

Greenply/2023-24 February 1, 2024

The Manager

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

Scrip Code: 526797

Dear Sir/Madam,

The Manager

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

Sub: <u>Presentation on un-audited financial results for the quarter and nine months ended 31st</u>

December, 2023

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 31.12.2023.

Thanking you,

Yours faithfully,
For GREENPLY INDUSTRIES LIMITED

KAUSHAL KUMAR AGARWAL COMPANY SECRETARY & VICE PRESIDENT-LEGAL

Encl.: As above



# **ANALYST PRESENTATION**

Q3 & 9M FY 2024 1st February 2024

### Disclaimer





This presentation and the accompanying slides (the "Presentation"), which have been prepared by Greenply Industries Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company

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.

## Contents





- Key Highlights
- Financial & Operating Performance
- Corporate Overview
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## Key results highlights - India Ply Business



Plywood Business ^ (Standalone + Sandila)						
Particulars	Q3 FY24	Q3 FY23	% Change Y-o-Y	Q2 FY24	% Change Q-o-Q	
Sales Volume (MSM)	1 <i>7</i> .8	16.0	11.0%	19.1	-7.0%	
Realisation (Rs/MSM)	252	249	1.2%	245	2.9%	
Revenue (Rs Crs)	454	405	11.9%	478	-5.1%	
Adj. Core EBITDA* (Rs Crs)	36	42	-12.6%	38	-3.9%	
Adj. Core EBITDA %	8.0%	10.3%	-230 bps	7.9%	10 bps	
PAT (Rs Crs)**	29	50	-41.0%	22	30.9%	

<sup>\*</sup>Excluding non-cash ESOP cost (Rs 0.3 crs in Q3FY24, Rs 1.5 crs in Q2 FY24 and Rs 4.0 crs in Q3 FY23 \*\*Q3 FY24 PAT includes impact of reversal of interest on excise duty provision of Rs. 8.86 crs & Q3 FY23 includes exceptional gains of Rs 9.6 crs and tax refunds pertaining to earlier years of Rs 18.4 crs)

Particulars	9M FY24	9M FY23	% Change Y-o-Y
Sales Volume (MSM)	53.1	49.2	8.0%
Realisation (Rs/MSM)	248	246	0.8%
Revenue (Rs Crs)	1344	1236	8.7%
Adj. Core EBITDA* (Rs Crs)	110	124	-11.0%
Adj. Core EBITDA %	8.2%	10.0%	-180 bps
PAT (Rs Crs)	73	96	-24.1%

<sup>\*</sup>Excluding non-cash ESOP cost (Rs 3.5 crores in 9MFY24 and Rs 11.9 crores in 9M FY23)

\*\*9M FY24 PAT includes impact of reversal of interest on excise duty provision of Rs. 8.86 crs & 9M

FY23 includes exceptional gains of Rs 9.6 crs and tax refunds pertaining to earlier years of Rs 18.4 crs



^Plywood business is a sum of Standalone numbers and Greenply Sandila numbers (after eliminations between these entities) 4

# Key results highlights - India MDF Business



	MDF Busines	is		
Particulars	Q3 FY24	Q2 FY24	% Change Q-o-Q	9M FY24
Sales Volume (CBM)	41,928	31,019	35%	79,009
Realisation (Rs/CBM)	30,629	28,539	7%	29,649
Revenue (Rs Crs)	128	89	45%	234
Core EBITDA without Forex(Rs Crs)	1 <i>7</i>	12	44%	22
Core EBITDA without Forex(%)	13.5%	13.4%	+10 bps	9.2%
Forex (Gain)/Loss	2	-2		-
Core EBITDA with Forex(Rs Crs)	15	14		22
Core EBITDA with Forex(%)	11.8%	15.5%		9.2%
PAT (Rs Crs)	-0.2	-3.3		-18

	Realisation		
Particulars	Q3 FY24	Q2 FY24	9M FY24
MDF			
Sales Volume (CBM)	38,110	31,018	<i>75</i> ,190
Realisation (Rs/CBM)	29,120	28,539	28,834
Revenue (Rs Crs)	111	89	21 <i>7</i>
Value added products			
Sales Volume (CBM)	3,818	-	3,818
Realisation (Rs/CBM)	45,691	-	45,691
Revenue (Rs Crs)	1 <i>7</i>	-	1 <i>7</i>



## Key results highlights- Consolidated



Particulars	Q3 FY24	Q3 FY23	% Change Y-o-Y	Q2 FY24	% Change Q-o-Q
Revenue (Rs Crs)	621	428	45.0%	608	2.2%
Adj. Core EBITDA* (Rs Crs)	57	36	56.5%	53	8.0%
Adj. Core EBITDA %	9.2%	8.5%	+ 70 bps	8.7%	+ 50 bps
PAT (Rs Crs)**	27	36	-25.5%	14	93.2%

Excluding non-cash ESOP cost (Rs 0.33 crores in Q3FY24, Rs 1.6 crores in Q2 FY24 and Rs 4.0 crores in Q3 FY23) \*\*Q3 FY24 PAT includes impact of reversal of interest on excise duty provision of Rs. 8.86 crs & Q3 FY23 includes exceptional gains of Rs 9.6 crs and tax refunds pertaining to earlier years of Rs 18.4 crs)

Rs/Crores	Dec'23	Sep'23	Change Q-o-Q	June'23
Ply Business (GIL+Sandila)*	109	98	11	131
MDF Business (GSPPL)*	409	405	4	388
Gabon Business (GMEL)*	237	229	8	218
Total Gross Debt	754	732	23	737
Net Debt	732	713	19	724
Net D/E (Times)	1.07	1.08	-0.01	1.12
Working Capital (Days)	50	48	2	63

\*Excluding non-cash ESOP cost (Rs 3.7 crores in 9MFY24, Rs 11.9 crores in 9M FY23) 9M FY24 PAT includes impact of reversal of interest on excise duty provision of Rs. 8.86 crs & 9M FY23 includes exceptional gains of Rs 9.6 crs and tax refunds pertaining to earlier years of Rs 18.4 crs)



<sup>%</sup> Change 9M FY24 9M FY23 **Particulars** Y-o-Y Revenue (Rs Crs) 1705 1376 23.8% 143 133 7.3% Adj. Core EBITDA\* (Rs Crs) Adj. Core EBITDA % 8.4% 9.7% - 130 bps PAT (Rs Crs) 42 80 -48.2%

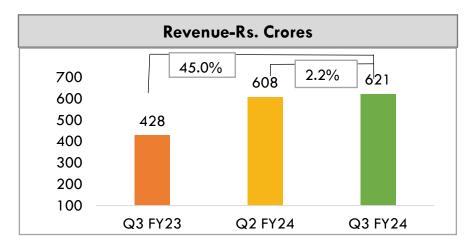
<sup>\*</sup>Excluding inter-corporate debt.

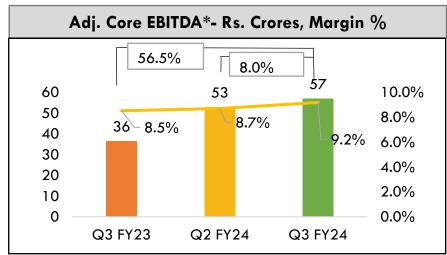




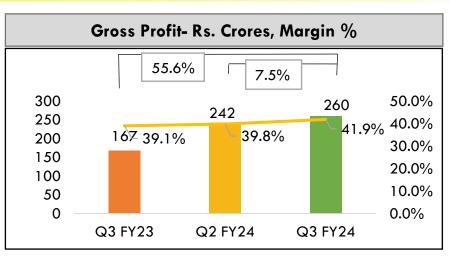
## Consolidated P&L-Q3 FY24

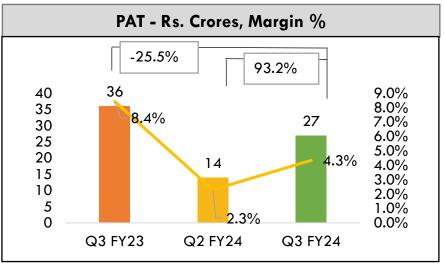






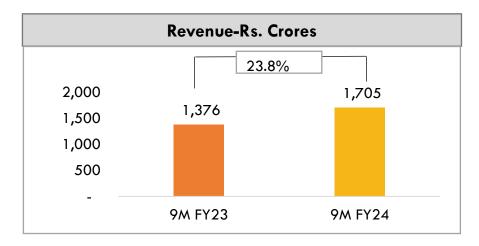
Excluding non-cash ESOP cost (Rs 0.33 crores in Q3FY24, Rs 1.6 crores in Q2 FY24 and Rs 4.0 crores in Q3 FY23)

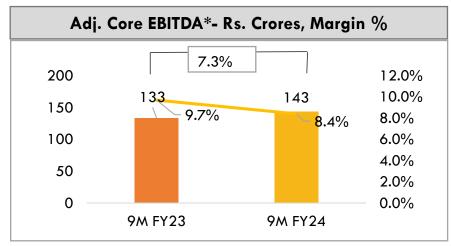




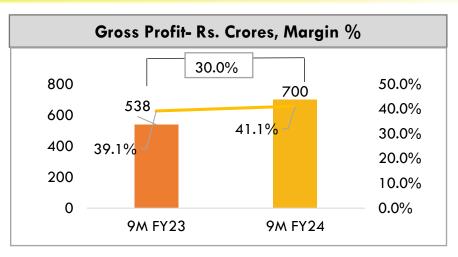
### Consolidated P&L-9M FY24

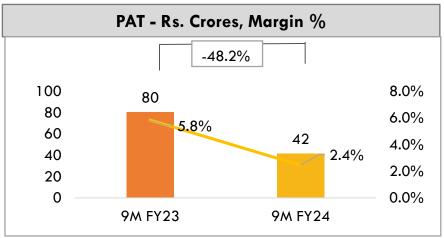






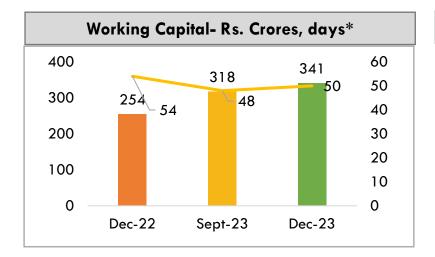
<sup>\*</sup>Excluding non-cash ESOP cost (Rs 3.65crores in 9MFY24, Rs 11.9 crores in 9M FY23)

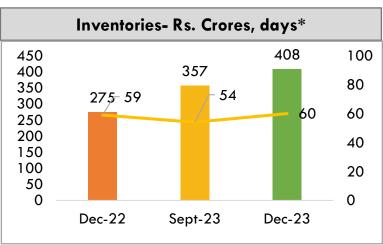


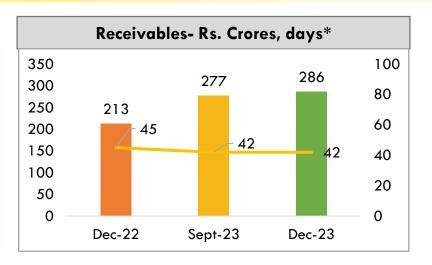


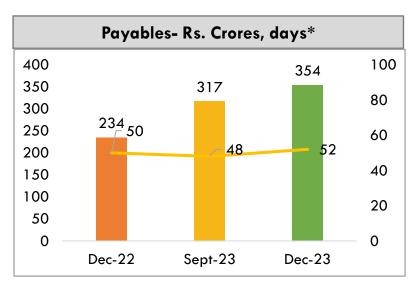
### Consolidated Ratios

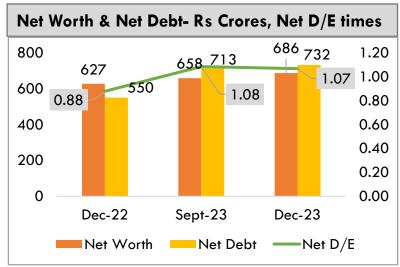


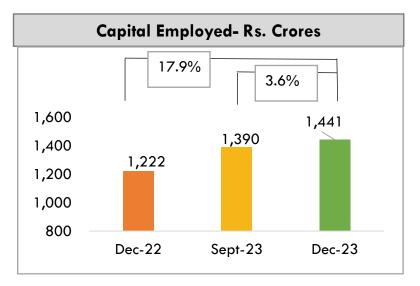








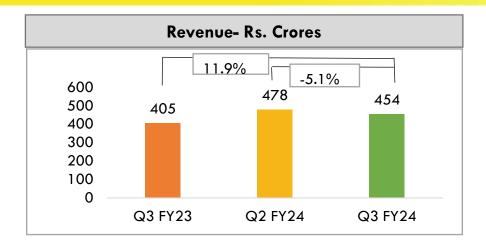


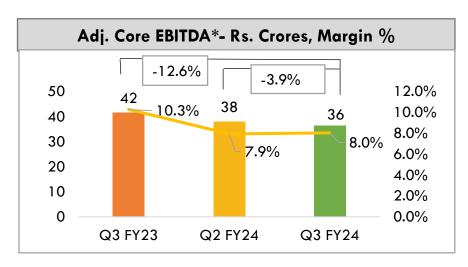


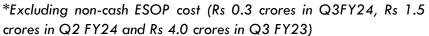
<sup>\*</sup>Annualised

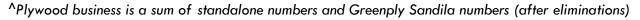
# Plywood Business<sup>^</sup> (Standalone + Sandila) P&L-Q3 FY24

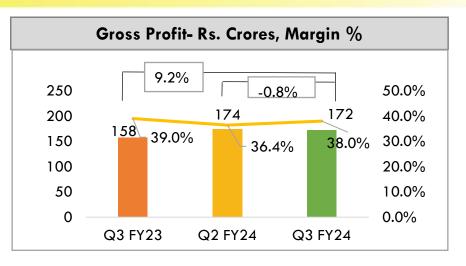


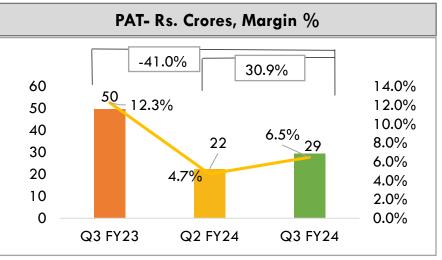






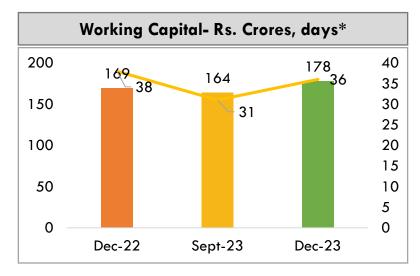


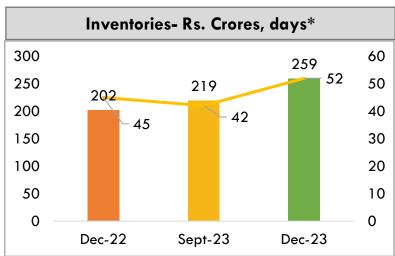


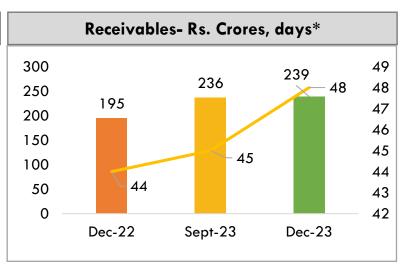


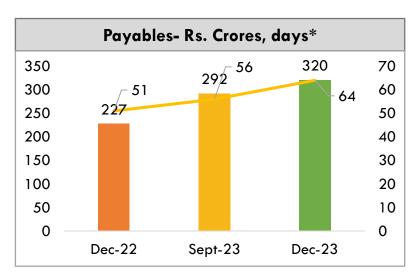
# Plywood Business<sup>^</sup> (Standalone + Sandila) Ratios

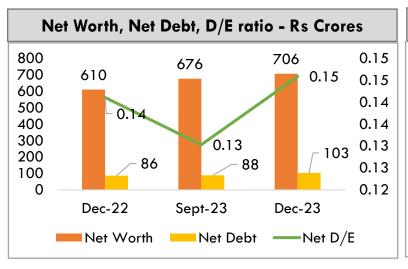


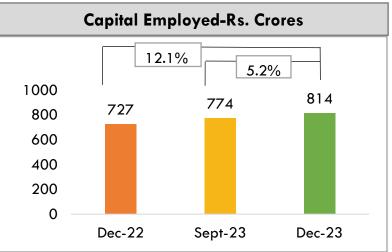










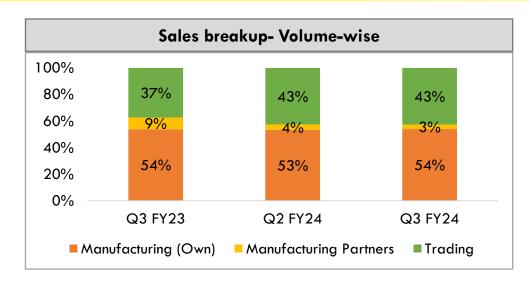


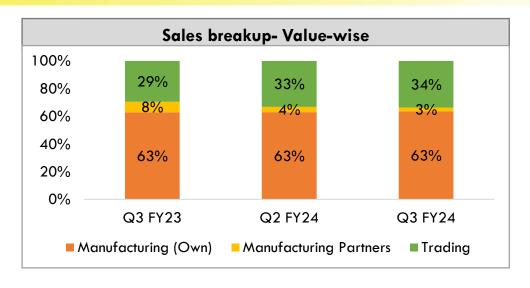
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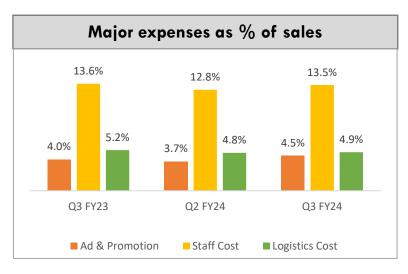
<sup>^</sup>Plywood business is a sum of standalone numbers and Greenply Sandila numbers (after eliminations)

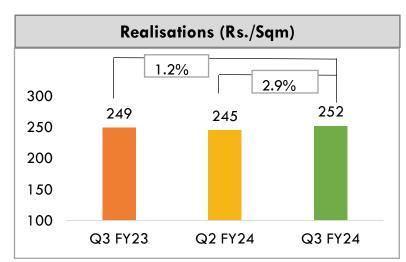
# Plywood Business<sup>^</sup> (Standalone + Sandila) Operating Metrics Q3 FY24

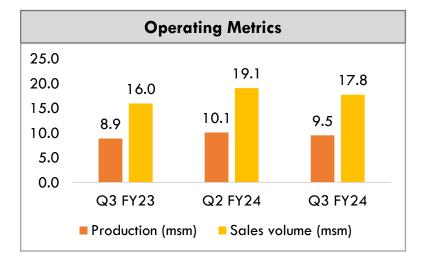








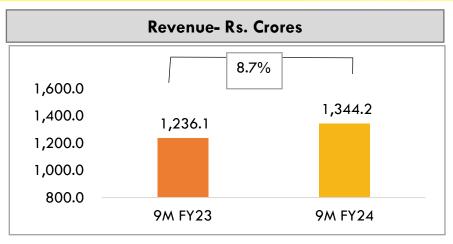


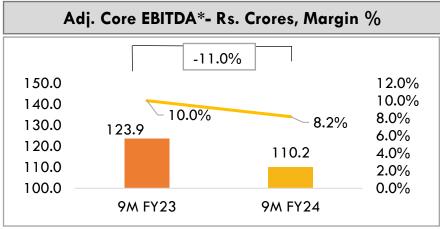


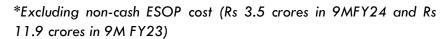
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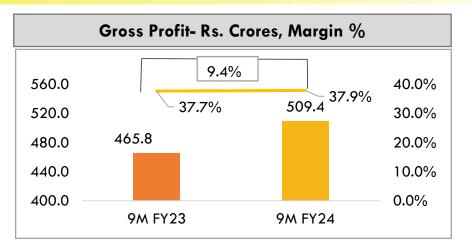
# Plywood Business<sup>^</sup> (Standalone + Sandila) P&L-9M FY24

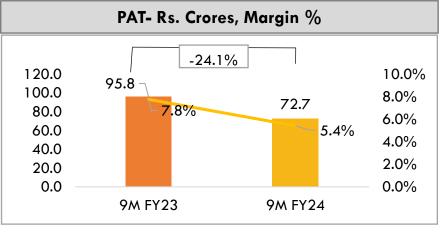








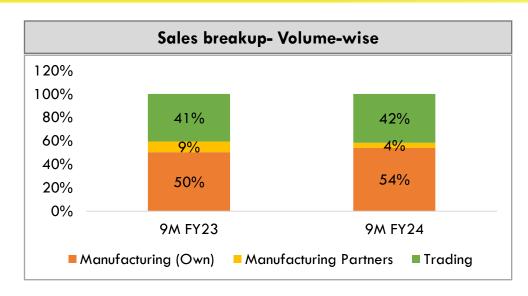


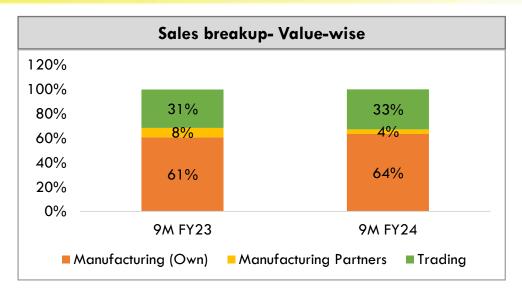


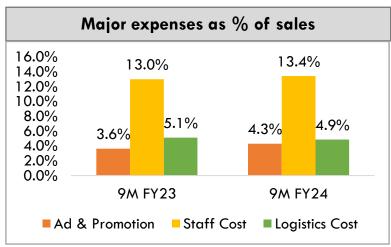
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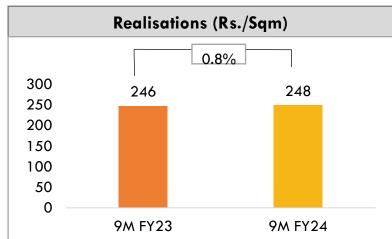
# Plywood Business<sup>^</sup> (Standalone + Sandila) Operating Metrics 9M FY24

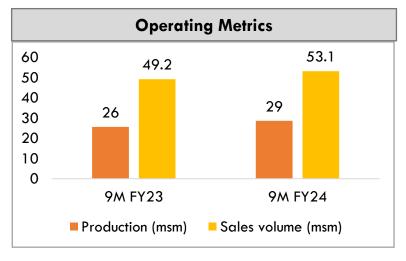








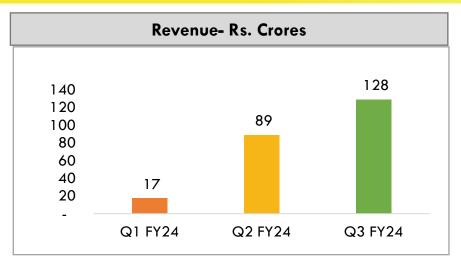


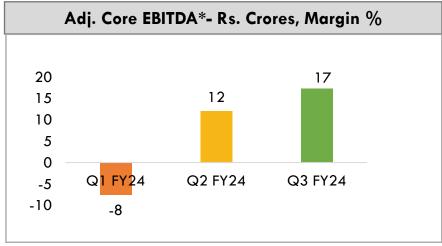


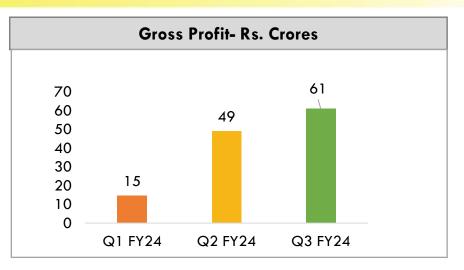
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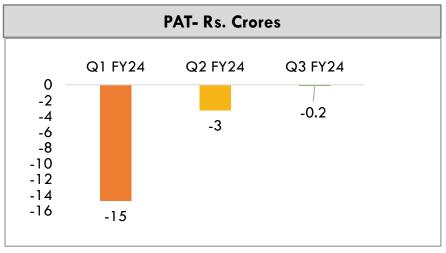
## MDF P&L-Quarterly FY24











## Consolidated Profit & Loss Statement Q3 FY24



	(₹ in Lakhs)  Statement of Unaudited Consolidated Financial Results for the quarter and nine months ended 31 December 2023						
-	Statement of Unaudited Cons	oridated Financi	ai Kesults for th				
		Three months	Previous Three	Corresponding	Year to date	Year to date	
Sr.	David and and	ended	months ended	Three months	figures for the	figures for the	Previous year
No.	Particulars	31.12.2023	30.09.2023	ended 31.12.2022 in	current period	previous period	ended 31.03.2023
				the previous year	ended 31.12.2023	ended 31.12.2022	
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1.	Income						
	a) Revenue from operations	62,082.69	60,773.34	42,818.61	1,70,469.85	1,37,647.13	1,84,562.99
	b) Other income	859.85	365.04	306.76	1,203.30	605.10	1,534.44
	Total Income	62,942.54	61,138.38	43,125.37	1,71,673.15	1,38,252.23	1,86,097.43
2.	Expenses						
2.	a) Cost of materials consumed	23,809.99	23,424.30	16,463.97	65,960.84	50,684.58	66,866.71
	b) Purchase of stock-in-trade	14,622.92	15,756.38	10,076.19	41,920.64	37,461.93	49,871.15
	c) Changes in inventories of finished goods,		,	ĺ ,		· ·	,
	work-in-progress and stock-in-trade	(2,370.68)	(2,608.88)	(448.44)	(7,406.02)	(4,348.52)	(4,079.60)
	d) Employee benefits expense	8,117.96	7,798.45	6,043.00	23,012.18	18,024.76	24,313.26
	e) Finance costs	2,036.11	1,775.45	620.94	5,108.24	1,865.08	2,624.71
	f) Depreciation and amortisation expenses	1,720.85	1,616.98	963.79	4,669.71	2,614.51	3,646.08
	g) Other expenses	12,224.50	11,274.97	7,428.28	33,032.51	23,670.44	30,680.60
	Total Expenses	60,161.65	59,037.65	41,147.73	1,66,298.10	1,29,972.78	1,73,922.91
L							
3.	Profit before share of (loss) of joint venture	2,780.89	2,100.73	1,977.64	5,375.05	8,279.45	12,174.52
"	and tax (1-2)	2,700.07	2,100.75	1,777.04	5,575.05	0,217.43	12,174.32
L							
4.	Exceptional items (Refer Note 4)	885.75	-	962.00	885.75	962.00	962.00
5.	Share of (loss) of joint venture (Refer Note 8)	(16.43)	(13.44)	(218.34)	(63.14)	(412.08)	(2,075.21)
6.	Profit before tax(3+4+5)	3,650.21	2,087.29	2,721.30	6,197.66	8,829.37	11,061.31
L							
7.	Tax expense						
	a) Current tax (refer note 6)	982.65	803.21	(1,108.56)		525.14	1,378.00
	b) Deferred tax	(19.38)	(106.46)	225.58	(484.52)	267.69	540.13
	Total tax expense	963.27	696.75	(882.98)	2,038.45	792.83	1,918.13
8.	Profit for the period (6-7)	2,686.94	1,390.54	3,604.28	4,159.21	8,036.54	9,143.18
".	Tront for the period (0-7)	2,000.74	1,370.54	3,004.28	4,137,21	0,030.54	2,143.10
9.	Other Comprehensive Income						
'	Items that will not be reclassified to profit or	15.04	1.00	24.72	15.04	26.72	£1.07
	loss	15.94	1.00	24.72	17.94	26.72	51.07
I							
I	Income tax relating to items that will not be	(4.02)	(0.25)	(6.22)	(4.52)	(6.72)	(12.83)
I	reclassified to profit or loss	(4.02)	(0.23)	(0.22)	(4.52)	(0.72)	(12.03)
		404.5	,,		400	405	a
I	Items that will be reclassified to profit or loss	104.49	(6.41)	511.57	120.56	185.67	213.00
I	Income tax relating to items that will be						
I	reclassified to profit or loss	-	-	-	-	-	-
I	Other Comprehensive Income / (Loss) for						
I	the period	116.41	(5.66)	530.07	133.98	205.67	251.24
10.	Total Comprehensive Income for the period	2,803.35	1,384.88	4.134.35	4,293.19	8,242.21	9,394.42
	(8+9)	2,003.33	1,304.00	4,134.33	4,273.19	0,242.21	7,374.42





## Greenply at a glance



One of the largest

Interior infrastructure brands in India 35+

Years of experience in delivering quality plywood products

Listed in NSE & BSE-Rs. 2,900+

crores Market Cap Wood based products Plywood and allied,
Face Veneer, MDF
(upcoming)

E-O

India's first Zero Emission plywood



Rated AA-

Long term Debt
Rated A1 +

Short Term Facilities

(CARE & India Ratings)

3000+

Dealer Distribution

Network

1100+

Cities, Towns & Villages Serviced

Great Place to Work

Three times in a row (2020, 2021 & 2022)

Best Green Manufacturing Company

2022

India's Most Trusted
Brand

2022

## Manufacturing Excellence



Plywood & allied (Own Manufacturing ) Location	Capacity (Mn SqM pa)
Bamanbore, Gujarat	15.80
Sandila, Lucknow (U.P.)	13.50
Kriparampur, West Bengal	11.00
Tizit, Nagaland	8.10
Total plywood & Allied Existing Capacity	48.40

Plywood & allied (Domestic Partner) Location	Capacity (Mn SqM pa)
Bareilly, Uttar Pradesh	~10.00
Hapur, Uttar Pradesh	7.50

Face Veneer Peeling Location	Capacity (CBM / pa)
Gabon, West Africa	96,000
MDF Manufacturing Location	Capacity (CBM pa)
Vadodara, Gujarat	2,40,000











Sandila, U.P.





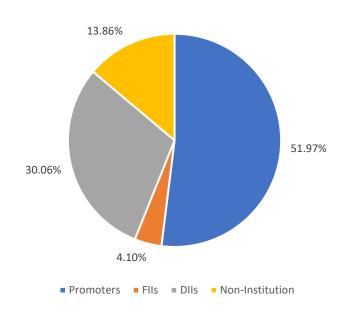




## Ownership & Stakeholder Value Creation



#### Shareholding Pattern- 31st December 2023



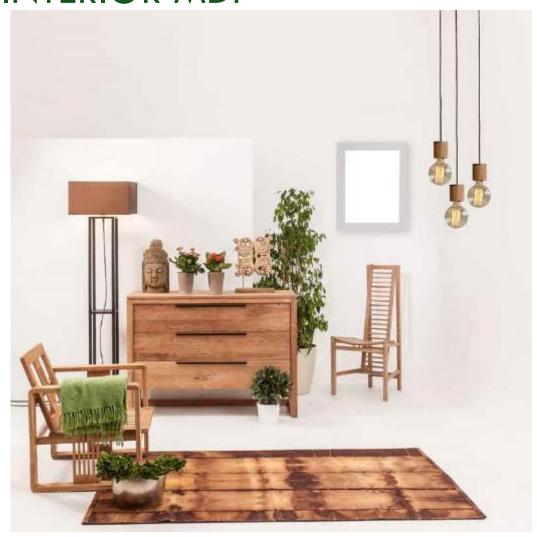
A balanced non promoter stake fostering future optimism

#### Major Institutional Shareholders - 31st December 2023

Major Institutional Shareholders	Shareholding %
Mirae Asset Mutual Fund	10.97
HDFC Mutual Fund	7.66
Tata Mutual Fund	4.87
Bandhan Mutual Fund	2.22
SBI Contra Fund	1.57
Canara Robeco Mutual Fund	1.66



## INTERIOR MDF



#### **APPLICATIONS**

It can be used for interior purposes such as furniture, Exhibition, Furniture, handcrafts, Moulded and Shaped Parts (traditional furniture). Various other items like Handicraft Items/Toys

Cabinets, Wall Cladding, Wall Panelling, False Ceiling, Wardrobes, Bookshelves, Partitions, modular furniture, and general fit outs. It also can be used for Machining, Carving, Packaging, Laminate substrates, Tabletops etc.



Made with PRODIQ NEO TECH



Excellent Machinability



Homogenous Interlocking



**Borer & Termite** Resistant



Anti-Bacterial, Anti-Fungal & Anti-Viral



Super Smooth Surface



Made with Renewable Energy



Environmental Friendly



Cost Effective





## **EXTERIOR MDF**



#### **APPLICATIONS**

Ideal for use in kitchen and bathrooms as well as for windows, and double glazing in fills shoe heels etc. Greenply's Exterior Grade Range (IS grade I) is the perfect solution for highly humid environments where dimensional stability is non-negotiable. With exceptional screw retention strength on the face and edges, this versatile range can be moulded, routed, grooved and painted to mimic natural wood.



Made with PRODIQ NEO TECH



High Strength



Superior Performance



Borer & Termite Resistant



Anti-Bacterial, Anti-Fungal & Anti-Viral



Super Smooth Surface



Made with Renewable Energy



Environmental Friendly



Moisture Resistant



## HDMR 710 MDF



#### **APPLICATIONS**

kitchen cupboards, bathroom vanities, laundry cupboards, shelving, and other places that are prone to moisture. Resisting expansion & contraction brought on by highhumid conditions, Greenply's HDF has a homogeneous structure that ensures uniform strength throughout the material. Designed to be used in high humidity situations, it has resistance power against expansion and contract due to humidity. It can also be moulded, profiled, routed, and grooved to meet your specific needs. With high loadbearing capacity, it's manufactured to endure tough usage. It can be painted to look just like wood.



<del>------</del> **Heavy Duty** 







Calibrated High **Borer & Termite Density Product** Resistant

Anti-Bacterial, Anti-Fungal & Anti-Viral



Super Smooth Surface



Made with Renewable Energy



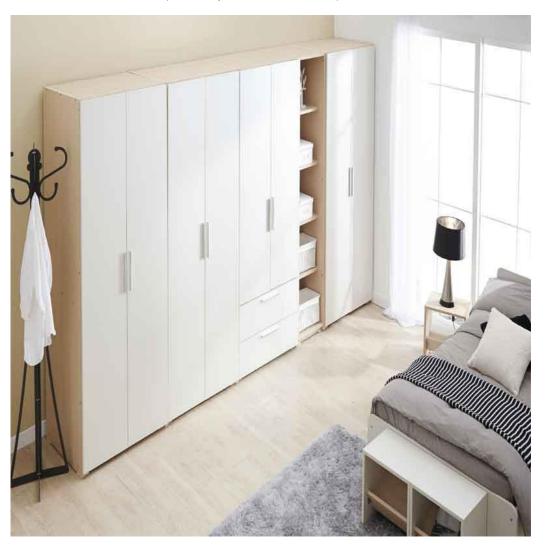
Environmental Friendly



**High Moisture** Resistance



## PRE - LAMINATED MDF



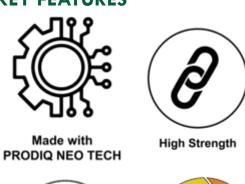
#### **APPLICATIONS**

With a unique surface finish, these boards come in a wide range of colours, textures, and finishes, making them the first choice of customers. Greenply's pre-laminated MDF boards come in both interior and exterior grades, with the exterior grade designed for high-humidity situations where stable dimensions are critical. The pre-laminated HDF 710 HDMR is designed for high-humidity situations, with resistance against expanding and contracting due to humidity. These boards are ideal for use in kitchen cupboards and cabinets, bathroom cabinets, partitions, modular furniture, TV cabinets, wardrobes, tabletops, and more.

#### **KEY FEATURES**

Stain

Resistance











**Borer & Termite** 

Resistant

Anti-Bacterial, Anti-Fungal & Anti-Viral



Wide Range of Colours

and Textures

Superior

Performance

Environmental

Friendly





**High Abrasion** Value

Excellent Machinability



## Boil Pro 500 MDF



#### **APPLICATIONS**

A game-changer that redefines the norms of protection and resilience. Meticulously crafted using HydroFireBloc Technology, a revolutionary blend of hydro-repellent and fire-retardant elements, these fire-retardant as well waterproof MDF boards pack innovation serves as your ultimate guardian against the formidable adversaries of water and fire. Restroom Toilet Cubicle, Thermal Insulation, Load Bearing Area -Decking / Warehouse Shelves/ Staircases, Container Floor, Truck Floor, Bus Body Floor, Bathroom Partition, Fire Retardant Application, Flooring, Wall Panelling, Furniture, Fixtures, Modular Kitchen, Wardrobes, Moist Area Furniture

**KEY FEATURES** 



Made with

PRODIQ NEO TECH





Fire retardant confirming to IS 5509

**Boiling Waterproof** 

Superior Strength





Borer, Fungus & Termite Resistance

Super Smooth Surface



## CARB P2 MDF



#### **APPLICATIONS**

A true marvel born from the amalgamation of state-of-the-art technology and a wealth of industry knowledge spanning decades. Developed within Greenply's cutting-edge facility, these pieces of exceptional MDF sheets redefine the very essence of zero-emission materials, marking a revolutionary milestone in the industry. It can be used at Home, Office & Commercial spaces - Living Room, Kitchen, Study Room, Wardrobe etc.



Low Formaldehyde **Emission** 



Borer, Fungus & **Termite Resistance** 



Super Smooth Surface



Made with PRODIQ NEO TECH



**CARB P2 & EPA TSCA** Title VI Certified



Made with Renewable Energy

## **Expanding our ESG footprints**











SCS Global Services does hereby certify that an independent audit has been completed and conformity to the applicable standard(s) has been confirmed for:

#### **Greenply Industries Limited**

P.O. Box Tizit, Dit Mon, Tizit, NL 798602, Ind

This operation meets all of the necessary qualifications to be certified for the following claim:

#### Well Managed Group of Plantations Certification

Geenply industries Limited has been shown to meet all of the necessary qualifications to be certified as a Well-Managed Coque of Plantachion is accordance with the Forest Stewardship Council's Principles & Cited, as elaborated by the FCP Final Interim Standard for Forest Management Certification in India under the FSC V2-1, SCS COC Indicators for FMEs V8-0, FSC-ST3-30-000 V1-1 FSC-ST5-30-000 V1-20.

For the following product(s):

Por the following product(s): Mela Dubia, Eucalyotus sop., Duabanga sop., Canarium sop., and Terminalaria so

Certificate Code: SCS-FM/COC-007306 Trademark License Code: FSC-C157698

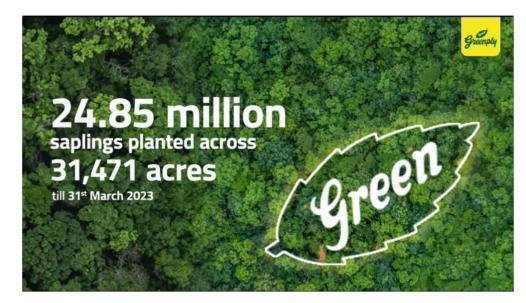
Valid from: 24 February 2021 Expiry date: 23 February 2026

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FSC www.fsc.org





# Brand Campaign - Driving Brand Saliency



### TV Campaign:

#### Presence on lead News, Business, Movie & Regional Channels































































#### Prime-time Impact properties



#### **Festive Integrations**





















# Brand Campaign - Driving Brand Saliency



### OOH Visibility through High Impact Sites & Innovation









300+ Sites

3 Airport Branding

Metro Train Branding









**3D Display** 

**Anamorphic Display** 











## Brand Campaign - SM Engagement, Reach & Consideration through Digital



#### Teaser | Product Communication | Contextual & Moment Communication



















Yeh mauka hal khaas, dekho

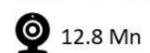


















**Impressions** 





# Brand Campaign - In-Shop Visibility & Dealer Engagement



Hero Zone at Select Outlets – 30+ | In-shop Comm –1200+ outlets | Brand Campaign I Launch Event – 120+ dealer Engaged















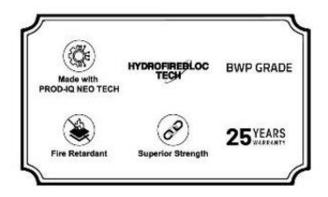


## New Category - Boil Pro 500 Launch Elements









## Awards & Recognition





Great Place to Work-Three times in a row (2020, 2021, 2022)



India's Most trusted Brand-2022



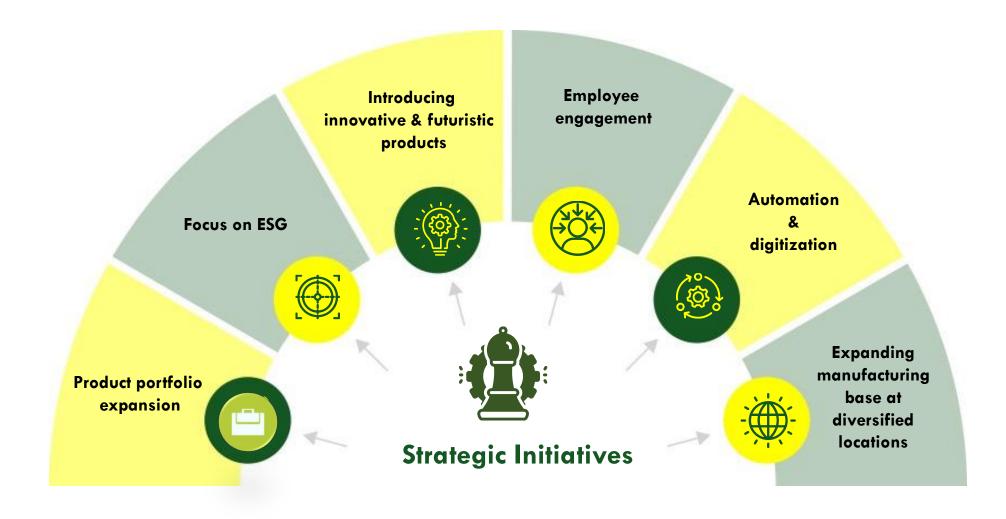
Best Green Manufacturing Company- 2022



Economic Times Sustainable Organisations Award -2023

## **Strategic Initiatives**







### For further information, please contact:

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Fax: (033)-3051-5010

Email: investors@greenply.com Website: www.greenply.com

Thank You!