



Hindustan Foods Ltd.

Corporate Headquarters & Registered Office : Dempo House, Campal, Panaji, Goa - 403 001.
Ph. : 832 - 2441300, Gram : 'hindfood. Fax : 91 - 832 - 2225098, 2228588,
E-mail : hfl@dempos.com, Website: www.hflgoa.com CIN: L15139GA1984PLC000601

Company Scrip Code: 519126
ISIN CODE: INE254N01018

Ref : HFL/08/2018/54

Date: 14th August, 2018

To,
The General Manager
Department of Corporate Services
BSE Ltd.,
Floor 25, P. J. Towers, Dalal Street,
Mumbai-400 001.

Through Listing Centre

Sub : Press release

Please find enclosed the press release titled : "Hindustan Foods Limited announces Q1 FY19 Financial Results."

This disclosure is made in compliance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and record.

Thanking you,
Yours faithfully,
For **HINDUSTAN FOODS LIMITED**

Beena M. Mahambrey
Company Secretary
ACS 18806

Encl : As above

Hindustan Foods Limited Announces Q1 FY19 Financial Results.

Mumbai, Maharashtra. August 13, 2018.

Hindustan Foods Limited, a manufacturer of FMCG products today announced its financial results for the first quarter ending on June 30th 2018, as approved by the Board of Directors.

Key Financial Highlights of the Quarter:

- The Gross Revenues of the company grew by more than 70% Y-o-Y
 - INR 44.17 crores in the Q1FY19 versus INR 25.39 crores in Q1FY18
- The EBITDA of the company more than doubled Y-o-Y
 - INR 4.26 crores in the Q1FY19 versus INR 1.91 crores in Q1FY18
- The PBT of the company nearly doubled Y-o-Y
 - INR 3.10 crores in the Q1FY19 versus INR 1.58 crores in Q1FY18

Key Operational Highlights for Q1 FY19:

- The existing business comprising of the factory at Goa manufacturing extruded Foods, the leather business at Chennai and Pondicherry and the pest control manufacturing facility at Jammu continued to perform consistently achieving turnover of around 44 Crores.
- HFL is happy to share that its green-field project in Coimbatore is completely on-track to start production in Q3FY19. The company intends to invest around Rs. 30 Crores in this site in the first phase. The expected off-take is around 10,000 tons and will be packing Tea for Hindustan Unilever Limited under the brands of Taj, Three Roses and Lipton.
- HFL has set up a new shoe factory in Mumbai to house the business of G Shoes Export, that it took over last quarter. The new factory has started commercial production from July '18 and should be able to ramp up to its full capacity in time for seasonal production starting in September '18.
- The company issued 5,00,000 equity shares of Rs. 10/- each at a premium of Rs. 290 each to the promoter/promoter group during this quarter to finance the growth of the company.
- The process for the take-over of the factory in Hyderabad has been initiated. This factory manufactures around 75,000 tons of detergent powder (potential revenues of Rs.250 crs) for Hindustan Unilever Limited under the brand names of Rin, Wheel and Surf.

Key Strategic Highlights from the Board Meeting:

- The Board of Directors authorized the management to invest upto Rs. 100 crores in building up liquid detergent manufacturing facility in Hyderabad in addition to the existing detergent powder facility. This would be one of the largest detergent facilities in India for the said principal.
- The Board of directors also authorised the management to explore the backward integration of the Coimbatore tea factory by setting up a blending unit in addition to the existing unit in Coimbatore.



Commenting on this, Mr. Sameer Kothari said:

“Though the leather business and the pest control business is subject to seasonal vagaries, we are quite happy with the way we have been able to consolidate both the businesses in HFL in the previous quarter. While both the categories were new to the company, the excellent efforts by the team have led to an easy integration and a quick ramp up of production.

The acquisition of the Hyderabad factory was a step towards the consolidation of the group’s business and the mandate given by the Board to expand this facility reiterates our commitment to scale up the business in HFL. The Hyderabad factory had a turnover of about Rs. 57.00 Crores in the Q1 FY19 which will be reflected in the books of HFL post the merger and additionally, the new investment should increase this business substantially.

It is an exciting time in our HFL’s journey towards becoming one of the largest and most diversified consumer contract manufacturer in the country. Our vision and near term goal of achieving a Rs.1000 crs revenues by 2020 looks imminently achievable.

About Hindustan Foods Limited

Founded in 1988, Hindustan Foods Limited [BSE: HNDFDS] and associated group companies are principal contract manufacturers for a range of leading FMCG products including Processed Foods, Personal Care, Home Care and Leather Wear. It has facilities in Goa, Jammu, Coimbatore (upcoming), Hyderabad (proposed), Chennai, Vasai (Mumbai) and Pondicherry. The company along with the associated group companies is one of the most diversified contract manufacturers in the country and works with various FMCG majors like Reckitt Benckiser, Danone, Hindustan Unilever Limited, Bata, Reliance Brands, Arvind Brands etc.

Contact: Mr. Mayank Samdani / Mrs. Beena M. Mahambrey

Phone: (022) 61801704

Email: mayank.samdani@thevanitycase.com or secretarial@dempos.com

