



Ref: SECT: STOC: 49-25
May 16, 2025

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

Sub: Press Release – Financial Results for the quarter and year ended March 31, 2025

Dear Sir / Madam,

Please find enclosed a copy of the press release with regards to the Audited Financial Results of the Company for the quarter and year ended March 31, 2025.

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



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 Surpasses Milestones with Best-Ever Quarterly and Annual Revenue

Declares Robust FY25 Results: Revenue Up 9%, Profit Soars 77% YoY

May 16th 2025: Heritage Foods Limited (BSE: 519552; NSE: HERITGFOOD), a leading Dairy Company offering milk and Value-added dairy products, announced its results for the quarter ended March 31, 2025.

Key Highlights:

- **Market Leadership:** Heritage Foods Ltd expanded its market share and consumer base in the key Value-Added Product segments of Curd and Paneer. It is now ranked among Top 5 brands.
- **Acquisition Update:** Heritage Foods has acquired a majority stake in Heritage Novandie Foods Pvt. Ltd. (HNFPL) for INR 8.5 crore, enabling a strategic shift to a lean contract manufacturing model.
- **Strong Growth in Milk Procurement:** Milk procurement rose sharply by 10.4% YoY, reaching 1.72 million litres per day (MLPD) in FY25, ensuring robust supply chain continuity.

FY25 Consolidated Financial Performance:

Revenue INR 41,346 Mn <i>YoY Growth: 9%</i>	EBITDA INR 3,310 Mn <i>YoY Growth: 58%</i>	EBITDA Margin 8% <i>YoY Growth: 248 Bps</i>	PAT INR 1,883 Mn <i>YoY Growth: 77%</i>
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Q4-FY25 Business Highlights:

- **Record Revenue Performance:** Heritage Foods reported a 10.3% YoY revenue growth, achieving its highest-ever quarterly and annual revenues, with INR 10,000+ million in quarterly revenue for the fourth straight quarter.
- **Cost Optimization in Procurement** – In Q4FY25, the average milk procurement prices stood at INR 42.9 per litre, up 3.1% YoY, while the company handled an average of 1.76 million litres per day (MLPD). For FY25, average prices declined 3.7% YoY to INR 41.7/litre, driven by improved sourcing efficiencies and favorable flush season availability—supporting effective cost management despite market volatility.
- **Steady Growth in Milk Sales Volume and Realization:** Milk sales rose by 4.5% YoY to 1.16 MLPD in FY25, driven by consistent consumer demand and robust distribution. The average selling price increased to ₹55.6/litre from ₹54.8/litre last year, reflecting stable market positioning and pricing strength.
- **Improved margins and profitability** - Gross Profit Margins (GPM) expanded by 425 basis points YoY during FY25 to 25% as against 20.7% in FY24, led by improved product mix, successful price realization, and the company's ability to command a pricing edge.

Media Release



- **Robust Value-Added Products (VAP) Growth:** The VAP segment continued to gain traction, delivering a 19.3% YoY increase in revenue to INR 3,362 million. Its contribution to total revenue rose to 32.5%, up from 30.1% in Q4 FY24.
- **Expanded VAP Performance Including Ghee & Butter:** When including Ghee and Butter consumer packs, VAP revenue surged to INR 4,198 million, marking a 19% YoY growth. The segment now contributes 40.6% of total revenue, up from 37.7% in the same period last year.
- **Heritage Nutrivet Limited Delivers Stellar Results:** Our wholly owned subsidiary, Heritage Nutrivet Limited, posted a 15.5% YoY increase in revenue, reaching INR 1,849 million. Profit after tax surged by an impressive 137% YoY to INR 124 million, reflecting operational efficiency and strategic focus.

Management Comments:

Commenting on the Results, Mrs. Brahmani Nara – Executive Director, said: *“I’m pleased to share that we’ve delivered our highest-ever quarterly and annual revenue, crossing INR 41,346 million in FY25. Excluding our bulk B2B segment, revenue growth remained consistently above 10% each quarter, reflecting the strength of our core portfolio and market strategy despite industry headwinds. Net profit grew 77% year-on-year to INR 1883 million, driven by a 2.3% increase in Value-Added Products contribution, now at 32%, and favourable input costs. We continued to strengthen our omni-channel presence, with deeper penetration across traditional trade and the fast-growing Q-commerce space. It’s especially rewarding to see our brand retain the No.1 position in both ‘Top-of-Mind Awareness’ and ‘Loyalists’ for Curd and Paneer in our core markets, as per our latest Brand Health Tracker.”*

Financial Statements:

Results for the quarter/year ended March 31, 2025, 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 **Monday, May 19, 2025 at 04:00 PM (IST)** to discuss the Financial Results and performance of the Company for the quarter ended March 31, 2025. 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 0.3 million farmers and has a vast distribution network across the country, comprising 7,300+ distributors and agents. The Company is ESG responsible and has a total renewable energy generation capacity of 12.14 MW from both Solar and Wind for captive consumption within its dairy factories.

Contact Information:

Investor Relations Representative: Ms. Garima Singla Go India Advisors Tel: +91-9780042377 Email: garima@goindiaadvisors.com	Company Secretary and Compliance Officer: Mr. Umakanta Barik Heritage Foods Limited Tel: 040-23391221/22 Email: hfl@heritagefoods.in
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