

February 08, 2024

The Compliance Manager
BSE Limited
Corporate Relationship Department,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai 400001.

Scrip Code: 500655

The Manager, Listing Department
National Stock Exchange of India
Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai 400 051.
Trading Symbol: GRWRHITECH

**Sub: Press Release on the unaudited Financial Results for the Quarter
and Nine Months ended December 31, 2023.**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of the Press Release on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2023.

For **Garware Hi-Tech Films Limited**

Awaneesh Srivastava
Company Secretary
FCS 8513

Garware Hi-Tech Films Limited

FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2023

Records Highest ever quarterly revenues and profitability

**Q3FY24 consolidated revenue up by 40% YoY at Rs. 454 crores and
PAT up by 84% YoY at Rs 56 crores**

**Paint Protection Film business continues robust performance,
driven by significant demand increase, contributing one-third of revenue**

Solar Control Film continues growth trajectory back with global demand recovery

Launched world's first Rooftop series for the automobile segment

Robust response received in Expo - Automechanika and ACE Tech (Architectural)

Mumbai, February 8, 2024: Garware Hi-Tech Films Limited (GHFL) (BOM: 500655 | NSE: GRWRHITECH), a global manufacturer of Solar Control Films (SCF), Paint Protection Films (PPF) and other specialty polyester films, announced results for the quarter and nine months ended December 31, 2023.

Consolidated Financial Summary:

Rs in crores (except EPS)

Particulars	Quarter Ended					Nine Months Ended			Year Ended
	Q3FY24	Q2FY24	Q3FY23	QoQ	YoY	9MFY24	9MFY23	YoY	FY23
Revenue	454	397	324	14.2%	39.9%	1,230	1,089	13.0%	1,438
EBITDA	85	74	52	14.3%	61.2%	231	199	16.3%	269
EBITDA %	18.7%	18.6%	16.2%	-	-	18.8%	18.3%	-	18.7%
PBT	73	61	40	20.3%	80.2%	192	164	17.3%	220
Cash Profit	66	56	38	18.0%	71.1%	175	146	19.8%	199
PAT	56	46	30	21.7%	83.8%	146	123	18.2%	166
PAT %	12.3%	11.6%	9.4%	-	-	11.8%	11.3%	-	11.6%
EPS – (Rs.)	24	20	13	-	-	63	53	-	72

Dr S. B. Garware, Chairperson and Managing Director of GHFL

"The solid performance presented today is a testament to our strategic and unwavering commitment to top-notch quality. Our thoughtful product expansion and meticulous introduction of superior offerings in the past, has laid this strong foundation and customer base. Going forward, product innovation remains our cornerstone, coupled with aggressive sales and marketing strategy, to drive us towards higher value-added products and profitability."

Ms Monika Garware, Vice Chairperson and Joint Managing Director of GHFL

" While the industry faced geo-political challenges, including "red sea crisis" and supply chain issues in the later part of the quarter, our performance remained strong. This resilience is attributed to strong demand for PPF, solid recovery in SCF across domestic and international markets, supported by effective shipping and logistics."

Business Updates:

Paint Protection Film (PPF)

The PPF business achieved a substantial 35% sequential revenue growth in Q3FY24 compared to Q2FY24, due to strong demand primarily from USA, Middle East and India. Recent launch of Ceramic Coating, complementing our PPF product line, aims to further enhance growth prospects. The business delivered a significant 36% contribution to total revenue in Q3FY24. The PPF plant is running at optimal capacity with intermediate processes supported by other lines.

Solar Control Film (SCF)

SCF business accounts for around one-third of the company's total revenue and has achieved a 10% sequential revenue growth in Q3FY24 compared to Q2FY24, due to improved global macroeconomic environment and surge in automobile sales. This growth momentum is expected to continue with strategic diversification into the architectural film segment. The architectural films products have made a successful debut at the recent ACE Tech expo, garnering considerable interest from key stakeholders.

The company foresees accelerated growth in the untapped domestic market. The recent unveiling of Rooftop series products at the Automechanika Expo underscores the company's dedication to meeting specific domestic market demands. Furthermore, the exhibition of PPF products at the expo garnered significant interest from OEMs, retailers, and car enthusiasts, reinforcing the company's focus on domestic market potential.

IPD Business

The IPD business experienced a decline in Q3FY24 compared to Q3FY23 due to industry headwinds. The capacity utilization of IPD plants stood at 72% in this quarter as compared 82% in Q3FY23. Despite this, the Company's strategic emphasis on expanding its specialty segments and improving capacity utilization underscores its commitment to strengthening market presence and increase future profitability for the IPD business.

Revenue Growth

GHFL delivered a robust performance in Q3FY24, achieving its highest-ever revenue and profitability. Consolidated revenues surged 40% to Rs. 454 crores and consolidated PAT increased by an impressive 84% to Rs. 56 crores, compared to the corresponding quarter last year, demonstrating the company's strong financial momentum. The key growth driver in Q3FY24 was the CPD segment, encompassing PPF and SCF businesses, which witnessed a remarkable 80% YoY revenue growth. This remarkable performance was partially offset by a 9% YoY decline in the IPD segment. Notably, 82% of GHFL's revenue comes from exports, primarily driven by North America and Asian markets. Additionally, the company's focus on value-add films contributes approximately 91% of its total revenue, positioning it for superior growth in the industry.

Margin

GHFL reported outstanding EBITDA growth in Q3FY24, demonstrating continued financial strength. EBITDA surged 61.2% YoY to Rs. 85 crores, with the margin expanding to 18.7% compared to 16.2% in the corresponding quarter last year. This improvement was primarily driven by higher volumes in the PPF and SCF film segments. However, margin pressure on IPD

products and strategic investments in marketing and sales initiatives partially tempered the EBITDA gains. While an aggressive marketing strategy has led to strong sales performance, it has also resulted in temporary margin pressures. The company is confident that these investments are expected to pave the way for sustainable growth and market leadership in the long term.

Conference Call:

The earnings conference call is scheduled on February 9, 2024, at 4:00 PM. The call details are available at [LINK](#)

About Garware Hi-Tech Films Limited

GHFL is a global manufacturer of Solar Control Films, Paint Protection Films and other specialty polyester films. GHFL is one of the few companies in the world to have a vertically integrated chips-to-film operation in Chhatrapati Sambhaji Nagar (Aurangabad), Maharashtra, India, with state-of-the-art facilities to produce a highly flexible product mix.

Learn more about GHFL on: www.garwarehitechfilms.com



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