



Ref. No.: SIL/CHD/2022-23/18012023

Dated: 18.01.2023

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 ended December 31, 2022

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 31, 2022.

You are requested to take above information on your record

Thanking you,

For Stylam Industries Limited

Sanjeev Kumar Sehgal

Company Secretary & Compliance officer

Stylam Industries Limited

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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 3 - J a n u a r y 2 0 2 3

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Corporate Overview



- Stylam Industries is 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 30 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 65 countries; the balance being derived from our presence across the Indian subcontinent.

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.



Marvella Solid Surfaces; the perfect recipe for an exquisite décor. These surfaces offer unseen and spellbinding patterns along with long-lasting sturdiness.



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.



Anti-bacterial & Anti-fungie Laminates are intended for applications where there is a need for additional protection on the surfaces against bacteria/fungie.

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)



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



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



- Stylam operates one of the largest single location laminate manufacturing plants in Asia, spread across 44 acres having an annual capacity of 14.3 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 recently received a Certification from NSF International, USA for our Solid Acrylic Surface products.
- Over 1,200 employees devote themselves to Stylam and its vision with a smile daily.

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 65 countries across Europe, Middle & Far East, the Americas (North and South), Asia, Africa and other geographies;

Increasing domestic presence across the country.

Marketing Initiatives



Recent Certifications

- Stylam's status has been upgraded to "**Three Star Export House**" from the earlier "Two Star Export House" as per the Foreign Trade Policy provisions.
- **NSF International, USA** recognized and certified Stylam authorizing the Company to bear the NSF mark.
- Our Company is **certified under the AEO programme** (Authorized Economic Operator) by the Indian Customs.

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.*

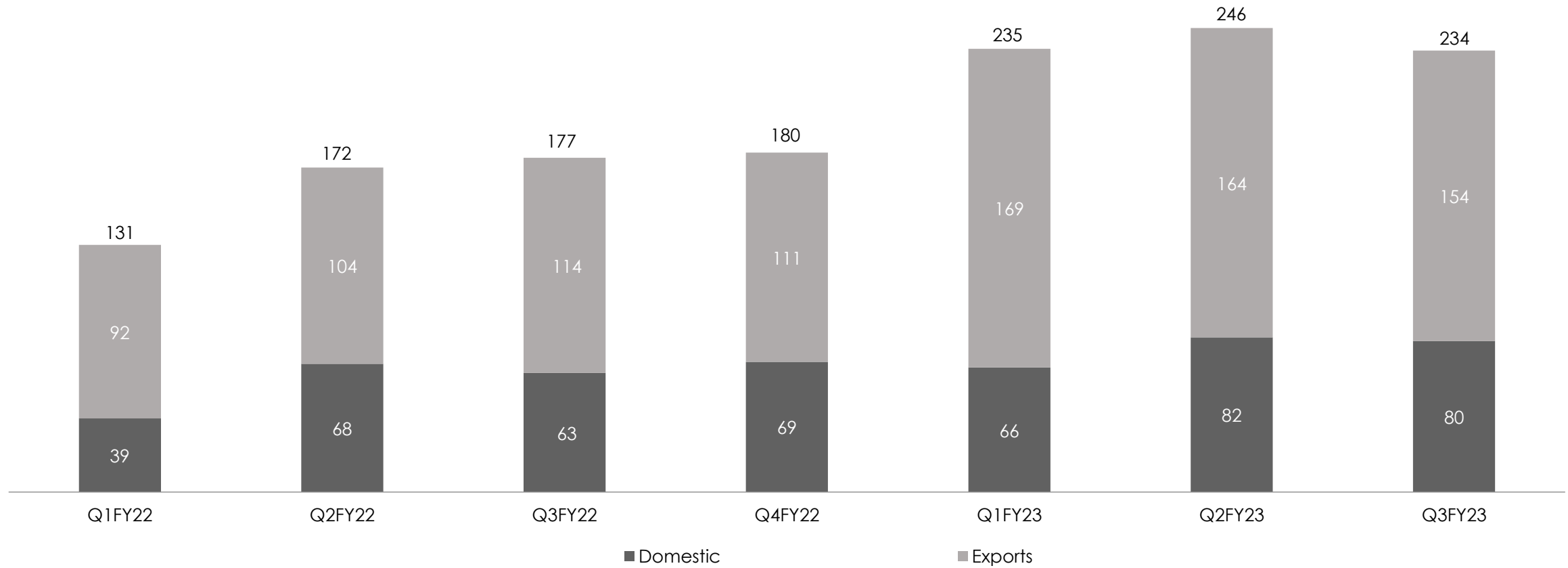
Summary Financial Performance (Consolidated)



(₹ crore)	Q1FY23	Q2FY23	Q3FY23	Q4FY23	YTD FY23
Net Revenue	235	246	234	-	715
EBITDA	35	40	39	-	114
PAT	21	24	24	-	69

(₹ crore)	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
Net Revenue	131	172	177	180	659
EBITDA	26	24	33	20	104
PAT	14	15	16	17	61

Quarterly Sales Performance



Figures in ₹ crore unless mentioned otherwise

Profit and Loss (Consolidated)



(₹ crore)	Q3FY23	Q2FY23	Q3FY22	9MFY23	FY22
Net Revenue	234	246	177	715	659
Material Consumption	131	137	99	401	376
Contribution	103	109	78	314	284
Contribution Margin (%)	44.1	44.4	44.2	43.9	43.0
Employee Expenses	18	17	15	50	55
Other Expenses	46	53	31	150	125
EBITDA	39	40	33	114	104
EBITDA Margin (%)	16.8	16.1	18.7	16.0	15.7
Other Income	0	0	(4)	1	8
Finance Costs	4	1	2	8	8
Depreciation and Amortization	4	6	6	16	23
Less: Exceptional Items	-	-	-	-	-
PBT	32	33	21	92	81
PBT Margin (%)	13.5	13.2	12.4	12.8	12.2
Tax Expense	8	8	6	23	20
PAT	24	24	16	69	61
PAT Margin (%)	10.3	9.8	9.0	9.7	9.2
Sheets Sold (# mn)	3.01	3.2	2.4	9.4	9.1

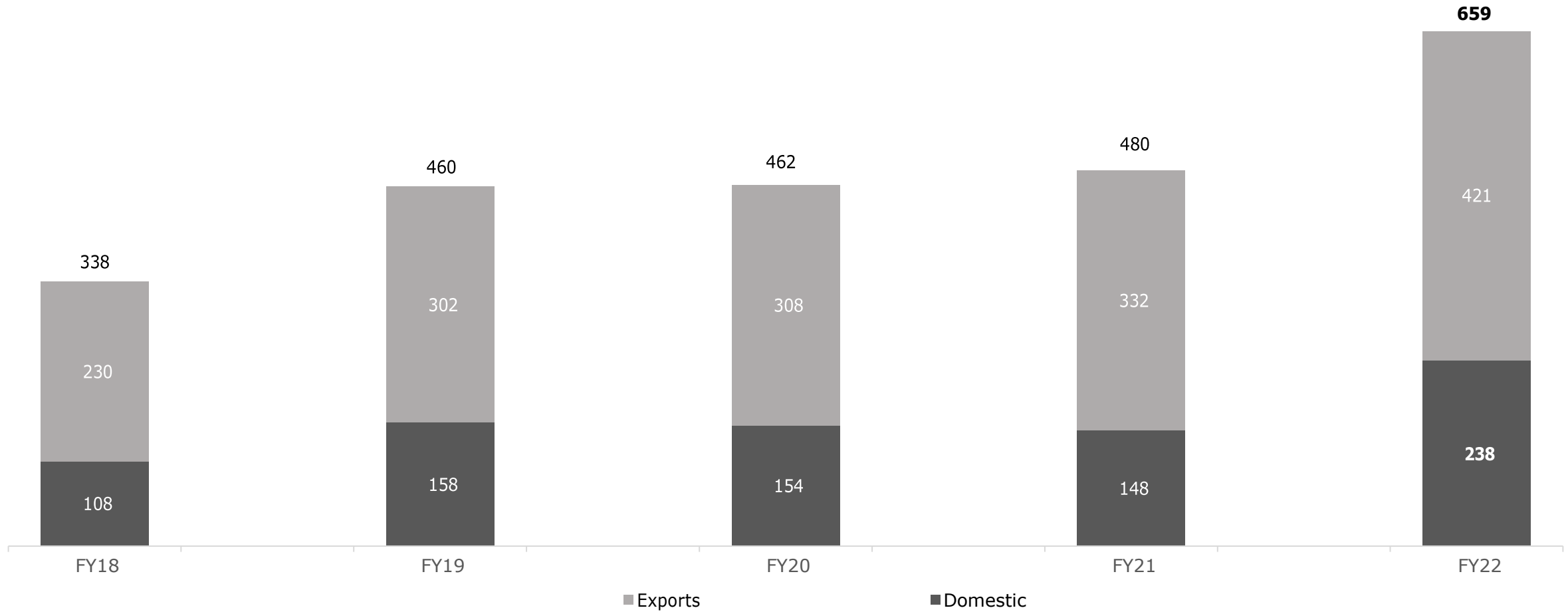
Balance Sheet (Consolidated)



ASSETS (₹ crore)	9MFY23	FY22	LIABILITIES (₹ crore)	9MFY23	FY22
Fixed assets	174	179	Equity share capital	8	8
Capital work in progress	8	-	Other equity	377	308
Investment in property	-	-	Net Worth	385	316
Other non-current assets	5	4	Long term borrowings*	14	21
Total non-current assets	187	183	Short term borrowings	36	59
Inventory	156	133	Total Debt	50	80
Trade receivables	151	119	Trade payables	58	58
Cash and bank	3	9	Other current liabilities	28	21
Other current assets	41	46	Other non - current liabilities	17	14
Total current assets	351	306	Total liabilities	103	93
Total assets	538	489	Total equity and liabilities	538	489

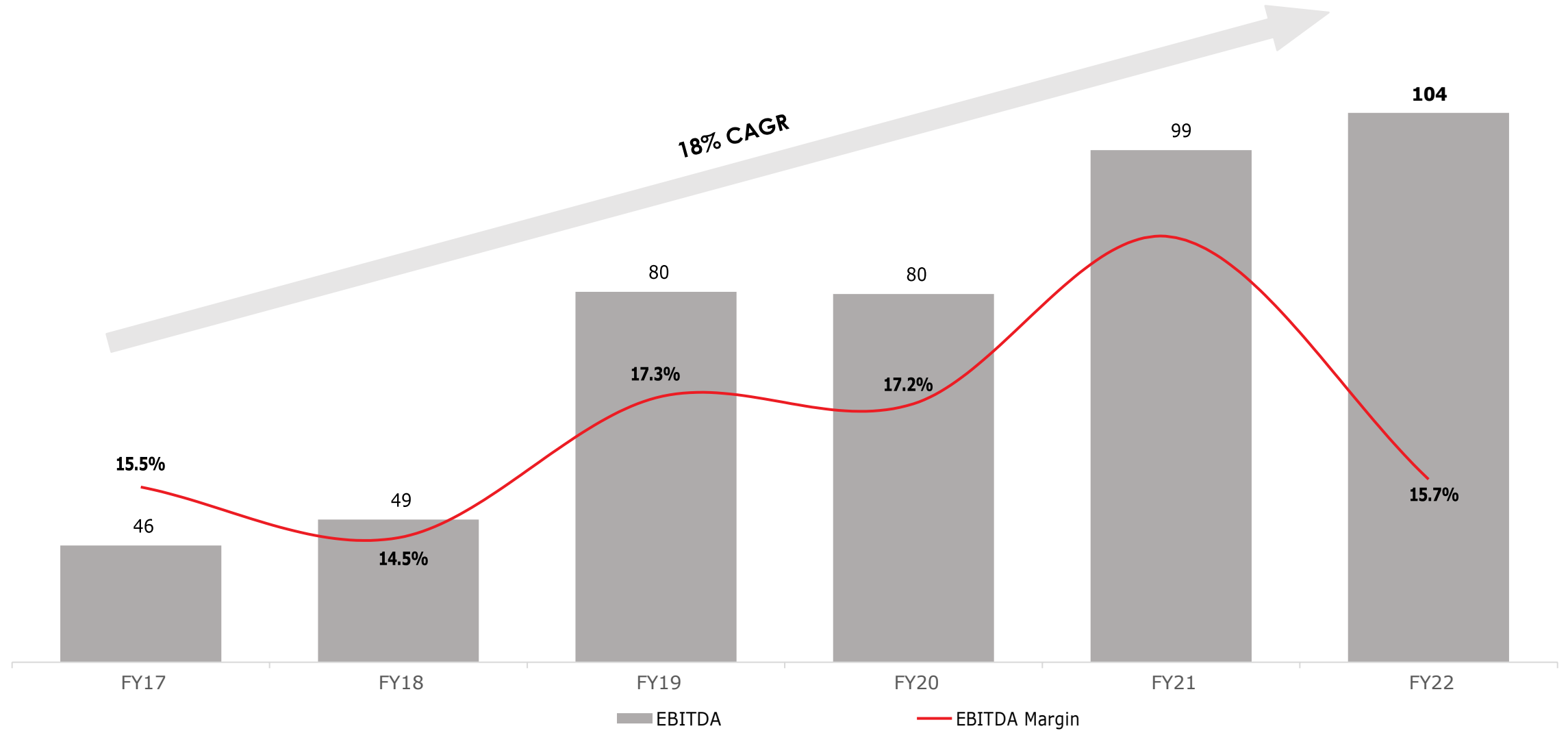
Note - *Long Term Borrowings include current maturities

Historical Sales Performance



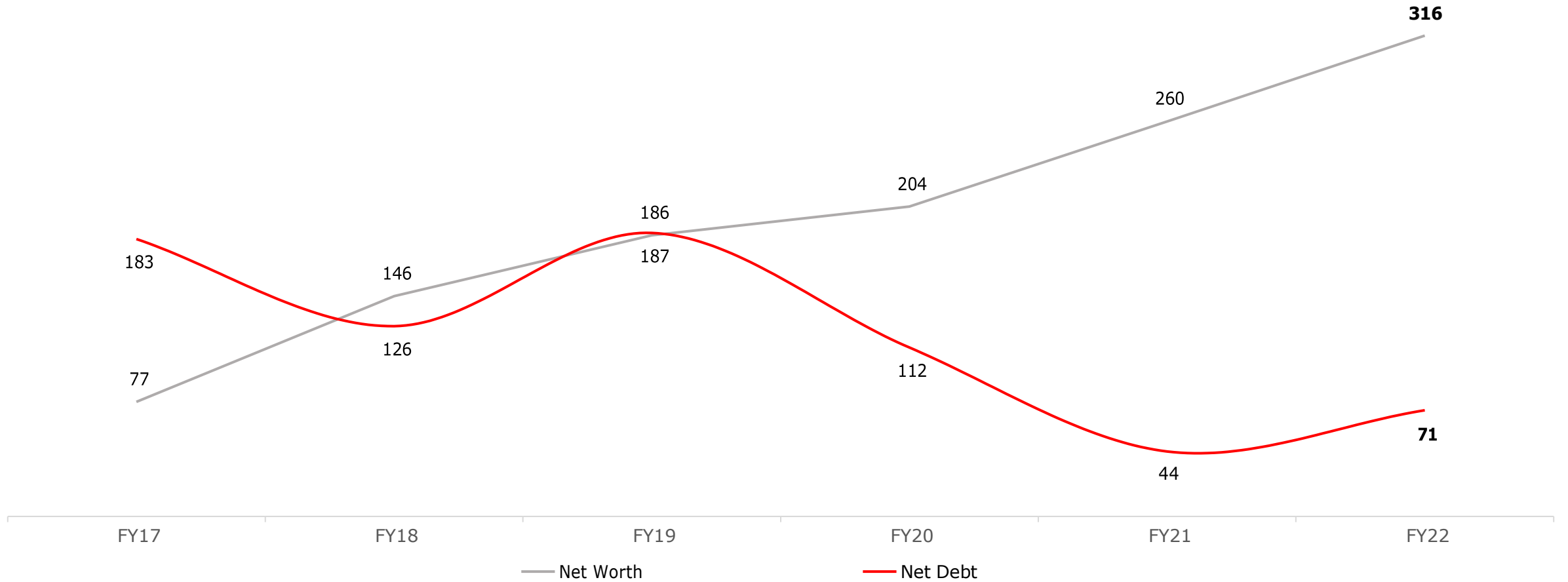
Figures in ₹ crore unless mentioned otherwise

Margin Profile



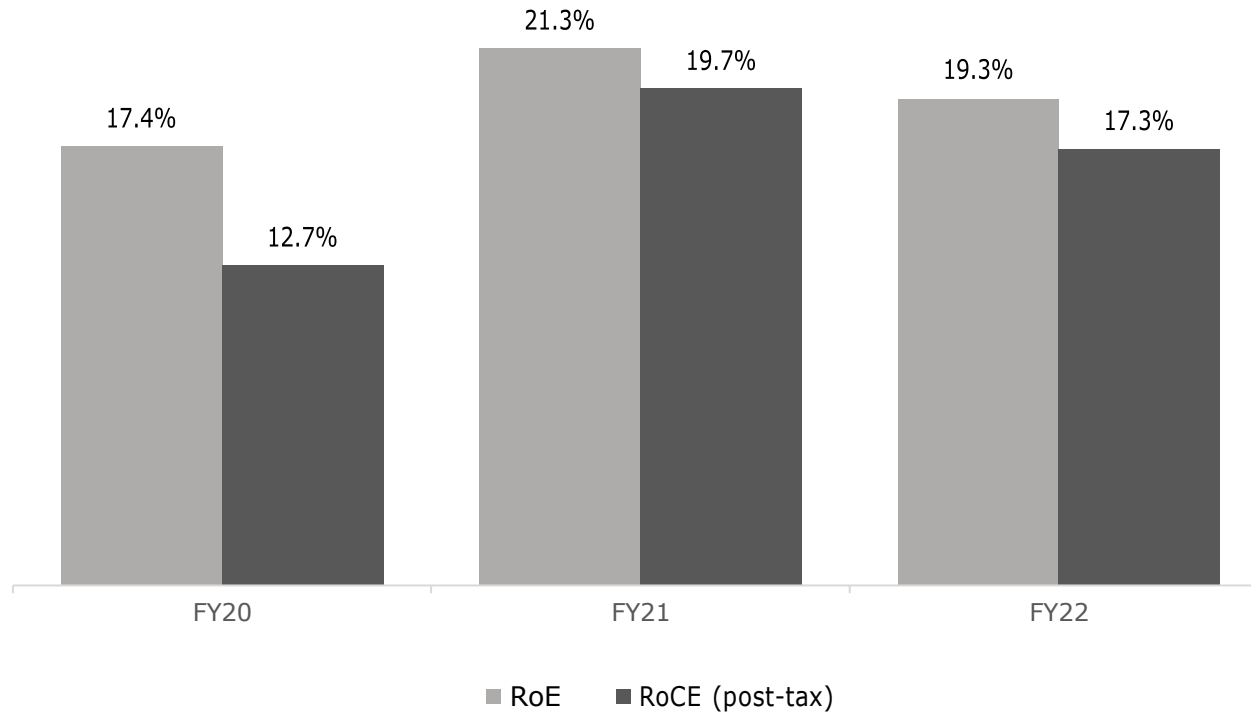
Figures in ₹ crore unless mentioned otherwise

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 (Q3FY23)

- Stylam maintained its strong performance in the third quarter with sales of INR 234 crore, a solid 32.3% YoY growth.
- Sales growth during the quarter was led by export market, which was INR 154 crore and saw 35.3% YoY growth and 6.2% QoQ degrowth. Further, domestic sales also witnessed significant uptick on YoY basis, clocking sales of INR 80 crore (26.8% YoY growth and 2.7% QoQ degrowth).
- The Company recorded an Decrease in sale of laminate sheets in the third quarter of FY23 selling 3.01 million laminate sheets (vs. 3.2 million in Q2FY23). Per sheet average realizations vary based on the product mix during the period.
- Stylam maintained its contribution margin, which stood at 44.1% in Q3FY23 (vs. 44.4% in Q2FY23 and 44.2% in Q3FY22). Further, EBITDA margins improved sequentially to 16.8% (vs. 16.1% in Q2FY23 and 18.7% in Q3FY22), EBITDA for the quarter stood at INR 39 crore.
- Working capital cycle stands at 96 days for the third quarter (vs. 82 days for Q2FY23), due to increase in receivables and inventory holding days and decrease in payable days.
- Net debt stood at INR 47 crore as on 31st December 2022. Net worth stands at INR 385 crore.

Vision 2022-2025



- The company has reached about 80% capacity utilization level in the laminates division. We have now started modular expansion at the existing facilities that will increase our capacity by up to 40%. This will entail a total Investment of INR 40 Cr.
- Board also reviewed the progress made on plywood project and decided to put the same on hold and prioritize the laminates capacity expansion.
- 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.
- To be a debt free Company.

Safe Harbor Statement



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THANK YOU

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