





# Hayleys PLC Group : Overview



**Largest listed corporate** in Sri Lanka in terms of revenue operating in 16 key diversified sectors

First Listed Company in Sri Lanka to record USD 1 Bn Revenue



Strong organic and inorganic **growth**  
Focused on **innovation** and business development

Founded in 1878 – Over 144 years of history



Hayleys operates under the Code of Best Practices for **Corporate Governance**  
One of the largest **employers** in the Country

Recognized as the Best Corporate Citizen in Sri Lanka

# VISION

*To be Sri Lanka's corporate inspiration at all times*



# OUR VALUES

H

*Honesty and Integrity*

A

*Accountability*

Y

*Yes, WE can! (Team Work)*

L

*Love for humanity*

E

*Enduring Customer Value*

Y

*Yes, we WILL WIN! (a Will to win)*

S

*Social Responsibility as a Good Corporate Citizen*

&

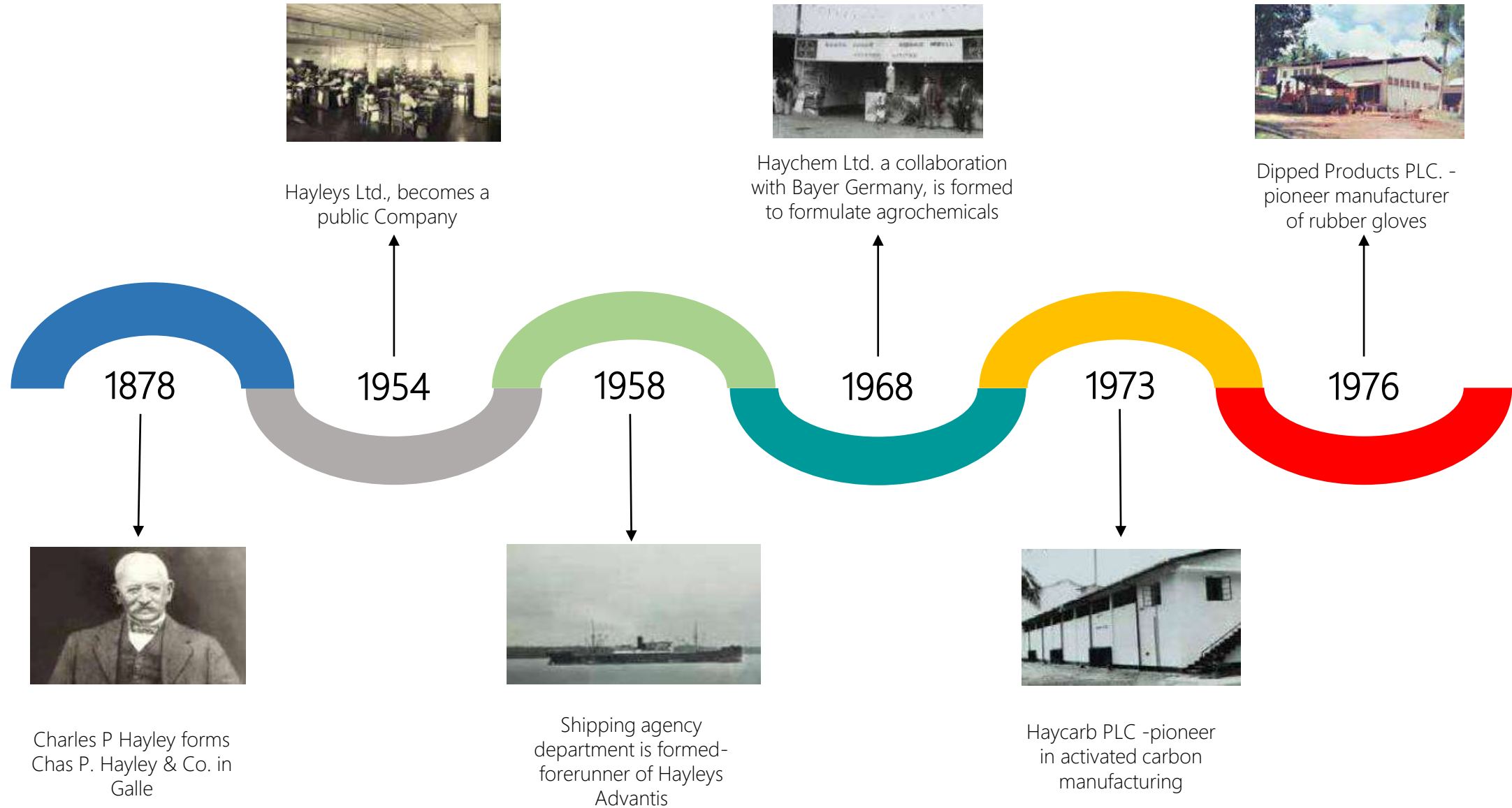
I

*Innovation*

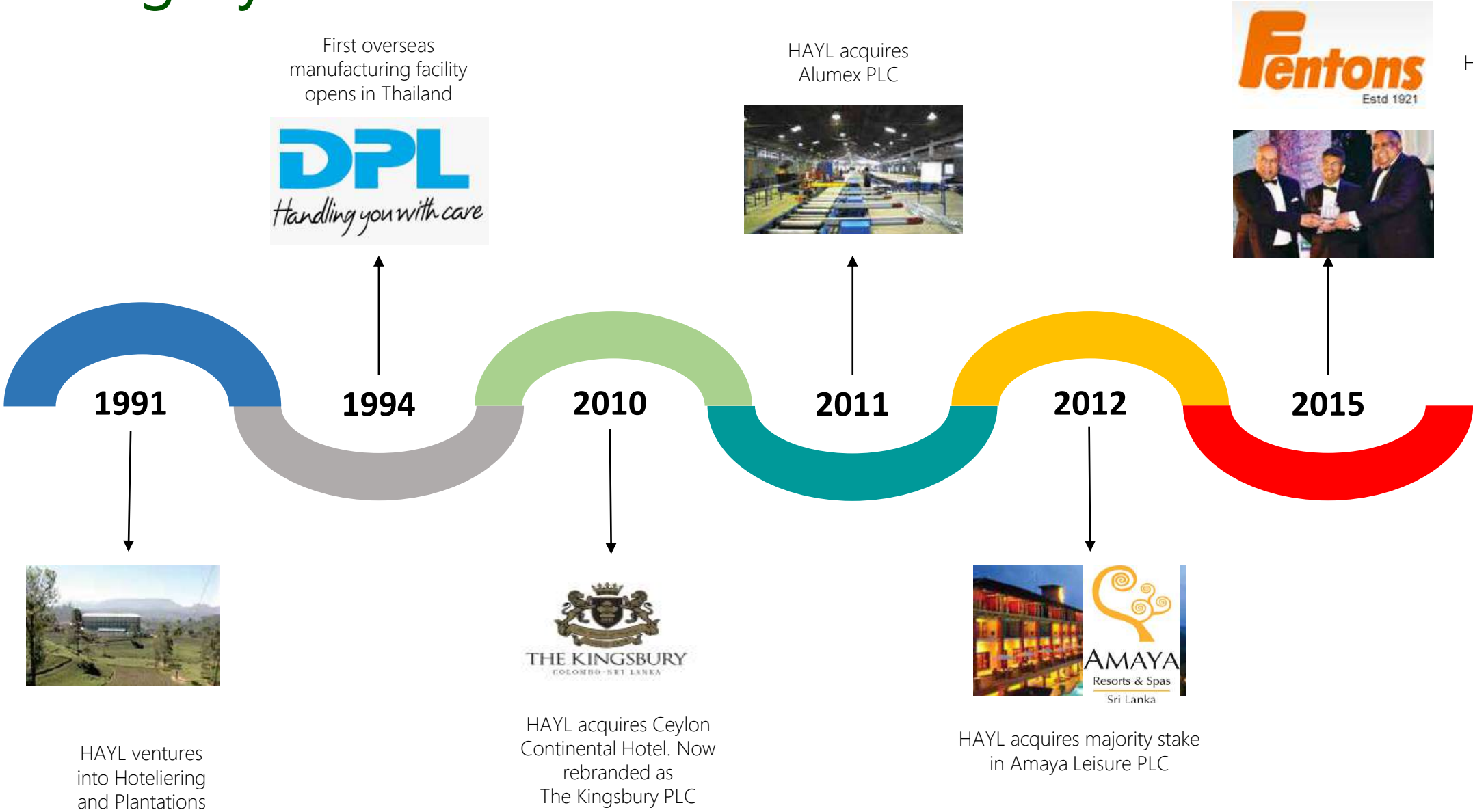
# MISSION

*Delivering superior shareholder value by unleashing the full potential of our people and achieving leadership in all our domestic and global businesses*

# Our Legacy

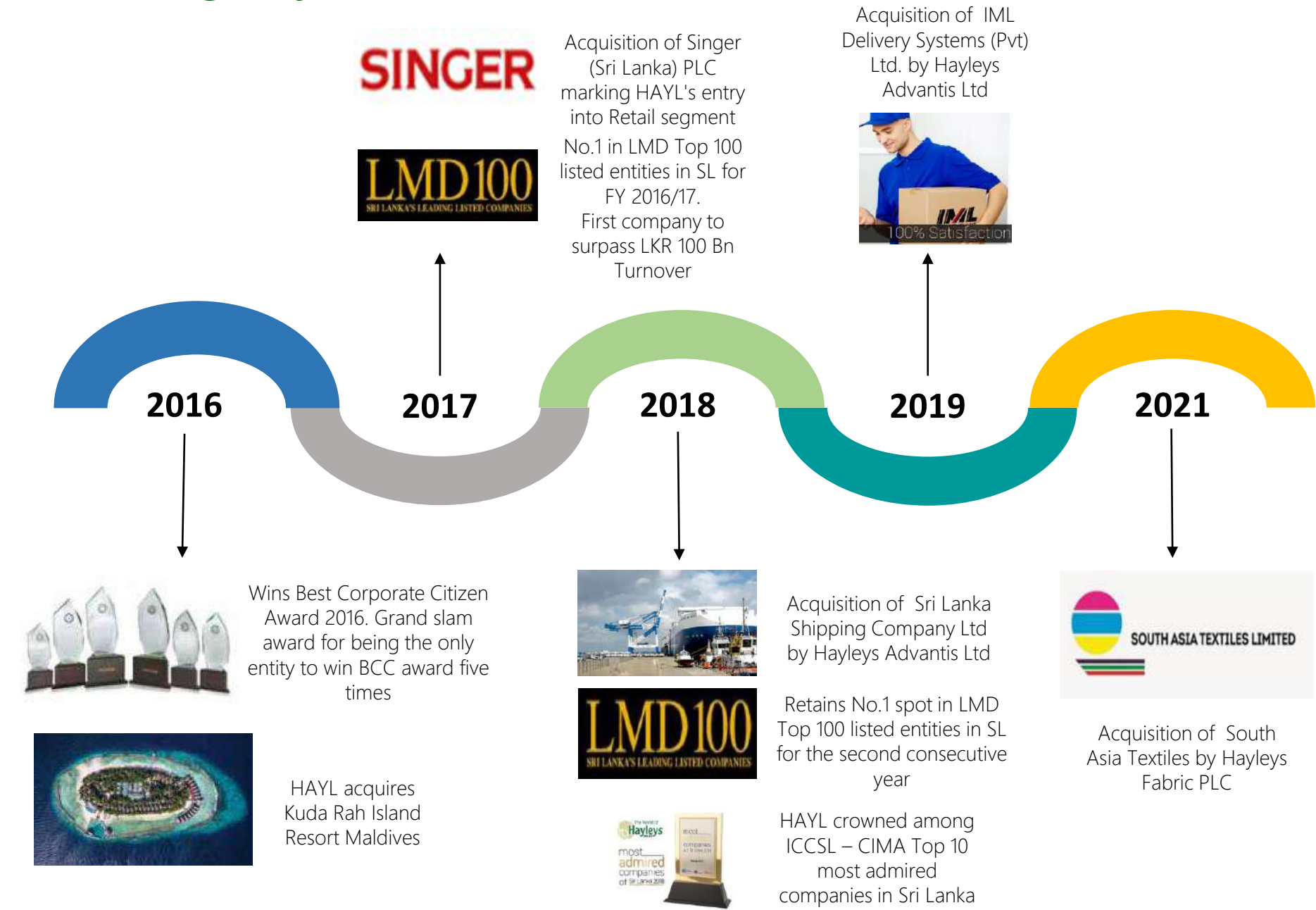


# Our Legacy





# Our Legacy



# Our Global Footprint

## Manufacturing Facilities:

Thailand, Indonesia , India

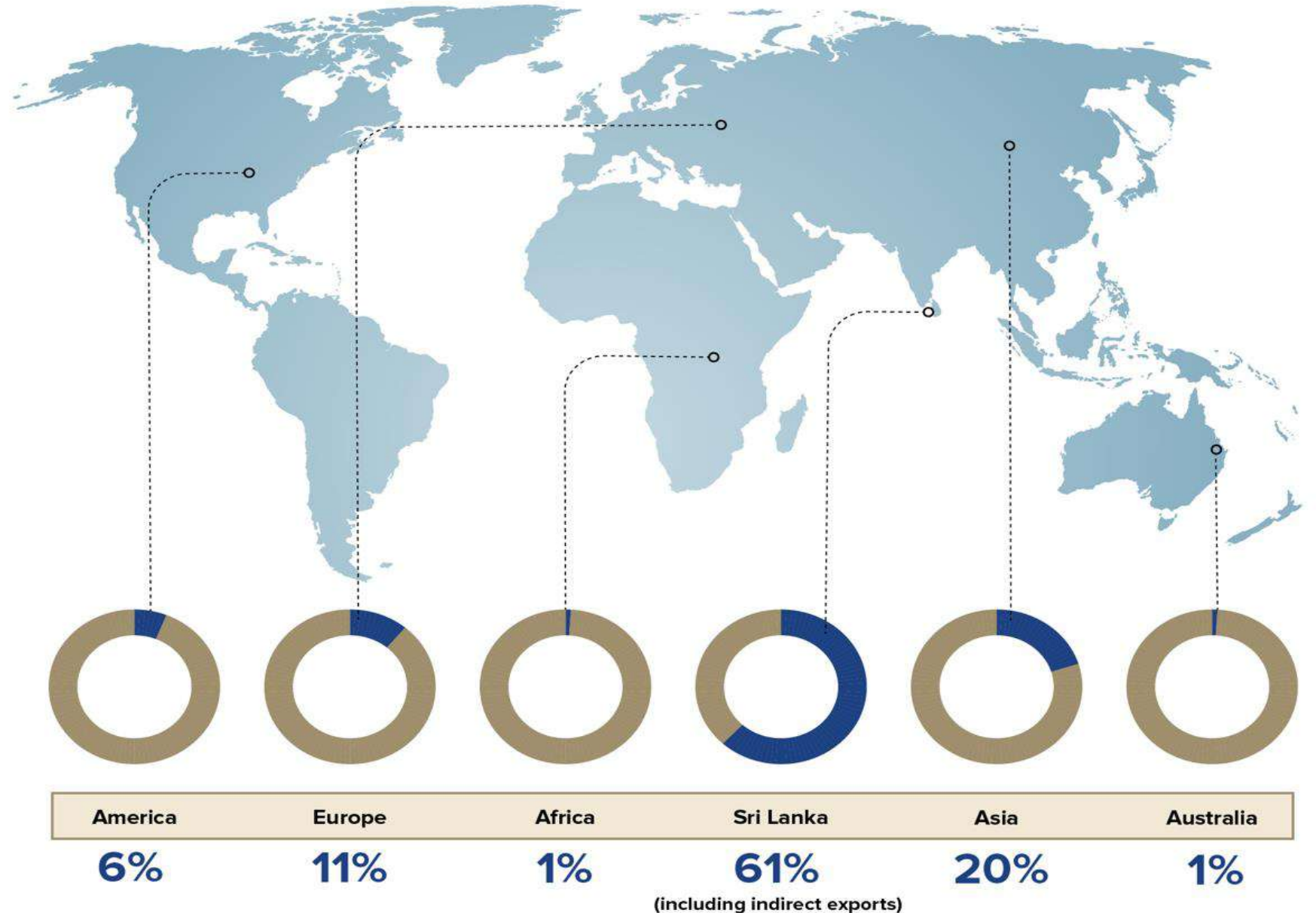
## Marketing Offices:

Australia, India, Bangladesh,  
Italy, Japan, the Netherlands,  
UK and USA

## Transportation & Logistic

### Solutions:

Maldives, Myanmar, India,  
Singapore, Indonesia and  
Bangladesh





# Global Rankings

- World's largest manufacturer of coconut shell based activated carbon with ~16% global market share
- Among the top 5 manufacturers in the world for household and industrial gloves fulfilling ~5% of global demand.



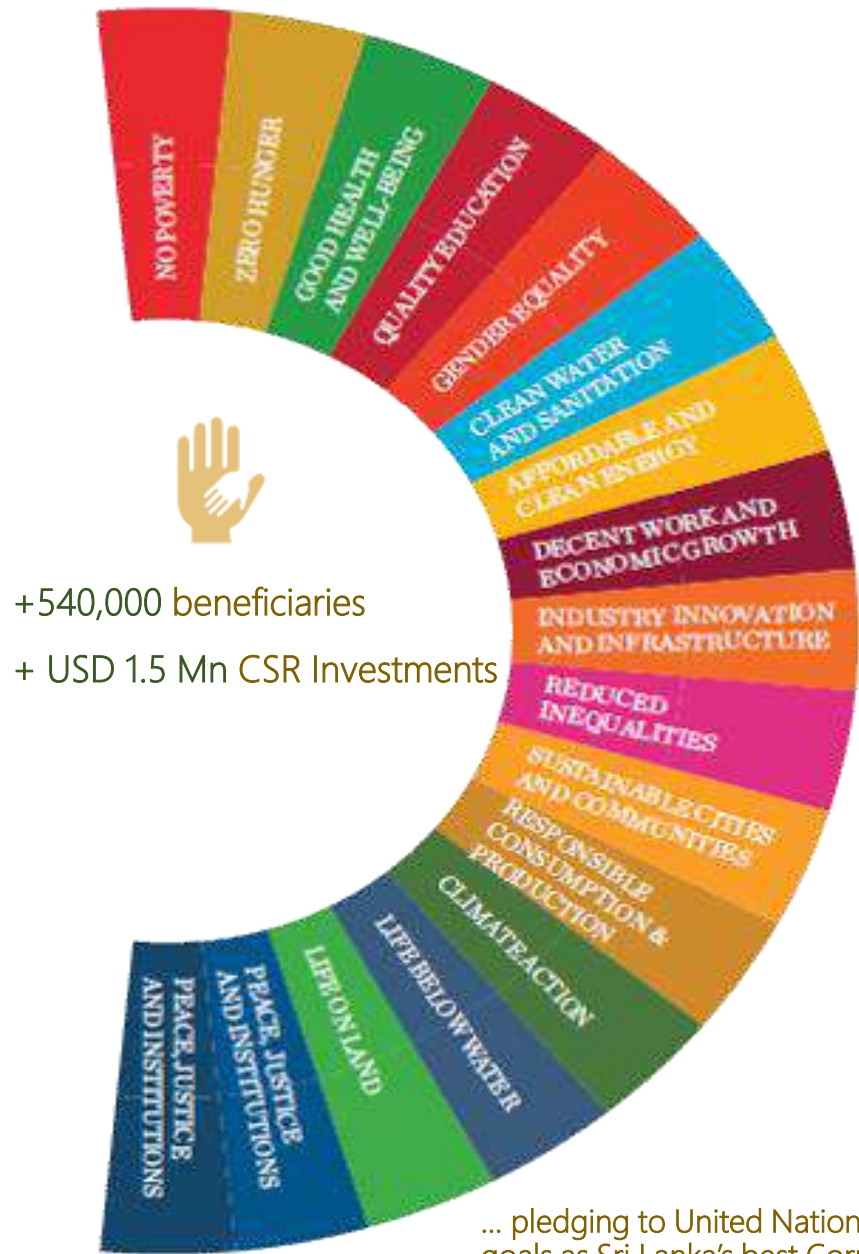
## Sri Lankan Rankings

- Singer Sri Lanka adjudged People's Brand of the Year as the SLIM Nielsen Awards for the 16<sup>th</sup> consecutive year
- Market leader in consumer durables
- One of the largest Retail Distribution Networks in Sri Lanka with over 400 outlets
- Largest Sri Lankan exporter of processed fruits and vegetables
- One of Sri Lanka's largest plantation sectors contributing to 3.6% and 4.3% of Sri Lanka's Tea and Rubber Production.
- No.1 in highest Net Sales Average at Colombo Tea Auctions.
- Market leader in Sri Lanka's Aluminium extrusion market.
- Largest player in Sri Lanka's transportation and logistics industry and the owner of the largest commercial fleet of floating assets in Sri Lanka.
- 50 MW of renewable energy installed capacity in mini hydro, wind and solar power





# Corporate Sustainability



<p>Provided clean drinking water to <b>over 40,000 people</b> in 23 Chronic Kidney Disease affected areas.</p> 	<p>Empowering <b>over 16,000</b> livelihoods through out-grower programmes.</p> 
<p>Over <b>49,000</b> trees planted in the normal course of operations. A <b>signatory</b> to the UN Global Compact's 10 Principles</p> 	 <p>WE SUPPORT</p>
<p>Empowered over <b>15,000</b> Suppliers</p> 	<p><b>2,405</b> jobs created outside the Western province</p> 
<p><b>35%</b> female representation including C suite level representation</p> 	<p><b>64%</b> reliance on renewable energy</p>

# Corporate Sustainability

## Sath Diyavara

- Providing clean water to 19 Chronic Kidney Disease affected areas, benefitting over 40,000 people
- We are now enhancing our support to these villages through;
  - development of schools,
  - provision of libraries and
  - other village upliftment activities.



## First Light

- Assisting over 830 small holder rubber farmers by providing a fair price while educating and empowering them with technical input as well as community capacity building.
- Firstlight gloves are marketed by 'Tradecraft' UKs leading fair trade based organization

Ethically sourced latex led us to producing the World's first Ethical Rubber Glove



## Home for Every Plantation Worker

Providing a decent living environment for all plantation workers along with health, nutrition and community capacity building through many different projects



World's 1<sup>st</sup> ethical tea was launched at United Nations Year

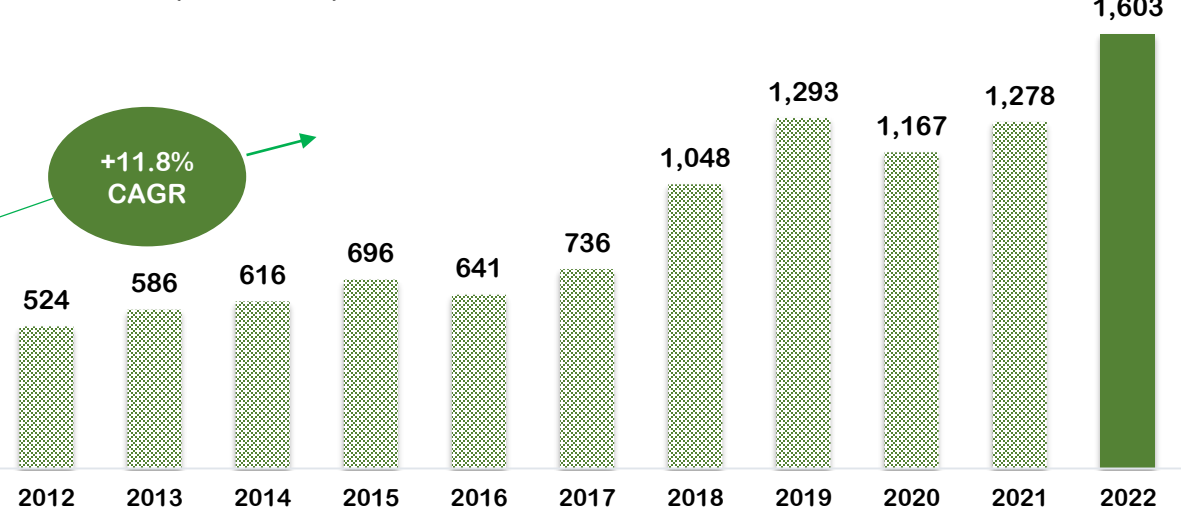


Certified by the Forest Stewardship Council, UK

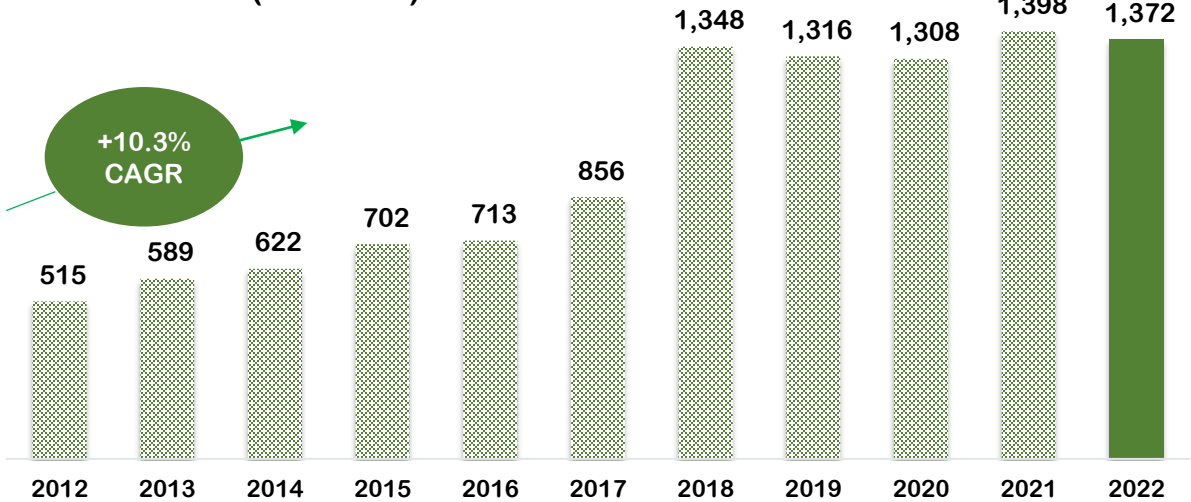


# Setting New Benchmarks Each Year

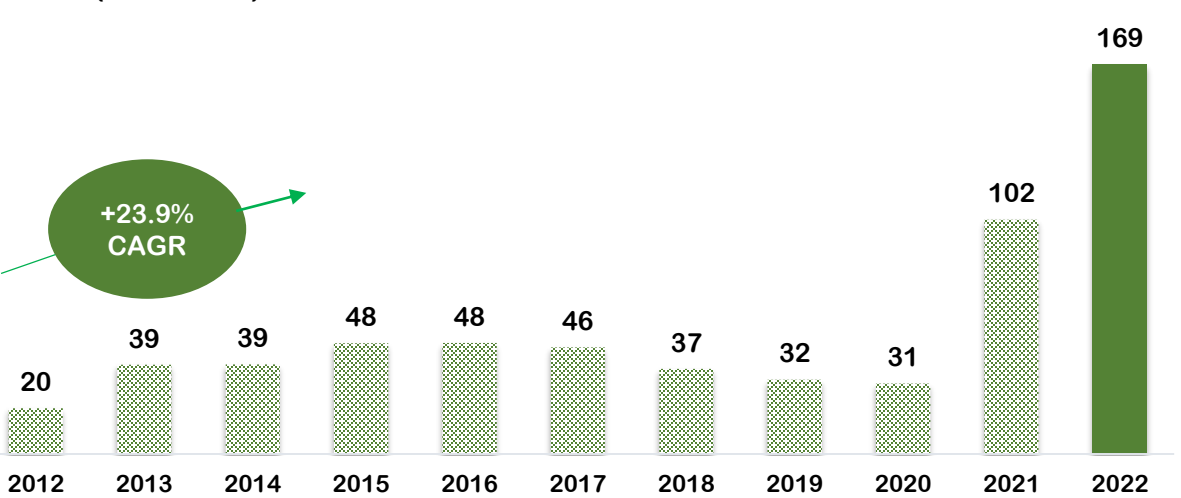
Revenue (USD'mn)



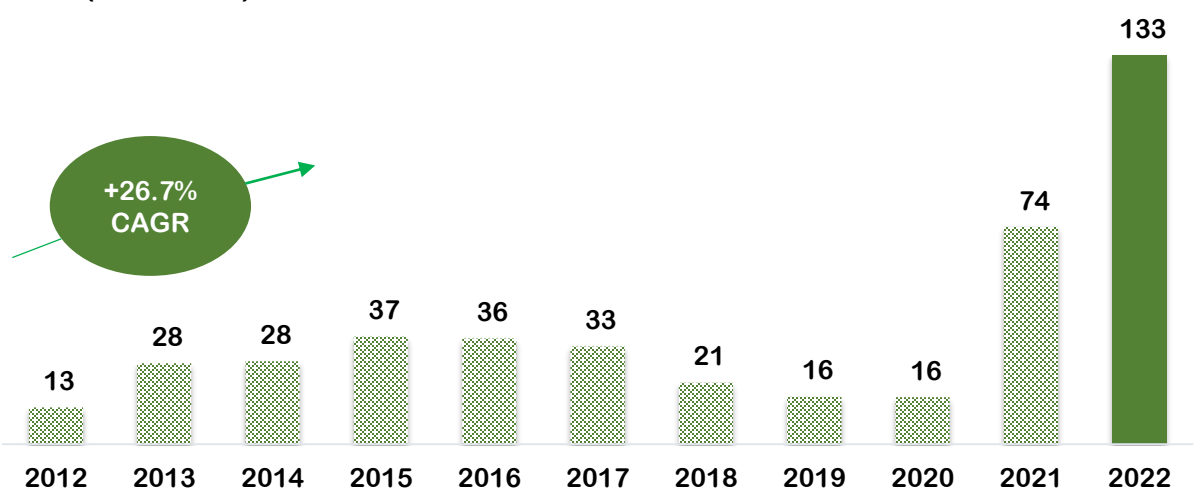
Total Assets (USD'mn)



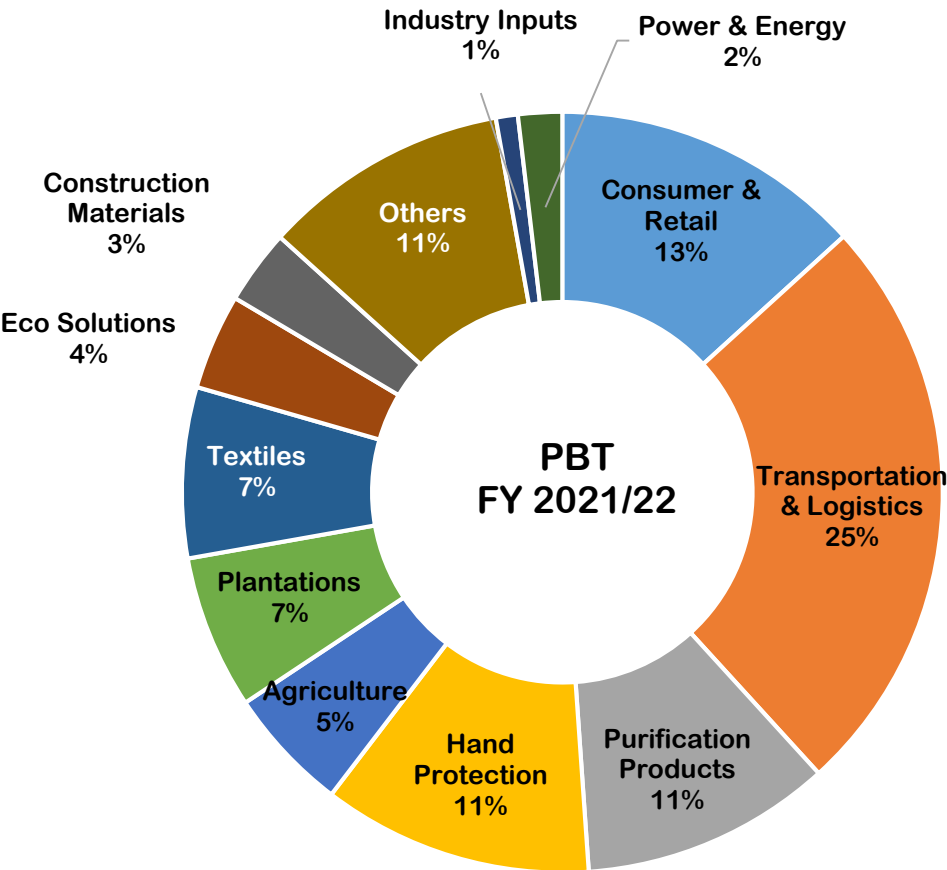
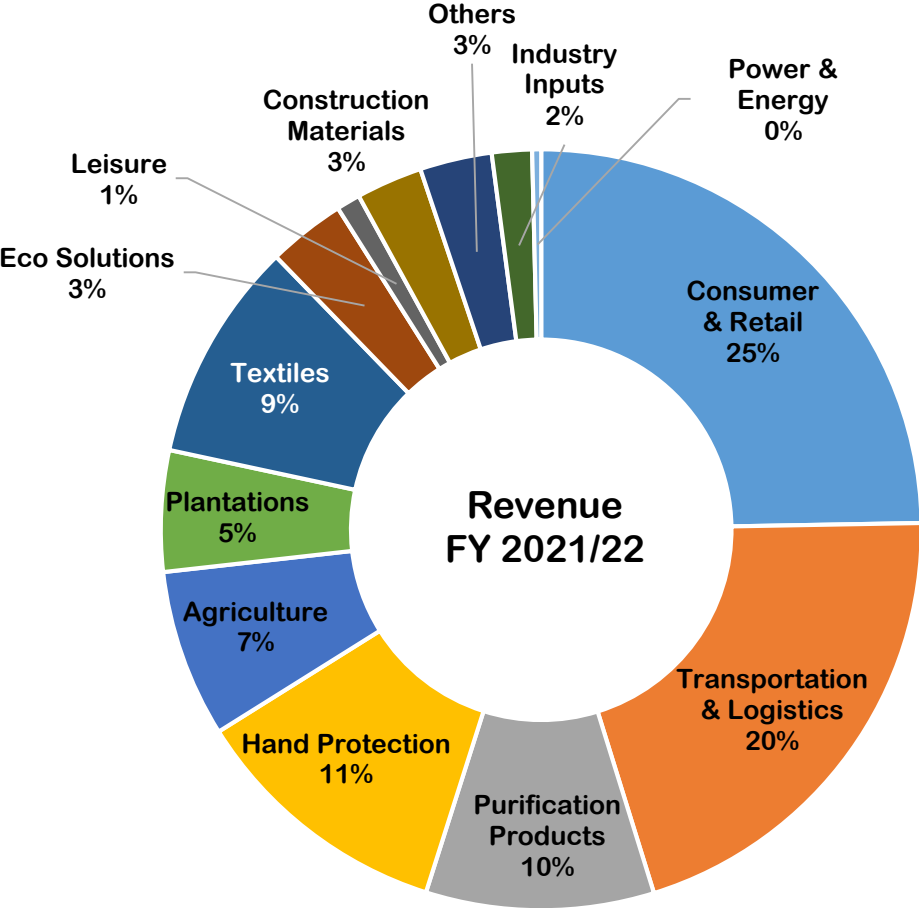
PBT (USD'mn)



PAT (USD'mn)



# Diversity of Revenue and Profits

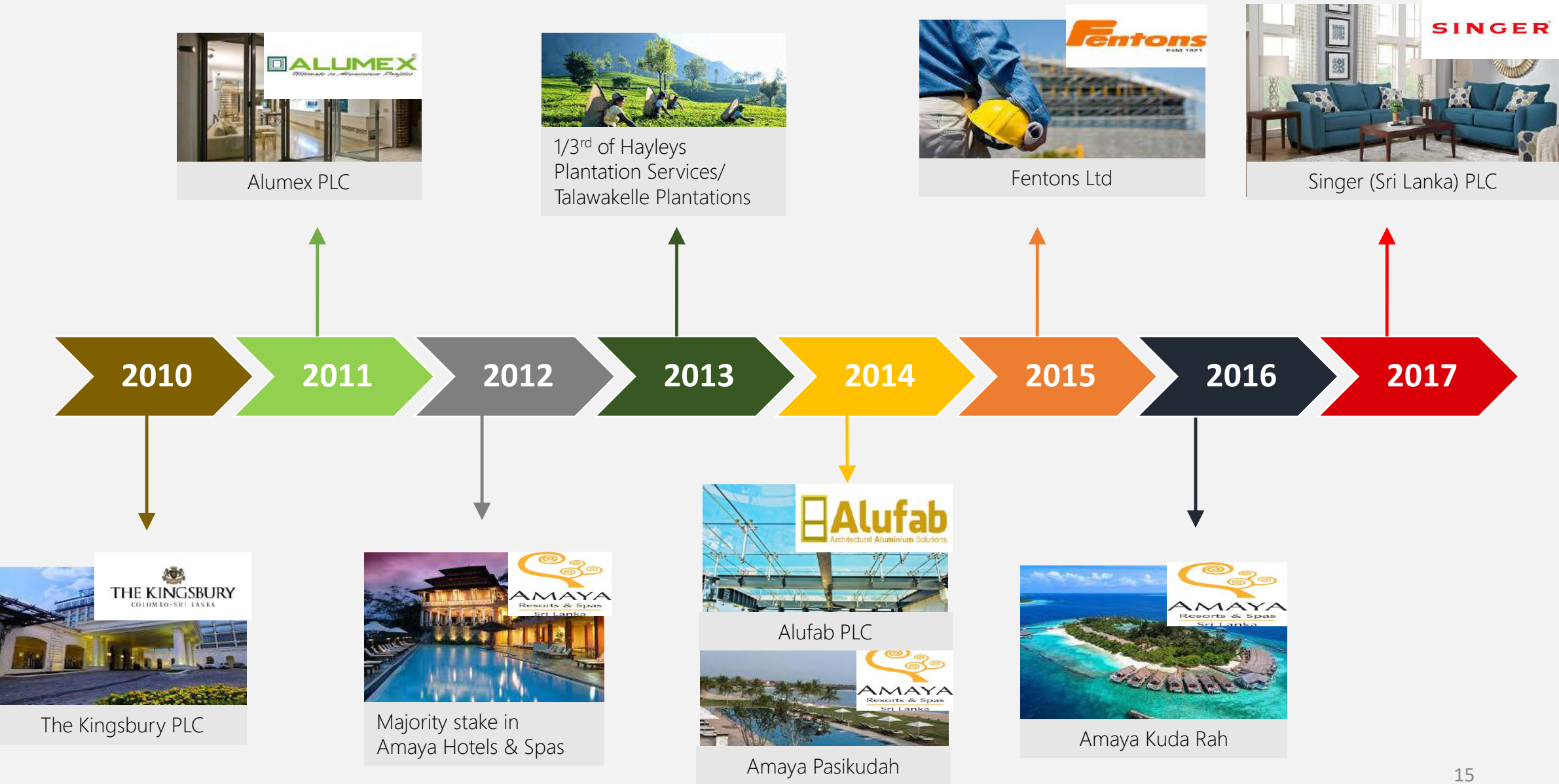




# 5 Years at a Glance

Figures in USD Mn	FY 2021/22	FY 2020/21	FY 2019/20	FY 2018/19	FY 2017/18
Revenue	1,603	1,278	1,167	1,293	1,063
EBITDA	199	176	130	123	100
EBIT	159	137	91	94	74
PBT	169	102	31	32	38
PAT	133	74	16	16	21
As at 31 <sup>st</sup> March					
Total Assets	1,372	1,398	1,308	1,316	1,366
Total equity with MI	358	376	331	351	390
Equity Attributable to Owners	229	238	209	229	258
Total Interest Bearing Borrowings	585	573	651	643	603
Total Capital Employed	943	949	982	995	993
For the Financial Year Ended					
Debt/EBITDA (x)	3	3	5	5	6
ROCE (EBIT/Capital Employed)	17%	14%	9%	9%	7%
ROE (PAT/Total Equity with MI)	37%	20%	5%	5%	5%
Debt/ (Debt+ Equity)	62%	60%	66%	65%	61%
Exchange Rate (USD/LKR)					
Average for FY	210.81	188.79	180.28	169.55	153.51
As at 31 <sup>st</sup> March	293.88	199.83	189.91	176.09	155.60

# Major Acquisitions by Hayleys PLC | 2010-2018





# Eco Solutions

Hayleys Fibre PLC

Sri Lanka's leading eco fibre solutions provider, manufacturing and exporting a wide portfolio of value added coconut fibre based products

Array of over 132 products in 1200 Variations  
Product portfolio covering brushware, floor coverings, erosion control, bio engineering, rubberized coir and mattresses

11 Manufacturing facilities in Sri Lanka and 2 in India

FY	21/22	20/21
Revenue (USD Mn)	52.8	41.5
PBT USD Mn)	8.4	4.0
Total Assets (USD Mn)	59.6	65.2

## Key Products

- Brushware
- Floor Coverings
- Industrial Fibre





# Hand Protection



Dipped Products PLC

Amongst the top 5 glove manufacturers in the world serves 5% of global demand for natural and synthetic latex based household and industry gloves

Products sold in over 70 countries

4 Manufacturing facilities in Sri Lanka and 1 in Thailand

FY	21/22	20/21
Revenue (USD Mn)	179.6	161.0
PBT (USD Mn)	23.7	29.4
Total Assets (USD Mn)	118.8	135.9

- Key Products
- Industrial Gloves
  - Household Gloves
  - Medical Gloves
  - Electrician Gloves





# Purification



Haycarb PLC

A Worlds leading manufacture of coconut shell based activated carbon

2 Manufacturing facilities in Sri Lanka, 2 in Thailand and 2 in Indonesia

Full spectrum of applications including water treatment, gold extraction, air purification and energy storage

A leading provider of water and waste water purification systems in Sri Lanka and Maldives

FY	21/22	20/21
Revenue (USD Mn)	155.4	135.0
PBT (USD Mn)	22.0	23.7
Total Assets (USD Mn)	129.8	114.5

- Key Products
- Granular AC
  - Powder AC
  - Extruded Pellet AC
  - Environmental Engineering Solutions





# Fabric



## Hayleys Fabric PLC

Supplier of innovative high quality fabrics for leading global fashion brands supporting operations of the local apparel manufacturing sector

End to end solutions to customers from design, development, printing, brushing and sueding of pure and blended polyester and cotton fabric

Industry innovation and positioning – launch of own branded fabric “Inno”

FY	21/22	20/21
Revenue (USD Mn)	150.2	77.2
PBT (USD Mn)	15.0	3.8
Total Assets (USD Mn)	124.9	57.9

### Key Products

- Single Jersey
- Interlock
- Pique
- Rib
- Fleece
- Polar Fleece





# Construction Materials



Alumex PLC

Premier manufacture of aluminum extrusion with a market share of 49%

Offers a comprehensive range of architectural, residential and industrial products to the top and middle tier of the construction industry

FY	21/22	20/21
Revenue (USD Mn)	45.1	31.2
PBT (USD Mn)	6.6	5.4
Total Assets (USD Mn)	41.0	38.4

## Key Products

- Windows
- Partitions
- Curtain Walls
- Louvers
- Shop Fronts
- Doors





# Agriculture

Hayleys Agriculture Holdings Ltd

Leader in  
agricultural  
solutions and  
equipment.

Largest exporter of  
processed fruits  
and vegetable in  
Sri Lanka

Dominant  
player in  
crop  
protection,  
fertilizer and  
animal health

FY	21/22	20/21
Revenue (USD Mn)	114.3	101.9
PBT (USD Mn)	10.9	9.0
Total Assets (USD Mn)	87.9	80.2

## Key Products/ Activities

- Processed Fruits & Vegetables
- Crop Production
- Crop Protection
- Animal Health
- Agri Equipment
- Fertilizer





# Plantations



Kelani Valley Plantations PLC

Talawakelle Plantations PLC

Collectively accounts for over 3.9% and 4.5% of Sri Lanka's tea and rubber production

Amongst the largest plantation sector operators in Sri Lanka

44 estates covering 25,000 hectares and provides employment to over 17,000 workers

Hayleys is the Managing agent for Horana Plantations

Exports tea to over 50 destinations worldwide

Talawakelle Tea Estates consistently commands the No.1 in highest prices at Colombo Tea Auctions

FY	21/22	20/21
Revenue (USD Mn)	82.4	84.4
PBT (USD Mn)	13.5	9.4
Total Assets (USD Mn)	64.8	81.0

## Key Products

- Tea
- Rubber





# Tea Exports



## Mabroc Teas

Acts as the marketing arm of Hayleys Plantation companies- Kelani Valley Plantations and Talawakelle Tea Estates

Handles private labelling for reputed clients world over

Mabroc's product range extends from bulk, packets and tea bags to exclusive gift presentations of black, green, herbal and flavored teas



BLACK TEA



GREEN TEA



HERBAL TEA





# Tea Extracts & Aroma



Martin Bauer Hayleys

Specializes in manufacturing and exporting 100% natural, pure Ceylon Tea extracts

Produces Instant Tea Powder, Instant Tea Concentrate and Tea Aroma/Flavors

Sources the best raw materials from the very own Hayleys tea estates

Utilizes state of the art equipment for the production process





# Transportation and Logistics



Hayleys Advantis Ltd

The Hayleys Advantis Group of Companies is the largest player in Sri Lanka's transportation and logistics industry

Provides services in freight management, integrated logistics, marine services, terminals and engineering and international operations

Handles approx. 18% of total annual throughput at the Colombo port

FY	21/22	20/21
Revenue (USD Mn)	328.6	197.3
PBT (USD Mn)	51.6	17.7
Total Assets (USD Mn)	231.1	196.01

## Key Products/ Activities

- International Freight Management
- Integrated Logistics
- Marine Services
- Terminals and Engineering





# Consumer & Retail

Singer (Sri Lanka) PLC

Hayleys Consumer Products



FY	21/22	20/21
Revenue (USD Mn)	396.3	386.8
PBT (USD Mn)	27.4	21.0
Total Assets (USD Mn)	309.7	351.8





# Retail

SINGER®

## Singer (Sri Lanka) PLC

With the acquisition of Singer in September 2017, Hayleys Group made its entry into Sri Lanka's consumer lifestyle and retail business segment

Singer is the Market Leader in Consumer Durables and the most recognized Brand in Sri Lanka

Largest distribution network in the country with Over 2,000 Dealers and 430 Retail outlets

### Key Segments

- Retail
- Financing
- Manufacturing





# Consumer

Hayleys Consumer Products Ltd



The Consumer sector takes to the market a wide range of fast-moving consumer goods.

Represents globally renowned brand Proctor & Gamble.





# Industry Inputs and Power & Energy

Hayleys Aventura Ltd

50MW of total renewable energy contributed to the National Grid  
- 9.3 MW of hydro power  
- 30MW of wind power and  
-10MW of solar power

Provides an array of inputs to the industry sector

Leading supplier of small generators

FY	21/22	20/21
Revenue (USD Mn)	33.4	26.5
PBT (USD Mn)	5.8	5.3
Total Assets (USD Mn)	48.2	62.5

## Key Products/ Activities

- Renewable Energy
- Industrial Materials
- Power Engineering Solutions
- Life Sciences and Medical Equipment





# Leisure



The Kingsbury PLC

Amaya Hotels & Spas

FY	21/22	20/21
Revenue (USD Mn)	16.2	7.1
PBT (USD Mn)	-8.1	-13.1
Total Assets (USD Mn)	63.5	78.2

Own and operate  
7 resort  
properties  
through the  
Amaya  
Resorts chain  
inclusive of  
Amaya Kuda Rah,  
Maldives and The  
Kingsbury

## Key Products/Activities

- Resort and City  
Hotel Operations





# BPO & Shared Services



Hayleys Business Solutions Ltd

Finance & Accounting Services, Payroll Processing, Document Management Services and Consultancy Services

Services to external clients based both locally and overseas

The Group's BPO sector caters primarily to the SME sector in the Australian market





# Aviation, Travel & Projects

Hayleys Aviation

Hayleys Travels

S&T Interiors

Represents  
some of the  
world's leading  
passenger and  
cargo airlines

Airline GSA &  
Airport  
Representation

Hayleys Travels  
specializes in Travel  
Agency business in  
reservations,  
ticketing, outbound  
holiday packages  
and other travel  
related services.

S&T Interiors –  
JV Partnership  
with S&T  
Oman,  
providing  
interior decor  
solutions for  
luxury hotels &  
commercial  
spaces





# Engineering

Hayleys Fentons Ltd

The oldest  
Electrical  
Engineering  
company in  
Sri Lanka

Provides services in  
voice and data,  
electrical, ICT  
solutions, ELV and  
Security, Fire  
Solutions and  
Renewable Solar  
Energy

Undertaken  
some of the  
largest  
Mechanical  
Electrical  
Plumbing,  
ICT and Fire  
projects in  
Sri Lanka





# Engineering

## Unisyst Engineering PLC

Unisyst is a leading fabricator and supplier of high quality architectural aluminum joinery systems, glazing and façade products in Sri Lanka

Specialize in custom-made manufacture and professional installation of Aluminum Windows and Doors, Enclosures, Shop Fronts, Curtain Walls, Louvers and Awnings

Registered with ICTAD under Grade F1 for specialty finishes, the highest category in its class and undertake all types of architectural aluminum joinery systems





# Group Services



## Hayleys PLC (Holding Company)

Owns and manage investments in the 180 Companies constituting the Hayleys Group

Provides centralized services to its Group Companies.

### Key Services:

- Treasury
- Secretarial
- Business Development
- IT
- HR
- Export Shipping
- Legal
- Audit & Risk
- Tax
- Corporate Affairs
- Corporate Communications





*Thank You*





## Contact Us

### Hayleys PLC

No. 400  
Deans Road  
Colombo 10  
Sri Lanka  
Tel: +94 112 696 331

### For Investor Relations

#### Lasantha Somaratne

Head – Strategic Business Development  
Hayleys PLC  
E mail: [lasantha.somaratne@sbdu.hayleys.com](mailto:lasantha.somaratne@sbdu.hayleys.com)  
Tel: +94 112 627 661





# Disclaimer

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