



Corporate Presentation

December – 2018 (Q3FY19)





Disclaimer Clause

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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 over 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 – Q3FY19



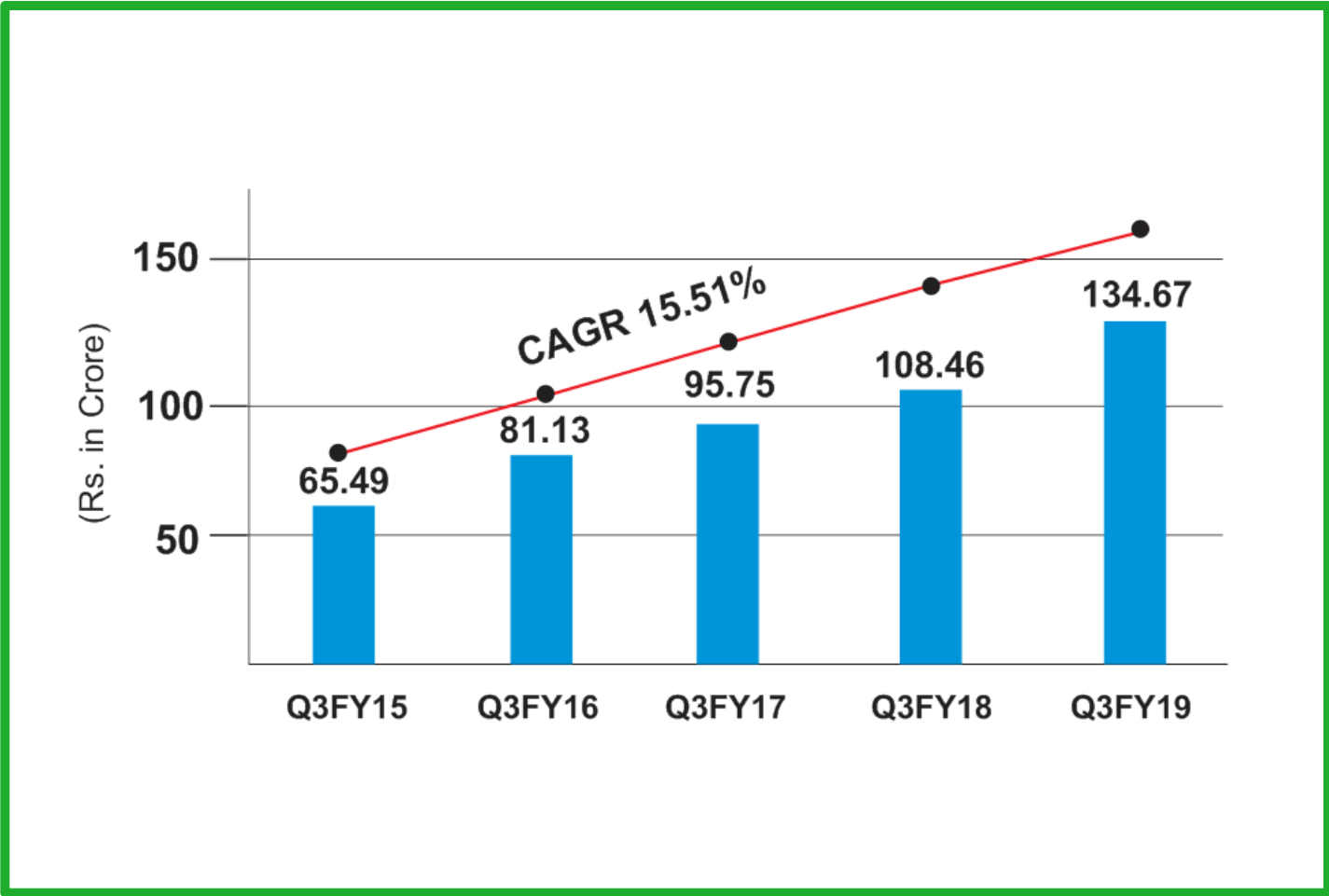
- Revenue grew by **6.88%** at Rs. **618.76 crore**
- EBITDA grew by **22.34%** at Rs. **46.44 crore**
- PBT grew by **25.42%** at Rs. **30.59 crore**
- PAT grew by **21.18%** at Rs. **20.25 crore**

4. Financials – Q3FY19, Q3FY18



Financial Highlights	Q3FY19	Q3FY18
<i>(Rs in crores)</i>		
Net Turnover		
Dairy	609.61	571.42
RE	1.80	1.26
EBITDA		
Dairy	44.05	35.88
RE	1.44	1.04
PBT		
Dairy	30.14	24.39
RE	-0.09	-0.64
Dairy Margins (in percentage)		
EBITDA	7.23%	6.28%
PBT	4.94%	4.27%

5. Growth in VAP



6. Procurement & Sales



Particulars	Q3FY19	Q3FY18
Milk Procurement (LLPD)*	14.50	13.70
Cost per Liter (Rs)	32.47	33.90
Milk Sales (LLPD)	11.09	10.53
Milk Selling Price (Rs)	38.86	38.91
Curd Sales (MTPD)	270.10	209.06

*LLPD: Lakh Liters Per Day

*MTPD: Metric Tonnes Per Day

7. Heritage Nutrivet Limited

(A Wholly Owned Subsidiary Company)



Particulars (Rs in Lakh)	Q3FY19	Q3FY18
Turnover	1939	1734
EBITDA	(49)	86
PBT	(94)	40



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	1768.80	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	137.20	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 Figures



Particulars	FY18	FY17	FY16	FY15	FY14
(Rs in crore)		(As per Ind-As)			
Equity Share Capital	23.20	23.20	23.20	23.20	23.20
Other Equity (Reserves & Surplus)	754.81	570.02	216.80	169.80	155.80
Networth	778.01	593.22	240.00	193.00	179.00
Gross Fixed Assets	466.12	306.92	518.40	462.30	419.60
Net Fixed Assets	424.71	287.41	312.00	280.70	271.50

Key Ratios:

Net Fixed Asset Turnover; 6

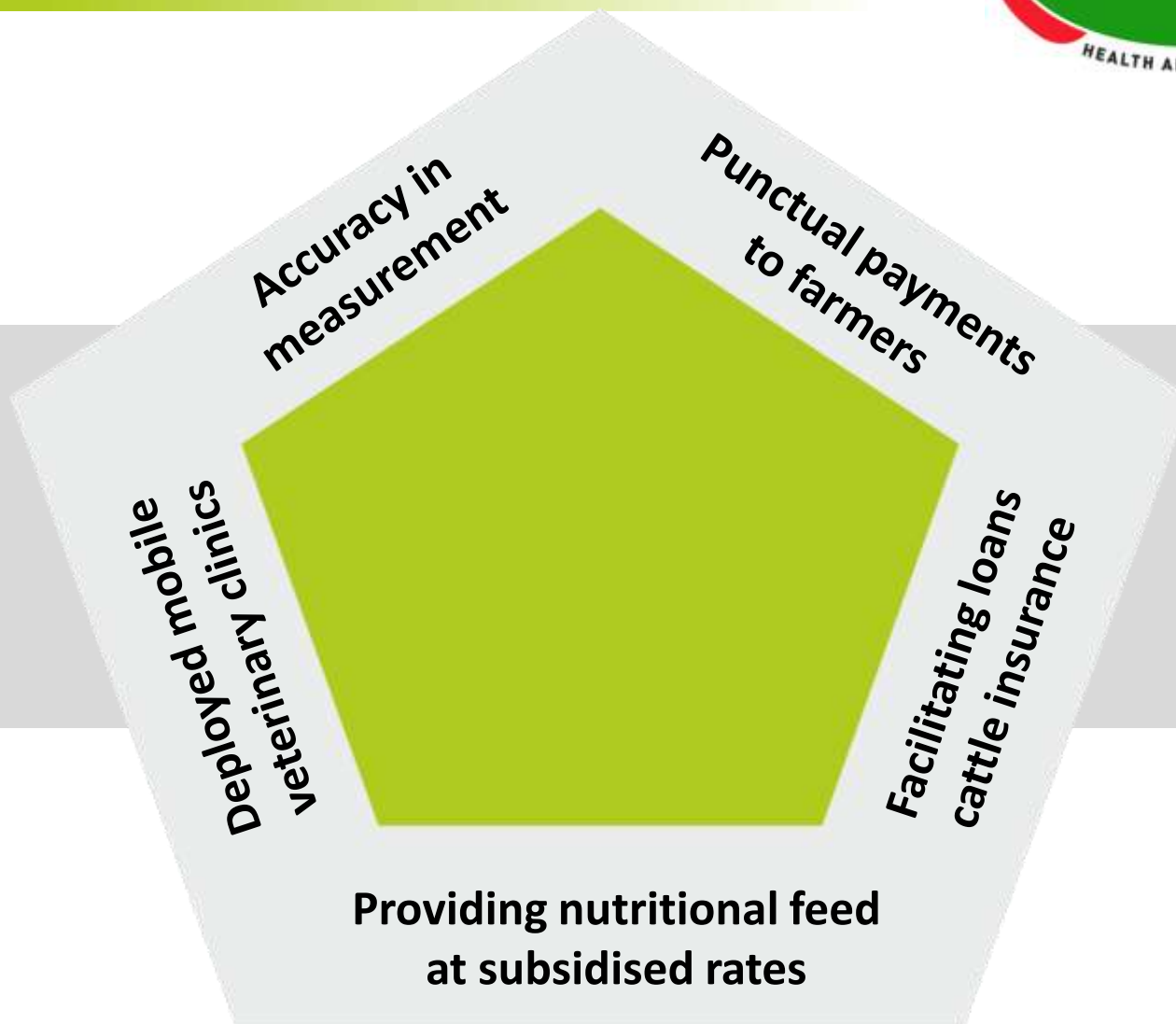
Debt / Equity; 0.18

Current Ratio; 0.73

Inventory Days; 21

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

10. Winning Farmers' Trust



Deployed mobile
veterinary clinics

Accuracy in
measurement

Punctual payments
to farmers

Facilitating loans
cattle insurance

Providing nutritional feed
at subsidised rates

11. Achieving Operational Excellence



115 Bulk Coolers



73 Chilling plants



17 Processing plants



**No. of Milk Procurement
Representatives**

13021

2025 Vehicles



No. of Distributors

6967

12. Innovations



- Launched new ice cream brand “Alpenvie”
- Gearing up for launch of Yoghurt in collaboration with French company “Novandie”



- Undertaken branding activities like rejuvenating brand identity, launch of new logo, and packaging.
- Commissioned Ultra High Temperature (UHT) Plant.

13. UHT Plant



- Commissioned an UHT Plant with capacity of 1 Lakh Litres Per Day
- Variants: Double Toned Milk & Toned Milk.
- UHT Milk sales: 41,77,911 Liters (Oct'18-Dec'18)



14. Parlour as branded outlets



- **Exclusive Product Outlets**
- **1430 Outlets**
- **Helps in Branding**
- **Complete Range of Products**
- **Products availability and Accessibility to customers**

15. Heritage Distribution Centre (HDC)



- Exclusive Product Distribution Centre
- 33 HDC's in Operation 14 at Bangalore, 9 at Chennai, 5 at Delhi Region, 3 at Punjab, 1 at Mumbai and 1 at Vijayawada.
- 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



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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