



25  
YEARS  
OF HERITAGE

**Ref: SECT: STOC: 8 - 20**

31<sup>ST</sup> January, 2020

To  
The Secretary  
**BSE Limited**  
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

**Scrip Code: 519552**

**Scrip Code: HERITGFOOD**

Dear Sir / Madam,

**Sub: Submission of Soft copy of quarterly updates - reg**

With reference to the above mentioned subject, we are herewith enclosing the copy of the quarterly updates which covers the milestones achieved by the Company during the quarter and nine months ended 31<sup>st</sup> December, 2019, 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.

Thanks & Regards

**For HERITAGE FOODS LIMITED**

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

Encl: a/a



**HERITAGE FOODS LIMITED**

CIN : L15209TG1992PLC014332

**AN ISO: 22000 CERTIFIED COMPANY**





# Heritage

HEALTH AND HAPPINESS



Corporate Presentation  
December– 2019 (Q3FY20)



## 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 and milk products to the households in 14 states.
- Over a decade plus experience in production of dairy products like curd, ice cream, paneer, butter milk, flavoured milk, butter, cream, and ghee.
- Widely respected brand known for its freshness and purity

### Key Strengths

- Strong relationships with over 3 lakh dairy farmers.
- Supplying milk and milk 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. Consolidated Financial Highlights – Q3FY20



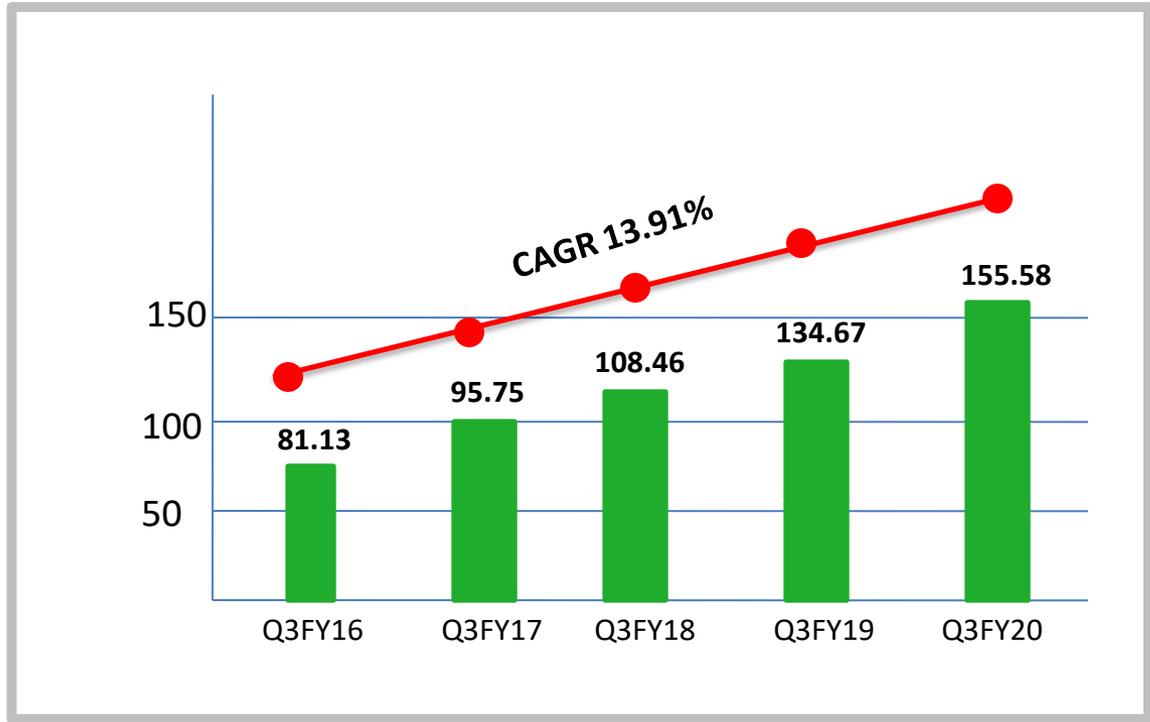
|         | Percentage | Rupees    |
|---------|------------|-----------|
| Revenue | + 8.67 %   | 672.42 Cr |
| EBITDA  | - 26.34 %  | 34.12 Cr  |
| PBT     | - 47.14 %  | 16.17 Cr  |
| PAT     | - 42.32 %  | 11.68 Cr  |

## 4. Standalone Financials - Q3FY20, Q3FY19

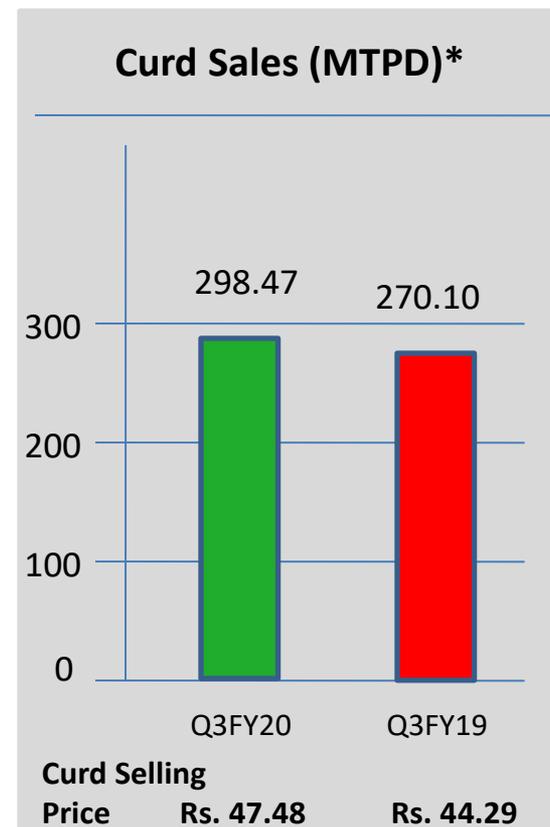
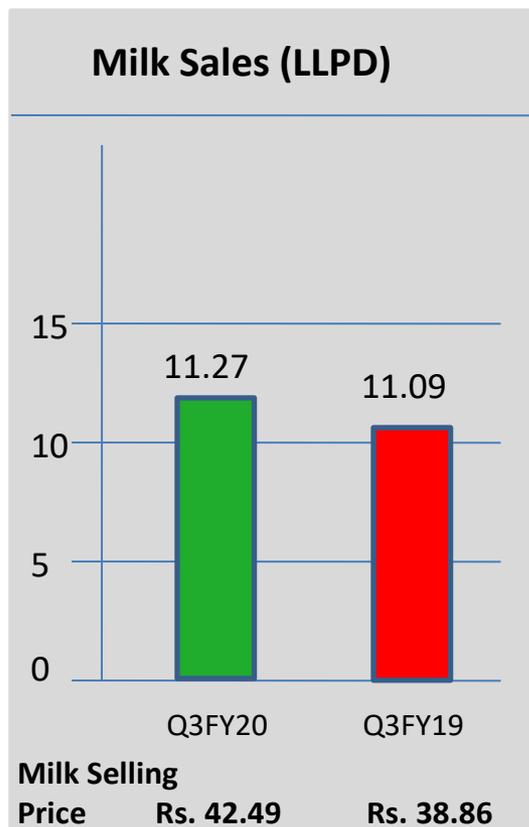
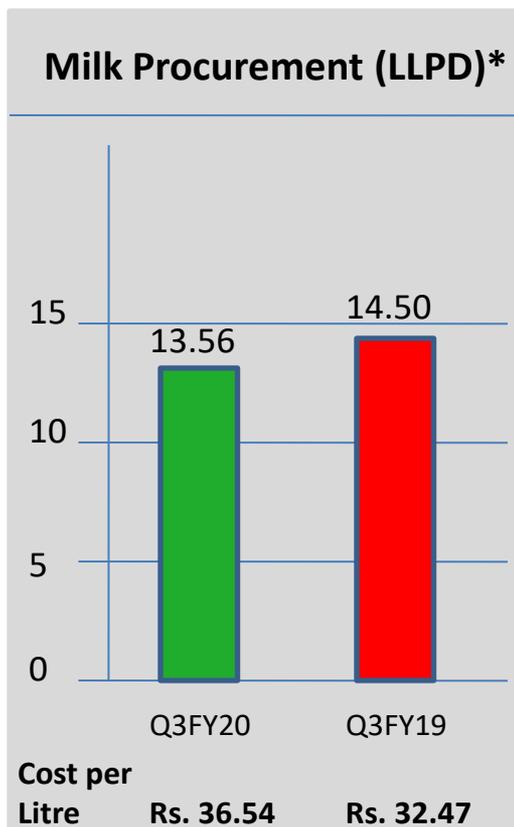


| Financial Highlights | Q3FY20 | Q3FY19         |
|----------------------|--------|----------------|
|                      |        | (Rs in crores) |
| <b>Net Turnover</b>  |        |                |
| Dairy                | 661.42 | 609.61         |
| RE                   | 1.32   | 1.80           |
| <b>EBITDA</b>        |        |                |
| Dairy                | 35.33  | 44.05          |
| RE                   | 0.70   | 1.44           |
| <b>PBT</b>           |        |                |
| Dairy                | 19.78  | 30.14          |
| RE                   | -0.69  | -0.09          |
| <b>Dairy Margins</b> |        |                |
| EBITDA               | 5.34%  | 7.23%          |
| PBT                  | 2.99%  | 4.94%          |

# 5. Growth in VAP



## 6. Procurement & Sales



\*LLPD: Lakh Liters Per Day

\*MTPD: Metric Tonnes Per Day

# 7. Heritage Nutrivet Limited

(A Wholly Owned Subsidiary Company)



(Rs in Lakh)

| Particulars | Q3FY20 | Q3FY19 |
|-------------|--------|--------|
| Turnover    | 2525   | 1939   |
| EBITDA      | 133    | (49)   |
| PBT         | 28     | (94)   |



## 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          | 6.87           | 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 Margins</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                | 555.10 | 463.20 | 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; 0.18

Current Ratio; 0.82

Inventory Days; 21

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

# 10. Winning Farmers' Trust



Providing nutritional feed at subsidised rates

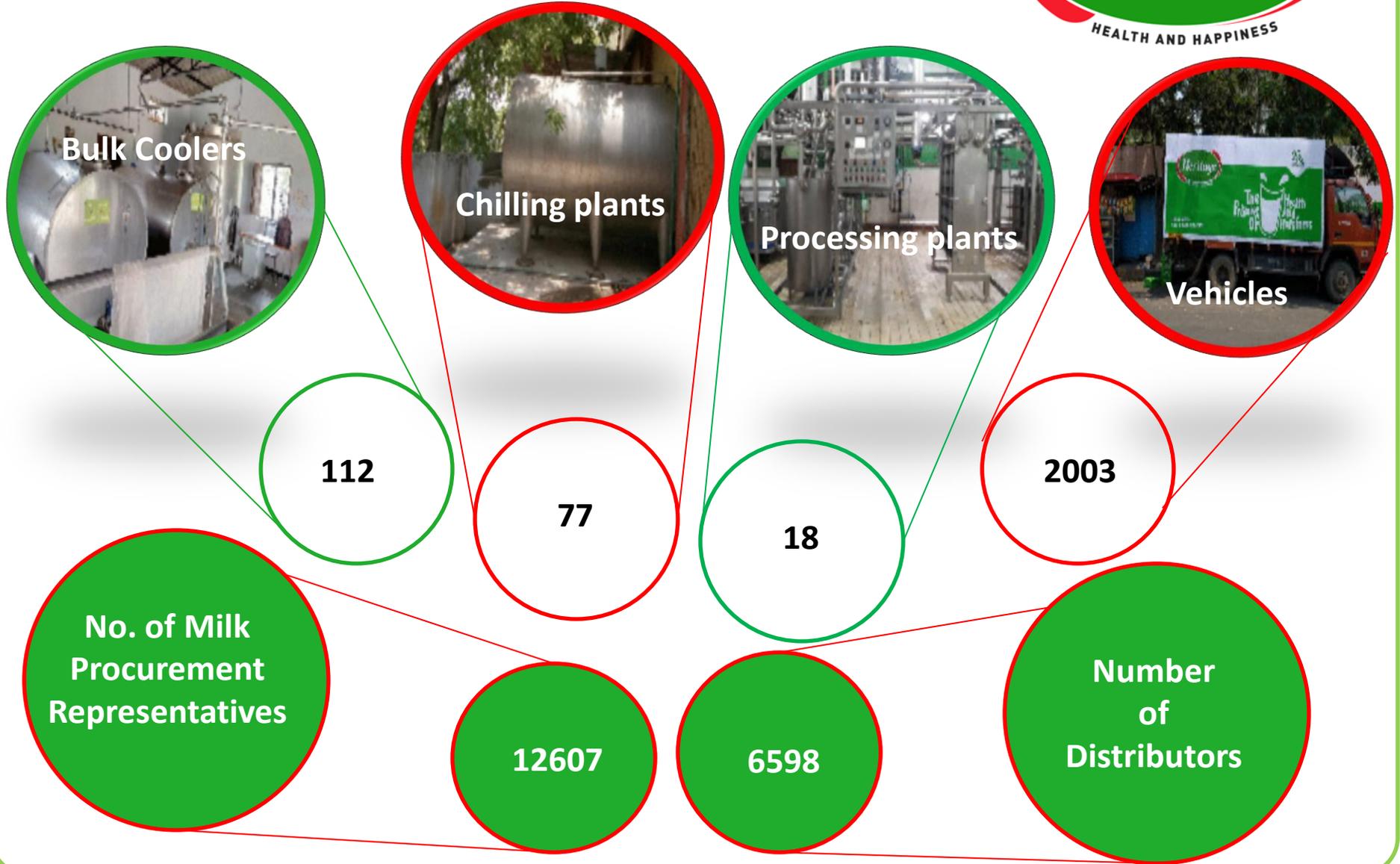
Facilitating loans cattle insurance

Accuracy in Measurement

Punctual payments to farmers

Deployed mobile veterinary clinics

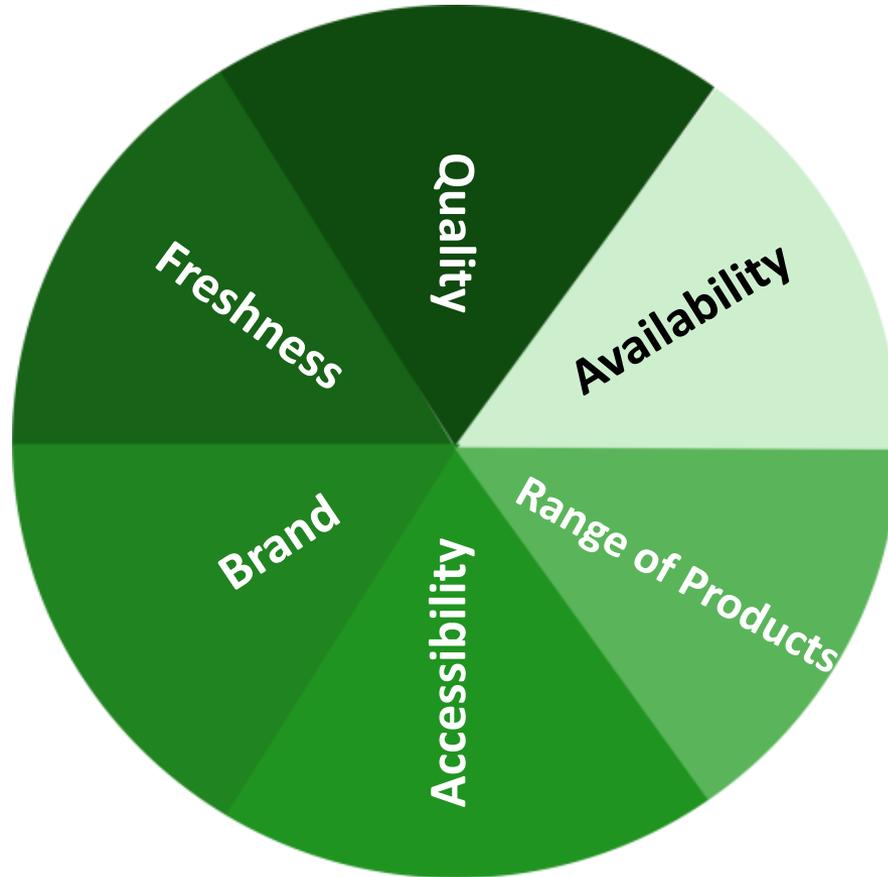
# 11. Achieving Operational Excellence



# 12. Innovations



Strong  
**360°**  
marketing  
approach



# 13. UHT Plant



- Commissioned an UHT Plant with capacity of 1 Lakh Litres Per Day
- Variants: Double Toned Milk & Toned Milk.
- UHT Milk sales: 51,12,072 Liters (Oct'19 - Dec'19)



## 14. Parlour as branded outlets



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



# 15. Heritage Distribution Centre (HDC)



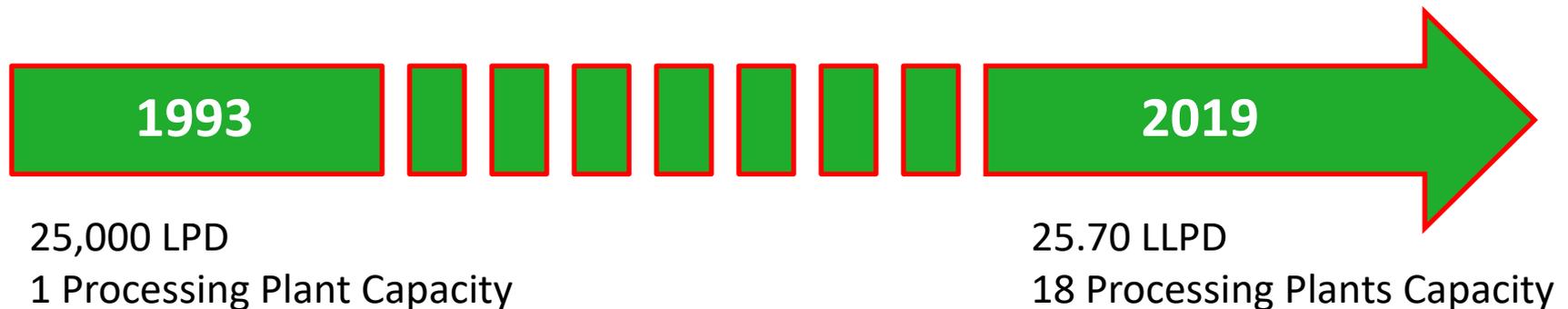
- Exclusive Product Distribution centre
- 45 HDC's in Operation 17 at Bangalore, 22 at Chennai, 3 at Punjab, 1 at Hyderabad, 1 at Rajahmundry and 1 at Vijayawada.
- Each HDC Covering 100 retail and 100 households of the locality
- Unique tool for entering the unrepresented gap areas
- A big leap in strengthening the brand



## 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 milk and milk products to 30 lakh households





The Promise OF  Health And Happiness

*Thank You*

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