



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: 12th February, 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 Online Listing Centre

Dear Sir,

Sub : Press Release

Please find attached the press release titled “**Hindustan Foods Ltd – Sustained growth momentum continues**”.

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 Ltd – Sustained growth momentum continues

Hindustan Foods Limited, India's most diversified contract manufacturers of FMCG, announced their unaudited financial results, for the quarter and nine months ending 31st December, 2020

Key Standalone Financial Highlights for the quarter are as follows:

- **Gross Revenues grew by 85%** from Rs. 207 crores in Q3FY20 to Rs. 384 crores in Q3FY21
- **EBITDA grew by 49%** from Rs. 15.1 crores in Q3FY20 to Rs. 22.4 crores in Q3FY21
- **PAT grew by 97%** from Rs. 6.4 crores in Q3FY20 to Rs. 12.6 crores in Q3FY21

Key Standalone Financial Highlights for the nine month are as follows:

- **Gross Revenues grew by 73%** from Rs. 524 crores in 9MFY20 to Rs. 904 crores in 9MFY21
- **EBITDA grew by 52%** from Rs. 39 crores in 9MFY20 to Rs. 60 crores in 9MFY21
- **PAT grew by 62%** from Rs. 15.6 crores in 9MFY20 to Rs. 25.2 crores in 9MFY21

Key Updates

- Highest quarterly revenues and PAT in the history of the Company*
** The company had made an excess provision of tax in the FY19-20 which has been adjusted in this quarter after filing the IT returns. However, even without considering this adjustment, the company has achieved highest ever PAT*
- The first facility at Silvassa, set up for manufacturing of Toilet Cleaning Liquid has been ramped up to its rated capacity. The company is engaged in discussions with the customer to further expand the facility
- The second facility at Silvassa, being set up to manufacture Surface Cleaning Liquid, is scheduled to commence commercial production by March 2021. It is expected to be ramped up to the rated capacity in Q1FY22
- Recently, India Ratings and Research (Ind-Ra) has upgraded, the Company's Long-term issuer ratings to 'IND A' from 'IND A-' with Positive outlook
- The company had announced capex of Rs.125 crores in Northern Region of India for a leading FMCG brand via its wholly owned subsidiary HFL Consumer Products Private Limited. The acquisition of land for the said facility is complete and the project work has commenced. Commercial production is expected to start in Q4FY22
- ATC beverages has started building a Personal Care / Home Care plant in Mysuru. It will be the first shared facility in South India. With this facility, Company expects to be able to offer shared manufacturing to Brands looking at sourcing in South and extending their manufacturing footprint there
- Merger of Beverage plant in Mysuru and that of the Malt Beverages plant in Coimbatore is in progress
- The company has acquired another 4.5 acres of land next to its existing 16 acres facility in Hyderabad and has commenced work on the new project as announced earlier.



Commenting on the results, Mr Sameer R. Kothari, Managing Director said, *“Hindustan Foods Limited has continued to deliver a stellar performance for the quarter. We have yet again achieved the highest turnover and profitability for Q3FY21. The performance was supported by sharp decline in Covid cases and improved mobility. We believe the rapid roll out of the vaccines and recently announced union budget would give the required impetus for economic growth.*

During the quarter, we were posed with a challenge of significant increase in prices of certain raw materials but given the inherent business model, we were able to fully pass on the increase to the customers and have been successful in maintaining the profitability. While the increase in the PAT was aided by the write back of the excess provision made in FY 19-20, I am quite pleased with the performance of the company even after adjusting for this one-time adjustment.

We have always maintained prudent financial practices and continue to invest for the growth of the company while maintaining the key financial ratios. As a result of our financial practices, India Ratings had recently upgraded our long-term credit rating to IND A with positive outlook. The positive outlook reflects upon company’s sustained growth in revenue and profitability, driven by commissioning of upcoming capacities and proposed mergers, while maintaining a strong credit profile. This has resulted in decrease in the borrowing costs for the company and we intend to leverage the low interest regime to further increase our capex plans in the next couple of quarters.

Our proposed merger of Beverage plant in Mysuru and Malt Beverages plant in Coimbatore is progressing well. With the impending merger of the Coimbatore plant, 90% of Promoter’s privately held businesses will now be consolidated in HFL and we are working on merger of balance businesses within the next two financial years.

The demand for contract manufacturing in FMCG industry has been growing rapidly and we have been in discussions for new projects with our customers. As a result of such discussion, we had recently announced a capex of Rs.125 crores in Northern India for a large FMCG brand. I am pleased to confirm that we have entered into a MoU for the land for the project and are starting the project work shortly.

With improving near-term demand outlook and increasing demand for decentralized manufacturing, should enable us to continue on growth path. We continue to strive hard and invest prudently to achieve our goal of Rs. 2,000 crores of turnover by FY2022.”



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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