

Result Presentation

Q3 & 9MFY19

February 2019

Safe Harbour

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Greenlam Industries Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.



GREENLAM TODAY

- Among World's Top 3 Laminate producers
- Asia's Largest Laminate brand
- India's Largest Exporter of Laminates
- India's No. 1 Decorative Veneer brand
- India's Only Manufacturer of Engineered Wood Flooring
- India's 1st Organized Manufacturer of Engineered Door (Doors Sets & Frames)
- A one stop solution provider for All Surfacing Needs

Our Product Portfolio

Decorative Laminate & Allied products

Laminates	Compact Panel	MFC
Commodity to Premium products	Standard Compact Panel Lab Guardian Restroom & Locker solutions Clads - exterior façade panels	Melamine Faced Chip Board

Veneer & Allied

Decorative Veneer	Mikasa Floor	Mikasa Door
Natural Veneer Teak Veneer Engineered Veneer	Engineered Wood Floor	Engineered Door sets (Door + Frames)

A large portfolio of surfacing product catering to various segments across price points

Unaudited Consolidated Financials

Consolidated Financial Performance – Q3FY19

- Consolidated Net Revenue stood at INR 314 Crores as compared to INR 280 Crores, growth of 12%,
 - Laminate revenue grew 11.5% from INR 235.3 crores in Q3FY18 to INR 262.4 crores in Q3FY19
 - Domestic laminate revenue grew by 8.5%, however volumes grew by 1.9%
 - Laminate exports grew by 15.2% in INR value but remained flat in US Dollar terms. Volume de-grew by 0.7% for the quarter
 - Revenues of decorative veneer business grew by 2% from INR 34.7 crores in Q3FY18 to INR 35.4 crores in Q3FY19 with volume growth of 1.9%
 - Revenues of engineered wood flooring business stood at INR 9.1 crores in Q3FY19 as against INR 6.3 crores in Q3FY18, growth of 43.9%
 - Revenues of engineered door business stood at INR 7.0 crores in Q3FY19 as against INR 3.9 crores in Q3FY18, growth at 80.0%
- Gross Margin improved marginally by 20 bps to 48.3% in Q3FY19 from 48.1% in Q3FY18
- EBIDTA margin de-grew by 80 bps to 13.1% in Q3FY19 from 13.9% in Q3FY18
- EBIDTA grew by 5.1% to INR 41.1 crores in Q3FY19 as comparison to INR 39.1 crores in the Q3FY18
- PAT for the quarter grew by 14.2% at INR 19.8 crores, as against INR 17.4 Crores in corresponding quarter last year
- Working capital cycle increased by 3 day to 90 days, mainly on account of higher inventory

Consolidated Financial Performance – 9MFY19

- Consolidated Net Revenue stood at INR 920 Crores as compared to INR 834 Crores, growth of 10.4%,
 - Laminate revenue grew by 8.8% from INR 718.5 crores in 9MFY18 to INR 782.1 crores in 9MFY19
 - Domestic laminate revenue grew by 1.6% in value, however volume de-grew by 7.1%
 - Laminate exports grew by 17.6% in INR and 6.3% in US Dollar terms with volumes remaining flat for the period
 - Revenues of decorative veneer business grew by 8.5% from INR 87.0 crores in 9MFY18 to INR 94.4 crores in 9MFY19 and volume growth of 8.1%
 - Revenues of engineered wood flooring business stood at INR 30.0 crores in 9MFY19 as against INR 17.9 crores in 9MFY18, growth of 67.6%
 - Revenues of engineered door business stood at INR 14.0 crores in 9MFY19 as compared to INR 10.2 crores in 9MFY18, growth of 38.3%
- Gross Margin declined to 47.3% in 9MFY19 from 48.3% in 9MFY18, decline of 100 bps, , mainly due to pressure on raw material cost and rupee depreciation in the first half of the financial year
- EBIDTA margin de-grew by 80 bps to 12.4% in 9MFY19 from 13.2% in 9MFY18
- EBIDTA grew by 3.7% to INR 114.1 crores in 9MFY19 as comparison to INR 110.0 crores in the 9MFY18
- PAT for the quarter grew by 14.1% to INR 53.4 crores in 9MFY19, as against INR 46.7 Crores in corresponding period last year
- Working capital cycle increased by 3 day to 92 days, mainly on account of higher inventory

Consolidated Financial Performance

Profit and Loss Statement

INR Crores	Q3FY19	Q3FY18	YoY%	9MFY19	9MFY18	YoY%
Net Revenue	314.0	280.3	12.0%	920.5	833.6	10.4%
Raw Material	162.2	145.4		484.9	431.2	
Gross Profit	151.8	134.9	12.5%	435.6	402.4	8.3%
Gross Margin %	48.3%	48.1%	20 bps	47.3%	48.3%	-100 bps
Employee Cost	48.5	42.9		143.8	128.4	
Other Expenses	62.2	52.9		177.7	164.0	
EBIDTA	41.1	39.1	5.1%	114.1	110.0	3.7%
EBIDTA Margin %	13.1%	13.9%	-80 bps	12.4%	13.2%	-80 bps
Other (Income)/Cost	(0.7)	(0.6)		(1.1)	(1.3)	
Interest	4.4	4.4		13.6	13.7	
Depreciation	9.3	9.1		27.6	26.8	
PBT	28.0	26.1	7.5%	74.0	70.9	4.5%
PBT Margin %	8.9%	9.3%	-40 bps	8.0%	8.5%	-50 bps
Tax	8.2	8.7		20.7	24.1	
PAT	19.8	17.4	14.2%	53.4	46.7	14.1%
PAT Margin %	6.3%	6.2%	10 bps	5.8%	5.6%	20 bps

Consolidated Financial Performance

Balance Sheet

INR Crores	Sept-18	Mar-18
Shareholder's Fund	386.5	356.1
Share capital	12.1	12.1
Reserves & Surplus	374.4	344.1
Borrowings	263.7	251.7
Long Term Borrowings* *	99.0	122.1
Short Term Borrowings	164.7	129.6
Liabilities	239.3	215.5
Trade Payables	194.7	157.6
Other Liabilities	44.6	57.9
Total Liabilities	889.5	823.3

INR Crores	Sept-18	Mar-18
Non-Current Assets	361.1	352.9
Fixed assets	336.1	329.8
Goodwill	1.3	1.8
Other Non-Current Assets	23.7	21.4
Current Assets	528.4	470.4
Inventories	311.5	256.3
Trade receivables	159.0	170.5
Cash and Bank Balances	8.9	10.4
Other current assets	49.0	33.2
Total Assets	889.5	823.3

* *Include Current Maturity of Long Term Borrowings

Consolidated Financial Performance

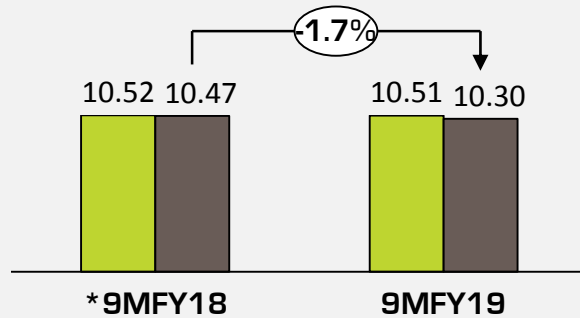
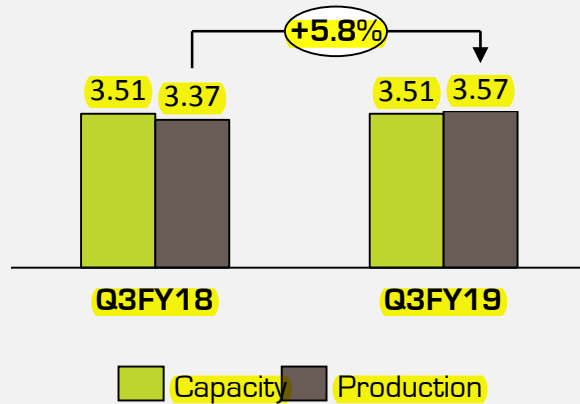
Laminates & Allied Segment

INR Crores	Q3FY19	Q3FY18	YoY%	9MFY19	9MFY18	YoY%
Net Revenue	262.4	235.3	11.5%	782.1	718.5	8.8%
Gross Profit	128.3	111.7	14.9%	371.5	341.9	8.7%
Gross Margin %	48.9%	47.5%	140 bps	47.5%	47.6%	-10 bps
EBIDTA	35.3	33.1	6.7%	104.8	98.5	6.4%
EBIDTA Margin %	13.5%	14.1%	-60 bps	13.4%	13.7%	-30 bps
Capital Employed	434.6	421.4		434.6	421.4	

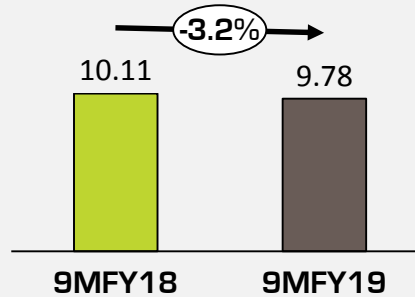
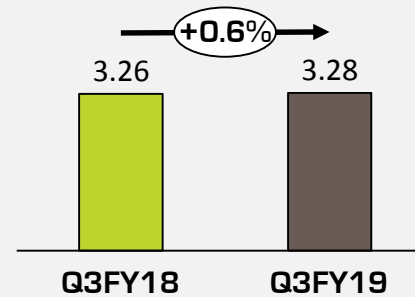
Consolidated Financial Performance

Laminates & Allied Segment

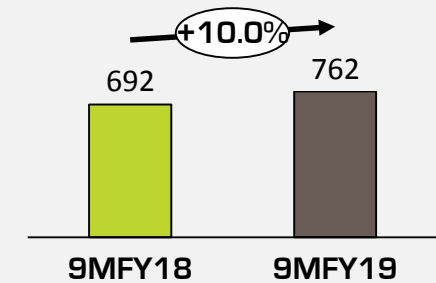
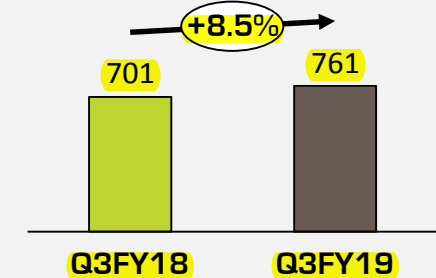
Production and Capacity (Mn Sheets)



Sales (Mn Sheets)



Average Realisation (INR / Sheet)



Consolidated Financial Performance

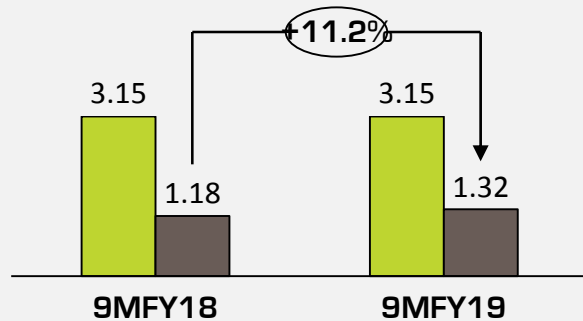
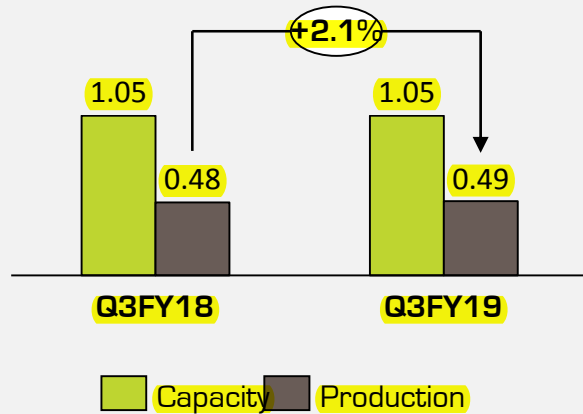
Veneers & Allied Segment

INR Crores	Q3FY19	Q3FY18	YoY%	9MFY19	9MFY18	YoY%
Net Revenue	51.5	45.0	14.6%	138.4	115.1	20.3%
Gross Profit	23.4	23.2	0.9%	64.1	60.5	5.9%
Gross Margin %	45.5%	51.7%	-620 bps	46.3%	52.6%	-630 bps
EBIDTA	5.7	6.0	-4.1%	9.3	11.5	-19.1%
EBIDTA Margin %	11.2%	13.3%	-210 bps	6.7%	10.0%	-330 bps
Capital Employed	216.1	184.7		216.1	184.7	

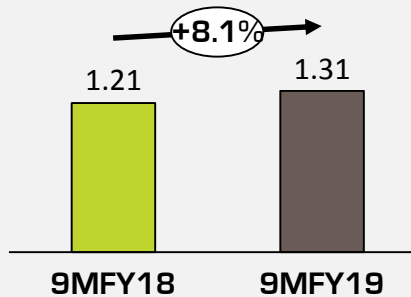
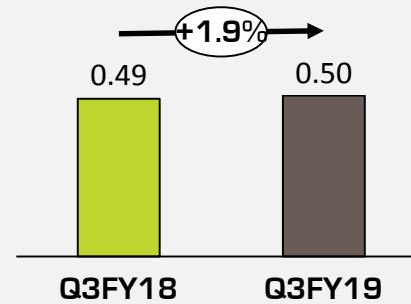
Consolidated Financial Performance

Decorative Veneers

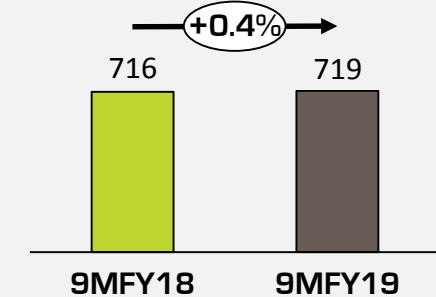
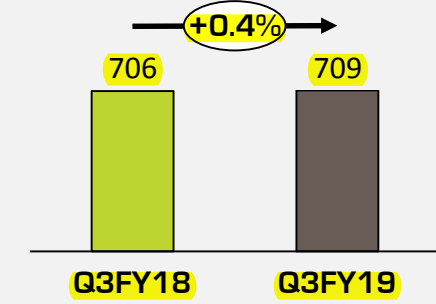
Production and Capacity (Mn Sqmt)



Sales (Mn Sqmt)



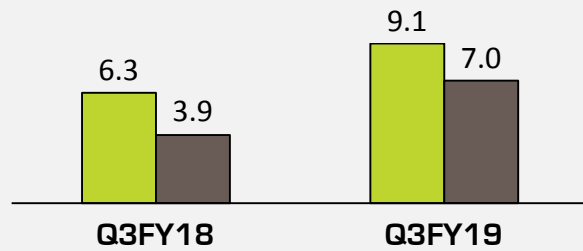
Average Realisation (INR / Sqmt)



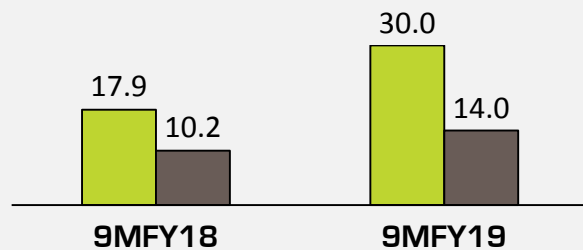
Consolidated Financial Performance

Engineered Doors and Floors

Revenue (INR Crores)



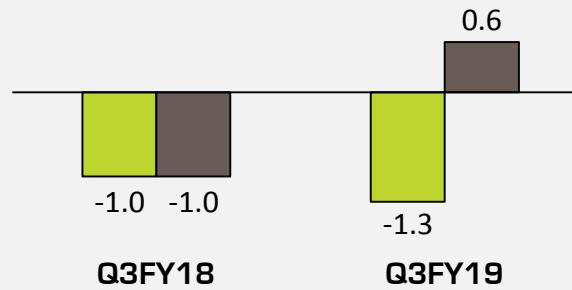
Floors Doors



9MFY18

9MFY19

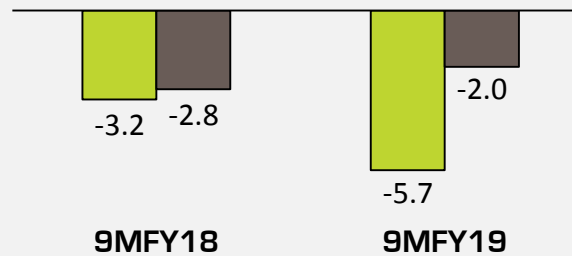
EBIDTA (INR Crores)



Q3FY18

Q3FY19

Floors Doors

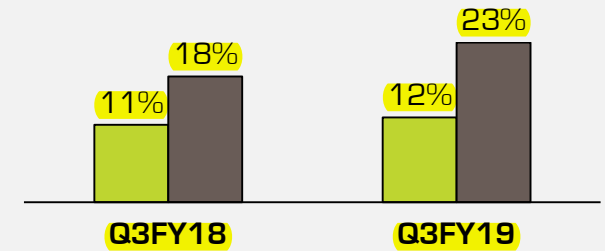


9MFY18

9MFY19

Floors Doors

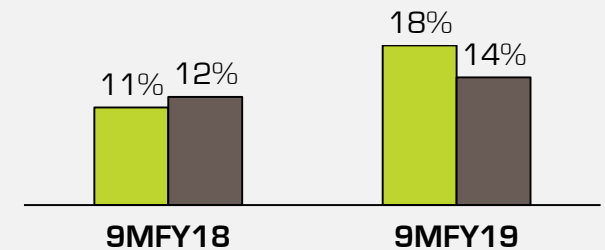
Capacity Utilization



Q3FY18

Q3FY19

Floors Doors



9MFY18

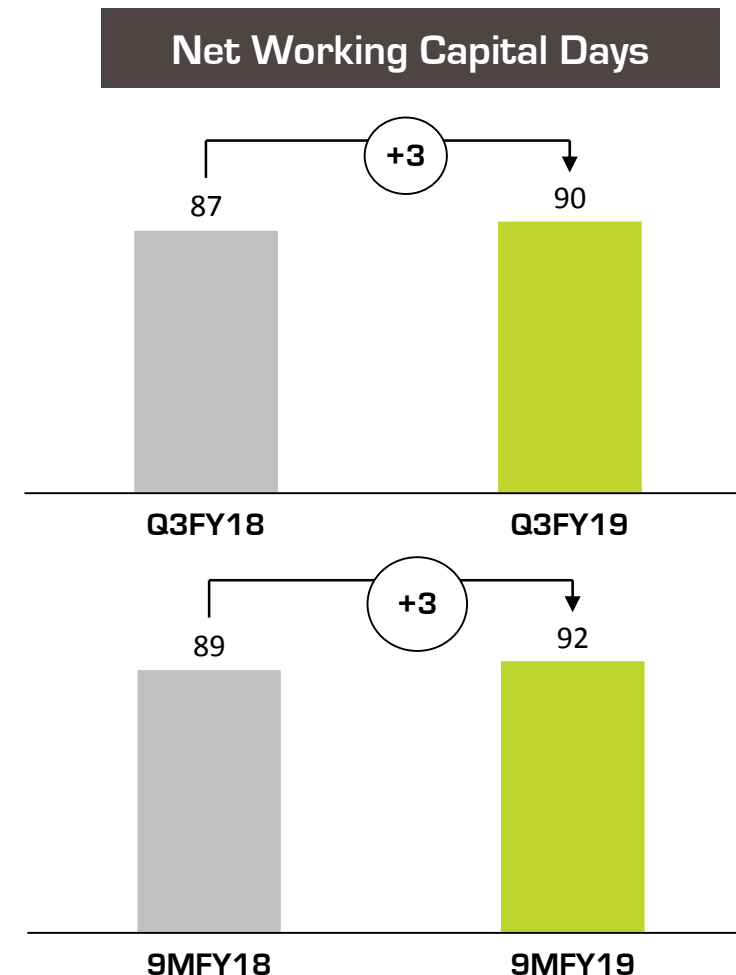
9MFY19

Floors Doors

Consolidated Financial Performance

Operating Parameters- Net Working Capital (Days)

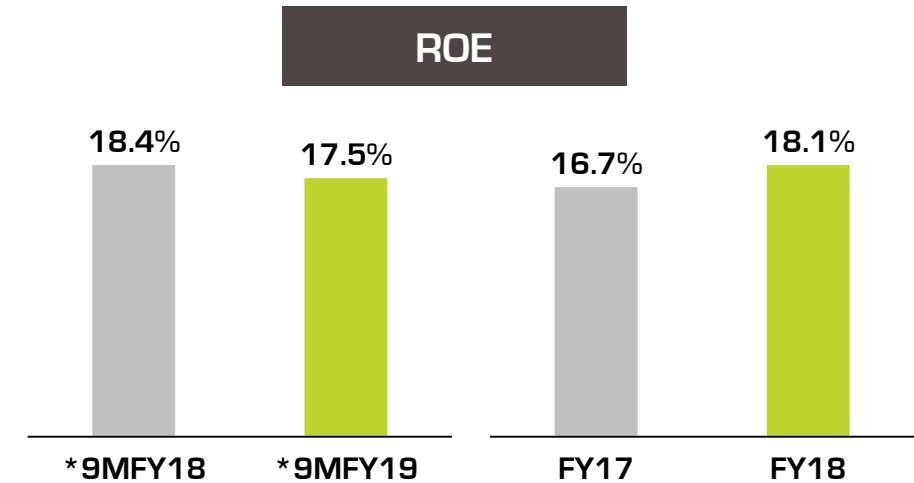
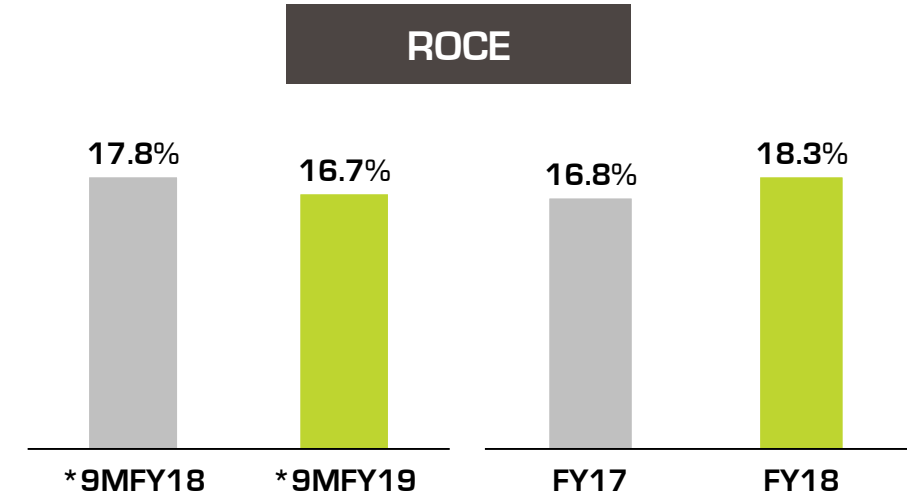
In Days	Q3FY18	Q3FY19	9MFY18	9MFY19
Inventory	88	97	90	100
Debtors	52	47	53	48
Creditors	53	54	54	55
Net Working Capital	87	90	89	92



Consolidated Financial Performance

Return Ratios – ROCE & ROE

INR Crores	9MFY18	9MFY19	FY17	FY18
EBIT	84.6	87.6	104.2	114.6
PAT	46.7	53.4	49.7	64.6
Capital Employed	629.6	696.9	618.5	627.4
Net Worth	338.1	404.6	298.1	356.1
ROCE	17.8%	16.7%	16.8%	18.3%
ROE	18.4%	17.5%	16.7%	18.1%



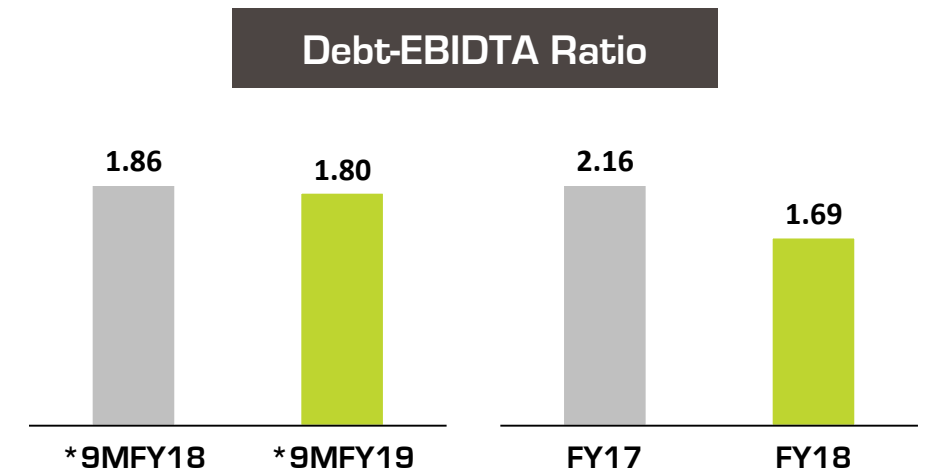
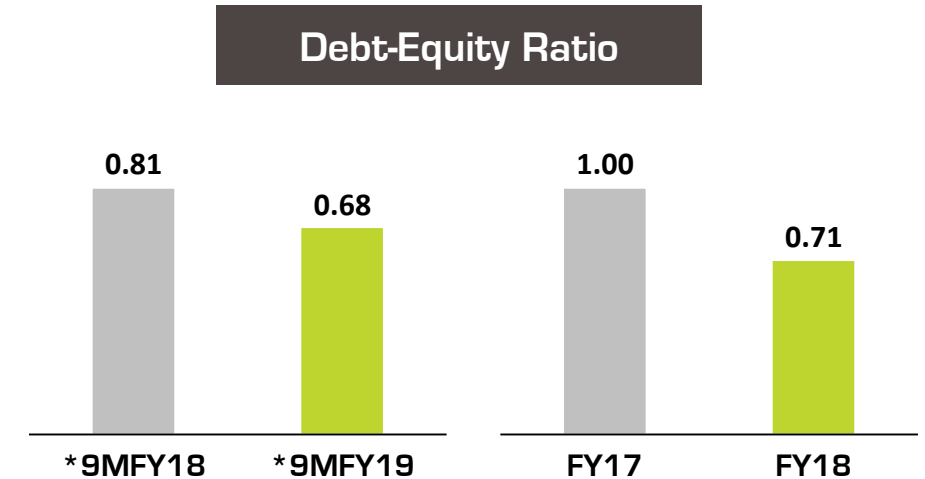
*Annualised Basis

FY17 financial data has been reclassified as per IND-AS

Consolidated Financial Performance

Debt Position

INR Crores	9MFY18	9MFY19	FY17	FY18
Long Term Debt (Including current portion)	131.3	89.9	137.5	122.1
Short Term Debt	141.9	183.6	161.0	129.6
Total Debt	273.2	273.5	298.5	251.7
Net Worth	338.1	404.7	298.1	356.1
EBIDTA	110.1	114.1	138.3	148.9
Debt – Equity Ratio	0.81	0.68	1.00	0.71
Debt – EBIDTA Ratio	1.86	1.80	2.16	1.69



*Annualised Basis

FY17 financial data has been reclassified as per IND-AS

For further information, please contact:

Company :

Greenlam Industries Ltd.
CIN: L21016AS2013PLC011624

Mr. Ashok Sharma - CFO

Email: ashok.sharma@greenlam.com

www.greenlamindustries.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Mr. Shrikant Sangani

shogun.jain@sgapl.net / shrikant.sangani@sgapl.net

+91 77383 77756 / +91 96195 95686

www.sgapl.net