

HLE Glascoat Limited

(Formerly Swiss Glascoat Equipments Ltd.)
CIN: L26100GJ1991PLC018173 | GSTIN: 24AACCS629761Z5
www.hte-glascoat.com

05th November'20

The Bombay Stock Exchange Limited "PJ Towers" Dalal Street Mumbai – 400 001 Scrip Code: 522215

Dear Sir,

#### Subject: Investor Presentation for November 2020

Pursuant to Regulations 30(6) of the Securities and Exchange Board of India (Listing Obligations and-Disclosure Requirements), Regulations ,2015, we enclose herewith Investor presentation for November 2020.

The aforementioned presentation has been uploaded on the Company's website viz. www.glascoat.com

We request you to take the above on your records and acknowledge receipt.

Thanking you,

For HLE Glascoat Limited

(formerly Swiss Glascoat Equipments Limited)

Mr.Sachin Dalwadi

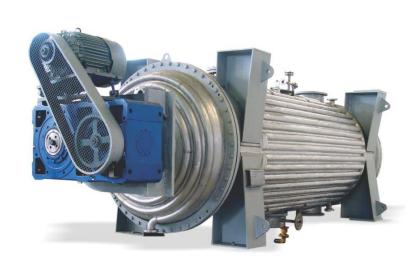
S. S. Deducati

**Assistant Company Secretary and Compliance Officer** 

Attached: as above









# INVESTOR PRESENTATION November 2020

HLE Glascoat Limited

(Formerly known as Swiss Glascoat Equipments Ltd.)

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# **Evolution of the Group**

From Chemicals to Excellence in Engineering

## **FOUNDATION OF PATEL GROUP in 1951**





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A farmer's son, who obtained his PhD in Chemical Engineering from Columbia University New York, returned home in the year 1950 to contribute to a newly independent India.

"

- The foundation of Patel Group was laid by late Dr. K. H. Patel in 1951 with -
  - Indosal Chemicals in the year 1951, pioneering the manufacturing of Salicylic Acid in India.
  - Chemical Development and Construction Corporation (CDCC) in the year 1960, a firm dedicated to manufacturing Chemical Plants and Process Equipment.

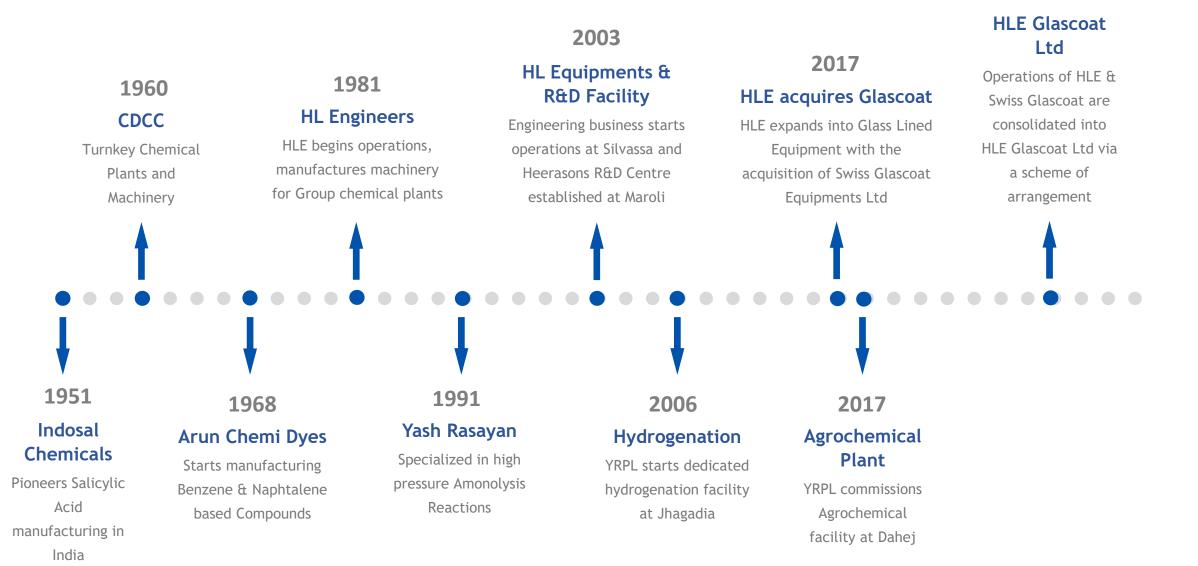
- Over the last 70 years, the group has expanded its horizon. The group is a leading manufacturer of -
  - Chemical Process Equipment Manufacturing.
  - Market leader in Filtration & Drying.
  - Chemical Manufacturing.
  - Specialized in Benzene and Naphtelene based compounds.

Across all its verticals, the group is a Preferred Supplier to Marquee clients and reputed Multinational Corporations

## **Evolution from Chemicals to Engineering**



2019



## Merger of Leaders: Combined Performance is Greater than Individual



In 2017, HLE Engineers Pvt. Ltd. acquired a controlling stake in Swiss Glascoat Equipments Ltd.



- Market leader in filtration and drying equipment with over 60% share.
- Expertise in Stainless Steel and exotic alloy fabrication.
- Chemical engineering expertise with first-hand knowledge of chemical processes and plants.
- One of a kind pilot-plant and R&D facility.
- Strong design capabilities with a team specializing in tailor made equipment.
- Inhouse IT support, developing a host of advanced tools.



- In 2019, the businesses of HLE Engineers and Swiss Glascoat were consolidated into HLE Glascoat Limited.
- Today HLE Glascoat is one of the largest chemical process equipment manufacturers in the country.
- Has the capability to cater to customized process needs and large projects with a wide range of equipment.
- In the advantageous position to exploit complementary strengths of both HLE & Glascoat.



- Second largest manufacturer of glass lined equipment.
- Expertise in carbon steel fabrication, especially high thickness and volumetric capacity.
- Expertise in Robotic Welding and SAW welding processes.
- Continuous improvements in Glass Lining technology.
- Team and Infrastructure geared for high volume manufacturing.
- Large sales and distribution network operating from 13 sales offices across the globe.

## Industry Reference for Excellence in Engineering



Market Leader in Filtration & Drying Equipment with more than 60% share of the Indian Market.



Second Largest manufacturer of Glass Lined Equipment in India with nearly 30% market share.



# Customer Acquisition and Relationship Management

Creates automatic synergies from the point of view of customer acquisition and relationship management, with the clients remaining the same.



#### Technology and Automation

HLE Glascoat now has the capability to continuously innovate drive modernization and automation in the manufacturing processes derived from the unique expertise of both the companies.



## Procurement and Inventory Management

Raw materials are now efficiently procured from the same vendors with larger combined quantities, thus ensuring negotiation of better terms. The purchasing strength of one entity is being effectively leveraged by the other.



#### Geographical Expansion

Vision is to leverage on each other's strengths in other geographies like USA, Western Europe, Brazil, China, Turkey, etc. where either one of them has got a stronghold.



This integration is a logical next step for our companies and will create substantial value for all stake holders of HLE and Swiss Glascoat.

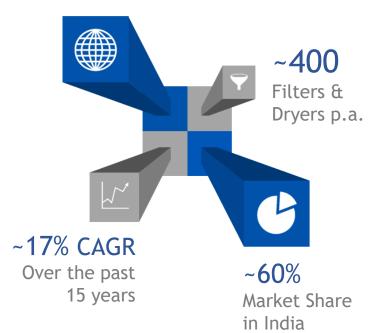


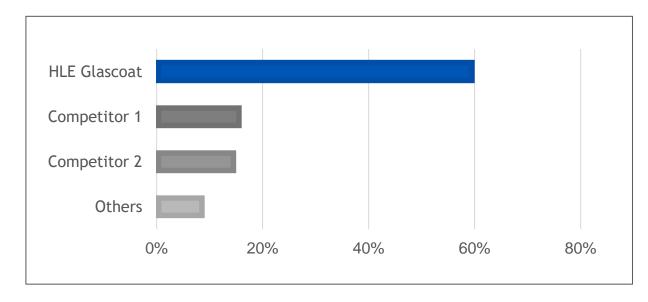
## Preferred Supplier: Largest Player in Filtration & Drying





## World's Largest Manufacturer of ANFDs





Filtration & Drying Market Share in India





## Preferred Supplier: Glass Lined Equipment





## 2<sup>nd</sup> Largest Player

In Glass Lined Equipment



In Glass Lined Equipment in India

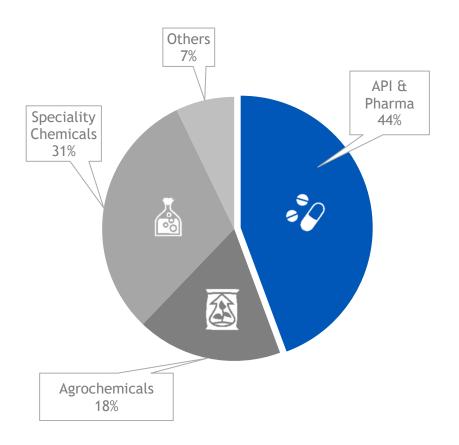




## De-risking and Diversification: A Business Imperative

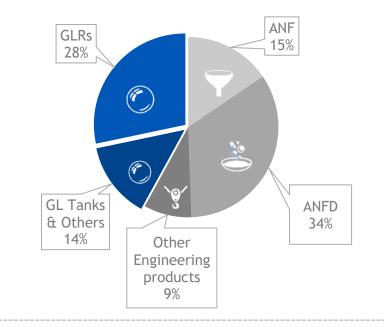


#### Industry-wise Revenue Break-up



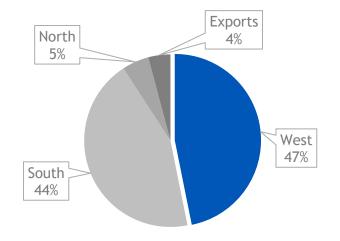
Our customers are spread predominantly across the Chemical and Pharmaceutical industries

#### Product-wise Revenue Break-up



Not more than
34% Revenue
is generated
from a single
product

#### Region-wise Revenue Break-up



West and
South
constitute
roughly 90% of
the sales



# Foundation for Growth

Enabling us to adapt to the changing needs of the business

#### **Diversified Product Portfolio**





#### **Filtration**

Agitated Nutsche Filters
Agitated Nutsche Filter-Dryers
Kilo-lab Filter-Dryers



#### **Drying**

Rotary Vacuum Paddle Dryers Rapid Disc Dryers/Coolers Spherical Dryers Pan Dryers



#### **Custom Jobs**

Tailor made equipment in a range of MOCs fabricated up to 75mm thick, 60 m<sup>3</sup> capacity and over 100 bar pressure



#### Glass Lined Equipment

Glass Lined Reactors

Glass Lined Tanks

Glass Lined Heat Exchangers

Glass Lined Columns

Glass Lined Pipes & Fittings

Glass Lined Filters & Dryers



#### **Exotic Alloy Fabrication**

Various Equipment in a range of exotic alloys and composite materials cladded with Hastelloy, Inconel, Monel, Nickel, Titanium and so on

## Capabilities: Filtration, Drying and More







Canada

6m diameter pan for a continuous type filter rotating within the tolerance of 3mm

MOC: Inconel



**High Pressure Separator** 

**USA** 

Skid mounted pressure vessels with a Design Pressure of 170 bar, ASME U-stamp certified

MOC: SS304L



#### **Double Walled Furnace**

**USA** 

Furnace with a cooling jacket for manufacture of Aircraft Braking systems, ASME U-Stamp certified

MOC: Carbon Steel



#### **Nickel Autoclave**

India

Autoclave with 35 bar working pressure and a unique disintegrator type agitator

MOC: Nickel Cladded on CS



#### **Oyster Filter**

Germany

6m Diameter rotating type continuous filter, compliant with ASME, CE and JIS Standards

MOC: SS316L



#### **Ring Disc Reactor**

India

The first and only indigenously built reactor for Continuous Polymerization of Poly-propylene

Weight: 65MT MOC: SS316L



#### **Roto-cone Filter Dryer**

India

Filtration function built into a Rotocone Vacuum Dryer

MOC: SS316L

## Marquee Projects: Glass Lined Equipment



We consistently deliver some of the,

#### Largest Project Orders

255 nos. of equipment In a single order



Reactors executed up to 40KL in size

#### **Largest Storage Tanks**

Multiple units of 50KL, largest up to 65KL



#### **32KL GMP Reactors**

India

One of the largest glass lined GMP reactors manufactured and sold in the country.



25KL High Pressure Reactor

India (European MNC) High pressure glass lined reactor designed at 13 bar pressure.



## 11KL Photochemical Reactor

India (European MNC)

11KL reactor with white-glass
and multiple nozzle openings
for photo-chemical reactions.



#### 1.5 m Dia Column

India

We have one of the largest population of distillation columns in the Indian market today.



#### 50KL Tank

India

One of the largest glass lined vessel supplied in the Indian market followed by a repeat order.



## 25KL High Pressure Reactor

Turkey

High pressure reactor designed for 13 bar internal pressure



## 14m<sup>2</sup> Plate Type Condenser

India

Some of the largest plate heat exchangers offered or sold by any Indian Manufacturer.
We are also the market leaders in this product segment.

## State-of-the-art Manufacturing Facilities









#### **MAROLI WORKS**

- 10,000 m<sup>2</sup> built-up area with nearly 8,000 m<sup>2</sup> covered under 26 EOT cranes.
- State-of-the-art machine shop including VMCs, CNC Turn-mill, CNC drilling and VTLs.
- Advanced welding capabilities with pulsed arc welding systems and over 100 qualified welders.
- Jigs, fixtures, welding manipulators and specialized tooling for fast and repeatable performance.
- Productivity, throughput and budgetary controls through customized ERP solutions.

#### **ANAND WORKS**

- 20,000 m<sup>2</sup> floor area covered by 33 EOT cranes.
- Five state-of-the-art SCADA controlled electric and gas fired furnaces for glass lining.
- Four dedicated furnaces for glass lining of components.
- One of a kind robotic welding set-up for critical pressure part weld joints.
- Highly automated manufacturing process with CNC SPMs for accuracy & repeatability.
- Productivity, throughput and quality control through customized ERP solutions.

#### HL EQUIPMENTS, SILVASSA

- 4,200 m<sup>2</sup> floor area covered by 8 EOT cranes.
- Well developed welding capabilities with pulsed arc welding systems and over 15 qualified welders.
- Jigs, fixtures, welding manipulators and specialized tooling for fast and repeatable performance.
- Machine shop including VMCs, CNC Turn-mill, CNC drilling and VTLs.
- Fixtures and tooling geared towards low-cost, high volume manufacturing of Monoblock ANFDs.

## Competitive Edge: Product Engineering

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#### Pilot Plant and R&D Facility:

- The only pilot plant & R&D Facility of its kind among any process equipment manufacturer.
- Our pilot plant enables our customers to conduct thorough trials on out ANFDs and RVPDs.
- Coupled with our Chemical Engineering Capabilities, this facility also offers end-to-end process development and scaleup services for a wide range of chemicals.





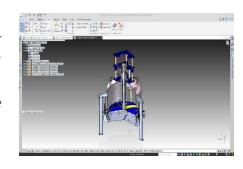


#### **R&D Facility Fully Equipped With:**

- Filtration & Drying Equipment ANFDs, RVPDs
- Distillation System
- Reactors and Autoclaves in a range of MOCs
- Melt Crystallizer and Loop Reactor
- Utilities like Steam, Air, Vacuum and Chilling
- Analytical Lab with HPLC, GC and Spectrophotometry

#### Design and Engineering Capabilities:

- Large Design & Engineering team of experienced engineers.
- Operate a completely integrated 3D CAD/CAM platform for efficient product lifecycle management and error-free, firsttime-right designs.
- Implemented advanced design codes for quick turnaround time and high degree of customizability.
- Proficient in all global design codes and standards.







## **Competitive Edge:** Process Engineering

#### Special Purpose Machines (SPMs) and Tooling

- Optimized every step of the fabrication process with SPMs developed and built by our team of process engineers.
- Our SPMs dramatically reduce the manhours required for a job and increase process repeatability. At the same time, they provide the flexibility that custom manufacturing demands.

#### **Unmatched Welding Capability**

- Only manufacturer of process equipment to have successfully implemented robotic welding of pressure parts.
- Our two robotic welding stations greatly reduce manhours and provide impeccable and repeatable welding performance.
- Our welding prowess is demonstrated by our team of over 200 qualified welders.

#### **Precision Machining Capability**

- We have widely adopted state-of-the-art CNC machine tools that are unheard of in a custom fabrication shop.
- Our edge in precision machining is derived from a mix of large sized conventional machine tools and latest CNC machines which dramatically reduce machining hours and greatly improve accuracy and repeatability.

#### Productivity Management & Production Planning

- Our team of IT engineers constantly develop and implement innovative solutions for production planning, scheduling and productivity management.
- Highly customized software enables us to accurately control manhour costs for every job and enables the planning team to ensure on-time delivery of orders.









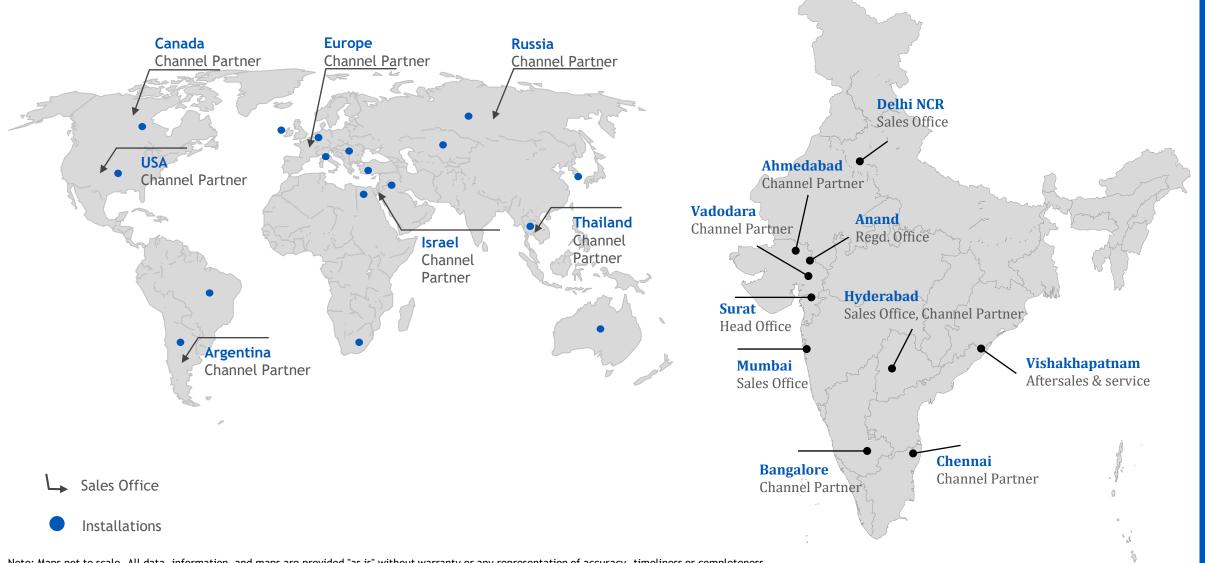




## **Geographical Diversification**

Strong Domestic Sales Network and Global Footprint





## Marquee Client Relationships



















































## **Experienced Management Team**





#### Himanshu Patel

He is a qualified Electrical Engineer graduating from the University of Bombay in the year 1976 and has more than 45 years of experience in the business of chemicals and engineering.

#### Nilesh Patel

He has completed his BSc (Chemistry) from the University of Bombay and has more than 35 years of experience in the business of chemicals, engineering, aquaculture and food processing.





#### Harsh Patel

He is a qualified Chemical Engineer from the University of Mumbai and has completed his MBA from the State University of New Jersey in 2002. He has more than 18 years of experience in the business of chemicals and engineering.

#### Aalap Patel

He has completed his B.E. (Mechanical) from the University of Pune and MBA in Global Management from the Thunderbird School of Global Management. He has nearly 10 years of experience in the engineering industry.



## **Professional Management Team**



Strategic Advisor

Total Experience: 30 years+

B.Com, CA

Associated with the company for over 15 years

Vice President Engineering

Total Experience: 32 years+

B.E Mechanical

Associated with the company for over 30 years

Vice President Sales & Marketing

Total Experience: 20 years+

B Com. PG - IT

Associated with the company for over 9 years

Vice President Operations

Total Experience: 17 years+

M.Tech (Mech)

Associated with the company for over a year

General Manager Human Resources

Total Experience: 25 years+

B.Sc, MSW

Associated with the company for over a year

Chief Financial Officer

Total Experience: 37 years+

B.Com, CA

Associated with the company for over a year

**Company Secretary** 

Total Experience: 11 years+

CS

Associated with the company for over 11 years

## **Robust Systems**





01

**ASME Accreditation** 

Authorized to use ASME 'U', 'NB' and 'R' Stamps for pressure vessels.

02

**CE Compliance** 

Designing and manufacturing in compliance with CE as per Pressure Equipment, ATEX, Machinery, Electromagnetic, Low Voltage and other Directives.

03

**JIS Compliance** 

Designing and manufacturing in compliance with 'JIS'.

04

ISO 9001:2015

We are an ISO 9001:2015 certified company.

05

**SELO Accreditation** 

SELO Accreditation with Chinese Manufacturing License for pressure vessels.

06

**EAC Certification** 

Certified for manufacturing pressure vessels as per the Russian Directives.



## **Future Outlook**

Responding to the Large Orderbook by ramping up capacities

### **Identified Thrust Areas for Growth**



#### **Industry Potential**



Tailwinds in the various chemical sectors will continue to drive growth. Recent policy changes and need for domestic sourcing in the wake of Coronavirus Pandemic, is expected to give a substantial boost to the pharma sector as well.

#### **Strong Balance Sheet**



Robust liquidity position with increasing profit margins combined with a reducing working capital cycle will enable us to grow without any constraints. The management also remains alive to the possibilities of JV's & acquisition opportunities.



Record orderbook of 6 to 7 months for both product segments





#### PRODUCT EXPANSION

- We continue to pursue new products
   within our existing segments as well as
   explore the possibilities of using our
   engineering capabilities to
   manufacture products from related
   segments.
- We have formed a team dedicated towards product innovation and new product development.

# CAPACITY EXPANSION

- Completing the capex program at the Anand Plant to debottleneck the Assembly Section.
- Adding another gas fired furnace.
- Planning to increase the capacity of the Maroli Plant, the work on which is expected to commence shortly.
- Planning capacity expansion at Silvassa.



- We will continue to expand the market for filtration and drying products through focused efforts on adding new customers especially from the MSME sector.
- We also plan to expand the geographies with a renewed thrust on exports for both our key product segments.

## Capacity Ramp-up for future growth



#### Fabrication Shop at Maroli

Planned addition of new fabrication shop adjacent to the existing facility adding roughly 25% more floor area for manufacturing of Filtration & Drying Equipment.

#### **Assembly Shop at Anand**

The Assembly Shop, currently under commissioning at Anand, is aimed at enhancing the assembly capacity by around 50%. This will also add roughly 20% more floor space to the workshop.

CAPEX
Rs. 50 Cr
Up to FY22

#### Fabrication Shop at Silvassa

Greenfield plant being planned at Silvassa, to augment Filtration & Drying Equipment Capacity for the group. This plant will also be equipped with a state-of-the-art machine shop.

#### Glass Lining Furnace at Anand

Installation of a second Gas Fired Furnace is under way at the Anand Facility. This furnace will boost our Glass Lining capacity by nearly 25% and reduce the Power & Fuel costs further.



# Financial Performance

Key Operating Ratios and Financial
Statements

## Q2 & H1 FY21: Key Highlights

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#### Fund raise

- Proposed to undertake a fund raise to the tune of Rs. 100 crores through:
  - Fresh equity shares (Rs. 20 crores) and
  - Convertible warrants (Rs. 80 crores)
- The proceeds of the issue will be utilized for the growth capital and expansion/ diversification requirements, whether organic or inorganic, to meet the capital expenditure, to reduce the borrowings, to enhance long term resources and overall strengthening of the financial structure, for meeting working capital requirements and for other general corporate purposes etc.

Name and type of the Investor	Security to be allotted	Number of Securities	Price per security (Rs.)
Malabar India Fund Ltd., a Category I Foreign Portfolio Investor	Ordinary Shares	1,44,404	1,385.0
Malabar India Fund Ltd., a Category I Foreign Portfolio Investor	Warrants*	4,62,093	1,385.0
Malabar Value Fund - scheme launched under Malabar Investment Trust (SEBI registered AIF category III trust)	Warrants*	1,15,523	1,385.0

#### Capex

- The board approved an overall capex of approx. Rs. 20 crores on new manufacturing facility and infrastructure at Silvassa for filtration and drying equipment, etc.
- To cater to the rapidly growing demand from the user industry, the Company plans to expand its operational and technical capabilities.
- This takes the estimated aggregate CAPEX planned by the company to nearly Rs. 50 Cr.

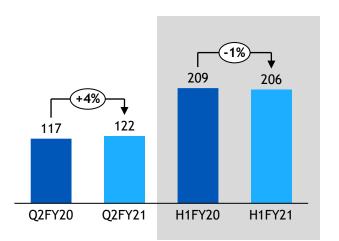
#### Increased stake in HL Equipments

- Acquisition of additional ownership and profit share upto 99% in HL Equipments, a partnership firm in which the Company is presently holding 80% ownership and profit share by investing an amount not exceeding Rs. 35 crores.
- The investment is based on Valuation Report issued by an independent valuer on arms length basis.
- Will simplify the current Corporate Structure and helps in avoiding any potential conflict of interest from a corporate governance perspective.

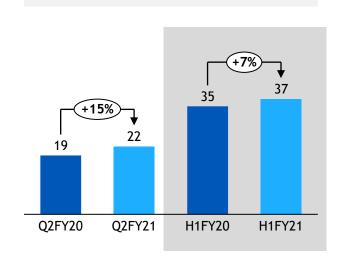
## Financial Performance: Q2 FY21 & H1 FY21



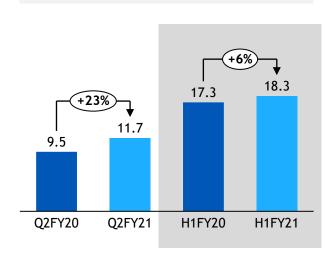




#### EBITDA\*

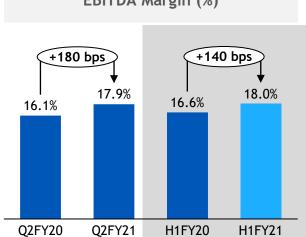


Profit After Tax\*

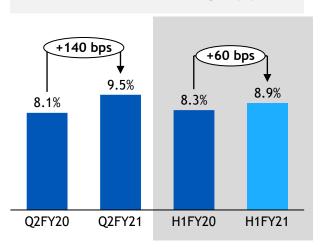


Rs. In Crs.

#### EBITDA Margin (%)



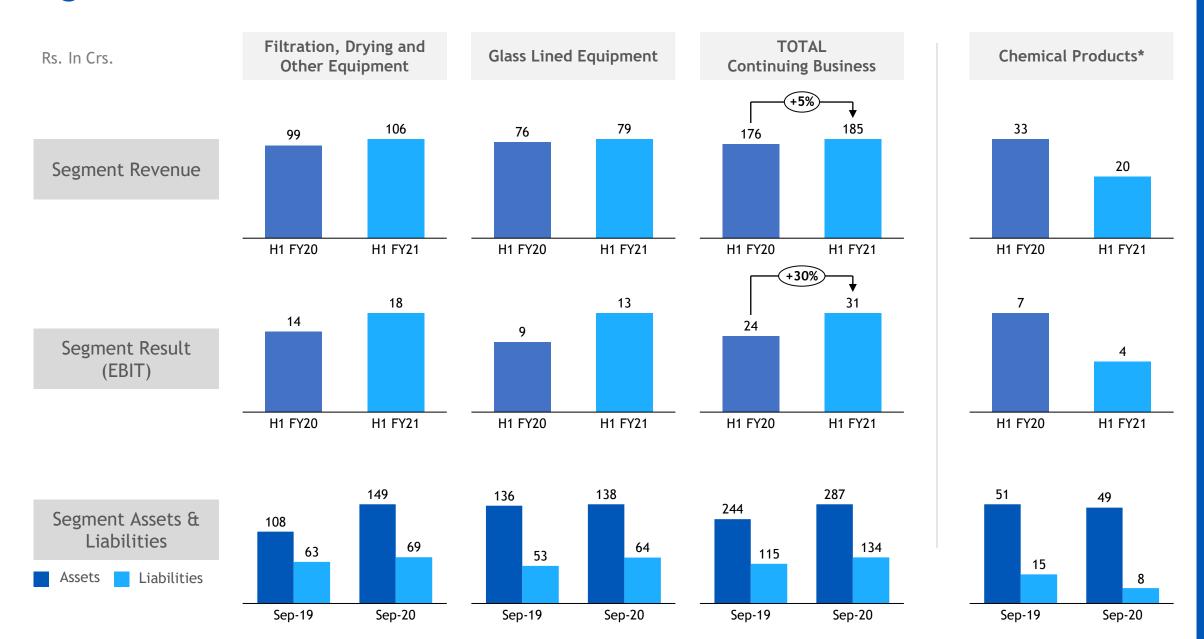
#### Profit After Tax Margin (%)



Financials are on Consolidated Basis

## **Segmental Performance: H1 FY21**





<sup>\*</sup> Discontinued Operations

## **Performance Highlights**



#### Result Snapshot (Incl. Chemical Business)

Particulars (in Rs. Crs)	Q2 FY21	Q2 FY20	Y-o-Y	H1 FY21	H1 FY20	Y-o-Y
Total Revenues	122.02	117.31	4%	206.17	208.95	-1%
EBIT	19.74	17.12	15%	32.85	31.15	5%
Profit Before Tax (PBT)	17.03	14.03	21%	27.40	25.11	9%

#### Result Snapshot (Excl. Chemical Business)

Particulars (in Rs. Crs)	Q2 FY21	Q2 FY20	Y-o-Y	H1 FY21	H1 FY20	Y-o-Y
Total Revenues	109.95	99.40	11%	185.71	175.98	6%
EBIT	17.57	13.17	33%	29.30	24.20	21%
Profit Before Tax (PBT)	14.92	14.03	6%	23.91	25.11	-5%

## Profit & Loss: Q2 FY21 & H1 FY21

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Particulars (in Rs. Cr)	Q2 FY21	Q2 FY20	Y-o-Y	H1 FY21	H1 FY20	Y-o-Y
Revenue from Contract with Customers	121.51	117.15		205.26	208.52	
Other Income	0.51	0.16		0.91	0.43	
Total Revenues	122.02	117.31	4%	206.17	208.95	-1%
Total Raw Material	60.34	62.63		103.78	106.75	
Employee Benefits Expenses	9.11	7.90		17.05	15.16	
Other Expenses	30.70*	27.85		48.26*	52.27	
EBIDTA	21.87	18.94	15%	37.07	34.77	7%
EBIDTA%	17.9%	16.1%		18.0%	16.6%	
Depreciation and Amortization Expense	2.13	1.83		4.22	3.61	
EBIT	19.74	17.12		32.85	31.15	
Finance Costs	2.71	3.09		5.45	6.05	
Profit Before Tax (PBT)	17.03	14.03	21%	27.40	25.11	9%
Tax	5.37	4.57		9.11	7.80	
Profit for the Year (PAT)	11.65	9.46	23%	18.29	17.31	6%
PAT %	9.5%	8.1%		8.9%	8.3%	
Other Comprehensive Income (OCI)	-0.09	-0.10		-0.17	-0.12	
Total Comprehensive Income for the Year, Net of Taxes	11.57	9.36	24%	18.12	17.19	5%

# Balance Sheet as on 30<sup>th</sup> September 2020

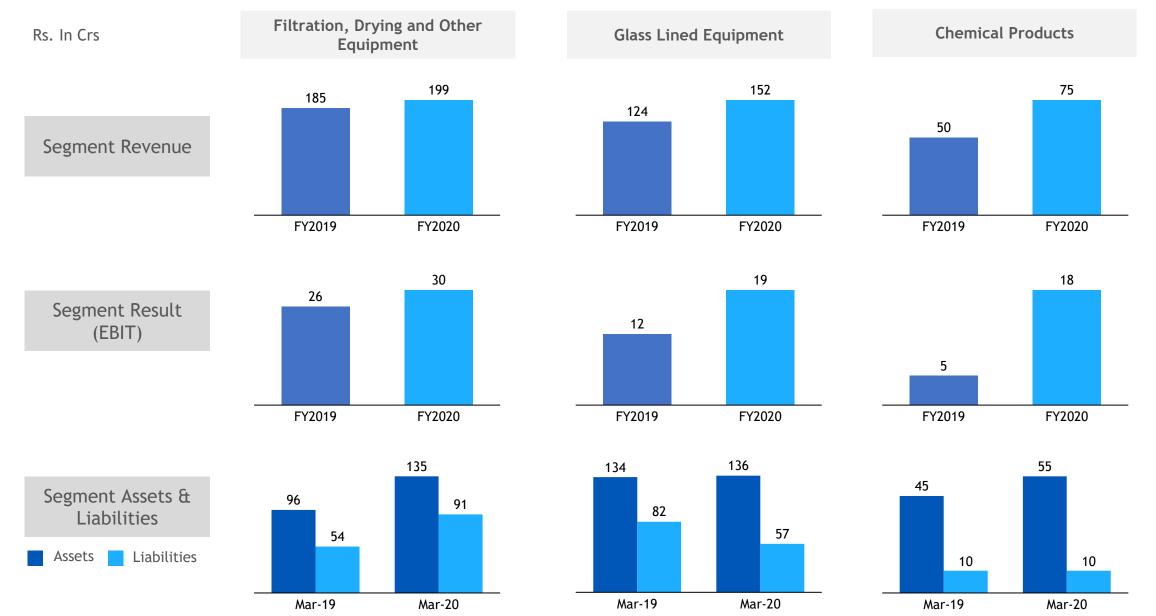


Particulars (in Rs. Cr)	Sept-20	Mar-20
Non-Current Assets		
Property, Plant and Equipment	94.61	89.82
Capital Work-in-Progress	6.23	10.01
Other Intangible Assets	5.91	4.47
Financial Assets		
Investments		
Other Financial Assets	0.79	0.77
Other Non-current Assets	0.74	1.55
Current Assets		
Inventories	141.13	153.45
Financial Assets		
Trade Receivables	66.72	44.11
Cash and Cash Equivalents	5.45	1.33
Bank Balances	11.02	8.46
Loans	0.14	0.31
Other financial assets	4.22	6.31
Current Tax Assets	0.00	1.80
Other Current Assets	5.49	12.99
TOTAL ASSETS	342.45	335.37

Particulars (in Rs. Cr)	Sept-20	Mar-20
Equity Share Capital	12.93	12.93
Other Equity	77.28	63.08
Non Controlling Interest	1.62	1.37
Total Equity	91.83	77.37
LIABILITIES		
Non-Current Liabilities		
Borrowings	48.10	54.27
Other financial Liabilities	0.02	0.02
Deferred Tax Liabilities (Net)	4.01	3.42
Other Noncurrent Liabilities	0.14	0.14
Provisions	0.40	0.40
Current Liabilities		
Borrowings	32.43	29.37
Trade Payables	56.65	75.43
Other financial Liabilities	27.66	22.13
Other Current Liabilities	70.98	66.95
Income Tax Liabilities	7.83	4.35
Provisions	2.39	1.52
Total Liabilities	250.62	258.00
TOTAL EQUITY AND LIABILITIES	342.45	335.37

## **Annual:** Segmental Performance



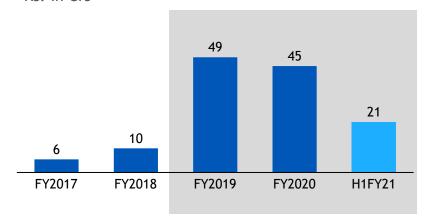


## **Operating Cashflows and Returns**

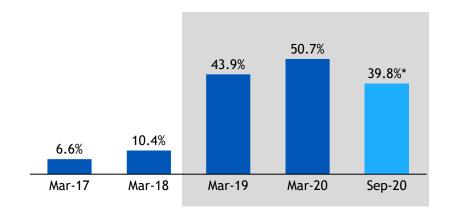




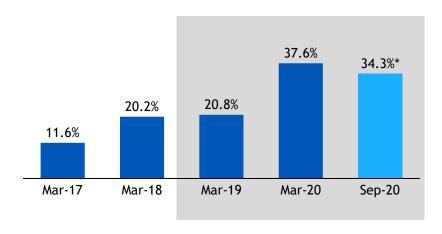
Rs. In Crs



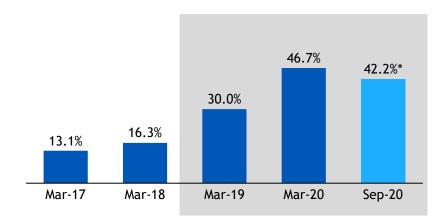
#### Return on Equity (RoE)



#### Return on Assets (RoA)



#### Return on Capital Employed (RoCE)





## **Annual: Profit & Loss Statement**

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Particulars (in Rs. Cr)	Mar-20	Mar-19
Revenue from Contract with Customers	426.47	359.36
Other Income	3.34	2.87
Excise Duty	0.00	0.00
Total Revenues	429.81	362.22
Total Raw Material	211.94	196.46
Employee Benefits Expenses	32.45	27.08
Other Expenses	109.18	90.16
EBIDTA	76.23	48.53
EBIDTA%	17.7%	13.4%
Depreciation and Amortization Expense	7.44	6.53
EBIT	68.79	41.99
Finance Costs	12.22	14.49
Profit Before Tax (PBT)	56.57	27.51
Tax	17.37	8.98
Profit for the Year (PAT)	39.20	18.53
PAT %	9.1%	5.1%
Other Comprehensive Income (OCI)	-0.33	-0.20
Total Comprehensive Income for the Year, Net of Taxes	38.87	18.32



# Thank You



HLE Glascoat Limited (Formerly known as Swiss Glascoat Equipments Ltd.)

CIN: L26100GJ1991PLC016173



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