



Greenply/2022-23

May 16, 2022

**The Manager**

BSE Limited  
Department of Corporate Services  
Floor 25, P. J. Towers, Dalal Street  
Mumbai - 400 001  
Scrip 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 Audited Financial Results for the quarter and year ended 31st March, 2022**

With reference to the captioned subject, please find enclosed presentation on audited financial results for the quarter and year ended 31.03.2022 in respect of Greenply Industries Limited.

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 24500400, 30515000 **F** : +91 33 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



Greenply Industries Limited

# ANALYST PRESENTATION

Q4 & 12M FY 2022  
16<sup>th</sup> May 2022

---

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.



<b>04</b>	<b>Key Highlights</b>
<b>05</b>	<b>Financial &amp; Operating Performance</b>
<b>23</b>	<b>Industry Overview</b>
<b>26</b>	<b>Corporate Overview</b>
<b>35</b>	<b>Outlook</b>

# Key results highlights- Consolidated



## Q4 FY22 - YoY basis

- ❖ Revenue Rs. 448.6 crores 13.1%
- ❖ Adj. Core EBITDA\* Rs. 47.6 crores 3.5%
- ❖ Adj. Core EBITDA margin\* 10.6% 97 bps
- ❖ PAT Rs. 29.0 crores 1.2%
- ❖ PAT margin 6.5% 76 bps

\*Excluding non-cash ESOP cost Rs 3.0 crores

- ❖ Gross debt Rs. 291.9 crores Rs 110.0 crores QoQ
- ❖ Net debt Rs. 219.3 crores Rs 100.1 crores QoQ
- ❖ Net debt-equity 0.41x
- ❖ Working Capital 46 days in Mar'22 vs 42 days in Dec'21

## 12M FY22 - YoY basis

- ❖ Revenue Rs. 1,562.8 crores 34.1%
- ❖ Adj. Core EBITDA\* Rs. 162.3 crores 38.5%
- ❖ Adj. Core EBITDA margin\* 10.4% 33 bps
- ❖ PAT Rs. 94.7 crores 55.5%
- ❖ PAT margin 6.1% 83 bps

\*Excluding non-cash ESOP cost Rs 12.1 crores

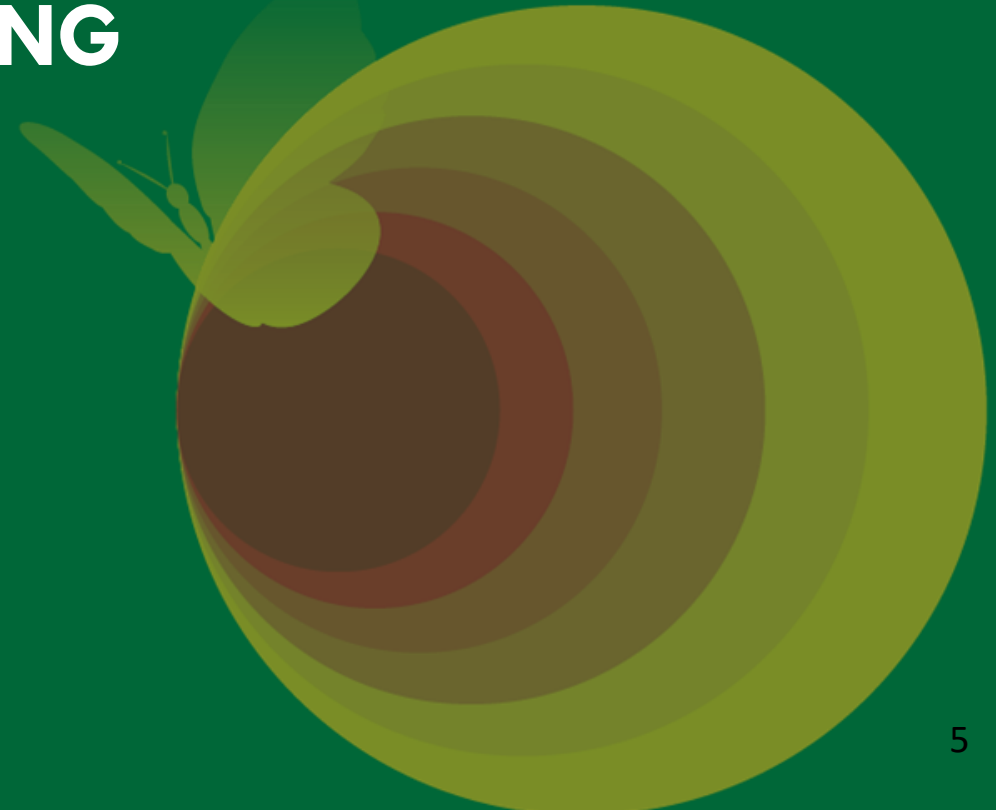


## Other Major updates

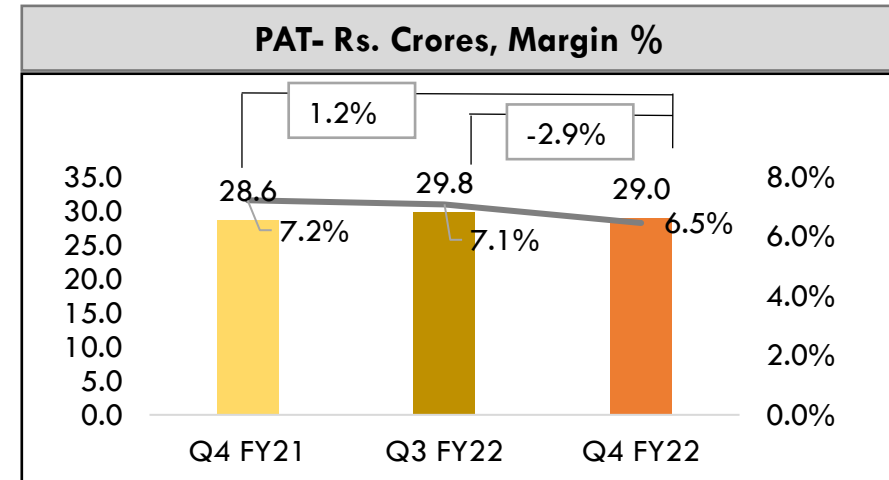
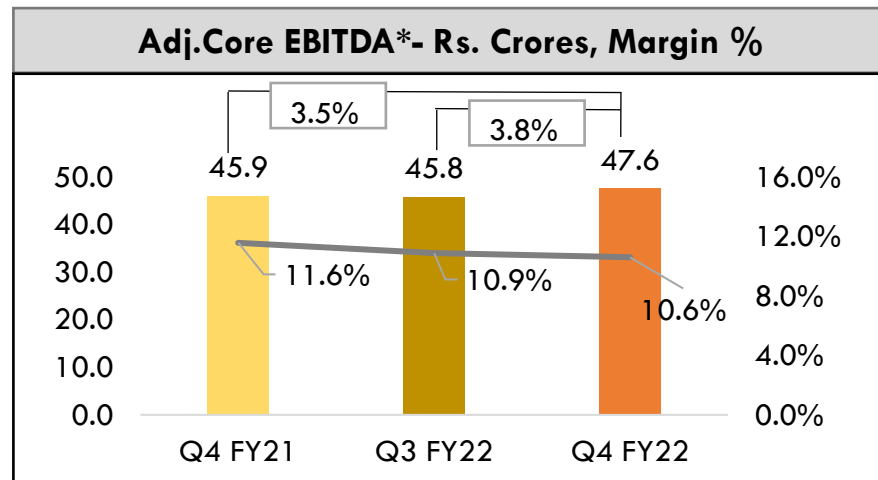
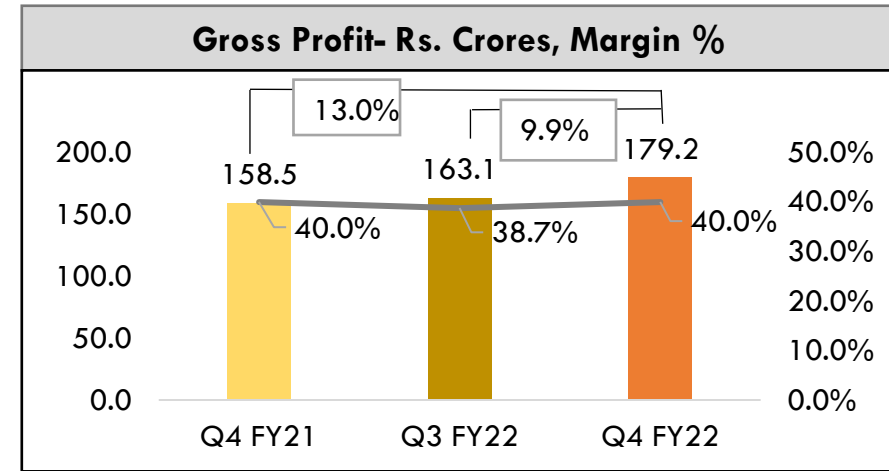
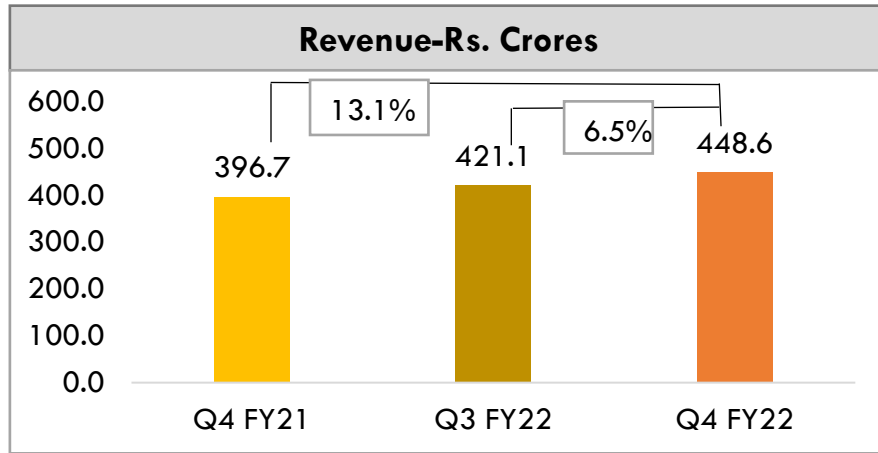
- ❖ MDF Plant at Vadodara – Achieved financial closure, civil construction under full swing. First Phase of machinery despatches started
- ❖ Plywood Plant at Lucknow – Achieved financial closure, construction completed. Commercial operations to start soon

A cluster of light green butterfly silhouettes of various sizes and orientations, scattered on the left side of the slide.

# FINANCIAL & OPERATING PERFORMANCE



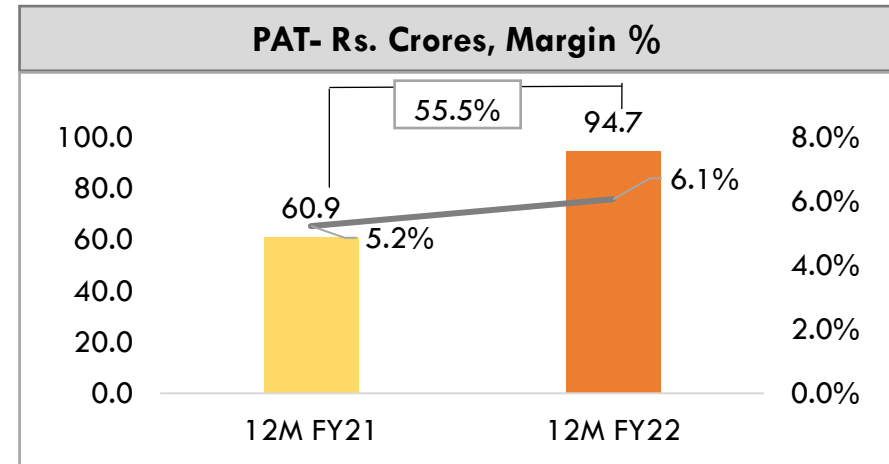
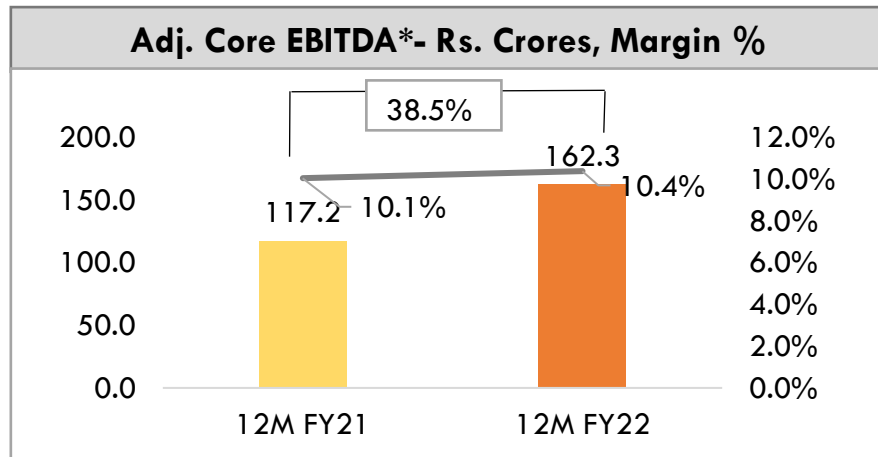
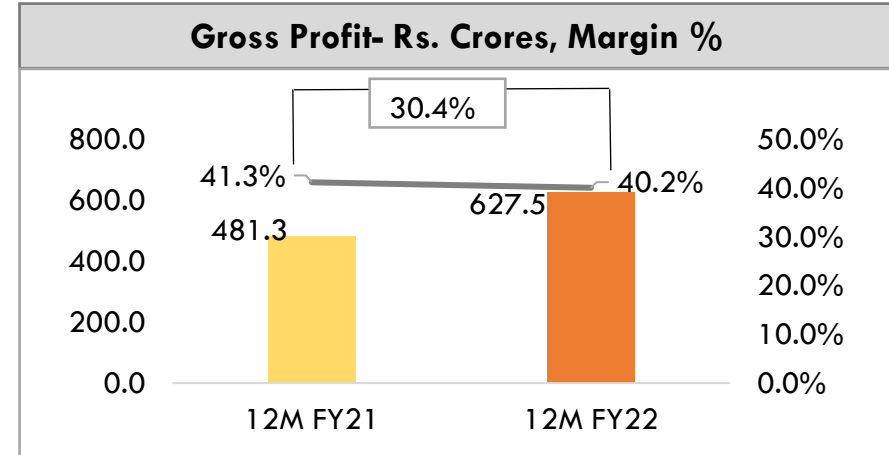
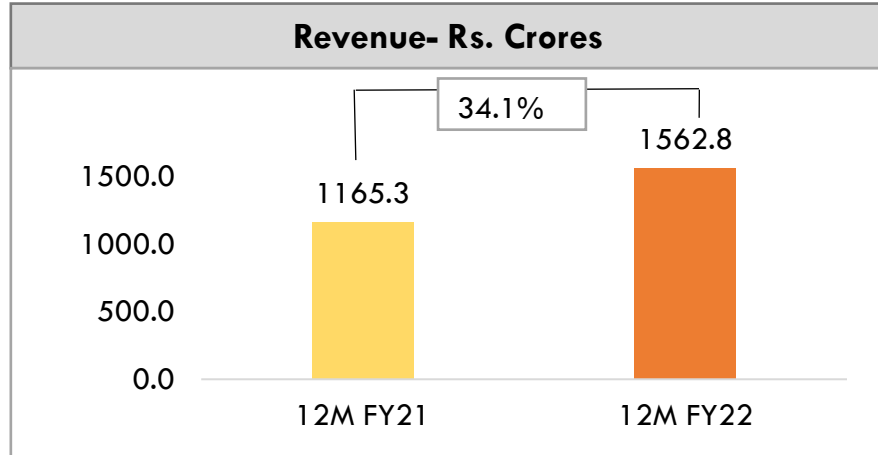
# Consolidated P&L-Q4 FY22



\*Excluding non-cash ESOP cost (Rs 3.0 crores in Q4FY22, Rs 0.5 crores in Q4FY21)

**Revenue growth of 13% & PAT growth of 1% YoY**

# Consolidated P&L-12M FY22

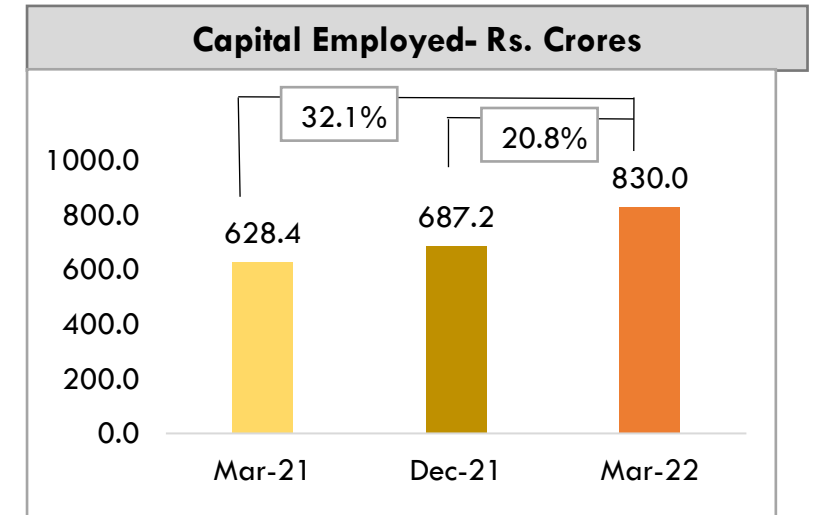
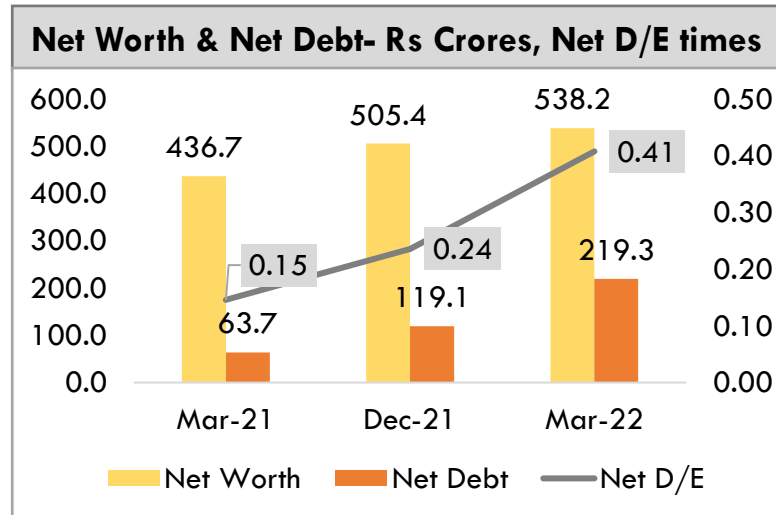
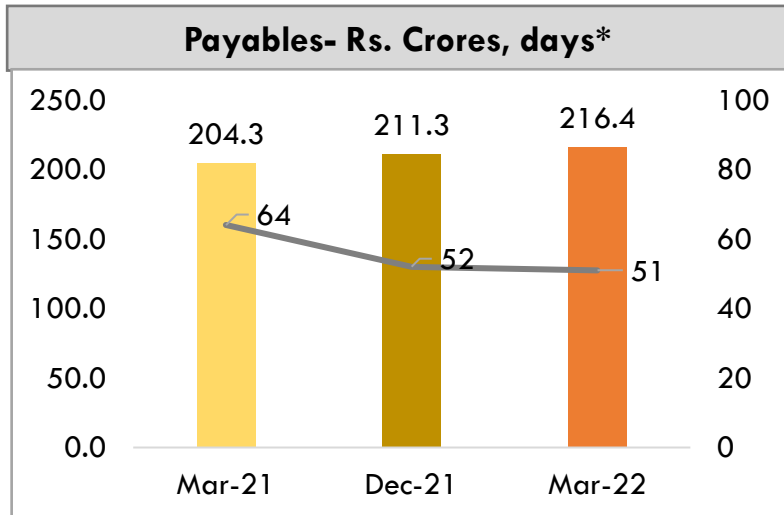
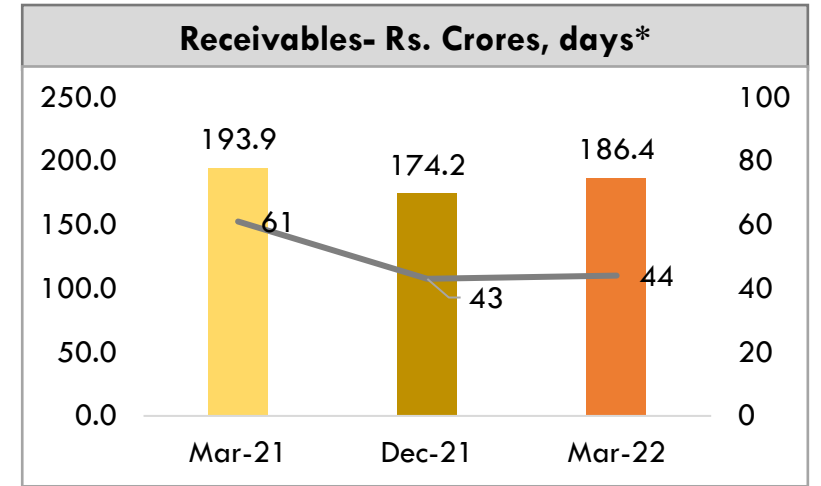
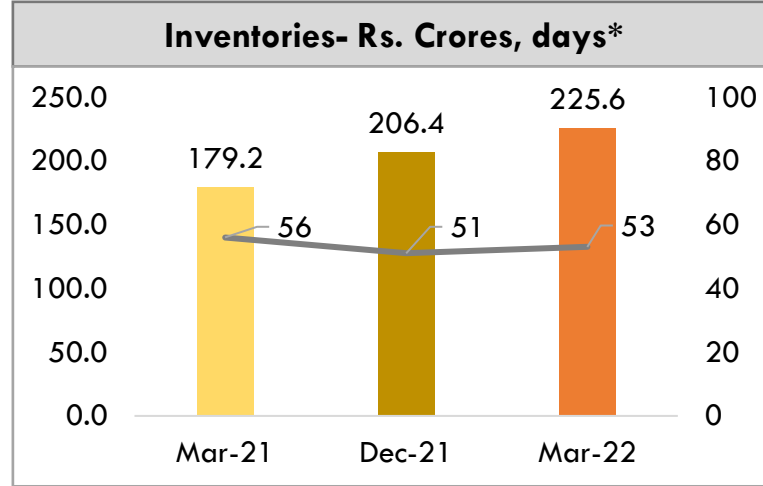
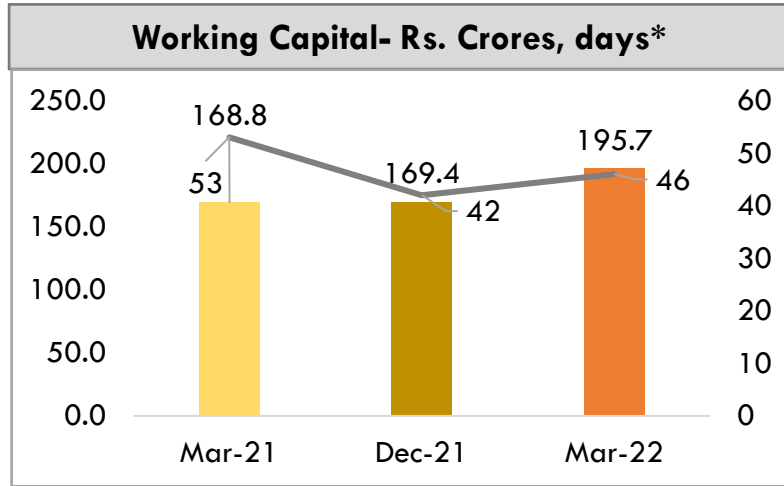


\*Excluding non-cash ESOP cost (Rs 12.1 crores in FY22, Rs 0.5 crores in FY21)

**Revenue growth of 34% and PAT growth of 56%**



# Consolidated Ratios

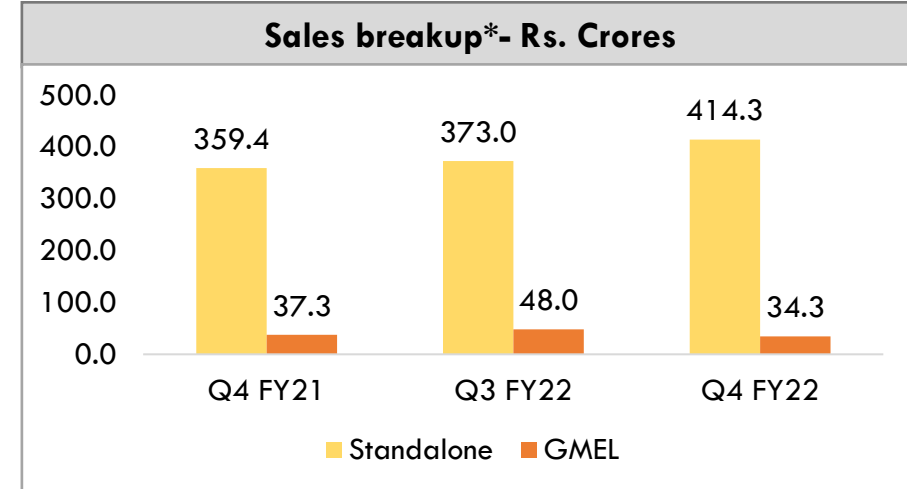
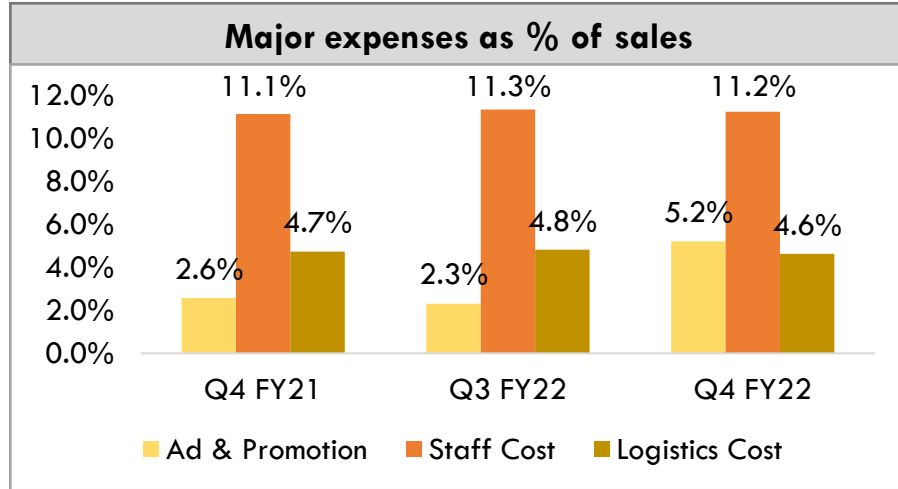


\*Annualised for Dec-21

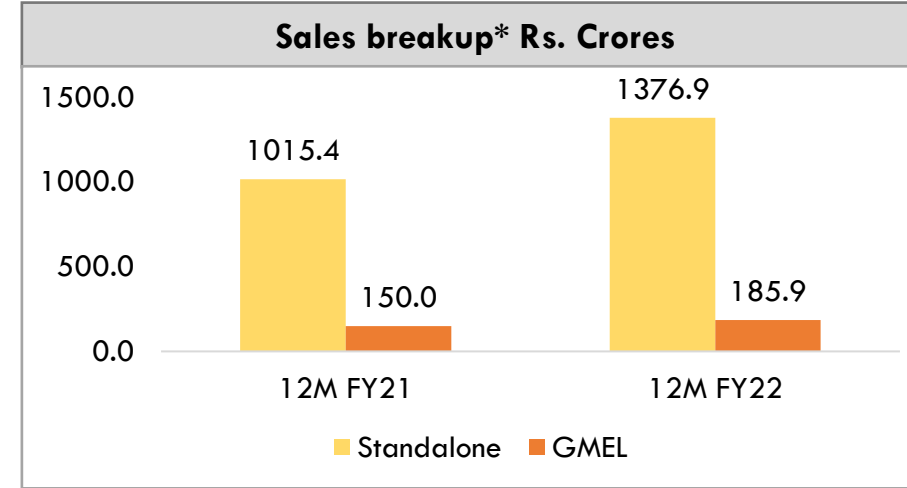
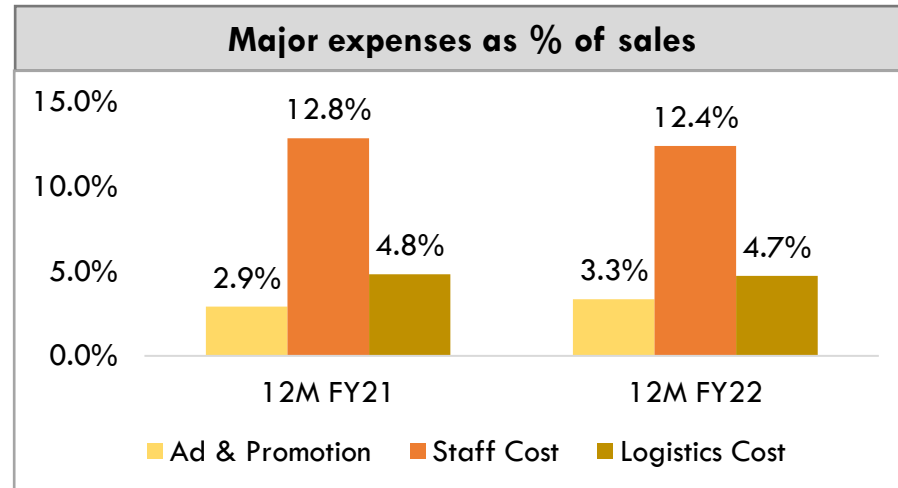
# Consolidated Financial Metrics



## Q4 FY22 - YoY basis

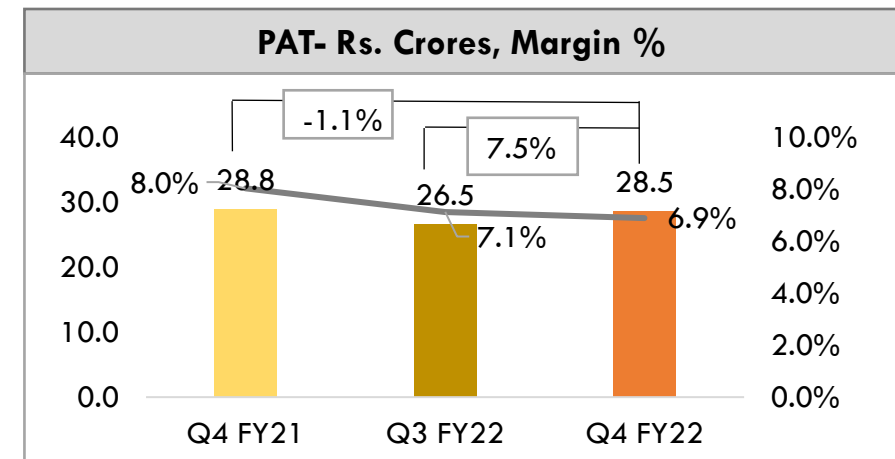
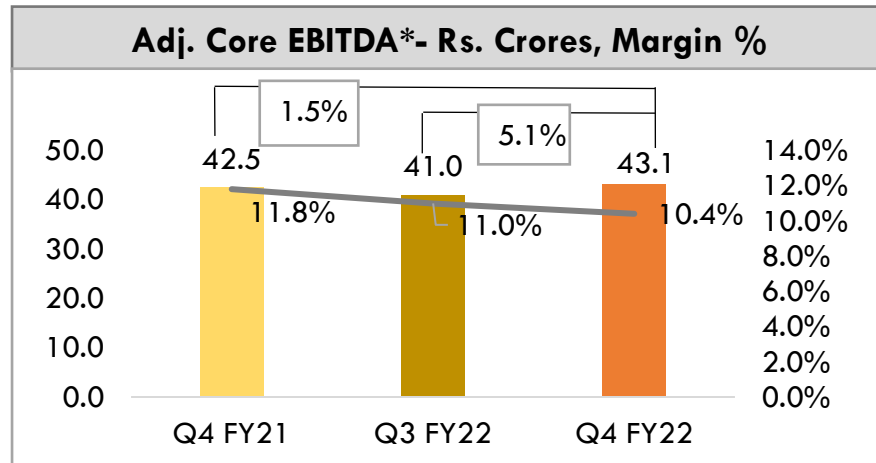
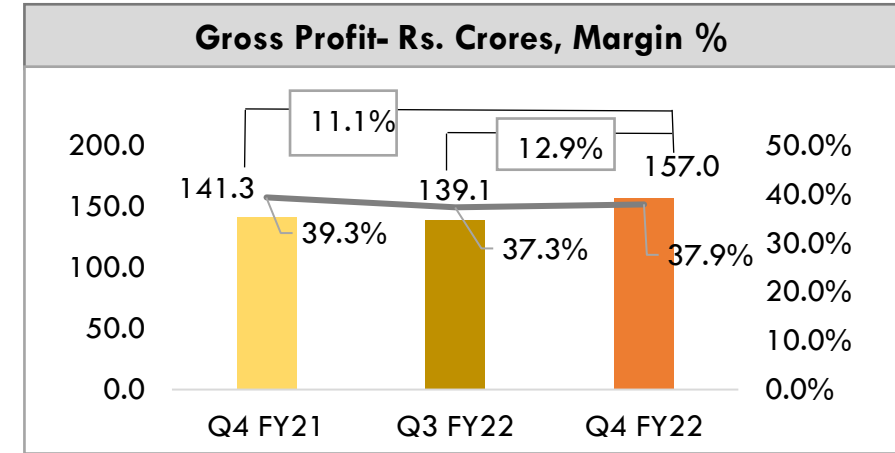
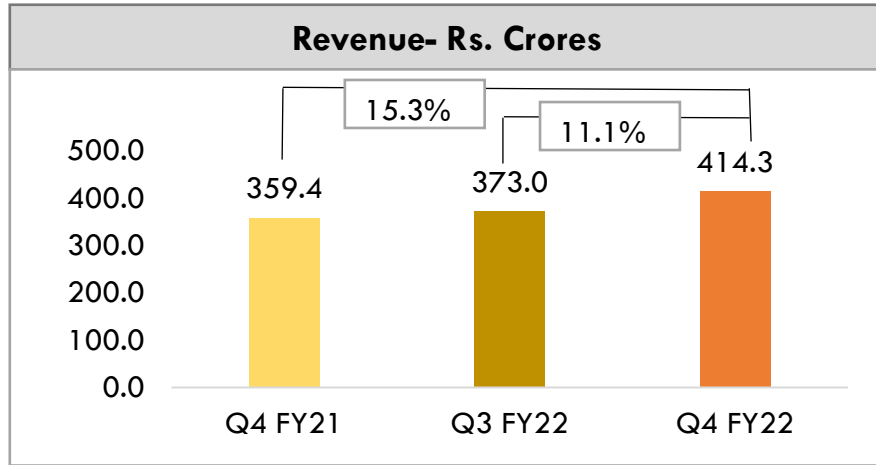


## 12M FY22 - YoY basis



\*GMEL- Greenply Middle East Limited

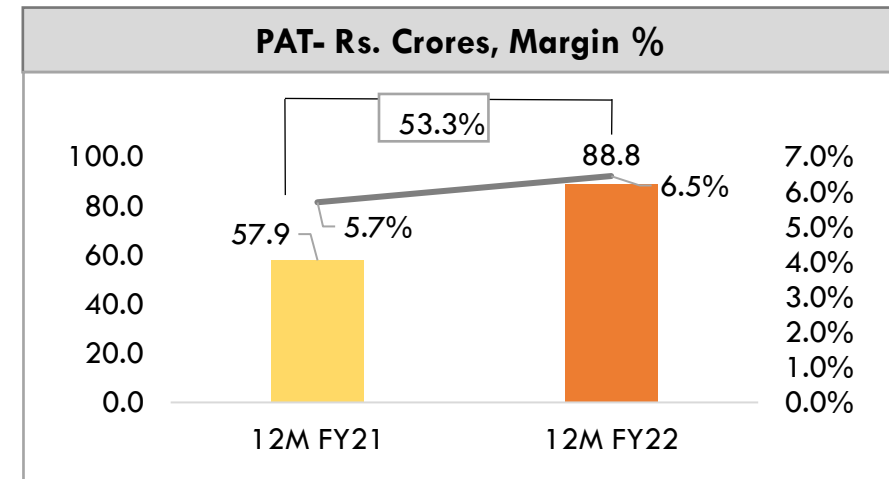
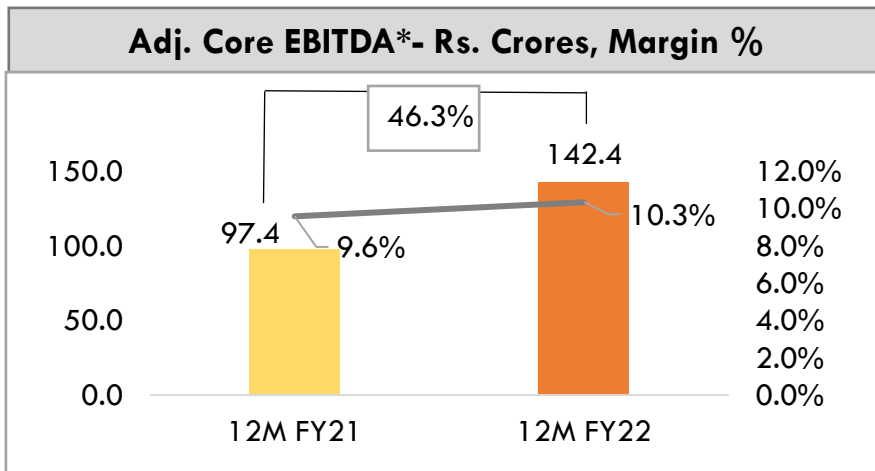
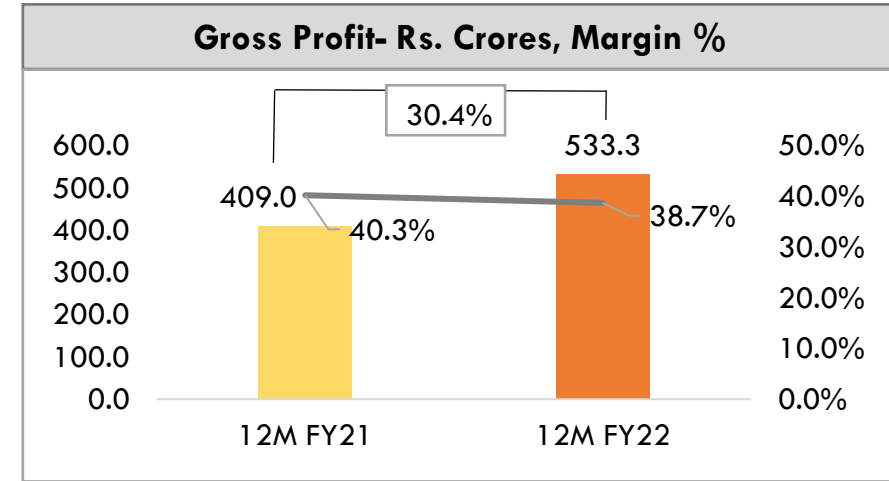
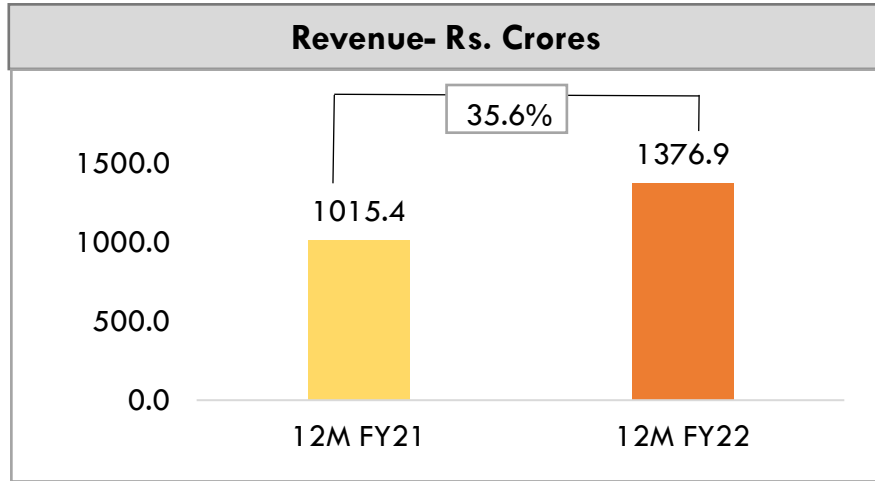
# Standalone P&L-Q4 FY22



\*Excluding non-cash ESOP cost (Rs 3.0 crores in Q4FY22, Rs 0.5 crores in Q4FY21)

Revenue growth of 15% YoY

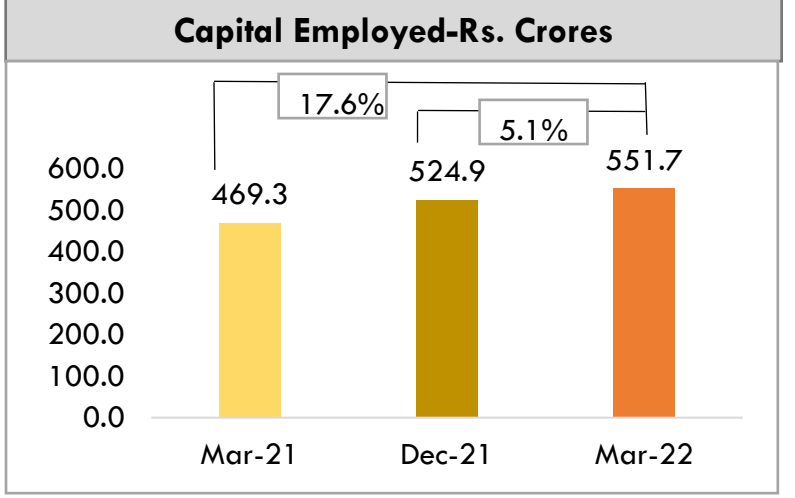
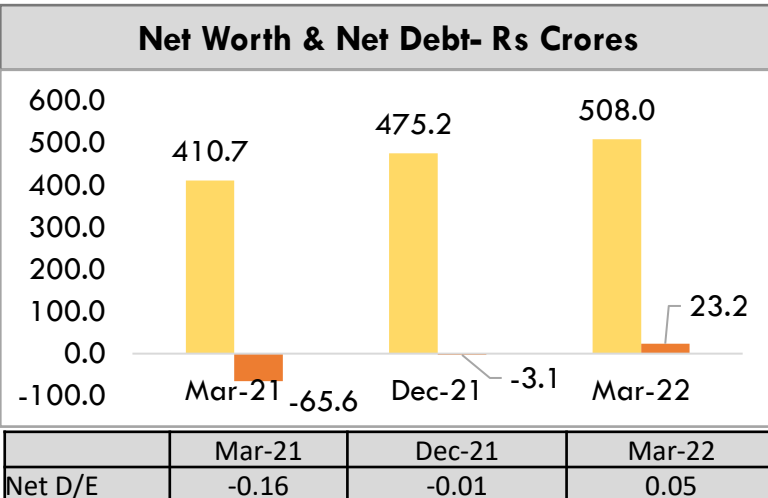
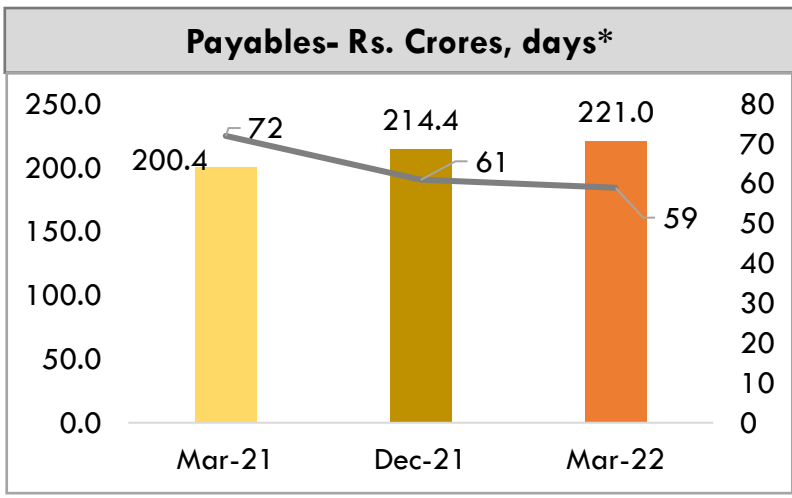
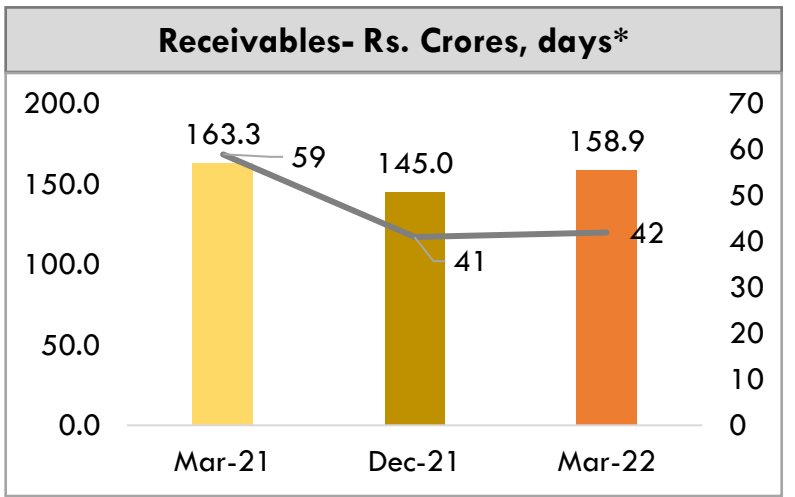
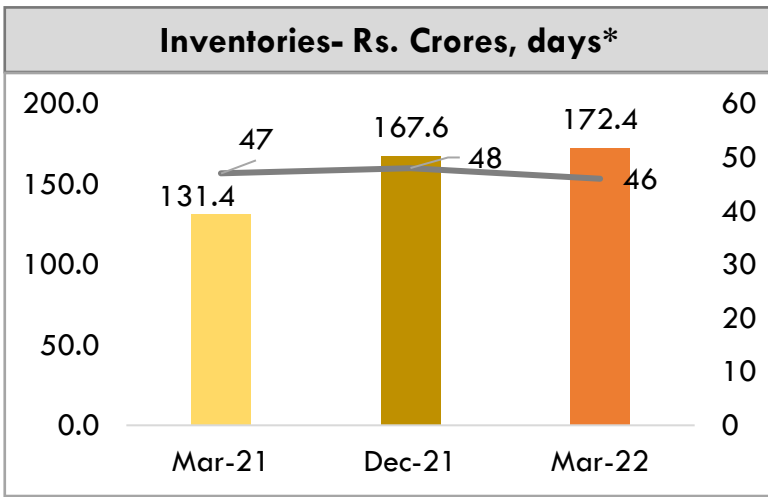
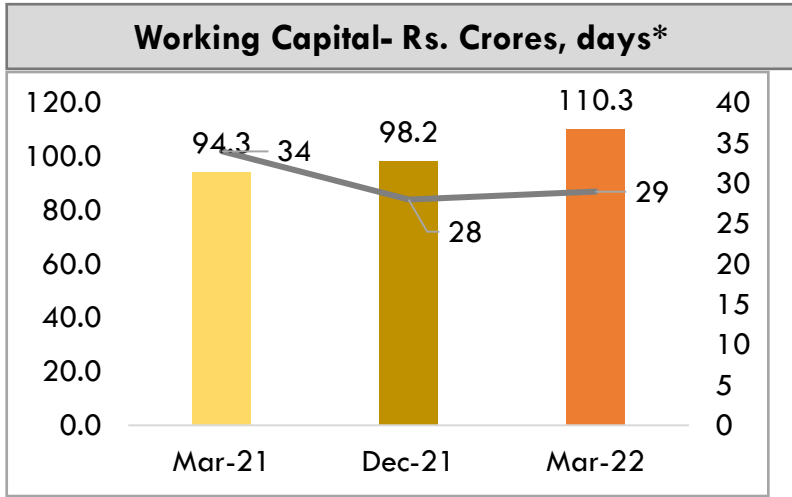
# Standalone P&L-12M FY22



\*Excluding non-cash ESOP cost (Rs 12.1 crores in FY22, Rs 0.5 crores in FY21)

**Revenue growth of 36% and PAT growth of 53%**

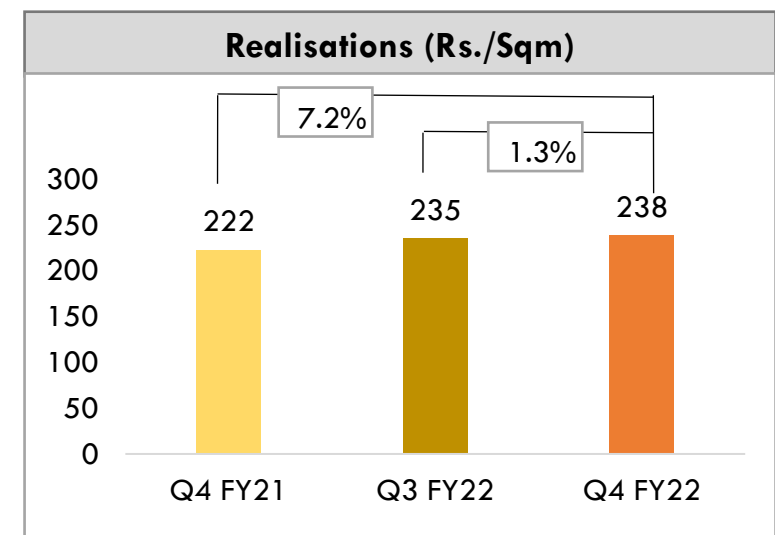
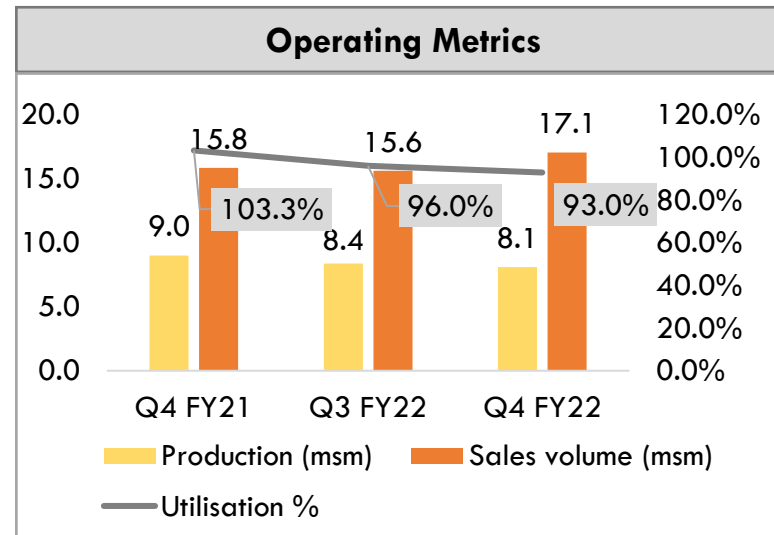
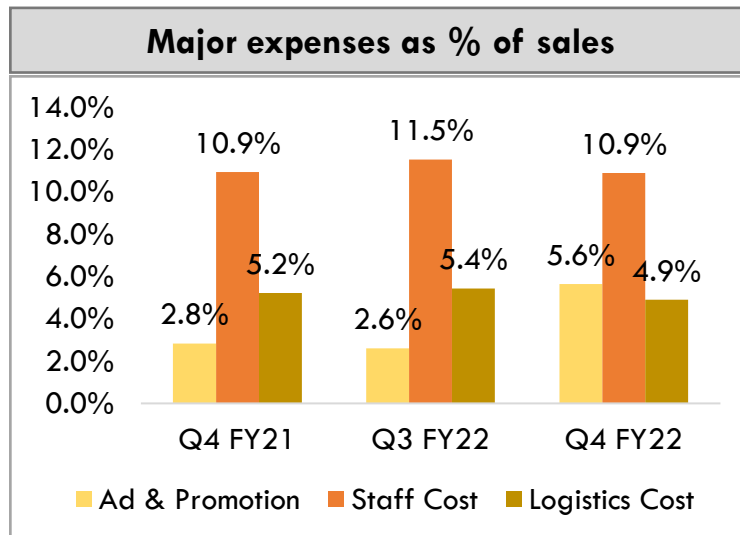
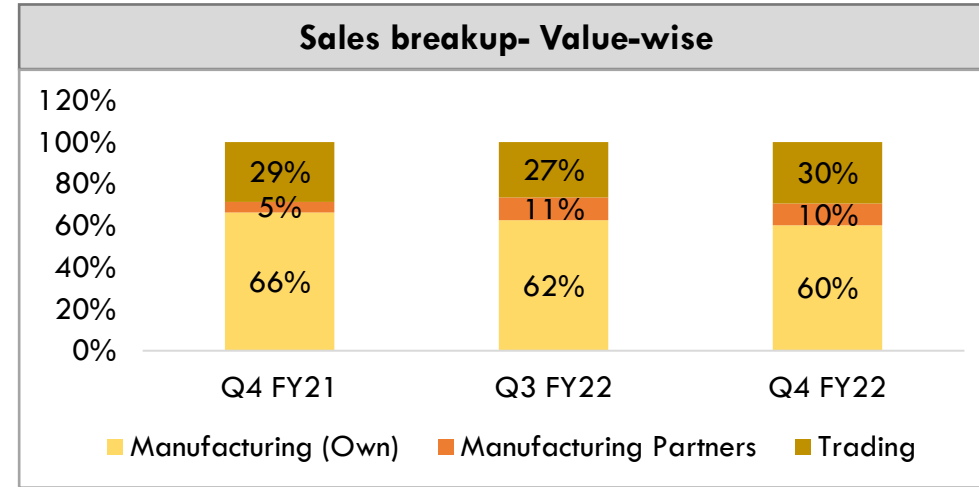
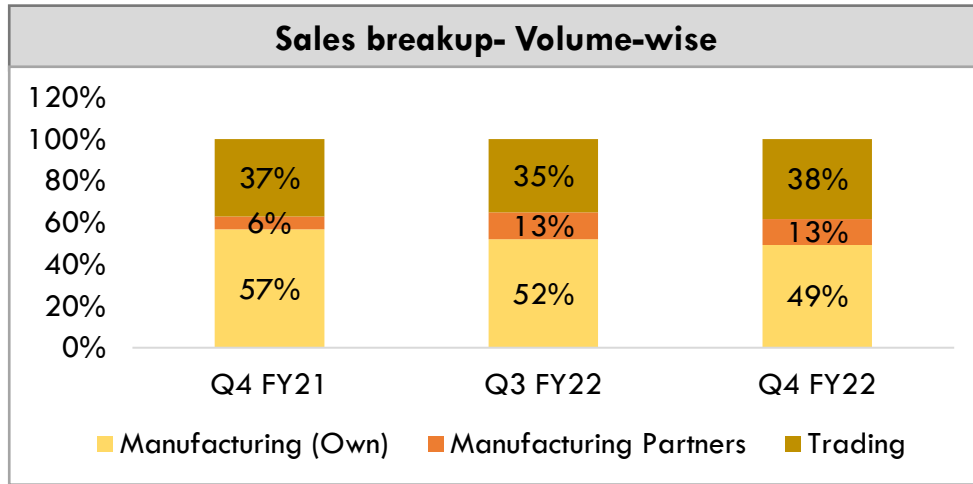
# Standalone Ratios



	Mar-21	Dec-21	Mar-22
Net D/E	-0.16	-0.01	0.05

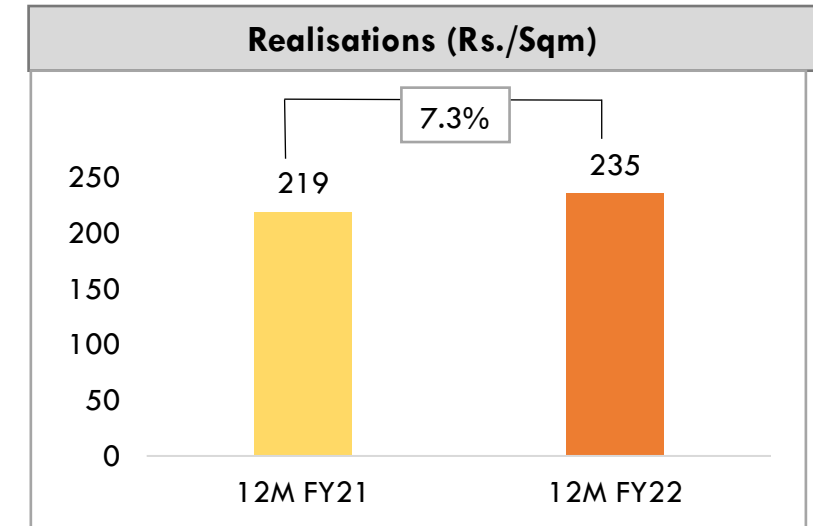
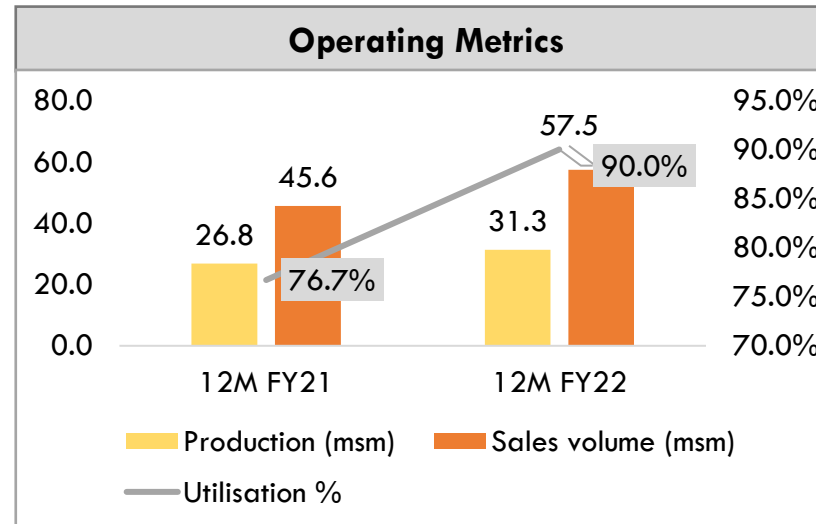
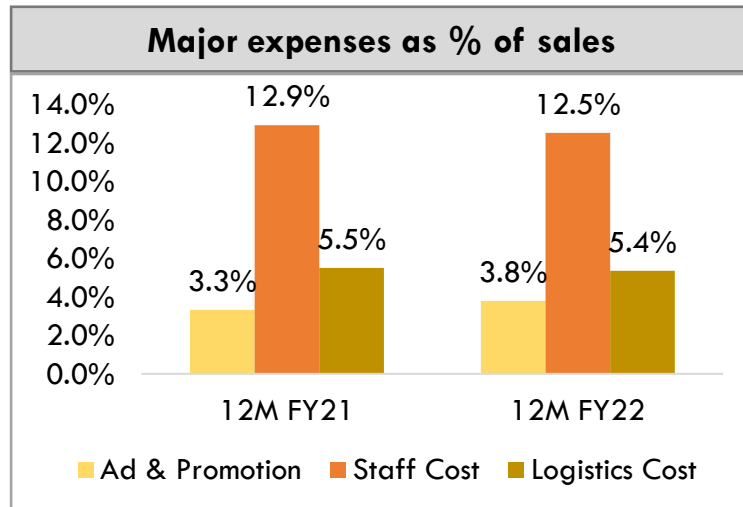
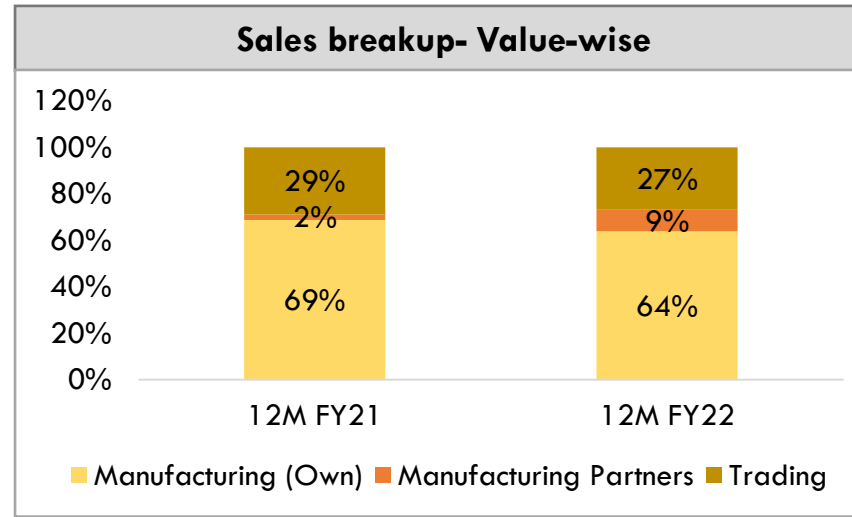
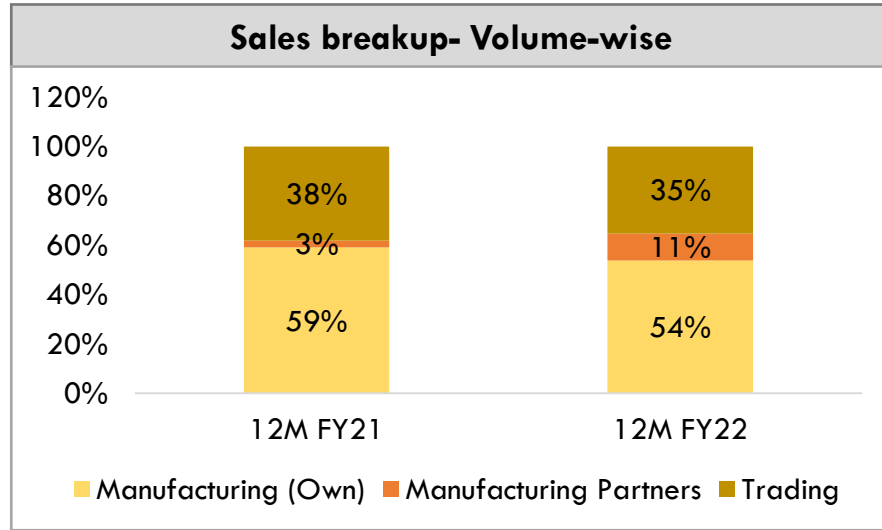
\*Annualised for Dec-21

# Standalone Financial & Operating Metrics Q4 FY22



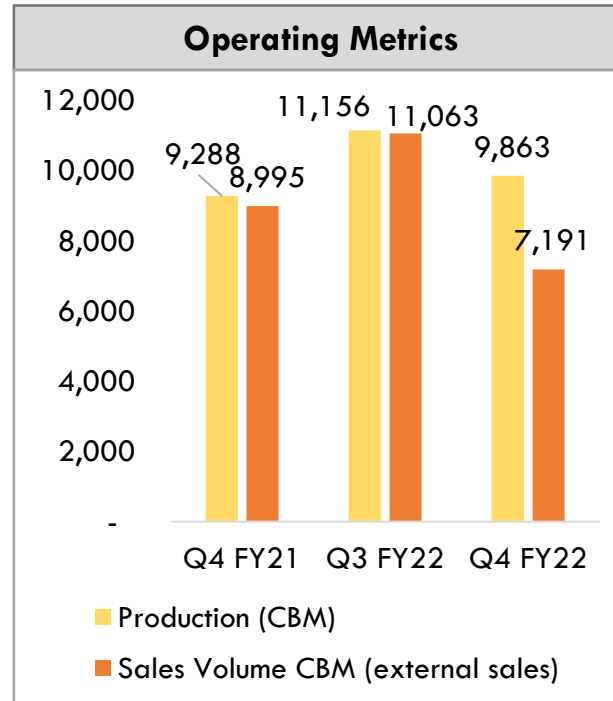
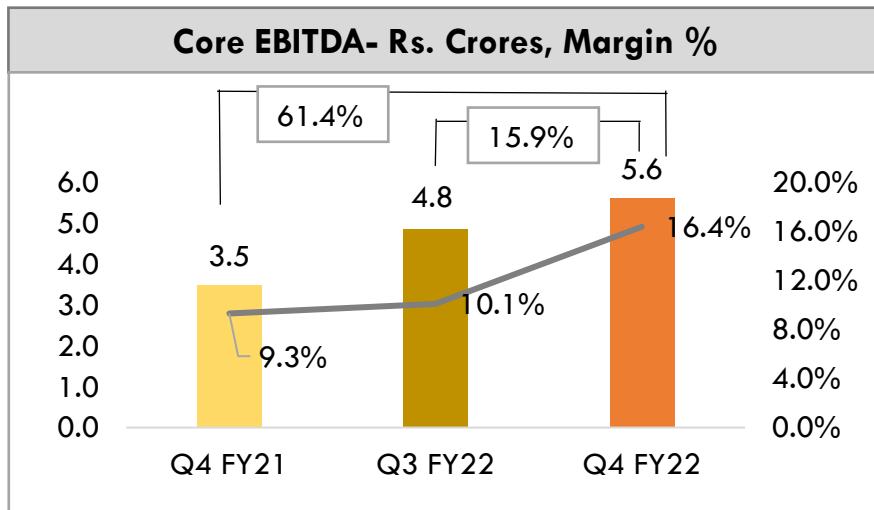
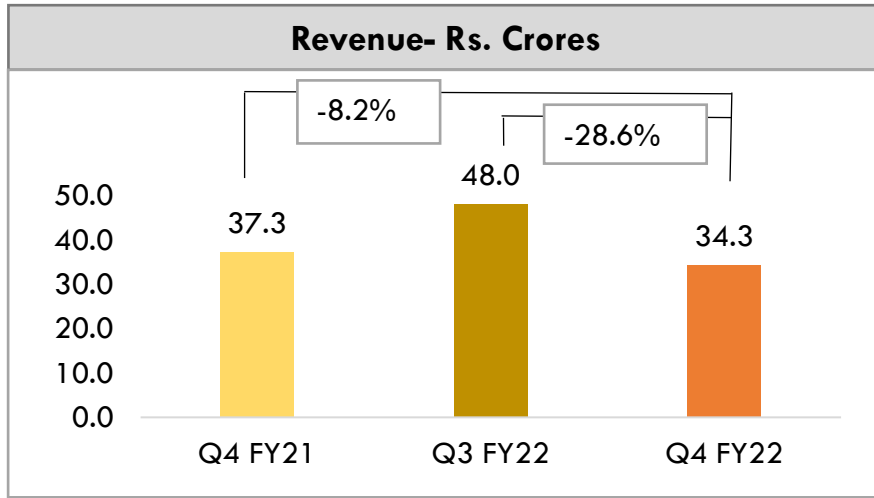
**Developing a healthy mix of manufacturing & trading portfolio yielding better ROEs**

# Standalone Financial & Operating Metrics 12M FY22

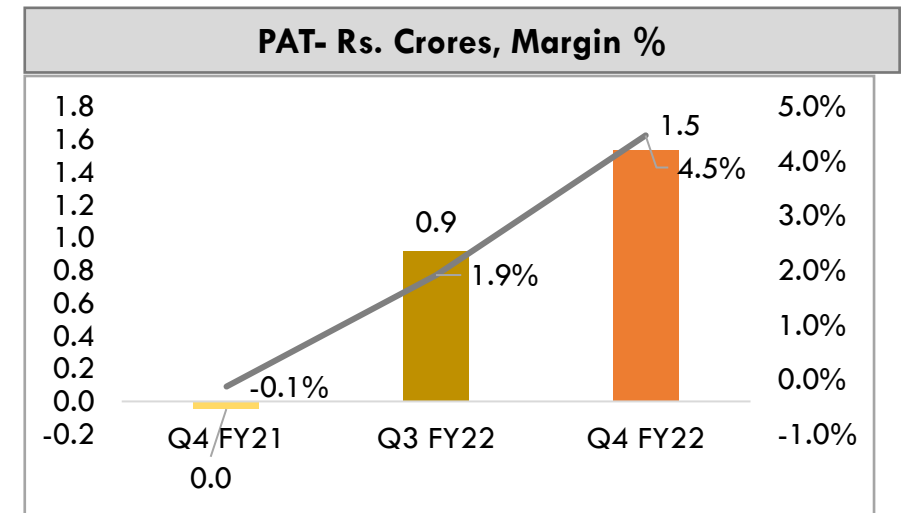
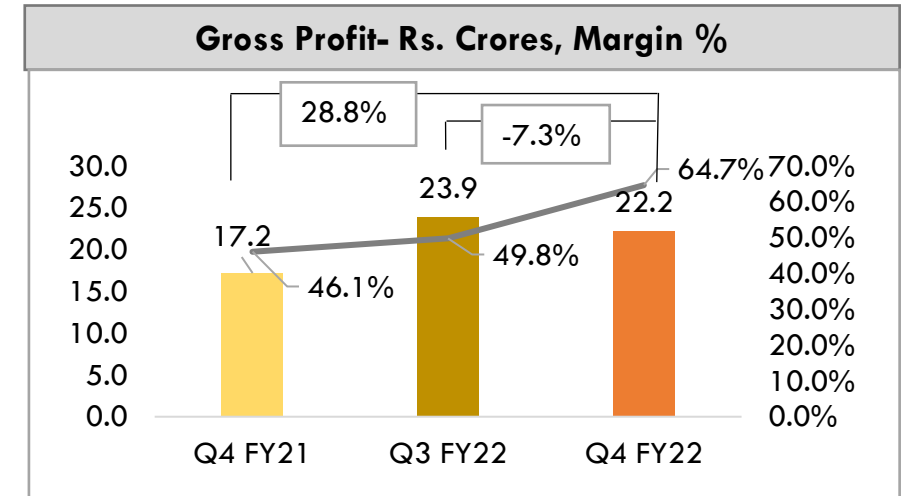


**Realisation growth of 7% despite product mix change**

# GMEL P&L-Q4 FY22

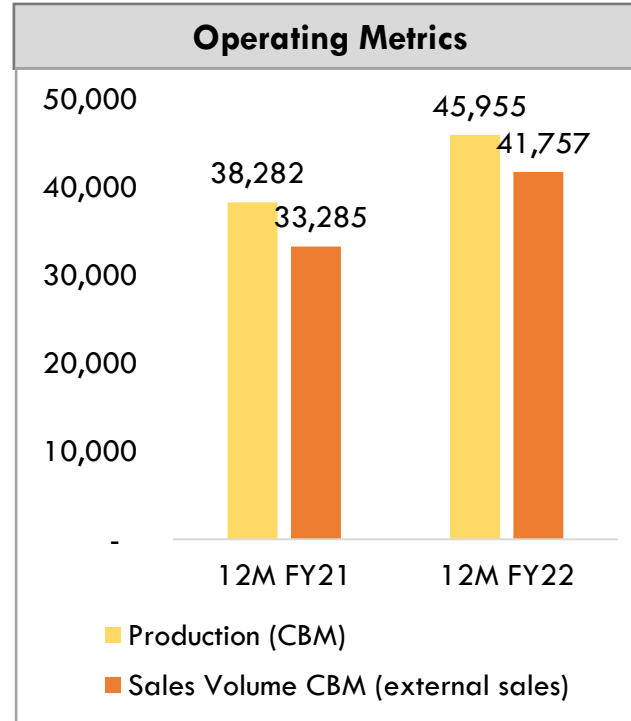
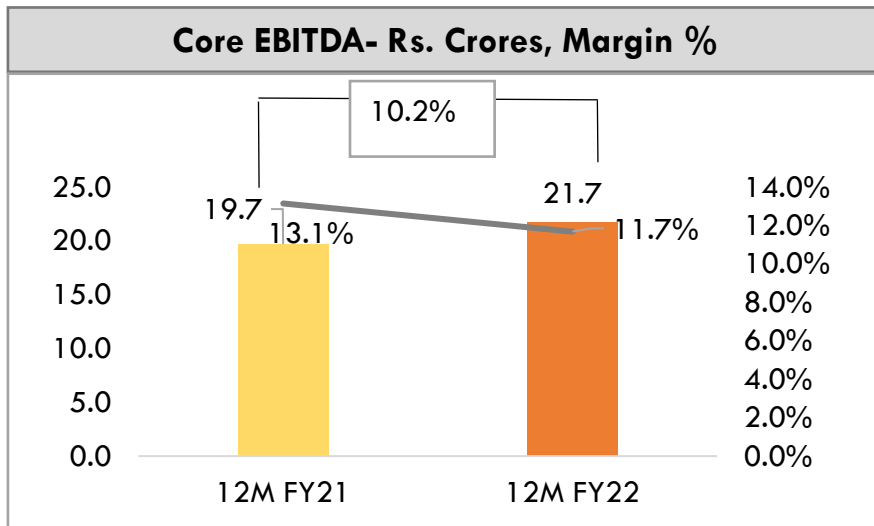
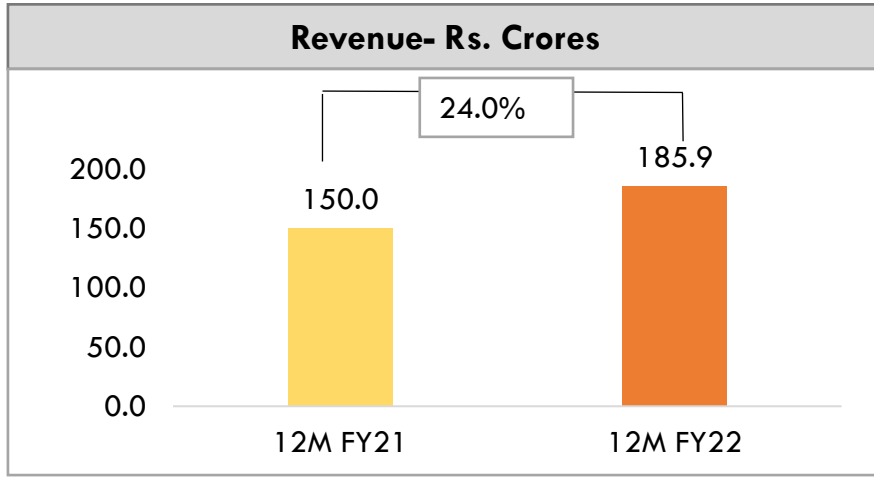


Supplying to Europe, India, Middle East and South-East Asia

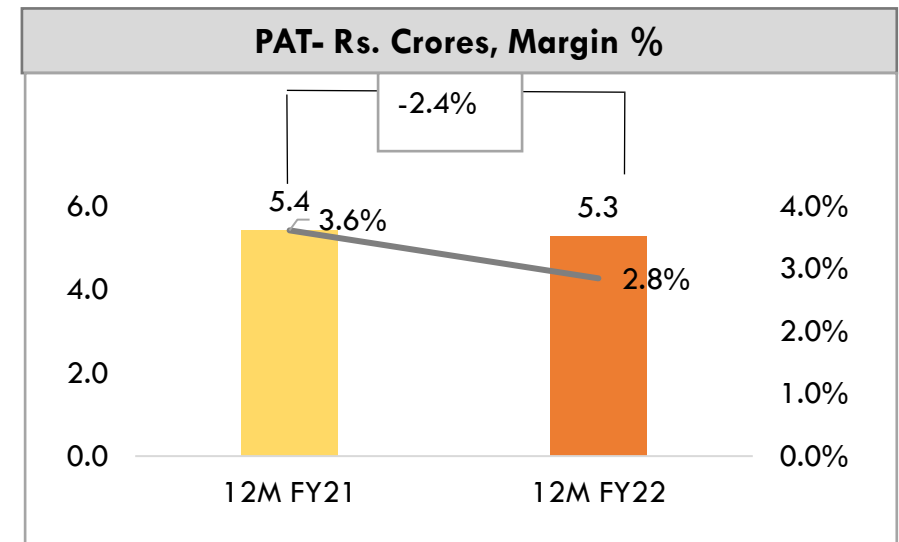
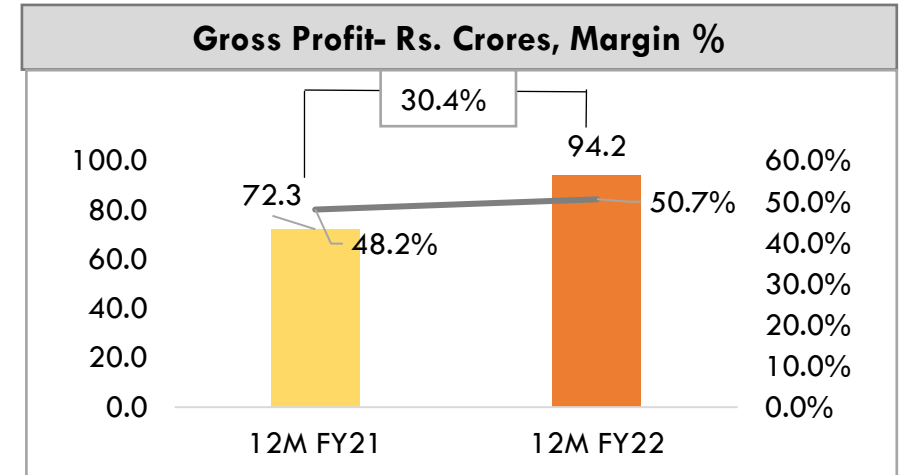


**EBITDA growth of 61% YoY**



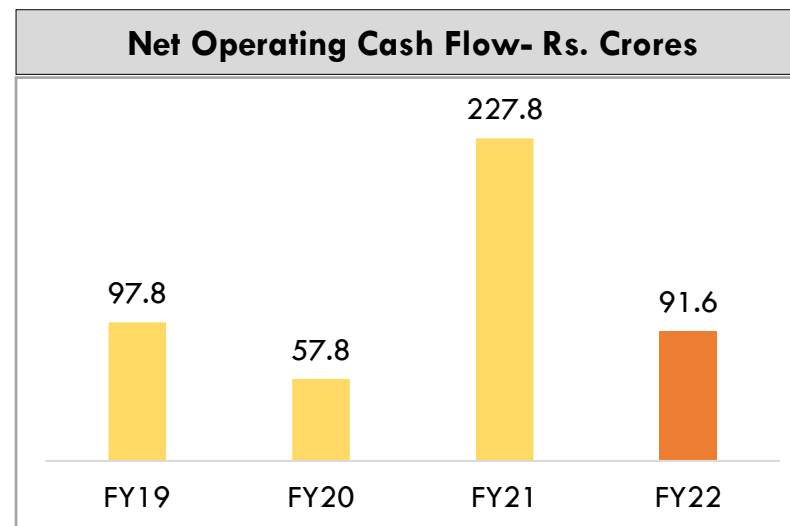
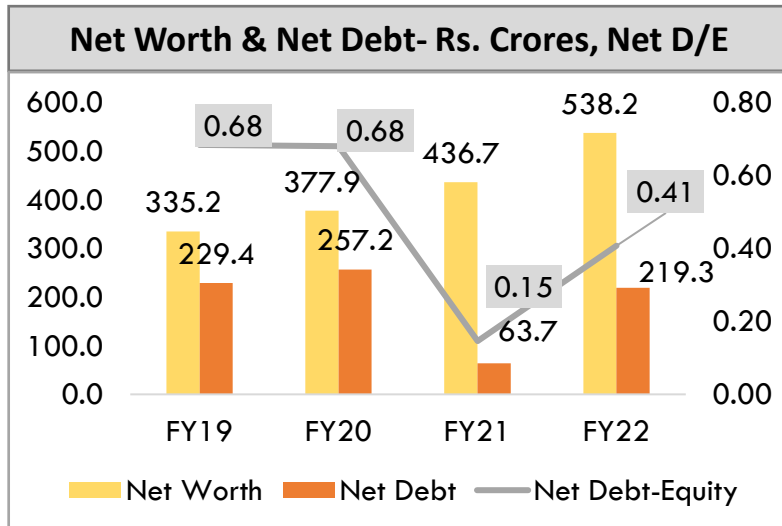
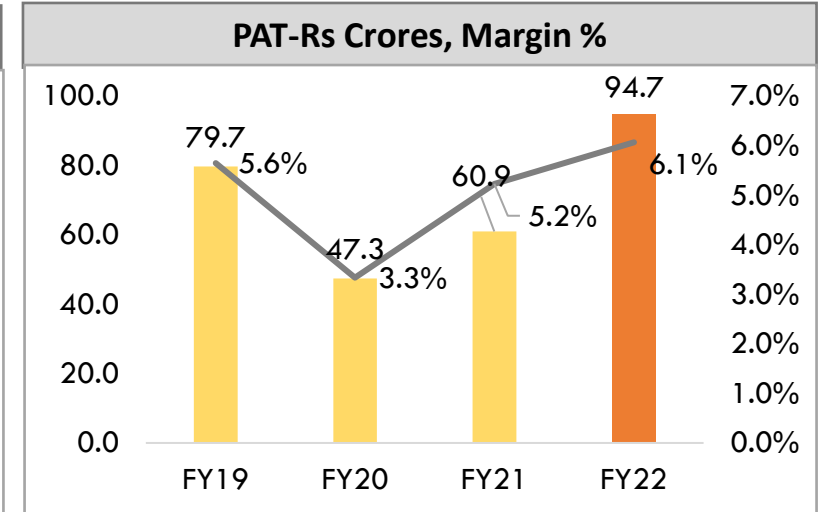
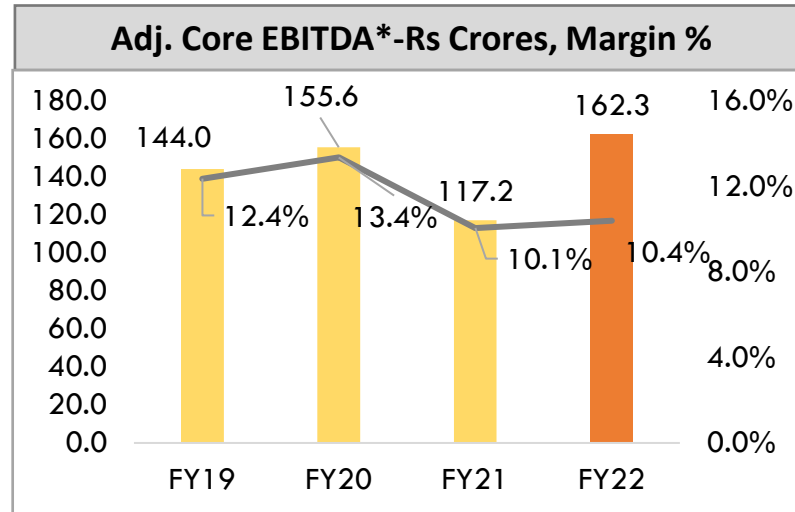
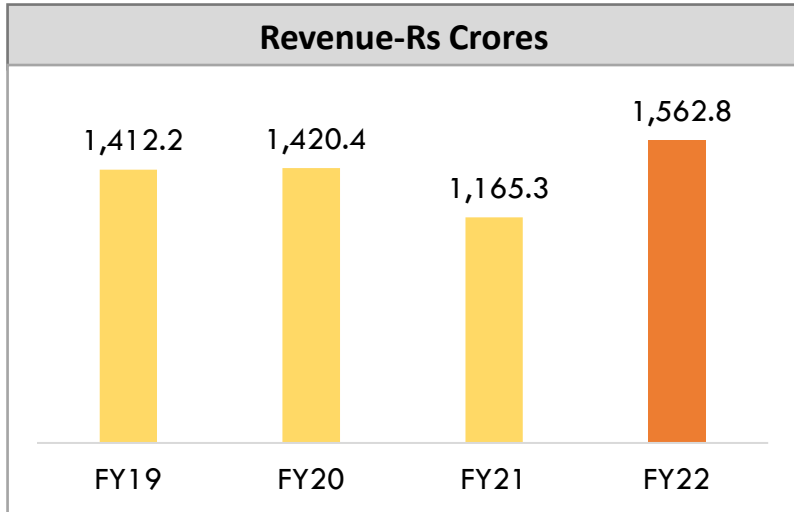


Supplying to Europe, India, Middle East and South East Asia



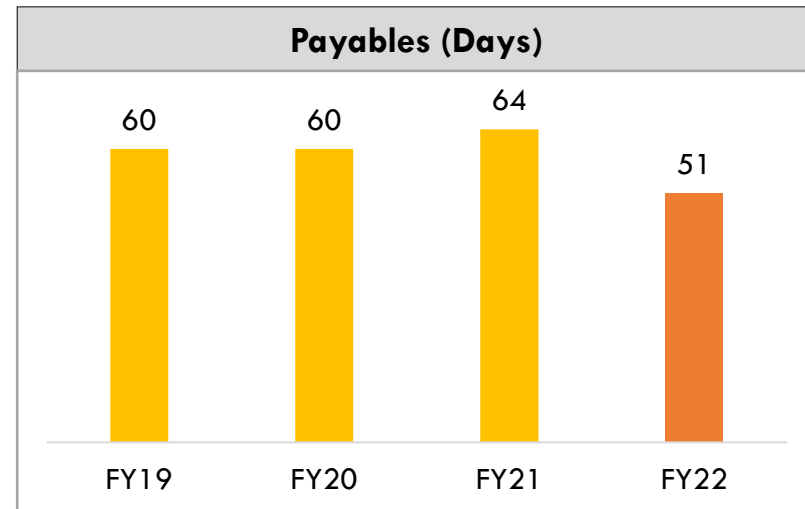
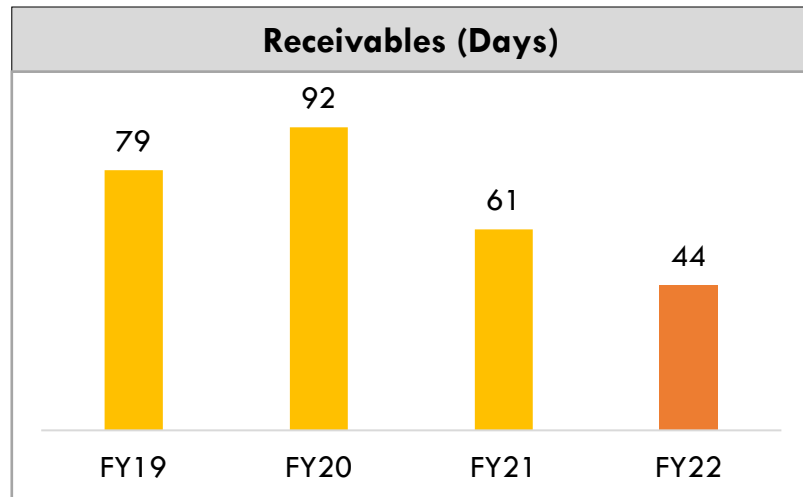
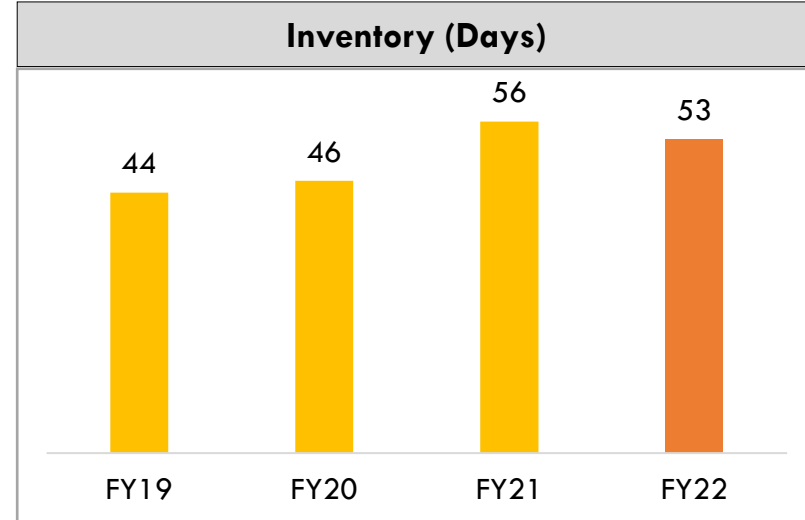
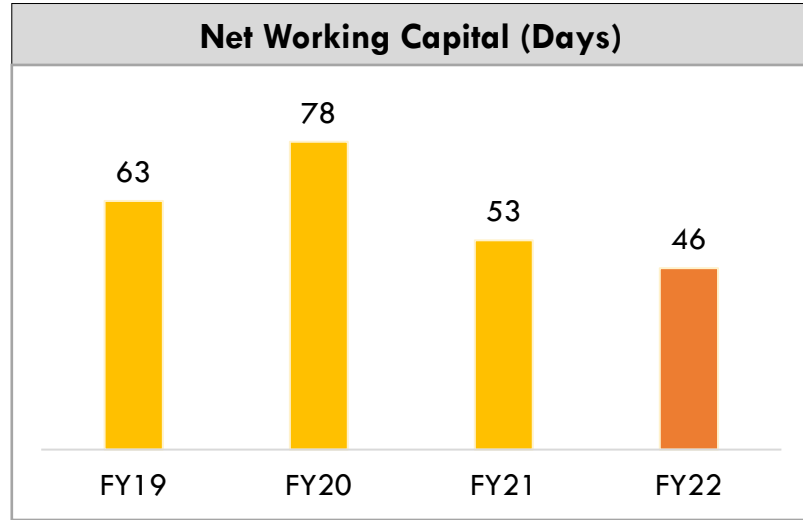
Revenue growth of 24% YoY & PAT declined by 2.4% on YoY

# Historical Financials-Consolidated



\*Excluding non-cash ESOP cost Rs 0.5 crores in FY21 and Rs 12.1 crores in FY22

# Historical Financials-Consolidated



# Consolidated Profit & Loss Statement Q4 & 12M FY22



(₹ in Lakhs)						
Statement of Consolidated Financial Results for the Three Months and Year ended 31 March 2022						
Sr. No.	Particulars	Three months ended 31.03.2022	Previous Three months ended 31.12.2021	Corresponding Three months ended 31.03.2021 in the previous year	Year ended 31.03.2022	Year ended 31.03.2021
		(Audited) {Refer Note 5}	(Unaudited)	(Audited) {Refer Note 5}	(Audited)	(Audited)
<b>1.</b>	<b>Income</b>					
	a) Revenue from operations	44,855.34	42,106.25	39,670.05	1,56,280.38	1,16,534.44
	b) Other income	311.22	269.52	388.97	990.20	676.92
	<b>Total Income</b>	<b>45,166.56</b>	<b>42,375.77</b>	<b>40,059.02</b>	<b>1,57,270.58</b>	<b>1,17,211.36</b>
<b>2.</b>	<b>Expenses</b>					
	a) Cost of materials consumed	14,470.49	14,573.72	14,455.41	56,001.96	42,891.74
	b) Purchase of stock-in-trade	13,119.43	11,567.09	10,426.34	39,635.49	26,041.44
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(655.03)	(340.23)	(1,065.43)	(2,106.75)	(524.55)
	d) Employee benefits expense	5,036.59	4,771.99	4,411.55	19,329.75	14,946.44
	e) Finance costs	248.40	261.29	373.85	1,193.15	1,664.97
	f) Depreciation and amortisation expenses	673.20	653.74	638.20	2,584.60	2,307.89
	g) Other expenses	8,431.22	7,250.11	6,894.71	28,393.76	21,508.55
	<b>Total Expenses</b>	<b>41,324.30</b>	<b>38,737.71</b>	<b>36,134.63</b>	<b>1,45,031.96</b>	<b>1,08,836.48</b>
<b>3.</b>	<b>Profit before share of profit / (loss) of joint venture and tax (1-2)</b>	<b>3,842.26</b>	<b>3,638.06</b>	<b>3,924.39</b>	<b>12,238.62</b>	<b>8,374.88</b>
<b>4.</b>	Exceptional items	-	-	-	-	-
<b>5.</b>	Share of profit/(loss) of joint venture	6.47	259.84	(7.66)	260.27	(236.53)
<b>6.</b>	<b>Profit/(Loss) before tax (3+4+5)</b>	<b>3,848.73</b>	<b>3,897.90</b>	<b>3,916.73</b>	<b>12,498.89</b>	<b>8,138.35</b>
<b>7.</b>	<b>Tax expense</b>					
	a) Current tax	1,001.51	924.68	633.97	3,124.40	1,647.39
	b) Deferred tax	(49.93)	(9.08)	419.05	(98.08)	399.74
	<b>Total tax expense</b>	<b>951.58</b>	<b>915.60</b>	<b>1,053.02</b>	<b>3,026.32</b>	<b>2,047.13</b>
<b>8.</b>	<b>Profit/(Loss) for the period (6-7)</b>	<b>2,897.15</b>	<b>2,982.30</b>	<b>2,863.71</b>	<b>9,472.57</b>	<b>6,091.22</b>
<b>9.</b>	<b>Other Comprehensive Income / (Loss) for the period</b>	<b>(24.71)</b>	<b>(119.06)</b>	<b>(253.75)</b>	<b>(146.16)</b>	<b>232.31</b>
<b>10.</b>	<b>Total Comprehensive Income/(Loss) for the period (8+9)</b>	<b>2,872.44</b>	<b>2,863.24</b>	<b>2,609.96</b>	<b>9,326.41</b>	<b>6,323.53</b>
<b>11.</b>	Paid-up equity share capital (Face value ₹ 1/- each)	1,226.27	1,226.27	1,226.27	1,226.27	1,226.27
<b>12.</b>	Other equity				52,590.23	42,444.83
<b>13.</b>	<b>Earnings per equity share (of ₹ 1/- each)</b>					
	a) Basic (₹)	2.36*	2.43*	2.34*	7.72	4.97
	b) Diluted (₹)	2.35*	2.42*	2.34*	7.72	4.97

\* Not annualised

# Consolidated Balance Sheet 31<sup>st</sup> March 2022



		(₹ in Lakhs)	
Statement of Assets and Liabilities		Consolidated	
Sr.	Particulars	31.03.2022 (Audited)	31.03.2021 (Audited)
<b>A.</b>	<b><u>ASSETS</u></b>		
<b>1.</b>	<b>Non-current assets</b>		
	(a) Property, plant and equipment	30,855.64	27,923.48
	(b) Capital work-in-progress	10,962.98	624.35
	(c) Right of use assets	3,343.82	2,771.91
	(d) Intangible assets	1,051.44	149.86
	(e) Investments accounted for using the equity method	2,198.28	1,938.01
	(f) Financial assets		
	(i) Investments	381.84	313.92
	(ii) Loans	44.57	51.20
	(iii) Other financial assets	766.19	368.02
	(g) Non-current tax assets (net)	1,257.44	1,167.90
	(h) Deferred tax assets (net)	726.71	638.72
	(i) Other non-current assets	9,372.12	1,374.90
	<b>Total non-current assets</b>	<b>60,961.03</b>	<b>37,322.27</b>
<b>2.</b>	<b>Current assets</b>		
	(a) Inventories	22,563.31	17,919.80
	(b) Financial assets		
	(i) Trade receivables	18,643.46	19,390.00
	(ii) Cash and cash equivalents	6,295.93	1,813.30
	(iii) Bank balances other than cash and cash equivalents	961.96	10,984.89
	(iv) Loans	74.12	39.97
	(v) Other financial assets	916.37	1,464.06
	(c) Other current assets	5,462.95	2,578.74
	<b>Total current assets</b>	<b>54,918.10</b>	<b>54,190.76</b>
	<b>TOTAL ASSETS</b>	<b>1,15,879.13</b>	<b>91,513.03</b>
<b>B.</b>	<b><u>EQUITY AND LIABILITIES</u></b>		
<b>1.</b>	<b>Equity</b>		
	(a) Equity share capital	1,226.27	1,226.27
	(b) Other equity	52,590.23	42,444.83
	<b>Total equity</b>	<b>53,816.50</b>	<b>43,671.10</b>
<b>2.</b>	<b>Non-current liabilities</b>		
	(a) Financial liabilities		
	i) Borrowings	14,308.16	7,208.43
	ii) Lease liabilities	1,305.29	858.28
	iii) Other financial liabilities	9.00	1.00
	(b) Provisions	563.88	545.67
	<b>Total non-current liabilities</b>	<b>16,186.33</b>	<b>8,613.38</b>
<b>3.</b>	<b>Current Liabilities</b>		
	(a) Financial liabilities		
	(i) Borrowings	14,878.33	11,963.08
	(ii) Lease liabilities	456.22	263.19
	(iii) Trade payables		
	Total outstanding dues of micro enterprises and small enterprises	158.76	49.89
	Total outstanding dues of creditors other than micro enterprises and small enterprises	21,479.08	20,380.61
	(iv) Derivatives	13.64	32.05
	(v) Other financial liabilities	4,359.84	2,497.49
	(b) Other current liabilities	2,842.76	2,463.24
	(c) Provisions	1,687.67	1,579.00
	<b>Total current liabilities</b>	<b>45,876.30</b>	<b>39,228.55</b>
	<b>Total liabilities</b>	<b>62,062.63</b>	<b>47,841.93</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,15,879.13</b>	<b>91,513.03</b>

# Standalone Profit & Loss Statement Q4 & 12M FY22



(₹ in Lakhs)						
Statement of Standalone Financial Results for the Three Months and Year ended 31 March 2022						
Sr. No.	Particulars	Three months ended 31.03.2022	Previous Three months ended 31.12.2021	Corresponding Three months ended 31.03.2021 in the previous year	Year ended 31.03.2022	Year ended 31.03.2021
		(Audited) {Refer Note 4}	(Unaudited)	(Audited) {Refer Note 4}	(Audited)	(Audited)
<b>1.</b>	<b>Income</b>					
	a) Revenue from operations	41,427.73	37,302.16	35,935.55	1,37,688.81	1,01,539.16
	b) Other income	433.14	358.31	449.49	1,317.13	909.55
	<b>Total Income</b>	<b>41,860.87</b>	<b>37,660.47</b>	<b>36,385.04</b>	<b>1,39,005.94</b>	<b>1,02,448.71</b>
<b>2.</b>	<b>Expenses</b>					
	a) Cost of materials consumed	13,416.71	13,318.37	12,900.09	49,489.28	35,296.70
	b) Purchase of stock-in-trade	12,171.50	10,801.88	10,220.03	37,173.90	23,937.27
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	137.61	(729.73)	(1,316.40)	(2,301.21)	1,404.98
	d) Employee benefits expense	4,524.26	4,299.63	3,932.41	17,260.02	13,124.87
	e) Finance costs	135.32	132.80	241.96	578.03	1,104.86
	f) Depreciation and amortisation expenses	489.15	468.18	470.50	1,860.72	1,654.62
	g) Other expenses	7,173.61	5,811.97	6,000.91	23,027.95	18,085.16
	<b>Total Expenses</b>	<b>38,048.16</b>	<b>34,103.10</b>	<b>32,449.50</b>	<b>1,27,088.69</b>	<b>94,608.46</b>
<b>3.</b>	<b>Profit/(Loss) before exceptional items and tax (1-2)</b>	<b>3,812.71</b>	<b>3,557.37</b>	<b>3,935.54</b>	<b>11,917.25</b>	<b>7,840.25</b>
<b>4.</b>	Exceptional items	-	-	-	-	-
<b>5.</b>	<b>Profit/(Loss) before tax (3+4)</b>	<b>3,812.71</b>	<b>3,557.37</b>	<b>3,935.54</b>	<b>11,917.25</b>	<b>7,840.25</b>
<b>6.</b>	<b>Tax expense</b>					
	a) Current tax	1,001.51	924.68	633.97	3,124.40	1,647.39
	b) Deferred tax	(40.47)	(20.86)	419.05	(88.48)	399.74
	<b>Total tax expense</b>	<b>961.04</b>	<b>903.82</b>	<b>1,053.02</b>	<b>3,035.92</b>	<b>2,047.13</b>
<b>7.</b>	<b>Profit/(Loss) for the period (5-6)</b>	<b>2,851.67</b>	<b>2,653.55</b>	<b>2,882.52</b>	<b>8,881.33</b>	<b>5,793.12</b>
<b>8.</b>	<b>Other Comprehensive Income/(Loss) for the period</b>	<b>23.44</b>	<b>8.81</b>	<b>4.19</b>	<b>30.01</b>	<b>29.21</b>
<b>9.</b>	<b>Total Comprehensive Income/(Loss) for the period (7+8)</b>	<b>2,875.11</b>	<b>2,662.36</b>	<b>2,886.71</b>	<b>8,911.34</b>	<b>5,822.33</b>
<b>10.</b>	Paid-up equity share capital (Face value ₹ 1/- each)	1,226.27	1,226.27	1,226.27	1,226.27	1,226.27
<b>11.</b>	Other equity				49,578.55	39,848.22
<b>12.</b>	<b>Earnings per equity share (of ₹ 1/- each)</b>					
	a) Basic (₹)	2.33*	2.16*	2.35*	7.24	4.72
	b) Diluted (₹)	2.32*	2.16*	2.35*	7.24	4.72

\* Not annualised

# Standalone Balance Sheet 31<sup>st</sup> March 2022



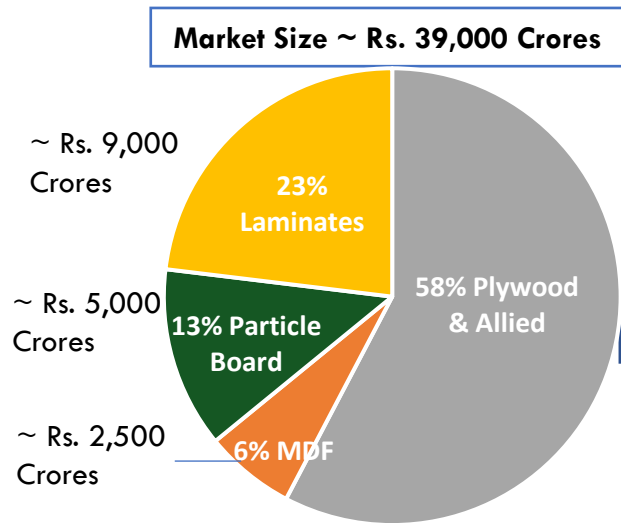
		(₹ in Lakhs)	
Statement of Assets and Liabilities		Standalone	
Sr.	Particulars	31.03.2022 (Audited)	31.03.2021 (Audited)
<b>A.</b>	<b><u>ASSETS</u></b>		
<b>1.</b>	<b>Non-current assets</b>		
	(a) Property, plant and equipment	16,564.25	16,207.95
	(b) Capital work-in-progress	140.11	462.46
	(c) Right of use assets	907.33	2,771.91
	(d) Intangible assets	1,051.18	149.86
	(e) Financial assets		
	(i) Investments	22,805.06	4,536.14
	(ii) Loans	1,939.07	1,878.83
	(iii) Other financial assets	155.35	331.28
	(f) Non-current tax assets (net)	1,252.78	1,167.90
	(g) Deferred tax assets (net)	717.11	638.72
	(h) Other non-current assets	980.00	611.71
	<b>Total non-current assets</b>	<b>46,512.24</b>	<b>28,756.76</b>
<b>2.</b>	<b>Current assets</b>		
	(a) Inventories	17,236.72	13,139.35
	(b) Financial assets		
	(i) Trade receivables	15,886.54	16,332.22
	(ii) Cash and cash equivalents	1,087.21	1,427.54
	(iii) Bank balances other than cash and cash equivalents	961.96	10,984.89
	(iv) Loans	74.12	39.97
	(v) Other financial assets	997.68	1,527.22
	(c) Other current assets	1,884.32	1,492.19
	<b>Total current assets</b>	<b>38,128.55</b>	<b>44,943.38</b>
	<b>TOTAL ASSETS</b>	<b>84,640.79</b>	<b>73,700.14</b>
<b>B.</b>	<b><u>EQUITY AND LIABILITIES</u></b>		
<b>1.</b>	<b>Equity</b>		
	(a) Equity share capital	1,226.27	1,226.27
	(b) Other equity	49,578.55	39,848.22
	<b>Total equity</b>	<b>50,804.82</b>	<b>41,074.49</b>
<b>2.</b>	<b>Non-current liabilities</b>		
	(a) Financial liabilities		
	i) Borrowings	1,266.36	3,213.48
	ii) Lease liabilities	520.79	858.28
	iii) Other financial liabilities	9.00	1.00
	(b) Provisions	557.65	545.67
	<b>Total non-current liabilities</b>	<b>2,353.80</b>	<b>4,618.43</b>
<b>3.</b>	<b>Current Liabilities</b>		
	(a) Financial liabilities		
	(i) Borrowings	3,103.00	2,637.17
	(ii) Lease liabilities	160.33	263.19
	(iii) Trade payables		
	Total outstanding dues of micro enterprises and small enterprises	158.76	49.89
	Total outstanding dues of creditors other than micro enterprises and small enterprises	21,938.32	19,987.83
	(iv) Derivatives	13.64	32.05
	(v) Other financial liabilities	1,881.88	1,655.79
	(b) Other current liabilities	2,538.94	1,802.30
	(c) Provisions	1,687.30	1,579.00
	<b>Total current liabilities</b>	<b>31,482.17</b>	<b>28,007.22</b>
	<b>Total liabilities</b>	<b>33,835.97</b>	<b>32,625.65</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>84,640.79</b>	<b>73,700.14</b>

The background of the slide features a large, stylized sun with a gradient from dark red at the bottom to bright yellow at the top. Numerous yellow butterflies of various sizes are scattered across the sun's rays, appearing to fly upwards. The overall color palette is warm and vibrant, dominated by yellows, oranges, and reds.

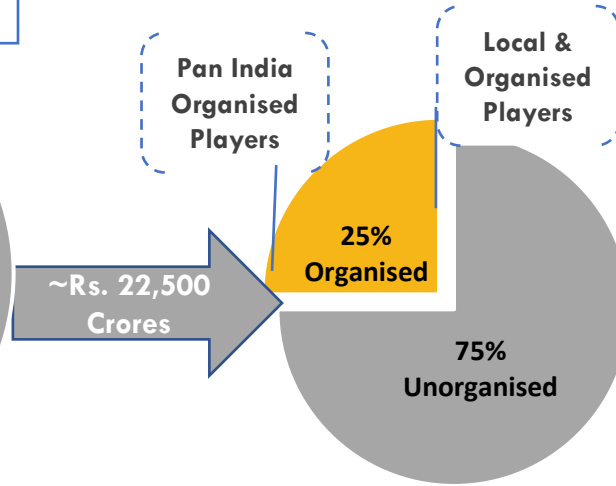
# INDUSTRY OVERVIEW



## Overview

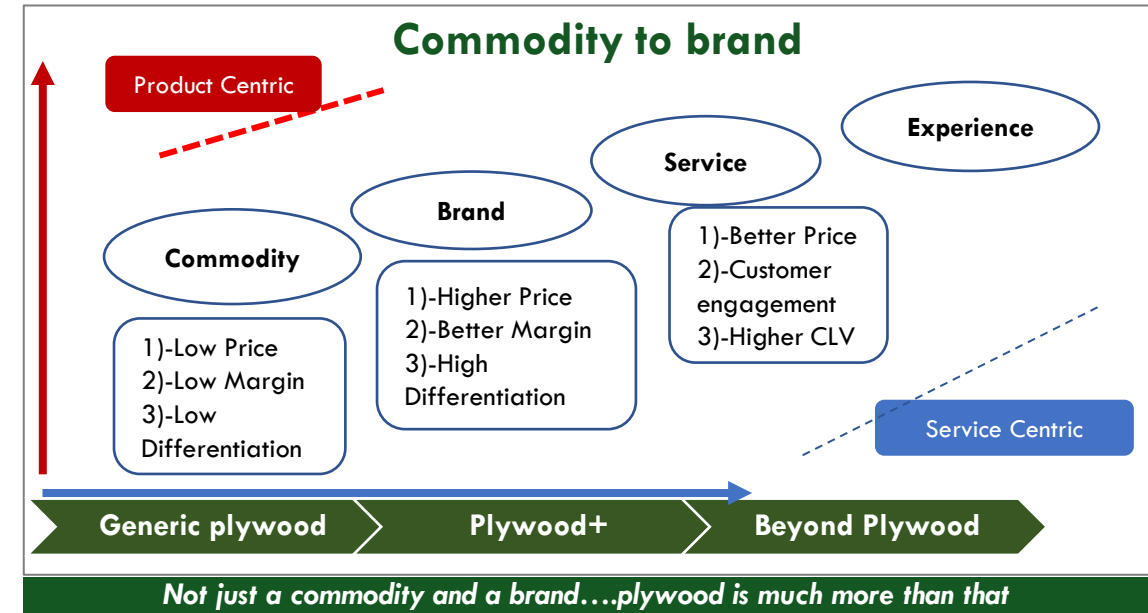


## Indian Plywood Industry



Rising demand for plywood in wood panel industry making the sector more organised and lucrative

Source: Imarc



### Shift from Unorganized to Organised

- ❖ Consumers making more informed choices
- ❖ Improved raw material security
- ❖ Expansion in mid segment
- ❖ Regulatory changes-GST, E-way bill
- ❖ Preference for branded products
- ❖ Growing OEM segment

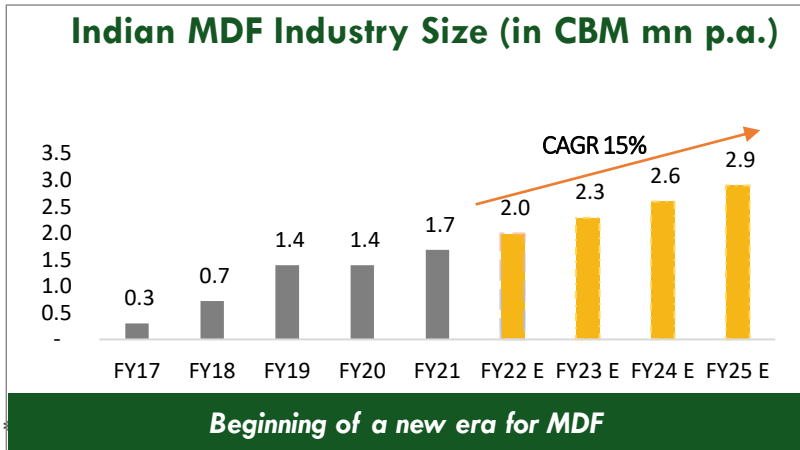
### Challenges

- ❖ Price hike in raw material specially fuel prices
- ❖ Transportation, logistics and supply chain management
- ❖ Cost management- receivables days
- ❖ Production loss in case of further lockdown

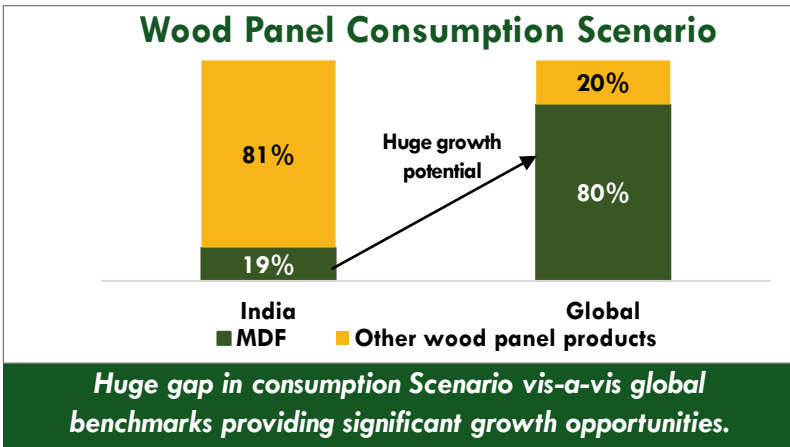
### Category Transition

- ❖ Fast conversion happening towards brands .
- ❖ Regional Consolidating and expanding Geographies
- ❖ Cross category Expansion and new entrants

**With regulatory changes and shift in consumer buying behaviour, Industry moving towards organized and branded players**



Source: Industry estimates



Source: Industry estimates

### Products Categories

- ❖ High Density Fibreboard (HDF)
- ❖ High Density High Moisture Resistance (HDHMR)
- ❖ Exterior
- ❖ Fire resistance (FR) Grade
- ❖ Interior
- ❖ Boiled Water Resistant (BWR)

### Key applications of MDF Board Products



Shoe heel boards



Toys



Cabinets



Roofing



Gift Boxes



Electronic circuit boards



Theatre set construction



Soundproofing



Blackboards /painting easels.

**Increasing acceptance for non furniture products**

**Growing development across the globe is likely to drive the industry growth.**

The background features a warm, golden-yellow gradient. In the lower-left quadrant, there is a stylized sun with multiple overlapping semi-circular layers in shades of orange, red, and dark red. A trail of numerous yellow butterflies of various sizes and orientations curves upwards from the sun towards the top center of the page.

# CORPORATE OVERVIEW

# Greenply at a glance



**One of the largest**  
Interior  
infrastructure  
brands in India

**30+**  
Years of experience  
in delivering quality  
plywood products

**Listed in NSE &  
BSE-Rs. 2200+  
crores**  
Market Cap

**Wood based products -  
Plywood and allied,  
Face Veneer, MDF  
(upcoming)**  
Share in organised  
plywood market in  
India

**E-0**  
India's first Zero  
Emission plywood  
launched in 2020



**Rated AA-**  
Long term Debt  
**Rated A1 +**  
Short Term Debt  
**(CARE & India  
Ratings)**

**2350+**  
Dealer Distribution  
Network

**1140+**  
Cities Served

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

**India's Best  
Workplace in  
manufacturing**  
Top 30  
category-2021

**A Growing & resilient organization**

# Manufacturing Excellence



Plywood & allied	Capacity (Mn SqM pa)
Kriparampur, West Bengal	11.00
Tizit, Nagaland	8.10
Bamanbore, Gujarat	15.80
<b>Total plywood &amp; Allied Existing Capacity</b>	<b>34.90</b>

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

Upcoming Plywood Manufacturing Location	Capacity (Mn SqM pa)
Sandila (Lucknow), Uttar Pradesh	13.50
<b>Total Capacity after Expansion</b>	<b>65.9</b>

Face Veneer Peeling Location	Capacity (CBM / pa)
<b>Gabon, West Africa</b>	<b>96,000</b>

Upcoming MDF Manufacturing Location	Capacity (CBM pa)
<b>Vadodara, Gujarat</b>	<b>2,40,000</b>



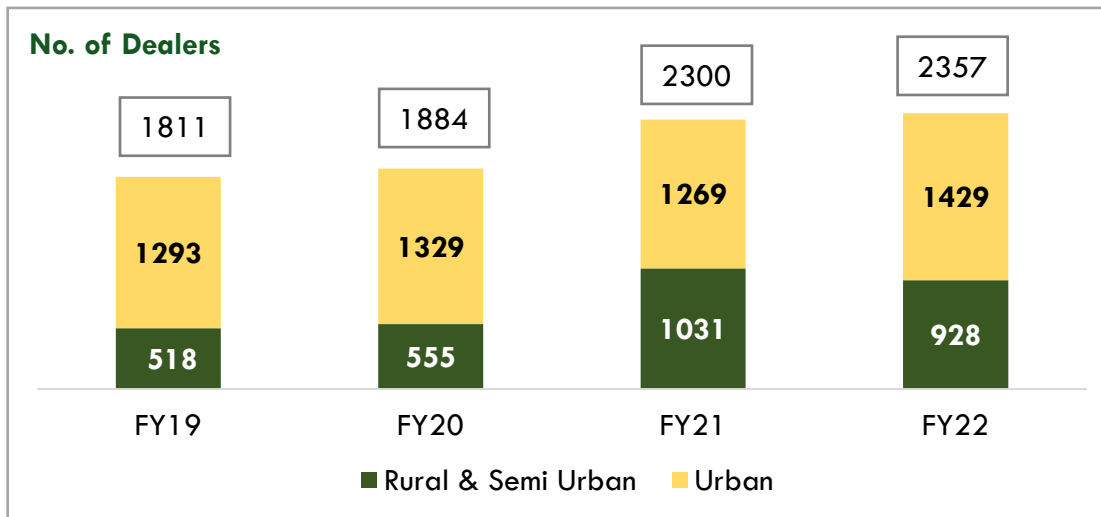
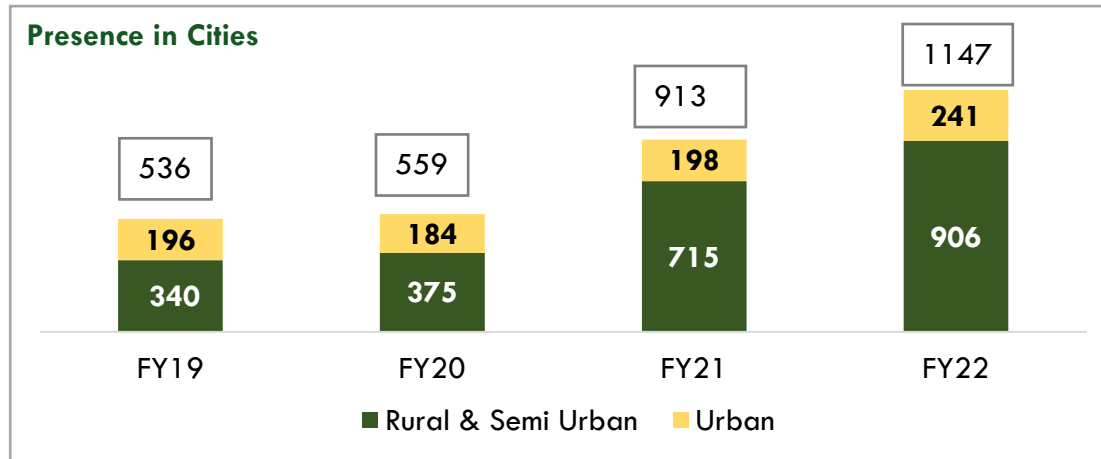
**Greenply Industries Ltd.**

*For inspiring trust among your people, instilling pride in them, creating an environment that promotes camaraderie, and delivering a great workplace experience for all your employees that make your organization one among India's 30 Best Workplaces in Manufacturing – 2021*

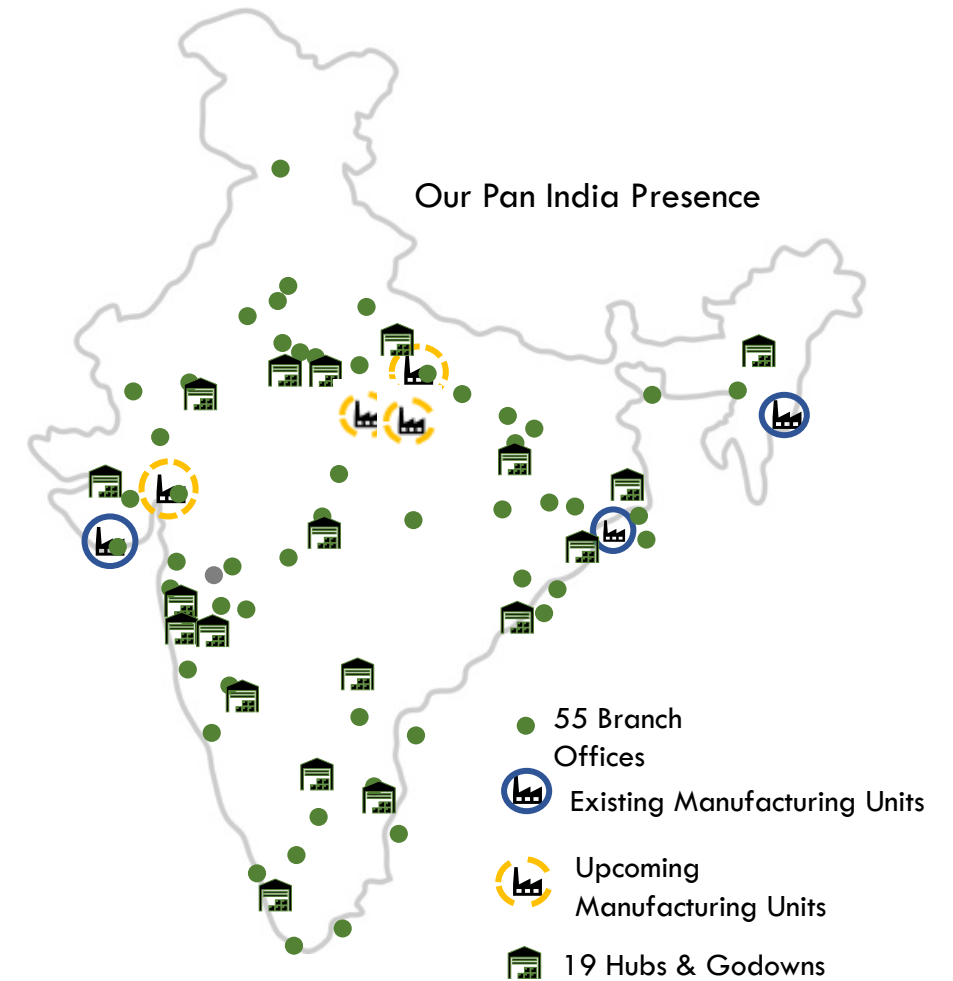
Prasenjit Bhattacharya  
Chief Executive Officer  
Great Place to Work® Institute India

Recognized among  
**'India's Best Workplaces in Manufacturing 2021'**  
in Top 30 category.

**Prudent investing to drive business forward**



*Growing Focus on Rural & Semi Urban Markets*



**Far reaching footprints strengthening our position as a leading infrastructure brand**

# Upcoming projects

## MDF Project Details

<b>Product</b>	Medium Density Fiber Board (MDF)-Exterior, Interior, HDHMR, BWR
<b>Sub- categories of Products</b>	Thin & thick, pre-lam and other value-added
<b>Location</b>	Vadodara Distt., Gujarat, India
<b>Capacity</b>	800 CBM / day
<b>Capex</b>	Rs 555 Crore
<b>Revenue Potential</b>	Rs 600 - 650 Crore p.a.
<b>Expected Commercial Production</b>	Q4 – FY2023

## Plywood Project Details

<b>Product</b>	Plywood and allied products
<b>Location</b>	Sandila Industrial Area in Hardoi, Uttar Pradesh.
<b>Capacity Addition</b>	13.50 million square metre p.a
<b>Capex</b>	Rs 113.5 Crore
<b>Revenue Potential</b>	Rs. 250 Crore p.a.
<b>Expected Commercial Production</b>	Q1 – FY2023

## Project Status Update

**Achieved financial closure**

**Civil construction under full swing. First Phase of machinery despatches started**



## Project Status Update

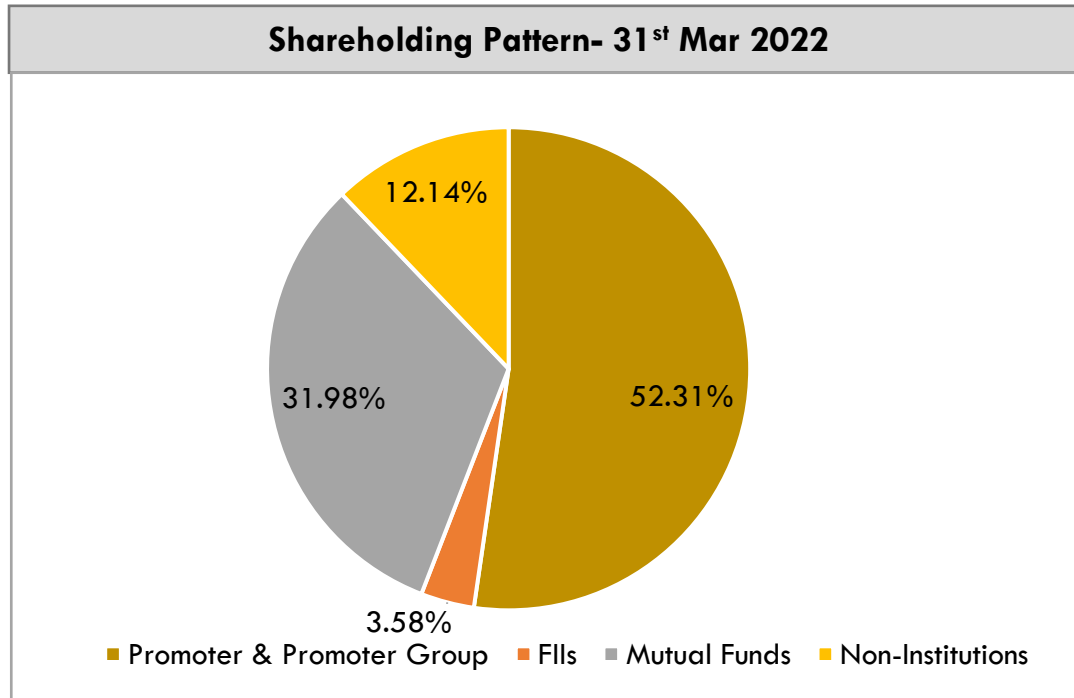
**Achieved financial closure**

**Construction completed. Commercial operations to start soon**



**Both the projects are on track**

# Ownership & Stakeholder Value Creation



*A balanced non promoter stake fostering future optimism*

## Top 10 Non-Promoter holding-31<sup>st</sup> Mar 2022

Top 10 Non- Promoters	Shareholding %
Mirae Asset Mutual Fund	7.5
HDFC Mutual Fund	7.4
Tata Mutual Fund	5.0
L&T Mutual Fund	4.5
Kotak Mutual Fund	2.8
SBI Mutual Fund	2.0
PGIM India Mutual Fund	1.5
Canara Robeco Mutual Fund	1.2
IDFC Mutual Fund	1.2
India Insight Value Fund	0.5

**A diversified holding structure aiming at value creation for shareholders**



# Branding & Marketing Initiatives



## Greenply joins hands with Lucknow Super Giants

Greenply joins hands with the first ever franchise Lucknow Super Giants from Uttar Pradesh, as Associate Sponsor Partner.

Players and official members of Lucknow Super Giants to sport the Greenply logo on the right-hand side chest of their official match day jersey.

Greenply has also planned a series of Flash mob activations across five cities of the state that includes Lucknow, Meerut, Varanasi, Prayagraj and Gorakhpur.

The announcement was made at a press release that took place in Lucknow. The company also announced strategic investments for Uttar Pradesh market to expand its business operations



## IPL 2022: Greenply joins hands with LSG as associate partner

The company aims to focus on strategic investments for the Uttar Pradesh market.

25 Mar 2022 - 11:26 AM IST | By indiantelevison.com Team



Mumbai: Ahead of the first match to be played for the much anticipated Tata Indian Premier League (IPL) 2022, interior infrastructure company Greenply Industries has announced its association with the newly minted franchise of Lucknow Super Giants (LSG) as its associate partner.

With this association, the company aims to focus on strategic investments for the Uttar Pradesh market to expand its business operations.

## ग्रीनप्लाइ लखनऊ सुपर जायंट्स का एसोसिएट पार्टनर बना

लखनऊ। आईपीएल 15 में डेब्यू करने वाली लखनऊ सुपर जायंट्स को बृहस्पतिवार को टीम को ग्रीनप्लाइ के रूप में एसोसिएट पार्टनर मिला। ग्रीनप्लाइ इंडस्ट्रीज लिमिटेड के चेयरमैन राजेश मित्तल और संयुक्त प्रबंधन निदेशक मनोज तुलसियान ने पत्रकार वार्ता में इस अनुबंध की घोषणा की। इस सहयोग के तहत लखनऊ सुपर जायंट्स टीम के खिलाड़ियों के जर्सी पर ग्रीनप्लाइ का लोगो होगा।

खिलाड़ियों पर कोई दबाव नहीं लखनऊ : इंडियन प्रीमियर लीग में पहली बार हिस्सा ले रही लखनऊ जायंट्स ने दावा किया है कि लीग में नई टीम होने के बावजूद खिलाड़ी मानसिक और शारीरिक रूप से बेहतर प्रदर्शन करने को तैयार है। टीम के एसोसिएट पार्टनर बनी ग्रीनप्लाइ के कार्यक्रम में टीम के सीईओ रघु अय्यर ववुअली सम्बोधित कर रहे थे। इस मौके पर ग्रीनप्लाइ के चेयरमैन राजेश मित्तल और संयुक्त प्रबंध निदेशक मनोज तुलसियान मौजूद थे। (वि.)

## Cheer Anthem Launch on Digital



13,714 People reached, 2,082 Engagements, Boost post

170

2.4 Mn reach, 2.1 Mn Impression



**Greenply Plywood** @Greenplyplywood · Mar 31  
Runs are now plying across the field! Kudos #KL Rahul & #Quinton DeKock  
👏👏  
Cheer for your favorite @LucknowPL player and share a message for him below!  
.  
.  
#Greenplyplywood #LucknowSuperGiants #LSGvCSK #jalwadikega #IPL2022 🙌  
4 13 193

# Branding & Marketing Initiatives



## 1 million celebration

The E-0 campaign got relaunched and taken to newer heights across touchpoints  
Reached 1 million homes that became the nucleus of the campaign in 2022

The 360-degree campaign entailed a mass media outreach via TV, Radio, OOH and digital media. Media plan involved 1200 daily spots on TV. We partnered with top 3 FM stations dialing up engagement across 26 cities. We also put up our campaign on OOH across Tier 2 towns in prime locations. The same was extended on-ground through a mass activation in-stores wherein every shop was decorated to celebrate the achievement of the 1 million household milestone.

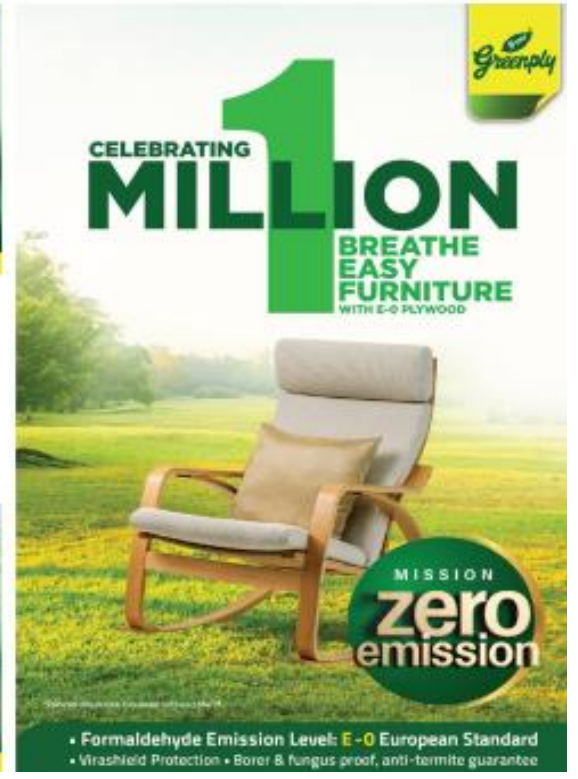
## Digital Influencer Endorsement



E0 proposition visibility across 1500 outlets  
Dealers/ Contractors better prepared to pitch the product



## In shop Visibility & Awareness



# Branding & Marketing Initiatives

## TV Campaigns

Build TOM Awareness for Mother brand and E0 Value Proposition



## Outdoor campaigns

6 High Passenger Traffic Airports, 12 High Visibility Sites in 2 Cities

3 Mn Reach monthly reach & visibility



## New "ACE" Dealer ACE Club Program Launch



## Contractor Shop Meets



## Trade Schemes

**zero emission**

THE NEW YEAR HAS BROUGHT NEW REASONS TO CELEBRATE! Greenply offers a special range of E0 products ready to make your home a greener place. Collect all 5 Greenply E0 products and get a Gold Voucher of Rs. 1000/-.

**MINIMUM BILLING VALUE - RS. 3L**

Billing Period	10 <sup>th</sup> Jan - 31 <sup>st</sup> Jan	1 <sup>st</sup> Feb - 28 <sup>th</sup> Feb	1 <sup>st</sup> Mar - 28 <sup>th</sup> Mar
Coupon Eligibility	5 coupons	5 coupons	4 coupons

**TERMS & CONDITIONS:**

- Greenply E0 products are available only in India.
- Greenply E0 products are available only in the Greenply E0 product range.
- All Greenply E0 products are available only in the Greenply E0 product range.
- Greenply E0 products are available only in the Greenply E0 product range.
- Greenply E0 products are available only in the Greenply E0 product range.
- Greenply E0 products are available only in the Greenply E0 product range.
- Greenply E0 products are available only in the Greenply E0 product range.

**zero emission**

THE NEW YEAR HAS BROUGHT NEW REASONS TO CELEBRATE! Greenply offers a special range of E0 products ready to make your home a greener place. Collect all 5 Greenply E0 products and get a Gold Voucher of Rs. 1000/-.

**MINIMUM BILLING VALUE - RS. 6L**

Billing Period	10 <sup>th</sup> Jan - 31 <sup>st</sup> Jan	1 <sup>st</sup> Feb - 28 <sup>th</sup> Feb	1 <sup>st</sup> Mar - 28 <sup>th</sup> Mar
Coupon Eligibility	6 coupons	5 coupons	4 coupons

**TERMS & CONDITIONS:**

- Greenply E0 products are available only in India.
- Greenply E0 products are available only in the Greenply E0 product range.
- All Greenply E0 products are available only in the Greenply E0 product range.
- Greenply E0 products are available only in the Greenply E0 product range.
- Greenply E0 products are available only in the Greenply E0 product range.
- Greenply E0 products are available only in the Greenply E0 product range.
- Greenply E0 products are available only in the Greenply E0 product range.

**1 MILLION CELEBRATION**

**2X REWARDS**

**REACHING MILLION BONUS**

REACH 1000000 GREENPLY E0 PRODUCTS AND GET A GOLD VOUCHER OF RS. 10000/-

**1500 BONUS POINTS**

**TERMS & CONDITIONS:**

- Greenply E0 products are available only in India.
- Greenply E0 products are available only in the Greenply E0 product range.
- All Greenply E0 products are available only in the Greenply E0 product range.
- Greenply E0 products are available only in the Greenply E0 product range.
- Greenply E0 products are available only in the Greenply E0 product range.
- Greenply E0 products are available only in the Greenply E0 product range.
- Greenply E0 products are available only in the Greenply E0 product range.

**SCHEME PERIOD: 1<sup>st</sup> JANUARY - 31<sup>st</sup> MARCH 2022**

## Contractor Scheme

## Radio campaigns

Red FM, Big FM, Radio Mirchi  
26 cities, 130+ daily spots  
Innovations – Influencer Interactions, sponsorship tags, station song tag

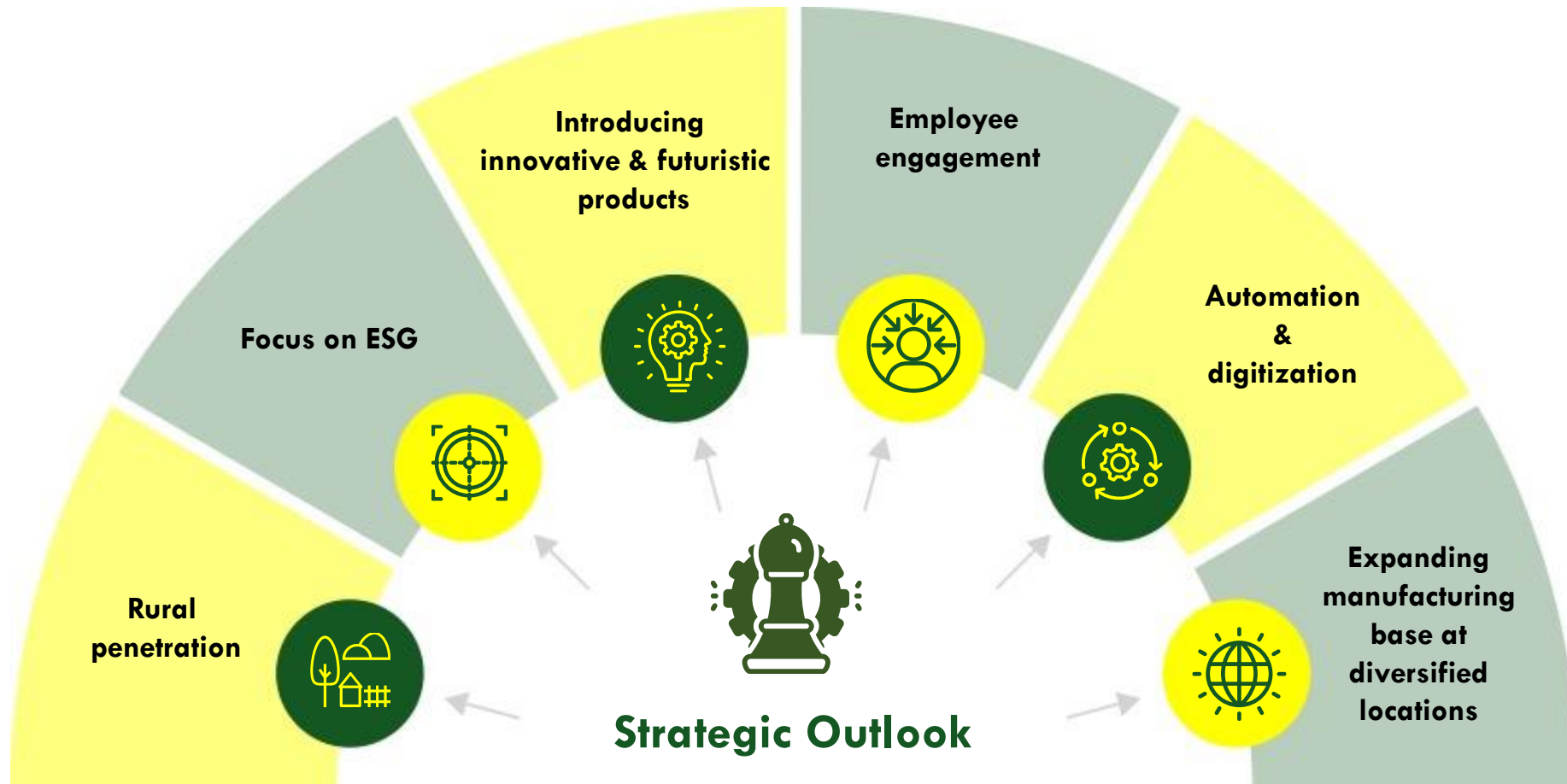


First of its kind innovation done in gaana app with live AQI updates in between songs integrating E0 communication



## Contractor Health Check-Up Camps





For further information, please contact:

Gautam Jain – AVP, Strategy & Investor Relations  
D-1401 & 1402, Lotus Corporate Park, Jai Coach Signal, Ram Mandir  
Road, Goregaon (East), Mumbai- 400063  
Tel: +91 33 3051 5000 / +91 9987899747  
Email : gautam.jain@greenply.com

**Registered Office:**

Makum Road, P.O. Tinsukia,  
Assam - 786 125

**Corporate Office:**

“Madgul Lounge”, 5th & 6th Floor  
23 Chetla Central Road  
Kolkata - 700 027, India  
Phone: (033)-3051-5000  
Fax: (033)-3051-5010  
Email: investors@greenply.com  
Website: www.greenply.com

A large graphic on the left side of the slide. It features a stylized sun with a red and orange gradient, partially obscured by a dark red circle. The sun is surrounded by a trail of yellow and orange butterflies. The text "Thank You!" is written in white, bold, sans-serif font across the bottom of the sun graphic.

**Thank You!**