#### **GHCL Limited**



January 24, 2020

माघ- कृष्णपक्ष – अमावस्या विक्रम सम्वत २०७६

National Stock Exchange of India

Limited

"Exchange Plaza"
Bandra – Kurla Complex,

Bandra (E), Mumbai - 400 051

**NSE Code: GHCL** 

**BSE Limited** 

Corporate Relationship Department,

1st Floor, New Trading Ring, Rotunda Building,

P.J. Towers,

Dalal Street, Fort, Mumbai - 400 001

BSE Code: 500171

Dear Sir/Madam,

#### Subject: Investors' Presentation - Q3FY20 Business Update

As informed on January 15, 2020 that a conference call to discuss the Q3FY20 results of the company with Mr. R S Jalan, Managing Director and Mr. Raman Chopra, CFO & Executive Director (Finance) is scheduled to be held on **Friday**, **January 24, 2020 at 4.00 PM (IST)**. In this regard, copy of the financials and other business details for Q3FY20 (i.e. Business Update), which is going to be circulated for the scheduled investors' conference, is enclosed herewith for your reference & record.

You are requested to kindly acknowledge the receipt and please also take suitable action for dissemination of this information through your website at the earliest. In case you need any other information, please let us inform.

Thanking you

Yours truly

For GHCL Limited

Bhuwneshwar Mishra

Sr. General Manager & Company Secretary

नन लगायम



## GHCL LIMITED

Q3 FY20 Investor Update - January 2020













#### Safe Harbour

This presentation and the accompanying slides (the "Presentation"), which have been prepared by GHCL 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 quarantees 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 cash flows, 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 forwardlooking 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







### Management Commentary

Commenting on the Q3 FY20 performance,

Mr. R. S. Jalan, MD said:



"Our REKOOP Initiative in Textiles has been chosen as a "Case Study" at HARVARD BUSINESS SCHOOL."

- Satisfactory performance during last 9 months, recorded 35% growth in PAT to Rs. 327 Crores despite challenging economic situations.
- Our PAT for Q3 FY 20 is Rs. 101 crore at Q3FY19 levels despite:
  - Impact of Rs. 10 crore due to retrospective withdrawal of MEIS of 4% on Home textiles exports by the government,
  - Drop in Soda Ash Realisation by about 7% due to slowdown resulting in lower demand growth and over supply,
  - o Margin pressure in Spinning due to weakness in Domestic Spinning Industry.

Aforesaid impact has been neutralized due to operational efficiencies, volume, and reduction in corporate tax rate.

#### Soda Ash

- Production and Sales Volume Increase by 4% and 8% respectively,
- Average Realization down by about 7%, however 50% of the same recovered with operational efficiencies and lower input cost.

#### Textiles

- Spinning Industry continued to face tough time, however going forward we expect improved performance with new cotton corp.
- Our Flagship Brand "REKOOP" has been recently placed as a Co-branded Solution with Sainsbury UK.
- The Board has approved a Buyback of Rs. 60 crore (excluding applicable taxes and cost) at a maximum price of Rs. 250/- per share.

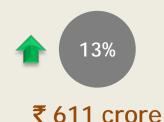


### Performance Highlights - 9M FY 20 & Q3 FY20



<sup>9</sup>M FY 20











₹ 421 crore ₹ 327 crore

35%

केत्री **अ**ती

<sup>\*</sup> Despite of exceptional items of Rs. 10 Cr due to retrospective notification from Government.



### **Profit & Loss Statement**

Rs. In Crore

Particulars	Q3 FY20	Q3 FY19	YoY	Q2 FY20	QoQ
Sales	843	875	-4%	826	2%
Operating Expenses	657	665	-1%	623	5%
EBITDA	186	210	-11%	203	-8%
EBITDA Margin	22.1%	24.0%	190 BPS	24.6%	250 BPS
Depreciation	32	29	12%	32	1%
EBIT	154	181	15%	171	-10%
Interest	26	27	-6%	29	-12%
Exceptional Item	9				
Profit Before Tax	119	154	-23%	142	-16%
Tax	18	52	-66%	20	-9%
Profit After Tax	101	102	-1%	122	-17%



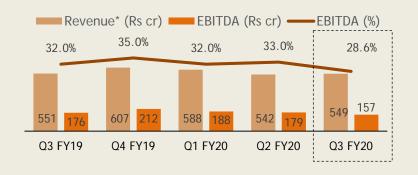
### Q3 FY20 Segment Highlights - Inorganic Chemicals

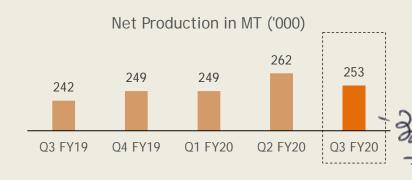
Particulars	Q3 FY20	Q3 FY19	YoY	Q2 FY20	QoQ
Net Soda Ash Production (Lac MT)	2.53	2.42	4%	2.62	-3%
Revenue (Rs. Crores)*	549	551	-40 BPS	542	129 BPS
EBITDA (Rs. Crores)	157	176	-11%	179	-12%
EBITDA %	28.6%	32.0%	340 BPS	33.0%	440 BPS

#### **Performance Insights**

- Production increased by 10 K MT in the quarter.
- Maintained Revenue despite of softness in prices by around 7%.
- EBITDA de-growth by 11% compared to Q3 FY19 primarily due to softer prices partly recovered with better operational performance.
- Oversupply situation is likely to continue for sometime.









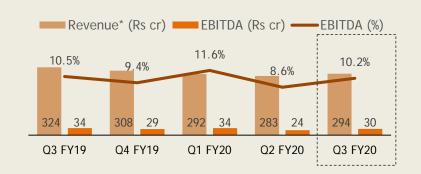
### Q3 FY20 Segment Highlights - Textiles

Particulars	Q3 FY20	Q3 FY19	YoY	Q2 FY20	QoQ
Revenue (Rs. Crores)*	294	324	-9%	283	4%
EBITDA (Rs. Crores)	30	34	-13%	24	22%
EBITDA %	10%	10.5%	-50 BPS	8.6%	140 BPS

#### Performance Insights

- Revenue down by 9% as compared to Q3 FY19, which is primarily due to weak scenario in spinning industry.
- ➤ EBITDA Margins 50 BPS lower compared to Q3 FY19 in line with our previous guidance on spinning industry scenario.
- REKOOP now on shelves in UK market.

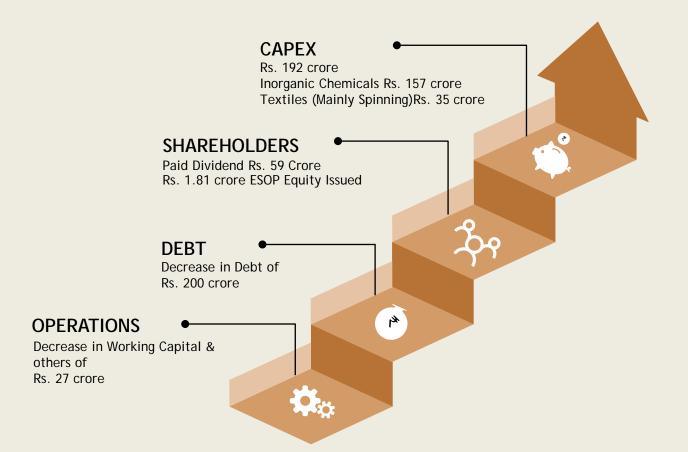
#### **Textile - Quarterly Trends**







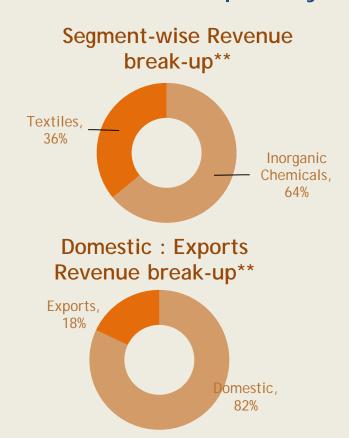
### Efficient Capital Allocation (9M FY20)

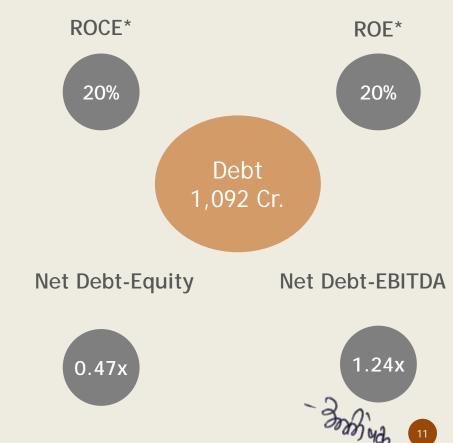






### Revenue Breakup & Key Financial Ratio's









#### **GHCL - An Introduction**



#### Best in class

Operations management CAPEX planning and execution Financial management



Day to day management and strategy led by professional management team



#### **Targeting**

- •To grow profits at a CAGR 20% on a long term horizon
- •To create value systems that defines our Culture
- •To drive sustainable inclusive growth involving all stakeholders

### 2nd

Largest manufacturer of Soda Ash in India, with 25% market share

11.00

Lac MT Soda Ash capacity 45

MN MT
Processing
Capacity

1.85L

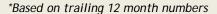
Spindles
With 3320 rotors
and TFO's

90%+

Capacity utilisation in Soda Ash 25%

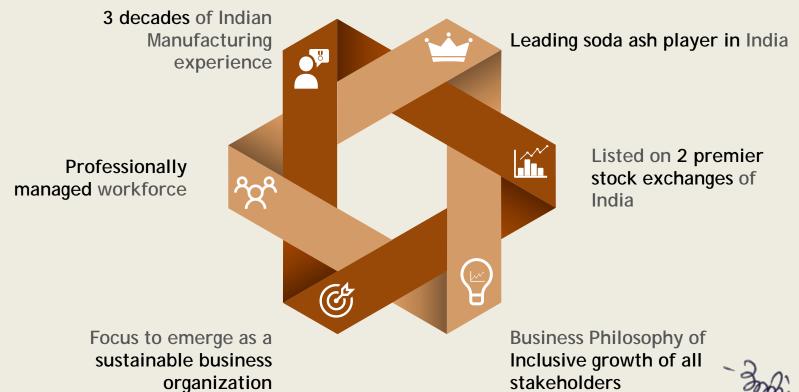
5-Year PAT CAGR Rs.361 Cr from Rs. 116 Cr 20%\*

Return on Capital Employed (ROCF)





#### **GHCL Overview**





### Balanced growth opportunities across businesses



Inorganic Chemicals (64%\*) Margin leadership in the industry

- > Among top 3 soda ash players.
  - o Catering 1/4th of Indian soda ash demand
  - Margin leader in the industry; with highest capacity utilization of 90%+
- Sodium Bicarbonate of 0.60 Lakh MT
- Strong FMCG presence in South India with edible salt, Honey & Spices
  - Expanding market reach by adding new geographies and product basket



Textiles Segment (36%\*)
Presence across the value chain

- Spinning
  - o 1,85,712 Spindles
  - o 3,320 Rotors
  - o 5,760 Drums
  - 5 Air jet Spinning Machine
- Weaving
  - o 12 mn meters pa

- Processing
  - 45 mn meters pa
- Finished Product
  - o 30 mn meters pa





### **Evolution of GHCL through the years**

Soda Ash capacity increased to 8.5 Lakh MTPA

Entered Spinning business with 65 K spindles subsequently increased to 140 K

Commissioned Home Textile plant with 36 mn meters processing capacity and 96 air jet looms

Commissioned Refined Sodium Bicarbonate plant

Soda Ash production capacity increased to 9.75 Lacs MTPA

Doubled Sodium bicarbonate capacity to 60 K MTPA

Added TFOs for value added yarn and Air jet Spinning

Home textiles, Processing capacity increased to 45 Mn meters with total 190 Air jet weaving looms



Commenced Soda Ash Production with 4.2 Lakh MTPA which was further increased to 5.25 Lakh MTPA

Commenced Edible Salt Production and Launched 'Sapan' salt Spindles capacity increased to 175 K, Installed 3320 rotors in spinning

Launch of 'i-FLO' salt and 'i-Flo Honey'

Air jet looms capacity increased to 162

Soda Ash production capacity increased to 11 Lacs MTPA tons / year in FY2019

GHCL is now the one of the largest manufacturer of soda ash in India at a single location.

Spindles capacity increased to 185K





### **Spearheaded by Pre-eminent Professionals**

RS Jalan Managing Director



Unique leadership style with endeared managerial abilities drives all businesses alike

Qualified Chartered Accountant, profess deep business understanding and excellent analytical skills

Raman Chopra
CFO & Executive Director



Spearheading GHCL's Finance and IT functions

Qualified Chartered Accountant with sharp financial acumen, negotiation skills and a great passion for technological advancements and specialization in Greenfield expansion

NN Radia President & COO, Soda Ash



Associated with the Company since 1986

Bachelor in mechanical engineering

Strong technical expertise along with people management

Sunil Bhatnagar President Marketing, Soda Ash



Associated with the Company for over 22 years

Degree in law and diploma in management

Manu Kapur President & CEO, Home Textiles



Industry veteran with more than 2 decades experience

His vast experience in Home Textiles Sourcing in previous assignments with Ikea and J C Penny

M. Sivabalasubramanian CEO, Spinning



Vast experience in cotton procurement and manufacturing operations

Bachelor in textile engineering

Gopakumar Menom CEO, Consumer Products



Degree in Economics from Calicut University and more than 30 years of experience in the FMCG industry

**1**7



Each person

to work

towards larger

group

objectives.

#### Core values at forefront...

Thoughtful and show regards for another person.

Respect Trust Integrated team Work **Ownership** 

Confidence in each others capabilities and intentions

GHCL is an unique work place which is dotted with its Core Values, defining its culture.

Every employee in the company is expected to imbibe its Core Values and interact within the business ecosystem with all its stakeholders accordingly.

Here we have established the link for performance appraisals of every employee with core value surveys conducted twice a year.

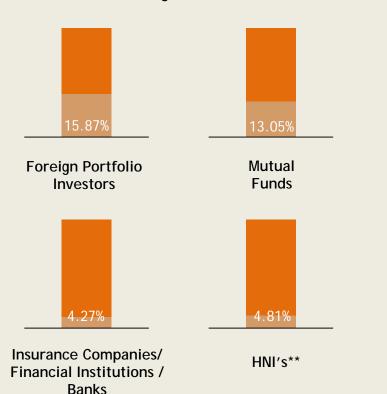
Take Responsibilities of own decisions and actions.





### Strong Institutional & HNI\*\* Holding - 38.00%

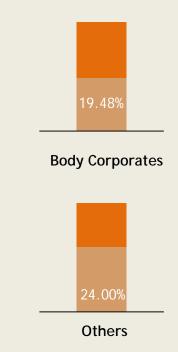
Institutional Holding - 33.19%, HNI's\*\*- 4.81%



18.52%

Promoter & Promoter Group

Non-Institutional Holding - 43.48%



















### Commanding a leadership in manufacturing of Soda Ash

+90%

Capacity utilization; Highest in industry 11.00L MT

Soda ash capacity; 25% market share of domestic demand

Margin Leadership +30%\*

EBITDA Margins; consistent high margins





### **Marquee Clients**























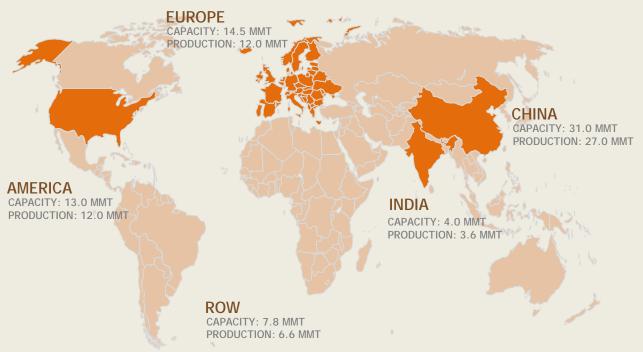






### Global outlook on the soda ash industry

#### GLOBAL SIZE: CAPACITY-70 MMT, PRODUCTION-61 MMT



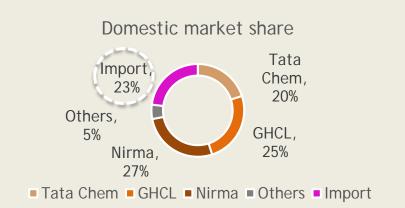
#### Soda Ash Market Outlook

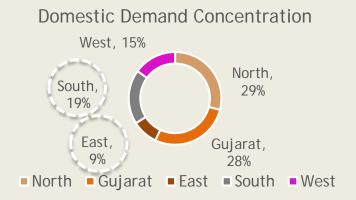
- Global economic weakness has resulted in softness in Soda Ash market
- China continue to face economic slowdown. Reported high Soda Ash production and dull domestic markets resulting in drop in export prices.
- Europe: Slightly easing markets due to slowdown in automobile sector. Turkey has become largest supplier to India.
- US overall Production improved, domestic consumption marginally lower due to economic slowdown
- New Capacities of 5Mn MT have been announced in US Region that are expected to come onstream starting 2024
- India is facing oversupply situation due to higher domestic production and increased imports putting pressure on the pricing



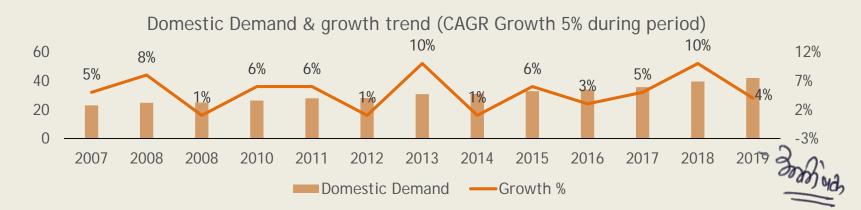


### Soda Ash Dynamics (Domestic Industry)





<sup>\*</sup> Based on External demand for FY19 (Source: IMA)





Every cloth tells a story...

And we want to be the part
of that story...

Our Soda Ash
is used in soaps and
detergents to improve their
cleaning properties.





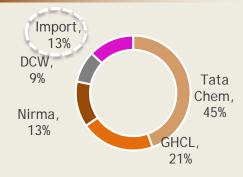


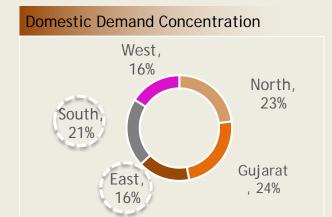
### **Inorganic Chemicals - Sodium Bicarbonate**

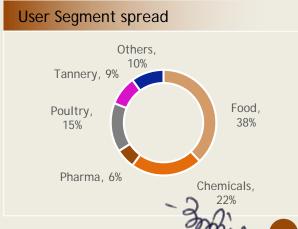


- > Doubled capacity from 30,000 to 60,000 MT in December 2017.
- Generally named as baking soda, bread soda, cooking soda and bicarbonate of soda
- Used in Cooking, Pharmaceuticals, Fire Extinguishers, pH balancer, and Cleaning agent
- > Specialization and experience in manufacturing of around a decade

#### **Domestic Demand Share**









### **Inorganic Chemicals - Consumer Products**

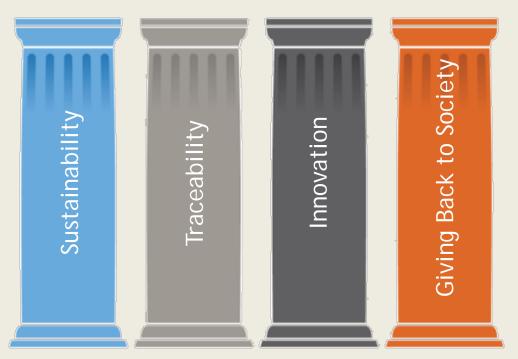
- > Premium edible Salt Manufacturer in South India
- Expanding product portfolio i.e. Salt, Honey, Spices and Powder Spices under the brand i-FLO.
- Ventured into the Premium Honey Category by pioneering the entry of Jujube Honey
- Under powdered spices category, Turmeric, Chilli, Coriander & Black Pepper Powder SKUs were introduced.
- Now adding complete basket of Blended spices in powder category
- > Entered into Maharashtra and Goa market.
- Brands: Sapan & i-FLO which are well accepted among Category A stores in Major Southern cities.







### **GHCL's Home Textile 4 Pillar Strategy**







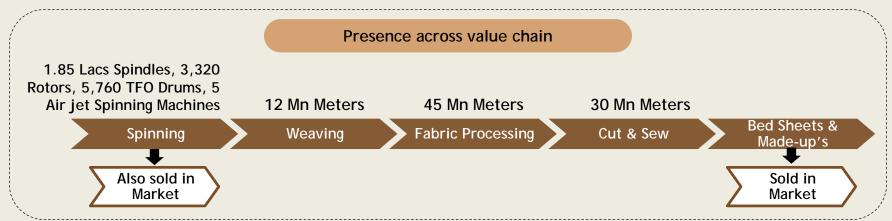
GHCL's innovative

"health and wellness" bedding collection





### Complete Integration improving the efficiency



- > Spindle capacity close to double of home textile requirement giving an opportunity to benefit from expansion of sheeting capacity
  - Spinning unit located near Madurai in Tamil Nadu
  - Yarn ranging from 16s to 32s in open end, 30s to 120s in ring spun compact counts in 100% cotton and 24s to 70s counts in blended yarns
  - 27.2 MW windmill capacity
- > State-of-the-art home textiles facility at Vapi with weaving, processing and made ups
  - Best of plants and equipment sourced from Germany and Japan Beninger, Kuster, Monforts
  - Flexibility to process both cotton and blended fabrics.





### **Marquee Clients**





### From Fashion, to Sustainability....

## THE NEW ERA OF SUSTAINABLE SUPPLY CHAINS

By Mary Page Bailey | November 1, 2019

AN OPEN STANDARD FOR SUSTAINABILITY AND TRANSPARENCY IN THE PLASTICS INDUSTRY



To improve sustainability, materials manufacturers are welcoming new digital technologies and process innovations into their global supply chains

### Goal 2020: The industry rearms for an 'eco' and digital era DEC 20, 2019 — 8:57AM

Sustainability and industry 4.0: new paradigm in textile

The denim industry, one of the most polluting of the textile sector, was the first that NGOs and other associations placed in the spotlight to show its impact on the environment. The growing interest of some of the large groups in the sector, such as Levi Strauss or G-Star,

WORLD ECONOMIC FORUM

17 Sep 2019

Sept. 3, 2019

## **Ending the era of dirty textiles**



Purchase decisions are no longer only made on the basis of fashion and comfort. Consumers are increasingly demanding more eco-friendly textiles.

The New York Times

#### How Fast Fashion Is Destroying the Planet



### FAST@MPANY



## How plastic bottles that get turned into textiles are transforming the fashion industry

Get a better understanding of how something you toss in the recycling bin turns into

"Around four years ago, we as a company were on this trajectory of manufacturing more and more, and I just had a little bit of a breakdown about that-I didn't want to keep doing this unless we could find a way to change every aspect of what we were doing," says designer Mara Hoffman, one of the major players in the fashion industry who has begun integrating recycled plastic bottles into her fabrics.







BUSINESS MANUFACTURING

APR 11, 2019 4:54PM F

#### These Eco-Friendly Textile Makers Are Ushering in a New Era of Sustainability

Consumers aren't the only ones going green. The manufacturers of high-quality materials used in shoes are, too, as sustainability standards continue to rise around the globe. To meet the environmentally conscious demands of footwear and apparel brands, market-leading textile producers are seeking new ways to generate eco-friendly fabrics without compromising on performance.

Hyperlink to articles: The New Era of Sustainability Supply Chains, Goal 2020, Ending the era of dirty textiles, How fast fashion is destroying the planet,

How plastic bottles that get turned into textiles are transforming the fashion industry, These Eco-Friendly textile makers are ushering a new

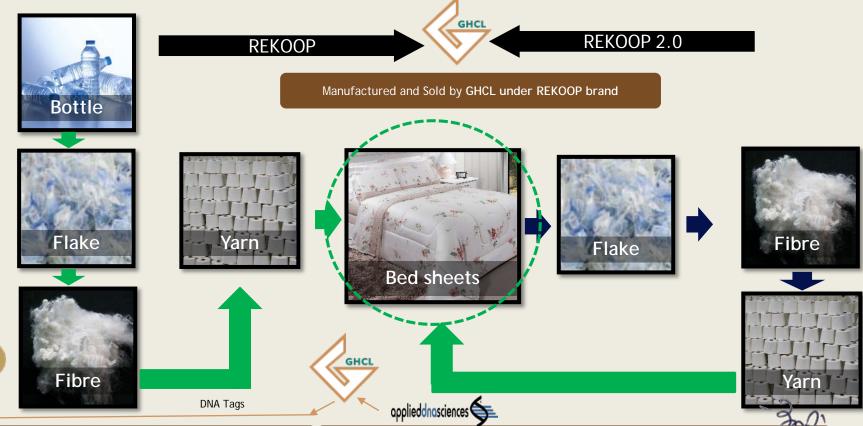


### Reinventing the



to





#### dope dyed

80% VISCOSE, 20% RECYCLED POLYESTER

Viscose - made from wood based cellulose | Look and feel of cotton Same properties of comfort, breathability, absorbency Sustainable. Fully blodegradable Dope dyeing of Viscose - truly sustainable Colorants added in spinning - no dyeing or washing needed

Reduction in water, chemicals, energy and carbon emissions

#### classic

BCI COTTON, RECYCLED POLYESTER BLENDS

Differential dyed chambray | Patterned and textured dobby | Fusion of weaves with dyeing techniques gives a classic appeal.

flannel

60% BCI COTTON, 40% RECYCLED POLYESTER 83% BCI COTTON, 17% RECYCLED POLYESTER

Unique, recycled polyester blended cotton flannel 125 gsm all season brushed sheet 170 gsm cold weather sheet | Soft, cozy, inviting

#### tencel\*

60% TENCEL™, 40% RECYCLED POLYESTER

TERCEL™ Lyocell - Truly sustainable, botanic fiber from Lenzing AG, Austria Completely biodegradable and compostable Super absorbent | Ultra soft Made using Yortex spun yam

#### kooltex

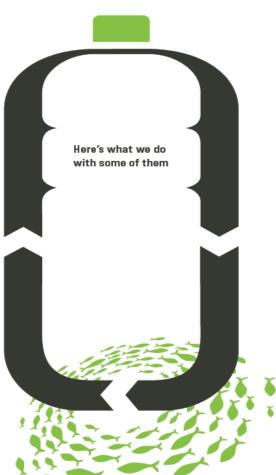
60% BCI COTTON, 40% RECYCLED POLYESTER NDOLTEX

Kooltex - Eco friendly fiber from Reliance Performance at its best Evaporates moisture quickly Fabric stays dry, fresh and comfortable

#### bamboo

60% RECYCLED POLYESTER, 40% BAMBOO VISCOSE

Bamboo Viscose - Biodegradable | Needs very little water, fertilizer or pesticides | Sequesters a large amount of CO2 Naturally regenerating | Anti becterial and anti microbial Unilkely to cause allergies



eco-soft

76% BCI COTTON, 26% RECYCLED POLYESTER 60% BCI COTTON, 40% RECYCLED POLYESTER

Bio treatment with natural enzymes Superior, long lasting softness Improved fabric quality | Inherently wrinkle resistant

printed charm

60% BCI COTTON, 40% RECYCLED POLYESTER

innovative techniques - discharge printing and textured printing inspired by tweed fabric Subtle, stylish, striking appeal. Printed on REKOOP eco-soft fabric

modal

62% BCI COTTON, 30% MODAL, 18% RECYCLED POLYESTER

Modal - Wood pulp based cellulosic fiber from the beach tree | Manufactured in a closed loop process Raw material considered carbon neutral Biodegradable | Luxurlous - silky soft, shiny

ultra soft

72% BCI COTTON, 12% CUPRO, 16% RECYCLED POLYESTER

Cupro - Regenerated cellulosic fiber made from cotton waste | Biodegnadoble and essity recyclable Produced in a closed loop system Smooth and sifky against the skin Drapes excellently | Unlikely to cause allergies

рово

60% BCI COTTON, 40% RECYCLED POLYESTER

Textured weaves - mock leno / hopsack / oxford Inspired by men's fashion | Sporty, vibrant colors Washed, faded aesthetic

linen

56% BCI COTTON, 28% LINEN, 21% RECYCLED POLYESTER

Linen - Cellulosic fiber derived from the flax plant Completely natural | Totally biodegradable Strang, absorb int, dries faster than ootton Exceptional coolings and freshness



# Ultimately it all comes back

Less than a tenth of all plastic produced globally is recycled. A vast majority of the rest is dumped in landfills and in the oceans.

Small plastic pieces of less than 5 mm size or micro plastics, are major ocean pollutants.

They are ingested by aquatic micro organisms which then get into food chain.

Ultimately, this plastic comes back in the food we eat.





### ~ COLLECTION CA

#### 51% COMBER NOIL, 49% ORGANIC COTTON

**Upcycled** as a result of the reuse of Comber Noil, a wasted by-product of the yarn spinning process.

Using Comber Noil instead of Cotton reduces the consumption of water by around 3200 gallons per set.

Global Recycled Standard certified

CIRKULARITY

Join the Dots

~ COLLECTION CO

100% REFIBRA™ PERCALE

REFIBRA™ technology involves upcycling of post

industrial cotton scraps, in addition to wood pulp.

REFIBRA™ fibers are identifiable in products due to the special technology designed to confirm fiber origin. Supersoft | Comfortable | Inhibits bacterial growth



#### NATURLIG eso COLLECTION es

#### 100% ORGANIC COTTON NATURAL, SCOURED DOBBY

Natural scoured dobby.

No chemical processing.

Lower usage of chemical auxiliaries.

Significant reduction in water, steam and electricity consumption.

Reduction in environmental pollution.



Uses American grown, extra long staple Supima Cotton. Supima is part of the Cotton LEADS Program, which fosters efforts in sustainable cotton production.

Twice as strong as regular cotton, Supima makes for extraordinarily resilient products.

Micro TENCEL™ Lyocell fibers are derived from sustainable wood sources and are known to be super absorbant and ultra soft.



#### 80% COTTON 20% MICRO TENCEL" LYOCELL ... PERCALE

Uses 'more sustainable' BCI Cotton which reduces the consumption of water, chemical fertilizers and pesticides.

> The Micro TENCEL™ wood based fiber is biodegradable and compostable.

Peached, for a supersoft luxurious feel.

Cool comfort | Inhibits bacterial growth



#### 50% COTTON, 35% LYOCELL, 15% LINEN PERCALE

Made with 'more sustainable' BCI Cotton, which significantly reduces the consumption of water, chemical fertilizers and pesticides.

Lyocell fibers, of botanic origin, are truly sustainable and totally biodegradable.

Linen fibers are cellulosic and are derived from the Flax plant. The fibers are completely natural and are totally biodegradable.

Garment Washed for an ultra soft feel.



#### 70% TENCEL" LYOCELL 30% COTTON TWILL

TENCEL™ Lyocell cellulosic fibers of botanic origin define a new standard of sustainability.

Supersoft touch | Excellent drape | Quick wicking provides luxurious comfort | Inhibits bacterial growth.



Cirkularity is a range of bedding from GHCL that supports the Circular Economy and centers around 'Reduce, Reuse and Recycle'





#### **60% TENCEL LYOCELL** 40% RECYCLED POLYESTER PERCALE

TENCEL™ Lyocell fibers are derived from sustainable wood sources. These fibers are completely biodegradable and compostable.

Recycling PET helps reduce landfill space, crude oil consumption and CO2 emissions.

Made using VORTEX spun yarn.





### Focus on driving profitable growth

- Modular, phase-wise capex to give sustained volume growth
- Emphasis on high efficiency in operations

> Exploring Modular Greenfield Soda Ash expansion

 Continuing to drive performance in spinning. Valueadded products to be in focus

With sustainability and innovation as core planks, home textiles to chart margin expansion Soda Ash



Consumer Products

Expanding product portfolio and geographic footprint remains the key objective

Cash flows redeployed towards gaining scale



### Awards & Recognitions



Referred as Great Place to work in three consecutive years of participation

Amongst top 25 ranking for manufacturing industry







Awarded trio of Golden Peacock awards for Corporate Governance, Corporate social responsibility and National Quality















## About Us

GHCL Limited was incorporated on 14th of October 1983. The company has established itself as a well-diversified group with an ascertained footprint in chemicals, textiles and consumer products segment. In chemicals, the company mainly manufactures Soda Ash (Anhydrous Sodium Carbonate) that is a major raw material for detergents & glass industries and Sodium Bicarbonate (baking soda). Its textiles operations is an integrated set up which commences right from spinning of fiber (yarn), weaving, dyeing, printing till the finished products, like sheets & duvets, take shape which are primarily exported worldwide. GHCL's Home Textiles products are predominantly exported worldwide to countries like United Kingdom, United States of America, Australia, Canada, Germany and other European Union countries as well. Consumer Products operation is another business for GHCL where it is a leader in manufacturing and selling edible salt, industrial grade salt and jujube honey in the country under the brand name of I-Flo.

At GHCL Ltd., sustainability is a core element of the business strategy as defined under the aegis of 'GHCL Way' which has four pillars i.e. Responsible Stewardship, Social Inclusiveness, Promoting Relationship and Adding Value. GHCL is committed to working closely with all stakeholders at various plant locations for promoting the agenda of sustainability underpin on GHCL Ltd. core values (Respect, Trust, Ownership and Integrated Team work).

#### Contact Us:

Sunil Gupta / Abhishek Chaturvedi GHCL Limited

Tel: +91 120 335 8000 Email: sgupta@ghcl.co.in

abhishekchaturvedi@ghcl.co.in

Siddharth Rangnekar / Nishid Solanki

CDR India

Tel: +91 22 6645 1209 / 1221 Email: siddharth@cdr-india.com nishid@cdr-india.com



