



Corporate Presentation

October – 2018 (Q2FY19)





Disclaimer Clause

The Release contains forward looking statements identified by words like "plans", "expects", "will", "anticipates", "believes", "intends", "projects", "estimates", and so on. All statements that address expectations or projections about

future, but not limited to Company's strategy for growth, product development, market position, expenditures and financial results, are forward looking statements. Since these are based on certain assumptions and expectations of future events, the Company cannot guarantee that these are accurate or will be realised.

Actual results might differ materially from those either expressed or implied in the statement depending on the circumstances. Their investors are expected to make their own independent assessments and judgements by considering all relevant factors before making any investment decision. The Company assumes no responsibility to publicly amend or revise such statements on the basis of subsequent developments, information or events.

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1. Vision & Mission



Vision

Delighting every home with fresh and healthy products and empowering the farmer

Mission

To be a nationally recognized brand for healthy and fresh products with a revenue of INR 6000 Crore by 2022

We anticipate, understand and respond to our customer's needs by creating high quality products and making them available through innovative and convenient channels.

We embrace the right technology to delight our customers.

We are a strong support of balancing economic, social and environmental aspects to create a better tomorrow. We are devoted to empowering the farming community through our unique "Relationship Farming" model.

We aim to be the employer of choice by nurturing entrepreneurship promoting empowerment alongside transparent and open communication.

2. Company Overview



Core Business

- 26 Years rich experience in dairy business that includes, procurement of milk from dairy farmers at village level, and distribution of processed milk to the households in 15 states.
- Over a decade plus experience in production of other dairy products like curd, ice cream, paneer, butter milk, flavoured milk, butter, cream, and ghee.
- Widely respected brand known for its freshness and purity in dairy products

Key Strengths

- Strong relationship with about 3 lakh dairy farmers.
- Supplying dairy products to over 15 lakh households.

Financial Strength

- High Return on Capital Employed (ROCE)
- Low Debt/Equity Ratio
- High operational efficiency in terms of Working Capital Cycle.

3. Financial Highlights – Q2FY19



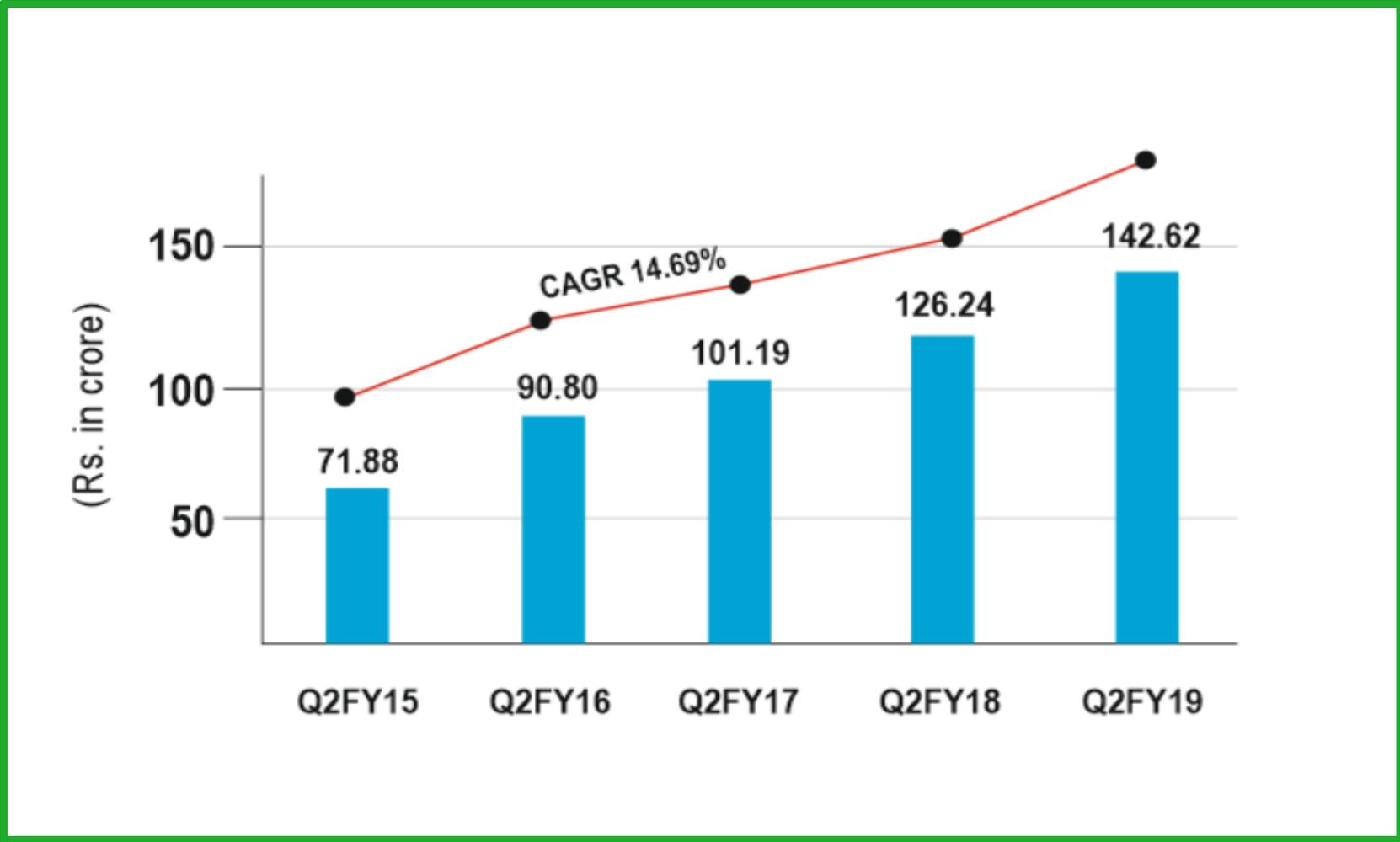
- Revenue grew by 0.53% at Rs. 619.37 crore
- EBITDA grew by 120.74% at Rs. 50.24 crore
- PBT grew by 256.99% at Rs. 34.45 crore
- PAT grew by 183.56% at Rs. 21.04 crore

4. Financials – Q2FY19, Q2FY18



Financial Highlights (Rs in crores)	Q2FY19	Q2FY18
Net Turnover		
Dairy	610.96	608.01
RE	4.44	2.15
EBITDA		
Dairy	44.94	22.02
RE	3.98	1.85
PBT		
Dairy	31.05	10.69
RE	2.43	0.44
Dairy Margins (in percentage)		
EBITDA	7.35%	3.62%
PBT	5.08%	1.76%

5. Growth in VAP



6. Procurement & Sales Volumes



Particulars	Q2FY19	Q2FY18
Milk Procurement (LLPD)*	13.37	13.36
Cost per Liter (Rs)	31.73	33.83
Milk Sales (LLPD)	11.44	10.92
Milk Selling Price (Rs)	38.78	38.81
Curd Sales (MTPD)	285.66	230.18

*LLPD: Lakh Liters Per Day

*MTPD: Metric Tonnes Per Day

7. Heritage Nutrivet Limited

(A Wholly Owned Subsidiary Company)



Particulars (Rs in Lakh)	Q2FY19	Q2FY18
Turnover	1674	1738
EBITDA	66	(130)
PBT	28	(168)



8. Financials - Yearly



Financial Highlights	FY 18	FY 17	FY 16	FY 15	FY 14
(Rs in crores)					
Net Turnover	2344.01	2642.89	2380.58	2072.97	1722.04
Dairy	2343.68	1870.72	1768.8	1555.86	1328.19
RE	6.86	5.21	3.04	2.57	0.77
EBITDA	133.32	146.61	136.47	88.08	98.65
Dairy	127.32	144.82	137.2	87.82	113.67
RE	6.01	4.31	2.08	1.52	0.03
PBT	88.08	323.31	85.98	39.14	61.21
Dairy	79.79	114.76	105.68	57.31	89.88
RE	-0.04	0.38	0.14	-0.85	-0.89
FVTPL	8.33	208.26			
IND-AS Adjustment		-0.09			
Dairy					
EBITDA%	5.43%	7.74%	7.76%	5.65%	8.56%
PBT%	3.40%	6.13%	5.97%	3.68%	6.77%

Note: Figures in FY14 - FY17 Include Discontinued Businesses.

9. Balance Sheet



Particulars	FY14	FY15	FY16	FY17	FY18
(Rs in crore)				(As per Ind-As)	
Equity Share Capital	23.2	23.2	23.2	23.2	23.2
Other Equity (Reserves & Surplus)	155.8	169.8	216.8	570.02	754.81
Networth	179	193	240	593.22	778.01
Gross Fixed Assets	419.6	462.3	518.4	306.92	466.12
Net Fixed Assets	271.5	280.7	312	287.41	424.71

Key Ratios:

Net Fixed Asset Turnover; 6

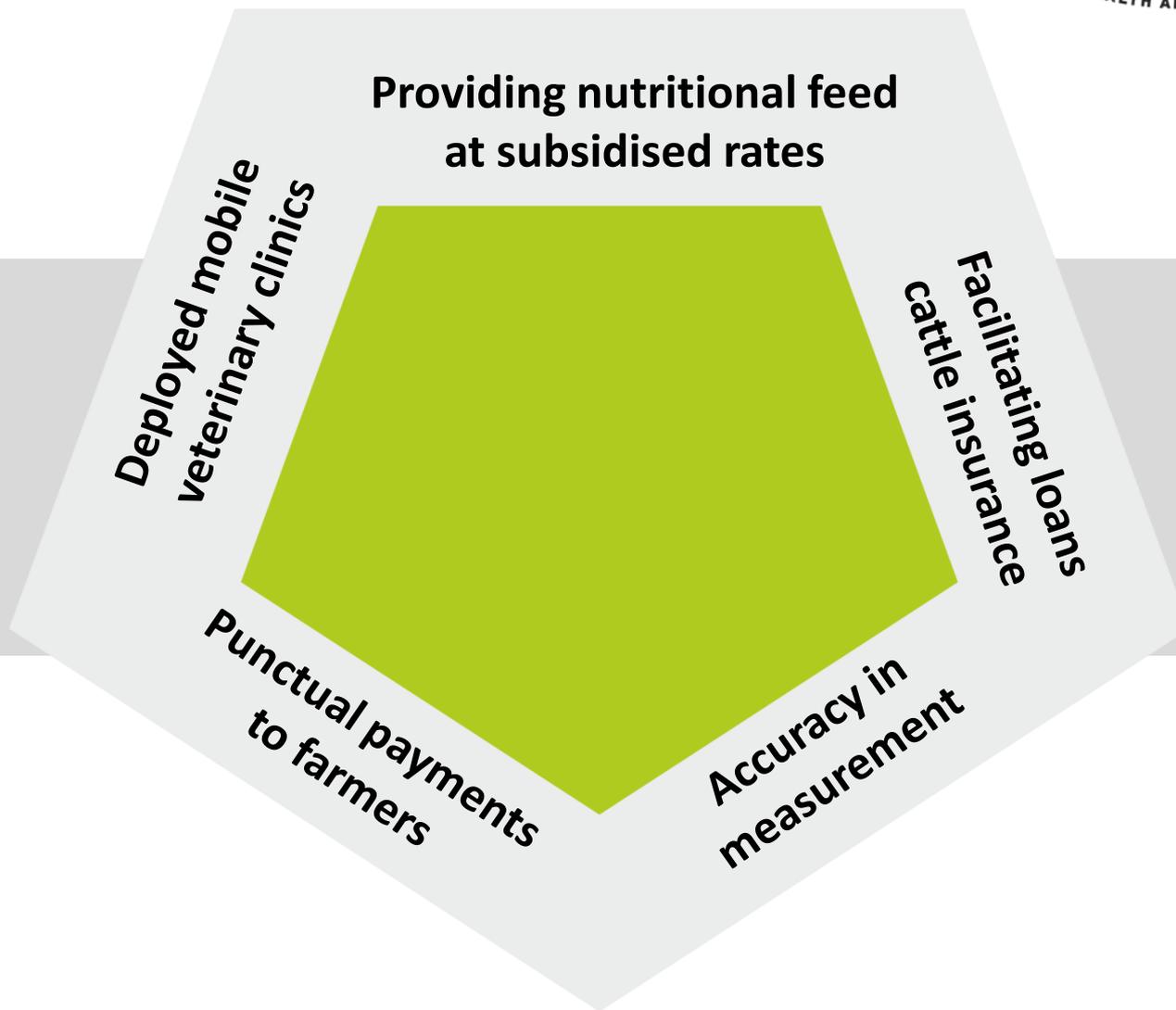
Debt / Equity; 0.18

Current Ratio; 0.73

Inventory Days; 21

Book Value (Rs. 5/share); Rs. 167.68

10. Winning Farmers' Trust



**Providing nutritional feed
at subsidised rates**

**Deployed mobile
veterinary clinics**

Facilitating loans

**Accuracy in
measurement**

**Punctual payments
to farmers**

11. Achieving Operational Excellence



115 Bulk Coolers



73 Chilling plants



17 Processing plants



**No. of Milk Procurement
Representatives**

12880

1869 Vehicles



No. of Distributors

6967

12. Innovations



- Launched new ice cream brand “Alpenvie”
- Alpenvie is now available in 4 States



- Undertaken branding activities like rejuvenating brand identity, launch of new logo, and packaging.
- Gearing up for launch of Yoghurt in collaboration with French company “Novandie”

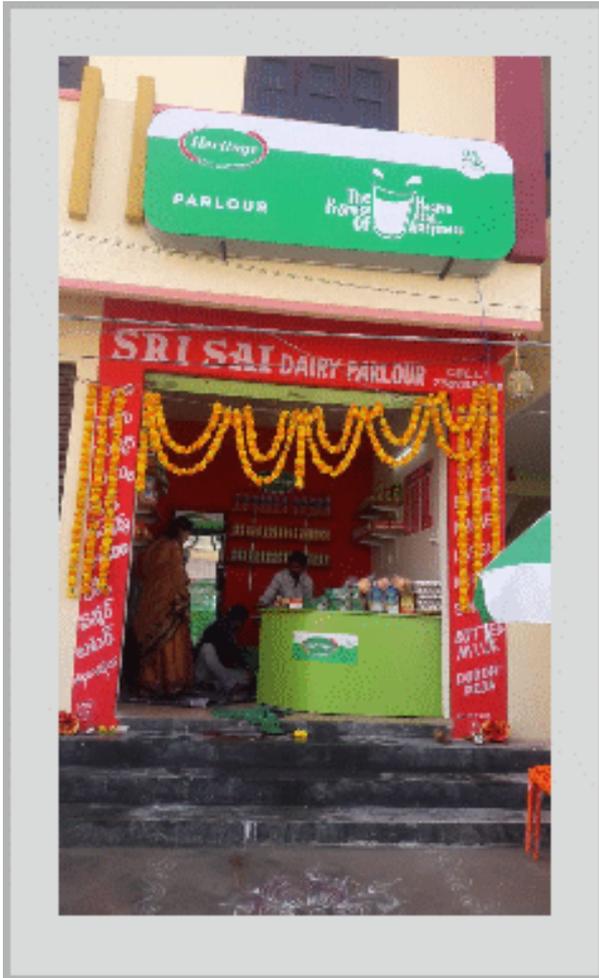
13. UHT Plant



- Commissioned an UHT Plant with capacity of 1 Lakh Litres Per Day
- Variants: Double Toned Milk & Toned Milk.
- UHT Milk sales: 35,33,060 Liters (Jul'18-Sep'18)



14. Parlour as branded outlets



- **Exclusive Product Outlets**
- **1509 Outlets**
- **Helps in Branding**
- **Complete Range of Products**
- **Products availability and Accessibility to customers**

15. Heritage Distribution Centre (HDC)



- Exclusive Product Distribution Centre
- 19 HDC's in Operation –10 at Bangalore, 3 at Chennai and 6 at Delhi Region.
- Each HDC Covering 100 retail and 100 households of the locality
- Unique tool for entering the unrepresented gap areas
- A big leap in strengthening the brand imaging



16. CSR Activities



Donated Rs.44,23,129/- worth of Skimmed Milk Powder from the CSR fund and employees one day salary to the needy people in **Kerala's tragic floods**.



Donated Rs. 48.50 Lakhs from CSR fund and Rs.17.67 Lakhs from Heritage Employee Welfare fund to SMART Andhra Pradesh Foundation in support of **cyclone affected families in Srikakulam, AP.**



17. Way Forward - 2022



To reach a topline of Rs. 6000 crore

To achieve Rs. 2400 crore from value added products

To handle 28 lakh liters of milk per day

To expand relationship to 6 lakh farmers

To supply dairy products to 30 lakh households



The Promise Of  Health And Happiness

Thank You

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