



Hindustan Foods Limited

A Vanity Case Group Company

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. +91-22-61801700 / 01 CIN: L15139MH1984PLC316003

Company Scrip Code: 519126

Date : 11th November, 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 Q2 and H1 FY19-20 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**


Bankim Purohit
Company Secretary
ACS: 21865



Encl. As above



Hindustan Foods Limited announces Q2FY20 financial results

Hindustan Foods Limited, manufacturers of FMCG products announced their financial results today, for the second quarter ending on September 30th, 2019 and the half year financial year 19-20 as approved by the Board of Directors.

The Company has posted its highest ever turnover and profit figures owing to increase in existing capacities, new facilities and a wider product portfolio.

Key Financial Highlights of the Quarter:

- Gross Revenues more than doubled from Rs 52.86 crores in Q2FY19 to Rs 113.67 crores in Q2FY20.
- EBITDA grew by 80% from Rs 5.06 crores in Q2FY19 to Rs 9.15 crores in Q2FY20
- PBT grew by 70% to Rs. 6.01 crores in Q2FY20 as opposed to 3.54 crores in Q2FY19.

Key Financial Highlights of the 6 months (FY20):

- Gross Revenues nearly doubled from Rs 97.04 crores in HY19 to Rs 191.40 crores in HY20.
- EBITDA grew by 74% from Rs 9.31 crores in HY19 to Rs 16.16 crores in HY20.
- PBT grew by more than 50% from Rs 6.64 crores in HY19 to Rs 10.13 crores in HY20.

Key Operational Highlights for Q2FY20:

- The Company has successfully ramped up the production at its green-field project in Coimbatore for packing of tea and other beverages. Additionally, the company has started the expansion at the unit and expects it to further scale up in the coming quarters.
- The process of acquisition through demerger of the Hyderabad facility of Avalon Cosmetics Private Limited with the company has been delayed at the Hon'ble National Company Law Tribunal and is expected to conclude in this quarter.
- The new Project at Hyderabad is expected to start commercial production in Q3FY20.
- ATC Beverages Private Limited, an associate of the company, has successfully signed on multiple customers and expects to have 70% capacity utilization in the coming season.
- The Extruded Foods manufacturing in Goa, the Leather Shoes business in Pondicherry and Chennai, and the Pest Control manufacturing in Jammu continued to perform consistently.

Key Strategic Highlights from the Board Meeting:

- The company is proposing to set up a liquid manufacturing facility in Silvassa for a leading home care liquid brand. The board has authorized an investment of up to Rs. 30.00 crores in this facility which includes buying out the existing factory of the promoter group and additional investments. The factories will have a capacity to manufacture around 20,000 KL of liquids and the company hopes to enter into a multi-year contract for the same.
- The Rs. 150 crore expansion at Hyderabad sanctioned by the Board in the previous meeting progressed well. The company expects to start commercial production in Q3FY20.

Sameer Kothari, Managing Director of Hindustan Foods Limited, said, "We are pleased with the performance of the company in this quarter, with almost all our units being at optimal utilisation levels. The Coimbatore unit along with Goa and Jammu performed to our expectations.

The long awaited of merger of the Hyderabad factory into HFL was delayed and we are now expecting it to be concluded shortly. For the HY20, this will add nearly Rs. 125.00 crores turnover that will reflect in the books of HFL. We are hopeful to conclude the merger formalities in Q3FY20.



The expansion of this Hyderabad facility had commenced in the last quarter, and we are confident of starting production from Q3FY20.

After the successfully achieving the goal of 20X by 2020, we remain bullish of the mid-term future of our business and have set ourselves an ambitious goal to double our turnover hereon within the next 30 months (FY22e).

Am happy to formally induct, Mayank Samdani, as our CFO. Mayank who is a Chartered Accountant, has been closely involved with company in his capacity of the Group CFO for more than 7 years. Before joining the group, his last stint was with the Piramal Group.

Am also pleased about Mr. Harsha Raghavan's induction as a Director representing Convergent Finance, LLP. He has done his MS and MBA from Stanford University, USA and was the CEO of Fairfax India before founding Convergent."

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, 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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