



Ref. No.: SIL/CHD/2024-25/17102024

Dated: 17.10.2024

The Manager
Listing Department
BSE Limited (BSE)
Corporate Relation Department,
Phiroze Jeejeebhoy Towers, 25TH Floor
Dalal Street, Mumbai-400001

The Manager,
Listing Department,
National Stock Exchange of India Ltd (NSE)
Exchange Plaza, C-1 Block G, Bandra Kurla
Complex, Bandra, Mumbai -400051

BSE Scrip Code: 526951

Trading Symbol: STYLAMIND

Sub: : Investor Presentation for the Un- Audited Financial Results for the quarter ended September 30 ,2024

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find enclosed the Presentation for the quarter ended September 30, 2024.

You are requested to take above information on your record

Thanking you,

For Stylam Industries Limited

Sanjeev Kumar Sehgal

Company Secretary & Compliance officer

Stylam Industries Limited

Regd. Office: SCO 14, Sector 7C, Madhya Marg, Chandigarh (INDIA)-160019, **T:** +91-172-5021555/5021666, **F:** +91-172-5021495

Works I: Plot No. 192-193, Industrial Area Phase-1, Panchkula (Haryana) INDIA - 134109, **T:** +91-172-2563907/2565387

Works II: Village Manak Tabra towards Raipur Rani, Mattewala Chowk, Distt. Panchkula (Haryana)

W: www.stylam.com, **CIN:** L20211CH1991PLC011732 (Govt. of India recognised Star Export House)



Unfolding New Opportunities

Investor Presentation

SEPT 2024

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Corporate Overview

Stylam Industries is the **one of the fastest growing** companies in the high-quality decorative laminates and allied products industry.



We operate Asia's largest single-location laminate manufacturing facility, offering a diverse product portfolio backed by over 33 years of industry experience.

We are a pioneer in India for the PU+ Lacquer Coating process, producing high-quality laminate finishes. We also offer advanced technologies for Solid Acrylic Surfaces and Panels.

We have also expanded into a new market segment by incorporating a short-cycle press capacity for the lamination of impregnated paper onto Medium Density Fiber (MDF) panels.

About two-third of our revenues are derived from exports to over 80 countries; the balance being derived from our presence across the Indian subcontinent.



Stylam: An Industry Pioneer.

Stylam is a leader in the laminate sector, distinguished by its innovative designs and cutting-edge technology. Committed to quality and sustainability, we establish new benchmarks in durability and performance, positioning ourselves as a trusted choice for customers worldwide.

One of the top three laminate brands in India.

India's largest manufacturer of laminates for five consecutive years.

India's inaugural manufacturer of Acrylic Solid Surfaces.

Introduced the world's first hot coating press machine.

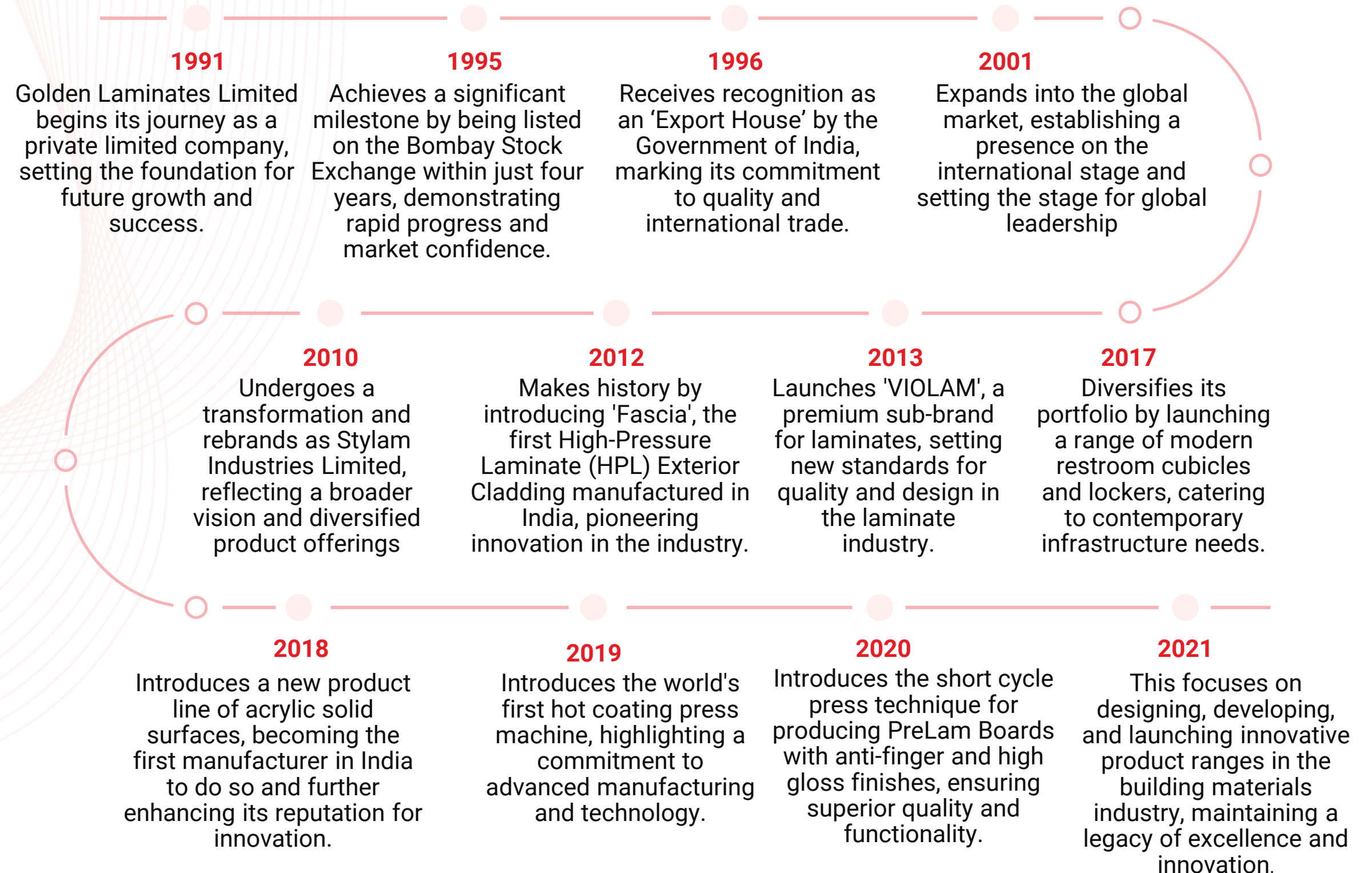
We use a unique press with a capacity of 28 daylight, measuring 1860x4320 mm.



Through the years.



Stylam Journey



Small Step, for all things big.



Core Vision

To be a Global Leader in every area of our work by delivering aesthetically pleasing and durable solutions that provide long-lasting value.



Core Mission

We are a global family with a proud Indian heritage, dedicated to providing innovative and aesthetically-driven building material solutions that emphasize durability and excellence worldwide.

Stylam Footprints in Global Market



8 Union Territories

80+ Countries

Available **28 States**

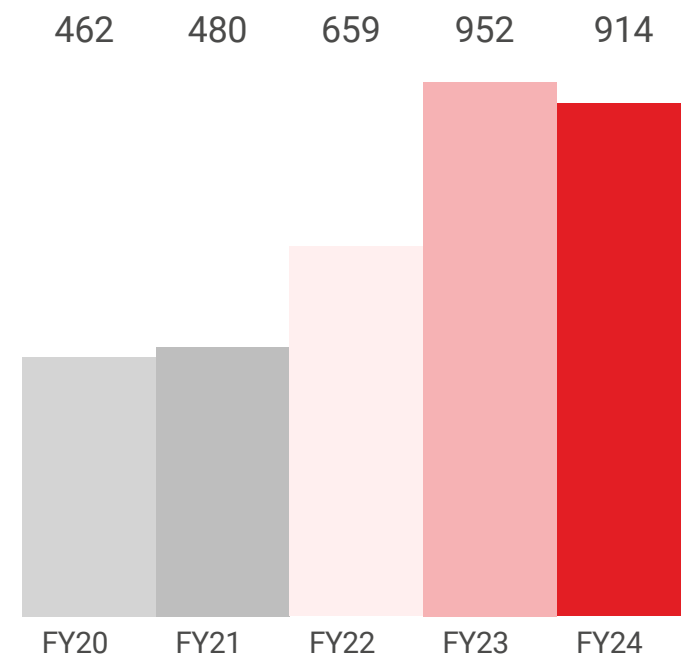
2000+ Cities

Financial Performance

Consolidated Data from the Past Five Years

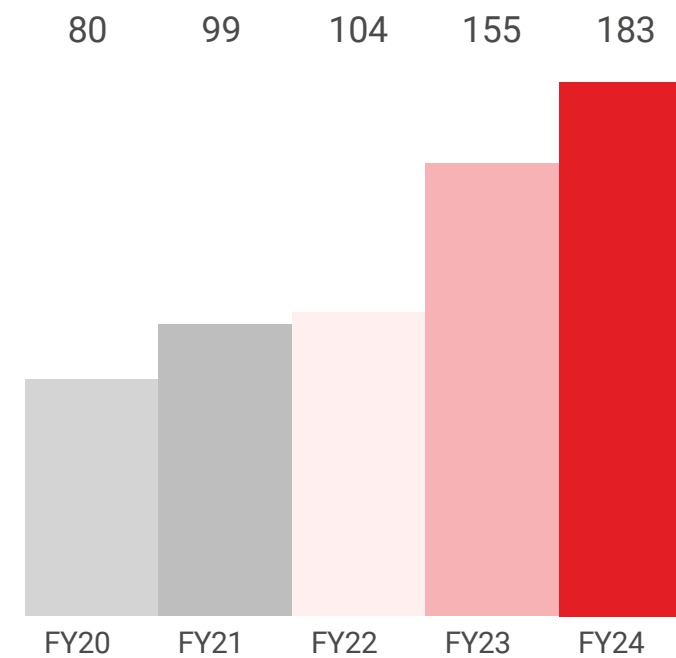
Net Revenue

(Figures in ₹ Crore)



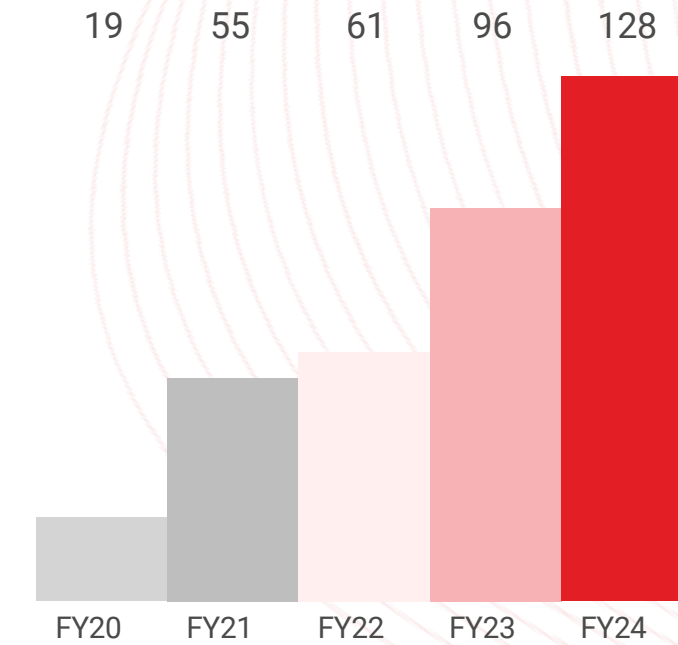
EBITDA

(Figures in ₹ Crore)



PAT

(Figures in ₹ Crore)





Diversified Product Portfolio



Stylam laminates have set benchmarks in the past because of the unique design range and consistently high quality.



FASCIA brings a unique façade system, manufactured using special quality resins, thereby providing effective weather protection.



CUBOID - modular restroom and locker cubicle systems. The range has been crafted with the finest materials and highest quality of fixtures and fittings.



Granex Solid Surfaces is an extremely versatile product - tough, durable, non-porous and repairable, that can be customized to integrate seamlessly.



Tablex combines royalty and modernity with innovation in interior and exterior designs, offering products known for quality, durability, and artistry through advanced manufacturing techniques.



Anti-Fingerprint Laminates are designed for demanding interior applications, utilizing unique manufacturing technology to make finger marks nearly invisible.



GLOSSPRO+ Laminates are made using advanced German technology, ensuring long-lasting brilliance without wear over the years.



Stylam presents STELLA TILES, a lightweight and durable architectural material that offers beauty, versatility, and resistance, enhancing projects with decorative and sophisticated designs.



Diversified Product Portfolio

UNICORE LAMINATES

What distinguishes UNICORE is the uniformity of color between its decorative surface and the core layers.

DiGi *delight* DIGITAL LAMINATES

Digital laminates provide high-quality options with customizable designs, catering to diverse consumer needs and enhancing creative possibilities.

SYNCHRO LAMINATES

Stylam Synchro Laminates authentically replicate the texture of wood and offer an elegant, natural appearance, all while encompassing the benefits inherent to laminate materials.

PLUSGUARD LabMATE CHEMICAL RESISTANT LAMINATES

Plus Guard Stylam Laminate offers an exceptionally durable surface suitable for laboratory conditions, featuring superior abrasion and scratch resistance.

POST FORMING LAMINATES

Post Forming Laminates enhance the decorative property of the edges of any regular laminate by ensuring no seams around the corners and a smooth, evenly laminated surface.

MAGNETIC LAMINATES

Magnetic Laminates have a strong magnetic effect and can be written on with chalks or special board markers. They are ideal for a wide variety of applications.

MIRROR SHIELD LAMINATES

Mirror laminates are considered ideal for adding flair to light duty, horizontal or vertical applications. They can be used on walls, furniture, retail fixtures, signages, exhibits and display areas.

SMART BOARD WHITE CHALK BOARD

Chalkboard laminate serves as an ideal solution for any environment or application requiring a durable and cost-effective writing surface.

Stylam Supremacy



Design and Innovation

Leading in design trends and technological advancements.



Proudly Made in India

Supporting local industry with high-quality Indian manufacturing.



Robust Post-Sales Service

Dedicated professional team ensuring efficient support.



Robust Supply Chain

Our supply chain has 7 RDCs in India, boosting supply capabilities and customer service.



Strong Partner Network

Extensive reach through channel partners and industry influencers.

World Class Manufacturing Infrastructure



Asia's Largest Laminate Plant





- Stylam operates one of the largest single location laminate manufacturing plants in Asia, spread across 80 acres having an annual capacity of **16 million sheets**.
- We are a Global Pioneer for the '**Hot Coating Process**' of PU+ Lacquer coating on thin laminates. This one-of-a-kind Hot Coating Process machine is made with a patented technology by **KLEIBERIT** and **BARBERAN**.
- We are also a Pioneer in India for **Solid Acrylic Surfaces**, setting up the first production line to manufacture these products in India.
- We had received a **Certification from NSF International, USA** for our Solid Acrylic Surface products.
- Over **1800 Team mates** devote themselves to Stylam and its vision with a smile daily.
- Stylam is setting up a **new plant** for the manufacturing of laminate sheet adjoining to its existing plant in **Manak Tabra , Panchkula Haryana**.

Capacity Utilization & Expansion

- Production capacity of Approx. 16 million sheets of laminates annually.
- We have the single press with highest capacity of 28 daylights and press with the largest size of 1860×4320mm.
- Production capacity of Hot Coating Press is 1 million sheets per year.
- Production capacity Acrylic Solid Surface is 300,000 panels per year.

Expansion

Stylam Industries is expanding its manufacturing capacity with a new plant in the Panchkula district, Haryana. This will be the company's third laminates plant. Groundwork for the new plant has begun adjacent to its existing facility in Manak Tabra.

NEW SIZES

2440x1220mm, 2465x1245mm, 2800x1300mm,
3050x1300mm, 3100x1325mm

3660x1400mm, 3660x1600mm, 3660x1900mm, 4320x1400mm,
4320x1600mm, 4320x1900mm

2800x1860mm, 2800x2260mm, 3050x1550mm, 3050x1570mm,
3050x1860mm, 3100x1550mm, 3100x1570mm, 3100x2200mm

Certifications & Accreditation



At Stylam Industries Limited, we uphold the highest standards of quality and innovation. Our products are certified by leading industry bodies, ensuring compliance with international benchmarks for safety, sustainability, and performance.



Awards & Recognitions



Over the last three decades we have strived to achieve our dream which has been a constant endeavor. We aim to improve each day and these recognitions motivate us to aim higher and perform better.



Honored with the Pioneer in the Wood Panel Industry by **ET Inspiring Leaders, Best of North- 2023.**



Honored by the Renewable Energy Department for commendable work in adopting energy conservation measures under the L.T. Industry Category.



Recognized by **Financial Times and Statista** as one of the FT 1,000 High- Growth Companies Asia-Pacific 2018.



The ISO 9001:2015 certification signifies integrity, quality, and reliability, while our laminates' design and efficiency have also earned the **CE Marking Award.**



Export House by the Government of India, meeting all the quality, safety and green standard requirements while operating as a responsible corporate citizen.



Honored with the **Value Creator in Wood & Wood Products** by Dun & Bradstreet's India's Top 500 Value Creators 2023.

Quality Control and Process Excellence.



We have been known to manufacture **zero defects products** and ensure that it has successfully accredited various international quality certifications like CE, ISO 9001, ISI and environment & health related certifications like FSC, NSF, Greenguard, Singapore Green Label, M1, ISO 14001 and ISO 45001 to name a few.



Social Compliance



Social Responsibility

- We foster a positive impact on stakeholders, including customers, employees, and communities.
- Our Material ESG Themes include:
 - Community (CSR)
 - Human Rights
 - Employee Safety

Governance Excellence

Maintaining high standards of governance is fundamental to our corporate culture and long-term success.

Our Material ESG Themes include:

- Product Quality & Brand
- Supply Chain

Empowering Communities, Enhancing Lives



Creating a lasting impact on the society

₹181 Lakh

Contribution towards various
CSR activities

While financial success remains a crucial indicator of our achievements, we equally prioritize the development and empowerment of the communities in which we operate.

Our commitment to Corporate Social Responsibility (CSR) transcends mere compliance; it is intrinsic to our corporate philosophy. We are dedicated to fostering inclusive growth and contributing to the comprehensive development of our surrounding communities. Our CSR initiatives aim to create a positive impact on both society and the environment, underscoring our dedication to sustainable development.

Corporate Social Responsibility



Education

We collaborate with local schools to improve learning environments by supplying essential resources like furniture, paint, cooling fans, playground swings, and stationery.



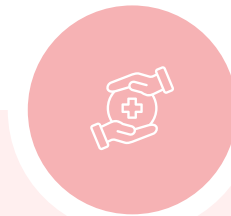
Care for Senior Citizens

To support the growing elderly population, we have initiated programs aimed at enhancing the well-being of senior citizens. Our efforts in assisted living facilities focus on providing comprehensive care that addresses their physical, mental, social, and psychological needs.



Hunger & Malnutrition

We promote nutrition to create inclusive opportunities and enhance well-being by financially supporting charitable trusts to eliminate hunger and malnutrition, improving health and quality of life for those in need.



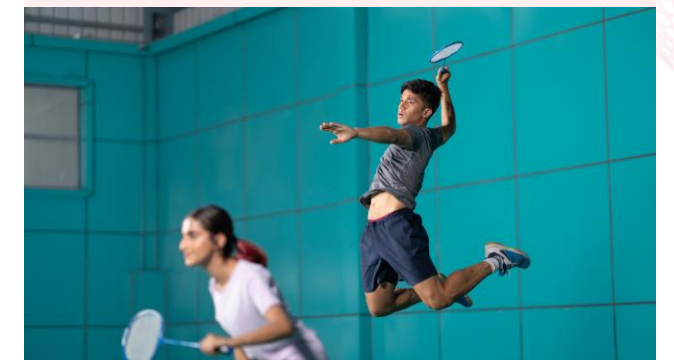
Healthcare

Our health initiatives aim to provide basic access to primary healthcare in the local community. By offering financial support to essential healthcare institutions, we have improved accessibility and contributed to the community's overall well-being.



Promoting Sports

Sports promote health, discipline, and empowerment. Our financial support for sports associations is vital for nation-building and community development. Through CSR initiatives, we aim to enhance the sports ecosystem, fostering a healthier and more skilled society.





Leading Laminate Company in India



33+ Years

Rich Legacy

1,800+ Employees

Strong Workforce
Driving Success

33.33 %

PAT Growth
(FY24 vs. FY23)

Largest

Laminate facility in
India

Capacity Expansion

Achieved 74% utilization
in the laminates division.

Zero

Net Debt Company

**A Stable (Single A; Outlook
Stable) A2+ (A Two Plus)**

Care



Stylam Footprints in Domestic Market



Stylam has established a significant presence in the Indian market, offering a wide range of premium building materials that combine innovation, aesthetics, and durability. With a focus on quality and customer satisfaction, Stylam has become a trusted name in the industry, shaping spaces across India through its advanced surfacing solutions.

6000+

Distributors, Dealers
and Retailers

1000+ Cities

Reach extends to over
2000 cities across India

28 States

Extensive network spreads
across all 28 states in India

7

Regional Distribution
Centers

Strong Global & Domestic Presence



Europe

- Netherlands
- Italy
- Germany
- Belgium
- France
- Denmark
- Turkey
- Finland
- Estonia
- Switzerland
- Cyprus
- Poland
- Bulgaria
- Czech Republic
- Spain

The Far East

- Indonesia
- Malaysia
- Singapore
- Thailand
- Cambodia
- Philippines
- Taiwan
- Vietnam
- South Korea

The Middle East

- Saudi Arabia
- Kuwait
- Yemen
- Qatar
- Jordan
- Lebanon
- Bahrain
- Iraq
- UAE-Dubai

North America

- USA
- Canada
- Dominican Republic
- Mexico
- Puerto Rico
- Nicaragua

South America

- Colombia
- Venezuela

Global presence in over 80+ countries across Europe, Middle & Far East, the Americas (North and South), Asia, Africa and other geographies.

Increasing domestic presence across the country.



Stylam assured to address the Domestic and International laminates market

12,000

Rs. Cr, size of the laminate market in India

3,000

Rs. Cr, size of exports from India

9,000

Rs. Cr, size of the Domestic Market

6,000

Rs. Cr, size of the Domestic Organized Market

3,000

Rs. Cr, size of the Domestic Unorganized Market

20^{^*}

% share of Stylam in Laminate Export

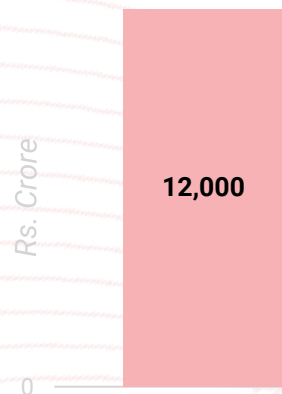
[^]Based on standalone laminate exports



Stylam's Addressable Domestic Market



ADDRESSABLE DOMESTIC MARKET



URBANIZATION TRENDS

India is expected to see urbanization levels rise from 34% in 2020 to 50% by 2030, driving demand for housing and commercial spaces.

INFRASTRUCTURE DEVELOPMENT

The Indian government has allocated over ₹100 lakh crore for infrastructure development under the National Infrastructure Pipeline.

CONSUMER BEHAVIOR

There is a growing trend, with over 60% of consumers willing to pay a premium for better quality and design.

SUSTAINABILITY

About 65% of consumers express a preference for eco-friendly and sustainable building materials, highlighting an opportunity for Stylam to position itself in this growing niche.

01 Stylam believes the Indian economic growth trajectory is set for sustained multi-year expansion.

02 There is an increasing demand for residential and commercial real estate, encompassing sectors such as hospitality, education, IT, and healthcare.

03 In a post-GST landscape, the organized sector in India is capturing a larger share of the market.

04 Indian consumers are increasingly willing to invest in higher-quality products.

05 The trend of opting for mechanized furniture fabricators for interior design is gaining momentum among consumers.

Perspective on Domestic Market Investments



Stylam: Future Market Outlook



Stylam Industries Limited is set for strong growth due to its global expansion, premium products, and focus on sustainability and innovation. Rising demand for eco-friendly surfacing solutions supports its investments in research and targeted marketing to architects and designers, which are expected to increase market share. With growing global demand and a booming real estate sector in India, Stylam is well-positioned for domestic and international opportunities.

Global Furniture Market

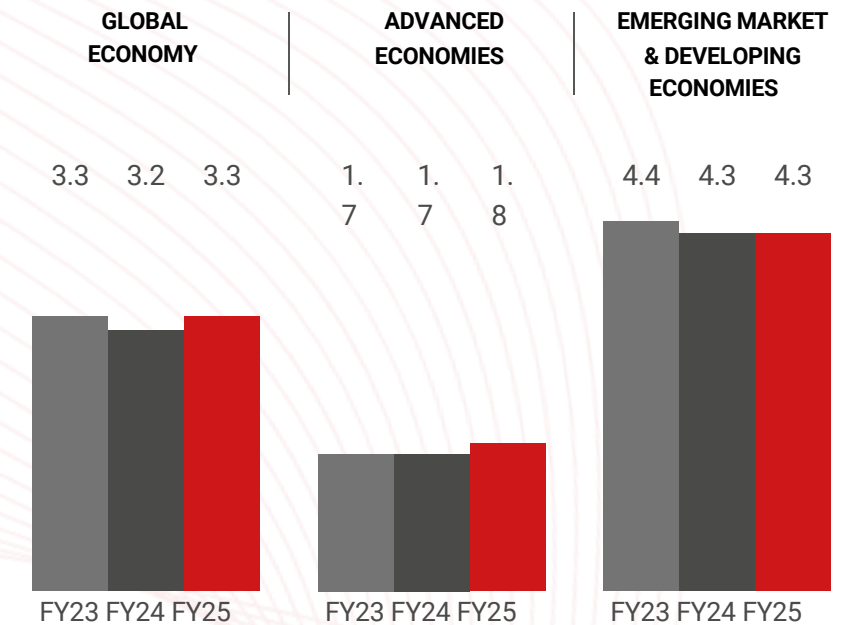
(in USD Billion)



Market forecast to grow at a CAGR of 6.6%

GROWTH PROJECTIONS

(Rs. Crore)



(Source – IMF World Economic Outlook, July 2024)


Vision 2030 For Domestic Market



To reach a revenue target of ₹700 crore by 2030.



To evolve into the first choice in our industry.



To establish ourselves as a leader in the building materials industry.

Progress and Achievements Over the Past Two Years



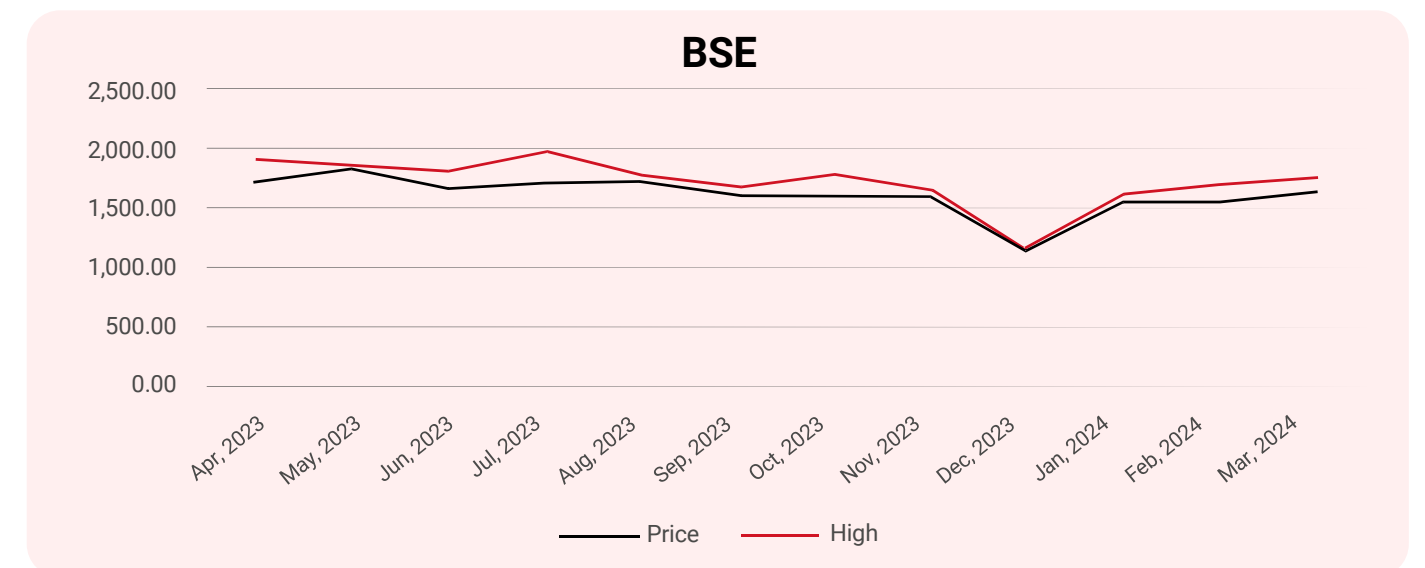
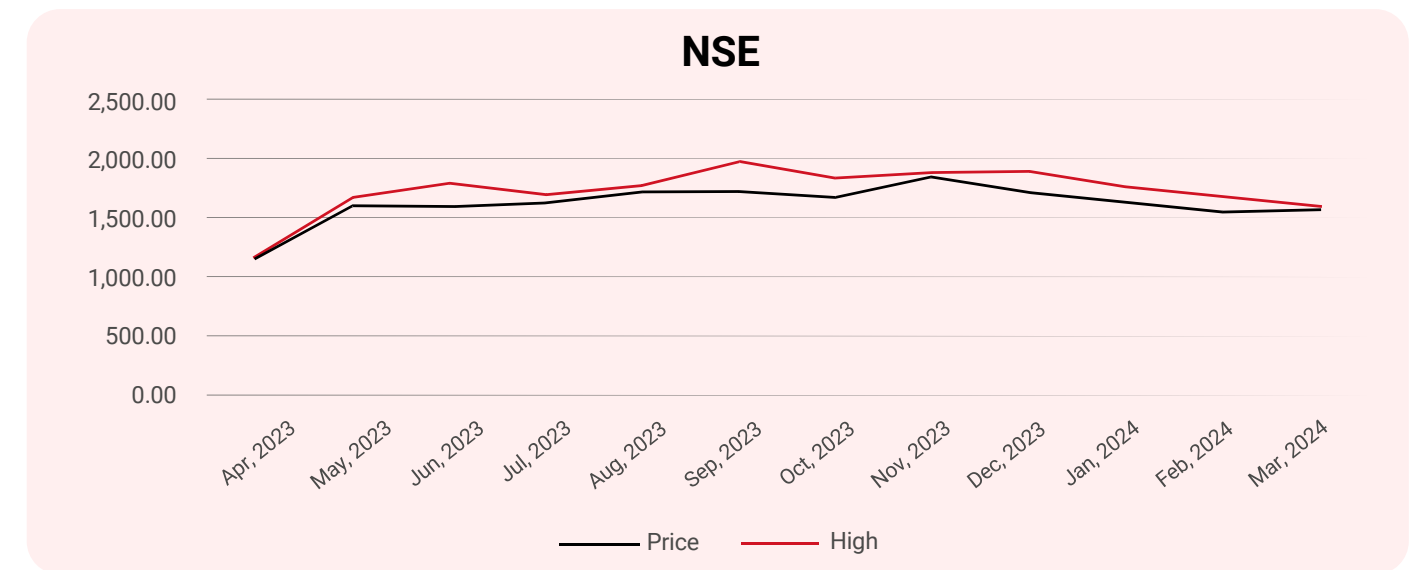
- The company reached approximately 80-85% capacity utilization in the laminates division following modular expansions at existing facilities, increasing overall capacity.
- Became a net debt-free company and maintained this status, even after establishing a new plant.
- Enhanced the share of value-added products in the product mix, expanded the product range, and improved net gross margins.
- Strengthened domestic presence with deeper market reach and created a strong brand.
- Expanded coverage into new regions while increasing business with existing partners.

Value Creation for Shareholders



Market price data- high, low during each month in last Financial Year

The Equity Shares of the Company have been listed on the BSE Limited and National Stock Exchanges of India Limited and below table provide the monthly high and low prices of the Company's equity shares on BSE and NSE for the Financial Year 2023-24:

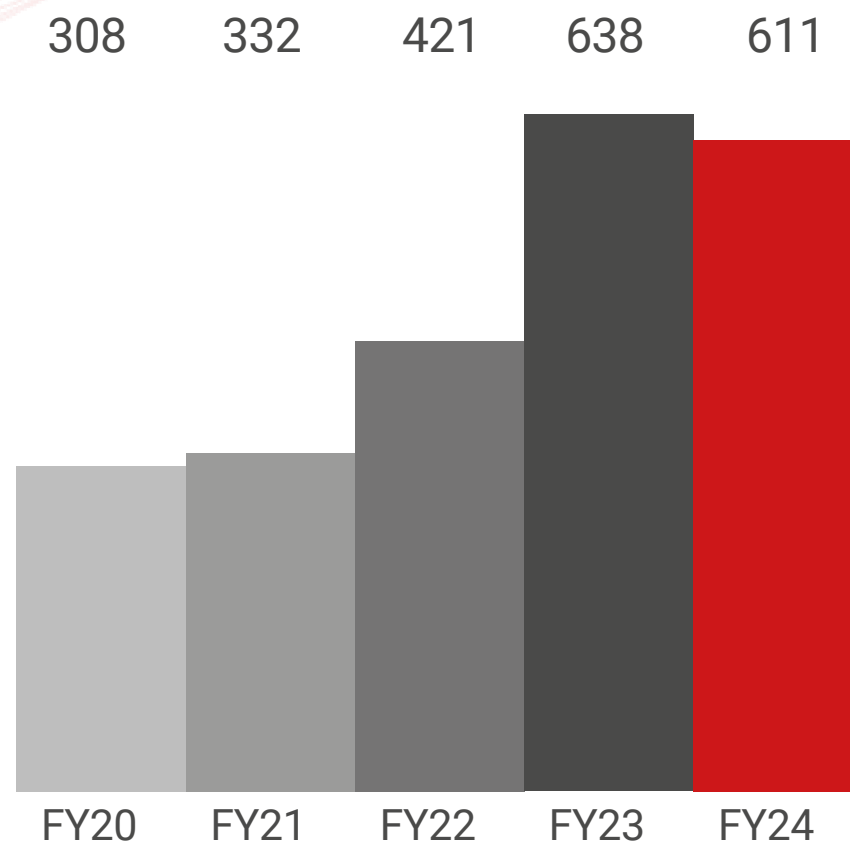


Sales Performance



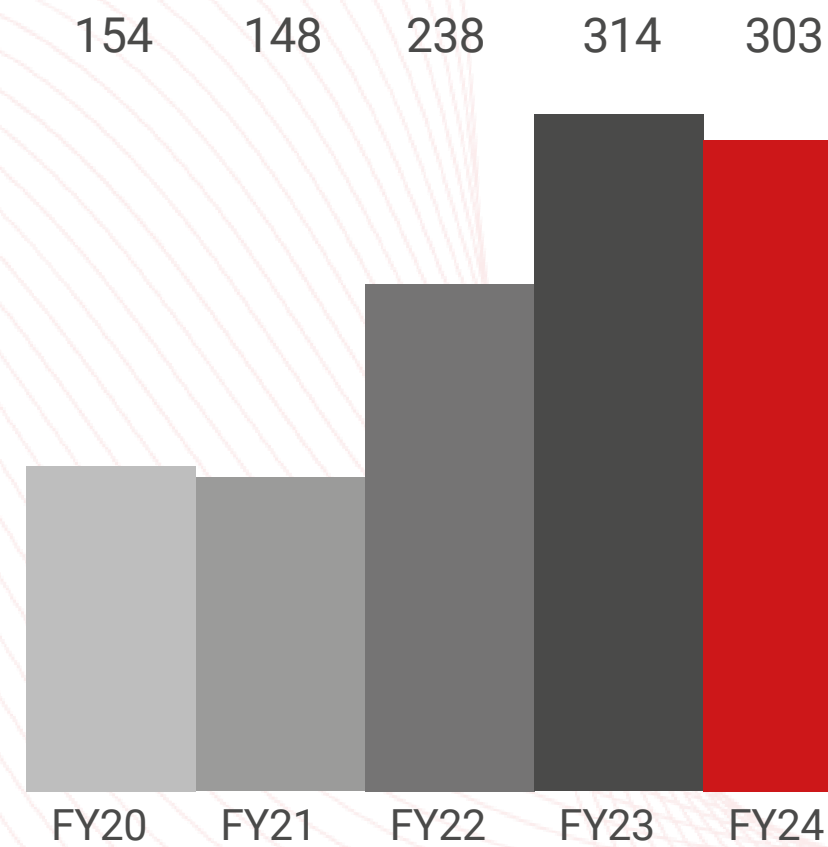
Exports

(Figures in ₹ Crore)



Domestic

(Figures in ₹ Crore)



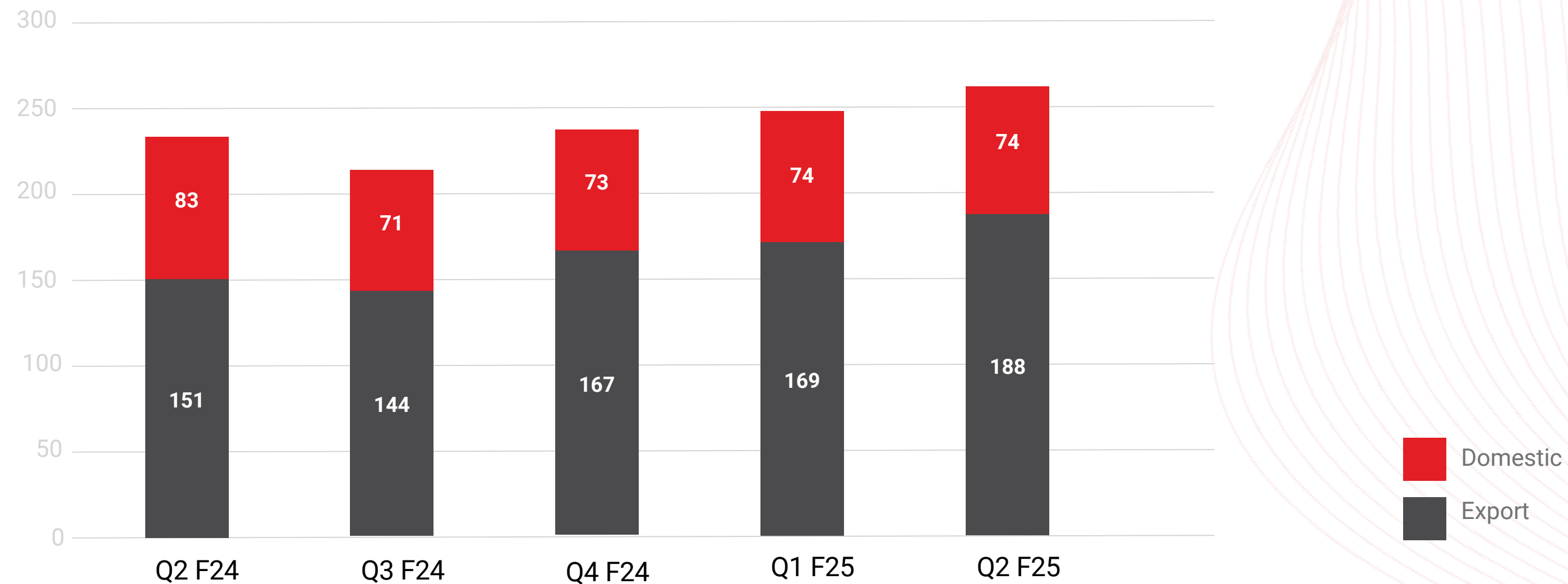
Summary Financial Performance (Consolidated)



(₹ Crore)	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25
Net Revenue	243	262			505
EBITDA	42	54			96
PAT	28	34			62

(₹ Crore)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24
Net Revenue	226	234	215	240	914
EBITDA	42	47	48	46	183
PAT	28	32	31	37	128

Quarterly Sales Performance



Profit and Loss



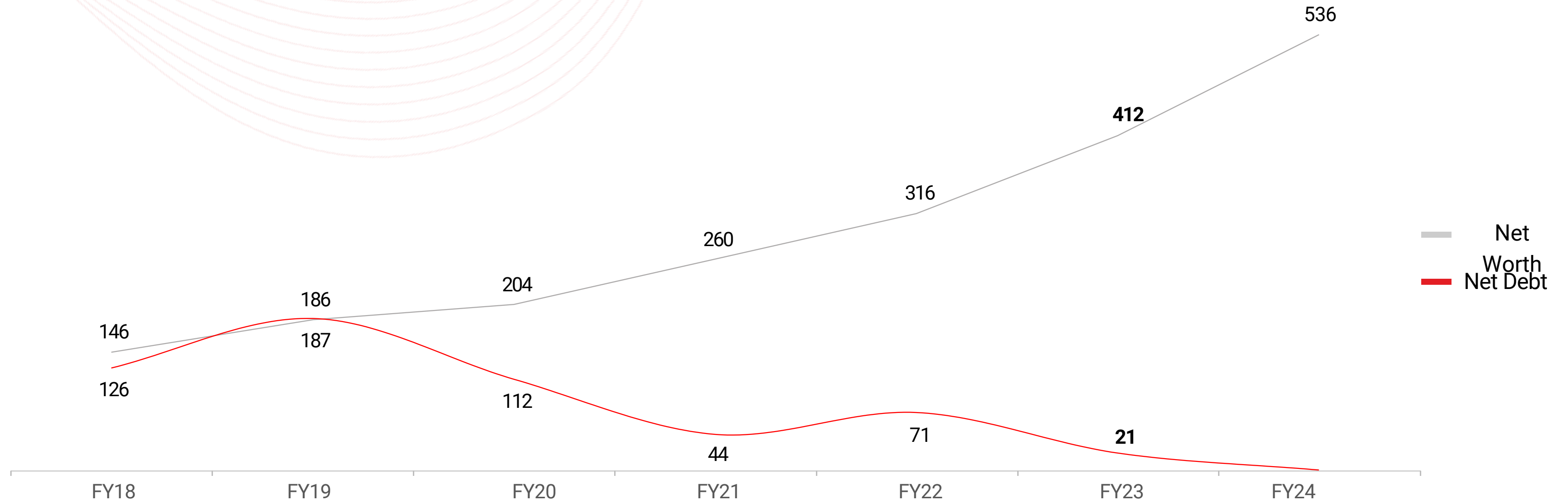
(₹ Crore)	Q2FY25	Q1FY25	Q2FY24	H1FY25	FY24
Net Revenue	263	243	234	505	914
Material Consumption	134	135	124	269	474
Contribution	129	108	110	236	440
Contribution Margin (%)	49	44	47	46	48.14
Employee Expenses	20	19	19	40	75
Other Expenses	54	47	44	100	182
EBITDA	54	42	47	96.2	183
EBITDA Margin (%)	20.7	17.26	20	19.05	20.05
Other Income	2	3	2	4	6
Finance Costs	4	1	1	4	2
Depreciation and Amortization	5	6	5	12	22
Less: Exceptional Items	-	-	-	-	-
PBT	47	38	43	85	164
PBT Margin (%)	17.8	15.6	18.4	16.75	17.9
Tax Expense	12.7	9.5	11	22	36
PAT	34	28	32	62	128
PAT Margin (%)	13	11.69	13.7	12.35	14
Sheets Sold (# mn)	3.2	2.96	3.15	6.16	11.8

Balance Sheet

ASSETS (₹ crore)	H1FY25	FY24	LIABILITIES (₹ crore)	H1FY25	FY24
Fixed assets	173	175	Equity share capital	8	8
Capital work in progress	13	2	Other equity	591	528
Investment in property	-	-	Net Worth	599	536
Other non-current assets	3	27	Long term borrowings	-	-
Total non-current assets	189	204	Short term borrowings	7	-
Inventory	171	145	Total Debt	7	0
Trade receivables	178	162	Trade payables	51	39
Cash and bank	74	72	Other current liabilities	32	21
Other current assets	89	24	Other non - current liabilities	12	11
Total current assets	512	403	Total liabilities	95	71
Total assets	701	607	Total equity and liabilities	701	607

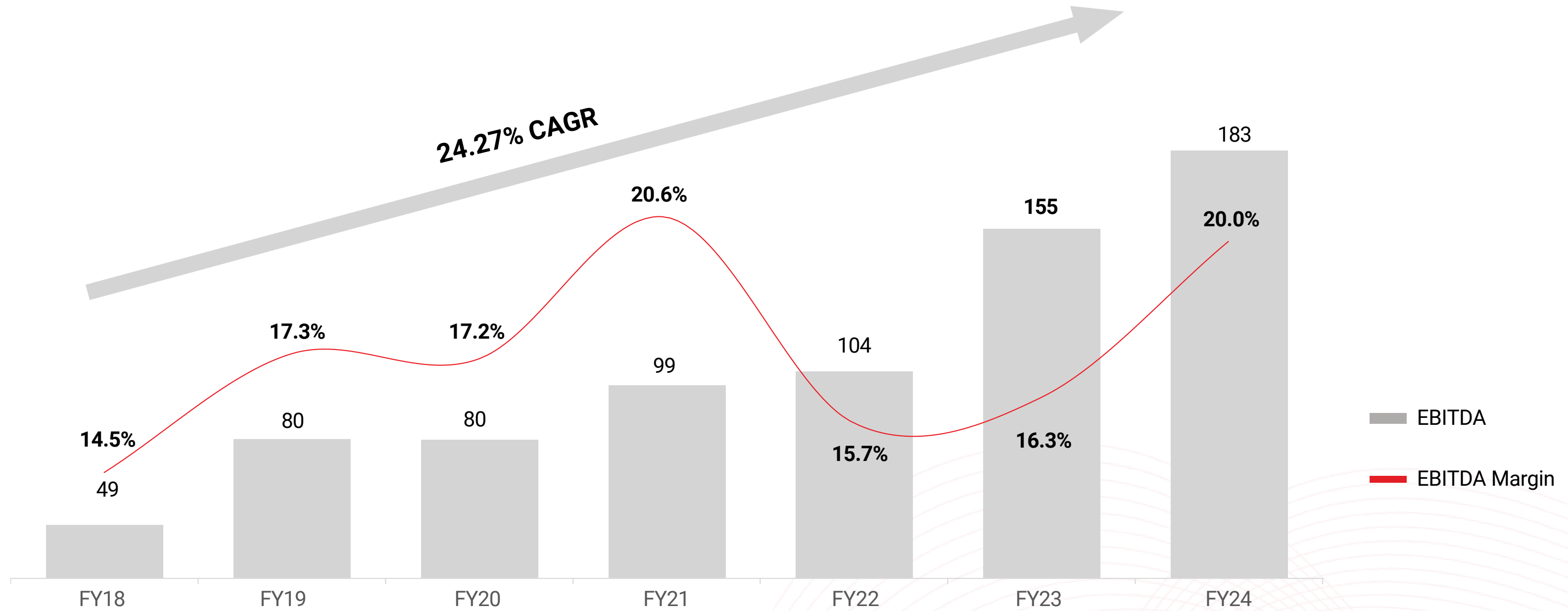


Balance Sheet Transformation



Figures in ₹ crore unless mentioned otherwise

Margin Profile



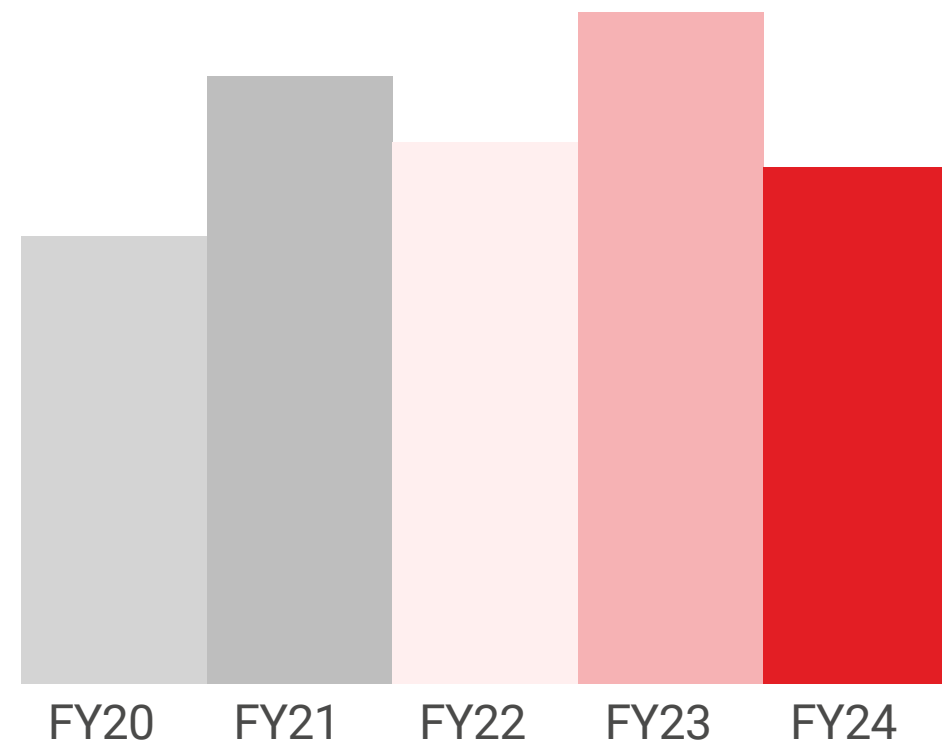
Figures in ₹ crore unless mentioned otherwise

Return Profile

RoE

(%)

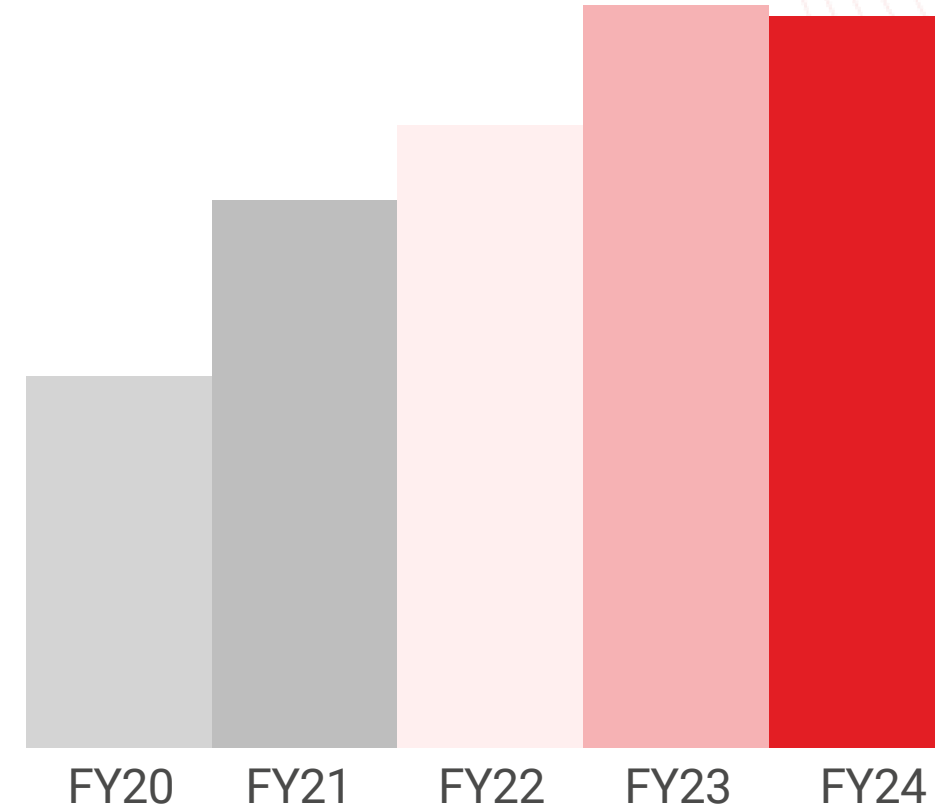
17.5 23.8 21.2 26.3 20.2



RoCE (Post-Tax)

(%)

12.0 18.0 20.3 24.2 23.9



Figures in ₹ crore unless mentioned otherwise

Analysis of Financial Performance for Q2 FY25



- Stylam clocked sales of INR 263 crore in Q2F25.
- Sales increased from exports, which is INR 188 crore & from domestic sales which is 74 crores.
- The Company sold 3.20 million laminate sheets during Q2FY25 .Per sheet realizations vary based on the product mix during the period.
- Contribution margin has improved as compare to previous quarter and now stands at 49% for Q2FY25 (vs. 44% in Q1FY25).
- Net debt stood at INR 0.
- Interest expense stood at Rs.40mn, primarily function of notional hedging loss due to adverse USD/ INR movement.
- WC days increased marginally by 6days, due to built-up of inventory for its brown field expansion, which is expected to be commissioned in Q42025.

Marketing Initiatives



- Signboards & Inshop Branding
- Exhibitions Worldwide
- Architect Plant Visits
- International Trip (Dubai & Thailand)
- Cricket Event Sponsorship
- Shop in Shop (Fascia+)
- Dealers Certificate
- Wall Painting
- Magazine Ads
- Loyalty Programs (Leader of Stylam Program)
- Carpenter Meets
- Digital Marketing (Instagram, Facebook, LinkedIn etc.)
- Wall Paintings

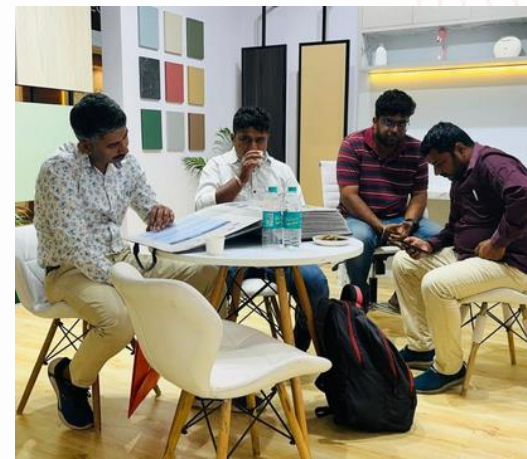
Signboards & In-shop Branding





Indiawood Expo Bangalore

Stylam actively participates in domestic exhibitions to showcase its product range and latest innovations.





We participate in international exhibitions in major hubs like Dubai, Germany, Atlanta, and Bogota to showcase our products, engage with potential clients, and explore new markets.



Exhibition Worldwide

Architect Plant Visits





International Trips



Loyalty Program



Stylam Industries introduces the Leaders of Stylam—an exclusive loyalty program for contractors. By using Stylam products, contractors can easily earn points and rewards for themselves and their families. This program strengthens customer loyalty while driving growth for Stylam.



EASY • INSTANT • MORE REWARDING

GET STARTED IN **3** SIMPLE STEPS

REGISTER → CLAIM & EARN → REDEEM

Tier	Points	Benefits
SILVER	18,000	4% OFF, 10% OFF
GOLD	36,000	8% OFF, 15% OFF
PLATINUM	75,000	12% OFF, 20% OFF

Tier Benefits

On every purchase of 1mm above: On every purchase of 8mm above:
 contractor will earn 3% Points. contractor will earn 30 Points.

CONGRATULATIONS

WINNER WINNER WINNER

MR. MARUDHAR PANCHAL
 REDEEMED A BRAND NEW HERO BIKE THROUGH OUR LEADERS OF STYLAM PROGRAM! CONGRATULATIONS ON HIS FANTASTIC ACHIEVEMENT.

CRICKET BONANZA SCORE 1.5X

ACHIEVE YOUR TARGET AND EARN 1.5X BONUS POINTS*

*Terms & Conditions Apply

For more information, contact your Stylam representative or call Helpdesk 7022141222. www.stylam.com

Congratulations!

RAJUBHAI PRAJAPATI
 FROM GUJARAT REDEEMED THE VIVO Y02 3GB 32GB MOBILE THROUGH OUR LEADERS OF STYLAM PROGRAM! CONGRATULATIONS ON HIS FANTASTIC ACHIEVEMENT.

WWW.STYLAM.COM

Skill Development Program



Stylam, as a member of the Furniture & Fittings Skill Council (FFSC), aims to bridge the skills gap by creating formal training programs. Collaborating with FFSC, they provide customized training to certify the workforce and develop new talent, promoting employment, entrepreneurship, and industry growth.



Sher-E-Punjab T20 Tournament



Official Sponsor



Carpenter Meets



The objective of the Carpenter meeting is to educate carpenters about the latest innovations and product range.





Stylam actively engages in exhibitions across the globe to establish a robust international presence and showcase its diverse range of products to a wide audience.



Dealer Certificates





Digital Marketing



Corporate Information



Board Of Directors

Mr. Jagdish Rai Gupta
(Chairman & Managing Director)

Mr. Manav Gupta
(Executive Director)

Mr. Manit Gupta
(Executive Director)

Mr. Sachin Bhatla
(Executive Director)

Mr. Rajesh Gill
(Non Executive
Independent Director)

Mr. Vinod Kumar
(Non Executive
Independent Director)

Ms. Purva Kansal
(Non Executive
Independent Director)

Mr. Nikhil Garg
(Non Executive
Independent Director)

Mr. Sunil Kumar Sood
(Non Executive
Independent Director)

Mr. T.N. Singla
(Non Executive Non
Independent Director)

Stock Code

National Stock Exchange: **STYLAMIND**
Bombay Stock Exchange Limited: **526951**
ISIN Detail: **INE239C01020**

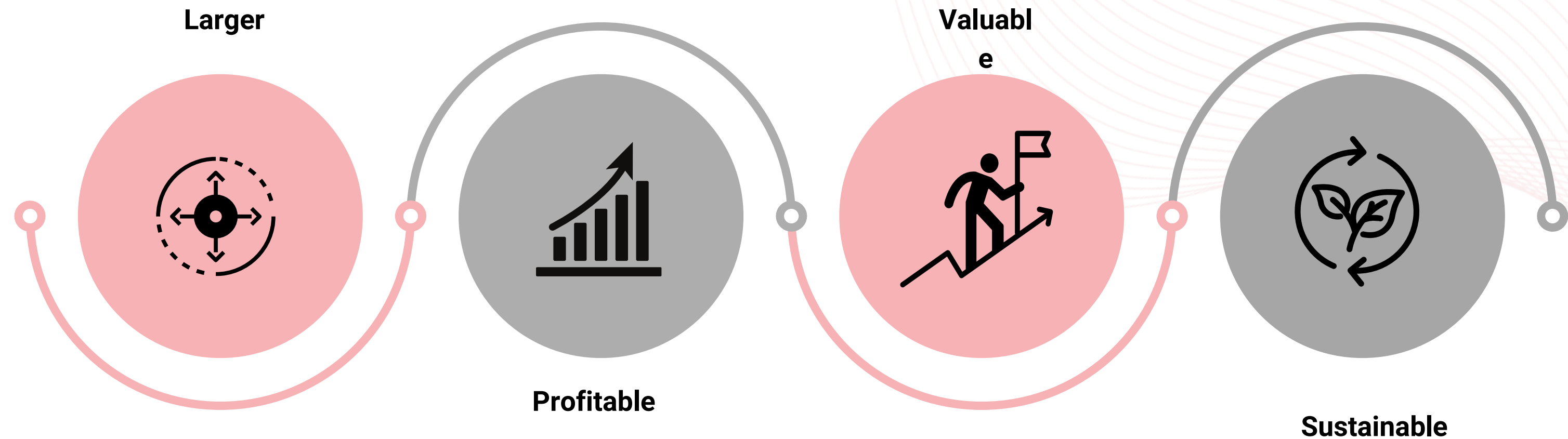
Banker

State Bank of India
Standard Chartered Bank
Ltd
HDFC Bank Ltd

Registered Office

SCO 14, Sector 7-C, Madhya Marg,
Chandigarh - 160019 (INDIA)
Tel: +91-172-5021555, 5021666
Website: www.stylam.com

Takeaway



We have embarked on the Next Phase, a transformative journey that will redefine our future.



Thank You!

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