# Twitter Thread by ■■■s■ ■■■■■■



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## Where is Hikal heading in the next 5 years?

## Explained judiciously by Mr. Sameer Hiremath in the Q4FY20 Concall.

## Note: It will not be a smooth journey.

**Viraj Mehta:** Sir if I look at the gross margin in our business, in FY2020 our gross margin has substantially improved compared to FY2019, what would you say the reason for the same is?

**Sameer Hiremath:** We concentrated on product mix especially in quarter four, I mean if you notice in spite of our lower sales our EBITDA margin actually improved in quarter four. So we are concentrating on product mix for the year.

**Viraj Mehta:** Right and Sir second question is more on the strategy side, I mean if look at the top in terms of lot of companies are getting a lot of enquiries from European suppliers and Japanese end users for shifting some portion of the products to India, I mean this is the time for us to utilize the capex that you have done over so much years, and after very soft revenue growth for last two years, do you see this year as a inflection point for us for rapid revenue growth over next one or two years?

**Sameer Hiremath:** Well the number of enquires have definitely increased considerably in the last few months and you are right I mean there has been a number of enquiries are coming and we are having a good manufacturing footprint, and environmental clearances in place and it is definitely very big positive for us and we have been able to utilize our capexes for more higher margin products so they are going to relook at taking also older products replacing in current product portfolio with higher margin products. The emphasis will be on margins and improving return on capital employed and cash flows going forward, which we are quite confident that we can do with the new products.