



# Hindustan Foods Ltd.



**Registered Office & Corporate Headquarters:** Office No.3, Level-2, Centrium, Phoenix Market City,  
15, Lal Bahadur Shastri Road, Kurla (W), Mumbai, Maharashtra, India. 400 070.  
Email: [business@thevanitycase.com](mailto:business@thevanitycase.com) Website: [www.hflgoa.com](http://www.hflgoa.com)  
Tel. No. +91-22-61801700 CIN: L15139MH1984PLC316003

Company Scrip Code: 519126  
ISIN CODE: INE254N01018

Ref : HFL/02/2019/21

Date: 12<sup>th</sup> February, 2019

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 Q3 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 Q3FY19 financial results.

Hindustan Foods Limited, manufacturers of FMCG products announced their financial results today, for the third quarter ending on December 31<sup>st</sup>, 2018, as approved by the Board of Directors.

***The Gross Revenues of the Company nearly doubled vis-à-vis last year owing to increase in existing capacities, new facilities and a wider product portfolio.***

### Key Financial Highlights of the Quarter:

- Gross Revenues grew by 113% from Rs 26.36 crores in Q3FY18 to Rs 56.19 crores in Q3FY19.
- EBITDA grew by nearly two-and-a-half times from Rs 2.45 crores in Q3FY18 to Rs 5.91 crores in Q3FY19
- PBT grew by 124% from Rs 1.91 crores in Q3FY18 to Rs 4.27 crores in Q3FY19.

### Key Financial Highlights of the 9 months (YTD):

- Gross Revenues increased by 101% from Rs 76.08 crores in 9MFY18 to Rs 153.24 crores in 9MFY19.
- EBITDA grew by 147% from Rs 6.15 crores in 9MFY18 to Rs 15.22 crores in 9MFY19.
- PBT grew by 120% from Rs 4.95 crores in 9MFY18 to Rs 10.91 crores in 9MFY19.

### Key Operational Highlights for Q3FY19:

- The Company expects a turnover of INR 250 crores annually from its green-field project in Coimbatore for packing of tea and other beverages. Commercial production began in late December 2018.
- The process of acquisition through demerger of the Hyderabad facility of Avlon Cosmetics Private Limited which is expected to contribute Rs 250+ crs to the Company's revenue has progressed and shareholder's approval has been sought in line with the directions of the hon'ble National Company Law Tribunal. The meeting of shareholder's is scheduled to be held on March 14, 2019.
- 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.
- The Vasai, Maharashtra unit for shoes has signed up new orders from various customers like Flipkart, Myntra, Lollipop, Dunes and is ramping up gradually.

### Key Strategic Highlights from the Board Meeting:

- The Company has acquired ATC Beverages Private Limited in Mysore which is engaged in the business of contract manufacturing of beverages for Pepsico presently. The Board reviewed the progress of the investment.
- The Board authorised a further investment of Rs. 30 crores in the Coimbatore plant to expand capacities to meet the growing demand.
- Rs 50 crores was additionally authorised to expand the Hyderabad facilities for manufacturing of detergents and liquid soaps. This takes up the total investment in Hyderabad to Rs 150 crores.
- Considering the proposed investments in existing ongoing projects as also visibility of newer projects, the Board also discussed the possibility of raising up to Rs. 100 crores by way of issue of equity shares/ warrants/ cumulative convertible preference shares or any other securities. The Board authorized the management to meet and initiate discussions with potential investors.

**Sameer Kothari, Managing Director of Hindustan Foods Limited, said, "While we are happy with the company's performance in the last quarter, we are thrilled and excited about the new projects we are venturing into.**





*As soon as the Hyderabad factory is merged into the company, the Rs. 66 crores turnover of Q3FY19 will reflect in the books of HFL as per the statutory process. In the 9 months of FY19, the Hyderabad unit has already achieved a turnover of Rs. 188 crores.*

*The production at the new factory in Coimbatore has been ramped up and the further investments authorized by the Board will allow us to scale this facility up further!*

***We are focussed to accomplish the goal of Rs 1,000+ crore turnover by the next financial year. The growth of the company is being complemented with the growth in the FMCG sector in India. This is also in sync with our thesis of large scale opportunities for consumer business outsourcing over the next 3-5 years. The recent policy focus on rural incomes gives us a clear pathway to achieve our target. We will be evaluating options to raise more money to be able to leverage all the opportunities.***

*Mr. Neeraj Chandra's induction as an Independent Director will further strengthen the Board. He brings with him rich and diverse experience of working with FMCG giants like Hindustan Unilever, Britannia and Emami".*

#### **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, 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. Sixth Sense Ventures holds ~ 15% stake in the company.

Contact: Mr. Mayank Samdani / Mrs. Beena Mahambrey

Phone: (022) 61801704

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

