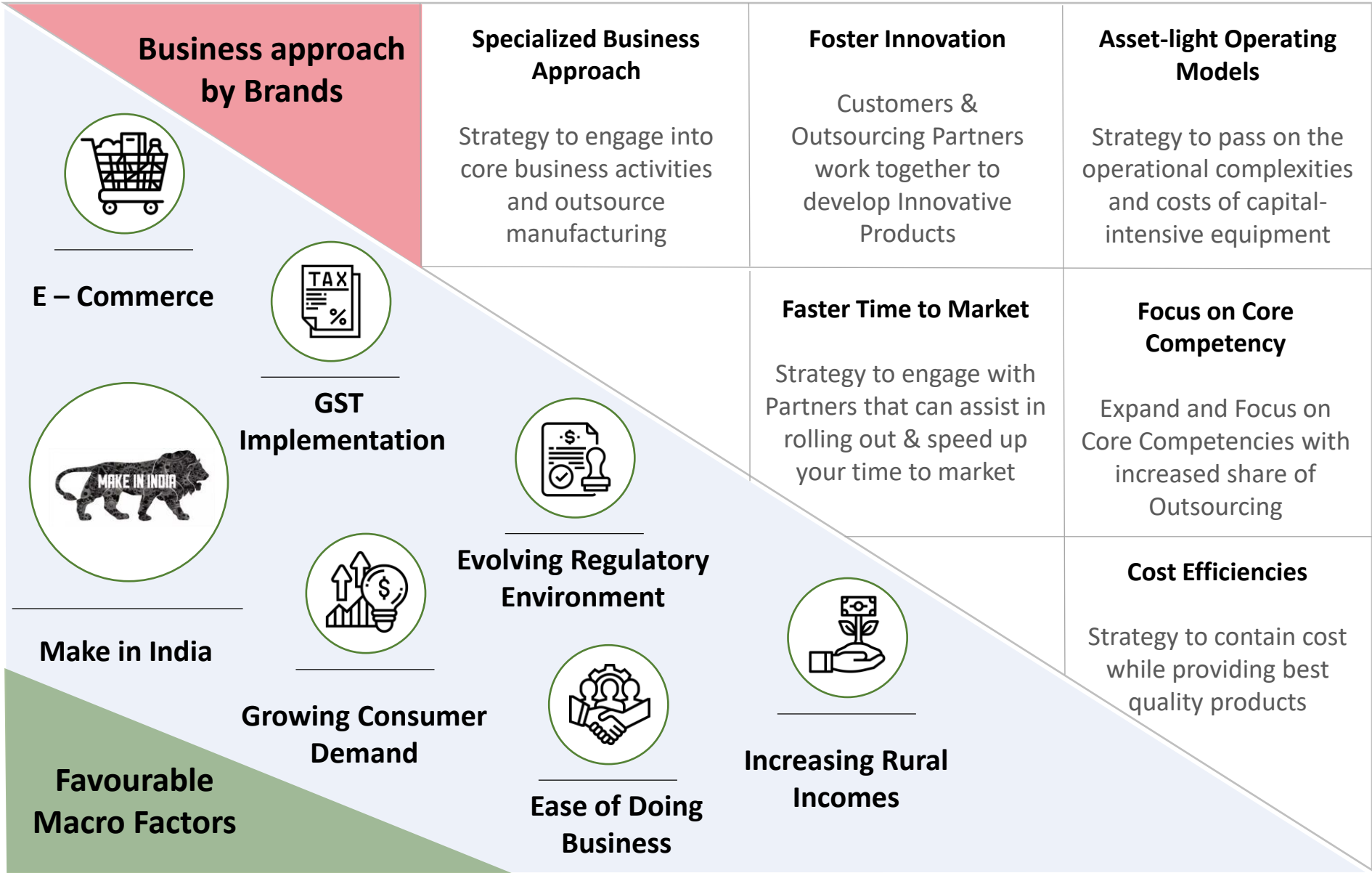
HFL has overcome all the barriers over the years



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?**

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
- Contribution towards CM Relief Fund



Thank You

Company :

Hindustan Foods Limited

CIN: L15139MH1984PLC316003

Mr. Vimal Solanki

E: vimal.solanki@thevanitycase.com

www.hindustanfoodslimited.com

Investor Relations Advisor :

Strategic Growth Advisors Private Limited

CIN: U74140MH2010PTC204285

Mr. Rahul Agarwal / Mr. Mandar Chavan

E: rahul.agarwal@sgapl.net / mandar.Chavan@sgapl.net

T: +91 98214 38864 / +91 96993 82195

www.sgapl.net