

Investor Release

HLE Glascoat reports strong top-line growth for Q4 and FY22

Anand, Gujarat, 23rd May, 2022; HLE Glascoat Limited, engaged in the specialized business of manufacturing chemical process equipment and a leading player in filtration, drying and glass lined equipment markets, announced its Audited Financial Results for Q4 and year ended 31st March, 2022

Revenue from Operations*

Rs. 249 crores

 **+69%**

EBITDA*

Rs. 40 crores

 **+37%**

Profit After Tax*

Rs. 23 crores

 **+30%**

*For Q4FY22

Key Financial Highlights:

Particulars (Rs. Crs.)	Q4 FY22	Q4 FY21	Y-o-Y	FY22	FY21	Y-o-Y
Revenues	249.2	147.5	69%	652.2	484.5	35%
EBITDA	39.6	28.8	37%	117.8	95.6	23%
EBITDA Margins (%)	15.8%	19.2%		17.8%	19.6%	
Profit Before Tax	30.5	24.6	24%	93.4	77.2	21%
Exceptional Item	0.7	-		9.1	-	
Profit After Tax*	23.3	17.9	30%	58.2	53.4	9%
PAT Margins (%)	9.3%	12.0%		8.8%	10.9%	

*Company had exceptional item of Rs. 0.7 crores in Q4FY22 and Rs. 9.1 crores in FY22 relating to acquisition of Thaletec

Segment Wise Performance

Segment Revenues (Rs. Crs.)	Q4 FY22	Q4 FY21	Q-o-Q	FY22	FY21	Y-o-Y
Filtration, Drying and Other Equipment	103.7	70.6	47%	314.1	241.7	30%
Glass Lined Equipment	143.1	66.9	114%	330.0	200.2	65%
Segment Result - EBIT (Rs. Crs.)	Q4 FY22	Q4 FY21	Q-o-Q	FY22	FY21	Y-o-Y
Filtration, Drying and Other Equipment	14.8	13.3	11%	46.1	43.8	5%
Glass Lined Equipment	22.1	15.0	48%	70.6	41.9	68%

Key Developments:

- Order book of approximately 5-6 months for both Filter Dryers and Indian Glass Lined Equipment business and approximately 8 months for the European glass lined equipment business
- Completed and commenced our Greenfield Plant at Silvassa to augment the Filtration and Drying Equipment capacity of the Company. The manufacturing facility is equipped with a state-of-the-art machine shop, critical equipment and EOT cranes which comply with the highest standards of safety.
- The Project for addition of the manufacturing sheds adjacent to the existing facility at Maroli adding over 25% more floor area for manufacturing of Filtration, Drying and Other Equipment has been completed in March, 2022.
- The Board of Directors has recommended a dividend of Rs. 5 per share for the year FY22.
- The Board of Directors will consider the sub-division of equity shares of the Company at its meeting on 6th June, 2022.

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

“The Indian economy is back on the growth track and investment activity is gaining traction with improving business confidence and opening-up of the economy after the removal of COVID-19 related restrictions.

On the back of this buoyancy, your Company has reported good performance for the FY22 with Revenue growing by 35% and EBITDA by 23%. The jump in the revenue was due to increased demand from end user industries and robust order book for both HLE Glascoat and Thaletec GmbH. The recent geo-political developments in Ukraine have created hurdles in the energy and material supply chains and costs and lead times are currently volatile.

On stabilisation of the global situation, we expect to see an improvement in our order book for all the segments. The end user industries are continuing to perform well and the increase in the Company’s manufacturing capacities – including recently installed - will further augment the activity levels in all business segments. We believe that MSME as a sector has tremendous potential, and the team is focused on adding newer customers from this segment. We also plan to expand geographically with a renewed thrust on global markets.

In order to further increase our competitiveness, the Company has strengthened its executive team by making senior level hires in operations and support functions.

Going forward, the Company will focus specifically on augmenting and increasing its market share in the Filtration, Drying and Glass Lined Equipment segments in India and abroad, whilst continuing to focus on innovations and improved quality to meet customer needs.”

About HLE Glascoat Limited

(Formerly known as Swiss Glascoat Equipments Ltd.)

HLE Glascoat is engaged in the specialized business of manufacturing chemical process equipment. The Company's largest product segment is Filtration and Drying Equipment. HLE is the preferred supplier and technology leader having over 60% share in the Indian Filtration and Drying market. The flagship products in this segment are Agitated Nutsche Filters and Dryers. HLE Glascoat's plant manufactures more specialized filters and dryers every year than any other vendor in the world. Today, the HLE brand is synonymous with filtration and drying in the Indian Chemical and API industries and is considered to be the 'Industry Reference for Excellence in Engineering'.


Currently, HLE Glascoat is also a leading player in the Indian glass lined equipment market. HLE Glascoat is highly reputed for its quality, customer focus and reliability. The Company 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 has the unique 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 state-of-the-art 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 being the first manufacturer to have 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. Esteemed clientele includes almost all the large reputed domestic and MNC industry players in India and many others worldwide.

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