

Greenlam/2019-20  
May 30, 2019



The Manager,  
**BSE Limited**  
Department of Corporate Services  
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The Manager,  
**National Stock Exchange of India Ltd.**  
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BSE Scrip Code: **538979**

NSE Symbol: **GREENLAM**

**SUB: Result Presentation**

Dear Sir/ Madam,

Pursuant to applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed the Result Presentation on the Q4 and FY 19 Financial Results of the Company.

The above is for your reference and record.

Thanking You,  
Yours faithfully,

For **GREENLAM INDUSTRIES LIMITED**

A handwritten signature in blue ink, appearing to read 'Prakash Kumar Biswal', is written over a circular blue stamp.

**PRAKASH KUMAR BISWAL**  
**COMPANY SECRETARY &**  
**VICE PRESIDENT - LEGAL**



Encl: As Above

# Result Presentation

**Q4 & FY19**

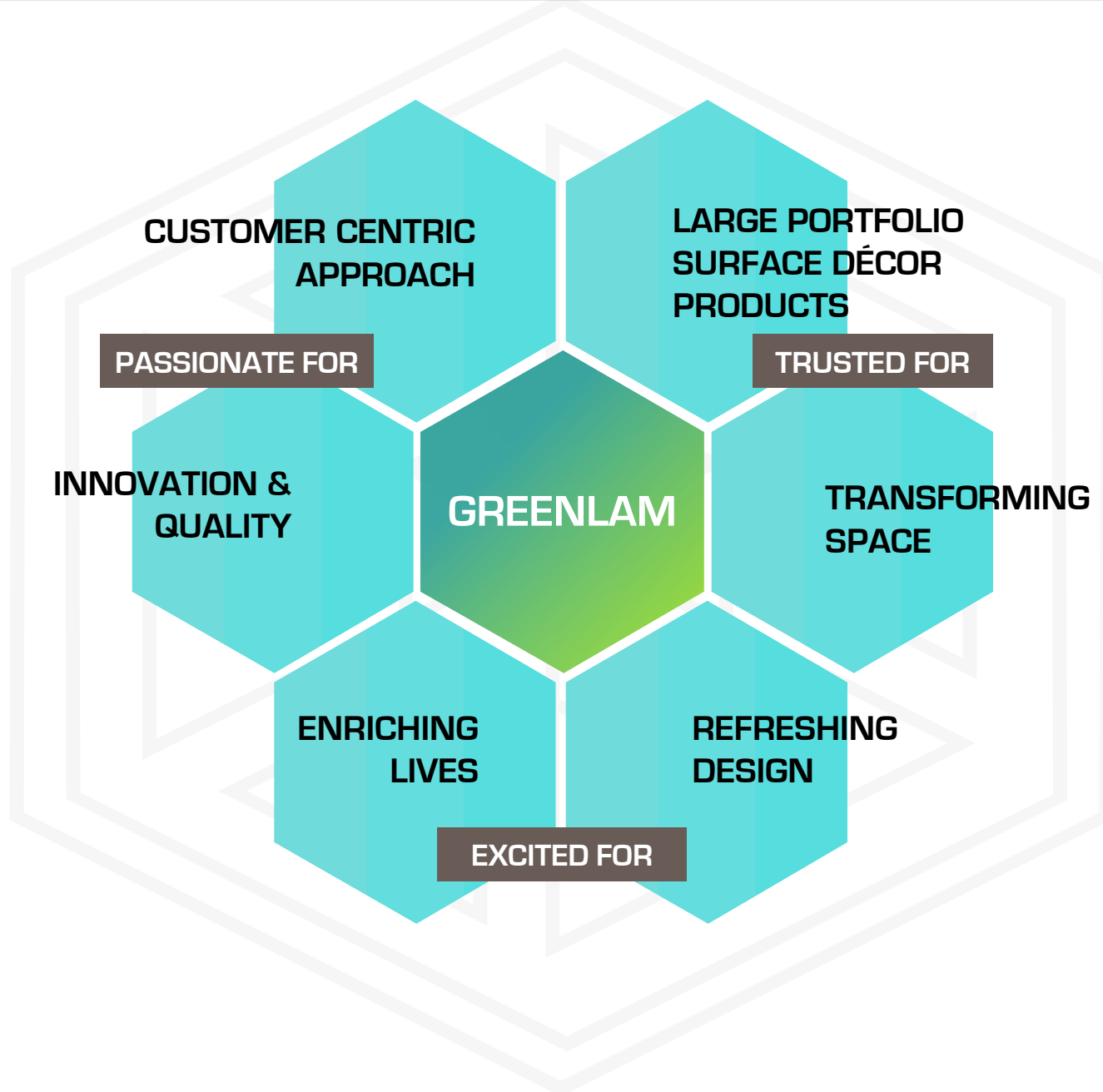
**May 2019**

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# 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**

# Audited Consolidated Financials

# Key Business Update in FY19

## Capacity Expansion in Laminate Segment

- To increase manufacturing capacity by 1.6 million laminate sheets per annum
- The capital cost of this brownfield expansion would be approximately INR 25.0 crores
- The expanded capacity is expected to be operationalized by third quarter of this financial year
- To cater growing market demand

## Acquired “Decolan SA”

- Acquisition of 100% shares of Decolan SA, (a Switzerland co.) through Greenlam Asia Pacific Pte. Ltd., wholly owned subsidiary of the Company in Singapore
- Decolan SA is an importer and distributor of laminates and allied categories like compact laminates, façade products, etc and services Central European Markets
- Changed name to “**Greenlam Decolan SA**”
- To Serve & Expand Presence in Central European Market

# Consolidated Financial Performance – Q4FY19

- Consolidated Net Revenue stood at INR 360.2 Crores as compared to INR 311.1 Crores, growth of 15.8%,
  - Laminate revenue grew by 13.8% to INR 302.5 crores in Q4FY19 from INR 265.8 crores in Q4FY18
    - Domestic laminate revenue grew by 11.8%, however volumes grew by 7.7%
    - Laminate exports grew by 16.1% in INR terms and 10.5% in US Dollar terms. Volume de-grew by 4.6% for the quarter
  - Revenues of decorative veneer business grew by 16.6% to INR 36.3 crores in Q4FY19 from INR 31.1 crores in Q4FY18 with volume growth of 16.4%
  - Revenues of engineered wood flooring business grew by 56% to INR 13.0 crores in Q4FY19 as against INR 8.3 crores in Q4FY18
  - Revenues of engineered door business grew by 42% to INR 8.4 crores in Q4FY19 as against INR 5.9 crores in Q4FY18
- Gross Margin de-grew by 260 bps to 43.7% in Q4FY19 from 46.3% in Q4FY18, mainly on account of change in product mix and raw material costs
- EBIDTA margin de-grew by 20 bps to 12.3% in Q4FY19 from 12.5% in Q4FY18
- EBIDTA grew by 14.3% to INR 44.4 crores in Q4FY19 as comparison to INR 38.9 crores in the Q4FY18
- PAT for the quarter grew by 32.9% at INR 23.8 crores, as against INR 17.9 Crores in corresponding quarter last year
- Working capital cycle increased by 1 day to 80 days



# Consolidated Financial Performance – FY19

- Consolidated Net Revenue stood at INR 1280.7 Crores as compared to INR 1144.7 Crores, growth of 11.9%,
  - Laminate revenue grew by 10.2% to INR 1084.5 crores in FY19 from INR 984.3 crores in FY18
    - Domestic laminate revenue grew by 4.3% in value, however volume de-grew by 3.2%
    - Laminate exports grew by 17.2% in INR and 10.3% in US Dollar terms with volumes remaining flat
  - Revenues of decorative veneer business grew by 10.6% to INR 130.7 crores in FY19 from INR 118.1 crores in FY18, volumes grew by 9.5% for the year
  - Revenues of engineered wood flooring business grew by 64% to INR 43.0 crores in FY19 as against INR 26.2 crores in FY18
  - Revenues of engineered door business grew by 40% to INR 22.5 crores in FY19 as compared to INR 16.1 crores in FY18
- Gross Margin declined to 46.3% in FY19 from 47.7% in FY18, decline of 140 bps, mainly due to pressure on raw material cost and change in product mix
- EBIDTA margin de-grew by 60 bps to 12.4% in FY19 from 13.0% in FY18
- EBIDTA grew by 6.5% to INR 158.5 crores in FY19 as comparison to INR 148.9 crores in the FY18
- PAT for the year grew by 19.3% to INR 77.1 crores in FY19, as against INR 64.6 Crores in corresponding period last year
- Working capital cycle increased by 4 day to 90 days, mainly on account of higher inventory
- Declared Final Dividend of Rs. 3 per equity share (60% of face value) subject to approval of Shareholders at the ensuing AGM

# Consolidated Financial Performance

## Profit and Loss Statement

INR Crores	Q4FY19	Q4FY18	YoY%	FY19	FY18	YoY%
<b>Net Revenue</b>	<b>360.2</b>	<b>311.1</b>	<b>15.8%</b>	<b>1280.7</b>	<b>1144.7</b>	<b>11.9%</b>
Raw Material	202.9	167.1		687.8	598.3	
<b>Gross Profit</b>	<b>157.3</b>	<b>144.0</b>	<b>9.2%</b>	<b>592.93</b>	<b>546.4</b>	<b>8.5%</b>
<b>Gross Margin %</b>	<b>43.7%</b>	<b>46.3%</b>	<b>-260 bps</b>	<b>46.3%</b>	<b>47.7%</b>	<b>-140 bps</b>
Employee Cost	48.7	45.0		192.5	173.4	
Other Expenses	64.3	60.2		241.9	224.1	
<b>EBIDTA</b>	<b>44.4</b>	<b>38.9</b>	<b>14.3%</b>	<b>158.5</b>	<b>148.9</b>	<b>6.5%</b>
<b>EBIDTA Margin %</b>	<b>12.3%</b>	<b>12.5%</b>	<b>-20 bps</b>	<b>12.4%</b>	<b>13.0%</b>	<b>-60 bps</b>
Other (Income)/Cost	(0.4)	(0.3)		(1.5)	(1.6)	
Interest	3.4	4.3		17.0	18.1	
Depreciation	9.2	9.2		36.8	36.0	
<b>PBT</b>	<b>32.2</b>	<b>25.7</b>	<b>25.5%</b>	<b>106.3</b>	<b>96.5</b>	<b>10.1%</b>
<b>PBT Margin %</b>	<b>8.9%</b>	<b>8.3%</b>	<b>60 bps</b>	<b>8.3%</b>	<b>8.4%</b>	<b>-10 bps</b>
Tax	8.5	7.8		29.1	31.9	
<b>PAT</b>	<b>23.8</b>	<b>17.9</b>	<b>32.9%</b>	<b>77.1</b>	<b>64.6</b>	<b>19.3%</b>
<b>PAT Margin %</b>	<b>6.6%</b>	<b>5.7%</b>	<b>90 bps</b>	<b>6.0%</b>	<b>5.6%</b>	<b>40 bps</b>

# Consolidated Financial Performance

## Balance Sheet

INR Crores	Mar-19	Mar-18
<b>Shareholder's Fund</b>	<b>428.4</b>	<b>356.1</b>
Share capital	12.1	12.1
Reserves & Surplus	416.3	344.1
<b>Borrowings</b>	<b>269.7</b>	<b>251.7</b>
Long Term Borrowings* *	110.7	122.1
Short Term Borrowings	159.0	129.6
<b>Liabilities</b>	<b>227.1</b>	<b>215.5</b>
Trade Payables	167.5	157.6
Other Liabilities	59.7	57.9
<b>Total Liabilities</b>	<b>925.3</b>	<b>823.3</b>

INR Crores	Mar-19	Mar-18
<b>Non-Current Assets</b>	<b>380.1</b>	<b>352.9</b>
Fixed assets	351.4	329.8
Goodwill	0.6	1.8
Other Non-Current Assets	28.0	21.4
<b>Current Assets</b>	<b>545.2</b>	<b>470.4</b>
Inventories	307.6	256.3
Trade receivables	176.6	170.5
Cash and Bank Balances	10.6	10.4
Other current assets	50.4	33.2
<b>Total Assets</b>	<b>925.3</b>	<b>823.3</b>

\* \*Include Current Maturity of Long Term Borrowings

# Consolidated Financial Performance

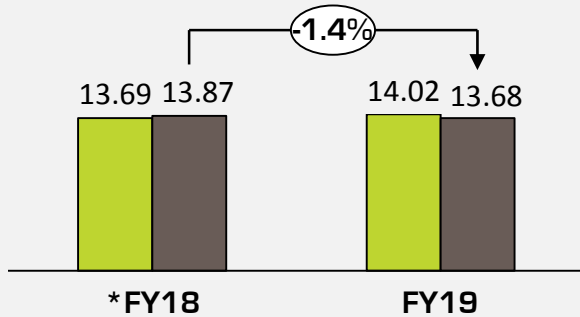
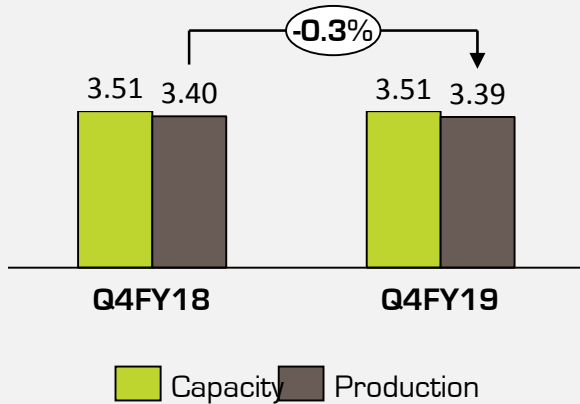
## Laminates & Allied Segment

INR Crores	Q4FY19	Q4FY18	YoY%	FY19	FY18	YoY%
<b>Net Revenue</b>	<b>302.5</b>	<b>265.8</b>	<b>13.8%</b>	<b>1084.5</b>	<b>984.3</b>	<b>10.2%</b>
Gross Profit	133.0	119.4	11.4%	504.5	461.3	9.4%
<b>Gross Margin %</b>	<b>44.0%</b>	<b>44.9%</b>	<b>-90 bps</b>	<b>46.5%</b>	<b>46.9%</b>	<b>-40 bps</b>
EBIDTA	43.2	34.9	23.9%	148.0	133.4	10.9%
<b>EBIDTA Margin %</b>	<b>14.3%</b>	<b>13.1%</b>	<b>120 bps</b>	<b>13.6%</b>	<b>13.6%</b>	<b>-</b>
Capital Employed	434.1	405.9		434.1	405.9	

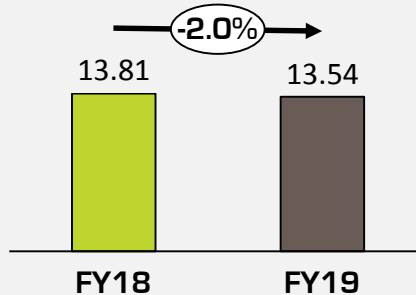
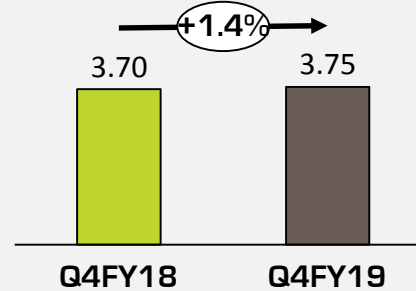
# Consolidated Financial Performance

## Laminates & Allied Segment

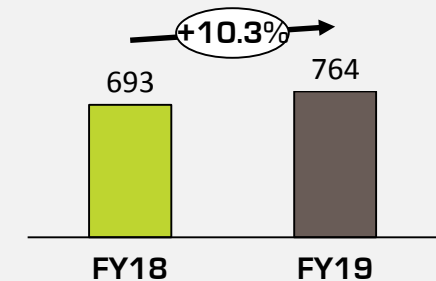
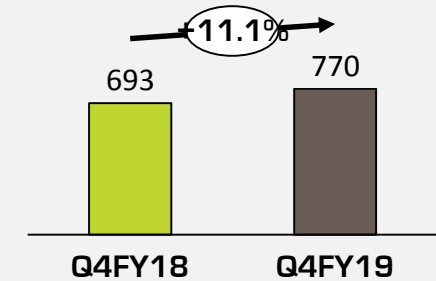
Production and Capacity (Mn Sheets)



Sales (Mn Sheets)



Average Realisation (INR / Sheet)



\*Capacity Increased by 2 Mn Sheets w.e.f from June 2017

# Consolidated Financial Performance

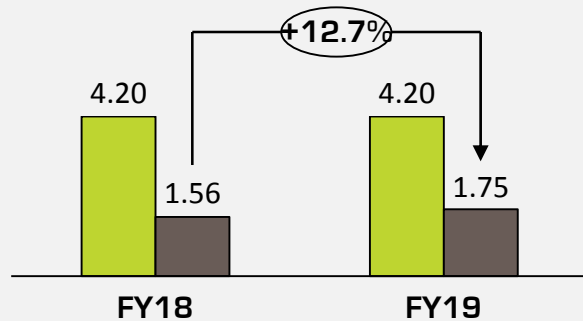
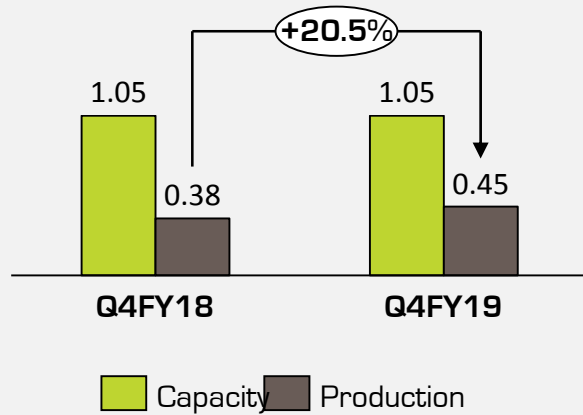
## Veneers & Allied Segment

INR Crores	Q4FY19	Q4FY18	YoY%	FY19	FY18	YoY%
Net Revenue	57.7	45.4	27.3%	196.2	160.4	22.3%
Gross Profit	24.3	24.7	-1.4%	88.4	85.2	3.8%
<b>Gross Margin %</b>	<b>42.1%</b>	<b>54.4%</b>	<b>-1230 bps</b>	<b>45.1%</b>	<b>53.1%</b>	<b>-800 bps</b>
EBIDTA	1.2	4.0	-69.3%	10.6	15.5	-32.0%
<b>EBIDTA Margin %</b>	<b>2.1%</b>	<b>8.8%</b>	<b>-670 bps</b>	<b>5.4%</b>	<b>9.7%</b>	<b>-430 bps</b>
Capital Employed	226.4	197.1		226.4	197.1	

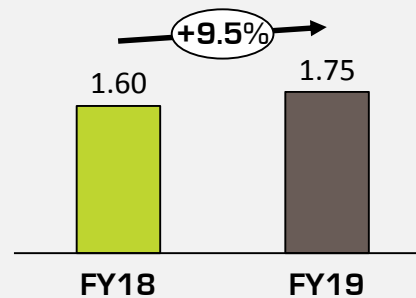
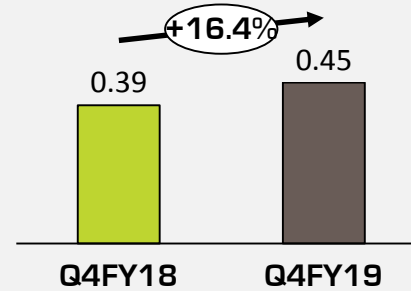
# Consolidated Financial Performance

## Decorative Veneers

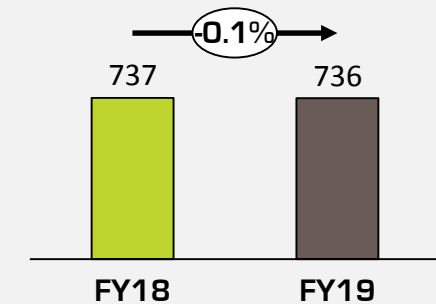
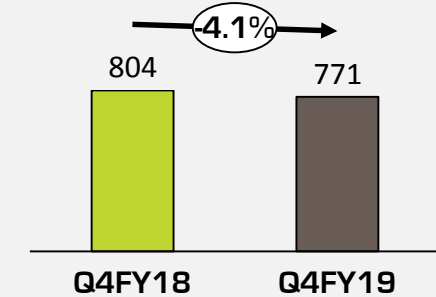
**Production and Capacity  
(Mn Sqmt)**



**Sales  
(Mn Sqmt)**



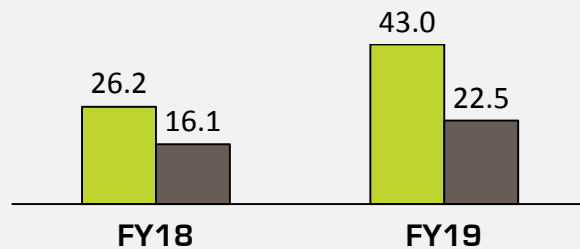
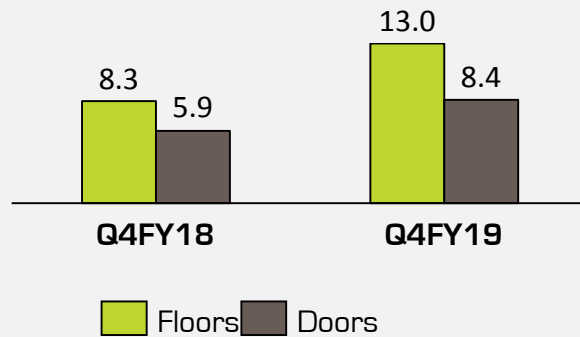
**Average Realisation  
(INR / Sqmt)**



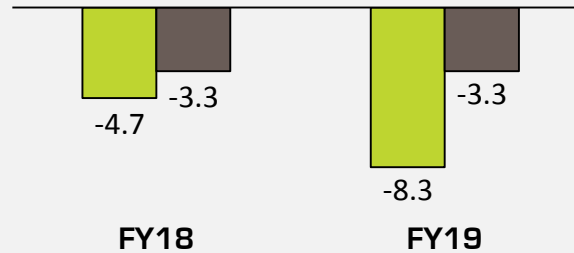
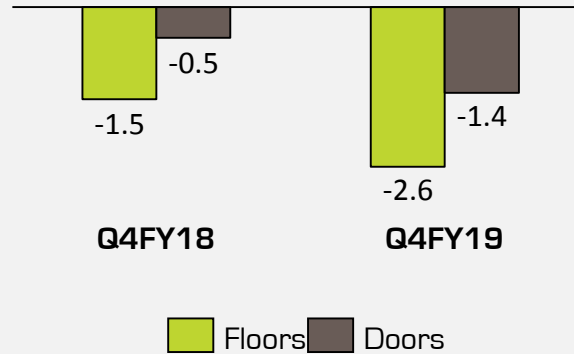
# Consolidated Financial Performance

## Engineered Doors and Floors

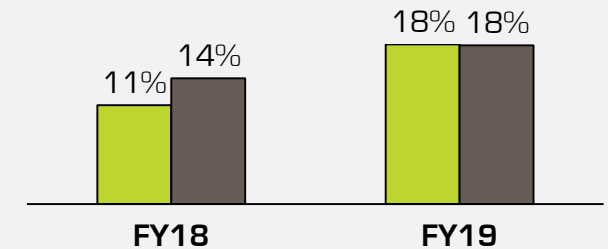
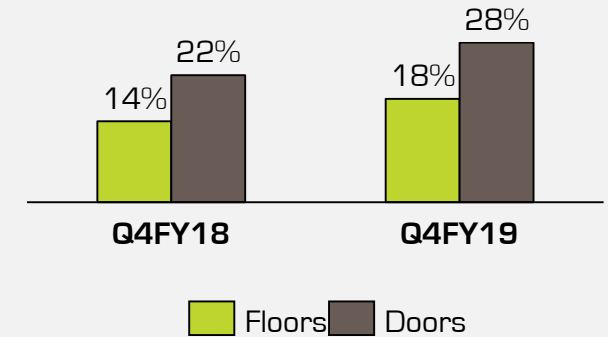
Revenue (INR Crores)



EBIDTA (INR Crores)



Capacity Utilization

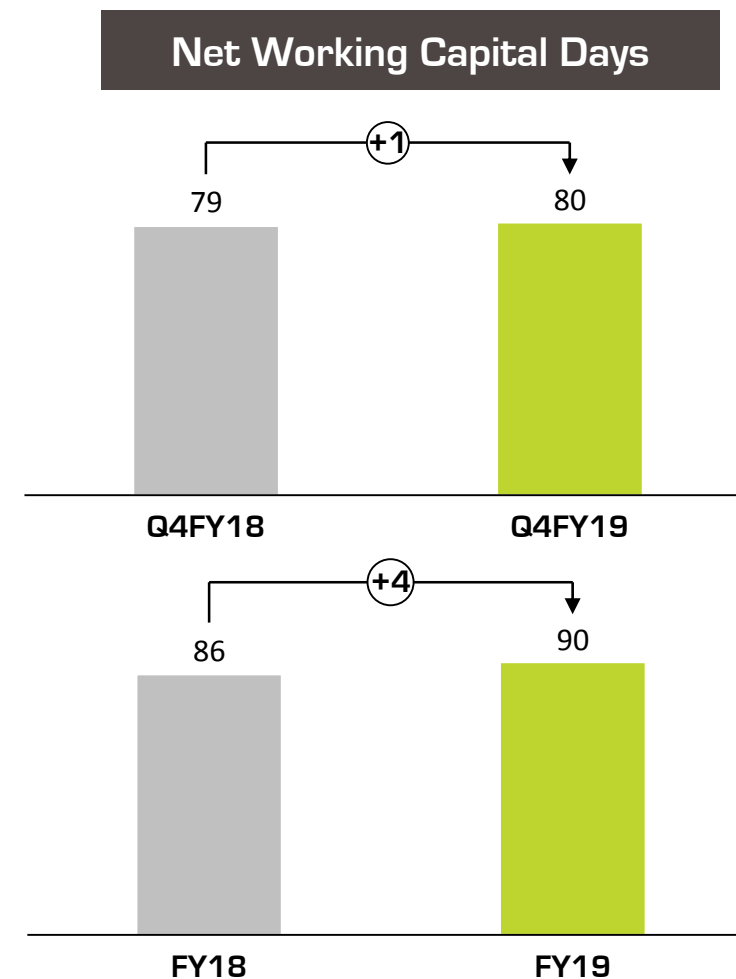




# Consolidated Financial Performance

## Operating Parameters- Net Working Capital (Days)

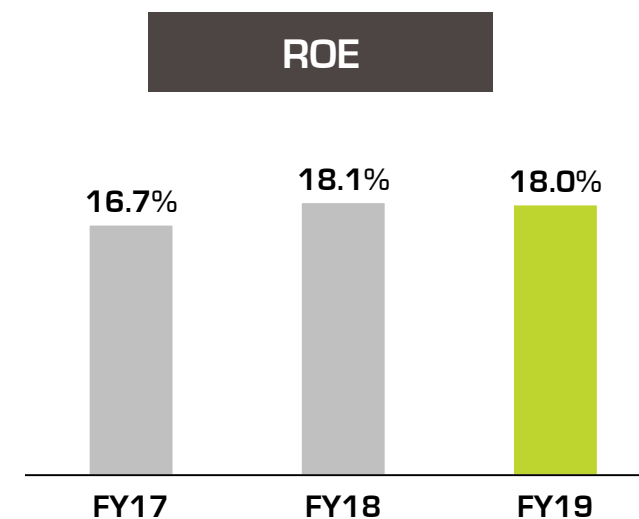
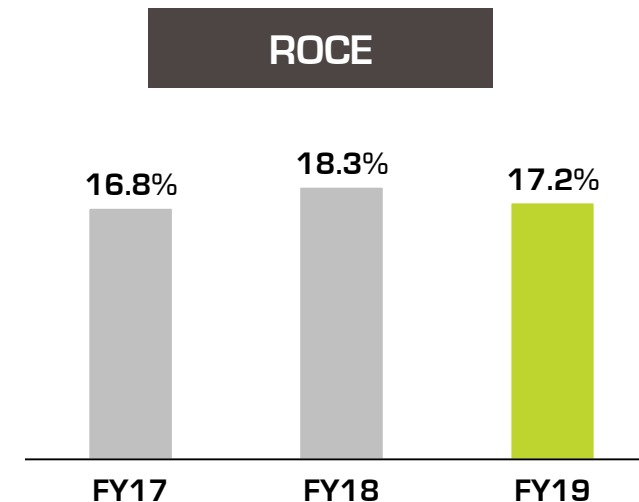
In Days	Q4FY18	Q4FY19	FY18	FY19
Inventory	75	78	82	88
Debtors	50	45	54	50
Creditors	46	42	50	48
<b>Net Working Capital</b>	<b>79</b>	<b>80</b>	<b>86</b>	<b>90</b>



# Consolidated Financial Performance

## Return Ratios – ROCE & ROE

INR Crores	FY17#	FY18	FY19
EBIT	104.2	114.6	123.2
PAT	49.7	64.6	77.1
Capital Employed	618.5	627.4	718.3
Net Worth	298.1	356.1	428.4
ROCE	16.8%	18.3%	17.2%
ROE	16.7%	18.1%	18.0%

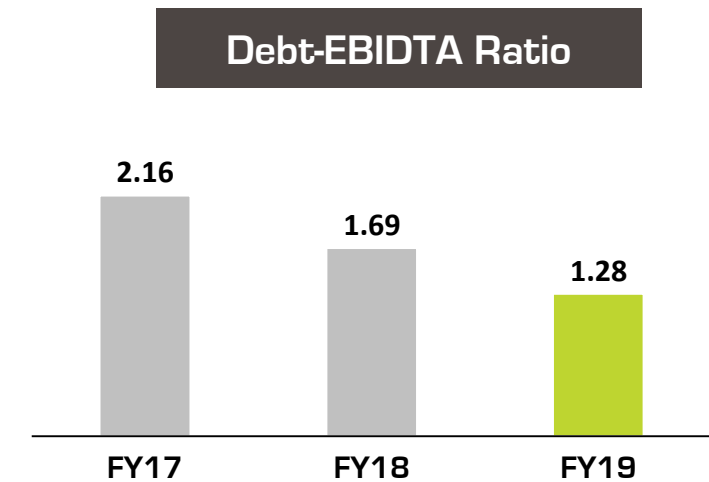
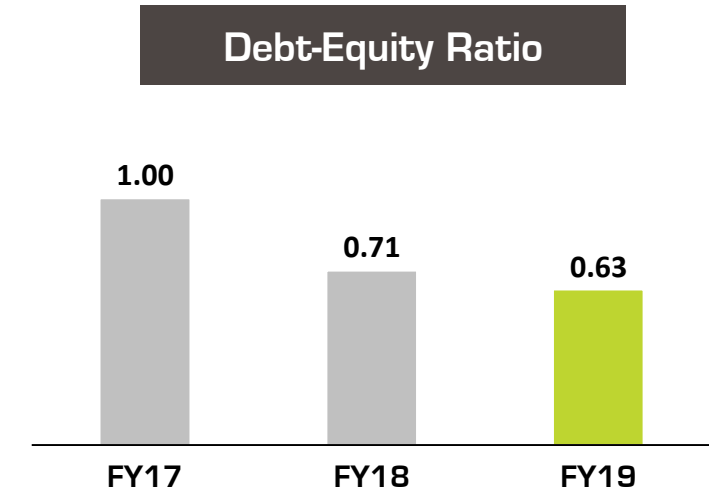


# FY17 financial data has been reclassified as per IND-AS

# Consolidated Financial Performance

## Debt Position

INR Crores	FY17#	FY18	FY19
Long Term Debt (Including current portion)	137.5	122.1	110.7
Short Term Debt	161.0	129.6	159.0
<b>Total Debt</b>	<b>298.5</b>	<b>251.7</b>	<b>269.7</b>
Net Worth	298.1	356.1	428.4
EBIDTA	138.3	148.9	158.5
Debt – Equity Ratio	1.00	0.71	0.63
Debt – EBIDTA Ratio	2.16	1.69	1.28



# FY17 financial data has been reclassified as per IND-AS

**For further information, please contact:**

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CIN: L21016AS2013PLC011624

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**Investor Relations Advisors :**

Strategic Growth Advisors Pvt. Ltd.  
CIN: U74140MH2010PTC204285

**Mr. Shogun Jain / Mr. Shrikant Sangani**

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