

**Vidhi Specialty Food Ingredients Limited.**

Office: E/27/28/29, Commerce Centre, 78, Tardeo Road,  
Mumbai – 400034, India.

Tel : + 91 22 6140 6666 Fax : +91 22 2352 1980

Factory : 59/B & 68, M.I.D.C. Dhatav, Roha

Dist : Raigad, Maharashtra – 402116, India.

E-mail : mitesh.manek@vidhifoodcolour.com

Web : www.vidhifoodcolour.com

CIN : L24110MH1994PLC076156

Date: November 08, 2021

To,

The Manager,  
Department of Corporate Services (DCS-Listing)  
BSE Limited  
Phiroze Jeejeebhoy Towers, Dalal Street,  
Mumbai- 400001  
Scrip Code: 531717

The Manager,  
Listing Compliance  
National Stock Exchange of India Ltd.  
Exchange Plaza, C-1, Block G, Bandra Kurla  
Complex, Bandra (E), Mumbai – 400 051  
Symbol: VIDHIING

Dear Sir(s),

**Ref.: Company Code: BSE – 531717, NSE Symbol: VIDHIING**

**Sub: Investor Presentation on the Un-audited Financial Results for the quarter and half year ended September 30, 2021**

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, our Company has today announced its Un-audited Financial Results (Standalone and Consolidated) for the quarter and half year ended September 30, 2021.

Enclosed herewith is the Investor Presentation on the Un-audited Financial Results for the quarter and half year ended September 30, 2021.

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

Thanking you,

For Vidhi Specialty Food Ingredients Limited,



**Bipin M. Manek**  
Managing Director

Place: Mumbai

Encl.: As above.



**VIDHI**



# Vidhi Specialty Food Ingredients Limited

**COLOURS** You Can Trust For Your Food



**Investor Presentation – November 2021**





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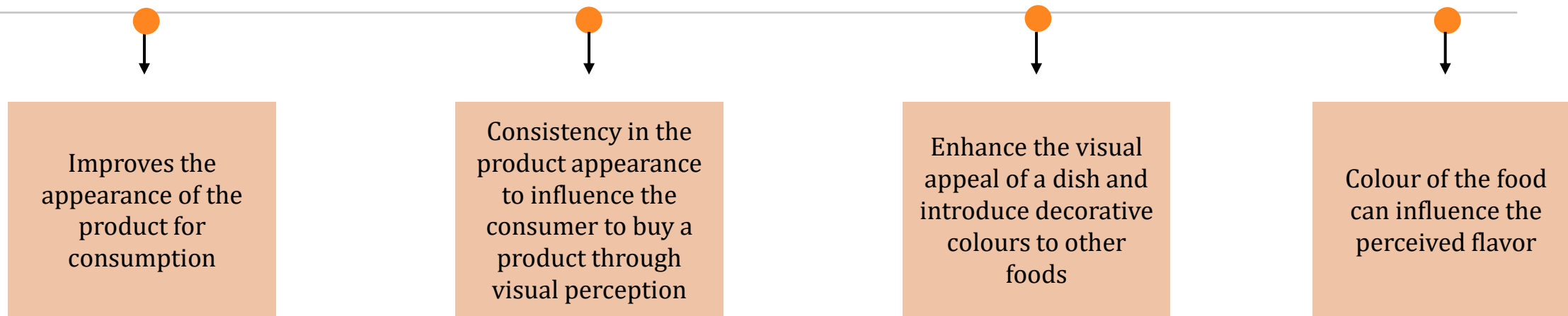
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## Why Food Colours???

- ✓ Food colours are ingredients that are added to food or beverage to enhance its appearance
- ✓ Colours when added to food products imparts very bright and tempting effect



Improves the appearance of the product for consumption

Consistency in the product appearance to influence the consumer to buy a product through visual perception

Enhance the visual appeal of a dish and introduce decorative colours to other foods

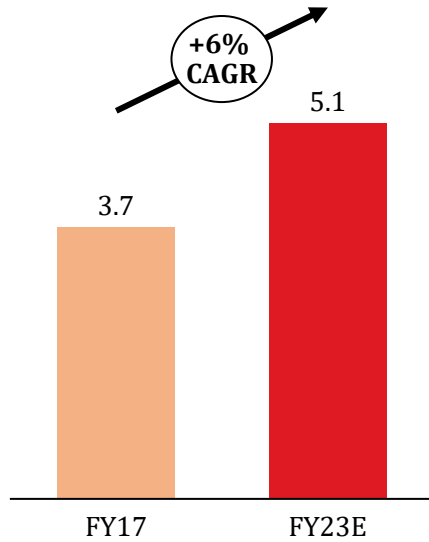
Colour of the food can influence the perceived flavor

# Huge Industry Potential with Limited Players

Industry Potential

## Food Colour Industry Growth

USD Bn



### Huge Growth Opportunities:

Every year incremental demand of ~Rs. 1,500 to Rs, 1,700 crores is expected to generate globally for Food colours



Upsurge in demand for food colors from various end-use industries, including **food & beverages, bakery & confectionery, dairy products, meat & poultry, and seafood**



Colour is a key component to **enhance the ultimate appetizing value** and consumer acceptance towards foods and beverages.



**Synthetic food colours have been increasingly used than natural food colours** by food manufacturers to attain certain properties such as low cost, improved appearance, high colour intensity, more colour stability, and uniformity.



Technological advancements and growing R&D activities for **improved characteristics**



Food colour market across the globe has been on a rise with more **demand upsurge from the emerging markets** and is expected to be higher than projected 6% CAGR due to higher disposable income

## An Institution in Edible Colour Technology

**2nd**  
Largest food colour  
manufacturer in Asia

Supplying to **80** Countries  
across **6** continents

Existing Capacity of over  
**3,500 MT** p.a.  
+  
**~8,500 MT** p.a. under expansion

**Over 200**  
active customers



### Diversified End User Industry

Food &  
Beverages

Cosmetics

Confectionaries  
& Bakery

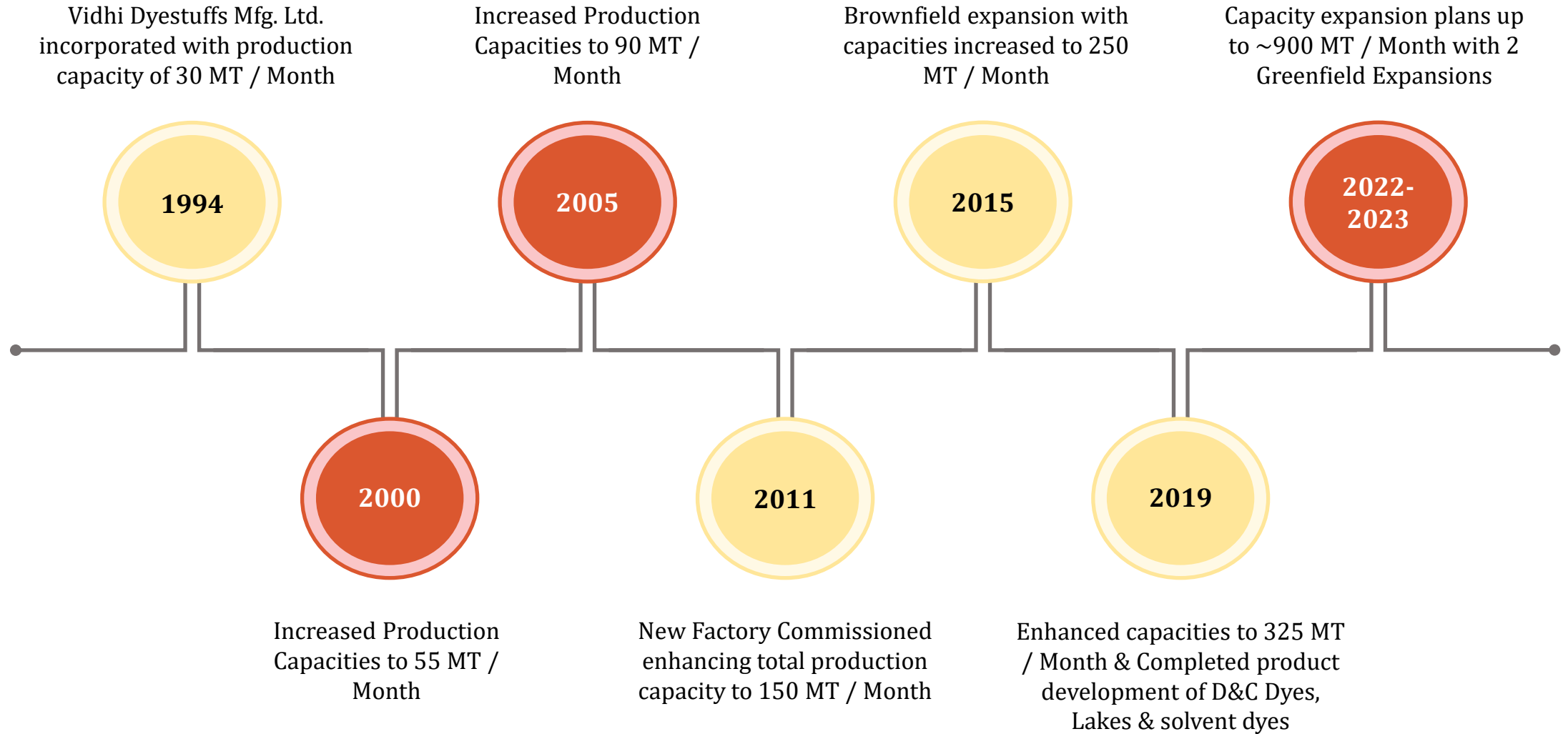
Personal Care  
Products

Pet Foods

Pharmaceuticals

Home Care  
Products

# Legacy of over 2 Decades



# Synthetic Food Colours

## Primary Water Soluble Food Colours

- Primary Food Water Soluble Colours are water soluble, and impart coloring to any product when dissolved
- Are in accordance with the E.C. & JECFA Regulations & Approved for human consumption by WHO

## Blends of Water Soluble Food Colours

- Obtained from mixing different primary colors with one another
- Resultant colors are unique in color property and provide a different feel to products

## Lake Food Colours

- Used where colouring is to be imparted by coating, these are basically Food Grade Pigments
- Lake Colours are bright, consistent, and useful in industries like snack food, confectioneries, pharmaceuticals, cosmetics, inks, plastic, food containers etc.

## Synthetic Water Soluble Colours

Full range of 14 water soluble colours available in Microfine Powder, Fine Plating Grade Powder & Granular Forms

## FD&C Certified Water Soluble & Lakes

Full range of U.S. FDA Certified Colours in Microfine Powder, Fine Plating Grade Powder & Granular Forms & Lakes

## Aluminum Lakes

Full range Of Aluminum Lakes used in Surface Coatings, Capsules, Dry Snacks Food Packaging Material etc.,

## D&C Colours

Range of Certified D&C Dyes & Lakes For Drug & Cosmetic Applications

## Blends

We can develop and match any shade as per the customers specifications

## Others

Co-blended Lakes & Granules



## Water Soluble Colours

Tartrazine	Allura Red
Quinoline Yellow	Patent Blue V
Sunset Yellow	Indigo Carmine
Carmoisine	Brilliant Blue
Amaranth	Chocolate Brown HT
Ponceau 4R	Green S
Erythrosine	Black PN

## Lakes

Lake Tartrazine	Lake Allura Red
Lake Quinoline Yellow	Lake Indigo Carmine
Lake Sunset Yellow	Lake Brilliant Blue
Lake Carmoisine	Lake Chocolate Brown HT
Lake Amaranth	Lake Green S
Lake Ponceau 4R	Lake Black PN
Lake Erythrosine	-

## FD&C Certified Water Soluble Colours

FD&C Yellow 5
FD&C Red 3
FD&C Yellow 6
FD&C Red 40
FD&C Blue 2
FD&C Blue 1

## FD&C Certified Lakes

Lake FD&C Yellow 5
Lake FD&C Yellow 6
Lake FD&C Red 40
Lake FD&C Blue 2
Lake FD&C Blue 1

# Existing Manufacturing facilities

- Our Manufacturing facilities have been audited and found satisfactory by the U.S. FDA
- Our present and operational manufacturing facilities are spread over an area of 1,76,000 square feet, located in Dhatav Village of Raigad District in the state of Maharashtra
- Plot No 59/B :
  - 3 Dedicated Sections To Manufacture Azo Colours & Lakes : (AZO I, AZO II & AZO III)
  - Dedicated Erythrosine Manufacturing Plant
  - Dedicated Brilliant Blue Manufacturing
- Plant Plot No 68 :
  - 2 Dedicated Sections To Manufacture Azo Colours & Lakes : (AZO IV, AZO V)

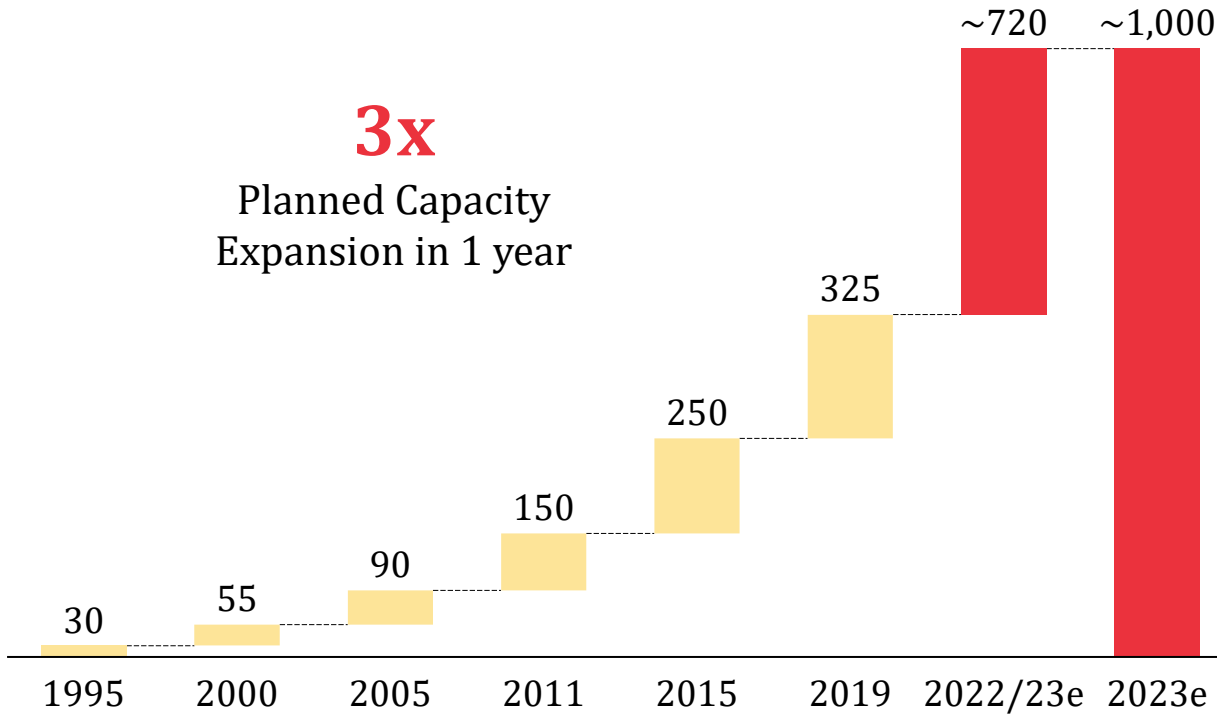


# Long runway for growth

## Capacity Expansion

Metric Tons per Month

**3x**  
Planned Capacity  
Expansion in 1 year



To address the **Demand Supply Gap**  
through capacity expansion

## Pursuing Capacity Expansions

### Phase I

- In Dahej Sez, Gujarat
- 360 MT Capacity to be installed
- EC clearance received
- Civil construction commenced
- Expected timeline: FY22
- Capex ~Rs. 30 crs, to be funded largely from internal accruals

### Phase II

- Arjun Foods, a wholly-owned subsidiary of Vidhi in Roha MIDC, 200 meters away from the current manufacturing site bring operational synergies
- 350 MT Capacity to be installed for manufacturing of new high margin products
- Terms of reference from MPCB have been received
- Expected timeline: FY23
- Capex ~Rs. 30 crs, to be funded largely from internal accruals

# Diversified End-user Market

Highly regulated niche market  
with diversified end-user market



## Food & Beverage

- Processed Foods
- Soft/Health Drink
- Ice Creams
- Sherbets
- Jam's & Jellies
- Juices



## Cosmetics

- Lip Gloss
- Nail Varnish
- Mascara
- Eye Shadow



## Pet food & Cattle Feed

- Dog food
- Cat food
- Cattle/Poultry Feed



## Confectionery & Bakery

- Chocolaté Fillings
- Candies
- Toffies
- Pastries
- Soufflés



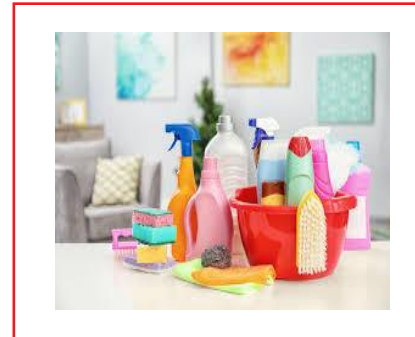
## Personal Care

- Shampoos
- Body wash
- Hair gel
- Shaving Gels



## Pharmaceuticals

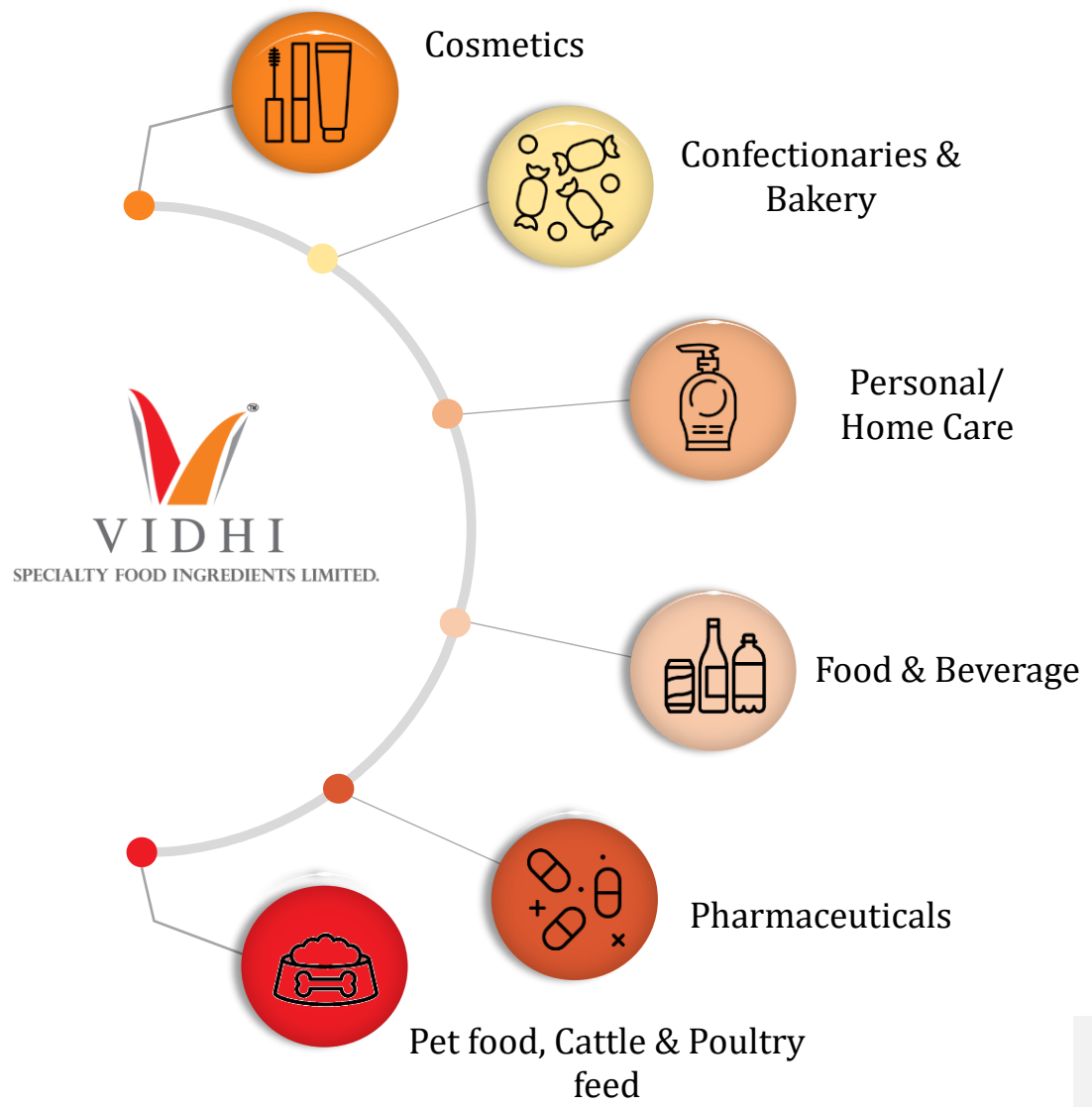
- Syrups
- Tablets
- Capsules



## Home Care

- Dish Washers
- Floor Cleaners
- Disinfectants
- Sanitizers



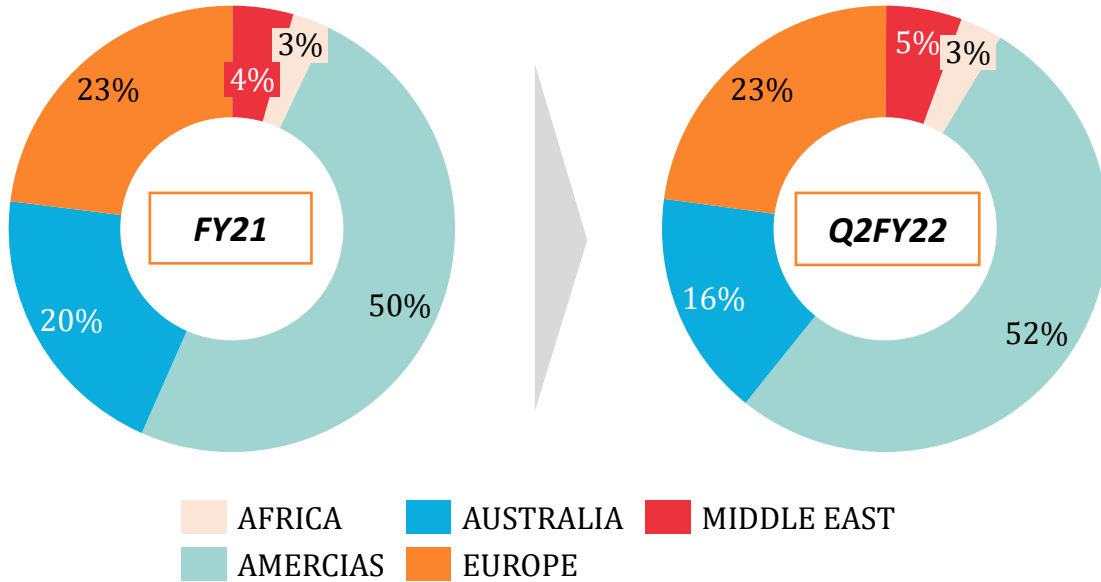


## Customer & Industry Diversity

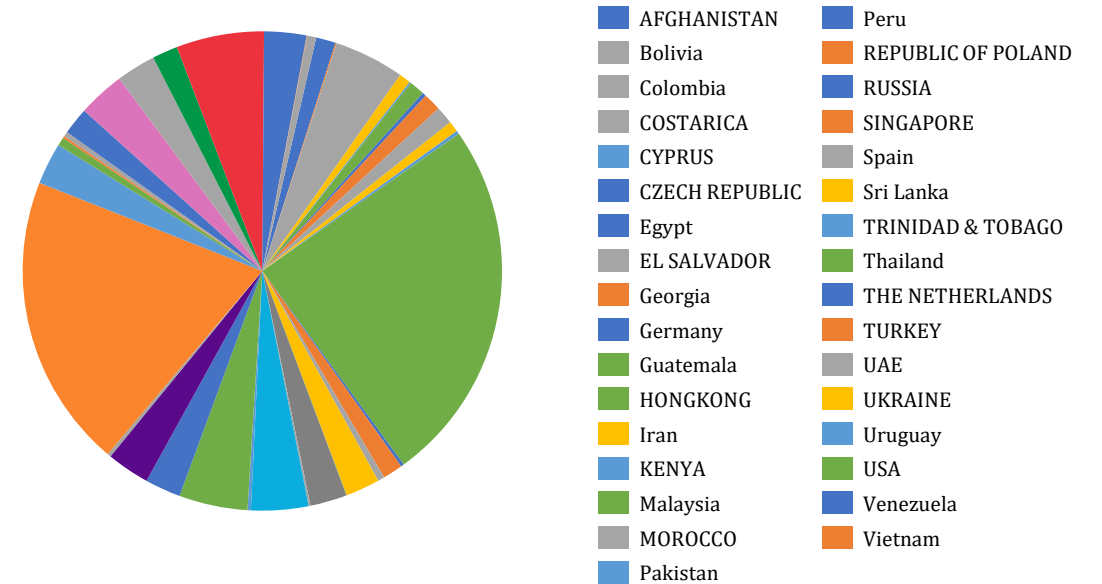
Britannia	Unilever	Procter & Gamble
Nestle	Mars	Pepsi
Kraft	Pfizer	Kerry
Coca-Cola	Sanofi	ITC
Cipla	Cadila	Mondelez
Parle G	Rasna	Mala's

and many more MNC's across the globe

## Continent Wise Sales



## Country Wise Sales (Q2FY22)



### Diversified Geographical Presence

- ✓ Exporting to more than 80 countries across 5 continents meeting all the specific regulatory requirements for each country and continent
- ✓ Continuous addition of new customers and increasing wallet share in existing customers enhancing the growth for the years to come
- ✓ Top 10 countries contribute to ~83% of the revenues & Top 10 customers contribute ~60% of the revenues as on Q2FY22

# Stringent Regulatory Approvals



## Synthetic Water Soluble Colours

European Commission & JECFA Approved



## Aluminum Lakes

European Commission & JECFA Approved



## FD&C Colours

U. S. FDA Approved



## FD&C Lakes

U. S. FDA Approved



## D&C Colours

U. S. FDA Approved



## Blends

European Commission, JECFA & U. S. FDA Approved

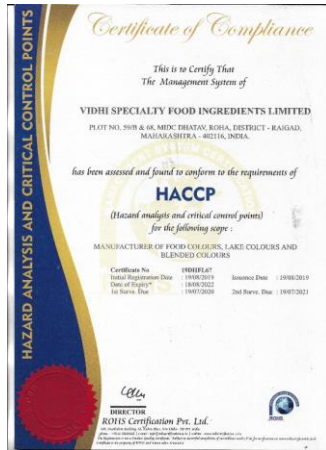


## Co-Blended Lakes & Co-Blended Granules

European Commission, JECFA & U. S. FDA Approved



# Certifications & Regulatory Approvals



- ✓ **1<sup>st</sup> Company** in the field of manufacturing synthetic food colours in India to be awarded with ISO 9002 in the year of 2000
- ✓ **ISO 9001:2015, ISO 22000:2005** certified company
- ✓ The Management Of Food Hazard Analysis (**HACCP**) system for the manufacture of synthetic food colours & lakes
- ✓ Vidhi is a **FSSC 22000** accredited company and hence **GFSI compliant** and also have **GMP**



**KOF-K K kosher Supervision**  
Date: February 1, 2021  
K' SUP 0363 0  
KOF-K ID: CH0001955  
CERTIFICATE ID: 749H-LNDEZ  
Product Count: 35

**Kosher Certificate**

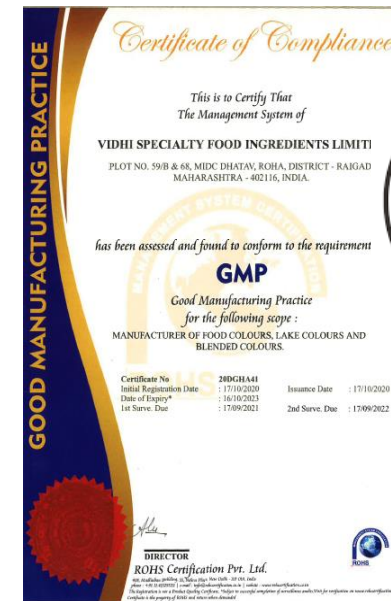
VIDHI SPECIALTY FOOD INGREDIENTS LTD.  
E/27 COMMERCE CENTRE, 78 TARDEO ROAD  
MAHARASHTRA, MUMBAI 400 034 INDIA

The following product(s) Manufactured by VIDHI SPECIALTY FOOD INGREDIENTS LTD. are certified kosher with the listed restrictions.

Product Name	Status	Restriction	UKD#
ALLURA RED E 129	Plane	Symbol not required	KF04054UJUC
AMARANTH E 123	Plane	Symbol not required	KF021UJANN
BLACK PN E 151	Plane	Symbol not required	KFC336WFM
BRILLIANT BLUE E 133	Plane	Symbol not required	KFNLQIMPTPL
CARMOISINE E 122	Plane	Symbol not required	KFDLOR16UR
CHOCOLATE BROWN HT E 155	Plane	Symbol not required	KF800H7ET
ERYTHROSINE E 127	Plane	Symbol not required	KFXFH12KYM
FD&C BLUE 1 (BRILLIANT BLUE E 133)	Plane	Symbol not required	KFJCRKRRQSF
FD&C BLUE 2 (INDIGO CARMINE E 132)	Plane	Symbol not required	KFV03138ED
FD&C RED 3 (ERYTHROSINE E 127)	Plane	Symbol not required	KFK8644QAM
FD&C RED 40 (ALLURA RED E 129)	Plane	Symbol not required	KFKM9DFWJF
FD&C YELLOW 5 (TARTRAZINE E 102)	Plane	Symbol not required	KFJHSLJF04UB
FD&C YELLOW 6 (QUINERY YELLOW E 110)	Plane	Symbol not required	KFYGSH03MKZ
GREEN E 142	Plane	Symbol not required	KFVLEAPW9D
INDIGO CARMINE E 132	Plane	Symbol not required	KF5OURCJ41R

**Benay Berkowitz**  
Rabbi Binayam Berkowitz  
Rabbinic Administrator

To verify or for the most up to date certificate please go to [www.koshercertificate.com](http://www.koshercertificate.com)  
201 The Plaza, Teaneck, NJ 07666 | Phone 201.837.0500 | fax 201.837.0126





# Technology and R&D strength

Stringent checks and processes established at each stage from **Raw Material testing** to **In-Process** to **Manufacturing processes** to delivery of **Finished Goods** to ensure desired products



Fully equipped & functional laboratory accredited by **The Bureau of Indian Standards** forms the core of Quality Control Department

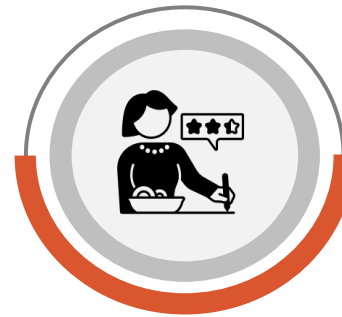


Dedicated **R & D facility** with a team of PHD's & qualified chemists, constantly working on process engineering of existing products and on **development of new products** to enhance the product portfolio and offerings



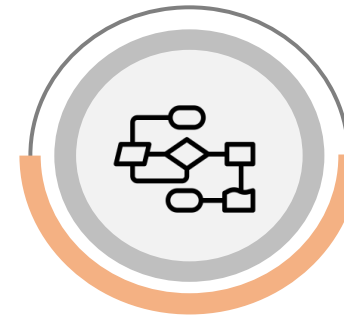
## Qualified Technical Team

- Transcendental combination of highly experienced and dynamic force of qualified chemists dedicated towards partnering the efforts of our discerning customers in developing superior colour solutions for their products



## End User Approach

- Technical team works closely with the end user, right from the stage of envisioning the product to commercial production and after sales support.



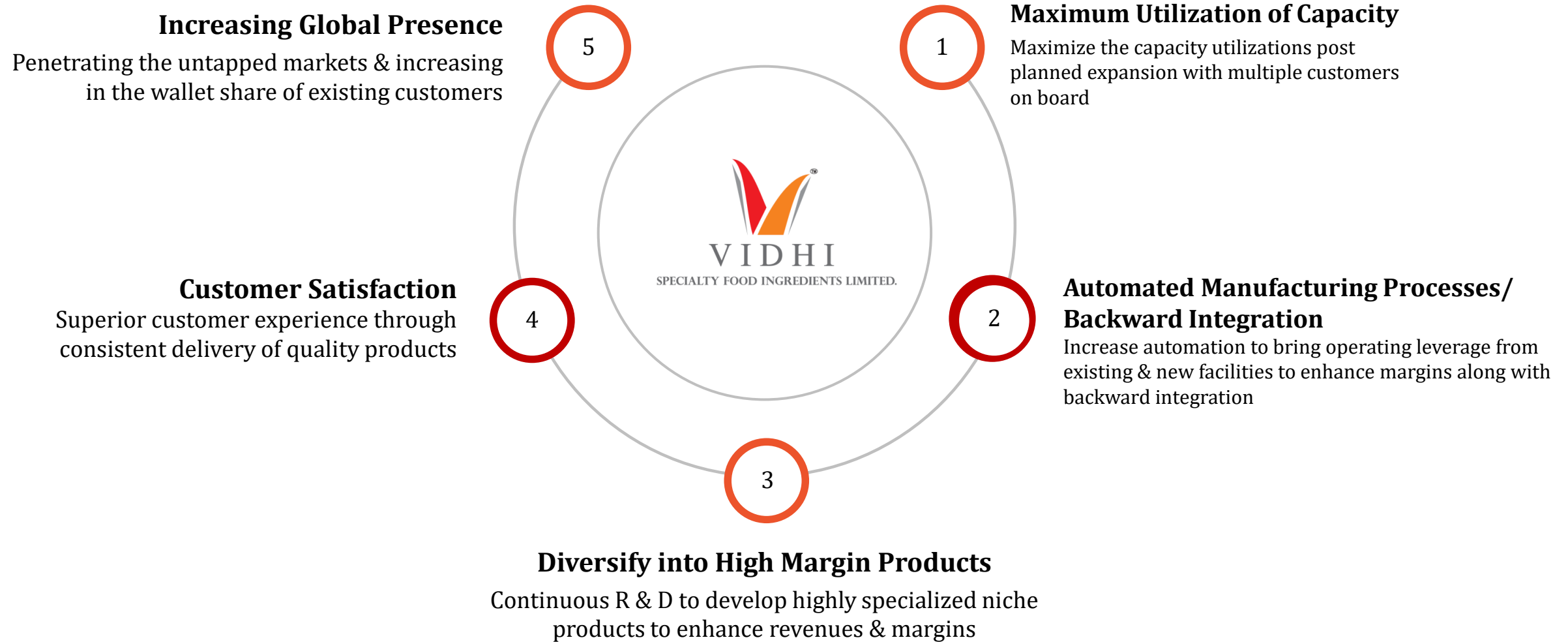
## Stringent Testing

- Stringent procedures and fail-safe methods of testing are adopted, right from the stage of sampling of all raw materials, in process checks at various stages of the reactions and thorough testing of all finished products



## Collaborative working with regulatory bodies

- Sharing of information & working hand in hand with the regulatory bodies like US FDA & EC for new product developments & standards to be implemented across the globe for food colour industry



# High Entry Barriers

## Technical Know-how

- Technical know-how with years of experience for continuous development of new products & colours



## Highly Regulated Markets

- Operate in a highly regulated markets with multiple regulatory approvals required
- Undertaken various approvals backed by an appropriate lab testing facility and among the very few USFDA approved manufacturers of food grade colours in India



## High Entry Barriers for New Competition

## Long Customer Approval

- Customer approval takes as long as ~10 years. Average single product approval cycle for customers is between 4-5 years for the first set of orders
- End users have internal specifications which are often more stringent than the regulations to which they adhere to



## Quality Control Process

- Follow stringent quality control norms on batch wise before delivery to the customer
- With strong controls and processes in place, able to deliver quality products to customers
- High cost of change in vendor due to stringent norms & approval cycle enhances customer stickiness



## Products

Large Product Variants

Diversified Usages

Diversified customers

Long standing relationships with Large MNC as a customers

Customer & Geography Expansion

## Renowned name in Food Colour Industry



SPECIALTY FOOD INGREDIENTS LIMITED.

## Financial Strength

Un-leveraged Balance sheet

Revenue Visibility

Better Profitability

## Regulatory

Highly Regulated Market

Consistency is a Key

Long Customer Approval Cycle

R&D & Product Development



# Experienced Board of Directors

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Mr. Bipin M. Manek

Chairman & Managing  
Director

Mr. Mihir B. Manek

Joint Managing Director

Mr. Vijay K. Atre

Non-Executive Director

Mrs. Pravina B. Manek

Non-Executive Director

Mrs. Vidhi H. Parekh

Wholetime Director

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Mr. Niren D. Desai

Independent Director

Mr. Prafulchandra A. Shah

Independent Director

Mr. Rahul C. Berde

Independent Director

Mr. Ashit K. Doshi

Independent Director

Mrs. Jyoti S. Modi

Independent Director

# Strong Management Team

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Mr. Bipin M. Manek

Chairman & Managing  
Director

Rich & Diversified experience of over 35 years in the field food colour manufacturing. Acknowledged as a thought leader in transforming the Company from a small food color manufacturing company to the Asia's 2nd largest food color manufacturing Company.

Mr. Mihir B. Manek

Joint Managing Director

Associated with the company for more than 15 years with expertise in procurement of imported raw materials and distribution. Played a significant role in leading multiple initiatives to accelerate production and sales

Mr. Mitesh Manek

Chief Financial Officer

Postgraduate with 17 years of experience in finance & administration. Also, looks after the sales & distribution to various geographies

Mr. Vijay K. Atre

Non-Executive Director

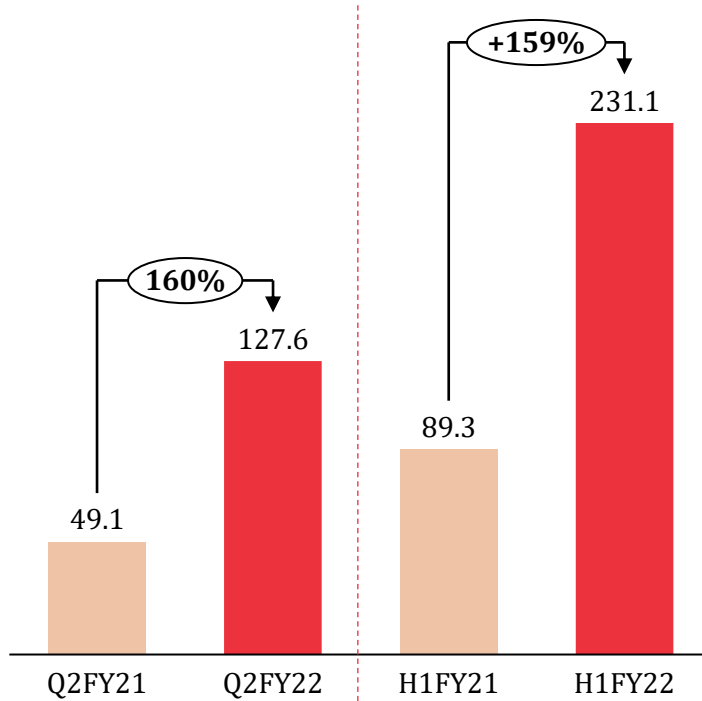
Masters Degree in Science from University of Mumbai with experience of 42 years in the field of food colors manufacturing. Associated with the company since inception

## Financial Performance

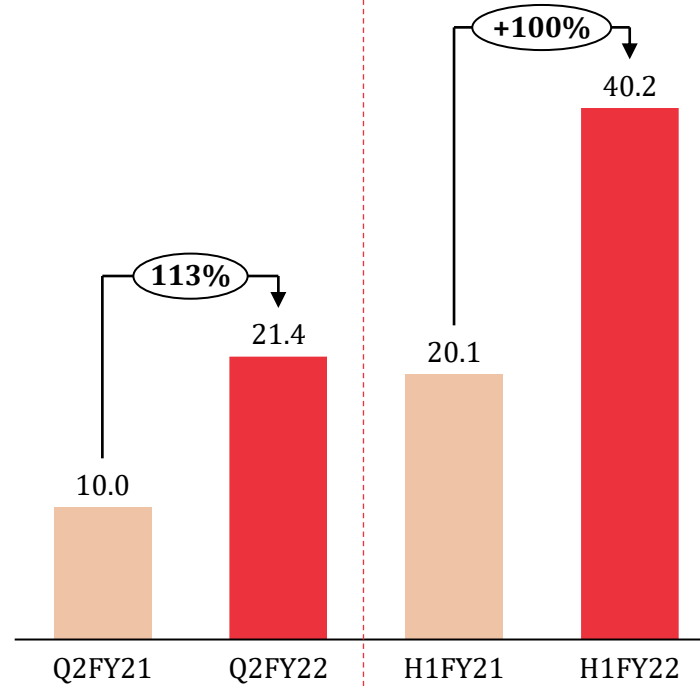


# Q2 & H1FY22 Consolidated Key Highlights

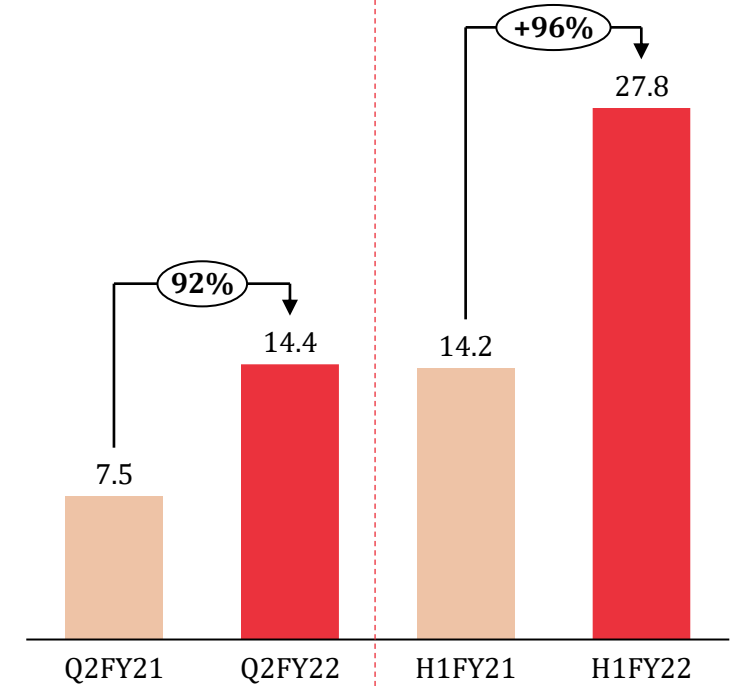
## Revenue (Rs. in Crs)



## EBIDTA (Rs. in Crs)



## PAT (Rs. in Crs)





# Q2 & H1 FY22 Consolidated Profit & Loss Statement

Particulars (Rs in Crs) - Consolidated	Q2FY22	Q2 FY21	Y-o-Y	Q1 FY22	Q-o-Q	H1FY22	H1FY21	Y-o-Y
<b>Revenue from Operations</b>	<b>127.6</b>	<b>49.1</b>	<b>159.7%</b>	<b>103.5</b>	<b>23.3%</b>	<b>231.1</b>	<b>89.3</b>	<b>158.7%</b>
Cost of Materials Consumed	92.7	30.3		73.6		166.3	52.3	
<b>Gross Profit</b>	<b>34.9</b>	<b>18.9</b>	<b>85.1%</b>	<b>29.9</b>	<b>16.7%</b>	<b>64.8</b>	<b>37.1</b>	<b>74.9%</b>
<b>GP %</b>	<b>27.4%</b>	<b>38.4%</b>		<b>28.9%</b>		<b>28.0%</b>	<b>41.5%</b>	
Employee Benefits Expense	2.4	1.7		2.3		4.7	3.2	
Other Expenses	11.1	7.2		8.7		19.8	13.7	
<b>EBITDA</b>	<b>21.4</b>	<b>10.0</b>	<b>113.4%</b>	<b>18.9</b>	<b>13.5%</b>	<b>40.2</b>	<b>20.1</b>	<b>100.2%</b>
<b>EBITDA %</b>	<b>16.8%</b>	<b>20.4%</b>		<b>18.2%</b>		<b>17.4%</b>	<b>22.5%</b>	
Other Income	0.2	0.9		0.2		0.4	1.0	
Depreciation and Amortisation Expense	0.8	0.7		0.7		1.5	1.4	
<b>EBIT</b>	<b>20.8</b>	<b>10.2</b>		<b>18.4</b>	<b>12.9%</b>	<b>39.2</b>	<b>19.7</b>	
<b>EBIT %</b>	<b>16.3%</b>	<b>20.8%</b>		<b>17.8%</b>		<b>16.9%</b>	<b>22.0%</b>	
Finance Costs	0.7	0.2		0.5		1.2	0.5	
PBT	20.0	10.0		17.9		37.9	19.1	
Total Tax Expense	5.6*	2.5		4.5		10.1*	4.9	
<b>Profit for the year</b>	<b>14.4</b>	<b>7.5</b>	<b>91.8%</b>	<b>13.4</b>	<b>7.4%</b>	<b>27.8</b>	<b>14.2</b>	<b>95.5%</b>
<b>PAT %</b>	<b>11.3%</b>	<b>15.3%</b>		<b>13.0%</b>		<b>12.0%</b>	<b>15.9%</b>	
Other Comprehensive Income	0.0	-0.1		0.0		0.0	-0.1	
<b>Total Comprehensive Income</b>	<b>14.4</b>	<b>7.5</b>	<b>93.2%</b>	<b>13.4</b>	<b>7.4%</b>	<b>27.8</b>	<b>14.1</b>	<b>96.9%</b>

\*Impact of ~Rs. 41 lacs on deferred tax on account of capitalisation of solar plant of Rs. 8.3 crs in Sept 2021

# Consolidated Balance Sheet

Particulars (Rs in Crs)	Sep-21	Mar-21
Equity Share Capital	5.0	5.0
Other Equity	184.1	156.3
<b>Total Equity</b>	<b>189.1</b>	<b>161.3</b>
Financial Liabilities		
(i) Borrowings	14.2	1.9
Provisions	0.6	0.6
Deferred Tax Liabilities (Net)	2.4	1.8
<b>Total Non-Current Liabilities</b>	<b>17.2</b>	<b>4.3</b>
Financial Liabilities		
(i) Borrowings	57.7	28.2
(ii) Trade payables	36.0	27.3
(iii) Other Financial Liabilities	2.1	1.7
Provisions	0.2	0.1
Current Tax Liabilities (Net)	4.1	1.5
Other Current Liabilities	1.2	1.2
<b>Total Current Liabilities</b>	<b>101.3</b>	<b>60.0</b>
<b>Total Equities &amp; Liabilities</b>	<b>307.6</b>	<b>225.6</b>

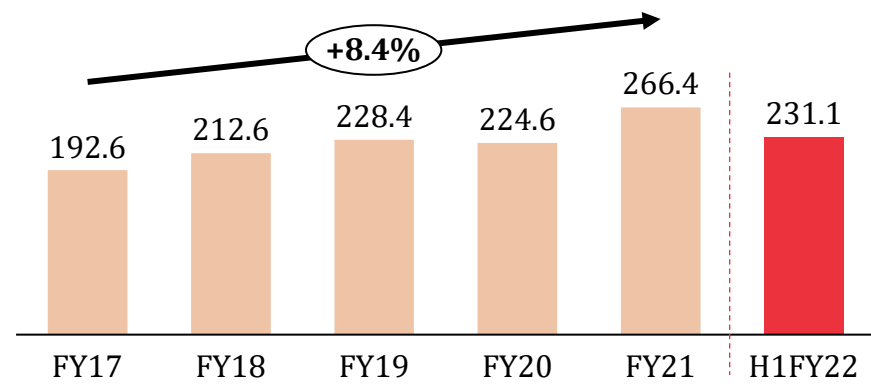
Particulars (Rs in Crs)	Sep-21	Mar-21
Property, Plant and Equipment	35.5	26.8
Capital Work-in-progress	16.3	8.4
Right to Use	3.2	3.2
Other Intangible Assets	7.7	7.7
Other Non Current Assets	0.3	0.3
<b>Total Non-Current Assets</b>	<b>63.0</b>	<b>46.4</b>
Inventories	50.7	39.9
<b>Financial Assets</b>		
(i) Trade Receivable	125.0	94.6
(ii) Cash and Cash Equivalents	2.0	4.0
(iii) Other Bank Balances	8.2	6.6
(iv) Loans	0.9	0.8
(v) Other Current Financial Assets	5.5	9.2
Other Current Assets	52.3	24.0
<b>Total Current Assets</b>	<b>244.6</b>	<b>179.2</b>
<b>Total Assets</b>	<b>307.6</b>	<b>225.6</b>

# Consolidated Abridged Cash Flow Statement

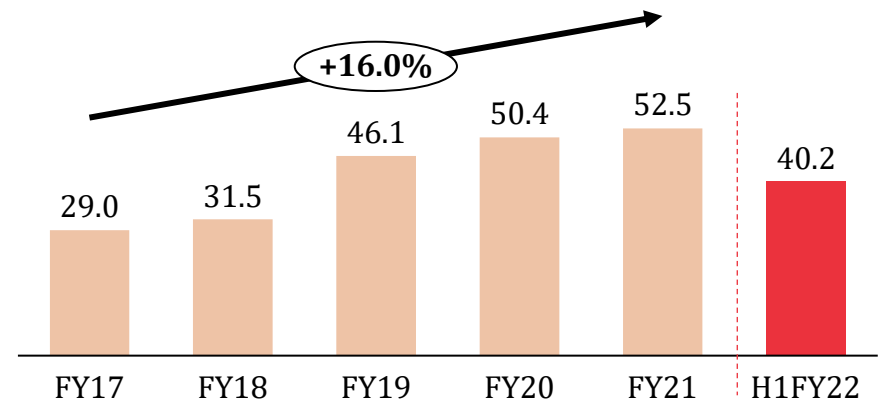
<b>Cash Flow Statement</b>	<b>Sep-21</b>	<b>Sep-20</b>
<b>Cash Flow from Operating Activities</b>		
Profit before Tax	37.9	19.1
Adjustment for Non-Operating Items	2.3	1.4
<b>Operating Profit before Working Capital Changes</b>	<b>40.3</b>	<b>20.5</b>
Changes in Working Capital	-56.4	8.5
<b>Cash Generated from Operations</b>	<b>-16.2</b>	<b>29.1</b>
Less: Direct Taxes paid	-7.0	-4.5
<b>Net Cash from Operating Activities</b>	<b>-23.2</b>	<b>24.6</b>
<b>Cash Flow from Investing Activities</b>	-17.8	0.5
<b>Cash Flow from Financing Activities</b>	40.6	-27.2
Net increase/ (decrease) in Cash & Cash equivalent	-0.3	-2.1
Cash & Cash Equivalents at the beginning of the period	10.3	14.9
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>10.0</b>	<b>12.7</b>

# Consolidated Operating Performance

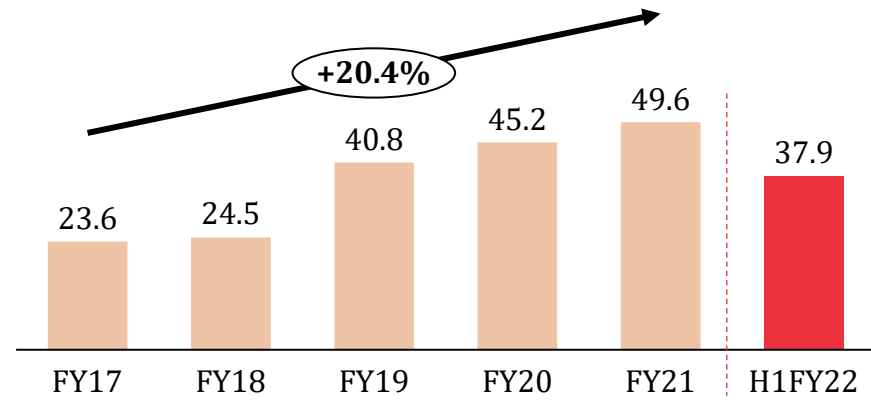
Revenue from Operations (Rs. in Crs)



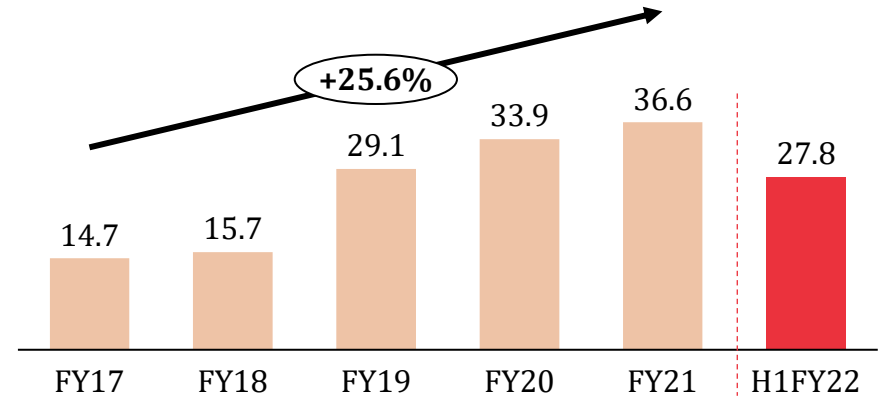
EBIDTA (Rs. in Crs)



Profit before Tax (Rs. in Crs)



Profit after Tax (Rs. in Crs)



# Consolidated Historical Profit & Loss Statement

Particulars (Rs in Crs)	H1FY22	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17	CAGR (FY17 - FY21)
<b>Revenue from Operations</b>	<b>231.1</b>	<b>266.4</b>	<b>224.6</b>	<b>228.4</b>	<b>212.6</b>	<b>192.6</b>	<b>8.4%</b>
Cost of Materials Consumed	166.3	172.9	133.5	145.3	144.9	133.7	
<b>Gross Profit</b>	<b>64.8</b>	<b>93.6</b>	<b>91.2</b>	<b>83.0</b>	<b>67.6</b>	<b>58.9</b>	<b>12.3%</b>
<b>GP %</b>	<b>28.0%</b>	<b>35.1%</b>	<b>40.6%</b>	<b>36.4%</b>	<b>31.8%</b>	<b>30.6%</b>	
Employee Benefits Expense	4.7	7.8	7.3	6.7	5.3	4.2	
Other Expenses	19.8	33.3	33.4	30.2	30.8	25.8	
<b>EBITDA</b>	<b>40.2</b>	<b>52.5</b>	<b>50.4</b>	<b>46.1</b>	<b>31.5</b>	<b>29.0</b>	<b>16.0%</b>
<b>EBITDA %</b>	<b>17.4%</b>	<b>19.7%</b>	<b>22.5%</b>	<b>20.2%</b>	<b>14.8%</b>	<b>15.0%</b>	
Other Income	0.4	1.6	0.6	0.6	0.4	0.8	
Depreciation and Amortisation Expense	1.5	2.9	3.0	2.4	2.5	2.3	
<b>EBIT</b>	<b>39.2</b>	<b>51.2</b>	<b>48.1</b>	<b>44.3</b>	<b>29.4</b>	<b>27.5</b>	
Finance Costs	1.2	1.6	2.9	3.4	4.9	3.9	
<b>PBT</b>	<b>37.9</b>	<b>49.6</b>	<b>45.2</b>	<b>40.8</b>	<b>24.5</b>	<b>23.6</b>	
Total Tax Expense	10.1	13.0	11.3	11.8	8.8	8.9	
<b>Profit for the year</b>	<b>27.8</b>	<b>36.6</b>	<b>33.9</b>	<b>29.1</b>	<b>15.7</b>	<b>14.7</b>	<b>25.6%</b>
<b>PAT %</b>	<b>12.0%</b>	<b>13.7%</b>	<b>15.1%</b>	<b>12.7%</b>	<b>7.4%</b>	<b>7.6%</b>	
EPS	5.57	7.33	6.79	5.82	3.15	2.93	



# Consolidated Historical Balance Sheet

Particulars (Rs in Crs)	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Equity Share Capital	5.0	5	5.0	5.0	5.0
Other Equity	156.3	123.7	96.0	72.0	61.1
<b>Total Equity</b>	<b>161.3</b>	<b>128.7</b>	<b>101.0</b>	<b>77.0</b>	<b>66.1</b>
Financial Liabilities					
(i) Borrowings	1.9	1.3	2.8	4.3	3.0
Provisions	0.6	0.5	0.3		
Deferred Tax Liabilities (Net)	1.8	2.1	2.6	2.8	2.7
<b>Total Non-Current Liabilities</b>	<b>4.3</b>	<b>3.9</b>	<b>5.7</b>	<b>7.2</b>	<b>5.7</b>
Financial Liabilities					
(i) Borrowings	28.2	31	39.4	37.8	58.2
(ii) Lease Liabilities	0.0	0	0.0	0.0	0.0
(iii) Trade payables	27.3	17.9	18.3	27.7	27.3
(iv) Other Financial Liabilities	1.7	3.2	2.8	3.9	3.6071
Provisions	0.1	0.1	0.1	0.1	0.0
Current Tax Liabilities (Net)	1.5	0.7	0.6	0.9	2.6
Other Current Liabilities	1.2	1.4	1.7	0.6	0.5
<b>Total Current Liabilities</b>	<b>60.0</b>	<b>54.3</b>	<b>62.8</b>	<b>71.1</b>	<b>92.2</b>
<b>Total Equities &amp; Liabilities</b>	<b>225.6</b>	<b>186.9</b>	<b>169.5</b>	<b>155.2</b>	<b>164.0</b>

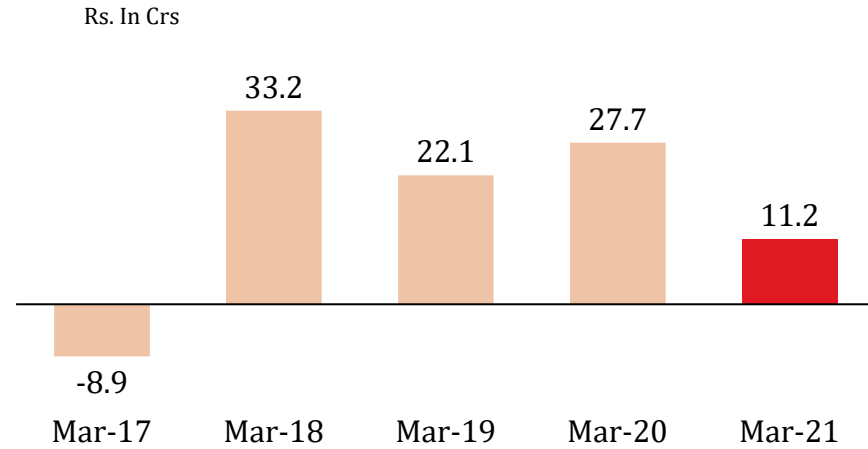
Particulars (Rs in Crs)	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Property, Plant and Equipment	37.8	40.2	30.8	29.3	30.0
Capital Work-in-progress	8.4	5.5	0.1	-	-
<b>Financial Assets</b>					
(i) Investments	-	-	-	-	0.1
Other Non Current Assets	0.3	0.2	0.2	0.3	0.3
<b>Total Non-Current Assets</b>	<b>46.4</b>	<b>45.9</b>	<b>31.1</b>	<b>29.6</b>	<b>30.3</b>
Inventories	39.9	34.2	35.3	34.6	40.7
<b>Financial Assets</b>					
(i) Trade Receivable	94.6	77	61.9	59.1	61.1
(ii) Cash and Cash Equivalents	4.0	7.1	18.1	7.7	4.6
(iii) Other Bank Balances	6.6	7.7	0.4	0.5	0.7
(iv) Loans	0.8	0.4	0.3	0.3	0.3
(v) Other Current Financial Assets	9.2	0.9	1.0	1.1	1.1
Other Current Assets	24.0	13.7	21.4	22.4	25.3
<b>Total Current Assets</b>	<b>179.2</b>	<b>141.0</b>	<b>138.4</b>	<b>125.7</b>	<b>133.7</b>
<b>Total Assets</b>	<b>225.6</b>	<b>186.9</b>	<b>169.5</b>	<b>155.2</b>	<b>164.0</b>

# Consolidated Abridged Cash Flow Statement

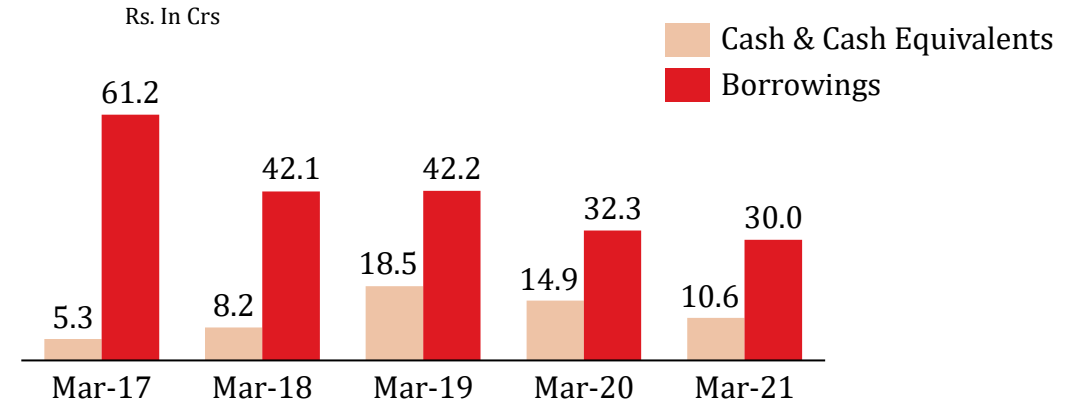
Cash Flow Statement	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
<b>Cash Flow from Operating Activities</b>					
Profit before Tax	49.6	45.2	40.9	24.5	23.6
Adjustment for Non-Operating Items	4.8	6.1	5.3	7.1	5.7
<b>Operating Profit before Working Capital Changes</b>	<b>54.3</b>	<b>51.3</b>	<b>46.2</b>	<b>31.6</b>	<b>29.3</b>
Changes in Working Capital	-30.6	-12.0	-12.4	10.2	-30.1
<b>Cash Generated from Operations</b>	<b>23.7</b>	<b>39.3</b>	<b>33.8</b>	<b>41.8</b>	<b>-0.7</b>
Less: Direct Taxes paid	-12.5	-11.6	-11.7	-8.6	-8.2
<b>Net Cash from Operating Activities</b>	<b>11.2</b>	<b>27.7</b>	<b>22.1</b>	<b>33.2</b>	<b>-8.9</b>
<b>Cash Flow from Investing Activities</b>	<b>-2.8</b>	<b>-12.1</b>	<b>-3.5</b>	<b>-1.5</b>	<b>-0.8</b>
<b>Cash Flow from Financing Activities</b>	<b>-7.9</b>	<b>-24.1</b>	<b>-8.2</b>	<b>-28.8</b>	<b>4.8</b>
Net increase/ (decrease) in Cash & Cash equivalent	0.5	-8.4	10.3	2.9	-4.9
Cash & Cash Equivalents at the beginning of the period	9.8	18.3	8.2	5.3	10.2
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>10.3</b>	<b>9.8</b>	<b>18.5</b>	<b>8.2</b>	<b>5.3</b>

# Sustainable Return Ratios

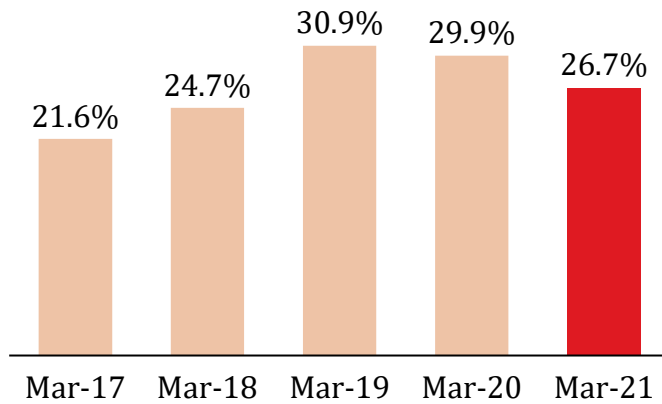
## Cash flow from Operations



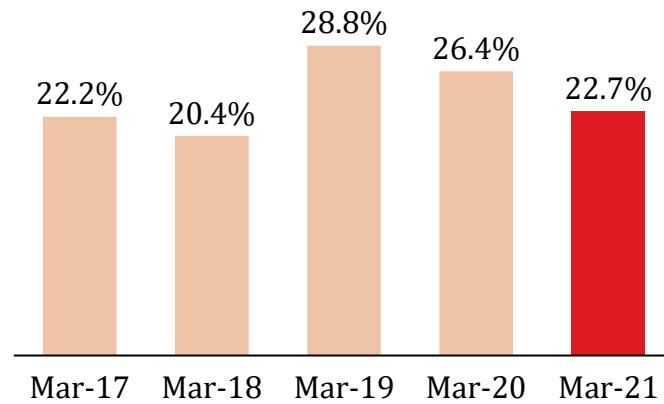
## Borrowings and Cash & Cash Equivalents



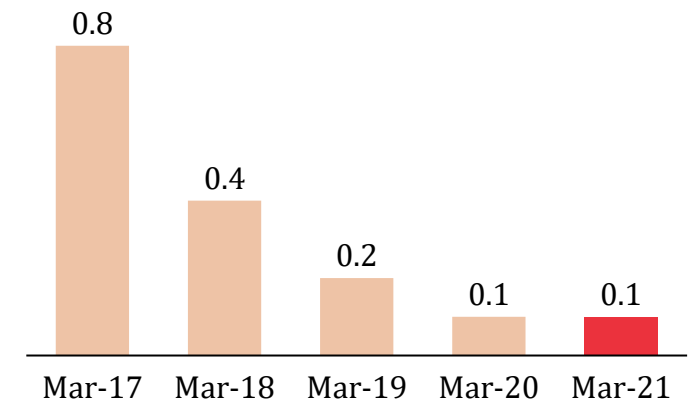
## ROCE (%)



## ROE (%)



## Net Debt to Equity (x)



*\*Annualised basis*

# Thank You



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**Company :**

**Investor Relations Advisors :**

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