



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: May 19, 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 May' 25

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, please find attached herewith the "Earnings Presentation May' 25" for the Quarter and Year ended March 31, 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

Hindustan Foods Limited Earnings Presentation May '25



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Q4 & FY25 Overview



Key Parameters

01

NETWORTH
as on 31st Mar 2025

Rs. **891** crore

02

GROSS BLOCK*
as on 31st Mar 2025

Rs. **1,412** crore

03

CASH & CASH
EQUIVALENTS**

Rs. **153** crore

04

NET DEBT TO EQUITY

0.79

05

TOTAL REVENUE#
For FY25

Rs. **3,579** crore
30% growth YoY

06

EBITDA#
For FY25

Rs. **308** crore
34% growth YoY

07

PROFIT AFTER TAX
For FY25

Rs. **110** crore
18% growth YoY

08

CASHFLOW FROM
OPERATIONS

Rs. **114** crore
31% growth YoY

Key Business Highlights

FY25 Performance

- Crossed a key milestone with PAT at ₹110 crores in FY25
- Strong performance in seasonal categories such as Ice cream and Beverages drove turnover to a record high

Ice Cream & Beverages

- Successfully launched commercial operations at our expanded facilities in Mysuru (Beverages) and Lucknow (Ice Cream), strategically timed to meet peak seasonal demand
- Commenced commercial production at our new greenfield ice cream plant in Nashik in May 2025, enhancing capacity to serve a key new customer

Shoes

- Shoe business is finally turning a corner in this quarter and recorded operational profit in Q4FY25

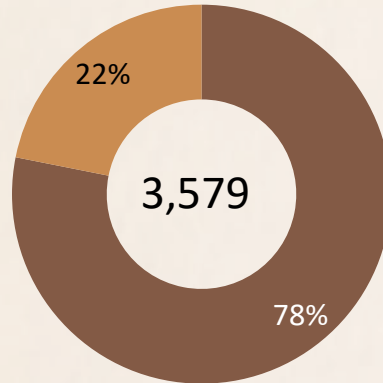
Strategic Investment

- Board has given its approval to acquire a significant minority stake in The Kabadiwala, a leading player in plastic scrap collection and recycling, reinforcing our commitment to sustainable business practices

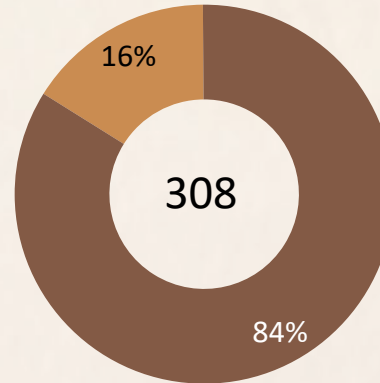
FY25 Key Highlights

Rs Cr

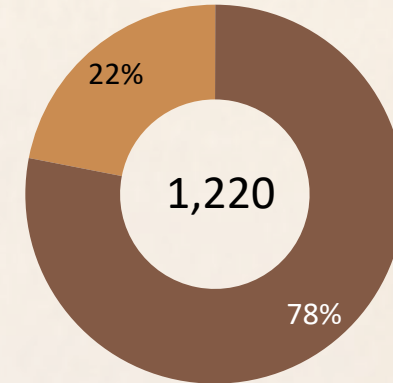
REVENUE



EBITDA



GROSS BLOCK[#]



■ Dedicated Manufacturing ■ Shared Manufacturing

PERFORMANCE HIGHLIGHTS

SHARED MANUFACTURING

- Shoe business recorded a highest ever turnover in Q4FY25 and a positive operational profit. Full year revenues stood at Rs. 390 crs
- South Shoe facility continues to ramp up production and work will commence on Phase 2 expansion at the site
- Beverage business in Mysuru recorded a highest ever turnover in Q4FY25
 - Successfully completed expansion projects at HFL Mysuru

DEDICATED MANUFACTURING

- Commenced commercial production at Nashik Ice Cream plant in May 2025
- Land identified in North India for a new Greenfield ice cream plant; project work to commence shortly and operations expected to start by Q1FY27
- Achieved the highest-ever monthly production at Baddi and agreement signed for additional investment for a new customer. Expect to start production for the new customer by Q3FY26
- All pending approvals for Baddi facility have been received

Message from the Management



Commenting on the results, Sameer R. Kothari, Managing Director said, “HFL achieved a major milestone this financial year with a Profit After Tax (PAT) exceeding ₹100 crores. This milestone brings a sense of pride and celebration within the organization, but also demonstrates our ability to identify and capitalize on growth opportunities, even amidst a broader slowdown in consumer demand. We remain focused on building on this momentum and are now setting our sights on the next phase of growth in the coming years.

The driving force behind this achievement has been our dedicated team of nearly 7,000 employees. As a gesture of gratitude and to foster long-term value creation, we completed a preferential allotment of shares in our footwear subsidiary to our employees and also rolled out an ESOP scheme at HFL. Through these initiatives, we aim not only to reward and retain top talent but also to attract the leadership needed for our next leap forward.

Our association with The Kabadiwala promises to be a significant commitment towards sustainability and the circular economy. We are confident that in the coming years, this association will prove to be of major value to us and also to our customers in meeting their obligations under the EPR regulations.”



Commenting on the Operational Performance, Ganesh Argekar, Executive Director said, “From an operational standpoint, we delivered our highest-ever volumes across our beverages, ice creams, and footwear segments. This was achieved despite ongoing deflationary pressures and persistent volume softness in other categories. Our supply chain teams worked tirelessly to ensure efficiency and output even under challenging conditions.

Specifically, the shoe business had a good quarter, and we are cautiously optimistic that we should be out of the woods now. While the division had the highest ever turnover in this FY, importantly, the new investments have started yielding results and we are confident that with the support of our customers, we should be able to turn around the business completely in FY26.

Our bet on the beverage segment is finally paying off with Mysuru recording its highest ever output. We are eager to expand in this segment and continue to look for new opportunities. We have some interesting developments in the OTC Pharma division and are eager to scale this up. Our Home and Personal Care categories continue to perform resiliently in the face of the headwinds of slowing consumption.”

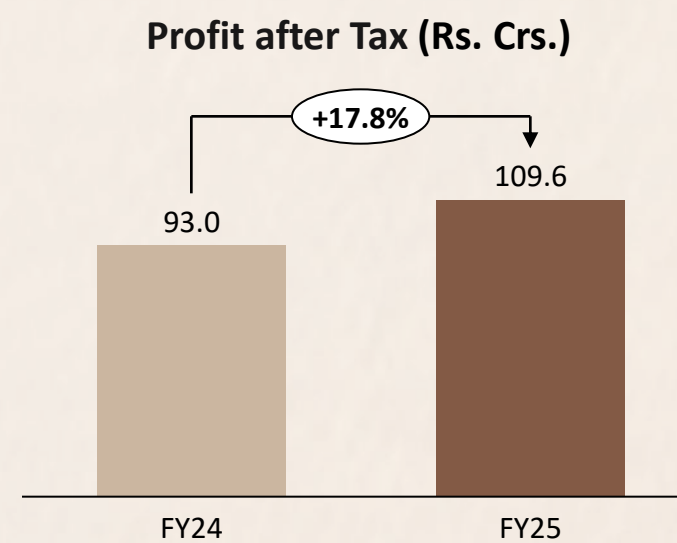
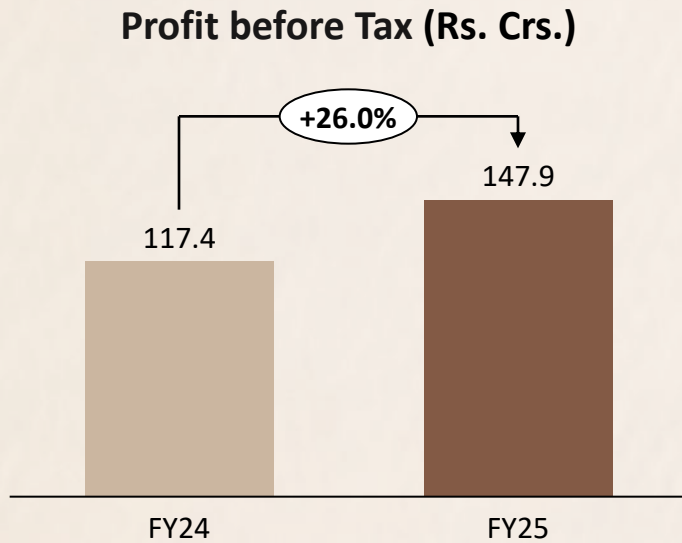
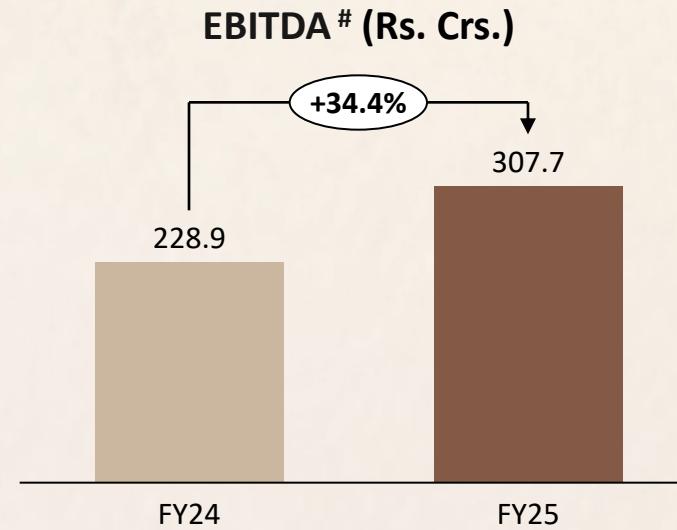
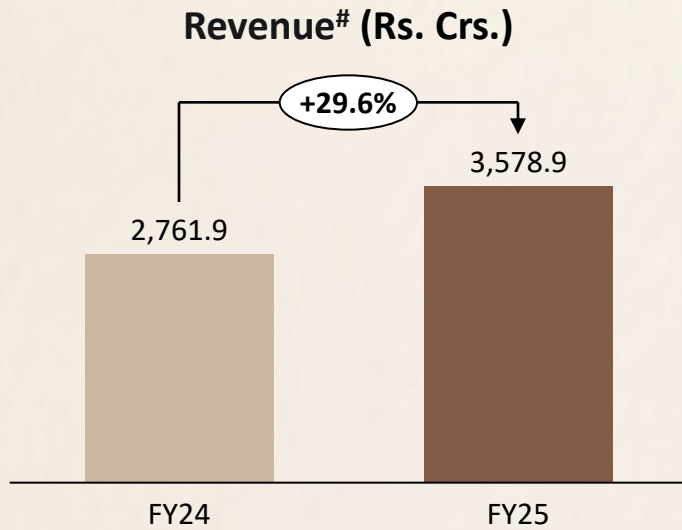


Commenting on the Financial Performance, Mayank Samdani, Group CFO said, “This quarter was a record-breaking one across all key metrics—revenues, EBITDA, and Profit Before Tax (PBT). These results were driven by seasonal highs in our ice cream and beverage businesses, as well as the long-anticipated breakeven of our footwear segment. The footwear business finally achieved operational profitability in this quarter and with this, all our businesses are performing as per expectations.

As far as the annual profits are concerned, despite higher tax provisioning compared to the previous year, we posted the highest ever annual profits. This was aided by the ramping up of the Baddi factory and the new investments in the beverage and ice cream plants. Our PAT for FY25 includes the losses suffered by the shoe business (~Rs. 11 crores) which were a result of the integration issues that we faced with the acquisition and also the accounting impact of the ESOP scheme.

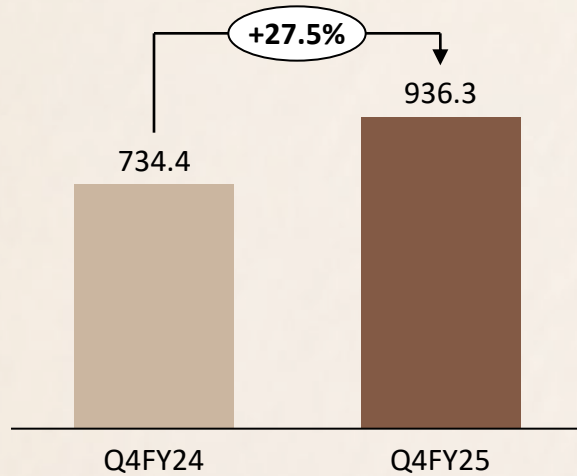
The year also saw an increase in the working capital requirements of the company, especially in the shoe business but despite this increase, the company was able to generate a satisfactory cash from operations of around Rs. 113.00 crores. This strong operating cash flows along with the proceeds from the Warrants issue, positions us to leverage upcoming growth opportunities. We continue to work towards our goal of doubling our gross block to Rs. 1,800 crores by the end of this financial year.”

FY25 Consolidated Results Highlights

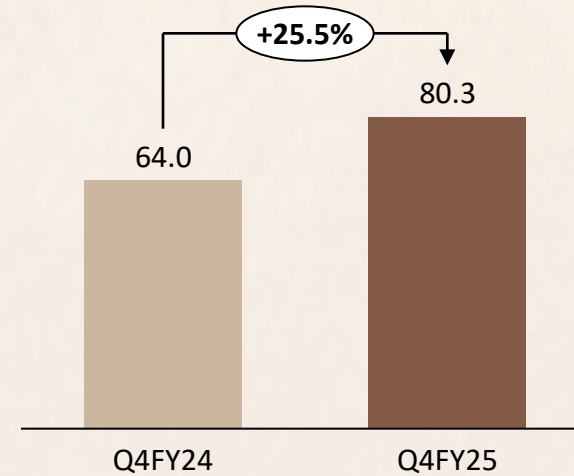


Q4FY25 Consolidated Results Highlights

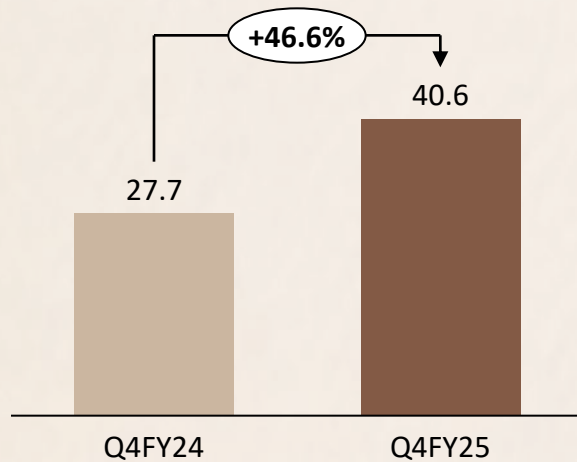
Revenue# (Rs. Crs.)



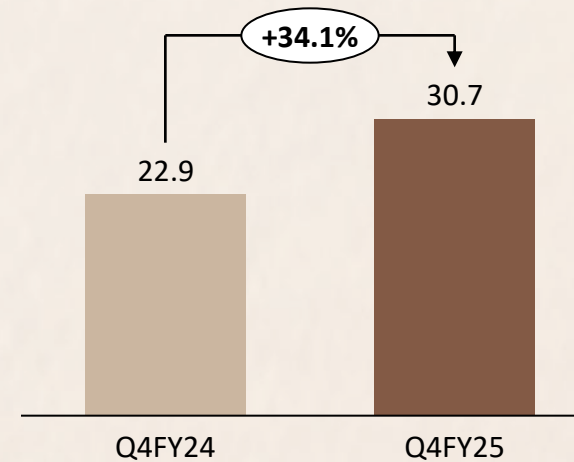
EBITDA # (Rs. Crs.)



Profit before Tax (Rs. Crs.)



Profit after Tax (Rs. Crs.)



Consolidated Profit & Loss Statement – Q4 & FY25

Particulars (Rs. Crs.)	Q4FY25	Q4FY24	Y-o-Y	Q3FY25	Q-o-Q	FY25	FY24	Y-o-Y
Total Revenue[#]	936.3	734.4	27%	885.7	6%	3,578.9	2,761.9	30%
Cost of Goods Sold	724.6	584.6		690.9		2792.0	2273.1	
Manufacturing and Operating Costs	48.0	39.8		43.5		183.5	132.7	
Gross Profit	163.8	110.1	49%	151.3	8%	603.4	356.0	69%
Employee Expenses	63.4	31.8		54.1		222.4	82.6	
Other Expenses	20.0	14.3		18.0		73.3	44.5	
EBITDA	80.3	64.0	25%	79.2	1%	307.7	228.9	34%
Depreciation	20.1	18.4		20.1		79.7	54.8	
EBIT	60.3	45.7		59.1		228.0	174.1	
Finance Cost	19.6	18.0		19.9		80.0	56.7	
Profit Before Tax	40.6	27.7	47%	39.3	4%	147.9	117.4	26%
Tax expense	9.9	4.8		10.5		38.3	24.4	
Profit After Tax	30.7	22.9	34%	28.7	7%	109.6	93.0	18%
EPS	2.62	2.01		2.44		9.51	8.23	

Includes Other Income

Consolidated Balance Sheet as on 31st March 2025

Particulars (Rs. Crs.)	31-Mar-25	31-Mar-24
Non-Current Assets	1225.6	1057.7
Property, plant and equipment	928.5	846.9
Capital work-in-progress	119.1	8.4
Right of Use assets	69.0	53.9
Goodwill	6.5	6.5
Intangible assets under development	0.4	0.3
Other Intangible Assets	8.0	1.1
Financial assets		
(i) Other financial assets	37.4	124.6
Deferred Tax Asset (Net)	7.9	0.8
Non-current tax assets (net)	0.8	3.7
Other non-current assets	47.9	11.5
Current Assets	1265.0	867.5
Inventories	752.8	493.4
Financial assets		
(i) Trade receivables	209.3	175.8
(ii) Cash and cash equivalents	77.0	43.2
(iii) Bank balances other than cash and cash equivalents	6.6	6.1
(iv) Loans	1.0	-
(v) Other financial assets	157.1	78.1
Other current assets	61.1	71.0
Total Assets	2,490.5	1,925.2

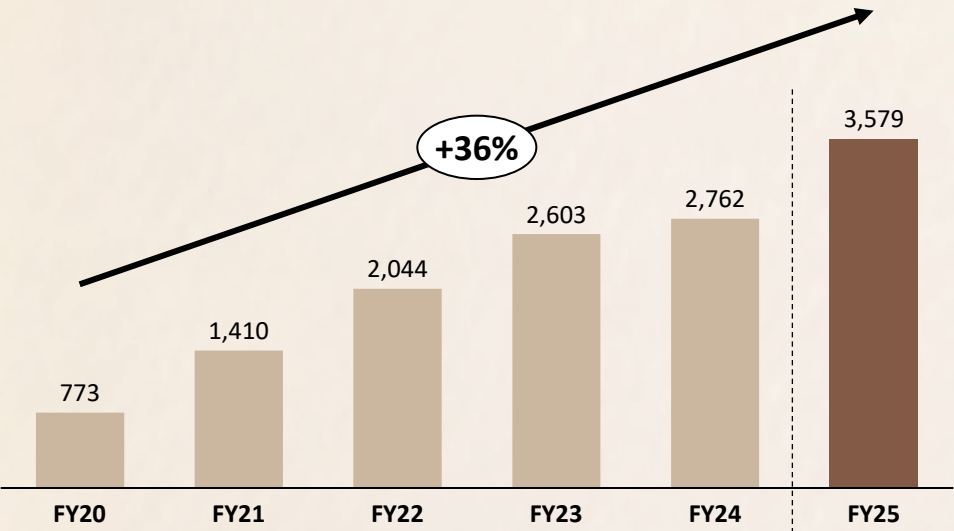
Particulars (Rs. Crs.)	31-Mar-25	31-Mar-24
Equity	891.0	646.1
Equity share capital	23.5	22.9
Other equity	864.0	623.2
Instrument entirely equity in nature	3.6	-
Non-Current Liabilities	726.9	590.1
Financial liabilities		
(i) Borrowings	618.6	495.2
(ii) Lease liabilities	36.9	40.6
(iii) Provisions	25.7	13.0
Deferred tax liabilities (net)	45.6	41.3
Current liabilities	872.6	689.0
Financial liabilities		
(i) Borrowings	236.8	190.7
(ii) Trade payables	524.0	425.8
(iii) Lease Liabilities	3.6	3.3
(iv) Other financial liabilities	57.2	31.7
Other current liabilities	34.7	31.0
Provisions	1.8	1.4
Current Tax Liabilities (Net)	14.6	5.1
Total Equity & Liabilities	2,490.5	1,925.2

Summary of Consolidated Cashflows

Particulars (Rs. Crs.)	March-25	March- 24
Operating profit before working capital changes	298.0	225.6
Changes in working capital	-159.0	-124.5
Cash generated from/(used in) operations	139.0	101.1
Direct taxes paid (net of refund)	25.4	14.4
Net Cash from Operating Activities (A)	113.7	86.7
Net Cash from Investing Activities (B)	-289.3	-381.3
Net Cash from Financing Activities (C)	209.5	298.0
Net Change in cash and cash equivalents	33.8	3.4
Cash and Cash equivalents at the end of the period	77.0	43.2

Strong Financial Performance

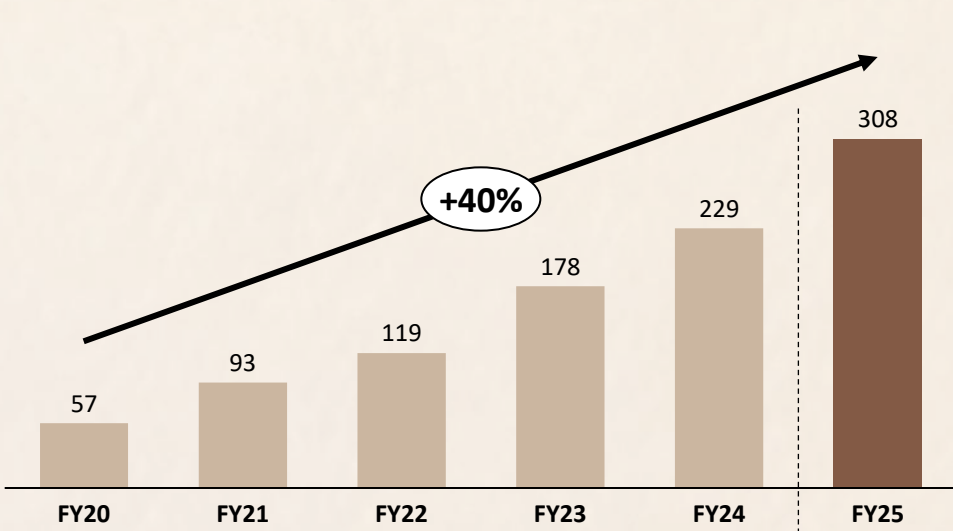
Revenue[#]



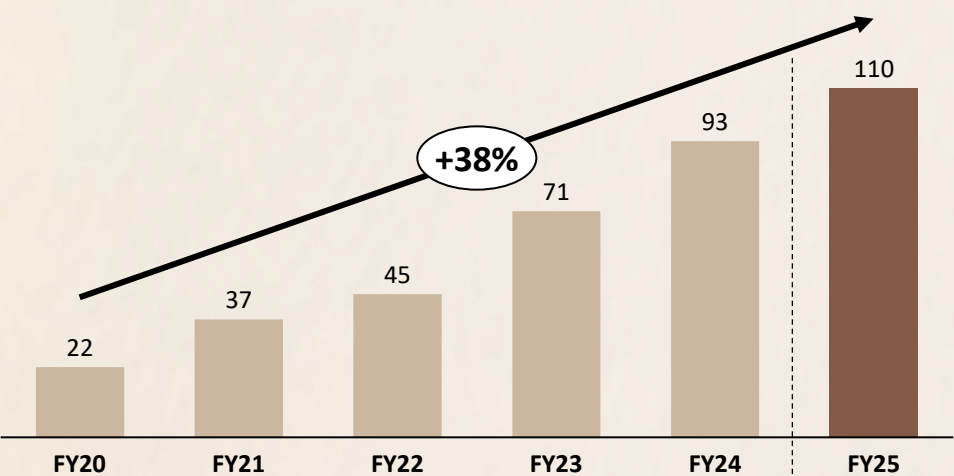
Includes Other Income

EBITDA[#]

Rs Cr

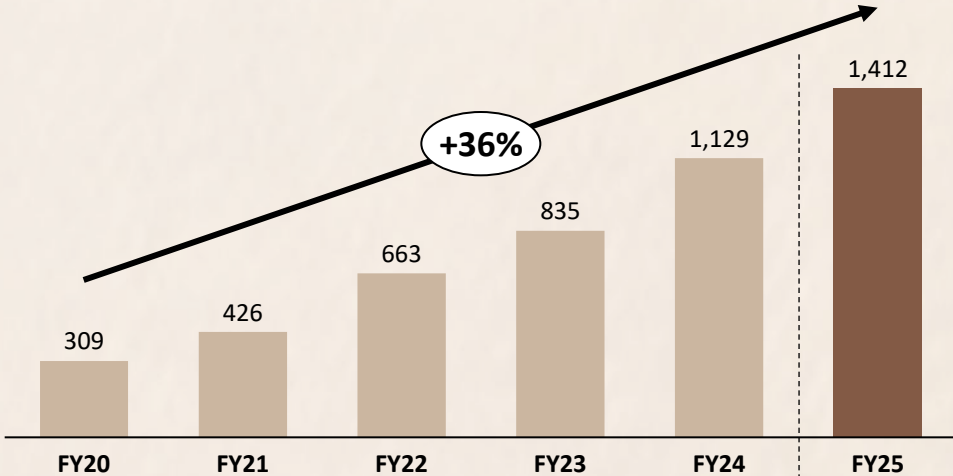


PAT



#includes other income

Gross Block[^]



[^]includes wholly owned subsidiary LLP, intangibles and CWIP

THANK YOU

Company:



Hindustan Foods Limited

CIN: L15139MH1984PLC316003

Vimal Solanki

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Investor Relations Advisors:



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