

Investor & Analyst Meet

August 11, 2017
FY2017 & Q1 FY2018

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.

About Us

Greenlam is one stop solution provider for **All Surfacing Needs**

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)

Board Members



Sitting Right To Left

Mr. Shiv Prakash Mittal
Non Executive Chairman

Mr. Vijay Kumar Chopra
Independent Director

Standing Right To Left

Ms. Sonali Bhagwati Dalal
Independent Director

Mr. Saurabh Mittal
Managing Director & CEO

Ms. Parul Mittal
Whole-Time Director

Ms. Urvashi Saxena
Independent Director

Management Team



Ashok Sharma
Chief Financial Officer



B L Sharma
President - Plant
Operations



Prashant Srivastava
Vice President -HR, CSR, &
Admin



Alex Joseph
Sr. Vice President -
Marketing



Anuj Sangal
Country Head Sales –
Laminate & Allied



Shivaji Mohinta
Country Head Sales
Decorative Veneers & Flooring



Lokesh Dutt
Sr. Vice President
International Exports

International Team



Vaibhav Sharma
Director, US & COO, UK

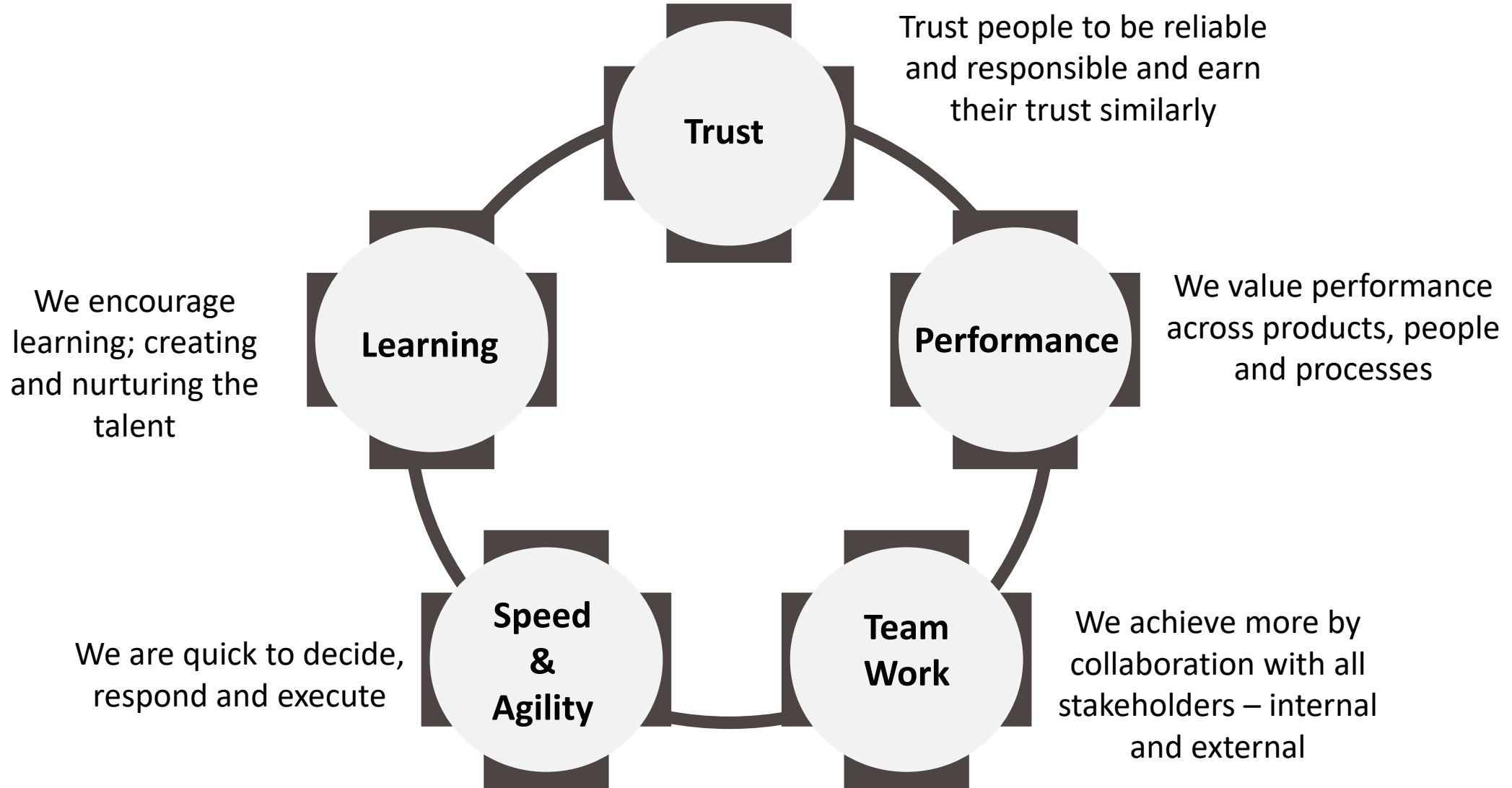


Dittakan Tippawan
Director, Thailand

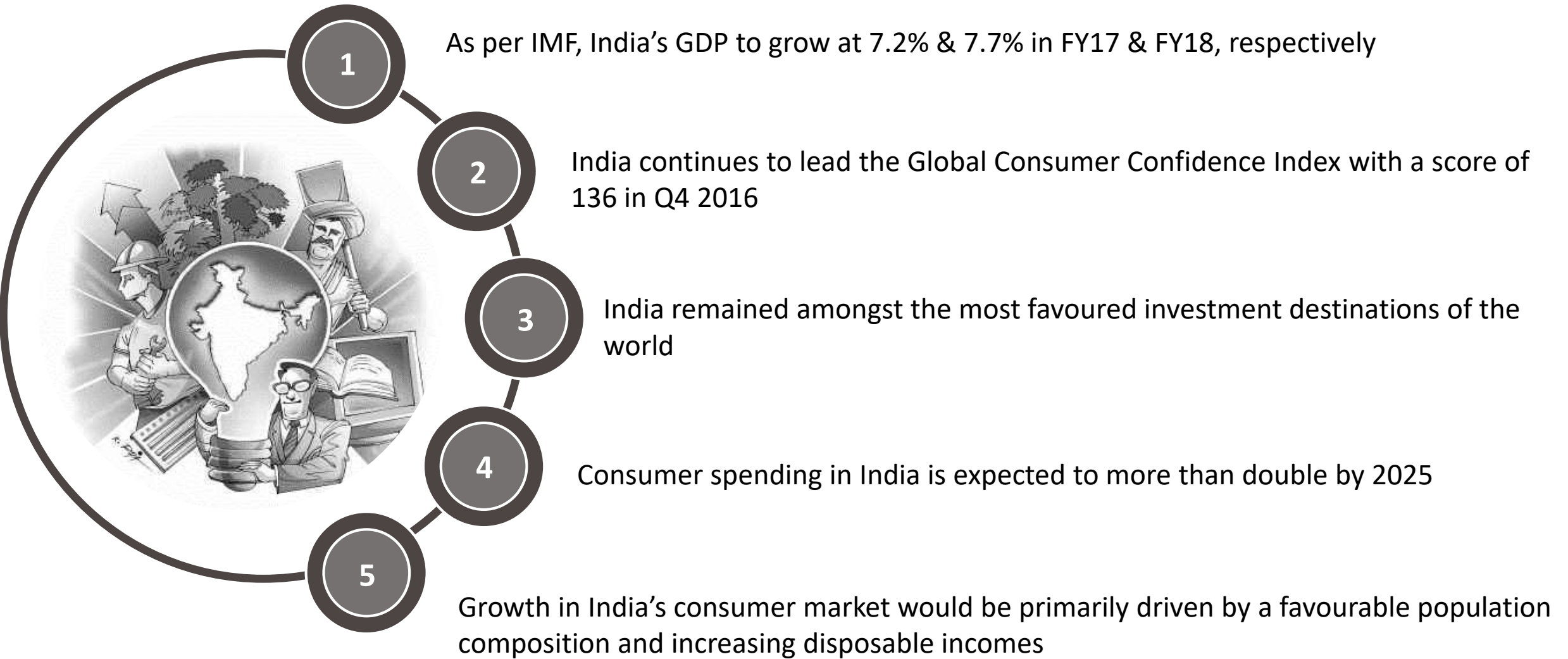


Vishal Kapur
COO, APAC

Values That Drive Us



Current Economic Scenario – India



Source: IMF, IBEF, Nielson ,Unctad

Current Economic Scenario – Global

Global growth is pegged at 3.5% in 2017 & 3.6% in 2018, as per IMF

Cyclical recovery in investment, manufacturing, and trade leading to pick up in Global economic activity

Recovery of Inflation rates in advanced economies and bottoming out of commodity prices in recent months favourable for global growth

HOW DO WE SEE THIS?



OPPORTUNITIES

READINESS

BEYOND

Opportunities

OPPORTUNITIES | READINESS | BEYOND

Govts. Policy Initiatives	Indian Real Estate Sector	IT & Other Office Parks	Per Capita Income On A Rise
<ul style="list-style-type: none">✓ RERA Leading to increased consolidation & strengthening of Real estate sector✓ Swatch Bharat Abhiyan✓ Smart Cities Mission to propel urban growth through infrastructure overhaul✓ Pradhan Mantri Avas Yojana (PMAY)	<ul style="list-style-type: none">✓ Sector is expected to clock \$180 Bn. by 2020✓ Expected to contribute 6% to India's GDP✓ Significant growth in Retail, Hospitality & Commercial real estate	<ul style="list-style-type: none">✓ High demand for office space by IT, ITeS, Retail, Consulting & E-Commerce✓ Office space absorption was 34 Mn. sq. ft. across top 8 cities in 2016	<ul style="list-style-type: none">✓ India's per capita income is estimated to cross Rs. 1 Lakh in 2016-17✓ This is over 10% higher than Rs. 93,293 reported during 2015-16

Source: IBEF, CSO, IMF, Reuters, IMRB

OPPORTUNITIES | READINESS | BEYOND

Consumer Market Growth

- ✓ Growing purchasing power and rising influence of social media have enabled Indian consumers to loosen their purse string
- ✓ Indian consumption market is expected to grow at 7.1% during FY2021-25 as against 6.7% during FY2015-20

Demand for Modern Homes

- ✓ Increased consciousness among home owners for stylish interiors and aesthetic indoors
- ✓ Change in people's perception leading to an increase in spending on Furniture, Fixtures & also on Home Decor

Growing Middle Class Segment

- ✓ Growing Middle Class consumer base who look out for Quality products at affordable propositions
- ✓ Rising incomes and improvement in infrastructure are enlarging consumer markets and accelerating the convergence of consumer tastes

Working Women Spending Capacity

- ✓ In an interesting trend, Indian women are becoming more particular about the needs for their home luxury and its design
- ✓ They are spending a significant part of their income and savings on home decor

Source: IBEF, CSO, IMF, Reuters, IMRB

Luxury Market

Rising HNI's

Influx of global lifestyle trends and growing aspirations

Rising Business confidence

Propelling many middle-income group individuals

Demonetization

- ✓ Expected to reset the economy towards a higher growth trajectory and other long-term benefits
- ✓ Fiscal deficit of India set to reduce
- ✓ Reduction in Retail inflation
- ✓ Hence, increase in consumption power of consumer

Goods & Service Tax

- ✓ Sectoral shift from unorganized to organized brand
- ✓ Faster delivery of products from one state to another
- ✓ Narrowing the price gaps between organized and unorganized thus making us more competitive

OPPORTUNITIES | READINESS | BEYOND

International Market

- ✓ Long-term prospects of emerging market economies have Improved
- ✓ Low interest rates in advanced economies leading to revival of Housing market
- ✓ As per IMF, Global Economy is forecasted to grow at 3.6% & Emerging market at 4.8%
- ✓ Rising trend for better lifestyle, home interior and remodelling to augment demand
- ✓ Market Share – We are not in top 3 position in several markets. We see this as an opportunity to increase our share in these markets through right product mix
- ✓ Acceptance of Indian Brand – Greenlam brand is gaining popularity among specifiers in International markets due to product quality at par with international manufacturers at competitive price points

Source: IMF

Readiness

Our Products

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 (Door Set + Frames)

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

Laminates & Allied Products

Manufacturing Capacity

Laminates & Compact Panel

MFC

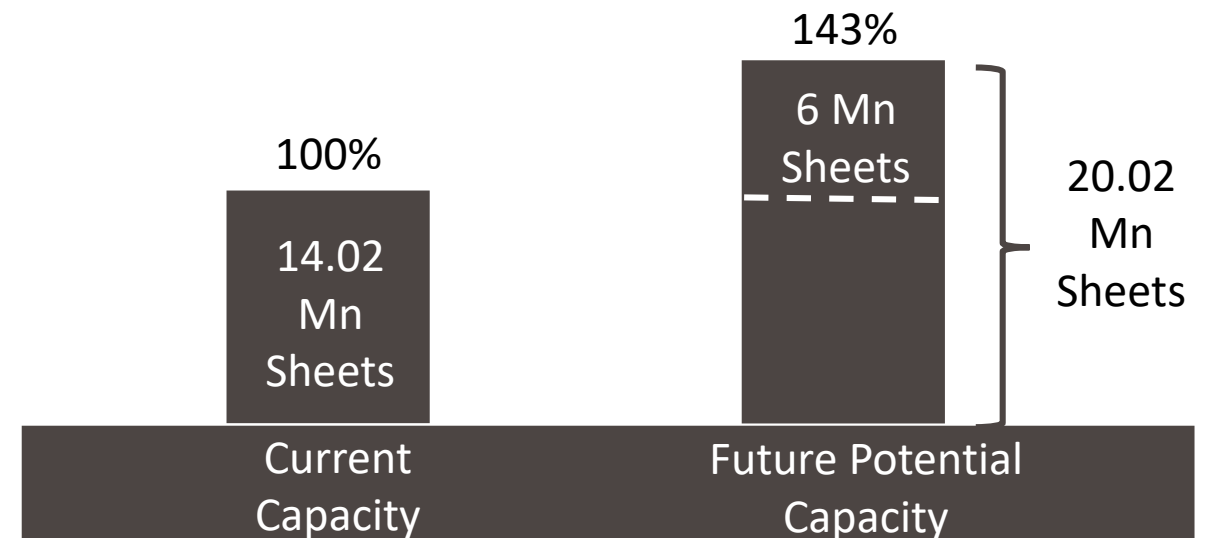
14.02 Mn Sheets*

5.34 Mn (Behror – Rajasthan)
8.68Mn (Nalagarh – Himachal Pradesh)

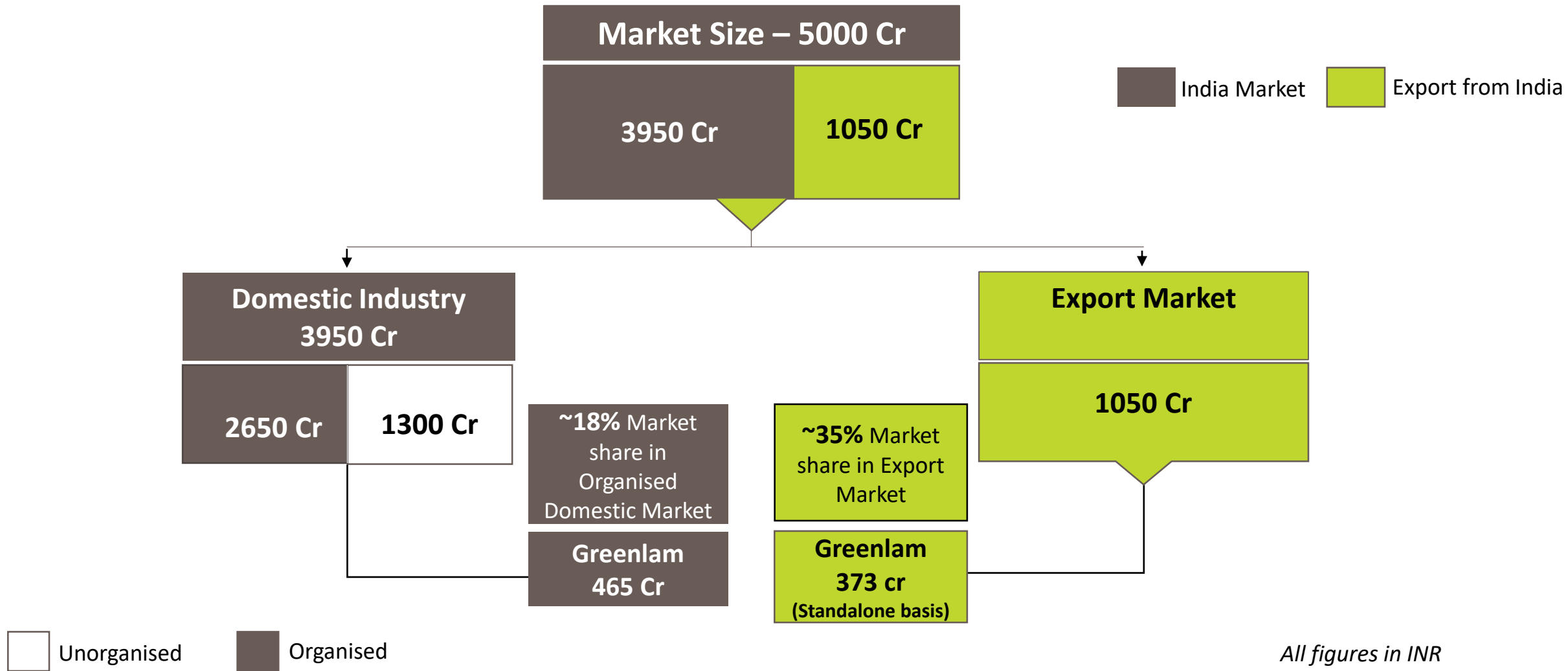
2.00 Mn Sqm
(Behror-Rajasthan)

*Largest in Asia

Ready for the opportunity without significant Capex



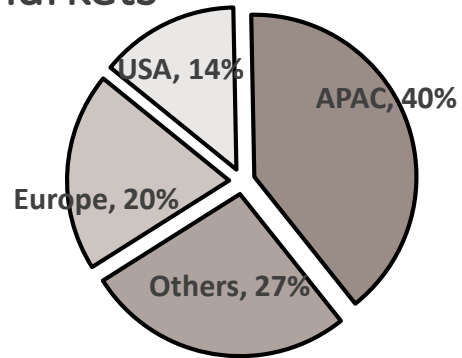
Laminates & Allied Products



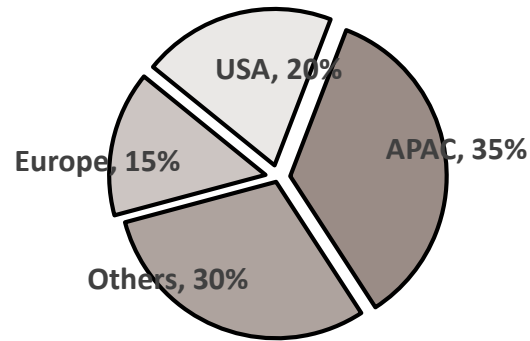
OPPORTUNITIES | READINESS | BEYOND

International Markets

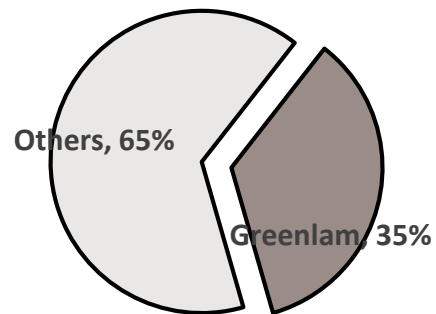
Greenlam Exports Q1FY18



Greenlam Exports FY17



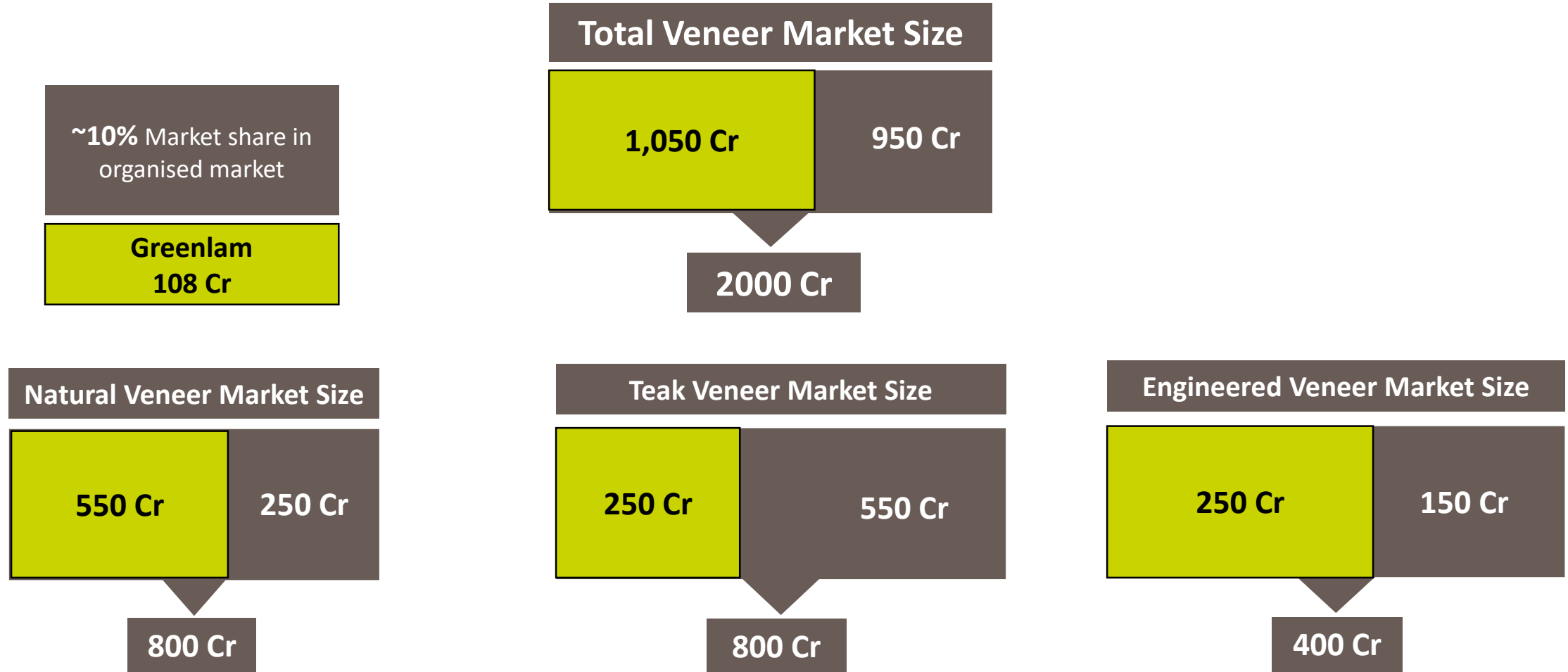
India Laminate Exports INR 1050 Crs



- ✓ Market Size – \$7 Billion
- ✓ This market is growing by 2-3%
- ✓ Greenlam presence in 100+ countries
- ✓ Our exports grew at a CAGR of 15% over the past 5 years
- ✓ Focus to consolidate and improve the depth in existing markets, both in terms of volume and value

OPPORTUNITIES | READINESS | BEYOND

Veneer & Allied Products



All figures in INR

OPPORTUNITIES | READINESS | BEYOND

Engineered Wooden Flooring



Manufacturing Capacity

Mikasa Floor

1.00 Mn Sqm
(Behror- Rajasthan)

India's Only
Manufacturer

- ✓ Market is estimated at 2 Mn sqm
 - ✓ Category is witnessing a 20-25% growth
 - ✓ Only domestic manufacturer
 - ✓ Majority demand met through import
-
- ✓ Increasing market reach with architect/designer engagements
 - ✓ Increasing B2B outreach
 - ✓ Increase retail footprints through Exclusive Display Centres
 - ✓ Demand will be driver by both renovation market as well as new construction and development

OPPORTUNITIES | READINESS | BEYOND

Mikasa Doors & Frames

- ✓ Total Wooden Door (including flush door) market is estimated at 24mn annually
 - ✓ Engineered Finished Door category is witnessing a 20-25% growth
 - ✓ First organised players providing complete solution
- ✓ Increasing market reach with architect/designer engagements
 - ✓ Increasing B2B outreach
 - ✓ Primary demand will be driven by new construction and development

Manufacturing Capacity

Mikasa Door

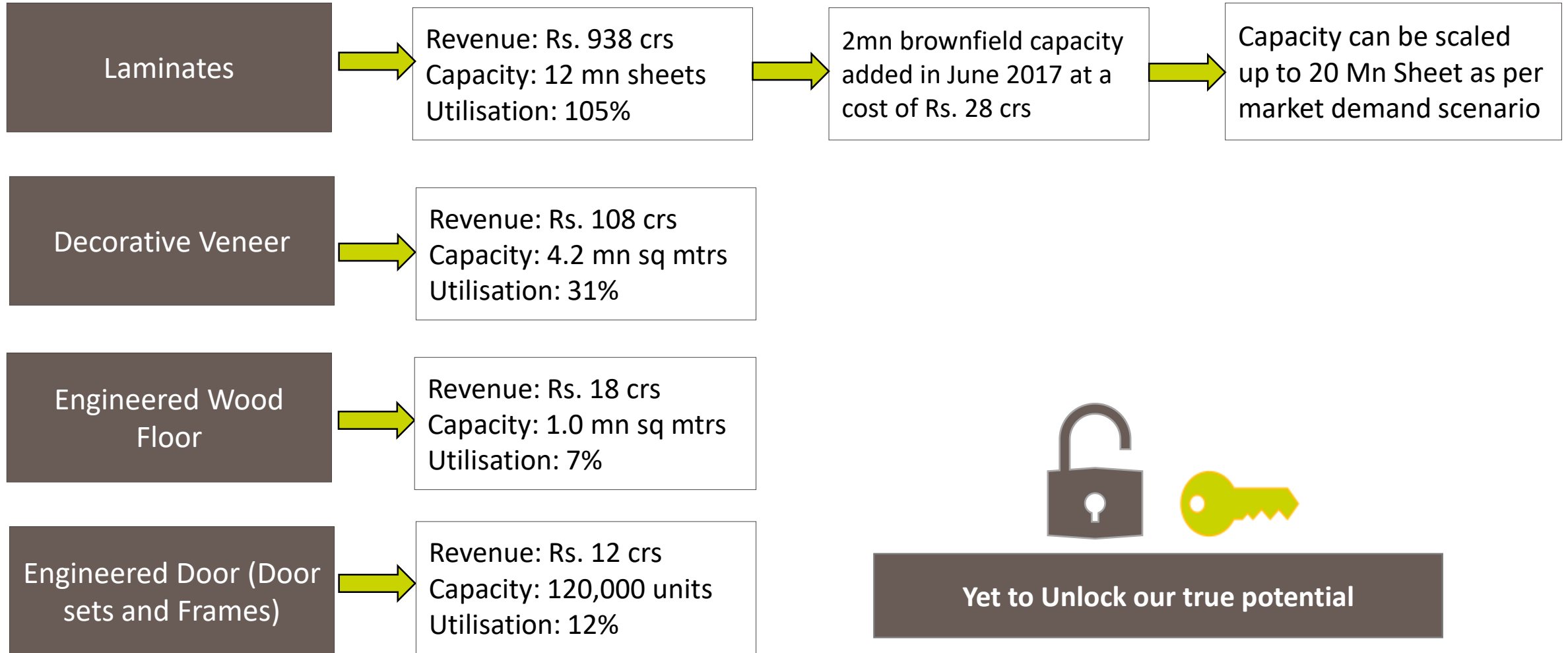
0.12 Mn Doors
(Behror- Rajasthan)

India's First
Manufacturer



OPPORTUNITIES | READINESS | BEYOND

Growth Potential with Limited Capex



Note – Consolidated Net Revenue for the year ended March 31, 2017

Our Wide Distribution

Domestic

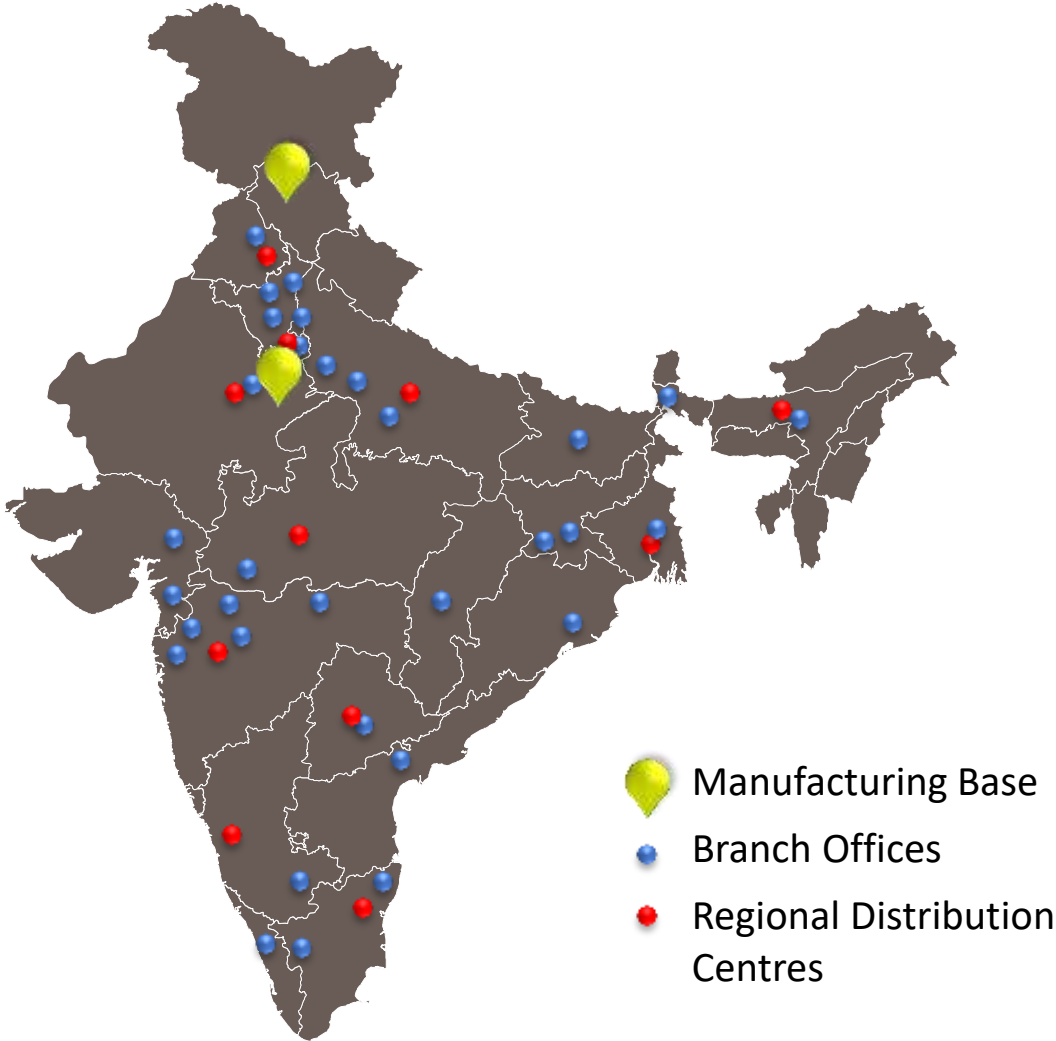
2 State of the art Manufacturing Facilities

11 Company owned large Regional Distribution Centres

14,000+ Distributors, Dealers & Retailers

Over **500+** Sales Professionals

32 Branch Offices



OPPORTUNITIES | READINESS | BEYOND

Our Wide Network Is Our Strength



● International Offices

Global Footprints

Present in **100+**
Countries

3 Company
Operated
Distribution Centre

13
International
Offices

4 Overseas
Subsidiaries

100+
Overseas
Employees

OPPORTUNITIES | READINESS | BEYOND

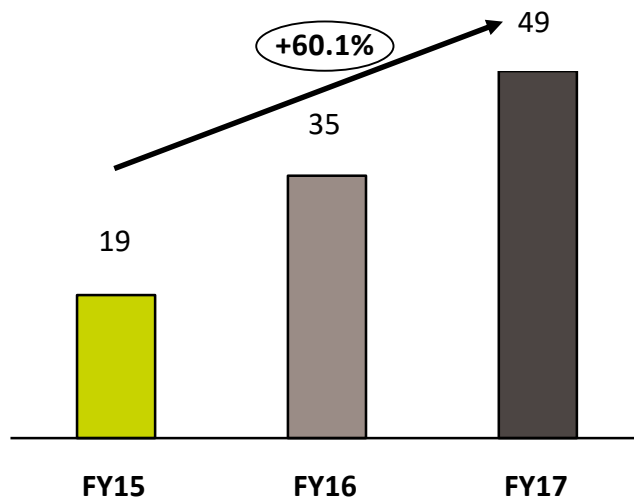
Green Credentials



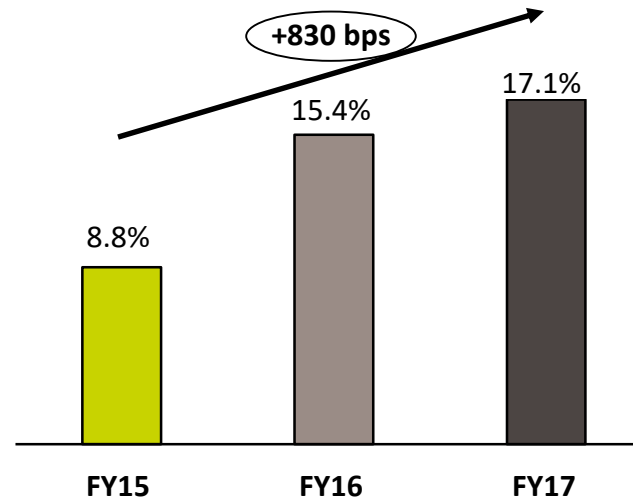
OPPORTUNITIES | READINESS | BEYOND

Focus on strong FCF Generation & Return Ratios

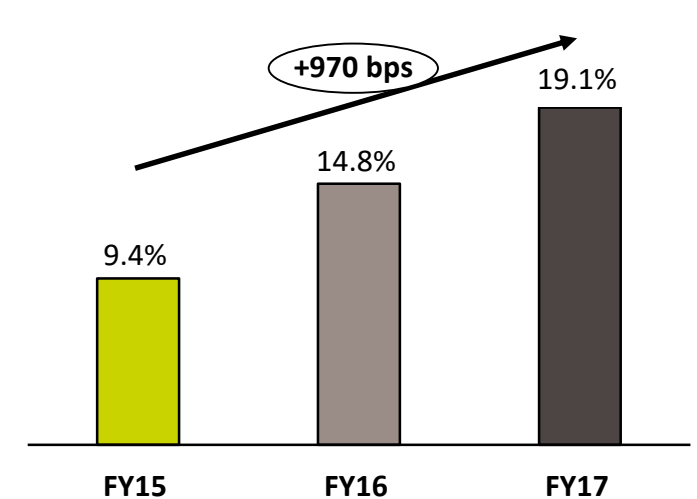
Free Cash flow
(INR Crores)



Return on Equity



Return on Capital Employed



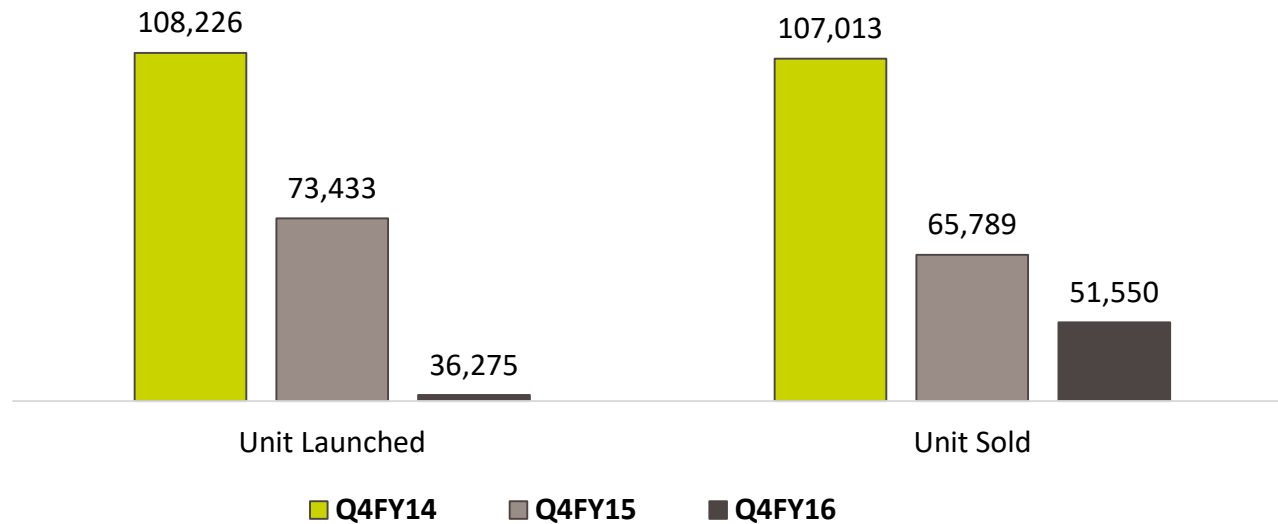
Based on consolidated financials. Free Cash Flow = PAT + Depreciation – Dividend – Long Term Repayment

OPPORTUNITIES | READINESS | BEYOND

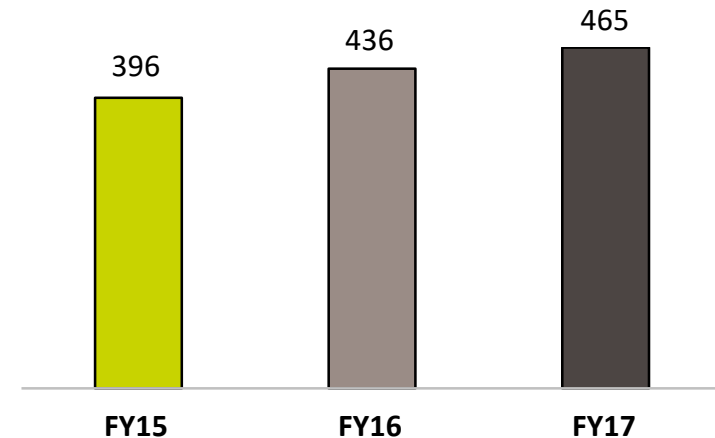
Resilient in all market conditions

- ✓ Real estate has underperformed during the last 2 years
- ✓ Demonetization gave temporary setback to our channel partners with respect to demand & buying
- ✓ Despite disruption, our Laminate segment has manage to perform well with our true potential

Total Residential Unit Launched Vs Sales in Top 9 Cities



Total Domestic Revenue in Laminate (INR Crores)



Source: Proptiger Datalabs

Brand Marketing

GROWTH OPPORTUNITIES | READINESS | BEYOND

360 Marketing

Specifier

Architects
Interior Designer
Project Management
Consultants

Influencer

Dealers
Contractors
Carpenters
Installers

Consumer

Residential

Condominiums
Independent Houses

Commercial

Corporates Houses
Govt & Institutional Buyers
Builders & Developers
OEM's
Retail chains
Hospitality
Educational
QSR's



UNVEILING THE NEW COLLECTION 2017 FROM MIKASA

The wait is over. Ethereal and alluring, we present to you the Mikasa 2017 collection, offering designs that have the attention of all who come across it. From the rustic and earthy to the warm and inviting, the new collection offers a wide variety that leaves little to imagination. Made for the first time in India, Mikasa offers a large collection of over 100 unique engineered wooden flooring products. So come over and experience style that lasts a lifetime.

GROW UP TO WOOD



We extend the best wood in premium and variety of Wood Floors, the only choice you need to invest in along the natural beauty of our beautiful woods.



Download Mikasa App      | www.mikasa.com | info@mikasa.com

For a real experience with real wood, 3x6 (MIKASA) is 530.00 to download the Mikasa brochure. Toll Free No.: 1800-823-0004

THE NEW WOODEN FLOORING COLLECTION 2017 FROM MIKASA

**GROW
- UP TO -
WOOD**

The wait is over. Ethereal and alluring, we present to you the Mikasa Wooden Flooring Collection 2017, offering designs that rivet the attention of all who come across it. From the rustic and earthy to the warm and inviting, the new collection offers a wide variety that leaves little to imagination. Made for the first time in India, Mikasa offers a large collection of over 100 unique engineered wooden flooring products. So come over and experience style that lasts a lifetime.



Featured Floor: Nasa Imperial



We acknowledge that wood is precious and thereby all Mikasa floors use only ethically sourced wood without disturbing the natural balance of our beautiful ecosystem.



Download Mikasa App



www.mikasafloors.com

info@ikasafloors.com

For a real experience with real wood, SMS <MIKASA> to 53030 to download the Mikasa brochure. Toll Free No.: 1800-833-0004

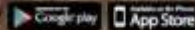




WOODEN FLOORS THAT STAND THE TEST OF TIME



We acknowledge that wood is precious and thereby all Mikasa Floors are only ethically sourced wood without disturbing the natural balance of our beautiful ecosystem.



PREMIUM REAL WOOD FLOORING WITH REAL DEALS

50% DISCOUNT ON ACCESSORIES | **FREE INSTALLATION** | **FREE SITE VISIT & ASSESSMENT**

COUPON CODE **MIK50H*** | OFFER VALID FOR **30 DAYS** ONLY

* Use the coupon code to avail the offer. Available at authorized Mikasa dealers only. T&C apply.

GROW UP TO WOOD



AUTHORISED DEALERS **New Delhi** : DEEPAK AGENCIES, Kirti Nagar | OPFC NATURALS, Kirti Nagar | JAWALA PARSHAD, Katla Mubarakpur | **Gurgaon** : IMPERIAL DÉCOR, Sikandarpur | **Hyderabad** : MODERN LIVING, Sector-9

SMS <MIKASA> to 53030 Toll Free No.: 1800-833-0004 (Mon-Sat 9:30 am to 6:30 pm) www.mikasafloors.com | info@mikasafloors.com



WOODEN FLOORS THAT STAND THE TEST OF TIME

GROW UP TO WOOD



© Greenlam Industries Limited

We acknowledge that wood is precious and thereby all Mikasa Floors are only ethically sourced wood without disturbing the natural balance of our beautiful ecosystem.

PREMIUM REAL WOOD FLOORING WITH REAL DEALS

50% DISCOUNT ON ACCESSORIES | **FREE INSTALLATION** | **FREE SITE VISIT & ASSESSMENT**

COUPON CODE **MIK50H*** | OFFER VALID FOR **30 DAYS** ONLY

* Use the coupon code to avail the offer. Available at authorized Mikasa dealers only. T&C apply.

AUTHORISED DEALERS

New Delhi : DEEPAK AGENCIES, Kirti Nagar | OPFC NATURALS, Kirti Nagar | JAWALA PARSHAD, Katla Mubarakpur | **Gurgaon** : IMPERIAL DÉCOR, Sikandarpur | **Hyderabad** : MODERN LIVING, Sector-9

SMS <MIKASA> to 53030 Toll Free No.: 1800-833-0004

(Mon-Sat 9:30 am to 6:30 pm) www.mikasafloors.com | info@mikasafloors.com



Newspaper

WOODEN FLOORS THAT STAND THE TEST OF TIME

GROW UP TO WOOD



PREMIUM REAL WOOD FLOORING WITH REAL DEALS

50% DISCOUNT ON ACCESSORIES | **FREE INSTALLATION** | **FREE SITE VISIT & ASSESSMENT**

COUPON CODE **MIK50H*** | OFFER VALID FOR **30 DAYS** ONLY

We acknowledge that wood is precious and thereby all Mikasa Floors are only ethically sourced wood without disturbing the natural balance of our beautiful ecosystem.

* Use the coupon code to avail the offer. Available at authorized Mikasa dealers only. T&C apply.

AUTHORISED DEALERS **New Delhi** : DEEPAK AGENCIES, Kirti Nagar | OPFC NATURALS, Kirti Nagar | JAWALA PARSHAD, Katla Mubarakpur | **Gurgaon** : IMPERIAL DÉCOR, Sikandarpur | **Hyderabad** : MODERN LIVING, Sector-9

SMS <MIKASA> to 53030 | Toll Free No.: 1800-833-0004 (Mon-Sat 9:30 am to 6:30 pm) www.mikasafloors.com | info@mikasafloors.com





WEATHERED AND BEATEN

PRESENTING
DISTRESSED
VENEERS
COLLECTION FROM DECOWOOD

Nature, like all things, is subject to time. Every passing day, the wind, the weather and the climate leave their indelible imprint creating an enchanting habitat. For an abode that echoes the awe of nature, Decowood brings to you the Distressed Veneers collection for the first time in India. The collection retains the beautiful imperfections, accentuating the wood's natural beauty with a little touch of the ADT Technology. Celebrate the Pristine!



The products showcased are crafted from ADT and are not derived from Distressed Collection.

ADT/Decowood/2021



For any enquiries contact: +91 9818040684

info@decowoodveners.com | www.decowoodveners.com

To discover the best in wood, scan the QR Code or SMS +91 9818040684 to 13080



We acknowledge that maintaining the ecological balance is critical, thereby Decowood uses only responsibly sourced wood and emits negligible waste that leaves negligible carbon footprint.



decowoodTM
PREMIUM VENEERS

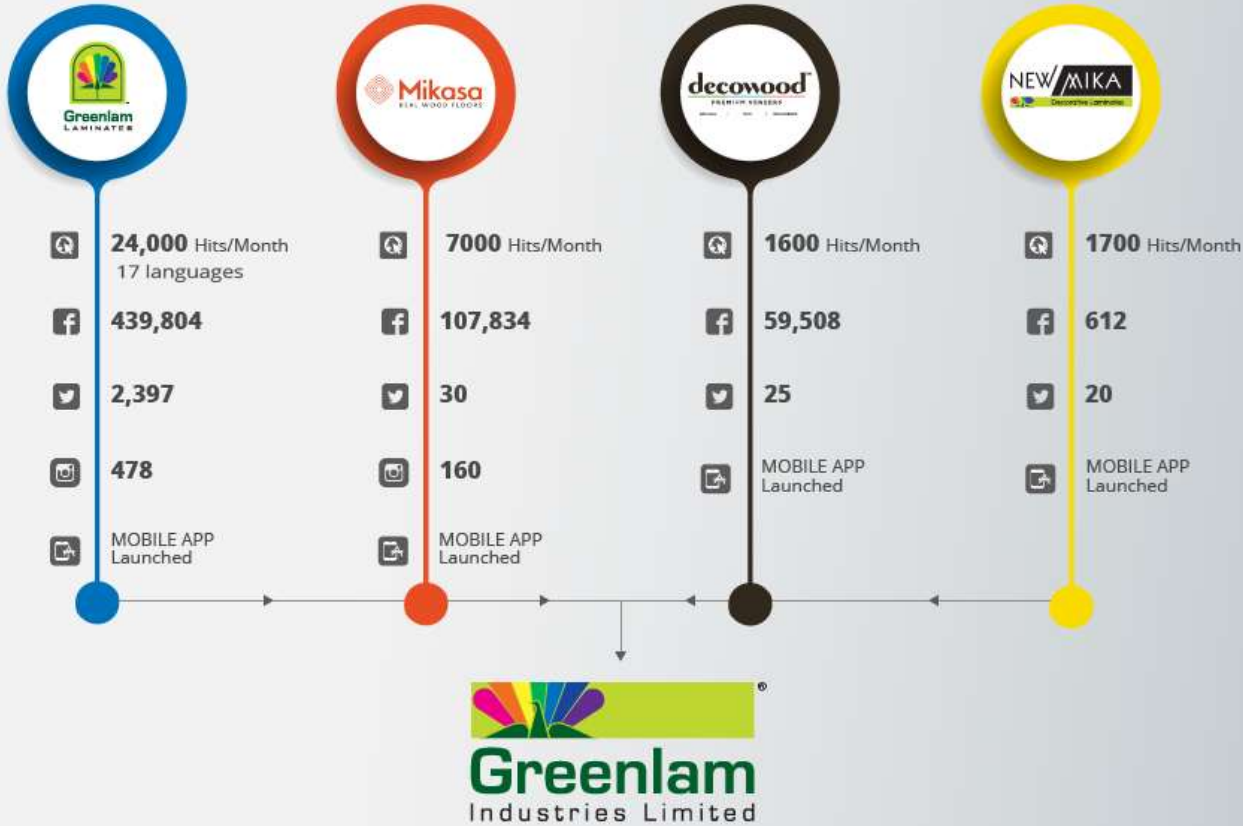
NATURAL | TEAK | ENGINEERED

Print

BEYOND!

Digital

GREENLAM Digital Presence



SEM campaign in 10 countries

USA, UK, UAE, Italy, Thailand, Colombia, Mexico, Malaysia, Singapore, Indonesia

4,100 Hits/Month

3,193 Followers

Greenlam Industries Ltd
2w

Laminates come in a range of designs, are easy to maintain and even easier to install. Here's a quick DIY on how to decoratively laminate your furniture:
<https://lnkd.in/fgj8-3g>



36 Likes

Like Comment Share





OAK.

AGED FOR A NEW BEGINNING.

The beauty of Oak subtly adds a timeless grandeur to your home interiors. With its distinctive grains and warm colors, Oak has an appeal that feels right at home, in any room and with any décor. Sourced from some of the choicest hardwood forests in Europe, Mikasa brings together the finest in Oak flooring, infusing creativity and engineering excellence to craft over 50 variants of floors in Natural, Smoked or Stained forms. So go ahead, pick from the Mikasa range and add that exotic touch to your home.



GROW UP TO WOOD



For a real experience with real wood, SMS <MIKASA> to 53030 to download the Mikasa brochure. Toll Free No.: 1800-833-0004

Download Mikasa App | www.mikasafloors.com | info@mikasafloors.com

WEATHERED AND BEATEN

PRESENTING **DISTRESSED VENEERS**

COLLECTION FROM DECOWOOD

decowood™

PREMIUM VENEERS

NATURAL | TEAK | ENGINEERED

write to us at info@decowoodveneers.com
 log on to www.decowoodveneers.com
 For more details contact the Decowood expert: 9818040684

Where dreams do stand a chance,
and our heads are held high.

Where liberty makes each
of us fly high.

A blend of triumph,
success and creation.

It is a place we call
our 'nation'.

GREENLAM WISHES YOU A

Happy Republic Day

Meets & Engagements – Architect Connect – Lunch & Learn



Meets & Engagements – Architect Connect



Meets & Engagements – Architect Connect



Meets & Engagements – Contractors, Fabricator & Installers Connect



Meets & Engagements – Contractors, Fabricator & Installers Connect



Meets & Engagements – Carpenter Meets & Training Program



Meets & Engagements – Dealer Connect



Meets & Engagements – Dealer Connect



Meets & Engagements – Dealer Connect – Women’s Day Celebration



International Exhibition – INTERZUM’ 17 – GERMANY



International Exhibition – Sicam ITALY



International Exhibition – Sicam ITALY



International Exhibition At Malaysia (APAC)



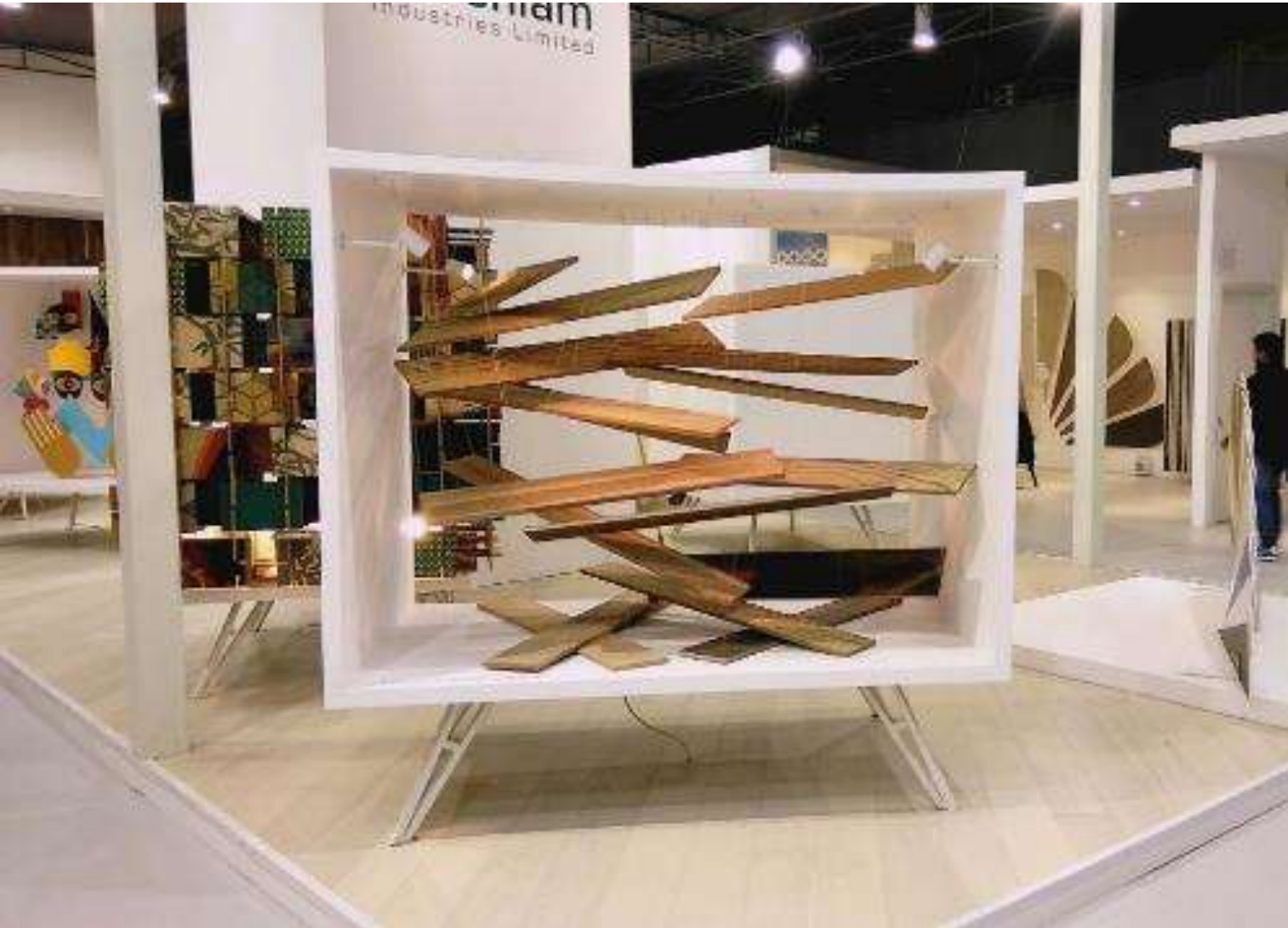
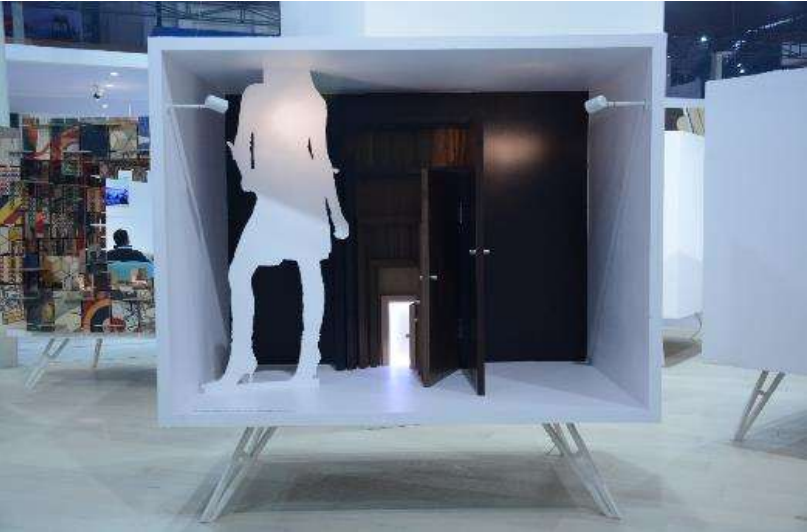
GREENLAM AT ARCHIDEX 2017



International Event – Design For Tomorrow At THAILAND (APAC)



Exhibition – ACETECH – INDIA



Brand Stores & Experience Centres



Accolades



GST Compliant

Benefits

- ✓ GST has eliminated multiple taxes
- ✓ Enhance the spectrum of the input tax credit for us
- ✓ GST implementation is likely to benefit the overall industry
- ✓ Shift from unorganised to organised market
- ✓ In line with the regulatory requirements, Greenlam has passed on GST benefit to the market w.e.f. July 01, 2017
- ✓ Will lead to conducive macroeconomic factors like a fast growing real estate sector, increasing consumerism, a greater preference for classy home decor products and growing per capita income

GROWTH OPPORTUNITIES | READINESS | BEYOND

GST Compliant

Products	Post – GST	Pre – GST
Decorative Laminates	18%	12.5 % Excise + 12.5 % to 14.5 % VAT
Decorative Veneers	28%	
Prelaminated (MFC) Particle Board	28%	
Engineered Wood Floor	18%	
Engineered Door Sets (Door + Frames)	28%	

Beyond

Outlook

Network

- Ensure that we are present in relevant District HQ towns for all product categories
- Expand primary and / or secondary footprints to tier 3 towns
- Streamlining newly created network for new product lines & businesses

Product

- Improve the value mix
- Creativity and innovations in creating new products in line with international trends

Brand

- We consistently focus on investing in our 360 degree marketing and branding activities
- Drive Brand saliency & higher brand recall
- Aim to be present across all consumer touchpoints

Consolidated Financial Performance*

** All quarterly financial data is as per IND-AS*

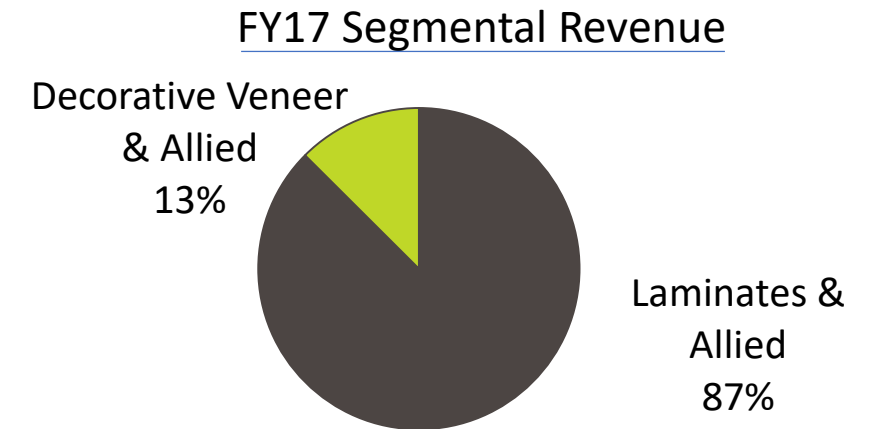
GREENLAM INDUSTRIES LIMITED

BEYOND!

Consolidated Financial Performance

Performance Update – FY17

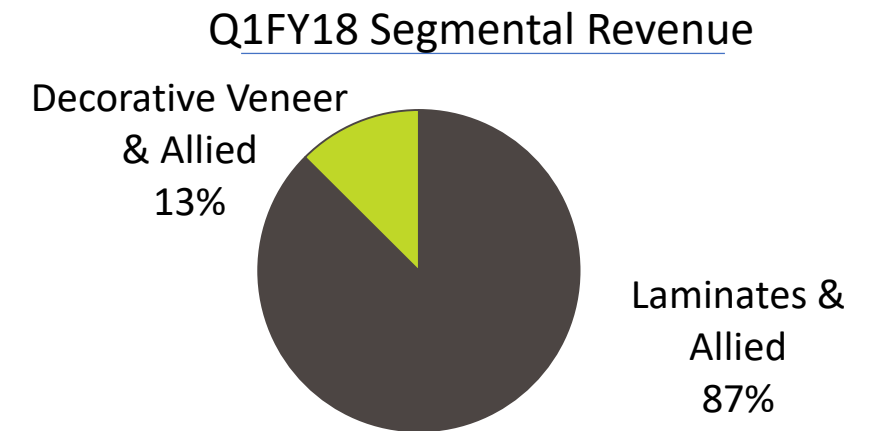
- ✓ Revenue at INR 1,076 crores against INR 1,030 in FY 16, growth of 4.5%
- ✓ Gross Margin at 47.3% against 47.8% in FY16
- ✓ EBIDTA stood at INR 141.3 crores against INR 129.5 crores in FY16, growth of 9.1%
- ✓ EBIDTA margin at 13.1% against 12.6% in FY16, expansion of 50 bps
- ✓ PAT stood at INR 49.8 crores against INR 37.7 crores in FY16, growth of 32.1%



Consolidated Financial Performance

Performance Update – Q1FY18

- ✓ Revenue stood at INR 277.8 crores for Q1FY18 against INR 263.3 in Q1FY17, growth of 5.5%, led by 18.6% growth in domestic revenues
- ✓ Gross Margin at 48.1% against 48.5% in Q1FY17
- ✓ EBIDTA stood at INR 32.8 crores against INR 30.1 crores in Q1FY17, growth of 8.7%
- ✓ EBIDTA margin at 11.8% against 11.4% in Q1FY17
- ✓ PAT stood at INR 13.4 crores against INR 8.5 crores in Q1FY17, growth of 57.4%



Consolidated Financial Performance

Profit and Loss Statement

INR Crores	Q1FY18	Q1FY17	YoY%	FY17	FY16	YoY%
Revenue	277.8	263.3	5.5%	1,075.9	1,029.7	4.5%
Raw Material	144.2	135.6		566.7	537.3	
Gross Profit	133.6	127.7	4.6%	509.2	492.4	3.4%
<i>Gross Margin %</i>	48.1%	48.5%	-40 bps	47.3%	47.8%	-50 bps
Employee Cost	42.7	38.6		154.2	139.8	
Other Expenses	58.1	58.9		213.7	223.1	
EBITDA	32.8	30.1	8.7%	141.3	129.5	9.1%
<i>EBITDA Margin %</i>	11.8%	11.4%	40 bps	13.1%	12.6%	50 bps
Other (Income)/Cost	(0.8)	(0.6)		(3.6)	(2.8)	
Interest	4.7	8.3		28.4	32.2	
Depreciation	8.7	9.3		36.9	35.0	
Exceptional Item	-	-		3.4	2.7	
PBT	20.2	13.2	53.1%	76.2	62.4	22.1%
<i>PBT Margin %</i>	7.3%	5.0%	230 bps	7.1%	6.1%	100 bps
Tax	6.8	4.7		26.4	24.7	
PAT	13.4	8.5	57.4%	49.8	37.7	32.1%
<i>PAT Margin %</i>	4.8%	3.2%	160 bps	4.6%	3.7%	90 bps

* All quarterly financial data is as per IND-AS

Consolidated Financial Performance

Laminates & Allied Segment

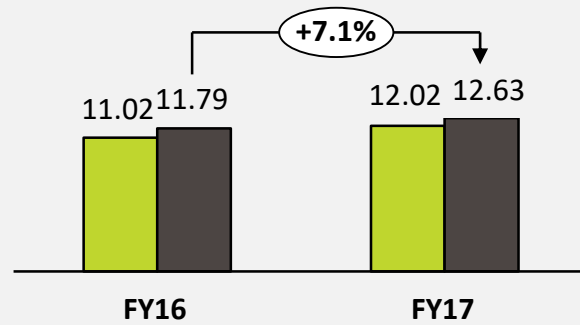
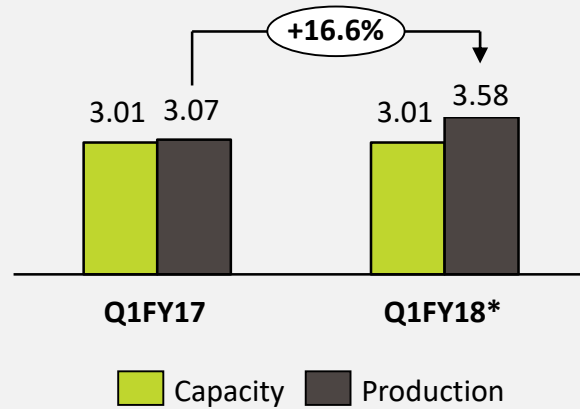
INR Crores	Q1 FY18	Q1 FY17	YoY%	FY17	FY16	YoY%
Net Revenue from Operations	242.9	231.6	4.9%	937.6	890.4	5.3%
Gross Profit	114.7	110.7	3.6%	438.3	418.8	4.7%
Gross Margin %	47.2%	47.8%	-60 bps	46.7%	47.0%	-30 bps
EBIDTA	30.8	31.8	-3.3%	138.4	119.4	16.0%
EBIDTA Margin %	12.7%	13.7%	-100 bps	14.8%	13.4%	140 bps
Capital Employed	385.2	433.2	-11.1%	320.4	411.4	-22.1%

* All quarterly financial data is as per IND-AS

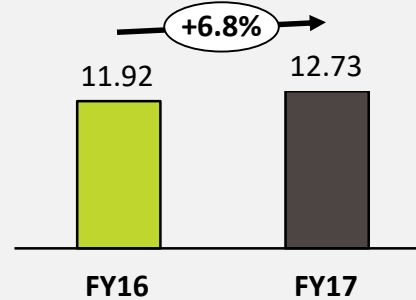
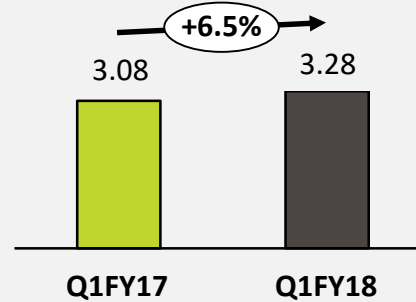
Consolidated Financial Performance

Laminates & Allied Segment

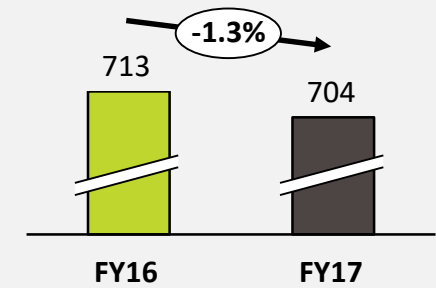
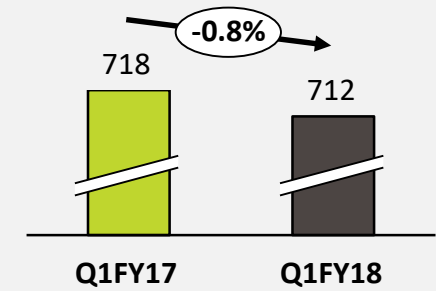
Production and Capacity (Mn Sheets)



Sales (Mn Sheets)



Average Realisation (INR / Sheet)



Capacity increased by 2 Mn sheets w.e.f. from 05.06.17

* All quarterly financial data is as per IND-AS

Consolidated Financial Performance

Veneers & Allied Segment

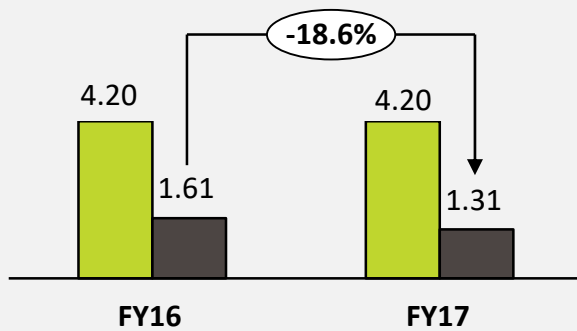
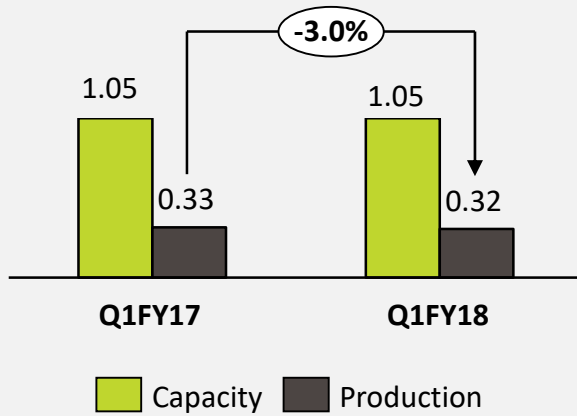
INR Crores	Q1 FY18	Q1 FY17	YoY%	FY17	FY16	YoY%
Net Revenue from Operations	34.8	31.7	10.0%	138.3	139.3	-0.7%
Gross Profit	18.9	17.0	11.0%	70.9	74.4	-4.8%
Gross Margin %	54.1%	53.6%	50 bps	51.2%	53.4%	-220 bps
EBIDTA	2.0	-1.7	-	2.8	10.1	-72.3%
EBIDTA Margin %	5.8%	-5.3%	-	2.0%	7.3%	-530 bps
Capital Employed	203.6	188.3	8.1%	198.0	176.5	12.2%

* All quarterly financial data is as per IND-AS

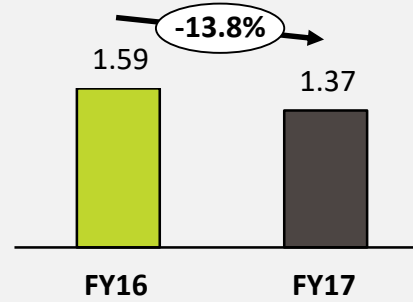
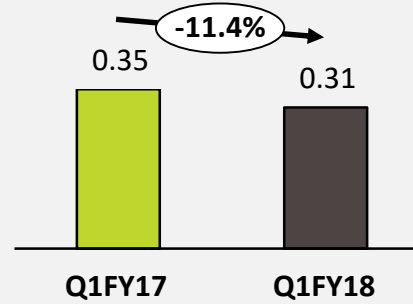
Consolidated Financial Performance

Decorative Veneers

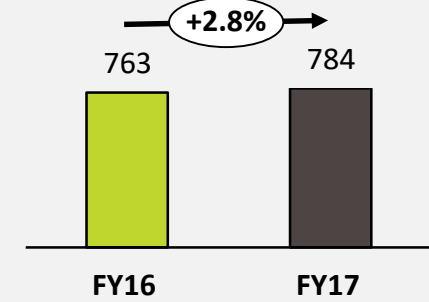
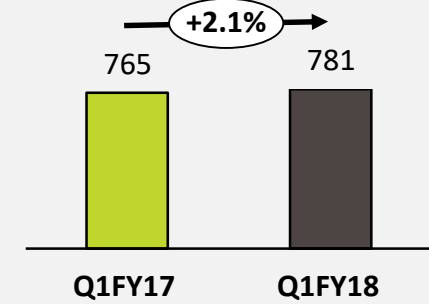
Production and Capacity (Mn Sqmt)



Sales (Mn Sqmt)



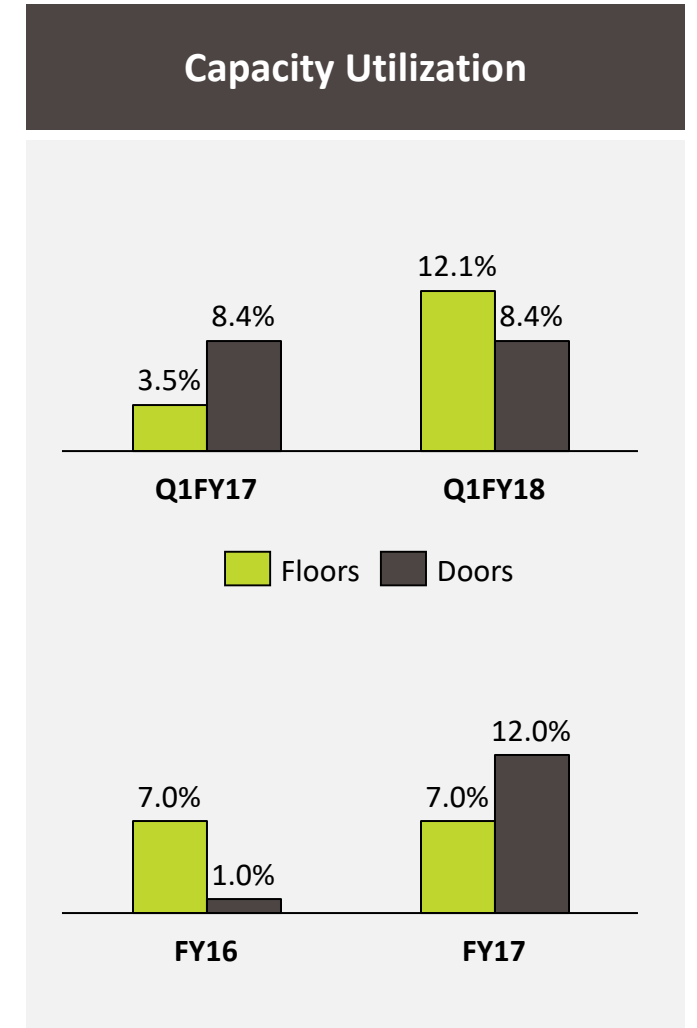
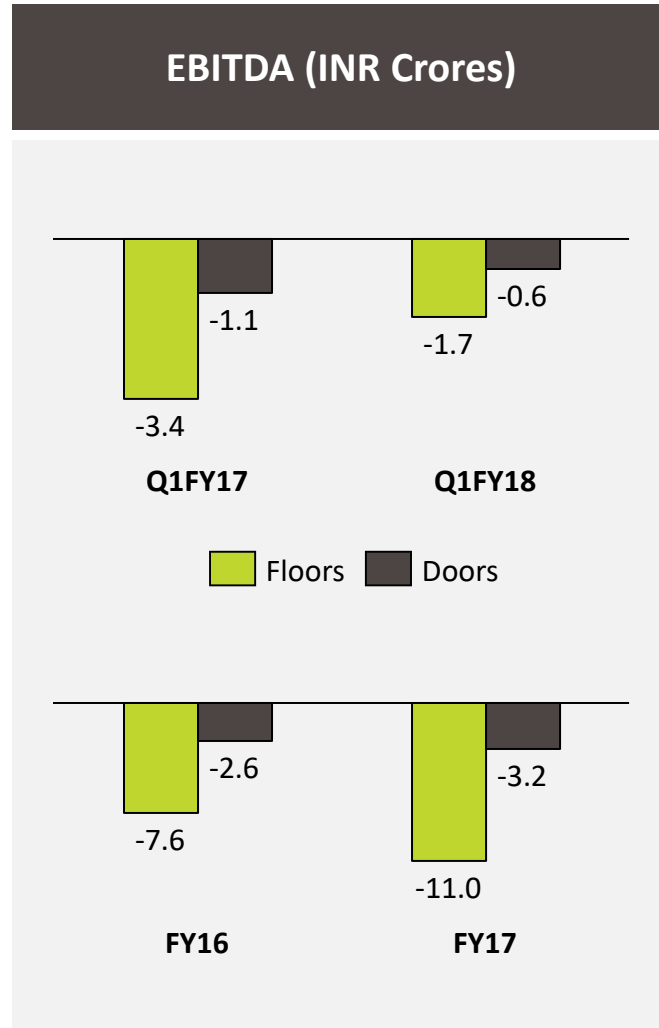
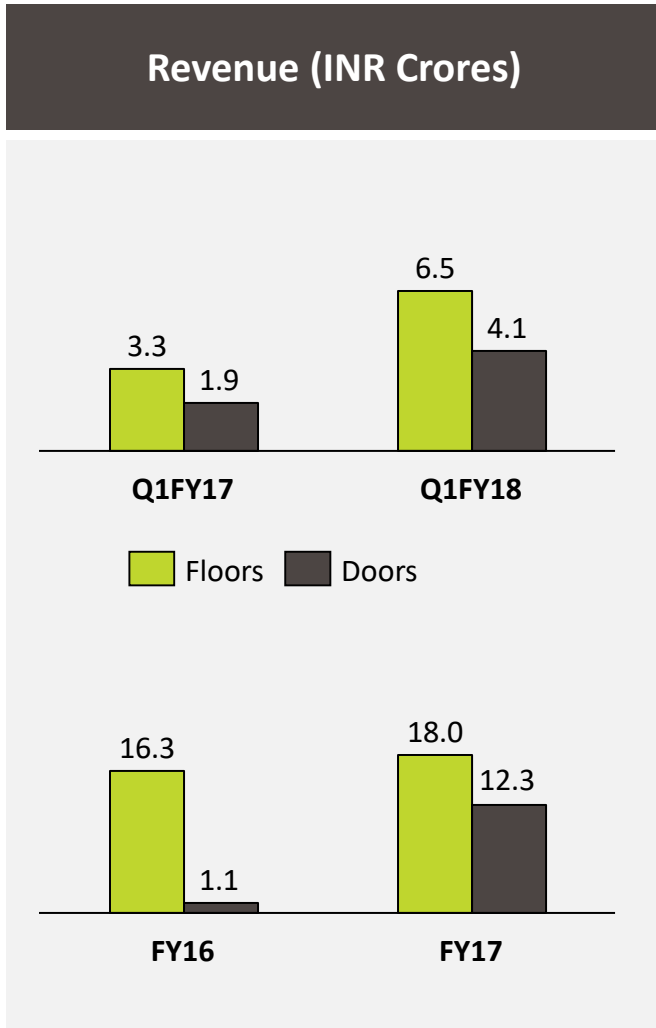
Average Realisation (INR / Sqmt)



* All quarterly financial data is as per IND-AS

Consolidated Financial Performance

Engineered Doors and Floors

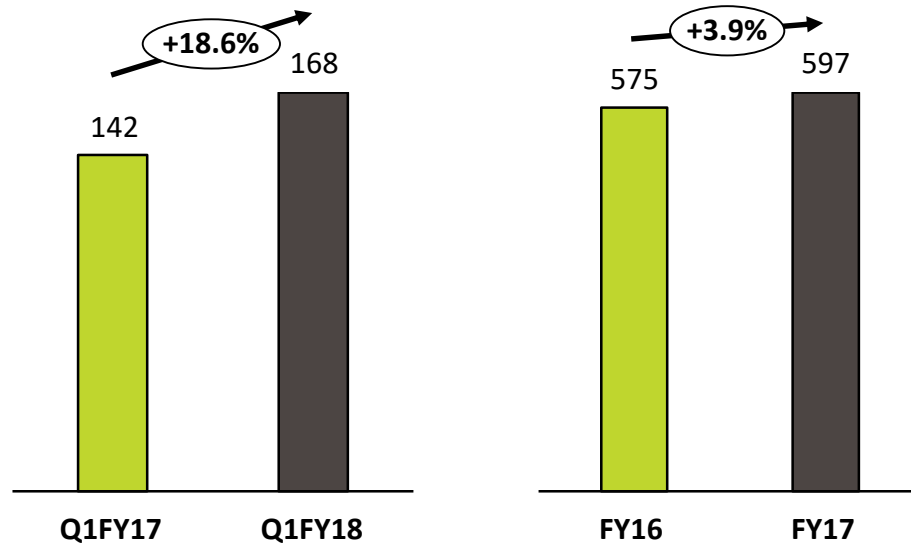


* All quarterly financial data is as per IND-AS

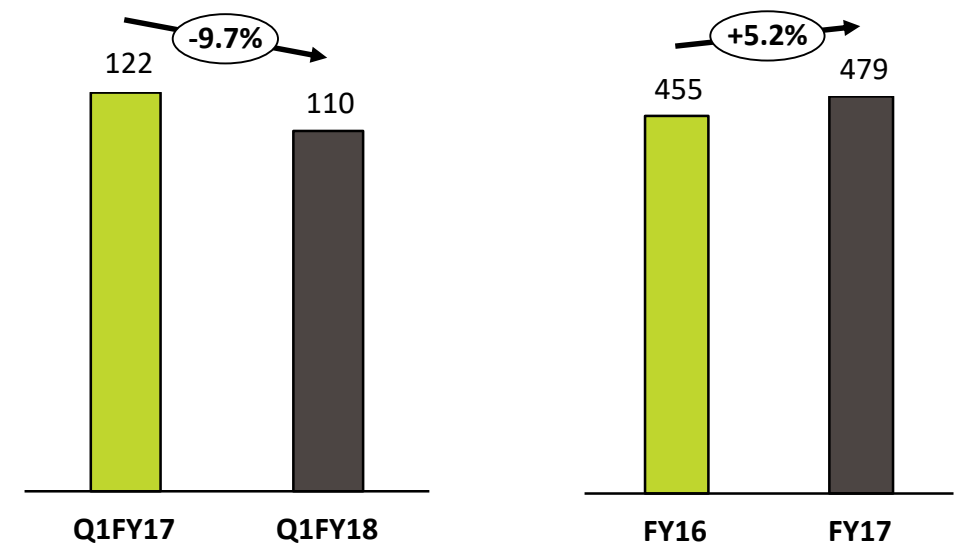
Consolidated Financial Performance

Geographic Segments

Domestic (INR Crores)



Exports (INR Crores)



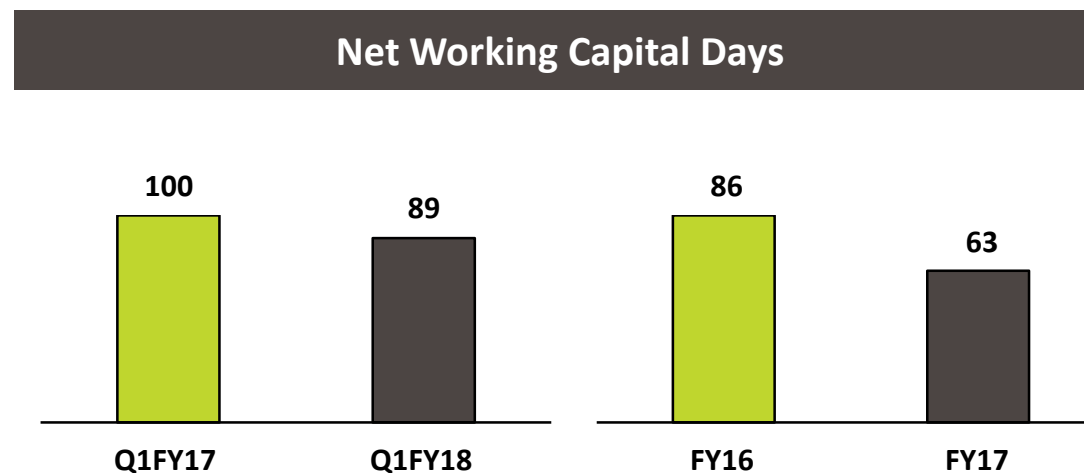
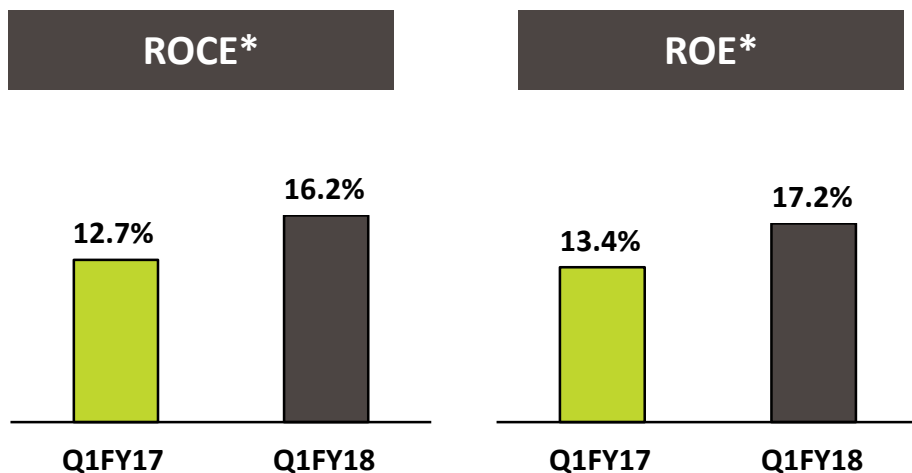
* All quarterly financial data is as per IND-AS

GREENLAM INDUSTRIES LIMITED

BEYOND!

Consolidated Financial Performance

Operating Parameters



INR Crores	Q1FY17	Q1FY18
Revenue	263.3	277.8
EBIT	21.4	24.8
PAT	8.5	13.4
Capital Employed	676.0	614.2
Net Worth	254.4	310.7

In Days	Q1FY17	Q1FY18	FY16	FY17
Inventory	89	84	88	77
Debtors	63	50	65	49
Creditors	52	45	67	63
Net Working Capital	100	89	86	63

*Annualised Basis

* All quarterly financial data is as per IND-AS

Consolidated Financial Performance

Balance Sheet

(INR Crores) Liabilities	Mar – 17	Mar – 16
Shareholder's Fund	290.7	245.1
Share capital	12.1	12.1
Reserves & Surplus	278.6	233.0
Borrowings	224.5	365.3
Long term borrowings *	137.6	247.4
Short Term Borrowings	86.9	117.9
Other Liabilities	264.4	260.4
Trade Payables	186.8	189.0
Other current liabilities	31.1	28.9
Other Non Current Liabilities	46.5	42.5
Total Liabilities	779.6	870.8

(INR Crores) Assets	Mar – 17	Mar – 16
Non-Current Assets	352.1	362.7
Fixed assets	346.2	357.2
Other Non-Current Assets	6.0	5.5
Current Assets	427.5	508.1
Inventories	228.0	247.4
Trade receivables	145.1	184.1
Cash and Bank Balances	7.9	5.2
Other current assets	46.5	71.5
Total Assets	779.7	870.8

* Includes current maturities of long term borrowings

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 / Ms. Ruchi Rudra

shogun.jain@sgapl.net / ruchi.rudra@sgapl.net

+91 77383 77756 / +91 77383 84532

www.sgapl.net