



Ref. No.: SIL/CHD/2024-25/31072024

Dated: 31.07.2024

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 June30th ,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 June 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)



STYLAM INDUSTRIES LIMITED

INVESTOR PRESENTATION

Q1 FY 25 - JUNE 2024

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Premier Laminate Company in India



~ 33 years

Rich Legacy

80+ countries

Largest Export House

Largest

Laminate facility in India

Zero

NET Debt Company

33.82 %

PAT Growth
(FY24 vs. FY23)

28.30%

PBT Growth (FY24 vs. FY23)

~6,000

Dealer Network*

Long Term Bank Facilities
Stable (Single A; Outlook
Stable)

Short Term Bank
Facilities CARE A1 (A
ONE)

CREDIT RATING

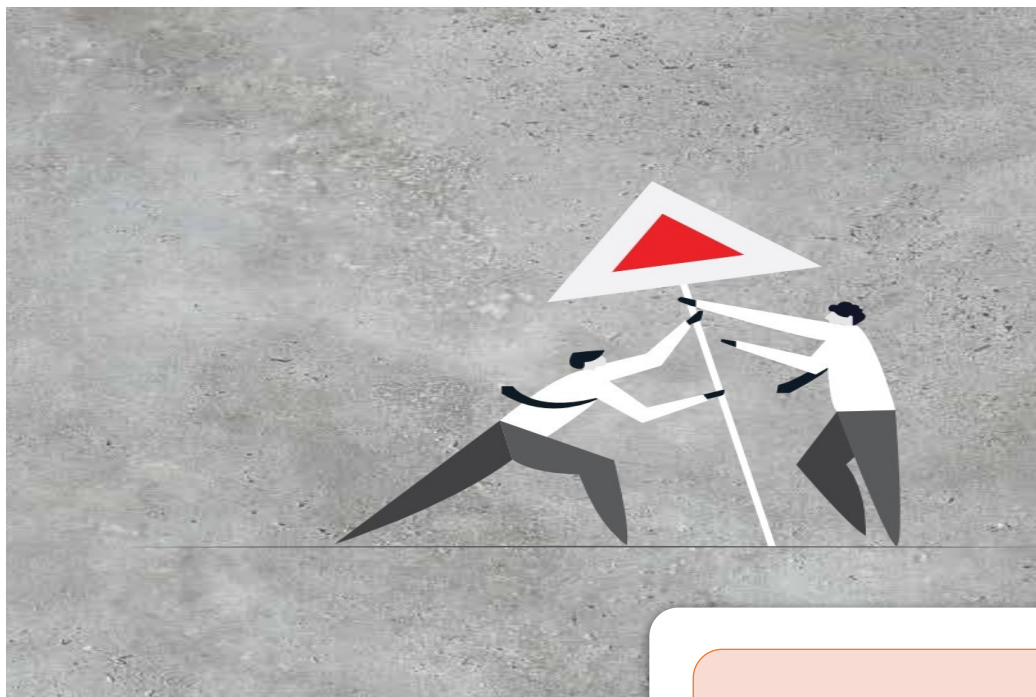
Corporate Overview



- 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 plant with a diverse product portfolio, catering to a wide range of customer preferences, built with over 33 years of experience in the industry.
- We are a pioneer in India for introducing the PU+ Lacquer Coating process thereby producing high quality, high value-add laminate finishes. Apart from laminates, we have state of the art technologies and manufacturing facilities for Solid Acrylic Surfaces and Panels.
- We also diversified into a new segment and added a short cycle press capacity for lamination of impregnated paper on 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.



**we keep
going.
we keep
winning.**



**Stylam
Footprints in India &
International Market**

8 Union
Territories

Available
28 States`

2000+
Cities

80+
Countries

Diversified Product Portfolio (1/3)



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.



With a perfect blend of royalty and modernity, innovation and creation, Tablex provides a wide range of applications in Interior & Exterior. Our products are marked by unsurpassed quality, durability, and impassioned artistry and are well supported by innovative manufacturing techniques



Anti-Fingerprint Laminates are used in the most demanding interior design applications. A unique technology during manufacturing ensures that finger marks are almost never visible.



GLOSSPRO+ Laminates are crafted with State-of-the-art machines having a cutting-edge German Technology. The brilliance of gloss shall stay through years without any signs of wearing out.



Beauty, innovation, sustainability. Stylam introducing a new innovative product in the world of architecture and living. STELLA TILES a lightweight, versatile and resistant material that goes beyond the look of natural materials: decorative elements and sophisticated designs lend a distinctive quality personality to any project

Diversified Product Portfolio (2/3)



UNICORE LAMINATES

What makes UNICORE unique is the identical colour of the decorative surface and its core layers as well.

DiGi delight DIGITAL LAMINATES

Digital Laminates have just the features everyone has needed. A whole new world of creative and quality laminates among customized designs.

SYNCHRO LAMINATES



Stylam Synchro Laminates have the real feel of wood and an elegant natural look while carrying all advantages of a laminate.

CHEMICAL RESISTANT LAMINATES



Plus Guard Stylam Laminate provides a highly durable surface in lab conditions and has better 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 LAMINATE

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.

CHALK BOARDS & MARKER BOARDS

Chalkboard Laminate is the perfect solution for any space or application that demands a durable and affordable writing surface.

World Class Manufacturing Infrastructure: One of the largest in Asia (1/2



Asia's Largest
Laminate Plant



World class Manufacturing Infrastructure: State of the Art Facilities (2/2)



- Stylam operates one of the largest single location laminate manufacturing plants in Asia, spread across 58 acres having an annual capacity of 16 mn 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 1,800 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.

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

Strong Global & Domestic Presence



Well penetrated globally as well as a wide domestic presence



Europe

1. Netherlands
2. Italy
3. Germany
4. Belgium
5. France
6. Denmark
7. Turkey
8. Finland
9. Estonia
10. Switzerland
11. Cyprus
12. Poland
13. Bulgaria
14. Czech Republic
15. Spain

The Far East

1. Indonesia
2. Malaysia
3. Singapore
4. Thailand
5. Cambodia
6. Philippines
7. Taiwan
8. Vietnam
9. South Korea

The Middle East

1. Saudi Arabia
2. Kuwait
3. Yemen
4. Qatar
5. Jordan
6. Lebanon
7. Bahrain

North America

1. USA
2. Canada
3. Dominican Republic
4. Mexico
5. Puerto Rico
6. Nicaragua

South America

1. Colombia
2. 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.



Marketing Initiatives

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



Indiawood – Exhibition (Bangalore) Stylam actively participates in domestic exhibition to showcase the product range & Latest Innovation



Exhibition Worldwide/ Worldwide Presence:



Stylam actively participates in exhibitions worldwide to establish a global presence and showcase the products range to a diverse audience.



- **FIMMA MADERALIA, Valencia Spain Exhibition**, An International fair showcasing materials, technology, machinery, and tools for architect, interior design and wood industry.

Exhibition Worldwide/ Worldwide Presence:



Stylam actively participates in exhibitions worldwide to establish a global presence and showcase the products range to a diverse audience.



- **Participated in the Big5 Dubai Exhibition**, one of the leading event for the construction industry, offering cutting-edge innovations and extensive business

Team of Ghaziabad architect association visited Plant & Kasauli



Dealer International Trip- Dubai



Shot on OnePlus

Loyalty Program



Leaders of **STYLAM**
Hero of everyhome's story!

हर दिन बड़ा बेहतर इनाम घर ले जाएं

बड़ा लक्ष्य बड़ी जीत

Granex	GLOSS 100+	TouchMe
Cuboid	DiGi Light	SMART BOARD WHITE CHALK BOARD
FASCIA	CHEMICAL RESISTANT LabMATE LAMINATES	COMPACT LAMINATES
MIRROR SHIELD LAMINATES	MAGNETIC LAMINATES	FIRE RETARDANT LAMINATES
POSTFORMING LAMINATES	GLOSS 100+	UNICORE LAMINATES



Leaders of **STYLAM**
Hero of everyhome's story!

CONGRATULATIONS -

Welcome to Downtown Honda Family

WINNER WINNER WINNER

MR. NARESH MISTRY
REDEEMED A BRAND NEW HONDA ACTIVA THROUGH OUR LEADERS OF STYLAM PROGRAM! CONGRATULATIONS ON HIS FANTASTIC ACHIEVEMENT.

Leaders of **STYLAM**
Hero of everyhome's story!

EASY • INSTANT • MORE REWARDING

GET STARTED IN **3** SIMPLE STEPS

REGISTER > CLAIM & EARN > REDEEM

SILVER	GOLD	PLATINUM
18,000 POINTS	36,000 POINTS	75,000 POINTS
TIER BONUS IN POINTS	TIER BONUS IN POINTS	TIER BONUS IN POINTS
0.8MM 1MM 4 POINTS 10 POINTS	0.8MM 1MM 8 POINTS 15 POINTS	0.8MM 1MM 12 POINTS 20 POINTS

Tier Benefits

1mm On every purchase of 1mm sheet contractor will earn 75 Points

.8mm On every purchase of 0.8mm sheet, contractor will earn 38 Points

Leaders of **STYLAM**
Hero of everyhome's story!

Congratulations!

APAAR GOYAL
FROM HARYANA REDEEMED THE BOAT WAVE PLAY SMART WATCH THROUGH OUR LEADERS OF STYLAM PROGRAM! CONGRATULATIONS ON HIS FANTASTIC ACHIEVEMENT.

WWW.STYLAM.COM

Skill Development Program in association with FFSC



STYLAM
STYLAM INDUSTRIES LIMITED

Celebrating

FFSC FURNITURE & FITTINGS SKILL COUNCIL
कुशल - सक्षम - आत्मनिर्भर

8th

Foundation Day
Grow with the *#PowerofSkills*

Skill India
कौशल भारत - कुशल भारत

15th July 2023 | **10:00** AM Onwards | **Radisson** Hotel (Udyog Vihar, Gurugram)

STYLAM
STYLAM INDUSTRIES LIMITED

ORGANIZES

SKILL DEVELOPMENT PROGRAM

IN COLLABORATION WITH

FFSC FURNITURE & FITTINGS SKILL COUNCIL
कुशल - सक्षम - आत्मनिर्भर

Skill India
कौशल भारत - कुशल भारत

15th July 2023 | **10:00** AM Onwards | **Radisson** Hotel (Udyog Vihar, Gurugram)

Sher E Punjab T – 20 tournament (official Sponsor)



Carpenter Meet : Objective of Carpenter meet is educate the latest innovation & product range.



Dealer Certificated



Diversified Product Portfolio - Multiple Applications (3/3)



The Creativity that is Contagious



DECORATIVE LAMINATES



www.stylam.com



www.stylam.com

Encounter Brilliance In Every Corner



HIGH GLOSS LAMINATES



www.stylam.com



www.stylam.com

The Push of Elegance



DIGITAL LAMINATES

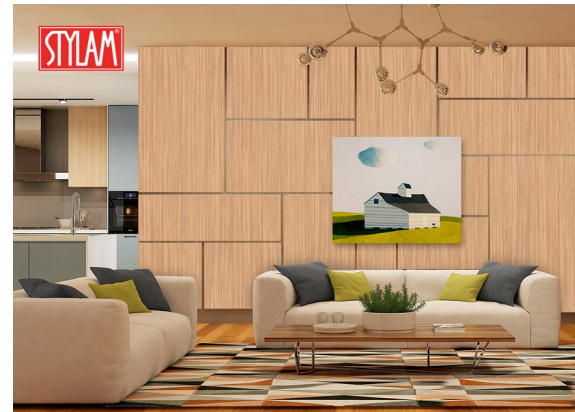


www.stylam.com



EXTERIOR CLADDING

www.stylam.com



Redefining Aesthetics, Inspiring Beautiful Living

DECORATIVE LAMINATES

www.stylam.com

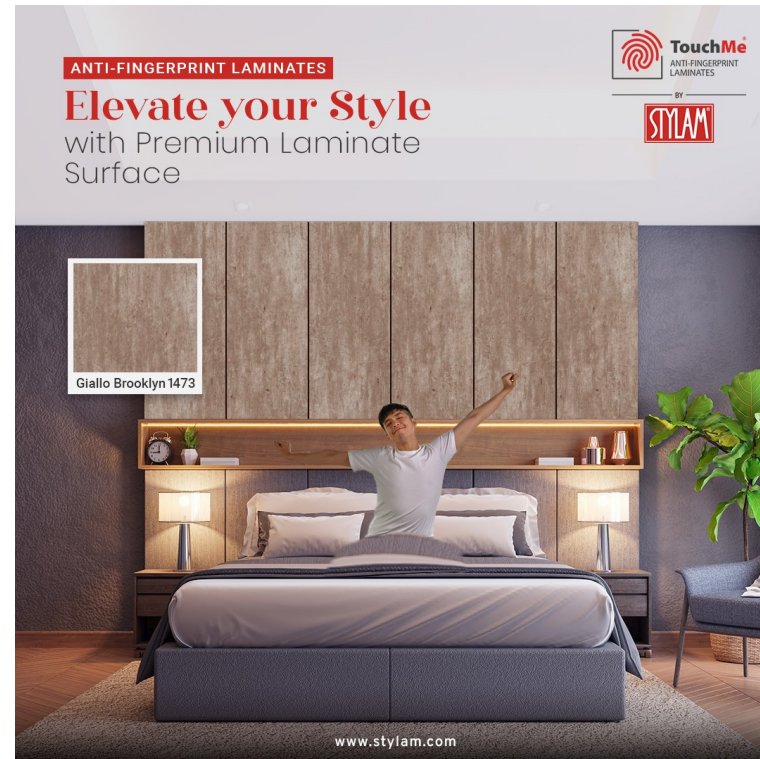
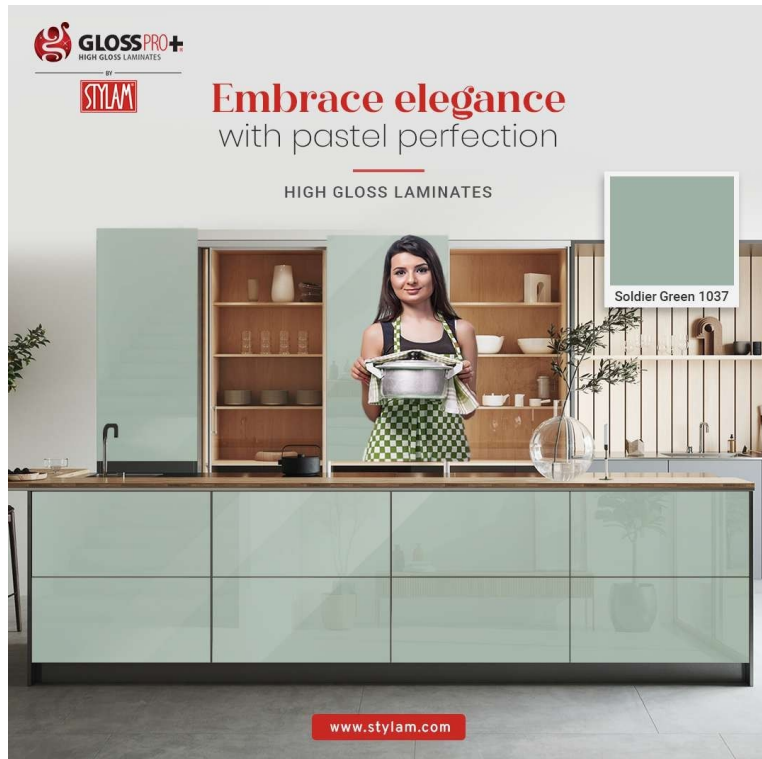
WHERE STYLE MEETS DURABILITY



WWW.STYLAM.COM

Digital Marketing

Main objective is to keep the followers well-informed about the latest products of STYLAM through Digital Marketing.



Digital Marketing



Embrace the vibrant shades this **Navratri** to feel the **#FestiveVibe** **#WithStylam**

www.stylam.com

STYLAM

Curves that Embrace your Space's Style.

POST-FORMING LAMINATES

Tico Walnut 2283

www.stylam.com |

STYLAM

Trick or Treat and be scary

Happy Halloween

www.stylam.com |

STYLAM



Stylam. Assured to address the India and international laminates market

12,000

Rs. Cr, size of the laminate market

3,000

Rs. Cr, size of exports from India

9,000

Rs. Cr, size of the domestic

6,000

Rs. Cr, size of the domestic organized market

3,000

Rs. Cr, size of the domestic unorganized market

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.”

The ISO 9001:2015 certification is a hallmark of integrity, quality and reliability. The design and efficiency of the laminates have earned us the CE Marking Award.

Stylam takes pride in being recognized as:

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

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



Honored with the Power Brands Rising Star Award 2016.



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



Stylam is recognized by Forbes among 30 Indian Small and mid cap companies as Asia's best under a Billion 2023.

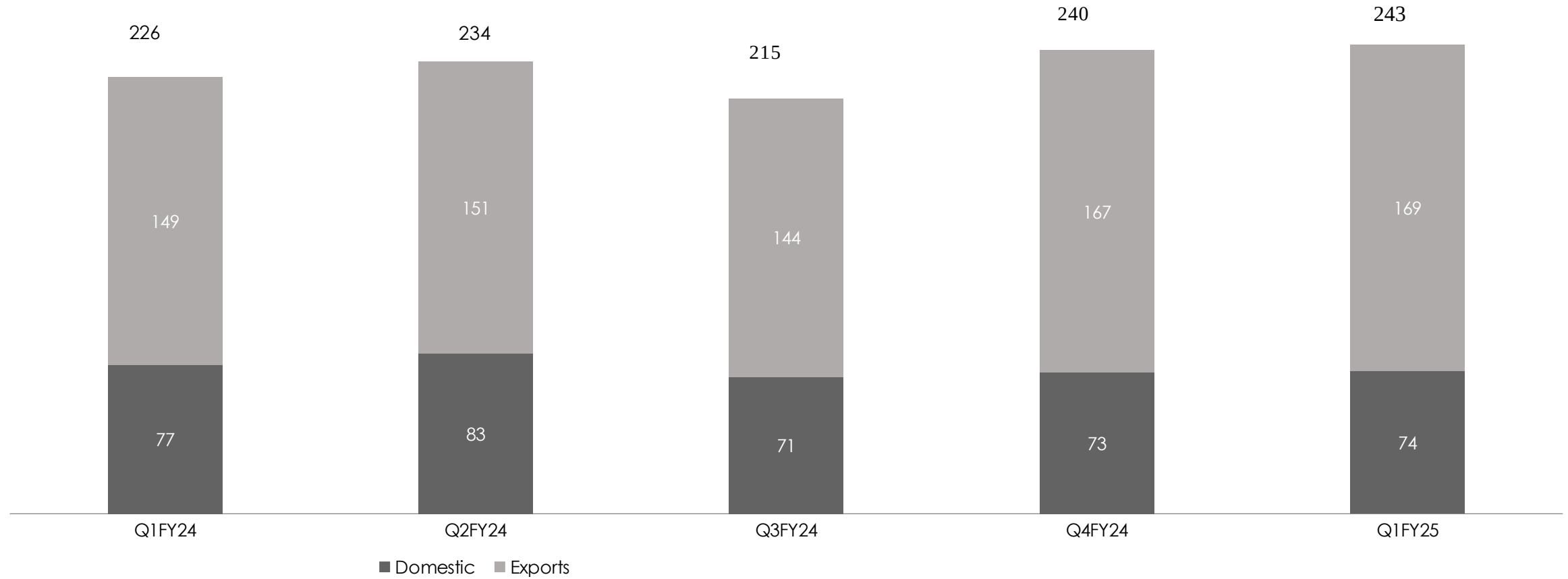
Summary Financial Performance (Consolidated)



(₹ crore)	Q1FY25	Q2FY24	Q3FY24	Q4FY24	FY24
Net Revenue	243				243
EBITDA	42				42
PAT	28				28

(₹ 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



Figures in ₹ crore unless mentioned otherwise

Profit and Loss (Consolidated)



(₹ crore)	Q1FY25	Q4FY24	Q1FY24	FY24	FY23
Net Revenue	243	240	226	914	952
Material Consumption	135	115	125	474	531
Contribution	108	125	101	440	421
Contribution Margin (%)	44	52.08	45	48.14	44.2
Employee Expenses	19	19	19	75	69
Other Expenses	47	58	40	180	197
EBITDA	42	46	42	183	155
EBITDA Margin (%)	17.26	19.4	18.6	20.02	16.2
Other Income	3	1	0	6	1
Finance Costs	1	1	1	2	8
Depreciation and Amortization	6	6	5	22	20
Less: Exceptional Items	-	1	-	1	-
PBT	38	41	36	164	128
PBT Margin (%)	15.60	17.11	15.9	17.9	13.4
Tax Expense	9.5	3.50	9	36	32
PAT	28	38	27	128	96
PAT Margin (%)	11.69	15.8	11.9	14	10

Sheets Sold (# mn)

2.96

3.04

2.80

11.79

11.19

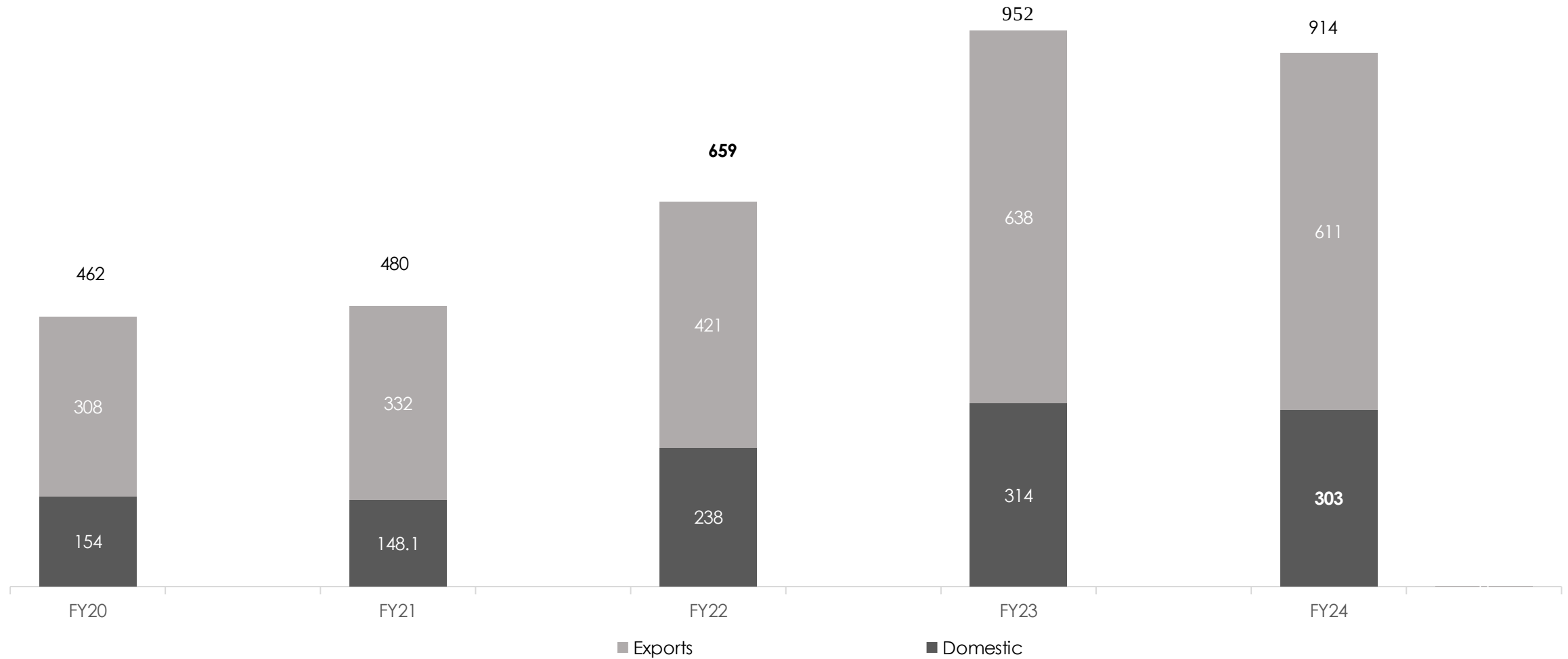
Balance Sheet (Consolidated)



ASSETS (₹ crore)	Q1FY25	FY24	LIABILITIES (₹ crore)	Q1FY25	FY24
Fixed assets	174	175	Equity share capital	8	8
Capital work in progress	3	2	Other equity	556	528
Investment in property	0	0	Net Worth	564	536
Other non-current assets	36	27	Long term borrowings*	0	0
Total non-current assets	213	204	Short term borrowings	13	0
Inventory	143	145	Total Debt	13	
Trade receivables	162	162	Trade payables	56	39
Cash and bank	119	72	Other current liabilities	32	21
Other current assets	39	24	Other non - current liabilities	11	11
Total current assets	463	403	Total liabilities	99	71
Total assets	676	607	Total equity and liabilities	676	607

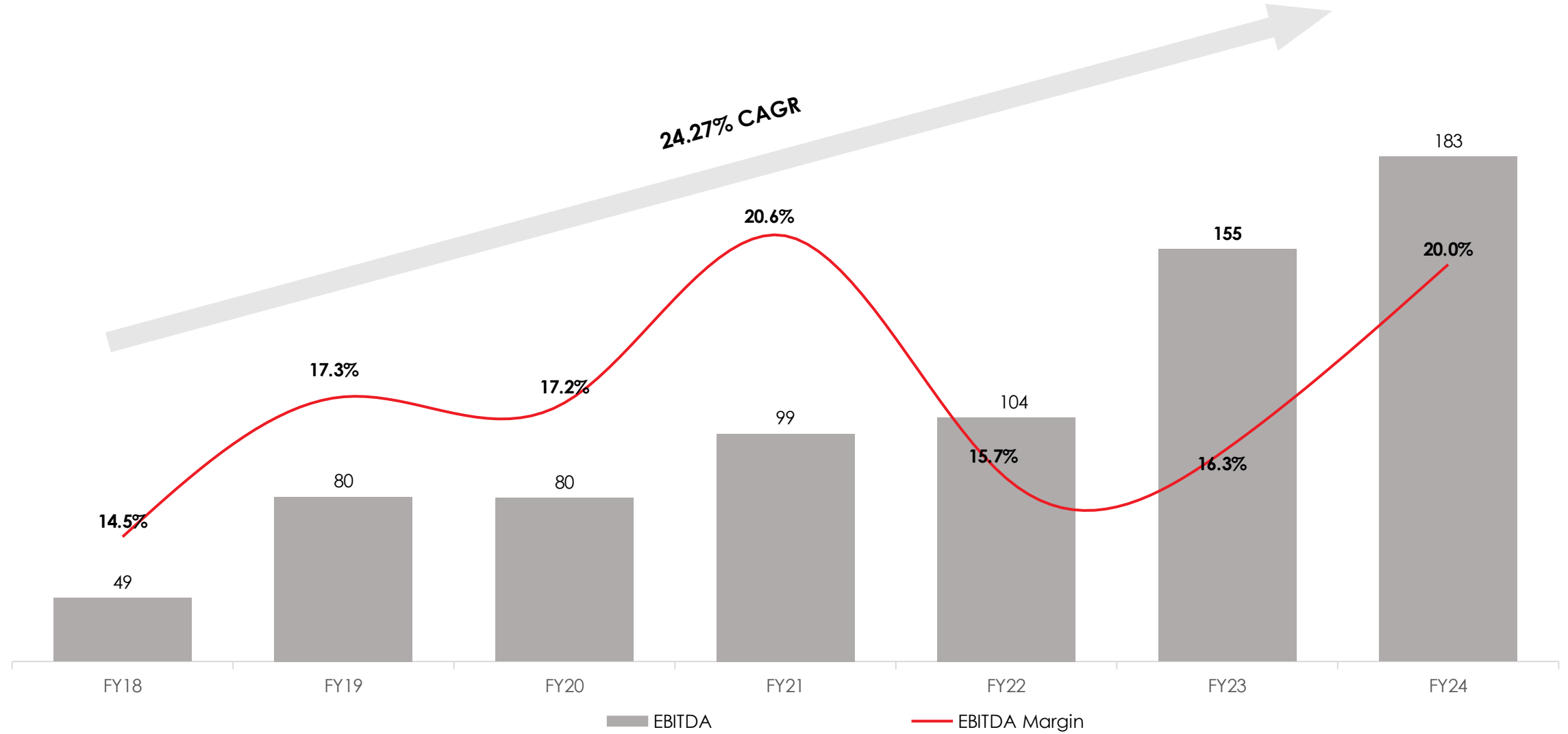
Note - *Long Term Borrowings include current maturities

Historical Sales Performance



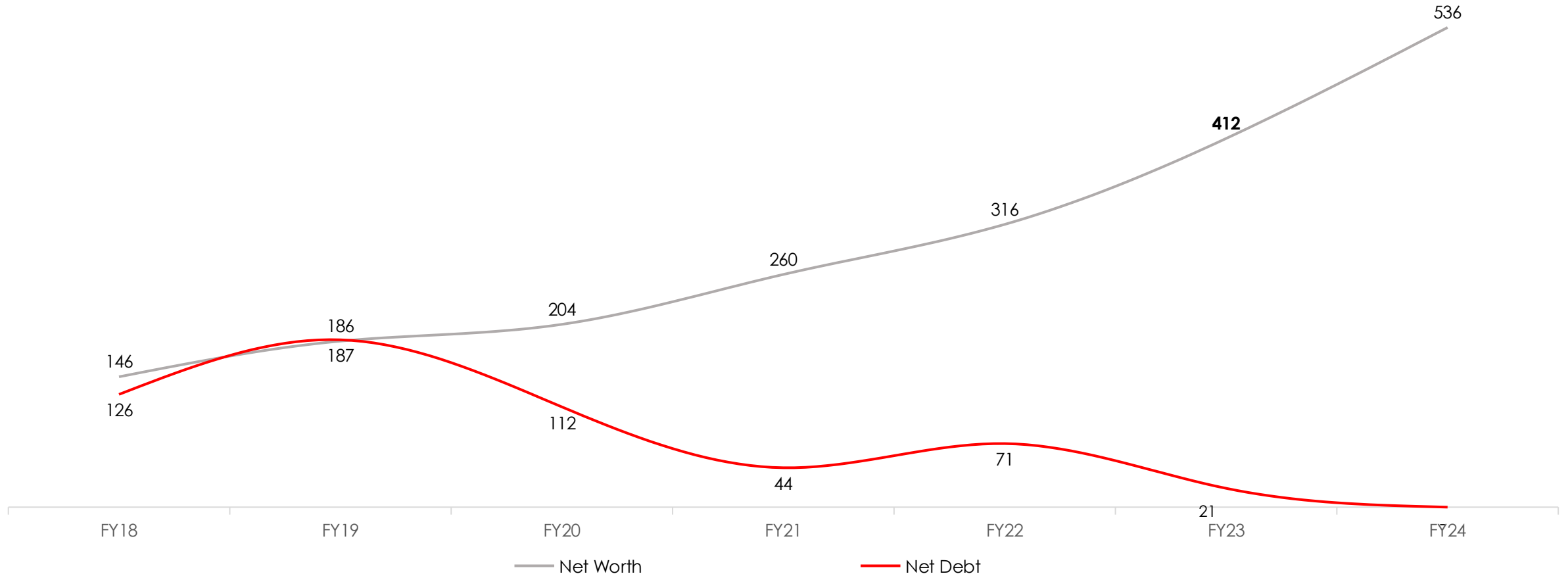
Figures in ₹ crore unless mentioned otherwise

Margin Profile



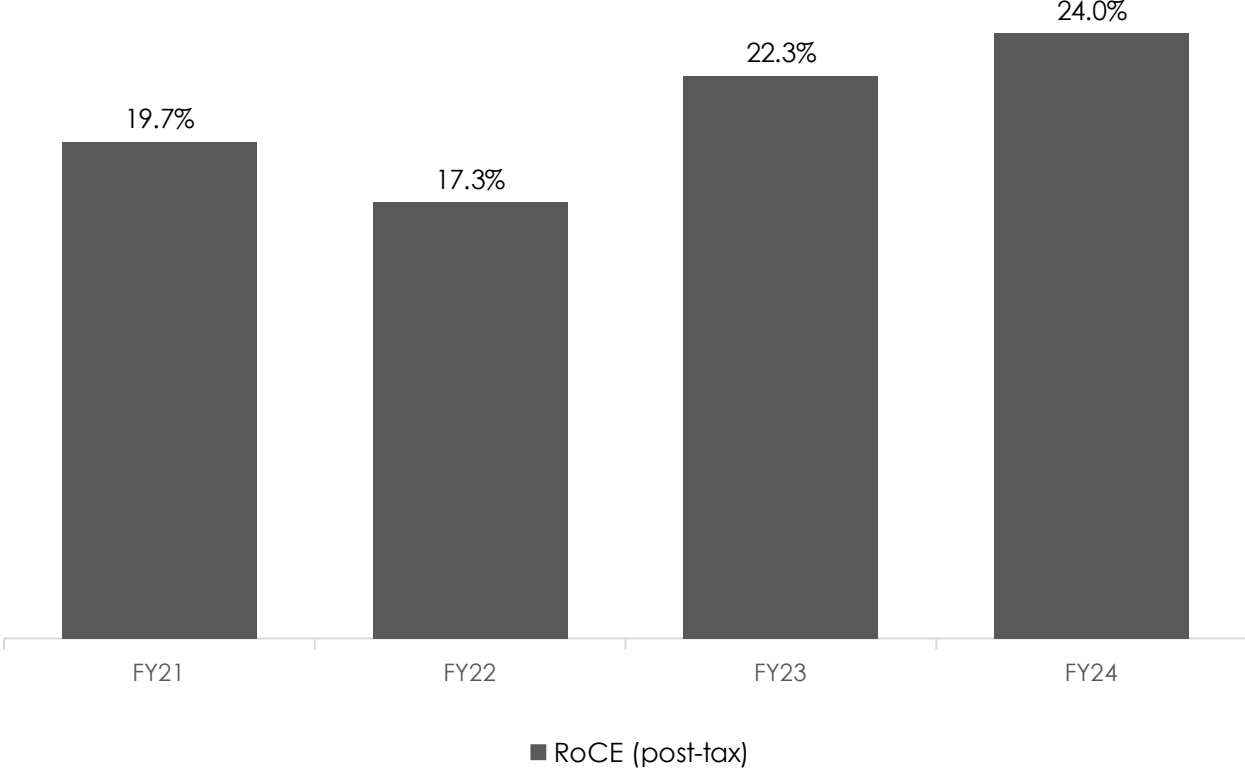
Figures in ₹ crore unless mentioned otherwise

Balance Sheet Transformation



Figures in ₹ crore unless mentioned otherwise

Improving Return Profile



Review of Financial Performance (Q1FY25)

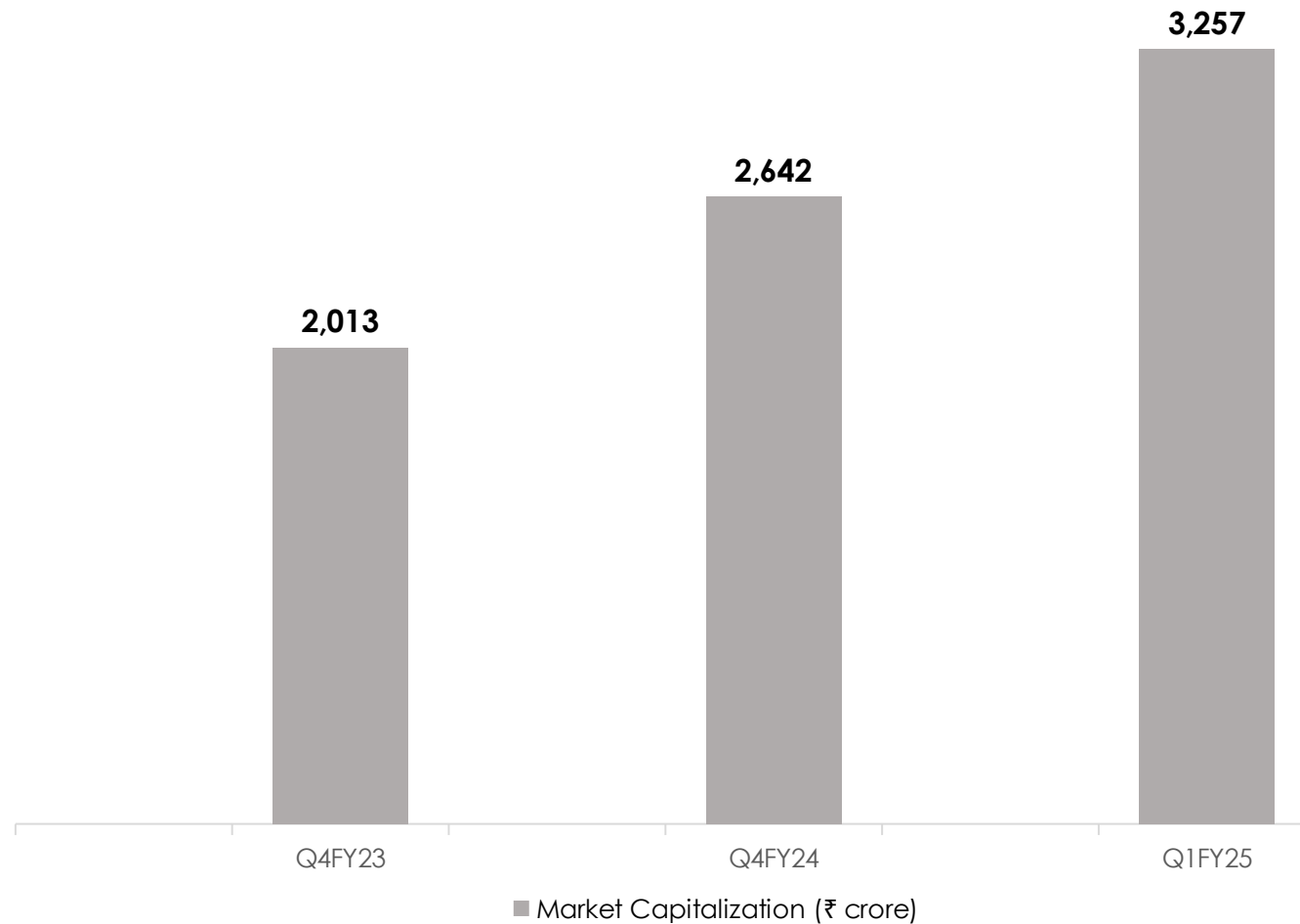


- Stylam clocked sales of INR 243 crore in Q1FY25 quarter, with increase of 7 % YOY.
- Sales increased from exports, which is INR 169 crore (13 % YoY increase). & from domestic sales which is 74 crores (--4 % YoY decline).
- The Company sold 2.96 million laminate sheets (Exports 1.69 million sheets sold & Domestic 1.27 million sheets sold during the first quarter of Q1FY25 (vs. 2.8 million in Q1FY24; (5.7 % YOY increase). Per sheet realizations vary based on the product mix during the period.
- Contribution margin has Declined as compare to previous quarter and now stands at 44 % for Q1FY25 (vs. 52.08 % in Q4FY24). Further, EBITDA for the quarter stood at INR 42 crore. In terms of margins, it stood at 17.26 % (vs. 18.6 % in Q1FY24 and 19.4 % in Q4FY24).
- Net debt stood at INR 0 as on 30TH June 2024. Net worth stands at INR 564 crores.

Vision 2025-2027

- The company has reached about 74% capacity utilization level in the laminates division. We had completed modular expansion at the existing facilities that has increased our capacity . This had entail a total Investment of INR 30 Cr.
 - Company has become the net debt free company & will ensure to maintain the debt free level even after setting up the new plant.
 - Improve and enhance share of value-add products in the product mix as well as expanding the product range.
 - Strengthen domestic presence with a deeper reach and penetration and creation of a strong brand.
 - Expand coverage across newer exports regions along with increasing business with existing partners.
- . Setting up of our new Plant for the manufacturing of laminate sheet as announced previously are progressing well, We have also placed order for major plant and machinery, plant is expected to be operational in the third quarter

Value Creation for Shareholders



- During Q4FY21, the Company completed its sub-division of shares (i.e. share split).
- One share with Face Value INR 10 was split into two shares of INR 5 each.
- The total outstanding shares of the company increased from 84,74,030 to 1,69,48,060.
- We have also paid the dividend of Rs 2.5 per share on dated 17.11.2023.

Safe Harbor Statement



This presentation and the accompanying slides (the "Presentation"), which have been prepared by Stylam Industries Limited (the "Company"), have been prepared solely for information purposes and DOES not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis of or be relied on in connection with any contract or binding commitment whatsoever. The Presentation is not intended to form the basis of any investment decision by a prospective investor. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the wind power industry in India and world-wide, the Company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

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THANK YOU

REGISTERED OFFICE: SCO 14, Sector-7C, Chandigarh

Plant 1: Plot No. 191, Industrial Area-1, Panchkula, Haryana

Plant 2: Village Manak Tabra, Ramgarh-Raipur Rani Road, Distt. Panchkula, Haryana

Website: www.stylam.com