



# Stylam Industries Limited

INVESTOR PRESENTATION

February 2019



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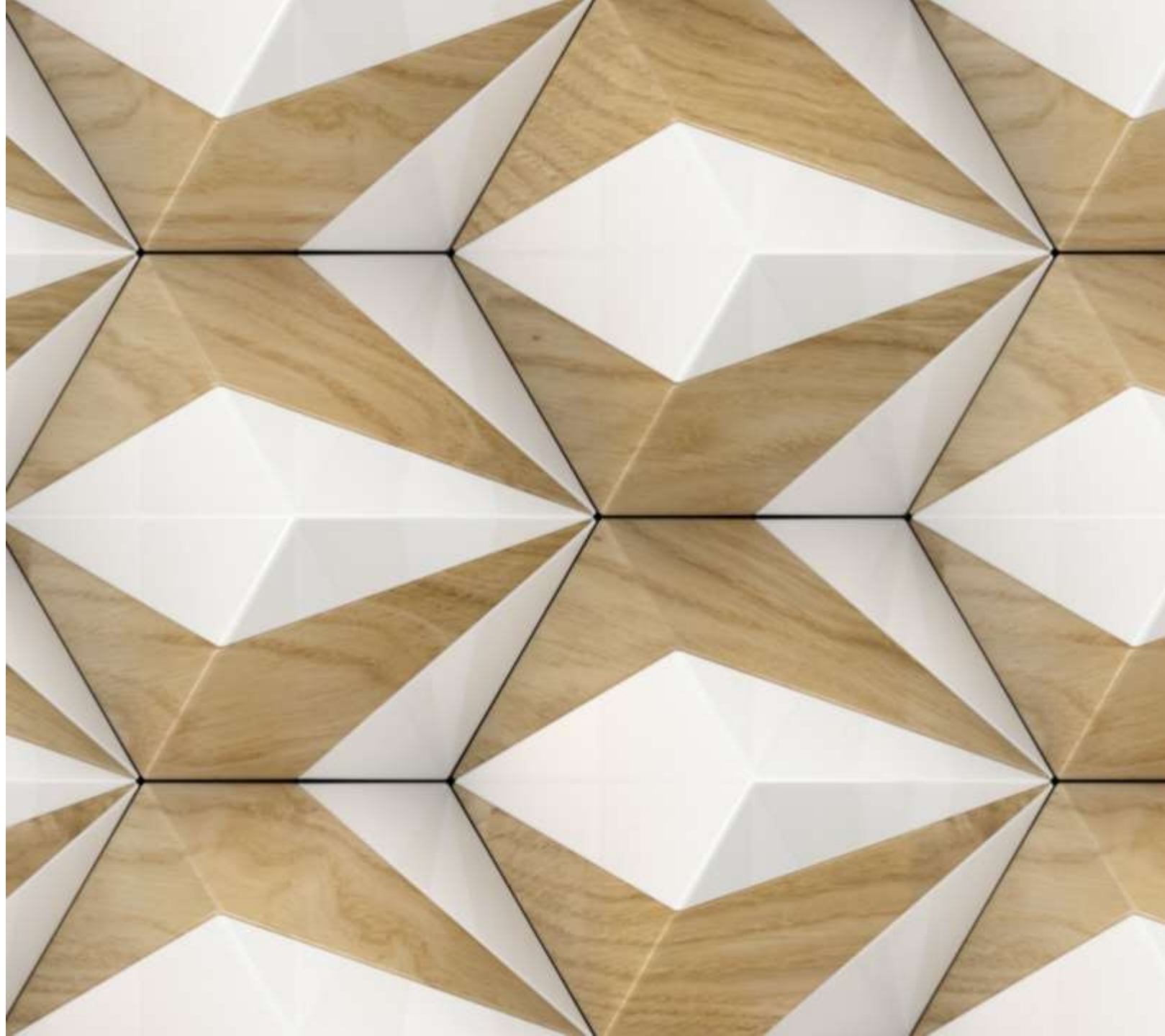
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**FINANCIAL SNAPSHOT**



# Corporate Overview

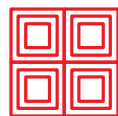


# About Stylam

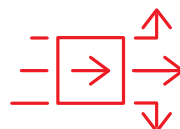
## COMPANY PROFILE



Incorporated in  
**1991**



One of the emerging leaders in  
**Residential and industrial luxury decorative laminates**



**Key products include**

- Decorative laminates
- Industrial laminates
- Fire-retardant laminates
- Restroom cubicles
- Exterior cladding



Has  
**2 plants**

situated in Panchkula,  
Haryana



Has  
**~1,200**

employees

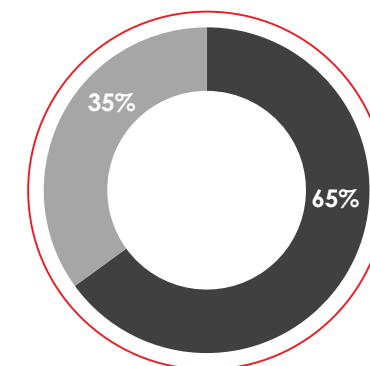


Present in  
**60+ countries**

## FINANCIAL SNAPSHOT – FY18

Revenues (₹ crore)	338
EBITDA margin (%)	15%
Debt/Equity (x)	0.8
Interest coverage ratio (x)	5.0

## REVENUE MIX – FY18



■ Exports

■ Domestic

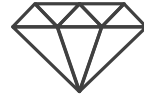


# About Stylam



## Mission Statement

To produce and continually develop quality products with highest possible standards. Stylam will always strive to service its customers with utmost integrity, and to their complete satisfaction. It is the company's goal to ensure its mission by continuous self improvement, growth in its operations and employees; while maintaining profitability to the benefit of its customers, employees, and community.



## Value Statement



### Design

Stylam offers the widest selection of patterns and finishes available to match the breadth of the customers' imagination and make design unique.



### Performance

Stylam uses premium materials with high-quality standards to keep the designs pristine even in the most strenuous environments.



### Service

Stylam has a large footprint with Asia's largest manufacturing facilities located at Panchkula, India & distribution centres all across globe to ensure timely delivery.



### Community

Stylam is dedicated to giving back to the communities in which it resides by supporting local and national non-profit organisations with both funding and products.



### Sustainability

Stylam is committed to preserving the environment and enhancing the quality of life for the communities that it serves.

# Stylam: Journey so far

1991 

- Company was incorporated
- Commenced commercial production of laminates

1995 

- Listed on the Bombay Stock Exchange (BSE)

1996 

- Recognised as 'Export House' by the Government of India

2001 

- Enhanced presence to become a pan-India player with a thriving exports market

2010 

- Name changed to Stylam Industries Limited

2018 

- Introduced a new product line of acrylic solid surfaces under the brand name 'Granex'

2017 

- Raised ₹51 crore through preferential route from Lighthouse Funds
- Started Asia's largest laminates manufacturing plant at Manak Tabra, Panchkula
- Became the first Indian company to manufacture restroom cubicles and lockers having a panel size of 1,860 mm x 4,320 mm under the brand name 'Cuboid'
- Introduced a range of specialty laminates such as MR + high-gloss, mirror, magnetic lam and anti-finger laminates

2016 

- Diversified into IT business by investing in a building in the Panchkula Technology Park

2013 

- Established Fascia HPL exterior cladding pan-India and it became the top-selling brand
- Introduced a premium sub-brand 'VIOLAM'

2012 

- First Indian company to introduce HPL exterior cladding under the brand name 'Fascia'

# Manufacturing infrastructure

PLANT 1



Facility established in

**1992**

Laminates-manufacturing capacity

**~4.5 million**

PLANT 2



- Asia's largest single-location laminates manufacturing infrastructure
- One of two units in India with capability to manufacture 6 ft. \* 14 ft. laminates

Facility established in

**2017**

Laminates-manufacturing capacity

**~6.5 million**



# Worldwide presence

A WELL-KNOWN BRAND GLOBALLY

STYLAM IS PRESENT IN OVER 60 COUNTRIES



Europe



Middle East



Singapore and Myanmar



India

# Stylam: Power brands

 <p><b>STYLAM</b><sup>®</sup></p>	 <p><b>FASCIA</b> EXTERIOR <b>CLADDING</b></p>	 <p><b>WALKON</b> EXTERIOR FLOOR BOARDS</p>	 <p><b>LEADER</b><sup>®</sup> L A M I N A T E S</p>
 <p><b>violam</b> DECORATIVE LAMINATES</p>	 <p><b>cuboid</b> CUBICLES &amp; LOCKERS</p>	 <p><b>viotouch</b> DECORATIVE LAMINATES</p>	 <p><b>Granex</b> SOLID SURFACES</p>

# Board of Directors

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**MR. JAGDISH GUPTA**  
*Managing Director*

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Mr. Jagdish Gupta has been instrumental in developing new business for the Company since its inception.

**MR. MANIT GUPTA**  
*Director*

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Mr. Manit Gupta is a chemical engineer and an MBA holder. He looks after the operational activities in the Company, including planning, marketing and sourcing of raw material.

**MR. MANAV GUPTA**  
*Director*

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Mr. Manav Gupta is a computer engineer and an MBA holder. He looks after the activities relating to general administration and sourcing of raw material.

**MR. SACHIN BHATLA**  
*Director -Technical*

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Mr. Sachin Bhatla holds a B. E. (Mechanical) degree and has over 23 years of experience in the laminates industry at different levels of management.

**MR. SATPAL GARG**  
*Independent Director*

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Mr. Satpal Garg is a successful entrepreneur with experience in building, scaling and running businesses.

**MS. SONIA AGGARWAL**  
*Independent Director*

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Ms. Sonia Aggarwal is an Independent Director of the Company.

**MR. MAHAVIR SINGH**  
*Independent Director*

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Mr. Mahavir Singh is an Independent Director of the Company. He has over 25 years of experience in finance and advises the Company on financial matters.

**MR. RAVINDAR KRISHAN**  
*Independent Director*

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Mr. Ravindar Krishan is a practicing tax consultant. He is an Independent Director of the Company and advises the Company on matters related to direct tax laws.

**MR. SACHIN BHARTIYA**  
*Nominee Director*

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Mr. Sachin Bhartiya is a Nominee Director on the Board of the Company on behalf of Lighthouse Funds.

**DR. PURVA KANSAL**  
*Additional Director*

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Dr. Purva Kansal has done PhD from the University Business School, Punjab University, Chandigarh. She has also earned an FDP certification from IIM Ahmedabad. Dr. Kansal, has more than 15 years of experience in area of research methodology and strategic management



# Accreditations



**ISO 9001:2015** certified, which shows the integrity, quality and reliability of the Company



All products are **GREENGUARD** certified



Received **ISO-14001** and **OHSAS-18001** certifications from the **ECA**



Certified by the **Forest Stewardship Council (FSC)**



Only company in India that offers certified **fire-retardant laminates**



Certified by **ETB** for compact exterior and interior laminates



Received ISI Certification as per **IS:2016-1995** from the Bureau of Indian Standards for thin laminates with 0.8-1.0 mm thickness



First Indian laminates to get **CE certification**



Recognised for 'environmentally-improved low-emission, low-toxicity' high-pressure laminates by the **Singapore Green Labelling Scheme Secretariat**



Recognised as **Star Export House** by the Government of India



Recognised by **Financial Times** and **Statista** as one of the FT 1000 High-Growth Companies Asia-Pacific 2018

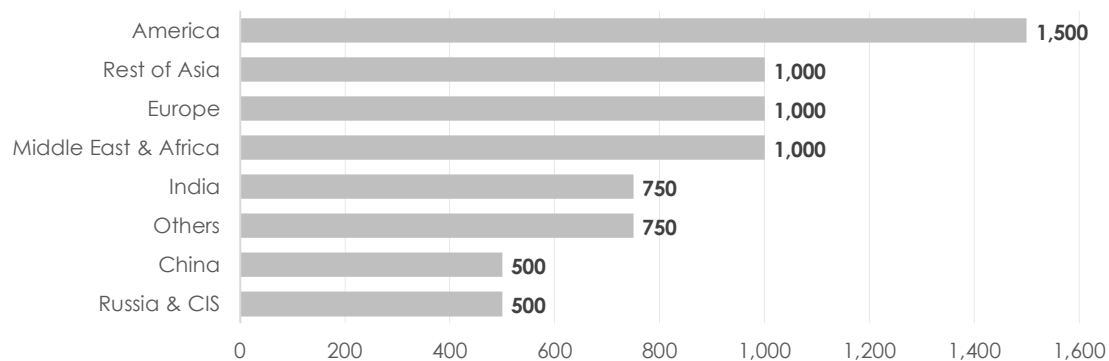
# The Road Ahead



# Stylam: Well-positioned to capitalise on macro-growth opportunities

**Global laminates market is estimated to grow at 5.5% CAGR from 2016 to 2023 and reach \$8 billion**

## GLOBAL LAMINATES MARKET (\$ MILLION)



Source: India Laminates - Structural Growth Drivers in Place (Initiating Coverage) - Report by Anand Rathi

**Rising formalisation in the domestic market is likely to benefit organised players**

## DYNAMICS OF THE INDIAN LAMINATES MARKET

Market size	₹5,000 crore
Exports	₹1,050 crore
Domestic market	₹3,950 crore
Organised	₹2,560 crore
Unorganised	₹1,390 crore



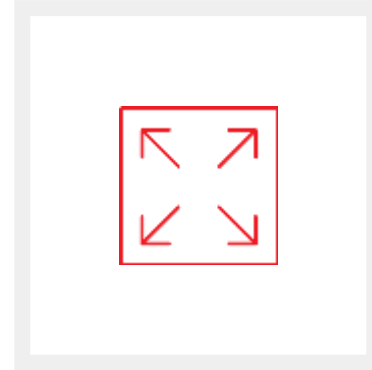
# Stylam: Growth strategy



**Enhance market share in the domestic market**

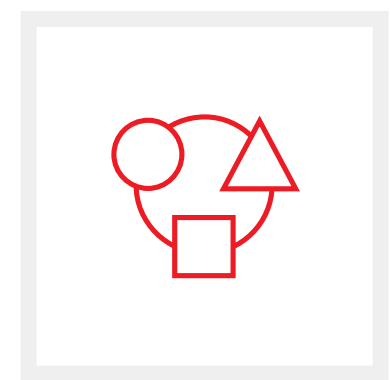


**Focus on innovation to launch products with differentiated finishing and sizes**



**Capacity expansion; total of ₹ 40 crore**

- Install a hot coating line for value added products
- Expand capacity for regular size Laminates
- Commercial production in FY20



**Business consolidation and foray into new segments:**

- Business consolidation with associate concern Golden Chem-tech
- Entry into acrylic solid surface panels, better known as artificial marble/ Corian

# Stylam: Investment case

## Strong brand recall

- Strong brand recall across India and in 60+ export markets
- The 'STYLAM' brand comprises over 1,200 designs, textures, colours and finishes
- Winner of Power Brands Rising Star Award 2016

## Diversified product portfolio

- Offers products across decorative laminates, high-pressure laminates, exterior cladding, exterior floor boards and cubicles segments
- Introduced acrylic solid surfaces in 2018

## Consistent financial track record

- Achieving profitable growth has been a key focus area for the Company

**5-year CAGR**

**Revenue 19.2%**

**Net profit 37.6%**

## Healthy growth prospects

- Capacity expansion to aid Stylam's growth in both domestic and international markets

**Current capacity  
11 million**

## Value accretion post amalgamation of Golden Chemtech Ltd.

- Received SEBI approval for amalgamation of Golden Chemtech Ltd. with Stylam Industries Ltd.
- Commenced commercial production of acrylic solid surfaces under the brand name 'Granex'
- The amalgamation is expected to be value-accretive due to diversification of products offered by Stylam

# Financial Snapshot





# Rewarding investors

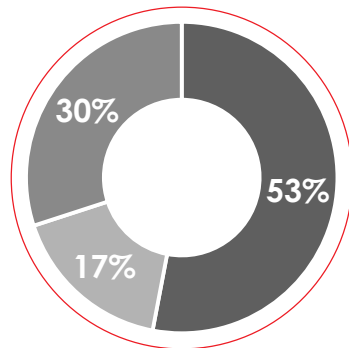
## CAPITAL MARKET DETAILS

BSE Scrip Code	526951
Bloomberg Code	SYIL IN
GICS Sector	Forest Products
Market Cap*	₹554 crore
Face Value	₹10
52-week High*	₹890
52-week Low*	₹525

\* As on 19<sup>th</sup> February, 2019

## SHAREHOLDING PATTERN

■ Promoters ■ Institutions ■ Non-Institutions



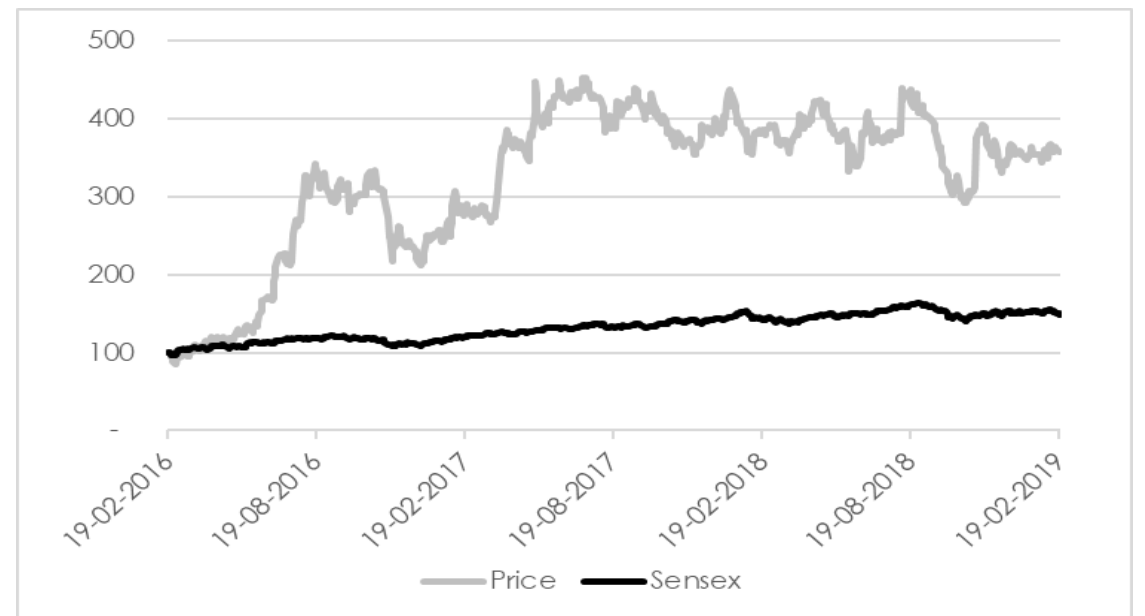
As on 31<sup>st</sup> December, 2018

## INSTITUTIONAL INVESTORS

## STAKE

Lighthouse Funds	12.9%
Sundaram Alternative Opportunities Fund	2.0%

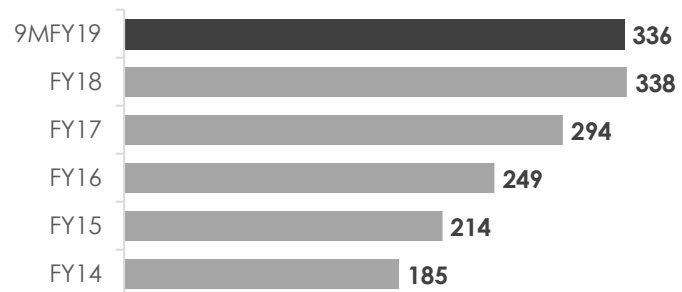
## COMPARATIVE STOCK PRICE PERFORMANCE - BSE SENSEX



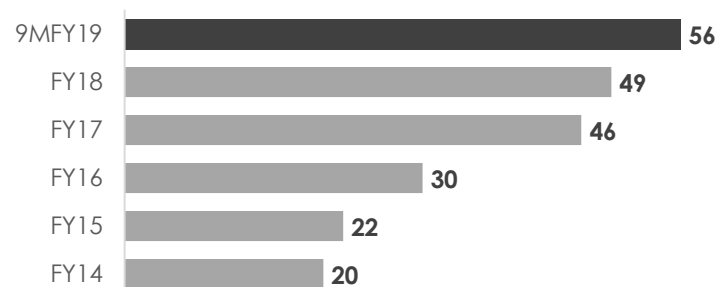
Closing price and Sensex as on 19<sup>th</sup> February 2016 have been indexed to 100; last closing prices as on 19<sup>th</sup> February 2019

# Summary financials

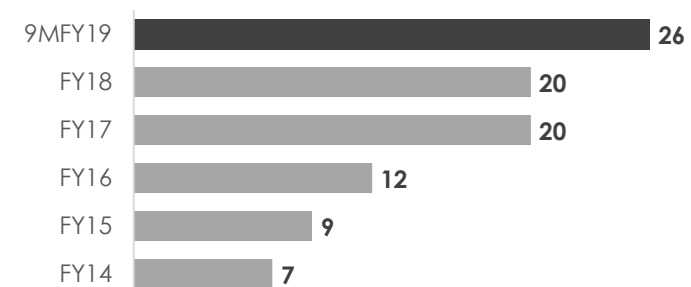
## REVENUES (₹ CRORE)



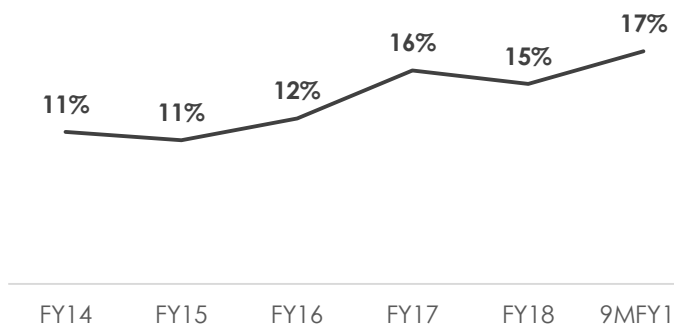
## EBITDA (₹ CRORE)



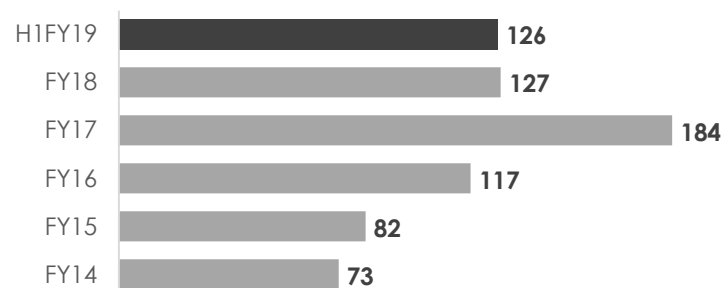
## NET PROFIT (₹ CRORE)



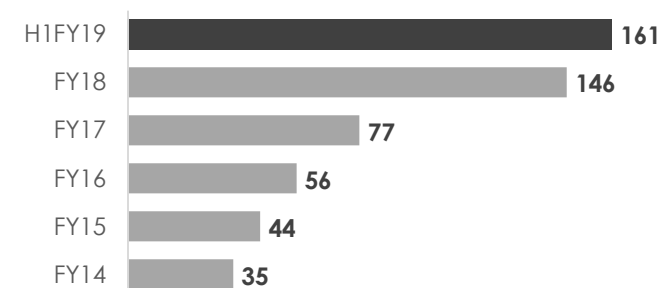
## EBITDA MARGIN (%)



## TOTAL DEBT (₹ CRORE)



## NET WORTH (₹ CRORE)



9MFY19 figures are for period Apr-18 – Dec-18. H1FY19 figures are as on 30<sup>th</sup> September 2018

# Quarterly results

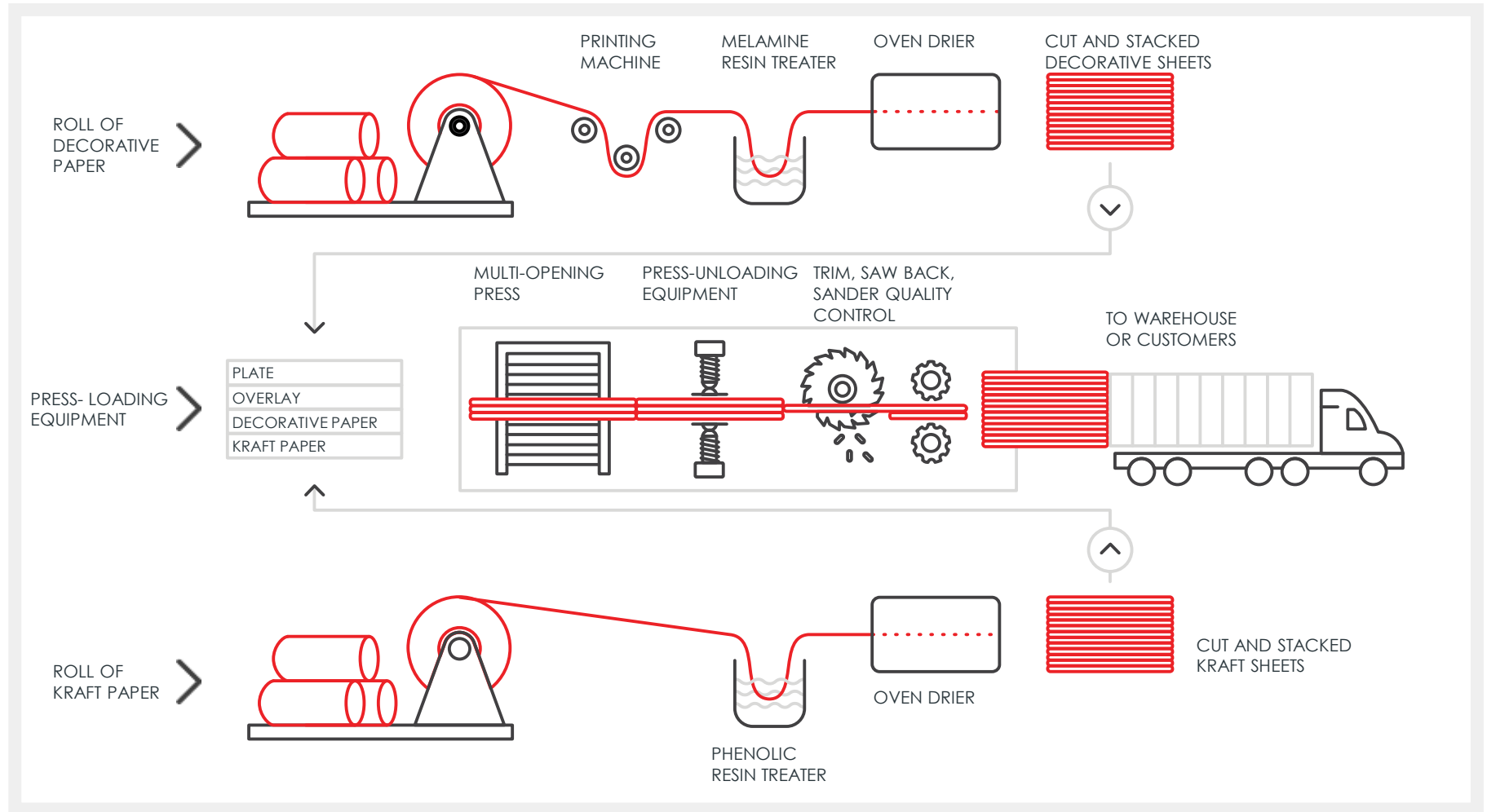
PARTICULARS	ANNUAL			GROWTH		QUARTER			GROWTH	
	FY16	FY17	FY18	FY17	FY18	Dec 2017	Sep 2018	Dec 2018	QoQ	YoY
Net Sales (₹ crore)	249	295	338	18%	15%	82	109	120	10%	46%
EBITDA (₹ crore)	30	46	49	52%	8%	11	18	21	13%	89%
EBITDA MARGIN	12%	16%	15%			13%	17%	17%		
PAT (₹ crore)	12	20	20	62%	2%	5	8	11	38%	149%
PAT MARGIN	5%	7%	6%			6%	8%	9%		



# Annexure: Laminates-manufacturing process

## The typical laminates-manufacturing process comprises:

- Preparation and loading of resin to the dipping tray at the impregnator
- Squeezing of impregnated paper (craft/design)
- Travelling of the impregnated paper in drying chambers
- Cutting sheets to the desired sizes
- Stacking/ Kraft pack making/ design assembly
- Loading in press/ hydraulic pressure application/ heating, cooling and releasing of hydraulic pressure
- Unloading from press
- Trimming, sanding, wrapping and packing as per order



# Thank You

For further information, please contact

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CFO

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**REGISTERED OFFICE**

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

**website:** [www.stylam.com](http://www.stylam.com)