



# 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*



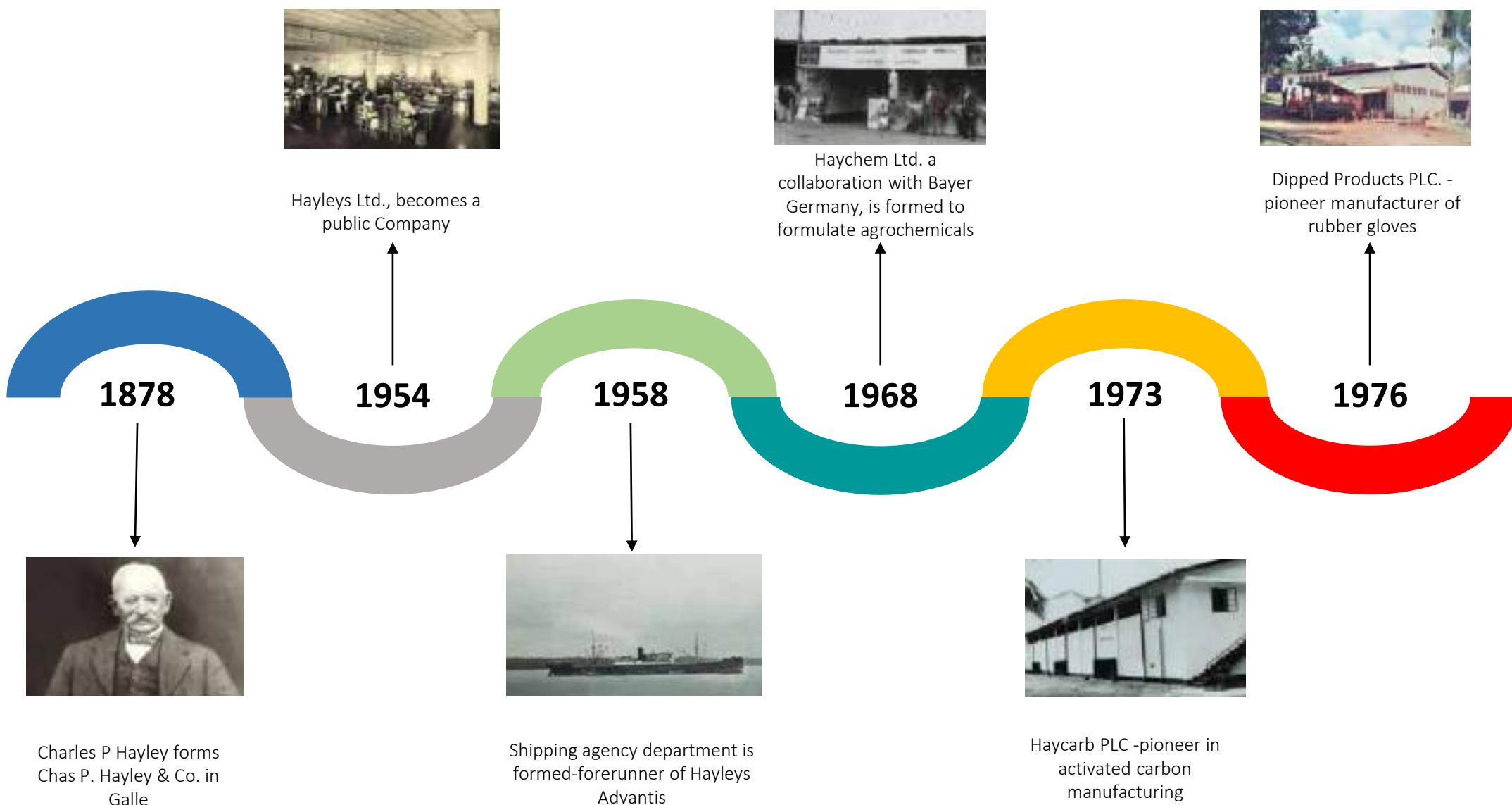
# MISSION

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

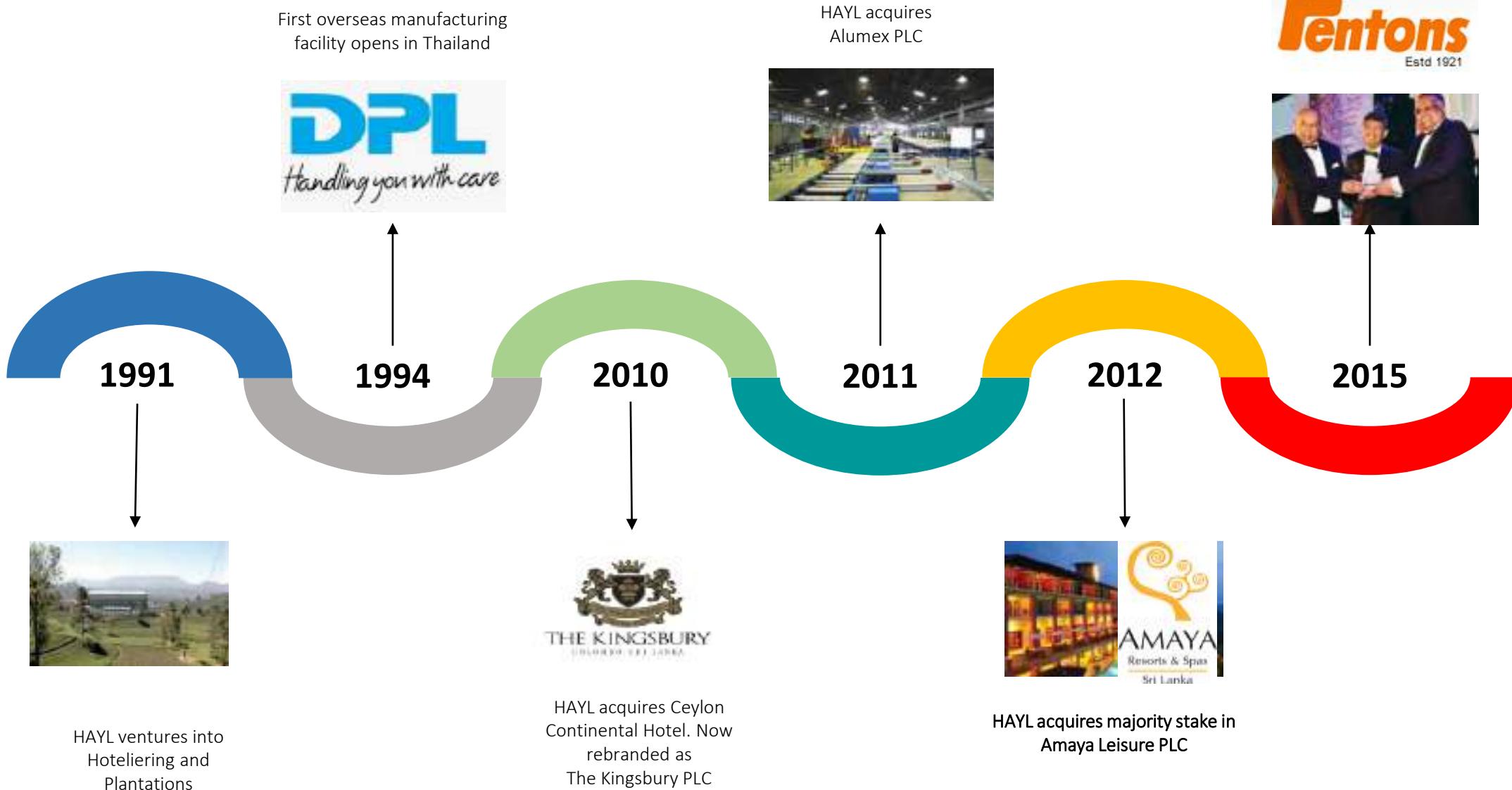
# OUR VALUES

- |   |  |
|---|--|
| H | <i>Honesty and Integrity</i>                             |
| A | <i>Accountability</i>                                    |
| Y | <i>Yes, WE can! (Team Work)</i>                          |
| L | <i>Love for humanity</i>                                 |
| E | <i>Enduring Customer Value</i>                           |
| Y | <i>Yes, we WILL WIN! (a Will to win)</i>                 |
| S | <i>Social Responsibility as a Good Corporate Citizen</i> |
| & |  |
| I | <i>Innovation</i>  |

# Our Legacy



# Our Legacy



HAYL acquires controlling stake in Fentons Ltd

HAYL becomes No.1 in LMD Top 100 listed companies in SL for FY 2014/15

# Our Legacy

**SINGER**

**LMD 100**  
SRI LANKA'S LEADING LISTED COMPANIES

Acquisition of Singer (Sri Lanka) PLC marking HAYL's entry into Retail segment

No.1 in LMD Top 100 listed entities in SL for FY 2016/17.  
First company to surpass LKR 100 Bn Turnover

Acquisition of IML Delivery Systems (Pvt) Ltd. by Hayleys Advantis Ltd



**2016**



Wins Best Corporate Citizen Award 2016. Grand slam award for being the only entity to win BCC award five times



HAYL acquires Kuda Rah Island Resort Maldives



**2018**



Acquisition of Sri Lanka Shipping Company Ltd by Hayleys Advantis Ltd

Retains No.1 spot in LMD Top 100 listed entities in SL for the second consecutive year

HAYL crowned among ICCSL – CIMA Top 10 most admired companies in Sri Lanka

**2019**

**2021**

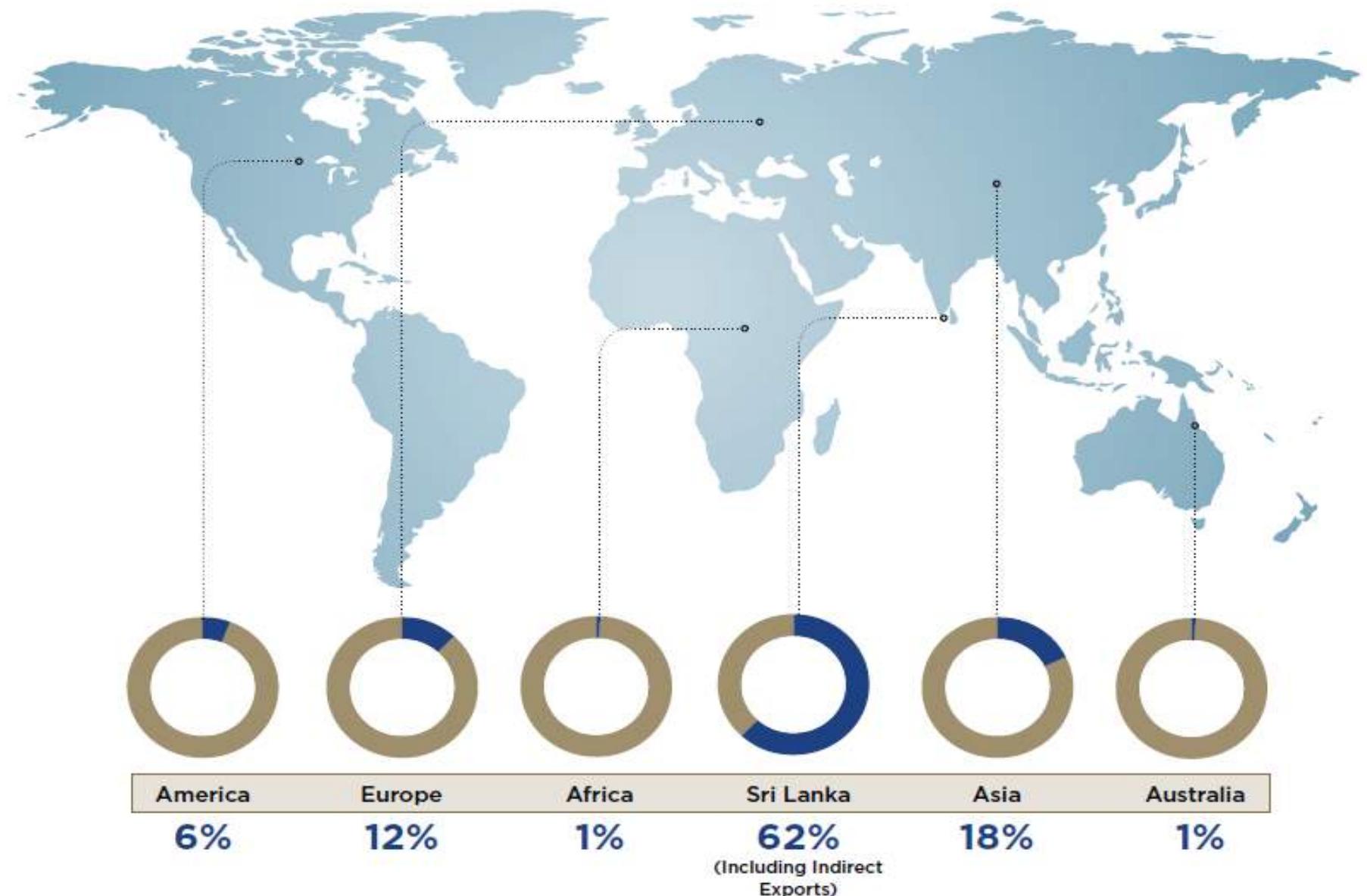


Acquisition of South Asia Textiles by Hayleys Fabric PLC



# Our Global Footprint

Hayleys generates  
4.2% of Sri  
Lanka's export  
income, with its  
products sold to  
over 10Mn  
customers in 5  
regions across  
the globe



# Our Global Footprint – International Presence

**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 15<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 **3.9%** and **4.5%** 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



Provided clean drinking water to **over 40,000 people** in 23 Chronic Kidney Disease affected areas.



Over **44,000 trees** planted during the year.

A **signatory** to the UN Global Compact's 10 Principles



Empowered over **18,700 Suppliers**



**37% female representation** including C suite level representation



**1,975 jobs created outside western province**



Empowering **over 16,000 livelihoods** through out-grower programmes.

**LKR 44 Mn** in COVID-19 contributions

**64% reliance on renewable energy**

# 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' UK's 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



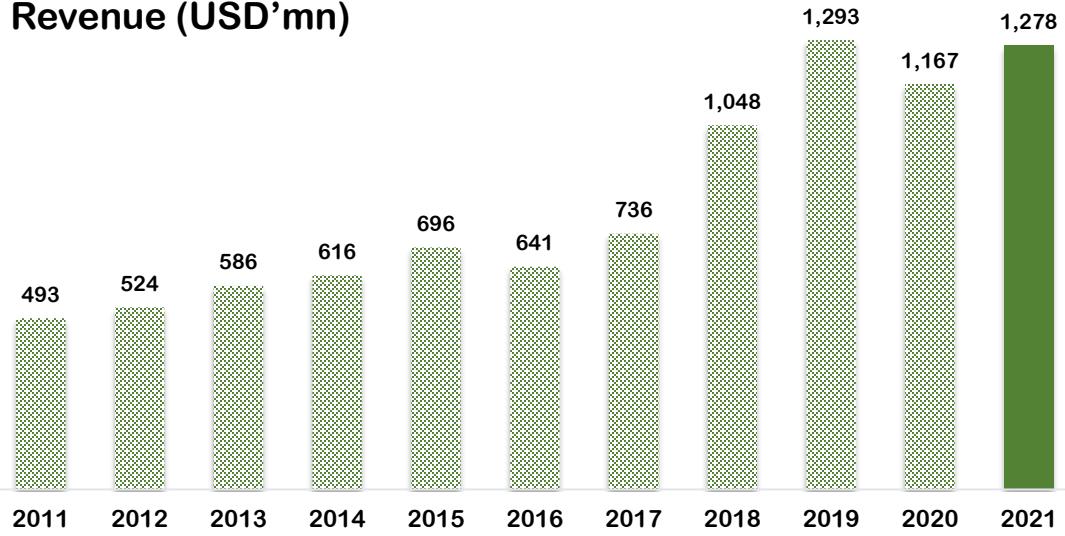
World's 1<sup>st</sup> ethical tea was launched at United Nations Year



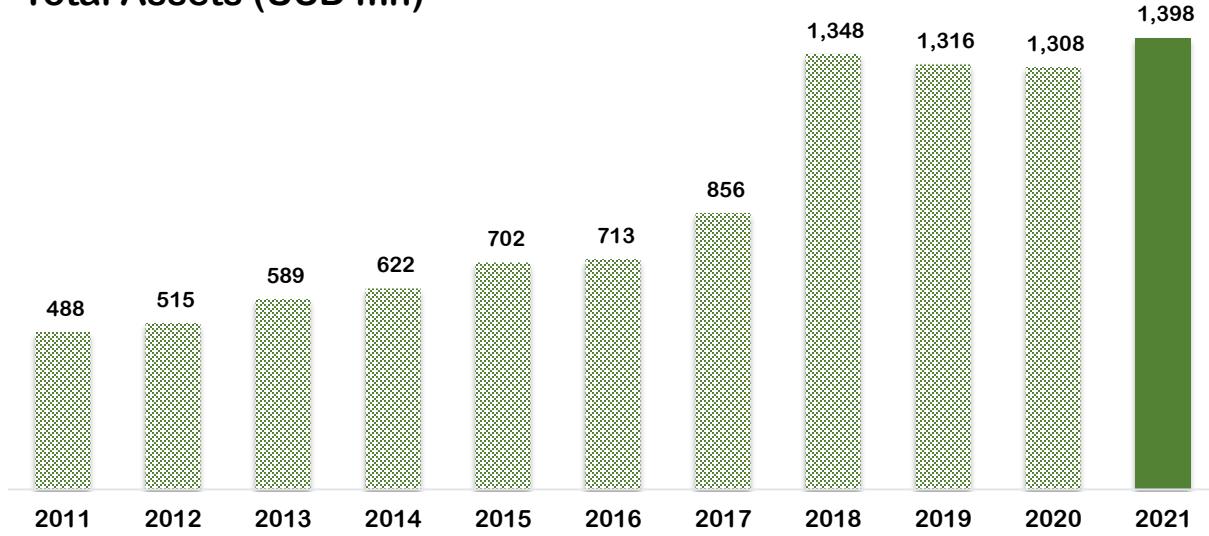
Certified by the Forest Stewardship Council, UK

# Setting New Benchmarks Each Year

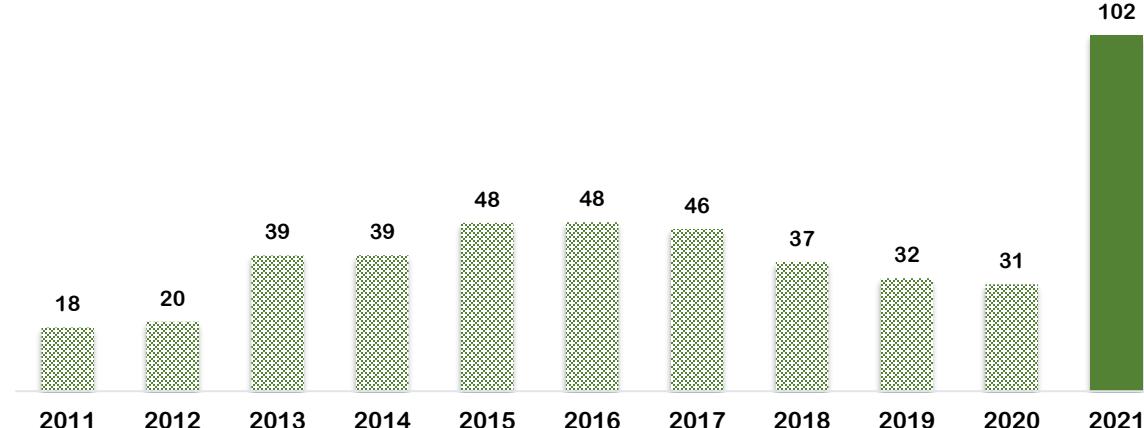
Revenue (USD'mn)



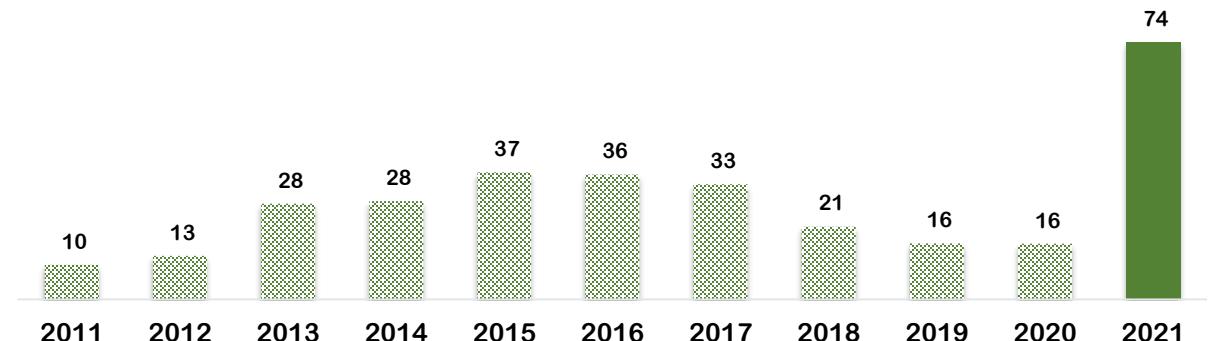
Total Assets (USD'mn)



PBT (USD'mn)

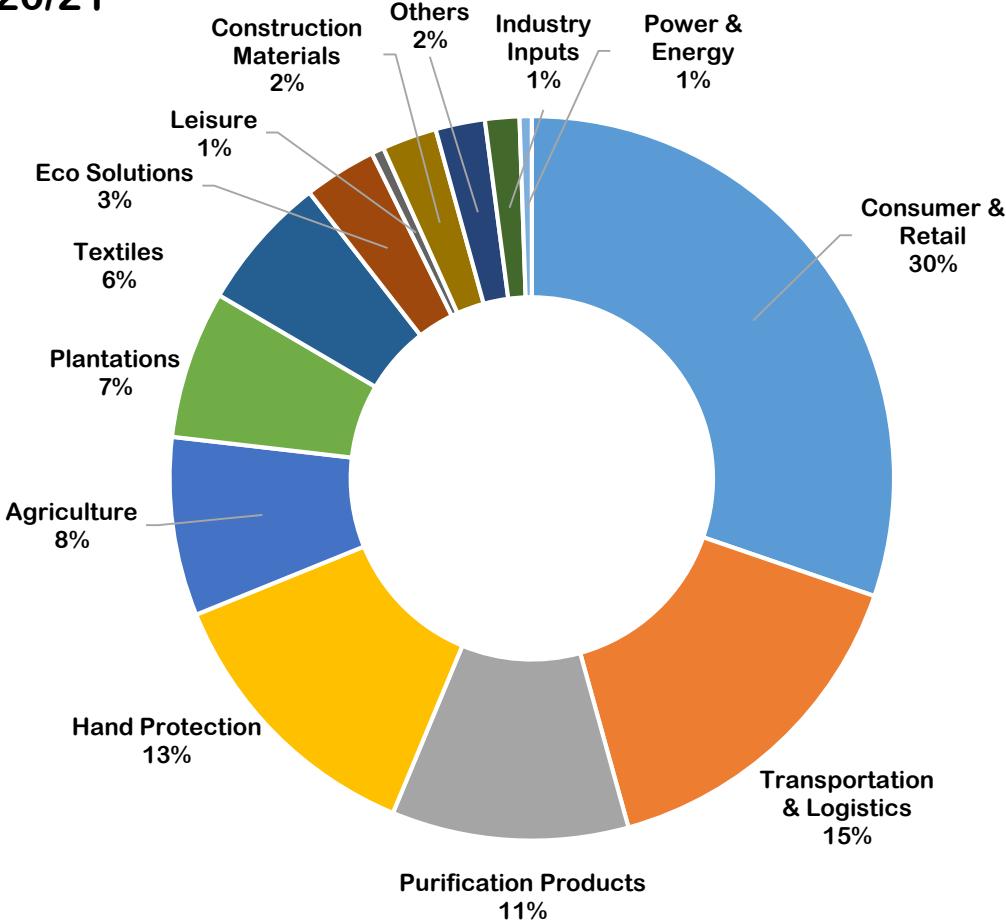


PAT (USD'mn)

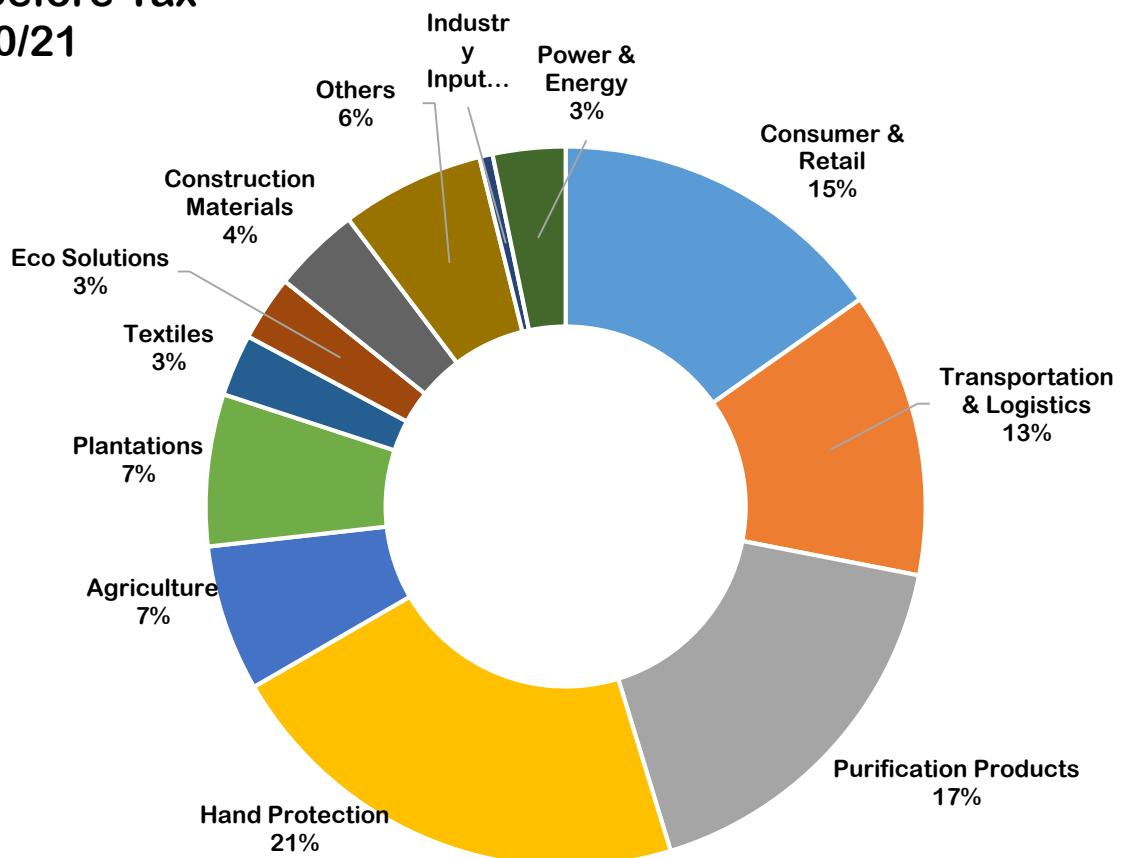


# Diversity of Revenue and Profits

Revenue  
FY 2020/21



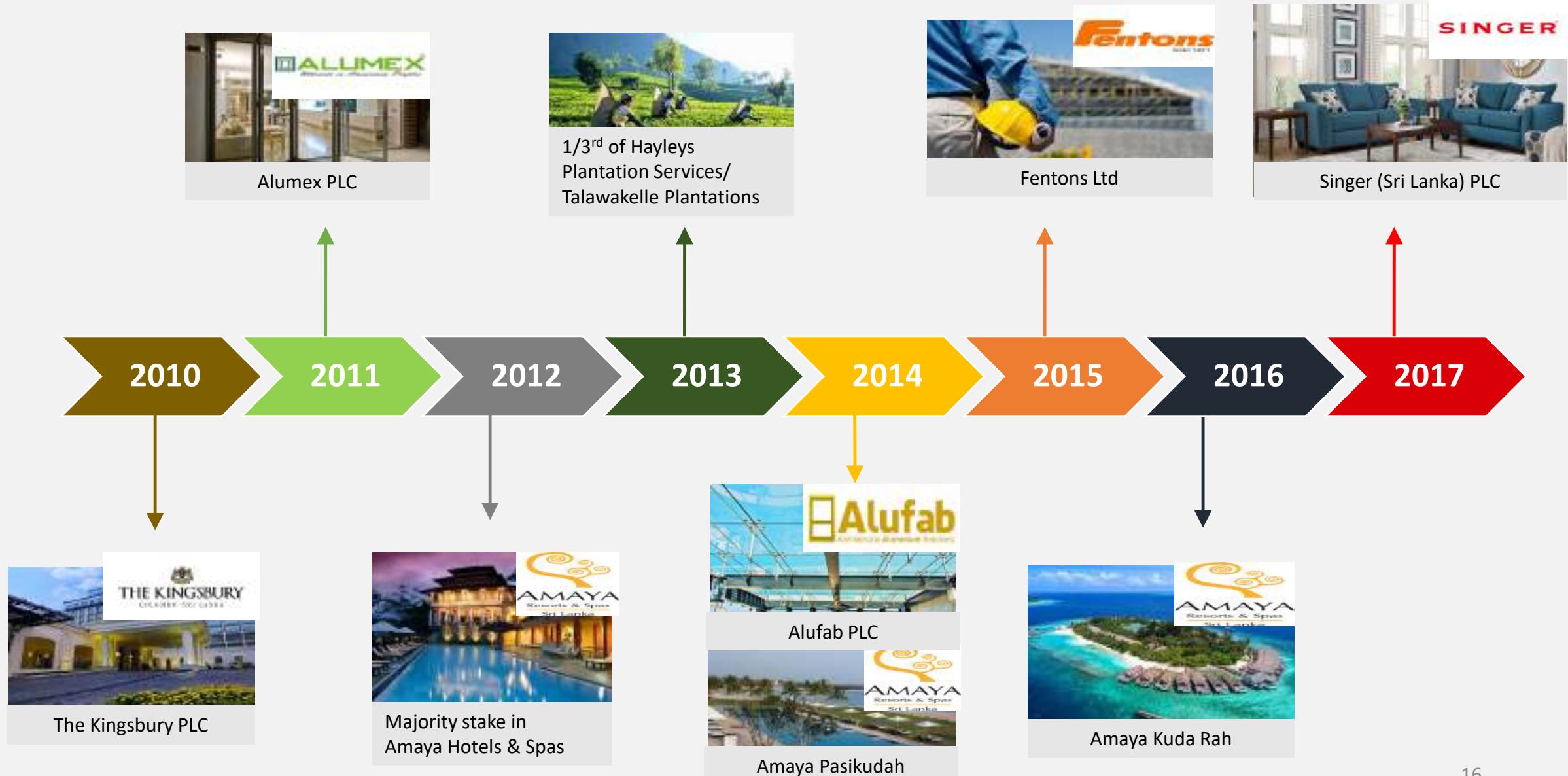
Profit Before Tax  
FY 2020/21



# 5 Years at a Glance

Figures in USD Mn	FY 2020/21	FY 2019/20	FY 2018/19	FY 2017/18	FY 2016/17
Revenue	1,278	1,167	1,293	1,063	752
EBITDA	176	130	123	100	87
EBIT	137	91	94	74	65
PBT	102	31	32	38	47
PAT	74	16	16	21	34
As at 31 <sup>st</sup> March					
Total Assets	1,398	1,308	1,316	1,366	877
Total equity with MI	376	331	351	390	392
Equity Attributable to Owners	238	209	229	258	276
Total Interest Bearing Borrowings	573	651	643	603	302
Total Capital Employed	949	982	995	993	694
For the Financial Year Ended					
Debt/EBITDA (x)	3	5	5	6	3
ROCE (EBIT/Capital Employed)	14%	9%	9%	7%	9%
ROE (PAT/Total Equity with MI)	20%	5%	5%	5%	9%
Debt/ (Debt+ Equity)	60%	66%	65%	61%	44%
Exchange Rate (USD/LKR)					
Average for FY	188.79	180.28	169.55	153.51	148.17
As at 31 <sup>st</sup> March	199.83	189.91	176.09	155.6	151.99

# 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	20/21	19/20
Revenue (USD Mn)	41.5	34.5
PBT USD Mn)	4.0	2.3
Total Assets (USD Mn)	65.2	61.1

## 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	20/21	19/20
Revenue (USD Mn)	161.0	99.1
PBT (USD Mn)	29.4	5.6
Total Assets (USD Mn)	137.8	69.1

## 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	20/21	19/20
Revenue (USD Mn)	135.0	126.6
PBT (USD Mn)	23.7	12.0
Total Assets (USD Mn)	114.8	98.4

## 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	20/21	19/20
Revenue (USD Mn)	77.2	67.1
PBT (USD Mn)	3.8	1.7
Total Assets (USD Mn)	57.9	48.9

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



# Construction Materials

Alumex PLC

Premier manufacturer 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	20/21	19/20
Revenue (USD Mn)	31.2	25.8
PBT (USD Mn)	5.4	0.4
Total Assets (USD Mn)	38.4	35.8

## 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	20/21	19/20
Revenue (USD Mn)	101.9	75.6
PBT (USD Mn)	9.0	5.6
Total Assets (USD Mn)	80.2	72.0

## 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	20/21	19/20
Revenue (USD Mn)	84.4	70.1
PBT (USD Mn)	9.4	1.2
Total Assets (USD Mn)	81.0	70.7

## 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



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	20/21	19/20
Revenue (USD Mn)	197.3	241.9
PBT (USD Mn)	17.7	14.1
Total Assets (USD Mn)	196.01	216.0

## Key Products/ Activities

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

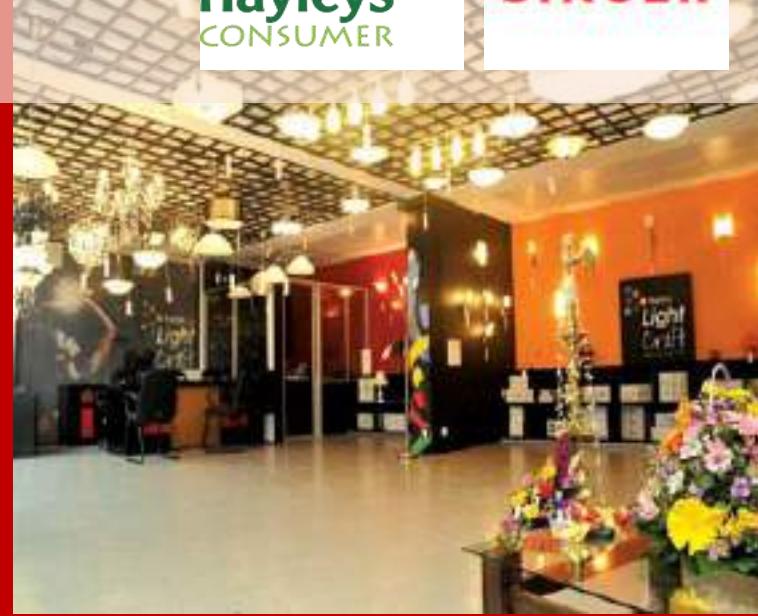


# Consumer & Retail

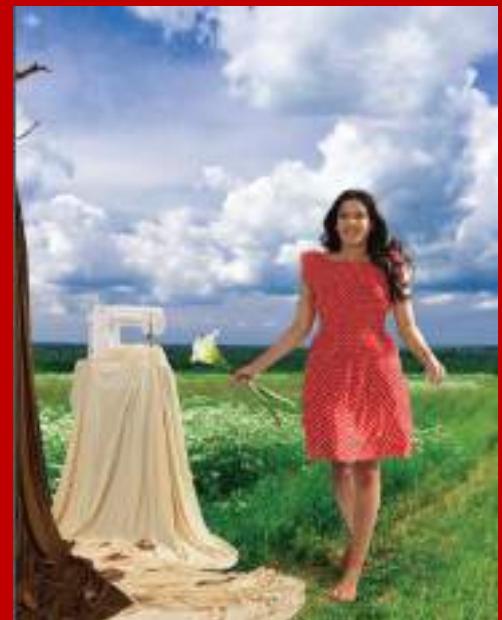


Singer (Sri Lanka) PLC

Hayleys Consumer Products



FY	20/21	19/20
Revenue (USD Mn)	386.8	341.5
PBT (USD Mn)	21.0	3.6
Total Assets (USD Mn)	351.9	347.4



# Retail



## 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.

PANTENE STRONGER INSIDE, SHINIER OUTSIDE



# 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	20/21	19/20
Revenue (USD Mn)	26.5	33.4
PBT (USD Mn)	5.3	5.5
Total Assets (USD Mn)	67.5	71.8

### Key Products/ Activities

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



# Leisure



## The Kingsbury PLC

## Amaya Hotels & Spas

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

FY	20/21	19/20
Revenue (USD Mn)	7.1	24.9
PBT (USD Mn)	-13.1	-4.9
Total Assets (USD Mn)	78.2	85.7



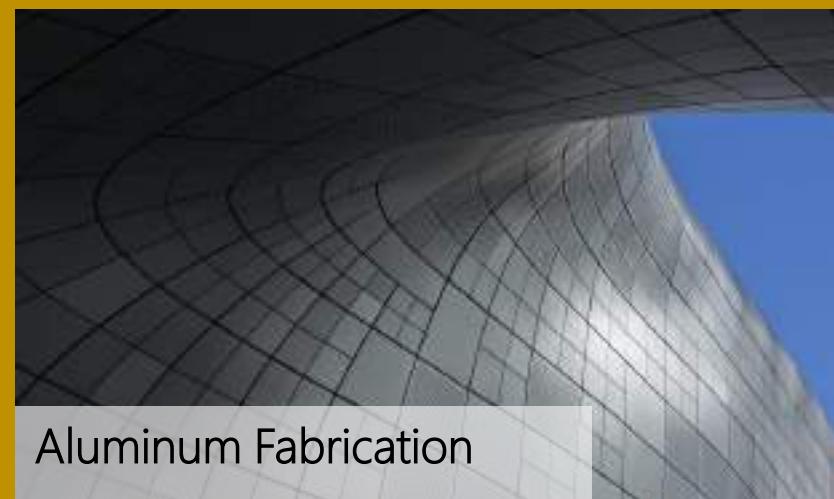
# Investments & Services

Hayleys PLC (Holding Company)

Hayleys Business Solutions

Fentons Ltd

Unisyst Engineering PLC



FY	20/21	19/20
Revenue (USD.mn)	28.2	26.1
PBT (USD.mn)	8.9	-9.8
Total Assets (USD.mn)	362.4	373.2

# 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**

This Investor Presentation should be read in conjunction with the Hayleys Annual Reports to obtain a more comprehensive understanding of the drivers and strategies of our businesses. Whilst Hayleys PLC accepts responsibility for the accuracy of the information contained in this document, it does not assume any responsibility for investment decision made by the prospective investors based on information contained herein. In making the investment decision, prospective investors must rely on their own examination and assessments of the Company including the risks involved.