



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 6180 1700/01, CIN: L15139MH1984PLC316003

Company Scrip Code: 519126

Date: 3rd July, 2020

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,

Sub.: Investor Presentation for Q4 FY 2019-20

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation for Q4 ended 31st March, 2020 FY 2019-20.

We request you to take the above on record.

Thanking you,

Yours faithfully
for HINDUSTAN FOODS LIMITED

Bankim Purohit
Company Secretary
ACS 21865





HINDUSTAN FOODS LIMITED



Investor Presentation

July 2020

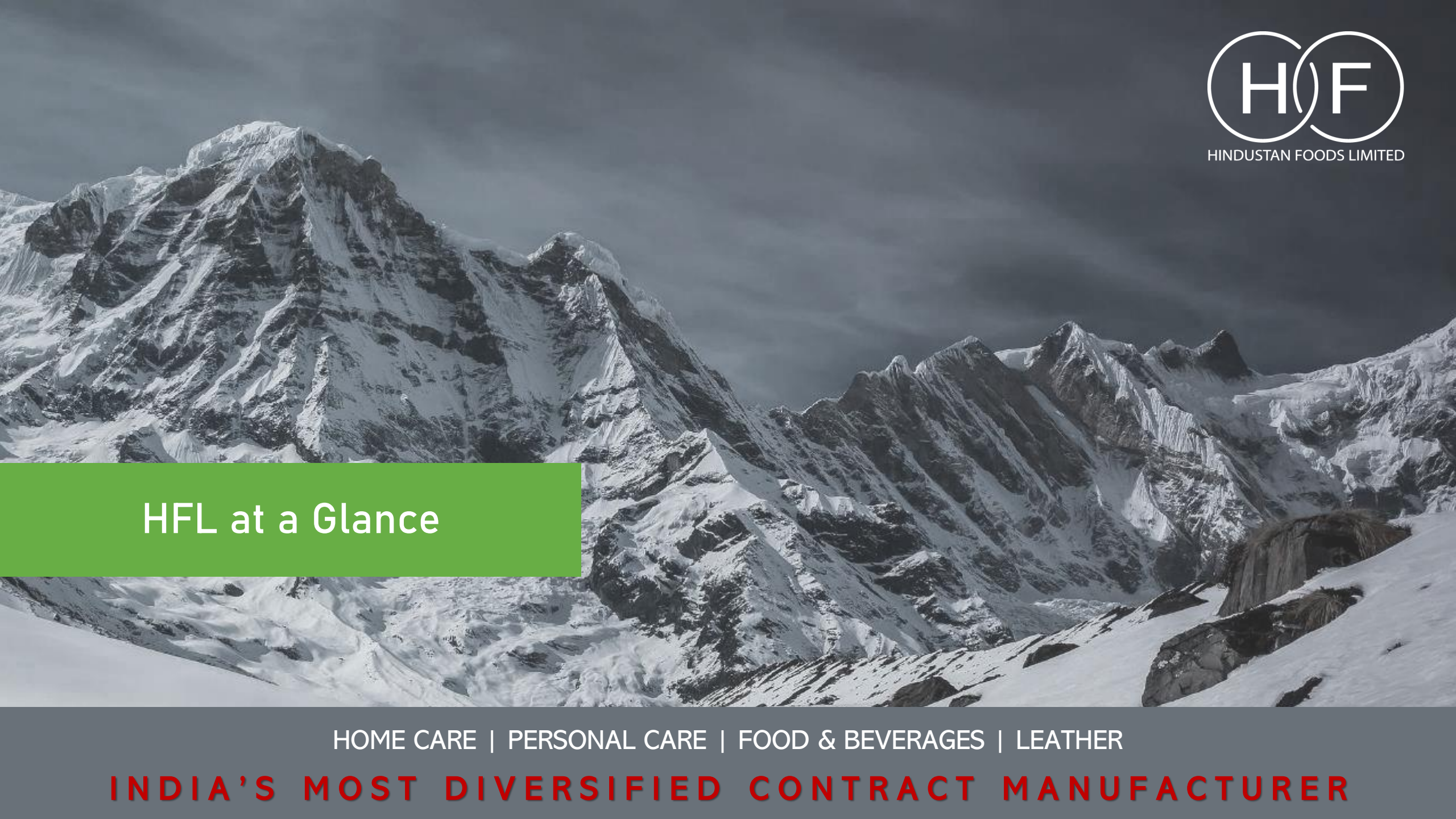
HOME CARE | PERSONAL CARE | FOOD & BEVERAGES | LEATHER

INDIA'S MOST DIVERSIFIED CONTRACT MANUFACTURER

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A black and white photograph of a majestic Himalayan mountain range, with snow-covered peaks and rugged terrain. A green rectangular box is overlaid on the left side of the image, containing the text 'HFL at a Glance'.

HFL at a Glance

HOME CARE | PERSONAL CARE | FOOD & BEVERAGES | LEATHER

INDIA'S MOST DIVERSIFIED CONTRACT MANUFACTURER

THE BRAWN BEHIND YOUR BRANDS

9

Sites

30+

Years of Experience

3Mn+

Lives are touched everyday

1200+

Team Members



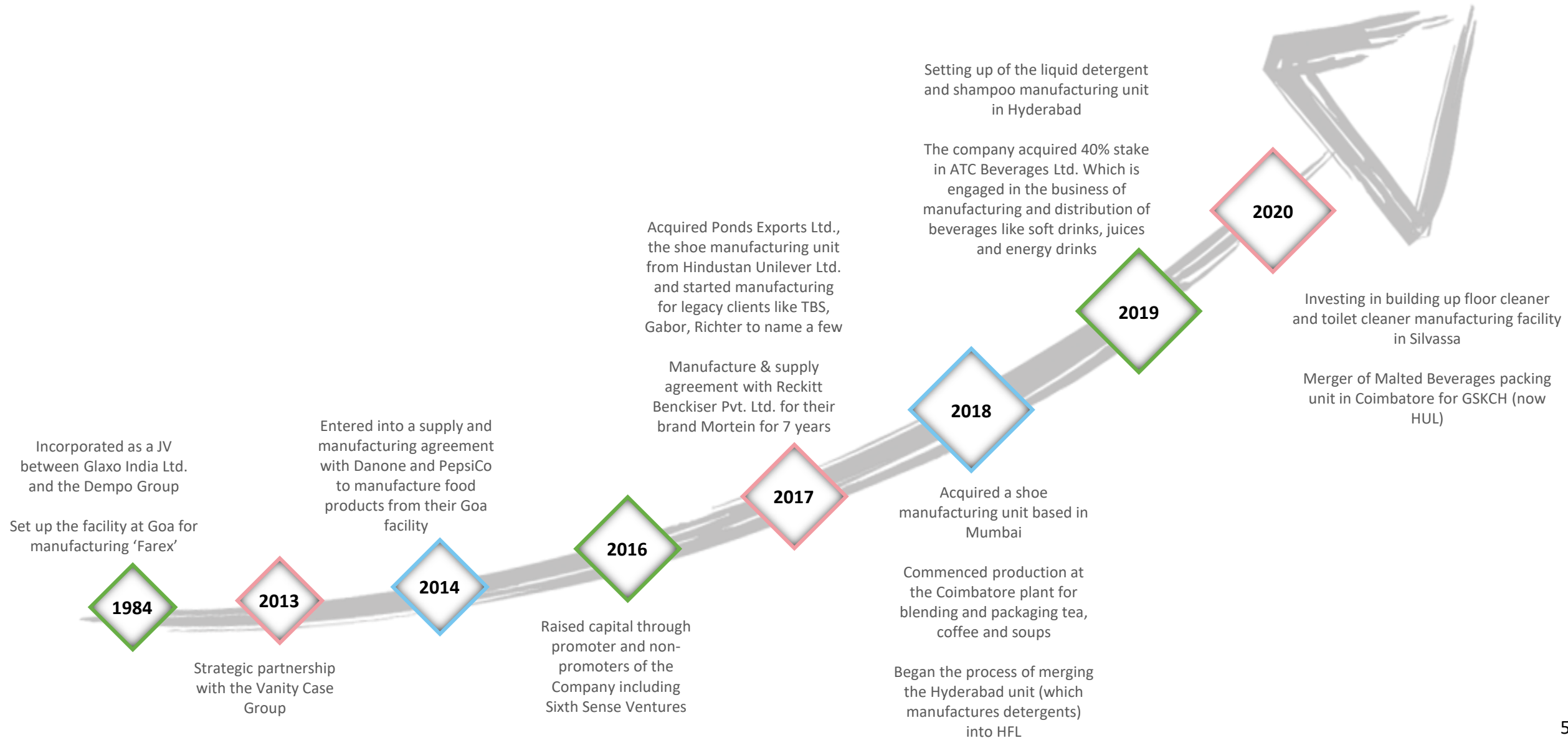
Pioneers in
FMCG Contract Manufacturing

(Product + Service)
One-stop contract manufacturing solutions &
consistently deliver quality products

Most Diversified and Trusted
FMCG contract manufacturers
for marquee brands

Flexible Business Model
suitable for any size of customer and across
product categories

With Legacy of Over 3 Decades





VISION

To become India's largest FMCG contract manufacturer, diversified across product categories and geographies



MISSION

To provide world class solutions for the FMCG industry in the areas of product innovation, manufacturing and distribution



Integrity

We believe in transparency at the work place, in our processes and dealings because action indeed is the sole medium of expression for ethics



Innovation

To innovate is to lead for a better life and we always seek to challenge the obsolete and even the current



Initiative

We are always ready to tread that extra mile to give our customers and associates delight in new avenues

A high-contrast, black and white photograph of a rugged mountain range with significant snow cover. The peaks are sharp and jagged, with snow filling the valleys and clinging to the slopes. The sky is dark and overcast.

Industry Section

HOME CARE | PERSONAL CARE | FOOD & BEVERAGES | LEATHER

INDIA'S MOST DIVERSIFIED CONTRACT MANUFACTURER

FMCG Market Size



\$103.70 Billion

translates to

Rs. 8,00,000 Crores

FMCG 4th Largest Sector in India

Personal Care

~50%



Home / Health Care*



~31%

Food & Beverages

~19%



Outsourced Manufacturing Opportunity

Rs. 50,000 Crores - Rs. 1,00,000 Crores

Company Estimates

HFL is the most diversified and versatile contract manufacturing company in India

...with Multiple Levers for Growth

Favourable Macro Factors

E – Commerce

GST Implementation

Make in India

Growing Consumer Demand

Ease of Doing Business

Evolving Regulatory Environment

Increasing Rural Incomes

Business approach by Brands

Specialized Business Approach

Strategy to engage into core business activities and outsource manufacturing

Cost Efficiencies

Strategy to contain cost while providing best quality products

Asset-light Operating Models

Strategy to pass on the operational complexities and costs of capital-intensive equipment

Faster Time to Market

Strategy to engage with Partners that can assist in rolling out & speed up your time to market

Focus on Core Competency

Expand and Focus on Core Competencies with increased share of Outsourcing

Foster Innovation

Customers & Outsourcing Partners work together to develop Innovative Products

Outsourcing services is no longer a question of

should we, or shouldn't we?

but more a question of

how much should we outsource to improve performance, and with whom?

HFL is best placed to capitalize on the Growth Story

Largest Organized Player

One of the Largest Organized Player with decades of experience

Management Expertise

Management Expertise with over two decades of experience in contract manufacturing

Redefined Business Model

HFL's Redefined Business Models focus on creating contract manufacturing solutions suitable for any FMCG customer

Long Term Relationships

Longer Term Relationships with leading domestic and multinational clientele through strong foundation of trust

One Stop Solution

One stop solution for product development, testing, manufacturing and distribution helps us become preferred partner

Manufacturing Facilities

HFL has State of the art manufacturing units at various geographical locations to manufacture different products

Ability to create Formulations

Ability to create own formulation of any FMCG product helps us attract leading FMCG clients

Self Reliance & Localization

The emphasis of self-reliance and localization of sourcing should further help in generating new opportunities

Barriers to Entry makes us even more Competitive

Setting up
Manufacturing plant is
capital intensive



**HFL has overcome all the
barriers over the years**



Regulatory &
Environment
challenges

Stringent Quality Control
(QC) of Customers



Logistics
&
Supply chain
management

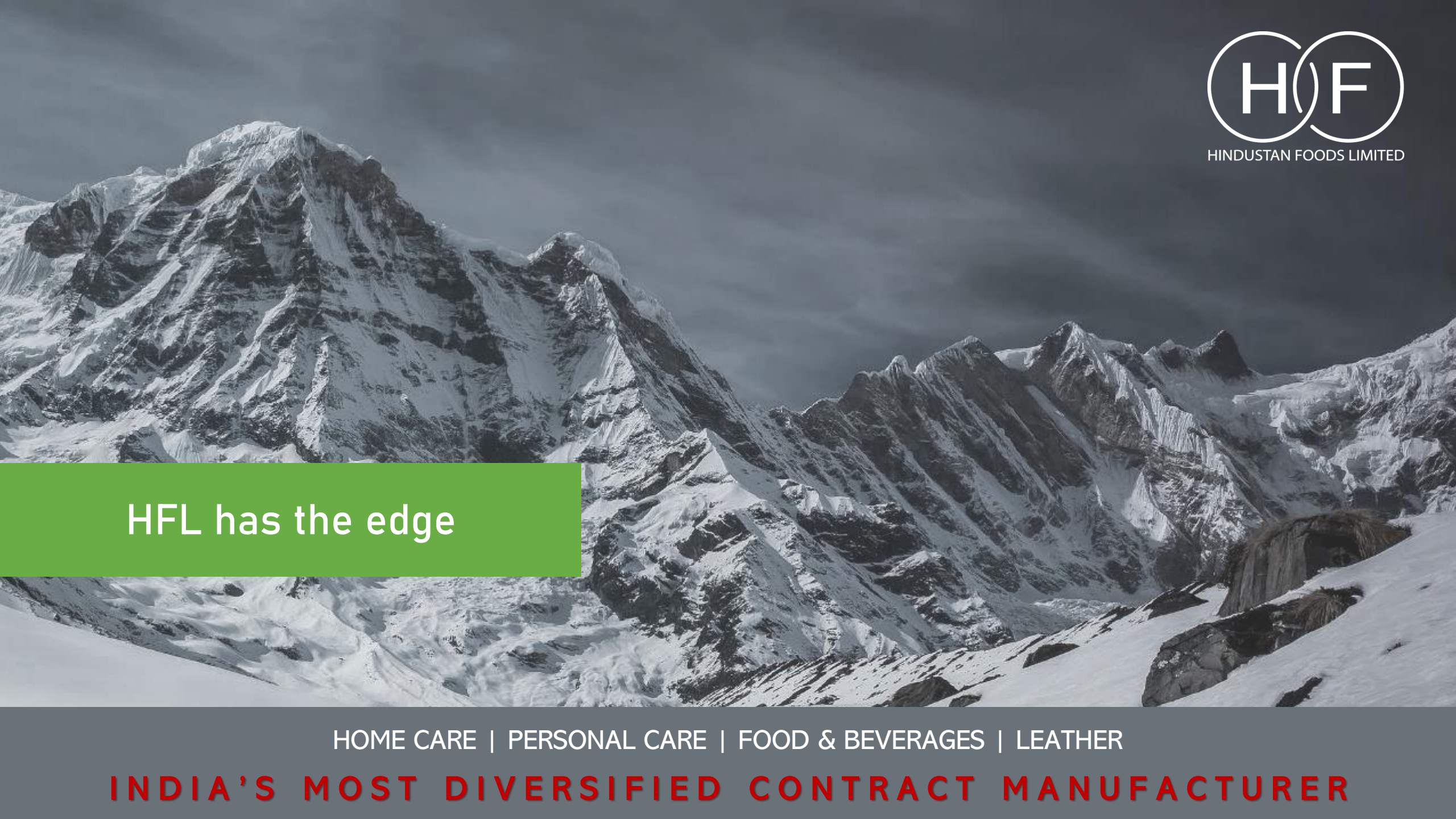
Skilled Labour Management



Increasing competitiveness in the
industry



Efficient allocation
of resources to
fuel growth

The background of the entire advertisement is a high-contrast, black and white photograph of a rugged Himalayan mountain range. The peaks are covered in snow and partially shrouded in mist, creating a sense of scale and grandeur.

HFL has the edge

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INDIA'S MOST DIVERSIFIED CONTRACT MANUFACTURER

Most Diversified & Versatile Contract Manufacturing Company in the Country

Food & Beverages



Extruded Cereals & Snacks

- Breakfast Cereals
- Instant Porridges
- Rice Crispies

Hot & Cold Beverages & Energy Drink Concentrates

- Carbonated Soft Drinks
- Tea
- Coffee
- Malt based foods etc.

Home Care



Fabric Care

- Liquid Detergent
- Powder Detergent

Home Care

- Surface Cleaner
- Glass Cleaner
- Toilet Cleaner
- Liquid Dish Wash

Pest Control

- Coils
- Aerosols
- Liquid Vaporizer
- Mosquito Mat etc.

Personal Care



Hair Care

- Shampoo
- Hair Oil & Food etc.

Toiletries & Fragrances

- Shaving Cream
- Hand Wash
- Eau de Toilette

Baby Care

- Shampoo
- Cream & Lotions
- Baby Oil etc.

Skin Care

- Face Wash & Scrub
- Body lotion
- Moisturizer etc.

Leather



Leather Shoes & Accessories

- Men's footwear
- Women's footwear
- Footwear for Juniors
- Uppers
- Accessories

With Trust & Credibility

(Long term relationship with all giant FMCG players)



Hindustan Unilever Limited



Reckitt
Benckiser



DANONE
ONE PLANET. ONE HEALTH

Bata



GlaxoSmithKline

Himalaya
HERBAL HEALTHCARE

Gabor

Godrej

Jomoso



PEPSICO



HECTOR
BEVERAGES



marico



ITC Limited



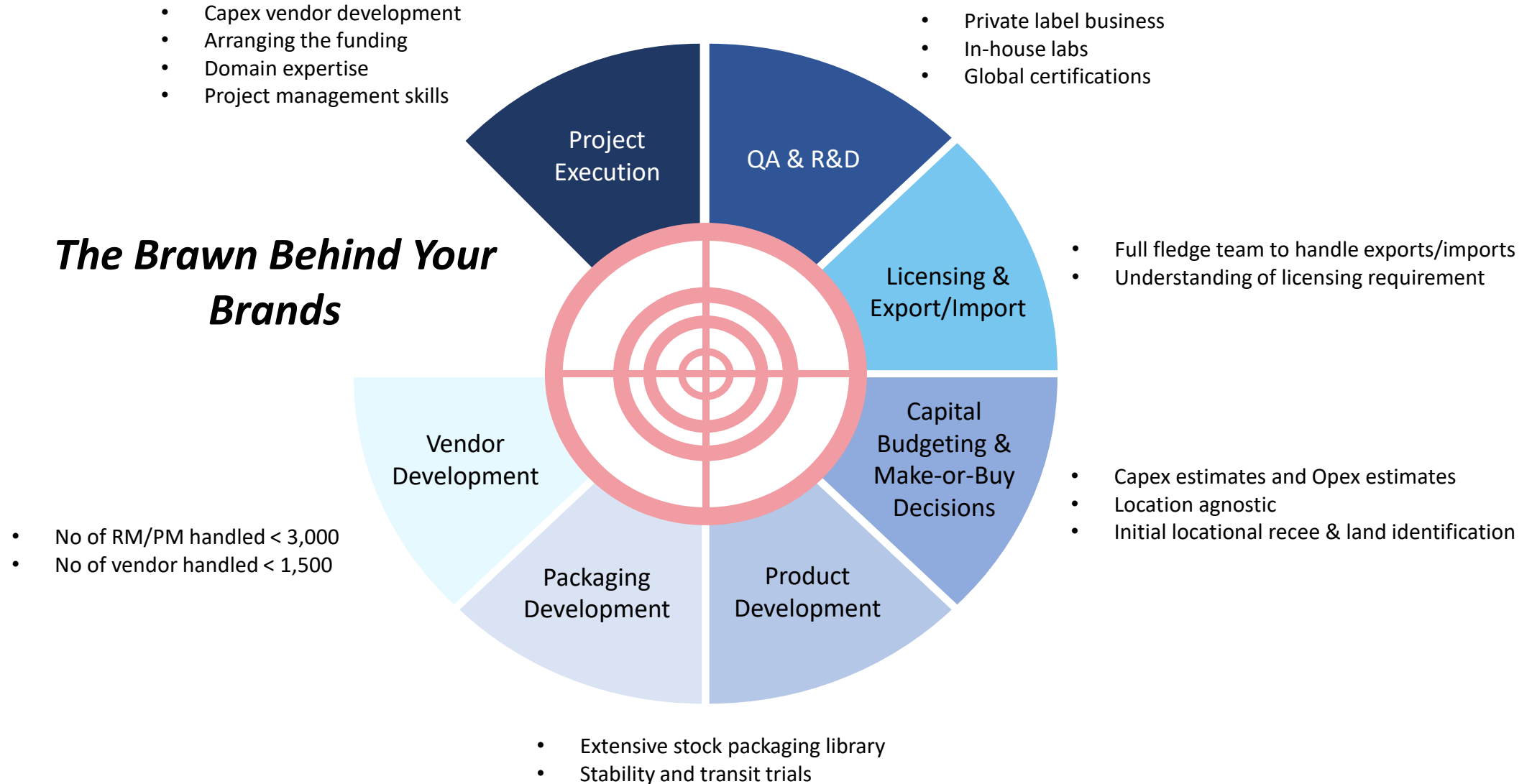
BOMBAY
SHAVING
COMPANY



ARVIND
FASHIONING POSSIBILITIES



Zydu
Wellness



JAMMU



- Spread across 35,143 square meters of area at IGC II, SIDCO Samba
- Manufactures pest control products such as coil, aerosols and vaporisers
- Unit was acquired from Reckitt Benckiser (India) Pvt. Ltd. by the end of 2017 and commenced commercial production from 2nd January 2018

Aggregate Capacity: Coils: 1,200 Mn. P.a

Vaporizers: 43.2 Mn. P.a - Aerosols: 7.2 Mn p.a.

COIMBATORE



- Spread across 85,000 square feet and the facility commenced production in December 2018
- Intends to process, blend and pack tea, coffee & soup products
- High speed single-track and multi-track packing line, Completely automated end-to-end pneumatic material handling

HYDERABAD – 1st Plant



- This facility is engaged in the manufacturing of detergent powders
- Unit boasts of a fully automated end-to-end material handling where we manufacture 75,000 tonnes of detergent powder for national brands

Capacity: Powder: 70,000 TPA

HYDERABAD – 2nd Plant



- Facility is engaged in the manufacturing of manufactures Liquid Detergent, Fabric Conditioner & Softener, Liquid Soaps and Shampoos

Capacity: Liquids : 60,000 KL per annum

PUDUCHERRY



- Facility was an acquisition by HFL of Ponds Exports Ltd. which is a subsidiary of Hindustan Unilever Ltd. in 2016-2017
- Manufactures Leather shoes
- Robust quality assurance system, excellent manufacturing practices with the use of KPIs to measure and monitor performance
- Well equipped design studio with CAD-CAM facility

Full Shoes Production Capacity : 5 Lakh pairs

Shoes Uppers Production Capacity : 7 Lakh pairs

MUMBAI



- Unit was acquired as an on-going concern
- Commenced production in June 2018
- Manufactures leather products for women, men and children – slippers, sandals, open toe, high heels, huarache and mules.

Capacity: Sandals Capacity : 1 Mn pairs p.a.

Shoes Capacity : 0.37 Mn pairs p.a.

GOA



- Plant is located at Usgaon, Ponda, that is spread across 52,625 square meters of area
- Manufactures food products such as cereals, porridges and snacks
- Facility is equipped with the state-of-the-art twin-screw extruder technology to manufacture superior quality cereal-based food products

Extrusion Capacity : 6,000 Tons p.a.

Dry-Mix Blending Capacity : 1,000 Tons p.a.

MYSURU*



- HFL acquired 40% stake in ATC Beverages Ltd. In January 2019
- The facility is spread across 15.5 Acres of land and is engaged in the business of manufacturing and distribution of beverages like soft drinks, juices and energy drinks
- The facility has fully automated filling and packing lines

Capacity : 5.84 Mn Cs p.a.





Shrinivas Dempo | Chairman, Non-Executive

- Shrinivas Dempo is the third-generation entrepreneur and chairman of Goa's Leading business House, Dempo
- He received a Postgraduate Management Education in Industrial Administration from Carnegie Mellon university, USA



Sameer Kothari | Managing Director

- Sameer Kothari is a professional with over 20 years of manufacturing experience and is the promoter of Vanity Case Group
- He is a Chartered Accountant and holds an MBA from Cornell University (USA)



Ganesh Argekar | Executive Director

- Ganesh Argekar has received B.Sc. (Chemistry) and PGDMM(IIMM) and is the Head-Supply Chain of Vanity Case Group of Companies
- He has over 22 years of work experience, during which time he has held various managerial positions



Sarvjit Singh Bedi | Non-Executive Director

- Sarvjit Singh Bedi is an Audit and financial consultant with over 16 years of experience across India & USA
- He is a Chartered Accountant (all India 39th rank) and is an MBA from Cornell University



Nikhil Vora | Non-Executive Director

- Nikhil Vora is the founder and CEO of Sixth Sense Ventures
- Nikhil was earlier the Managing Director and Head of Research at IDFC Securities



Honey Vazirani | Independent Woman Director

- Honey Vazirani served as the Vice President of Labels & International Business Division at Huhtamaki PPL Limited
- She has over 27 years of working experience and holds an MBA in Marketing from Chetana College



Shashi Kalathil | Independent Director

- He has over 28 years of operating experience across consumer products, telecom, media and entertainment industries
- He is an M.B.A. from the Indian Institute of Management, Bangalore, India and an engineer from Delhi College of Engineering



Neeraj Chandra | Independent Director

- Neeraj Chandra was previously associated with Emami Limited as the CEO of their Consumer Care Division and has earlier worked with Britannia and HUL
- He has 30 years of invaluable experience and is an alumnus of IIM Ahmedabad and IIT Kanpur



Sandeep Mehta | Independent Director

- Sandeep Mehta is a solicitor with a rich legal experience of over 24 years projects and has expertise in foreign investments, M&A
- He has been a partner of J Sagar and Associates since 2008 and was a partner with Little & Co, Advocates and Solicitors for over 6 years



Harsha Raghavan | Add. Director [Non-Ex., Non-Ind.]

- Harsha Raghavan is the managing partner of Convergent Finance. He was a founding MD of Fairbridge Capital (a Fairfax Company).
- He is an MBA and MSc in Industrial Engineering both from Stanford University

With Professional Management Team



Mayank Samdani
Group CFO

Chartered Accountant with expertise in the area of Finance, Accounts, Audit, Legal & Compliance

Previous experience – Future Group & Ashok Piramal Group



Rajiv Bahadur
President, Leather Business

Footwear specialist with 32 years of operations, buying, product development and sales

Previous experience – Bata, Tata Exports & AU Thomson, 3 years offshore assignment with Yanko/Pielsen in Spain



K. Shivaram Prasad
AGM, Projects

Energy (Electrical Engineer) from IIT Kharagpur with 25 years in plant operations, maintenance, project management, training and development

Previous experience – AB in beverages, Mondelez, Dabur and Maruti



Ravindar Rathi
GM, Operations North

An Ops. & Mfg. professional with expertise in developing new set-ups & restructuring ops. for last 22 Years

Previous experience – ITC Limited and Moser Bear



Suryakant Mishra
GM, QA & R&D

A QA and Regulatory affairs expert with 27 years in food and cosmetic and pharmaceuticals in India and abroad

Previous experience – GSK, Reckitt Benckiser, familiar with MHRA, TGA, MCC, WHO and ISO



Robin D'Souza
GM, BD & Customer Service

A Commerce graduate with 25 years of experience in New Product and Packaging development, Business development in contract manufacturing and private labels



Ashwini Agrawal
GM, Operations West

A Mechanical engineer and MBA in Finance with 28 years of experience in leading industries

Previous experience – Sun Pharmaceuticals, Teva API, Cipla, Lupin & Piramal Healthcare



Prasad Kali
GM, Projects

A chemical engineer with 23 years in Mfg. operations, maintenance, business strategy, project execution, erection, commissioning safety, Quality WCM/TPM.

Previous experience – Hindustan Unilever



Govind Singh Rawat
GM, Operations South

A Mechanical Engineer with 30 years of experience in operations, projects and strategic planning

Previous experience – PepsiCo, Parle Agro, Dukes and The Indian Navy



Ashish Vyawahare
AGM, Projects

A B.Tech in food technology with 23 years in project management, Supply chain, RD, QA and 3P management across FB domain in India & abroad

Previous experience – Associated with HUL



Vimal Solanki
Head, Emerging Business & Corporate Communications

A Management Graduate with 28 years in launching and managing FMCG brands in India and abroad.

Previous experience – Shoppers Stop, Reliance Retail

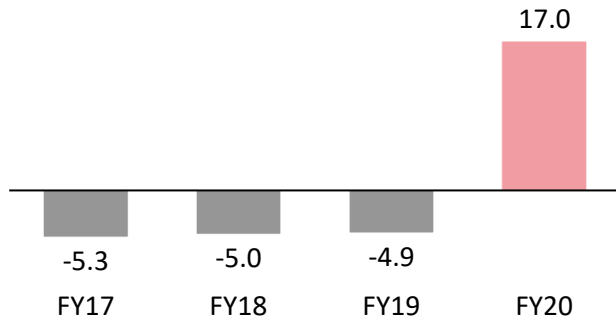
A black and white photograph of a majestic, snow-covered mountain range, likely the Himalayas, with sharp peaks and steep slopes. A green rectangular box is overlaid on the left side of the image, containing the text 'Future Strategy'.

Future Strategy

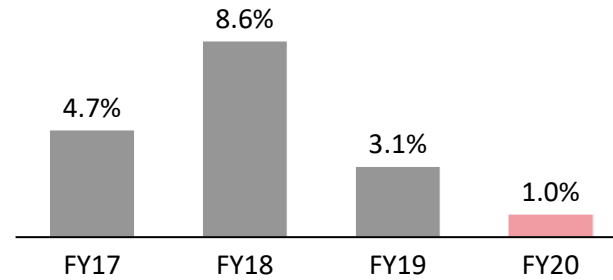
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INDIA'S MOST DIVERSIFIED CONTRACT MANUFACTURER

Operating Cash Flows



Net Working Capital^ / Sales



Capital Expenditure

- Set up floor cleaner and toilet cleaner manufacturing facility in Silvassa for leading home care brands with an **investment of Rs. 30 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 KI of liquids** and the company hopes to enter into a multi-year contract for the same

Capital Allocation Strategy

- Strict Value Creation on all Capital Options
- Higher Capital Efficiency and reallocation of Capital to Growth Opportunities & Building New Factories

Way Forward

- HFL has **clocked a run rate turnover of Rs. 1,000 crores in Q4FY2020 and is targeting to double revenues by FY2022**
- In Q4 FY2020, the Board approved the **merger of another Vanity Case Group plant at Coimbatore (Malted beverages – Horlicks & Boost) with HFL**
- Additionally, the Company is also gearing up its private label division to cater to the e-commerce and retail players



Strong Entry barriers

There is a growing opportunity in the contract manufacturing space in India as the space is not marked by a large number of organised players with access to financial resources, execution capability, ability to manage multi-locational facilities or possessing diversified business across verticals, products, customers and locations



Ability to address product complexity

HFL possesses the ability to address product complexity on one hand and the ability to respond to small volumes needed by fledging customers on the other



Gateway for International Brands

HFL represents an attractive gateway for international brands seeking to prospect marketing opportunities in India without spending extensively in setting up manufacturing facilities



Strengthened Capital Structure

HFL has strengthened its capital structure by raising equity to capitalise on emerging opportunities



Benefits from GST Implementation

GST implementation also opens the opportunity for setting up manufacturing units across India and not just in tax-exempt zones



Organic & Inorganic Opportunities

HFL plans to add value by growing organically and inorganically through bolt-on acquisitions, which is the need of the hour in the contract manufacturing sector



A high-contrast, black and white photograph of a rugged, snow-covered mountain range. The peaks are sharp and jagged, with patches of dark rock visible. The sky is dark and overcast.

Quarterly Performance

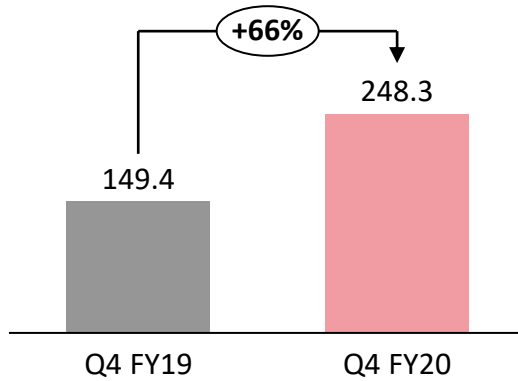
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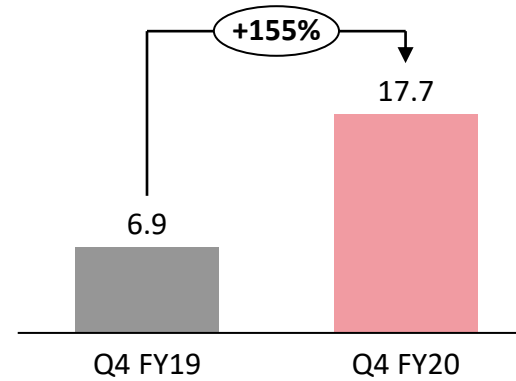
Q4 & FY20 Standalone Financial Highlights

Q4 FY20

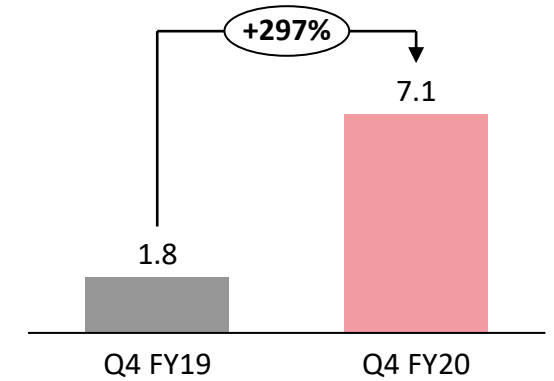
Revenue (Rs. Crs.)



EBITDA (Rs. Crs.)

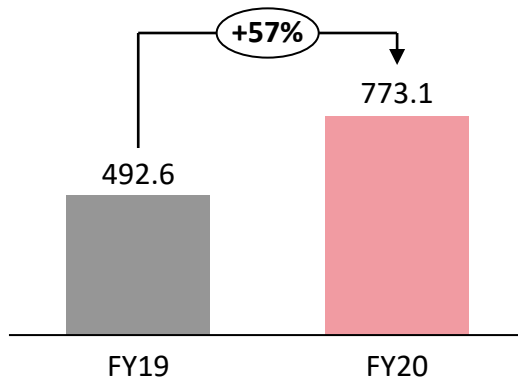


Profit after Tax (Rs. Crs.)

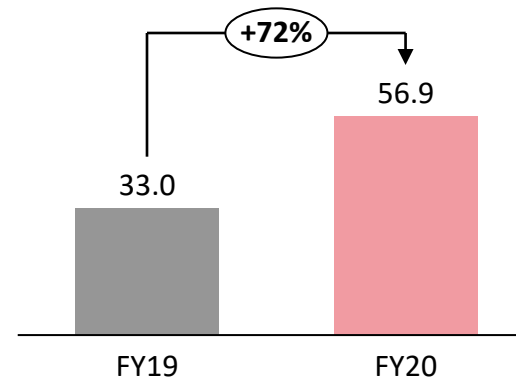


FY20

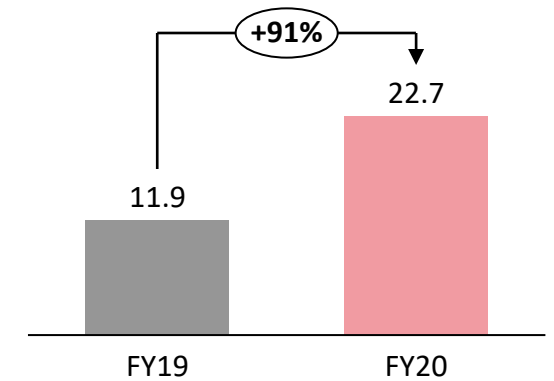
Revenue (Rs. Crs.)



EBITDA (Rs. Crs.)



Profit after Tax (Rs. Crs.)



Profit & Loss Account - Standalone

Particulars (Rs. Crs.)	Q4 FY20	Q4FY19	Y-o-Y	FY20	FY19	Y-o-Y
Total Revenue	248.3	149.4	66%	773.1	492.6	57%
Cost of Goods Sold	204.8	117.1		618.7	369.9	
Gross Profit	43.5	32.2	35%	154.4	122.7	26%
Gross Profit (%)	17.5%	21.6%		20.0%	24.9%	
Employee Expenses	5.4	5.1		24.2	18.5	
Other Expenses	20.4	20.2		73.3	71.2	
EBITDA	17.7	6.9	155%	56.9	33.0	72%
Depreciation	3.8	2.3		11.0	7.4	
EBIT	13.9	4.6	204%	45.9	25.7	79%
Finance Cost	3.7	2.3		11.3	7.5	
Profit Before Tax	10.2	2.3	341%	34.6	18.2	90%
Tax	3.1	0.5		11.9	6.3	
Profit After Tax	7.1	1.9	284%	22.7	11.9	91%
EPS	3.4	1.0		12.0	6.5	

A black and white photograph of a majestic, snow-covered mountain range, likely the Himalayas, with sharp peaks and steep slopes. A green rectangular box is overlaid on the lower left portion of the image.

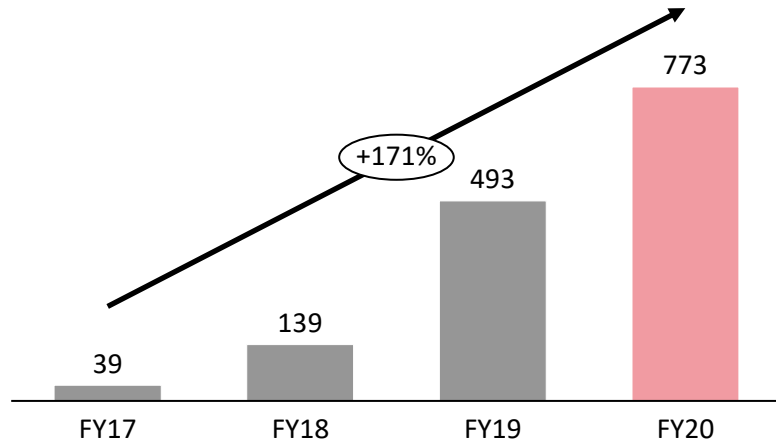
Historical Financials

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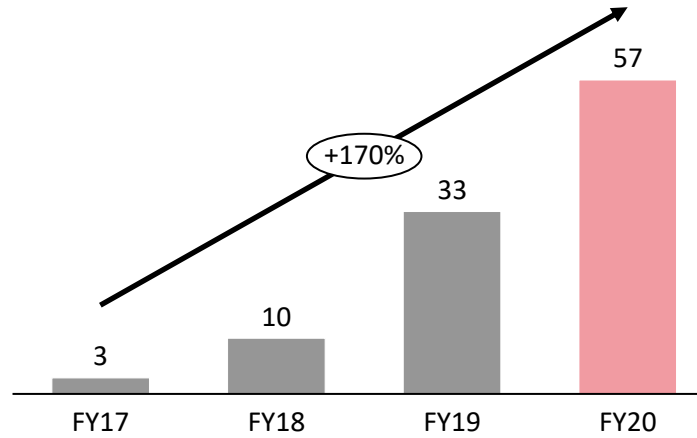
INDIA'S MOST DIVERSIFIED CONTRACT MANUFACTURER

Historical Financial Highlights

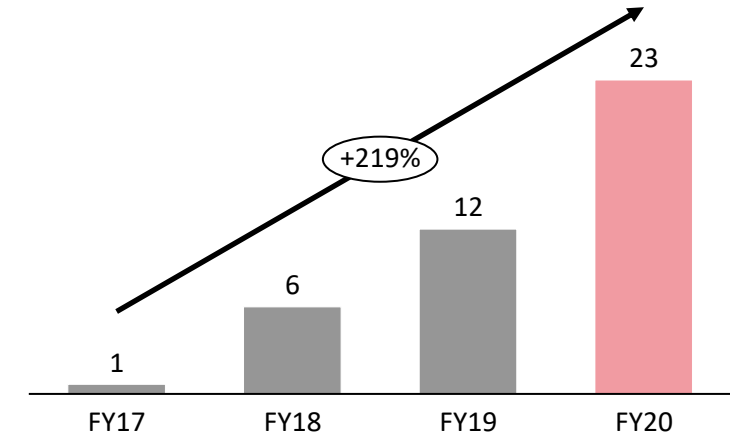
Revenue (Rs. Crs.)



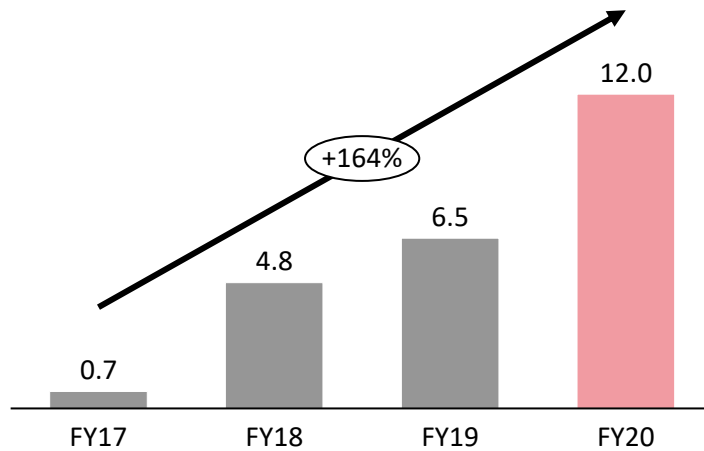
EBITDA (Rs. Crs.)



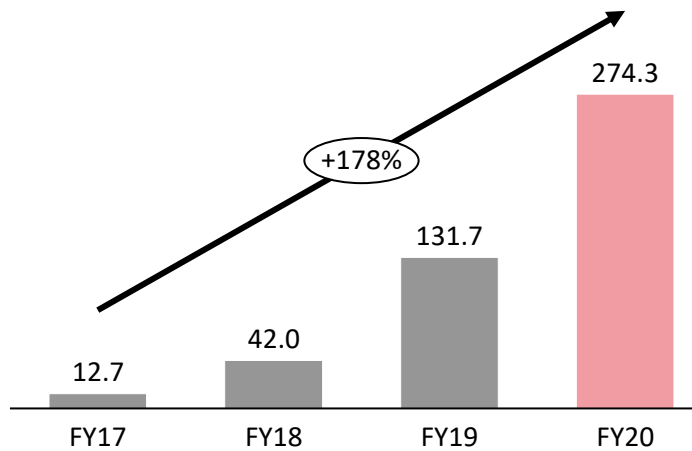
PAT (Rs. Crs.)



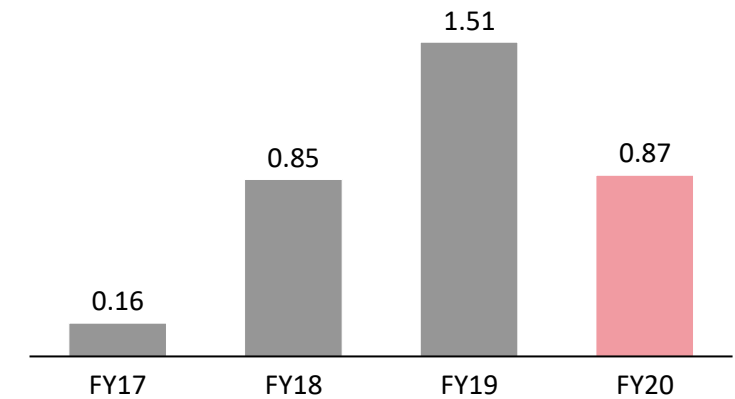
EPS



Fixed Assets



Debt / Equity (x)



Profit & Loss Account

Particulars (Rs. Crs.)	FY20	FY19	FY18	FY17
Total Revenue	773.1	492.6	140.0	38.9
Cost of Goods Sold	618.7	369.9	78.4	22.6
Gross Profit	154.4	122.7	61.6	16.3
Gross Profit (%)	20.0%	24.9%	43.5%	41.5%
Employee Expenses	24.2	18.5	8.0	3.2
Other Expenses	73.3	71.2	42.4	9.9
EBITDA	56.9	33.0	11.2	3.1
Depreciation	11.0	7.4	1.2	1.4
EBIT	45.9	25.7	10.0	1.8
Finance Cost	11.3	7.5	1.3	0.9
Profit Before Tax	34.6	18.2	8.7	0.8
Tax	11.9	6.3	2.4	0.2
Profit After Tax	22.6	11.9	6.3	0.7
EPS	12.0	6.5	4.8	0.7

The business combination of Detergent Manufacturing Unit of Avalon Cosmetics Private Limited ('ACPL') with the Company was approved by the Hon'ble National Law Tribunal vide its order dated November 25, 2019 ("the NCLT Order"). The Certified copy of the NCLT order was filed with Registrar of Companies on December 27, 2019. Consequently, the Scheme become operative from December 27, 2019 and effective from April 1, 2018 i.e. appointed date. As a result the numbers are not comparable.

Balance Sheet Statement

Particulars (Rs. Crs.)	Mar-20	Mar-19	Mar-18	Mar-17
Equity & Liabilities				
Equity	187.9	65.2	38.2	32.0
Equity Share Capital	21.2	13.5	13.0	13.0
Other equity	166.7	51.7	25.3	19.0
LIABILITIES				
Non-Current Liabilities	154.4	75.5	30.4	5.6
Financial Liabilities				
(i) Borrowings	138.1	65.3	29.7	5.1
(ii) Other financial liabilities	0.0	0.8	0.3	0.1
Employee Benefit Obligation	1.5	0.4	0.4	0.3
Deferred tax liabilities (Net)	14.0	8.2	-	-
Other Non-Current liabilities	0.8	0.8	-	-
Current Liabilities	197.7	125.5	48.9	12.6
Financial Liabilities				
(i) Borrowings	8.2	19.8	3.1	-
(ii) Trade Payables	139.7	76.5	41.5	10.9
(iii) Other Financial Liabilities	46.3	24.3	1.2	0.1
Other Current Liabilities	1.0	1.9	1.4	1.5
Employee Benefit Obligation	0.5	0.7	0.2	0.1
Income Tax Liability (net)	1.9	2.4	1.4	0.0
TOTAL - EQUITY AND LIABILITIES	539.9	266.2	117.5	50.2

Particulars (Rs. Crs.)	Mar-20	Mar-19	Mar-18	Mar-17
Assets				
Non-Current Assets	286.0	147.3	46.0	17.7
Property, Plant and Equipment	248.7	131.4	38.9	9.4
Capital Work In-Progress	25.6	0.3	3.0	3.3
Intangible Assets	1.0	1.8	0.1	0.0
Financial Assets				
(i) Investments	-	-	-	-
(ii) Loans	2.2	0.7	0.2	0.3
(iii) Others	0.2	0.5	0.1	0.3
Deferred Tax Assets (net)	-	-	0.2	1.0
Other Non-Current Assets	4.7	10.4	2.7	-
Income tax assets (net)	3.5	2.2	0.6	3.4
Current Assets	254.0	118.9	71.6	32.5
Inventories	109.7	49.0	24.4	5.9
Financial Assets				
(i) Investments	3.2	-	-	-
(ii) Trade receivables	37.5	42.6	29.1	6.8
(iii) Cash and cash equivalents	28.8	4.4	6.5	4.7
(iv) Bank balances other than (iii)	10.2	0.1	0.1	11.4
(v) Loans	5.4	1.3	-	-
(vi) Other Financial Assets	14.2	3.7	4.5	1.0
Other Current Assets	45.0	17.7	7.0	2.7
TOTAL – ASSETS	539.9	266.2	117.5	50.2

The business combination of Detergent Manufacturing Unit of Avalon Cosmetics Private Limited ('ACPL') with the Company was approved by the Hon'ble National Law Tribunal vide its order dated November 25, 2019 ("the NCLT Order"). The Certified copy of the NCLT order was filed with Registrar of Companies on December 27, 2019. Consequently, the Scheme become operative from December 27, 2019 and effective from April 1, 2018 i.e. appointed date. As a result the numbers are not comparable.

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