



CORPORATE INTRODUCTION

23.11.2017

Mumbai



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- Our Journey To Date
- Overview of Businesses
- Questions



Background

1996 – 1999

- Founded as a Private Limited Company in 1996 by a team of professionals from Kitply and Greenply
- Brand Uniply was conceptualised as You and I (Uni)ply, with a focus to provide quality plywood in South India
- Initial product was sourced from SE Asia – quickly gained a high quality reputation in South India

2000 – 2004

- With growing demand across South India, the Company sets up a state of the art manufacturing facility on the outskirts of Chennai, India
- Buoyant demand leads to steady extension of product range across price points
- Company decides to expand capacity, combined with investments in power generation assets (windmills)

2005 - 2014

- Company is taken public in 2005, raises funds for capacity expansion and related expenses
- Business starts growing in line with capacity expansion plans, Company expands sales offices and personnel to North & West India
- Churn in senior management team leads to losses in FY 2013 & FY 2014

Points of Inflection

2015 : Keshav Kantamneni acquires Uniply Industries Limited

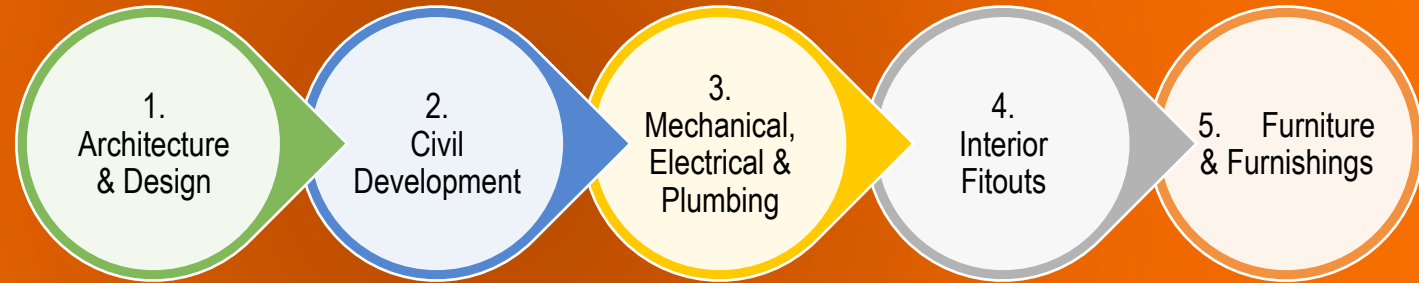
2015 : Uniply Expands Capacity with acquisition of Gujarat Plant

2016 : Uniply acquires Vector Projects

2017 : Uniply Hives off Raw Materials Business Into Subsidiary

Leading to an integrated business model

Revenue Streams for Uniply Industries Limited



Raw Materials

Revenue Streams for UV Boards Limited



The Big Picture

Was: Addressing a moderate share of a moderate market (Rs 20,000 Cr)

Is: Addressing moderate share of a large market (Rs 4,00,000 cr)

Our Positioning: Number One In A Field Of One

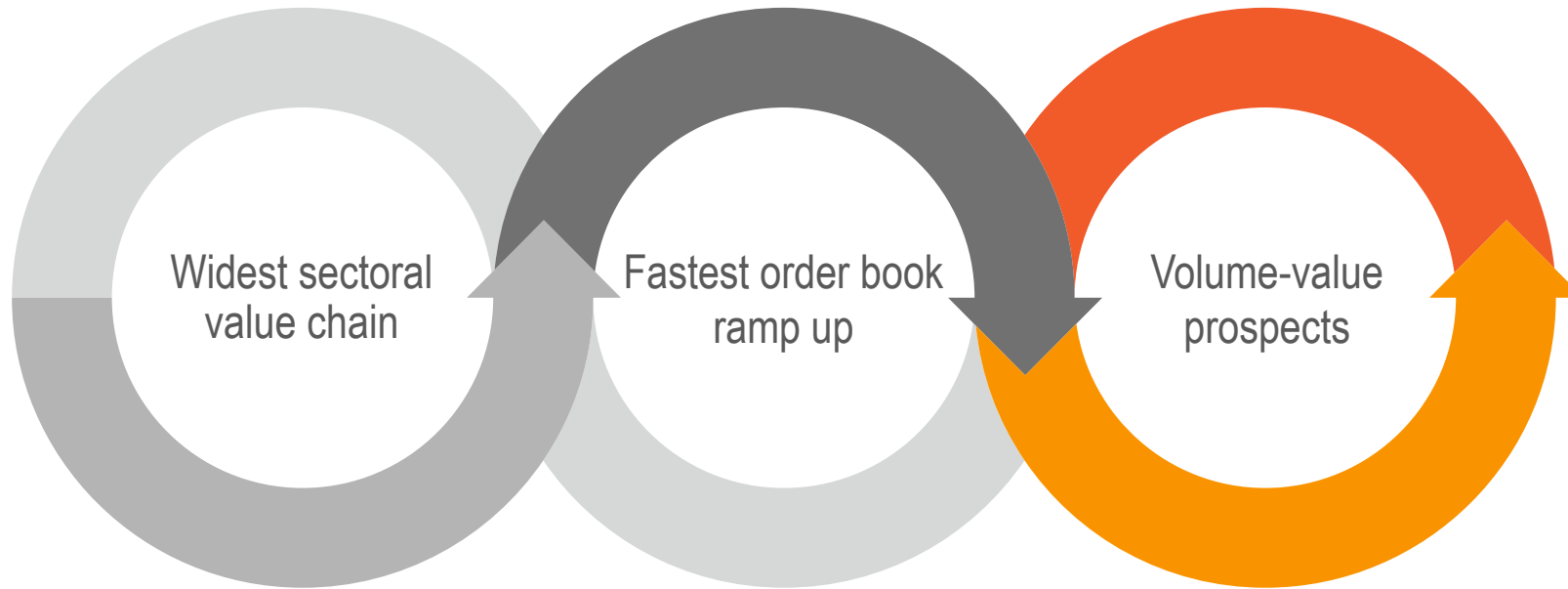
Getting beyond
competition

Increased
competitiveness

What we need you to recognise



The Coming Together Of..



Financial Impact

Sharpest
increase in
order book

Quarter on
quarter
revenue growth

QoQ
sustainability

Our Product Range

Plywoods, Boards & Doors

- Best-in-class plywood, block boards and doors made from premium imported and domestic timber
- Complete range to cover the entire infra life cycle – from shuttering ply for construction sites to highest quality ATS (Anti Termite) ply for interiors and furniture
- All products undergo a rigorous multi-stage manufacturing process to ensure adherence to global standards

Decorative Veneers

- Comprehensive range of Decorative Natural and Reconstituted (Recon) Veneers
- Thick decorative surface of over 0.5mm overlaid on BWP grade Marine Plywood
- Available in Architectural Grade, Horizontal and Vertical, Quarter and Crown Cut and Smoked Veneers
- Available in customised sizes apart from 8' x 4'

Allied Products

- Uniwud offers environment-friendly, replenishable timber such as spruce, pine and fir
- UniLam & Uline offer a comprehensive range of 0.8mm and 1mm premium exterior and inner laminates
- Ucol is a premium adhesive offered exclusively for the Uniply dealer network
- Treadwell offers customers a wide selection of 4 & 8 feet planked laminated wooden flooring

Gujarat – Facilities & Production Capacity



**45 acre fully integrated plant
for manufacturing of:**

- Plywood
- Block Board
- Doors
- Decorative Veneers
- Timber Saw Milling
- Adhesives

Chennai – Facilities & Production Capacity



**13 acre fully integrated plant
for manufacturing of:**

- Plywood
- Block Board
- Decorative Veneers
- Timber Saw Milling
- Adhesives

Sales & Distribution

Branch Offices

- Uniply has registered branch offices in:
 - Chennai
 - Bangalore
 - Hyderabad
 - Mumbai
 - Delhi
- Typically manned by a Zonal GM with executives working in surrounding cities close to dealers & project sites

Distributors

- Uniply has appointed large regional Distributors for the following areas:
 - Kerala
 - New Delhi
 - Punjab & Haryana
 - Uttar Pradesh & Uttarakhand
 - Rajasthan
 - Gujarat

Dealers

- Uniply sells directly to a host of renowned dealers across India. Some prominent Uniply counters include:
 - Shree Jalaram Timber Depot Private Ltd – Mumbai
 - South India Plywoods – Bangalore
 - Uni Agencies - Ernakulam
 - Ashok Timber & Plywood Center - Chennai

Service Offerings



Architecture & Design

- Over 20 Architects in house
- Cutting-edge design capabilities
- Exclusive in-house modelling & walkthrough technologies



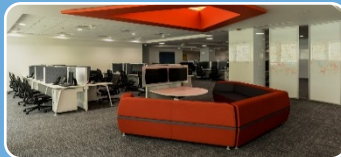
Civil Construction

- Over 25 Civil and Structural Engineers
- Successful completion of construction of residential projects
- Currently executing a project for construction of over 5000 houses



Mechanical, Electrical & Plumbing

- In-house team for Electrical, Networking, Security Systems, Fire-Fighting Systems and BMS
- For HVAC we have Strategic tie-ups with OEMs and their authorised dealers
- Successfully handed over Prestigious projects for Data Centres



Interior Fitouts

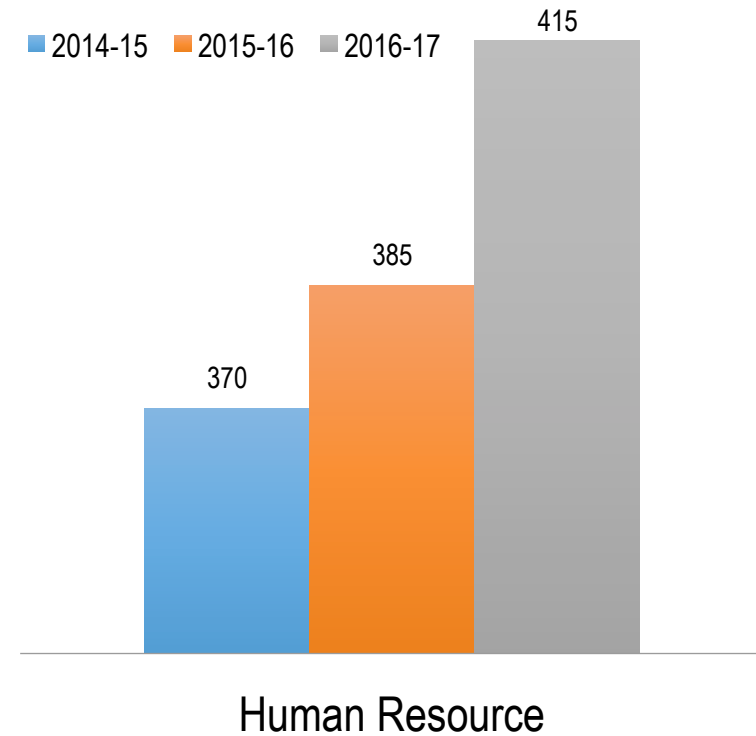
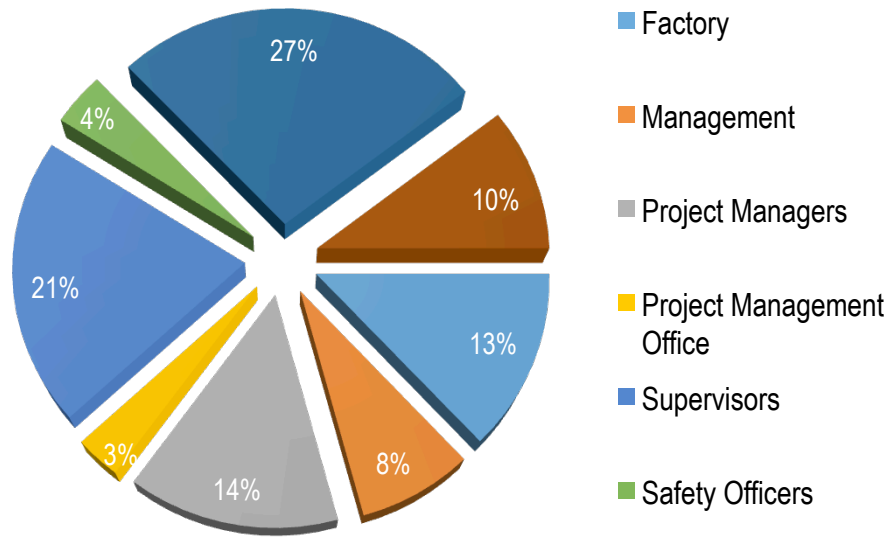
- Over 15 Interior Designers simultaneously working on over 50 projects
- Over 60 Project Managers and Site Personnel
- Over 1500 projects delivered till date totalling over 15 million square feet of area



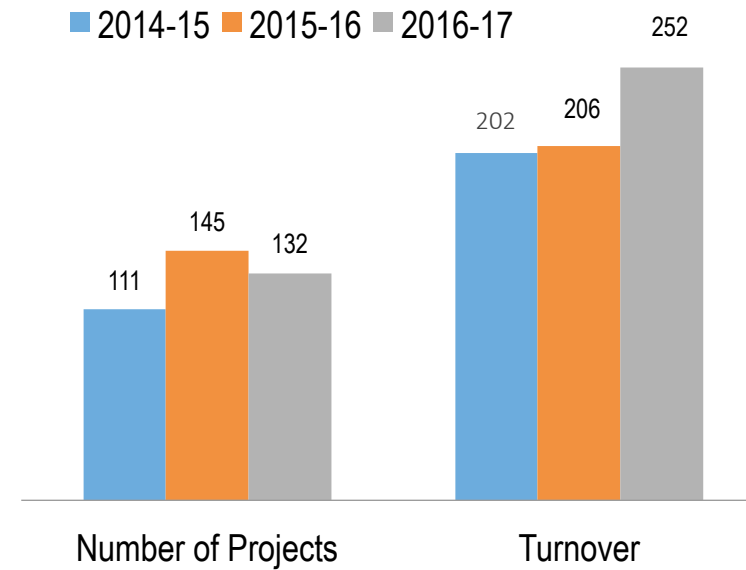
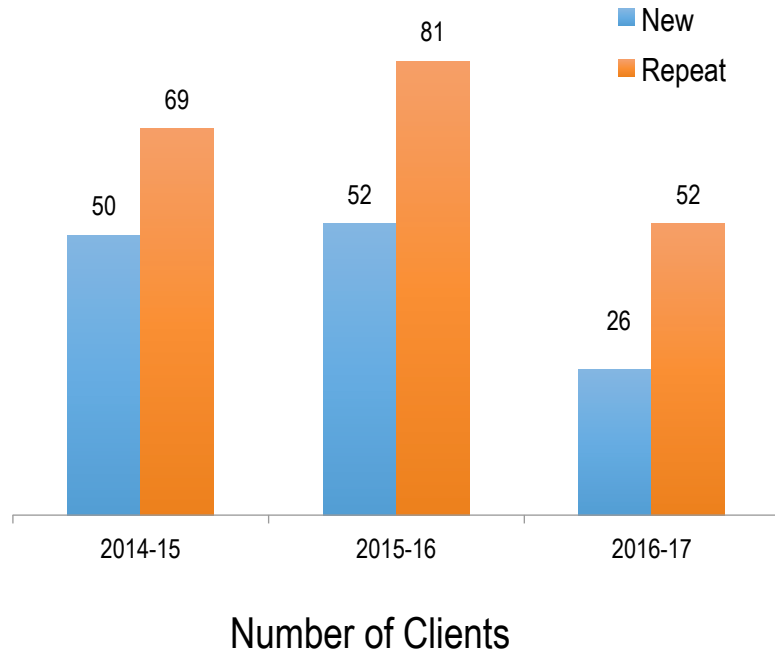
Furniture & Furnishings

- Artmatrix – an Indian brand manufacturing in Malaysia
- Delivered over 200,000 workstations in India
- Exclusive Factory near Mumbai specialised in all kind of wood works

Human Capital



Overview on Projects



Selected Products – Seating



ADVANCE RANGE



XPX4S4M-A

XPX4S4H-A

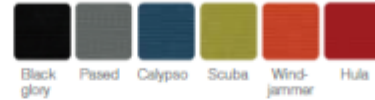
BASIC RANGE



XPX4S4M-B

XPX4S4H-B

Seat Fabric Colour



Black glory

Pased

Calypso

Scuba

Wind-jammer

Hula

Backrest Mesh Colour



Black

Grey

White

Frame Colour



Black

Grey

Lumbar Support Colour



Black

Grey

White

Blue

Green

Orange

Red

Armrest Type



X - Fixed armrest



W - Adjustable armrest

Base Type



N - Nylon base



S - Aluminium polished base

Mechanism Type



T - Synchro - multi-locking



P - Synchro - multi-locking come with seat depth adjustment



Y - Synchro - 100 monolock

Selected Products – Collaborative Furniture



Selected Products – System Furniture



Representative Client List

accenture



Reliance
Industries Limited



Morgan Stanley

CREDIT SUISSE

