



Hindustan Foods Limited

A Vanity Case Group Company

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15, Lal Bahadur Shastri Road, Kurla (West), Mumbai, Maharashtra, India. 400 070.
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Tel. No. +91-22-61801700 / 01 CIN: L15139MH1984PLC316003

Company Scrip Code: 519126

Date: 11th August, 2021

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 Ltd – Resilient business performance despite adverse operating environment owing to 2nd wave**".

The disclosure is made in compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure 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 Ltd - On a clear growth path despite adverse operating environment

Hindustan Foods Limited, India's most diversified FMCG contract manufacturers, announced their unaudited financial results, for the quarter ending 30th June 2021

Key Standalone Financial Highlights for the quarter are as follows:

- **Gross Revenues more than doubled** from Rs 202 Crores in Q1FY21 to Rs. 458 Crores in Q1FY22
- **EBITDA grew by over 78%** from Rs 15 Crores in Q1FY21 to Rs. 27 Crores in Q1FY22
- **PAT up by nearly three times** from Rs 4 Crores in Q1FY21 to Rs. 11+ Crores in Q1FY22

Key Updates

- The second facility at Silvassa set up to manufacture Surface Cleaning Liquid on the back of the Toilet cleaning facility which commenced commercial production in the previous quarter, has commenced commercial production in May 2021. We expect to ramp up to its rated capacity by Q2FY22.
- Project work for Soaps & Bars plant in Hyderabad and the F&B plant in Uttar Pradesh is progressing as per schedule. Commercial production for both is expected to commence in Q4FY22.
- The Shareholders in their Tribunal Convened Meeting, pursuant to order of the Hon'ble NCLT Mumbai Bench, approved the composite Scheme of Arrangement and Amalgamation Beverage plant in Mysuru and Malt Beverages plant in Coimbatore. The Final order from the Hon'ble NCLT Mumbai Bench is awaited.
- We have appointed Sanjay Sehgal as President, Healthcare and Wellness. Sehgal comes with 41 years of extensive understanding and experience in organizations such as Hindustan Unilever, Sandoz & Hindalco. He is a Graduate from IIT Delhi, and will lead HFL's foray in Health and Wellness sector.
- Work for Personal Care / Home Care plant at ATC Beverages is fast progressing. This will be a first shared facility and will offer shared manufacturing to Brands looking at sourcing in South and expanding their footprint there. ATC has also signed a Letter of Intent with a large FMCG company to start manufacturing their beverages on a dedicated basis.
- Company rolled out Covid-19 vaccination for its employees across all locations. 81% of employees have received at least one dose of vaccination whereas 15% of employees are completely vaccinated. The vaccination program also included the contract labours and was extended to family members of the employees as well.



Commenting on the results, Sameer R. Kothari, Managing Director said, *“Notwithstanding the fact that the YoY performance is not strictly comparable due to the base effect of the last year’s nation-wide lockdown, I am happy to note that we continue to be on a growth path on account of the ramping up of the new facilities in Hyderabad and Silvassa.*

We believe that the underlying opportunity in FMCG contract manufacturing is huge and we have barely scratched the surface in terms of categories like pet food, confectionaries, savories, color cosmetics, deodorants, etc. Additionally, we have also started looking at adjunct sectors and are excited by the Health & Wellness Sector.

Based on this, while we remain confident of achieving our immediate goal of Rs. 2,000 crore revenues in FY22, our vision 2025 is to double the turnover in next 3 years by exploring both organic and inorganic opportunities.”

Commenting on the Financial Performance, Mayank Samdani, Group CFO said, *“Our revenues grew significantly in Q1FY22 on year-on-year basis. Moreover, our recently commissioned facilities at Silvassa and Hyderabad have been ramping up well and started contributing to the revenues. Our profitability has grown by over **160%** YoY led by strong growth in revenues and operating profit.*

Though we have witnessed some moderation in sales during the quarter (as compared to the preceding quarter) because of the second wave and change in the product mix, we have been able to protect our bottom-line due to the inherent nature of the business model.

As we continue to invest in capex, our interest cost and depreciation have increased slightly but, our focus on effective control over working capital and effective deployment of capital will help us improve our return ratios in the coming period.”

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. 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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