



Greenlam Industries Ltd. announces
Unaudited Consolidated Financial Results for Q3 & 9MFY20

Highlights for Quarter ended 31st December 2019

- Net Sales reported at Rs. 358.0 crore, growth of 14.0% on YoY basis
- Laminate exports grew by 25.7% on YoY basis
- EBDITA reported at Rs. 54.6 crore, growth of 33.1% on YoY basis
- Net Profit reported at Rs. 29.1 crore, growth of 46.7% on YoY basis

Highlights for Nine Months ended 31st December 2019

- Net Sales reported at Rs. 996.6 crore, growth of 8.3% on YoY basis
- Laminate exports grew by 10.7% on YoY basis
- EBDITA reported at Rs. 133.0 crore, growth of 16.6% on YoY basis
- Net Profit reported at Rs. 65.0 crore, growth of 21.8% on YoY basis

Financial Highlights for Q3 FY20 Results - Consolidated

Earnings Highlights					
(₹ in Crore)	Q3FY20	Q3FY19	Growth % (y-o-y)	Q2FY20	Growth % (q-o-q)
Net Sales	358.0	314.0	14.0%	349.0	2.6%
EBDITA	54.6	41.1	33.1%	48.5	12.6%
Profit before Tax	36.7	28.0	31.0%	27.2	34.9%
Profit after Tax	29.1	19.8	46.7%	27.5	5.7%
Basic EPS (₹)*	12.05	8.21		11.40	

**Not annualized*

Financial Highlights for 9M FY20 Results - Consolidated

Earnings Highlights			
(₹ in Crore)	9M FY20	9M FY19	Growth % (y-o-y)
Net Sales	996.6	920.5	8.3%
EBDITA	133.0	114.1	16.6%
Profit before Tax	80.2	74.0	8.3%
Profit after Tax	65.0	53.4	21.8%
Basic EPS (₹)*	26.91	22.11	

**Not annualized*

National, 29th January 2020: Greenlam Industries Ltd., leading manufacturers of surfacing products with its flagship brand Greenlam Laminates, Decowood Veneers, Mikasa Floors and Mikasa Doors & Frames, today announced its financial results for the third quarter and nine months ended 31st December 2019.

For the third quarter ended on 31st December 2019, consolidated net revenues from operations witnessed a growth of 14.0%, at Rs. 358.0 crores, as compared to Rs. 314.0 crores in the corresponding quarter of the previous financial year. Laminate volumes grew by 7.8% YoY and Operating Profit increased by 33.1% at Rs. 54.6 crores as compared to Rs. 41.1 crores in the corresponding quarter last year. The company recorded a net profit of Rs. 29.1 crores, as compared to Rs. 19.8 crores in the corresponding quarter last year, which is an increase of 46.7%.

For the nine months ending 31st December 2019, consolidated net revenues from operations witnessed a growth of 8.3%, at Rs. 996.6 crore, as compared to Rs. 920.5 crore in corresponding period of the previous financial year. Laminate volumes grew by 2.9% YoY and Operating Profit increased by 16.6% at Rs. 133.0 crore as compared to Rs. 114.1 crore in the corresponding period of the previous year. Net profit after tax stood at Rs. 65.0 crore as compared to Rs. 53.4 crores in the corresponding period last year, which is an increase of 21.8%.

We would like to announce that our wholly owned subsidiary, Greenlam South Limited (GSL), has approved to set up a manufacturing facility at Naidupeta, Nellore in Andhra Pradesh for manufacturing of Laminates and allied products. This is also to inform that GSL has been provisionally allotted land admeasuring 65 acres approx. by Andhra Pradesh Industrial Infrastructural Corporation (APIIC) at Naidupeta, Nellore in Andhra Pradesh. This proposed capacity addition by GSL will increase laminate manufacturing capacity by 1.50 million laminate sheets/boards per annum. It should take about 24 months for the proposed capacity to be operationalized. Investment required to set up the Laminate and allied products plant (including the cost of land) is about Rs. 175 Crores which will be financed with a mix of debt and capital infusion from Greenlam.

Speaking on the financial results Mr. Saurabh Mittal, Managing Director and CEO, Greenlam Industries Ltd. said, *“This quarter has ended with a topline growth of 14% as compared to corresponding quarter last year. We are pleased to witness a higher growth in our laminates exports business both in value and volume, whereas domestic business was subdued.*

We have decided to undertake a Greenfield expansion under our wholly owned subsidiary Greenlam South Limited to cater to the growing laminate demand in domestic and international markets. This land has been provisionally allotted at Naidupeta, Nellore in Andhra Pradesh. With this expansion, our laminate capacity will increase by 1.50 million sheets per annum.

At Greenlam, it is our constant endeavor to bring the best in surfacing products to our consumers. With increased capacities and capabilities, we continue our commitment to bring to our customers superior quality products that aid them to redefine their interior spaces.”

About Greenlam Industries Limited

Greenlam is among the world's top 3, Asia's largest and India's No. 1 surfacing solutions brand. With its presence in over 100 countries, Greenlam has focused on developing quality products with great passion for innovation. It offers end to end surfacing solutions spread across laminates, compacts, Interior and exterior cladding, restroom cubicles & locker solutions, decorative veneers, engineered wooden floors and engineered wooden doors & frames to choose from. With two state-of-the-art manufacturing facilities in the country, it is the first choice of architects, interior designers and home owners when it comes to transforming living spaces.

We work in harmony with our environment. Greenlam thinks and acts to save and preserve nature in its pristine form by ethical sourcing of its raw materials from the world over. Coupled with this, the products are FSC, Greenguard, NSF certified and are Anti-bacterial, thereby ensuring they are environment friendly and safe to use. With robust team of over 14,000 distributors and dealers along with more than 500 sales professionals, Greenlam is just a call away to give your spaces a new look.

For more information, please visit us at: <http://www.greenlamindustries.com>

Ashok Sharma Greenlam Industries Limited Ph.: + 91 11 42791399 Email: ashok.sharma@greenlam.com	Vrinda Taparia Genesis BCW Ph.: +91 9899592586 Email: vrinda.taparia@genesis-bcw.com
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