



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: February 7, 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
--	--

Dear Sir/Madam,

Subject: Earnings Presentation February' 25

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, please find attached herewith the "Earnings Presentation February' 25" for the Q3 & 9M ended December 31, 2024.

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 February '25

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Hindustan Foods Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company

This Presentation is not a prospectus, disclosure document, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, and the rules made thereunder, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India. This Presentation should not be considered as a recommendation that any investor should subscribe for or purchase any securities of the Company or its subsidiary and should not be used as a basis for any investment decision. The information contained in this Presentation is only current as of its date and has not been independently verified. The Company will not update you in the event the information in the Presentation becomes stale. Moreover, both express or implied representation or warranty is made as to, and no reliance should be placed on, the truth, accuracy, fairness, reasonableness or completeness of the information presented or contained in this Presentation and nothing in this Presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

Q3 & 9M FY25 Overview



Key Parameters

01

NETWORTH
as on 31st Dec 2024

Rs. **857** crore

02

GROSS BLOCK*
as on 31st Dec 2024

Rs. **1,313** crore

03

NET DEBT TO EQUITY

0.75

04

TOTAL REVENUE#
For Q3FY25

Rs. **886** crore
21% growth YoY

05

EBITDA#
For Q3FY25

Rs. **79** crore
37% growth YoY

06

PROFIT AFTER TAX
For Q3FY25

Rs. **29** crore
30% growth YoY

Key Business Highlights

Ice Cream

- The construction of a greenfield ice cream plant in Western India for a new customer is now underway and is expected to commercialize in April 2025
- The company is progressing on the greenfield ice cream project in North and is expected to commercialize in Q4FY26

Beverages

- Hindustan Foods Limited, through its wholly owned subsidiary, has successfully integrated the facility for bottled water for an MNC in Orissa in Q4FY25
- The company has started manufacturing DOY packs for an existing customer in Mysore from Q4FY25

OTC Pharma

- Baddi factory has ramped up all the lines. The company expects the dispatches to Russia to resume from Q1FY26
- The Board has sanctioned an investment of Rs 20 crores at its Baddi plant for a new customer

Shoes

- The shoe business has witnessed some efficiency gains in the North factories and ramp up in the South factories
- An incremental capex of Rs 50 crores will be incurred in Karnataka with a view to expand the Shoe Business

FMCG

- The existing businesses performed resiliently despite the slowdown of the FMCG industry

Message from Managing Director and Group CFO



Commenting on the results, Sameer R. Kothari, Managing Director said, “Our strategic diversification in specific growth segments like the ice cream, OTC Pharma, Beverages and footwear has started yielding some encouraging results despite the persistent slowdown in FMCG sector.

I am encouraged by the performance of our OTC division in Baddi which has resumed normal production. Additionally, we have identified one more customer for the site and expect to start production by Q1FY26.

In terms of our ice cream business, we continue to remain optimistic and are confident that under the leadership of Mr. Manoj Patani, our new head of business, we should be able to grow this division substantially in the next 2-3 years. Manoj, a chemical engineer from ICT, Mumbai has completed his post-graduation in marketing from ISB, Hyderabad and has more than 19 years of experience.

We continue to see improvement in our shoe business. While it is not completely out of the woods yet, we do believe that we are on the right path. With the Government announcing in the recent Budget that the footwear industry is a key focus area and with the stabilizing of the North factories and the ramping up of the South factories, we believe that the time is right to further expand our presence in this industry.

As far as beverages is concerned, we have further solidified our presence by commencing the production of DOY packs for an existing beverage customer. Additionally, we have successfully integrated our newly acquired bottled water plant located in Orissa.

We are witnessing a seasonal uptick in demand, particularly in the Beverages and Ice Creams segment, which should help drive strong growth in the next two quarters.

These initiatives reflect our proactive approach to driving growth amidst market headwinds, and we remain confident to increase our gross block to more than Rs. 1,800 crores by FY26.”



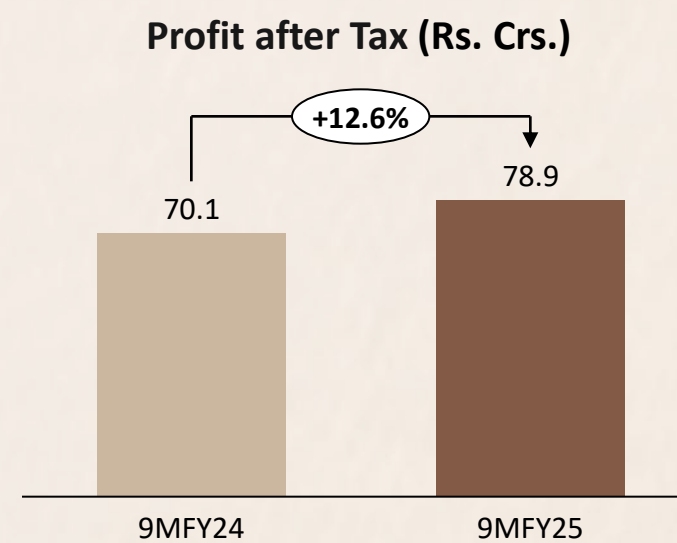
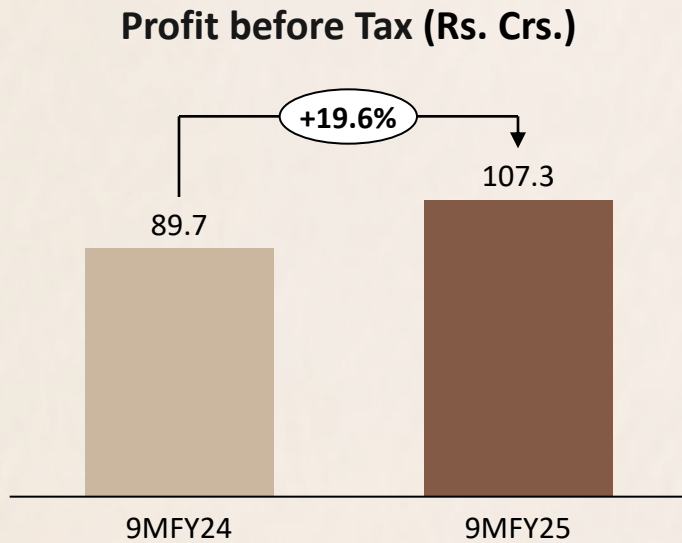
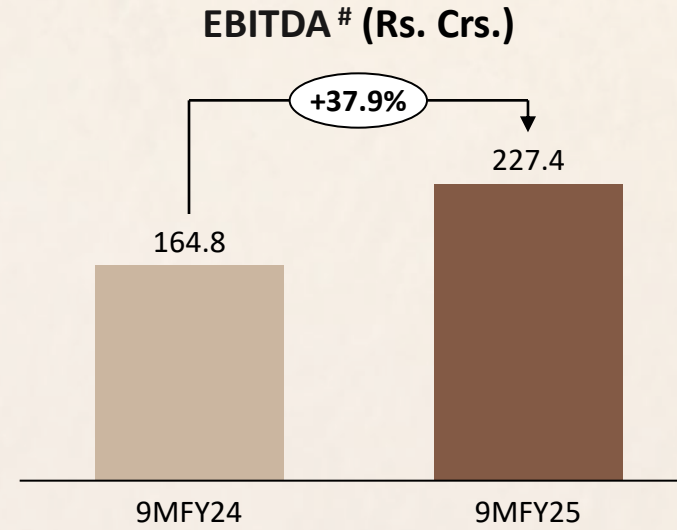
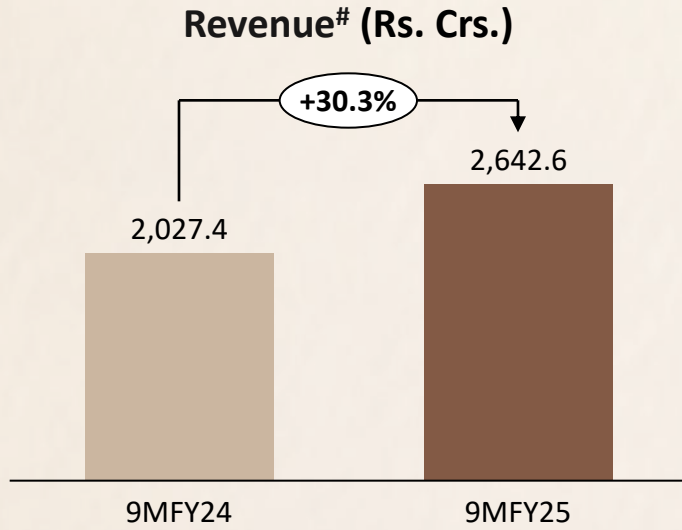
Commenting on the Financial Performance, Mayank Samdani, Group CFO said, “The revenue for Q3FY25 was stable QoQ but showed an increase on YoY basis helped by revenue generated by the Baddi factory and the shoe business which was not a part of the FY24 number.

However, the profit for the quarter showed a substantial improvement on a QoQ basis and YoY basis since the Baddi factory has now started contributing positively and the integration of the shoe factory is progressing as per expectations.

On the capital front, the company has converted the warrants totaling INR 120 crores at the end of December which we expect to deploy in the new projects in the coming quarters.

With the shoe business nearing profitability and new projects ramping up across the company we are confident of growth and delivering profits as we go ahead.”

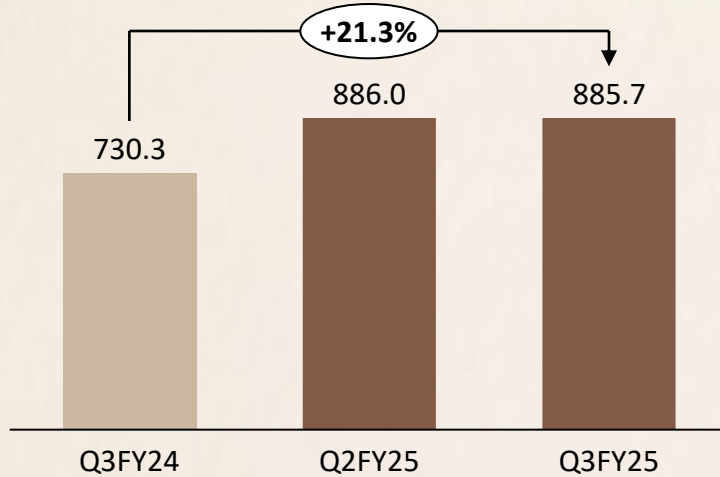
9MFY25 Consolidated Results Highlights



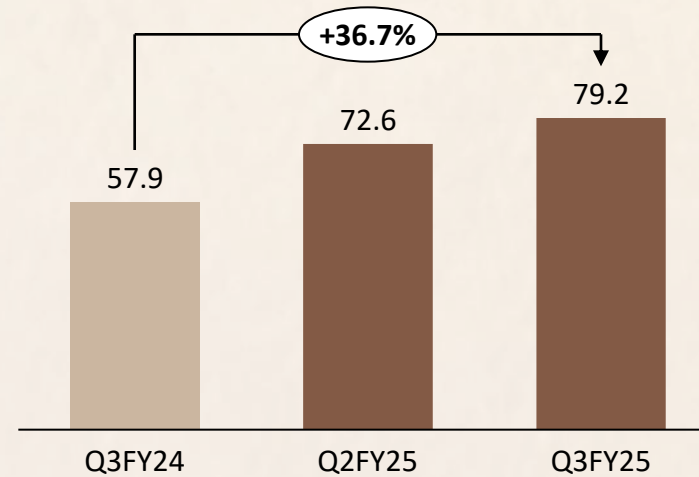
Includes Other Income

Q3FY25 Consolidated Results Highlights

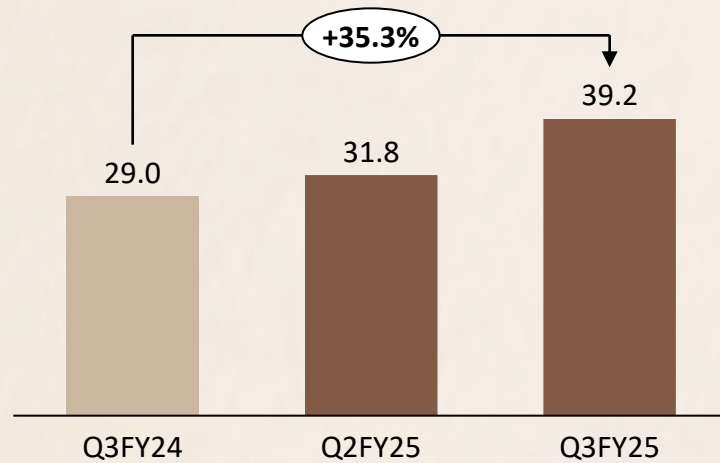
Revenue# (Rs. Crs.)



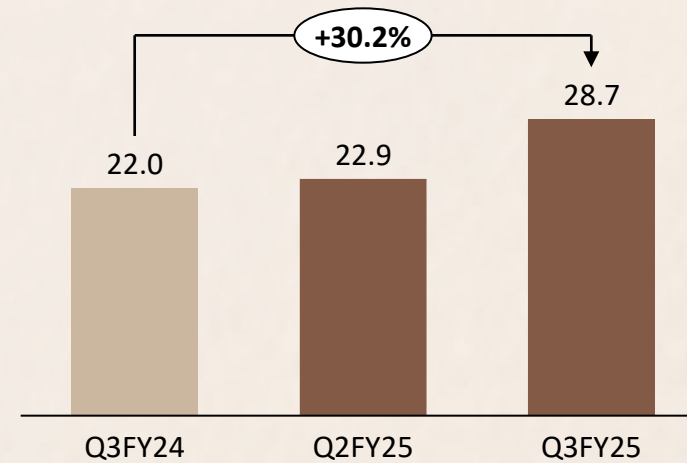
EBITDA # (Rs. Crs.)



Profit before Tax (Rs. Crs.)



Profit after Tax (Rs. Crs.)



Includes Other Income

Consolidated Profit & Loss Statement – Q3 & 9MFY25



Particulars (Rs. Crs.)	Q3 FY25	Q3 FY24	Y-o-Y	Q2FY25	Q-o-Q	9MFY25	9MFY24	Y-o-Y
Total Revenue#	885.7	730.3	21.3%	886.0	0.0%	2,642.6	2,027.4	30.3%
Cost of Goods Sold	690.9	607.7		695.8		2,067.5	1,688.6	
Manufacturing and Operating Costs	43.5	33.8		46.6		135.5	92.9	
Gross Profit	151.3	88.8	70.4%	143.5	5.4%	439.6	246.0	78.7%
Employee Expenses	54.1	19.6		52.4		158.9	50.9	
Other Expenses	18.0	11.2		18.5		53.3	30.3	
EBITDA	79.2	57.9	36.7%	72.6	9.1%	227.4	164.8	37.9%
Depreciation	20.1	13.8		20.1		59.7	36.4	
EBIT	59.1	44.1		52.6		167.7	128.4	
Finance Cost	19.9	15.1		20.8		60.4	38.7	
Profit Before Tax	39.2	29.0	35.3%	31.8	23.4%	107.3	89.7	19.6%
Tax expense	10.6	7.0		8.9		28.4	19.6	
Profit After Tax	28.7	22.0	30.2%	22.9	25.1%	78.9	70.1	12.6%
EPS	2.44	1.95		2.00		6.71	6.22	

Includes Other Income

THANK YOU

Company:



Hindustan Foods Limited

CIN: L15139MH1984PLC316003

Vimal Solanki

vimal.solanki@thevanitycase.com

www.hindustanfoodslimited.com

Investor Relations Advisors:



Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

Rahul Agarwal / Brinkle Shah Jariwala

rahul.agarwal@sgapl.net / brinkle.shah@sgapl.net

+91 98214 38864 / +91 9619385544

www.sgapl.net