
Greenlam Industries Ltd

Transforming Spaces, Enriching Lives.

Results Presentation – Q1FY16

July-2015

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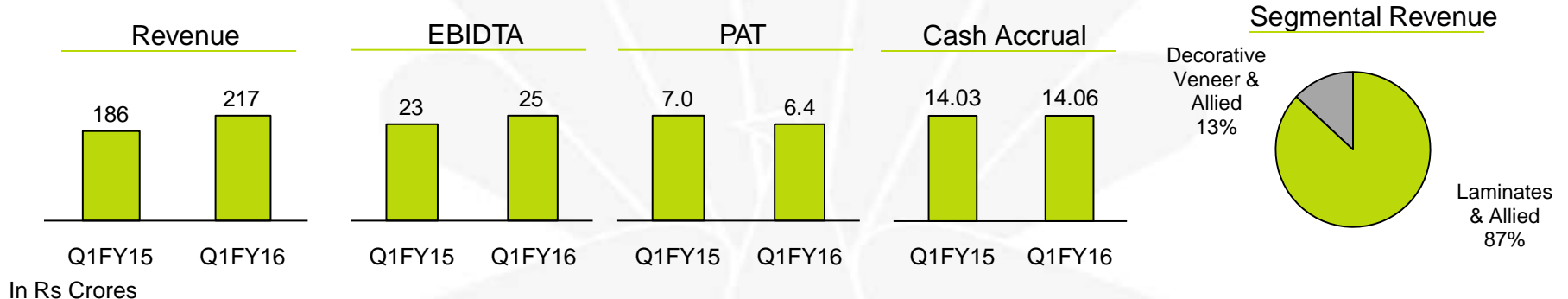
About Greenlam Industries



- ✓ Product offerings
 - Laminate & Allied: Decorative Laminates, Compact Laminates & Melamine Faced Chipboards
 - Decorative Veneer & Allied: Decorative Veneer, Engineered Wood Flooring & Engineered Doors (Q2FY16)
- ✓ 3rd Largest Laminate producer in the World and Largest in Asia with a capacity of 10.02 mn sheets
- ✓ Decorative Veneer installed capacity 4.2mn sqmtr – largest in the country
- ✓ Market leader in India with 18% share in organised Laminates segment and 16% share in the organised Decorative Veneer segment
- ✓ Manufacturing facilities based in Behror (Rajasthan) and Nalagarh (Himachal Pradesh)
- ✓ Presence in over 100 countries globally with 10 international offices
- ✓ Top of the line product and manufacturing Certifications

Performance: Q1 FY16

- ✓ Revenues grew by 17% in this quarter, led by good performance in
 - Exports - 25% sales growth
 - Decorative veneers - 44% volume growth
- ✓ Our debottlenecking initiatives have led to Laminate capacity utilisation of 113%
- ✓ Launching of new variant led to enhanced Veneer capacity utilisation of 38%
- ✓ PAT was impacted due to
 - Losses from new products which are going through stabilisation
 - Depreciation charges from new facilities
- ✓ Work on Door project facility and Laminates capacity enhancement projects are progressing as per schedule. Commercial production is expected to start from Q2 FY16 and Q3 FY16 respectively



Laminates & Allied Products



Rs. Crores	Q1 FY16	Q4 FY15	Q3 FY15	Q2 FY15	Q1 FY15	YoY %	FY15
Net Sales of Laminates & Allied Products	188.7	197.5	192.91				745.2
EBIDTA Margin %	11.7%	9.0%	10.9%				10.1%
Capital Employed	337.3	331.8	355.3				331.8
Laminates							
Annual Capacity (Mn. sheets.)	10.02	10.02	10.02	10.02	10.02		10.02
Production (Mn. sheets.)	2.84	3.16	3.02	2.66	2.58	10%	11.42
Sales (Mn. sheets.)	2.83	3.17	2.95	2.94	2.53	12%	11.59
Utilization %	113%	126%	121%	106%	103%		114%
Average Realization (Rs./Sheet.)	627	583	616	608	613	2%	601

Note: The segments were formed post demerger, hence data for the previous period not available

Decorative Veneers & Allied Products

Rs. Crores	Q1 FY16	Q4 FY15	Q3 FY15	Q2 FY15	Q1 FY15	YoY %	FY15
Net Sales of Decorative Veneers & Allied Products	28.3	33.8	21.85				99.4
EBIDTA Margin %	9.7%*	15.2%*	8.6%*				17.5%
Capital Employed	156.1	142.4	130.0				142.4
Decorative Veneers							
Annual Capacity (Mn. sqmt.)	4.2	4.2	4.2	4.2	4.2		4.2
Production (Mn. sqmt.)	0.396	0.335	0.215	0.264	0.246	61%	1.06
Sales (Mn. sqmt.)	0.351	0.353	0.233	0.261	0.243	44%	1.09
Utilization %	38%	32%	20%	25%	23%		25%
Average Realization (Rs./sqmt.)	734	885	833	852	851	-14%	868

Note: The segments were formed post demerger, hence data for the previous period not available.

* Margins were impacted due to losses from new products which are going through a period of stabilisation

Profit and Loss

Rs. Crores	Q1 FY16	Q4 FY15	Q3 FY15	Q2 FY15	Q1 FY15	YoY%	FY15
Revenue	217.0	231.2	214.8	212.6	186.0	16.7%	844.6
Raw Material	126.5	138.6	130.1	131.5	111.4		511.5
Employee Cost	24.9	19.7	20.8	20.3	18.0		78.9
Other Expenses	40.77	50.1	41.0	37.1	33.1		161.3
EBITDA	24.8	22.9	22.9	23.7	23.5	5.8%	92.9
<i>EBITDA Margin</i>	11.5%*	9.9%*	10.6%*	11.1%	12.6%		11.0%
Other Income	0.2	0.3	0.3	0.5	0.3		1.4
Interest	7.7	7.0	7.0	6.4	6.4		26.8
Depreciation	7.6	7.9	8.1	7.1	7.1		30.2
Exceptional Item	(0.4)	0.3	1.1	0.3	0.1		1.8
PBT	10.0	7.9	6.9	10.4	10.3		35.5
Tax	3.6	3.2	2.2	0.2	3.3		8.9
PAT	6.4	4.7	4.7	10.2	7.0	-7.6%	26.6
<i>Cash Accrual</i>	14.0	12.7	12.9	17.2	14.0	0.2%	56.8
<i>Cash Accrual Margin</i>	6.5%	5.5%	6.0%	8.1%	7.5%		6.7%

* Margins were impacted due to losses from new products which are going through a period of stabilisation

Balance Sheet

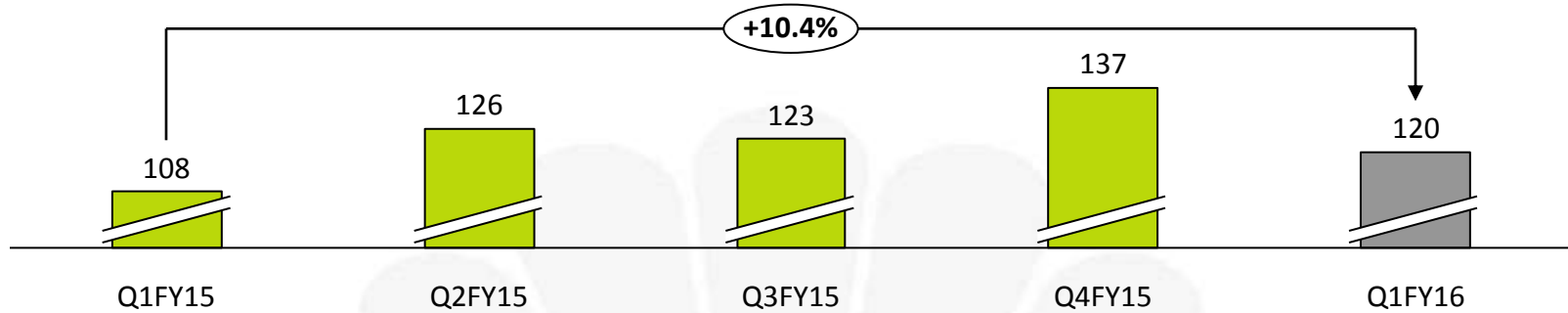
Rs. Crores	Mar – 15	Mar - 14
Shareholder's Fund	227.1	202.5
Share capital	12.1	
Reserves & Surplus	215.0	202.5
Non-Current Liabilities	197.7	159.2
Long term borrowings *	174.5	147.0
Other Non Current Liabilities	23.2	12.2
Current Liabilities	289.0	302.6
Short Term Borrowings / Buyers Credit	93.0	150.9
Trade Payables	176.5	132.8
Other current liabilities	19.5	18.9
Total Liabilities	713.8	664.3

Rs. Crores.	Mar - 15	Mar - 14
Non-Current Assets	346.7	291.8
Fixed assets	320.6	253.0
Non-Current Investments	17.5	17.5
Other Non-Current Assets	8.6	21.4
Current Assets	367.1	372.5
Inventories	188.1	186.8
Trade receivables	118.1	132.0
Cash and Bank Balances	2.9	3.6
Other current assets	58.0	50.1
Total Assets	713.8	664.3

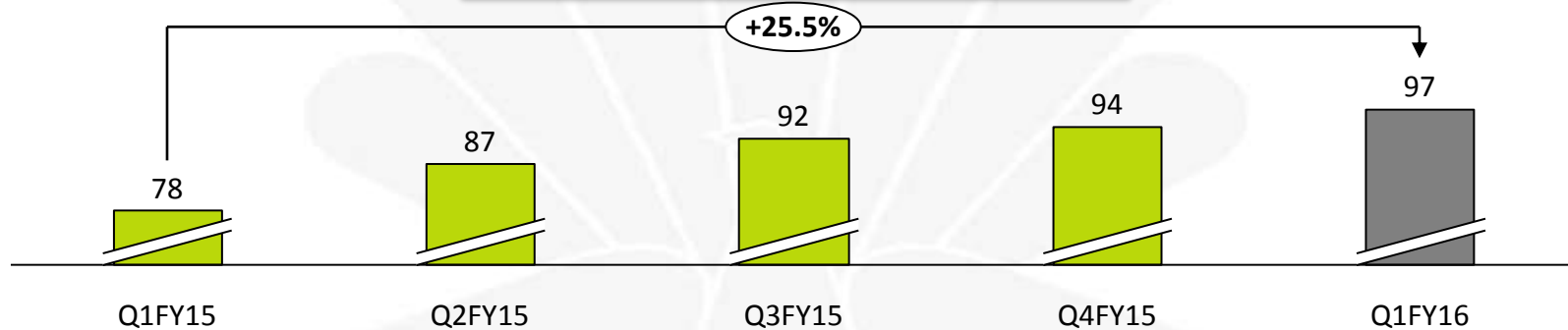
* Includes amounts due for repayment with in one year.

Geographic Segments

Domestic (Rs Crores)

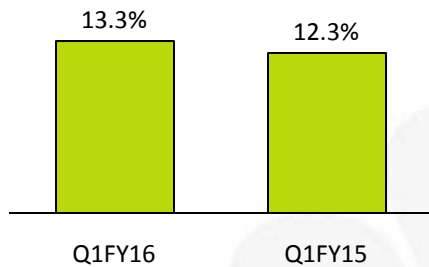


Exports (Rs Crores)



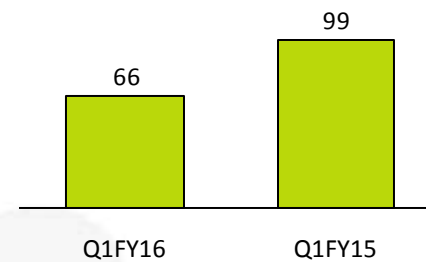
Performance Ratios

ROCE



	Q1FY16	Q1FY15
Revenue	217.0	185.8
EBIT	17.8	16.6
PAT	6.4	7.0
Capital Employed	536.0	543.6

Net Working Capital Days



	Q1FY16	Q1FY15
Inventory	81	92
Debtors	54	67
Creditors	69	60
Net Working Capital	66	99

Way ahead....

- ✓ Continue the Growth momentum in Laminate & by maximizing the utilization of existing capacity
- ✓ 20% expansion of laminate capacity from 3rd Quarter of FY 2016
- ✓ Continue expansion of sales & distribution network
- ✓ Launching of another variant of Decorative Veneers in this quarter
- ✓ Enhance the sales & distribution network of Engineered Wood Flooring (Mikasa)
- ✓ Launch the Engineered Doors in this Quarter .

Thank You



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