



bettering



**Greenlam**  
Industries Limited

**Results Presentation**  
**Q4 & FY22**  
**May 30<sup>th</sup> 2022**

[www.greenlamindustries.com](http://www.greenlamindustries.com)

# Safe Harbour



This presentation and the accompanying slides (the “Presentation”), which have been prepared by Greenlam 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.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.



## Decorative Laminate & Allied Products

Laminates	Compact Panels	MFC
Commodity to Premium products	Standard Compact Panels Lab Guardian Restroom & Locker Solutions Clads - Façade Panels Stratus Kitchen Solutions	Melamine Faced Chip Board



Greenlam  
LAMINATES



NEW-AGE LAMINATES FROM GREENLAM



CLADS  
EXTERIOR GRADE COMPACT LAMINATES



Sturdo  
RESTROOM CUBICLES AND LOCKER SOLUTIONS



MFC  
MELAMINE FACED CHIPBOARDS

## Veneer & Allied Products

Decorative Veneer	Mikasa Floor	Mikasa Door
Natural Veneer Teak Veneer Engineered Veneer	Engineered Wood Floor & matching accessories	Engineered Wood Door and Doorsets (Door + Frames)



PREMIUM VENEERS  
NATURAL | TEAK | ENGINEERED





# Audited Consolidated Financials

## Q4 & FY22

# Business Updates for Q4FY22



- Due to National Capital Region air pollution issues, Commission of Air Quality Management (CAQM), ordered restriction on operation of manufacturing units in the region. Due to this our Behror plant operated for 5 days in a week from Jan 01 – Feb 04. W.e.f. Feb 04, 2022, the CAQM has allowed the plant to run on all 7 days without any restrictions. These restrictions resulted in loss of production for 10 days due to which impacted margins and inventory management
- The raw material prices have seen significant cost pressures during the year which continued in Q4 as well. To mitigate cost increase, we undertook price increase in domestic markets – approx. 3% and export markets – approx. 5%. The same shall get implemented in Q1FY23
- Working capital days improved by 2 days and stood at 74. Net debt stood at INR 169 crores as on March 31, 2022
- Greenlam raised its maiden secured and listed Non-Convertible Debentures (NCD) in Feb 2022 for INR 99 crores
- During the quarter the equity shares of the company were sub-divided from face value of Rs. 5/- each to Re. 1/- each
- The board of directors have recommended Final dividend of Rs. 1.20/- per share of Rs. 1 each subject to approval by the shareholders of the Company at its ensuing Annual General Meeting

# Business Updates for FY22



- The ensuing year saw multiple headwinds
  - As multiple COVID-19 waves hit the country which led to curbs, restrictions and lockdowns hitting business
  - Our Behror plant was temporarily closed due to National Capital Region air pollution issues. This led to total loss of business of 25 days
  - Significant increase in raw material cost during the year
  - Logistics challenges as delays in availability of containers and vessels continue to hit shipments both, inwards and outwards

- In spite of these challenges we posted strong financial performance
  - Overall revenues up by 42% with laminate business up by 46.1%
  - Highest laminate production 16.77 mio sheets with capacity utilization of 107%
  - Overall price increase of 10%+ already implemented in last financial year. Further increase undertake in Q1FY23 to mitigate cost increase in Q4FY22. However, these price hikes are with some time lag
  - Improvement across net working capital with NWC days at 81 as compared to 88 days a year ago
  - Long Term Credit Rating upgraded to 'AA-' (Stable) from 'A+' (Stable)
  - Net debt at INR 169 crores after infusing INR 60 crores in subsidiaries towards projects

# Consolidated Financial Performance



## Profit and Loss Statement

INR Crores	Q4FY22	Q4FY21	YoY%	Q3FY22	QoQ%	FY22	FY21	YoY%
<b>Net Revenue</b>	<b>463.4</b>	<b>415.3</b>	<b>11.6%</b>	<b>449.7</b>	<b>3.0%</b>	<b>1,703.4</b>	<b>1,199.6</b>	<b>42.0%</b>
Raw Material	255.5	213.0		250.4		944.3	601.6	
<b>Gross Profit</b>	<b>207.9</b>	<b>202.4</b>	<b>2.7%</b>	<b>199.3</b>	<b>4.3%</b>	<b>759.1</b>	<b>598.0</b>	<b>26.9%</b>
<b>Gross Margin %</b>	<b>44.9%</b>	<b>48.7%</b>	<b>(380) bps</b>	<b>44.3%</b>	<b>60 bps</b>	<b>44.6%</b>	<b>49.8%</b>	<b>(520) bps</b>
Employee Cost	67.6	67.0		65.5		259.4	207.9	
Other Expenses	90.7	68.3		80.5		312.7	216.9	
<b>EBITDA</b>	<b>49.6</b>	<b>67.1</b>	<b>-26.1%</b>	<b>53.4</b>	<b>-7.1%</b>	<b>187.0</b>	<b>173.3</b>	<b>7.9%</b>
<b>EBITDA Margin %</b>	<b>10.7%</b>	<b>16.1%</b>	<b>(540) bps</b>	<b>11.9%</b>	<b>(120) bps</b>	<b>11.0%</b>	<b>14.4%</b>	<b>(340) bps</b>
Other (Income)/Cost	(1.3)	(3.0)		(2.0)		(7.3)	(7.6)	
Interest	3.3	3.5		4.1		14.1	16.9	
Depreciation	14.5	14.1		15.3		58.5	55.6	
<b>PBT Before Exceptional Items</b>	<b>33.0</b>	<b>52.6</b>	<b>-37.2%</b>	<b>36.0</b>	<b>-8.2%</b>	<b>121.7</b>	<b>108.4</b>	<b>12.3%</b>
<b>PBT Margins%</b>	<b>7.1%</b>	<b>12.7%</b>	<b>(560) bps</b>	<b>8.0%</b>	<b>(90) bps</b>	<b>7.1%</b>	<b>9.0%</b>	<b>(190) bps</b>
Exceptional Items	-	12.4		-		2.6	12.4	
<b>PBT</b>	<b>33.0</b>	<b>40.2</b>	<b>-17.8%</b>	<b>36.0</b>	<b>-8.2%</b>	<b>119.1</b>	<b>96.0</b>	<b>24.1%</b>
Tax	7.4	9.3		9.1		28.6	22.3	
<b>PAT</b>	<b>25.7</b>	<b>30.9</b>	<b>-17.0%</b>	<b>26.9</b>	<b>-4.6%</b>	<b>90.6</b>	<b>73.7</b>	<b>22.9%</b>
<b>PAT Margin %</b>	<b>5.5%</b>	<b>7.4%</b>	<b>(190) bps</b>	<b>6.0%</b>	<b>(50) bps</b>	<b>5.3%</b>	<b>6.1%</b>	<b>(80) bps</b>

# Consolidated Financial Performance



## Balance Sheet

INR Crores	Mar-22	Mar-21	INR Crores	Mar-22	Mar-21
<b>Shareholders Fund</b>	<b>655.1</b>	<b>573.9</b>	<b>Non-Current Assets</b>	<b>527.0</b>	<b>495.5</b>
Share Capital	12.1	12.1	Fixed Assets	473.3	428.2
Reserves & Surplus	642.3	561.4	Goodwill	3.2	3.1
Minority	0.7	0.5	Other Non-Current Assets	50.4	64.3
<b>Borrowings</b>	<b>345.3</b>	<b>248.4</b>	<b>Current Assets</b>	<b>857.3</b>	<b>682.5</b>
Long Term Borrowing	182.9	108.8	Inventories	503.4	378.1
Short Term Borrowings	162.3	139.6	Trade receivables	130.1	135.9
<b>Liabilities</b>	<b>358.9</b>	<b>355.7</b>	Cash and Bank Balances	15.8	18.7
Trade Payables	255.8	222.8	Current Investment	160.7	106.4
Other Liabilities	128.1	132.9	Other Current Assets	47.2	43.4
<b>Total Liabilities</b>	<b>1,384.2</b>	<b>1,178.0</b>	<b>Total Assets</b>	<b>1,384.2</b>	<b>1,178.0</b>

*Previous year figures have been regrouped/reclassified wherever necessary*



# Consolidated Financial Performance



## Laminates & Allied Segment

INR Crores	Q4FY22	Q4FY21	YoY%	Q3FY22	QoQ%	FY22	FY21	YoY%
Net Revenue from Operations	423.9	365.6	15.9%	408.1	3.9%	1,556.3	1,065.3	46.1%
Gross Profit	192.6	183.0	5.2%	183.2	5.1%	701.0	544.2	28.8%
<b>Gross Margin %</b>	<b>45.4%</b>	<b>50.1%</b>	<b>(470) bps</b>	<b>44.9%</b>	<b>50 bps</b>	<b>45.0%</b>	<b>51.1%</b>	<b>(610) bps</b>
EBIDTA	54.7	65.5	-16.6%	54.1	1%	197.6	178.1	10.9%
<b>EBIDTA Margin %</b>	<b>12.9%</b>	<b>17.9%</b>	<b>(500) bps</b>	<b>13.3%</b>	<b>(40) bps</b>	<b>12.7%</b>	<b>16.7%</b>	<b>(400) bps</b>
Capital Employed*	507	489		581		507	489	

\*The capital employed has been regrouped and reclassified as capital employed related to Projects have been classified under 'Unallocated'

# Consolidated Financial Performance



## Laminates & Allied Segment

Particulars	Q4FY22	Q4FY21	YoY%	Q3FY22	QoQ%	FY22	FY21	YoY%
Annual Capacity (Mn Sheets)	15.62	15.62		15.62		15.62	15.62	
Capacity for the period	3.91	3.91		3.91		15.62	15.62	
Production (Mn Sheets)	4.14	4.36	-4.9%	3.88	6.7%	16.77	13.57	23.6%
Sales (Mn Sheets)	4.00	4.52	-11.5%	3.98	0.6%	16.53	13.46	22.8%
Capacity Utilization	106%	112%		99%		107%	87%	
Average Realisation (INR / Sheet)	1,012	780	29.7%	984	2.9%	901	765	17.8%

# Consolidated Financial Performance



## Veneers & Allied Segment

INR Crores	Q4FY22	Q4FY21	YoY%	Q3FY22	QoQ%	FY22	FY21	YoY%
Net Revenue from Operations	39.5	49.7	-20.6%	41.6	-5.2%	147.1	134.3	9.5%
Gross Profit	15.3	19.3	-21.0%	16.1	-5.4%	58.1	53.8	7.9%
<b>Gross Margin %</b>	<b>38.7%</b>	<b>38.9%</b>	<b>(20) bps</b>	<b>38.8%</b>	<b>(10) bps</b>	<b>39.5%</b>	<b>40.1%</b>	<b>(60) bps</b>
EBIDTA	(3.6)	1.5		(0.8)		(9.0)	(4.8)	
<b>EBIDTA Margin %</b>	<b>-9.0%</b>	<b>3.0%</b>		<b>-1.8%</b>		<b>-6.1%</b>	<b>-3.6%</b>	
Capital Employed	194	212		206		194	212	

# Consolidated Financial Performance



## Decorative Veneers

Particulars	Q4FY22	Q4FY21	YoY%	Q3FY22	QoQ%	FY22	FY21	YoY%
Annual Capacity (Mn Sqmt)	4.20	4.20		4.20		4.20	4.20	
Capacity for the period	1.05	1.05		1.05		4.20	4.20	
Production (Mn Sqmt)	0.29	0.48	-39.0%	0.30	-3.7%	1.11	1.08	2.9%
Sales (Mn Sqmt)	0.29	0.47	-37.9%	0.30	-3.0%	1.09	1.12	-3.1%
Capacity Utilization	28%	46%		29%		26%	26%	
Average Realisation (INR / Sqmt)	750	676	11.0%	808	-7.2%	764	691	10.4%

# Consolidated Financial Performance



## Engineered Wooden Floors

INR Crores	Q4FY22	Q4FY21	YoY%	Q3FY22	QoQ%	FY22	FY21	YoY%
Revenue	10.5	10.8	-3.1%	10.8	-2.5%	36.7	31.7	15.7%
EBITDA	(3.5)	(2.9)		(2.8)		(11.0)	(6.4)	
<i>Capacity Utilization</i>	<i>13%</i>	<i>16%</i>		<i>11%</i>		<i>11%</i>	<i>13%</i>	

## Engineered Wooden Doors

INR Crores	Q4FY22	Q4FY21	YoY%	Q3FY22	QoQ%	FY22	FY21	YoY%
Revenue	6.9	7.0	-0.4%	6.5	6.5%	26.8	24.0	11.6%
EBITDA	(1.8)	(0.9)		(1.4)		(5.1)	(4.0)	
<i>Capacity Utilization</i>	<i>12%</i>	<i>24%</i>		<i>19%</i>		<i>18%</i>	<i>23%</i>	

# Consolidated Financial Performance



## Operating Parameters - Net Working Capital

Amount in INR Crores	Q4FY22		Q4FY21		Q3FY22		FY22		FY21	
	Amt	Days	Amt	Days	Amt	Days	Amt	Days	Amt	Days
Inventory	503.4	99	378.1	83	486.4	99	503.4	108	378.1	115
Debtors	130.1	25	135.9	30	127.9	26	130.1	28	135.9	41
Creditors	255.8	50	222.8	49	239.5	49	255.8	55	222.8	68
<b>NWC</b>	<b>377.7</b>	<b>74</b>	<b>291.2</b>	<b>64</b>	<b>374.8</b>	<b>76</b>	<b>377.7</b>	<b>81</b>	<b>291.2</b>	<b>88</b>

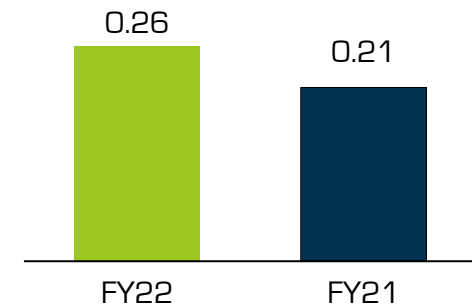
# Consolidated Financial Performance



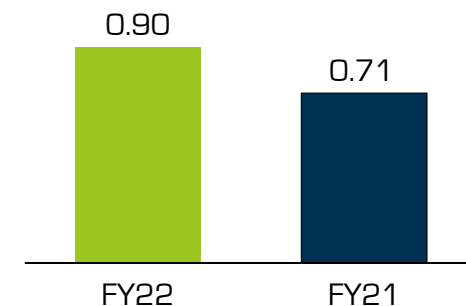
## Debt Position is as under

INR Crores	FY22	FY21
Long Term Debt (Including current portion)	182.9	108.8
Short Term Debt	162.3	139.6
<b>Total Debt</b>	<b>345.3</b>	<b>248.4</b>
Cash & Bank Balance	15.8	18.7
Liquid Investments	160.7	106.4
<b>Net Debt</b>	<b>168.8</b>	<b>123.3</b>
Net worth	655.1	573.9
EBITDA	187.0	173.3
<b>Net Debt-Equity Ratio</b>	<b>0.26</b>	<b>0.21</b>
<b>Net Debt-EBITDA Ratio</b>	<b>0.90</b>	<b>0.71</b>

### Net Debt-Equity Ratio



### Net Debt-EBITDA Ratio



*Previous year figures have been regrouped/reclassified wherever necessary*

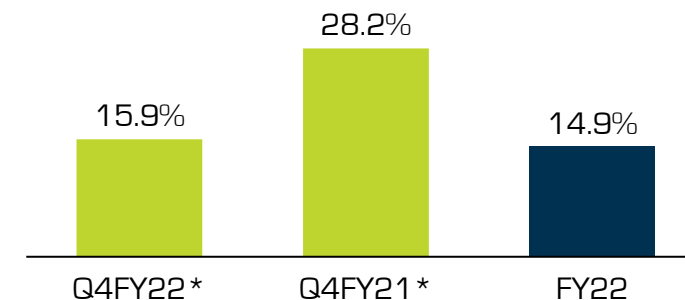
# Consolidated Financial Performance



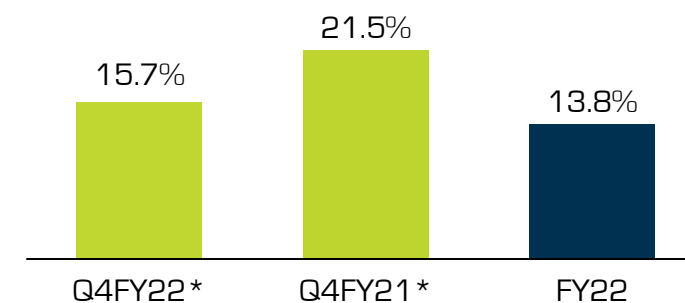
## Return Ratios – ROCE & ROE

INR Crores	Q4FY22	Q4FY21	Q3FY22	FY22	FY21
EBIT	36.3	56.0	40.0	135.8	125.3
PAT	25.7	30.9	26.9	90.6	73.7
Capital Employed	1,017.2	841.4	905.4	1,017.2	841.4
Capital Employed (Ex-Projects)	911.8	796.4	835.3	911.8	796.4
Net Worth	655.1	573.9	628.8	655.1	573.9
<b>ROCE<sup>^</sup></b>	<b>14.3%</b>	<b>26.6%</b>	<b>17.7%</b>	<b>13.4%</b>	<b>14.9%</b>
<b>ROCE (Ex-Projects)<sup>^</sup></b>	<b>15.9%</b>	<b>28.2%</b>	<b>19.2%</b>	<b>14.9%</b>	<b>15.7%</b>
<b>ROE</b>	<b>15.7%</b>	<b>21.5%</b>	<b>17.1%</b>	<b>13.8%</b>	<b>12.8%</b>

### ROCE (Ex- Projects) \*



### ROE



<sup>^</sup>ROCE is before exceptional items

\*Annualized Basis

16





# The Next Orbit

# Next Orbit Update



Expansion plans			
	Laminate	Plywood	Particle board
Location	Naidupeta, Andhra Pradesh	Tindivanam, Tamil Nadu	Naidupeta, Andhra Pradesh
Annual Capacity	3.5	18.9	231000
UOM	Mn Sheets/Board	Mn SQM	CBM
Capex (Rs cr)	225	125	600
Revenue Potential (Rs cr)	500	400	600
Expected Commercial Production	Q4-FY2023	Q4-FY2023	Q4-FY2024

- The Company aims to invest Rs.950 crores over a period of 2-3 years, towards setting up of third Laminate plant and foray into Plywood and Particle Board business
- The Company shall set up 231,000 CBM **Particle Board** capacity and 3.5 mn sheets & boards per annum capacity of **High Pressure Laminate** at Naidupeta, in Andhra Pradesh
- The Company shall set up 18.9 mn sqm **Plywood capacity** in Tindivanam, Tamil Nadu under the newly acquired subsidiary HG Industries Limited

# Next Orbit Update



- In respect of setting up of greenfield project for manufacturing of 3.50 million laminate sheets/boards per annum at Naidupeta in Andhra Pradesh by Greenlam South Limited ("GSL"), wholly-owned subsidiary of the Company, environment clearance and consent for establishment have been obtained, civil construction work has started, order for procurement of major equipment has been placed. The project is on schedule which is expected to commence commercial production by Q4 of F.Y. 2022-23
- In respect of setting up of greenfield project for manufacturing of 2,31,000 cubic meter particle board per annum at Naidupeta, Nellore in Andhra Pradesh by Greenlam South Limited ("GSL"), wholly-owned subsidiary of the Company, environment clearance and consent for establishment have been obtained, order for procurement of major equipment has been placed. The project is on schedule which is expected to commence commercial production by Q4 of F.Y. 2023-24
- In respect of setting up of greenfield project for manufacturing of 18.9 million square meter plywood per annum at Tindivanam, Tamilnadu by HG Industries Limited ('HGIL'), a subsidiary of the Company, consent for establishment has been obtained, civil construction work has started and order for procurement of major equipment has been placed. The project is on schedule which is expected to commence commercial production by Q4 of F.Y. 2022-23
- Financial closure for HGIL is done and we expect to complete the financial closure for GSL as per timelines



**For further information, please contact:**

**Company :**

**Investor Relations Advisors :**

**Greenlam Industries Ltd.**

CIN: L21016AS2013PLC011624

**Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285

**Mr. Ashok Sharma - CFO**

Email: [ashok.sharma@greenlam.com](mailto:ashok.sharma@greenlam.com)

**Mr. Shogun Jain / Ms. Ami Parekh**

[shogun.jain@sgapl.net](mailto:shogun.jain@sgapl.net) / [ami.parekh@sgapl.net](mailto:ami.parekh@sgapl.net)

+91 77383 77756 / +91 8082466052

[www.greenlamindustries.com](http://www.greenlamindustries.com)

[www.sgapl.net](http://www.sgapl.net)