



Ref. No.: SIL/CHD/2023-24/29012024

Dated: 29.01.2024

The Manager
Listing Department
BSE Limited (BSE)
Corporate Relation Department,
Phiroze Jeejeebhoy Towers, 25TH Floor
Dalal Street, Mumbai-400001

The Manager,
Listing Department,
National Stock Exchange of India Ltd (NSE)
Exchange Plaza, C-1 Block G, Bandra Kurla
Complex, Bandra, Mumbai -400051

BSE Scrip Code: 526951

Trading Symbol: STYLAMIND

**Sub: Investor Presentation for the quarter and Nine Month year ended
December 31, 2023**

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find enclosed the Presentation for the quarter and Nine month ended December 30, 2023.

Please take the same on record

Thanking You,

For Stylam Industries Limited

Sanjeev Kumar Sehgal

Company Secretary & Compliance Officer

Stylam Industries Limited

Regd. Office: SCO 14, Sector 7C, Madhya Marg, Chandigarh (INDIA)-160019, **T:** +91-172-5021555/5021666, **F:** +91-172-5021495

Works I: Plot No. 192-193, Industrial Area Phase-1, Panchkula (Haryana) INDIA - 134109, **T:** +91-172-2563907/2565387

Works II: Village Manak Tabra towards Raipur Rani, Mattewala Chowk, Distt. Panchkula (Haryana)

W: www.stylam.com, **CIN:** L20211CH1991PLC011732 (Govt. of India recognised Star Export House)



STYLAM INDUSTRIES LIMITED

INVESTOR PRESENTATION

Q 3 F Y 2 4 - D E C . 2 0 2 3

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Corporate Overview



- Stylam Industries is the one of the fastest growing companies in the high-quality decorative laminates and allied products industry.
- We operate Asia's largest single location laminate manufacturing plant with a diverse product portfolio, catering to a wide range of customer preferences, built with over 32 years of experience in the industry.
- We are a pioneer in India for introducing the PU+ Lacquer Coating process thereby producing high quality, high value-add laminate finishes. Apart from laminates, we have state of the art technologies and manufacturing facilities for Solid Acrylic Surfaces and Panels.
- We also diversified into a new segment and added a short cycle press capacity for lamination of impregnated paper on Medium Density Fiber (MDF) panels.
- About two-third of our revenues are derived from exports to over 80 countries; the balance being derived from our presence across the Indian subcontinent.

CELEBRATING

A stylized red "32" with two small stars above the "2", and the word "YEARS" in red below it.

YEARS

Stylam is proud to have completed 32
glorious years.

And counting.

Stylam Footprints

8 Union
Territories

Available
28 States`

2000+
Cities

80+
Countries

Diversified Product Portfolio (1/3)



Stylam laminates have set benchmarks in the past because of the unique design range and consistently high quality.



FASCIA brings a unique façade system, manufactured using special quality resins, thereby providing effective weather protection.



CUBOID - modular restroom and locker cubicle systems. The range has been crafted with the finest materials and highest quality of fixtures and fittings.



Granex Solid Surfaces is an extremely versatile product - tough, durable, non-porous and repairable, that can be customized to integrate seamlessly.



With a perfect blend of royalty and modernity, innovation and creation, Tablex provides a wide range of applications in Interior & Exterior. Our products are marked by unsurpassed quality, durability, and impassioned artistry and are well supported by innovative manufacturing techniques



Anti-Fingerprint Laminates are used in the most demanding interior design applications. A unique technology during manufacturing ensures that finger marks are almost never visible.



GLOSSPRO+ Laminates are crafted with State-of-the-art machines having a cutting-edge German Technology. The brilliance of gloss shall stay through years without any signs of wearing out.



Beauty, innovation, sustainability. Stylam introducing a new innovative product in the world of architecture and living. STELLA TILES a lightweight, versatile and resistant material that goes beyond the look of natural materials: decorative elements and sophisticated designs lend a distinctive quality personality to any project

Diversified Product Portfolio (2/3)



UNICORE LAMINATES

What makes UNICORE unique is the identical colour of the decorative surface and its core layers as well.

DiGi delight DIGITAL LAMINATES

Digital Laminates have just the features everyone has needed. A whole new world of creative and quality laminates among customized designs.

SYNCHRO LAMINATES



Stylam Synchro Laminates have the real feel of wood and an elegant natural look while carrying all advantages of a laminate.

CHEMICAL RESISTANT LAMINATES



Plus Guard Stylam Laminate provides a highly durable surface in lab conditions and has better abrasion and scratch resistance.

POST FORMING LAMINATES

Post Forming Laminates enhance the decorative property of the edges of any regular laminate by ensuring no seams around the corners and a smooth, evenly laminated surface.

MAGNETIC LAMINATES



Magnetic Laminates have a strong magnetic effect and can be written on with chalks or special board markers. They are ideal for a wide variety of applications.

MIRROR SHIELD LAMINATE

Mirror laminates are considered ideal for adding flair to light duty, horizontal or vertical applications. They can be used on walls, furniture, retail fixtures, signages, exhibits and display areas.

CHALK BOARDS & MARKER BOARDS

Chalkboard Laminate is the perfect solution for any space or application that demands a durable and affordable writing surface.

Diversified Product Portfolio - Multiple Applications (3/3)



The Creativity that is Contagious



DECORATIVE LAMINATES



www.stylam.com



www.stylam.com

Encounter Brilliance In Every Corner



HIGH GLOSS LAMINATES



www.stylam.com



Effortless Elegance. Spotless Happiness. ANTI-FINGERPRINT PRELAM BOARD



Padouk Wood 2903

www.stylam.com

The Push of Elegance



DIGITAL LAMINATES



www.stylam.com



Enhancing Beauty, Defining Architecture

EXTERIOR CLADDING

www.stylam.com



Redefining Aesthetics, Inspiring Beautiful Living

DECORATIVE LAMINATES

www.stylam.com



WHERE STYLE MEETS DURABILITY



WWW.STYLAM.COM

Manufacturing Infrastructure: One of the largest in Asia (1/2)



Asia's Largest
Laminate Plant



Manufacturing Infrastructure: State of the Art Facilities (2/2)



- Stylam operates one of the largest single location laminate manufacturing plants in Asia, spread across 58 acres having **an annual capacity of 16 mn sheets.**
- We are a Global Pioneer for the 'Hot Coating Process' of PU+ Lacquer coating on thin laminates. This one-of-a-kind Hot Coating Process machine is made with a patented technology by KLEIBERIT and BARBERAN.
- We are also a Pioneer in India for Solid Acrylic Surfaces, setting up the first production line to manufacture these products in India.
- We had received a Certification from NSF International, USA for our Solid Acrylic Surface products.
- Over 1,800 Team mates devote themselves to Stylam and its vision with a smile daily.
- Stylam is setting up a new plant for the manufacturing of laminate sheet adjoining to its existing plant in Manak Tabra , Panchkula Haryana.

Strong Global & Domestic Presence



Well penetrated globally as well as a wide domestic presence



Europe

1. Netherlands
2. Italy
3. Germany
4. Belgium
5. France
6. Denmark
7. Turkey
8. Finland
9. Estonia
10. Switzerland
11. Cyprus
12. Poland
13. Bulgaria
14. Czech Republic
15. Spain

The Far East

1. Indonesia
2. Malaysia
3. Singapore
4. Thailand
5. Cambodia
6. Philippines
7. Taiwan
8. Vietnam
9. South Korea

The Middle East

1. Saudi Arabia
2. Kuwait
3. Yemen
4. Qatar
5. Jordan
6. Lebanon
7. Bahrain

North America

1. USA
2. Canada
3. Dominican Republic
4. Mexico
5. Puerto Rico
6. Nicaragua

South America

1. Colombia
2. Venezuela

Global presence in over 80 countries across Europe, Middle & Far East, the Americas (North and South), Asia, Africa and other geographies;

Increasing domestic presence across the country.

WHAT MAKES STYLAM UNIQUE

- ✓ Asia largest manufacturing plant
- ✓ State of the art technology
- ✓ Best Quality
- ✓ European Design Paper
- ✓ International and Wide Range of Designs
- ✓ Big Product Basket
- ✓ Best Price



Marketing Initiatives

- ✓ Signboards
- ✓ Shop in Shop (Fascia+)
- ✓ Dealers Certificate
- ✓ Wall Painting
- ✓ Magazine Ads
- ✓ Exhibitions Worldwide
- ✓ Carpenter Meets
- ✓ Leader of Stylam Program
- ✓ International Trip
- ✓ Digital Marketing (Instagram, Facebook, LinkedIn etc)



Exhibition Worldwide/ Worldwide Presence:



Stylam actively participates in exhibitions worldwide to establish a global presence and showcase the products range to a diverse audience.

interzum 2023 



interzum 2023 

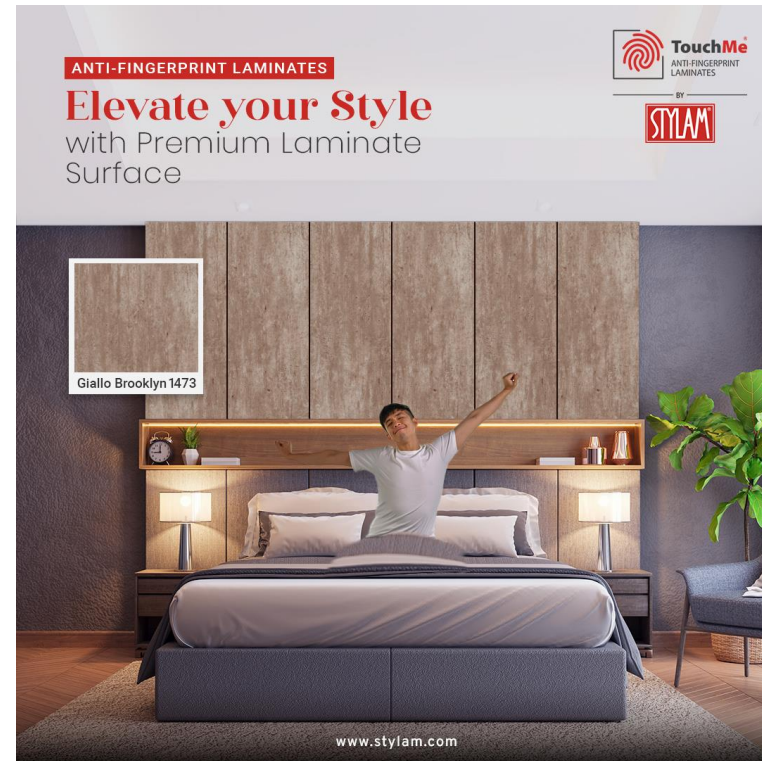
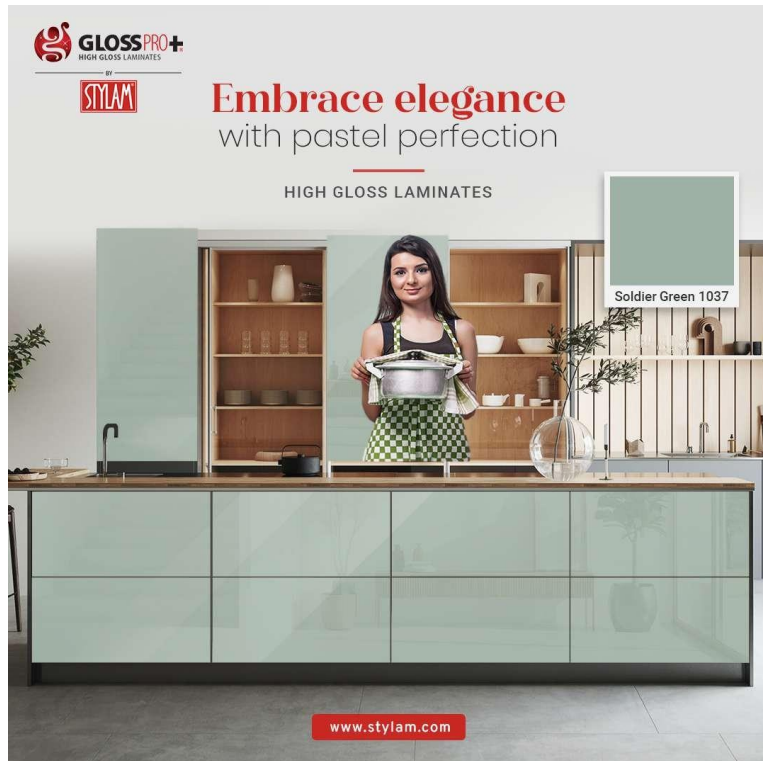


interzum 2023 



Digital Marketing

Main objective is to keep the followers well-informed about the latest products of STYLAM through Digital Marketing.



Digital Marketing



Embrace the vibrant shades this **Navratri** to feel the **#FestiveVibe** **#WithStylam**

www.stylam.com

STYLAM

Curves that Embrace your Space's Style.

POST-FORMING LAMINATES

Tico Walnut 2283

www.stylam.com

STYLAM

Trick or Treat and be scary

Happy Halloween

www.stylam.com

STYLAM

Loyalty Program



Leaders of STYLAM
Hero of everyhome's story!

हर दिन **बड़ा बेहतर** इनाम घर ले जाएं

बड़ा लक्ष्य बड़ी जीत

Granex	GLOSSPRO+	TouchMe
Cuboid	DiGidelight	SMART BOARD WHITE CHALK BOARD
FASCIA	CHEMICAL RESISTANT LabMATE LAMINATES	COMPACT LAMINATES
MIRROR SHIELD LAMINATES	MAGNETIC LAMINATES	FIRE RETARDANT LAMINATES
POSTFORMING LAMINATES	GLOSSPRO+	UNICORE LAMINATES

Leaders of STYLAM
Hero of everyhome's story!

EASY • INSTANT • MORE REWARDING

GET STARTED IN **3** SIMPLE STEPS

REGISTER CLAIM & EARN REDEEM

SILVER	GOLD	PLATINUM
18,000 POINTS	36,000 POINTS	75,000 POINTS
TIER BONUS IN POINTS	TIER BONUS IN POINTS	TIER BONUS IN POINTS
0.8MM - 1MM 4 POINTS 10 POINTS	0.8MM - 1MM 8 POINTS 15 POINTS	0.8MM - 1MM 12 POINTS 20 POINTS

Tier Benefits

1mm On every purchase of 1mm sheet contractor will earn 75 Points

.8mm On every purchase of 0.8mm sheet, contractor will earn 38 Points


Awards & Recognitions




“Over the last three decades we have strived to achieve our dream which has been a constant endeavor. We aim to improve each day and these recognitions motivate us to aim higher and perform better.”

The ISO 9001:2015 certification is a hallmark of integrity, quality and reliability. The design and efficiency of the laminates have earned us the CE Marking Award.

Stylam takes pride in being recognized as:

 Export House by the Government of India, meeting all the quality, safety and green standard requirements while operating as a responsible corporate citizen.

 Recognised by Financial Times and Statista as one of the FT 1,000 High-Growth Companies Asia-Pacific 2018.

 Honored with the Power Brands Rising Star Award 2016.

 Honoured by the Renewable Energy Department for commendable work in adopting energy conservation measures under the L.T. Industry Category.

 Stylam is recognized by Forbes among 30 Indian Small and mid cap companies as Asia's best under a Billion 2023.

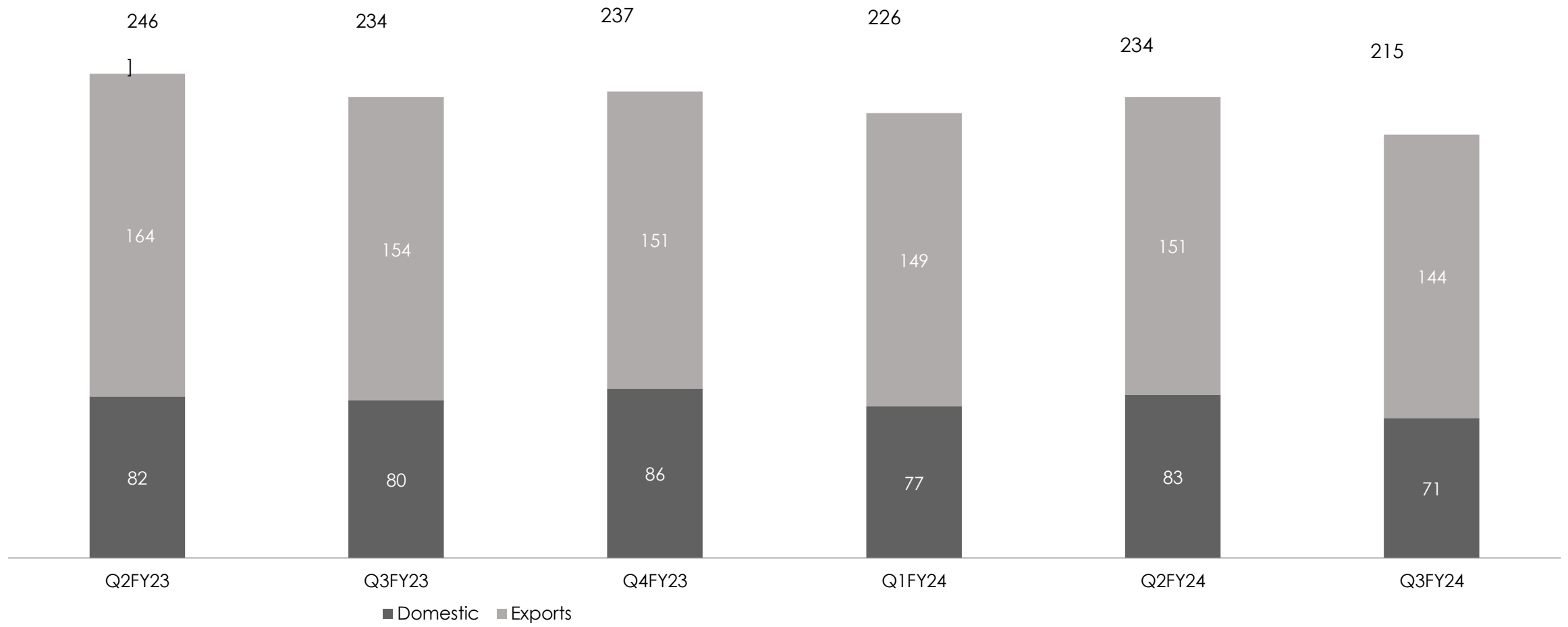
Summary Financial Performance (Consolidated)



(₹ crore)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24
Net Revenue	226	234	215		675
EBITDA	42	47	48		137
PAT	28	32	31		91

(₹ crore)	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23
Net Revenue	235	246	234	237	952
EBITDA	35	40	39	40	154
PAT	21	24	24	27	96

Quarterly Sales Performance



Figures in ₹ crore unless mentioned otherwise

Profit and Loss (Consolidated)



(₹ crore)	Q3FY24	Q2FY24	Q3FY23	9MFY24	FY23
Net Revenue	215	234	234	674	952
Material Consumption	109	124	131	359	531
Contribution	106	110	103	315	421
Contribution Margin (%)	49	47	44.1	46.73	44.2
Employee Expenses	19	19	18	56	69
Other Expenses	39	44	46	122	197
EBITDA	48	47	39	137	155
EBITDA Margin (%)	22	20	16.8	20.3	16.2
Other Income	2	2	0	4	1
Finance Costs	1	1	4	2	8
Depreciation and Amortization	5	5	4	16	20
Less: Exceptional Items	-	-	-	-	-
PBT	44	43	32	123	128
PBT Margin (%)	20	18.4	13.5	18.28	13.4
Tax Expense	12	11	8	32	32
PAT	31	32	24	91	96
PAT Margin (%)	14	13.7	10.3	13.50	10
<i>Sheets Sold (# mn)</i>	2.8	3.15	3.01	8.75	11.19

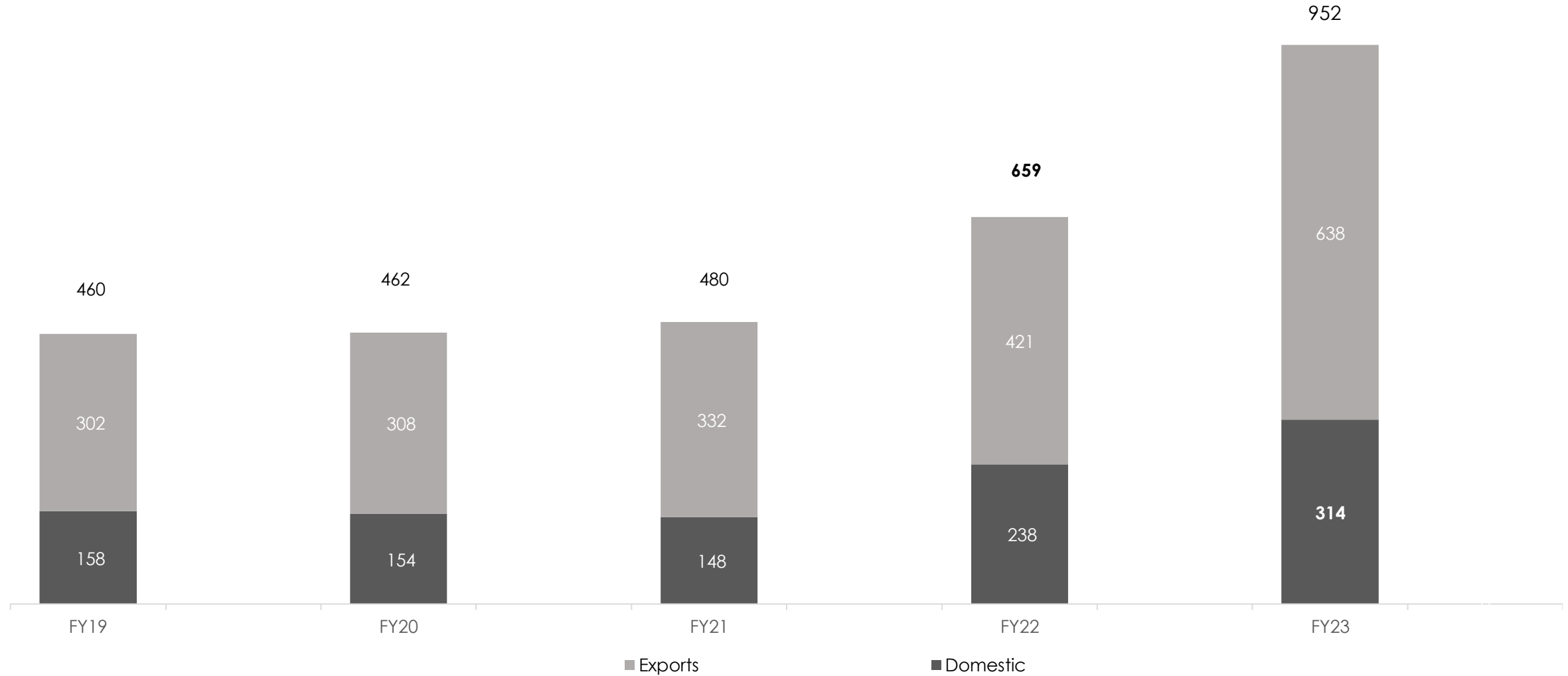
Balance Sheet (Consolidated)



ASSETS (₹ crore)	9MFY24	FY23	LIABILITIES (₹ crore)	H1FY24	FY23
Fixed assets	171	172	Equity share capital	8	8
Capital work in progress	12	13	Other equity	494	404
Investment in property	0	0	Net Worth	502	412
Other non-current assets	4	4	Long term borrowings*	3	11
Total non-current assets	187	189	Short term borrowings	0	36
Inventory	157	160	Total Debt	3	47
Trade receivables	128	126	Trade payables	45	40
Cash and bank	86	27	Other current liabilities	26	22
Other current assets	36	36	Other non - current liabilities	18	18
Total current assets	407	349	Total liabilities	89	80
Total assets	594	538	Total equity and liabilities	594	538

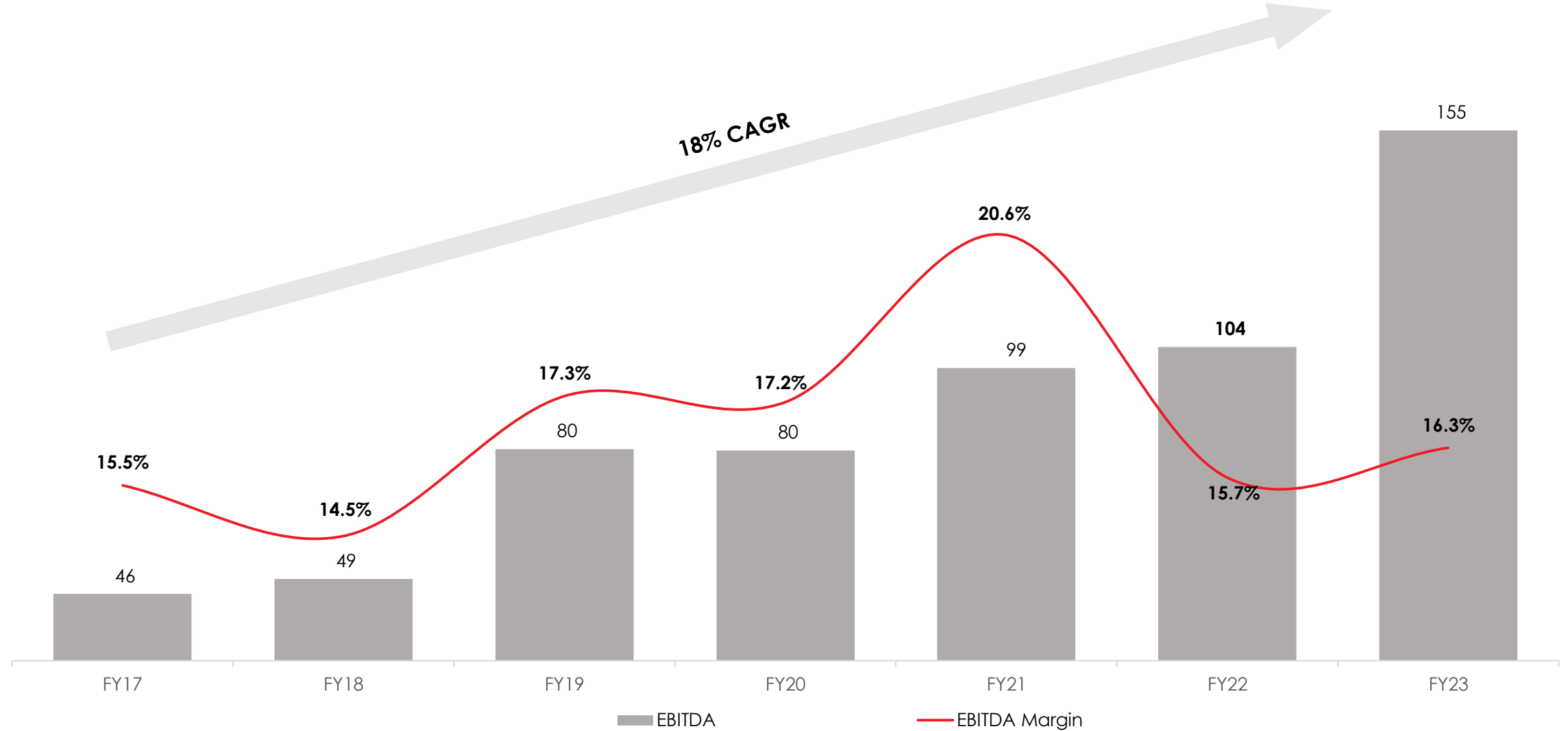
Note - *Long Term Borrowings include current maturities

Historical Sales Performance



Figures in ₹ crore unless mentioned otherwise

Margin Profile



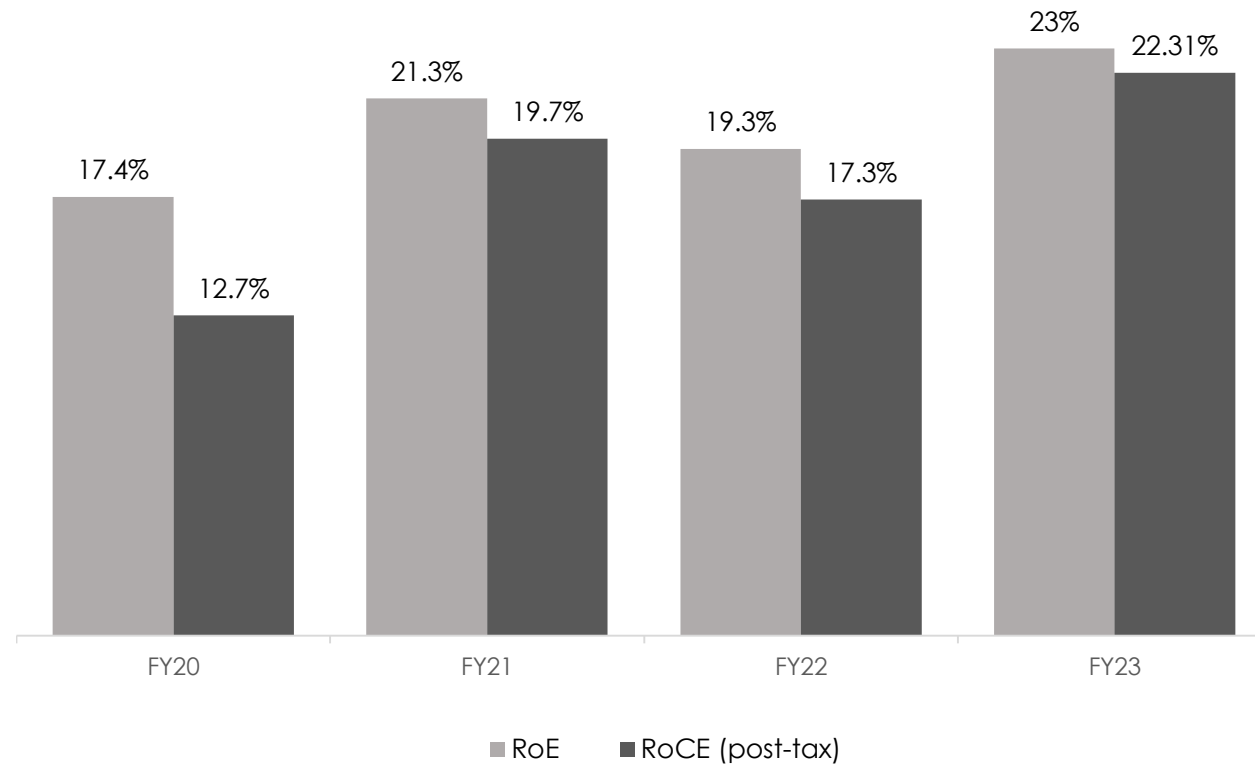
Figures in ₹ crore unless mentioned otherwise

Balance Sheet Transformation



Figures in ₹ crore unless mentioned otherwise

Improving Return Profile



Note – RoE and RoCE for FY20 has been computed without considering exceptional item for better comparison;

Review of Financial Performance (Q3FY24)



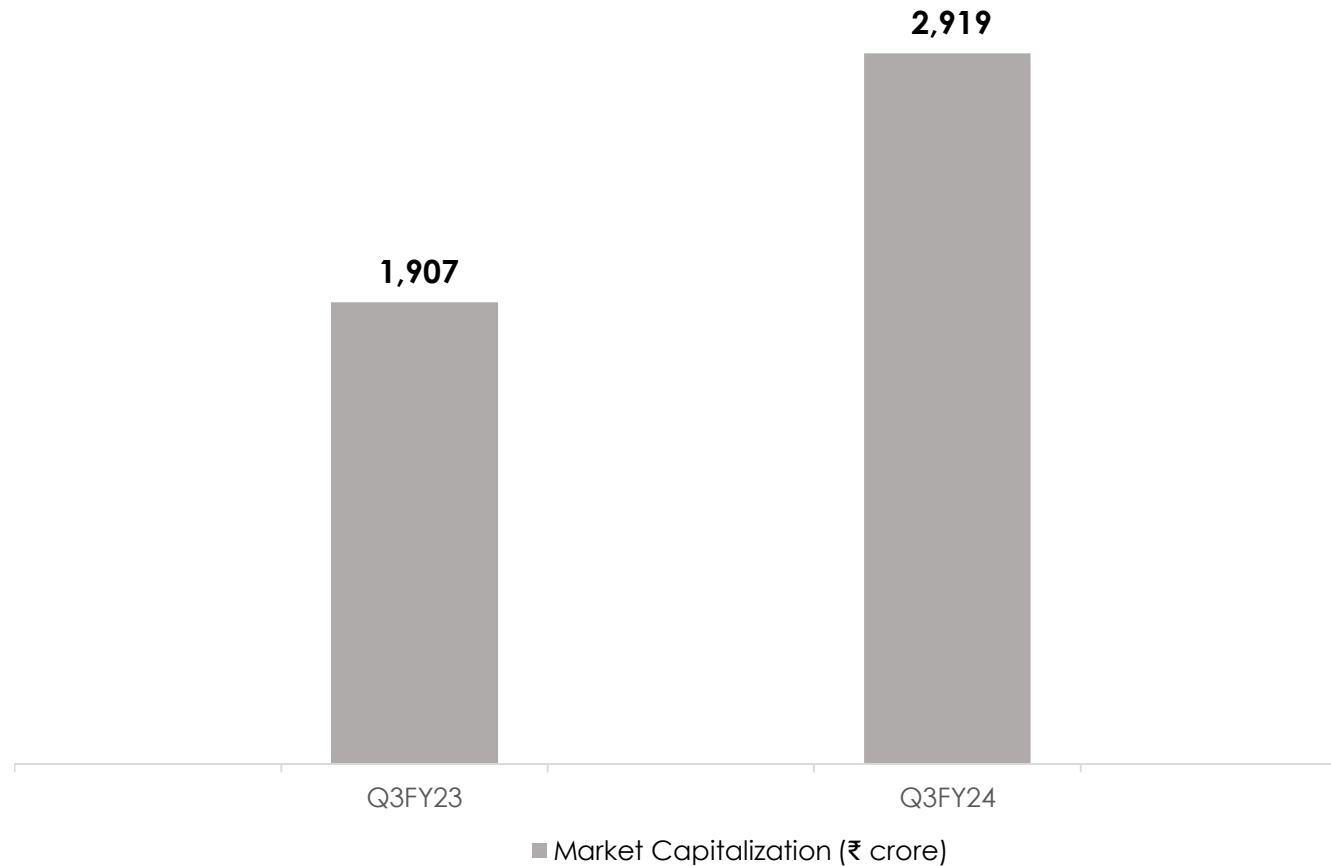
- Stylam clocked sales of INR 215 crore in Q3F24 quarter, with decline of 8.30 % YoY .
- Sales declined from exports, which is INR 144 crore (6.5 % YoY decline). & from domestic sales which is 71 crores (11.25 % YoY decline).
- The Company sold 2.8 million laminate sheets during Q3FY24 (vs. 3.01 million in Q3FY23; (7 % YoY decline). Per sheet realizations vary based on the product mix during the period.
- Contribution margin has improved as compare to previous quarter and now stands at 49 % for Q3FY24 (vs. 47 % in Q2FY24). Further, EBITDA for the quarter stood at INR 48 crore. In terms of margins, it stood at 22 % (vs. 20 % in Q2FY24 and 16.8 % in Q3FY23).
- Net debt stood at INR 0 as on 31ST December 2023. Net worth stands at INR 502 crores.

Vision 2025-2027



- The company has reached about 73% capacity utilization level in the laminates division. We had completed modular expansion at the existing facilities that has increased our capacity . This had entail a total Investment of INR 30 Cr.
 - Company has become the net debt free company & will ensure to maintain the debt free level even after setting up the new plant.
 - Improve and enhance share of value-add products in the product mix as well as expanding the product range.
 - Strengthen domestic presence with a deeper reach and penetration and creation of a strong brand.
 - Expand coverage across newer exports regions along with increasing business with existing partners.
- . Setting up of our new Plant for the manufacturing of laminate sheet as announced previously are progressing well, we had done the ground breaking ceremony (Bhoomi puja) on 03.01.2024 . We have also placed order for major plant and machinery, plant is expected to be operational in the third quarter

Value Creation for Shareholders



- During Q4FY21, the Company completed its sub-division of shares (i.e. share split).
- One share with Face Value INR 10 was split into two shares of INR 5 each.
- The total outstanding shares of the company increased from 84,74,030 to 1,69,48,060.
- We have also paid the dividend of Rs 2.5 per share on dated 17.11.2023.

Safe Harbor Statement



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THANK YOU

REGISTERED OFFICE: SCO 14, Sector-7C, Chandigarh

Plant 1: Plot No. 191, Industrial Area-1, Panchkula, Haryana

Plant 2: Village Manak Tabra, Ramgarh-Raipur Rani Road, Distt. Panchkula, Haryana

Website: www.stylam.com