



# 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](mailto:business@thevanitycase.com) Website: [www.hindustanfoodslimited.com](http://www.hindustanfoodslimited.com)  
Tel. No. +91-22-61801700 / 01 CIN: L15139MH1984PLC316003

Company Scrip Code: 519126

Date : 12<sup>th</sup> February, 2020

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

Through Listing Centre

Dear Sir/Madam,

**Subject: Press Release**

Please find attached the press release titled "Hindustan Foods Limited announces Q3 FY19-20 financial results".

The disclosure is made in compliance with Regulation 30 of the Securities and Exchange Board of India [listing Obligations and Disclosures requirements] Regulations, 2015.

This is for your information and record.

Thanking you.

Yours faithfully,  
For **Hindustan Foods Limited**

  
**Bankim Purohit**  
Company Secretary  
ACS: 21865



**Encl. As above**



## Hindustan Foods Limited announces Q3FY19-20 financial results

Hindustan Foods Limited, manufacturers of FMCG products announced their financial results today, for the third quarter ending on December 31st, 2019 as approved by the Board of Directors.

***With addition of new product categories and increase in existing capacities and the merger\* of the Hyderabad unit, the Company has posted its highest ever turnover and profits.***

### Key Financial Highlights of the Quarter\*:

- Gross Revenue grew by 68% from Rs 122.92 crores in Q3FY19 to Rs 207.41 crores in Q3FY20.
- EBITDA grew by more than 50% from Rs 10.08 crores in Q3FY19 to Rs 15.16 crores in Q3FY20
- PBT grew by 55% from Rs 6.51 crores in Q3FY19 to Rs 10.15 crores in Q3FY20.

***\*The above financials reflect merger of the Hyderabad unit, and the comparatives have been restated for current and previous financial year.***

### Key Operational Highlights for Q3FY20:

- The process of acquisition of the Hyderabad facility of Avalon Cosmetics Private Limited (manufacture of detergent powders) with the Company through demerger has been successfully accomplished.
- ATC Beverages Private Limited, an associate of the Company, has successfully ramped up production and is expected to reach its optimal capacity utilization in Q4FY20.
- The Company has effectively enhanced production at its green-field project in Coimbatore for packing of tea, coffee and other beverages.
- The new project at Hyderabad started trial production towards the end of Q3FY20. The next quarter will see commercialization and ramp-up of production.
- The Pest Control manufacturing in Jammu, the Extruded Foods manufacturing in Goa and the Leather Shoes business in Puducherry and Chennai continued to perform steadily.

### Key Strategic Highlights from the Board Meeting:

- The Board reviewed the Rs 150 crore expansion at Hyderabad, sanctioned earlier, and was satisfied by its progress. Management feels extremely comfortable to state that the commercialisation is on schedule for Q4 FY 20
- The Board also reviewed the new projects to manufacture leading national brands of Surface Cleaning and Toilet Cleaning liquids in two separate plants, custom-built in Silvassa. The production is scheduled to begin before Q2FY20-21.
- A new shoe-upper manufacturing facility has been added to Pondicherry.

**Sameer Kothari, Managing Director of Hindustan Foods Limited, said, "Merger of the Hyderabad factory into HFL was finally achieved. The results of the past quarters have been restated to reflect this.**

*The merger marks one of the major milestones for the Company in furthering its near term business plans. Your Company is well on its way to grow almost 50x in less than 5 years, since 2017. I am pleased to state that this pace of growth has been achieved by a suitable built-up of our internal execution capabilities. Our belief that the opportunity cycle for a business like ours (consumer contracting) is still in its nascency, stands validated.*







*As the Company continues to expand aggressively, the increased depreciation has resulted in major deferred tax liability. We believe that while this is affecting the post-tax earnings in the short term, the Company would be better off once the current capex cycle is completed and the deferred tax provisions start getting written back.*

*Furthermore, I am delighted to announce that the trial production of some of the best known Home Care and Liquid Detergent brands in the country has begun in the extended facility in Hyderabad. We are confident of commercializing and ramping up this production in Q4FY20.*

*Construction of two factories in Silvassa to manufacture two leading brands of Home Care is in full swing. Commercial production is scheduled in April 2020 and July 2020 respectively.*

*Despite the slowdown in the FMCG sector, the performance of the Company in this quarter like in the previous quarters, has been satisfactory, with most of our units functioning at optimal utilisation levels. While the beverages manufacturing plant at Mysore has geared-up well to deal with the summer season, we are also upbeat about the Hyderabad and Coimbatore operations. Jammu performed to our expectations.*

***Our vision remains set on FY21-22. We have given ourselves a target to double our current turnover by end of FY 21-22. We endeavour to get there".***

#### **About Hindustan Foods Limited**

Founded in 1988, Hindustan Foods Limited [BSE/NSE: HNDFDS] and associated group companies are principal contract manufacturers for a range of leading FMCG product categories including Food & Beverages, Home Care, Personal Care and Leather Shoes and Accessories. It has facilities in Jammu, Mumbai, Goa, Hyderabad, Mysore, Coimbatore, Chennai and Puducherry. The Company along with the associated group companies is the most diversified FMCG Contract Manufacturers in the country and works with several FMCG majors like Reckitt Benckiser, Hindustan Unilever Limited, Danone, PepsiCo, Bata, Arvind Brands etc.

Contact: Mr. Mayank Samdani / Mr. Bankim Purohit

Phone: +91 22 6180 1704

Email: [mayank.samdani@thevanitycase.com](mailto:mayank.samdani@thevanitycase.com) or [bankim.purohit@thevanitycase.com](mailto:bankim.purohit@thevanitycase.com)



**VANITYCASE**  
Integrity Initiative Innovation