



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: 23rd September, 2021

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: 36th Annual General Meeting of the Members of the Company held on 23rd September, 2021

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 36th Annual General Meeting of the Members of the Company held on Thursday, 23rd September, 2021 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



Hindustan Foods Limited

23rd September 2021

Shrinivas V. Dempo

Chairman's Speech

36th Annual General Meeting
Hindustan Foods Limited,
Mumbai

Ladies and Gentlemen,

I wish everyone a very good morning and welcome you all to the 36th Annual General Meeting of your Company. I hope each of you and your families continue to remain safe and healthy. Your company has taken many initiatives to beat the pandemic effects on the company's operations and people associated with us. Your company rolled out Covid-19 vaccination for its employees across all the locations. The vaccination program includes the contract labours and was extended to family members of the employees as well. We are delighted that majority of the employees, contract labours and their family members have already received at least one dose of vaccination and will receive the second dose in the due time.

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 2020-21 and with your permission, I shall consider them as read.

The year 2020-21 was the year of introspection for us in terms of standing up, facing the adversities, arisen from these adversities, and finding opportunities to grow and give back to the society. Our differentiated and decentralised business model provided an impetus to the sector which was impacted from the operational and supply chain disturbance due to the pandemic. Our business model strength allowed us to successfully switch between product categories at our shared facilities as and when required.

Our capacities enabled us to serve our principals during the pandemic. It helped when the manufacturer wanted us to switch and manufacture the then 'high-in-demand' basic hygiene-led products like hand washes, sanitisers and other cleaning products. Besides, given the constraints in transportation caused due to the lockdowns, we were able to manufacture the same product from different locations and serve the relevant markets without our customers having to transport goods across the country.





Hindustan Foods Limited

Talking about the new manufacturing facilities, your Company entered into a long-term contract during the year 2020-21, to manufacture Disinfectant Toilet Cleaners for a national brand. For manufacturing of this product, the facility was set up within 7 months at Silvassa in the thick of the CoVID restrictions and lockdown. The commercial production started in September 2020 and the facility has been ramped up to its rated capacity.

The second facility at Silvassa, which was set up to manufacture surface cleaning liquid has also commenced commercial production in May 2021. Both the facilities are ramping up well and the company is engaged in discussions with the customer to further expand the capacities.

Apart from the two Silvassa plants, the company acquired another 6 acres of land next to its existing 16 acres facility in Hyderabad for manufacturing of Bath Soaps and Detergent Bars. Commercial production at this facility is expected to begin by Q4FY22.

Also, the company had announced a new capacity for Foods & Beverages in Uttar Pradesh for a leading FMCG brand via its wholly owned subsidiary HFL Consumer Products Private Limited. The project work is progressing as per schedule and expected to start commercial production by Q4FY22.

In addition to the newly commissioned and planned facilities, the composite Scheme of Arrangement and Amalgamation of Beverage plant in Mysuru and Malt Beverages plant in Coimbatore has been approved by the shareholders in their Tribunal Convened Meeting, pursuant to order of the Hon'ble NCLT Mumbai Bench. The Final order from the Hon'ble NCLT Mumbai Bench is awaited.

Coming to the financial performance, your company recorded strong growth in revenues, EBITDA and profitability during the year 2020-21. Revenues almost doubled to Rs 1,386 crore during the year as compared to Rs 772 crore in the previous year. The significant growth in revenues was on the back of the strategic decisions including mergers and capex done in the recent years. Moreover, improvement in operational efficiencies, operational leverage benefit from ramping up the Coimbatore, Hyderabad and Silvassa facilities helped shore up the operating profits and profitability.

On the EBITDA front, your company clocked a record-breaking Y-o-Y EBITDA growth of 51% to touch Rs 86 crore in 2020-21, a sharp rise from Rs 57 crore in the previous year. We also recorded a healthy PAT growth touching Rs 36.5 crore in 2020-21, as against Rs 22.7 crore in 2019-20. All the strategic decisions in the recent years contributed to strengthening value for our shareholders, as Earnings per Share (EPS) for 2020-21 stood at Rs 17.21, an improvement of 43.8% compared to the last fiscal.





Hindustan Foods Limited

Going ahead, we remain confident of achieving our immediate goal of Rs. 2,000 crore revenues in 2021-22. Our vision 2025 is to double the turnover in next 3 years to reach Rs 4,000 crore, by exploring both organic and inorganic opportunities.

There is a huge opportunity in FMCG contract manufacturing space and the industry would see tremendous growth in the next 3-5 years. We believe that our differentiated and decentralised business model provides an edge to us in capturing the larger market share of this growth. Our long-term vision is to become India's largest FMCG contract manufacturer, diversified across product categories and geographies.

Before I end, I would like to take the opportunity to say thank you to all our brave workforce at Hindustan Foods Limited – both at the factories and at the offices who continue sailing through the stormy seas. We ensure good health and safety of our workforce at every step. We are undertaking healthcare measures while following social distancing, hygiene, and all other protocols across our plants.

I would like to thank the Government of India, the State Governments of Jammu & Kashmir, Maharashtra, Goa, Telangana, Uttar Pradesh, Tamil Nadu, Karnataka, 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.

