

Greenlam Industries Ltd. announces Audited Consolidated Financial Results for Quarter and Year Ended 31st March, 2019

Highlights for Quarter ended 31st March 2019

- Net Revenue reported at Rs. 360.2 crores, a growth of 15.8% on YoY basis
- Laminates volume grew by 1.5% and value grew by 13.8% on YoY basis
- PBDIT reported at Rs. 44.4 crores, growth of 14.3% on YoY basis
- Net Profit reported at Rs. 23.8 crores, growth of 32.9% on YoY basis

Highlights for Year ended 31st March 2019

- Net Revenue reported at Rs. 1280.7 crores, a growth of 11.9% on YoY basis
- Laminates volume de-grew by 1.9% and value grew by 10.2% on YoY basis
- PBDIT reported at Rs. 158.5 crores, growth of 6.5% on YoY basis
- Net Profit reported at Rs. 77.1 crores, an increase of 19.3% on YoY basis

Financial Highlights for Q4 FY19 Results - Consolidated

| Profit & Loss Statement Highlights | | | | | |
|------------------------------------|--------|--------|------------------|---------|------------------|
| (₹ in Crore) | Q4FY19 | Q4FY18 | Growth % (y-o-y) | Q3 FY19 | Growth % (q-o-q) |
| Net Revenue | 360.2 | 311.1 | 15.8% | 314.0 | 14.7% |
| PBDIT | 44.4 | 38.8 | 14.3% | 41.1 | 8.2% |
| Profit before Tax | 32.2 | 25.7 | 25.5% | 28.0 | 14.9% |
| Profit after Tax | 23.8 | 17.9 | 32.9% | 19.8 | 19.8% |
| Basic EPS (₹)* | 9.84 | 7.41 | | 8.21 | |

*Not Annualised

Financial Highlights for FY19 Results– Standalone & Consolidated

| Earnings Highlights | | | | | | |
|---------------------|------------|--------|------------------|--------------|--------|------------------|
| (₹ in Crore) | Standalone | | | Consolidated | | |
| | FY19 | FY18 | Growth % (y-o-y) | FY19 | FY18 | Growth % (y-o-y) |
| Net Revenue | 1196.0 | 1060.8 | 12.7% | 1280.7 | 1144.7 | 11.9% |
| PBDIT | 138.5 | 136.6 | 1.4% | 158.5 | 148.9 | 6.5% |
| Profit before Tax | 91.1 | 89.7 | 1.6% | 106.3 | 96.5 | 10.1% |
| Profit after Tax | 65.1 | 59.2 | 9.9% | 77.1 | 64.6 | 19.3% |
| Basic EPS (₹) | 26.96 | 24.53 | | 31.95 | 26.77 | |

National, 30th May, 2019: Greenlam Industries Ltd., a leading manufacturer of surfacing products with its flagship brands Greenlam Laminates, Decowood Veneers, Mikasa Real Wood Floors & Mikasa Doors & Frames, today announced its audited financial results for the Quarter and year ended 31st March, 2019.

For the fourth quarter ended on 31st March 2019, consolidated net revenues from operations witnessed a growth of 15.8%, at Rs. 360.2 crore, as compared to Rs. 311.1 crore in the corresponding quarter of the previous financial year. Overall international revenues grew by 20.0% YoY and Operating Profit increased by 14.3% at Rs. 44.4 crore

as compared to Rs. 38.8 crore in the corresponding quarter last year. The company recorded a net profit of Rs. 23.8 crore, as compared to Rs. 17.9 crore in the corresponding quarter last year, an increase of 32.9%.

For the year ended 31st March 2019, consolidated net revenues from operations witnessed a growth of 11.9%, at Rs. 1280.7 crore, as compared to Rs. 1144.7 crore in the corresponding previous financial year. Overall international revenues grew by 19.6% YoY and Operating Profit increased by 6.5% at Rs. 158.5 crore as compared to Rs. 148.9 crore in the corresponding previous financial year.

Speaking about the results Mr. Saurabh Mittal, Managing Director and Chief Executive Officer, Greenlam Industries Ltd. said, *“This has been a reasonably good year of financial performance where our annual consolidated revenue grew by 11.9% as compared to FY18. Our laminate exports business continued its growth trajectory with 17.2% growth for the year. In March 2019, we announced laminate capacity expansion for our Nalagarh plant by 1.60 million sheets. This expansion is likely to be upstream by third quarter of the financial year. The enhanced capacity shall cater to the growing demand in International markets.*

Also, we recently completed the acquisition of Decolan SA, a European-based decorative surfaces distributor. This acquisition will amplify the company’s presence in Central Europe and will enable us to serve the European market with greater business efficiencies.

We continue to have a sharp focus on our business and deliver superior quality products to our customers”

Greenlam also introduced a first-of-its-kind experience center in Kolkata, to give consumers a glimpse of the variety of products offered by the company. The exclusive experience center exhibits specialty products for segments such as Education and Healthcare with a line-up of various products displayed in full sheets.

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, 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 Home Owners, Architects and Interior Designers when it comes to transforming living spaces. And discovering such designs to add that touch of magnificence to your home is as easy as it can be.

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 Greenguard Certified and 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>

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