

## CORPORATE PRESENTATION

HLE Glascoat Limited

*August 2022*



This presentation has been prepared by and is the sole responsibility of **HLE Glascoat Limited** (the “Company”). By accessing this presentation, you are agreeing to be bound by the trailing restrictions.

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer or recommendation to purchase or subscribe for, any securities of the Company, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment thereof. In particular, this presentation is not intended to be a prospectus or offer document under the applicable laws of any jurisdiction, including India. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. There is no obligation to update, modify or amend this communication or to otherwise notify the recipient if the information, opinion, projection, forecast or estimate set forth herein, changes or subsequently becomes inaccurate.

Certain statements contained in this presentation that are not statements of historical fact constitute “forward-looking statements.” You can generally identify forward-looking statements by terminology such as “aim”, “anticipate”, “believe”, “continue”, “could”, “estimate”, “expect”, “intend”, “may”, “objective”, “goal”, “plan”, “potential”, “project”, “pursue”, “shall”, “should”, “will”, “would”, or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company’s actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) our ability to successfully implement our strategy, (b) our growth and expansion plans, (c) changes in regulatory norms applicable to the Company, (d) technological changes, (e) investment income, (f) cash flow projections, and (g) other risks.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes.



# ***Evolution of the Group***

*From Chemicals to Engineering*

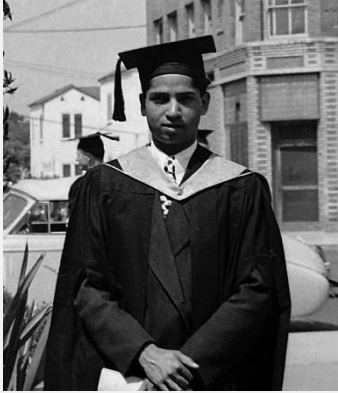


# HLE Glascoat Overview

1	Leading Manufacturer of specialised processing equipment critical for chemical and pharmaceutical industries	<b>Rs. 66,025.38 Lakhs</b> Revenue (FY22)
2	Operating in a segment with a high barrier to entry	<b>23.67%</b> Revenue CAGR (FY20-22)
3	Comprehensive product profile for focus segments	<b>Rs. 40,265.13 Lakhs</b> Order Book (FY22)
4	Diversified order book with marquee clientele and de-risk revenue sources	<b>16.82%</b> EBITDA Margin FY22)
5	Modern certified manufacturing facilities of international standards with unique product engineering capabilities	<b>Rs. 5,823.34 Lakhs</b> PAT (FY22)
6	Experienced management team	

Note: Consolidated Financials

# BACKGROUND



“

*Late Dr. K. H Patel, obtained his Master's Degree in Chemical Engineering from University of Southern California and PhD from Columbia University New York, returned home to contribute to a newly independent India.*

”

- The foundation of Patel Group was laid by late Dr. K. H. Patel
- Over the years, the group has expanded its horizon. The group is a leading manufacturer of –
  - Glass Lined Equipment
  - Market leader in Filtration & Drying.

# Our Products: Application and Functioning



Glass Lined  
Equipment



Filtration & Drying  
Equipment



# 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

GL Reactors  
GL Tanks  
GL Heat Exchangers  
GL Columns  
GL Pipes & Fittings  
GL Filters & Dryers



## Exotic Metal Fabrication

Various Equipment in a range of exotic alloys and composite materials clad with Hastelloy and Inconel. The company has the ability to handle exotic metals



# Our Journey: Key Milestones







# Leading Player Across Both Verticals

**30+**

*Years of Filtration  
and Drying*

**Largest  
Player in India**

**“Preferred Supplier”**

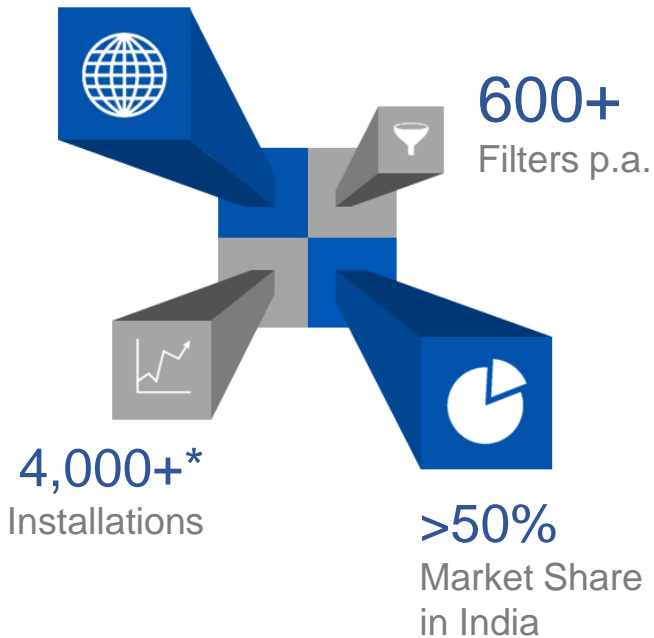
**25+**

*Years of Glass  
Lining*

**One of the Largest  
Players in India**

**In Glass Lined Equipment**

Leading  
Manufacturer of ANFDs



Global Presence  
Acquisition of Thaletec



\*Note: Data from 2010 Onwards; #for glass lined equipment segment from FY20-FY22 – consol financials

# Highlights of Thaletec



40,000 m<sup>2</sup> Plant Area

Glass Lining Plant in Germany



Global Player

Major Global Player in the Glass Lined Equipment segment



Robust Manufacturing

Manufacturing Vessels up to 100,000L Volume

Highlights of



Leading Innovator

Several Patents, Registered Designs & Trademarks among other IP



Technical Glass Lining

6 application specific Glass Linings offered



Technology Driven

9 new solutions in last year



# Manufacturing Facilities



## MAROLI WORKS

- 15,000 m<sup>2</sup> built-up area with nearly 13,000 m<sup>2</sup> covered under 40 EOT cranes.
- Machine shop including VMCs, CNC Turn-mill, CNC drilling, VTLs, Amada Punching Press, and Rolling.
- Welding capabilities with pulsed arc welding systems and over 100 qualified welders.
- Jigs, fixtures, welding manipulators and specialized tooling
- 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 SCADA controlled electric and gas fired furnaces for glass lining.
- Four dedicated furnaces for glass lining of components.
- 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.

# Manufacturing Facilities



## THALETEC, GERMANY

- Operates a 40,000 sq. m., manufacturing facility with more than 160 employees
- ISO 9001 : 2015 and EN ISO 50001 : 2018
- Capabilities to manufacture equipment with dimensions of up to 100,000 liters volume
- Unmatched product offering; offers multiple one-of-a-kind products & solutions
- Facility is equipped to work with carbon steel, stainless steel, and nickel-based alloys (Hastelloy, Inconel) and other materials



# Manufacturing Facilities



## SILVASSA WORKS

- 8600 m<sup>2</sup> floor area covered by 18 EOT cranes.
- Well developed welding capabilities with pulsed arc welding systems and over 30 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

## Pilot Plant and R&D Facility:

- Pilot plant and R&D facility present at Maroli
- 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 scale-up services for a wide range of chemicals.

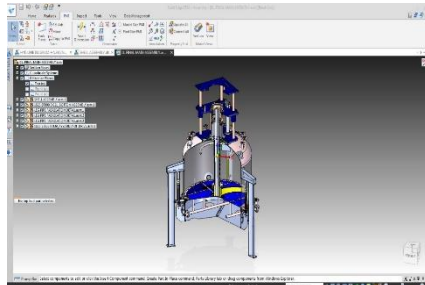


## R&D Facility Fully Equipped With:

- 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:

- Design & Engineering team of more than 35 engineers.
- Operate a completely integrated 3D CAD/CAM platform for efficient product lifecycle management and error-free, first-time-right designs.
- Implemented design codes for quick turnaround time and high degree of customizability.
- Proficient in all global design codes and standards.



*Chemical Engineering  
Solution Providers and not  
just Equipment Manufacturers*







# 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

- Facility has two importing robotic welding arms
- 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 CNC machine tools that
- 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.



Job No.	Part No.	QTY	Start Date	End Date	Status	Priority	Notes
101	101-001	100	2023-01-01	2023-01-15	Green	High	Completed
102	102-001	200	2023-01-16	2023-01-30	Green	Medium	In Progress
103	103-001	150	2023-01-31	2023-02-15	Green	Low	Planned
104	104-001	80	2023-02-16	2023-03-01	Red	High	Delayed
105	105-001	120	2023-03-02	2023-03-15	Yellow	Medium	At Risk

## 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.



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

## EAC Certification

Certified for manufacturing pressure vessels as per the Russian Directives.



# Project Showcase: Filtration and Drying



## Tilting Multifunction ANFD

USA

Reactor, Filter, Dryer and Crystallizer built into one

ASME U-Stamp Certified

MOC: SS316L



## ANFD for Sterile Application

Australia

ANFD with isolator and SIP system for Sterile application

MOC: SS316L



## 3.1m ANFD with Quick Opening Bottom

USA

ANFD with the largest quick opening toothed bayonet clamp

MOC: SS316L



## 8KL Pharma RVPD

India

A cantilever RVPD, supplied with a quick opening front cover.

MOC: SS316L



## 30KL RVPD

India

Supplied with dust filters that are appropriately sized according to the nature of the product handled.

MOC: SS316L



## Telescopic RVPD

India

Rail mounted body of this RVPD can be moved to completely expose the shaft for easy cleaning.

MOC: SS316L



# Project Showcase: Glass Lined Equipment

## Delivered Products at Scale

### Large Project Orders

327 nos. of equipment  
In a single order

### Reactors

GMP reactors executed up  
to 40KL in size

### Storage Tanks

Multiple units of 65KL,  
supplied



### 50 and 65 KL Tanks India

Glass lined vessels supplied in the Indian market followed by a repeat orders, taking the total to 8 installations.



### 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.



### 1.6 m Dia Column

#### India

Producer of distillation columns in India



### 32 and 40KL GMP Reactors India

Glass lined GMP reactors manufactured and sold in the country.



### 25KL High Pressure Reactor

#### Turkey

High pressure reactor designed for 13 bar internal pressure



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

#### India





# Project Showcase: Custom and Exotic Metal Equipment



**Continuous Pan Filter**  
Germany

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



**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

Reactor for Continuous Polymerization of Polypropylene  
Weight: 65MT      MOC: SS316L



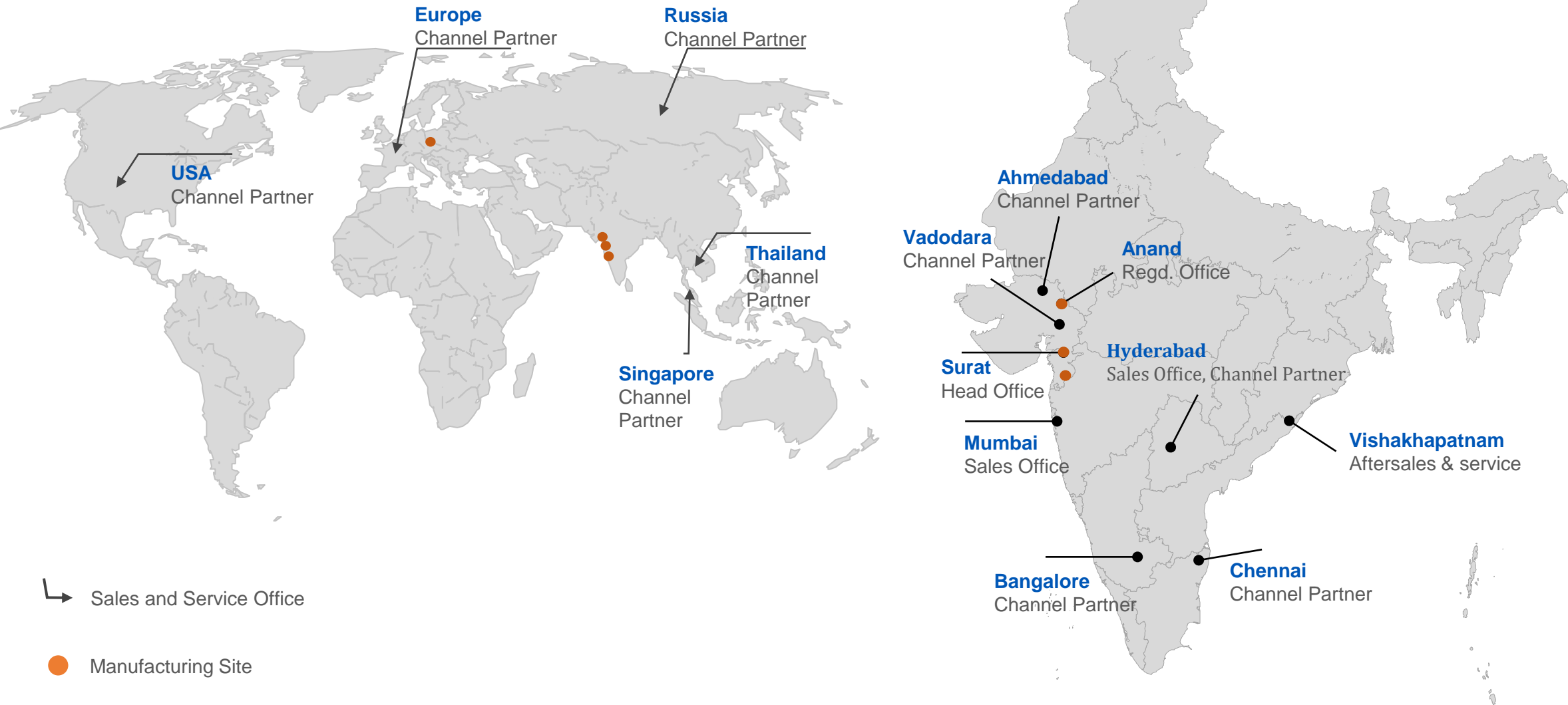
**Roto-cone Filter Dryer**  
India

Filtration function built into a Rotocone Vacuum Dryer  
MOC: SS316L



# Geographical Presence

Strong Domestic Sales Network and Global Footprint

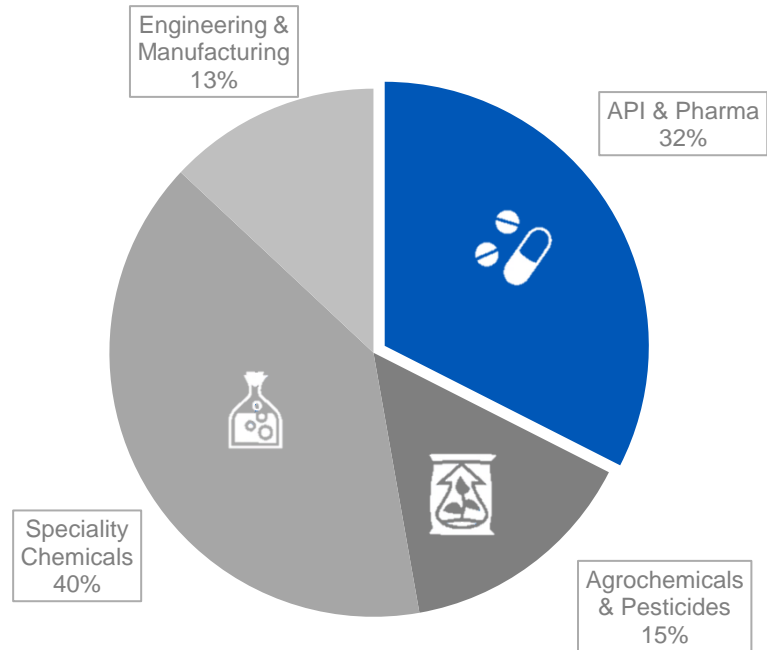


Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



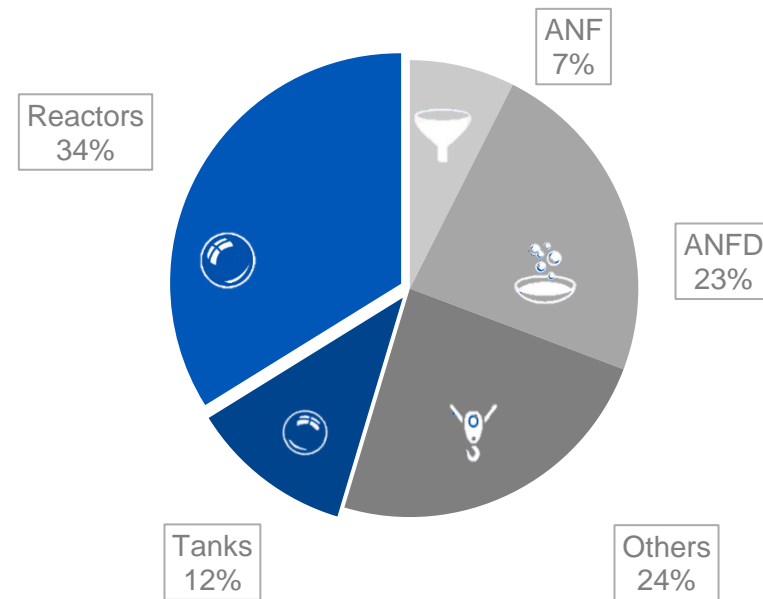
# De-risking and Diversification: A Business Imperative

## Industry-wise Revenue Break-up



Our customers are spread predominantly across the **Chemical and Pharmaceutical Industries**

## Product-wise Revenue Break-up



Well diversified revenue streams **from multiple products**



# 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 41 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 and engineering



## 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 20 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 – India

**Naveen Kandpal**

**Amit Kalra**

**Ganesh Iyer**

**Rajesh D Lad**

**Rohan Lele**

Total Experience: **15 years+**

Total Experience: **9 years+**

Total Experience: **30 years+**

Total Experience: **30 years+**

Total Experience: **15 years+**

Chief Financial Officer

Director – Sales &  
Marketing and People  
Function

Sr. Vice President  
Operations at Maroli

Vice President  
Product Excellence

Chief People Officer

ME Chemical, MBA

ME Chemical, MBA

B.E Mechanical

B.E Mechanical

Masters in Human  
Resource  
Management

**Hitesh Patel**

**Vijay Saini**

**Bharat Dhanak**

**Pascoal Dantas**

**Achal Thakkar**

Total Experience: **19 years+**

Total Experience: **15 years+**

Total Experience: **23 years+**

Total Experience: **13 years+**

Total Experience: **16 years+**

Site Head Silvassa

Vice President  
Operations at Anand

Vice President – Sales  
& Marketing

Group Head –  
Leadership & OD

Company Secretary

Associated with  
Company since 2003

B.E Mechanical

PG - IT

Post Graduate Diploma  
in Business  
Management

B Com. CS



# Professional Management Team – Germany

Jürgen Reinemuth

Managing Director

Associated with  
Thaletec for 14 years

Alexander Barkow

Managing Director

Associated with  
Thaletec for 14 years

Jens Lakowitz

Head of Finance &  
Administration (CFO)

Associated with  
Thaletec for 4 years

Michael John

Head of Operations

Associated with  
Thaletec for 10 years

Roger Pöllath

Head of Sales &  
Service

Associated with  
Thaletec for 13 years



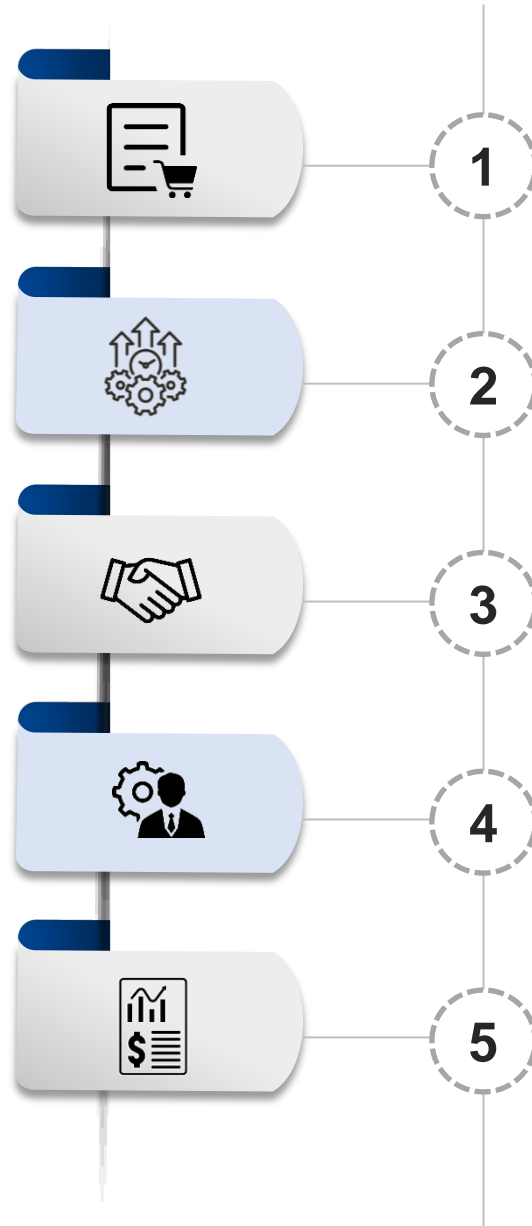


## ***Future Outlook***

*Well-Positioned to Capture Future  
Growth Opportunities*



## Well-Positioned to Capture Future Growth Opportunities



### **Order Book**

- Robust order book for both HLE Glascoat and Thaletec, with strong tailwinds across the chemicals and Pharma industry

### **Capacities & New Products**

- Additional capacities onstream to generate revenues from next fiscal
- HLE Glascoat has been certified by Lloyd Register Group and the Indian Register of Shipping, making it eligible to supply Class 1 pressure vessels for marine applications. This unique capability is likely to open up new market opportunities for the Company

### **Thaletec Acquisition**

- Completion of Thaletec's acquisition which will help consolidate our presence in the global markets

### **Experienced Management Team**

- Management team further strengthened by hiring senior leaders with rich and diversified experience

### **Strong Balance Sheet**

- Strong balance sheet with disciplined capital allocation



# ***Financial Performance***

*Key Operating Ratios and Financial  
Statements*



# Segmental Performance

Revenue from Operations  
(FY22)

Rs. 65,221.82 lakhs



EBITDA  
(FY22)

Rs. 10,972.82 lakhs



PAT  
(FY22)

Rs. 5,823.34 lakhs



Segmental Performance

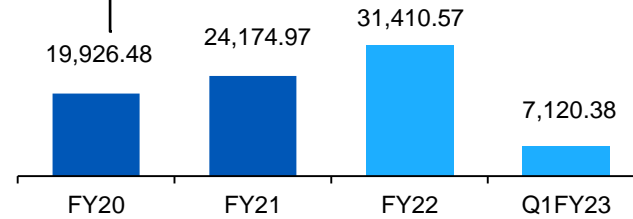
Rs. In Lakhs

Segment Revenue

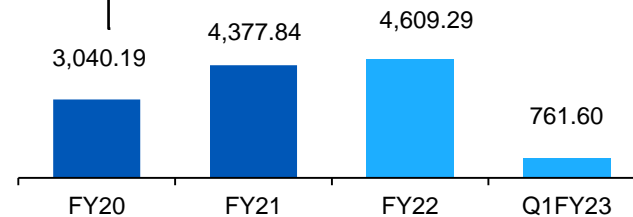
Segment Result - EBIT

Filtration, Drying and Other Equipment

FY20-22 CAGR – 25.55 %

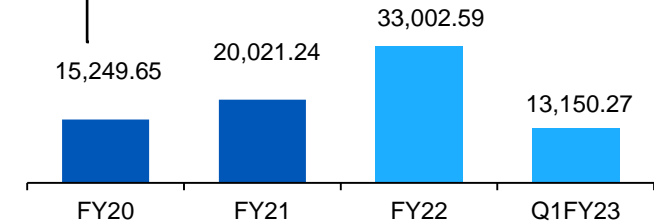


FY20-22 CAGR – 23.13 %

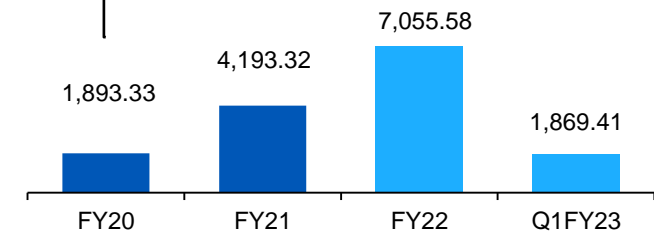


Glass Lined Equipment

FY20-22 CAGR – 47.11 %



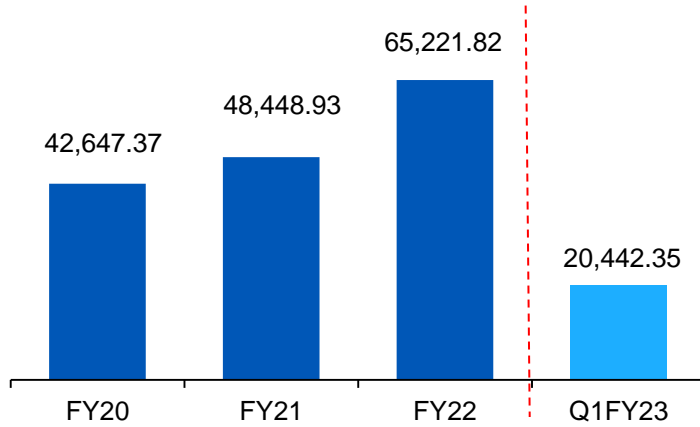
FY20-22 CAGR – 93.04 %



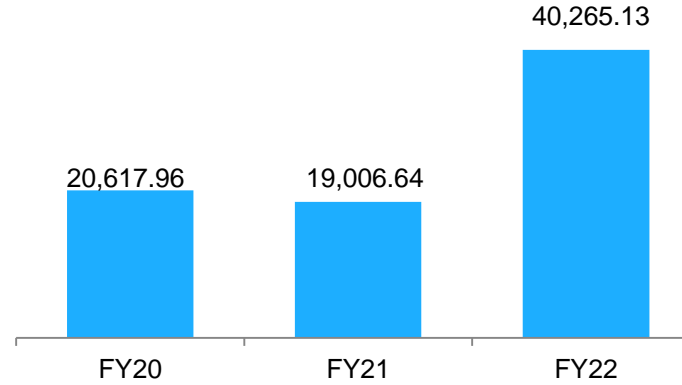


# Financial Performance - Consolidated

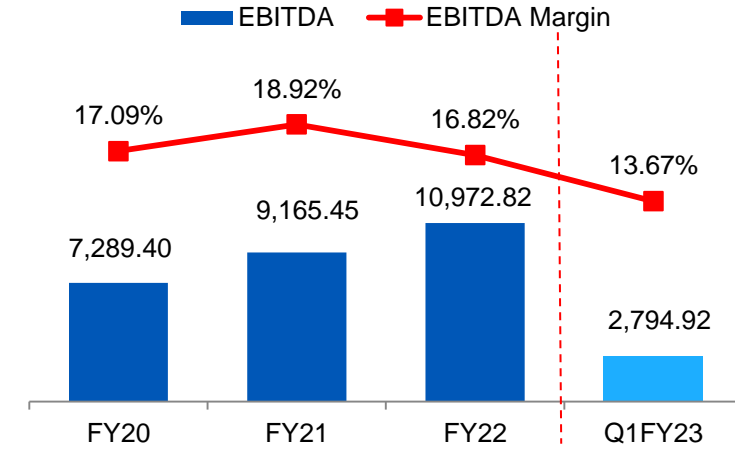
### Revenue from Operations (Rs. Lakhs)



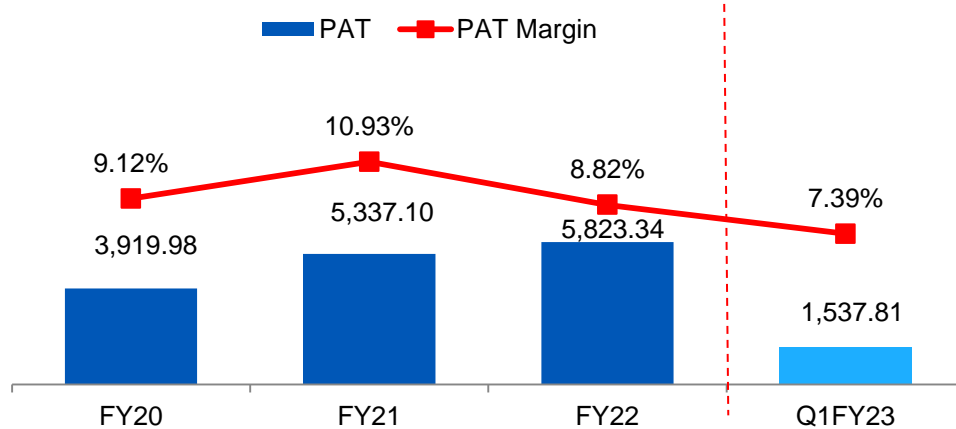
### Order Book (Rs. Lakhs)



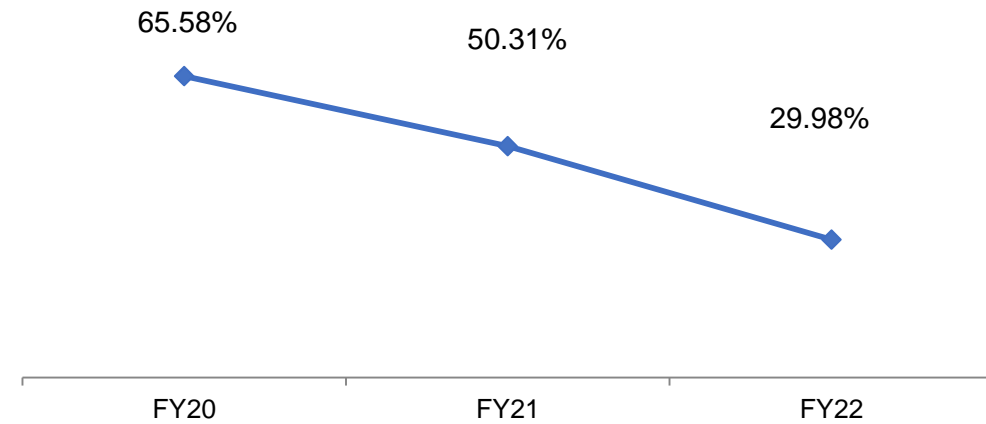
### EBITDA (Rs. Lakhs) & EBITDA Margin



### PAT (Rs. Lakhs) & PAT Margin



### Return on Equity (PAT/Avg. Net worth)





# *Thank You*

HLE Glascoat Limited

CIN: L26100GJ1991PLC016173

