

## **Expect another acquisition this fiscal: GHCL**

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GHCL's wholly owned subsidiary Dan River has acquired the assets of HW Baker Lenin for USD 6.75 million.

Talking on the same, Sanjay Dalmia of GHCL says that currently, Baker has a turnover of USD 65 million and GHCL can push it to USD 100 million. He further added that another acquisition can be expected by the company within this financial year.

### ***Excerpts from CNBC-TV18's exclusive interview with Sanjay Dalmia:***

Q: What do these assets bring to the table? What kind of sales are you expecting from these additional assets?



A: This acquisition is very complementary to what Dan River is doing. It opens a whole new area of institutional buying or institutional selling for Dan River. Dan River was selling to retail chains across the US and now with this acquisition, it will have another opening with selling to the institutions - the hotels.

At the moment, this is a USD 65 million turnover company. Because it was not doing well; it went under Chapter 11, etc. We hope to get USD 100 million plus very shortly because all companies like these in the hotel industry are looking for companies like us, who can source it for them at a much competitive price from Asia.

Q: Just to clarify, since it was a Chapter 11 company, which means it had filed for bankruptcy, are you not saddled with any of its debts?

A: It was a Chapter 11 company, but we have just taken the assets, we haven't taken any of the liabilities, etc.

So the company adds to the bottomline of Dan River. Potentially, in a year, it gives 8-10 million additions to our bottomline in Dan River, and 65 million topline.