

## Hindustan Foods Ltd.

REGISTERED OFFICE : Unit 3, Level 2, Centrium, Phoenix Marketcity Mall, 15 LBS Marg, Kurla(w) Mumbai – 400070. Ph. :+91-22-61801700/01  
PANAJI Office : Dempo House, Campal, Panaji, Goa – 403001. E-mail : business@pel.thevanitycase.com

Company Scrip Code: 519126  
ISIN CODE: INE254N01018

CIN: L15139MH1984PLC316003

Ref: HFL/11/2018/83

Date: 14<sup>th</sup> November, 2018

To,  
The General Manager  
Department of Corporate Services  
BSE Ltd.,  
Floor 25, P. J. Towers, Dalal Street,  
Mumbai-400 001.

Through Listing Centre

**Sub : Press release**

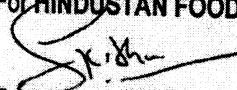
Please find enclosed the press release titled : "Hindustan Foods Limited announces Q2 FY19 Financial Results."

This disclosure is made in compliance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and record.

Thanking you.

Yours faithfully,  
For HINDUSTAN FOODS LIMITED

  
Sameer R. Kothari  
Managing Director  
DIN : 01361343

Encl : As above

## Hindustan Foods Limited Announces Q2FY19 Financial Results.

Mumbai, Maharashtra. November 14, 2018.

Hindustan Foods Limited, a manufacturer of FMCG products today announced its financial results for the second quarter ending on September 30<sup>th</sup> 2018, as approved by the Board of Directors.

### Key Financial Highlights of the Quarter:

- The Gross Revenues of the company more than doubled Y-o-Y
  - INR 52.86 crores in the Q2FY19 versus INR 24.32 crores in Q2FY18
- The EBITDA of the company nearly tripled Y-o-Y
  - INR 5.06 crores in the Q2FY19 versus INR 1.78 crores in Q2FY18
- The PBT of the company more than doubled Y-o-Y
  - INR 3.54 crores in the Q2FY19 versus INR 1.45 crores in Q2FY18

### Key Financial Highlights of the Six months (YTD):

- The Gross Revenues of the company nearly doubled Y-o-Y
  - INR 97.04 crores in the H1FY19 versus INR 49.72 crores in H1FY18
- The EBITDA of the company more than doubled Y-o-Y
  - INR 9.31 crores in the H1FY19 versus INR 3.70 crores in H1FY18
- The PBT of the company more than doubled Y-o-Y
  - INR 6.64 crores in the H1FY19 versus INR 3.04 crores in H1FY18

### Key Operational Highlights for Q4FY18:

- The existing business comprising of the factory at Goa manufacturing extruded Foods, the leather business at Chennai & Pondicherry and the pest control manufacturing facility at Jammu continued to perform consistently.
- The company was felicitated by the Council of Leather Exports for achieving the second place in the Western Region for export of Footwear Components.
- The company's green-field project in Coimbatore (admeasuring 100,000 sft) received all statutory approvals and will commence production by December 1<sup>st</sup>. The expected off-take is around 8,000 tons per annum and the company will be packing tea for Hindustan Unilever Limited under the brands of Taj, Three Roses and Lipton.
- The process for the take-over of the factory in Hyderabad has been initiated. This factory manufactures around 75,000 tons of detergent powder for Hindustan Unilever Limited under the brand names of Rin, Wheel and Surf.

### Key Strategic Highlights from the Board Meeting:

- The Board authorised an additional investment of Rs. 7.50 crores in the Coimbatore site to set up coffee packing facilities for Bru, a Hindustan Unilever brand and to expand the tea packing capacity in addition to Rs. 30 crores which is already budgeted for the project. Post this expansion, the capacity of the factory will increase to around 15,000 tons from the existing 8,000 tons per annum.
- Pursuant to the approval given by the Board of Directors to invest upto Rs. 100.00 crores in building up liquid detergent manufacturing facility in Hyderabad in addition to the existing detergent powder facility, the company



has started the pre-engineering and the groundwork of the facility. The new facility is expected to manufacture 40,000 KL of liquid detergent for a well-known FMCG company.

**Commenting on this, Mr. Sameer Kothari said**

"We are quite pleased with the company's performance in the last quarter. We have managed to improve all the financial parameters as compared to last year and are on track to meet our goal of INR 1, 000 crores by FY20.

The new project in Coimbatore should add around Rs.50.00 crores to the top-line in this financial year and around Rs. 250.00 crores annually going ahead. This contract will also be a multi-year contract like our Jammu facility.

The Hyderabad factory had a turnover of about Rs. 65.00 crores in the Q2FY19 which will be reflected in the books of HFL post the merger as per the statutory process. Thus, for the six month of FY19, the unit has achieved around Rs. 122 crores of turnover.

We are quite excited at the opportunities available in the FMCG industry and are looking forward to growing disruptively for the next couple of years!"

#### **About Hindustan Foods Limited**

Founded in 1988, Hindustan Foods Limited [BSE: HNDFDS] and associated group companies are principal contract manufacturers for a range of leading FMCG products including Processed Foods, Personal Care, Home Care and Leather Wear. It has facilities in Goa, Jammu, Coimbatore, Hyderabad (proposed), Chennai, Vasai (Mumbai) and Pondicherry. The company along with the associated group companies is one of the most diversified contract manufacturers in the country and works with various FMCG majors like Reckitt Benckiser, Danone, Hindustan Unilever Limited, Bata, Reliance Brands, Arvind Brands etc.

Contact: Mr. Mayank Samdani / Mrs. Beena M. Mahambrey

Phone: (022) 61801704

Email: [mayank.samdani@thevanitycase.com](mailto:mayank.samdani@thevanitycase.com) or [secretarial@dempos.com](mailto:secretarial@dempos.com)

