

# 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: February 12, 2022

To,

The Manager, Department of Corporate Services (DCS-Listing) <b>BSE Limited</b> Phirozejeebhoy Towers, Dalal Street, Mumbai- 400001 Scrip Code: 531717	The Manager, Listing Compliance <b>National Stock Exchange of India Ltd.</b> 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 ended December 31, 2021**

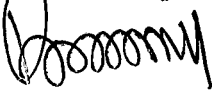
In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, our Company has announced its Un-audited Financial Results (Standalone and Consolidated) for the third quarter and nine months ended December 31, 2021, on February 10, 2022.

Enclosed herewith is the Investor Presentation on the Un-audited Financial Results for the third quarter and nine months ended December 31, 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  
DIN: 00416441



Place: Mumbai

Encl.: As above.



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Vidhi Specialty Food Ingredients Limited** [Formerly known as 'Vidhi Dyestuffs Manufacturing Limited] (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cashflows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness




## Financial Performance



# Q3 & 9M Performance Highlights

## Q3 FY22 (Y-o-Y)

Revenue  
161 Crs

 103%

EBITDA  
25 Crs


 62%

PAT  
17 Crs

 62%

## 9M FY22 (Y-o-Y)

Revenue  
392 Crs

 133%

EBITDA  
65 Crs

 83%

PAT  
45 Crs

 81%

## Update on Capacity Expansion

### Phase I Dahej SEZ

360 MT



### Phase II Roha MIDC

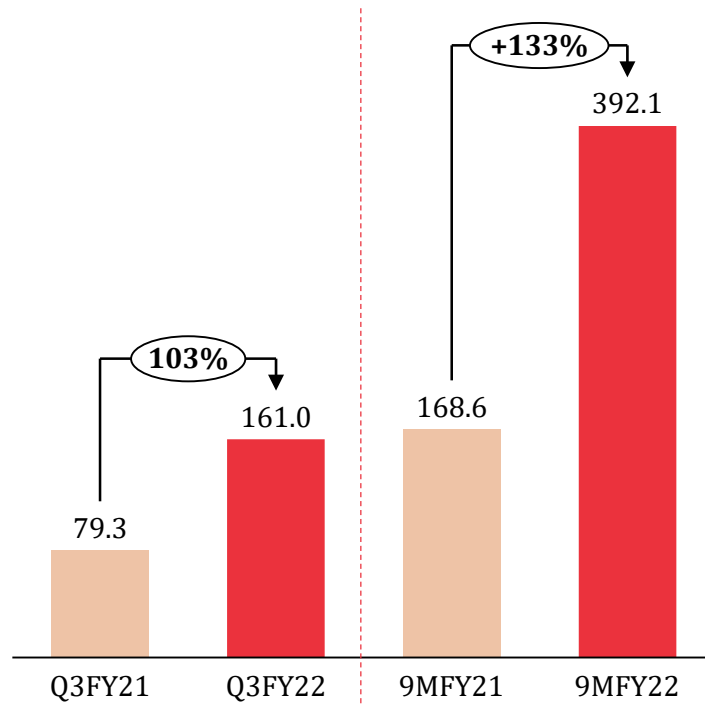
350 MT



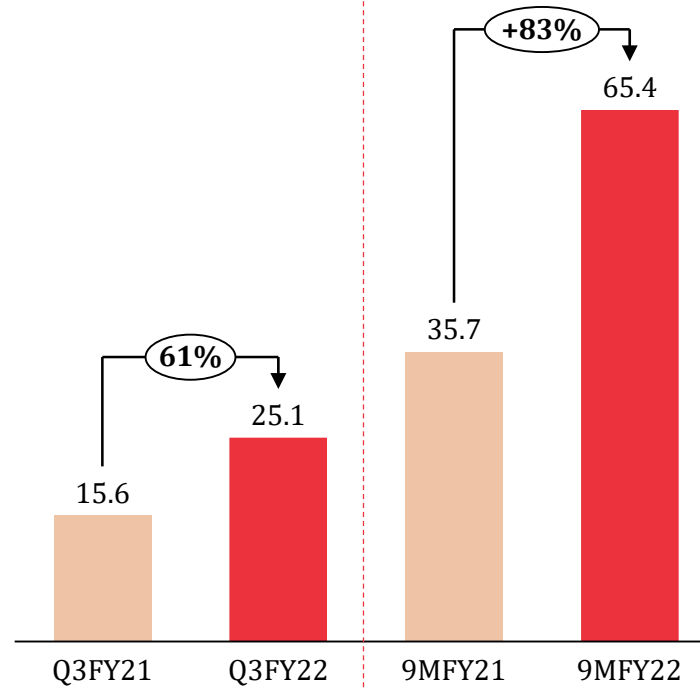
Capex work progressing well,  
to be commissioned as per timeline

# Q3 & 9MFY22 Consolidated Key Highlights

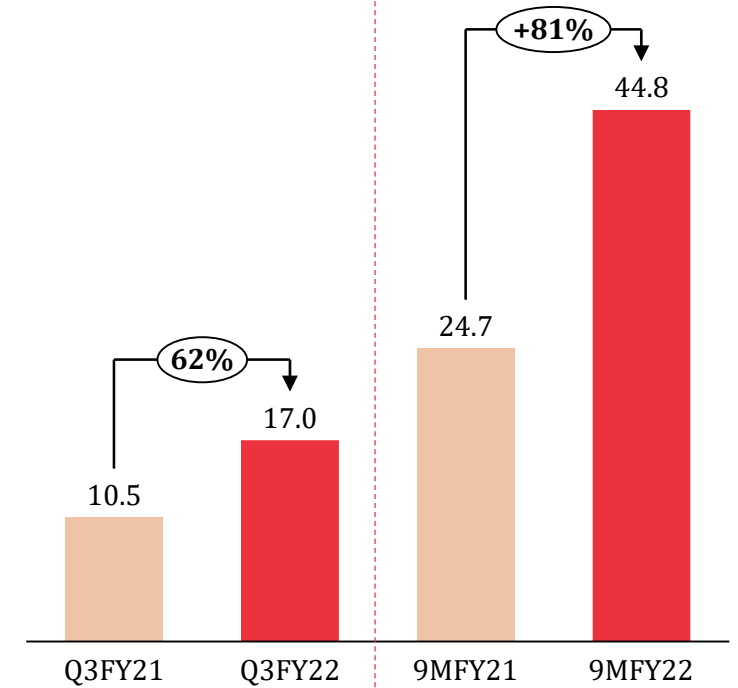
Revenue (Rs. in Crs)



EBIDTA (Rs. in Crs)



PAT (Rs. in Crs)

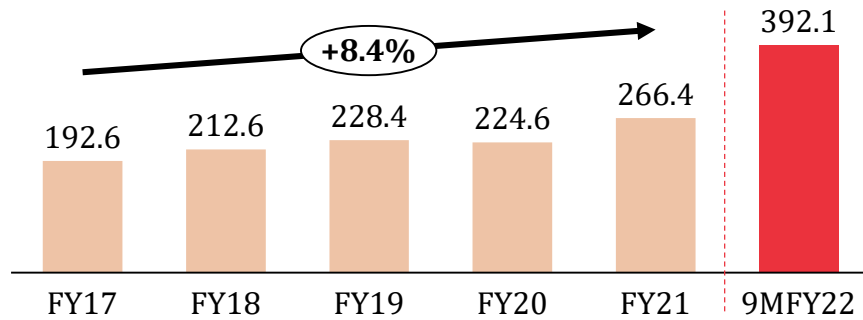


# Q3 & 9M FY22 Consolidated Profit & Loss Statement

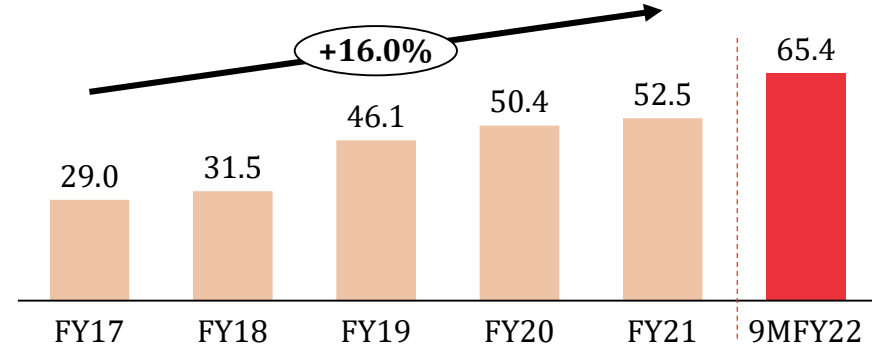
Particulars (Rs in Crs) - Consolidated	Q3 FY22	Q3 FY21	Y-o-Y	Q2 FY22	Q-o-Q	9MFY22	9MFY21	Y-o-Y
<b>Revenue from Operations</b>	<b>160.96</b>	<b>79.28</b>	<b>103.0%</b>	<b>127.6</b>	<b>26.1%</b>	<b>392.05</b>	<b>168.61</b>	<b>132.5%</b>
Cost of Materials Consumed	120.81	52.44		92.7		287.09	104.70	
<b>Gross Profit</b>	<b>40.1</b>	<b>26.8</b>	<b>49.5%</b>	<b>34.9</b>	<b>15.0%</b>	<b>105.0</b>	<b>63.9</b>	<b>64.2%</b>
<b>GP %</b>	<b>24.9%</b>	<b>33.9%</b>		<b>27.4%</b>		<b>26.8%</b>	<b>37.9%</b>	
Employee Benefits Expense	2.37	2.16		2.4		7.10	5.37	
Other Expenses	12.64	9.13		11.1		32.48	22.88	
<b>EBITDA</b>	<b>25.1</b>	<b>15.6</b>	<b>61.6%</b>	<b>21.4</b>	<b>17.5%</b>	<b>65.4</b>	<b>35.7</b>	<b>83.4%</b>
<b>EBITDA %</b>	<b>15.6%</b>	<b>19.6%</b>		<b>16.8%</b>		<b>16.7%</b>	<b>21.1%</b>	
Other Income	0.02	0.00		0.2		0.40	1.02	
Depreciation and Amortisation Expense	0.83	0.70		0.8		2.30	2.13	
<b>EBIT</b>	<b>24.3</b>	<b>14.9</b>		<b>20.8</b>	<b>17.2%</b>	<b>63.5</b>	<b>34.5</b>	
<b>EBIT %</b>	<b>15.1%</b>	<b>18.7%</b>		<b>16.3%</b>		<b>16.2%</b>	<b>20.5%</b>	
Finance Costs	1.50	0.60		0.7		2.73	1.15	
PBT	22.84	14.25		20.0		60.76	33.39	
Total Tax Expense	5.87	3.78		5.6		15.98	8.69	
<b>Profit for the year</b>	<b>16.97</b>	<b>10.48</b>	<b>62.0%</b>	<b>14.41</b>	<b>17.8%</b>	<b>44.78</b>	<b>24.70</b>	<b>81.3%</b>
<b>PAT %</b>	<b>10.5%</b>	<b>13.2%</b>		<b>11.3%</b>		<b>11.4%</b>	<b>14.7%</b>	
Other Comprehensive Income	0.00	-0.07		0.0		0.01	-0.17	
<b>Total Comprehensive Income</b>	<b>17.0</b>	<b>10.4</b>	<b>63.0%</b>	<b>14.4</b>	<b>17.8%</b>	<b>44.8</b>	<b>24.5</b>	<b>82.6%</b>
<b>EPS</b>						8.97		

# Consolidated Operating Performance

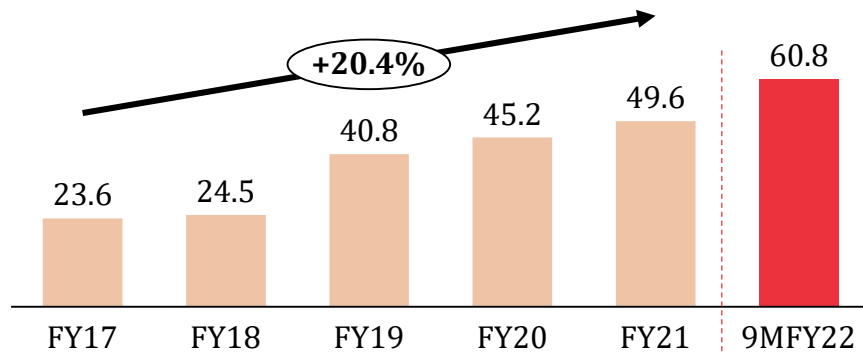
### Revenue from Operations (Rs. in Crs)



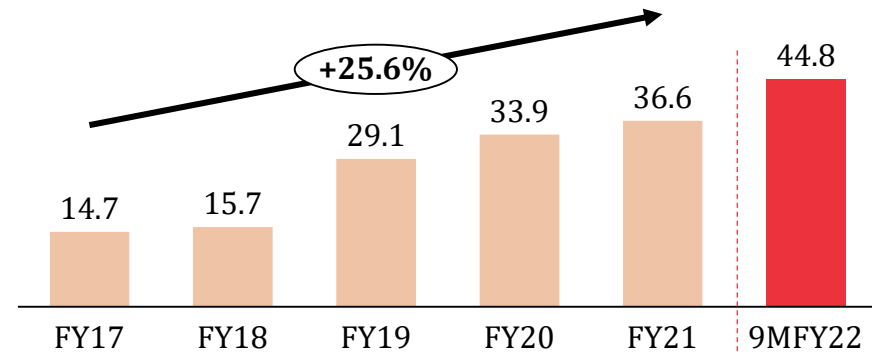
### EBIDTA (Rs. in Crs)



### Profit before Tax (Rs. in Crs)



### Profit after Tax (Rs. in Crs)



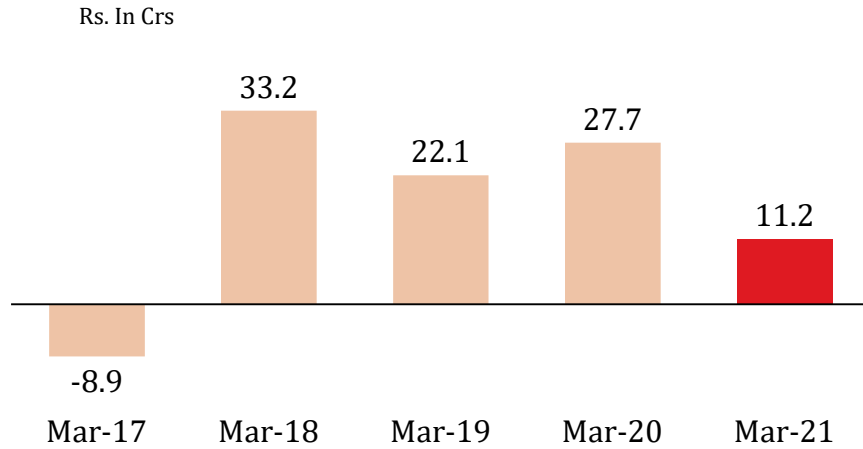


# Consolidated Historical Profit & Loss Statement

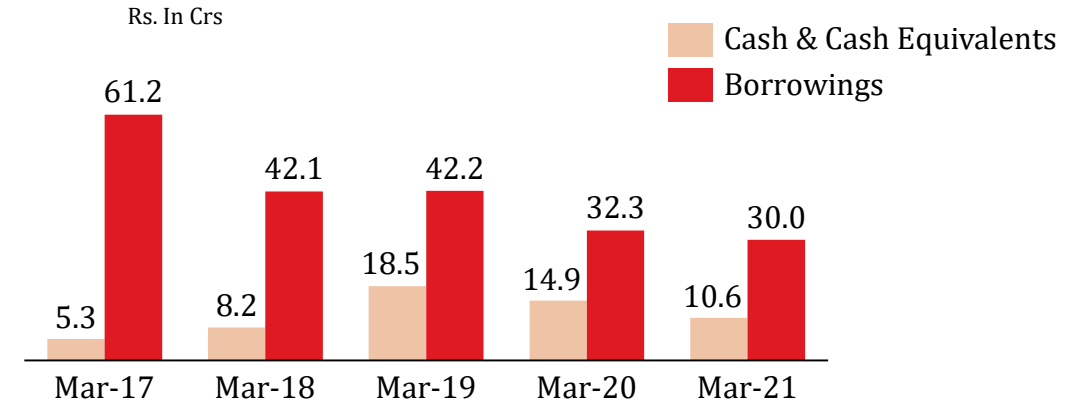
Particulars (Rs in Crs)	9MFY22	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17	CAGR (FY17 - FY21)
<b>Revenue from Operations</b>	392.05	266.4	224.6	228.4	212.6	192.6	8.4%
Cost of Materials Consumed	287.09	172.9	133.5	145.3	144.9	133.7	
<b>Gross Profit</b>	105.0	93.6	91.2	83.0	67.6	58.9	12.3%
<b>GP %</b>	26.8%	35.1%	40.6%	36.4%	31.8%	30.6%	
Employee Benefits Expense	7.10	7.8	7.3	6.7	5.3	4.2	
Other Expenses	32.48	33.3	33.4	30.2	30.8	25.8	
<b>EBITDA</b>	65.4	52.5	50.4	46.1	31.5	29.0	16.0%
<b>EBITDA %</b>	16.7%	19.7%	22.5%	20.2%	14.8%	15.0%	
Other Income	0.40	1.6	0.6	0.6	0.4	0.8	
Depreciation and Amortisation Expense	2.30	2.9	3.0	2.4	2.5	2.3	
<b>EBIT</b>	63.5	51.2	48.1	44.3	29.4	27.5	
Finance Costs	2.73	1.6	2.9	3.4	4.9	3.9	
<b>PBT</b>	60.76	49.6	45.2	40.8	24.5	23.6	
Total Tax Expense	15.98	13.0	11.3	11.8	8.8	8.9	
<b>Profit for the year</b>	44.78	36.6	33.9	29.1	15.7	14.7	25.6%
<b>PAT %</b>	11.4%	13.7%	15.1%	12.7%	7.4%	7.6%	
EPS		7.33	6.79	5.82	3.15	2.93	

# Sustainable Return Ratios

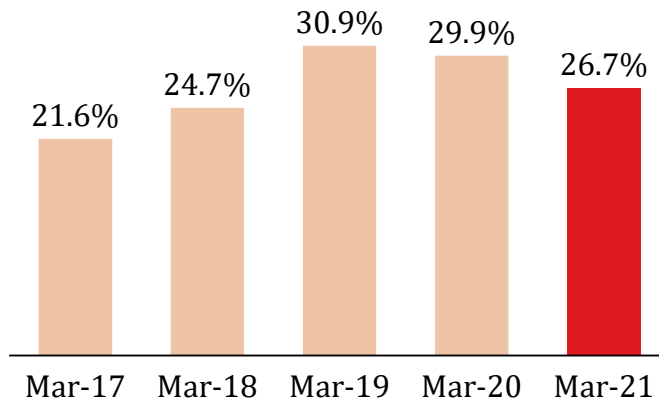
## Cash flow from Operations



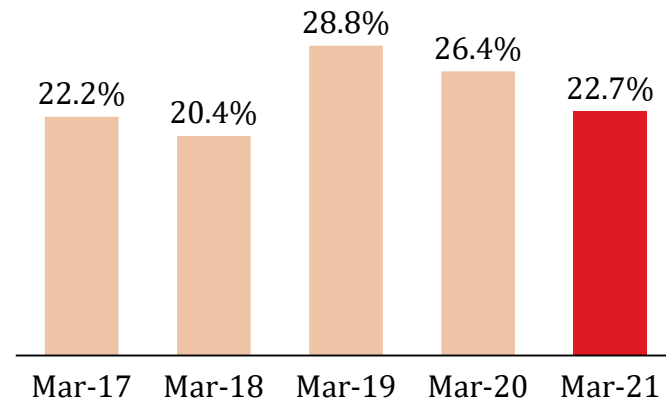
## Borrowings and Cash & Cash Equivalents



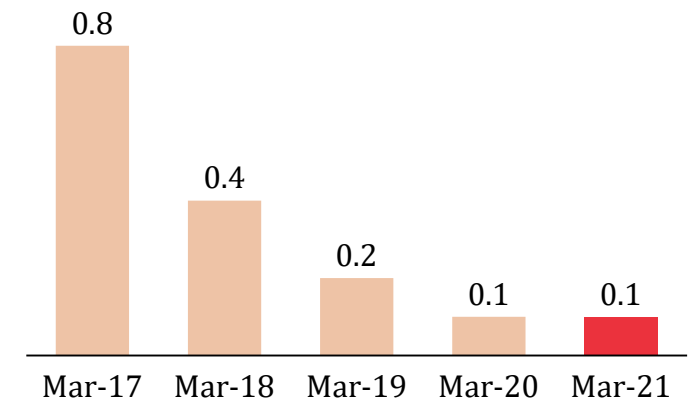
## ROCE (%)



## ROE (%)



## Net Debt to Equity (x)



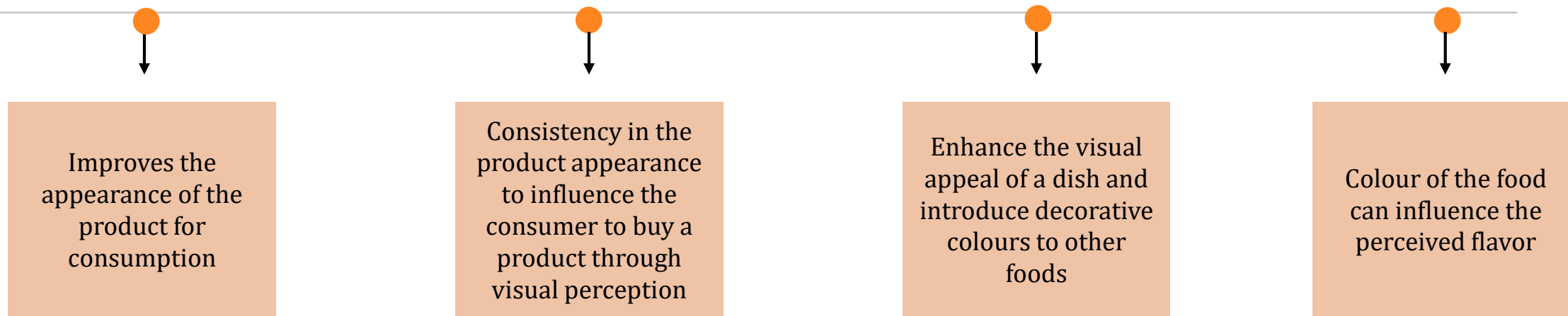
*\*Annualised basis*

## Company Overview



## 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

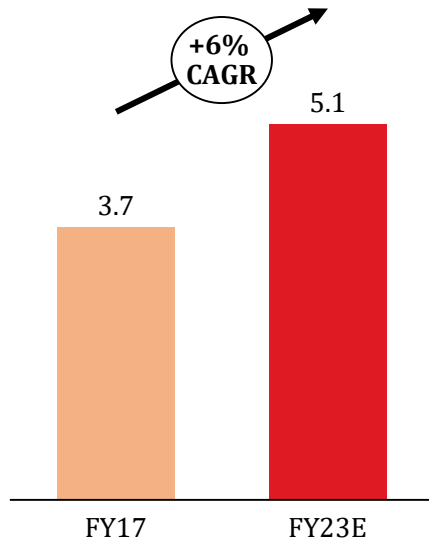


# Huge Industry Potential with Limited Players

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

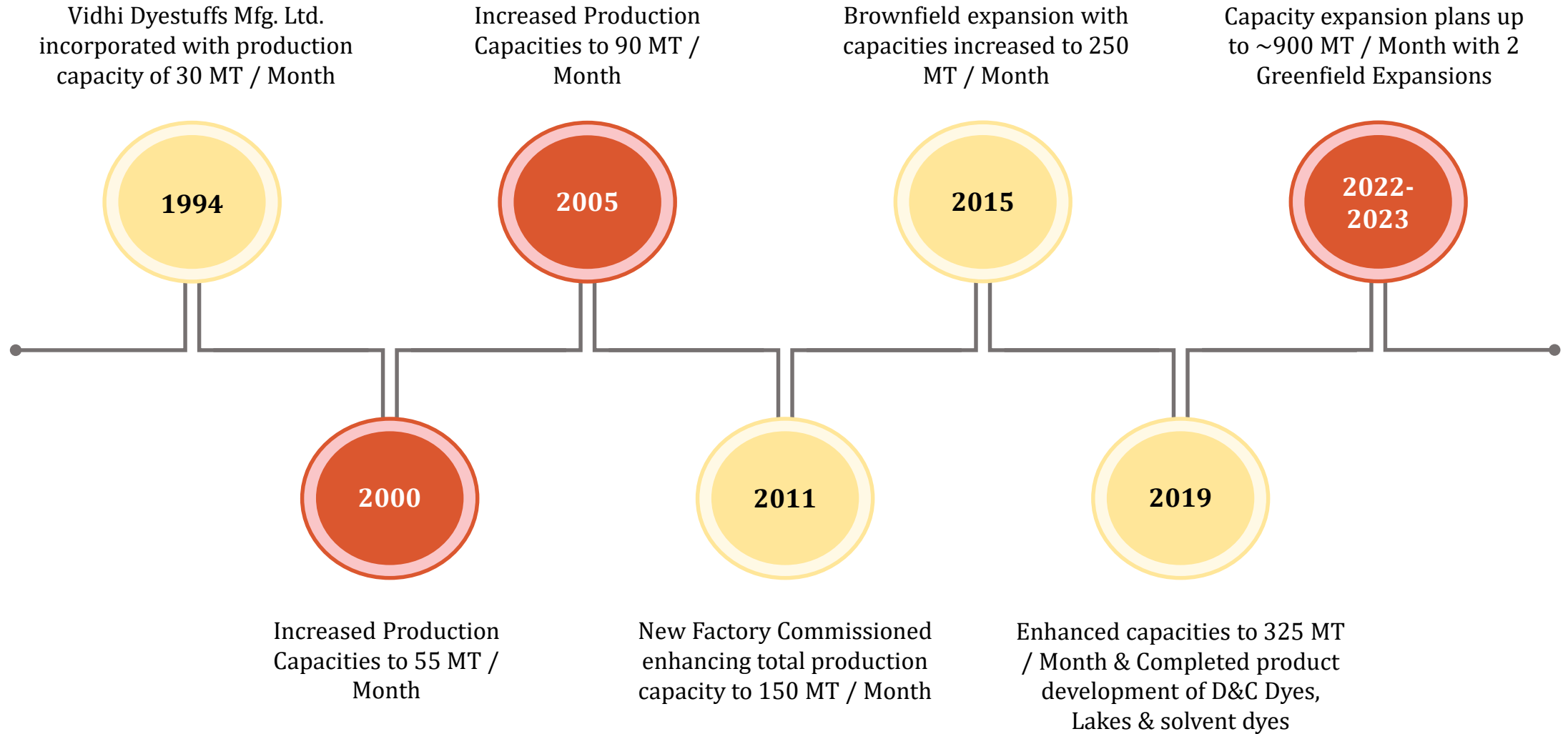
Personal Care  
Products

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)



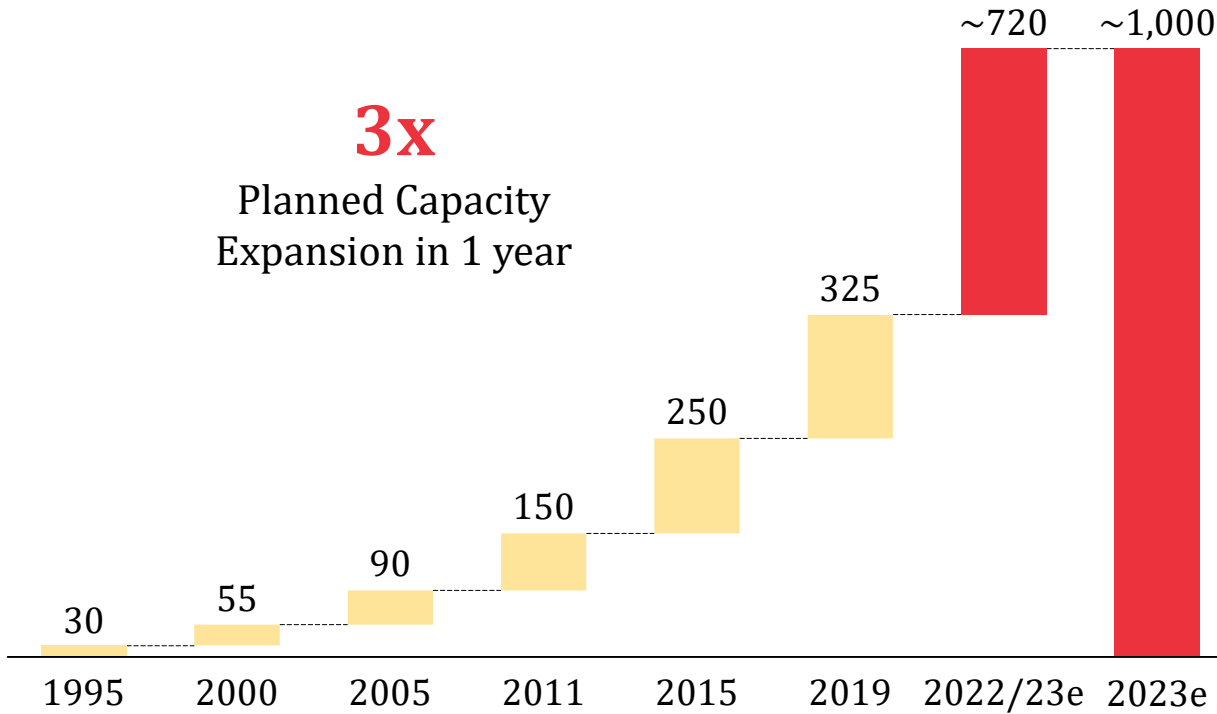


# Long runway for growth

## 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

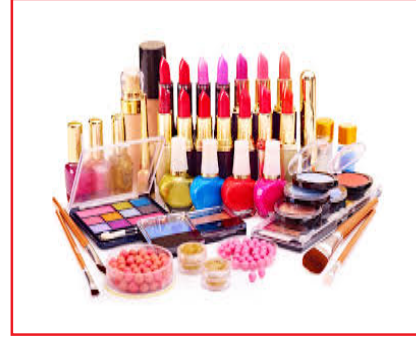
# Diversified End-user Market

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



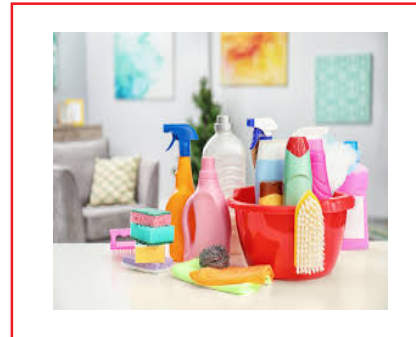
## Personal Care

- Shampoos
- Body wash
- Hair gel
- Shaving Gels



## Pharmaceuticals

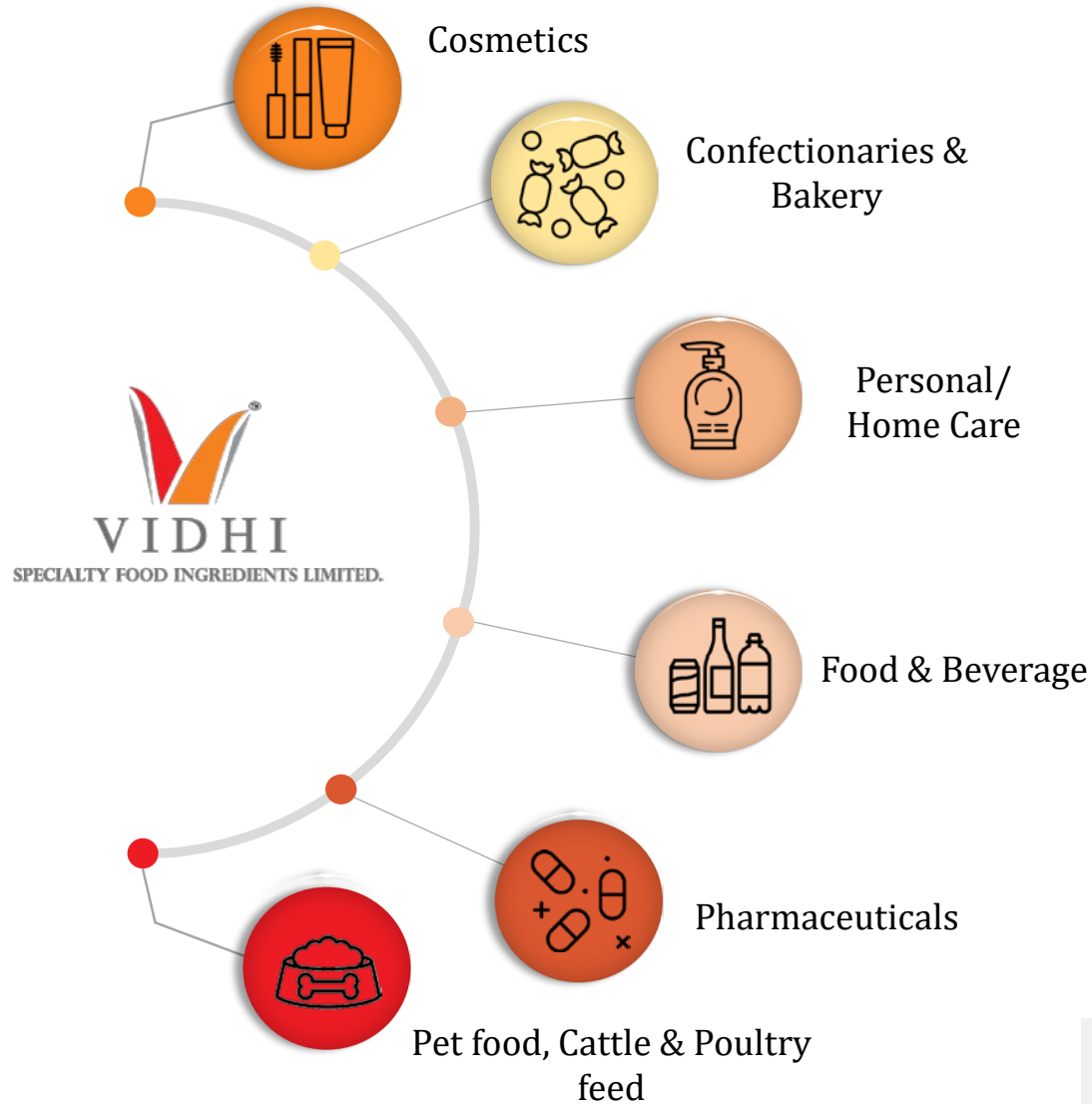
- Syrups
- Tablets
- Capsules



## Home Care

- Dish Washers
- Floor Cleaners
- Disinfectants
- Sanitizers

# Marquee Customers across Industries

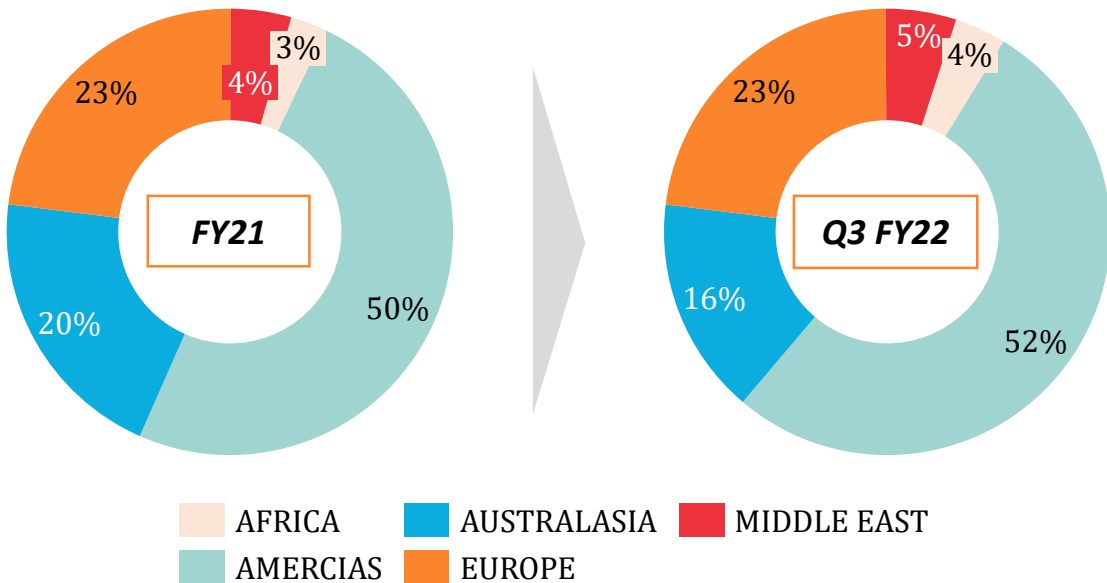


## Customer & Industry Diversity

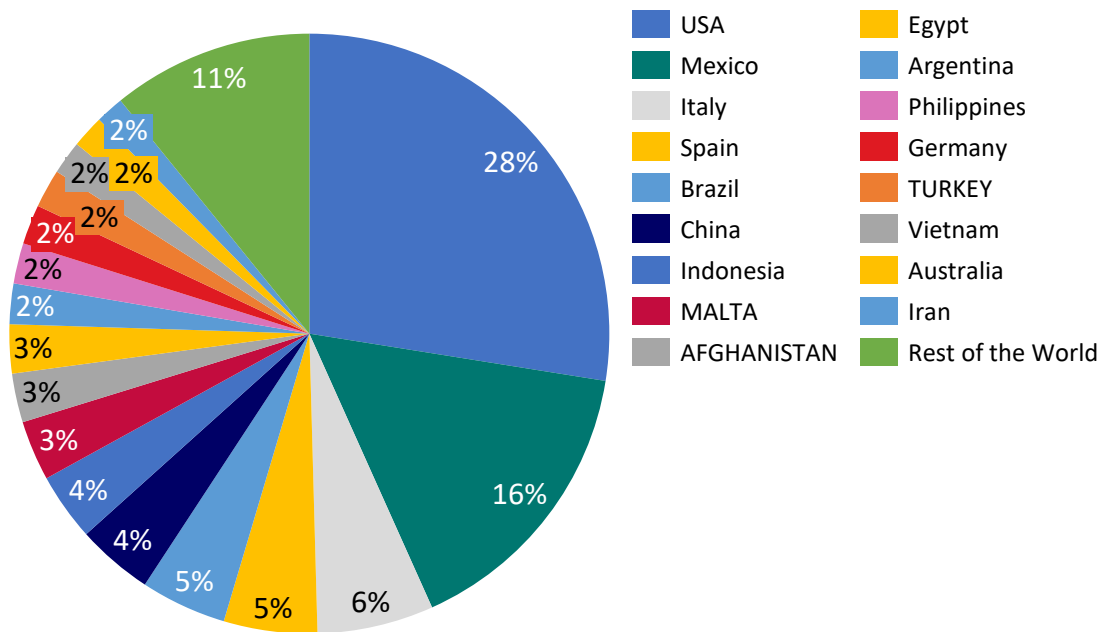
Britannia	Unilever	Procter & Gamble
Nestle	Mars	Pepsi
Kraft	Pfizer	Kerry
Coca-Cola	Sanofi	ITC
Cipla	Cadila	Mondelez
Parle G	Rasna	Mala's

and many more MNC's across the globe

## Continent Wise Sales



## Country Wise Sales (Q3FY22)



### 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 ~76% of the revenues & Top 10 customers contribute ~58% of the revenues as on Q3FY22

# Stringent Regulatory Approvals



## Synthetic Water Soluble Colours

European Commission & JECFA Approved



## Aluminum Lakes

European Commission & JECFA Approved



## D&C Colours

U. S. FDA Approved



## FD&C Colours

U. S. FDA Approved



## Blends

European Commission, JECFA & U. S. FDA Approved



## FD&C Lakes

U. S. FDA Approved



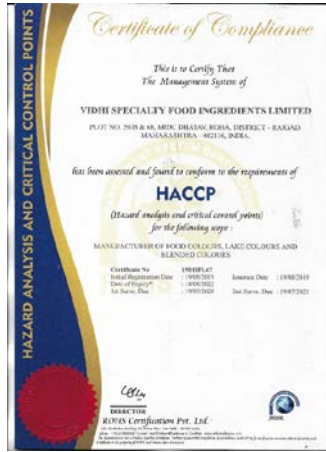
## Co-Blended Lakes & Co-Blended Granules

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 Kosher Supervision**  
Date: February 1, 2021  
K' SUR 0363 0  
KOF-K ID: CH0201955  
Certificate ID: 749H-LNDEZ  
Product Count: 35

**Kosher Certificate**

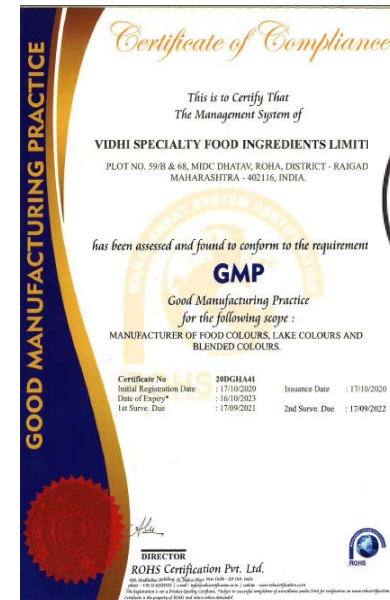
VIDHI SPECIALTY FOOD INGREDIENTS LTD.  
E/27 COMMERCE CENTRE, 78 TARDEO ROAD  
MAHARASHTRA, MUMBAI 400 034 INDIA

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	KF04054U2UC
AMARANTH E 123	Plane	Symbol not required	KF021U3JAN9
BLACK PN E 151	Plane	Symbol not required	KFC338W8FM
BRILLIANT BLUE E 133	Plane	Symbol not required	KFNLQIMPTPL
CARMOISINE E 122	Plane	Symbol not required	KFDLQRI16UR
CHOCOLATE BROWN HT E 155	Plane	Symbol not required	KF800W47ET
ERYTHROSINE E 127	Plane	Symbol not required	KFXFX12KX3M
FD&C BLUE 1 (BRILLIANT BLUE E 133)	Plane	Symbol not required	KFJCRKRRQ5P
FD&C BLUE 2 (INDIGO CARMINE E 132)	Plane	Symbol not required	KFV05138ED
FD&C RED 3 (ERYTHROSINE E 127)	Plane	Symbol not required	KFK8644Q4M
FD&C RED 40 (ALLURA RED E 129)	Plane	Symbol not required	KFKM9D9F9WF
FD&C YELLOW 5 (TARTRAZINE E 102)	Plane	Symbol not required	KFJH8JF0U48
FD&C YELLOW 6 (QUINERY YELLOW E 110)	Plane	Symbol not required	KFYG5H3DKZC
GREEN E 142	Plane	Symbol not required	KFV5E46P93D
INDIGO CARMINE E 132	Plane	Symbol not required	KF5OURC441R

**Benay Berkowitz**  
Rabbi Binayim 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



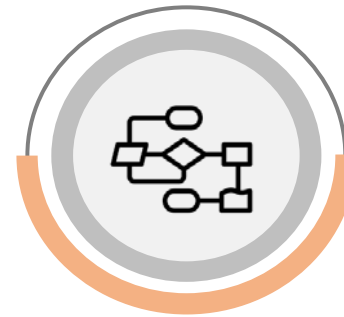
## Qualified Technical Team

- 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.



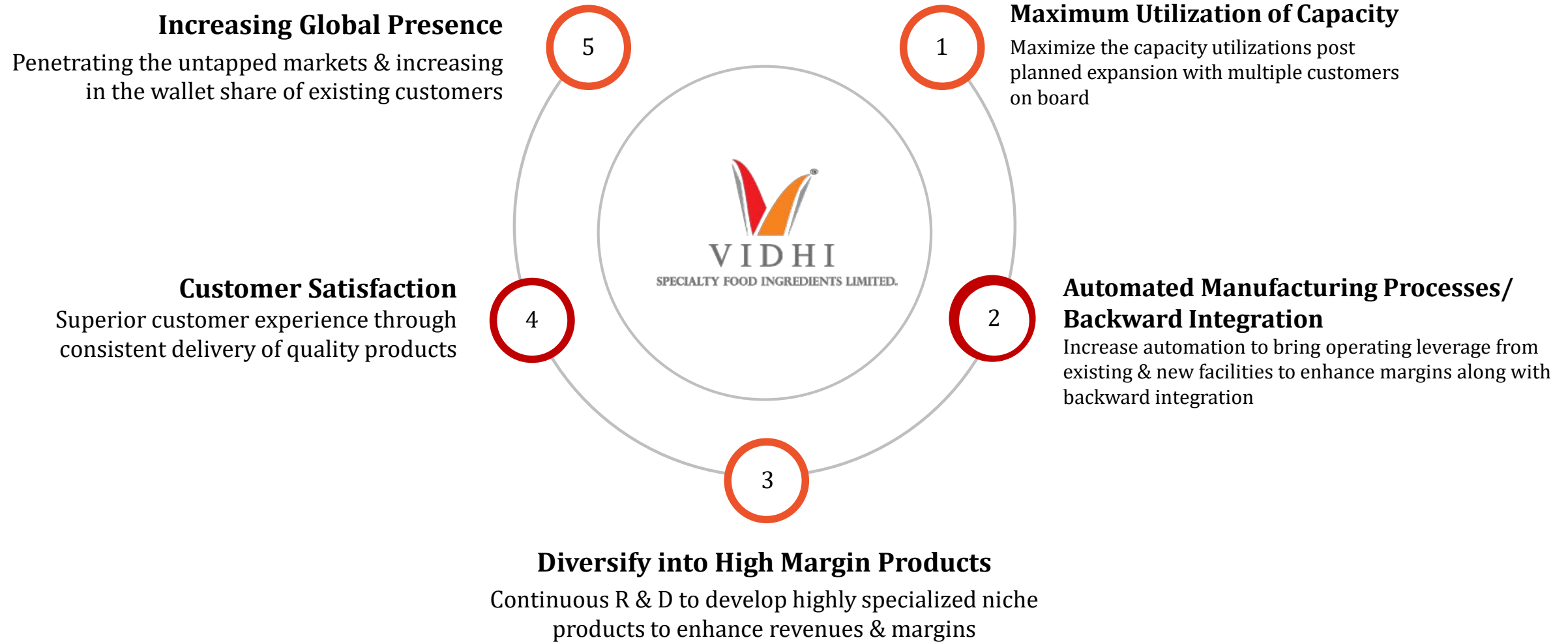
## Stringent Testing

- 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

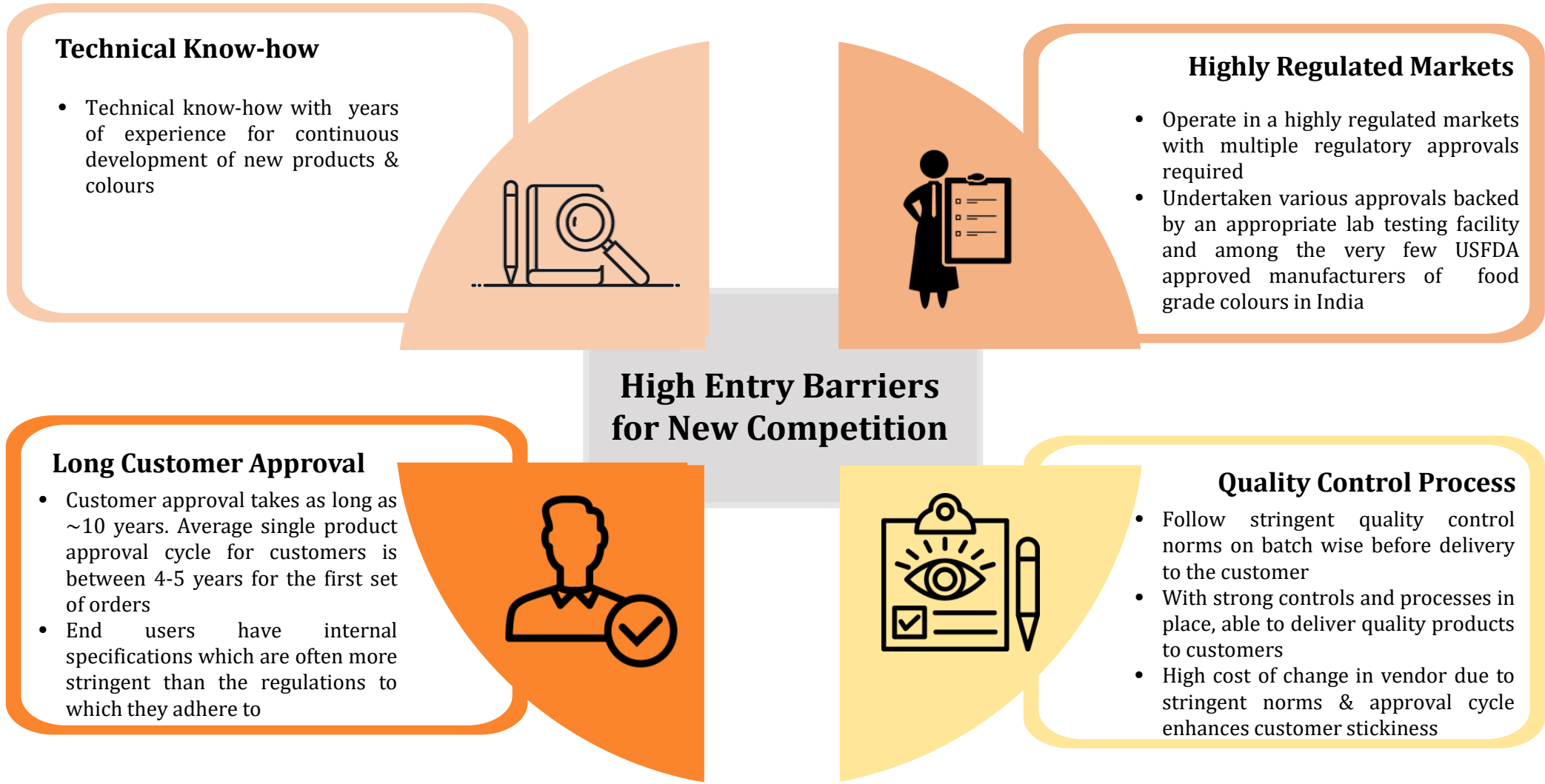


## Collaborative working with regulatory bodies

- 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



## 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



## 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

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

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

---

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

# Thank You



---

**Company :**

---

**Investor Relations Advisors :**



**Vidhi Specialty Food Ingredients Limited**

CIN: L24110MH1994PLC076156

Mr. Mitesh Manek - CFO

[mitesh.manek@vidhifoodcolour.com](mailto:mitesh.manek@vidhifoodcolour.com)

[www.vidhifoodcolour.com](http://www.vidhifoodcolour.com)



**Orient Capital** (a division of Link Group)

Mr. Faraz Ahmed : +91 9619705150

[faraz.ahmed@linkintime.co.in](mailto:faraz.ahmed@linkintime.co.in)

Mr. Rajesh Agrawal : +91 9967491495

[rajesh.agrawal@linkintime.co.in](mailto:rajesh.agrawal@linkintime.co.in)