



## GARWARE HI-TECH FILMS LIMITED Investor Presentation – May 2021







## **Company Overview**

GARWARE



The Vision of Garware Hi-Tech Films Limited is 'To be a global leader in Specialty Performance films by incessantly exploring the cutting edge of chemistry and technology to create a better tomorrow.'

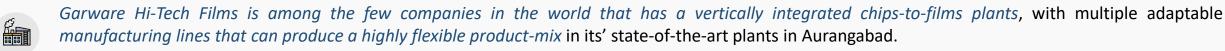




Garware Hi-Tech Films is a pioneer in Polyester Film manufacturing in India and the country's largest exporter of Polyester films, winning PLEXCOUNCIL's top Exporters' Awards continuously for 33 continuous years. Garware Hi-Tech Films have recognized brand names in US, Europe and Middle East.

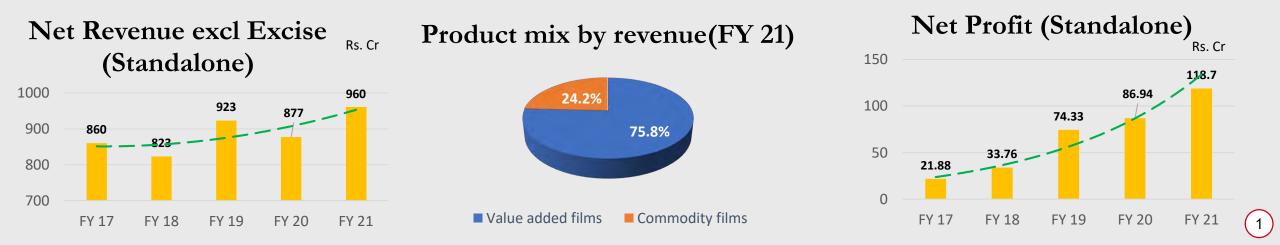


Garware Hi-Tech Films products serve the needs of variety of Industries for *specialty applications like Automobile Paint Protection, Solar Control, Shrink Label, Packaging, Reprographics, Electrical & Thermal Insulation* and many other important applications.





Garware Hi-Tech Films' net profit has been growing at 15.54% CAGR for the last 3 years and the Company's turnover in FY 20-21 is INR 989 Cr on Consolidated basis. The recently started Automobile *Paint Protection Film line is expected to add an additional Rs. 300 Cr. to revenues by FY 22-23.* 



#### Garware Motors to Garware Hi-Tech Films Ltd.

1957

GHFL started in 1933 as Garware Motors Ltd. – promoted by Late Dr. B.D. Garware, a company in the business of trading of imported cars

1933

i G 8 I In the year 1956, G considering its entry into the business of plastic molding and extrusion, it was renamed as

Garware Plastics

Pvt. Ltd.

1956

PLASTIC

In 1957, a new company was incorporated as Garware Motors & Engineers Pvt. Ltd., promoted by Dr. B.D. Garware and copromoted by Shri S.B. Garware.

In 1976, Garware Plastics Pvt. Ltd. and Garware Motors & Engineers Pvt. Ltd., were amalgamated

1976

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In 1977, as the company ventured into the business of Polyester Film manufacturing, the company was renamed as Garware Plastics & Polyester Pvt.

Ltd.

1977

Trong

In the year 1981, the company came out with public issue of equity shares and listed in the Bombay Stock Exchange as Garware Plastics & Polyester Ltd.

1981

bil

In 1994, the company was renamed to Garware Polyester Ltd. as it brought complete focus on polyester film business and discontinued Plastic Molding and extrusion business.

1994

One of the leading company in specialty polyester films, and to showcase its differentiated category, Company renames itself as Garware Hi-Tech Films Ltd.

GARWARE

2021

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#### Garware Hi-Tech Films Ltd. - At a Glance



Fully vertically integrated, chips-to film manufacturer with **60+ years of industry experience** 



Net **Debt Free, high profit** margins



**3<sup>rd</sup> largest brand for SunControl films** in leading markets like US, Europe and Middle East



GARWARE

Winner of top Exporters' Award for 33 years from PLEXCOUNCIL



Net Carbon-negative company 100% closed loop waste processing



**Gold Shield Awardee** by Government of India



Workforce of 1,800+ employees



Market leader with more than 90% market share in shrink film manufacturing in India



**100% Dividend p**aying company for 3 years



Cutting-edge Chemistry And Culture Of Innovation





3 years Net Profit CAGR: 15.54 % on Consolidated 3

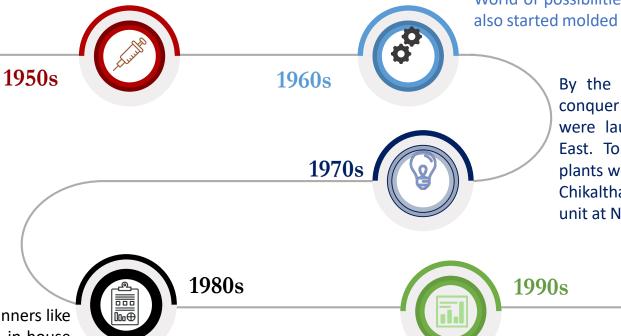
#### From toothbrushes to car paint protection films - the journey

In the fifties the Company led the race by manufacturing Injection Molded and Extruded Plastic Products like Television Casings & Fan Nlades, Radio Cabinets.

1940s

The forties witnessed the birth of Garware, a simple manufacturing unit producing plastic buttons for the navy. The company later diversified its product base to include knitting needles, pen-holders and toothbrushes.

In the eighties, the company produced sure winners like Garfilm, Sun Control and X–Ray film – all in-house developed and polyester-based. Garware Hi-Tech Films Ltd. was matching strides with developments worldwide. Became Public Limited company and got listed in BSE. Received US Patent, commissioned Chips Plant. Commenced Audio, Video & Computer Tapes & Polyester Chips plant.



The nineties, the era of high technology, taking on new challenges, capacity expansion, new plants & improved efficiency and self reliant with raw material capacity installation for Polyester Chips manufacturing. GHFL developed Fluorescent yarn and also SRC Film. Commissioned Raw Material plant as backward integration. Incorporated Garware Polyester International Ltd., UK and Global Pet Films USA.

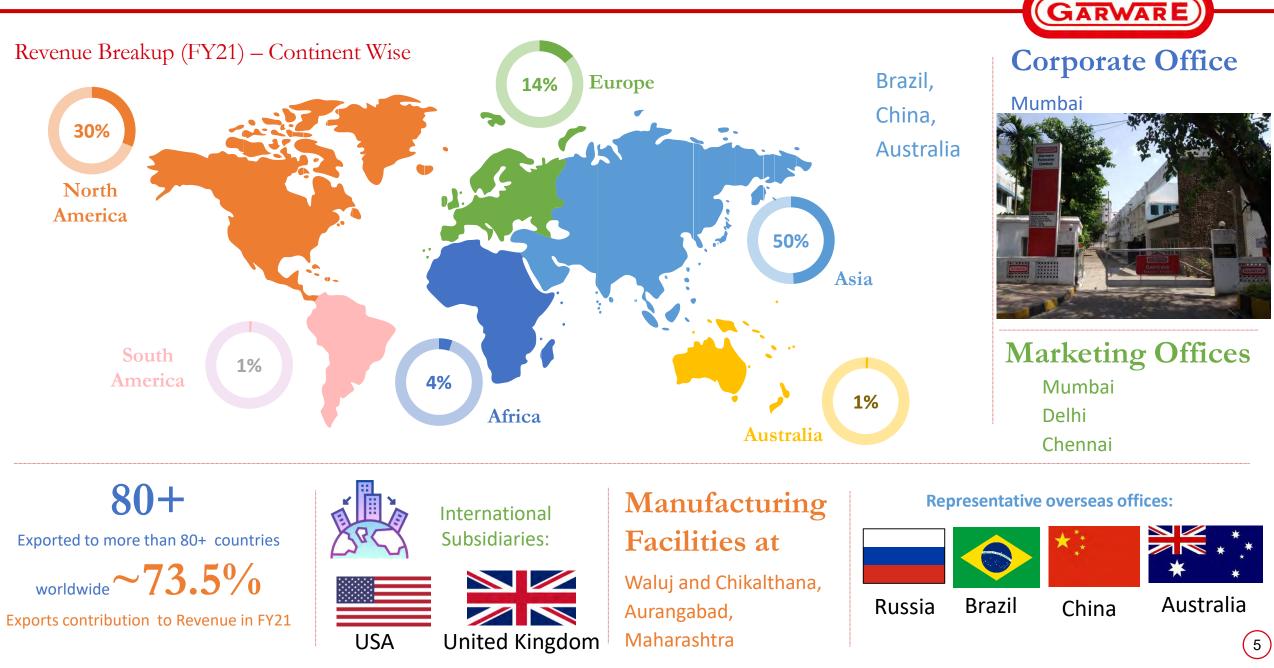
The sixties brought new challenges in the form of new technologies. The Company responded by expanding product line to include PVC Pipes, fittings and allied products. End of sixties saw the emergence of Polyester film and a whole new World of possibilities opened up. Garware Hi-Tech Films Ltd. also started molded luggage and molded TV Cabinets.

By the seventies, the Company set out to conquer the entire World and expansion plans were launched with exports to the Middle East. To meet growing demands, two new plants were set up – the Polyester film plant at Chikalthana, Aurangabad and the Metallizing unit at Nasik.

The last two decades are rooted in innovation, high-chemistry in-house R&D with numerous patents filed and new products launched and commenced production of Paint Protection Film in December 2020

2020s

#### GARWARE HI-TECH Films Ltd. Global Reach





## State-of-the-Art integrated plant for chips-to-film manufacturing



- Polyester Chips plant
- Four BOPET Film lines
- Extrusion coating line / Thermal Line
- Metallizers
- Sun Control Film plant for Automobile, Architectural and Safety application
- Paint Protection Film plant



Pioneer of Innovative Solutions



Full vertically integrated manufacturer with 60+ years of industry experience



An ISO: 9001:2015 company

# bsi.

Global Standard for Packaging & Packaging Materials



## **Manufacturing Facilities**



## Waluj, Aurangabad

High-tech integrated manufacturing plant for Polyester Chips, Polyester Films
 & Sun Control Films

GARWARE

- DSIR Approved High-Tech Research & Development facility
- Capacity expansion cost of INR 115 Cr. for upgradation of plant; adding new equipment for diversification and creation of new capacity
- New manufacturing facility setup for Paint Protection Films
- Extrusion Coating and Metalliser

## Chikalthana, Aurangabad

- Production lines manufacturing of Electrical Insulation &, Shrink Films
- Advance plant and follow a zero-discharge scheme
- Capacity expansion cost of INR 20 Cr. for upgradation of Plant.



## R&D Facility, Aurangabad

- The R&D facilities have been recognized by the Department of Science and Technology, Government of India for its superior performance
- The R&D undertakes product development and applications, modification and process improvement related research







Polaroid Microscope



Automatic K-Bar Coater



Ultra-violet & Visible Spectrophotometer



Fourier Transform-Infra Red Spectrophotometer.



Particle size Analyser

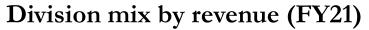


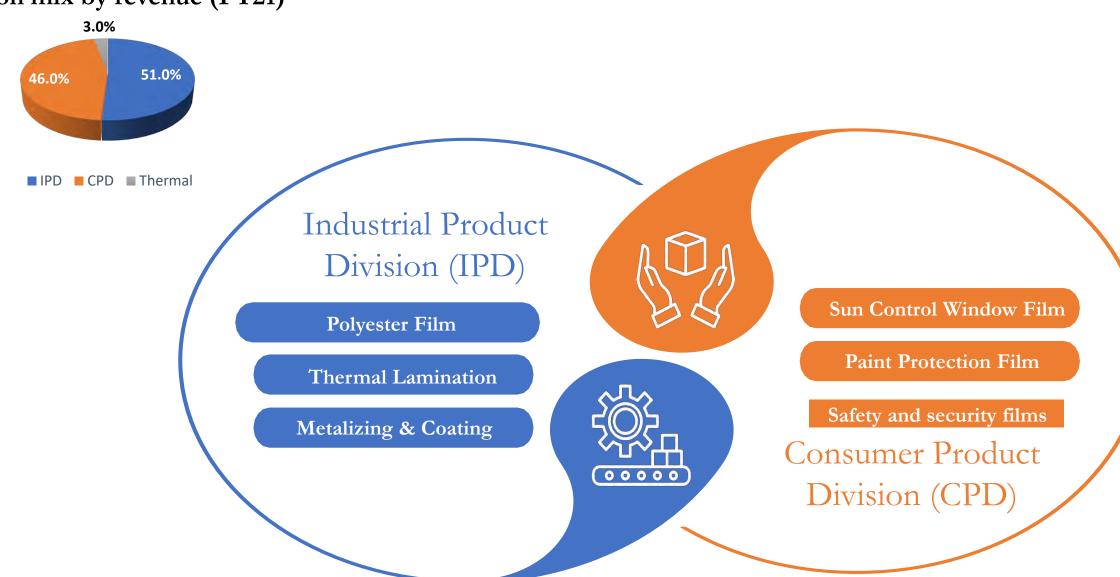
Differential Scanning Calorimetry (DSC).



Gas Chromatograph

#### **Company Products**





## **Industrial Product Division (IPD)**



- Leader in India in Shrink Films & Low Oligomer Films
- PET Shrink films for label
- Electronics and Electricals (Compressor/Motor Insulation)
- Packaging Application
- Release Liner
- Other Products- Heat Seal and Holography , Reprography.



#### Metalizing & Coating

- Lidding (Peel-able)
- PET Labels
- BOPP Labels
- Digital Print Media
- Metallised Barrier Films.



#### **Thermal Lamination**

- Book Covers
- Magazines
- Digital Prints
- Catalogues
- Label Application (Glossy/Matte)



#### **Consumer Product Division (CPD)**



GARWARE SUNCONTROL
Make the coolest cars | even cooler.
Improve your car's comfort & appearance with Garware Suncontrol Window Film.

#### **Automotive Films**

Manufacture variety of films for automotive applications which are available in VLT, UV and heat rejection forms

They reduce overall heat from entering the car interiors and keeps it cool.

Automotive Films 100% Exported, 2<sup>nd</sup> Largest Capacity globally & ranks 3rd in US & European Markets



#### Paint Protection film

Protects car paint from external damages like scratches, dust dirt, bird droppings, bug marks, stone chips, etc.

Available in 6 Mil thickness and glossy variant. It's **a self healing** and hydrophobic coated film.

> Premium product - only manufacturer of Paint Protection Film in India



#### Architectural Films

Manufacture variety of films for architectural applications which are ideal for any glass tint.

They **reduce overall heat** from entering the residential & office interior keeping it cool

Only Indian Manufacturer of SunControl Films



#### Safety & Security Films

Gives additional strength, reduces glare & prevents glass from splintering on impact.

Typical thickness are 4 Mil & 7 Mil & in combination with Suncontrol films.



## **SunControl Films**



Garware Hi-Tech Films Ltd. is the only one of its kind to manufacture Chip-to-films, Films to Metalized Films to Suncontrol Window Films giving it the ability to create unique chemistry for films for specialist end-applications designed for high performance.



Garware Hi-Tech Films Ltd. is an important Global market player and the only Indian Company to manufacture the Suncontrol Films with complete vertical integrity.



Garware Hi-Tech Films Ltd. Suncontrol USP Deep Dyed film (patented technology)



5,000 tinter-network across United States for all Automotive applications

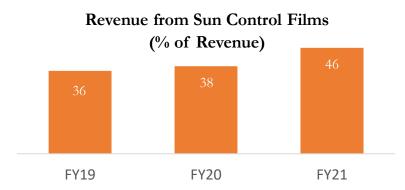


#### Garware SunControl advantages:

- Balances Privacy & Visual Clarity
- 99% UV rejection. Protection from skin disease and fading of interior.
- Rejects I.R. to further improve energy efficiency
- Uniform Cooling & Comfort by reducing Hot spots
- Longer life span due to no metal content
- Neutral Films to adjust with existing glass façade
- Recyclable films meeting Green building requirements



GARWARE



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#### **Paint Protection Film**



Paint Protection Film is designed to give Automobile Paint Coatings, the highest level of protection and impact resistance and these films are clear, self-healing Paint Protection Films.



The PPF is manufactured using a specially formulated Thermoplastic Polyurethane film (TPU) which offers high reliability and consistent performance.



The highly specialized film protects the vehicle's paint from scratches, dents and damage caused by road debris and rocks as well as from environmental elements through its force-dissipation properties.



Garware Hi-Tech Films Ltd. PPF's advantage:

- Keeps vehicle always looking new and shiny,
- Saves money on paint repairs,
- Retains the vehicle's resale value,
- Increases the gloss level of vehicle.



#### Garware Paint Protection Film Features



Automatic self healing property from minor to medium scratches



GARWARE

Scratch Resistance



Excellent water repellent property (Hydrophobic)



Prevents fading Of car colour by blocking UV rays



**High Gloss** 



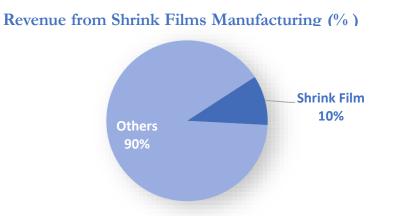
Stain resistance

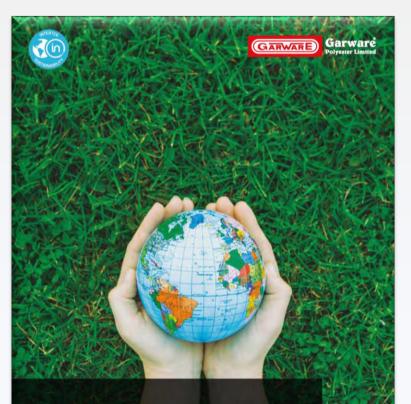
#### Shrink Films



Garware Hi-Tech Films Ltd. holds 90% market share of Shrink Film manufacturing in India

- Excellent printability and smooth surface
- High Resolution Graphic, clear and high quality prints
- Higher shrinkage in comparison to OPS and PVC
- Cover high contour innovative shaped
- Low temperature shrinkage helps save energy
- Provides full body 360° print coverage
- Its operational efficiency & conformity to difficult shape containers help in impactful brand association for wide range of applications





Post-Consumer Recycled Films First step of defence for BETTER TOMORROW



#### Sustainability

- Sustainability is core to our vision of making the planet healthier. As a responsible hi-tech performance film manufacturing Company, we endeavour to deliver long-term economic value to our stakeholders while continuing to contribute to the environmental and social well-being of our communities.
- Post Consumer Recycled (PCR) materials are reprocessed plastics from household or commercial waste which are diverted from landfills and reprocessed for applications while maintaining performance.
- Garware Hi-Tech Films Ltd. has produced PCR Shrink Film & has been very well accepted by the Market.

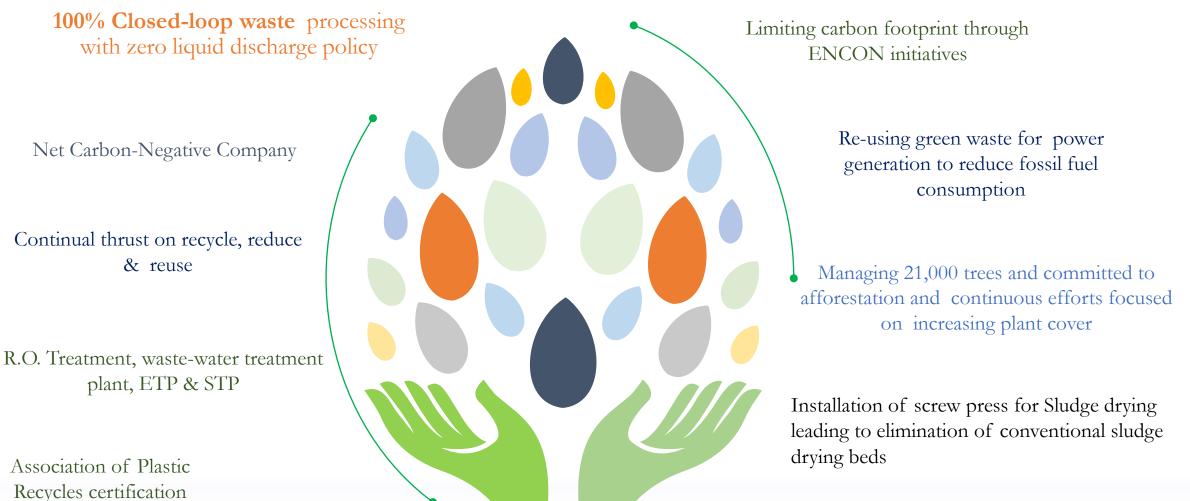


Through this newly introduced PCR Shrink Film, Garware Hi-Tech Films Ltd. will help customers achieve their sustainability goals by contributing to 50% PCR content of their packaging.



The Product Certificate for PCR Films is received by Intertek Laboratory

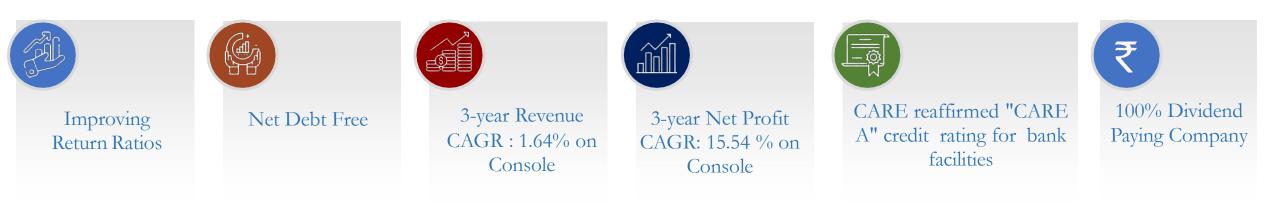




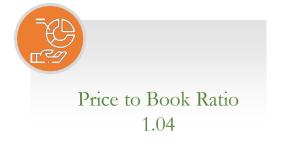
#### Use of **Bio-Fuels**



#### **Financial Snapshot**



Key Financial Ratios (Consolidated – FY 21)

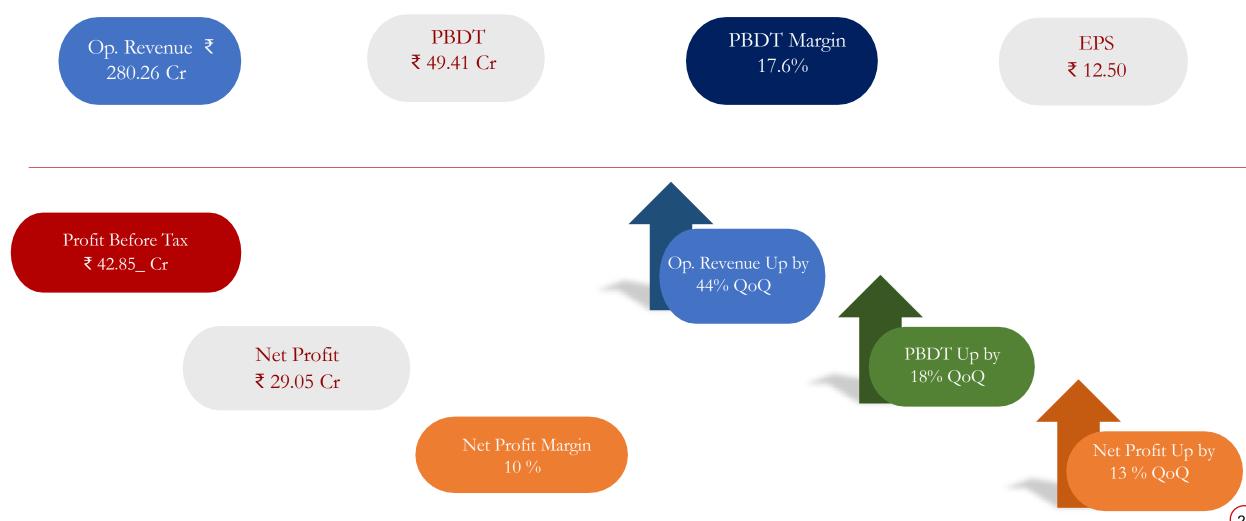




Adj. Return on Capital Employed 22.7 %

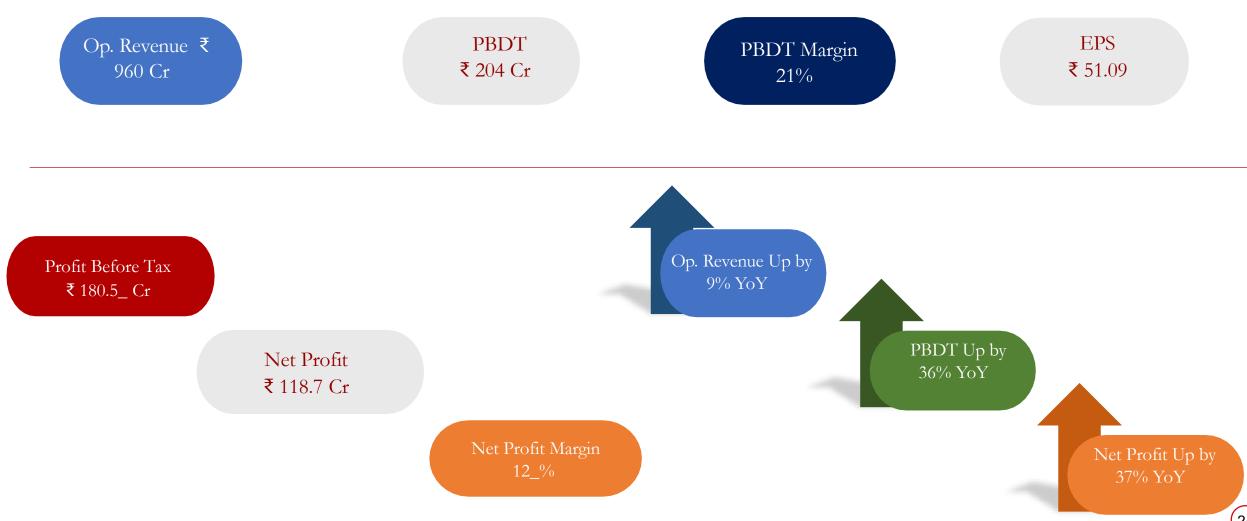




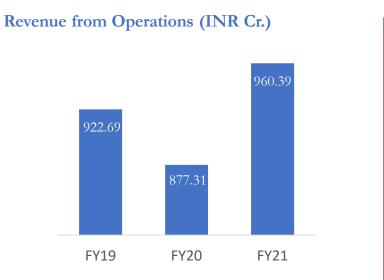


# Income Statement–Quarterly Q4 FY21( Rs. in Cr.) - Standalone

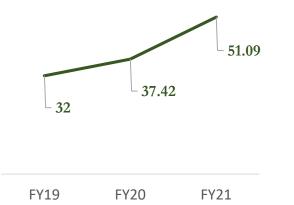
| Particulars  | March'21 | March'20 | %Change | Dec'20 |
|--------------|----------|----------|---------|--------|
| Revenue      | 280.26   | 195.18   | 44%     | 254.70 |
| Other Income | 6.28     | 15.44    | -59%    | 4.66   |
| Total Income | 286.54   | 210.62   | 36%     | 259.36 |
| Expenditure  | 232.46   | 164.77   | 41%     | 197.15 |
| Interest     | 4.67     | 4.15     | 13%     | 4.26   |
| PBDT         | 49.41    | 41.70    | 18%     | 57.95  |
| Depreciation | 6.56     | 5.60     | 17%     | 5.94   |
| PBT          | 42.85    | 36.10    | 19%     | 52.01  |
| Tax          | 13.80    | 10.40    | 33%     | 17.56  |
| Net Profit   | 29.05    | 25.70    | 13%     | 34.45  |
| EPS          | 12.50    | 11.06    | 13%     | 14.83  |
| OPM %        | 17.6%    | 21.4%    | -17%    | 22.8%  |
| NPM %        | 10.4%    | 13.2%    | -21%    | 13.5%  |

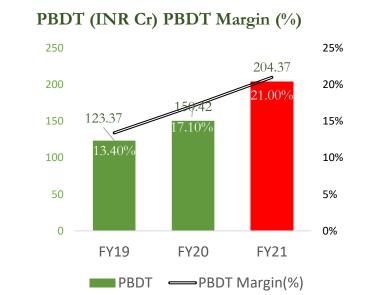


## Financial Performance (Standalone)



Earning Per Share (EPS) (INR)

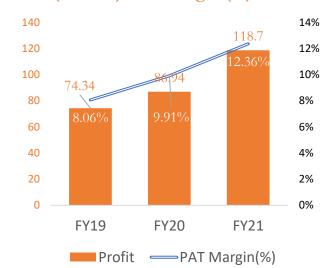




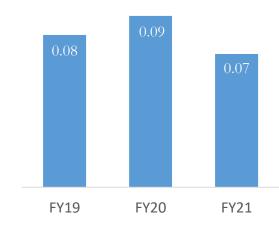




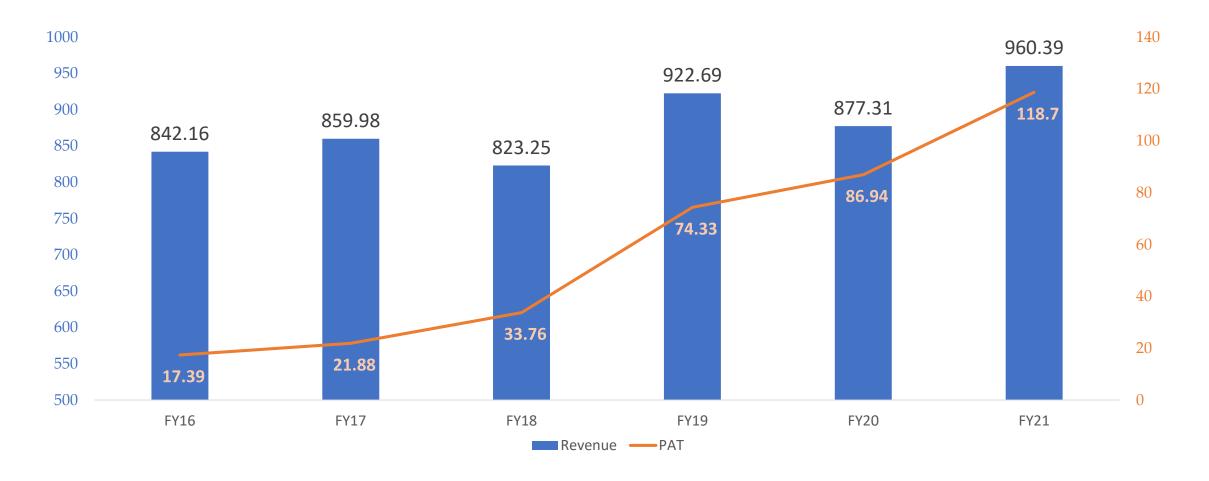
PAT (INR Cr) PAT Margin (%)



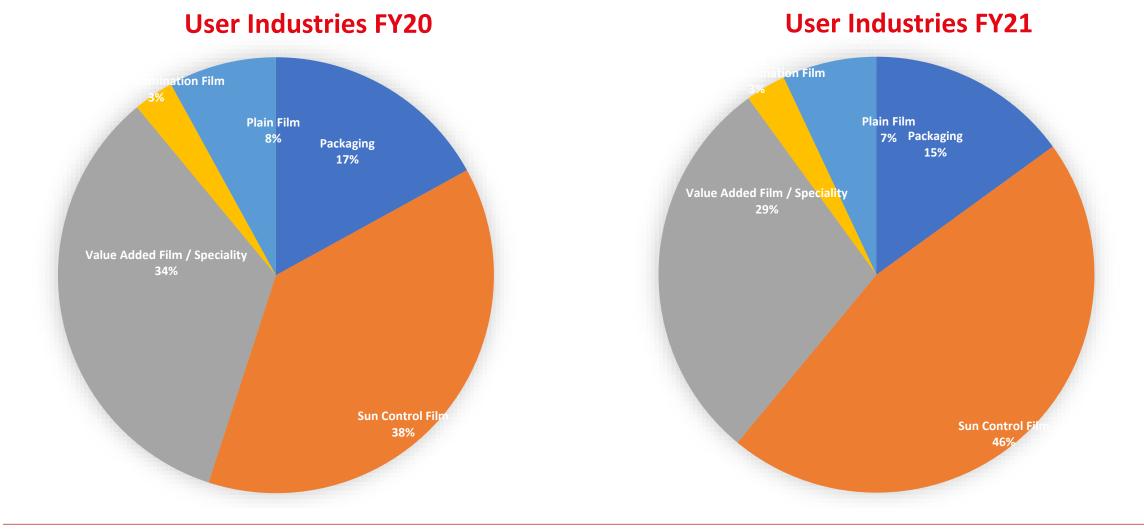




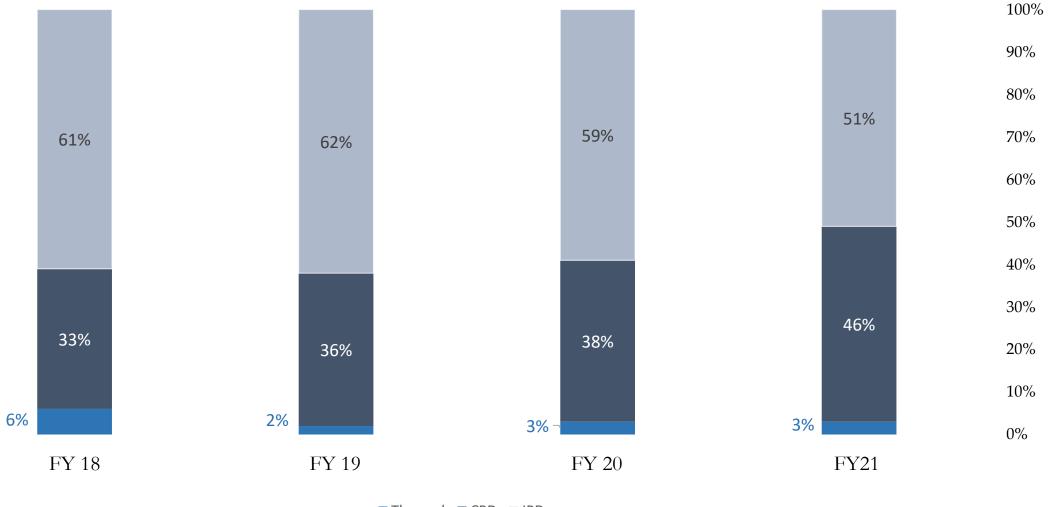
#### Revenue\* from Operations & Net Profit (INR Cr.)



\* excludes excise duty up to Jun'17



27)



#### Increasing Revenue share from Value-Added Products - Standalone

100% 90% 24% 80% 70% 60% 50% 40% 68% 30% 76% 73% 72% 20% 10% 0% FY 18 FY 19 FY 20 FY21

■ Value Added ■ Commodity

## Historical Standalone Annual Income Statement (in Cr.)



| Particulars  | Mar'21 | Mar'20 | Mar'19 | Mar'18 |
|--------------|--------|--------|--------|--------|
| Revenue      | 960.39 | 877.31 | 922.69 | 831.91 |
| Other Income | 15.63  | 25.00  | 8.94   | 5.18   |
| Total Income | 976.01 | 902.31 | 931.63 | 837.09 |
| Expenditure  | 753.28 | 734.19 | 789.61 | 748.40 |
| Interest     | 18.37  | 17.71  | 18.65  | 24.44  |
| PBDT         | 204.37 | 150.41 | 123.37 | 64.25  |
| Depreciation | 23.84  | 20.15  | 13.67  | 13.41  |
| PBT          | 180.53 | 130.26 | 109.70 | 50.84  |
| Tax          | 61.84  | 43.32  | 35.37  | 17.07  |
| Net Profit   | 118.70 | 86.94  | 74.33  | 33.77  |
| Equity       | 23.23  | 23.23  | 23.23  | 23.23  |
| EPS          | 51.09  | 37.42  | 32.00  | 14.53  |
| CEPS         | 74.58  | 55.21  | 43.19  | 22.15  |
| OPM %        | 21.30  | 17.1   | 13.4   | 7.7    |
| NPM %        | 12.40  | 9.9    | 8.1    | 4.1    |

| Liabilities (INR Cr)             | FY21    | FY20    | FY19    | Assets (INR Cr)                     | FY21    | FY20    | FY19    |
|----------------------------------|---------|---------|---------|-------------------------------------|---------|---------|---------|
| Shareholders Fund                | 1547.44 | 1395.07 | 1364.04 | Non-Current Assets                  | 1434.35 | 1375.84 | 1345.37 |
| Share Capital                    | 23.23   | 23.23   | 23.23   | Property, Plant and Equipment       | 1326.84 | 1278.06 | 1236.59 |
| Other Equity                     | 1524.21 | 1371.84 | 1340.81 | Capital WIP                         | 10.83   | 18.64   | 10.59   |
|                                  |         |         |         | Intangible Assets                   | 2.05    | 0.82    | 1.07    |
| Financial Liabilities            | 125.85  | 134.36  | 120.71  | Intangible assets under development | 0.15    | 1.44    | -       |
| i) Long-Term Borrowings          | 96.61   | 115.55  | 110.10  | Deferred Tax Assets                 | _       | 24.86   | 45.24   |
| ii) Other Financial Liabilities  | 15.19   | 15.29   | 3.12    | Investments                         | 68.87   | 29.42   | 31.11   |
| Provisions                       | 4.03    | 3.52    | 7.41    | Other Financial Assets              | 2.38    | 2.29    | 2.10    |
| Other Long Term Liabilities/DTL  | 10.02   | -       | 0.08    | Other non-Current assets            | 23.22   | 20.31   | 18.67   |
|                                  |         |         |         |                                     |         |         |         |
| Current Liabilities              | 177.44  | 134.73  | 150.43  | Current Assets                      | 416.38  | 288.32  | 289.81  |
| Financial Liabilities            |         |         |         | Inventories                         | 94.14   | 93.75   | 75.28   |
| i) Short-Term Borrowings         | _       | 5.48    | 4.25    | Financial Assets                    |         |         |         |
| ii) Trade Payables               | 86.21   | 65.25   | 83.03   | a) Investments                      | 158.42  | 87.71   | 90.41   |
| iii) Other financial Liabilities | 60.33   | 42.58   | 45.56   | a) Trade and other Receivable       | 87.54   | 61.66   | 74.94   |
| Short-Term Provisions            | 8.92    | 7.22    | 5.47    | c) Cash & Cash Equivalents          | 29.98   | 11.35   | 15.28   |
| Current Tax Liabilities          | -       | -       | 0.68    | d) Bank Bal other than above        | 7.26    | 7.17    | 9.03    |
| Other Current liabilities        | 21.98   | 14.20   | 11.44   | e) Other Current Financial Assets   | 2.01    | 1.95    | 2.01    |
|                                  |         |         |         | Other Current Assets                | 34.33   | 22.07   | 22.86   |
|                                  |         |         |         | Current Tax Assets (Net)            | 2.70    | 2.66    | -       |
| TOTAL EQUITY AND<br>LIABILITIES  | 1850.73 | 1664.16 | 1635.18 | TOTAL ASSETS                        | 1850.73 | 1664.16 | 1635.18 |

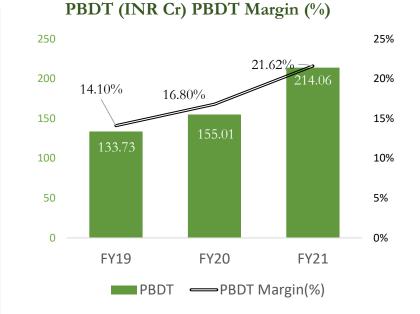
## **Financial Performance (Consolidated)**

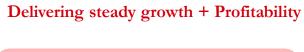


FY20

FY21

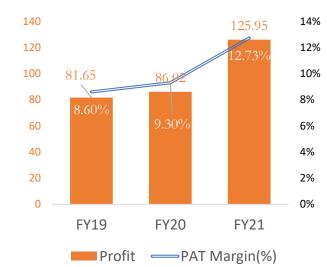
FY19



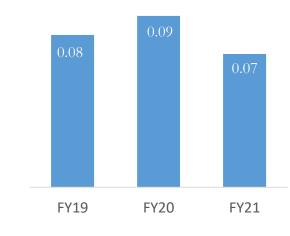




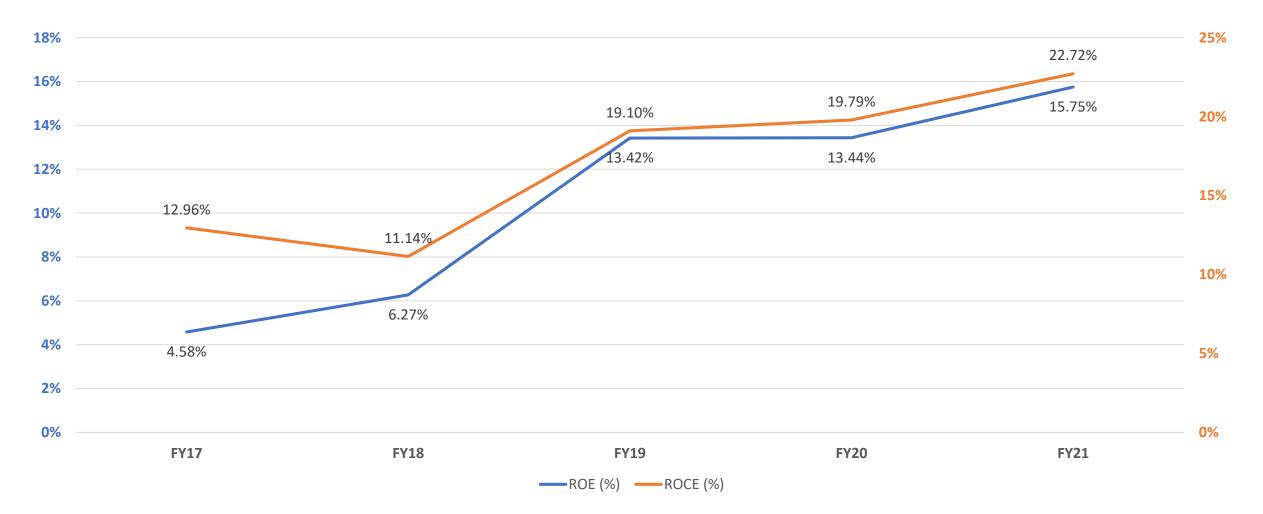




Debt/Equity (x)



#### **Improving Return Ratios**



#### Historical Consolidated Annual Income Statement (in Cr.)



| Particulars  | Mar'21  | Mar'20 | Mar'19 | Mar'18 |
|--------------|---------|--------|--------|--------|
| Revenue      | 989.03  | 924.83 | 947.89 | 841.99 |
| Other Income | 15.64   | 11.82  | 9.01   | 5.21   |
| Total Income | 1004.67 | 936.65 | 956.90 | 847.20 |
| Expenditure  | 771.02  | 763.18 | 803.83 | 758.71 |
| Interest     | 19.59   | 18.46  | 19.34  | 25.03  |
| PBDT         | 214.06  | 155.01 | 133.73 | 63.46  |
| Depreciation | 23.98   | 20.29  | 13.85  | 13.63  |
| PBT          | 190.08  | 134.72 | 119.88 | 49.83  |
| Tax          | 64.13   | 48.70  | 38.23  | 16.71  |
| Net Profit   | 125.95  | 86.02  | 81.65  | 33.12  |
| Equity       | 23.23   | 23.23  | 23.23  | 23.23  |
| EPS          | 54.21   | 37.03  | 35.14  | 14.26  |
| CEPS         | 76.70   | 55.75  | 46.49  | 21.97  |
| OPM %        | 21.6%   | 16.8%  | 14.1%  | 7.5%   |
| NPM %        | 12.7%   | 9.3%   | 8.6%   | 3.9%   |

1868.36

1,679.02

**TOTAL EQUITY AND LIABILITIES** 



| Liabilities (INR Cr)             | FY21    | FY20     | FY19     | Assets (INR Cr)                     | FY21    | FY20    | FY19     |
|----------------------------------|---------|----------|----------|-------------------------------------|---------|---------|----------|
| Shareholders Fund                | 1563.55 | 1,403.72 | 1,372.17 | Non-Current Assets                  | 1433.32 | 1374.98 | 1,346.62 |
| Share Capital                    | 23.23   | 23.23    | 23.23    | Property, Plant and Equipment       | 1327.15 | 1278.46 | 1,237.07 |
| Other Equity                     | 1540.32 | 1,380.49 | 1,348.94 | Capital WIP                         | 10.83   | 18.64   | 10.59    |
|                                  |         |          |          | Intangible Assets                   | 2.05    | 0.82    | 1.07     |
| Financial Liabilities            | 123.35  | 134.36   | 120.71   | Intangible assets under development | 0.15    | 1.44    | -        |
| i) Long-Term Borrowings          | 96.61   | 115.54   | 110.10   | Deferred Tax Assets                 | -       | 24.94   | 47.34    |
| ii) Other Financial Liabilities  | 15.19   | 15.29    | 3.12     | Investments                         | 67.53   | 28.08   | 29.78    |
| Provisions                       | 4.03    | 3.52     | 7.41     | Other Financial Assets              | 2.38    | 2.29    | 2.10     |
| Other Long Term Liabilities/DTL  | 7.51    | 0.00     | 0.08     | Other non-Current assets            | 23.22   | 20.31   | 18.67    |
| Current Liabilities              | 181.46  | 140.94   | 153.45   | Current Assets                      | 435.04  | 304.04  | 299.71   |
| Financial Liabilities            |         |          |          | Inventories                         | 124.11  | 104.51  | 85.43    |
| i) Short-Term Borrowings         | -       | 5.47     | 4.25     | Financial Assets                    |         |         |          |
| ii) Trade Payables               | 86.49   | 65.28    | 82.95    | a) Investments                      | 158.42  | 87.71   | 90.41    |
| iii) Other financial Liabilities | 60.78   | 43.76    | 45.75    | a) Trade and other Receivable       | 42.02   | 52.35   | 56.28    |
| Short-Term Provisions            | 24.28   | 15.86    | 12.25    | c) Cash & Cash Equivalents          | 62.53   | 24.84   | 33.70    |
| Current Tax Liabilities          | 8.92    | 7.22     | 5.48     | d) Bank Bal other than above        | 7.26    | 7.18    | 9.03     |
| Other Current liabilities        | 0.98    | 3.34     | 2.78     | e) Loans                            | 0.52    | 0.20    | 0.26     |
|                                  |         |          |          | f) Other Current Financial Assets   | 0.68    | 1.75    | 1.74     |
|                                  |         |          |          | Other Current Assets                | 36.79   | 22.85   | 22.8     |
|                                  |         |          |          | Current Tax Assets (Net)            | 2.70    | 2.66    |          |
|                                  |         |          |          |                                     |         |         |          |

**TOTAL ASSETS** 

1,646.33

1868.36

1679.02

Enjoys **Rating of "CARE A"** from renowned global rating company (CARE Ratings) for banking facilities

**Consolidated CAGR growth** in PBDT and PAT of 35.2% & 41.2% in the last 5 years, due to value added specialty Products & better market Mix

**Steady operating profitability** with PAT margin of 12.7% in FY21 which is targeted to grow in next 3 years by systematic approach of increasing sales of value added and high margin products.

The only one Indian manufacturer of Sun Control Films in India with diversified revenue mix. Exports to more than 80 countries which contributes ~73.5% of revenue **Market Leader** with more than 90% market share in shrink film in India.

Focus on value added products: Paint Protection Film launched (only one manufacturer in India) and it's estimated to contribute revenue of INR 300cr By 2023 at 100% capacity utilization, which may provide additional growth momentum.

**State of the art manufacturing facilities** with wide range of technology-based polyester films products catering to various industry segments







## CSR



More than **2,00,000 lives benefited** from the community center so far



Actively run **'Garware Research Institute' in Kalina**, Mumbai university with more than 50 courses offered



More than **1,00,000 students together participated in 'Surya Namaskar'** competition



Plantation on large scale & beautification of roads



Donation of ventilators to medical institutions during Covid

Help of equipment to Govt hospitals,

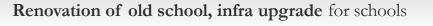


A **dedicated Community Centre** in Waluj Area, which helps in Contribution towards Society, Rural Development, Environment & Nature.











Jalpurti Abhiyan in efforts to provide clean Drinking Water.

Covid Care Centre in premises at Waluj

Vaccination Center at Garware Community Centre













GARWARE

(40)



# Garware Hi-Tech Films Ltd.

## CIN: L10889MH1957PLC010889

# **Contact us:**

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