

Greenlam/2018-19
February 13, 2019



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BSE Limited
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The Manager,
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BSE Scrip Code: **538979**

NSE Symbol: **GREENLAM**

SUB: Press Release for Q3 Results

Dear Sir/ Madam,

Please find enclosed the Press Release on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2018.

The above is for your reference and record.

Thanking You,
Yours faithfully,

For **GREENLAM INDUSTRIES LIMITED**

A handwritten signature in blue ink, appearing to read 'Prakash', is written over a light blue circular stamp.



PRAKASH KUMAR BISWAL
COMPANY SECRETARY &
VICE PRESIDENT - LEGAL

Encl: As Above



**Greenlam Industries Ltd. announces
Unaudited Consolidated Financial Results for Q3 & 9MFY19**

Highlights for Quarter ended 31st December 2018

- Net Sales reported at ₹314.0 crore, growth of 12.0% on YoY basis
- Laminate exports grew by 15.2% on YoY basis
- EBDITA reported at ₹41.1 crore, growth of 5.1% on YoY basis
- Net Profit reported at ₹19.8 crore, growth of 14.2% on YoY basis

Highlights for Nine Months ended 31st December 2018

- Net Sales reported at ₹920.5 crore, growth of 10.4% on YoY basis
- Laminate exports grew by 17.6% on YoY basis
- EBDITA reported at ₹114.1 crore, growth of 3.7% on YoY basis
- Net Profit reported at ₹53.4 crore, growth of 14.1% on YoY basis

Financial Highlights for Q3 FY19 Results - Consolidated

Earnings Highlights					
(₹ in Crore)	Q3FY19	Q3FY18	Growth % (y-o-y)	Q2FY19	Growth % (q-o-q)
Net Sales	314.0	280.3	12.0%	318.4	-1.4%
EBDITA	41.1	39.1	5.1%	39.3	4.4%
Profit before Tax	28.0	26.1	7.5%	25.1	11.9%
Profit after Tax	19.8	17.4	14.2%	18.2	8.8%
Basic EPS (₹)*	8.21	7.19		7.54	

**Not annualized*

Financial Highlights for 9M FY19 Results - Consolidated

Earnings Highlights			
(₹ in Crore)	9M FY19	9M FY18	Growth % (y-o-y)
Net Sales	920.5	833.6	10.4%
EBDITA	114.1	110.0	3.7%
Profit before Tax	74.0	70.9	4.5%
Profit after Tax	53.4	46.7	14.1%
Basic EPS (₹)*	22.11	19.37	

**Not annualized*

National, 13th February 2018: Greenlam Industries Ltd., leading manufacturers of surfacing products with its flagship brand Greenlam Laminates, Decowood Premium Veneers, Mikasa Real Wood Floors & Mikasa Doors & Frames, today announced its unaudited consolidated financial results for the third Quarter and Nine Months ended 31st December 2018.

For the third quarter ended on 31st December 2018, consolidated net revenues from operations witnessed a growth of 12.0%, at Rs. 314.0 crore, as compared to Rs. 280.3 crore in the corresponding quarter of the previous financial year. Overall international revenues grew by 18.2% YoY and Operating Profit increased by 5.1% at Rs. 41.1 crore as compared to Rs. 39.1 crore in the corresponding quarter last year. The company recorded a net profit of Rs. 19.8 crore, as compared to Rs. 17.4 crore in the corresponding quarter last year, an increase of 14.2%.

For the nine months ending 31st December 2018, consolidated net revenues from operations witnessed a growth of 10.4%, at Rs. 920.5 crore, as compared to Rs. 833.6 crore in corresponding period of the previous financial year. Overall international revenues grew by 19.3% YoY and Operating Profit increased by 3.7% at Rs. 114.1 crore as compared to Rs. 110.0 crore in the corresponding period of the previous financial year.

Speaking on the financial results Mr. Saurabh Mittal, Managing Director and CEO, Greenlam Industries Ltd. said, *“This quarter has ended with topline growth of 12.0% and PAT growth of 14.2% as compared to corresponding quarter last year. Our growth in the domestic business has been reasonably well despite the difficult market environment where we had challenges in demand and raw material costs. While our business has had a profitable quarter, our doors business reached EBDITA break even in this quarter. Also, our growth in the international markets continues to be robust over the last few quarters. We continue our commitment to improve business with focus on technology and superior quality products and look forward to riding this wave of progression and facilitating a fruitful year ahead.”*

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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