



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, **Website:** www.hindustanfoodslimited.com

Tel. No.: +91 22 6980 1700/01, **CIN:** L15139MH1984PLC316003

Date: August 13, 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 August' 24

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, please find attached herewith the "Earnings Presentation August' 24" for the Quarter ended June 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 August'24

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Q1FY25 Overview



Key Parameters

01

NETWORTH
as on 30th June 2024

Rs. **682** crore

02

GROSS BLOCK*
as on 30th June 2024

Rs. **1,223** crore

03

TOTAL REVENUES#
For Q1FY25

Rs. **871** crore
40% growth YoY

04

EBITDA
For Q1FY25

Rs. **76** crore
47% growth YoY

05

PROFIT BEFORE TAX
For Q1FY25

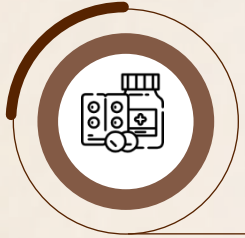
Rs. **36** crore
24% growth YoY

06

PROFIT AFTER TAX
For Q1FY25

Rs. **27** crore
17% growth YoY

01



Healthcare & Wellness Plant

The integration of the Healthcare & Wellness plant in Baddi is progressing and it clocked the highest production in July'25. However, the approval from the Russian FDA is expected to take another year thereby delaying exports to Russia.

02



Ice Cream Facility

The new ice cream factory that was being set up in Kundli, Haryana, has been transferred to Nashik due to certain operational issues and this has led to some delay in the project. Production is expected to commence by March'25.

03



Sports Shoes

Commercial production of Sports Shoes in our South units started in this quarter. The integration of the newly acquired north factories is also progressing.

The Board has authorised an investment up to Rs. 50 crores in the wholly owned subsidiary, KNS Shoe Tech by way of subscribing to the rights issue.

04



Capex Update

All the previously announced brownfield expansions at various sites including Hyderabad, Silvassa, Lucknow are progressing well.

Message from Managing Director and Group CFO



Commenting on the Results, Sameer R. Kothari, Managing Director said, *“As we navigate the evolving market landscape, we are becoming cautiously optimistic about the return of volume growth in the FMCG sector. We anticipate a gradual recovery in this sector, driven by renewed consumer demand and demand for enhanced supply chain efficiencies*

However, we are decidedly bullish about the growth prospects in the footwear industry. Our strategic initiatives are focused on capturing these growth opportunities and we continue to see tailwinds in this sector for the foreseeable future.

The macroeconomic inflation scenario continues to be baffling as we see some deflation in some commodities but in some cases, inflation is returning. While this may affect our top lines, our expectation is that it will not affect our overall profitability for the year, and we continue to remain optimistic about the future.”



Commenting on the Results, Mayank Samdani, Group CFO said, *“We achieved the highest quarterly turnover on a consolidated basis at Rs. 870.9 crores having grown at 40.4%. This did fall short of our expectations as we saw some fall in commodity prices in this quarter.*

Our PBT was affected by the continuing integration of the Baddi factory and the shoe units but the seasonal tailwinds of our ice cream business and beverages business helped us post a 23.5 % growth in the PBT taking it to a highest ever figure of Rs. 36.2 crores.

Our PAT for the quarter was also at an historical high of Rs. 27.2 crores having grown at 16.5% despite being affected by a higher tax incidence in this quarter.”

CORE BUSINESS



FMCG

New Client Addition in FMCG

- Set up a new factory in Guwahati, Assam dedicated to juice production
- Set up a greenfield facility for manufacturing ice creams

Existing Expansion

- Expanded capacity at our existing ice cream plant in Lucknow
- Expanded the Hyderabad plant
- Expanded color cosmetics plant in Silvassa



LEVERS OF GROWTH



OTC PHARMA

Acquisition

- Acquired Reckitt Benckiser Healthcare India Private Limited's manufacturing facility in Baddi, Himachal Pradesh as a move to expand the Healthcare and Wellness division

Rationale

- Long Term Production Commitment
- Presence of leading global certifications allow the Facility to manufacture multiple products for international use



SHOE MANUFACTURING

Acquisition

- In addition to the shoe facilities in South, Company's wholly owned subsidiary, KNS Shoetech completed the acquisition of multiple sports shoe manufacturing units

Rationale

- Acquisition to facilitate swift entry and expansion in the sports shoe market
- Will leverage existing infrastructure and expertise to ramp up production and diversify portfolio

Leveraged Strategic Partnerships

Forging Alliances and Embracing Resilience

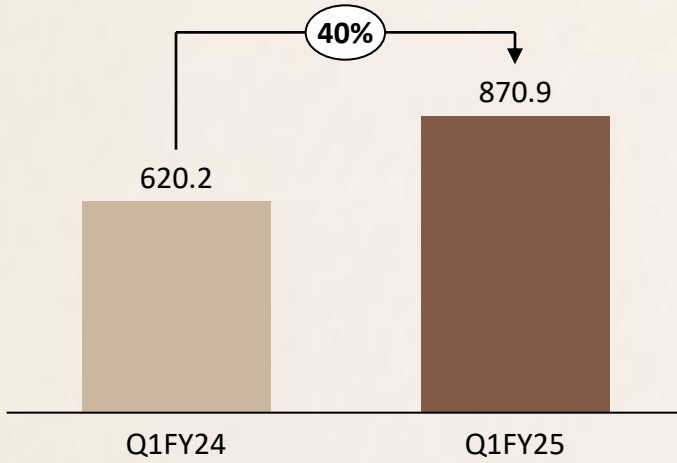
New Customers

New Industries Through Alliances and Acquisitions

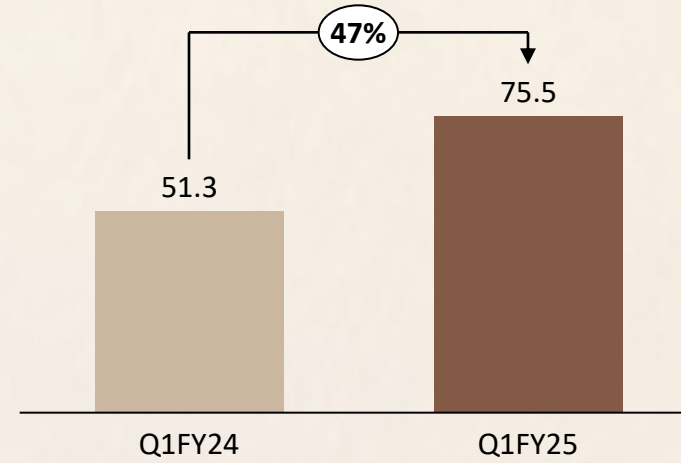
Boost HFL's capability and market presence

Q1FY25 Consolidated Results Highlights

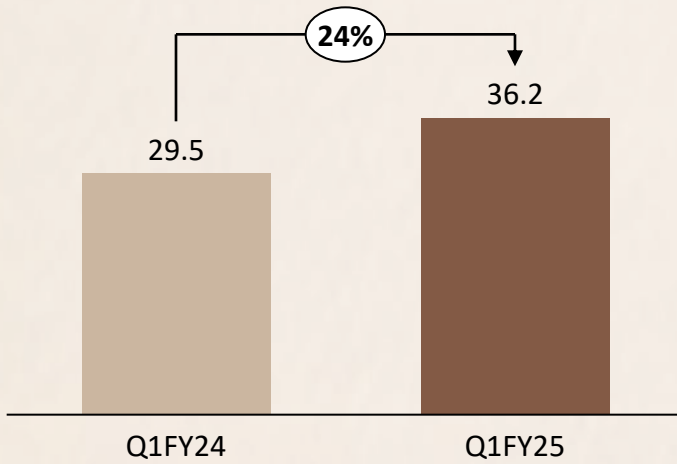
Revenue# (Rs. Crs.)



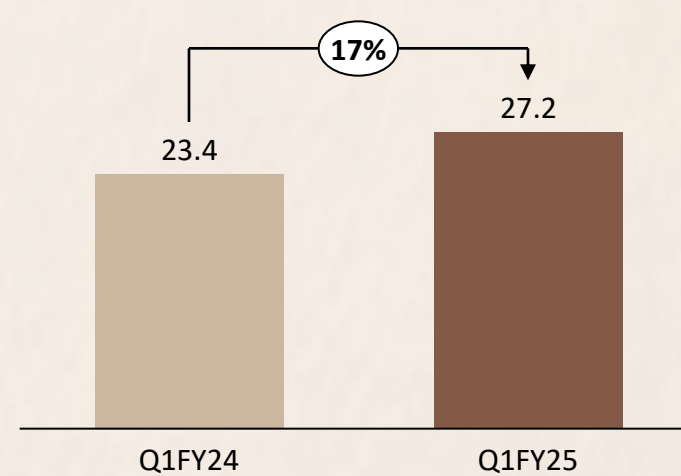
EBITDA # (Rs. Crs.)



Profit before Tax (Rs. Crs.)



Profit after Tax (Rs. Crs.)



Includes Other Income

Consolidated Profit & Loss Statement – Q1FY25



HINDUSTAN FOODS LIMITED

Particulars (Rs. Crs.)	Q1 FY25	Q1 FY24	Y-o-Y	Q4 FY24	Q-o-Q	FY24
Total Revenue#	870.9	620.2	40.4%	734.4	18.6%	2761.9
Cost of Goods Sold	680.7	516.3		584.6		2273.1
Manufacturing and Operating Costs	45.4	28.5		39.8		132.7
Gross Profit	144.8	75.4	92.0%	110.1	31.5%	356.0
Employee Expenses	52.4	15.4		31.8		82.6
Other Expenses	16.8	8.7		14.3		44.5
EBITDA	75.5	51.4	47.0%	64.0	18.0%	228.9
Depreciation	19.5	10.9		18.4		54.8
EBIT	56.0	40.5		45.7		174.1
Finance Cost	19.8	11.0		18.0		56.7
Share of Loss from JV	0.0	0.0		0.0		0.0
Profit Before Tax	36.2	29.5	22.9%	27.7	30.8%	117.4
Tax expense for current year	9.0	6.1		4.8		24.5
Adj. Profit After Tax	27.2	23.4	16.5%	22.9		92.9
Tax adjustments for previous year	0.0	0.0		0.0		0.1
Profit After Tax	27.2	23.4	16.5%	22.9	18.7%	93.0
EPS	2.38	2.07		2.01		8.23

Includes Other Income

THANK YOU

Company:



Hindustan Foods Limited

CIN: L15139MH1984PLC316003

Vimal Solanki

vimal.solanki@thevanitycase.com

www.hindustanfoodslimited.com

Investor Relations Advisors:



Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

Rahul Agarwal / Brinkle Shah Jariwala

rahul.agarwal@sgapl.net / brinkle.shah@sgapl.net

+91 98214 38864 / +91 9619385544

www.sgapl.net