



Date: November 09, 2023

To,

The Manager, Department of Corporate Services (DCS-Listing) BSE Limited PhirozeJeejeebhoy Towers, Dalal Street, Mumbai- 400001 Scrip Code: 531717	The Manager, Listing Compliance National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G, BandraKurla Complex, Bandra (E), Mumbai - 400 051 Symbol: VIDHIING
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Dear Sir(s),

Ref.: Company Code: BSE - 531717, NSE Symbol: VIDHIING

Sub:Investor Presentation on the Un-audited Financial Results for the quarter and half year ended September 30, 2023

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, our Company has announced its Un-audited Financial Results for the quarter and half year ended September 30, 2023 on November 08, 2023.

Enclosed herewith is the Investor Presentation on the Un-audited Financial Results for the quarter and half year ended September 30, 2023.

Kindly take the same on your record and display on your website.

Thanking you,

For Vidhi Specialty Food Ingredients Limited,

Bipin Madhavji Manek

Chairman & Managing Director

(DIN: 00416441)

Place: Mumbai

Encl.: As above.

Vidhi Specialty Food Ingredients Limited.

E/27/28/29, Commerce Centre, 78, Tardeo Road, Mumbai - 400034, India.

59/B, M.I.D.C. Dhatav,Roha,Raigad,Maharashtra - 402116, India.

68,M.I.D.C. Dhatav, Roha,Raigad,Maharashtra - 402116, India.

Z/61 & Z/62, Dahej, SEZ, Vagra, Bharuch, Gujarat-392130, India.

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Vidhi Specialty Food Ingredients Limited

Investor Presentation - November 2023

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Q2 & H1FY24 Financial Performance
(Consolidated)

Q2 FY24 Performance Highlights

Q2 FY24 (Q-o-Q)

Revenue
Rs. 80.1 Crs



0.6 % Q-o-Q

EBITDA
Rs. 13.7 Crs



5.3 % Q-o-Q

PAT
Rs. 9.0 Crs



7.7 % Q-o-Q

Update on Capacity Expansion

**Phase I Dahej SEZ
(350 MT)**

Company has successfully commenced trial production in the Dahej plant on August 27, 2023



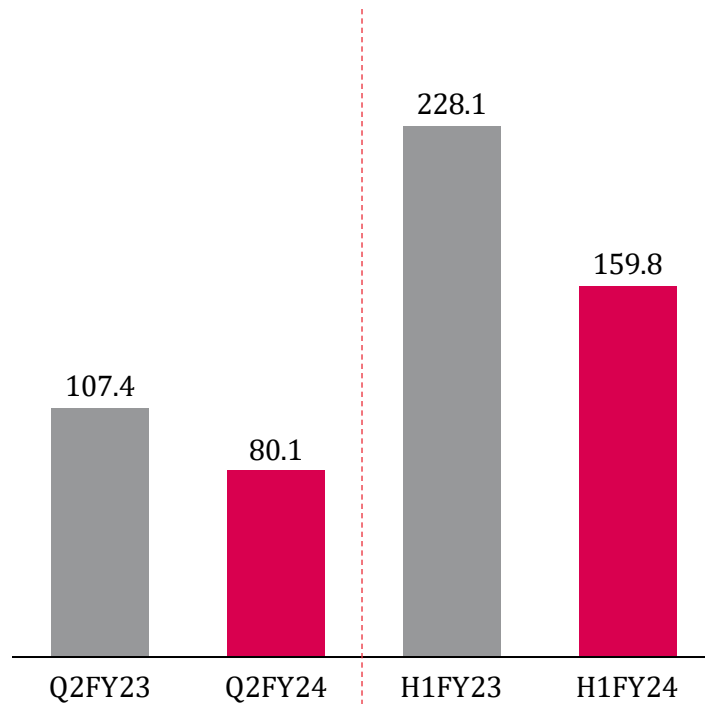
**Phase II Roha MIDC (Arjun Foods*)
(350 MT)**

Applied for Environmental clearance

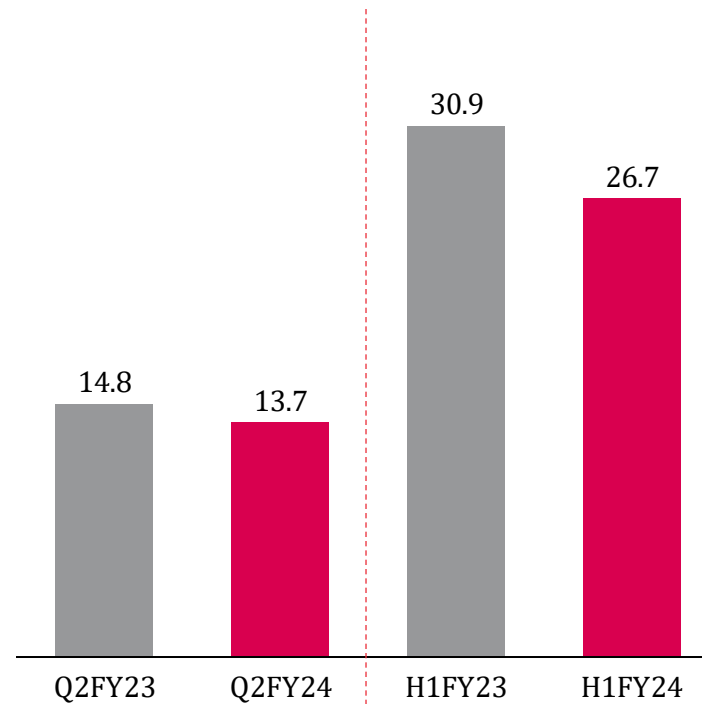
*Arjun Foods, a wholly owned subsidiary of Vidhi Specialty Food Ingredients Ltd.

Q2 & H1FY24 Consolidated Key Highlights

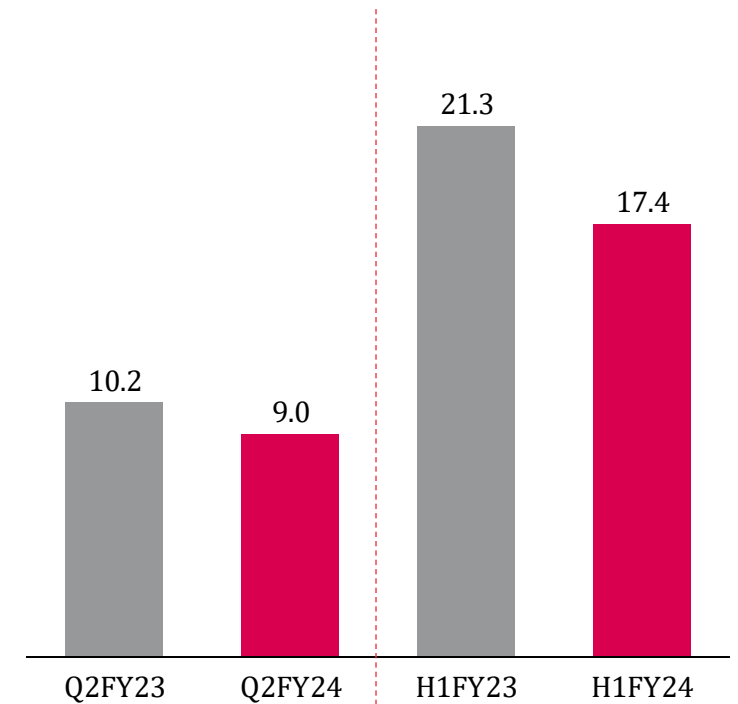
Revenue from Operations (Rs. in Crs)



EBIDTA (Rs. in Crs)



Profit after Tax (Rs. in Crs)



Declared first interim dividend of Rs. 0.40/- per share i.e. @ 40% per equity share having face value of Rs. 1/- each for the Financial Year 2023-24

Q2 & H1FY24 Consolidated Profit & Loss Statement

Particulars (Rs in Crs)	Q2 FY24	Q2 FY23	Y-o-Y	Q1 FY24	Q-o-Q	H1 FY24	H1 FY23	Y-o-Y
Revenue from Operations	80.1	107.4	-25.4%	79.7	0.6%	159.8	228.1	-29.9%
Total Expenses	54.0	78.3		53.9		107.9	168.4	
Gross Profit	26.2	29.1	-10.1%	25.7	1.8%	51.9	59.7	-13.0%
GP %	32.7%	27.1%		32.3%		32.5%	26.2%	
Employee Benefits Expense	2.2	2.4		2.1		4.3	5.0	
Other Expenses	10.3	12.0		10.6		20.9	23.8	
EBITDA	13.7	14.8	-7.4%	13.0	5.3%	26.7	30.9	-13.7%
EBITDA %	17.1%	13.8%		16.3%		16.7%	13.6%	
Other Income	0.2	0.2		0.6		0.9	0.6	
Depreciation and Amortisation Expense	1.5	0.9		1.0		2.4	1.7	
EBIT	12.5	14.1		12.7		25.1	29.8	
Finance Costs	0.9	1.1		1.1		2.0	2.0	
PBT	11.6	13.0		11.5		23.2	27.8	
Total Tax Expense	2.6	2.8		3.2		5.8	6.6	
Profit for the year	9.0	10.2	-12.0%	8.4	7.7%	17.4	21.3	-18.2%
PAT %	11.2%	9.5%		10.5%		10.9%	9.3%	
EPS	1.81	2.06		1.68		3.49	4.26	

Consolidated Balance Sheet

Particulars (Rs in Crs)	Sep-23	Mar-23
Equity Share Capital	5.0	5.0
Other Equity	261.1	245.7
Total Equity	266.1	250.7
Financial Liabilities		
(i) Borrowings	0.4	4.7
(ii) Lease liabilities	0.6	0.7
Provisions	0.6	0.6
Deferred Tax Liabilities (Net)	4.6	2.1
Total Non-Current Liabilities	6.1	8.1
Financial Liabilities		
(i) Borrowings	39.1	45.0
(ii) Trade payables	23.9	22.8
(iii) Other Financial Liabilities	3.2	1.9
Provisions	0.2	0.2
Current Tax Liabilities (Net)	0.0	0.4
Other Current Liabilities	2.5	2.0
Total Current Liabilities	68.9	72.3
Total Equities & Liabilities	341.2	331.1

Particulars (Rs in Crs)	Sep-23	Mar-23
Property, Plant and Equipment	118.9	44.0
Capital Work-in-progress	4.3	68.5
Right to Use	3.7	3.8
Goodwill under consolidation	7.4	7.5
Other Non-Current Assets	0.1	0.1
Total Non-Current Assets	134.5	123.9
Inventories	63.7	60.5
Financial Assets		
(i) Trade Receivable	95.2	100.8
(ii) Cash and Cash Equivalents	9.3	7.3
(iii) Other Bank Balances	2.2	0.3
(iv) Loans	1.1	0.9
(v) Other Current Financial Assets	11.9	13.8
Current Tax assets (Net)	2.4	0.0
Other Current Assets	20.9	23.6
Total Current Assets	206.7	207.2
Total Assets	341.2	331.1

Consolidated Cash Flow Statement

Cash Flow Statement	Sep-23	Sep-22
Cash Flow from Operating Activities		
Profit before Tax	23.2	27.8
Adjustment for Non-Operating Items	-4.0	3.8
Operating Profit before Working Capital Changes	27.1	31.7
Changes in Working Capital	9.9	25.1
Cash Generated from Operations	37.1	56.8
Less: Direct Taxes paid	-6.2	-6.6
Net Cash from Operating Activities	30.9	50.2
Cash Flow from Investing Activities	-12.6	-22.0
Cash Flow from Financing Activities	-16.2	-27.4
Net increase/ (decrease) in Cash & Cash equivalent	2.1	0.7
Cash & Cash Equivalents at the beginning of the period	7.3	1.2
Cash & Cash equivalents at the end of the period	9.3	1.9



Transformation Growth & Path Ahead: 2.0

Dahej SEZ Plant (Phase-I)- Trial Production Commenced

Moved one step closer to our goal of achieving total capacity of 1000 TPM from existing 325 TPM

NEW CAPACITY ADDITION

Added installed capacity of **350 TPM** taking total to **675 TPM**

Investment of **INR 70 Crs** – Funded through Internal accruals

Company has successfully commenced trial production in the Dahej plant on **August 27, 2023**.

Debt to Equity remains healthy at 0.20

Improved realizations due to product mix

Foray into new **high margin** products with usage across varied industries

GROWTH LEVERS



Revenue to remain consistent on an absolute basis with increase in contribution from manufacturing activity



Margin profile to improve as low margin trading revenue will be substituted with high margin manufactured products



Penetration into newer geographies



Addition of new customers



Improving wallet share from existing customers



Enhancement of product portfolio

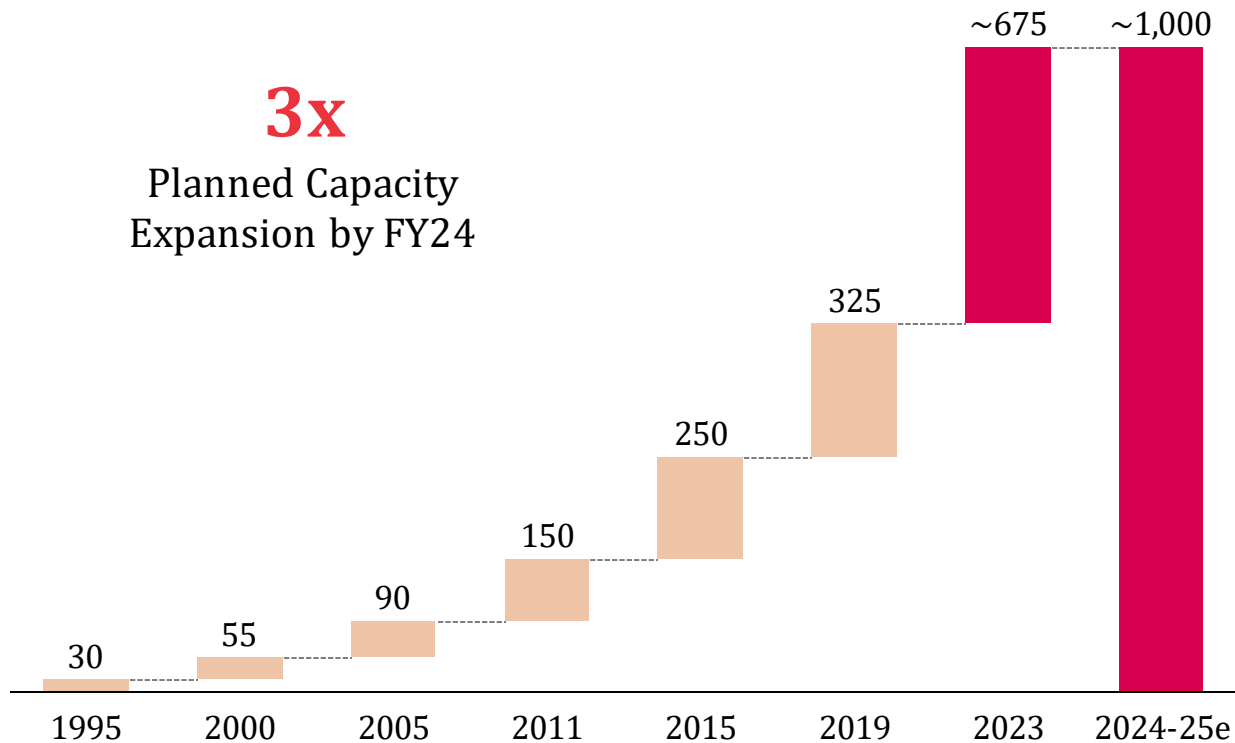


Operational efficiencies & operating leverage

Next Leg Of Growth – Capacity Addition at Roha (Phase-II)

To address the **Demand Supply Gap** through capacity expansion

Metric Tons per Month



NEW CAPACITY ADDITION

- Arjun Foods, a wholly-owned subsidiary of Vidhi in Roha MIDC, 200 meters away from the current manufacturing site bring operational synergies
- 360 MT per month Capacity to be installed in for manufacturing of new high margin products in two phase i.e., 180 MT per month in each phase.
- Terms of reference from MPCB have been received
- Expected timeline: 2024-25



Company Overview

Why Food Colours???

- Food colours are ingredients that are added to food or beverage to enhance its appearance
- Colours when added to food products imparts very bright and tempting effect
- This influences consumers decisions to purchase that product
- Research shows that 90% of buyers make a decision to purchase a product after seeing its colour and making a perception about its taste based on the colour



Appearance

Improves the appearance of the product for consumption & enhances the visual appeal of a dish



Consistency

Consistency in the product appearance to influence the consumer to buy a product through visual perception



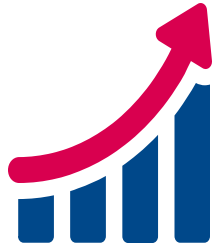
Long Lasting

Enhance the visual appeal of a dish and introduce decorative colours to other foods



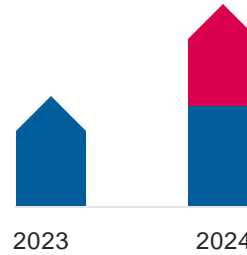
Influences Flavour

Colour of the food can influence the perceived flavor



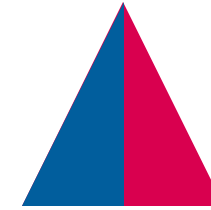
4.7%

Global Food Colour Market (2021-2026) is expected to grow at a CAGR of

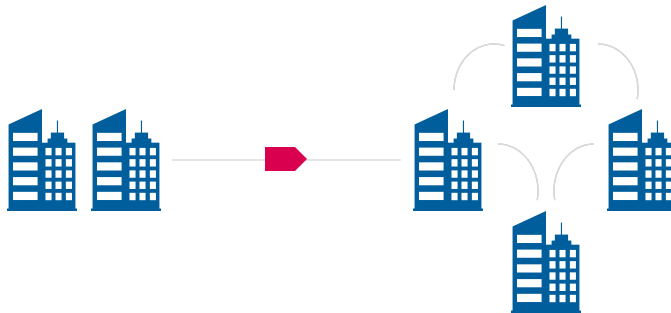


₹ 1500-1700 Crs

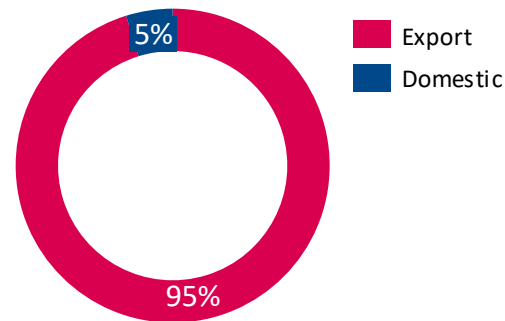
Incremental demand to be expected Y-o-Y basis in global food colour industry



Broadly divided into Natural Colour Artificial Colour



Market with Limited Competition due to High entry barriers



Huge Opportunity in the export as well as domestic market

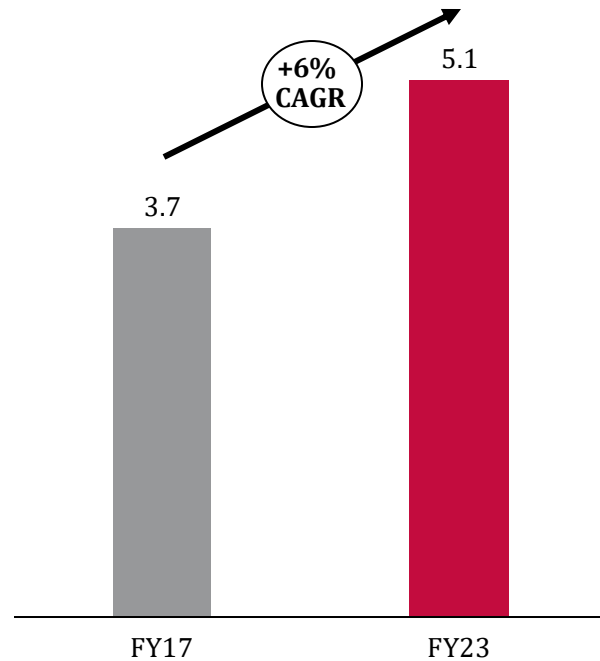


India accounting for approximately 16% of the world production of dyestuff and dye intermediates

Industry Potential

Food Colour Industry Growth

USD Bn



Huge Growth Opportunities:

Every year incremental demand of ~Rs. 1,500 to Rs, 1,700 crores is expected to generate globally for Food colours

Source: Industry Reports

- » Upsurge in demand for food colors from various end-use industries, including **food & beverages, bakery & confectionery, dairy products, meat & poultry, and seafood**
- » Colour is a key component to **enhance the ultimate appetizing value** and consumer acceptance towards foods and beverages.
- » Technological advancements and growing R&D activities for **improved characteristics**
- » **Synthetic food colours have been increasingly used than natural food colours** by food manufacturers to attain certain properties such as low cost, improved appearance, high colour intensity, more colour stability, and uniformity.
- » Food colour market across the globe has been on a rise with more **demand upsurge from the emerging markets** and is expected to be higher than projected 6% CAGR due to higher disposable income

An Institution in Edible Colour Technology



2nd

Largest food colour manufacturer in Asia



Accreditation

US FDA BIS



Capabilities

Existing Capacity of over **3,500 MT** p.a.
+ ~8,500 MT p.a. under expansion



Presence

Over **80** Countries and
6 continents

Diversified End User Industry

Food & Beverages



Cosmetics



Confectionaries & Bakery



Personal Care Products



Pet Foods



Pharmaceuticals



Home Care Products



Primary Water Soluble Colours

Primary Food Water Soluble Colours are water soluble, and impart coloring to any product when dissolved

Are in accordance with the E.C. & JECFA Regulations & Approved for human consumption by WHO

Blends of Water Soluble Food Colours

Obtained from mixing different primary colors with one another

Resultant colors are unique in color property and provide a different feel to products

Lake Food Colours

Used where colouring is to be imparted by coating, these are basically Food Grade Pigments

Lake Colours are bright, consistent, and useful in industries like snack food, confectioneries, pharma, cosmetics, inks, plastic, food containers

Synthetic Water Soluble Colours

Full range of 14 water soluble colours available in Microfine Powder, Fine Plating Grade Powder & Granular Forms

FD&C Certified Water Soluble & Lakes

Full range of U.S. FDA Certified Colours in Microfine Powder, Fine Plating Grade Powder & Granular Forms & Lakes

Aluminum Lakes

Full range Of Aluminum Lakes used in Surface Coatings, Capsules, Dry Snacks Food Packaging Material etc.,

D&C Colours

Range of Certified D&C Dyes & Lakes For Drug & Cosmetic Applications

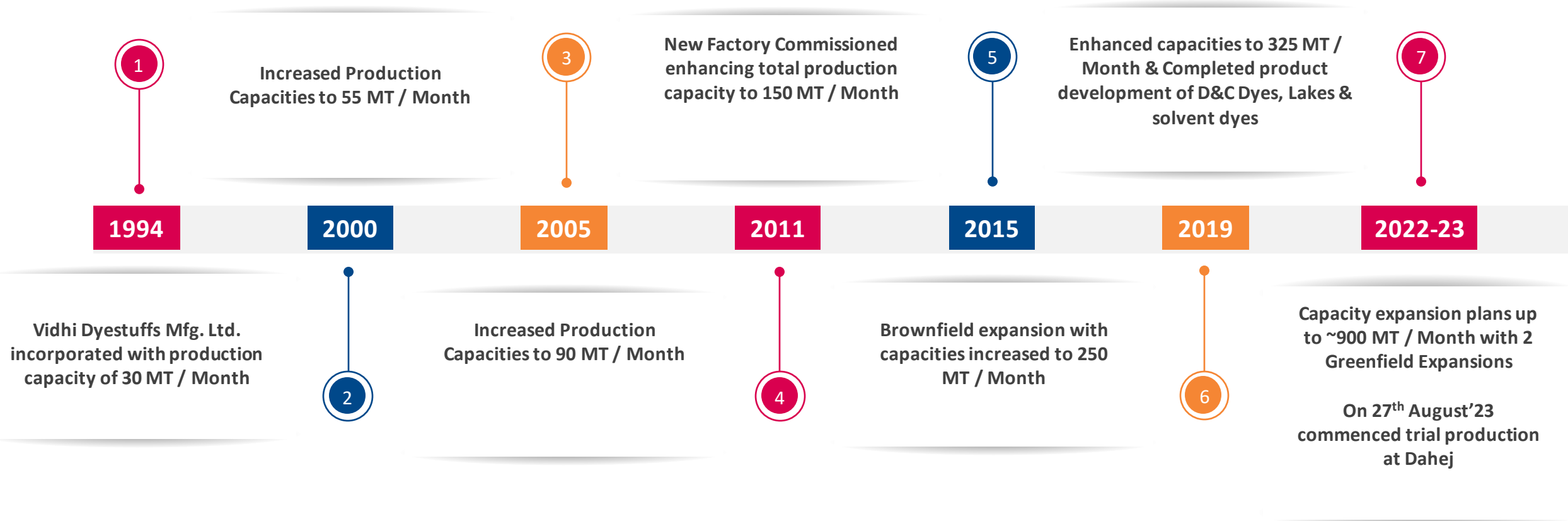
Blends

We can develop and match any shade as per the customers specifications

Others

Co-blended Lakes & Granules

Our Journey



Wide Product Range

Water Soluble Colours		Lakes		FD&C Certified Water Soluble Colours	FD&C Certified Lakes
Tartrazine	Allura Red	Lake Tartrazine	Lake Allura Red	FD&C Yellow 5	Lake FD&C Yellow 5
Quinoline Yellow	Patent Blue V	Lake Quinoline Yellow	Lake Indigo Carmine	FD&C Red 3	Lake FD&C Yellow 6
Sunset Yellow	Indigo Carmine	Lake Sunset Yellow	Lake Brilliant Blue	FD&C Yellow 6	Lake FD&C Red 40
Carmoisine	Brilliant Blue	Lake Carmoisine	Lake Chocolate Brown HT	FD&C Red 40	Lake FD&C Blue 2
Amaranth	Chocolate Brown HT	Lake Amaranth	Lake Green S	FD&C Blue 2	Lake FD&C Blue 1
Ponceau 4R	Green S	Lake Ponceau 4R	Lake Black PN		
Erythrosine	Black PN	Lake Erythrosine	-	FD&C Blue 1	

Manufacturing plant

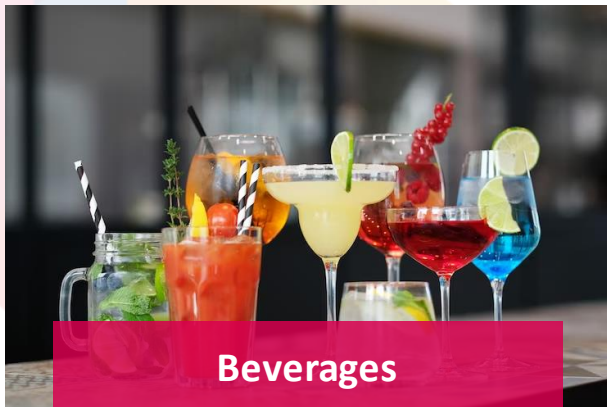
- Our Manufacturing facilities have been audited and found satisfactory by the U.S. FDA
- Our present and operational manufacturing facilities are spread over an area of 1,76,000 square feet, located in Dhatav Village of Raigad District in the state of Maharashtra
- Plot No 59/B :
 - 3 Dedicated Sections To Manufacture Azo Colours & Lakes : (AZO I, AZO II & AZO III)
 - Dedicated Erythrosine Manufacturing Plant
 - Dedicated Brilliant Blue Manufacturing
- Plant Plot No 68 :
 - 2 Dedicated Sections To Manufacture Azo Colours & Lakes : (AZO IV, AZO V)



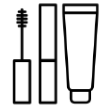
R&D Facility

The company has set up a research and development (R&D) unit near its manufacturing facility in Roha, which enables the company to test food colours and meet the quality specification set by the US Food and Drug Administration (FDA) and other regulatory bodies around the world.

Diversified End User Industry



Marquee Customers across Industries



01

Cosmetics

Confectionaries & Bakery

02

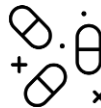


03

Personal / Home Care

Food & Beverage

04



05

Pharmaceuticals

Pet food, Cattle & Poultry feed

06



Customer & Industry Diversity

Britannia

Unilever

Procter & Gamble

Nestle

Mars

Pepsi

Kraft

Pfizer

Kerry

Coca-Cola

Sanofi

ITC

Cipla

Cadila

Mondelez

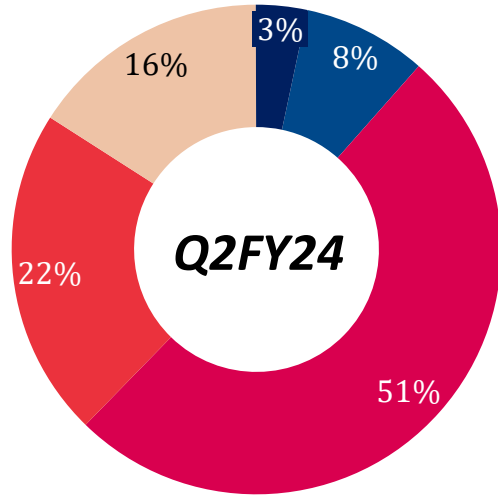
Parle G

Rasna

Mala's

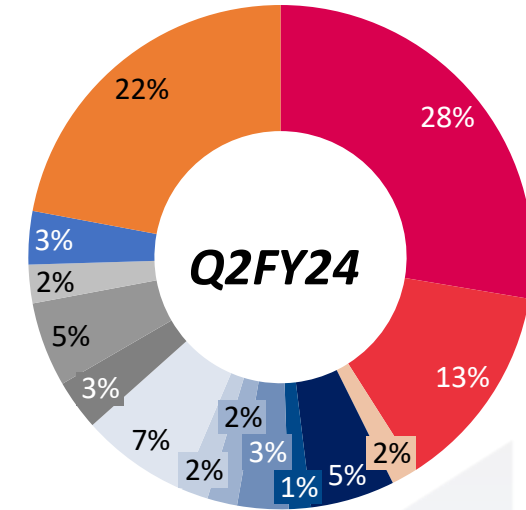
and many more MNC's across the globe

Continent Wise Sales



■ AFRICA
 ■ AMERICAS
 ■ AUSTRALASIA
 ■ EUROPE
 ■ MIDDLE EAST

Country Wise Sales

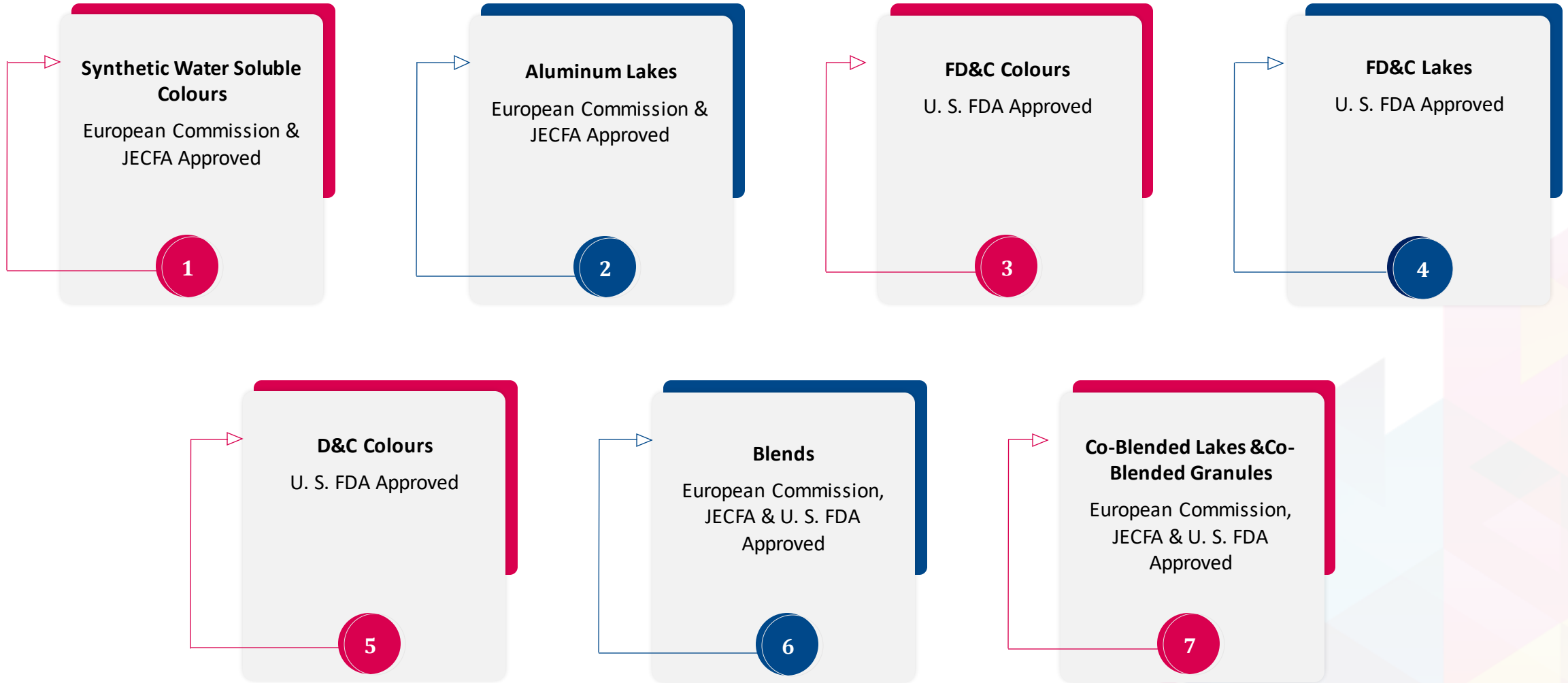


■ USA
 ■ ITALY
 ■ TURKEY
 ■ SPAIN
 ■ EGYPT
■ MEXICO
 ■ MALTA
 ■ AFGANISTHAN
 ■ CHINA
■ AUAE
 ■ VIETNAM
 ■ INDONESIA
 ■ PHILIPPINES

Diversified Geographical Presence

- Exporting to more than 80 countries across 5 continents meeting all the specific regulatory requirements for each country and continent
- Continuous addition of new customers and increasing wallet share in existing customers enhancing the growth for the years to come
- Top 10 countries contribute to ~73.67% and ~ 78.47 % of the revenues in Q2 & H1FY24 respectively
- Top 10 customers contribute ~63.55% and 64.43% of the revenues in Q2 & H1FY24 respectively

Stringent Regulatory Approvals



Certifications & Regulatory Approvals

Certificate of Compliance

This is to Certify That The Management System of
VIDHI SPECIALITY FOOD INGREDIENTS LIMITED
PLOT NO. 59B & 68, MIDC DHATAV, ROHA, DIST. RAIGAD, MAHARASHTRA - 402116, INDIA.

has been assessed and found to conform to the requirements of
GMP
Good Manufacturing Practice
for the following scope:
MANUFACTURER OF FOOD COLOURS, LAKE COLOURS AND BLENDED COLOURS.

Certificate No: 22DQK441
Initial Registration Date: 17/10/2020
Date of Expiry*: 16/10/2023
1st Surve. Due: 17/09/2021
2nd Surve. Due: 17/09/2022

Director
ROHS Certification Pvt. Ltd.

Certificate of Compliance

This is to Certify That The Management System of
VIDHI SPECIALITY FOOD INGREDIENTS LIMITED
PLOT NO. 59B & 68, MIDC DHATAV, ROHA, DIST. RAIGAD - 402116, MAHARASHTRA, INDIA.

has been assessed and found to conform to the requirements of
HACCP
(Hazard Analysis and Critical Control Points)
for the following scope:
MANUFACTURER OF FOOD COLOURS, LAKE COLOURS AND BLENDED COLOURS.

Certificate No: 22DHKW84
Initial Registration Date: 08/08/2022
Date of Expiry*: 07/08/2025
1st Surve. Due: 08/07/2023
2nd Surve. Due: 08/07/2024

Director
ROHS Certification Pvt. Ltd.

Certificate of Registration

This is to Certify That The Quality Management System of
VIDHI SPECIALITY FOOD INGREDIENTS LIMITED
PLOT NO. 59B & 68, MIDC DHATAV, ROHA, DIST. RAIGAD - 402116, MAHARASHTRA, INDIA.

has been assessed and found to conform to the requirements of
ISO 9001:2015
for the following scope:
MANUFACTURER OF FOOD COLOURS, LAKE COLOURS AND BLENDED COLOURS.

Certificate No: 22DQK44
Initial Registration Date: 08/08/2022
Date of Expiry*: 07/08/2025
1st Surve. Due: 08/07/2023
2nd Surve. Due: 08/07/2024

Director
ROHS Certification Pvt. Ltd.

- 1st Company in the field of manufacturing synthetic food colours in India to be awarded with ISO 9002 in the year of 2000
- ISO 9001:2015, ISO 22000:2005 certified company
- The Management Of Food Hazard Analysis (HACCP) system for the manufacture of synthetic food colours & lakes
- Vidhi is a FSSC 22000 accredited company and hence GFSI compliant and also have GMP
- Company's all products are Kosher & Halal approved

JUHF HALAL CERTIFICATE

CERTIFICATE NO: 0441-0282
JHF-0441-0282

Company Name: VIDHI SPECIALITY FOOD INGREDIENTS LIMITED
Factory Address: Plot No. 59B & 68, MIDC, Dhatav, Roha, Dist. Raigad-402116, Maharashtra, India.

S. NO.	NAME OF THE PRODUCTS	BRAND NAME	CODE/DESCRIPTION
1	Lake Sunset Yellow	VIDHI	-
2	Lake Sunset Yellow	VIDHI	-
3	Lake Carmoisine	VIDHI	-
4	Lake Ponceau 6B	VIDHI	-
5	Lake Erythrosine	VIDHI	-
6	Lake Brilliant Blue	VIDHI	-
7	Lake Indigo Carmoisine	VIDHI	-
8	Lake Allura Red	VIDHI	-
9	Lake Allura Red	VIDHI	-
10	Lake Allura Red	VIDHI	-
11	Lake Chocobrown HF	VIDHI	-
12	Lake Pink Colour	VIDHI	-
13	Lake Brilliant Blue	VIDHI	-
14	Lake Chocobrown HF	VIDHI	-

Director
GULAB AHMED ZAINI

KOF-K Kosher Supervision

Kosher Certificate

Date: March 30, 2022
Kof-K ID: CN0001905
Certificate ID: 8111VA-2023M
Product Count: 35

VIDHI SPECIALITY FOOD INGREDIENTS LTD.
E/27 COMMERCE CENTRE, 78 TARDEO ROAD MAHARASHTRA, MUMBAI 400 034 INDIA

The following product(s) Manufactured by VIDHI SPECIALITY FOOD INGREDIENTS LTD. are certified kosher with the listed restrictions.

Product Name	Status	Restriction	UKDF#
ALLURA RED E 129	Parve	Symbol not required	KF040542UC
AMARANTH E 123	Parve	Symbol not required	KF00T1USAN9
BLACK PN E 151	Parve	Symbol not required	KFCLE3K8FM
BRIGHT BLUE E 133	Parve	Symbol not required	KF0GLVMP7PL
CARMOISINE E 122	Parve	Symbol not required	KF0GLR6JUR
CHOCOLATE BROWN HT E 156	Parve	Symbol not required	KF00H4U78T
ERYTHROSINE E 127	Parve	Symbol not required	KF0XF1ZKYSM
FOAC BLUE 2 (BRILLIANT BLUE E 133)	Parve	Symbol not required	KFJADR9GQF
FOAC BLUE 2 (INDIGO CARMAINE E 132)	Parve	Symbol not required	KFV0G188EE
FOAC RED 3 (ERYTHROSINE E 127)	Parve	Symbol not required	KF0B84S4M6
FOAC RED 40 (ALLURA RED E 129)	Parve	Symbol not required	KF0B8M4S4M
FOAC YELLOW 5 (TARTRAZINE E 102)	Parve	Symbol not required	KF1JHJF0CH6
FOAC YELLOW 6 (SUNSET YELLOW E 110)	Parve	Symbol not required	KFV0G9H3KZ
GREENS E 142	Parve	Symbol not required	KF0WLEPM9D
INDIGO CARMAINE E 132	Parve	Symbol not required	KF0RQUC4YR

Director
Rabbi Binayam Berkowitz

To verify or for the most up to date certificate please go to www.koshercertificate.com
201 The Plaza, Teaneck, NJ 07666 | Phone 201.837.0500 | fax 201.837.0126

OCER-2 F1101.02.2023

OneCert International
Private Limited
Certificate number: OCER/FSHC/IS-040818
CERTIFICATE OF COMPLIANCE

The Food Safety Management System of
VIDHI SPECIALITY FOOD INGREDIENTS LIMITED
At
Food Safety System Certification
(Version 5.1)
FSSC 22000

Processing (Formulation, Screening, Filtration & Drying) of Edible Food Colors like Azo, Brilliant Blue, Erythrosine & Azo Lake.

Initial Certification Date: 28th Feb 2019
Certificate Expiry Date: 29th Feb 2023
Certificate Re-issue Date: 27th Feb 2022 (First Renewal)
Date of Certification Decision: 27th Feb 2022

Category: K
Sub-Category: NA
Technical Area: TK.2

Authorized Signatory
Director

Certificate of Registration

This is to Certify That The Food Safety Management System of
VIDHI SPECIALITY FOOD INGREDIENTS LIMITED
PLOT NO. 59B & 68, MIDC DHATAV, ROHA, DIST. RAIGAD - 402116, MAHARASHTRA, INDIA.

has been assessed and found to conform to the requirements of
ISO 22000:2018
for the following scope:
MANUFACTURER OF FOOD COLOURS, LAKE COLOURS AND BLENDED COLOURS.
(Category - k)

Certificate No: 22DQK441
Initial Registration Date: 08/08/2022
Date of Expiry*: 07/08/2025
1st Surve. Due: 08/07/2023
2nd Surve. Due: 08/07/2024

Director
ROHS Certification Pvt. Ltd.





Fully equipped & functional laboratory accredited by **The Bureau of Indian Standards** forms the core of Quality Control Department



Dedicated **R & D facility** with a team of PHD's & qualified chemists, constantly working on process engineering of existing products and on **development of new products** to enhance the product portfolio and offerings

Stringent checks and processes established at each stage from **Raw Material testing** to **In-Process** to **Manufacturing processes** to delivery of **Finished Goods** to ensure desired products

Qualified Technical Team



Transcendental combination of highly experienced and dynamic force of qualified chemists dedicated towards partnering the efforts of our discerning customers in developing superior colour solutions for their products

End User Approach



Technical team works closely with the end user, right from the stage of envisioning the product to commercial production and after sales support.

Stringent Testing



Stringent procedures and fail-safe methods of testing are adopted, right from the stage of sampling of all raw materials, in process checks at various stages of the reactions and thorough testing of all finished products

Collaborative working with regulatory bodies



Sharing of information & working hand in hand with the regulatory bodies like US FDA & EC for new product developments & standards to be implemented across the globe for food colour industry

Growth Drivers of the Company

Pro industry initiative taken by the Government and the Reserve Bank of India.



Superior quality and global outreach



Management experience and expertise in food colour business.



Access to international selling and sourcing markets



Established production facilities.



Large domestic market with increased income and expenditure on consumer products





Technical Know-how

- Technical know-how with years of experience for continuous development of new products & colours



Highly Regulated Markets

- Operate in a highly regulated markets with multiple regulatory approvals required
- Undertaken various approvals backed by an appropriate lab testing facility and among the very few USFDA approved manufacturers of food grade colours in India



Quality Control Process

- Follow stringent quality control norms on batch wise before delivery to the customer
- With strong controls and processes in place, able to deliver quality products to customers
- High cost of change in vendor due to stringent norms & approval cycle enhances customer stickiness



Long Customer Approval

- Customer approval takes as long as ~10 years. Average single product approval cycle for customers is between 4-5 years for the first set of orders
- End users have internal specifications which are often more stringent than the regulations to which they adhere to



Products

Large Product Variants

Diversified Usages

Diversified customers

Long standing relationships with
Large MNC as a customers

Customer & Geography Expansion

Renowned name in Food Colour Industry



Regulatory

Highly Regulated Market

Consistency is a Key

Long Customer Approval Cycle

R&D & Product Development

Financial Strength



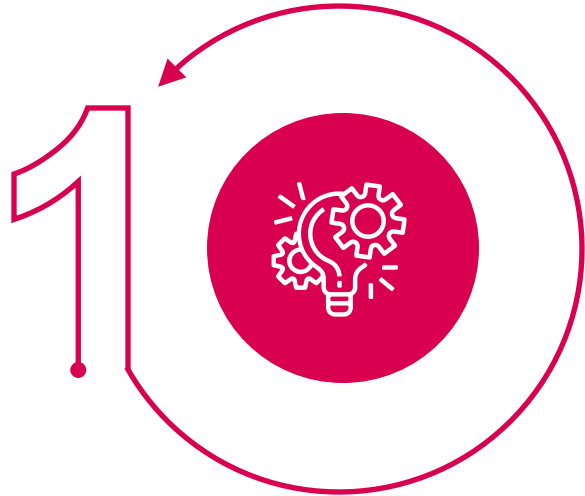
Un-leveraged
Balance sheet



Revenue
Visibility



Better
Profitability



TECHNOLOGY

Fully equipped & functional laboratory accredited by **The Bureau of Indian Standards** forms the core of Quality Control Department



R & D

Dedicated **R & D facility** with a team of PHD's & qualified chemists, constantly working on process engineering of existing products and on **development of new products** to enhance the product portfolio and offerings



QUALITY

Stringent checks and processes established at each stage from Raw Material testing to In-Process to Manufacturing processes to delivery of **Finished Goods** to ensure desired products

Experienced Board of Directors

**Mr. Bipin M.
Manek**

Chairman &
Managing Director

**Mr. Mihir B.
Manek**

Joint Managing
Director

**Mrs. Pravina B.
Manek**

Non-Executive
Director

**Mrs. Vidhi H.
Parekh**

Wholetime
Director

**Mr. Niren D.
Desai**

Independent
Director

**Mr. Prafulchandra
A. Shah**

Independent
Director

**Mr. Mr. Rahul C.
Berde**

Independent
Director

**Mr. AshitK.
Doshi**

Independent
Director

**Mrs. Jyoti S.
Modi**

Independent
Director

Mr. Bipin M. Manek

Chairman &
Managing Director

Rich & Diversified experience of over 35 years in the field food colour manufacturing. Acknowledged as a thought leader in transforming the Company from a small food color manufacturing company to the Asia's 2nd largest food color manufacturing Company

Mr. Mihir B. Manek

Joint Managing
Director

Associated with the company for more than 15 years with expertise in procurement of imported raw materials and distribution. Played a significant role in leading multiple initiatives to accelerate production and sales

Mr. Mitesh Manek

Chief Financial
Officer

Postgraduate with 17 years of experience in finance & administration. Also, looks after the sales & distribution to various geographies

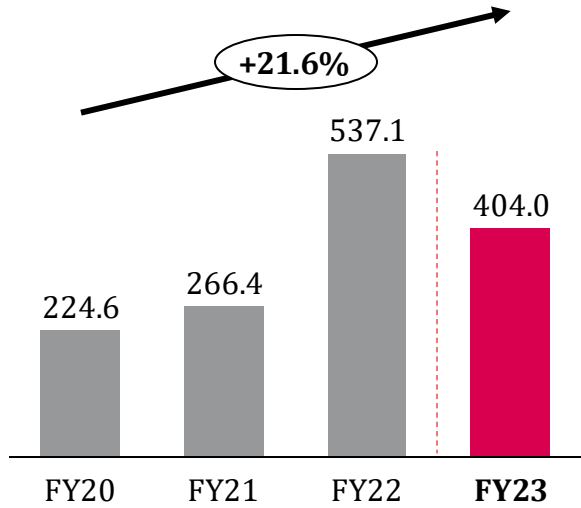
Annexure



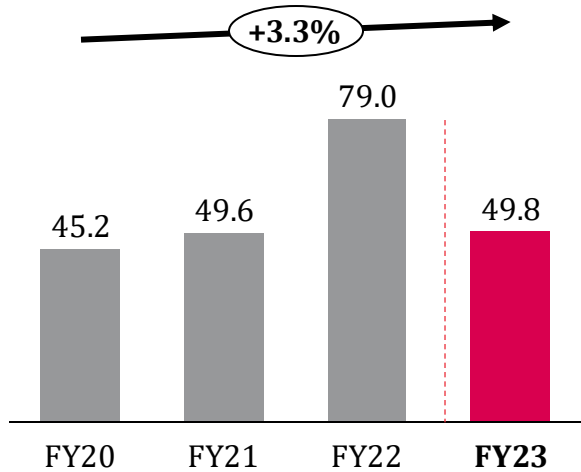
Historical Financials Performance

Consolidated Operating Performance

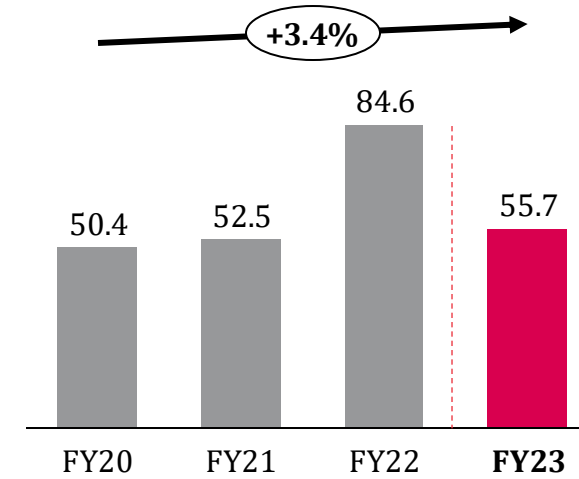
Revenue from Operations (Rs. in Crs)



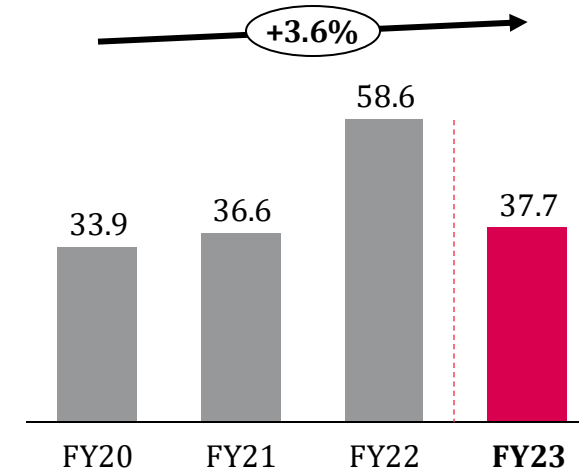
Profit before Tax (Rs. in Crs)



EBIDTA (Rs. in Crs)



Profit after Tax (Rs. in Crs)



Consolidated Historical Profit & Loss Statement

Particulars (Rs in Crs)	Mar-23	Mar-22	Mar-21	Mar-20
Revenue from Operations	404.0	537.1	266.4	224.6
Total Expenses	292.9	398.1	172.9	133.5
Gross Profit	111.1	139.0	93.6	91.2
GP %	27.5%	25.9%	35.1%	40.6%
Employee Benefits Expense	9.1	9.5	7.8	7.3
Other Expenses	46.2	44.9	33.3	33.4
EBITDA	55.7	84.6	52.5	50.4
EBITDA %	13.8%	15.8%	19.7%	22.5%
Other Income	1.2	1.4	1.6	0.6
Depreciation and Amortisation Expense	3.5	3.1	2.9	3.0
EBIT	53.4	82.9	51.2	48.1
Finance Costs	3.6	3.9	1.6	2.9
PBT	49.8	79.0	49.6	45.2
Total Tax Expense	12.1	20.4	13.0	11.3
Profit for the year	37.7	58.6	36.6	33.9
PAT %	9.3%	10.9%	13.7%	15.1%
EPS	7.55	11.75	7.33	6.79

Consolidated Historical Balance Sheet

Particulars (Rs in Crs)	Mar-23	Mar-22	Mar-21	Mar-20
Equity Share Capital	5.0	5.0	5.0	5
Other Equity	245.7	211.9	156.3	123.7
Total Equity	250.7	216.9	161.3	128.7
Financial Liabilities				
(i) Borrowings	4.7	16.0	1.9	1.3
(ii) Lease liabilities	0.7	0.0	-	-
Provisions	0.6	0.6	0.6	0.5
Deferred Tax Liabilities (Net)	2.1	2.6	1.8	2.1
Total Non-Current Liabilities	8.1	19.2	4.3	3.9
Financial Liabilities				
(i) Borrowings	45.0	73.5	28.2	31
(ii) Trade payables	22.8	36.8	27.3	17.9
(iii) Other Financial Liabilities	1.9	1.7	1.7	3.2
Provisions	0.2	0.2	0.1	0.1
Current Tax Liabilities (Net)	0.4	0	1.5	0.7
Other Current Liabilities	2.0	3.4	1.2	1.4
Total Current Liabilities	72.3	115.6	60.0	54.3
Total Equities & Liabilities	331.1	351.7	225.6	186.9

Particulars (Rs in Crs)	Mar-23	Mar-22	Mar-21	Mar-20
Property, Plant and Equipment	44.0	35.7	26.8	40.2
Capital Work-in-progress	68.5	37.2	8.4	5.5
Right to Use	3.8	3.2	3.2	-
Other Intangible Assets	7.5	7.6	7.7	-
Other Non Current Assets	0.1	0.1	0.3	0.2
Total Non-Current Assets	123.9	83.9	46.4	45.9
Inventories	60.5	72.7	39.9	34.2
Financial Assets				
(i) Trade Receivable	100.8	150.1	94.6	77
(ii) Cash and Cash Equivalents	7.3	1.0	4.0	7.1
(iii) Other Bank Balances	0.3	0.5	6.6	7.7
(iv) Loans	0.9	0.9	0.8	0.4
(v) Other Current Financial Assets	13.8	11.3	9.2	0.9
Current Tax assets (Net)	0.0	0.4	-	-
Other Current Assets	23.6	31.0	24.0	13.7
Total Current Assets	207.2	267.9	179.2	141.0
Total Assets	331.1	351.7	225.6	186.9

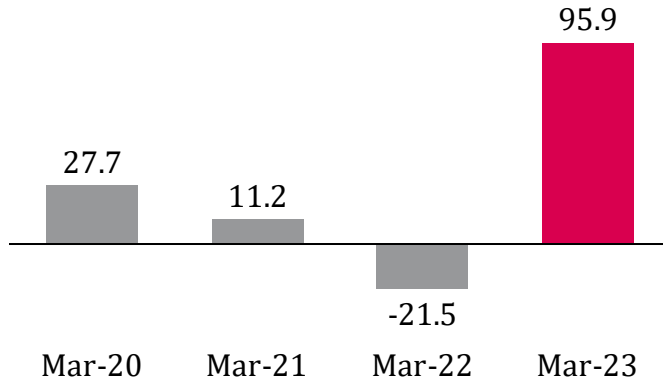
Consolidated Historical Cash Flow Statement

Cash Flow Statement	Mar-23	Mar-22	Mar-21	Mar-20
Cash Flow from Operating Activities				
Profit before Tax	49.8	78.9	49.6	45.2
Adjustment for Non-Operating Items	7.0	6.7	4.8	6.1
Operating Profit before Working Capital Changes	56.82	85.7	54.3	51.3
Changes in Working Capital	50.9	(85.6)	(30.6)	(12.0)
Cash Generated from Operations	107.7	0.0	23.7	39.3
Less: Direct Taxes paid	(11.8)	(21.5)	(12.5)	(11.6)
Net Cash from Operating Activities	95.9	(21.5)	11.2	27.7
Cash Flow from Investing Activities	(42.4)	(40.3)	(2.8)	(12.1)
Cash Flow from Financing Activities	(47.5)	52.6	(7.9)	(24.1)
Net increase/ (decrease) in Cash & Cash equivalent	6.1	(9.1)	0.5	-8.4
Cash & Cash Equivalents at the beginning of the period	1.2	10.3	9.8	18.3
Cash & Cash equivalents at the end of the period	7.3	1.2	10.3	9.8

Sustainable Return Ratios

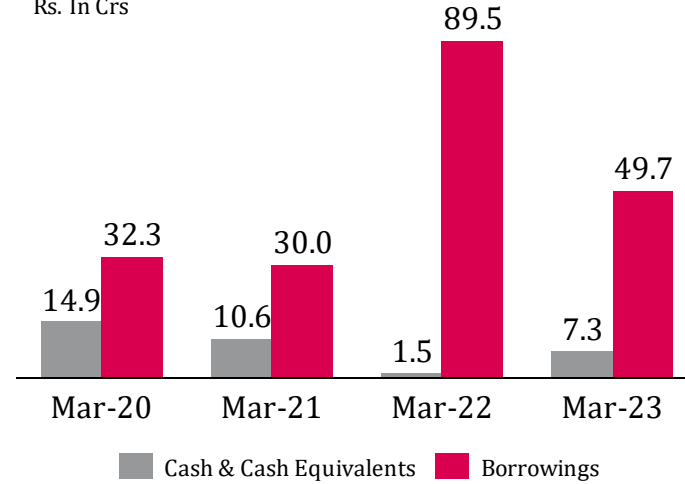
Cash flow from Operations

Rs. In Crs

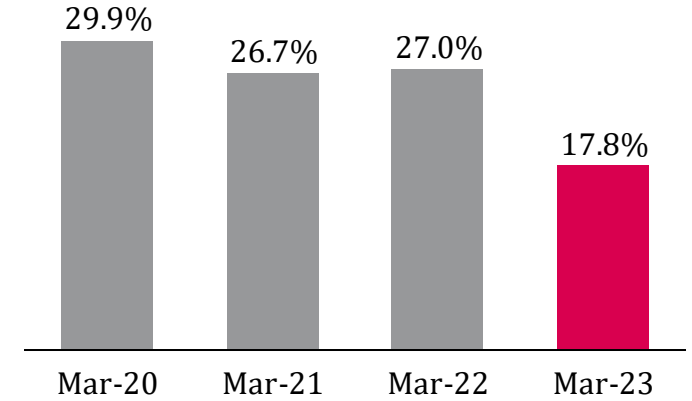


Borrowings and Cash & Cash Equivalents

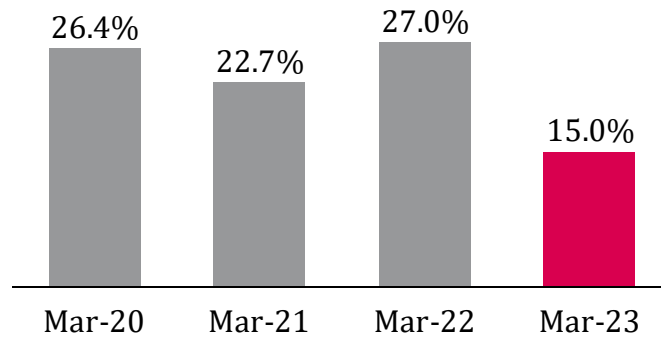
Rs. In Crs



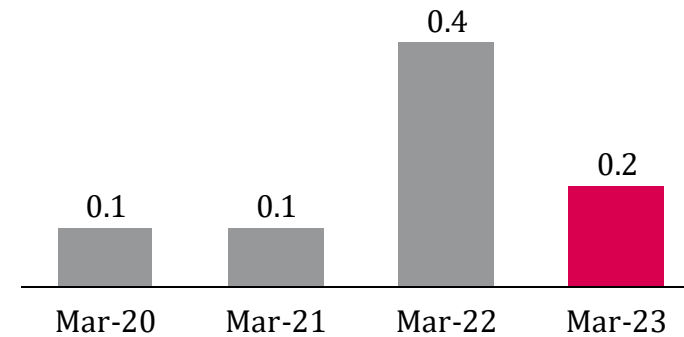
ROCE (%)



ROE (%)



Net Debt to Equity (x)



*Annualised basis

Vidhi Specialty Food Ingredients Limited



CIN: L24110MH1994PLC076156

Mr. Mitesh Manek - CFO

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