HINDUSTAN FOODS LIMITED

A Vanity Case Group Company
A Government Recognised Two Star Export House
Registered Office: Office No. 3, Level 2, Centrium, Phoenix Market City,
15, Lal Bahadur Shastri Road, Kurla (West), Mumbai, Maharashtra, India, 400 070.
Email: business@thevanitycase.com, **Website:** www.hindustanfoodslimited.com
Tel. No.: +91 22 6980 1700/01, **CIN:** L15139MH1984PLC316003

Date: August 4, 2026

To, The General Manager Department of Corporate Services BSE Limited Floor 25, P. J. Towers, Dalal Street, Mumbai- 400 001 Tel: (022) 2272 1233 / 34 Company Scrip Code: 519126	To, The Manager, National Stock Exchange of India Limited, Listing Department, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai 400 070 Company Symbol: HNDFDS

Dear Sir/Madam,

Subject: Earnings Presentation August' 26

In pursuance to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, please find attached herewith the **"Earnings Presentation August' 26"** for the Quarter ended June 30, 2026.

We request you to take the above on record.

Thanking you.

Yours faithfully,
For **Hindustan Foods Limited**

BANKIM
DILIP
PUROHIT

Digitally signed by BANKIM DILIP PUROHIT
DN: c=IN, postalCode=400067, st=MAHARASHTRA, street=ROOM NO 8 DATTANI APARTMENT5BB WING SHIVAJI ROADMUMBAIOPP THAKUR INTERNATIONAL SCHOOL 400067, l=MUMBAI, o=Personal, title=9323, serialNumber=f2afd6c5dd73ab44d5903d9f922270d2f8b5098c3b6635e29b6b6b79199d8e80, pseudonym=60326ff85847e6364d19fa9c9141d5b9, 2.5.4.20=bc91a900fe02411fb518855be5746ec5f20ea7e4e194456dcaeacfbd8db3428d, email=BANKIM.PUROHIT@THEVANITYCASE.COM, cn=BANKIM DILIP PUROHIT
Date: 2026.08.04 19:40:59 +05'30'

Bankim Purohit
Company Secretary and Legal Head
ACS: 21865

Encl. As above

VANITY CASE
INTEGRITY INITIATIVE INNOVATION

HINDUSTAN FOODS LIMITED

Hindustan Foods Limited
Earnings Presentation August ’26

Safe Harbour

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Business Overview

Hindustan Foods at a Glance

Built on Three Decades + of Manufacturing Excellence

42
Factories, pan-India

12 states
Manufacturing footprints

15k#+
Strong team

175
Acres of land bank

20+
Export countries

35+ yrs
Manufacturing experience

Five Business Segments

- Home & Personal Care
- Food & Beverages
- Ice Cream
- Healthcare
- Footwear

#includes contractual labour

Most Diversified Contract Manufacturer in India

HINDUSTAN FOODS LIMITED

1 Home & Personal Care

Beauty & Wellbeing

Skin Care & Hair Care, Toiletries & Fragrances, Lipstick, Lip Colours & Crayons, Chap Sticks, Pressed & Compact Powders, Eye Make-up, Sindhoor & Kajal, Men's Grooming, Baby Care, Talc, Hand Wash & Sanitizers

Home Care

Toilet Cleaners, Floor & Surface Cleaners, Detergent Liquids, Powder & Bars, Fabric Conditioners, Glass Cleaners, Liquid Dish Wash

House Insecticides

Coils, Aerosols, Vaporizers, Refills, Activ Cards

2 Ice Cream

Ice Cream

Ice Cream & Desserts, Stick and Cones

3 Healthcare

Healthcare

Cosmeceuticals, Ayurveda Creams, Lotions & Hair Care, Allopathy Tablets, Lozenges & Powders, Allopathy Creams, Ointments & Liquids, Footcare Plasters, Vitamins, Minerals & Nutraceuticals

4 Food & Beverages

Foods

Breakfast Cereals, Extruded Snacks, Ready-to-Eat & Ready-to-Cook, Instant Mixes, Soups & Spices, Sauces, Dips, Pastes, Jams & Jellies, Gravies, Cookies & Protein Bars

Nutrition

Soups & Cereals, Malt Based Foods, Milk Mixes, Glucose Powder, Dry Mix Powders, Food Supplements

Beverages

Carbonated Soft Drinks, Juices, Packaged Drinking Water, Tea & Coffee

5 Footwear

Footwear

Sports Shoes & Sneakers, Leather Shoes, Chappals & Slippers, Flip-Flops, Uppers, Accessories

Platform Built for Scale

Scale That Touches Millions, Every Single Day

Segment	**Home & Personal Care** *India's leading home & personal care contract manufacturers*	**Food & Beverages** *India's largest independent bottler*	**Ice Cream** *India's largest vertically integrated contract manufacturer*	**Healthcare** *India's trusted healthcare & wellness manufacturing partner*	**Footwear** *Emerging footwear contract manufacturing platform*
Production volume annually	**3 lakh** Tons **450 Crore** Sachets	**2.5 Lakh** Tons/KL **100 Crore** Bottles	**75 Thousand** Litons **30 Crore** cones	**21 Crore** consumer units **80 Crore** Lozenges	**72 Lakh** Pairs
Manufacturing plants	**11**	**12**	**5**	**2**	**12**
Consumer reach	**4M+** families protected daily	**3M+** beverage lovers energized daily	**1M+** ice cream lovers pleased daily	**Millions** of families cared for	**50K+** customers reached daily

13Mn+ **Lives touched, every single day**

A Business Model Designed to Win

HINDUSTAN FOODS LIMITED

Two Manufacturing Models, One Company

Dedicated: Predictable Cash Flow Book

- Manufacturing facility exclusively dedicated to a large scale and a single strategic customer
- Take-or-pay contracts ensure committed volumes, predictable cash flows and revenue visibility
- ROCE is protected irrespective of the capacity utilization
- Long-term partnerships and customized infrastructure create high switching costs and strong customer retention
- Growth driven by new dedicated contracts and capacity additions
- Rs. 1,123 crore dedicated manufacturing gross block with an average contract tenure of 8+ years

Earnings visibility

Shared: The Organic Growth Lever

- Single manufacturing platform serving multiple customers and brands
- Higher capacity utilisation drives operating leverage and capital efficiency
- Rapid onboarding of new customers and categories with limited incremental capex
- Diversified customer base enhances revenue resilience and reduces concentration risk
- Higher asset utilisation has the potential to deliver superior ROCE
- Rs. 622 crore shared manufacturing gross block with diversified customer and product base

Growth lever

Dedicated manufacturing delivers stable earnings, while shared manufacturing drives profitability through higher asset utilisation and operating leverage. Together, they improve capital productivity, support scalable growth, and enable sustainable ROCE expansion with capital discipline

**A manufacturing facility is classified as a dedicated facility when a single customer occupies at least 75% of its installed production capacity*

A Scalable, Trusted Manufacturing Platform

HINDUSTAN FOODS LIMITED

Why the Biggest Brands Partner with HFL

Trusted Manufacturing Partner & Brand Custodian

- Three+ decades of contract manufacturing experience
- Long-standing partnerships with leading global and Indian consumer brands, built on trust, confidentiality, and consistent delivery
- Trusted brand custodian, safeguarding customer IP, maintaining stringent quality standards, and protecting brand integrity

One-Stop & Flexible Manufacturing Solutions

- Comprehensive partner for brands
- Integrated services from product innovation, quality testing to large-scale manufacturing
- Flexible business model tailored to customer requirements
- Solutions aligned with varied contract manufacturing objectives

Innovation & Manufacturing Excellence

- Ability to create tailored formulations across the spectrum
- State-of-the-art manufacturing facilities across multiple regions
- Diverse product manufacturing with precision and efficiency
- Broad market reach supported by streamlined distribution

Scale & Localization

- Among the largest and most structured players in contract manufacturing, spanning 42 manufacturing facilities spanning across 12 states
- Significant footprint and recognised industry presence
- Focus on self-reliance and locally sourced inputs
- Strengthening regional supply chains and operational resilience

The Brand's choice: lowest cost, uncompromising quality delivery and true brand custodianship

A Disciplined Approach to Capital Deployment

HINDUSTAN FOODS LIMITED

Capital Allocation Strategy

18% ROCE investment threshold

Projects are evaluated against an ~18% ROCE threshold, with final investment decisions based on strategic fit, risk profile and long-term value creation

Capex follows signed contracts

New capacity is generally built against contracts already won, not speculative build-out. The revenue is substantially secured before the concrete is poured

Balanced capital structure

Projects are financed using an optimal mix of debt and equity, while maintaining a comfortable debt-to-equity ratio of around 1:1

Rigorous counterparty evaluation

Counterparty quality is a key consideration in all investment decisions, ensuring long-term revenue visibility

Growth Funded by Conviction (1/2)

HINDUSTAN FOODS LIMITED

Growing demand across all our operating segments is driving our investment strategy

Home & Personal Care

India's Home Care Market

2025	2030 Projection
₹72,000 Cr (~US$8.7 Bn)	₹1,20,000–1,30,000 Cr (~US$14–15 Bn)
CAGR (2025–2030)	~14-15%

India's Personal Care Market

2025	2030 Projection
₹2,25,000 Cr (~US$27 Bn)	₹4,00,000 Cr (~US$30 Bn)
CAGR (2025–2030)	~11%

Key growth drivers -

- Premiumization supported by rising disposable incomes and evolving consumer lifestyles
- Increasing focus on hygiene, wellness and personal grooming
- Growing preference for natural, Ayurvedic, science-backed and convenience-led products
- Rapid expansion of e-commerce, modern trade and Tier II/III market penetration

OUR FOCUS

Looking ahead, HFL sees meaningful opportunities across liquid detergents, household cleaning, personal care, cosmetics and formulation-led products

Food & Beverages

India's Packaged Food Market

2025	2034 Projection
US$129.18 Bn	US$238.83 Bn
CAGR (2025–2034)	~6.2%

India's Beverage market

2025	2035 Projection
US$80.11 Bn	US$154.67 Bn
CAGR (2025–2035)	~6.8%

Key growth drivers -

- Increasing health, nutrition and premiumization trends
- Expansion of modern retail, e-commerce and quick commerce
- Product innovation and favorable demographics
- Young population, urbanization and changing lifestyles

OUR FOCUS

Looking ahead, HFL sees meaningful opportunities across scaling bottling operations, leveraging its extruded snacks capabilities and evaluating manufacturing opportunities across adjacent categories such as biscuits and condiments

Ice cream

India's Ice Cream Market

2024	2030 Projection
US$2.07 Bn	US$4.4 Bn
CAGR (2024–2030)	~13%

Key growth drivers -

- Rising disposable incomes & premiumization
- Low per-capita consumption provides significant headroom
- Increasing organized sector penetration
- Urbanization & lifestyle changes
- Growing availability through digital and modern trade channels
- Improving cold chain infrastructure
- Increasing brand awareness
- Tier II & Tier III market expansion

OUR FOCUS

Looking ahead, HFL's priorities are to Increase the manufacturing footprints across the country and deepen backward integration across the platform

Source: BDO India and Deloitte India, Brickwork Research, Euromonitor, EY Parthenon, Expert Market Research, Imarc Group

Growth Funded by Conviction (2/2)

HINDUSTAN FOODS LIMITED

Growing demand across all our operating segments is driving our investment strategy

Healthcare

India's OTC Healthcare & Wellness Market

2024	2030 Projection
₹47,000 Cr	₹98,000 Cr

CAGR (2024–2030)	~13%

Key growth drivers -

- Rising preventive healthcare awareness
- Low per-capita spend provides headroom
- Growth of vitamins & supplements
- Digital healthcare expansion
- Increasing self-medication trends
- Premiumization & clean-label demand
- Increasing health & wellness consciousness
- Growing consumer trust in branded products

OUR FOCUS

Looking ahead, HFL's focus will remain on strengthening compliance-led manufacturing, expanding into higher-growth wellness categories and building a more innovation-oriented healthcare platform.

Footwear

India's Footwear Market

2024	2030 Projection
US$18.8 Bn	US$37.9 Bn

CAGR (2024–2030)	~12.4%

Key growth drivers -

- Rising brand penetration & premiumization
- Athleisure & lifestyle trends
- Retail & e-commerce expansion
- Changing consumer preferences
- Tier II & Tier III market expansion
- Growing focus on comfort & performance
- Increasing brand investments
- Product innovation & customization

OUR FOCUS

Looking ahead, the division will focus on diversifying the customer base, deepening relationship with existing customers and building a geographically robust operating network.

Source: Grand View Research, IMARC Group, Ken Research

Glimpse of HFL's Manufacturing Network (1/2)

HINDUSTAN FOODS LIMITED

Glimpse of HFL's Manufacturing Network (2/2)

Q1 FY27 Overview

Q1FY27 Performance

HINDUSTAN FOODS LIMITED

Another Quarter of Consistent Execution, Results in Strong Earnings Delivery

Revenue#

Rs. **1,207** crores

18% YoY

EBITDA#

Rs. **106** crores

26% YoY

Profit After Tax (PAT)

Rs. **43** crores

33% YoY

Net worth

Rs. **1,213** crores

Cash and Cash Equivalents

Rs. **67** crores

Net Debt to Equity

0.88x

 # Includes Other Income

Key Business Highlights - Strong Execution Momentum; FY27 Outlook Reiterated

HINDUSTAN FOODS LIMITED

CONSOLIDATED PROFIT AFTER TAX

Rs. 42.8 cr **Highest-Ever Quarterly Profit**

Rs. 340 Cr in New Project Wins

New manufacturing capacity signed during the financial year till date across business verticals in addition to Rs. 150 crores worth of projects carried forward from FY26

Footwear: Cost & Wage Headwinds

Record consolidated performance was impacted by the footwear business Middle East crisis-led raw material inflation, plus New Labour Code wage increases effective April 1. Customer pass-through discussions are underway

FY27 Guidance Reiterated

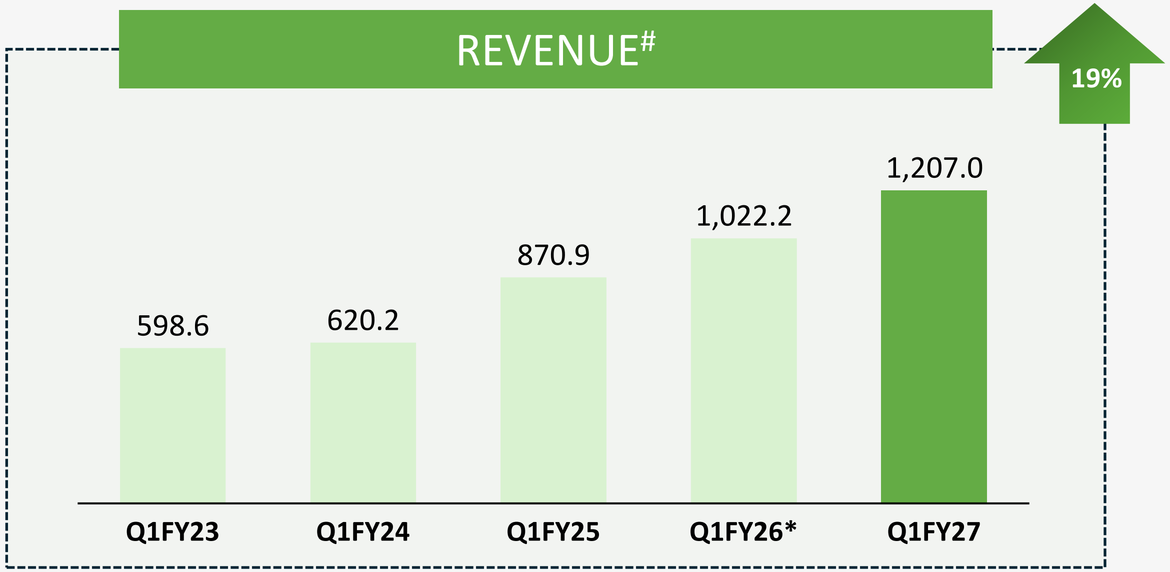
HFL reaffirms its FY27 PAT guidance of Rs.200–220 Cr (34–48% growth over FY26), supported by ramp-up of recently commissioned capacity and a healthy new-project pipeline

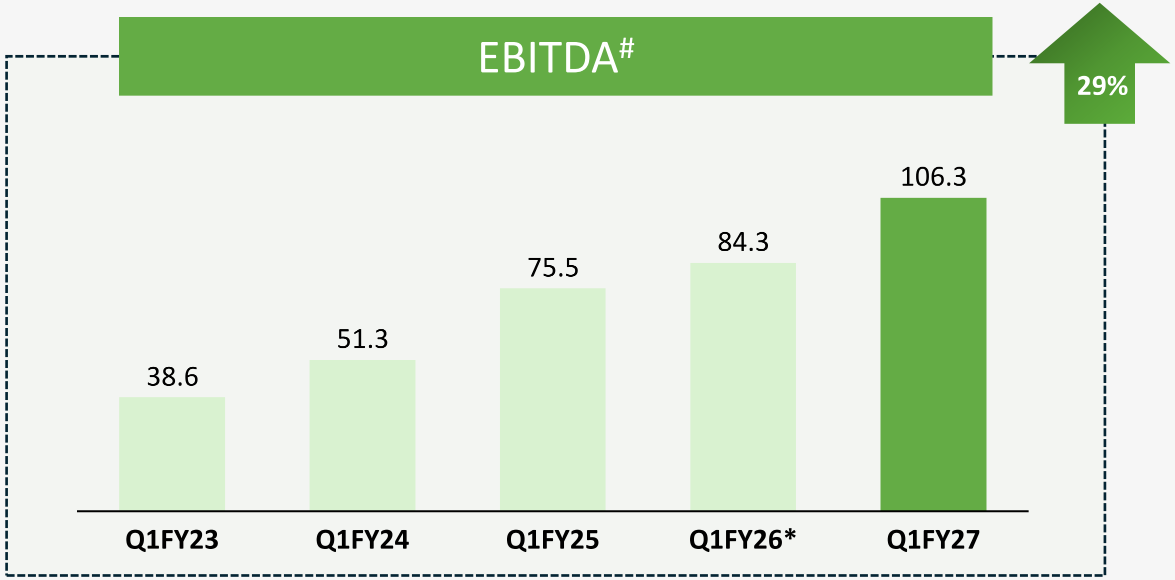
Building the Next Growth Engine

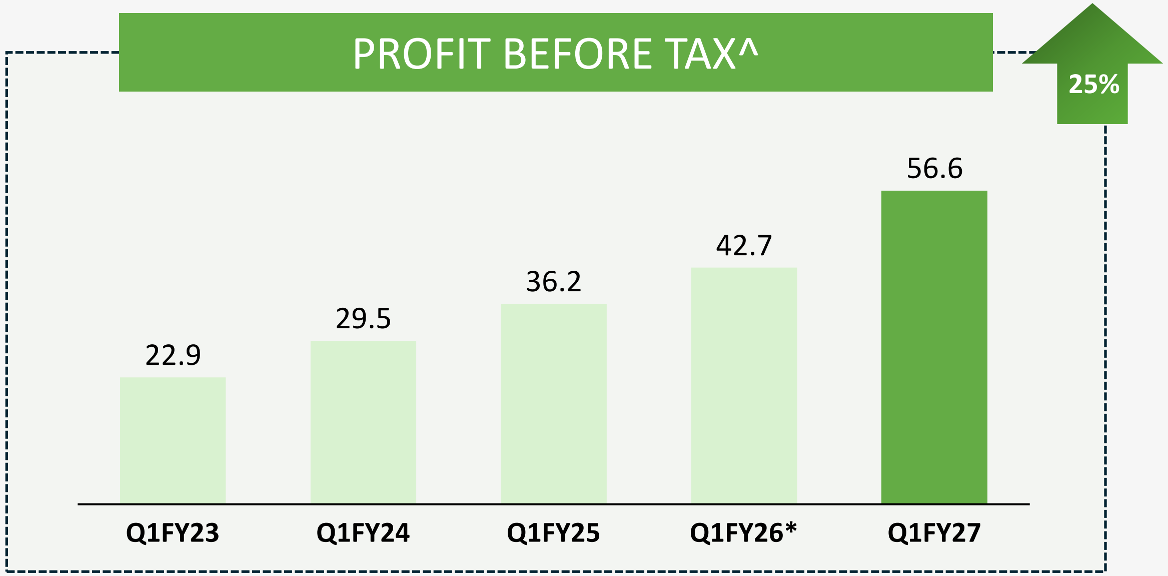
With ~Rs. 500+ crore worth of projects slated for commissioning this year and a robust pipeline, the Company is well positioned to sustain earnings growth into FY28

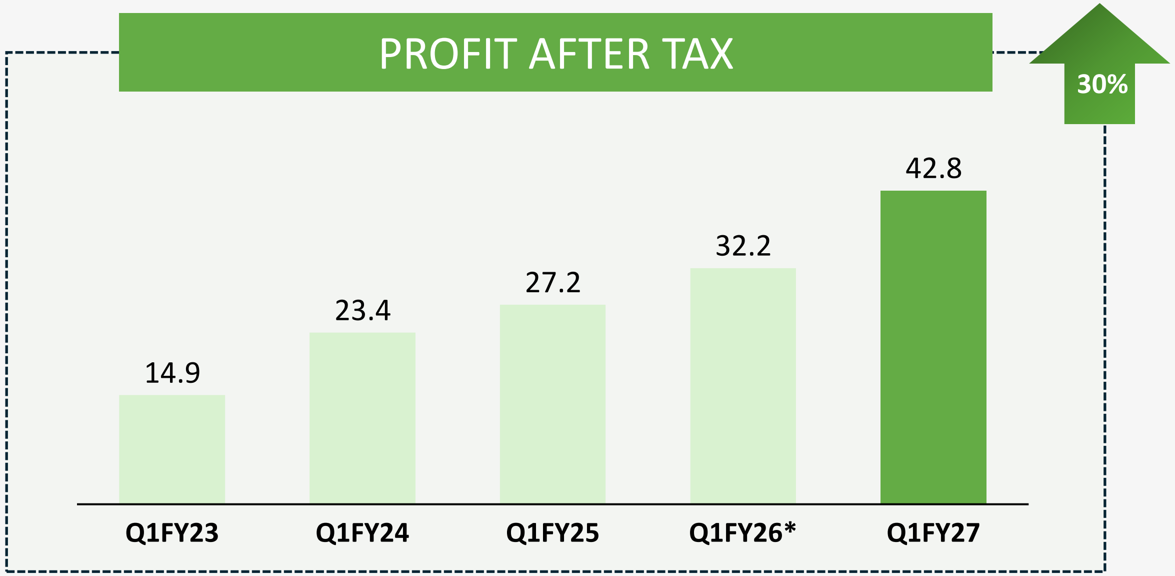
Relentless Growth: Scaling Consistently – Q1FY27

Rs Cr





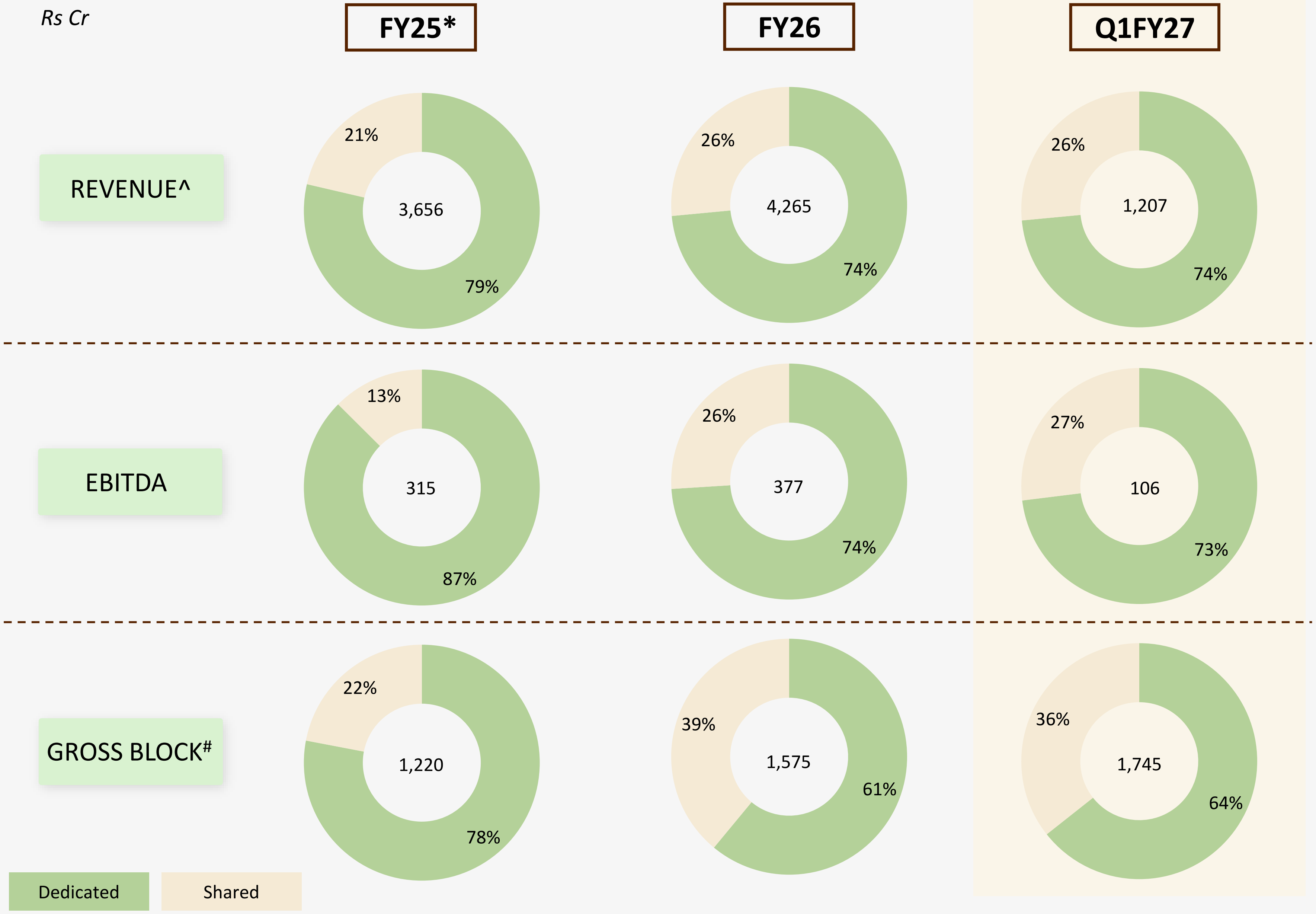




Compounded Growth Rate Over The Period *# Includes Other Income* ** Previous quarter numbers are restated* *^ PBT before exceptional item*

Operational Performance Overview: Dedicated vs Shared Manufacturing

Rs Cr



- The company's capital deployment in recent years exemplifies a deliberate and forward-leaning commitment to growth—strategically directed toward scaling capabilities, expanding reach, and enhancing long-term value creation
- In step with evolving FMCG market dynamics, the company has consciously reoriented its portfolio toward faster-growing categories, aligning investments with emerging consumer trends and areas of enduring potential
- The company expects higher contribution from the shared manufacturing model in FY27, supported by capacity scale-up, stronger customer partnerships and improved asset utilization

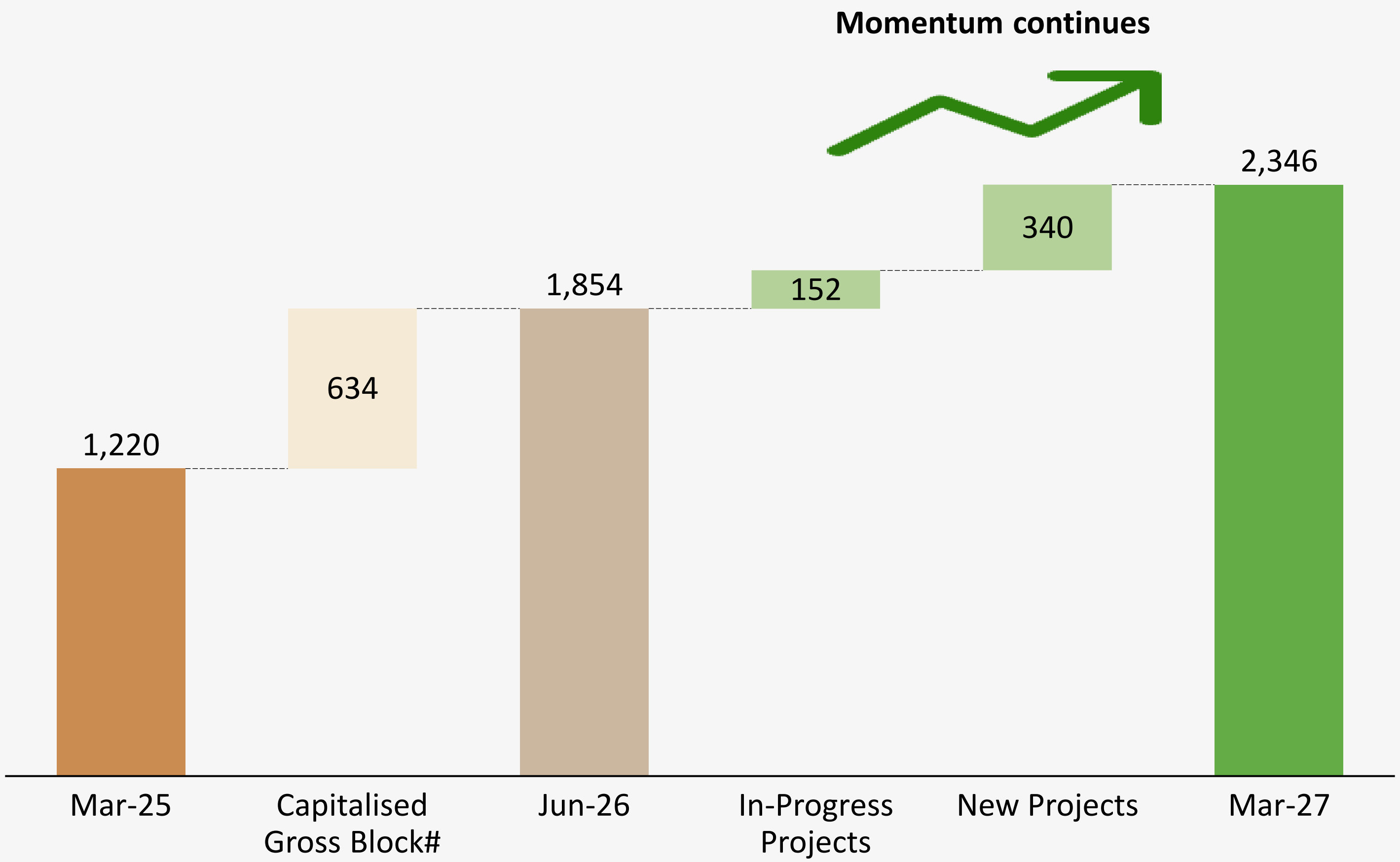
 # excludes CWIP and capital advances, ROU and Intangible assets and adjusted by accumulated depreciation of acquired plants
** FY25 numbers are restated ^ Revenue includes other income*

A manufacturing facility is classified as a dedicated facility when a single customer occupies at least 75% of its installed production capacity

Evolving Assets, Strategic Investments

Significant Investments aimed at supporting future growth and scaling capacities across high-growth categories

Rs Cr



Further strengthening its growth pipeline, the Board has authorized additional investments towards new expansion projects of **~Rs. 190 crores** bringing the total for FY27 to **~Rs. 340 crores.** This in addition to **Rs. 150 crores** worth of projects carried forward from FY26.

- Food & Beverages: **Rs. 210 crores** at Coimbatore, Mysuru, Goa, Aurangabad & Hyderabad
- Ice Cream: **Rs. 80 crores** at Panipat
- Home & Personal Care: **Rs. 50 crores** at Lucknow

#Current year Includes CWIP and capital advances, excludes ROU and Intangible assets and adjusted by accumulated depreciation of acquired plants

Q1FY27 Business Highlights - Home & Personal Care

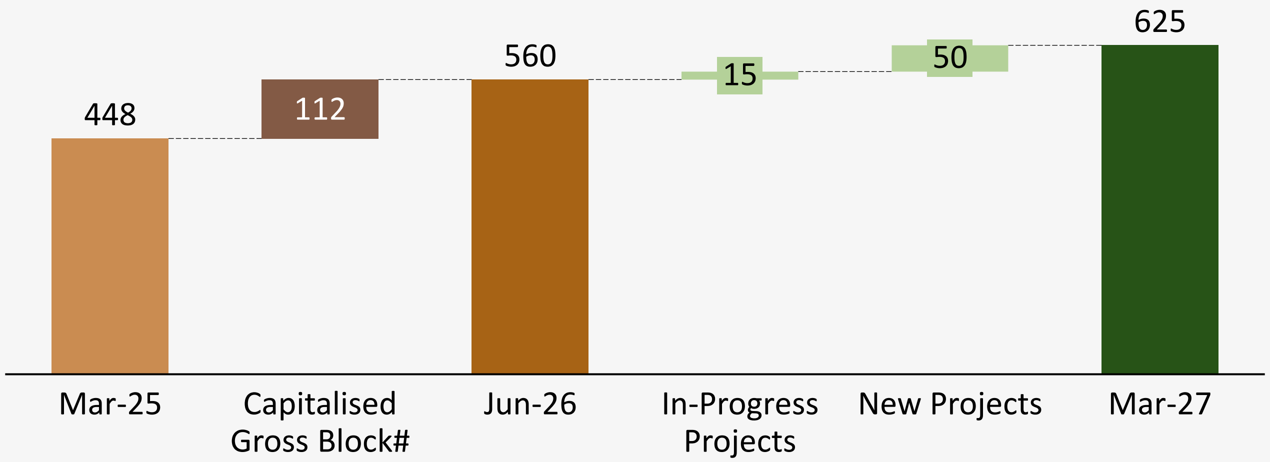
Operational Updates

- The **new acquisition** in Aurangabad for Personal Care with has fully been integrated, the production has been stabilized and all systems and processes are fully operational
- **Brownfield Liquid Detergent** facility in **Silvassa is expected to start production in Q2FY27**, further strengthening the Company's **Home Care** manufacturing network
- **Expanded the Home Care manufacturing footprint** through the development of a **greenfield Detergent Bars & Liquid** manufacturing facility in **Lucknow**, targeted to become fully operational by **Q4 FY27**
- **Achieved the highest-ever Liquid category production**, while successfully completing **new product and packaging trials**, strengthening the Company's **innovation pipeline**

HFL's Project Update

Project	Capex	Remarks
Aurangabad -Personal Care Facility	Rs. 30 Crore	Acquisition completed; production commissioned in Q1 FY27
Silvassa - Liquid Detergent Facility	Rs. 40 Crore	To be commercialized in Q2 FY27
Lucknow - Detergent Bars Facility	Rs. 50 Crore	To be commercialized in Q4FY27

Capex Summary



#Current year Includes CWIP and capital advances, excludes ROU and Intangible assets and adjusted by accumulated depreciation of acquired plants

Q1FY27 Business Highlights - Food & Beverages

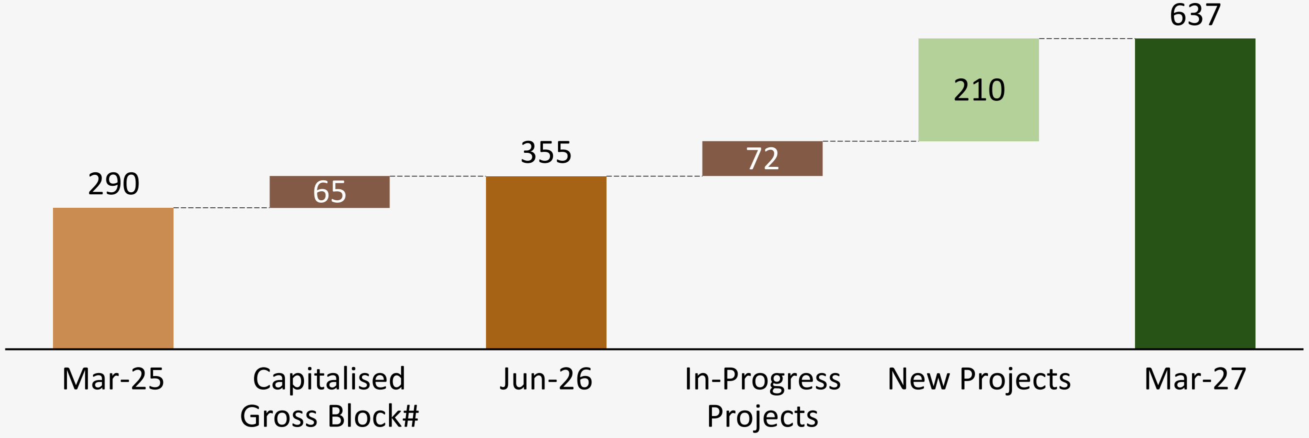
Operational Updates

- **Expanded the portfolio** with a **brownfield Greek Yogurt** manufacturing facility in **Goa**, targeted to commence commercial production in **Q3FY27**, marking the Company's **entry into the yogurt-based products segment**
- Strengthening the Beverages manufacturing network through the **installation of Juice and Water lines** at the **Aurangabad** facility, targeted to commence commercial production in **Q4FY27**
- The Company is installing a **dedicated Water line** at its **Mysore** facility, with commercial production targeted to commence in **Q4FY27**
- Capacity enhancement in food category through the expansion of the **Coimbatore** facility, supporting **higher production volumes** and **future growth opportunities**

HFL's Project Update

Project	Capex	Remarks
Goa - Greek Yoghurt Manufacturing	Rs. 60 Crore	To be commercialised by Q3FY27
Aurangabad - Bottled Water Plant	Rs. 70 Crore	To be commercialised by Q4FY27
South India – Bottled Water Plant	Rs. 50 Crore	To be commercialised by Q4FY27
Food – Brownfield expansion in South India	Rs. 50 Crore	To be commercialised by Q3FY27
Beverages – Greenfield plant for bottled water and juices	Rs. 50 Crore	To be commercialised by Q4FY27

Capex Summary



#Current year Includes CWIP and capital advances, excludes ROU and Intangible assets and adjusted by accumulated depreciation of acquired plants

Q1FY27 Business Highlights - Ice Cream

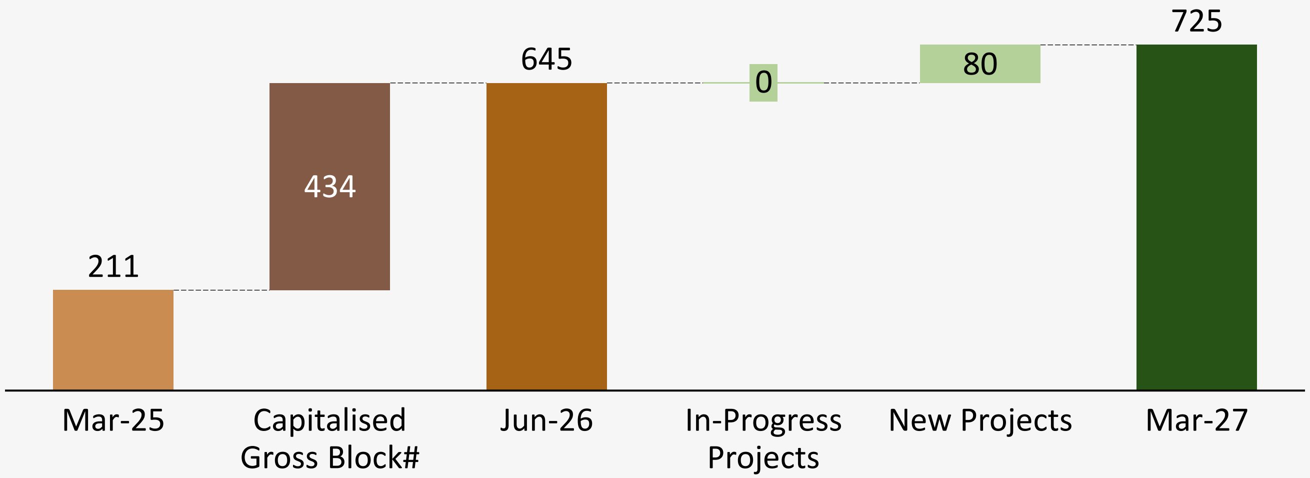
Operational Updates

- **Delivered record Ice Cream production volumes** across manufacturing facilities during the **strong summer season**
- **Successfully commissioned** a new **state-of-the-art Ice Cream manufacturing facility** in **Panipat** and **initiated Phase 2 expansion** to support future growth
- Nashik unit added **new customers** to optimize available capacity and **improve asset utilization**
- Added **new customers** at the cone facility at Nashik

HFL's Project Update

Project	Capex	Remarks
Panipat Plant	Rs. 225 Crore	Commercialized in Q1FY27
Panipat Plant	Rs. 80 Crore	To be commercialised by Q4FY27

Capex Summary



#Current year Includes CWIP and capital advances, excludes ROU and Intangible assets and adjusted by accumulated depreciation of acquired plants

Q1FY27 Business Highlights – Healthcare

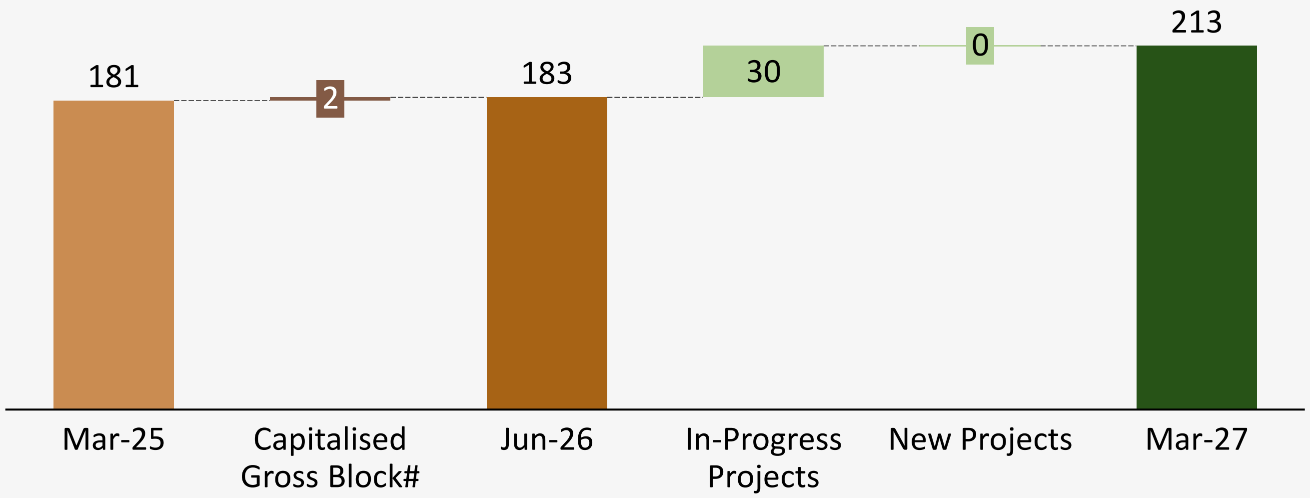
Operational Updates

- Initiated the **Class 3 Medical Device** certification process at the **Chennai** facility for **medicated plasters**, supporting expansion into the **EU and UK** markets
- Brownfield expansion for manufacturing of a **Ayurvedic wellness is progressing well and on track**
- **Added new customers across** syrups, tablets and lozenges

HFL's Project Update

Project	Capex	Remarks
Ayurvedic wellness manufacturing (Baddi)	Rs. 25 Crore	To be commercialized in Q3FY27

Capex Summary



#Current year Includes CWIP and capital advances, excludes ROU and Intangible assets and adjusted by accumulated depreciation of acquired plants

Q1FY27 Business Highlights – Footwear

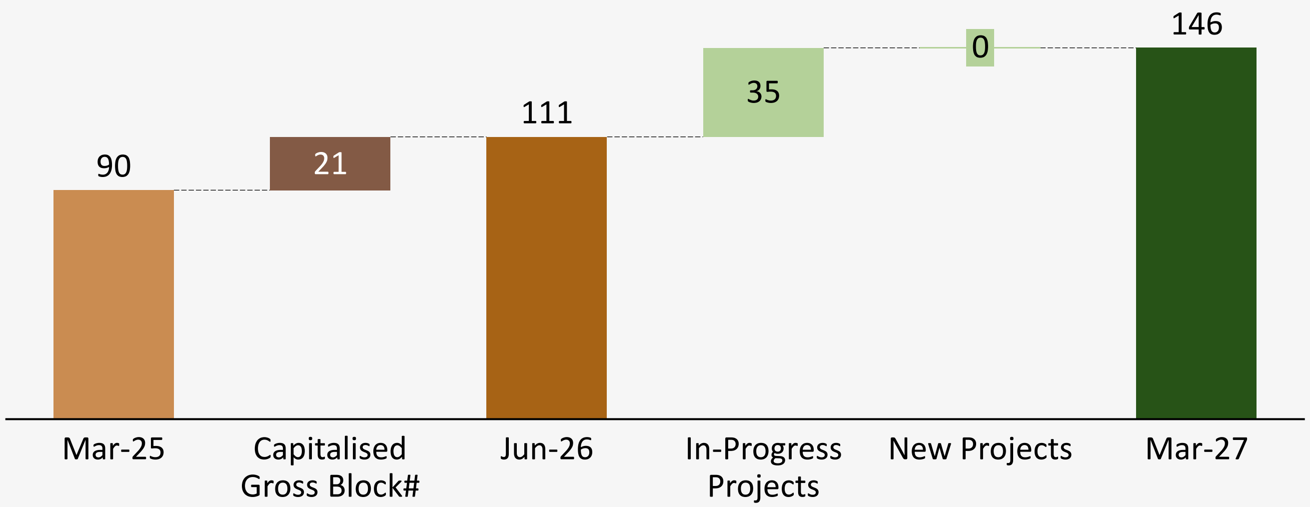
Operational Updates

- Strong orderbook for H2 FY27
- Expanding sole manufacturing facility in Tindivanam
- The **Footwear Division** experienced **temporary supply chain disruptions** due to the **Middle East crisis**, impacting **material availability, cost** and **production** during the quarter
- Strengthened the **Footwear customer portfolio** with **addition of new customers**

HFL's Project Update

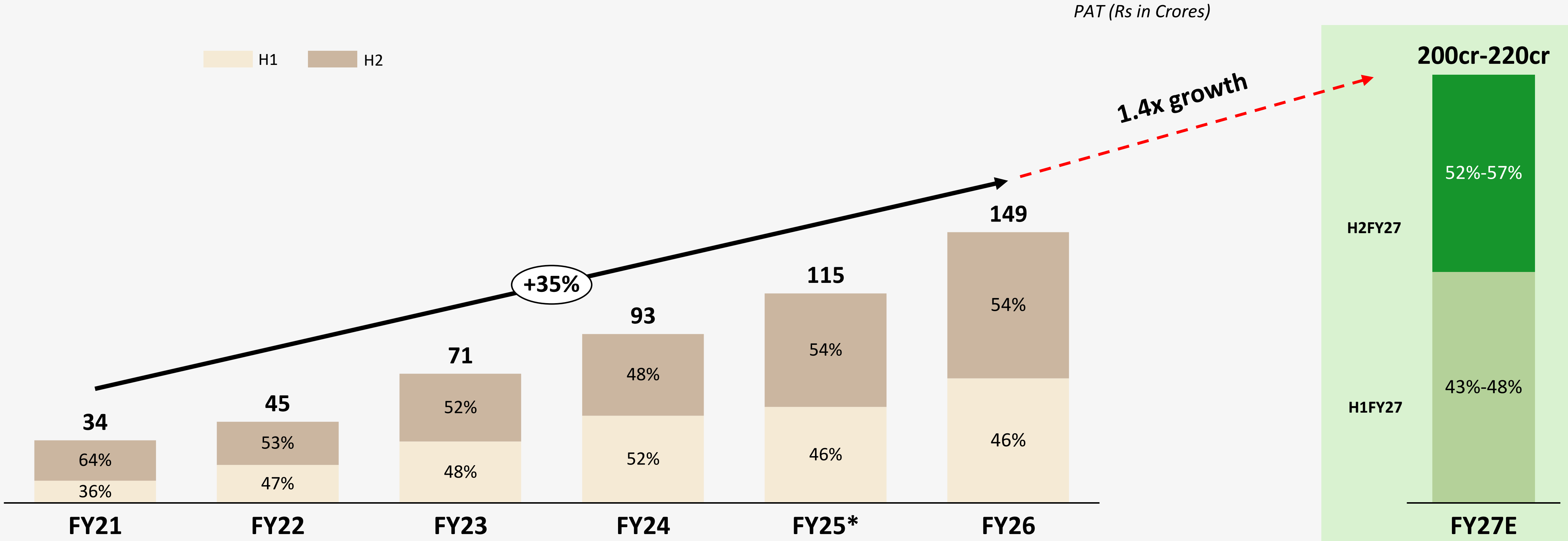
Project	Capex	Remarks
Capacity expansion in North and South India	Rs. 50 Crore	In Progress

Capex Summary



#Current year Includes CWIP and capital advances, excludes ROU and Intangible assets and adjusted by accumulated depreciation of acquired plants

Guidance 2027



Guidance Of
Rs. 200-220 crores
Profit After Tax for FY27

Momentum continues

* FY25 numbers are restated

Consolidated Profit & Loss Statement – Q1FY27

Particulars (Rs. Crs.)	Q1 FY27	Q1 FY26*	Y-o-Y	Q4 FY26	Q-o-Q	FY26
Total Revenue#	**1,207.0**	**1,022.2**	**18%**	**1,120.9**	**8%**	**4,264.7**
Cost of Goods Sold	936.4	801.0		869.1		3,327.8
Manufacturing and Operating Costs	72.8	53.8		61.6		226.5
Gross Profit	**197.8**	**167.3**	**18%**	**190.3**	**4%**	**710.4**
Employee Expenses	69.5	63.8		64.9		252.5
Other Expenses	22.0	19.3		21.3		80.9
EBITDA	**106.3**	**84.3**	**26%**	**104.1**	**2%**	**377.0**
Depreciation	26.2	21.1		23.0		90.1
EBIT	**80.1**	**63.2**		**81.1**		**287.0**
Finance Cost	23.4	20.5		22.7		82.3
Share of Loss from associate (net)	-0.1	-		-0.2		-0.4
Profit Before Tax	**56.6**	**42.7**	**33%**	**58.2**	**-3%**	**204.2**
Exceptional item^	-	-		-1.1		-4.6
Tax Expense	13.8	10.5		15.6		50.6
Reported Profit After Tax	**42.8**	**32.2**	**33%**	**41.5**	**3%**	**149.0**
EPS	3.53	2.70		3.43		12.34

 # Includes Other Income *^Exceptional charge of Rs 1.1 crs for Q4FY26 & 4.6 crs for FY26 are on account of the change due to the new labour code*
** Q1FY26 numbers are restated*

THANK YOU

Company:

HINDUSTAN FOODS LIMITED

Hindustan Foods Limited
CIN: L15139MH1984PLC316003
Vimal Solanki
vimal.solanki@thevanitycase.com

www.hindustanfoodslimited.com

Investor Relations Advisors:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285
Rahul Agarwal / Aditya Parakh
rahul.agarwal@sgapl.net/aditya.parakh@sgapl.net
+91 98214 38864 /+91 750699 6217
www.sgapl.net