



# 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: 26<sup>th</sup> September, 2019

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: 34th Annual General Meeting of the Members of the Company held on 26th September, 2019**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015, enclosed herewith is the copy of the Chairman's Speech which was also distributed to the Members of the Company who attended the 34<sup>th</sup> Annual General Meeting held on Thursday, 26<sup>th</sup> September, 2019 at 11.30 a.m. at Hrezzo, Neelkanth Corporate Park, 1, Nathani Road, Vidyavihar Society, Vidyavihar, Mumbai 400 086.

You are requested to take the same on record.

Yours faithfully,  
for HINDUSTAN FOODS LIMITED

  
Bankim Purohit  
Company Secretary  
ACS 21865



Encl.: As above



26th September 2019  
Mr. Shrinivas V. Dempo  
**Chairman's Speech**  
34th Annual General Meeting  
Hindustan Foods Limited  
Mumbai.

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Ladies and Gentlemen,

I wish everyone a very good morning and welcome you all to the 34<sup>th</sup> Annual General Meeting of your Company and first one to be held in Mumbai. It gives me pleasure and privilege to share my views on the overall performance of your Company. We have seen the Directors' report and the audited financial statements for FY 2018-19 and *with your permission*, I shall consider them as read.

#### **Business and Financial Performance**

I am proud to inform you that we closed the financial year with a record financial performance with a turnover of INR 237 Crore, marking a growth of 70% year on year; a profit after tax of INR 10 Crore, marking a growth of 60%; and Earnings per shares of INR 7.65, marking a growth of 60%. Your Company has seen an exponential growth in sales and profitability for the year 2019 and I am confident that the management will continue to deliver similar growth in the future.

Your company has ventured into various new categories of products across the FMCG industry and has signed on new customers in this year. It is definitely on track of becoming the largest diversified contract manufacturer in the country. Like the annual report says, HFL is the brawn behind many of the brands that we use on a daily basis.

In spite of temporary headwinds faced by the FMCG sector along with the rest of the economy, the management of your company continues to remain optimistic about the sector. The opportunities ahead are exhilarating and encouraging for all of us. Over the years ahead, India will continue to see tens of millions of urban and rural consumers aspire to use packaged > reputed brands that offer them good quality and value. This will undoubtedly lead to accelerated growth in India, for several categories of consumer-packaged goods, including personal care, detergents, tea, coffee, juices and water.



In addition to the secular growth, your company is also confident about the various opportunities that are being thrown up due to the changes in the regulatory environment (GST), changes in the distribution network (modern trade and e-commerce) etc.

Thus, your Company successfully raised INR 100 crores by issuing the Convertible Warrants in order to build the financial ability to leverage these opportunities.

Coming to the specifics, each of our businesses and functions played an important role in delivering strong results. I am pleased to inform you that our existing business of Foods in Goa, the Leather shoes business in Pondicherry and the household pest products in Jammu continue to perform consistently. The new factory at Coimbatore has started packing tea and coffee and I am confident that in the coming years it will be one of the largest tea packing factories in the country.

Additionally, the acquisition of the new detergent powder product manufacturing plant located in Hyderabad and expansion being done at that factory will make Hyderabad the largest location for your company. This expansion is on track and should start commercial production from November this year.

HFL had acquired a stake in the beverage manufacturing company at Mysuru, ATC Beverages Private Limited and I am happy to inform you that we have started manufacturing Paper Boat brand of beverages at the factory. This has reinforced our ability to deliver contract manufacturing solutions across product categories and increases our confidence in taking up more challenges.

Your Company is actively looking at various organic and inorganic opportunities. Our choice of acquisitions, expansions and consolidation clearly defines our mission – to provide world class solutions to the FMCG industry in the areas of Product Innovation, Manufacturing and Distribution.

**In the year 2017, your Company had under taken a very clear goal of growing 20x by 2020 – from a turnover of 38 crores. We are on track to achieve that goal.**



## **Corporate Governance and Ethical Management**

Corporate Governance and Ethical Management is a critical aspect of modern businesses especially in the current times. Your Company not only seeks to pursue efficient management and ensure global competitiveness with a high level of profitability, but also fulfills its social responsibility through ethical and sustainable management. Your company's board has been strengthened in the past few years with outstanding people who bring their experience and expertise. I would like to thank them for their contributions and would also like to take this opportunity to thank Adv. Sudin Usaganokar who has served on the Board for nearly 2 decades. We would like to wish him the best in his future endeavors.

Additionally, Your Company is channelizing its CSR responsibilities towards the Girl child, addressing her hygiene needs, and make studying better at Government schools. Accordingly, the company has decided to focus on rebuilding/ renovating toilets in government schools located close to the company's factories.

Our pace and flexibility, future-readiness and ability to transform will enable us to emerge stronger, as we continue to stay focused on the changing dynamics of the market place.

I take this opportunity to thank the Government of India, the State Government of Goa, Tamil Nadu, Jammu & Kashmir, Puducherry, Telangana and Maharashtra and our Bankers for their support and co-operation. I would also like to thank our esteemed customers and suppliers for putting their confidence in us and would like to place on record my sincere appreciation for the efforts put in by the officers, staff and workers of the company. My sincere gratitude to each and every one of our stakeholders for their unwavering commitment to the Company and its interests, while remaining wedded to their own legitimate interest. I am grateful to you all for your cooperation and the trust that you have reposed in us.

Thank You.

