



25
YEARS
OF HERITAGE

Ref: SECT: STOC: 29 - 18

25th May, 2018

To
The Secretary,
The Stock Exchange, Mumbai
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

Dear Sir / Madam,

Sub: Submission of Soft copy of quarterly updates - reg

Ref: Stock Code: 519552 / HERITGFOOD

With reference to the above mentioned subject, we are forwarding a soft copy of the quarterly updates which covers the miles stones achieved by the Company and intended to achieved during the quarter/year ended 31st March, 2018 in the future 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.

Thanking you,

Yours Faithfully,
For HERITAGE FOODS LIMITED


UMAKANTA BARIK
Company Secretary
M. No. FCS-6317



Encl: a/a



HERITAGE FOODS LIMITED
(Formerly known as M/s. Heritage Foods (India) Limited)
CIN : L15209TG1992PLC014332
AN ISO: 22000 CERTIFIED COMPANY





Corporate Presentation

March - 2018





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.

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 2022

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.

Company Overview



Core Business:

- 26 Years rich experience in dairy business that includes, procurement of milk from dairy farmers at village level, and distribution of processed milk to the households in 15 states.
- Over a decade plus experience in production of other 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

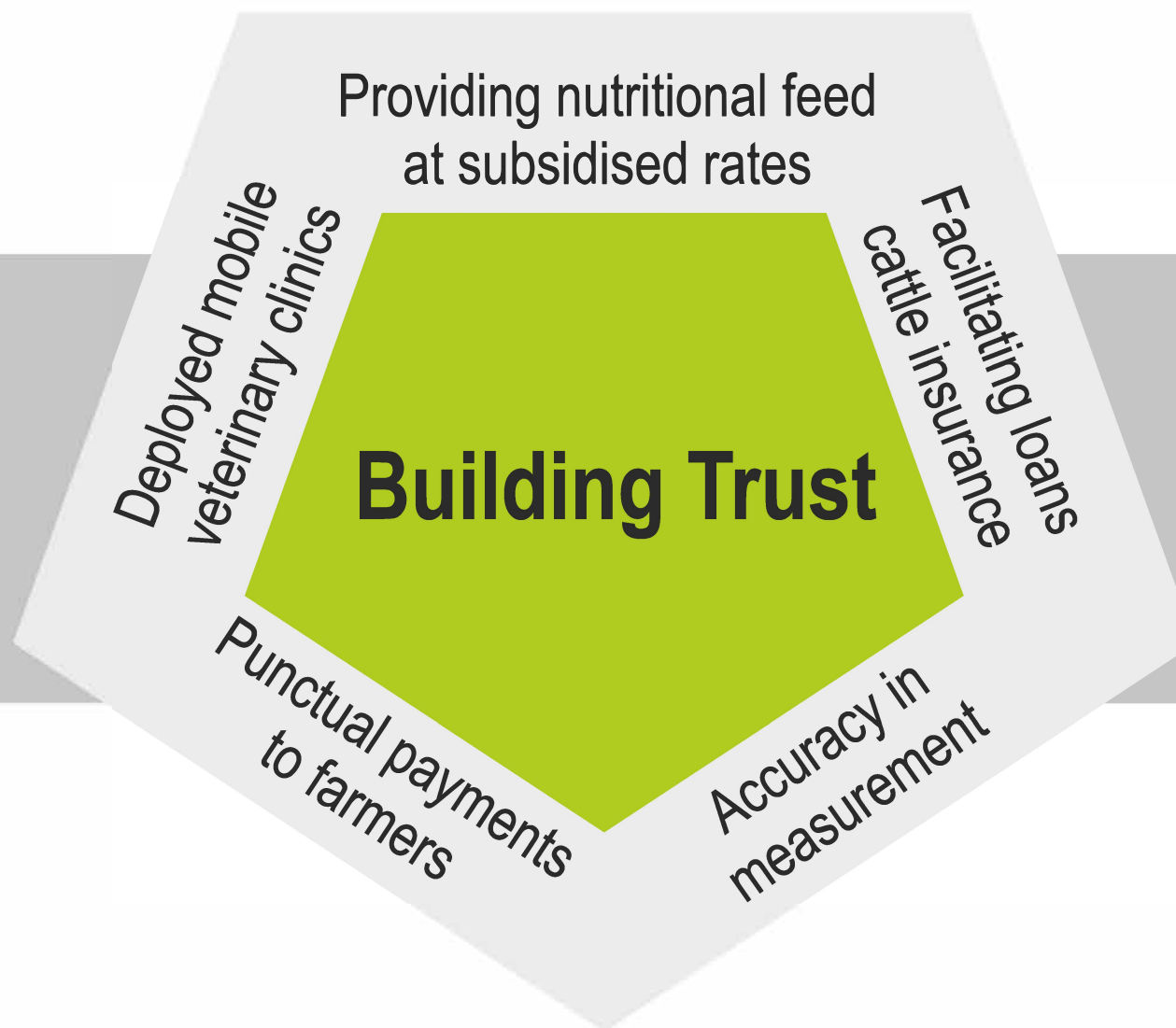
Key Strengths

- Strong relationship with over 3 lakh dairy farmers.
- Supplying dairy 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.

Winning Farmers' Trust



Achieving Operational Excellence



112 Bulk Coolers



97 Chilling plants



16 Processing plants



**No. of Milk Procurement
Representatives**

12186

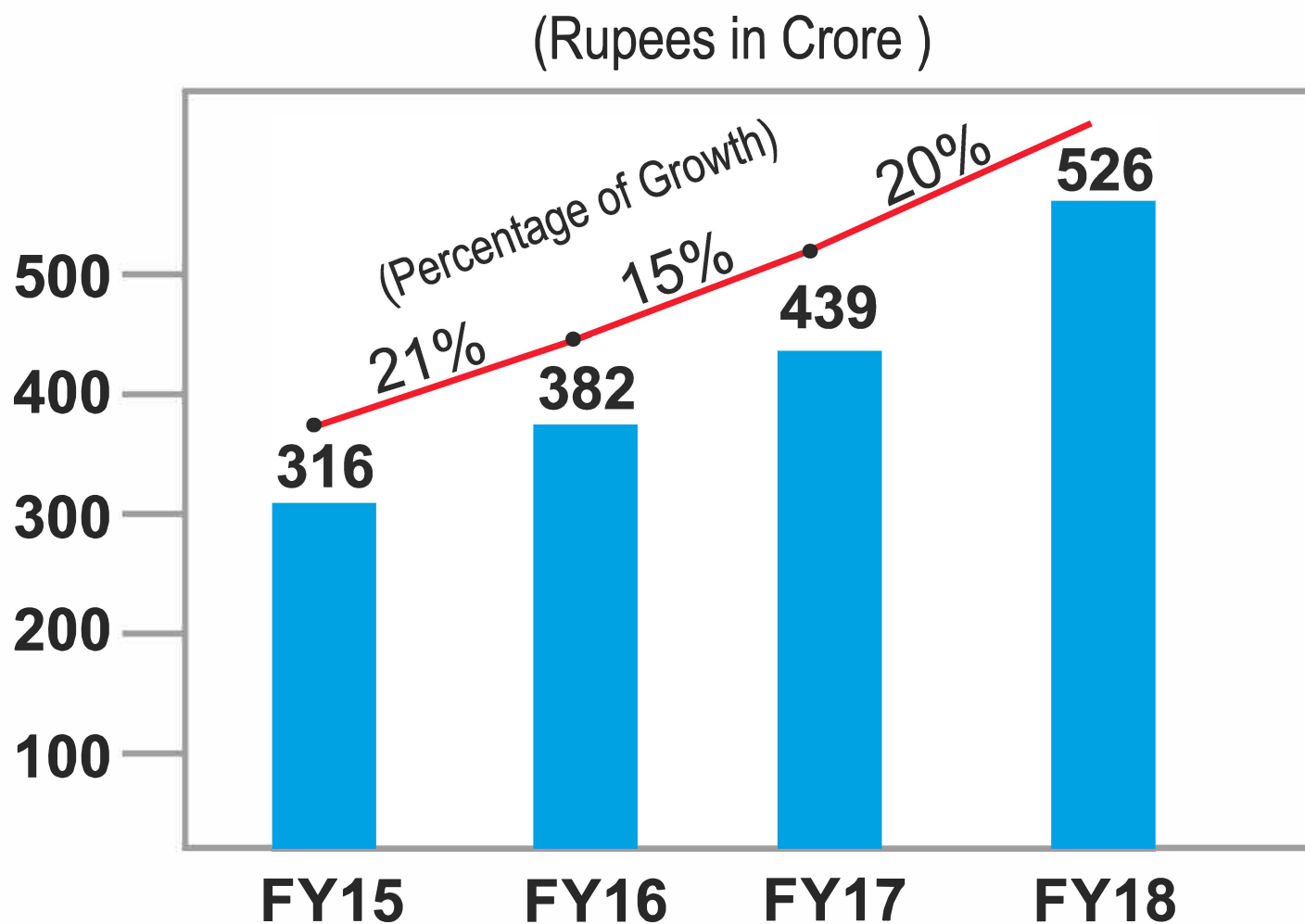
1903 Vehicles



No. of Distributors

6608

Growth in VAP



Innovations



- Launched new ice cream brand “Alpenvie”
- Gearing up for launch of Yoghurt in collaboration with French company “Novandie”



- Undertaken branding activities like rejuvenating brand identity, launch of new logo, and packaging.
- Commissioned Ultra High Temperature (UHT) Plant.

Parlour as branded outlets



- Exclusive Product Outlets
- 1380 Outlets
- Helps in Branding
- Complete Range of Products
- Products availability and Accessibility to customers

Procurement & Sales



Particulars	Q4FY18	FY18
Milk Procurement (LLPD)★	13.24	13.2
Cost per Liter (Rs)	33.37	33.89
Milk Sales (LLPD)	10.42	10.53
Net Realisation per Liter (Rs)	38.97	38.88
Curd Sales (MTPD)★	249.12	244.74

★ LLPD: Lakh Liters Per Day

★ MTPD: Metric Tonnes Per Day

Financials - Yearly



Financial Highlights	FY 18	FY 17	FY 16	FY 15	FY 14
(Rs in crores)					
Net Turnover	2344.01	2642.89	2380.58	2072.97	1722.04
Dairy	2343.68	1870.72	1768.8	1555.86	1328.19
RE	6.86	5.21	3.04	2.57	0.77
EBITDA	133.32	146.61	136.47	88.08	98.65
Dairy	127.32	144.82	137.2	87.82	113.67
RE	6.01	4.31	2.08	1.52	0.03
PBT	88.08	323.31	85.98	39.14	61.21
Dairy	79.79	114.76	105.68	57.31	89.88
RE	-0.04	0.38	0.14	-0.85	-0.89
FVTPL	8.33	208.26			
IND-AS Adjustment		-0.09			
Dairy					
EBITDA%	5.43%	7.74%	7.76%	5.65%	8.56%
PBT%	3.40%	6.13%	5.97%	3.68%	6.77%

Note: Figures in FY14 - FY17 Include Discontinued Businesses.

Financials - Quarterly



Financial Highlights (Rs in crores)	Q4FY18	Q4FY17
Net Turnover		
Dairy	555.01	488.02
RE	1.68	1.75
EBITDA		
Dairy	45.63	32.12
RE	1.54	1.32
PBT		
Dairy	31.88	23.32
RE	-0.08	0.2
Dairy Margins (in %)		
EBITDA	8.22 %	6.58 %
PBT	5.94 %	4.78 %

Balance Sheet Figures



Particulars (Rs in crore)	FY14	FY15	FY16	FY17 (As per Ind-As)	FY18
Equity Share Capital	23.2	23.2	23.2	23.2	23.2
Other Equity (Reserves & Surplus)	155.8	169.8	216.8	570.02	754.81
Networth	179	193	240	593.22	778.01
Gross Fixed Assets	419.6	462.3	518.4	306.92	466.12
Net Fixed Assets	271.5	280.7	312	287.41	424.71

Key Ratios:

Net Fixed Asset Turnover; 6

Debt / Equity; 0.18

Current Ratio; 0.73

Inventory Days; 21

Book Value (Rs. 5/share); Rs. 167.68

Heritage Nutrivet Limited

(A Wholly Owned Subsidiary Company)



Particulars	Q4FY18	FY18
(Rs in Lakh)		
Turnover	1617	6742
EBITDA	128	132



Way Forward



To reach a topline of Rs. 6000 crore by FY-22

To achieve Rs. 2400 crore from value added products by FY-22

To handle 28 lakh liters of milk per day by FY-22

To expand relationship to 6 lakh farmers by FY-22

To supply dairy products to 30 lakh households by FY-22



Thank You

Umakanta Barik | hfl@heritagefoods.in