



HINDUSTAN FOODS LIMITED

A Vanity Case Group Company

A Government Recognised Two Star Export House

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 6980 1700/01, **CIN:** L15139MH1984PLC316003

Date: November 12, 2025

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 Company Scrip Code: 519126	To, The Manager, National Stock Exchange of India Limited, Listing Department, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai 400 070 Company Symbol: HNDFDS
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Dear Sir/Madam,

Subject: Earnings Presentation November' 25

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, please find attached herewith the "**Earnings Presentation November' 25**" for the Quarter and Half Year ended September 30, 2025.

We request you to take above on record.

Thanking you.

Yours faithfully,

For **Hindustan Foods Limited**

Bankim Purohit
Company Secretary and Legal Head
ACS: 21865

Encl. As above



Hindustan Foods Limited
Earnings Presentation November '25

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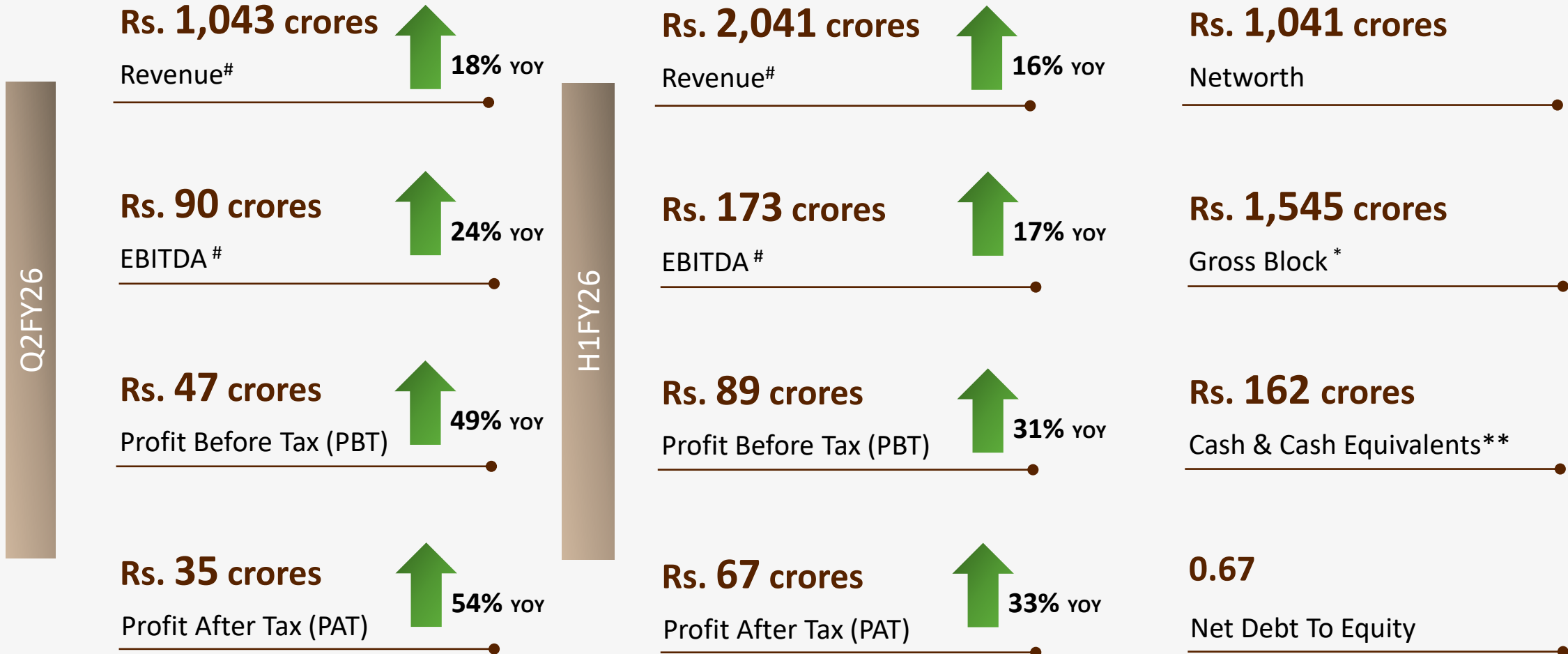
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Q2 & H1FY26 Overview



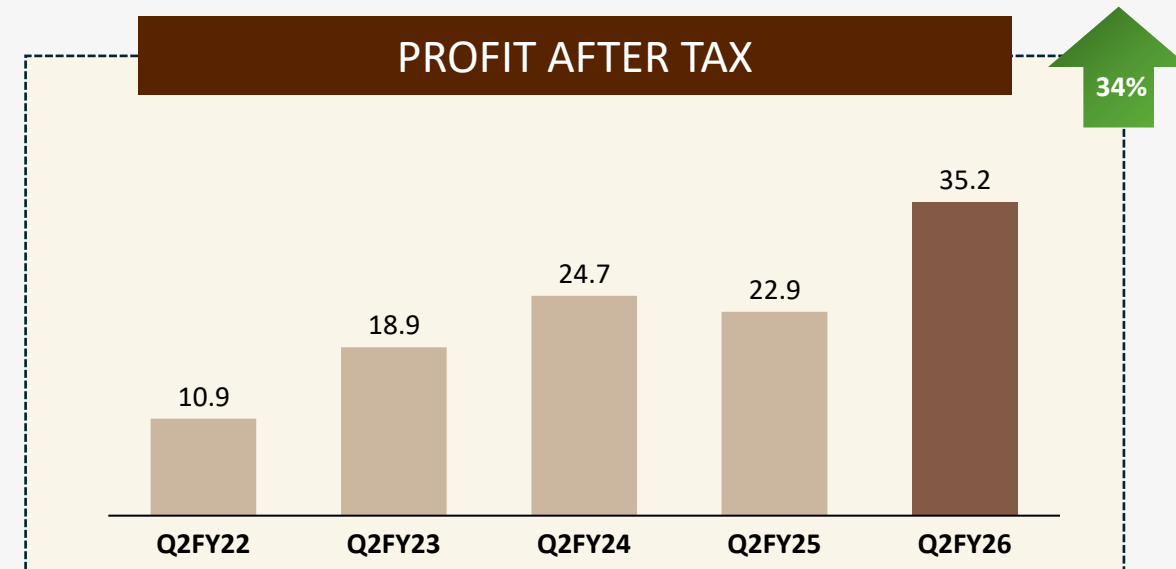
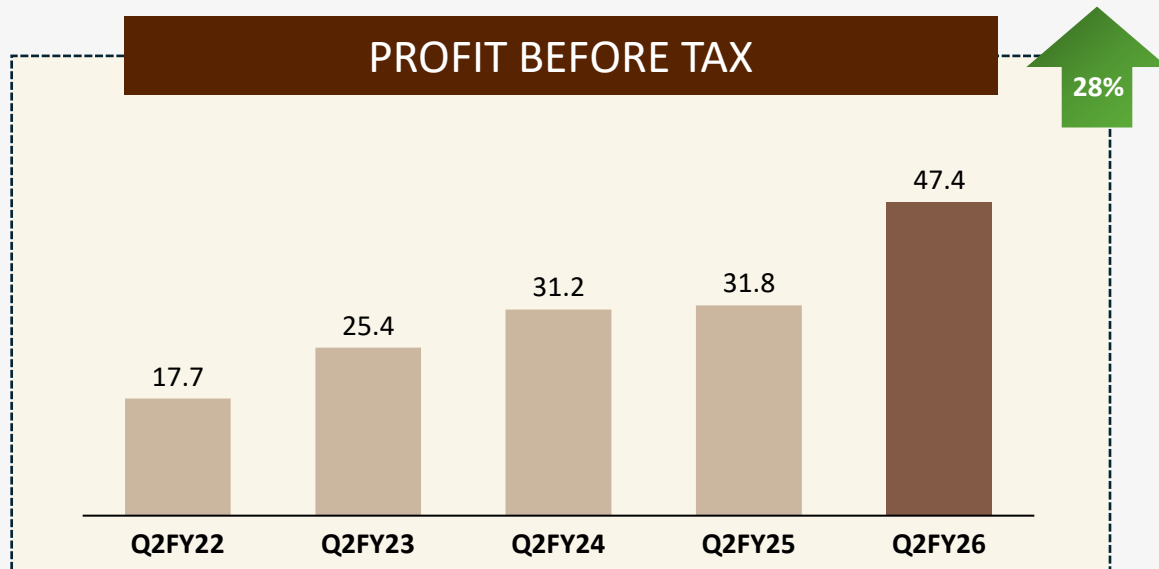
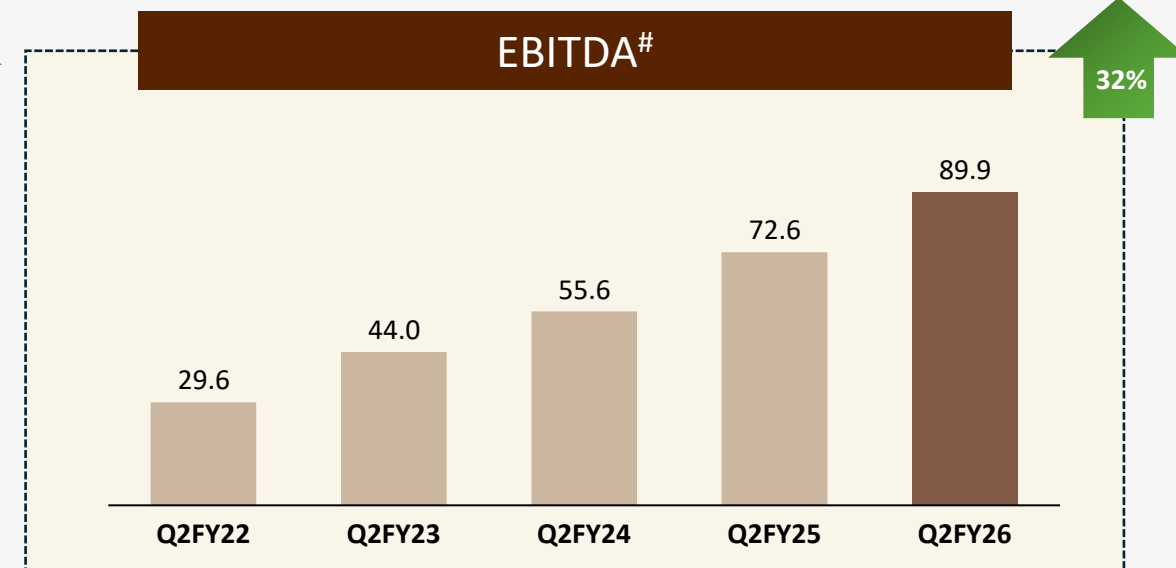
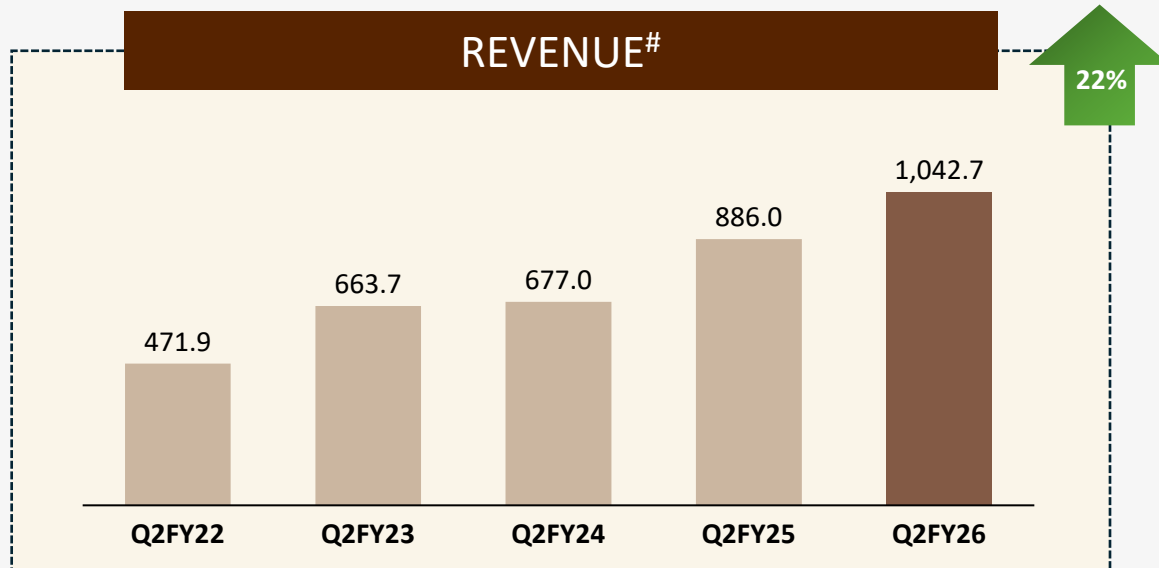
Q2 & H1FY26 Financial Performance

Hindustan Foods Limited Surpasses Quarterly Revenue of Rs 1,000crs



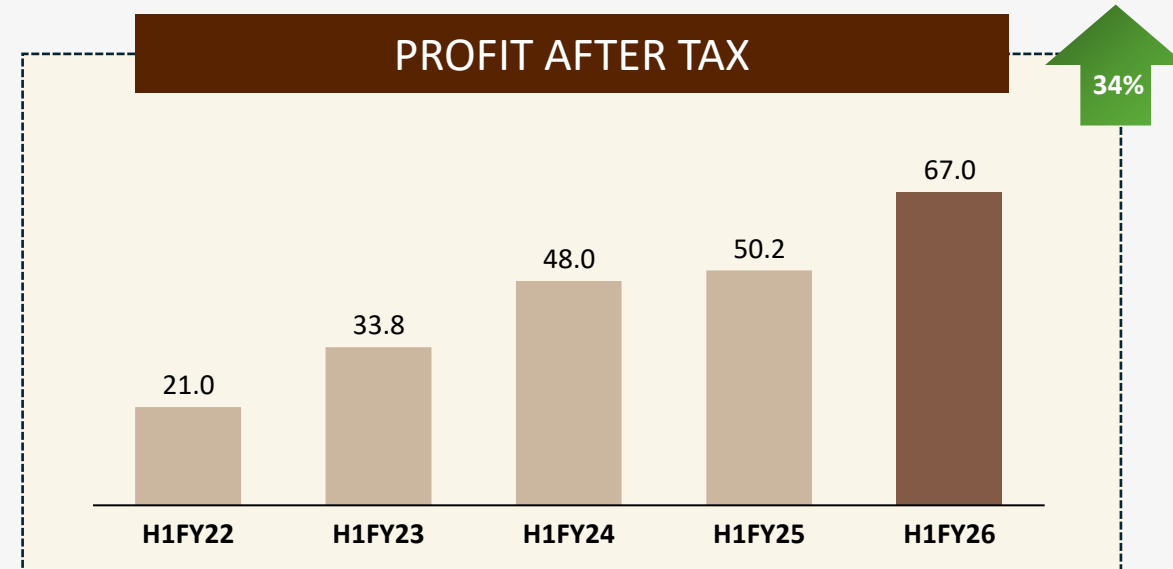
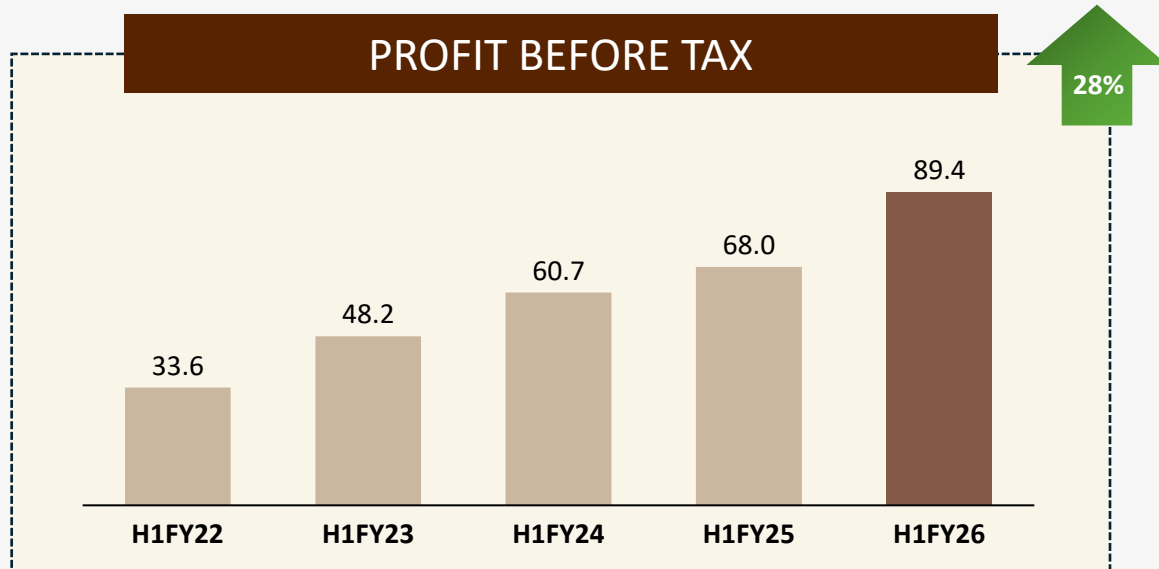
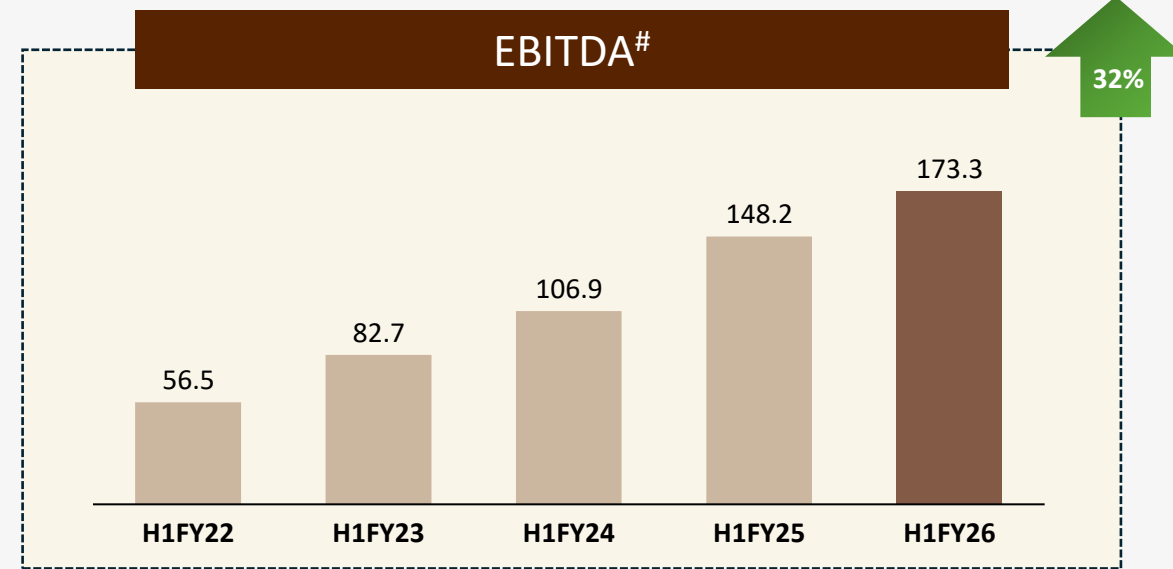
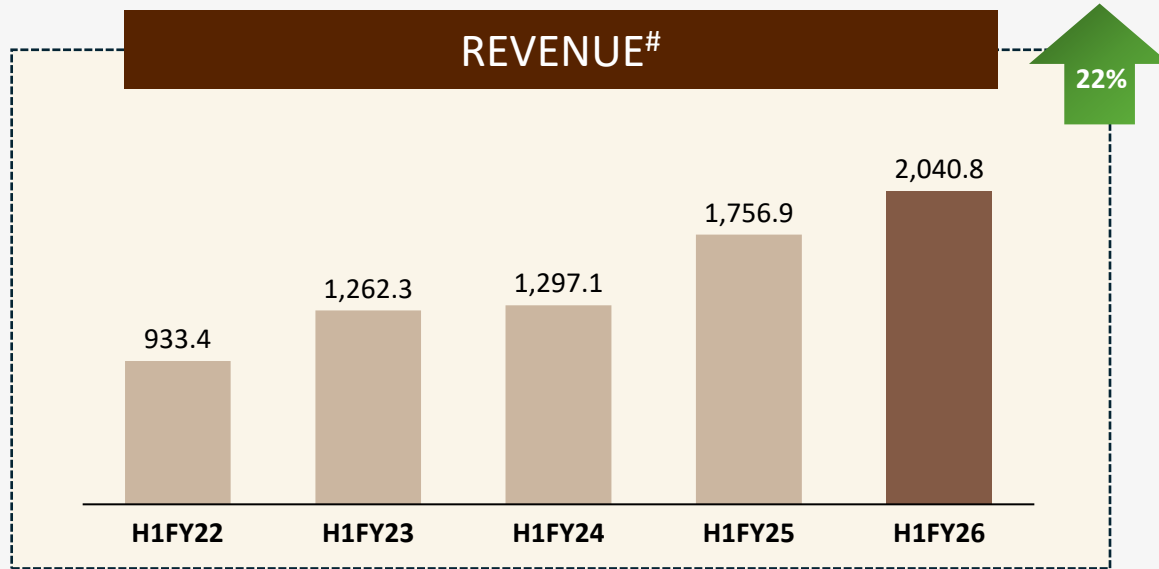
Relentless Growth: Scaling Consistently – Q2FY26

Rs Cr



Relentless Growth: Scaling Consistently – H1FY26

Rs Cr



H1FY26 Business Highlights



Home & Personal Care

Strategic

- Board of Directors has authorized following investments
 - Rs. 50 crore in a brownfield expansion at Hyderabad
 - Rs. 40 crores in greenfield expansion at Silvassa. This is expected to commercialize by Q1FY27
 - Rs. 30 crore investment for acquisition of new HPC project has been authorized by Board of Directors. This is expected to be completed in Q4FY26

Operational

- All existing factories continue to operate at optimum capacity utilization



Ice Cream

Strategic

- Existing capex plans as mentioned below are on track
 - Investment of Rs. 20 crores in Sandila
 - Investment of Rs. 225 crores in Panipat
 - Investment of Rs. 60 crores in Nashik
- As a part of backward integration strategy acquired waffle cone & packing material (sleeve) manufacturing unit for a total consideration of Rs. 30 Crores. The unit is equipped with two high speed automatic lines with capacity of 1 million cones / day. The transaction is expected to be closed and commence production by end of Q3FY26
- Successfully commissioned backward integration unit from manufacturing Ice cream sticks

Operational

- Commenced production at Nashik facility and is in process of ramping up the capacity utilization
- Sandila factory is operating at optimum utilization adjusted for seasonal factors

H1FY26 Business Highlights



Food & Beverages

Strategic

- Board of Directors has authorized following investments
 - Rs. 40 crores for setting a new facility to manufacture flavored yogurt
 - Rs. 30 crores in a greenfield bottled water plant
 - Rs. 10 crores in Mysuru, which will lead to increase in capacity by 50%
- Merger of Nashik factory for manufacturing of soups and seasonings is expected to be completed by Q4FY26

Operational

- Beverages continue to see traction despite unseasonal rains



Healthcare

Strategic

- Existing capex plans as mentioned below are on track
 - Investment of Rs. 25 crores for Manufacturing wellness products for a digital first ayurvedic brand is expected to commence in Q1 FY27
 - Investment of Rs. 5 crores to upgrade the Baddi site to meet the requirements of a Global Pharmaceutical Company and is likely to commence production in Q2FY27
- Further, the Baddi site has also been approved by leading brands for manufacturing skin care products and medicated Lozenges, which is likely to commence production from Q4FY26

Operational

- Our exports remain unaffected by tariff changes, as shipments are primarily directed to Europe and Japan, while products for the US market are ready and will be launched once there is clarity on tariff regulations



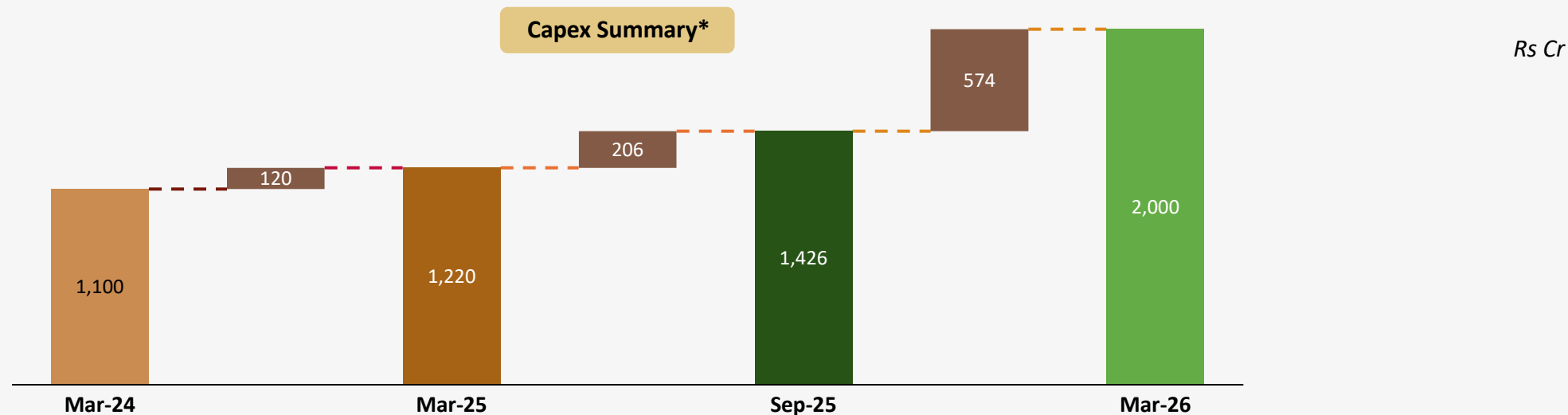
Shoes

Operational

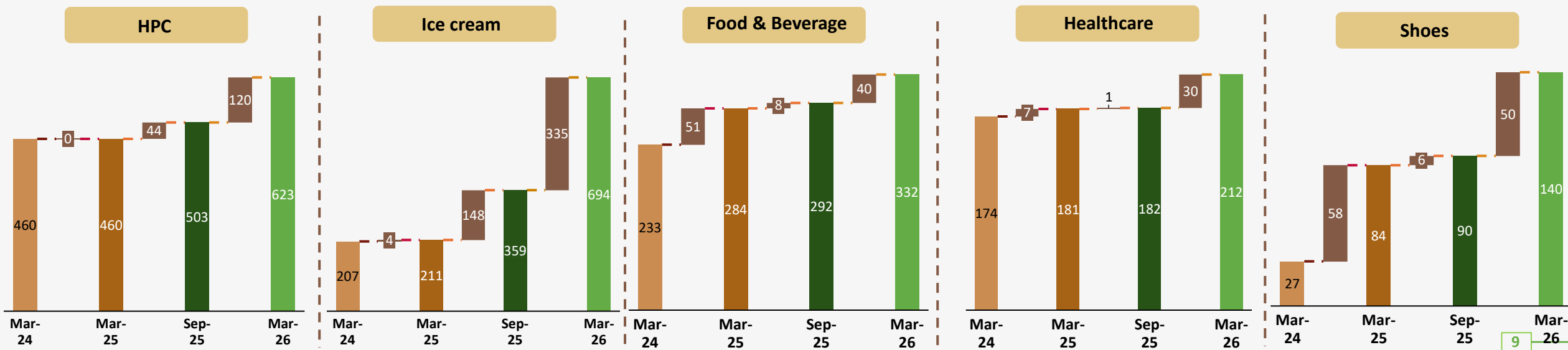
- The Shoes division delivered its highest-ever quarterly sales of ₹133 crore
- The Division should continue similar sales momentum in H2FY26 as well

Evolving Assets, Strategic Investments

Commercialised capex to the tune of ~Rs **200** crores in H1FY26 and **550+** crores of capex to be commissioned by March 26



*does not include CWIP, ROU and Intangible assets



Operational Performance Overview: Dedicated vs Shared Manufacturing

■ Dedicated ■ Shared

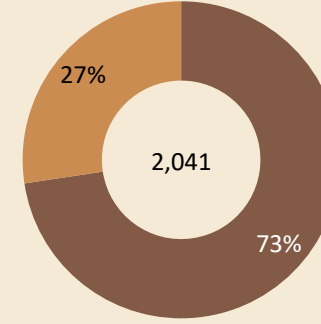
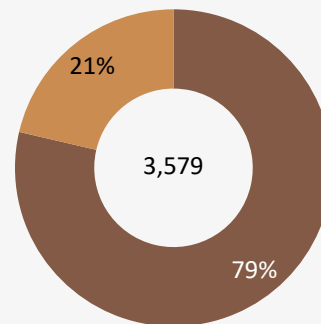
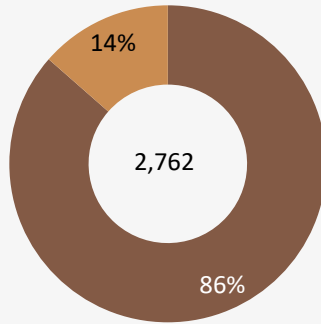
FY24

FY25

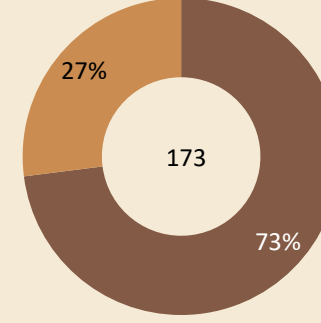
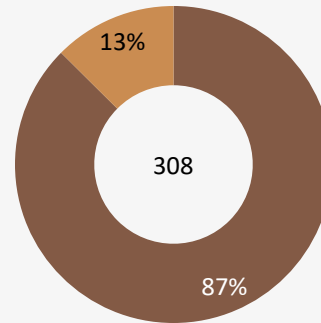
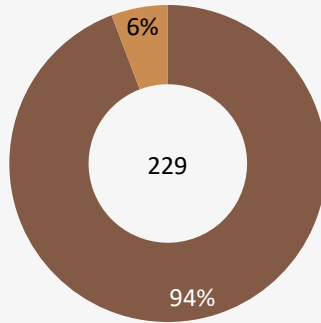
H1FY26

Rs Cr

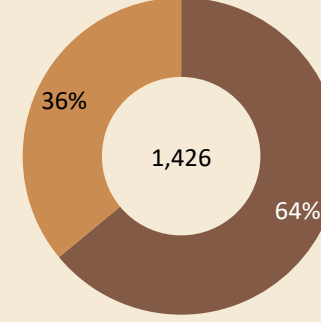
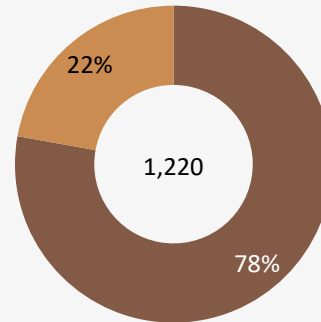
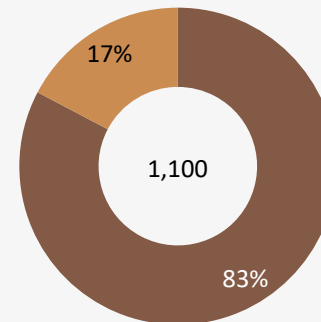
REVENUE



EBITDA



GROSS BLOCK#



- The company's capital deployment in recent years exemplifies a deliberate and forward-leaning commitment to growth—strategically directed toward scaling capabilities, expanding reach, and enhancing long-term value creation
- In step with evolving FMCG market dynamics, the company has consciously reoriented its portfolio toward faster-growing categories, aligning investments with emerging consumer trends and areas of enduring potential

Message from the Management



Commenting on the results, Sameer R. Kothari, Managing Director said, “The company delivered its first-ever quarter with revenues in excess of Rs. 1,000 crore, marking a defining milestone in our journey. This performance reflects the first tangible outcomes of the transformation we have been driving across the organization over the past few years.

Over the last four years, we have strengthened our core operations, expanded capacities, diversified into new categories, and built strong partnerships with our customers. These efforts have created a robust platform for sustainable growth in the years ahead.

As we continue to scale, our focus remains on unlocking the full potential of each business vertical through well-defined strategic roadmaps. We are confident that every division within Hindustan Foods has the opportunity to grow manifold and contribute meaningfully to our long-term vision.”



Commenting on the Operational Performance, Ganesh Argekar, Executive Director said, “First half of this year has been marked by strong operational delivery and consistent performance across our businesses. Our results reflect the growing maturity of our operations, the strength of our customer relationships, and our continued emphasis on flawless execution.

We have also made encouraging progress with new business opportunities and long-term partnerships that will further enhance our growth trajectory and expand our market reach. Project timelines across new capacities are progressing well, with continued improvements in productivity and efficiency. During the first half we have commissioned projects to the tune of ~Rs. 200 crores and we will be commissioning another Rs. 550+ crores worth of projects by March’26.

What continues to define our performance is disciplined execution — the ability to sustain growth while maintaining operational rigour. The progress achieved across the organization reflects the collective focus of our teams and the strength of the systems we have built over time. As we move forward, our priorities remain clear: to deliver dependable performance, scale responsibly, and create enduring value through consistency and operational excellence.”



Commenting on the Financial Performance, Mayank Samdani, Group CFO said, “This quarter marks a significant milestone for Hindustan Foods Limited as we surpassed the Rs. 1,000 crore mark in quarterly revenues for the first time. For H1FY26, we reported revenue of Rs. 2,041 crores, reflecting a 16% year-on-year growth. EBITDA rose by 17%, Profit Before Tax by 31%, and Profit After Tax by 33%, underscoring the strength of our operational execution and cost discipline.

The company maintains a robust balance sheet with cash and cash equivalents of Rs. 162 crores and a net debt to equity of 0.67 as on September 30, 2025. Net cashflow from operations was approximately Rs. 109 crores. This strong financial position, supported by healthy internal accruals and ample headroom for additional debt, fully equips us to fund the planned Rs. 550 crs of capex.

We remain confident in our long-term strategy and are well positioned to continue delivering value to all stakeholders.”

Consolidated Profit & Loss Statement – Q2 & H1FY26

Particulars (Rs. Crs.)	Q2 FY26	Q2 FY25	Y-o-Y	Q1FY26	Q-o-Q	H1FY26	H1FY25	Y-o-Y
Total Revenue#	1,042.7	886.0	18%	998.1	4%	2,040.8	1,756.9	16%
Cost of Goods Sold	816.5	695.8		781.3		1597.8	1376.6	
Manufacturing and Operating Costs	54.5	46.6		51.7		106.2	92.0	
Gross Profit	171.7	143.5	20%	165.1	4%	336.8	288.3	17%
Employee Expenses	61.8	52.4		62.8		124.6	104.9	
Other Expenses	20.0	18.5		18.9		38.9	35.3	
EBITDA	89.9	72.6	24%	83.5	8%	173.3	148.2	17%
Depreciation	22.3	20.1		20.9		43.2	39.6	
EBIT	67.6	52.6		62.5		130.1	108.6	
Finance Cost	20.1	20.8		20.5		40.6	40.5	
Share of Loss from Associate	-0.1	-		-		-0.1	-	
Profit Before Tax	47.4	31.8	49%	42.1	13%	89.4	68.0	31%
Tax expense	12.1	8.9		10.3		22.5	17.9	
Profit After Tax	35.2	22.9	54%	31.7	11%	67.0	50.2	33%
EPS	2.95	2.00		2.69		5.64	4.38	

Includes Other Income

Consolidated Balance Sheet as on 30th September 2025

Particulars (Rs. Crs.)	30-Sept-25	31-Mar-25
Non-Current Assets	1,346.5	1,225.6
Property, plant and equipment	1,089.8	928.5
Capital work-in-progress	51.7	119.1
Right of Use assets	65.3	69.0
Goodwill	6.5	6.5
Other Intangible Assets	7.6	8.0
Intangible assets under development	-	0.4
Financial assets		
(i) Investments	4.9	0*
(ii) Other financial assets	60.7	37.4
Deferred Tax Asset (Net)	7.9	7.9
Non-current tax assets (net)	1.3	0.8
Other non-current assets	50.8	47.9
Current Assets	1,446.6	1,265.0
Inventories	903.9	752.8
Financial assets		
(i) Trade receivables	215.2	209.3
(ii) Cash and cash equivalents	70.4	77.0
(iii) Bank balances	7.0	6.6
(iv) Loans	-	1.0
(v) Other financial assets	170.7	157.1
Other current assets	79.5	61.0
Total Assets	2,793.1	2,490.5

* Amount below rounding off norms

Particulars (Rs. Crs.)	30-Sept-25	31-Mar-25
Equity	1,040.5	891.0
Equity share capital	23.9	23.5
Instrument entirely equity in nature	3.6	3.6
Other equity	1,013	864.0
Non-Current Liabilities	723.6	726.9
Financial liabilities		
(i) Borrowings	611.1	618.6
(ii) Lease liabilities	35.7	36.9
(iii) Provisions	28.2	25.7
Deferred tax liabilities (net)	48.5	45.6
Current liabilities	1,029.0	872.6
Financial liabilities		
(i) Borrowings	250.7	236.8
(ii) Trade payables	644.4	524.0
(iii) Lease Liabilities	3.3	3.6
(iv) Other financial liabilities	63.0	57.2
Other current liabilities	45.3	34.7
Provisions	2.3	1.8
Current Tax Liabilities (Net)	20.1	14.6
Total Equity & Liabilities	2,793.1	2,490.5

Summary of Consolidated Cashflows

Particulars (Rs. Crs.)	Sept-25	Sept- 24
Operating profit before working capital changes	168.6	144.2
Changes in working capital	-45.1	-70.4
Cash generated from/(used in) operations	123.4	73.8
Direct taxes paid (net of refund)	-14.7	-0
Net Cash from Operating Activities (A)	108.8	73.8
Net Cash from Investing Activities (B)	-160.6	-77.9
Net Cash from Financing Activities (C)	45.2	24.6
Net Change in cash and cash equivalents	-6.7	20.5
Cash and Cash equivalents at the end of the period	70.4	63.9



- Actions completed to receive green power from Group Captive Solar source
- As a sustainability initiative, commenced installation of Bio-briquette based boiler, replacing Diesel as fuel
- Use of recycled Plastic bottles commenced in Piparia

THANK YOU

Company:



Hindustan Foods Limited

CIN: L15139MH1984PLC316003

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Investor Relations Advisors:



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