
Greenlam Industries Ltd

Transforming Spaces, Enriching Lives.

Results Presentation – Q1 FY17

July 2016

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About Us

Product offerings

- Laminate & Allied: Decorative Laminates, Compact Laminates & Melamine Faced Chipboards
- Decorative Veneer & Allied: Decorative Veneer, Engineered Wood Flooring & Engineered Doors

3rd Largest Laminate producer in the World and Largest in Asia in terms of Production capacity of 12.02mn sheets

Presence in over 100 countries globally with 11 international offices

Decorative Veneer installed capacity 4.2mn sq mtr - largest in India

India's 1st and only manufacturer of Engineered Wooden Flooring and Engineered Doors

Manufacturing facilities based in Behror (Rajasthan) & Nalagarh (Himachal Pradesh)

19% Market Share in Laminates & 6% Market Share in Decorative Veneer

India's Powerhouse Brand in Laminates & Veneers Segment

Strong Performance Continues – Q1FY17

Revenue at INR 235 Crores, growth led by...

- Overall sales growth up by 8%
- Domestic Laminates grew by 20%
- Decorative Veneers & Allied segment grew by 12%

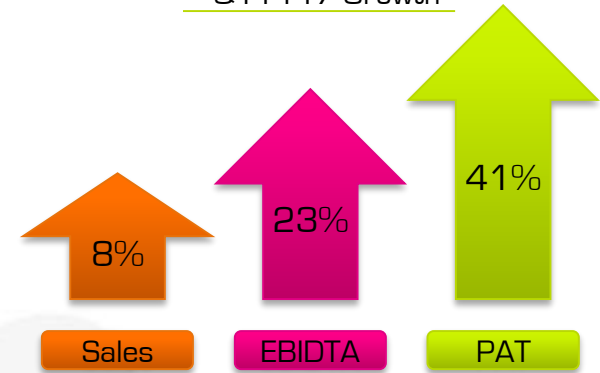
Gross Margin at 46.4% up by 470 bps in Q1FY17 from 41.7% in Q1FY16

EBIDTA stood at INR 30.5 crores up by 23% in comparison to INR 24.8 crores in the Q1 FY16

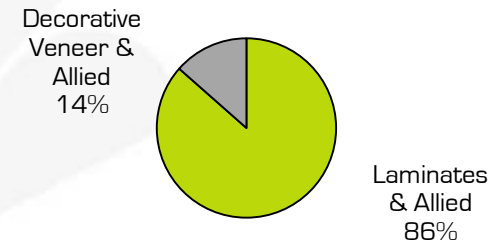
EBIDTA margin at 13.0%, improvement of 160 bps over at 11.4% in Q1 FY16 led by favorable Raw Material Costs & better Product Mix

PAT growth of 41.2% at INR 9.0 Crores in comparison to INR 6.4 Crores in Q1FY16

Q1 FY17 Growth



Segmental Revenue

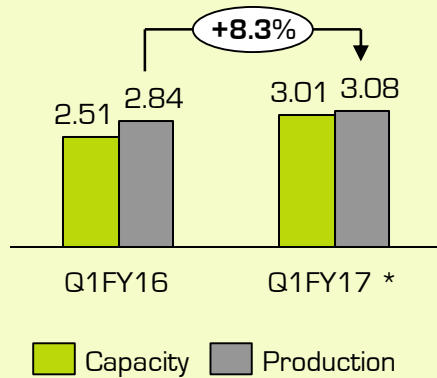


Laminates & Allied Products

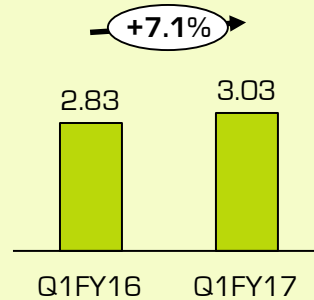
INR Crores	Q1FY17	Q1FY16	YoY%	Q4FY16	QoQ%	FY16
Net Sales of Laminates & Allied Products	203.4	188.7	7.8%	205.2	-0.8%	797.4
EBIDTA	32.2	22.1	45.7%	33.3	-3.3%	113.8
EBIDTA Margin %	15.8%	11.7%	410 bps	16.2%	-40 bps	14.3%
Capital Employed	299.9	337.7		314.1		314.1

Laminates & Allied Products

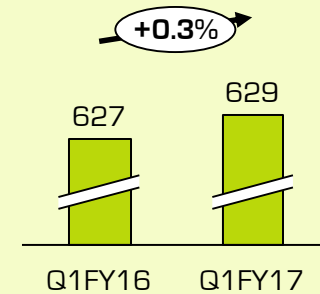
Production and Capacity
(Quarterly) in Mn Sheets



Sales in Mn Sheets



Average Realisation (INR / Sheet)



* New capacity of 2 mn sheets p.a. introduced at the end of Q2 FY16

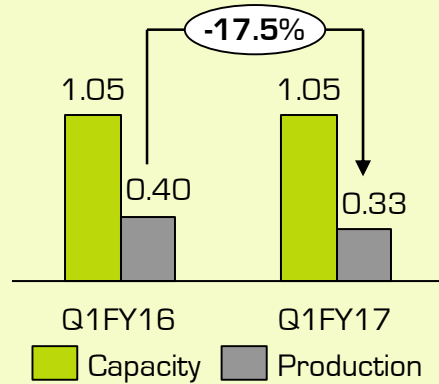
Decorative Veneers & Allied Products

INR Crores	Q1FY17	Q1FY16	YoY%	Q4FY16	QoQ%	FY16
Net Sales of Decorative Veneers & Allied Products	31.7	28.3	11.9%	43.5	-27.2%	139.3
EBIDTA	-1.7	2.8		2.6		10.13
EBIDTA Margin %	-	9.7%	-	6.0%	-	7.3%
Capital Employed	185.1	156.1		176.5		176.5

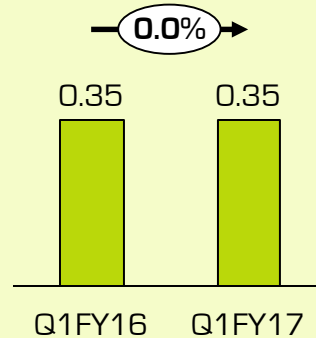
* EBIDTA and Margins were impacted due to losses from new products which are going through a period of stabilisation

Decorative Veneers

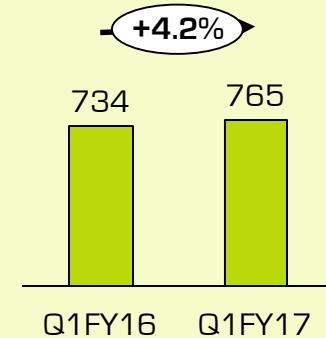
Production and Capacity
(Quarterly) in Mn Sqmt



Sales in Mn Sqmt

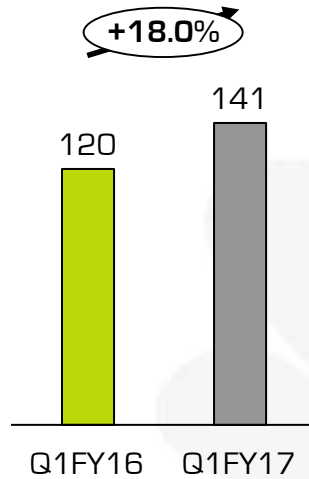


Average Realisation (INR / Sqmt)

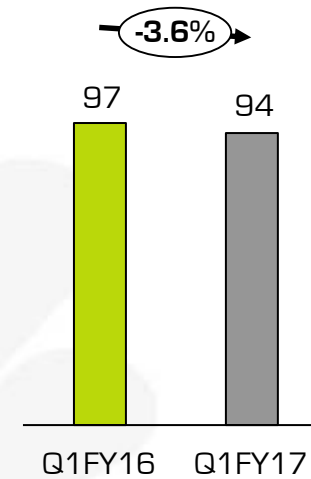


Geographic Segments

Domestic (INR Crores)



Exports (INR Crores)

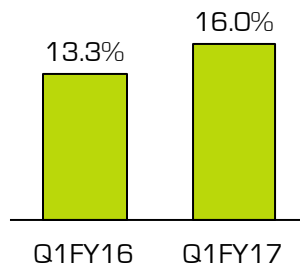


Profit and Loss Statement

INR Crores	Q1 FY17	Q1 FY16	YoY%	Q4 FY16	QoQ%	FY16
Revenue	235.1	217.0	8.3%	248.7	-5.5%	936.7
Raw Material	126.0	126.5		133.4		517.8
Employee Cost	30.5	24.9		26.6		104.3
Other Expenses	48.0	40.8		52.8		190.6
EBITDA	30.5	24.8	23.1%	35.9	-14.9%	123.9
<i>EBITDA Margin %</i>	<i>13.0%</i>	<i>11.4%</i>	<i>160 bps</i>	<i>14.4%</i>	<i>-140 bps</i>	<i>13.2%</i>
Other Income	0.5	0.2		0.7		1.4
Interest	7.3	7.7		6.5		27.8
Depreciation	8.4	7.6		8.3		31.5
Exceptional Item	1.2	-0.4		0.6		1.1
PBT	14.2	10.0	42.0%	21.2	-32.9%	65.0
<i>PBT Margin %</i>	<i>6.0%</i>	<i>4.6%</i>	<i>140 bps</i>	<i>8.5%</i>	<i>-250 bps</i>	<i>6.9%</i>
Tax	5.2	3.6		8.12		24.7
PAT	9.0	6.4	41.2%	13.1	-31.1%	40.3
<i>PAT Margin %</i>	<i>3.8%</i>	<i>2.9%</i>	<i>90 bps</i>	<i>5.2%</i>	<i>-140 bps</i>	<i>4.3%</i>

Improving Operating Parameters

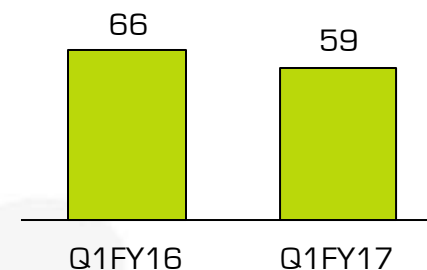
ROCE



ROE



Net Working Capital Days



INR Crores	Q1FY16	Q1FY17
Revenue	217.0	235.1
EBIT	17.8	21.5
PAT	6.4	9.0
Capital Employed	535.9	537.0
Net Worth	233.5	273.5

In Days	Q1FY16	Q1FY17
Inventory	81	87
Debtors	54	46
Creditors	69	74
Net Working Capital	66	59

Balance Sheet

(INR Crores) Liabilities	Mar - 16
Shareholder's Fund	264.5
Share capital	12.1
Reserves & Surplus	252.4
Borrowings	254.4
Long term borrowings *	166.2
Short Term Borrowings	88.2
Other Liabilities	248.5
Trade Payables	182.8
Other current liabilities	28.8
Other Non Current Liabilities	36.8
Total Liabilities	767.4

(INR Crores) Assets	Mar - 16
Non-Current Assets	380.7
Fixed assets	342.3
Non-Current Investments	24.1
Other Non-Current Assets	14.3
Current Assets	386.7
Inventories	207.4
Trade receivables	125.9
Cash and Bank Balances	1.0
Other current assets	52.4
Total Assets	767.4

* Includes current maturities of long term borrowings

FY17 Way ahead...

Maximise utilisation of capacity for laminate segment

Proposed expansion of laminate capacity at Nalagarh, HP by 2 mn sheets (16.7% capacity) with marginal capital outlay of Rs. 25 crores. Likely to be operational by Q2 FY18

Continue focus on sales of value added products, HD Gloss, Compact & Clads, in Laminate segments

Continue innovation and build sales in decorative veneer segment

Work closely with designers, architects, contractors and builders to build specifications of Engineered Wood Floors and Engineered Door segment

Continuous improvement in penetration of dealer – distributor network both nationally and internationally

Thank You



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