



## HINDUSTAN FOODS LIMITED

A Vanity Case Group Company

A Government Recognised Two Star Export House

**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 6980 1700/01, **CIN:** L15139MH1984PLC316003

Date: November 12, 2024

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 Company Scrip Code: 519126	To, The Manager, National Stock Exchange of India Limited, Listing Department, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai 400 070 Company Symbol: HNDFDS
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Dear Sir/Madam,

**Subject: Earnings Presentation November' 24**

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, please find attached herewith the "Earnings Presentation November 24" for the Q2 and H1 ended September 30, 2024.

We request you to take above on record.

Thanking you.

Yours faithfully,  
For **Hindustan Foods Limited**

**Bankim Purohit**  
**Company Secretary and Legal Head**  
**ACS: 21865**

Encl. As above





**Hindustan Foods Limited**  
**Earnings Presentation November'24**





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# Q2 & H1 FY25 Overview





# Key Parameters

01

NETWORTH  
as on 30<sup>th</sup> Sept 2024

Rs. **705** crore

02

GROSS BLOCK\*  
as on 30<sup>th</sup> Sept 2024

Rs. **1,238** crore

03

CASH & CASH EQUIVALENTS

Rs. **64** crore

04

DEBT TO EQUITY

**1.03**

05

TOTAL REVENUE#  
For H1FY25

Rs. **1,757** crore  
35% growth YoY

06

EBITDA#  
For H1FY25

Rs. **148** crore  
39% growth YoY

07

PROFIT AFTER TAX  
For H1FY25

Rs. **50** crore  
4% growth YoY

08

EARNINGS PER SHARE  
For H1FY25

Rs. **4.4**  
3% growth YoY

## Ice Cream

- The company has signed up for an additional customer for the Ice-Cream Project at Nashik making the site an anchor-tenant model. This should enable the company to better leverage the factory. The total capex at this site is now estimated to be Rs 185 crores and the commercialization is expected in April '2025
- The expansion of capacity at Ice-Cream plant in Lucknow with a capex of around Rs 20 crores is in progress and is on track
- The Board has sanctioned a greenfield plant in North India to make Ice-Cream. This will mark the 3rd factory for Ice-Cream for the company and the beginning of the relationship with a new customer. This will envisage an investment of Rs.225 crores in phases

## Beverages

- The Board has sanctioned a further capex of around 15 crores to expand the capacity at the Beverage plant in Mysuru

## Colour Cosmetics

- The land acquisition of the color cosmetics facility at Silvassa has been completed with a capex of Rs. 40 crores

## New Acquisition

- The Board has sanctioned an investment of up to Rs. 35 crores to acquire a company bottling water for an MNC

# Message from Managing Director and Group CFO



**Commenting on the results, Sameer R. Kothari, Managing Director said,** “The strength of the company’s business model ensured that the company was able to post a satisfactory financial performance even in an environment which saw a continuing slowdown in the FMCG sector.

*We had taken steps to deal with this continuing slowdown and had identified certain sectors that we believe will continue to outgrow the sector. These include Ice-Cream, Beverages and Footwear and I am pleased to see us grow in each of these categories. We have signed up 2 new customers in the ice cream business in the last 6 months which will make us one of the largest contract manufacturers of ice creams in the country. In beverages, after the acquisition of the Mysuru factory, we extended our footprint to Assam and have now agreed to acquire a beverage unit in Orissa. This gives us confidence in being able to grow our footprint further in this segment.*

*And as far as the shoe business is concerned, we have expanded capacities in South under the leadership of Carsten Braun who joined us as the head of business at the beginning of this quarter and are confident of making KNS Shoetech a premier partner for the leading global shoe brands.*

*We now have clear visibility of the new capex which shall increase our gross block to more than Rs. 1,800 crores by FY26.”*



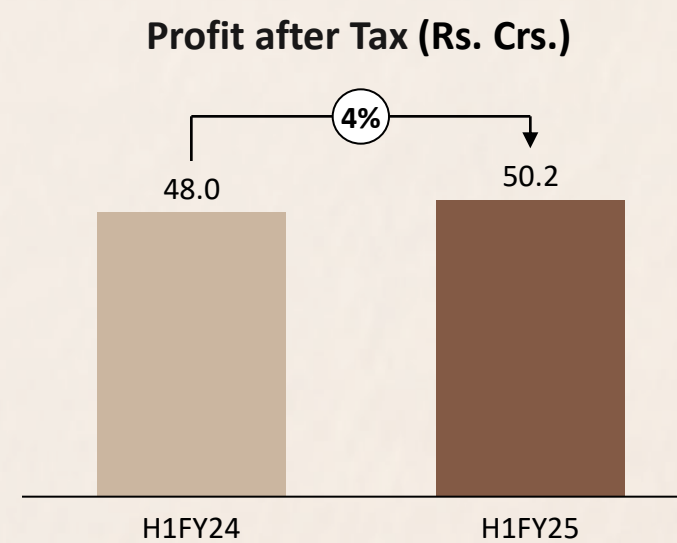
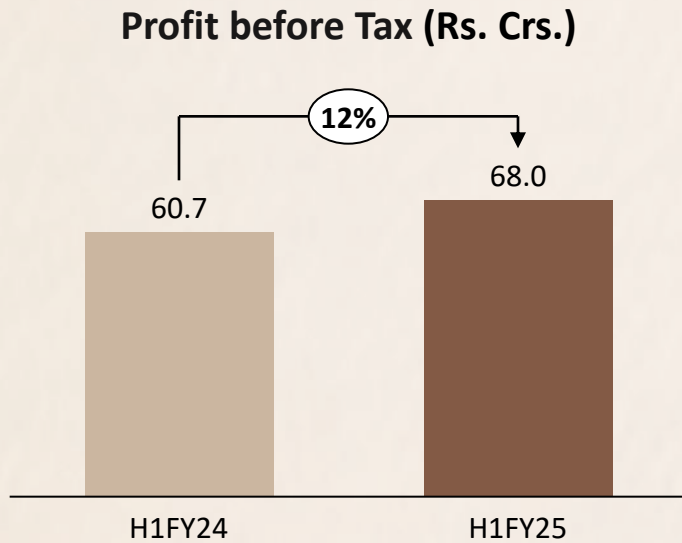
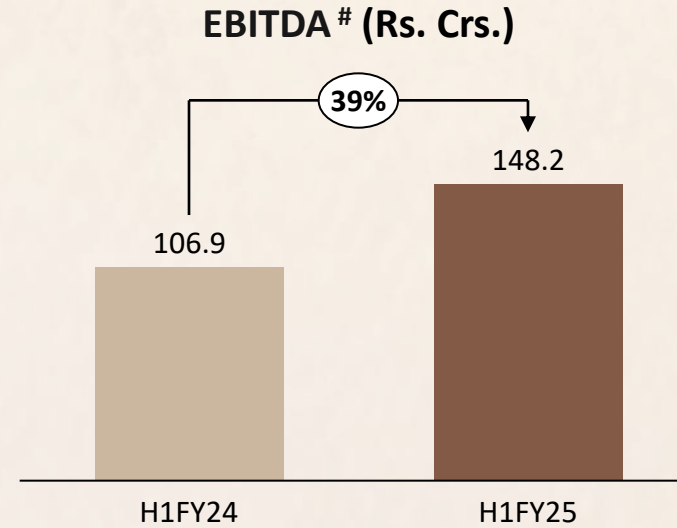
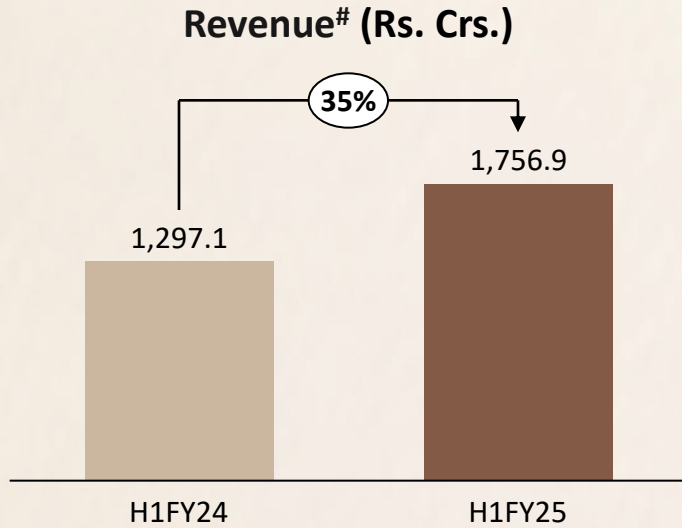
**Commenting on the Financial Performance, Mayank Samdani, Group CFO said,** “The company’s revenues were bolstered by the ramping up of the shoe business and the OTC and Wellness factory at Baddi. We achieved the highest semi-annual turnover on a consolidated basis at Rs. 1,756.9 crores having grown at 35.4% YoY.

*EBITDA for H1FY25 grew by 38.6% YoY to Rs. 148.2 crores. PAT for H1 FY25 increased by 4.4% to Rs 50.2 crores. Our dedicated manufacturing factories continued to contribute to the profitability numbers as per expectations, but the Integration of shoe business resulted in an additional cost which has impacted overall EBITDA and profitability during the period.*

*As far as Cash flows are concerned, the existing business managed to convert a large proportion of the operating profits to cash which was partially offset by investment in working capital for the shoe business and the Baddi factory. Net operating cash flow for H1FY25 stood at around Rs. 74 crores as compared to ~Rs. 24 crores for the corresponding period of last year.*

*As the shoe business pivots to profitability and new projects ramp up across the company in the second half of this year, the profitability trajectory will trend upwards.”*

# H1 FY25 Consolidated Results Highlights



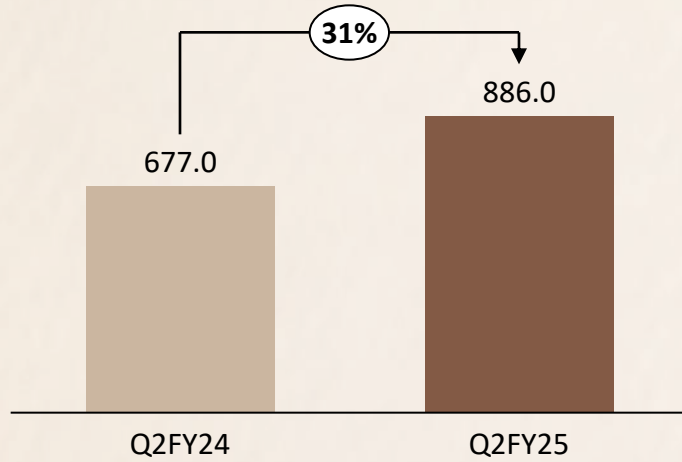
*Integration of shoe business resulted in an additional cost which has impacted overall EBITDA and profitability during the period.*

# Includes Other Income

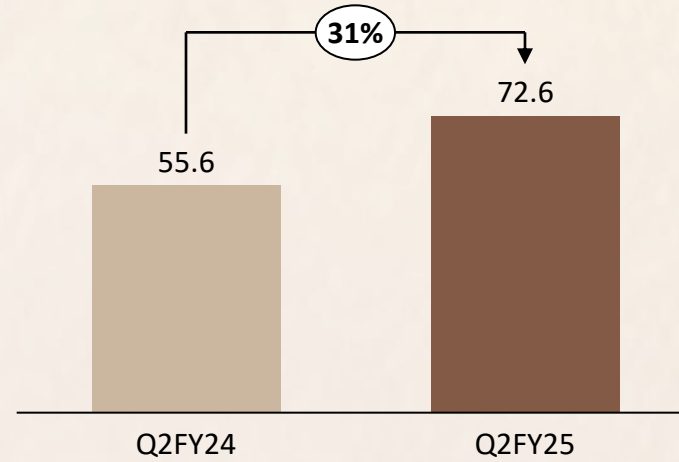


# Q2 FY25 Consolidated Results Highlights

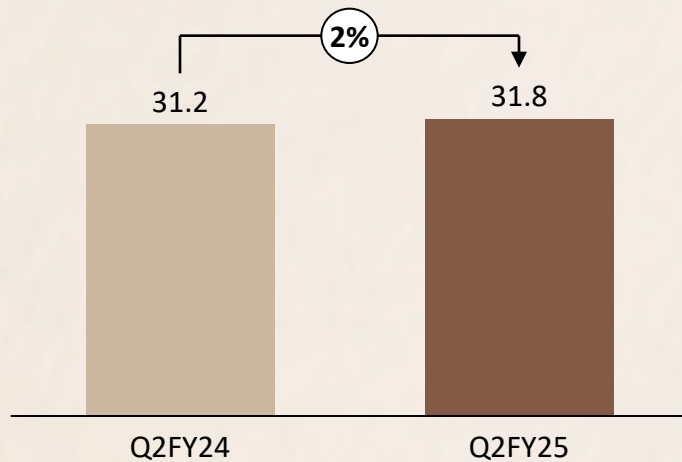
### Revenue# (Rs. Crs.)



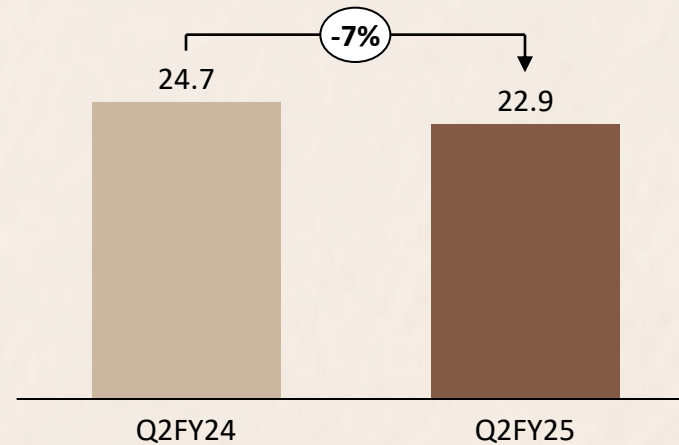
### EBITDA # (Rs. Crs.)



### Profit before Tax (Rs. Crs.)



### Profit after Tax (Rs. Crs.)



*Integration of shoe business resulted in an additional cost which has impacted overall EBITDA and profitability during the period.*

# Includes Other Income

# Consolidated Profit & Loss Statement – Q2 & H1FY25



Particulars (Rs. Crs.)	Q2 FY25	Q2 FY24	Y-o-Y	Q1FY25	Q-o-Q	H1FY25	H1FY24	Y-o-Y
<b>Total Revenue#</b>	<b>886.0</b>	<b>677.0</b>	<b>31%</b>	<b>870.9</b>	<b>2%</b>	<b>1,756.9</b>	<b>1,297.1</b>	<b>35%</b>
Cost of Goods Sold	695.8	564.5		680.7		1376.6	1080.8	
Manufacturing and Operating Costs	46.6	30.6		45.4		92.0	59.1	
<b>Gross Profit</b>	<b>143.5</b>	<b>81.8</b>	<b>75%</b>	<b>144.8</b>	<b>-1%</b>	<b>288.3</b>	<b>157.2</b>	<b>83%</b>
Employee Expenses	52.4	15.9		52.4		104.9	31.2	
Other Expenses	18.5	10.4		16.8		35.3	19.0	
<b>EBITDA</b>	<b>72.6</b>	<b>55.6</b>	<b>31%</b>	<b>75.5</b>	<b>-4%</b>	<b>148.2</b>	<b>106.9</b>	<b>39%</b>
Depreciation	20.1	11.7		19.5		39.6	22.6	
<b>EBIT</b>	<b>52.6</b>	<b>43.8</b>		<b>56.0</b>		<b>108.6</b>	<b>84.3</b>	
Finance Cost	20.8	12.6		19.8		40.5	23.6	
<b>Profit Before Tax</b>	<b>31.8</b>	<b>31.2</b>	<b>2%</b>	<b>36.2</b>	<b>-12%</b>	<b>68.0</b>	<b>60.7</b>	<b>12%</b>
Tax expense	8.9	6.6		9.0		17.9	12.7	
<b>Profit After Tax</b>	<b>22.9</b>	<b>24.7</b>	<b>-7%</b>	<b>27.3</b>	<b>-16%</b>	<b>50.2</b>	<b>48.0</b>	<b>4%</b>
EPS	2.00	2.19		2.38		4.38	4.26	

# Includes Other Income



# Consolidated Balance Sheet as on 30<sup>th</sup> September 2024

Particulars (Rs. Crs.)	30-Sept-24	31-Mar-24
<b>Non-Current Assets</b>	<b>1056.3</b>	<b>1057.7</b>
Property, plant and equipment	897.4	846.9
Capital work-in-progress	4.3	8.4
Right of Use assets	80.8	53.9
Goodwill	6.5	6.5
Intangible assets under development	0.3	0.3
Other Intangible Assets	8.4	1.1
Financial assets		
(i) Other financial assets	23.9	124.6
Deferred Tax Asset (Net)	5.4	0.8
Non-current tax assets (net)	0.6	3.7
Other non-current assets	28.6	11.5
<b>Current Assets</b>	<b>1175.9</b>	<b>867.5</b>
Inventories	692.2	493.4
Financial assets		
(i) Trade receivables	223.9	175.8
(ii) Cash and cash equivalents	63.9	43.2
(iii) Bank balances	6.7	6.1
(iv) Other financial assets	131.5	78.1
Other current assets	57.6	71.0
<b>Total Assets</b>	<b>2,232.2</b>	<b>1,925.2</b>

Particulars (Rs. Crs.)	30-Sept-24	31-Mar-24
<b>Equity</b>	<b>705.1</b>	<b>646.1</b>
Equity share capital	22.9	22.9
Other equity	682.2	623.2
<b>Non-Current Liabilities</b>	<b>667.5</b>	<b>590.1</b>
Financial liabilities		
(i) Borrowings	547.1	495.2
(ii) Lease liabilities	53.5	40.6
(iii) Provisions	23.3	13.0
Deferred tax liabilities (net)	43.5	41.3
<b>Current liabilities</b>	<b>859.6</b>	<b>689.0</b>
Financial liabilities		
(i) Borrowings	205.5	190.7
(ii) Trade payables	561.3	425.8
(iii) Lease Liabilities	4.4	3.3
(iv) Other financial liabilities	36.4	31.7
Other current liabilities	31.7	31.0
Provisions	1.5	1.4
Current Tax Liabilities (Net)	18.9	5.1
<b>Total Equity &amp; Liabilities</b>	<b>2,232.2</b>	<b>1,925.2</b>

# Summary of Consolidated Cashflows

Particulars (Rs. Crs.)	Sept-24	Sept- 23
Operating profit before working capital changes	144.2	107.1
Changes in working capital	-70.4	-82.6
<b>Cash generated from/(used in) operations</b>	<b>73.8</b>	<b>24.5</b>
Direct taxes paid (net of refund)	0.0	0.6
<b>Net Cash from Operating Activities (A)</b>	<b>73.8</b>	<b>23.9</b>
<b>Net Cash from Investing Activities (B)</b>	<b>-77.9</b>	<b>-69.5</b>
<b>Net Cash from Financing Activities (C)</b>	<b>24.6</b>	<b>42.9</b>
Net Change in cash and cash equivalents	20.5	-2.7
<b>Cash and Cash equivalents at the end of the period</b>	<b>63.9</b>	<b>37.1</b>



# THANK YOU

**Company:**



**Hindustan Foods Limited**

CIN: L15139MH1984PLC316003

Vimal Solanki

[vimal.solanki@thevanitycase.com](mailto:vimal.solanki@thevanitycase.com)

[www.hindustanfoodslimited.com](http://www.hindustanfoodslimited.com)

**Investor Relations Advisors:**



**Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285

Rahul Agarwal / Brinkle Shah Jariwala

[rahul.agarwal@sgapl.net](mailto:rahul.agarwal@sgapl.net) / [brinkle.shah@sgapl.net](mailto:brinkle.shah@sgapl.net)

+91 98214 38864 / +91 9619385544

[www.sgapl.net](http://www.sgapl.net)