

Greenlam/2019-20  
November 07, 2019



The Manager,  
**BSE Limited**  
Department of Corporate Services  
Floor 25, P.J. Towers, Dalal Street  
Mumbai - 400 001  
Fax No. 022-2272-3121/1278/1557/3354  
Email: [corp.relations@bseindia.com](mailto:corp.relations@bseindia.com)

The Manager,  
**National Stock Exchange of India Ltd.**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E)  
Mumbai - 400 051  
Fax No. 022-2659-8237/8238/8347/8348  
Email: [cmist@nse.co.in](mailto:cmist@nse.co.in)

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 Presentation on the Q2 and H1FY 20 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', is written over a faint circular stamp.

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



Encl: As Above



# Result Presentation

**Q2 & H1FY20**

**November 7<sup>th</sup>, 2019**

# Safe Harbour

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aculturecalled  
**bettering**

Its a belief driven by our values to thrive improvement across  
business segments

Our 'bettering' culture is visible in..



Product

Marketing

Service Solutions

Manufacturing

**bettering**

Network

Infrastructure

People

Financials



# Product Portfolio

## Decorative Laminate & Allied Products

Laminates	Compact Panels	MFC
Commodity to Premium products	Lab Guardian Restroom & Locker Solutions Clads - Façade Panels	Melamine Faced Chip Board



Greenlam LAMINATES



## Veneer & Allied Products

Decorative Veneer	Mikasa Floor	Mikasa Door
Natural Veneer Teak Veneer Engineered Veneer	Engineered Wood Floor & matching accessories	Engineered Wood Door and Doorsets (Door + Frames)





# Unaudited Consolidated Financials

# Consolidated Financial Performance - Q2FY20

- Consolidated Net Revenue grew by 9.6% at INR 349.0 Crores as compared to INR 318.4 Crores in Q2FY19
  - Laminate revenue grew by 8.6% to INR 296.0 crores in Q2FY20 from INR 272.5 crores in Q2FY19, volumes grew by 4%
  - Revenues of decorative veneer business de-grew by 1.1% to INR 30.0 crores in Q2FY20 from INR 30.3 crores in Q2FY19, sales volumes grew by 2.3%
  - Revenues of engineered wood flooring business grew by 18.3% to INR 14.9 crores in Q2FY20 as against INR 12.6 crores in Q2FY19
  - Revenues of engineered door business grew by 171% to INR 8.1 crores in Q2FY20 as compared to INR 3.0 crores in Q2FY19
- Gross Margin improved by 110 bps to 47.0% in Q2FY20 from 45.9% in Q2FY19, due to change in product mix
- EBIDTA margin grew by 150 bps to 13.9% in Q2FY20 from 12.4% in Q2FY19. However EBIDTA margin adjusted for impact of IndAS-116 stands at 12.3% for Q2FY20
- EBIDTA grew by 23.4% to INR 48.5 crores in Q2FY20 as comparison to INR 39.3 crores in the Q2FY19. However EBIDTA adjusted for impact of IndAS-116 stands at INR 42.9 crores for Q2FY20 an increase of 9.2% over Q2FY19
- PAT grew by 51.0% to INR 27.5 crores in Q2FY20, as against INR 18.2 Crores in corresponding period last year
- Working capital cycle increased by 4 day to 83 days, mainly on account of higher inventory
- Laminate Capacity Increased by 1.6 Mn Sheets w.e.f. from 11<sup>th</sup> Sep 2019

# Consolidated Financial Performance – H1FY20

- Consolidated Net Revenue grew by 5.3% at INR 638.5 Crores as compared to INR 606.5 Crores
  - Laminate revenue grew by 4.2% to INR 541.6 crores in H1FY20 from INR 519.6 crores in H1FY19, volumes de-grew by 4.0%
  - Revenues of decorative veneer business de-grew by 6.1% to INR 55.4 crores in H1FY20 from INR 59.0 crores in H1FY19, volumes de-grew by 7.9%
  - Revenues of engineered wood flooring business grew by 26.3% to INR 26.4 crores in H1FY20 as against INR 20.9 crores in H1FY19
  - Revenues of engineered door business grew by 116% to INR 15.2 crores in H1FY20 as compared to INR 7.0 crores in H1FY19
- Gross Margin improved by 140 bps to 48.2% in H1FY20 from 46.8% in H1FY19
- EBIDTA margin grew by 30 bps to 12.3% in H1FY20 from 12.0% in H1FY19. However EBIDTA margin adjusted for impact of IndAS-116 stands at 11.4% for H1FY20
- EBIDTA grew by 7.3% to INR 78.4 crores in H1 FY20 as comparison to INR 73.1 crores in the H1 FY19. However EBIDTA adjusted for impact of IndAS-116 stands at INR 72.8 crores for H1FY20
- PAT for the H1FY20 grew by 7.0% to INR 35.9 crores, as against INR 33.5 Crores in H1FY19
- Working capital cycle increased by 8 day as compared to H1FY19

# Consolidated Financial Performance

## Profit and Loss Statement

INR Crores	Q2FY20	Q2FY19	YoY%	H1FY20	H1FY19	YoY%
<b>Net Revenue</b>	<b>349.0</b>	<b>318.4</b>	<b>9.6%</b>	<b>638.5</b>	<b>606.5</b>	<b>5.3%</b>
Raw Material	184.8	172.3		330.9	322.7	
<b>Gross Profit</b>	<b>164.2</b>	<b>146.1</b>	<b>12.4%</b>	<b>307.6</b>	<b>283.8</b>	<b>8.4%</b>
<b>Gross Margin %</b>	<b>47.0%</b>	<b>45.9%</b>	<b>110 bps</b>	<b>48.2%</b>	<b>46.8%</b>	<b>140 bps</b>
Employee Cost	54.0	48.0		106.2	95.3	
Other Expenses	61.7	58.8		123.0	115.4	
<b>EBIDTA</b>	<b>48.5</b>	<b>39.3</b>	<b>23.4%</b>	<b>78.4</b>	<b>73.1</b>	<b>7.3%</b>
<b>EBIDTA Margin %</b>	<b>13.9%</b>	<b>12.4%</b>	<b>150 bps</b>	<b>12.3%</b>	<b>12.0%</b>	<b>30 bps</b>
Other (Income)/Cost	(0.7)	0.1		(1.0)	(0.4)	
Interest	6.7	5.0		11.2	9.2	
Depreciation	15.3	9.1		24.7	18.3	
<b>PBT</b>	<b>27.2</b>	<b>25.1</b>	<b>8.6%</b>	<b>43.5</b>	<b>46.0</b>	<b>-5.5%</b>
<b>PBT Margin %</b>	<b>7.8%</b>	<b>7.9%</b>	<b>-10 bps</b>	<b>6.8%</b>	<b>7.6%</b>	<b>-80 bps</b>
Tax	-0.3	6.8		7.6	12.5	
<b>PAT</b>	<b>27.5</b>	<b>18.2</b>	<b>51.0%</b>	<b>35.9</b>	<b>33.5</b>	<b>7.0%</b>
<b>PAT Margin %</b>	<b>7.9%</b>	<b>5.7%</b>	<b>220 bps</b>	<b>5.6%</b>	<b>5.5%</b>	<b>10 bps</b>

# Consolidated Financial Performance

## Balance Sheet

INR Crores	Sep-19	Mar-19
<b>Shareholder's Fund</b>	<b>458.3</b>	<b>428.4</b>
Share capital	12.1	12.1
Reserves & Surplus	446.2	416.3
<b>Borrowings</b>	<b>262.8</b>	<b>269.7</b>
Long Term Borrowings * *	100.0	110.7
Short Term Borrowings	162.8	159.0
<b>Liabilities</b>	<b>303.5</b>	<b>227.1</b>
Trade Payables	185.2	167.5
Other Liabilities	118.3	59.7
<b>Total Liabilities</b>	<b>1,024.6</b>	<b>925.3</b>

INR Crores	Sep-19	Mar-19
<b>Non-Current Assets</b>	<b>447.7</b>	<b>380.1</b>
Fixed assets	435.7	351.4
Goodwill	3.4	0.6
Other Non-Current Assets	8.6	28.0
<b>Current Assets</b>	<b>576.9</b>	<b>545.2</b>
Inventories	355.2	307.6
Trade receivables	149.2	176.6
Cash and Bank Balances	13.5	10.6
Other current assets	58.9	50.4
<b>Total Assets</b>	<b>1,024.6</b>	<b>925.3</b>

\* \*Include Current Maturity of Long Term Borrowings

# Consolidated Financial Performance

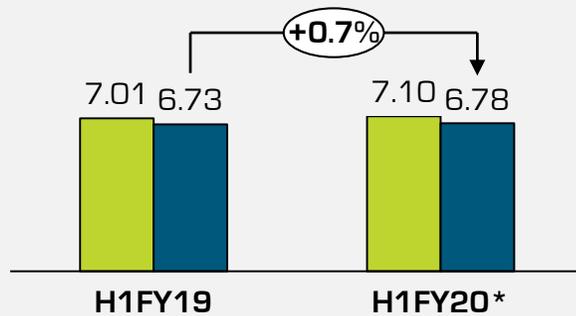
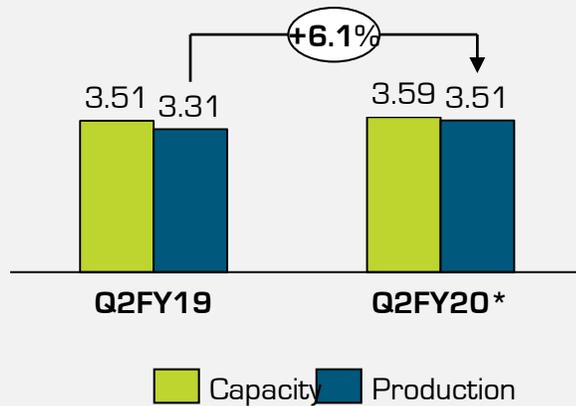
## Laminates & Allied Segment

INR Crores	Q2FY20	Q2FY19	YoY%	H1FY20	H1FY19	YoY%
Net Revenue	296.0	272.5	8.6%	541.6	519.6	4.2%
Gross Profit	139.6	125.8	11.0%	263.3	244.5	7.7%
<b>Gross Margin %</b>	<b>47.2%</b>	<b>46.2%</b>	<b>100 bps</b>	<b>48.6%</b>	<b>47.0%</b>	<b>160 bps</b>
EBIDTA	45.6	37.0	23.3%	76.5	69.5	10.0%
<b>EBIDTA Margin %</b>	<b>15.4%</b>	<b>13.6%</b>	<b>180 bps</b>	<b>14.1%</b>	<b>13.4%</b>	<b>70 bps</b>
Capital Employed	439.1	430.2		439.1	430.2	

# Consolidated Financial Performance

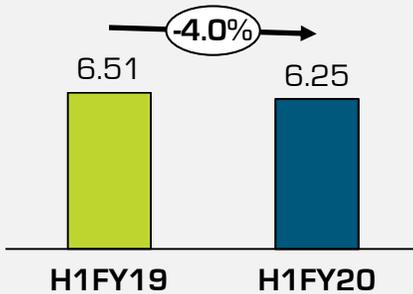
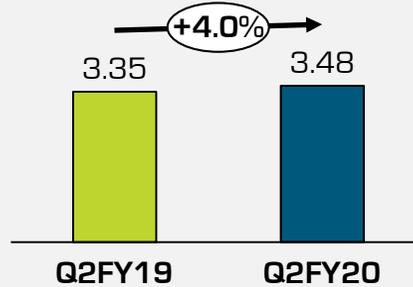
## Laminates & Allied Segment

### Production and Capacity (Mn Sheets)

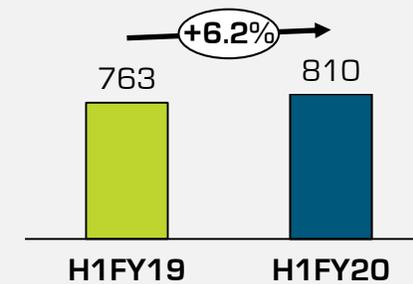
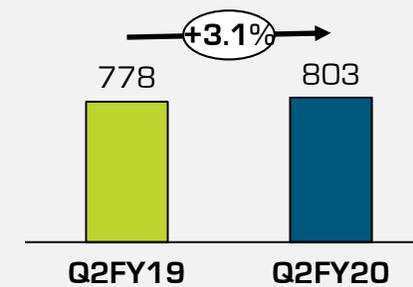


\*Capacity Increased by 1.6 Mn Sheets w.e.f from Sep 2019

### Sales (Mn Sheets)



### Average Realisation (INR / Sheet)



# Consolidated Financial Performance

## Veneers & Allied Segment

INR Crores	Q2FY20	Q2FY19	YoY%	H1FY20	H1FY19	YoY%
Net Revenue	53.0	45.9	15.4%	97.0	86.9	11.6%
Gross Profit	24.5	20.4	20.5%	44.4	39.4	12.8%
<b>Gross Margin %</b>	<b>46.3%</b>	<b>44.3%</b>	<b>200 bps</b>	<b>45.8%</b>	<b>45.3%</b>	<b>50 bps</b>
EBIDTA	2.9	2.3	23.6%	1.9	3.6	-45.9%
<b>EBIDTA Margin %</b>	<b>5.4%</b>	<b>5.1%</b>	<b>30 bps</b>	<b>2.0%</b>	<b>4.1%</b>	<b>-210 bps</b>
Capital Employed	223.8	201.0		223.8	201.0	

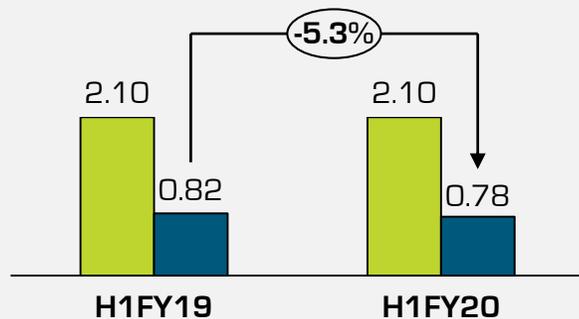
# Consolidated Financial Performance

## Decorative Veneers

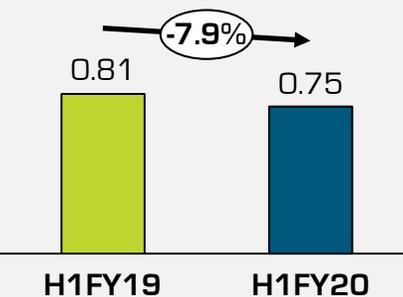
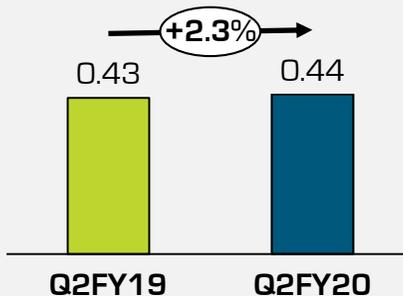
### Production and Capacity (Mn Sqmt)



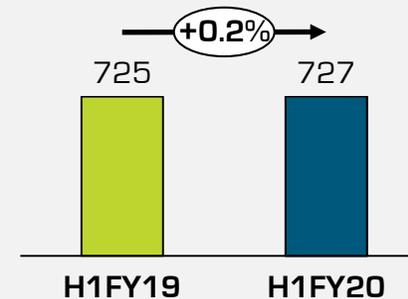
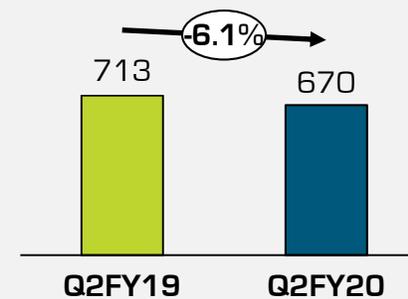
Capacity Production



### Sales (Mn Sqmt)



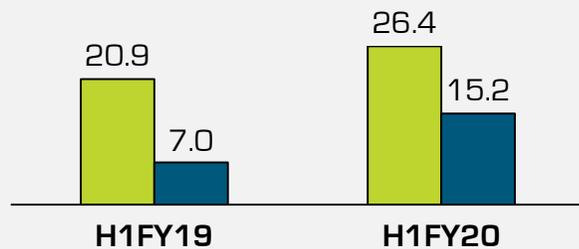
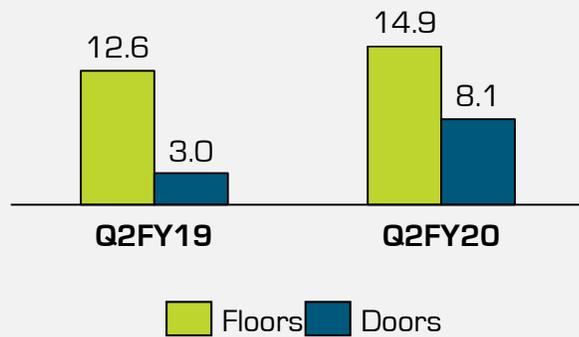
### Average Realisation (INR / Sqmt)



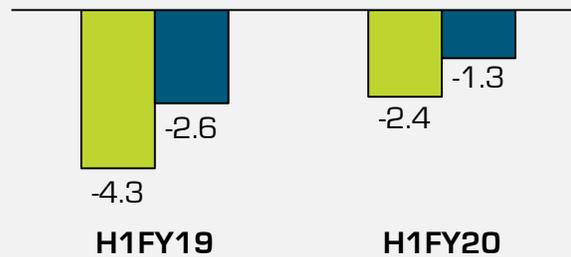
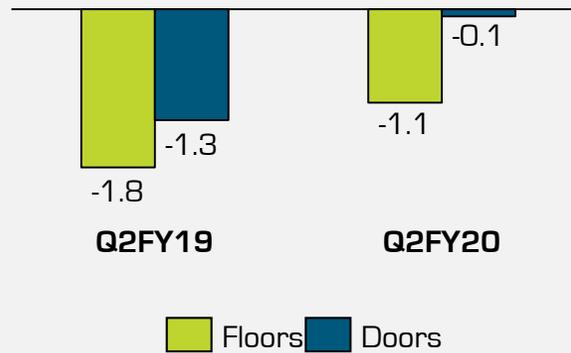
# Consolidated Financial Performance

## Engineered Wooden Floors and Doors

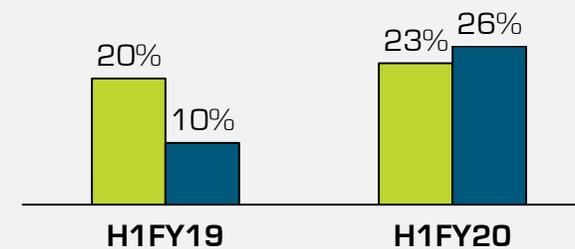
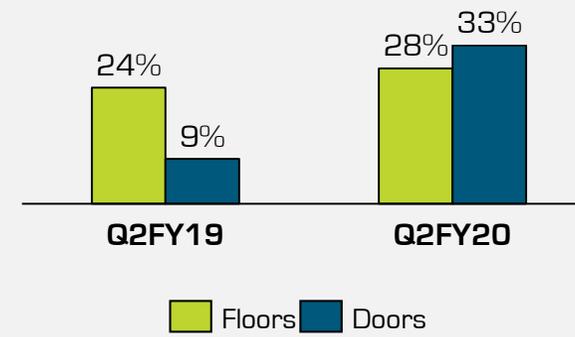
### Revenue (INR Crores)



### EBIDTA (INR Crores)



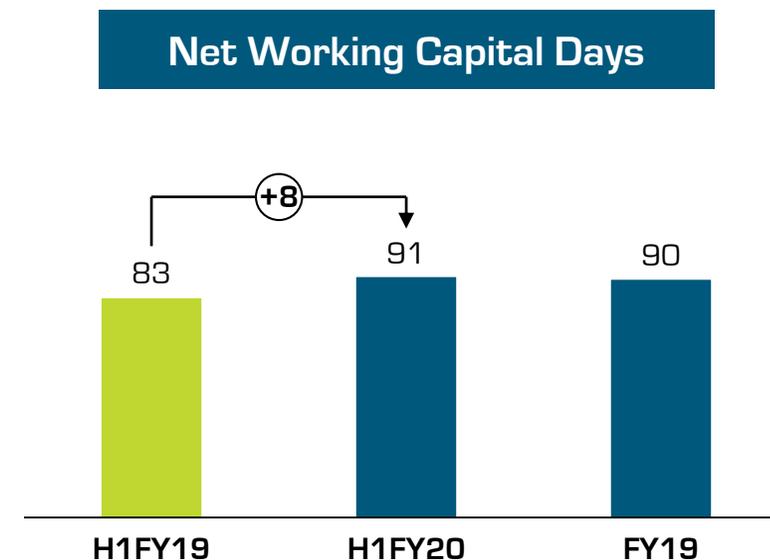
### Capacity Utilization



# Consolidated Financial Performance

## Operating Parameters- Net Working Capital (Days)

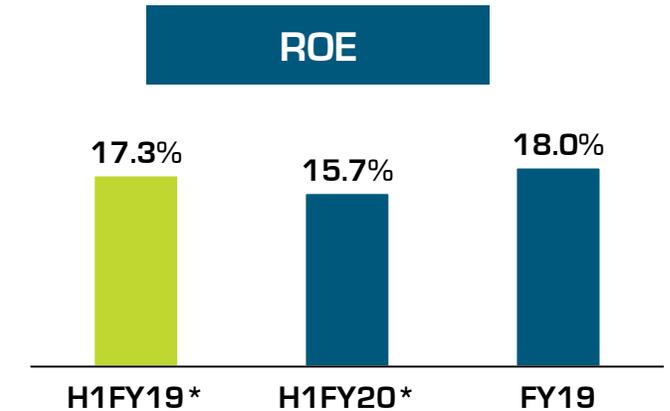
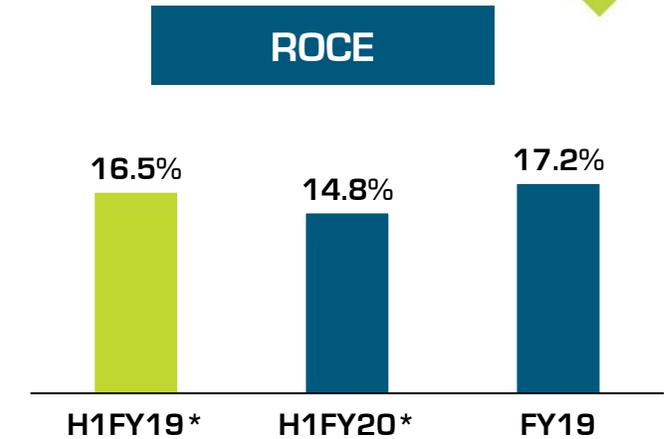
In Days	H1FY19	H1FY20	FY19
Inventory	94	102	88
Debtors	48	43	50
Creditors	59	53	48
<b>Net Working Capital</b>	<b>83</b>	<b>91</b>	<b>90</b>



# Consolidated Financial Performance

## Return Ratios – ROCE & ROE

INR Crores	H1FY19	H1FY20	FY19
EBIT	55.2	54.7	123.2
PAT	33.5	35.9	77.1
Capital Employed	668.7	737.7	718.3
Net Worth	386.5	458.3	428.4
ROCE	16.5%	14.8%	17.2%
ROE	17.3%	15.7%	18.0%



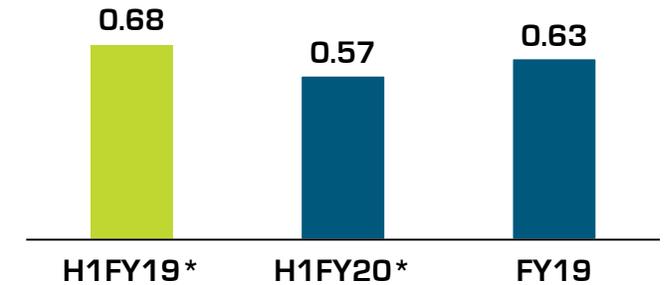
\*Annualised Basis

# Consolidated Financial Performance

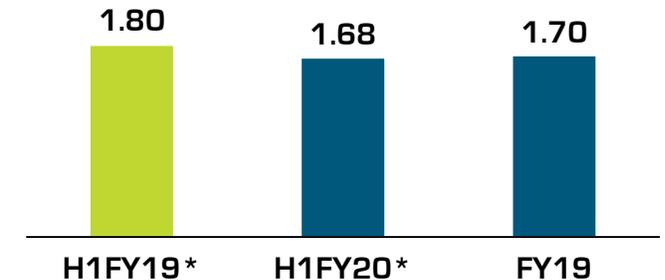
## Debt Position

INR Crores	H1FY19	H1FY20	FY19
Long Term Debt (Including current maturity)	99.0	100.0	110.7
Short Term Debt	164.7	162.8	159.0
Total Debt	263.7	262.8	269.7
Net Worth	386.5	458.3	428.4
EBIDTA	73.1	78.4	158.5
Debt – Equity Ratio	0.68	0.57	0.63
Debt – EBIDTA Ratio	1.80	1.68	1.70

### Debt-Equity Ratio



### Debt-EBIDTA Ratio



# IndAS 116 – Leases

Pursuant to regulatory changes on account of adoption of IndAS-116 – ‘Leases’, key impact of consolidated financials is as under

Particulars (INR/Crore)	Half Year Ended Sept 30, 2019 Standalone	Half Year Ended Sept 30, 2019 Consolidated
Increase in Finance Cost	2.26	2.36
Increase in Depreciation and Amortisation	4.54	5.08
Decrease in Other Expenses	-5.02	-5.59
<b>Decrease in Profit Before Tax</b>	<b>1.78</b>	<b>1.85</b>
Decrease in Tax Expense	0.50	0.52
<b>Decrease in Profit After Tax</b>	<b>1.28</b>	<b>1.33</b>

# Change in Rate of Income Tax

The Company has chosen to exercise the option of lower tax rate of 25.17% (inclusive of surcharge and cess) under section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance 2019. The full impact of this change has been recognized in tax expense for the quarter and six months ended 30<sup>th</sup> September, 2019.

Tax Impact (INR/Crore)	Current Tax	Deferred Tax	Total
Tax Liability as per old rates	12.62	3.97	16.59
Tax liability as per new rates	10.31	(3.42)	6.89
	<b>2.31</b>	<b>7.40</b>	<b>9.70</b>

## For further information, please contact:

### Company :

Greenlam Industries Ltd.  
CIN: L21016AS2013PLC011624

### Mr. Ashok Sharma - CFO

Email: [ashok.sharma@greenlam.com](mailto:ashok.sharma@greenlam.com)

[www.greenlamindustries.com](http://www.greenlamindustries.com)

### Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.  
CIN: U74140MH2010PTC204285

### Mr. Shogun Jain / Mr. Shrikant Sangani

[shogun.jain@sgapl.net](mailto:shogun.jain@sgapl.net) / [shrikant.sangani@sgapl.net](mailto:shrikant.sangani@sgapl.net)

+91 77383 77756 / +91 96195 95686

[www.sgapl.net](http://www.sgapl.net)