



25  
YEARS  
OF HERITAGE

**Ref: SECT: STOC: 33-19**  
23<sup>rd</sup> May, 2019

**To**  
**The Secretary,**  
The Stock Exchange, Mumbai  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001

**To**  
**The Manager,**  
Listing Department,  
National Stock Exchange of India Limited,  
Exchange Plaza, C-1,  
G Block, Bandra-Kurla Complex,  
Bandra (East), Mumbai – 400 051

Dear Sir / Madam,

**Sub: Submission of Soft copy of quarterly updates - reg**  
**Ref: Stock Code: 519552 / HERITGFOOD**

With reference to the above mentioned subject, we are forwarding a soft copy of the quarterly updates which covers the miles stones achieved by the Company and intended to achieved during the quarter/year ended 31<sup>st</sup> March, 2019 in the future apart from that there are certain other information which is required to be know by our existing shareholders as well as prospective investors of the Company.

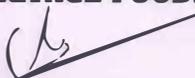
Therefore we will request you to display in the website of the stock exchanges to the benefit of the investor community.

This is for your information and record.

Thanking you,

Yours Faithfully,

**For HERITAGE FOODS LIMITED**

  
**UMAKANTA BARIK**  
Company Secretary  
M. No. FCS-6317

Encl: a/a



**HERITAGE FOODS LIMITED**  
(Formerly known as M/s. Heritage Foods (India) Limited)  
CIN : L15209TG1992PLC014332  
**AN ISO: 22000 CERTIFIED COMPANY**





# Corporate Presentation

## March – 2019 (Q4FY19)





### 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 2024

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

- 27 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 daily.

### Financial Strength

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

### 3. Financial Highlights – Q4FY19



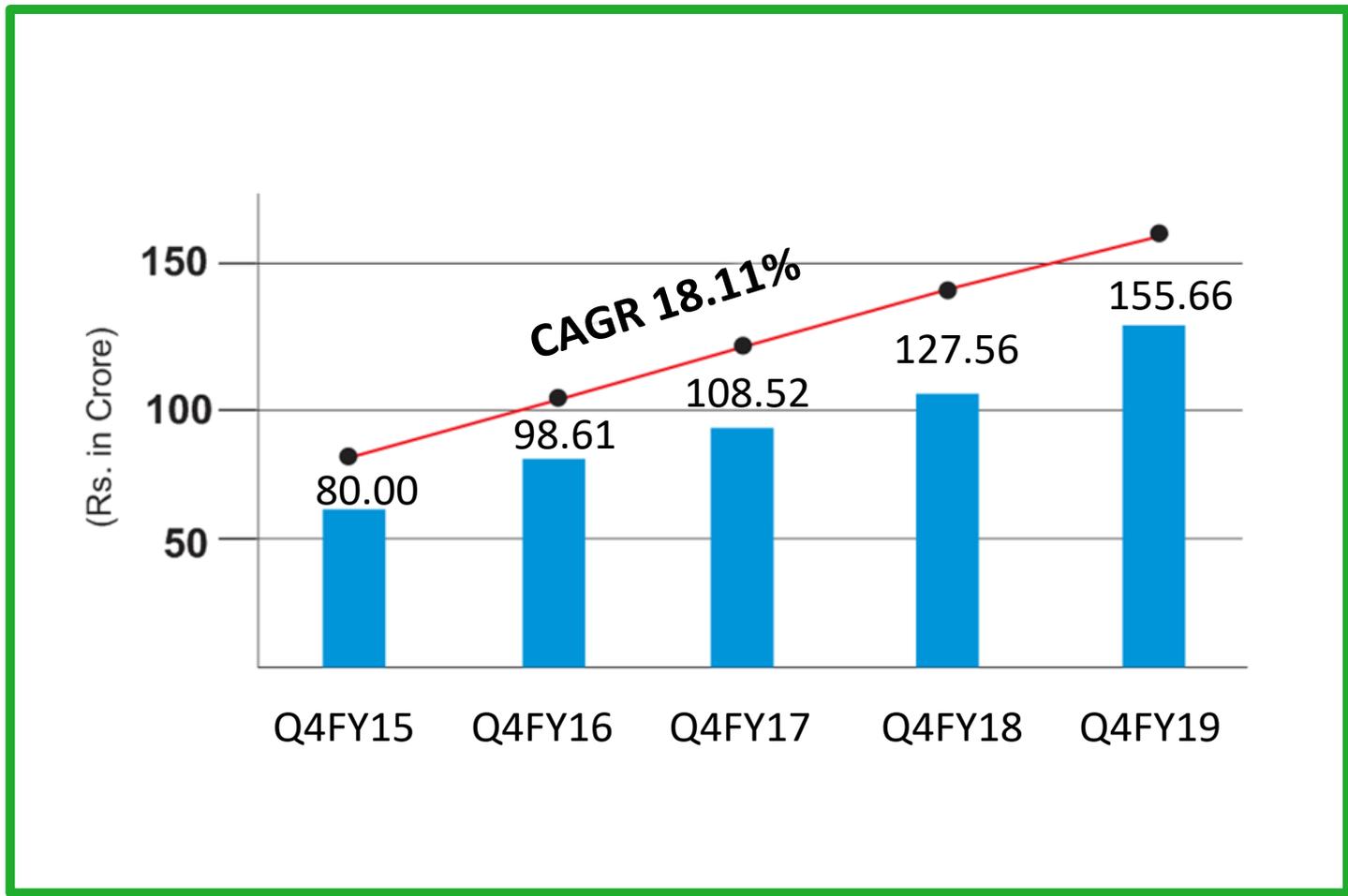
- Revenue grew by **12.63 %** at **Rs. 625.22 crore**
- EBITDA grew by **9.71 %** at **Rs. 51.75 crore**
- PBT grew by **9.46 %** at **Rs. 34.82 crore**
- PAT grew by **16.97 %** at **Rs. 23.99 crore**

## 4. Financials – Q4FY19, Q4FY18



<b>Financial Highlights</b>	<b>Q4FY19</b>	<b>Q4FY18</b>
<i>(Rs in crores)</i>		
Net Turnover	625.22	555.11
Dairy	624.94	555.01
RE	1.82	1.68
EBITDA	51.75	47.17
Dairy	50.44	45.63
RE	1.31	1.54
PBT	34.82	31.81
Dairy	34.96	31.88
RE	-0.14	-0.08
<b>Dairy Margins (in percentage)</b>		
EBITDA	8.07%	8.22%
PBT	5.59%	5.74%

# 5. Growth in VAP



## 6. Procurement & Sales



Particulars	Q4FY19	Q4FY18
Milk Procurement (LLPD)*	14.02	13.24
Cost per Liter (Rs)	32.84	33.37
Milk Sales (LLPD)	11.15	10.42
Milk Selling Price (Rs)	38.94	38.97
Curd Sales (MTPD)	317.16	249.12

\*LLPD: Lakh Liters Per Day

\*MTPD: Metric Tonnes Per Day

# 7. Heritage Nutrivet Limited

(A Wholly Owned Subsidiary Company)



Particulars (Rs in Lakh)	Q4FY19	Q4FY18
Turnover	2158	1617
EBITDA	78	128
PBT	35	82



## 8. Financials - Yearly



Financial Highlights	FY 19	FY 18	FY 17	FY 16	FY 15	FY 14
(Rs in crores)						
<b>Net Turnover</b>	<b>2482.35</b>	<b>2344.01</b>	<b>2642.89</b>	<b>2380.58</b>	<b>2072.97</b>	<b>1722.04</b>
Dairy	2479.18	2343.68	1870.72	1768.8	1555.86	1328.19
RE	11.37	6.86	5.21	3.04	2.57	0.77
<b>EBITDA</b>	<b>192.43</b>	<b>133.32</b>	<b>146.61</b>	<b>136.47</b>	<b>88.08</b>	<b>98.65</b>
Dairy	182.56	127.32	144.82	137.2	87.82	113.67
RE	9.87	6.01	4.31	2.08	1.52	0.03
<b>PBT</b>	<b>128.69</b>	<b>88.08</b>	<b>323.31</b>	<b>85.98</b>	<b>39.14</b>	<b>61.21</b>
Dairy	124.93	79.79	114.76	105.68	57.31	89.88
RE	3.76	-0.04	0.38	0.14	-0.85	-0.89
FVTPL		8.33	208.26			
IND-AS Adjustment			-0.09			
<b>Dairy</b>						
EBITDA%	7.36%	5.43%	7.74%	7.76%	5.65%	8.56%
PBT%	5.04%	3.40%	6.13%	5.97%	3.68%	6.77%

Note: Figures in FY14 - FY17 Include Discontinued Businesses.

# 9. Balance Sheet Figures



Particulars	FY19	FY18	FY17	FY16	FY15
(Rs in crore)			(As per Ind-As)		
Equity Share Capital	23.20	23.20	23.20	23.20	23.20
Other Equity (Reserves & Surplus)	781.76	754.81	570.02	216.80	169.80
Networth	804.96	778.01	593.22	240.00	193.00
Gross Fixed Assets	549.90	464.18	304.99	518.40	462.30
Net Fixed Assets	475.66	424.71	287.41	312.00	280.70

## Key Ratios:

Net Fixed Asset Turnover; 6

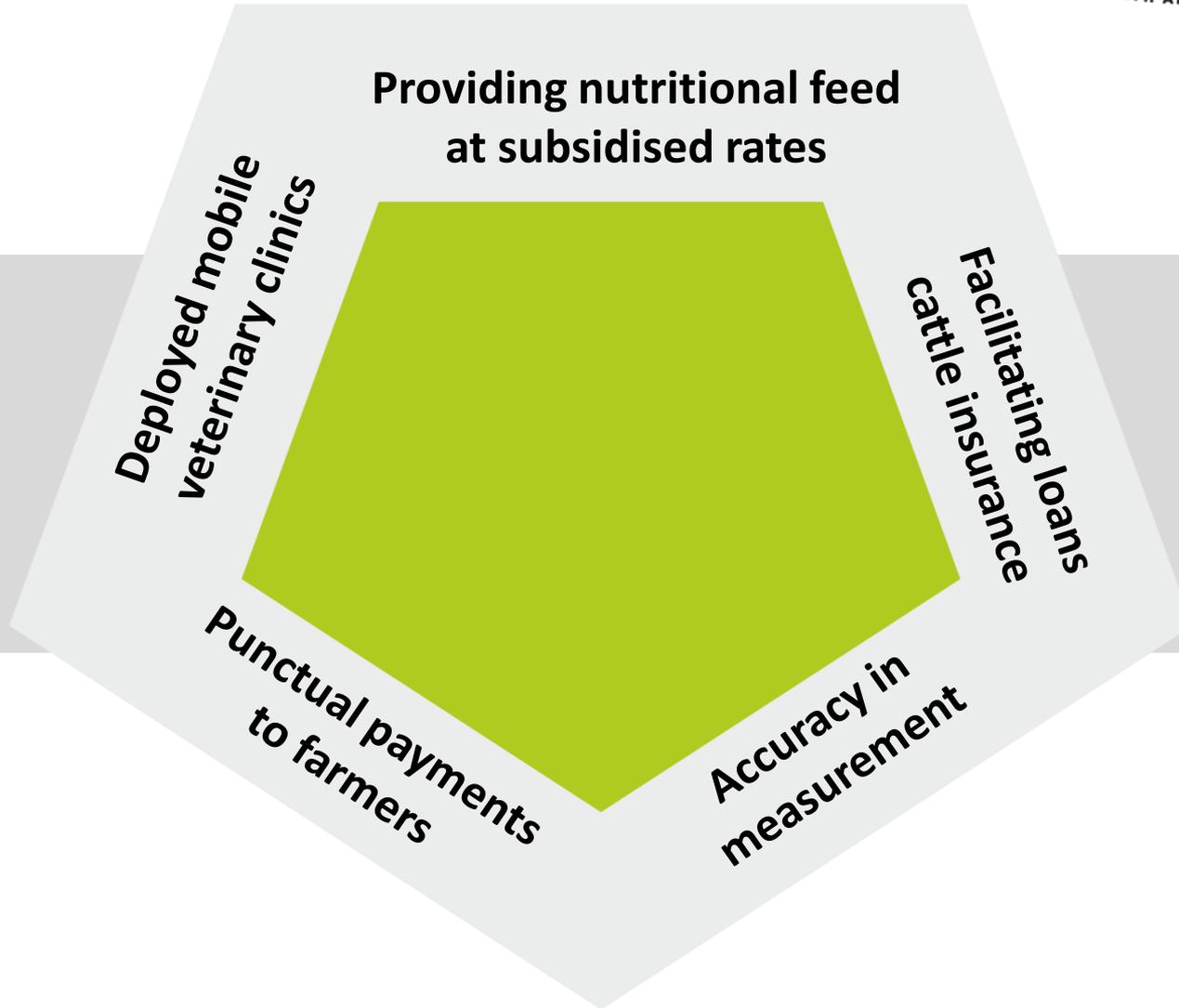
Debt / Equity; 0.19

Current Ratio; 0.82

Inventory Days; 21

Book Value (Rs. 5/share); Rs. 173.49

# 10. Winning Farmers' Trust



# 11. Achieving Operational Excellence



**Bulk Coolers : 112**



**Chilling units: 75**



**Processing plants: 17**



**No. of Milk Procurement  
Representatives**

**12715**

**Vehicles: 2061**



**No. of Distributors**

**7063**

# 12. Innovations



- Launched new range of health drinks Lassi with goodness of 'Ragi' and 'Sabja'



## INTRODUCING SABJA & RAGI LASSI



- Rich in calcium
- Helps in weight loss
- Improves digestion
- Acts as coolant
- Promotes healthy skin

- Rich in calcium
- Helps reduce cholesterol
- Helps in weight loss
- Helps in relaxation

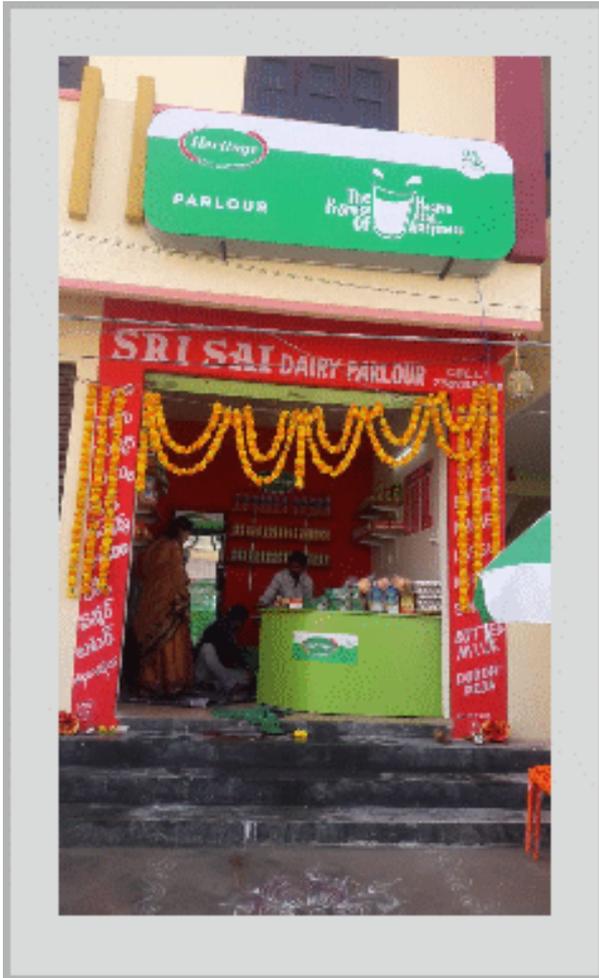
# 13. UHT Plant



- Commissioned an UHT Plant with capacity of 1 Lakh Litres Per Day
- Variants: Double Toned Milk & Toned Milk.
- UHT Milk sales: 42,52,070 Liters (Jan'19-Mar'19)



## 14. Parlour as branded outlets



- **Exclusive Product Outlets**
- **1365 Outlets**
- **Helps in Branding**
- **Complete Range of Products**
- **Products availability and Accessibility to customers**

# 15. Heritage Distribution Centre (HDC)



- Exclusive Product Distribution Centre
- 41 HDC's in Operation 18 at Bangalore, 15 at Chennai, 2 at Delhi Region, 3 at Punjab, 1 at Mumbai and 1 at Rajahmundry 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 image

## 16. 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**



*Thank You*

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