



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: 18th September, 2020

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: 35th Annual General Meeting of the Members of the Company held on 18th September, 2020

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 of the 35th Annual General Meeting of the Members of the Company held on Friday, 18th September, 2020 at 11.30 a.m. through Video Conference facility ('VC') or Other Audio - Visual Means ('OAVM') and the deemed venue is the Registered Office of the Company at Office no. 3, level-2, Centrium, Phoenix Market City, 15, LBS road, Kurla (West), Mumbai - 400 070

You are requested to take the same on record.

Yours faithfully,
For HINDUSTAN FOODS LIMITED


Bankim Purohit
Company Secretary
ACS 21865



Encl.: As above



18th September 2020

Mr. Shrinivas V. Dempo

Chairman's Speech

35th Annual General Meeting

Hindustan Foods Limited

Ladies and Gentlemen,

I wish everyone a very good morning and welcome you all to the 35th Annual General Meeting of your Company, and first one to be held online. 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 2019-20 and with your permission, I shall consider them as read.

Let me start with a quick overview on the environment where your Company operates. The year gone by was a momentous one, wherein we faced numerous challenges in different conditions. From a dampened macroeconomic environment to the outbreak of CoVID-19 followed by multiple lockdowns, there have been many setbacks. The global economy and Indian Economy, both, are expected to further contract in FY21.

Your Company believes that FMCG companies will also have to face hardships. This will necessitate them to take a long and hard look at their investment plans and evaluate contract manufacturing as a preferred option to ensure that they conserve capital and deploy it for marketing their brands. We are beginning to see some effects of this and your company is well placed to unlock some of these opportunities in the near future.

Over the years we have established ourselves as one of the leading players in the FMCG Contract Manufacturing industry where our customers rely on us and we shoulder the responsibility of adhering to the needs of the public at large, through the support we offer to them.

I am happy to share that your company has signed up to set up two liquid manufacturing facilities in Silvassa for a leading Home Care brand to manufacture around 20,000 KI of surface cleaner and toilet cleaner. We also undertook expansion of our Coimbatore plant to commence coffee filling and packing, while our merger of Hyderabad facility was completed and the expansion of the liquid facility is ramping up to our expectations.



After the successful integration of the Hyderabad unit, the Promoters of your Company have taken the steps to consolidate two more group companies. With this consolidation, more than 90% of the business of the Promoters would be amalgamated into your Company.

We believe these steps are in the right direction and will alleviate the issues of conflict of interests while protecting the rights of the Minority Shareholders.

Coming to the financial performance of your Company in the year 2019-20, we are pleased to report a record performance. Last year, we had estimated a turnover of Rs.1000 crores. We regret we missed this target. We did however, achieve a quarterly run rate of nearly Rs. 250 crores in Q4 which was in line with our goal. Though, the first quarter of this financial year was affected by the pandemic, I am pleased to inform that we are seeing a positive trajectory and I am hoping to see a bright summer this year.

Your company has very well adapted to the new way of working. We believe we are determined to face the upcoming challenges in the post-CoVID era and will emerge stronger than before in the days to come.

We posted strong profitability during the year, wherein we clocked an EBITDA of Rs. 57 cr in 2019-20. Our PAT grew by 90% to Rs. 23 cr in 2019-20, compared to Rs. 12 cr in the previous year. This result was on the back of the strategic decision including mergers, capex done in the recent years, and strong operational efficiencies. All these together are now starting to pay off.

Moreover, all the strategic decisions in recent years contributed to strengthening value for our shareholders, as **Earnings per Share (EPS) for 2019-20 stood at Rs. 12, an improvement of 46% compared to the last fiscal.**

Our factories remain socially conscious and continue to involve towards community engagement. During the pandemic, your Company made all efforts to help the community at large and around its factory locations, whether by contributing towards PM Cares Fund and Chief Minister's Fund or distributing tea bags and face masks. Going forward, we will encourage the factories to be more socially active and take initiatives that would lead to the creation of a better world around us.

Before I end, I wish to take this opportunity, to thank the extra-ordinary work-force at Hindustan Foods Limited – both at the factories and at the offices - warriors who have fought at the front lines of the CoVID battle without acknowledgement, without recognition. My deepest thanks to the passionate lot at Hindustan Foods Limited who have put their best efforts into making the company a rock-solid workplace, you all should take pride in.



I would like to thank the Government of India, the State Governments of Jammu & Kashmir, Maharashtra, Goa, Telangana, Tamil Nadu, Dadra & Nagar Haveli and Puducherry 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. Lastly, I would like to thank all the Shareholders and Stakeholders who have been a part of this great journey of your company. My sincere thanks to our Board members who have been guiding the company tirelessly. Together, I am sure, we will continue to achieve one milestone after another in the years to come.

I am grateful to you all for your cooperation and the trust that you have reposed in us.

I look forward to see you face-to-face next year.

Good bye.

