



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 Website: www.hindustanfoodslimited.com
Tel. No. +91-22-61801700 / 01 CIN: L15139MH1984PLC316003

Company Scrip Code: 519126

Date: 26th June, 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

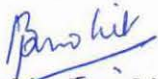
Please find attached the press release titled "**Hindustan Foods Reports strong Q4 and FY 20 results**".

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



Investor Release

Hindustan Foods reports strong Q4 & FY20 Results

26th June 2020, Mumbai; Hindustan Foods Limited, one of India's largest FMCG contract manufacturer announced its Audited Financial Results for the Quarter and Full year ended 31st March 2020.

Key Financial Highlights are as follows:

Particulars (Rs. Crs.)	Q4 FY20	Q4 FY19	Y-o-Y	FY20	FY19	Y-o-Y
Income from Operations	248.33	149.36	66%	773.10	492.56	57%
EBITDA	17.72	6.94	155%	56.90	33.04	72%
Profit After Tax	7.10	1.79	298%	22.65	11.83	91%
EPS	3.43	1.00		11.97	6.52	

Commenting on the Results, Mr. Sameer R. Kothari, Managing Director said, "We have delivered a strong growth considering an eventful year and fourth quarter. The Company's performance has been noteworthy. We saw some impact on our revenues and profitability in March 2020, as India got struck by CoVID pandemic which compelled us to temporary suspend our plant operations. We were working towards our business plan of clocking Rs.1,000 crores of revenues, but the second half of March 20, due to unprecedented situation of CoVID 19 and coupled with some delays at our Hyderabad project and the acquisition of Vasai shoe unit not working favourably we missed our target. We did however end up with a run-rate to achieve the 1,000-crore mark in Q4 of FY20.

I am also pleased to report that the Company has generated positive cash flow from operations in the past financial year. In the past few years, the continuous growth in the turnover led to a higher investment in the working capital but we have now reached a stage where that investment is beginning to pay off.

Moreover, all the strategic decisions including the merger and the ~Rs. 250 crores invested in the capex, in recent years contributed to strengthening value for our shareholders, as EPS for FY20 has nearly doubled compared to the previous fiscal. As we move forward, we are keen on fulfilling the financial objectives, not only in terms of growth, but also in terms of the strength and efficiency of our balance sheet.

Our Company continues to be one of the largest and most diversified FMCG contract manufacturers in the country and is considered one of the most preferred & trusted partners by leading FMGC companies. We believe that India being one of the fastest growing FMCG markets in the world, FMCG contract manufacturing has a tremendous growth potential in the years to come.

At the time of writing this, we are still unclear about what effects the pandemic will have on the consumer behaviour and the manufacturing landscape of FMCG. We believe that with lockdown restrictions easing out, growth will return to normalcy in the coming quarters.

The management believes that with the tough situation forecasted as far as the GDP growth is concerned, FMCG companies will also probably have to face some headwinds. This will lead to companies taking a long and hard look at their investment plans and evaluating contract manufacturing as a preferred option to ensure



that they conserve capital and deploy it for marketing their brands rather than manufacturing it themselves. We are beginning to see some effects of this and are confident that we should be able to unlock some of these opportunities in the times to come. Additionally, the company is also gearing up its private label division to cater to the e-commerce and retail players.

Update on Capex

The Company is setting up two home care liquid manufacturing facilities in Silvassa for a leading brand which got delayed due to the CoVID situation and now should come up by Q2FY21. It is investing ~Rs. 30 crores in these facilities which include buying out the existing factories of the promoter group and additional investments. The factories will have a capacity to manufacture around 20,000 KI of liquids and the company hopes to enter into a multi-year contract for the same.

About Hindustan Foods Limited

Hindustan Foods Ltd. was founded in 1984. The Company offers Dedicated and Shared Manufacturing services to top FMCG corporates who are looking to minimize cost while maximizing product quality in the post-GST environment. In 2013, Vanity Case Group bought a controlling stake in Hindustan Foods Ltd. and since then the company has diversified across various FMCG categories with manufacturing competencies in Food & Beverages, Home Care, Personal Care, Fabric Care, Leather products and Pest Control. The Vanity Case Group was founded in the year 2001 and is one of the largest and most diversified FMCG contract manufacturers in India, under the visionary leadership of Mr. Sameer Kothari. Over the years, HFL has transformed into a scalable, profitable, and the most diversified contract manufacturer catering to various marquee customers.

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

Contact Details

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