



HINDUSTAN FOODS LIMITED

A Vanity Case Group Company

A Government Recognised Two Star Export House

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Date: May 19, 2025

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: Press Release

Please find attached the press release titled **“Hindustan Foods Ltd surpasses landmark of Rs 100 crore PAT in FY25; strengthening its leadership position in the industry”**.

The disclosure is made in compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and record.

Thanking you.

Yours faithfully,

For **Hindustan Foods Limited**

Bankim Purohit
Company Secretary and Legal Head
ACS: 21865

Encl. As above





Investor Release

Hindustan Foods Ltd surpasses landmark of Rs 100 crore PAT in FY25; strengthening its leadership position in the industry

Hindustan Foods Limited (“HFL” or the “Company”), a diversified FMCG contract manufacturer, announced its audited financial results, for the quarter and year ended 31st March 2025.

Key Consolidated Financial Highlights for FY25 are as follows:

- **Total Income increased by 30%** to Rs 3,579 Crores in FY25 from Rs 2,762 Crores in FY24
- **EBITDA increased by 34%** to Rs 308 Crores in FY25 from Rs 229 Crores in FY24
- **PBT increased by 26%** to Rs 148 Crores in FY25 from Rs 117 Crores in FY24
- **PAT increased by 18%** to Rs 110 Crores in FY25 from Rs 93 Crores in FY24

Key Consolidated Financial Highlights for Q4FY25 are as follows:

- **Total Income increased by 27%** to Rs 936 Crores in Q4FY25 from Rs 734 Crores in Q4FY24
- **EBITDA increased by 25%** to Rs 80 Crores in Q4FY25 from Rs 64 Crores in Q4FY24
- **PBT increased by 47%** to Rs 41 Crores in Q4FY25 from Rs 28 Crores in Q4FY24
- **PAT increased by 34%** to Rs 31 Crores in Q4FY25 from Rs 23 Crores in Q4FY24

Business Updates

- Crossed a key milestone with PAT at ₹110 crores in FY25
- Strong performance in seasonal categories such as Ice cream and Beverages drove turnover to a record high
- Shoe business is finally turning a corner in this quarter and recorded operational profit in Q4FY25

Strategic Initiatives

- Successfully launched commercial operations at our expanded facilities in Mysuru (Beverages) and Lucknow (Ice Cream), strategically timed to meet peak seasonal demand.
- Commenced commercial production at our new greenfield ice cream plant in Nashik in May 2025, enhancing capacity to serve a key new customer.
- Board has given its approval to acquire a significant minority stake in *The Kabadiwala*, a leading player in plastic scrap collection and recycling, reinforcing our commitment to sustainable business practices

Commenting on the results, Sameer R. Kothari, Managing Director said, “HFL achieved a major milestone this financial year with a Profit After Tax (PAT) exceeding ₹100 crores. This milestone brings a sense of pride and celebration within the organization but also demonstrates our ability to identify and capitalize on growth opportunities, even amidst a broader slowdown in consumer demand. We remain focused on building on this momentum and are now setting our sights on the next phase of growth in the coming years.

The driving force behind this achievement has been our dedicated team of nearly 7,000 employees. As a gesture of gratitude and to foster long-term value creation, we completed a preferential allotment of shares in our footwear subsidiary to our employees and also rolled out an ESOP scheme





at HFL. Through these initiatives, we aim not only to reward and retain top talent but also to attract the leadership needed for our next leap forward.

Our association with The Kabadiwala promises to be a significant commitment towards sustainability and the circular economy. We are confident that in the coming years, this association will prove to be of major value to us and also to our customers in meeting their obligations under the EPR regulations.”

Commenting on the Operational Performance, Ganesh Argekar, Executive Director said, *“From an operational standpoint, we delivered our highest-ever volumes across our beverages, ice creams, and footwear segments. This was achieved despite ongoing deflationary pressures and persistent volume softness in other categories. Our supply chain teams worked tirelessly to ensure efficiency and output even under challenging conditions.*

Specifically, the shoe business had a good quarter, and we are cautiously optimistic that we should be out of the woods now. While the division had the highest ever turnover in this FY, importantly, the new investments have started yielding results and we are confident that with the support of our customers, we should be able to turn around the business completely in FY26.

Our bet on the beverage segment is finally paying off with Mysuru recording its highest ever output. We are eager to expand in this segment and continue to look for new opportunities. We have some interesting developments in the OTC Pharma division and are eager to scale this up. Our Home and Personal Care categories continue to perform resiliently in the face of the headwinds of slowing consumption”

Commenting on the Financial Performance, Mayank Samdani, Group CFO said, *“This quarter was a record-breaking one across all key metrics—revenues, EBITDA, and Profit Before Tax (PBT). These results were driven by seasonal highs in our ice cream and beverage businesses, as well as the long-anticipated breakeven of our footwear segment. The footwear business finally achieved operational profitability in this quarter and with this, all our businesses are performing as per expectations.*

As far as the annual profits are concerned, despite higher tax provisioning compared to the previous year, we posted the highest ever annual profits. This was aided by the ramping up of the Baddi factory and the new investments in the beverage and ice cream plants. Our PAT for FY25 includes the losses suffered by the shoe business (~Rs. 11 crores) which were a result of the integration issues that we faced with the acquisition and also the accounting impact of the ESOP scheme.

The year also saw an increase in the working capital requirements of the company, especially in the shoe business but despite this increase, the company was able to generate a satisfactory cash from operations of around Rs. 113.00 crores. This strong operating cash flows along with the proceeds from the Warrants issue, positions us to leverage upcoming growth opportunities. We continue to work towards our goal of doubling our gross block to Rs. 1,800 crores by the end of this financial year.”



About Hindustan Foods Limited

HFL was founded in 1984. The Company offers dedicated and shared manufacturing services to FMCG corporates who are looking to minimize costs while maximizing product quality in the post-GST environment. In 2013, Vanity Case India Private Limited (**The Vanity Case Group of Companies**) bought a controlling stake in HFL and since then the Company has diversified across various FMCG categories with manufacturing competencies in Food & Beverages, Home Care, Fabric Care, Beauty & Personal Care, Wellness & OTC Pharma, Leather & Sports Footwear, and Household Insecticides, amongst others. The Vanity Case Group was founded in the year 2001 and is a large and diversified FMCG contract manufacturers in India. Over the years, HFL has transformed into a scalable, profitable, and a diversified contract manufacturer catering to various marquee customers.

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results, accordingly, investor's discretion is advised with respect hereto. Certain statements in this release contain words or phrases that are forward looking statements. All forward-looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Actual results may differ materially from those anticipated in the forward-looking statements. HFL assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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