



Ref: SECT: STOC: 07-25

22nd January, 2025

To
The Manager
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: Press Release – Un-audited Financial Results for the Quarter/Nine months ended December 31, 2024

Please find enclosed a copy of the press release with regards to the Un-audited Financial Results of the Company for the Quarter/Nine months ended December 31, 2024.

A copy of the same will also be uploaded on the Company's website www.heritagefoods.in

Kindly take the same on record and display the same on the website of your exchange.

Thanks & Regards,

For HERITAGE FOODS LIMITED

UMAKANTA BARIK

Company Secretary & Compliance Officer
M No: FCS-6317

Encl: a/a

About Heritage Foods Limited:

Heritage Foods Limited (NSE: HERITGFOOD; BSE: 519552), founded in the year 1992, is one of the India's leading value-added and branded dairy products companies. Heritage Foods' milk and milk products, such as Curd, Ghee, Paneer, flavored milk, among others, are consumed by more than 1.5 million households in 17 states across India. Heritage Foods enjoys strong brand affinity with its consumers and is primarily known for its product authenticity, quality and freshness. It also enjoys long-term relationships with over 0.3 million farmers and has a vast distribution network across the country, comprising 7,200+ distributors and agents. The Company is ESG responsible and has a total renewable energy generation capacity of 11.70 MW from both Solar and Wind for captive consumption within its dairy factories.



HERITAGE FOODS LIMITED

CIN : L15209TG1992PLC014332

AN ISO: 22000 CERTIFIED COMPANY

Regd. Off : H.No. 8-2-293/82/A/1286 , Plot No. 1286, Road No. 1 & 65, Jubilee Hills, Hyderabad - 500033, Telangana, INDIA.
Tel. : +91-40-23391221, 23391222, Fax: 23326789, 23318090 Email : hfl@heritagefoods.in, Website : www.heritagefoods.in



Heritage Foods Ltd declares YoY profit growth of 60% in Q3-FY25

January 22nd 2025: Heritage Foods Limited (BSE: 519552 C NSE: HERITGFOOD), a leading Dairy Company offering milk and Value-added dairy products, announced its results for the quarter ended December 31, 2024.

Q3-FY25 Consolidated Financial Performance:

Revenue	EBITDA INR	EBITDA	PAT
INR 10,339 Mn	741 Mn	Margin 7.2%	INR 431 Mn
YoY Growth: 10%	YoY Growth: 43%	YoY Growth: 164 Bps	YoY Growth: 60%

9M-FY25 Consolidated Financial Performance:

Revenue	EBITDA	EBITDA	PAT
INR 30,861 Mn	INR 2,511 Mn	Margin 8.1%	INR 1,501 Mn
YoY Growth: 9%	YoY Growth: 80%	YoY Growth: 324 Bps	YoY Growth: 127%

Q3-FY25 Business Highlights:

- **Consistent Growth:** Company achieved 10% Revenue Increase, Surpasses Rs. 10,000 Million in Quarterly Revenues for the third consecutive time.
- **Milk Procurement Volume Soars:** Q3 FY25 Sees 12.62% YoY Growth in Milk Procurement to 1.84 Million Litres per Day (MLPD).
- **Lower Procurement Costs:** Average Milk Procurement Price Drops 2.7% YoY to INR 41.91 per Litre, but higher than Q2 by Rs.1.66/Lt.
- **Milk Sales Volume Growth:** 6.08% YoY Increase in Milk Sales volumes to 1.17 million Lt per Day (MLPD) but registered a minor dip in avg selling price to Rs. 54.64/L from Rs. 55/L, due to mix change.
- **Value-Added Products (VAP) Continued Strong Growth in Q3:** Heritage Foods saw impressive growth in its Value-Added Products (VAP) segment, achieving a 17.6% increase in revenues, reaching Rs. 2,874 million. The contribution of VAP to total revenue rose to 28.2%, up from 26.5% in Q3 FY24.
- **Including Ghee and Butter, VAP Revenue Hits Rs. 3,959 Mn:** When including consumer packs of Ghee and Butter, VAP revenue reached Rs. 3,417 million, growing at 19.5%. This segment now contributes 33.5% to total revenue in Q3 FY25, compared to 31.0% in the same period last year.
- **Festive Season Campaigns Drive Further VAP Growth:** In preparation for the festive season, we launched a series of engaging consumer promotions and impactful advertising campaigns, including scan-and-win promotion across our ghee and sweets range, boosting VAP growth.

Media Release



Management Comments:

Commenting on the Results, Mrs. Brahmani Nara - Executive Director, said: *"I am pleased to announce that Heritage Foods Limited has had 10000 million+ revenue for the third consecutive quarter. In 3QFY25, our revenue grew by 10% YoY, reaching ₹10,339 million. EBITDA for the quarter was ₹741 million, resulting in a 7.2% margin. Notably, our net profit increased significantly by 60% year-on-year to ₹431 million, resulting in a 4.2% margin, reinforcing our strong financial standing.*

Heritage Foods has set an extraordinary benchmark, revolutionizing the dairy industry with its innovative approach and unwavering commitment to quality. By establishing a robust, integrated supply chain, adopting a cutting-edge omni-channel presence, expansion of the company's geographic footprint, diverse and customer-centric product portfolio that not only meets seasonal demands but also fosters long-term customer engagement. A strong emphasis on value-added products (VAP), which have become a key driver of both revenue and high margins and continues to strengthen our market position. In parallel, our targeted marketing campaigns have played a crucial role in enhancing brand recognition and deepening consumer engagement.

We remain confident that our commitment to innovation, quality, and customer engagement will enable us to not only navigate but thrive amidst future challenges. As always, we remain dedicated to creating shareholder value with unwavering passion and commitment. In the upcoming quarters, we will continue to focus on enhancing our business model by advancing up the value chain, ensuring our ongoing success."

Financial Statements:

Results for the quarter/nine months year ended December 31, 2024, prepared under Ind AS, along with segment results, are available in the Investor Relations section of our website <https://www.heritagefoods.in>

Quarterly Conference Call:

The earnings conference call will be held on **Thursday, January 23, 2025 at 10:30 AM (IST)** to discuss the Financial Results and performance of the Company for the quarter ended December 31, 2024. The earnings conference call will be accessible from all networks and countries through universal access dial-ins +91 22 6280 1456 / +91 22 7115 8804 also accessible at: [Link](#). Further, the analyst(s)/institutional investor(s) presentation will be submitted to Stock Exchanges and shall also be hosted on the Company's website at www.heritagefoods.in.

Media Release



About Heritage Foods Limited:

Heritage Foods Limited (NSE: HERITGFOOD; BSE: 519552), founded in the year 1992, is one of the India's leading value-added and branded dairy products companies. It has a presence in the cattle feed business through its subsidiary, Heritage Nutrivet Limited (HNL). Heritage Foods' milk and milk products, such as Curd, Ghee, Paneer, flavored milk, among others, are consumed by more than 1.5 million households in 17 states across India. Heritage Foods enjoys strong brand affinity with its consumers and is primarily known for its product authenticity, quality and freshness. It also enjoys long-term relationships with over 0.30 million farmers and has a vast distribution network across the country, comprising 7,200+ distributors and agents. The Company is ESG responsible and has a total renewable energy generation capacity of 11.70 MW from both Solar and Wind for captive consumption within its dairy factories.

Contact Information:

Investor Relations Representative:

Mrs. Sheetal Khanduja
Go India Advisors
Tel: +91-9769364166
Email: sheetal@goindiaadvisors.com

Company Secretary and Compliance Officer:

Mr. Umakanta Barik
Heritage Foods Limited
Tel: 040-23391221/22
Email: hfl@heritagefoods.in