

Greenlam/2017-18  
November 06, 2017

The Manager,  
**BSE Limited**  
Department of Corporate Services  
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Mumbai - 400 051  
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Email: [cmlist@nse.co.in](mailto:cmlist@nse.co.in)

BSE Scrip Code: **538979**

NSE Symbol: **GREENLAM**

**SUB: Investor Presentation**

Dear Sir/ Madam,

Pursuant to applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed the Investor Presentation on the Q2 Results of the Company.

The above is for your reference and record.

Thanking You,  
Yours faithfully,

For **GREENLAM INDUSTRIES LIMITED**



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



Encl: As Above

# Result Presentation

Q2 & H1FY18

# Safe Harbour

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## We are...

A one stop solution provider for **All Surfacing Needs**

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)

# Our Products

## 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)

## Manufacturing capacity

14.02 Mn Sheets 5.34 Mn (Behror- Rajasthan), 8.68Mn (Nalagarh- HP)	2.00 Mn Sqm (Behror- Rajasthan)	2.00 Mn Sqm (Behror- Rajasthan)	1.00 Mn Sqm (Behror- Rajasthan)	0.12 Mn Doors (Behror- Rajasthan)
Largest Producer in Asia		Largest in India	India's only manufacturer	India's 1 <sup>st</sup> organised manufacturer

**A large portfolio of surfacing products catering to various segments across price points**

# Consolidated Financial Performance\*

*\* All quarterly & half yearly financial data is as per IND-AS*

GREENLAM INDUSTRIES LIMITED

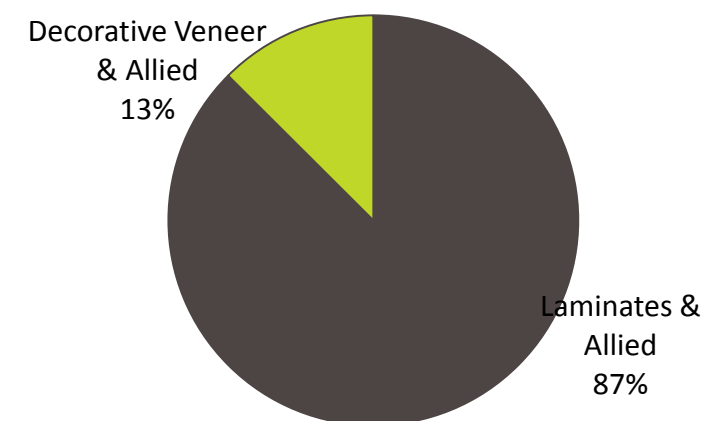
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# Consolidated Financial Performance

## Performance Update – Q2FY18

- ✓ Consolidated Net Revenue stood at INR 276 Crores as compared to INR 278 Crores, de-growth of 1%,
  - Domestic laminate revenue grew by 12% led by similar growth in volume terms, even after considering the negative impact of GST of ~8% on sales from Nalagarh
  - Exports de-grew by 14%,
    - Due to currency appreciation of ~4%,
    - Negative impact of ~8% on account of GST on exports from Nalagarh and
    - Lower sales at subsidiary level
- ✓ Gross Margin at 48.6% in Q2FY18 from 46.6% in Q2FY17, expansion of 200 bps
- ✓ EBDITA margin expanded by 120 bps from 12.7% in Q2FY17 to 13.9% in Q2FY18
- ✓ EBIDTA stood at INR 38.2 crores in comparison to INR 35.3 crores in the Q2FY17
  - Lower losses in Engineered Floor and Door, which stood at INR 1.7 crs against INR 5.1 crs YoY
- ✓ PAT for the period is INR 16.0 crores, as against INR 13.8 Crores in corresponding quarter last year.

## Q2FY18 Segmental Revenue

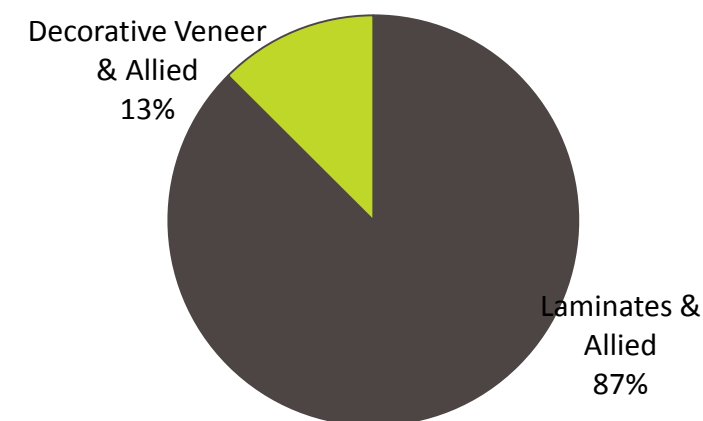


# Consolidated Financial Performance

## Performance Update – H1FY18

- ✓ Consolidated Net Revenue stood at INR 553 Crores as compared to INR 541 Crores, growth of 2.3%,
  - Domestic laminate revenue grew by 17% in value terms and 14% in volume terms YoY, after considering the negative impact of GST of ~4% on sales from Nalagarh
  - Exports de-grew by 12%,
    - Due to currency appreciation, negative impact ~2%,
    - Negative impact of GST on exports from Nalagarh ~4%
    - Lower sales at subsidiary level
- ✓ Gross Margin at 48.3% improvement of 80 bps in H1FY18 from 47.5% in H1FY17
- ✓ EBDITA margin expanded by 80 bps from 12.1% in Q2FY17 to 12.8% for Q2FY18
- ✓ EBIDTA stood at INR 71.0 crores in comparison to INR 65.4 crores in the H1FY17
  - Higher EBDITA in decorative veneer business
  - Lower losses in Engineered Floor and Door, which stood at INR 4.0 crs against INR 9.6 crs YoY
- ✓ PAT for the period is INR 29.4 crores, as against INR 22.3 Crores in corresponding period last year.

## H1FY18 Segmental Revenue





# Consolidated Financial Performance

## Profit and Loss Statement

INR Crores	Q2FY18	Q2FY17	YoY%	H1FY18	H1FY17	YoY%
<b>Revenue</b>	<b>275.6</b>	<b>277.8</b>	<b>-0.8%</b>	<b>553.3</b>	<b>541.1</b>	<b>2.2%</b>
Raw Material	141.6	148.3		285.9	283.9	
<b>Gross Profit</b>	<b>133.9</b>	<b>129.5</b>	<b>3.4%</b>	<b>267.5</b>	<b>257.2</b>	<b>4.0%</b>
<i>Gross Margin %</i>	<b>48.6%</b>	<b>46.6%</b>	<b>200 bps</b>	<b>48.3%</b>	<b>47.5%</b>	<b>80 bps</b>
Employee Cost	42.7	39.4		85.4	78.0	
Other Expenses	53.0	54.8		111.1	<b>113.7</b>	
<b>EBITDA</b>	<b>38.2</b>	<b>35.3</b>	<b>8.2%</b>	<b>71.0</b>	<b>65.4</b>	<b>8.4%</b>
<i>EBITDA Margin %</i>	<b>13.9%</b>	<b>12.7%</b>	<b>120 bps</b>	<b>12.8%</b>	<b>12.1%</b>	<b>70 bps</b>
Other (Income)/Cost	0.0	(0.8)		(0.7)	<b>(1.4)</b>	
Interest	4.6	7.5		9.3	<b>15.8</b>	
Depreciation	9.0	9.3		17.7	<b>18.6</b>	
<b>PBT</b>	<b>24.6</b>	<b>19.3</b>	<b>27.4%</b>	<b>44.8</b>	<b>32.5</b>	<b>37.8%</b>
<i>PBT Margin %</i>	<b>8.9%</b>	<b>7.0%</b>	<b>190 bps</b>	<b>8.1%</b>	<b>6.0%</b>	<b>210 bps</b>
Tax	8.6	5.5		15.4	10.2	
<b>PAT</b>	<b>16.0</b>	<b>13.8</b>	<b>15.8%</b>	<b>29.4</b>	<b>22.3</b>	<b>31.6%</b>
<i>PAT Margin %</i>	<b>5.8%</b>	<b>5.0%</b>	<b>80 bps</b>	<b>5.3%</b>	<b>4.1%</b>	<b>120 bps</b>

\* All quarterly & half yearly financial data is as per IND-AS

# Consolidated Financial Performance

## Balance Sheet

(INR Crores) ASSETS	Sep-17
<b>Non-Current Assets</b>	<b>333.0</b>
Property Plant & Equipment	319.5
Capital Work in Progress	8.4
Intangible assets	5.1
<b>Financial Assets</b>	<b>20.9</b>
Investments	0.0
Loans & advance	3.5
Other non current assets	17.4
<b>Total Non-Current Assets</b>	<b>353.9</b>
<b>Current Assets</b>	
Inventories	263.4
Financial assets	
Trade receivables	160.3
Cash and Cash Equivalentents	3.9
Bank Balances other than above	0.4
Loans & Advances	1.8
Other current assets	37.3
<b>Total Current assets</b>	<b>467.1</b>
<b>Total Liabilities</b>	<b>821.0</b>

(INR Crores) EQUITY & LIABILITIES	Sep-17
<b>Equity</b>	<b>321.3</b>
Equity share capital	12.1
Other equity	309.3
<b>Liabilities</b>	
<b>Non-Current Liabilities</b>	<b>104.5</b>
Financial Liabilities	
Minority Interest	0.0
Borrowings	103.0
Other financial Liabilities	1.5
Provisions	14.7
Deferred Tax Liabilities (Net)	17.4
<b>Total Non-current liabilities</b>	<b>136.6</b>
<b>Current Liabilities</b>	
Financial Liabilities	
Borrowings	155.9
Trade Payables	151.1
Other Financial Liabilities**	36.8
Other current liabilities	8.0
Provision	1.4
Current Tax Liabilities (Net)	9.8
<b>Total Current liabilities</b>	<b>363.1</b>
<b>Total Liabilities</b>	<b>821.0</b>

\* All quarterly & half yearly financial data is as per IND-AS \*\*Current Maturity of Long Term Borrowings GREENLAM INDUSTRIES LIMITED

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# Consolidated Financial Performance

## Laminates & Allied Segment

INR Crores	Q2 FY18	Q2 FY17	YoY%	H1FY18	H1FY17	YoY%
Net Revenue from Operations	240.3	245.1	-2.0%	483.2	476.7	1.4%
Gross Profit	115.5	113.9	1.4%	230.2	224.6	2.5%
<b>Gross Margin %</b>	<b>48.1%</b>	<b>46.5%</b>	<b>160 bps</b>	<b>47.6%</b>	<b>47.1%</b>	<b>50 bps</b>
EBIDTA	34.7	35.7	-2.8%	65.4	68.2	-4.0%
<b>EBIDTA Margin %</b>	<b>14.4%</b>	<b>14.6%</b>	<b>-20 bps</b>	<b>13.5%</b>	<b>14.3%</b>	<b>-80 bps</b>
Capital Employed	429.4	436.3	-1.7%	429.4	436.3	-1.7%

\* All quarterly & half yearly financial data is as per IND-AS

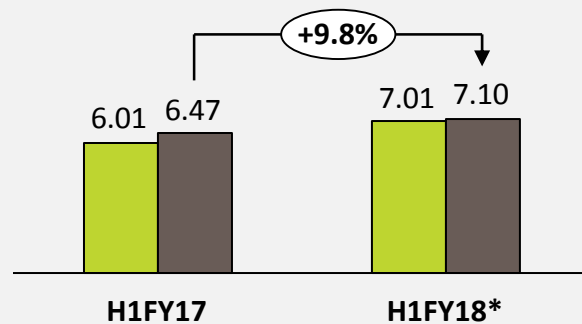
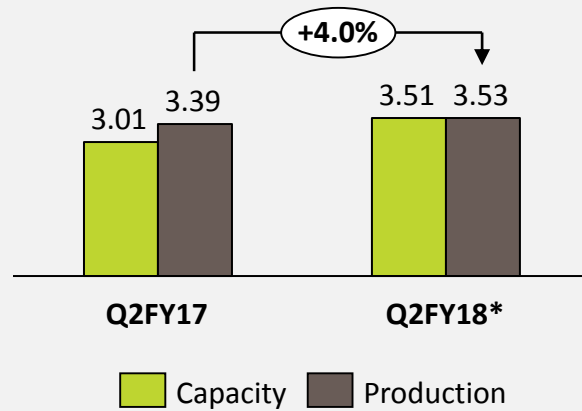
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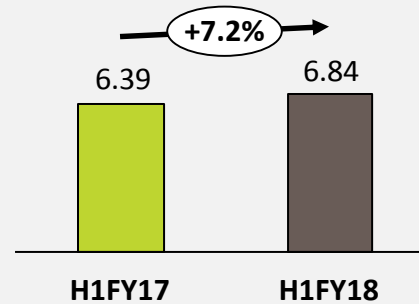
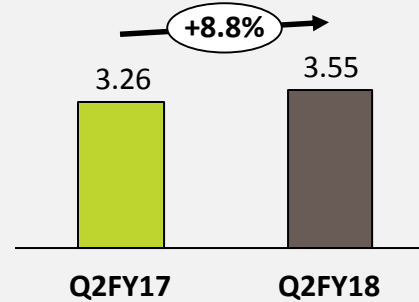
# Consolidated Financial Performance

## Laminates & Allied Segment

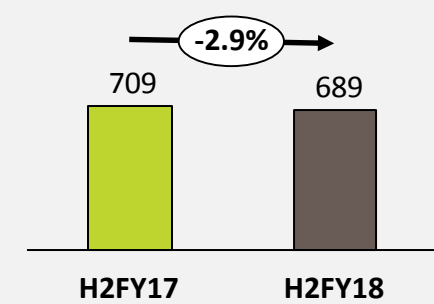
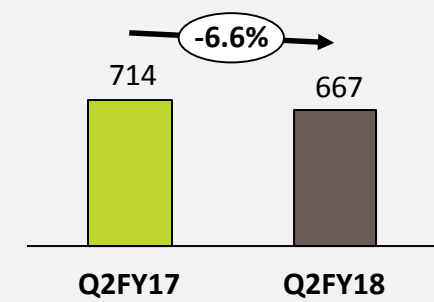
### Production and Capacity (Mn Sheets)



### Sales (Mn Sheets)



### Average Realisation (INR / Sheet)



Capacity increased by 2 Mn sheets w.e.f. from 05.06.17

\* All quarterly & half yearly financial data is as per IND-AS

# Consolidated Financial Performance

## Veneers & Allied Segment

INR Crores	Q2 FY18	Q2 FY17	YoY%	H1FY18	H1FY17	YoY%
Net Revenue from Operations	35.3	32.7	7.8%	70.1	64.4	8.9%
Gross Profit	18.4	15.6	17.8%	37.3	32.6	14.3%
<b>Gross Margin %</b>	52.1%	47.7%	440 bps	53.1%	50.6%	250 bps
EBIDTA	3.5	-0.4	-	5.5	-2.7	-
<b>EBIDTA Margin %</b>	9.9%	-1.2%	-	7.9%	-4.3%	-
Capital Employed	186.5	190.4	-2.1%	186.5	190.4	-2.1%

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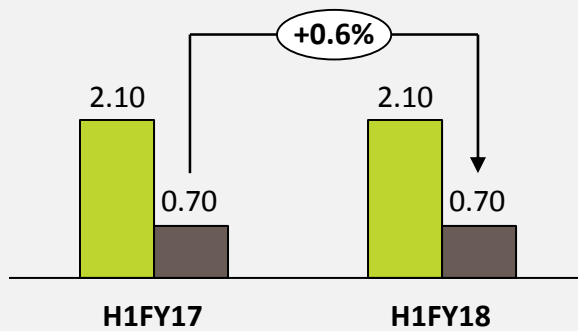
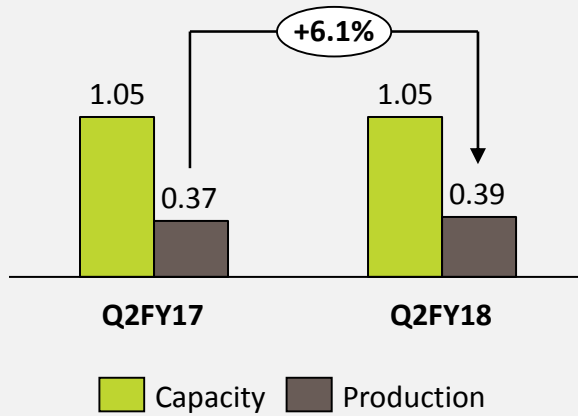
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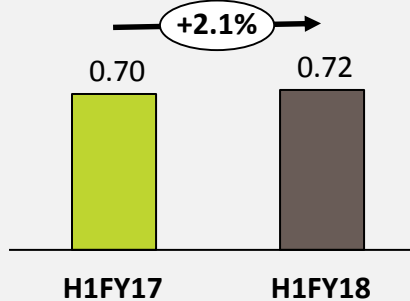
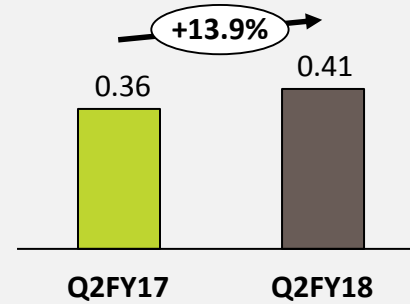
# Consolidated Financial Performance

## Decorative Veneers

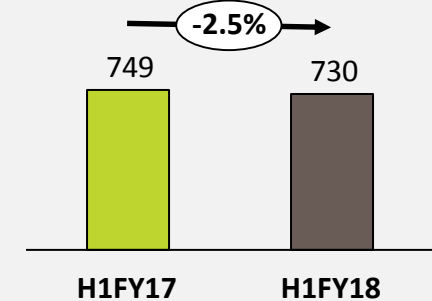
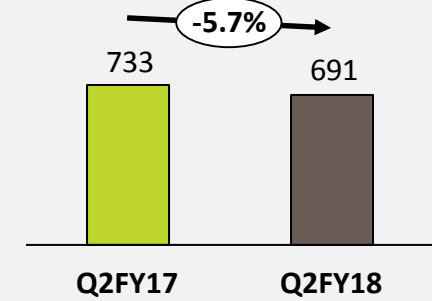
### Production and Capacity (Mn Sqmt)



### Sales (Mn Sqmt)



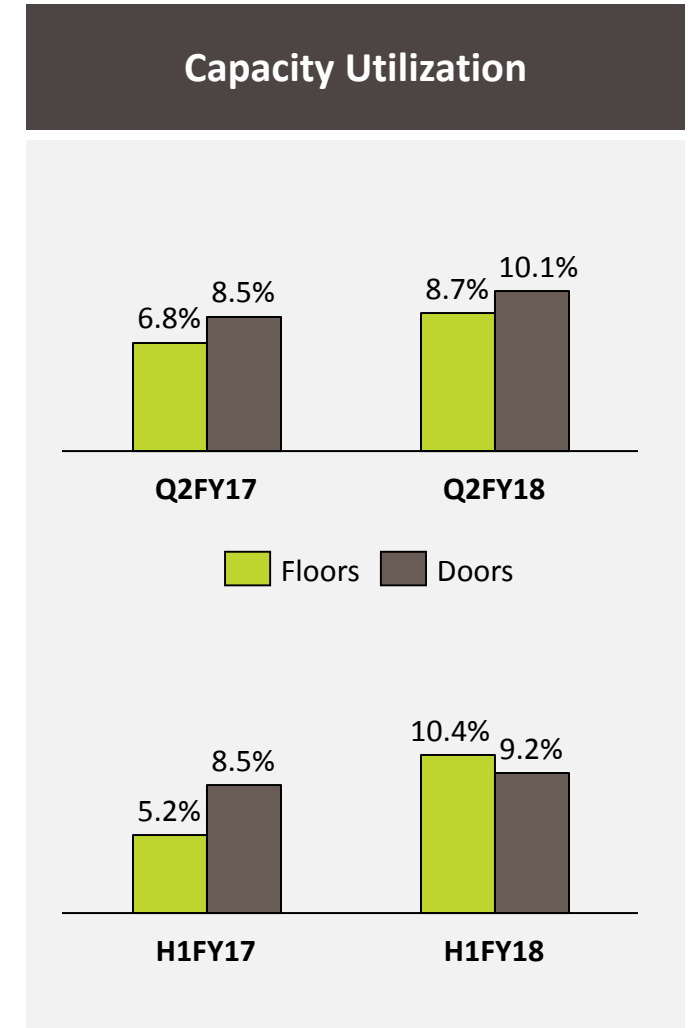
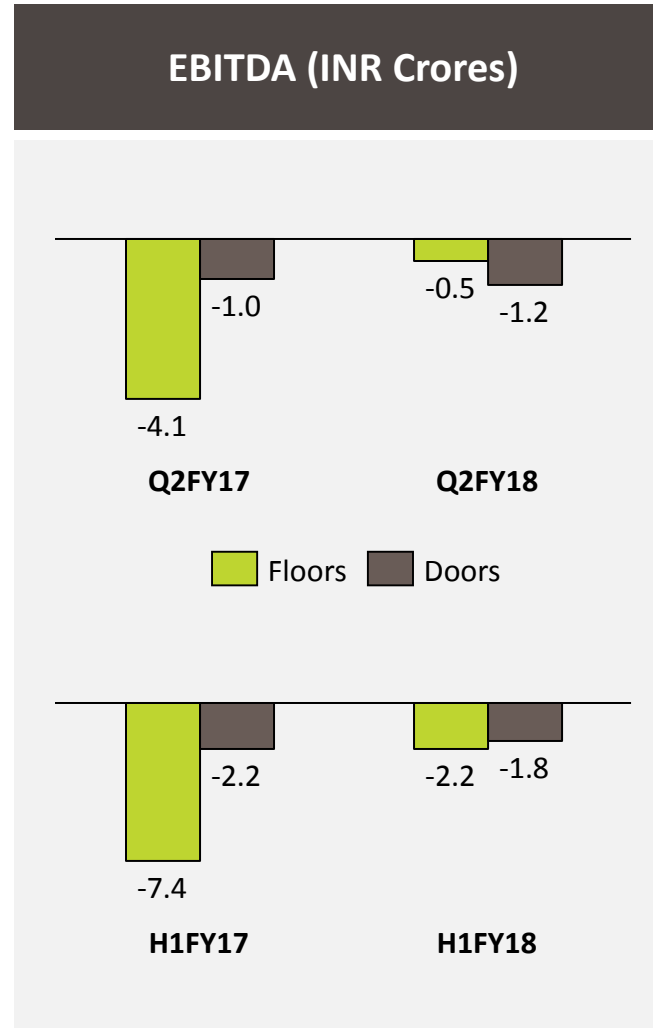
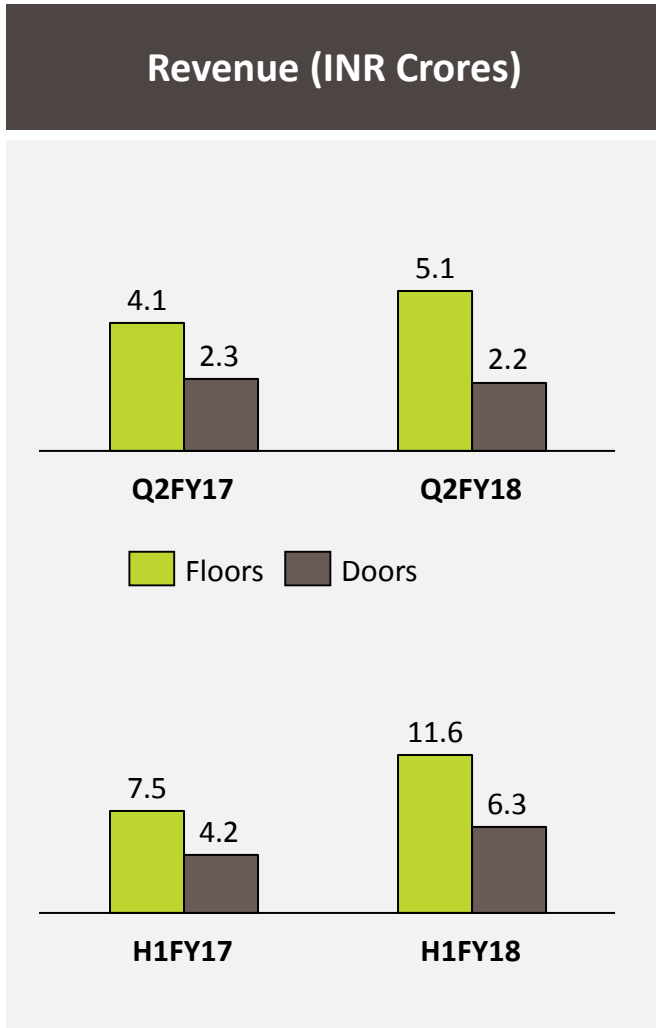
### Average Realisation (INR / Sqmt)



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# Consolidated Financial Performance

## Engineered Doors and Floors

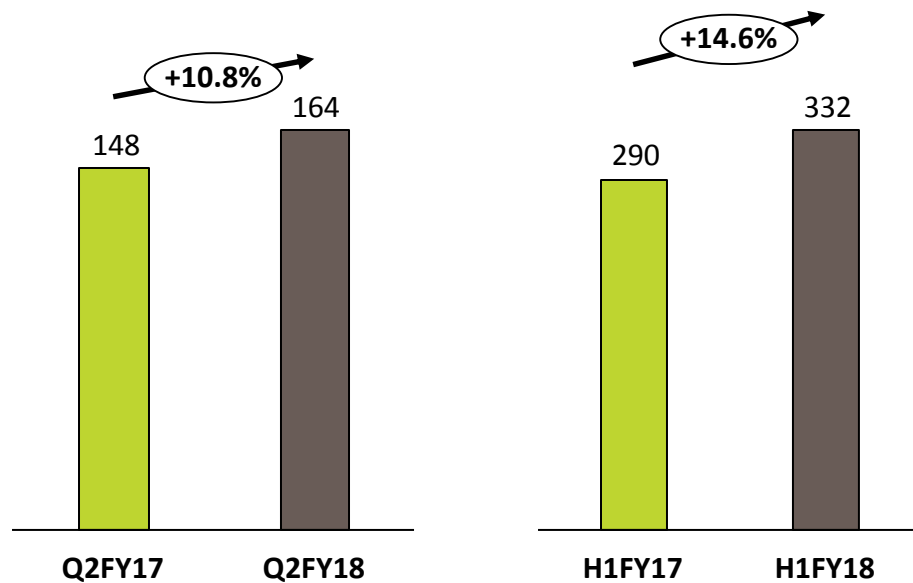


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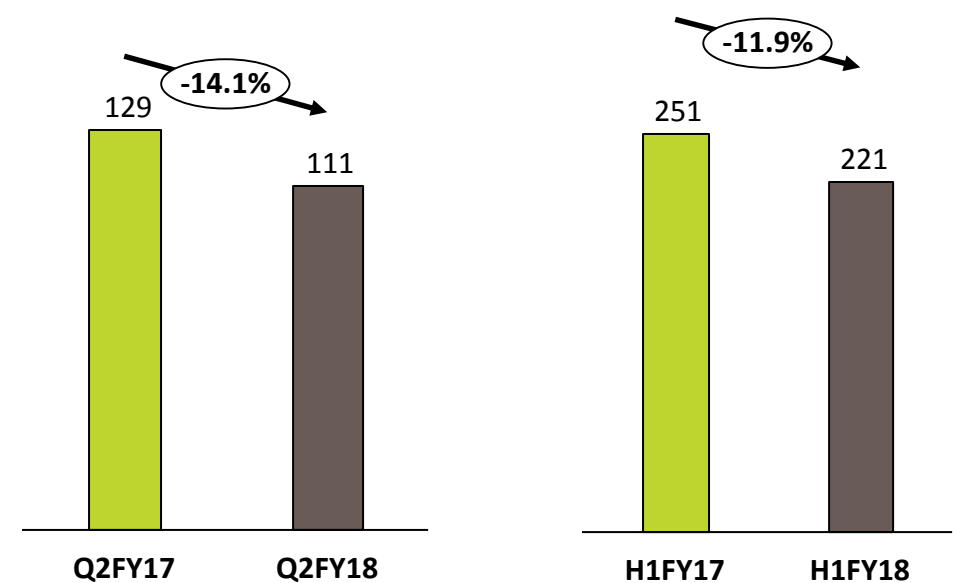
# Consolidated Financial Performance

## Geographic Segments

### Domestic (INR Crores)



### Exports (INR Crores)



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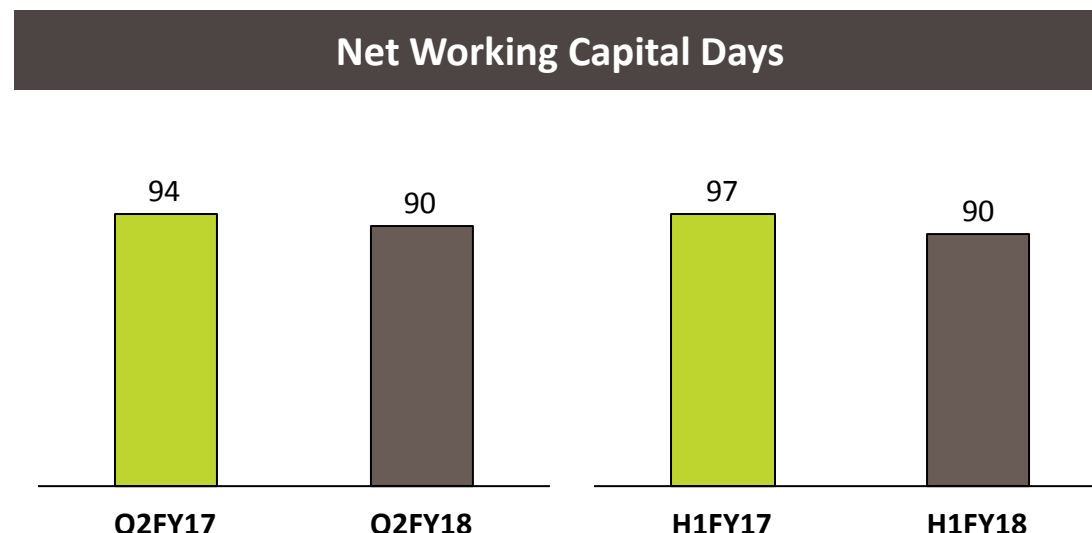
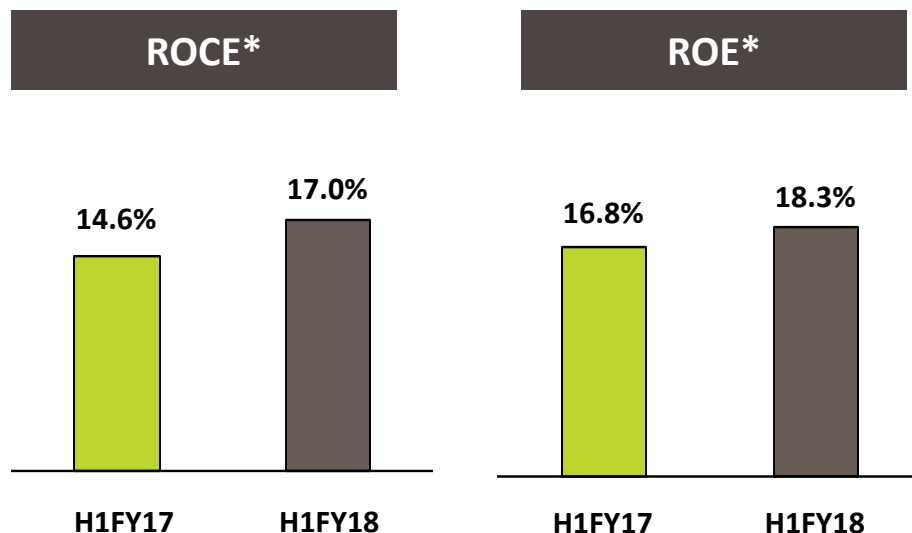
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# Consolidated Financial Performance

## Operating Parameters



INR Crores	H1FY17	H1FY18
Revenue	<b>541</b>	<b>553</b>
EBIT	48	54
PAT	<b>22</b>	<b>29</b>
Capital Employed	663	635
Net Worth	266	320

In Days	Q2FY17	Q2FY18	H1FY17	H1Y18
Inventory	82	87	85	87
Debtors	61	53	62	53
Creditors	49	50	50	50
Net Working Capital	<b>94</b>	<b>90</b>	<b>97</b>	<b>90</b>

\*Annualised Basis

\* All quarterly & half yearly financial data is as per IND-AS

## For further information, please contact:

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#### **Mr. Shogun Jain / Ms. Ruchi Rudra**

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