

GIL/2018-19
May 29, 2018

The Manager

BSE Limited
Department of Corporate Services
Floor 25, P. J. Towers, Dalal Street
Mumbai - 400 001
Fax No. 022-2272-3121/1278/1557/3354
Scrip Code: 526797

The Manager

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (E)
Mumbai - 400 051
Fax No. 022-2659-8237/8238/8347/8348
Symbol - GREENPLY

Dear Sir/Madam,

Sub: Presentation on Audited Financial Results for the quarter and year ended 31st March, 2018

With reference to the captioned subject, please find enclosed presentation on audited financial results for the quarter and year ended 31.03.2018 in respect of Greenply Industries Limited.

Thanking you,

Yours faithfully,

For GREENPLY INDUSTRIES LIMITED

**KAUSHAL KUMAR AGARWAL
COMPANY SECRETARY &
VICE PRESIDENT-LEGAL**

Encl: As above

Greenply Industries Limited

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Registered Office : Makum Road, Tinsukia - 786125, Assam, India | Corporate Identity Number : L20211AS1990PLC003484



GREENPLY INDUSTRIES LIMITED

FINANCIAL RESULTS PRESENTATION Q4 & FY 2018

DISCLAIMER



Certain statements in this communication may be ‘forward looking statements’ within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company’s operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

Greenply Industries Limited (GIL) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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FINANCIAL HIGHLIGHTS – Q4 FY 2018

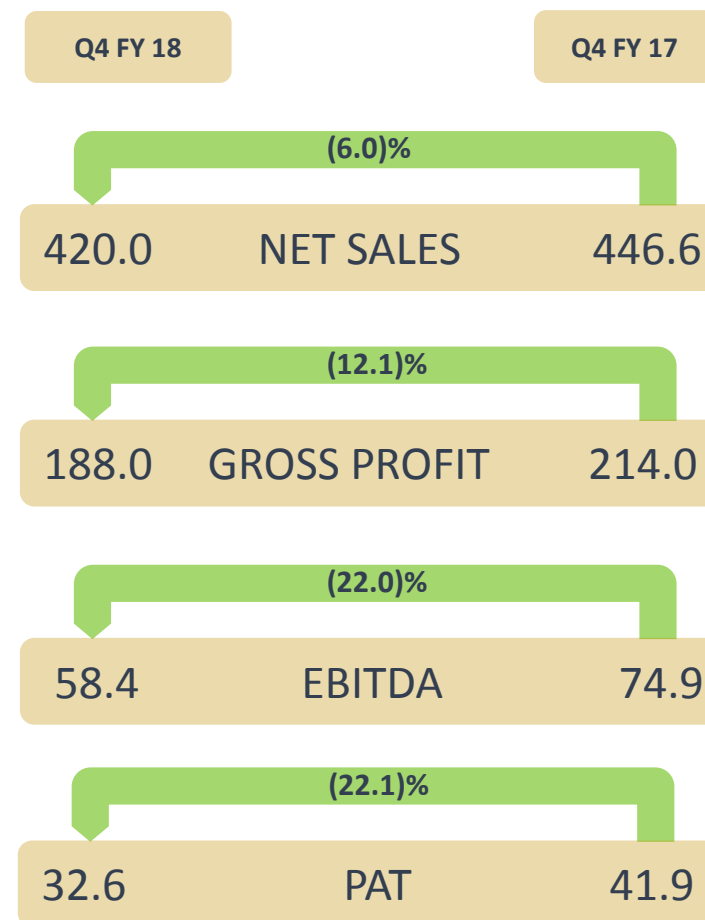


- **Net Sales down by 6% YoY to Rs. 420 crores**
 - Plywood revenues down by 0.2% YoY to Rs. 305.78 crores, contributing 72.8% of net sales
 - MDF revenues down by 23.7% YoY to Rs 105.11 crores, contributing 25% to net sales
 - Wallpaper and others sales at Rs 9.11 crores, contributing 2.2% to net sales
- **Gross margins lower by 310 bps YoY to 44.8%**
 - Due to lower realisations in Plywood and losses in Wallpaper and others category
- **EBITDA margins down by 290 bps YoY to 13.9% due to reasons mentioned for reduction in Gross Margins.**
- **PAT down by 22.1% YoY to Rs. 32.6 crores**
 - EPS of Rs. 2.66 in Q4FY18 compared to Rs. 3.41 in Q4FY17
- **Working capital cycle increased by 11 days YOY to 62 days due to increase in Inventories**
- **Net debt to equity at 0.71 (0.29 after excluding borrowings for expansion projects) as on 31st March, 2018 as compared to 0.54 as on 31st March, 2017. Debt includes Rs 384.62 crores on account of new MDF plant.**

FINANCIAL HIGHLIGHTS – Q4 FY 2018



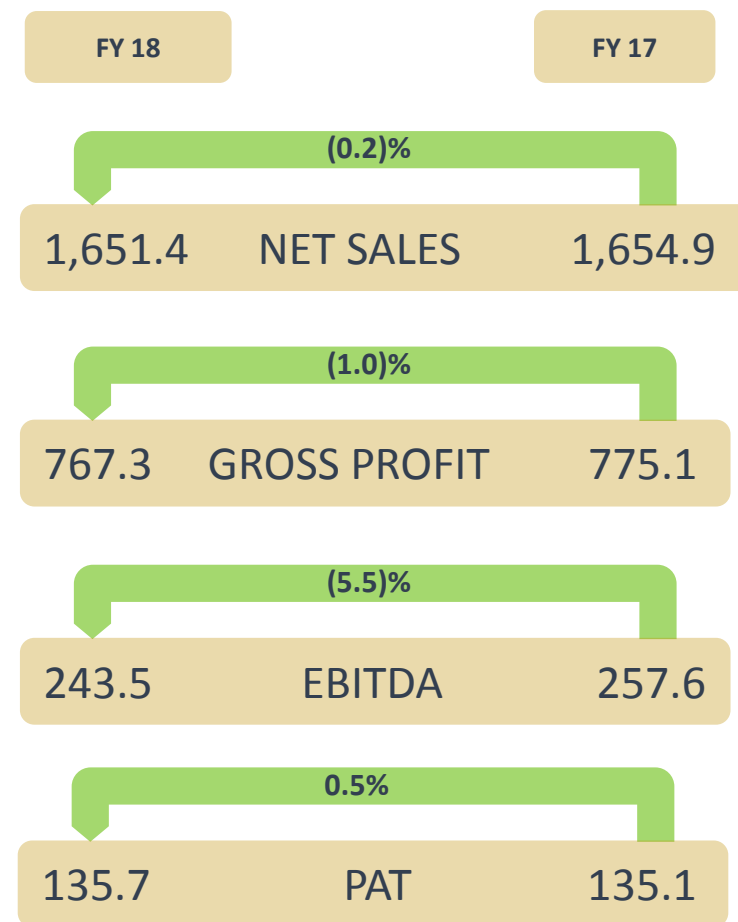
Key ratios (%)	Q4 FY18	Q4 FY17
Gross Margin	44.8%	47.9%
EBITDA Margin	13.9%	16.8%
EBIT Margin	11.2%	14.1%
Net Margin (*)	7.8%	9.4%
Ad and promotions / Net Sales	3.8%	5.1%
Staff Cost/ Net Sales	10.0%	9.5%
Logistics cost / Net Sales	5.6%	6.5%
EPS (Rs.)	2.66	3.41



FINANCIAL HIGHLIGHTS – FY 2018



Key ratios (%)	FY18	FY17
Gross Margin	46.5%	46.8%
EBITDA Margin	14.7%	15.6%
EBIT Margin	12.0%	12.6%
Net Margin	8.2%	8.2%
Ad and promotions / Net Sales	3.3%	3.8%
Staff Cost/ Net Sales	11.2%	10.3%
Logistics cost / Net Sales	5.7%	6.1%
EPS (Rs.)	11.07	11.08



FINANCIAL HIGHLIGHTS – B/S PERSPECTIVE



Balance Sheet Snapshot (Rs. crores)	Mar 31, 2018	Dec 31, 2017	Mar 31, 2017
Net worth	915.05	884.55	787.02
Total debt	652.46	608.80	426.25
▪ Long Term Debt (Including Current Maturity)	483.98	445.03	307.85
▪ Short Term Debt	168.48	163.78	118.40
Capital Employed	1,568.83	1,492.52	1,178.56
Cash and cash equivalents	29.65	23.14	71.60
Fixed Assets	1,253.38	1,103.40	717.41
Receivables	284.40	320.98	304.78
Payables	211.01	193.03	227.52
Inventories	208.25	173.19	158.26

FINANCIAL HIGHLIGHTS – RATIOS



Key Ratios	Mar 31, 2018	Dec 31, 2017	March 31, 2017
Inventory (days)	46	39	35
Debtor (days)	63	72	66
Creditor (days)	47	43	50
Working Capital Turnover (days)	62	68	51
RoE	14.8%	15.5%	17.2%
RoCE – Pre-Tax	12.7%	13.5%	17.7%
RoCE – Post-Tax	9.3%	9.9%	13.0%
RoE (Excl New Investments)	20.7%	24.6%	24.1%
RoCE – Pre-Tax (Excl New Investments)	23.9%	25.3%	27.4%
RoCE – Post-Tax (Excl New Investments)	17.5%	18.5%	20.1%
Net Debt / Equity (x)	0.71	0.69	0.54

FINANCIAL RESULTS Q4 & FY 2018

(Rs. in lacs)



Particulars	Standalone			Consolidated			
	3M 31.03.2018	3M 31.12.2017	3M 31.03.2017	12M 31.03.2018	12M 31.03.2017	12M 31.03.2018	12M 31.03.2017
Income							
Revenue from operations	43,713.34	39,929.29	47,834.64	1,70,413.55	1,77,701.56	1,73,697.56	1,78,189.32
Other income	125.02	100.56	145.82	378.20	437.43	216.17	377.59
Total Income	43,838.36	40,029.85	47,980.46	1,70,791.75	1,78,138.99	1,73,913.73	1,78,566.91
Expenses							
Cost of materials consumed	16,443.64	15,306.10	17,281.77	63,961.24	68,949.35	63,952.52	68,949.35
Purchase of stock-in-trade	7,689.89	6,737.88	6,328.70	26,253.78	22,831.81	27,469.73	23,181.60
Changes in inventories	(936.06)	(777.17)	(369.38)	(1,809.31)	(3,809.48)	(1,879.15)	(3,789.13)
Employee benefits expense	4,180.63	4,911.20	4,255.19	18,520.24	17,073.57	19,669.35	17,720.85
Finance costs	133.52	256.10	212.34	947.23	1,811.77	1,135.63	1,891.94
Depreciation and amortisation expense	1,113.75	1,043.80	1,205.74	4,481.41	4,853.09	4,981.11	5,066.28
Excise duty	-	-	2,972.36	2,376.99	11,392.52	2,376.99	11,392.52
Other expenses	10,625.23	7,486.36	10,026.69	37,140.08	35,941.50	39,033.96	36,245.40
Total Expenses	39,250.60	34,964.27	41,913.41	1,51,871.66	1,59,044.13	1,56,740.14	1,60,658.81
Profit before tax	4,587.76	5,065.58	6,067.05	18,920.09	19,094.86	17,173.59	17,908.10
Tax expense	1,324.91	1,459.95	1,880.17	5,350.63	5,587.65	5,350.63	5,587.65
Net Profit after tax	3,262.85	3,605.63	4,186.88	13,569.46	13,507.21	11,822.96	12,320.45
Share of profit/(loss) of joint venture						(760.25)	223.92
Net Profit after tax and share of profit/(loss) of joint venture	3,262.85	3,605.63	4,186.88	13,569.46	13,507.21	11,062.71	12,544.37
Other Comprehensive Income (net of tax)	(212.25)	61.66	(62.74)	119.41	(154.88)	307.22	(708.57)
Total Comprehensive Income for the period	3,050.60	3,667.29	4,124.14	13,688.87	13,352.33	11,369.93	11,835.80
Paid-up equity share capital (Face value ₹ 1/- each)	1,226.27	1,226.27	1,226.27	1,226.27	1,226.27	1,226.27	1,226.27
Other equity				90,279.11	77,475.78	86,524.27	76,039.88
Earnings per equity share (of ₹ 1/- each) (*Not annualised)							
Basic and Diluted (₹)	2.66*	2.94*	3.41*	11.07	11.08	9.02	10.29

SEGMENTAL PERFORMANCE – Q4 & FY 2018

(Rs. in lacs)



Particulars	Standalone				Consolidated		
	3M 31.03.2018	3M 31.12.2017	3M 31.03.2017	12M 31.03.2018	12M 31.03.2017	12M 31.03.2018	12M 31.03.2017
Segment Revenue							
Plywood and allied products	30,723.26	27,753.08	33,797.71	1,18,453.53	1,28,941.99	1,20,561.33	1,28,941.99
Medium density fibreboards and allied products	12,079.37	11,477.64	13,788.10	48,788.38	47,742.39	49,964.59	48,230.15
Others	910.71	698.57	248.83	3,171.64	1,017.18	3,171.64	1,017.18
Total Revenue from Operations	43,713.34	39,929.29	47,834.64	1,70,413.55	1,77,701.56	1,73,697.56	1,78,189.32
Segment Result							
Plywood and allied products	2,645.95	2,826.31	3,683.11	11,733.37	12,925.84	11,291.36	12,762.80
Medium density fibreboards and allied products	2,911.40	3,731.49	3,547.64	12,558.65	11,727.76	11,536.31	10,841.70
Others	(307.26)	(178.93)	(62.81)	(674.57)	(259.99)	(674.57)	(259.99)
Total	5,250.09	6,378.87	7,167.94	23,617.45	24,393.61	22,153.10	23,344.51
Less: Finance costs	133.52	256.10	212.34	947.23	1,811.77	1,135.63	1,891.94
Other unallocable expenditure net of unallocable income	528.81	1,057.19	888.55	3,750.13	3,486.98	3,843.88	3,544.47
Total Profit before Tax	4,587.76	5,065.58	6,067.05	18,920.09	19,094.86	17,173.59	17,908.10
Segment Assets							
Plywood and allied products	76,997.61	75,489.55	70,792.37	76,997.61	70,792.37	86,380.16	74,600.47
Medium density fibreboards and allied products	1,19,543.69	1,03,577.55	74,925.42	1,19,543.69	74,925.42	1,15,628.19	75,282.67
Others	2,706.48	2,515.28	1,315.29	2,706.48	1,315.29	2,706.48	1,315.29
Unallocated	6,399.01	6,455.33	6,255.24	6,399.01	6,255.24	6,399.01	6,255.24
Total Segment Assets	2,05,646.79	1,88,037.71	1,53,288.32	2,05,646.79	1,53,288.32	2,11,113.84	1,57,453.67
Segment Liabilities							
Plywood and allied products	45,230.37	39,888.64	36,710.35	45,230.37	36,710.35	53,423.89	40,733.89
Medium density fibreboards and allied products	61,543.73	50,322.24	31,871.15	61,543.73	31,871.15	62,572.10	33,448.86
Others	846.09	2,479.68	517.08	846.09	517.08	846.09	517.08
Unallocated	6,521.22	6,892.37	5,487.69	6,521.22	5,487.69	6,521.22	5,487.69
Total Segment Liabilities	1,14,141.41	99,582.93	74,586.27	1,14,141.41	74,586.27	1,23,363.30	80,187.52

SEGMENT WISE PERFORMANCE



Plywood	Particulars	Q4FY18	Q4FY17	Var (%)	FY18	FY17	Var (%)
	Net sales (Rs. crore)	305.78	306.40	(0.2)%	1147.94	1167.99	(1.7)%
	EBITDA margin (%)	9.1%	12.1%		10.0%	11.2%	
	EBIT margin (%)	7.2%	9.9%		7.9%	8.9%	
	Annual capacity (million sqm.)	32.4	32.4		32.4	32.4	
	Production (million sqm.)	8.99	8.93	0.7%	34.39	34.93	-1.5%
	Sales volume (million sqm.)	13.85	13.15	5.3%	51.08	50.30	1.6%
	Utilisation (%)	111%	110%		106%	108%	
Average realisation (Rs./sqm.)	217	231	(6.1)%	222	229	(3.1)%	

MDF	Particulars	Q4FY18	Q4FY17	Var (%)	FY18	FY17	Var (%)
	Net sales (Rs. crore)	105.11	137.69	(23.7)%	471.70	476.74	(1.1)%
	EBITDA margin (%)	31.8%	27.9%		28.8%	27.1%	
	EBIT margin (%)	26.8%	24.0%		24.4%	22.7%	
	Annual capacity (cubic metre)	180,000	180,000		180,000	180,000	
	Production (cubic metre)	42,119	50,954	(17.3)%	180,736	189,171	(4.5)%
	Sales volume (cubic metre)	40,468	53,479	(24.3)%	179,908	184,905	(2.7)%
	Utilisation (%)	94%	113%		100%	105%	
Average realisation (Rs./cum.)	25,954	25,737	0.8%	26,202	25,764	1.7%	

Joint Managing Director's Message



Commenting on the performance for Q4 & FY2018, Mr. Shobhan Mittal, Joint Managing Director and CEO, Greenply Industries Ltd. said,

“The industry has not yet recovered from Demonetisation and GST. Demand is still at a premium and we are hoping that implementation of the E-way bill system will lead to a significant shift from unorganised to branding. Commercial Production in Andhra MDF plant is expected to commence in June 2018 and that should lead to a strong topline growth in MDF between FY 2019 to FY 2021. Reduction of prices by competition had a significant impact on MDF volumes during Q4 FY 2018.

We have entered the lower segment of Plywood through the outsourcing route with introduction of two new brands “Bharosa and Jansathi” and this should provide us a new category for growth in the Plywood category. Margins are expected to be lower than the premium segment but this should lead to a significant improvement in Plywood ROCE.



COMPANY OVERVIEW

CAPACITY UTILIZATION

- Plywood 106% utilization; further demand to be catered through outsourcing
- MDF 100% utilization; greenfield expansion in Andhra Pradesh of 360000 CBM to cater to future demand

PRODUCTION MODEL

- Plywood – Moving towards an asset light set-up by increasing outsourcing in mid-segment
- MDF – 100% in-house

RAW MATERIAL SUSTAINABILITY

- Plantation of fast growing and improved species of clonal plantations to improve quality of wood availability and plywood manufactured
- Significant expansion in face veneers at Gabon plant with expansion in peeling capacity from 35000 CBM to 96000 CBM.

FINANCIAL PERFORMANCE

- Net Sales, EBIDTA and PAT CAGR of 4.4%, 7.4% and 15.1% respectively over FY14-18

STRONG RETURN RATIOS

- Pre-tax ROCE of 23.9% and Post-tax ROCE and ROE of 17.5% and 20.7% in FY18 (excluding investments for new projects).

COMPANY OVERVIEW



BUSINESS SEGMENTS

- Wood based products - Plywood and allied products, Medium Density Fibreboards (MDF)

STRONG INDUSTRY POTENTIAL

- Plywood industry size – Rs. 180 billion
MDF industry size – Rs. 17 billion
- Strong demand drivers – rising residential/commercial construction, increasing urbanization, high disposable incomes, GST Implementation and Government Announcement regarding construction of 100 smart cities

STRONG BRAND PRESENCE BUILT OVER 30 YEARS

- Largest pan-India player with 26% share of organized plywood market; 30% share of domestic MDF market
- Large investments in advertisements and promotional activities over the years

WELL ENTRANCHED DISTRIBUTION NETWORK

- Distributors/stockists

	Plywood 1,656
	MDF 841
- and retailers

	Plywood 6,000
	MDF 4,000
- Serviced by 24 branches for ply and 15 branches for MDF pan-India

MANUFACTURING FACILITIES

- 4 state-of-the-art manufacturing facilities for Plywood
- 1 facility for MDF – largest in the country

GROWTH OUTLOOK



INDUSTRY DRIVERS

- Rising demand from the real estate sector
- Increasing urbanisation, higher disposable incomes and a growing middle class
- Rollout of GST to facilitate faster shift from unorganised to branded products in the plywood space

PRODUCT PROFILE

- To improve mix of plywood through increase in mix of value-added products like Green Defender, Green Gold Prima and Natural Veneers
- To increase ratio of value-added products in MDF like Exterior grade MDF, Pre-Laminated MDF and Laminated Flooring / Veneer flooring

ADVERTISING & PROMOTIONAL SPENDS

- Continued investments in increasing brand visibility pan-India
- Maintain Ad spends at around 3-3.5% of Net Sales

FINANCIAL PERFORMANCE

- 12-15% growth in Plywood in FY 2019
- 40% growth in MDF in FY 2019
- Plywood Margin expected to improve by 100 basis points with increased usage of Gabon Face Veneers

DISTRIBUTION NETWORK

- To increase the number of distributors and retailers going forward

IT INITIATIVES

- Upgrading IT infrastructure – implemented SAP Hana to strengthen overall supply chain
- Implemented Microsoft CRM Module

EXPANSION PLANS

- Plywood Increase outsourcing proportion to 30% from 22% presently over the next 3 years
 - Expansion in face veneers operations in Gabon
 - Setting up of Deco Veneer plant near Rajkot, Gujarat operational by Q2 FY 2019
- MDF - New plant in Andhra Pradesh with capacity of 360000 CBM to commence commercial production in June 2018



ANNEXURE

MANUFACTURING FACILITIES / PRODUCTION MODEL

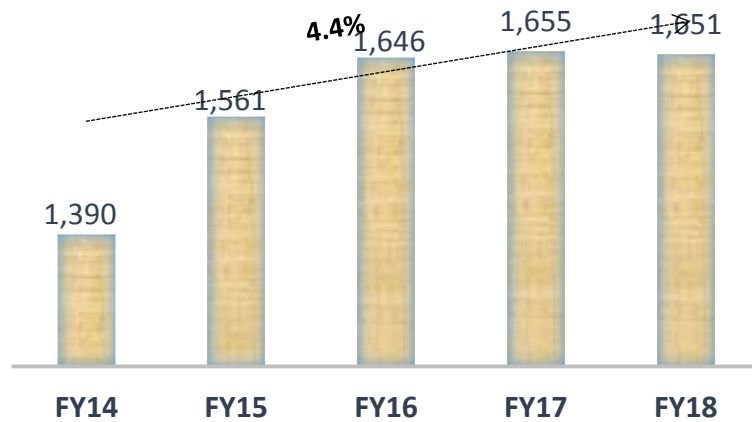


	Facilities	Production Model												
PLYWOOD	<table border="1"> <thead> <tr> <th>Location</th> <th>Capacity (mn sqm.)</th> </tr> </thead> <tbody> <tr> <td>Tizit, Nagaland</td> <td>4.50</td> </tr> <tr> <td>Kriparampur, West Bengal</td> <td>6.00</td> </tr> <tr> <td>Pantnagar, Uttarakhand</td> <td>10.50</td> </tr> <tr> <td>Bamanbore, Gujarat</td> <td>11.40</td> </tr> <tr> <td>Total Capacity</td> <td>32.40</td> </tr> </tbody> </table>	Location	Capacity (mn sqm.)	Tizit, Nagaland	4.50	Kriparampur, West Bengal	6.00	Pantnagar, Uttarakhand	10.50	Bamanbore, Gujarat	11.40	Total Capacity	32.40	<p>70% in-house, 30% outsourced in volume terms</p> <p>To increase proportion of outsourcing to 30% (in value terms) from 22% currently over next 3 years</p> <ul style="list-style-type: none"> • Asset light model generating higher ROCE's • Mid-segment variants to be outsourced freeing existing capacities for premium variants • Quality Team on vendor's site to monitor quality of inputs and ensure consistent quality of finished product
Location	Capacity (mn sqm.)													
Tizit, Nagaland	4.50													
Kriparampur, West Bengal	6.00													
Pantnagar, Uttarakhand	10.50													
Bamanbore, Gujarat	11.40													
Total Capacity	32.40													
MDF	<table border="1"> <thead> <tr> <th>Location</th> <th>Capacity (cum)</th> </tr> </thead> <tbody> <tr> <td>Pantnagar, Uttarakhand</td> <td>1,80,000</td> </tr> </tbody> </table>	Location	Capacity (cum)	Pantnagar, Uttarakhand	1,80,000	<p>100% in-house</p> <p>Andhra Pradesh plant with capacity of 360000 CBM to commence commercial production in June 2018</p>								
Location	Capacity (cum)													
Pantnagar, Uttarakhand	1,80,000													

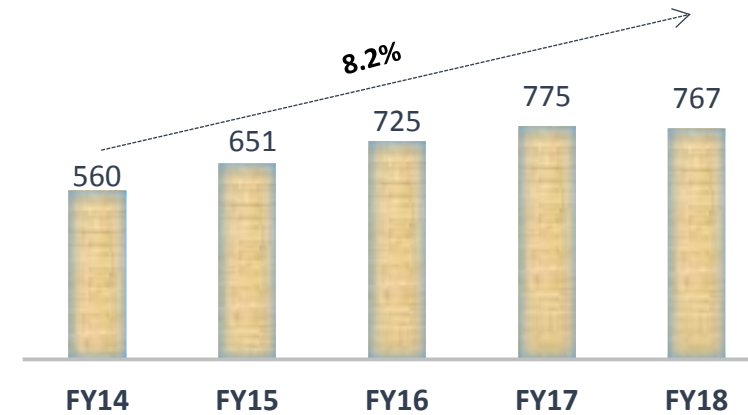
STRONG PERFORMANCE TRACK RECORD



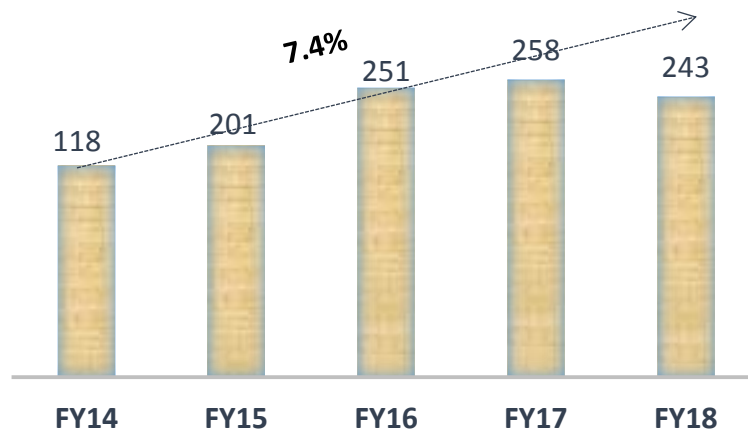
NET SALES



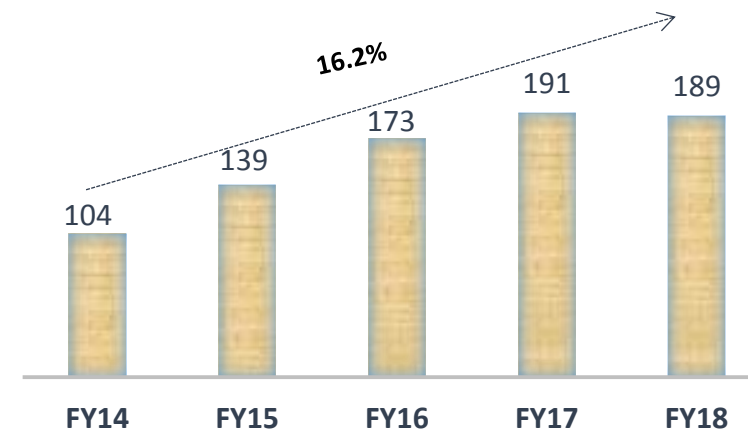
GROSS PROFIT



EBITDA



PBT



SEGMENT-WISE PERFORMANCE



Plywood	Particulars	FY14	FY15	FY16	FY17	FY18	CAGR
	Net sales (Rs. crore)	1,037.30	1,152.07	1,165.36	1,167.99	1,147.94	2.6%
	EBITDA margin (%)	10.3%	9.1%	9.4%	11.2%	10.0%	-
	EBIT margin (%)	7.9%	6.8%	7.3%	8.9%	7.9%	-
	Annual capacity (million sqm.)	32.4	32.4	32.4	32.4	32.4	-
	Production (million sqm.)	34.68	33.08	32.60	34.93	34.39	-
	Sales volume (million sqm.)	44.51	46.11	48.25	50.30	51.08	3.5%
	Utilisation (%)	107%	102%	101%	108%	106%	-
Average realisation (Rs./sqm.)	222	241	239	229	222	-	

MDF	Particulars	FY14	FY15	FY16	FY17	FY18	CAGR
	Net sales (Rs. crore)	352.72	408.51	476.08	476.74	471.70	7.5%
	EBITDA margin (%)	21.6%	23.3%	28.5%	27.1%	28.8%	-
	EBIT margin (%)	17.0%	18.5%	24.6%	22.7%	24.4%	-
	Annual capacity (cubic metre)	180,000	180,000	180,000	180,000	180,000	-
	Production (cubic metre)	136,723	161,229	177,382	189,171	180,736	7.2%
	Sales volume (cubic metre)	137,932	161,424	177,953	184,905	179,908	6.9%
	Utilisation (%)	76%	90%	99%	105%	100%	-
Average realisation (Rs./cum.)	25,552	25,238	26,723	25,764	26,202	0.6%	

OUR BRANDS



ABOUT GREENPLY INDUSTRIES LIMITED



Greenply Industries Limited (GIL) enjoys leadership position in plywood and medium density fibreboards (MDF) accounting for almost 26 percent of the organized plywood and 30 percent of the MDF market in India.

GIL has four state-of-the-art manufacturing facilities for Plywood and one facility for MDF spread across the country producing world class interior products for the domestic and global markets. The company has a presence in over 300 cities across 21 states serviced through a well-entrenched distribution network of 2,500 dealers and authorised stockists, a retail network exceeding 10,000 and about 40 branches pan-India.

GIL is the preferred partner of choice for a large number of office and home builders having a comprehensive product portfolio servicing clients at every point of the price spectrum under brand names of Greenply Plywood, Green Club and Club Plus Premium Ply, Optima G, Ecotec, Green Panelmax and Green Floormax, to name a few.

For further information, please contact:

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