



Hindustan Foods Limited

Registered & Corporate 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 CIN: L15139MH1984PLC316003

Company Scrip Code: 519126

Date : 9th August, 2019

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 Limited announces Q1FY19-20 financial results”.

The disclosure is made in compliance with Regulation 30 of the Securities and Exchange Board of India [listing Obligations and Disclosures requirements] Regulations, 2015.

This is for your information and record.

Thanking you.

Yours faithfully,
For Hindustan Foods Limited


Barkim Purohit
Company Secretary
ACS:21865



Encl. As above



Hindustan Foods Limited announces Q1FY20 financial results

Hindustan Foods Limited, manufacturers of FMCG products announced their financial results today, for the first quarter ending on June 30st, 2019 as approved by the Board of Directors.

With addition of new product categories and increase in existing capacities, the Company is armed to hit the Rs. 1000 Crores mark in this financial year (FY20).

Key Financial Highlights of the Quarter:

- **Gross Revenues grew by over 75%** from Rs 44.18 crores in Q1FY19 to Rs 77.73 crores in Q1FY20.
- **EBITDA grew by 65%** from Rs 4.26 crores in Q1FY19 to Rs 7.00 crores in Q1FY20.
- **PBT grew by 34%** from Rs. 3.10 crores in Q1FY19 to Rs. 4.11 crores in Q1FY20.

Key Operational Highlights for Q1FY19-20:

- The Coimbatore unit which started production in the MQ19 quarter ramped-up production in Quarter JQ20. In addition to tea, the Company will start packing Coffee from SQ20.
- The legal process for merger of the Hyderabad Unit has progressed and we are confident that the process will be concluded by SQ20. Hyderabad unit is on track to deliver an annual revenue of Rs 365 Crs for FY20.
- The INR 150 crore expansion of the Home Care and Shampoo project at Hyderabad is on track and will start commercial production in DQ20.
- The company subscribed to a primary issue and also bought shares from existing promoters of shares in ATC Beverages Pvt Ltd, Mysuru, and now holds slightly more than 36% of the company.
- The company has signed a contract with Hector Beverages Private Limited to start production of their products from DQ20.
- The Extruded Foods manufacturing in Goa, the Leather Shoes business in Pondicherry and Vasai, and the Pest Control manufacturing in Jammu continued to perform consistently.

Key Strategic Highlights from the Board Meeting:

- The Board has agreed to evaluate merging another factory owned by Avalon Cosmetics Private Limited, a group company and also ATC Beverages Private Limited. It has accordingly authorized the management to initiate the work and make a concrete proposal to the Board.
- The promoter group owns a factory located at Coimbatore packing malted beverages for a multinational. As a step towards the eventual consolidation of the group's operations, the Board has advised the management to consider merging the factory into HFL.
- With the successful turnaround of ATC Beverages [P] Limited, the management of ATC and HFL is now confident that HFL should take a bigger role in ATC Beverages and hence is considering the option of merging the same into HFL.

Sameer Kothari, Managing Director of Hindustan Foods Limited, said, "The Company's overall growth prospects continue to look extremely positive and we are excited about adding new product categories and project.

We are confident that we should be able to conclude the Hyderabad merger process before the end of SQ20. The Hyderabad unit did a turnover of Rs. 252 crores in the year 18-19 and has posted a



turnover of Rs 78 crores in the first quarter of this year. Additionally, we are evaluating the possibility of bringing another of the promoter owned factories located in Coimbatore under HFL. This will be another step towards the eventual consolidation of the group's activities in HFL.

We are satisfied with the ramp up of the new facility in Coimbatore and optimistic that the expansion in Coimbatore and Hyderabad will start delivering at full capacity from Q3FY20.

We are happy to channelize our CSR responsibilities towards the Girl child, addressing her hygiene needs, and make studying better at Government schools. Accordingly, the company has decided to focus on rebuilding/ renovating toilets in government schools located close to the company's factories.

On behalf of the shareholders and the Board of Directors, I welcome Mr Sandeep Mehta to the Board as Independent Director. He is a solicitor at a Mumbai-based leading law firm J. Sagar Associates for the past 11 years and has been in the legal profession for nearly 25 years. He has advised various corporates including multinationals on M&A, PE and real estate transactions. I am confident he will add tremendous value in the Company's activities in the M&A field".

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, Chennai, Mysore, 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, Pepsico, Arvind Brands etc.

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