



HARRISONS MALAYALAM LIMITED



Corporate Presentation





HARRISONS MALAYALAM LIMITED

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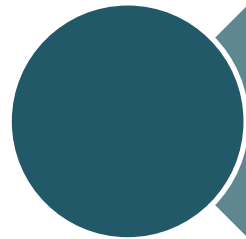
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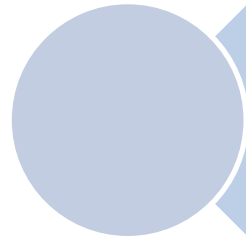


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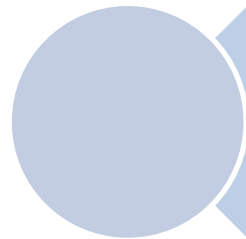
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HML Business
Overview



HML Financial
Performance



HML Strategy



HARRISONS MALAYALAM LIMITED

HML OVERVIEW

Largest Cultivator and Producer of Tea in South India.

Single Largest Producer of Rubber in India.

Location

Head Office in Cochin, Kerala.

Estates : 11 Tea & 11 Rubber Estates in Kerala.
 2 Tea Estates in Tamil Nadu.

Factories in 11 Tea Estates & 6 Rubber Estates.

Tea Blending Unit in Coimbatore , Tamil Nadu.

Employees

Employee Base of around 10000.

Employing mostly women from rural areas of Kerala and Tamil Nadu.

Listed in BSE & NSE

**ICRA Long Term Rating BBB-
ICRA Short Term Rating A3**



HARRISONS MALAYALAM LIMITED

HML MANAGEMENT TEAM

N. Dharmaraj

Whole Time Director & Chief Executive

C. Vinayaraghavan

President

Finance

K.N. Mathew

P.A. Krishnamoorthy

HR

Cherian M George

Sheeja M.S.

Operations

P.N. Ravunni

Santhosh Kumar

Anil George Joseph

Legal

V. Venugopal

Marketing & Commercial

Suresh Menon



HARRISONS MALAYALAM LIMITED

HML BOARD OF DIRECTORS

N. Dharmaraj, Whole Time Director

Sachin Nandgaonkar, Non-Executive Director

Kaushik Roy, Non-Executive Director

P. Rajagopalan, Non-Executive Director

Haigreave Khaitan, Non-Executive & Independent Director

G. Momen, Non-Executive & Independent Director

J.M. Kothary, Non-Executive & Independent Director

Sucharita Basu, Non-Executive & Independent Director

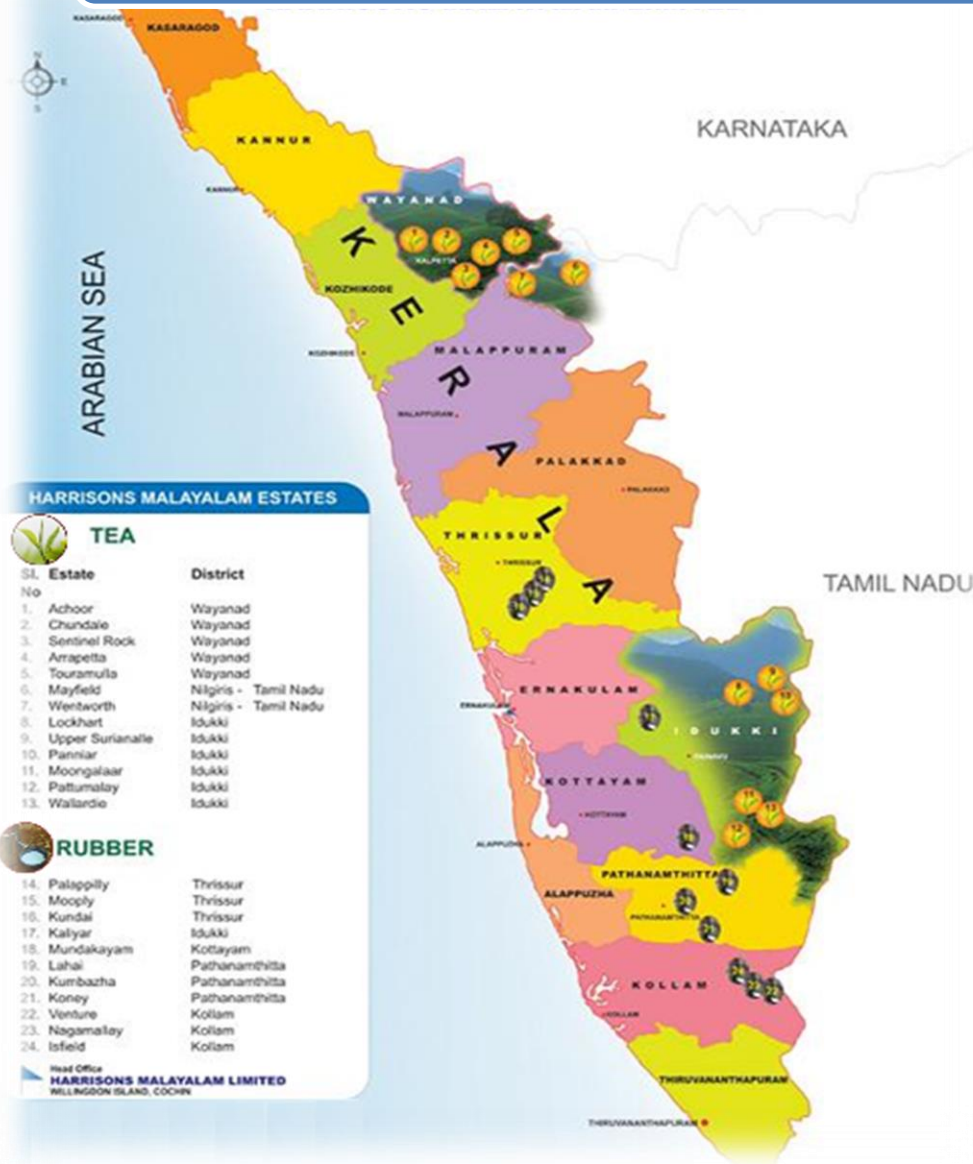
Company Secretary

Ravi Anand



HARRISONS MALAYALAM LIMITED

HML FACILITIES



Tea

13 Tea Estates

11 Tea Factories, 1 Blending Unit

6024 Ha. Planted Area

16500 MT Annual Production (FY15)

Rubber

11 Rubber Estates

6 Rubber Factories

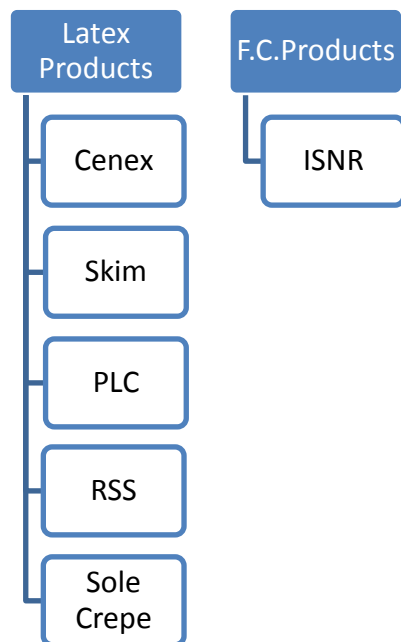
7308 Ha. Planted Area

9600 MT Annual Production (FY15)

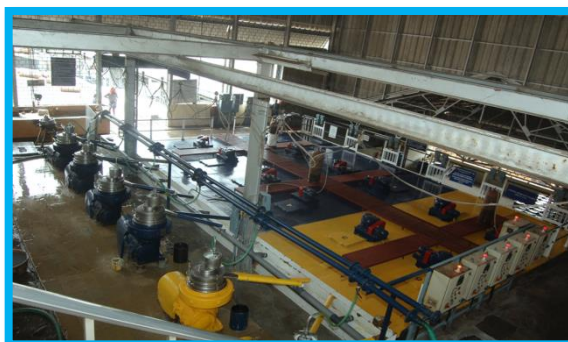
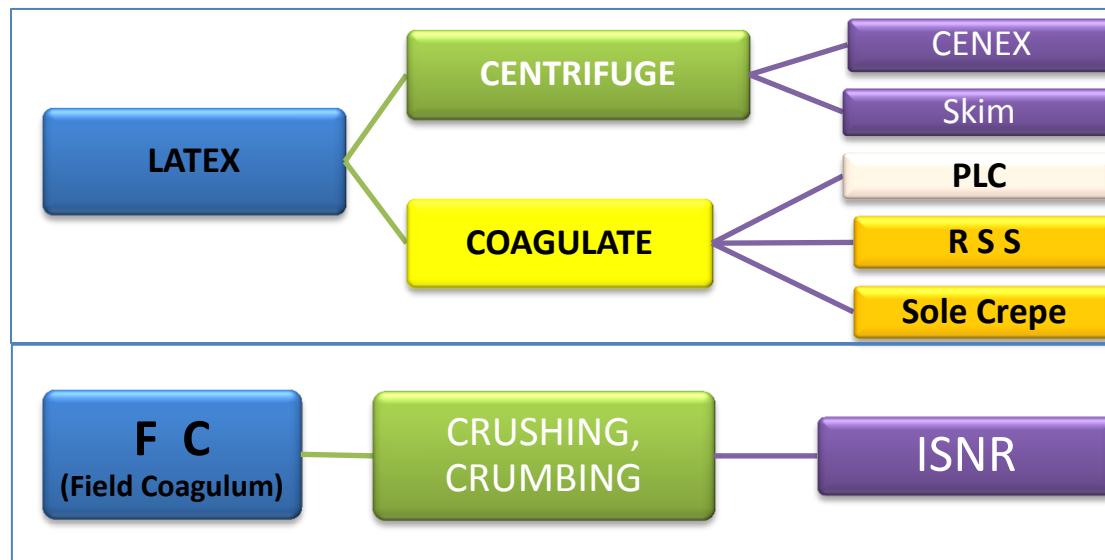


HARRISONS MALAYALAM LIMITED

HML RUBBER PRODUCTS



Flow Chart





HARRISONS MALAYALAM LIMITED

HML TEA PRODUCTS

Major Grades

CTC	Orthodox
RD	GBOP
SFD	GFOP
SRD	TGBOP
BOP	TGFOP
BP	OP
Other Grades	Other Grades

Major Marks

CTC

Surya

Achoor

Suryanalle

Nagamallay

Moongalaar

Orthodox

Arrapetta

Goldslan

Chundale

Mayfield

Lockhart

Pattumallay





HARRISONS MALAYALAM LIMITED

HML AWARDS & CERTIFICATIONS

Ethical Tea Partnership

Trustea

Rainforest Alliance

Best Companies to Work for 2014

Award from Great Place to Work Institute

Kerala State Pollution Control Board award for sustained efforts in controlling pollution and environment protection - for Kumbazha Factory.

Environment, Health & Safety Award
from CII Southern Region for Nagamallay & Kumbazha Ftys.

Tea Golden Leaf Awards.



Kerala State Pollution Control Board
കേരള സംസ്ഥാന മലിനീകരണ നിയന്ത്രണ ബോർഡ്





HARRISONS MALAYALAM LIMITED

HML MAJOR CUSTOMERS (TEA)





HARRISONS MALAYALAM LIMITED

HML MAJOR CUSTOMERS (RUBBER)

CEAT



WELSPUN



MAF



TrelleborgVibracoustic

UNIPATCH
RUBBER LIMITED

PRAG
INNOVATION AT WORK

Vinex
Delivering Quality Since 1957

HRS
Quality Sporting Goods
Since 1975

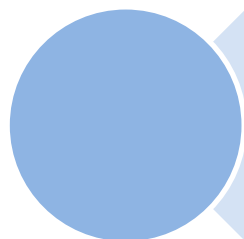
bhalla international
TRACK & FIELD AND SPORTS EQUIPMENT

SKICORP
inspired by next

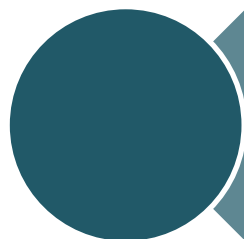


HARRISONS MALAYALAM LIMITED

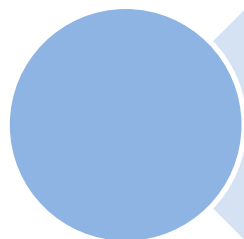
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HARRISONS MALAYALAM LIMITED

HML KEY FINANCIALS

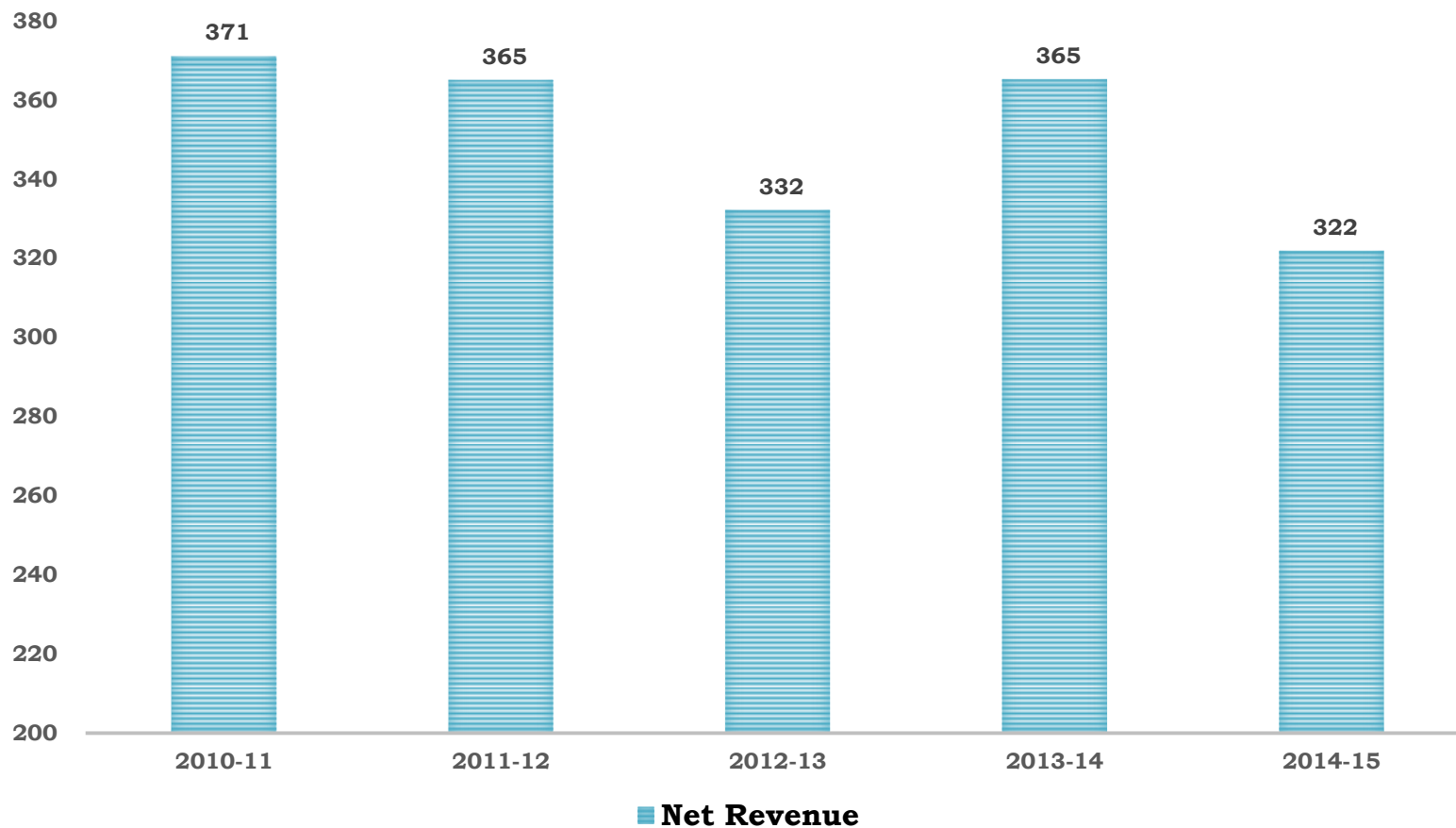
Details		FY 2014-15	FY 2013-14
Net Revenue	(Rs. Crores)	321.85	365.10
EBITDA	(Rs. Crores)	(13.67)	26.70
EBITDA Margin	%	-4%	7%
PAT	(Rs. Crores)	(35.26)	4.42
EPS	(Rs.)	(19.18)	2.38
Net Worth		286.66	321.92
Debt	(Rs. Crores)	112.94	110.07
Debt-Equity Ratio	X	0.39	0.34
No. of Shares	(No. Crores)	1.85	1.85
Book Value	(Rs.)	155.33	174.43



HARRISONS MALAYALAM LIMITED

HML KEY FINANCIALS (REVENUE TREND)

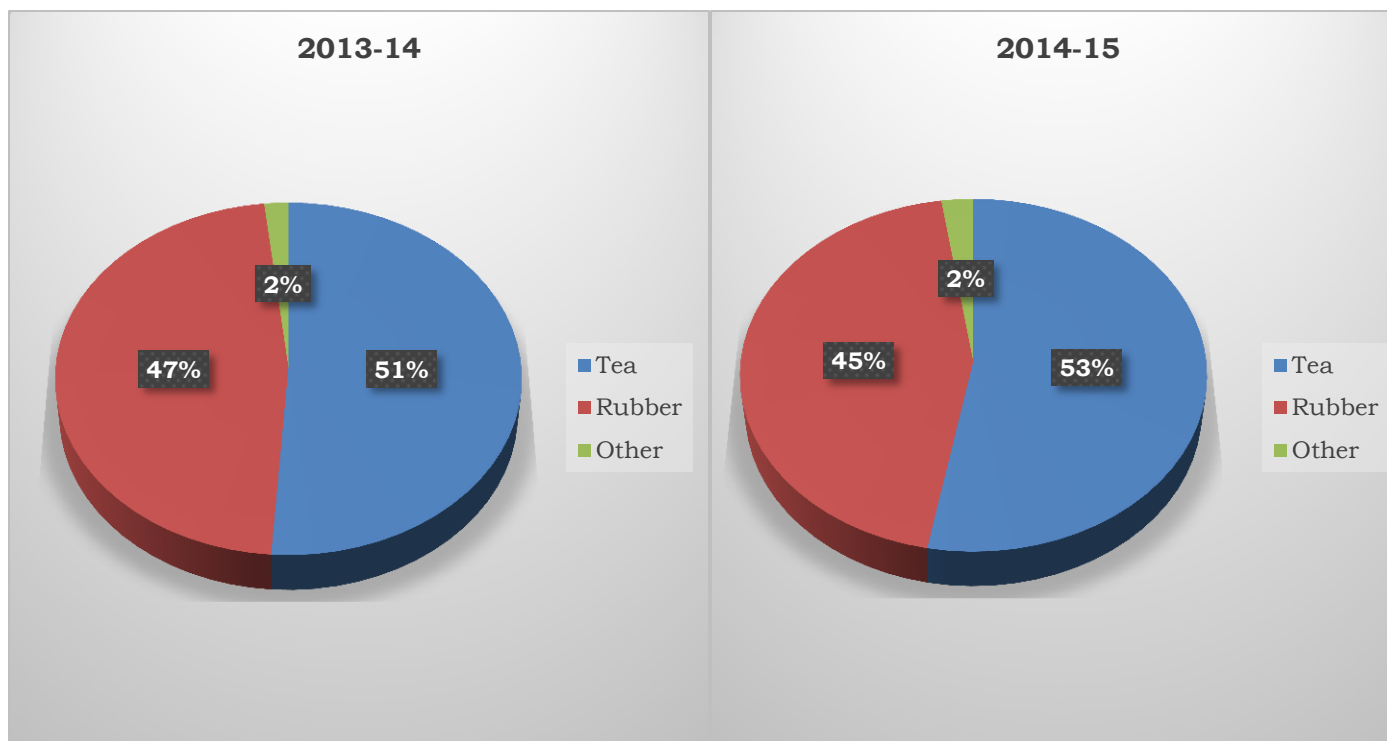
NET REVENUE - RS. CRORES





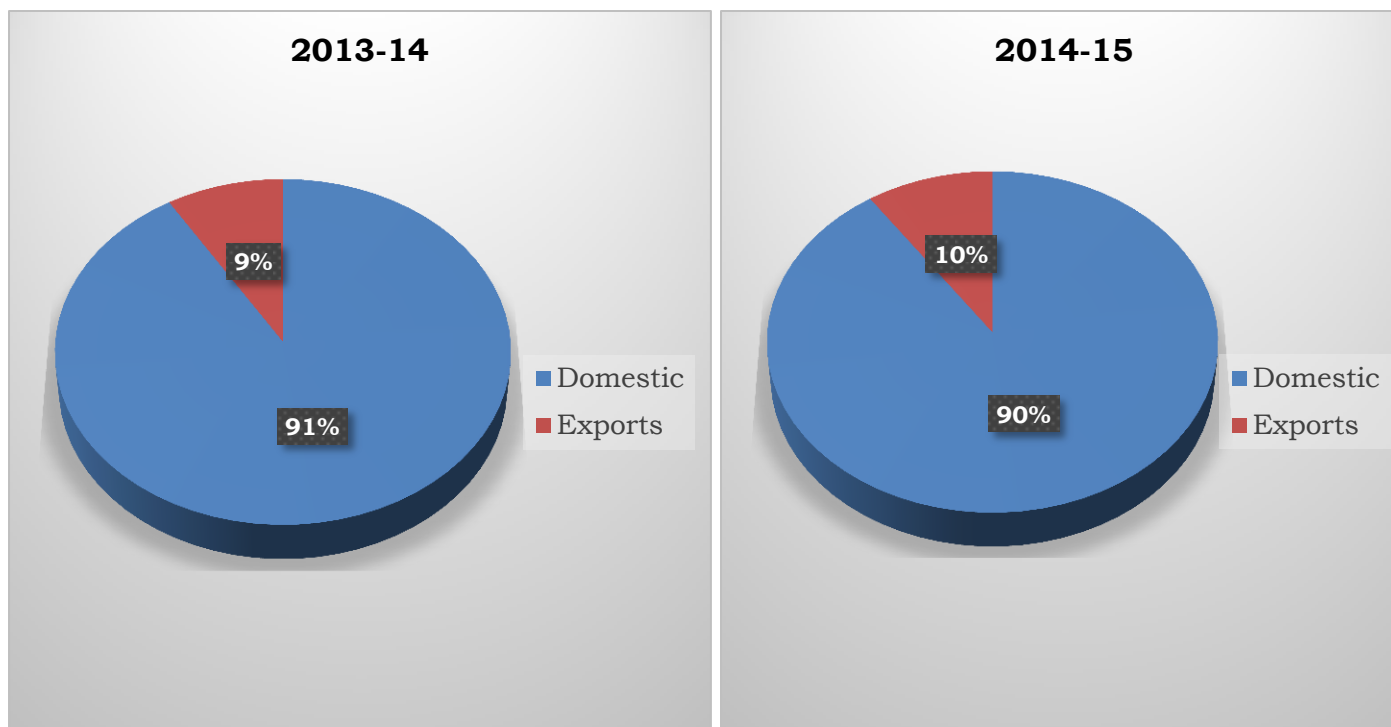
HARRISONS MALAYALAM LIMITED

HML KEY FINANCIALS (REVENUE BREAKUP BY PRODUCT)





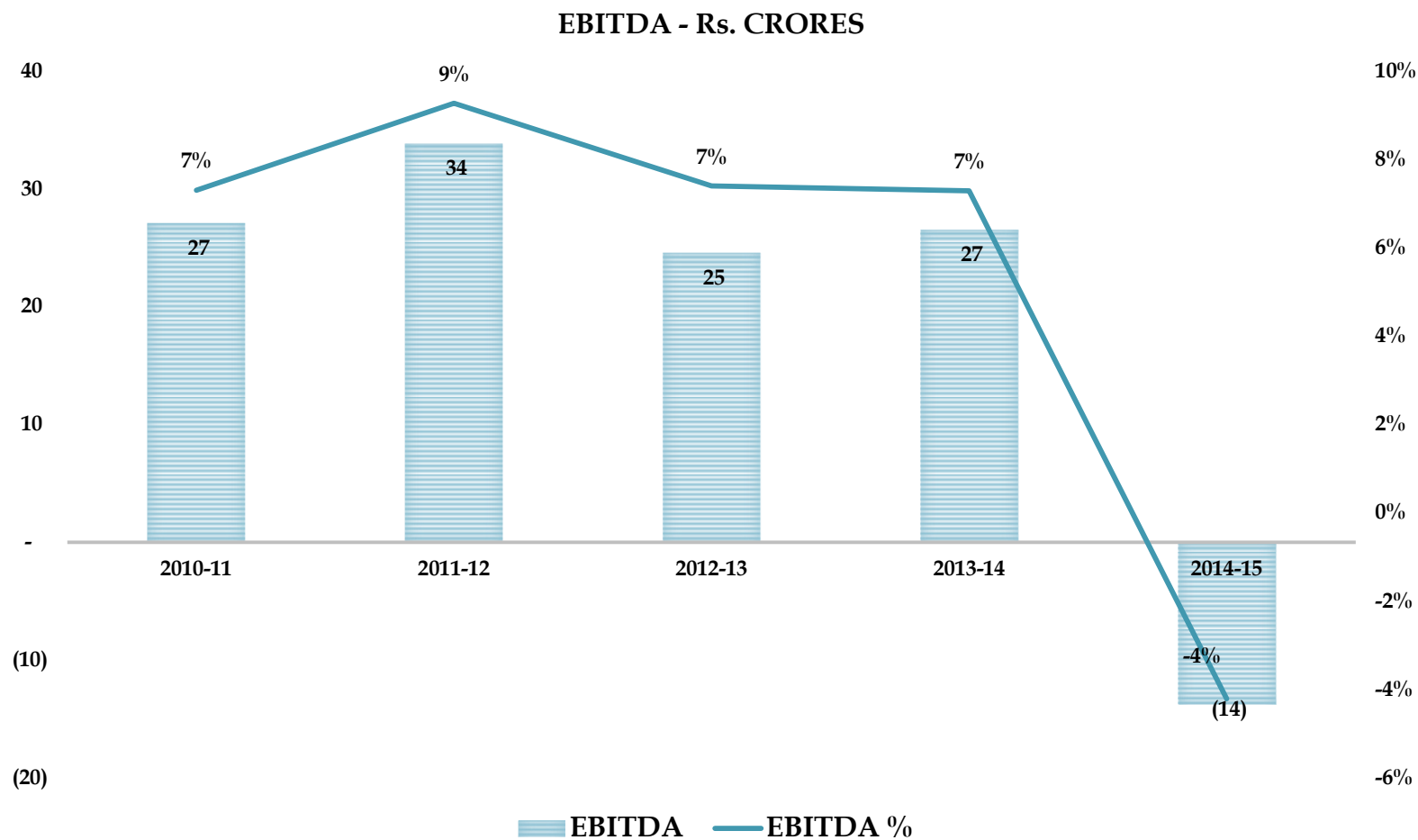
HML KEY FINANCIALS (REVENUE BREAKUP BY GEOGRAPHY)





HARRISONS MALAYALAM LIMITED

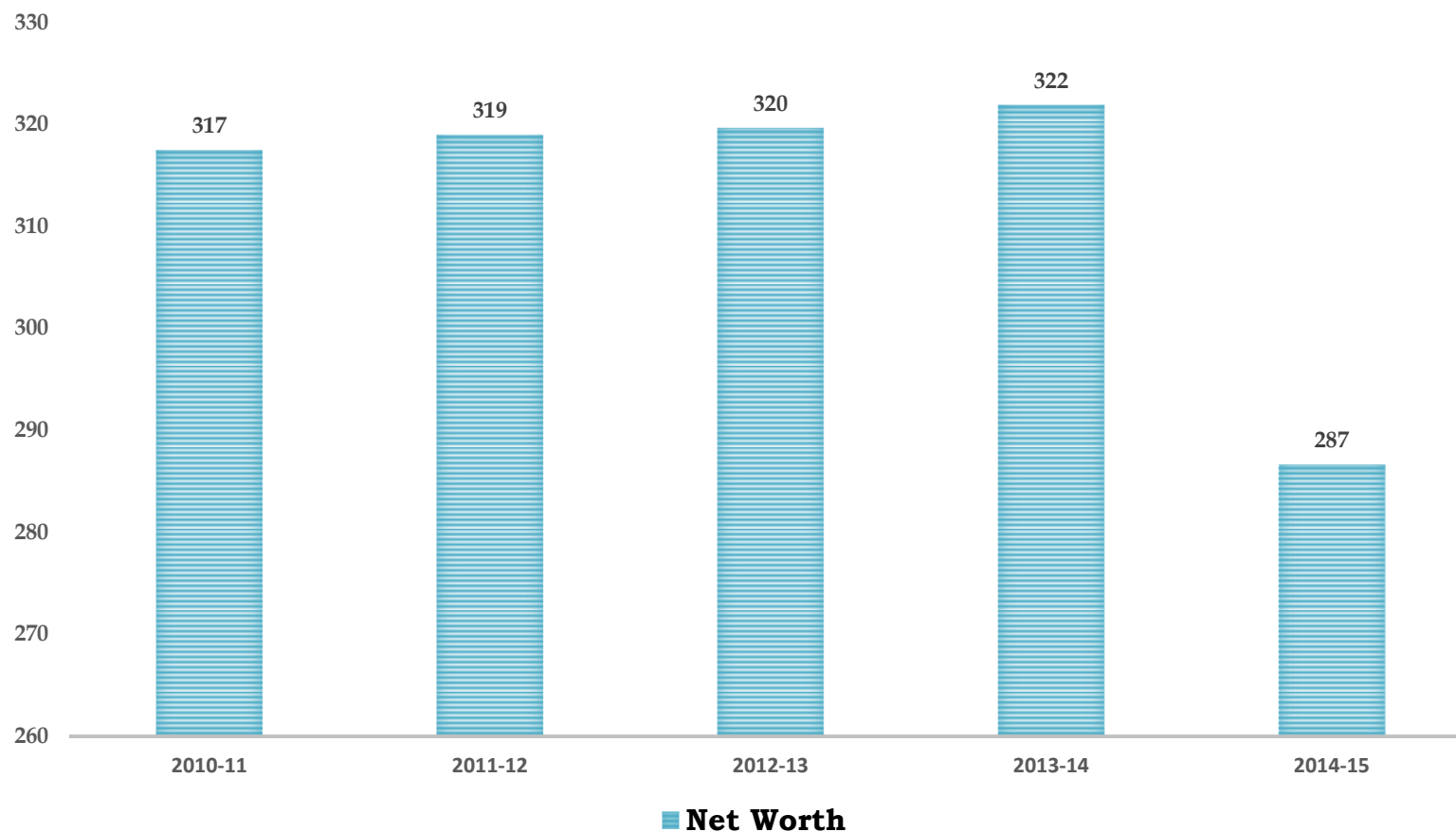
HML KEY FINANCIALS (EBITDA TREND)





HML KEY FINANCIALS (NET WORTH TREND)

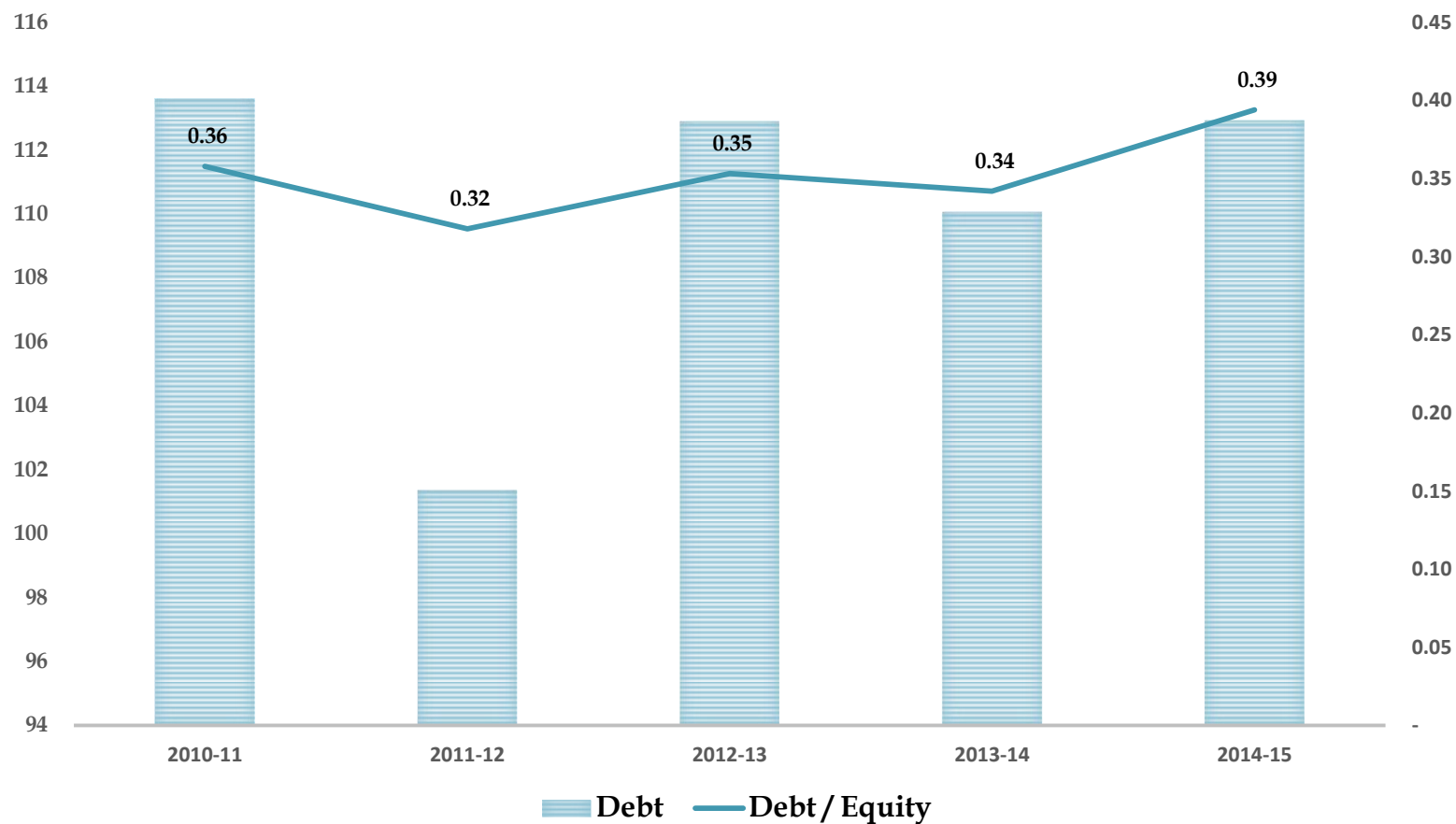
NET WORTH - RS. CRORES





HML KEY FINANCIALS (DEBT TREND)

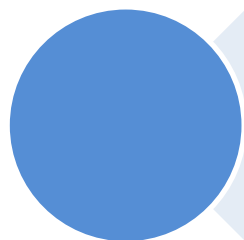
DEBT - RS. CRORES



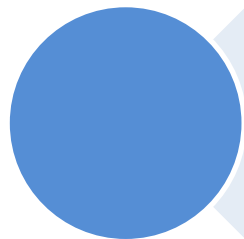


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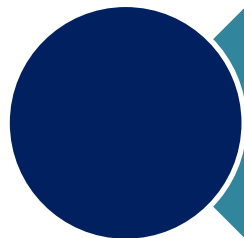
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HML STRATEGY

Focussed approach on improvement in quality of both tea and rubber to further enhance premium in the market- through better agricultural practices to improve the input quality and strengthening the manufacturing process.

Increase the capacity utilisation of the factories through procurement of tea green leaf/rubber latex from small farmers for processing and conversion to finished products.



Improvement in overall Yield through better harvesting practices and increase in yielding area.

Improvement in the export volume for orthodox tea to reduce the dependency on domestic sale and to improve the overall realisation.



HARRISONS MALAYALAM LIMITED

End of Presentation