

Greenply/2019-20  
February 11, 2020

**The Manager**

BSE Limited  
Department of Corporate Services  
Floor 25, P. J. Towers, Dalal Street  
Mumbai - 400 001  
Security Code: 526797

**The Manager**

National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex  
Bandra (E)  
Mumbai - 400 051  
Symbol - GREENPLY

Dear Sir/Madam,

**Sub: Presentation on un-audited financial results for the quarter and nine months ended 31st December, 2019**

With reference to the captioned subject, please find enclosed Presentation on un-audited financial results of Greenply Industries Limited for the quarter and nine months ended 31.12.2019.

Thanking you,

Yours faithfully,

**For GREENPLY INDUSTRIES LIMITED**

**KAUSHAL KUMAR AGARWAL  
COMPANY SECRETARY &  
VICE PRESIDENT-LEGAL**



Encl.: As above

**Greenply Industries Limited**

'Madgul Lounge', 5th & 6th Floor, 23 Chetla Central Road, Kolkata-700027, West Bengal, India

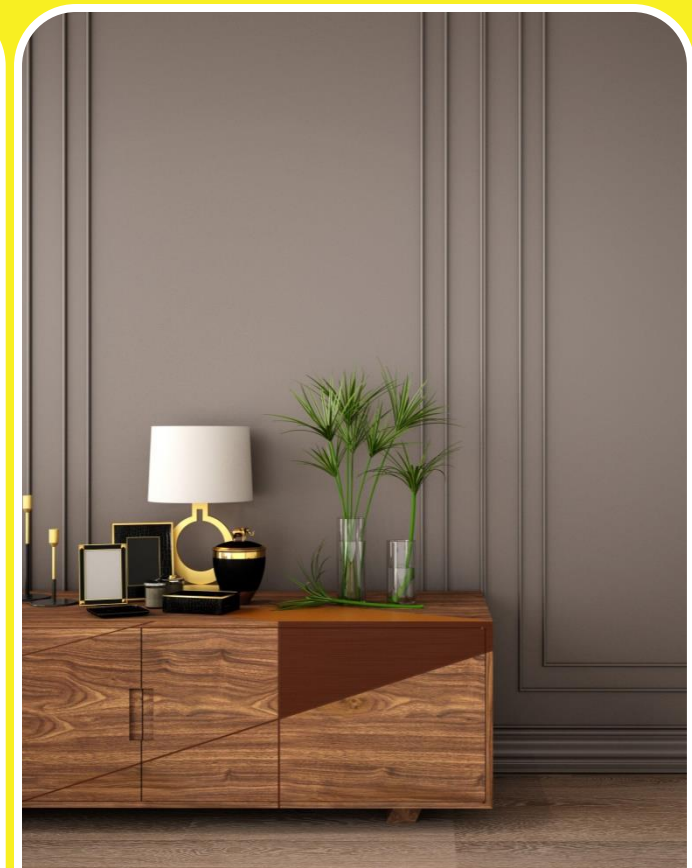
T : +91 33 25400400, 30515000 F : +91 33 25400410, 30515010 | Toll Free : 1800-103-4050 Whatsapp : 9007755000

E : sales.ply@greenply.com Web : www.greenplyplywood.com | www.greenply.com | www.askgreenply.com

Registered Office : Makum Road, Tinsukia - 786125, Assam, India | Corporate Identity Number : L20211AS1990PLC003484

# Q3 & 9M FY2020

## Financial Results Presentation

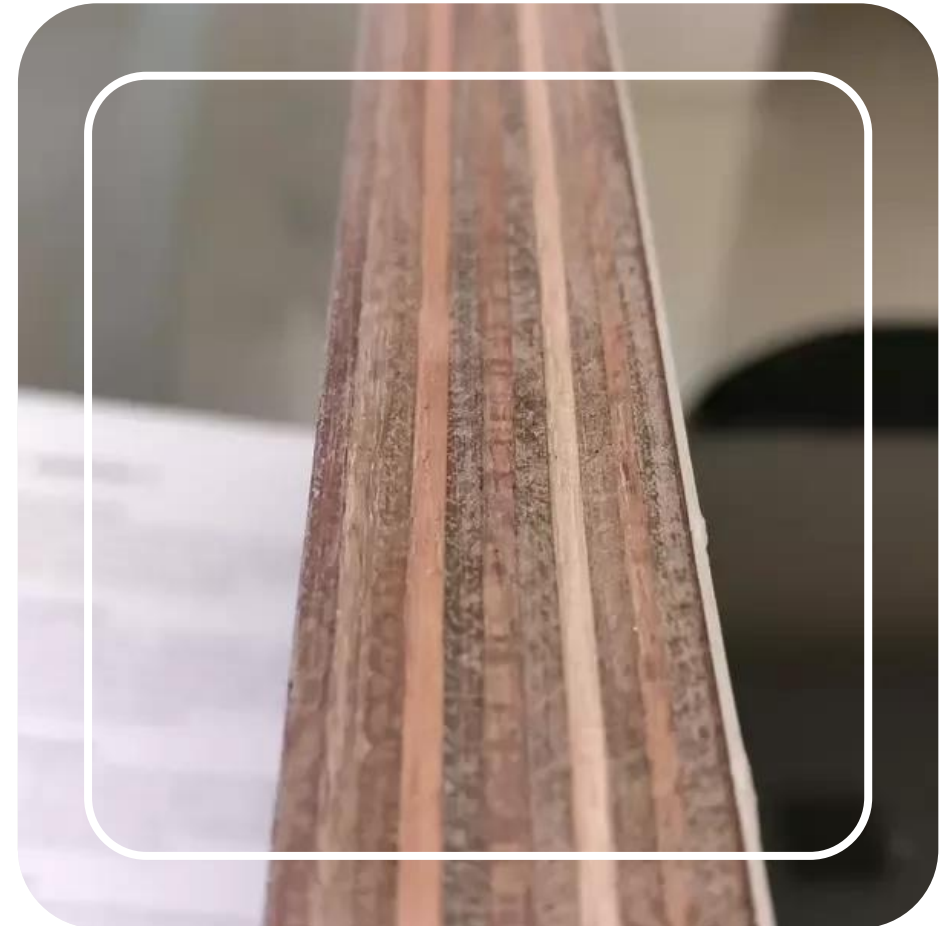


# Disclaimer

Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

All industry data has been collated from various industry sources and market reports. The said data is believed to have a reasonable level of accuracy.

Greenply Industries Limited (GIL) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



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# Financial Highlights – Q3 FY 2020



Consolidated Net Sales down by 1.0% YoY to Rs. 344.9 crores  
Standalone Net Sales up by 2.4% YoY to Rs. 318.4 crores

Consolidated Gross margins down by 7 bps YoY to 40.9%  
Standalone Gross margins down by 18 bps YoY to 38.2%

Consolidated EBITDA margins increased 3 bps YoY to 11.6%  
Standalone EBITDA margins increased 77 bps YoY to 11%

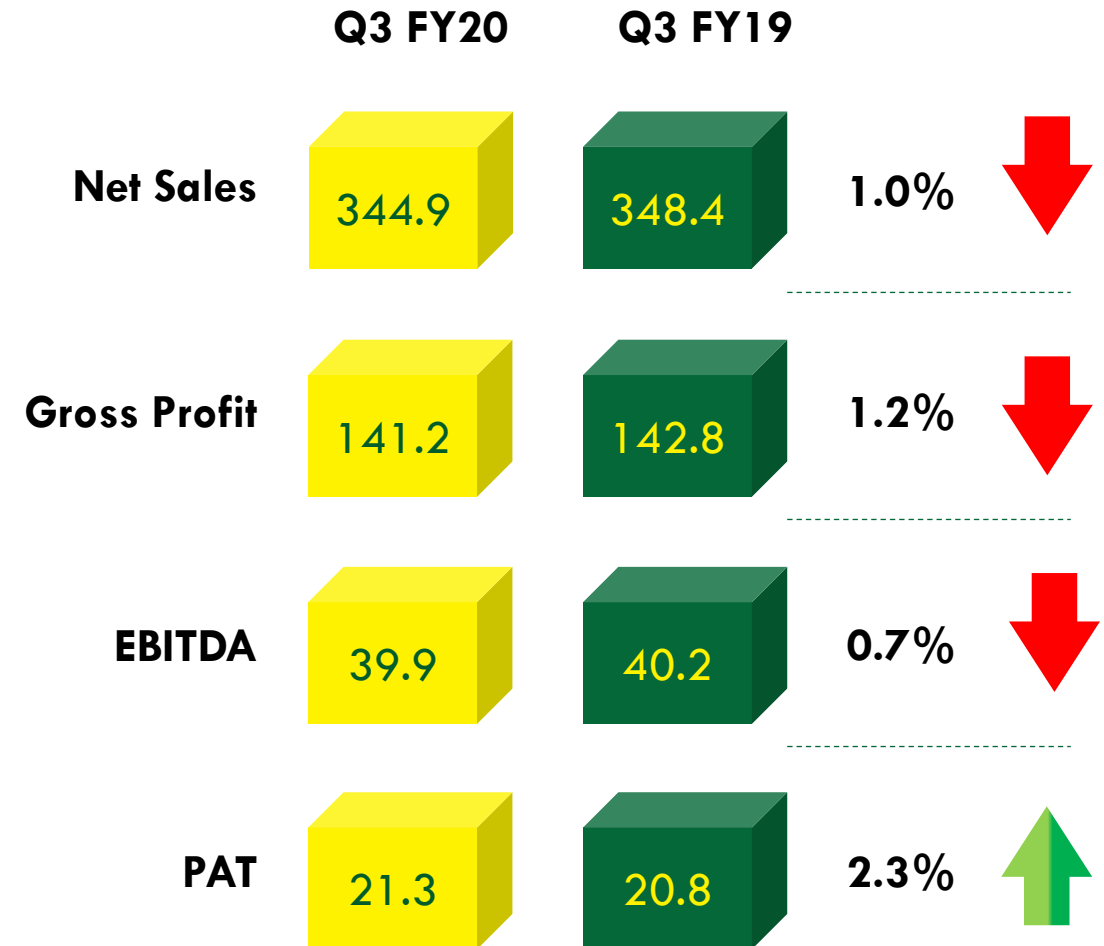
Consolidated PAT up by 2.3% YoY to Rs. 21.3 crores  
Standalone PAT up by 22.7% YoY to Rs. 18.6 crores

Consolidated Debt to equity ratio at 0.65 as on 31st  
December, 2019 and 0.90 as on 31st December, 2018  
Standalone Debt to equity ratio at 0.40 as on 31st  
December, 2019 and 0.55 as on 31st December 2018



# Consolidated Financial Highlights – Q3 FY 2020

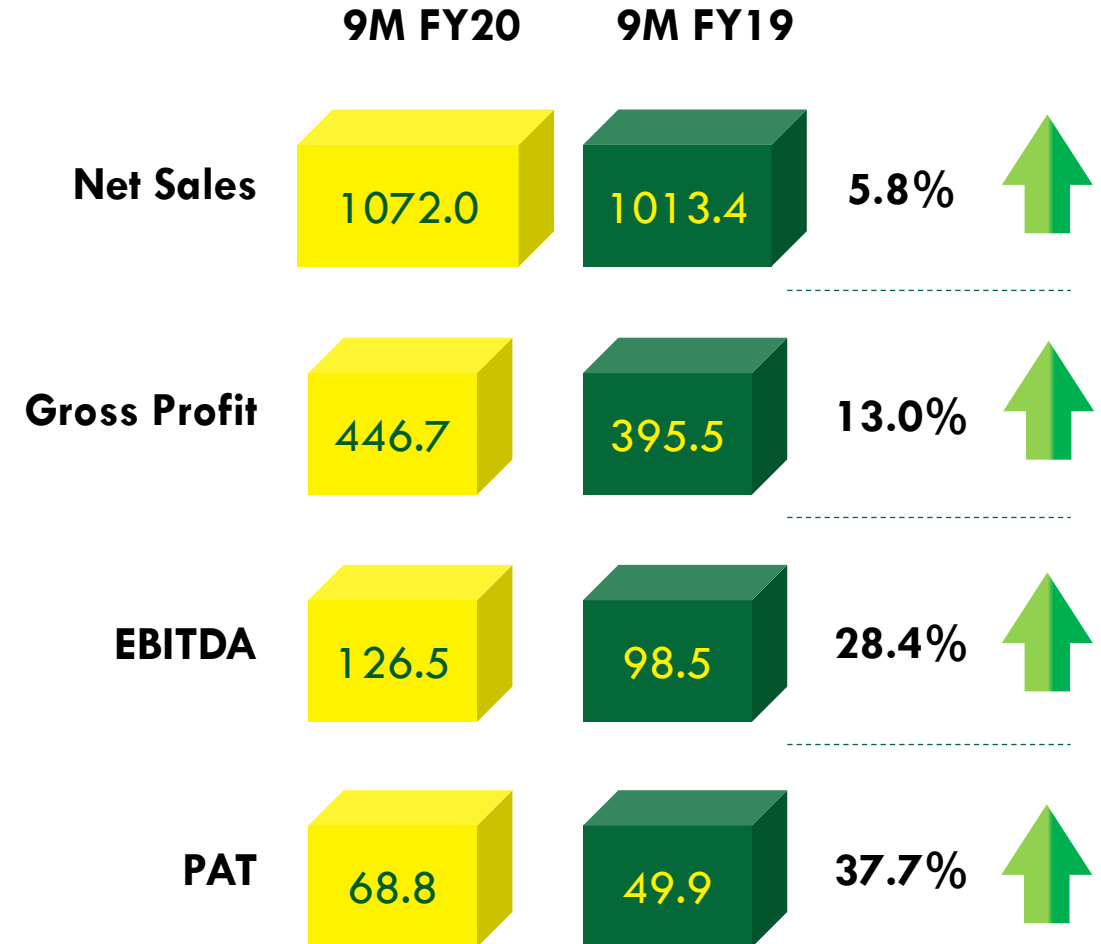
| Key Ratios (%)                | Q3 FY20 | Q3 FY19 |
|-------------------------------|---------|---------|
| Gross Margin                  | 40.9    | 41.0    |
| EBITDA Margin                 | 11.6    | 11.6    |
| EBIT Margin                   | 9.7     | 9.9     |
| Net Margin                    | 6.2     | 6.0     |
| Ad and promotions / Net Sales | 4.0     | 2.8     |
| Staff Cost / Net Sales        | 11.8    | 11.2    |
| Logistics cost / Net Sales    | 4.4     | 5.3     |
| EPS (Rs.)                     | 1.74    | 1.70    |





# Consolidated Financial Highlights – 9M FY 2020

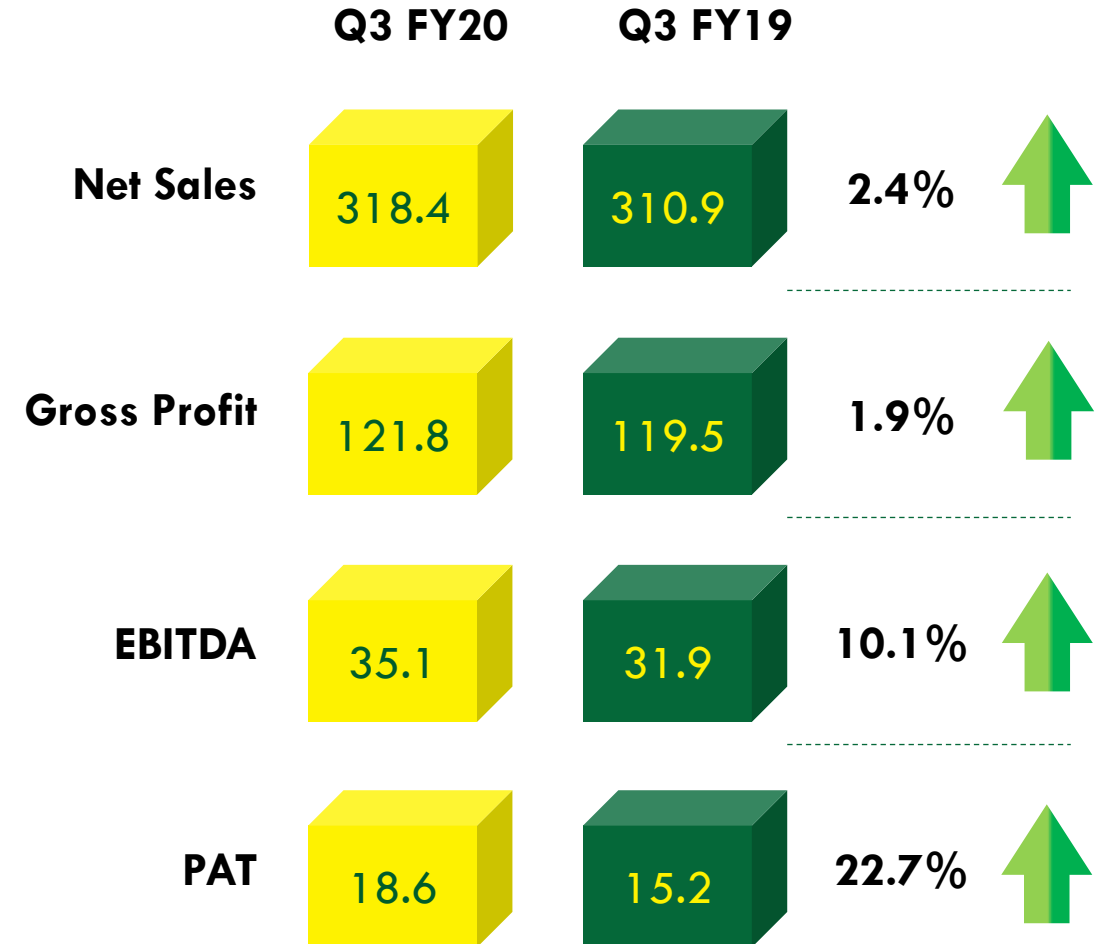
| Key Ratios (%)                | 9M FY20 | 9M FY19 |
|-------------------------------|---------|---------|
| Gross Margin                  | 41.7    | 39.0    |
| EBITDA Margin                 | 11.8    | 9.7     |
| EBIT Margin                   | 10.0    | 8.1     |
| Net Margin                    | 6.4     | 4.9     |
| Ad and promotions / Net Sales | 3.7     | 4.4     |
| Staff Cost/ Net Sales         | 11.6    | 11.3    |
| Logistics cost / Net Sales    | 4.5     | 4.9     |
| EPS (Rs.)                     | 5.61    | 4.07    |





# Standalone Financial Highlights – Q3 FY 2020

| Key Ratios (%)                | Q3 FY20 | Q3 FY19 |
|-------------------------------|---------|---------|
| Gross Margin                  | 38.2    | 38.4    |
| EBITDA Margin                 | 11.0    | 10.3    |
| EBIT Margin                   | 9.4     | 8.7     |
| Net Margin                    | 5.8     | 4.9     |
| Ad and promotions / Net Sales | 4.3     | 3.1     |
| Staff Cost/ Net Sales         | 11.2    | 11.7    |
| Logistics cost / Net Sales    | 4.8     | 5.9     |
| EPS (Rs.)                     | 1.52    | 1.24    |

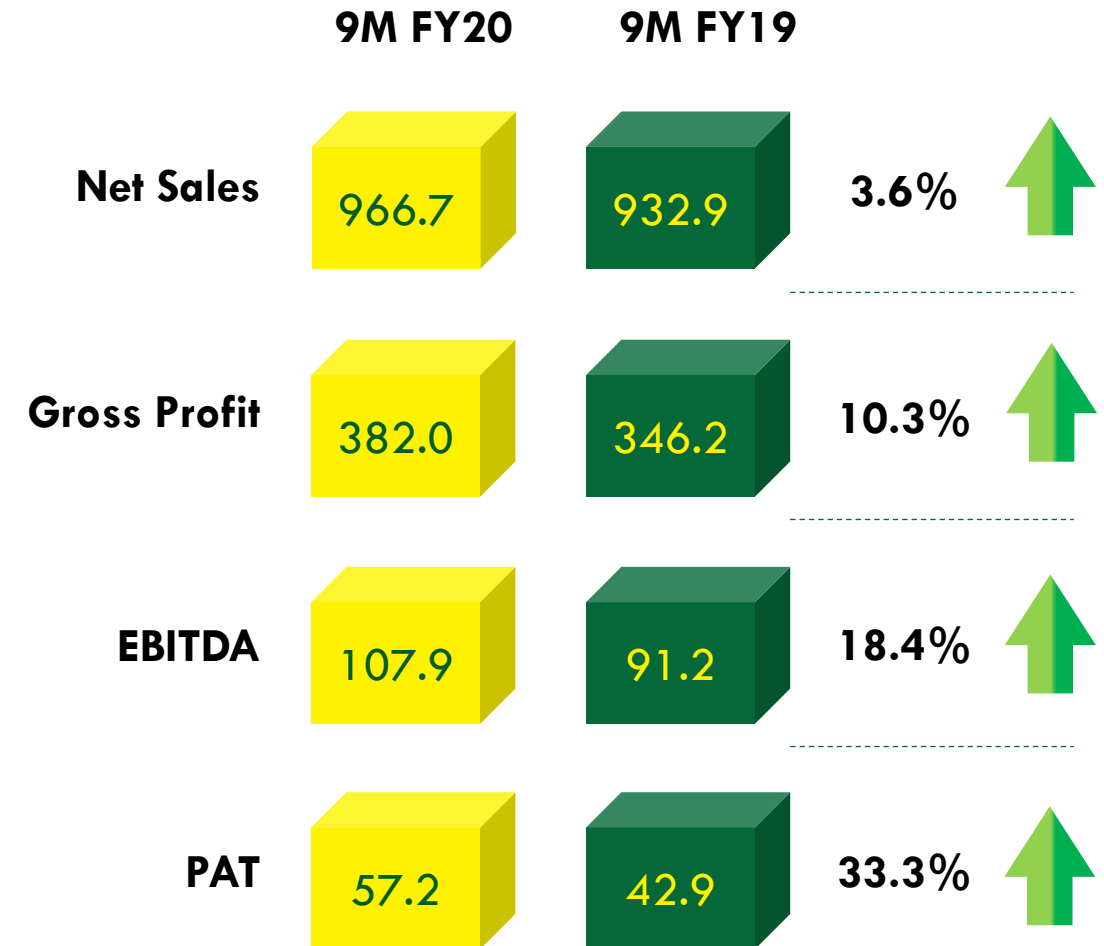






# Standalone Financial Highlights – 9M FY 2020

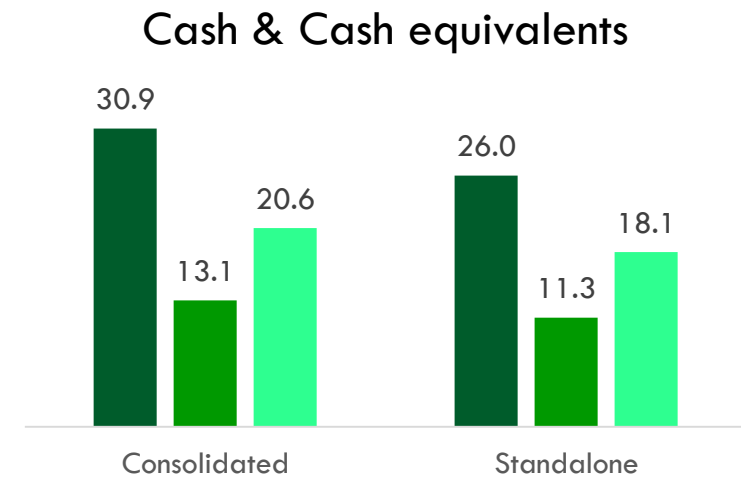
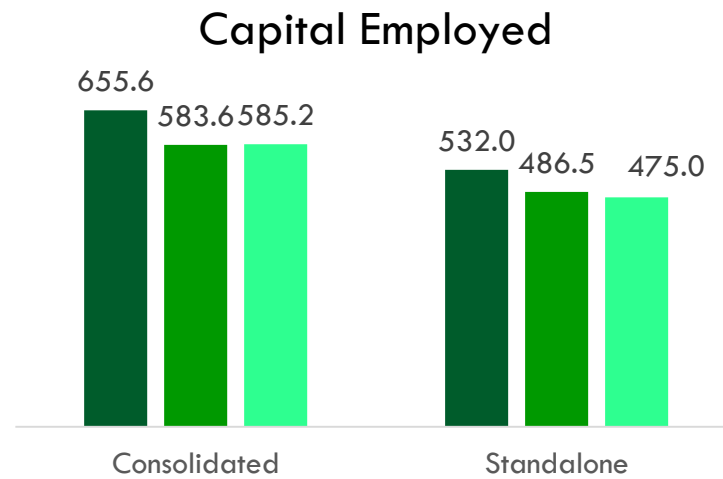
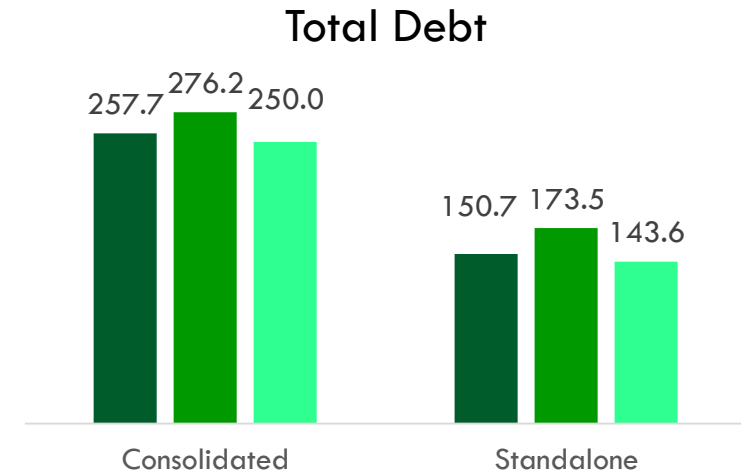
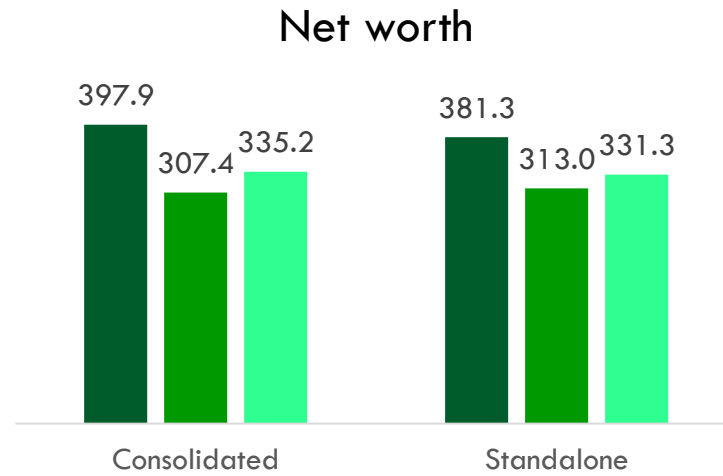
| Key Ratios (%)                | 9M FY20 | 9M FY19 |
|-------------------------------|---------|---------|
| Gross Margin                  | 39.5    | 37.1    |
| EBITDA Margin                 | 11.2    | 9.8     |
| EBIT Margin                   | 9.5     | 8.3     |
| Net Margin                    | 5.9     | 4.6     |
| Ad and promotions / Net Sales | 4.0     | 4.6     |
| Staff Cost / Net Sales        | 11.6    | 11.3    |
| Logistics cost / Net Sales    | 5.0     | 5.3     |
| EPS (Rs.)                     | 4.67    | 3.50    |





## Financial Highlights -

## Balance Sheet Perspective



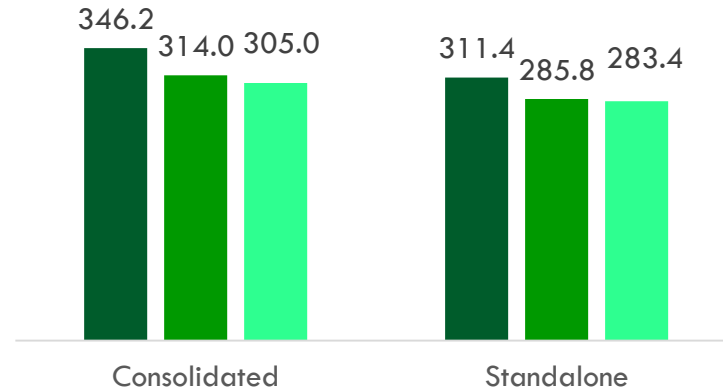
Dec'19
  Dec'18
  Mar'19



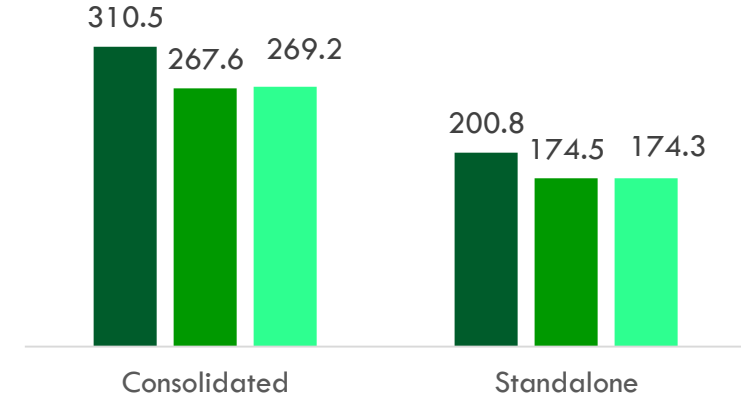
## Financial Highlights -

## Balance Sheet Perspective

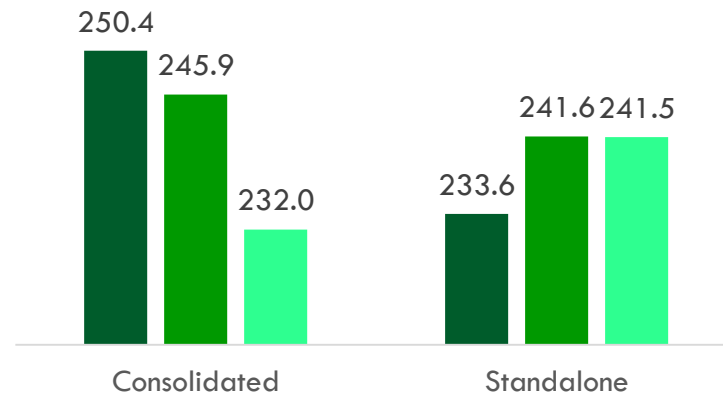
### Receivables



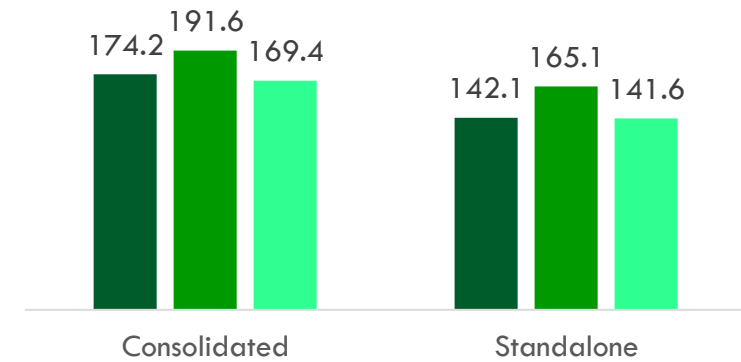
### Fixed Assets



### Payables



### Inventories

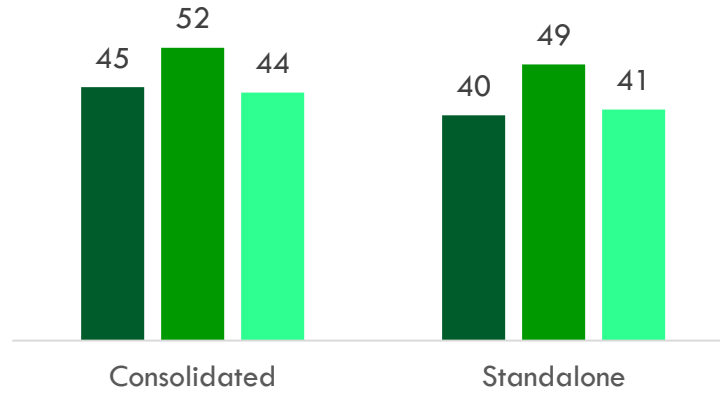


Dec'19
  Dec'18
  Mar'19

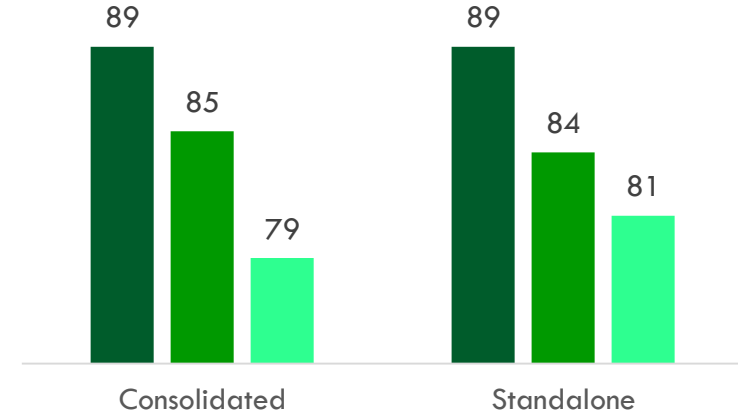


# Financial Highlights - Ratios

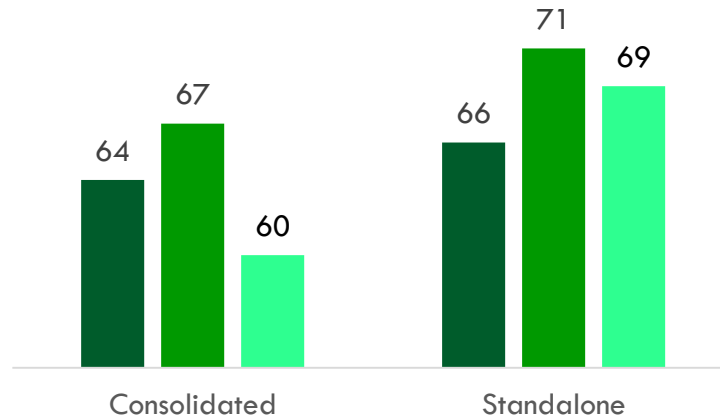
### Inventories (Days)



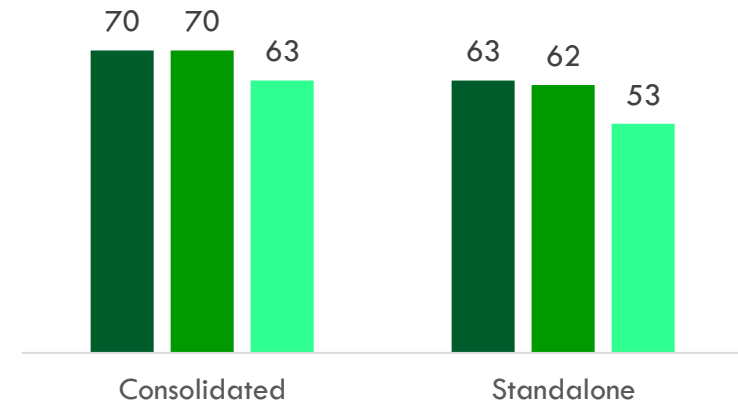
### Debtors (Days)



### Creditors (Days)



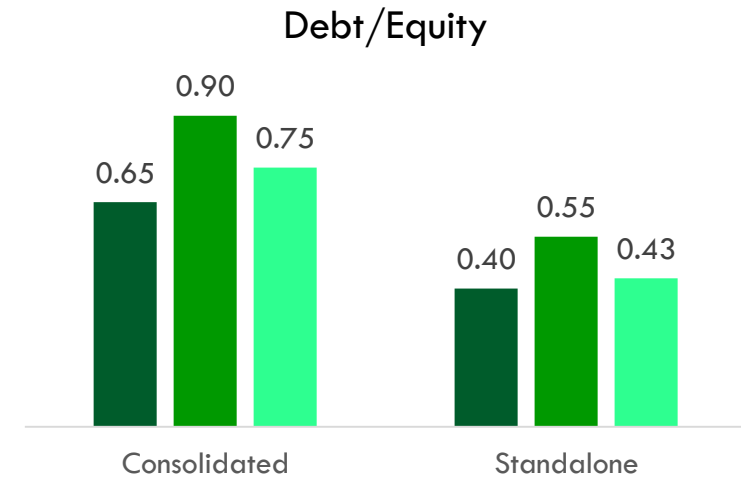
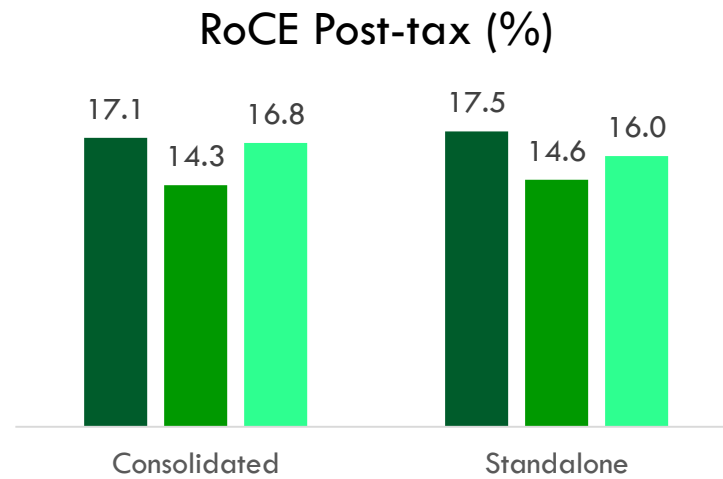
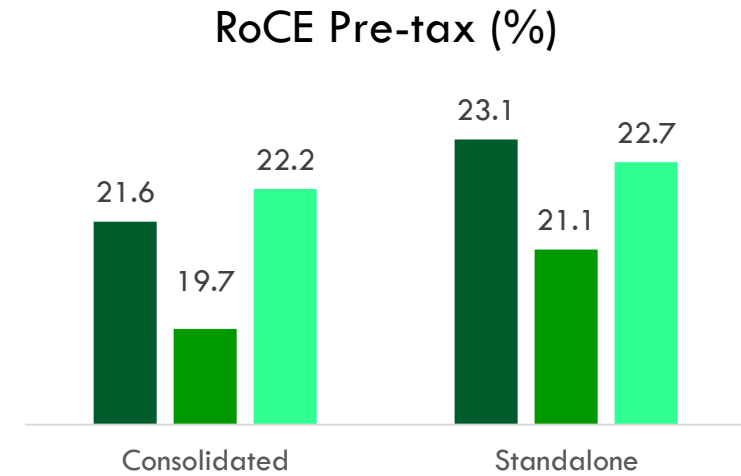
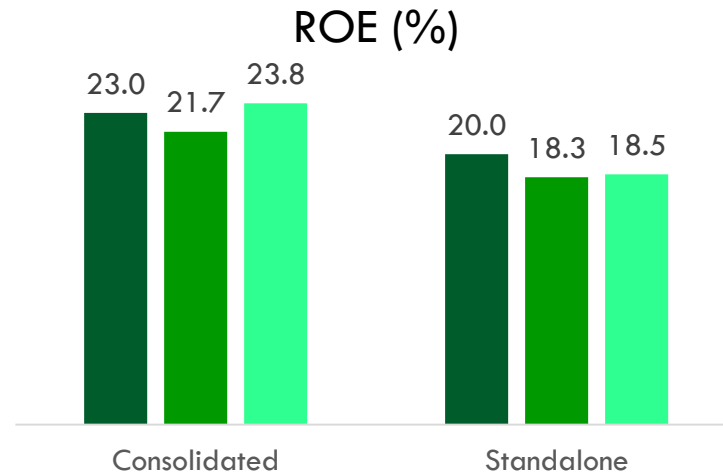
### Working Capital Turnover (Days)



Dec'19
  Dec'18
  Mar'19



## Financial Highlights - Ratios

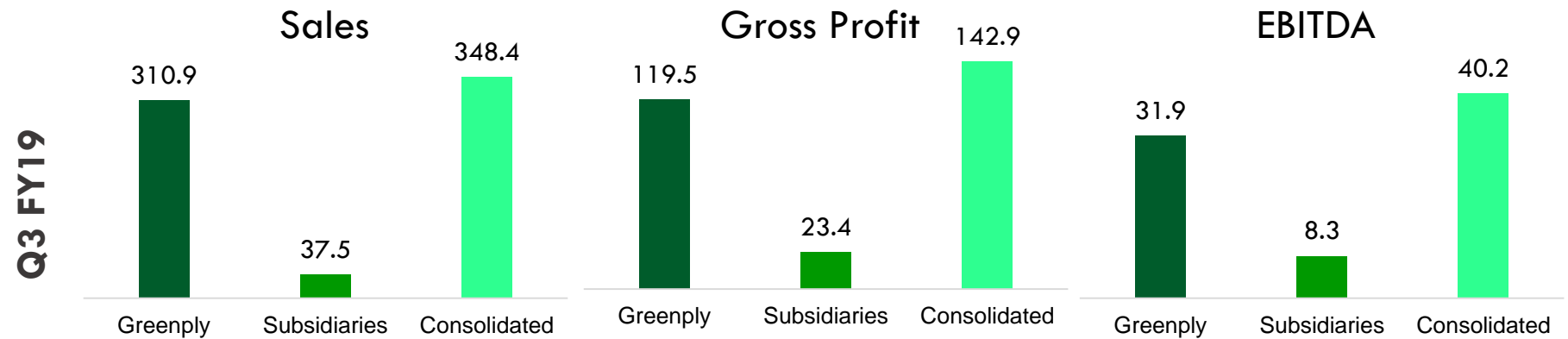
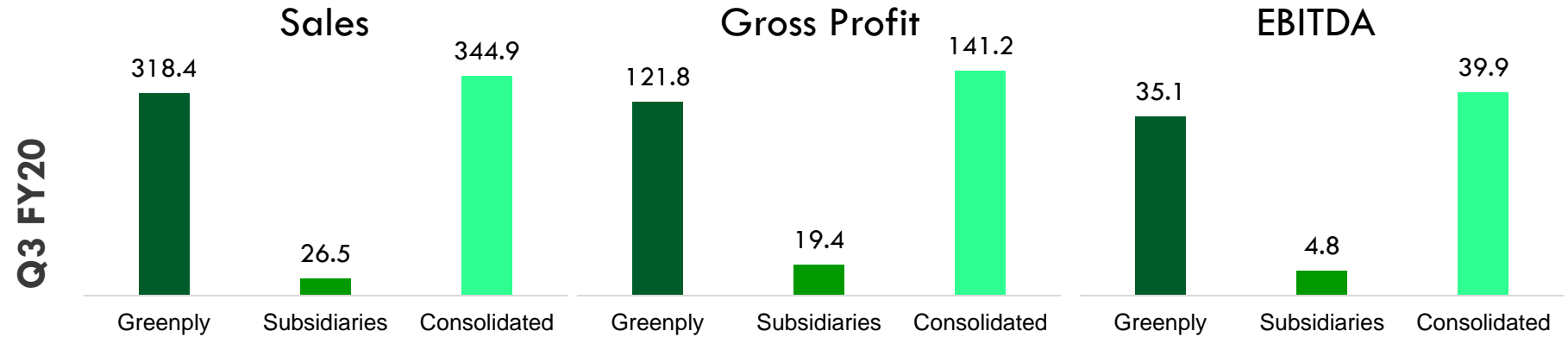


Dec'19
  Dec'18
  Mar'19



## Consolidated Performance -

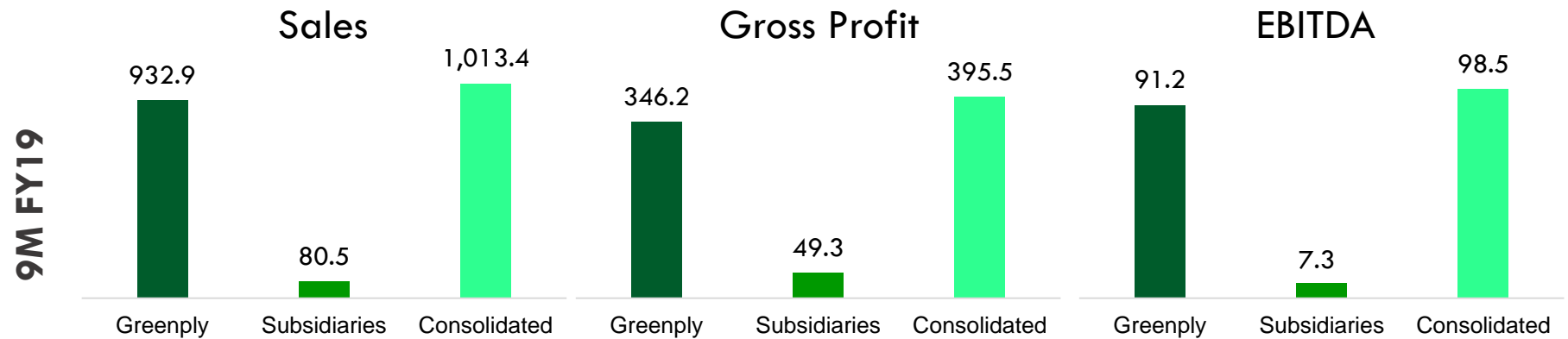
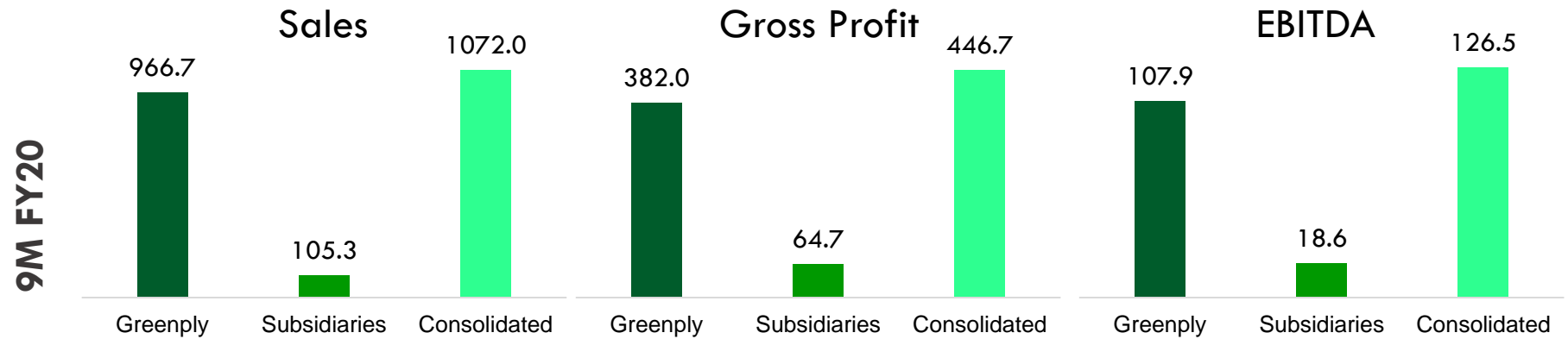
Q3 FY 2020 v/s  
Q3 FY 2019





## Consolidated Performance -

9M FY 2020 v/s  
9M FY 2019





## Greenply Standalone Performance

| Particulars                    | Q3<br>FY20 | Q3<br>FY19 | Var (%) | 9M<br>FY20 | 9M<br>FY19 | Var (%) |
|--------------------------------|------------|------------|---------|------------|------------|---------|
| Net sales (Rs. crore)          | 318.4      | 310.9      | 2.4     | 966.7      | 932.9      | 3.6     |
| EBITDA margin (%)              | 11.0       | 10.3       |         | 11.2       | 9.8        |         |
| EBIT margin (%)                | 9.4        | 8.7        |         | 9.5        | 8.3        |         |
| Annual capacity (million sqm.) | 24.9       | 24.9       |         | 24.9       | 24.9       |         |
| Production (million sqm.)      | 9.19       | 8.92       | 3.0     | 27.70      | 25.47      | 8.8     |
| Sales volume (million sqm.)    | 14.34      | 13.63      | 5.2     | 43.07      | 41.52      | 3.7     |
| Utilisation                    | 148%       | 143%       |         | 148%       | 136%       |         |
| Average realisation (Rs./sqm.) | 219        | 225        | -2.7    | 222        | 221        | 0.5     |



**Commenting on the performance for Q3 FY 2020, Mr. Rajesh Mittal, Chairman & Managing Director, Greenply Industries Ltd. said,**

*“We are happy to announce another quarter of progressive performance. We continue to make progress in all our Tier 1, 2 and Tier 3 brands and are encouraged by the response to our lower priced brands.*

*With the Government making efforts and plans for stricter implementation the GST and e-way bill, we feel enthused and encouraged that things will slowly and steadily begin to favour the organised market.”*





## Consolidated Financial Results – P&L

### Q3 & 9M FY 2020

(₹ in Lakhs)

| Statement of Unaudited Consolidated Financial Results for the quarter and nine months ended 31 December 2019 |                       |                       |                       |                       |                       |                        |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|
| Particulars  | CONS 3M<br>31.12.2019 | CONS 3M<br>30.09.2019 | CONS 3M<br>31.12.2018 | CONS 9M<br>31.12.2019 | CONS 9M<br>31.12.2018 | CONS 12M<br>31.03.2019 |
| <b>Income</b>  |                       |                       |                       |                       |                       |                        |
| a) Revenue from operations   | 34,598.25             | 38,029.73             | 34,943.20             | 107,572.79            | 102,041.58            | 141,216.17             |
| b) Other income  | 19.66                 | 13.27                 | 40.68                 | 74.32                 | 265.72                | 326.64                 |
| <b>Total Income</b>  | <b>34,617.91</b>      | <b>38,043.00</b>      | <b>34,983.88</b>      | <b>107,647.11</b>     | <b>102,307.30</b>     | <b>141,542.81</b>      |
| <b>Expenses</b>  |                       |                       |                       |                       |                       |                        |
| a) Cost of materials consumed  | 13,083.45             | 14,076.88             | 14,815.57             | 40,791.89             | 42,415.47             | 58,353.07              |
| b) Purchase of stock-in-trade  | 8,047.68              | 6,457.74              | 7,549.01              | 21,916.27             | 24,116.49             | 30,604.65              |
| c) Changes in inventories of finished goods,<br>work-in-progress and stock-in-trade                          | (761.29)              | 1,390.39              | (1,814.23)            | (179.49)              | (4,735.85)            | (3,655.94)             |
| d) Employee benefits expense   | 4,057.84              | 4,532.65              | 3,905.43              | 12,433.77             | 11,404.24             | 15,147.89              |
| e) Finance costs   | 485.46                | 540.84                | 455.13                | 1,529.98              | 1,270.88              | 1,863.48               |
| f) Depreciation and amortisation expenses  | 636.43                | 644.34                | 587.98                | 1,910.41              | 1,686.79              | 2,243.11               |
| g) Other expenses  | 6,195.72              | 7,084.46              | 6,504.49              | 20,033.24             | 19,256.40             | 26,361.93              |
| <b>Total Expenses</b>  | <b>31,745.29</b>      | <b>34,727.30</b>      | <b>32,003.38</b>      | <b>98,436.07</b>      | <b>95,414.42</b>      | <b>130,918.19</b>      |
| Share of profit/(loss) of joint venture  | (7.76)                | (31.50)               | (52.73)               | (108.56)              | 473.06                | 494.36                 |
| <b>Profit before tax</b>   | <b>2,864.86</b>       | <b>3,284.20</b>       | <b>2,927.77</b>       | <b>9,102.48</b>       | <b>7,365.94</b>       | <b>11,118.98</b>       |
| <b>Tax expense</b>   |                       |                       |                       |                       |                       |                        |
| a) Current tax   | 644.75                | 551.57                | 802.40                | 2,097.32              | 2,132.00              | 2,292.90               |
| b) Deferred tax  | 87.83                 | 90.69                 | 40.77                 | 130.22                | 239.52                | 858.92                 |
| <b>Total tax expense</b>   | <b>732.58</b>         | <b>642.26</b>         | <b>843.17</b>         | <b>2,227.54</b>       | <b>2,371.52</b>       | <b>3,151.82</b>        |
| <b>Net Profit after tax</b>  | <b>2,132.28</b>       | <b>2,641.94</b>       | <b>2,084.60</b>       | <b>6,874.94</b>       | <b>4,994.42</b>       | <b>7,967.16</b>        |
| <b>Other Comprehensive Income / (Loss) for the period</b>  | <b>14.82</b>          | <b>(90.30)</b>        | <b>(78.34)</b>        | <b>(14.95)</b>        | <b>196.25</b>         | <b>110.09</b>          |
| <b>Total Comprehensive Income for the period</b>   | <b>2,147.10</b>       | <b>2,551.64</b>       | <b>2,006.26</b>       | <b>6,859.99</b>       | <b>5,190.67</b>       | <b>8,077.25</b>        |
| <b>Earnings per equity share (of ₹ 1/- each)</b>   | <b>1.74*</b>          | <b>2.15*</b>          | <b>1.7*</b>           | <b>5.61*</b>          | <b>4.07*</b>          | <b>6.50</b>            |



## Standalone Financial Results – P&L

### Q3 & 9M FY 2020

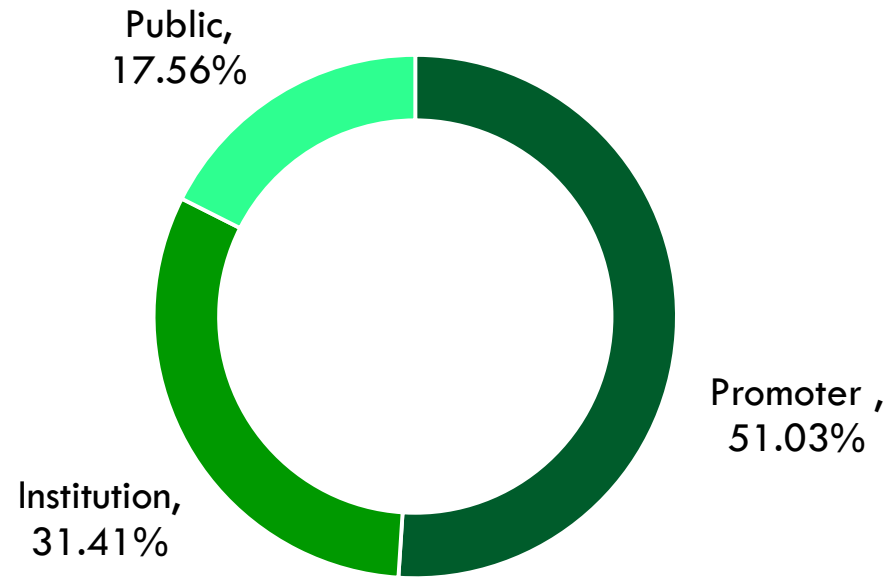
(₹ in Lakhs)

| Statement of Unaudited Standalone Financial Results for the quarter and nine months ended 31 December 2019 |                      |                      |                      |                      |                      |                       |
|--|----------------------|----------------------|----------------------|----------------------|----------------------|-----------------------|
| Particulars  | STD 3M<br>31.12.2019 | STD 3M<br>30.09.2019 | STD 3M<br>31.12.2018 | STD 9M<br>31.12.2019 | STD 9M<br>31.12.2018 | STD 12M<br>31.03.2019 |
| <b>Income</b>  |                      |                      |                      |                      |                      |                       |
| a) Revenue from operations   | <b>31,950.05</b>     | 34,550.72            | 31,196.55            | <b>97,044.38</b>     | 93,987.47            | 128,378.83            |
| b) Other income  | <b>100.82</b>        | 103.97               | 128.09               | <b>307.75</b>        | 510.23               | 645.91                |
| <b>Total Income</b>  | <b>32,050.87</b>     | 34,654.69            | 31,324.64            | <b>97,352.13</b>     | 94,497.70            | 129,024.74            |
| <b>Expenses</b>  |                      |                      |                      |                      |                      |                       |
| a) Cost of materials consumed  | <b>12,813.79</b>     | 13,319.64            | 13,916.66            | <b>37,647.66</b>     | 38,216.51            | 50,779.38             |
| b) Purchase of stock-in-trade  | <b>6,946.97</b>      | 6,457.74             | 7,549.01             | <b>20,815.56</b>     | 24,116.49            | 30,604.65             |
| c) Changes in inventories of finished goods,<br>work-in-progress and stock-in-trade                        | <b>(96.59)</b>       | 986.09               | (2,323.00)           | <b>11.94</b>         | (3,663.40)           | (1,212.40)            |
| d) Employee benefits expense   | <b>3,572.78</b>      | 4,121.28             | 3,648.22             | <b>11,248.21</b>     | 10,554.23            | 14,050.65             |
| e) Finance costs   | <b>398.77</b>        | 434.42               | 345.66               | <b>1,248.54</b>      | 1,038.02             | 1,480.59              |
| f) Depreciation and amortisation expenses  | <b>522.54</b>        | 540.07               | 486.92               | <b>1,592.35</b>      | 1,412.98             | 1,871.73              |
| g) Other expenses  | <b>5,299.49</b>      | 5,863.31             | 5,341.13             | <b>16,837.43</b>     | 16,157.66            | 22,169.10             |
| <b>Total Expenses</b>  | <b>29,457.75</b>     | 31,722.55            | 28,964.60            | <b>89,401.69</b>     | 87,832.49            | 119,743.70            |
| <b>Profit before tax</b>   | <b>2,593.12</b>      | 2,932.14             | 2,360.04             | <b>7,950.44</b>      | 6,665.21             | 9,281.04              |
| <b>Tax expense</b>   |                      |                      |                      |                      |                      |                       |
| a) Current tax   | <b>644.75</b>        | 551.57               | 802.40               | <b>2,097.32</b>      | 2,132.00             | 2,292.90              |
| b) Deferred tax  | <b>87.83</b>         | 90.69                | 40.77                | <b>130.22</b>        | 239.52               | 858.92                |
| <b>Total tax expense</b>   | <b>732.58</b>        | 642.26               | 843.17               | <b>2,227.54</b>      | 2,371.52             | 3,151.82              |
| <b>Net Profit after tax</b>  | <b>1,860.54</b>      | 2,289.88             | 1,516.87             | <b>5,722.90</b>      | 4,293.69             | 6,129.22              |
| <b>Other Comprehensive Income</b>  | <b>(133.25)</b>      | (0.85)               | (62.11)              | <b>(134.75)</b>      | (2.41)               | (6.57)                |
| <b>Total Comprehensive Income for the period</b>   | <b>1,727.29</b>      | 2,289.03             | 1,454.76             | <b>5,588.15</b>      | 4,291.28             | 6,122.65              |
| Paid-up equity share capital (Face value ₹ 1/- each)   | <b>1,226.27</b>      | 1,226.27             | 1,226.27             | <b>1,226.27</b>      | 1,226.27             | 1,226.27              |
| Other equity   |                      |                      |                      |                      |                      | 31,908.15             |
| <b>Earnings per equity share (of ₹ 1/- each)</b>   | <b>1.52*</b>         | 1.87*                | 1.24*                | <b>4.67*</b>         | 3.5*                 | 5.00                  |

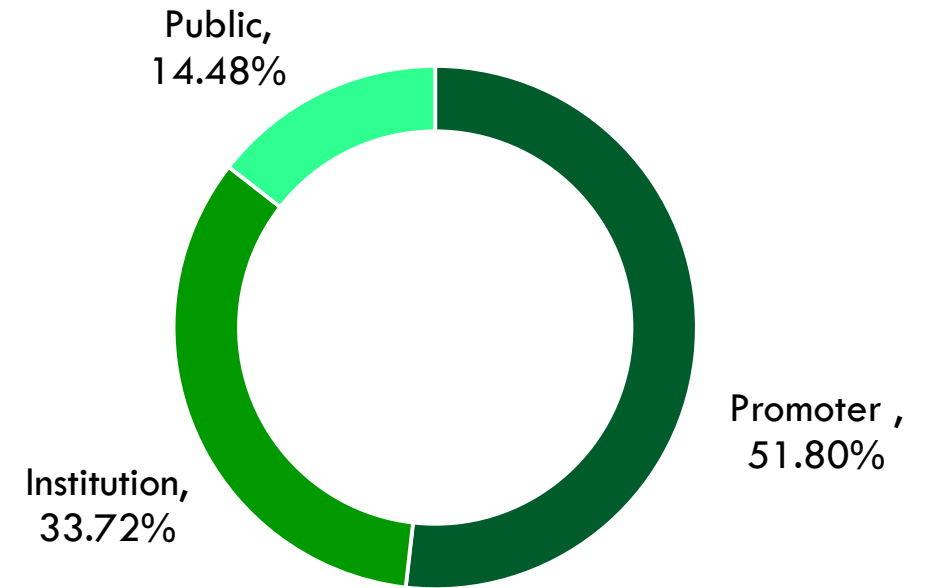
# Shareholding Pattern



March 2019



December 2019



# Company Overview



## CAPACITY UTILIZATION

- Plywood 148% utilization in 9M FY 2020 ; further demand being catered through outsourcing
- Plywood 139% utilization (FY 2019)

## PRODUCTION MODEL

- Plywood – Moving towards an asset light set-up by increasing outsourcing in mid-segment

## RAW MATERIAL SUSTAINABILITY

- Plantation of fast growing and improved species of clonal plantations to improve quality of wood availability and plywood manufactured
- Significant expansion in face veneers at Gabon plant with expansion in peeling capacity from 36000 CBM to 96000 CBM.

## BUSINESS SEGMENTS

- Wood based products - Plywood and allied products, Face Veneer

## STRONG INDUSTRY POTENTIAL

- Plywood industry size – Rs. 190 billion
- Strong demand drivers – rising residential/commercial construction, increasing urbanization, high disposable incomes, GST Implementation and Government Announcement regarding construction of 100 smart cities

## STRONG BRAND PRESENCE BUILT OVER 30 YEARS

- Largest pan-India player with 26% share of organized plywood market;
- Large investments in advertisements and promotional activities over the years

## WELL ENTRANCHED DISTRIBUTION NETWORK

- Distributors/stockists (**Plywood – 1,870**) and retailers (**Plywood – 6,000**)
- Serviced by 25 branches

## MANUFACTURING FACILITIES

- 3 state-of-the-art manufacturing facilities of Plywood & allied products in India
- One overseas manufacturing facility of face veneer through wholly owned subsidiary in Gabon
- One overseas manufacturing facility of face veneer through JV in Myanmar

# Growth Outlook



## PRODUCT PROFILE

- To improve mix of plywood through increase in mix of value-added products like Green Defender, Green Gold Prima and Decorative Veneers

## INDUSTRY DRIVERS

- Rising demand from the real estate sector
- Increasing urbanisation, higher disposable incomes and a growing middle class
- Rollout of GST to facilitate faster shift from unorganised to branded products in the plywood space

## FINANCIAL PERFORMANCE

- 4-5% growth in Plywood in FY 2020
- Margin expected to improve with increase in sales of Gabon Face Veneers

## ADVERTISING & PROMOTIONAL SPENDS

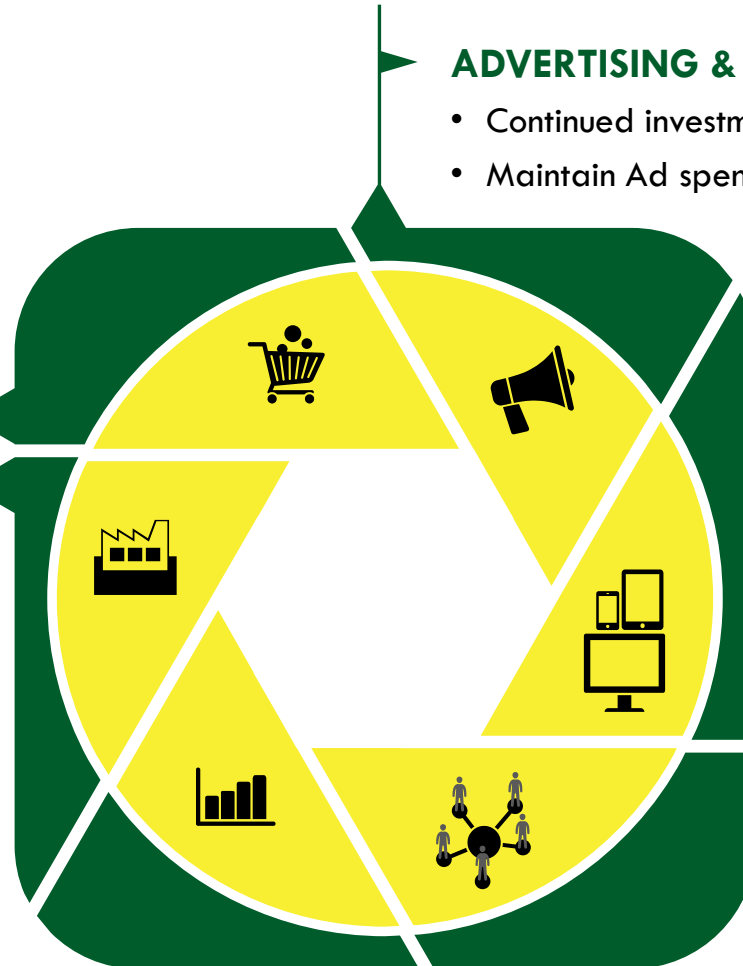
- Continued investments in increasing brand visibility pan-India
- Maintain Ad spends at around 4% of Net Sales

## IT INITIATIVES

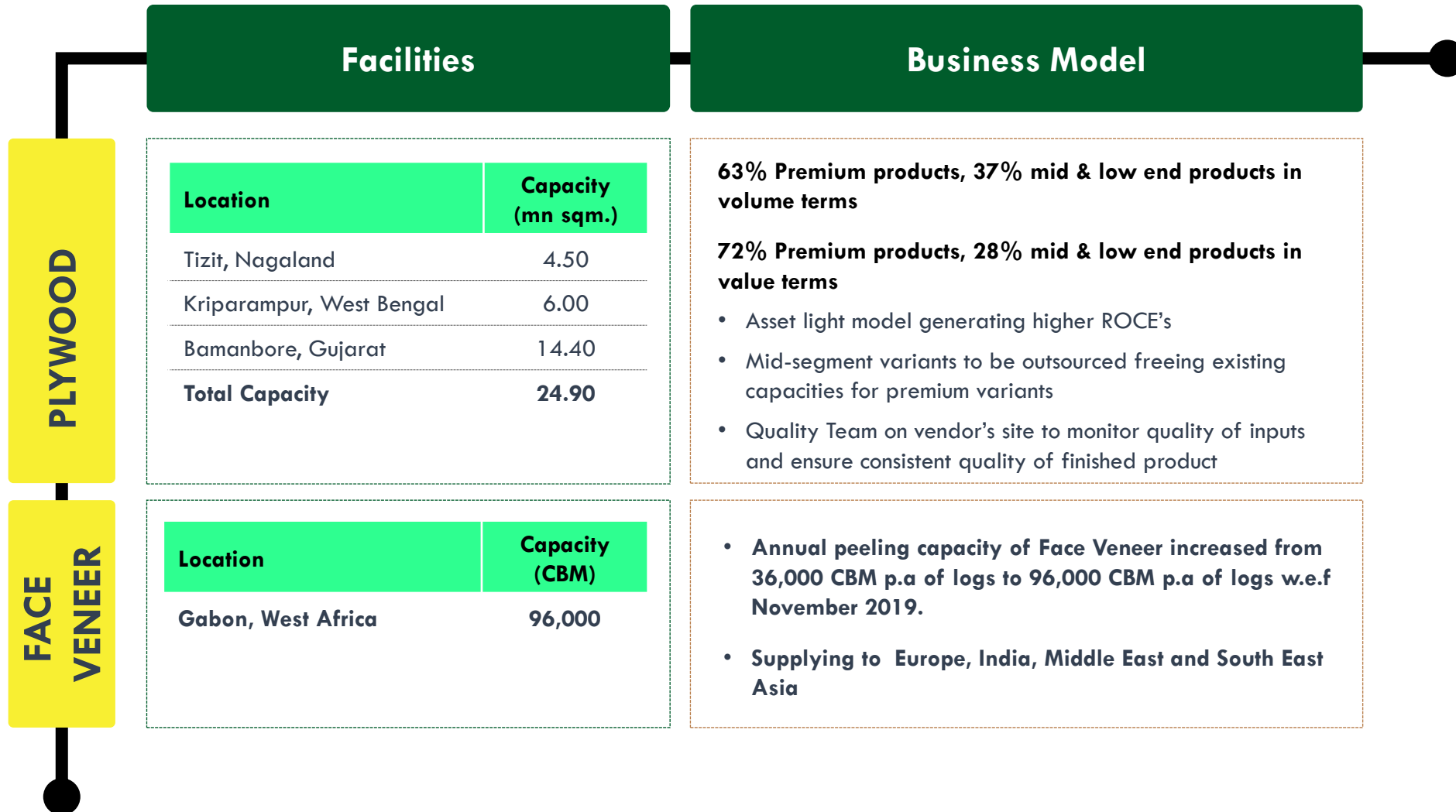
- Upgraded IT infrastructure – implemented SAP Hana to strengthen overall supply chain
- Implemented Microsoft CRM Module

## DISTRIBUTION NETWORK

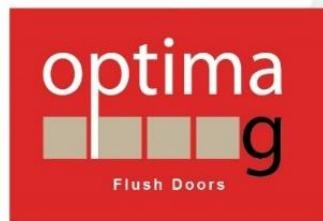
- To increase the number of distributors and retailers going forward



# Manufacturing Facilities / Business Model



# Our Brands





# Marketing / Activation

- Influencers Program
  - Maanyata Milan (Carpenter Recognition Program)
  - Carpenter Meets
- Product Promotion – Road Show with product display
- Local Branding activity – Wall Paintings, GSB's Etc.

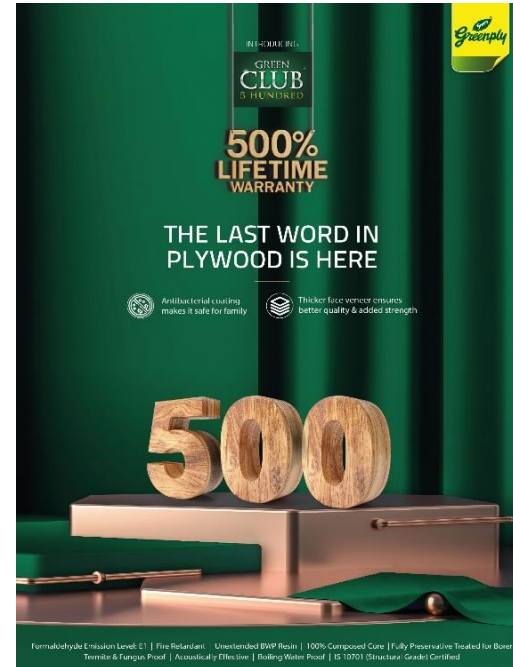




# Product launch – Green Club 5 Hundred

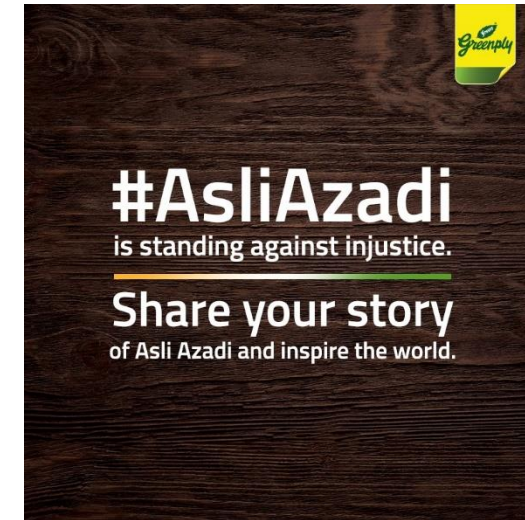
## The last word in plywood is here now.

In keeping with our tradition of continuous innovation we launched Green Club 5 Hundred on 17th August 2019. As market leaders, our confidence in the product quality allows us to offer Green Club with a 500% Life time warranty. The product comes with an anti-bacterial coating that makes it safe for families and carpenters. It also has a thicker face veneer for added strength and quality. The Green Club sheets are passed through Penta (5) Tech for maximum precision, smooth surface and uniform thickness.



# Brand Activation– Digital

Digital media has been the key focus for us this year launching campaigns almost every quarter. Starting from IPL, World cup to Independence Day & Pujo the brand has constantly engaged with high participation from the audience on topical content to maintain brand relevance.





# About Greenply

Greenply Industries Limited (GIL) enjoys leadership position in plywood for more than 26 percent of the organized plywood market in India.

GIL has three state-of-the-art manufacturing facilities for Plywood spread across the country producing world class interior products for the domestic and global markets. The company has a presence in over 300 cities across 25 states serviced through a well-entrenched distribution network of 1,870 dealers and authorised stockists, a retail network exceeding 6,000 and about 25 branches pan-India.

GIL is the preferred partner of choice for a large number of office and home builders having a comprehensive product portfolio servicing clients at every point of the price spectrum under brand names of Green Club 5 Hundred Plywood, Optima G and Ecotec to name a few.

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