

Greenlam/2020-21
November 02, 2020

The Manager,
BSE Limited
Department of Corporate Services
Floor 25, P.J. Towers, Dalal Street
Mumbai - 400 001
Fax No. 022-2272-3121/1278/1557/3354
Email: corp.relations@bseindia.com

The Manager,
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla Complex,
Bandra (E)
Mumbai - 400 051
Fax No. 022-2659-8237/8238/8347/8348
Email: cm1ist@nse.co.in

BSE Scrip Code: **538979**

NSE Symbol: **GREENLAM**

SUB: Press Release for Q2 H1 FY21 Results

Dear Sir/ Madam,

Please find enclosed the Press Release on the Financial Results of the Company for the quarter and half year ended September 30, 2020.

The above is for your reference and record.

Thanking You,
Yours faithfully,

For **GREENLAM INDUSTRIES LIMITED**



PRAKASH KUMAR BISWAL
COMPANY SECRETARY &
VICE PRESIDENT - LEGAL



Encl: As Above



Greenlam Industries Reports Unaudited Consolidated Financial Results for Q2 & H1 FY2021

Highlights for the Quarter ended September 30, 2020

- Net revenues reported at Rs. 289.3 crores, growth of 80.4% on QoQ basis
- Laminate export sales grew by 39.2% & domestic sales grew by 165.1% on QoQ basis
- EBDITA reported at Rs. 40.5 crores, growth of 414.6% on YoY basis
- Net Profit reported at Rs. 18.6 crores, against net loss of Rs. 7.7 crores in Q1

Highlights for Half Year ended September 30, 2019

- Net Sales reported at Rs. 450.0 crores, de-growth of 29.6% on YoY basis
- Laminate export sales de-grew by 9.5% on YoY basis
- EBDITA reported at Rs. 48.3 crores, de-growth of 38.4% on YoY basis
- Net Profit reported at Rs. 10.8 crores, de-growth of 69.8% on YoY basis

Financial Highlights for Q2 FY21 Results - Consolidated

Earnings Highlights					
(₹ in Crore)	Q2FY21	Q2FY20	Growth % (y-o-y)	Q1FY21	Growth % (q-o-q)
Net Sales	289.3	349.0	-17.1%	160.4	80.4%
EBDITA	40.5	48.5	-16.6%	7.9	414.6%
Profit before Tax	23.5	27.2	-13.8%	(9.5)	-
Profit after Tax	18.6	27.5	-32.6%	(7.7)	-
Basic EPS (₹)*	7.68	11.40		(3.18)	

*Not annualized

Financial Highlights for H1 FY21 Results – Consolidated

Earnings Highlights			
(₹ in Crore)	H1 FY21	H1 FY20	Growth % (y-o-y)
Net Sales	450.0	638.5	-29.6
EBDITA	48.3	78.4	-38.4
Profit before Tax	13.9	43.5	-67.9
Profit after Tax	10.8	35.9	-69.8
Basic EPS (₹)*	4.50	14.87	

*Not annualized

National, November 02, 2020: Greenlam Industries Ltd., leading manufacturers of surfacing products with its flagship brand Greenlam Laminates, Decowood Veneers, Mikasa Floors & Mikasa Doors & Frames, today announced its unaudited financial results for the second quarter and half year ended September 30, 2020.

For the second quarter ended Sept 30, 2020, net revenues from Operations stood at Rs. 289.3 crores, as compared to Rs. 160.4 crores in first quarter of the current financial year. Domestic and International revenues for laminate business grew by 165.1% and 39.2% QoQ and Operating Profit grew by 414.6% to Rs. 40.5 crores as compared to Rs. 7.9 crores in the first quarter of the current financial year. The company recorded a net profit of Rs. 18.6 crores, as compared to net loss of Rs. 7.7 crores in the first quarter of the current financial year.

For the half year end Sept 30, 2020, net revenues from Operations witnessed a de-growth of 29.6%, at Rs. 450.0 crores, as compared to Rs. 638.5 crores in corresponding half year of the previous financial year. International revenue for laminate business de-grew by 9.5% and Operating Profit decreased by 38.4% to Rs. 48.3 crores as compared to Rs. 78.4 crores in the corresponding of the previous financial year. The company recorded a net profit of Rs. 10.8 crores, as compared to Rs. 35.9 crores in the corresponding period last year.

Speaking about the results Mr. Saurabh Mittal, Managing Director and Chief Executive Officer, Greenlam Industries Ltd. said, *“This quarter observed improvement in sales on sequential basis as the markets opened up with the unlocking of economy. International business has come to near normalcy and the domestic business has shown significant improvement in revenues over previous quarter, however remained below pre COVID-19 levels. We held well on our balance sheet with respect to the significant debt reduction, reduced debtor days, improved working capital and cost management.*

In the upcoming months, the demand for housing and building materials definitely looks encouraging, however there will be continued uncertainty on both domestic and international fronts till the COVID-19 situation completely stabilizes.

At Greenlam, it is our constant endeavour to bring the best in surfacing products to our consumers. Considering the increased focus on different ways of maintaining hygiene both indoors and outdoors, we launched Antivirus surfaces in this quarter to help our customers build safer spaces around them. We developed technologically superior product with antivirus attributes and launched it extensively on Television, Digital Platforms and On-ground. The campaign highlighted the Safeguard PLUS™ Technology of Greenlam Laminates that comes with triple health & hygiene features – antivirus, antibacterial, antifungal. The campaign’s aim was to communicate that our laminate does not just look beautiful but is also effective in retarding and killing up to 99.99% of viruses and bacteria which come in contact with the surface. The campaign was well received by the audience including specifiers, trade and end consumers.*

We continue our commitment to bring to our customers the superior quality products that aid them to redefine their interior spaces.”

About Greenlam Industries Limited

Greenlam is among the world’s top 3, Asia’s largest and India’s No. 1 surfacing solutions brand. With its presence in over 100 countries, Greenlam has focused on developing quality products with great passion for innovation. It offers end to end surfacing solutions spread across laminates, compacts, veneers, engineered wooden floors and engineered wooden doors & frames to choose from. With two state-of-the-art manufacturing facilities in the country, it is the first choice of Home Owners, Architects and Interior Designers when it comes to transforming living spaces. And discovering such designs to add that touch of magnificence to your home is as easy as it can be.

We work in harmony with our environment. Greenlam thinks and acts to save and preserve nature in its pristine form by ethical sourcing of its raw materials from the world over. Coupled with this, the products are Greenguard Certified and come with antivirus, antibacterial and antifungal property, thereby ensuring they are environment friendly and safe to use.

With robust team of over 14,000 distributors and dealers along with more than 4500 employees, Greenlam is just a call away to give your spaces a new look.

For more information, please visit us at: www.greenlamindustries.com

Ashok Sharma

Greenlam Industries Limited

Ph.: + 91 11 42791399

Email: ashok.sharma@greenlam.com

Ridhima Krishan

Genesis BCW

Ph.: +91 8285243737

Email: ridhima.krishan@genesis-bcw.com