



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: 20th May, 2022

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 – Achieved INR 2,000 Crores Revenue milestone for FY22 as growth momentum continues**".

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

Achieved INR 2,000 Crores Revenue milestone for FY22 as growth momentum continues

Hindustan Foods Limited, India's most diversified FMCG contract manufacturers, announced their audited financial results, for the quarter and year ending 31st March 2022

Key Standalone Financial Highlights for FY22 are as follows:

- **Revenues increased by 44% to Rs.2,026.0 Crores in FY22 from Rs.1,409.9 Crores in FY21**
- **EBITDA grew by 30% to Rs. 120.4 Crores in FY22 from Rs.92.8 Crores in FY21**
- **PBT increased by 41% to Rs. 76.9 Crores in FY22 from Rs. 54.5 Crores in FY21**

Key Standalone Financial Highlights for Q4 FY22 are as follows:

- **Revenues increased by 15% to Rs 563.3 Crores in Q4FY22 from Rs 491.9 Crores in Q4FY21**
- **EBITDA grew by 7% to Rs 32.3 Crores in Q4FY22 from Rs 30.3 Crores in Q4FY21**
- **PBT increased by 7% to Rs 22.0 Crores in Q4FY22 from Rs 20.6 Crores in Q4FY21**

Key Update

- The wholly owned subsidiary, HFL Consumer Products has successfully set up the Ice Cream plant in Uttar Pradesh and commenced trial production during the quarter. The first dispatch was done in April '22 and the production is expected to be ramped up to 15,000 litons of Ice Cream by the end of FY23. The Board has given its accord to the Management of HFL Consumer Products for a further investment of Rs. 75 crores at this unit
- The merger of the Beverage plant at Mysuru is completed and expansion at Mysuru has been commercialized. The Mysuru unit has achieved its highest ever turnover in Q4'22. In addition to its existing customer, Hector Beverages (Paper Boat), the company now manufactures for Tata Consumer Products Limited. The company expects to do a turnover of around INR 75 crores from this site and the Board has further approved the augmentation of the beverage capacity in Mysuru by a further investment of Rs. 35 crores.
- The merger of the malt Beverages plant at Coimbatore was also completed and the Board has sanctioned an additional investment of ~Rs. 10 crores at the Coimbatore site.
- AeroCare Personal Products acquisition has been completely integrated and the plant has achieved its highest ever turnover in the month of March' 22. The company expects to do around Rs. 100 crores turnover from this facility in FY23
- Reckitt Benckiser Scholl India Limited acquisition is expected to be completed by Q1FY23. The company expects to do around Rs. 100 crores of turnover from this facility in FY23



- The new Sports shoes plant in Tamil Nadu has started commercial production and the shoe-making facility in Vasai [Mumbai] has also started producing injection moulded sandals and flip-flops
- The Hyderabad Bars & Soaps project that had been delayed is now commencing in June '22 and expected to be completed by Q3FY23
- The Board has approved split of the Equity shares of the company from a face value of Rs. 10/- to a face value of Rs. 2/-

Commenting on the results, Sameer R. Kothari, Managing Director said, *“I am quite pleased with the performance of our business model that has been tested in this quarter, hit by high inflation and slowing demand. I am happy that in spite of the headwinds, we have achieved our revenue target of INR 2,000 crores having grown by more than 70% CAGR over the last 5 years.*

Looking at the future, our Ice Cream project at Uttar Pradesh has commenced commercial production. Commencement of this facility and the successful integration of the Beverages business opens doors to the multibillion-dollar+ F&B market in addition to our existing categories of Home Care, Personal Care, Healthcare & Wellness.

The Ice Cream project is also a testament to our ability to diversify across product categories and bring the same emphasis on execution across geographies. Along with Ice Cream, our recent addition to the product portfolio from the entire Color Cosmetics line to Oral Care to Foot Care vindicates our ambition to be the most diversified FMCG contract manufacturer in the country.

We are confident that our customers will look at our track record of executing greenfield projects flawlessly and integrating the acquisitions seamlessly and continue to propel us towards our next goal of achieving the target of INR 4,000 crores of turnover by FY25.”

Commenting on the Financial Performance, Mayank Samdani, Group CFO said, *“Overall operational performance for the fourth quarter and full year ended FY22 has been in-line with company’s expectations and guidance.*

Our turnover and profitability for the financial year have increased by 44% YoY and 27% YoY respectively and are representative of the ramping up of all our facilities.

This company’s continued investment in capex financed from internal accruals and debt have led to a significant gross block of Rs. 550 crores (on a consolidated basis, including Capital WiP) leading to scalable performance prompting a rating upgrade from India Ratings.”

Considering the size and ambitions of the company, the Board has considered split of the Equity shares of the company from a face value of Rs. 10/- to a face value of Rs. 2/-.



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, Fabric Care, Beauty & Personal Care, Health Care & Wellness, Leather & Sports footwear 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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