



25  
YEARS  
OF HERITAGE

Ref: SECT: STOC: 91 - 20

October 29, 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

Through: BSE Listing centre  
**Scrip Code: 519552**

Through: NEAPS  
**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/half year ended September 30, 2020, apart from that there are certain other information which is required to be known by our existing shareholders as well as prospective investors of the Company.

The copy of the disclosure is available in the website of the Company i.e. [www.heritagefoods.in](http://www.heritagefoods.in)

Kindly take the same on record and display the same on the website of your exchange to the benefit of the investor community.

Thanks & Regards

**For HERITAGE FOODS LIMITED**

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

Encl: a/a



**HERITAGE FOODS LIMITED**

CIN : L15209TG1992PLC014332

**AN ISO: 22000 CERTIFIED COMPANY**

Regd. Off: # 6-3-541/C, Panjagutta, Hyderabad - 500 082. Telangana, INDIA. Tel.: +91-40-23391221, 23391222, Fax: 23326789, 23318090

Email: [hfl@heritagefoods.in](mailto:hfl@heritagefoods.in), Website : [www.heritagefoods.in](http://www.heritagefoods.in)







## 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

- 28 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 13 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 in dairy products

### Key Strengths

- Strong relationships with over 3 lakh dairy farmers.
- Supplying milk and milk products to over 15 lakh households.

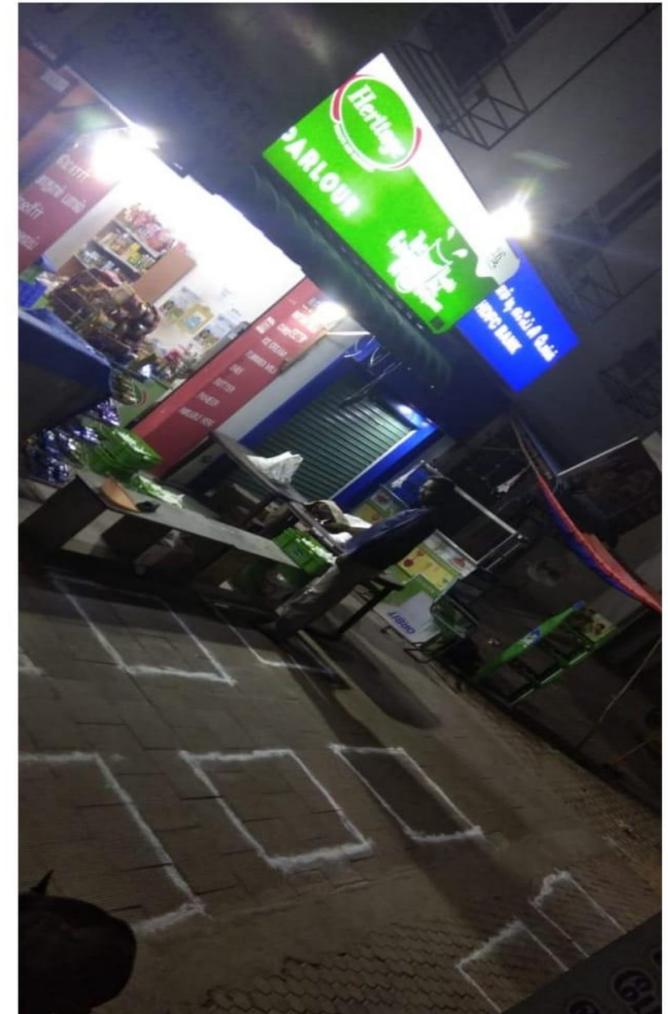
### Financial Strength

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

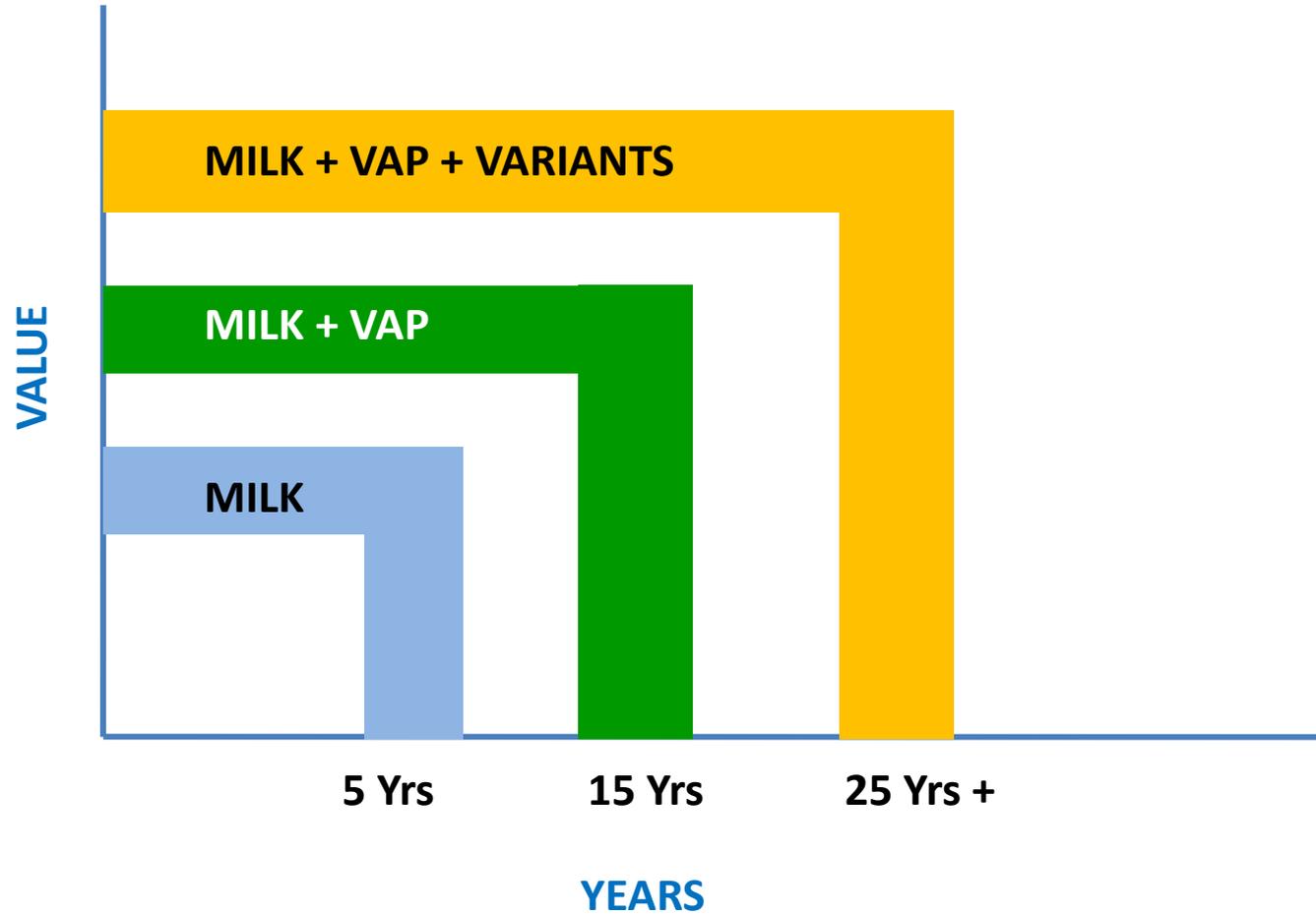
### 3. Impact of Covid-19



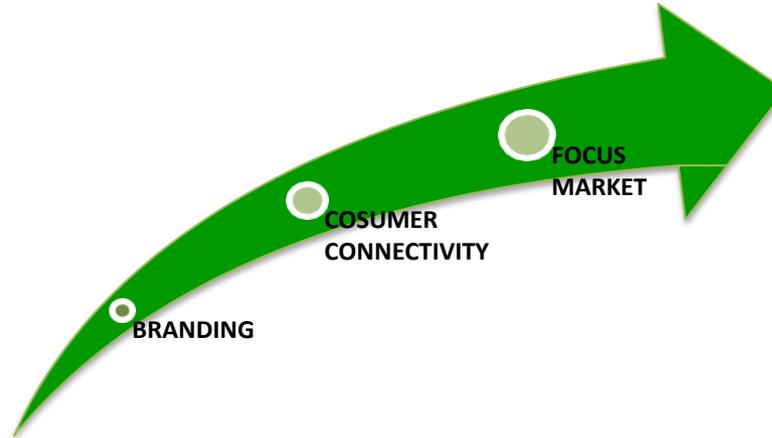
- Procured milk from all our farmers
- Ensured uninterrupted supplies to consumers
- Taken all steps to contain spread of Virus
- Maintenance of Social Distancing from Procurement to point of sale and at all work places
- Sanitizing the premises and vehicles on regular basis
- Procured Passes from Authorities where ever Required
- Ensured Supply Chain Management from Rural to Urban Areas
- Asking all employees to have Aarogya Setu App
- Enforcing wearing of masks and regular cleaning of hands
- There was no major business interruption wrt. procurement and sales
- Contributed Rs.1 Cr to fight against COVID-19 pandemic



## 4. Our Journey



# 5. Activities Segmentation



## BRANDING

- Bus & Bus Shelter Branding
- Dealer Board Branding
- Dealer Board Signage- Lit/ Non Lit
- Wall Painting
- Vehicle Painting
- Shop Painting
- Vizi Cooler
- Bottle Cooler
- Radio
- Digital Media

## CONSUMER CONNECTIVITY

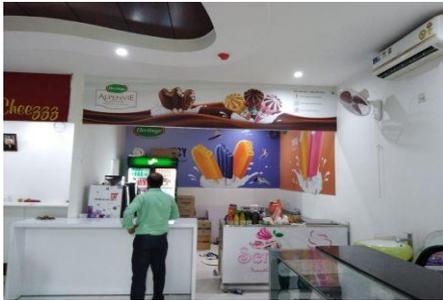
- Leaflet Distribution
- Poster & Banner
- Door to Door Activity
- Consumer Sampling at Retail Point
- Festivals/ Occasions

## FOCUS MARKETS

- Delhi
- Mumbai
- Chennai

Ad Sped –less than 1% of Topline

# 6. Branding



**Heritage**  
HEALTH AND HAPPINESS

**Curd**  
Now Every Day @Your Doorstep

NATURAL SOURCE OF CALCIUM

Your Best Friend For Health

**Heritage Total Curd**

Agent Name: \_\_\_\_\_ Mobile No: \_\_\_\_\_

www.heritagefoods.in

**Heritage** Milk & Milk Products

TIN, CUP, POUCH, STICK, CUP, SK, FTM & Special Milk

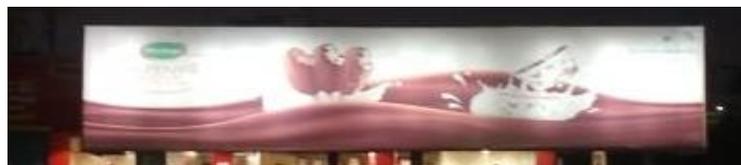
Buttermilk	Curd Pouch / Cup	Curd Bucket	Lassi / Ragi Lassi
Flavoured Milk	Paan	Butter	Cow Ghee
Butter Ghee	Sweets	Ice Cream/Frozen Dessert	

Our Quality Certificates

ISO 9001:2015, FSSAI, HACCP, GMP, ISO 22000:2018

Heritage Foods Limited

M/S & S.A.C. (P) Private Limited, Hyderabad. The Heritage Foods Group of Companies. For more information visit us at www.heritagefoods.in



# 7. Consumer Connect



# 8. Focus Markets



## DELHI NCR

- Retailer Board and Flange installation
- In Shop promotion
- Community connect
- Digitally geo-targeting through Heritage Bytes

## MUMBAI

- Opened new HDCs in Koparkhairane & Kharghar
- Vizi-cooler deployment
- Digital geo targeting through Heritage Bytes

## CHENNAI

- Roadshow under HDC's to create awareness, increase width & depth of distribution & range selling

### Heritage Privilege Card Activity

- Started in June'19
- Households Enrolled 3800
- Retained 2600 with volume of 1200 LPD
- Post HPC offer, retained 1200 with 650 LPD



## 9. Consolidated Financial Highlights – Q2FY21



	Rupees	Growth %
Revenue	610.03 Cr	-10.24 %
EBITDA	88.99 Cr	257.68 %
PBT	22.01 Cr	222.25 %
PAT	2.70 Cr	-74.67 %

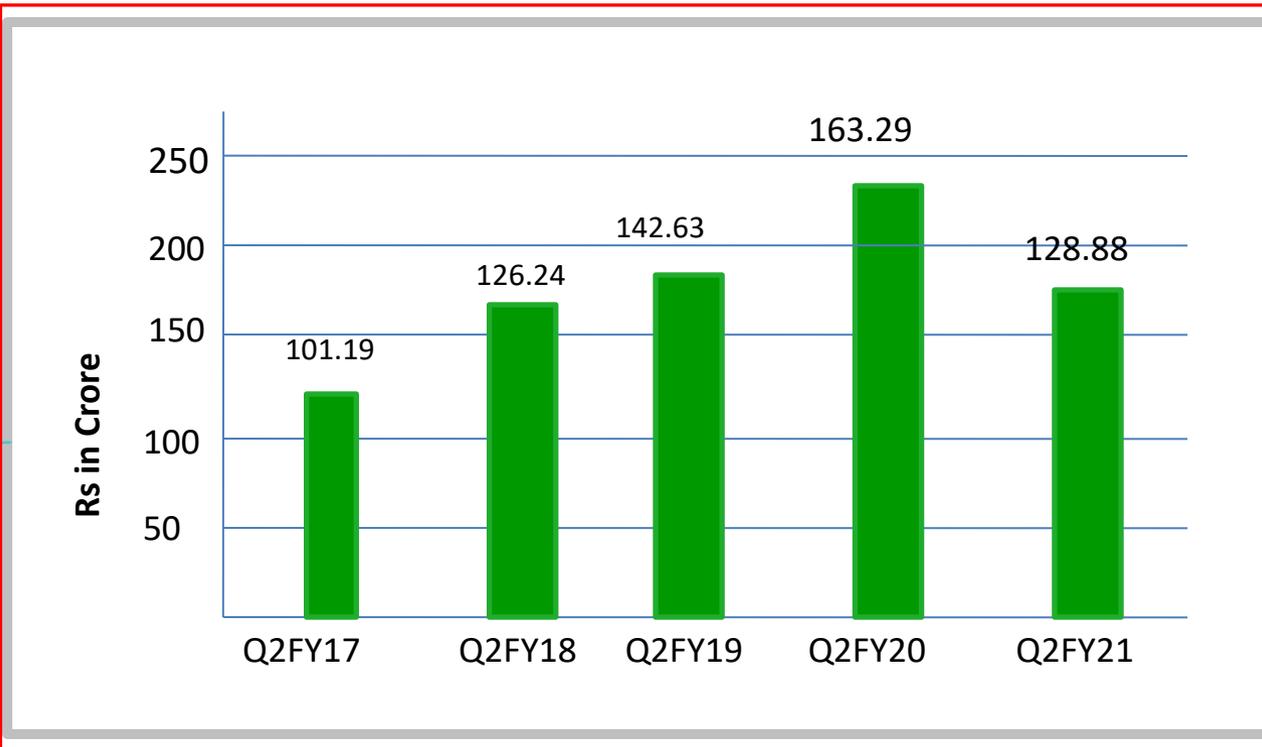
# 10. Standalone Financials –Q2FY21, Q2FY20



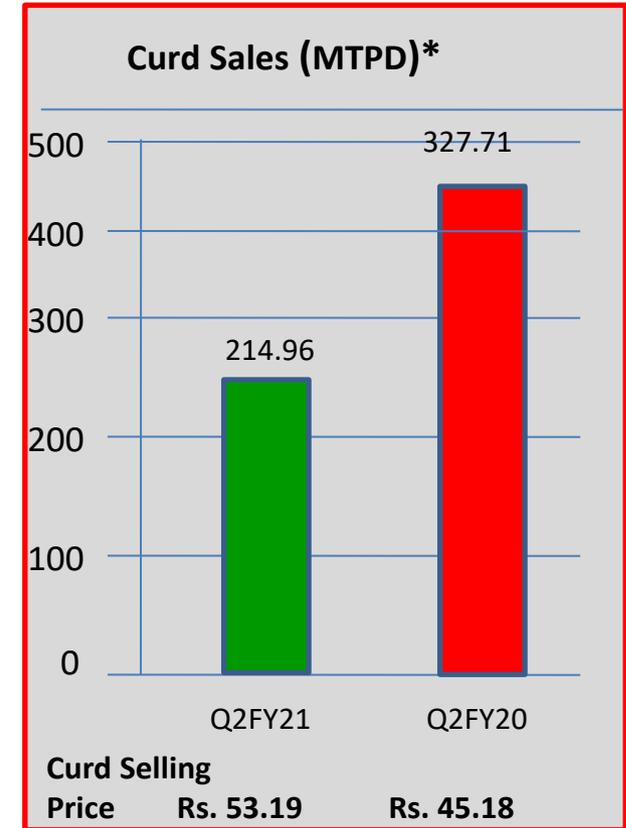
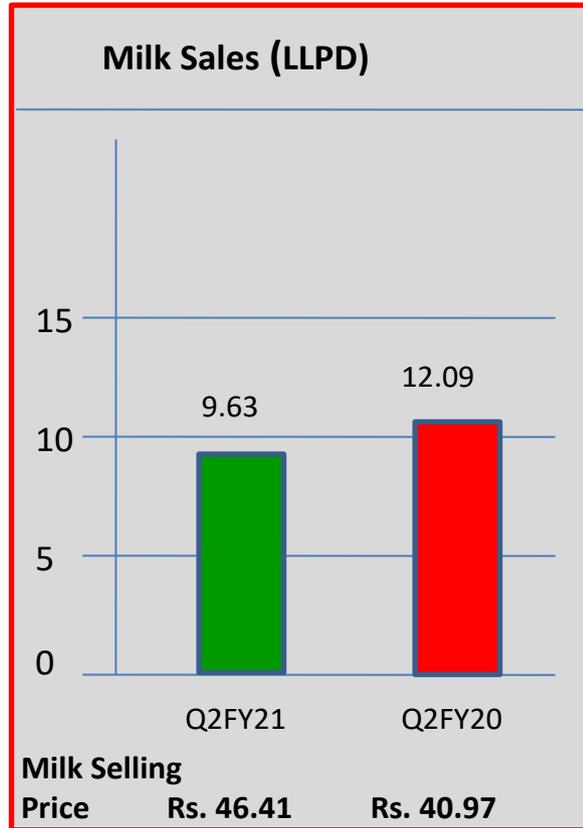
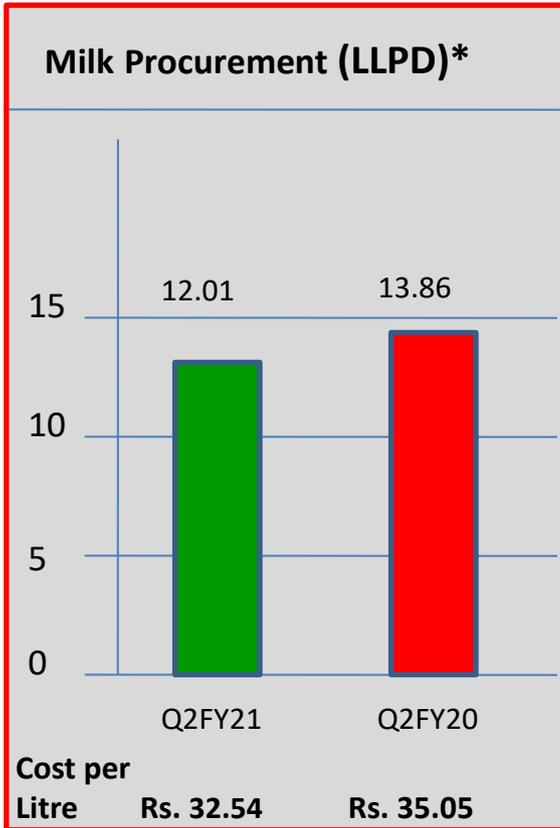
Financial Highlights		
	Q2FY21	Q2FY20
(Rs in crores)		
<b>Net Turnover</b>		
Dairy	593.20	665.38
RE	1.98	3.00
<b>EBITDA</b>		
Dairy	84.34	24.71
RE	1.57	2.70
<b>PBT</b>		
Dairy	70.83	9.09
RE	0.30	1.27
<b>Dairy Margins</b>		
EBITDA	14.22%	3.71%
PBT	11.94%	1.37%



# 11. Growth in VAP



# 12. Procurement & Sales



\*LLPD: Lakh Liters Per Day

\*MTPD: Metric Tonnes Per Day

# 13. Heritage Nutrivet Limited

(A Wholly Owned Subsidiary Company)



(Rs in Lakh)

Particulars	Q2FY21	Q2FY20
Turnover	3064	3071
EBITDA	352	137
PBT	253	34



# 14. Standalone Financial Results Q2 FY21

Amount in lakhs of ₹ unless otherwise stated



Sl. No	Particulars	Quarter ended			Six months ended		Year ended
		30.09.2020 (Unaudited)	30.06.2020 (Unaudited)	30.09.2019 (Unaudited)	30.09.2020 (Unaudited)	30.09.2019 (Unaudited)	31.03.2020 (Audited)
<b>1</b>	<b>Revenue</b>						
	a. Revenue from operations	59,331.91	61,973.24	66,559.10	1,21,305.15	1,37,642.34	2,68,110.63
	b. Other income	184.38	166.22	306.79	350.61	553.71	832.39
	c. Fair value gain on fair value through profit or loss (FVTPL) equity securities	-	6,686.92	-	1,562.75	-	-
	d. Gain due to changes in fair value of derivative liabilities	-	-	14,006.63	-	10,372.09	29,448.87
	<b>Total income</b>	<b>59,516.29</b>	<b>68,826.38</b>	<b>80,872.52</b>	<b>1,23,218.51</b>	<b>1,48,568.14</b>	<b>2,98,391.89</b>
<b>2</b>	<b>Expenses</b>						
	a. Cost of materials consumed	40,388.49	48,377.90	53,145.80	88,766.39	1,07,229.19	2,15,052.77
	b. Purchases of stock-in-trade	1,386.43	1,618.46	1,537.43	3,004.89	3,429.28	6,053.54
	c. Changes in inventories of finished goods, semi finished goods, stock-in-trade and work-in-progress	640.77	(1,498.33)	703.84	(857.56)	1,850.97	(1,319.75)
	d. Employee benefits expenses	4,312.93	3,994.79	3,731.95	8,307.72	7,661.76	14,956.81
	e. Finance costs	438.48	585.90	475.60	1,024.38	989.01	2,080.72
	f. Depreciation and amortization expense	1,051.01	1,134.97	1,242.37	2,185.98	2,449.91	4,803.59
	g. Impairment losses	-	190.33	6.01	190.33	6.01	74.25
	h. Other expenses	4,185.14	4,134.82	4,987.09	8,319.96	10,216.79	19,997.04
	i. Fair value loss on FVTPL equity securities	5,124.17	-	14,006.63	-	10,372.09	51,160.56
	<b>Total expenses</b>	<b>57,527.42</b>	<b>58,538.84</b>	<b>79,836.72</b>	<b>1,10,942.09</b>	<b>1,44,205.01</b>	<b>3,12,859.53</b>
<b>3</b>	<b>Profit/(loss) before tax</b>	<b>1,988.87</b>	<b>10,287.54</b>	<b>1,035.80</b>	<b>12,276.42</b>	<b>4,363.13</b>	<b>(14,467.64)</b>
<b>4</b>	<b>Tax expense</b>						
	a. Current tax expense	1,844.26	1,012.44	(67.95)	2,856.70	1,074.05	1,850.47
	b. Deferred tax expense/(benefit), net	45.33	(120.48)	(300.37)	(75.15)	(286.40)	(317.67)
<b>5</b>	<b>Profit/(loss) for the period/year</b>	<b>99.28</b>	<b>9,395.58</b>	<b>1,404.12</b>	<b>9,494.87</b>	<b>3,575.48</b>	<b>(16,000.44)</b>
<b>6</b>	<b>Other comprehensive income (OCI)</b>						
	<b>(a) Items that will not be reclassified to profit or loss</b>						
	(i) Re-measurement gain/(loss) on defined benefit plan, net of tax	(13.69)	(13.68)	(39.60)	(27.37)	(79.20)	(54.73)
	(ii) Net gain/(loss) on fair value through OCI equity securities	(1,707.76)	2,229.57	(4,670.77)	521.81	(3,458.98)	(17,059.90)
	<b>(b) Items that will be reclassified to profit or loss</b>	-	-	-	-	-	-
<b>7</b>	<b>Total comprehensive income/(loss) for the period/year</b>	<b>(1,622.17)</b>	<b>11,611.47</b>	<b>(3,306.25)</b>	<b>9,989.31</b>	<b>37.30</b>	<b>(33,115.07)</b>
<b>8</b>	Paid up Equity share capital (face value of ₹5 each)	2,319.90	2,319.90	2,319.90	2,319.90	2,319.90	2,319.90
<b>9</b>	Other equity						43,913.17
<b>10</b>	<b>Earnings per equity share ("EPES")</b>						
	(1) Basic EPES (not annualised) (in absolute ₹ terms)	0.21	20.25	3.03	20.46	7.71	(34.49)
	(2) Diluted EPES (not annualised) (in absolute ₹ terms)	0.21	20.25	3.03	20.46	7.71	(34.49)

# 15. Standalone Balance Sheet Q2FY21

Amount in lakhs of ₹ unless otherwise stated



Particulars	As at	
	30 September 2020	31 March 2020
	(Unaudited)	(Audited)
<b>ASSETS</b>		
<b>Non-current assets</b>		
(a) Property, plant and equipment	41,624.21	42,650.55
(b) Capital work-in-progress	9,189.34	7,551.23
(c) Investment property	458.08	585.05
(d) Other intangible assets	349.46	611.34
(e) Intangible assets under development	139.26	158.14
(f) Investment in subsidiary, joint venture and associate	4,668.70	4,180.30
(g) Financial assets		
(i) Investments	27.95	14,413.65
(ii) Loans	509.44	507.94
(iii) Other financial assets	47.62	47.13
(h) Other non-current assets	302.97	290.87
<b>Total Non-Current Assets</b>	<b>57,317.03</b>	<b>70,996.20</b>
<b>Current assets</b>		
(a) Inventories	12,818.76	13,636.82
(b) Financial Assets		
(i) Investments	15,971.29	0.37
(ii) Trade receivables	1,509.45	2,109.49
(iii) Cash and cash equivalents	6,656.01	5,332.33
(iv) Bank balances other than (iii) above	168.00	171.03
(v) Loans	259.12	281.87
(vi) Other financial assets	140.39	39.48
(c) Current tax assets (net)	-	123.17
(d) Other current assets	1,390.91	1,394.03
(e) Disposable group - assets held for sale	12.13	2,100.21
<b>Total Current Assets</b>	<b>38,926.06</b>	<b>25,188.80</b>
<b>Total Assets</b>	<b>96,243.09</b>	<b>96,185.00</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
(a) Equity share capital	2,319.90	2,319.90
(b) Other equity	52,742.60	43,913.17
<b>Total Equity</b>	<b>55,062.50</b>	<b>46,233.07</b>



Cont..

# 15. Standalone Balance Sheet Q2FY21

Amount in lakhs of ₹ unless otherwise stated



Particulars	As at	
	30 September 2020	31 March 2020
	(Unaudited)	(Audited)
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
(a) Financial liabilities		
(i) Borrowings	14,267.11	16,013.14
(ii) Other financial liabilities	383.58	433.22
(b) Provisions	944.41	796.18
(c) Government grant	270.09	6.29
(d) Deferred tax liabilities (net)	2,207.81	2,292.16
<b>Total non-current liabilities</b>	<b>18,073.00</b>	<b>19,540.99</b>
<b>Current liabilities</b>		
(a) Financial liabilities		
(i) Borrowings	-	8,317.30
(ii) Trade payables		
- total outstanding dues of micro and small enterprises;	302.70	523.89
- total outstanding dues of creditors other than micro and small enterprises	4,393.18	5,161.36
(iii) Other financial liabilities	15,230.63	14,653.02
(b) Other current liabilities	785.52	653.92
(c) Government grant	2.24	1.36
(d) Provisions	1,327.38	1,100.09
(e) Current tax liabilities (net)	1,065.94	-
<b>Total current liabilities</b>	<b>23,107.59</b>	<b>30,410.94</b>
<b>Total equity and liabilities</b>	<b>96,243.09</b>	<b>96,185.00</b>



# 16. Standalone Cash Flow Statement Q2FY21

Amount in lakhs of ₹ unless otherwise stated



Particulars	For six months ended		For the year ended
	30 September 2020 (Unaudited)	30 September 2019 (Unaudited)	31 March 2020 (Audited)
<b>Cash flows from operating activities</b>			
Profit/(loss) before tax	12,276.42	4,363.13	(14,467.64)
<b>Adjustments:</b>			
Fair value loss/(gain) on FVTPL equity securities	(1,562.75)	10,372.09	51,160.56
Gain due to changes in fair value of derivative liabilities	-	(10,372.09)	(29,448.87)
Depreciation and amortization expense	2,185.98	2,449.91	4,803.59
Impairment losses	190.33	6.01	74.25
Provision for doubtful advances	3.11	2.13	-
Provision for doubtful debts	13.45	11.35	48.49
Advances written off	3.87	-	4.63
Loss/(Profit) on sale of Property, plant and equipment ("PPE")	(35.30)	37.16	70.59
Amortisation of government grants	(3.75)	(0.68)	(1.36)
Provisions no longer required/ credit balances written back	(47.03)	(92.63)	(166.87)
Interest income	(13.65)	(20.12)	(33.67)
Interest expenses	1,009.66	979.80	2,002.77
Guarantee income	(14.63)	(11.35)	(25.83)
Lease income	(60.35)	(82.03)	(173.98)
Dividend income	-	(4.00)	(4.00)
<b>Operating profits before working capital changes</b>	<b>13,945.36</b>	<b>7,638.68</b>	<b>13,842.66</b>
<b>Movements in working capital:</b>			
Changes in inventories	818.06	5,902.93	(433.49)
Changes in trade receivables	586.59	2,457.06	1,838.77
Changes in loans	21.25	(77.34)	(115.75)
Changes in other assets	1.61	(36.76)	(282.48)
Changes in other financial assets	(100.34)	48.44	52.75
Changes in trade payables	(989.37)	(867.77)	(589.45)
Changes in provisions	338.95	120.83	326.43
Changes in other financial liabilities	1,311.73	(252.03)	(379.26)
Changes in other liabilities	131.60	500.74	97.44
<b>Cash generated from operating activities</b>	<b>16,065.44</b>	<b>15,434.78</b>	<b>14,357.62</b>
Income-taxes paid, net	(1,667.52)	(1,746.55)	(1,916.18)
<b>Net cash generated from operating activities (A)</b>	<b>14,397.92</b>	<b>13,688.23</b>	<b>12,441.44</b>



Cont..

# 16. Standalone Cash Flow Statement Q2FY21

Amount in lakhs of ₹ unless otherwise stated



Particulars	For six months ended		For the year ended
	30 September 2020	30 September 2019	31 March 2020
	(Unaudited)	(Unaudited)	(Audited)
<b>Cash flows from investing activities</b>			
Purchase of PPE and other intangible assets, including CWIP and intangible assets under development	(3,712.39)	(4,624.17)	(10,297.16)
Proceeds from sale of PPE	2,260.88	126.71	352.89
(Purchase)/ Sale of investments	499.34	(0.05)	(0.10)
Investment in joint venture	(400.00)	-	-
Investment in subsidiary	-	(750.00)	(750.00)
Interest received	22.08	26.90	32.09
Movement in other bank balances, net	2.89	118.33	121.28
Receipts of government grants	268.42	-	-
Rent received	51.00	78.13	166.88
Dividend received	-	4.00	4.00
<b>Net cash used in investing activities (B)</b>	<b>(1,007.78)</b>	<b>(5,020.15)</b>	<b>(10,370.12)</b>
<b>Cash flows from financing activities</b>			
Proceeds from long term borrowings	1,829.88	2,136.34	5,032.77
Repayment of long term borrowings	(3,142.69)	(1,822.45)	(3,699.54)
Lease rentals paid	(166.09)	(146.63)	(317.88)
Interest paid	(1,110.31)	(972.27)	(1,990.01)
Dividend paid including dividend distribution tax	(1,159.95)	(1,118.70)	(1,118.70)
<b>Net cash used in financing activities (C)</b>	<b>(3,749.16)</b>	<b>(1,923.71)</b>	<b>(2,093.36)</b>
<b>Net increase/(decrease) in cash and cash equivalents during the period/year (A + B + C)</b>	<b>9,640.98</b>	<b>6,744.37</b>	<b>(22.04)</b>
Cash and cash equivalents at the beginning of the period/year	(2,984.97)	(2,962.93)	(2,962.93)
<b>Cash and cash equivalents at the end of the period/year (Note 1)</b>	<b>6,656.01</b>	<b>3,781.44</b>	<b>(2,984.97)</b>
<b>Note 1:</b>			
<b>Cash and cash equivalents includes</b>			
Cash on hand	268.36	329.42	358.53
Balances with banks in current accounts	6,387.65	6,154.56	4,973.80
Loans repayable on demand from banks	-	(2,702.54)	(8,317.30)
	<b>6,656.01</b>	<b>3,781.44</b>	<b>(2,984.97)</b>



# 17. Standalone Segment Information Q2 FY21

Amount in lakhs of ₹ unless otherwise stated



Sl. No	Particulars	Quarter ended			Six months ended		Year ended
		30.09.2020 (Unaudited)	30.06.2020 (Unaudited)	30.09.2019 (Unaudited)	30.09.2020 (Unaudited)	30.09.2019 (Unaudited)	31.03.2020 (Audited)
<b>1</b>	<b>Segment revenue</b>						
	a. Dairy	59,319.65	61,955.28	66,489.34	1,21,274.93	1,37,482.56	2,67,767.46
	b. Renewable energy	198.12	192.10	300.22	390.22	559.04	938.72
	c. Others	-	-	49.00	-	104.50	176.87
	<b>Total</b>	<b>59,517.77</b>	<b>62,147.38</b>	<b>66,838.56</b>	<b>1,21,665.15</b>	<b>1,38,146.10</b>	<b>2,68,883.05</b>
	Less: Inter segment revenue	185.86	174.14	279.46	360.00	503.76	772.42
	<b>Income from operations</b>	<b>59,331.91</b>	<b>61,973.24</b>	<b>66,559.10</b>	<b>1,21,305.15</b>	<b>1,37,642.34</b>	<b>2,68,110.63</b>
<b>2</b>	<b>Segment results</b>						
	Profit before finance costs, tax and other un-allocable items						
	a. Dairy	7,500.79	4,219.63	1,364.20	11,720.42	5,090.02	9,026.63
	b. Renewable energy	74.74	50.60	187.44	125.35	330.27	442.84
	c. Others	-	-	3.98	-	7.77	14.55
	<b>Total</b>	<b>7,575.53</b>	<b>4,270.23</b>	<b>1,555.62</b>	<b>11,845.77</b>	<b>5,428.06</b>	<b>9,484.02</b>
	Less: i. Finance costs	438.48	585.90	475.60	1,024.38	989.01	2,080.72
	ii. Other un-allocable expenses	5,159.37	100.80	14,062.32	136.00	10,483.47	51,383.31
	Add: i. Interest income	11.19	17.09	7.48	28.28	31.47	59.50
	ii. Other un-allocable income	-	6,686.92	14,010.62	1,562.75	10,376.08	29,452.87
	<b>Profit/(loss) before tax</b>	<b>1,988.87</b>	<b>10,287.54</b>	<b>1,035.80</b>	<b>12,276.42</b>	<b>4,363.13</b>	<b>(14,467.64)</b>
<b>3</b>	<b>Segment assets</b>						
	a. Dairy	62,377.66	62,565.68	53,405.42	62,377.66	53,405.42	65,436.72
	b. Renewable energy	5,947.65	5,918.16	6,213.06	5,947.65	6,213.06	6,027.09
	c. Others	-	-	21.72	-	21.72	-
	d. Unallocated	27,917.78	34,145.11	80,923.97	27,917.78	80,923.97	24,721.18
	<b>Total</b>	<b>96,243.09</b>	<b>1,02,628.95</b>	<b>1,40,564.17</b>	<b>96,243.09</b>	<b>1,40,564.17</b>	<b>96,184.99</b>
<b>4</b>	<b>Segment liabilities</b>						
	a. Dairy	35,636.99	39,844.76	37,063.07	35,636.99	37,063.07	45,209.71
	b. Renewable energy	2,029.23	2,073.31	2,602.51	2,029.23	2,602.51	2,209.10
	c. Others	-	-	-	-	-	-
	d. Unallocated	3,514.37	2,866.34	21,512.46	3,514.37	21,512.46	2,533.11
	<b>Total</b>	<b>41,180.59</b>	<b>44,784.41</b>	<b>61,178.04</b>	<b>41,180.59</b>	<b>61,178.04</b>	<b>49,951.92</b>

# 18. Standalone Notes Q2 FY21

Amount in lakhs of ₹ unless otherwise stated



- The unaudited standalone financial results for the quarter and six months ended 30 September 2020 were reviewed by the Audit Committee and approved by the Board of Directors of the Company at their meetings held on 28 October 2020.
- The standalone financial results have been prepared in accordance with Indian Accounting Standards ('Ind AS') prescribed under Section 133 of the Companies Act, 2013 read with relevant rules thereunder and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) and SEBI circular dated 5th July, 2016.
- As per Ind AS 108- Operating Segments, the management has identified Dairy and renewable energy as reportable segments.
- The profit/(loss) for the period/year has impacted significantly due to material fluctuations in the fair value of specified investments and the corresponding derivative liabilities. The table below provides additional information relating to profit after tax and EPES, excluding the impact of such unusual fluctuations:

	Quarter ended 30.09.2020 (Unaudited)	Quarter ended 30.06.2020 (Unaudited)	Quarter ended 30.09.2019 (Unaudited)	Six months ended 30.09.2020 (Unaudited)	Six months ended 30.09.2019 (Unaudited)	Year ended 31.03.2020 (Audited)
<b>Profit/(loss) for the period/year</b>	99.28	9,395.58	1,404.12	9,494.87	3,575.48	(16,000.44)
<b>Adjustment:</b>						
Gains/(losses) due to fair value changes	(5,124.17)	6,686.92	-	1,562.75	-	(21,711.69)
<b>Profit for the period/year after above adjustment</b>	<b>5,223.45</b>	<b>2,708.66</b>	<b>1,404.12</b>	<b>7,932.12</b>	<b>3,575.48</b>	<b>5,711.25</b>
<b>Core business EPES (not annualised) (in absolute ₹ terms)</b>	11.26	5.84	3.03	17.10	7.71	12.31

- The Company has considered internal and certain external sources of information including credit reports, economic forecasts and industry reports up to the date of approval of the standalone financial results in determining the impact on various elements of its standalone financial results due to COVID-19 pandemic. The Company has used the principles of prudence in applying judgments, estimates and assumptions including sensitivity analysis and based on the current estimates, the Company expects to fully recover the carrying amount of its trade receivables, inventories, other financial assets and other current assets. The eventual outcome of impact of the global health pandemic may be different from those estimated as on the date of approval of these standalone financial results.
- Shareholders at the Annual General Meeting held on 28 August 2020 approved dividend of ₹2.5 per equity share of the face value of ₹5 per equity share for the year ended 31 March 2020, which was subsequently paid during the quarter ended 30 September 2020.
- The Indian Parliament has approved the Code on Social Security, 2020 ('Code') which, inter alia, deals with employee benefits during employment and post employment. The Code has been published in the Gazette of India. The effective date of the Code is yet to be notified and the rules for quantifying the financial impact are also yet to be issued. In view of this, the impact of the change, if any, will be assessed and recognised post notification of the relevant provisions.
- Figures of previous period/year have been regrouped/rearranged wherever necessary.

# 19. Consolidated Financial Results Q2FY21

Amount in lakhs of ₹ unless otherwise stated



Sl. No	Particulars	Quarter ended			Six months ended		Year ended
		30.09.2020 (Unaudited)	30.06.2020 (Unaudited)	30.09.2019 (Unaudited)	30.09.2020 (Unaudited)	30.09.2019 (Unaudited)	31.03.2020 (Audited)
<b>1</b>	<b>Revenue</b>						
	a. Revenue from operations	61,002.57	63,880.92	67,958.97	1,24,883.49	1,40,083.35	2,72,590.43
	b. Other income	177.49	160.93	312.34	338.42	561.89	886.74
	c. Fair value gain on FVTPL equity securities	-	6,686.92	-	1,562.75	-	-
	d. Gain due to changes in fair value of derivative liabilities	-	-	14,006.63	-	10,372.09	29,448.87
	<b>Total income</b>	<b>61,180.06</b>	<b>70,728.77</b>	<b>82,277.94</b>	<b>1,26,784.66</b>	<b>1,51,017.33</b>	<b>3,02,926.04</b>
<b>2</b>	<b>Expenses</b>						
	a. Cost of materials consumed	41,964.39	50,208.68	55,456.75	92,173.07	1,11,584.61	2,22,634.13
	b. Purchases of stock-in-trade	710.89	730.54	246.66	1,441.43	807.39	1,196.74
	c. Changes in inventories of finished goods, semi finished goods, stock-in-trade and work-in-progress	601.91	(1,439.89)	700.01	(837.98)	1,781.65	(1,375.18)
	d. Employee benefits expenses	4,498.14	4,162.60	3,929.58	8,660.74	8,023.21	15,639.03
	e. Finance costs	477.78	627.08	523.71	1,104.86	1,078.16	2,263.36
	f. Depreciation and amortization expense	1,105.28	1,188.66	1,293.93	2,293.94	2,550.44	5,013.21
	g. Impairment losses	-	190.33	6.01	190.33	6.01	74.25
	h. Other expenses	4,468.27	4,424.53	5,408.79	8,892.80	11,038.98	21,567.55
	i. Fair value loss on FVTPL equity securities	5,124.17	-	14,006.63	-	10,372.09	51,160.56
	<b>Total expenses</b>	<b>58,950.83</b>	<b>60,092.53</b>	<b>81,572.07</b>	<b>1,13,919.19</b>	<b>1,47,242.54</b>	<b>3,18,173.65</b>
<b>3</b>	<b>Profit/(loss) before share of loss of an associate and a joint venture from continuing operations</b>	<b>2,229.23</b>	<b>10,636.24</b>	<b>705.87</b>	<b>12,865.47</b>	<b>3,774.79</b>	<b>(15,247.61)</b>
<b>4</b>	Share of loss of an associate and a joint venture	28.69	19.33	22.50	48.02	35.28	90.11
<b>5</b>	<b>Profit/(loss) before tax from continuing operations</b>	<b>2,200.54</b>	<b>10,616.91</b>	<b>683.37</b>	<b>12,817.45</b>	<b>3,739.51</b>	<b>(15,337.72)</b>
<b>6</b>	<b>Tax expense</b>						
	a. Current tax expense/(benefit)	1,869.69	1,087.01	(67.89)	2,956.70	1,074.11	1,859.35
	b. Deferred tax expense/(benefit), net	60.59	(80.02)	(314.95)	(19.43)	(285.48)	(324.75)
<b>7</b>	<b>Profit/(loss) for the period/year from continuing operations</b>	<b>270.26</b>	<b>9,609.92</b>	<b>1,066.21</b>	<b>9,880.18</b>	<b>2,950.88</b>	<b>(16,872.32)</b>
<b>8</b>	<b>Discontinued operations</b>						
	a. Profit/(loss) before tax	(23.32)	(65.69)	2.61	(89.00)	(72.04)	(67.70)
	b. Tax expense	-	-	-	-	-	-
<b>9</b>	<b>Profit/(loss) for the period/year from discontinued operations</b>	<b>(23.32)</b>	<b>(65.69)</b>	<b>2.61</b>	<b>(89.00)</b>	<b>(72.04)</b>	<b>(67.70)</b>
<b>10</b>	<b>Profit/(loss) for the period/year</b>	<b>246.94</b>	<b>9,544.23</b>	<b>1,068.82</b>	<b>9,791.18</b>	<b>2,878.84</b>	<b>(16,940.02)</b>

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# 19. Consolidated Financial Results Q2FY21

Amount in lakhs of ₹ unless otherwise stated



Sl. No	Particulars	Quarter ended			Six months ended		Year ended
		30.09.2020 (Unaudited)	30.06.2020 (Unaudited)	30.09.2019 (Unaudited)	30.09.2020 (Unaudited)	30.09.2019 (Unaudited)	31.03.2020 (Audited)
11	<b>Other comprehensive income (OCI)</b>						
	<b>(a) Items that will not be reclassified to profit or loss</b>						
	(i) Re-measurement gain/(loss) on defined benefit plan, net of tax	(13.69)	(13.68)	(39.60)	(27.37)	(79.20)	(58.28)
	(ii) Net gain/(loss) on fair value through OCI equity securities	(1,707.76)	2,229.57	(4,670.77)	521.81	(3,458.98)	(17,059.90)
	<b>(b) Items that will be reclassified to profit or loss</b>	-	-	-	-	-	-
12	<b>Total comprehensive income/ (loss) for the period/year</b>	<b>(1,474.51)</b>	<b>11,760.12</b>	<b>(3,641.55)</b>	<b>10,285.62</b>	<b>(659.34)</b>	<b>(34,058.20)</b>
13	<b>Profit/(loss) for the period/year from continuing operations attributable to:</b>						
	- Owners of the parent	290.89	9,640.91	1,425.95	9,931.79	3,427.28	(16,031.23)
	- Non-controlling interest	(20.63)	(30.99)	(359.74)	(51.61)	(476.40)	(841.09)
14	<b>Profit/(loss) for the period/year from discontinued operations attributable to:</b>						
	- Owners of the parent	-	-	-	-	-	-
	- Non-controlling interest	(23.32)	(65.69)	2.61	(89.00)	(72.04)	(67.70)
15	<b>Total Profit/(loss) for the period/year attributable to:</b>						
	- Owners of the parent	290.89	9,640.91	1,425.95	9,931.79	3,427.28	(16,031.23)
	- Non-controlling interest	(43.95)	(96.68)	(357.13)	(140.61)	(548.44)	(908.79)
16	<b>Other comprehensive income/(loss) for the period/year attributable to:</b>						
	- Owners of the parent	(1,721.45)	2,215.89	(4,710.37)	494.44	(3,538.18)	(17,118.18)
	- Non-controlling interest	-	-	-	-	-	-
17	<b>Total comprehensive income/(loss) for the period/year attributable to:</b>						
	- Owners of the parent	(1,430.56)	11,856.80	(3,284.42)	10,426.23	(110.90)	(33,149.41)
	- Non-controlling interest	(43.95)	(96.68)	(357.13)	(140.61)	(548.44)	(908.79)
18	Paid up Equity share capital (face value of ₹5 each)	2,319.90	2,319.90	2,319.90	2,319.90	2,319.90	2,319.90
19	Other equity (attributable to the Owners of the Company)						43,638.49
20	<b>Earnings per equity share("EPES") for continuing operations</b>						
	(1) Basic EPES (not annualised) (in absolute ₹ terms)	0.63	20.78	3.07	21.41	7.39	(34.55)
	(2) Diluted EPES (not annualised) (in absolute ₹ terms)	0.63	20.78	3.07	21.41	7.39	(34.55)
21	<b>EPES for discontinued operations</b>						
	(1) Basic EPES (not annualised) (in absolute ₹ terms)	-	-	-	-	-	-
	(2) Diluted EPES (not annualised) (in absolute ₹ terms)	-	-	-	-	-	-
22	<b>EPES for continuing and discontinued operations</b>						
	(1) Basic EPES (not annualised) (in absolute ₹ terms)	0.63	20.78	3.07	21.41	7.39	(34.55)
	(2) Diluted EPES (not annualised) (in absolute ₹ terms)	0.63	20.78	3.07	21.41	7.39	(34.55)

# 20. Consolidated Balance Sheet Q2FY21

Amount in lakhs of ₹ unless otherwise stated



Particulars	As at	
	30 September 2020	31 March 2020
<b>ASSETS</b>		
<b>Non-current assets</b>		
(a) Property, plant and equipment	45,790.70	46,912.67
(b) Capital work-in-progress	9,212.25	7,571.61
(c) Investment property	458.08	585.05
(d) Other intangible assets	349.45	611.34
(e) Intangible assets under development	139.26	158.14
(f) Investment in joint venture and associate	1,248.36	817.98
(g) Financial assets		
(i) Investments	27.95	14,413.65
(ii) Loans	539.96	538.46
(iii) Other financial assets	53.02	52.36
(h) Other non-current assets	302.97	290.87
<b>Total Non-Current Assets</b>	<b>58,122.00</b>	<b>71,952.13</b>
<b>Current assets</b>		
(a) Inventories	13,803.94	14,467.48
(b) Financial Assets		
(i) Investments	15,971.27	0.37
(ii) Trade receivables	1,579.15	2,189.24
(iii) Cash and cash equivalents	6,832.89	5,583.39
(iv) Bank balances other than (iii) above	195.10	241.26
(v) Loans	259.67	282.44
(vi) Other financial assets	140.74	42.07
(c) Current tax assets (net)	-	137.73
(d) Other current assets	1,687.50	1,665.11
(e) Disposable group - Assets held for sale	82.15	2,259.36
<b>Total Current Assets</b>	<b>40,552.41</b>	<b>26,868.45</b>
<b>Total Assets</b>	<b>98,674.41</b>	<b>98,820.58</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
(a) Equity share capital	2,319.90	2,319.90
(b) Other equity	52,904.75	43,638.49
<b>Equity Attributable to the Owners of the Company</b>	<b>55,224.65</b>	<b>45,958.39</b>
Non-controlling interest	73.52	215.17
<b>Total Equity</b>	<b>55,298.17</b>	<b>46,173.56</b>



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## 20. Consolidated Balance Sheet Q2FY21

Amount in lakhs of ₹ unless otherwise stated



Particulars	As at	
	30 September 2020	31 March 2020
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
(a) Financial liabilities		
(i) Borrowings	15,320.24	17,222.52
(ii) Other financial liabilities	349.52	393.29
(b) Provisions	968.33	820.10
(c) Government grant	270.09	6.29
(d) Deferred tax liabilities (net)	2,207.14	2,235.77
<b>Total non-current liabilities</b>	<b>19,115.32</b>	<b>20,677.97</b>
<b>Current liabilities</b>		
(a) Financial liabilities		
(i) Borrowings	-	8,844.06
(ii) Trade payables		
- total outstanding dues of micro and small enterprises;	302.70	530.58
- total outstanding dues of creditors other than micro and small enterprises	4,788.37	5,464.30
(iii) Other financial liabilities	15,776.86	15,160.15
(b) Other current liabilities	928.63	803.57
(c) Government grant	2.23	1.36
(d) Provisions	1,345.36	1,124.71
(e) Current tax liabilities (net)	1,076.57	-
(f) Disposable group - liabilities related to assets held for sale	40.20	40.32
<b>Total current liabilities</b>	<b>24,260.92</b>	<b>31,969.05</b>
<b>Total equity and liabilities</b>	<b>98,674.41</b>	<b>98,820.58</b>



# 21. Consolidated Cash Flow Statement Q2FY21

Amount in lakhs of ₹ unless otherwise stated



	For six months ended		For the year ended
	30 September 2020 (Unaudited)	30 September 2019 (Unaudited)	31 March 2020 (Audited)
<b>Cash flows from operating activities</b>			
Profit/(loss) before tax from continuing operations	12,817.45	3,739.51	(15,337.72)
<b>Adjustments:</b>			
Fair value (gain)/loss on FVTPL equity securities	(1,562.75)	10,372.09	51,160.56
(Gain)/loss due to changes in fair value of derivative liabilities	-	(10,372.09)	(29,448.87)
Depreciation and amortization expense	2,293.94	2,550.44	5,013.21
Impairment losses	190.33	6.01	74.25
Provision for doubtful advances	3.11	2.13	-
Share of loss of an associate and a joint venture	48.02	35.28	90.11
Provision for doubtful debts	11.89	27.85	59.66
Guarantee income	(3.32)	(0.35)	(2.44)
Assets written off	45.96	-	-
Advances written off	3.87	-	-
Loss/(Profit) on sale of property, plant and equipment	(81.27)	37.16	70.57
Amortisation of government grants	(3.75)	(0.68)	(1.36)
Provisions no longer required/ credit balances written back	(47.26)	(99.94)	(230.75)
Interest income	(22.14)	(44.12)	(68.02)
Interest expenses	1,090.14	1,068.95	2,185.41
Dividend income	-	(4.00)	(4.00)
Lease rentals income	(54.03)	(70.13)	(155.99)
<b>Operating profits before working capital changes</b>	<b>14,730.19</b>	<b>7,248.11</b>	<b>13,404.62</b>
Changes in inventories	663.54	5,277.91	(631.17)
Changes in trade receivables	598.20	2,558.79	1,986.30
Changes in loans	21.27	(81.29)	(121.02)
Changes in other assets	(23.90)	(93.14)	(385.63)
Changes in other financial assets	(100.01)	48.43	52.74
Changes in trade payables	(903.81)	(450.95)	(861.99)
Changes in provisions	332.31	138.22	332.01
Changes in other financial liabilities	1,381.83	(151.36)	(299.22)
Changes in other liabilities	125.06	505.99	184.29
<b>Cash generated from operating activities</b>	<b>16,824.68</b>	<b>15,000.71</b>	<b>13,660.93</b>
Income-taxes paid, net	(1,742.40)	(1,753.34)	(1,923.48)
<b>Net cash generated from operating activities of continuing operations</b>	<b>15,082.28</b>	<b>13,247.37</b>	<b>11,737.45</b>
<b>Net cash used in operating activities of discontinued operations</b>	<b>(91.13)</b>	<b>(71.04)</b>	<b>(66.29)</b>
<b>Net cash generated from operating activities (A)</b>	<b>14,991.15</b>	<b>13,176.33</b>	<b>11,671.16</b>



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# 21. Consolidated Cash Flow Statement Q2FY21

Amount in lakhs of ₹ unless otherwise stated



	For six months ended		For the year ended
	30 September 2020 (Unaudited)	30 September 2019 (Unaudited)	31 March 2020 (Audited)
<b>Cash flows from investing activities</b>			
Purchase of PPE and other intangible assets, including CWIP and intangible assets under development	(3,757.49)	(5,424.21)	(11,200.88)
Proceeds from sale of property, plant and equipment	2,268.26	126.71	355.97
Receipts of government grants	268.42	-	-
Sale/(Purchase) of investments, net	499.36	(0.05)	(0.10)
Investment in a joint venture	(400.00)	-	-
Interest received	31.95	57.96	76.89
Movement in other bank balances, net	46.02	691.58	910.56
Rent received	45.05	65.54	147.57
Dividend received	-	4.00	4.00
<b>Net cash used in investing activities of continuing operations</b>	<b>(998.43)</b>	<b>(4,478.47)</b>	<b>(9,705.99)</b>
<b>Net cash generated from investing activities of discontinued operations</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net cash used in investing activities (B)</b>	<b>(998.43)</b>	<b>(4,478.47)</b>	<b>(9,705.99)</b>
<b>Cash flows from financing activities</b>			
Proceeds from long term borrowings	1,829.89	2,439.29	5,335.73
Repayment of long term borrowings	(3,298.94)	(1,872.45)	(3,852.88)
Interest paid	(1,194.15)	(1,056.55)	(2,169.05)
Lease Rentals paid	(166.09)	(146.66)	(317.88)
Movement in minority interest, net	(1.05)	(38.26)	(46.64)
Dividend paid including dividend distribution tax	(1,159.95)	(1,118.70)	(1,118.69)
<b>Net cash used in financing activities of continuing operations</b>	<b>(3,990.29)</b>	<b>(1,793.33)</b>	<b>(2,169.41)</b>
<b>Net cash generated from financing activities of discontinued operations</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net cash used in financing activities (C)</b>	<b>(3,990.29)</b>	<b>(1,793.33)</b>	<b>(2,169.41)</b>
<b>Net increase/(decrease) in cash and cash equivalents during the period/year (A + B + C)</b>	<b>10,002.43</b>	<b>6,904.53</b>	<b>(204.24)</b>
Cash and cash equivalents at the beginning of the period/year	(3,114.96)	(2,910.72)	(2,910.72)
<b>Cash and cash equivalents at the end of the period/year (Note 1)</b>	<b>6,887.47</b>	<b>3,993.81</b>	<b>(3,114.96)</b>
<b>Note 1:</b>			
<b>Cash and cash equivalents include</b>			
- <b>Included in cash and cash equivalents and current borrowings</b>			
Cash on hand	268.47	330.57	359.10
Balances with banks in current accounts	6,422.99	6,314.82	5,084.29
Deposits with original maturity of less than 3 months	141.43	210.00	140.00
Loans repayable on demand from banks	-	(3,002.54)	(8,844.06)
	<b>6,832.89</b>	<b>3,852.85</b>	<b>(3,260.67)</b>
- <b>Included in the assets of the disposable group</b>	<b>54.58</b>	<b>140.96</b>	<b>145.71</b>



# 22. Consolidated Segment Information Q2 FY21

Amount in lakhs of ₹ unless otherwise stated



Sl. No	Particulars	Quarter ended			Six months ended		Year ended
		30.09.2020 (Unaudited)	30.06.2020 (Unaudited)	30.09.2019 (Unaudited)	30.09.2020 (Unaudited)	30.09.2019 (Unaudited)	31.03.2020 (Audited)
1	<b>Segment revenue</b>						
	a. Dairy	59,319.65	61,955.28	66,489.34	1,21,274.93	1,37,482.56	2,67,767.46
	b. Renewable energy	198.12	192.10	300.22	390.22	559.04	938.72
	c. Feed	3,063.96	3,455.30	3,071.24	6,519.26	5,787.30	10,385.42
	d. Others	-	-	49.00	-	104.50	176.87
	<b>Total</b>	<b>62,581.73</b>	<b>65,602.68</b>	<b>69,909.80</b>	<b>1,28,184.41</b>	<b>1,43,933.40</b>	<b>2,79,268.47</b>
	Less: Inter segment revenue	1,579.16	1,721.76	1,950.83	3,300.92	3,850.05	6,678.04
	<b>Income from operations</b>	<b>61,002.57</b>	<b>63,880.92</b>	<b>67,958.97</b>	<b>1,24,883.49</b>	<b>1,40,083.35</b>	<b>2,72,590.43</b>
2	<b>Segment results</b>						
	Profit/(loss) before finance costs, tax and other un-allocable items						
	a. Dairy	7,500.79	4,219.63	1,364.20	11,720.42	5,090.02	9,026.63
	b. Renewable energy	74.74	50.60	187.44	125.35	330.27	442.84
	c. Feed	296.58	471.15	84.76	767.73	2.16	268.41
	d. Others	(20.98)	(31.79)	(362.57)	(52.77)	(488.62)	(850.45)
	<b>Total</b>	<b>7,851.13</b>	<b>4,709.59</b>	<b>1,273.83</b>	<b>12,560.73</b>	<b>4,933.83</b>	<b>8,887.43</b>
	Share of loss of an associate and a joint venture	(28.69)	(19.33)	(22.50)	(48.02)	(35.28)	(90.11)
	Less: i. Finance costs	477.78	627.08	523.71	1,104.86	1,078.16	2,263.36
	ii. Other un-allocable expenses	5,151.54	147.90	14,066.51	175.29	10,501.09	51,392.56
	Add: i. Interest income	7.42	14.72	11.60	22.14	44.12	68.02
	ii. Other un-allocable income	-	6,686.91	14,010.66	1,562.75	10,376.09	29,452.86
	<b>Profit/(loss) before tax from continuing operations</b>	<b>2,200.54</b>	<b>10,616.91</b>	<b>683.37</b>	<b>12,817.45</b>	<b>3,739.51</b>	<b>(15,337.72)</b>
3	<b>Segment assets</b>						
	a. Dairy	62,377.66	62,565.68	53,405.42	62,377.66	53,405.42	65,436.72
	b. Renewable energy	5,947.65	5,918.16	6,213.06	5,947.65	6,213.06	6,027.09
	c. Feed	5,809.44	5,947.72	6,061.75	5,809.44	6,061.75	5,611.86
	d. Others	45.54	65.64	491.44	45.54	491.44	98.56
	e. Unallocated	24,494.12	30,800.92	77,918.59	24,494.12	77,918.59	21,646.35
	<b>Total</b>	<b>98,674.41</b>	<b>1,05,298.12</b>	<b>1,44,090.26</b>	<b>98,674.41</b>	<b>1,44,090.26</b>	<b>98,820.58</b>
4	<b>Segment liabilities</b>						
	a. Dairy	35,636.99	39,844.76	37,063.07	35,636.99	37,063.07	45,209.71
	b. Renewable energy	2,029.23	2,073.31	2,602.51	2,029.23	2,602.51	2,209.10
	c. Feed	2,315.39	2,663.89	3,537.28	2,315.39	3,537.28	2,800.83
	d. Others	6.99	8.65	14.83	6.99	14.83	13.65
	e. Unallocated	3,387.64	2,774.85	21,291.15	3,387.64	21,291.15	2,413.73
	<b>Total</b>	<b>43,376.24</b>	<b>47,365.46</b>	<b>64,508.84</b>	<b>43,376.24</b>	<b>64,508.84</b>	<b>52,647.02</b>

# 23. Consolidated Notes Q2 FY21

Amount in lakhs of ₹ unless otherwise stated



- The unaudited consolidated financial results for the quarter and six months ended 30 September 2020 were reviewed by the Audit Committee and approved by the Board of Directors of the Company at their meetings held on 28 October 2020.
- The consolidated financial results have been prepared in accordance with Indian Accounting Standards ('Ind AS') prescribed under Section 133 of the Companies Act, 2013 read with relevant rules thereunder and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) and SEBI circular dated 5th July, 2016.
- As per Ind AS 108 - Operating Segments, the management has identified Dairy, Renewable energy and Feed as reportable segments.
- The profit/(loss) for the period/year has impacted significantly due to material fluctuations in the fair value of specified investments and the corresponding derivative liabilities. The table below provides additional information relating to profit after tax and EPES, excluding the impact of such unusual fluctuations:

	Quarter ended 30.09.2020 (Unaudited)	Quarter ended 30.06.2020 (Unaudited)	Quarter ended 30.09.2019 (Unaudited)	Six months ended 30.09.2020 (Unaudited)	Six months ended 30.09.2019 (Unaudited)	Year ended 31.03.2020 (Audited)
<b>Profit/(loss) for the period/year from continuing operations</b>	270.26	9,609.92	1,066.21	9,880.18	2,950.88	(16,872.32)
<b>Adjustment:</b>						
Gains/(losses) due to fair value changes	(5,124.17)	6,686.92	-	1,562.75	-	(21,711.69)
<b>Profit for the period/year from continuing operations, after above adjustment</b>	<b>5,394.43</b>	<b>2,923.00</b>	<b>1,066.21</b>	<b>8,317.43</b>	<b>2,950.88</b>	<b>4,839.37</b>
<b>Core business EPES (not annualised) (in absolute ₹ terms)</b>	<b>11.67</b>	<b>6.37</b>	<b>3.07</b>	<b>18.04</b>	<b>7.39</b>	<b>12.24</b>

- The Group has considered internal and certain external sources of information including credit reports, economic forecasts and industry reports up to the date of approval of the consolidated financial results in determining the impact on various elements of its consolidated financial results due to COVID-19 pandemic. The Group has used the principles of prudence in applying judgments, estimates and assumptions including sensitivity analysis and based on the current estimates, the Group expects to fully recover the carrying amount of its trade receivables, inventories, other financial assets and other current assets. The eventual outcome of impact of the global health pandemic may be different from those estimated as on the date of approval of these consolidated financial results.
- Shareholders at the Annual General Meeting held on 28 August 2020 approved dividend of ₹2.5 per equity share of the face value of ₹5 per equity share for the year ended 31 March 2020, which was subsequently paid during the quarter ended 30 September 2020.
- The Indian Parliament has approved the Code on Social Security, 2020 ('Code') which, inter alia, deals with employee benefits during employment and post employment. The Code has been published in the Gazette of India. The effective date of the Code is yet to be notified and the rules for quantifying the financial impact are also yet to be issued. In view of this, the impact of the change, if any, will be assessed and recognised post notification of the relevant provisions.
- Figures of previous period/year have been regrouped/rearranged wherever necessary.

## 24. Five years Highlights



Financial Highlights	FY 20	FY 19	FY 18	FY 17	FY 16
(Rs in crores)					
<b>Net Turnover</b>	<b>2681.11</b>	<b>2482.35</b>	<b>2344.01</b>	<b>2642.89</b>	<b>2380.58</b>
Dairy	2679.44	2479.18	2343.68	1870.72	1768.80
RE	9.39	11.37	6.87	5.21	3.04
<b>EBITDA</b>	<b>140.37</b>	<b>192.43</b>	<b>133.32</b>	<b>146.61</b>	<b>136.47</b>
Dairy	132.61	182.56	127.32	144.82	137.20
RE	7.76	9.87	6.01	4.31	2.08
<b>PBT</b>	<b>72.44</b>	<b>128.69</b>	<b>88.08</b>	<b>323.31</b>	<b>85.98</b>
Dairy	70.33	124.93	79.79	114.76	105.68
RE	2.11	3.76	-0.04	0.38	0.14
FVTPL			8.33	208.26	
IND-AS Adjustment				-0.09	
<b>Dairy Margins</b>					
EBITDA%	4.95%	7.36%	5.43%	7.74%	7.76%
PBT%	2.62%	5.04%	3.40%	6.13%	5.97%

Note: Figures in FY16 & FY17 Include Discontinued Businesses.

## 25. Balance Sheet Figures – 5 Years



Particulars	FY20	FY19	FY18	FY17	FY16
(Rs in crore)				(As per Ind-As)	
Equity Share Capital	23.20	23.20	23.20	23.20	23.20
Other Equity (Reserves & Surplu	439.13	781.76	754.81	570.02	216.80
Networth	462.33	804.96	778.01	593.22	240.00
Gross Fixed Assets	630.53	555.10	463.20	304.99	518.40
Net Fixed Assets	513.98	475.66	424.71	287.41	312.00

### Key Ratios:

Net Fixed Asset Turnover; 6

Debt / Equity; 0.35

Current Ratio; 0.83

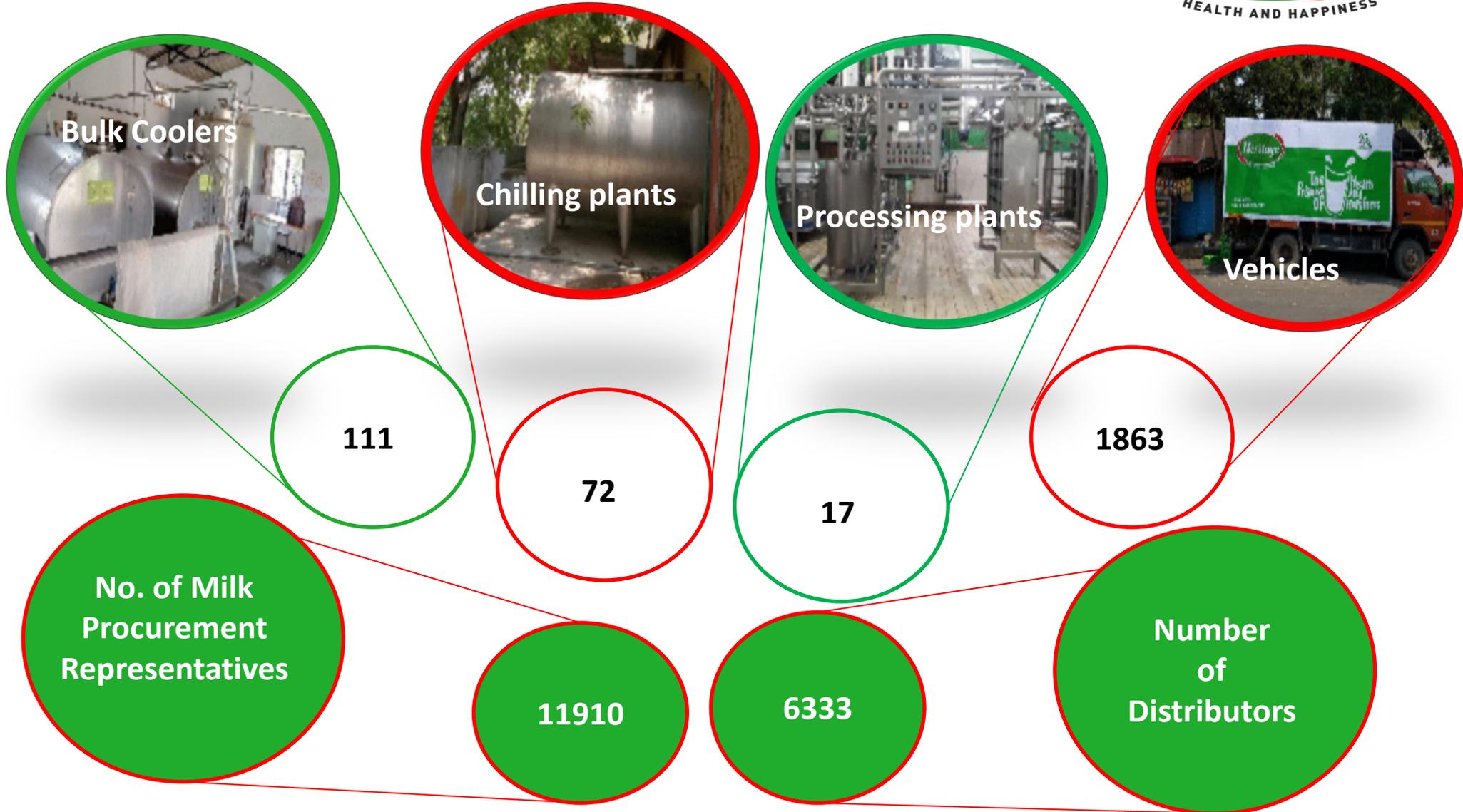
Inventory Days; 18

Book Value (Rs. 5/share); Rs. 99.64

## 26. Winning Farmers' Trust



# 17. Achieving Operational Excellence

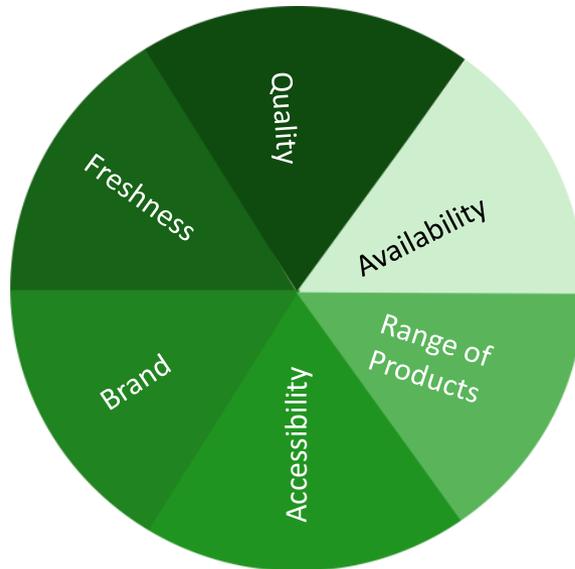


## 28. Innovations



- Launched immunity boosting Ginger, Tulsi, Turmeric milk variants in pet bottles.

Strong  
**360°**  
marketing  
approach



**INTRODUCED**



# 29. UHT Plant



- Commissioned an UHT Plant with capacity of 1 Lakh Litres Per Day
- UHT processed milk shelf life 90 days.
- No refrigeration required
- No need to boil
- Variants: Double Toned Milk & Toned Milk.
- UHT Milk sales: 61,904 Litres Per Day (July' 20 - Sept' 20)



## 30. Parlour as branded outlets



- Exclusive Product Outlets
- 944 Outlets managed by franchises
- Helps in recognition branding
- Flexibility of the product mix
- Products availability and Accessibility to customers



# 31. Heritage Distribution Centre (HDC)



- Exclusive Product Distribution centre managed by franchises
- 35 HDC's in Operation 14 at Bangalore, 14 at Chennai, 3 at Mumbai, 2 at Hyderabad, 1 at Rajahmundry and 1 at Vijayawada.
- Each HDC Covering 100 retail and 100 households of the locality
- A big leap in strengthening the brand





The Promise Of Health And Happiness

A white outline of a glass filled with liquid, with two white teardrop shapes above it, positioned centrally between the words "Of" and "Health".

*Thank You*

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