

## HLE Glascoat reports strong top-line and bottom-line growth

**Maroli, Gujarat, 11<sup>th</sup> February, 2023;** HLE Glascoat Limited, engaged in the specialized business of manufacturing chemical process equipment, filtration, drying and glass lined equipment, announced its unaudited Financial Results for the quarter and nine months ended 31<sup>st</sup> December, 2022.

### Total Revenue\*

**Rs. 63,829.0 lakhs**

 **+56.0%**

### EBITDA\*

**Rs. 9,776.9 lakhs**

 **+25.1%**

### Profit After Tax\*

**Rs. 4,701.9 lakhs**

 **+34.4%**

\*For 9MFY23

### Key Financial Highlights:

Particulars (in Rs. Lacs)	Q3 FY23	Q3 FY22	Y-o-Y	9M FY23	9M FY22	Y-o-Y
Total Revenues	21,670.1	15,884.9	36.4%	63,829.0	40,922.4	56.0%
EBIDTA	2,828.1 <sup>#</sup>	2,991.5	-5.5%	9,776.9 <sup>#</sup>	7,815.8	25.1%
EBIDTA %	13.1%	18.8%		15.3%	19.1%	
Profit before Tax and Exceptional Item(s)	1,734.7 <sup>#</sup>	2,360.4	-26.5%	6,676.8 <sup>#</sup>	6,290.9	6.1%
Profit for the Year (PAT)	1,227.5	775.5	58.3%	4,701.9	3,497.2	34.4%
PAT %	5.7%	4.9%		7.4%	8.5%	

<sup>#</sup>Note: During Q3 FY23 and 9M FY23, the Company incurred a non-cash loss of Rs. 383.9 lakhs and Rs. 69.6 lakhs respectively on account of foreign exchange differences arising from translation of foreign currency borrowings.

### Segment Wise Performance

Segment Revenues (Rs. lakhs)	Q3 FY23	Q3 FY22	Y-o-Y	9M FY23	9M FY22	Y-o-Y
Filtration, Drying and Other Equipment	7,721.9	7,221.9	6.9%	23,088.5	21,041.2	9.7%
Glass Lined Equipment	13,447.3	7,955.0	69.0%	39,670.6	18,692.7	112.2%

Segment Result - EBIT (Rs. lakhs)	Q3 FY23	Q3 FY22	Y-o-Y	9M FY23	9M FY22	Y-o-Y
Filtration, Drying and Other Equipment	970.7	986.2	-1.6%	2,804.5	3,126.7	-10.3%
Glass Lined Equipment	1,678.0	1,515.3	10.7%	5,454.4	3,842.2	42.0%

## **Key Developments:**

- Q3FY23 Revenue from Operations growth of 38.4% y-o-y and PAT growth of 58.3% y-o-y
- An order book of approximately 5-6 months for the Indian business and approximately 9 months for the European business
- Purchased land admeasuring 1.30 lakh square meters near Anand, Gujarat, which is proposed to be utilized for setting up a new manufacturing plant for Glass Lined Equipment, the plans for which are under consideration
- The process of integration of the operations of Thaletec GmbH, Germany is ongoing. We believe that the advantages of the combined operations will continue to accrue in the coming quarters
- Equity shares of the Company are listed on the National Stock Exchange (NSE) with effect from February 9, 2023

## **Commenting on the Results, Mr. Himanshu Patel, Managing Director said,**

“The Indian economy continues to be resilient despite the geopolitical uncertainties on account of the Russia Ukraine war and emerging global recessionary trends. This is also reflected in our business which saw Q3 revenue from operations growth of ~38% and Q3 PAT growth of 58%. We continue to see encouraging demand from clients which is also reflected in our robust order book.

On the cost side, we are now witnessing stability in the prices of key raw materials and we are monitoring this very closely. This will have a positive impact on our gross margins from the new business in the coming quarters. The Company continues to work very closely with the Thaletec team and expects to further capitalize on the synergies going forward.

The Company continues to strengthen its strategic positioning through constant focus on innovation/ R&D to offer differentiated solutions to its clients.”

## **About HLE Glascoat Limited**

HLE Glascoat is engaged in the specialized business of manufacturing chemical process equipment. The Company's key product segment has been Filtration and Drying Equipment. The flagship products in this segment are Agitated Nutsche Filters and Dryers. Today, the HLE brand is synonymous with filtration and drying in the Indian Chemical and API industries. The Company also manufactures specialised glass lined equipment like reactors, columns, heat exchangers, filters and dryers.

HLE Glascoat has set high standards of innovation and engineering even in this product segment and has continued to develop its glass lining technology indigenously. HLE Glascoat is highly reputed for its quality, customer focus and reliability.

HLE has the advantage of having the capability of supplying a bundle of products for all chemical process industries. HLE Glascoat operates three manufacturing facilities in Western India and one in Germany with best-in-class equipment. The Company's well planned manufacturing plants include a modern machine shop with CNC machine tools and SCADA controlled electric and gas fired furnaces for glass lining of equipment as well as components. Highly automated manufacturing process with SPMs ensure accuracy and repeatability. HLE Glascoat has the distinction of having successfully implemented Robotic Welding to match the stringent quality standards of glass lining.

HLE has acquired the global business of Thaletec GmbH, Germany. Thaletec is engaged in the business of manufacturing specialized glass lined process equipment/ reactors and has its manufacturing facility in Germany. Thaletec offers sophisticated customized and innovative technical solutions with glass lining or service in the chemical, pharmaceutical or environmental process industry and is one of the most reputed companies in the process equipment manufacturing segment in Europe. The acquisition will enhance efficiencies and combine similar business interests for both the entities, resulting in operational synergies, optimization of the business and overall value accretion to all the stakeholders.

HLE Glascoat's customers are spread across the agrochemicals, specialty chemicals, dyes and pigments, API and pharmaceutical industries.

## **Contact Details**

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