



Ref. No.: SIL/CHD/2024-25/08022025
Date: February 08, 2025

To,

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

Subject: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the Investor Presentation on Unaudited Financial Results of the Company for the Third Quarter (Q3) and Nine Months ended December 31, 2024.

You are requested to kindly take the aforesaid information on record.

Thanking you,
Yours sincerely,

For **Stylam Industries Limited**

Dhiraj Kheriwal
Company Secretary & Compliance Officer
Encl:- A/a

Stylam Industries Limited

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

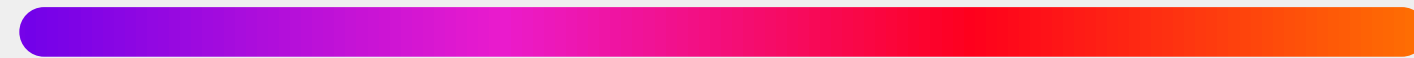
Works I: Plot No. 192-193, Industrial Area Phase-1, Panchkula (Haryana) INDIA - 134109, **T: +91-172-2563907/2565387**

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

W: www.stylam.com, **CIN:** L20211CHI 991PLCOI 1732 (Govt. of India recognised Star Export House)



Innovating the Future of **Building Materials**



Investor Presentation

DECEMBER 2024



About Us

Who We Are

Stylam Industries is a leading manufacturer of premium building materials, specializing in **High Pressure Laminates**, **Acrylic Solid Surface**, and **PreLam boards**. Known for our commitment to *quality, innovation, and sustainability*, we offer comprehensive solutions for interior and exterior applications. Trusted by architects and designers, we aim to maintain market leadership through continuous innovation and strong global partnerships. At Stylam, we build lasting relationships through excellence and design.



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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.**

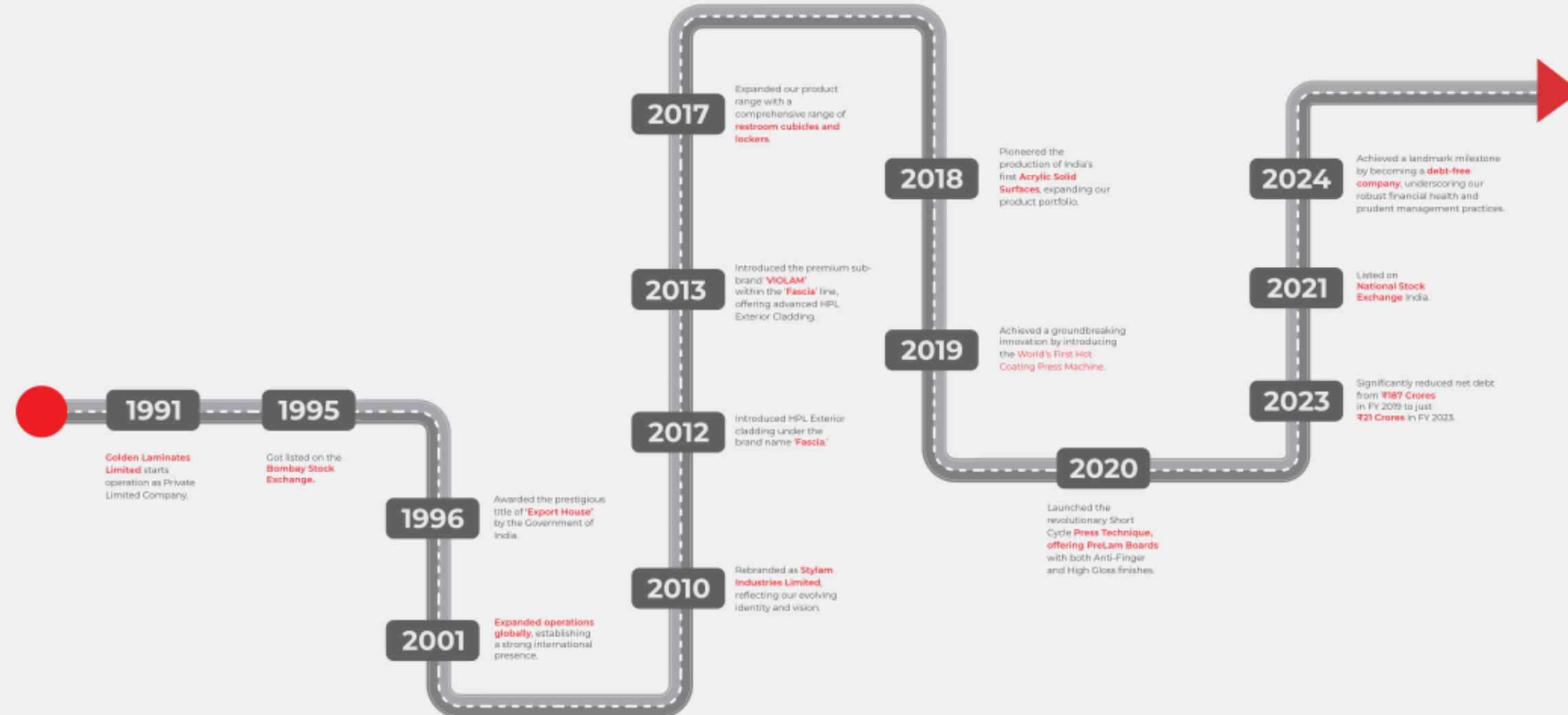
**India's largest
manufacturer
of laminates
for five
consecutive
years.**

**Introduced
the world's
first hot
coating press
machine.**

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



Stylam Journey Through the years.



Small Steps,
big impact.



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.



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, providing effective weather protection.



Modular restroom and locker cubicle systems. It has been crafted with the finest materials and highest quality of fixtures and fittings.



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



It blends royalty and modernity in innovative interior and exterior designs, providing high-quality, durable, and artistic products through advanced manufacturing techniques.



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



High Gloss 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.



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.



Design and Innovation

Leading in design trends and technological advancements.

Proudly Made in India

Supporting local industry with high-quality Indian manufacturing.

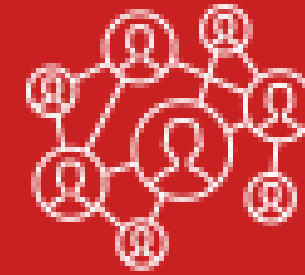


Robust Post-Sales Service

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.



Stylam Supremacy

World Class

Manufacturing Infrastructure

Asia's Largest Laminate Plant





Our Legacy of **Innovation & Excellence**

Manufacturing Plant
Haryana



- 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 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.

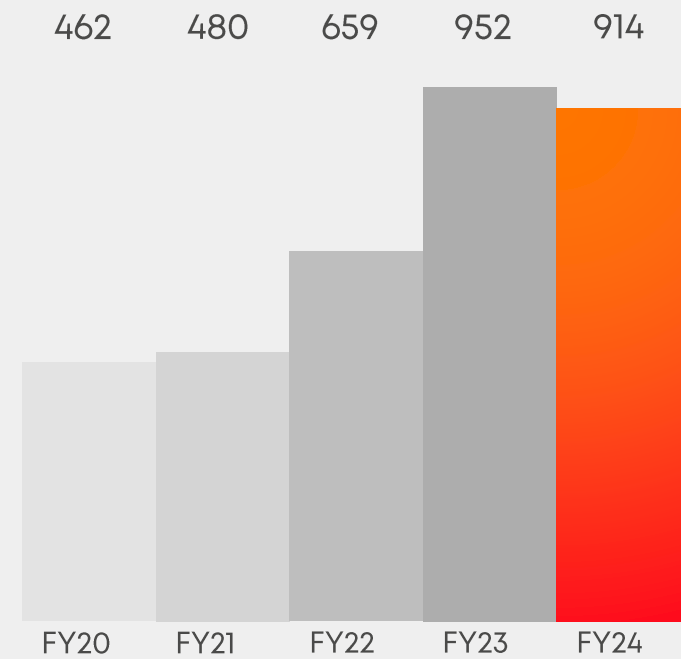


Financial Performance

Consolidated Data from the Past Five Years

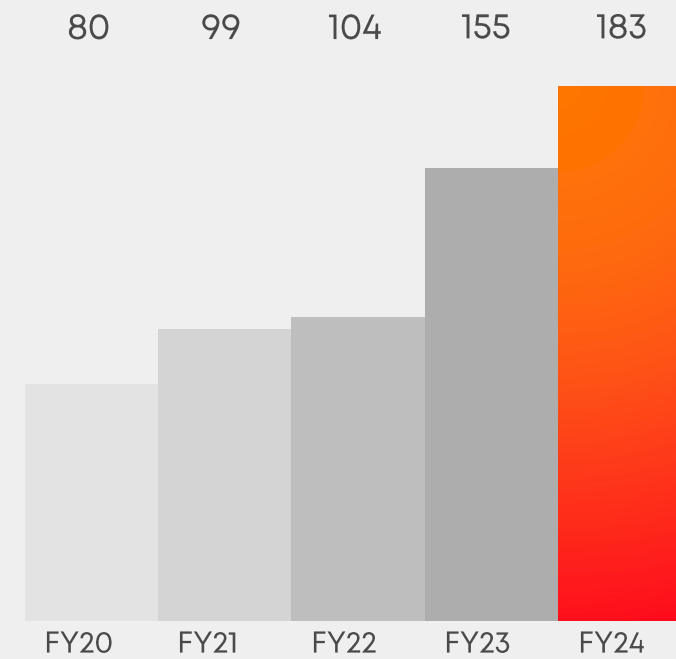
Net Revenue

(Figures in ₹
Crore)



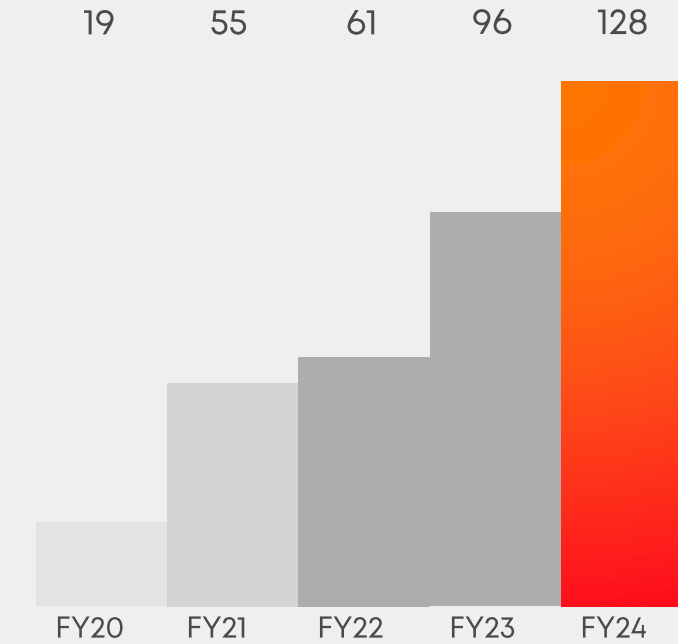
EBITDA

(Figures in ₹
Crore)



PAT

(Figures in ₹
Crore)





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. Operation is likely to start in Jun'25

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



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.

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 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, MI, ISO 14001 and ISO 45001 to name a few.





Social Compliance

01 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
-

02 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

CSR

₹ 182 Lakh

Contribution towards
various CSR activities

*Creating a lasting impact
on the society*

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.



33+ Years
Rich Legacy

1,800+ Employees

Strong Workforce Driving Success

34%

PAT Growth (FY24 vs. FY23)

Zero

Net Debt Company

Largest

Laminate facility in India

Capacity Expansion

Achieved 74% utilization in the laminates division.

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

Care



Leading

Laminate Manufacturing Company in India



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
1000 cities across India

28 STATES

Extensive network spreads
across all 28 states in India

7

Regional Distribution
Centers



Leading the Way

Globally & Locally



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

Laminate 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



Stylam's Addressable Domestic Market

Addressable
Domestic Market

12,000 Cr

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.



Perspective on Domestic Market

Investments

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

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

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

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

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

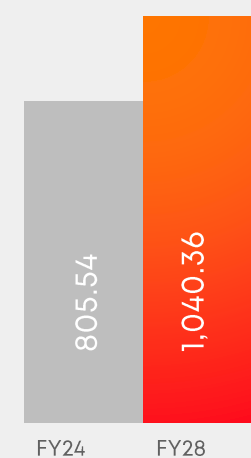


Stylam: Future Market Insights

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

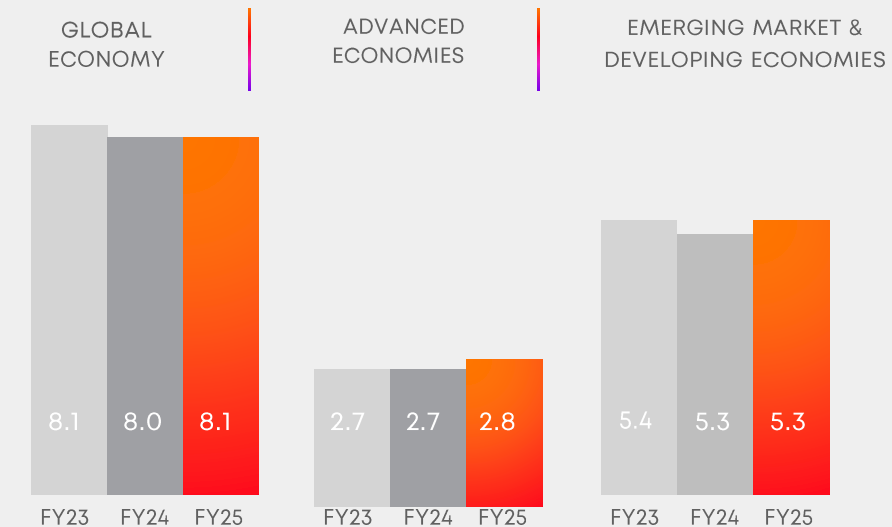
(in USD Billion)



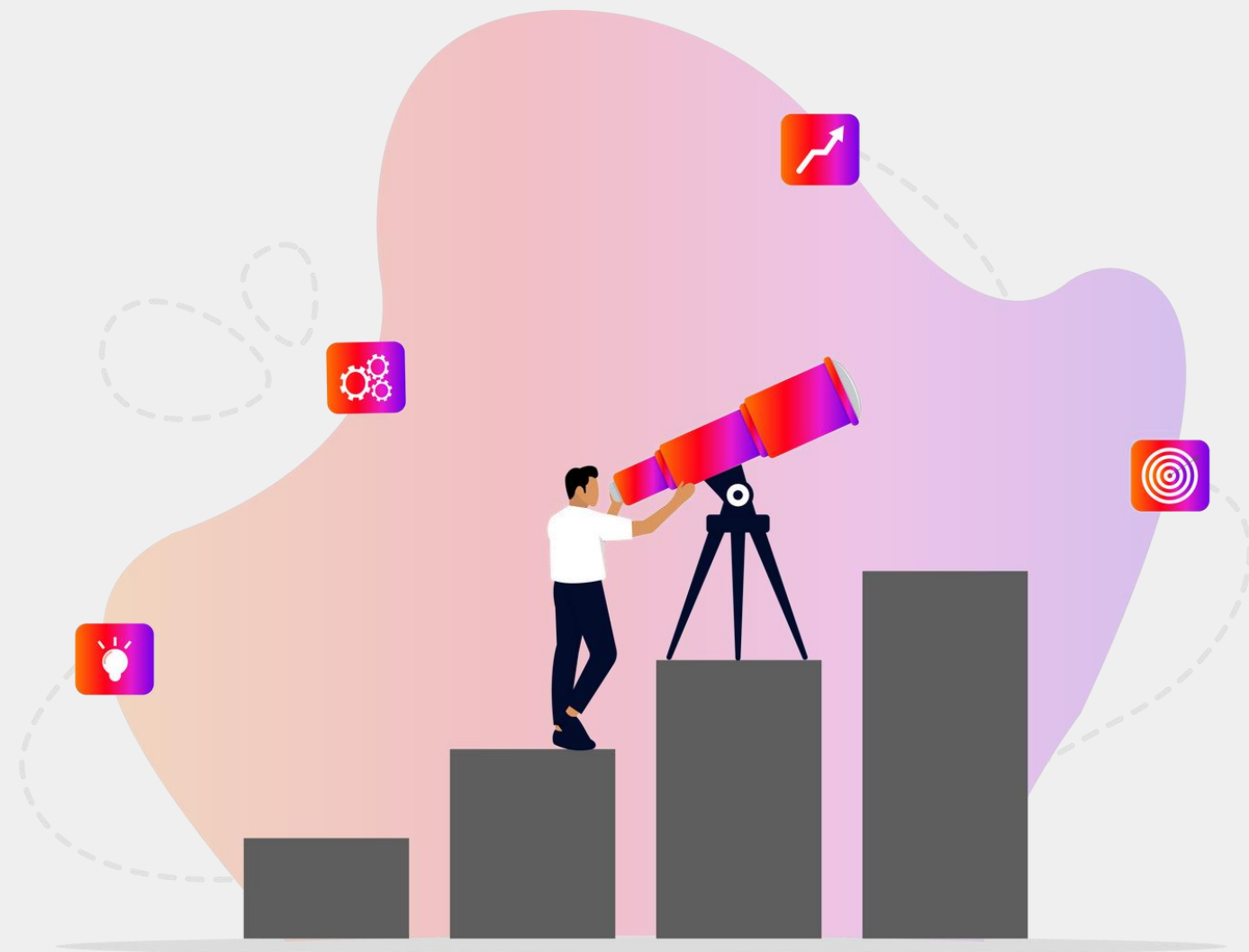
Market forecast to grow at a CAGR of 6.6%

GROWTH PROJECTIONS

(Rs. Crore)



(Source – IMF World Economic Outlook, July 2024)



Vision 2030

01

Revolutionize the Industry
with Smart & Sustainable
Surfaces.

02

To evolve into the first
choice in our industry.

03

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



Over the Past Two Years

Progress & Achievements

The company reached approximately 74% capacity utilization in the laminates division following modular expansions at existing facilities, increasing overall capacity.

Became a net debt-free company.

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.

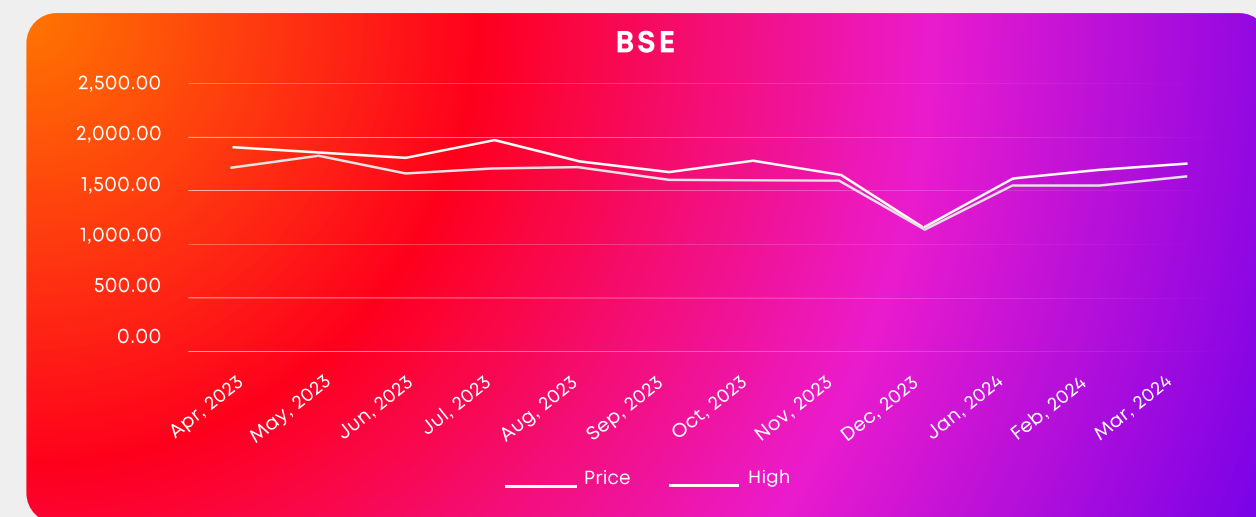
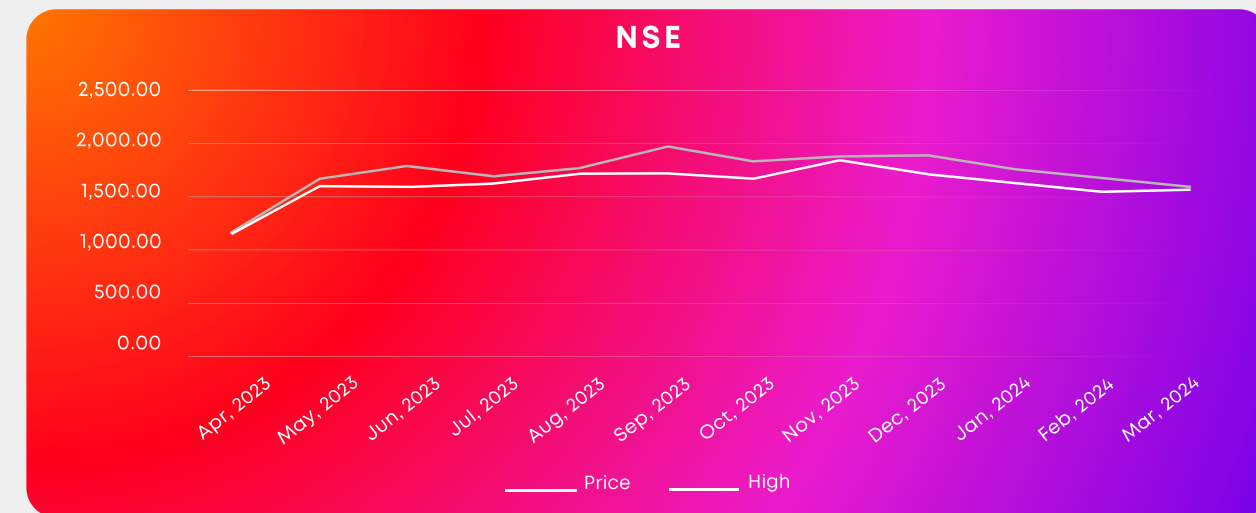


Over the Past Two Years

Progress & Achievements

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:





Q3 FY25 Sales Performance

Overview

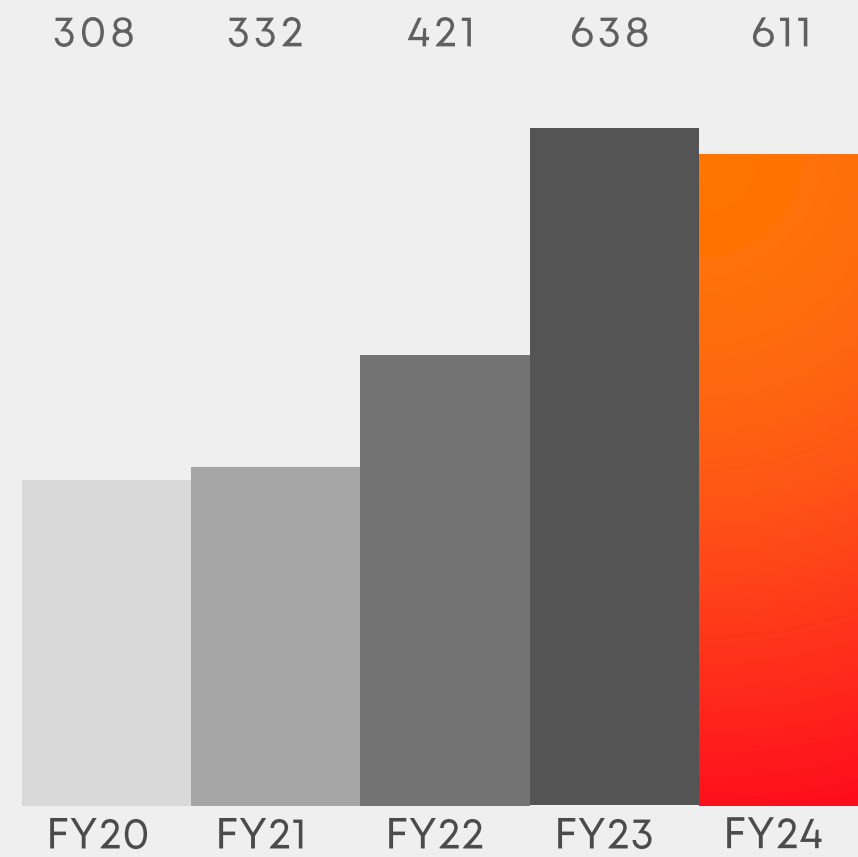
- In Q3 of fiscal year 2025, Stylam Industries Ltd. recorded a **19% increase in revenue** compared to the same period last year.
- The company has **optimized inventory** by disposing of ₹ 2.00 crore worth of outdated design paper.
- Stylam maintains its status as a **zero-debt entity**, reflecting strong financial health and effective capital management.
- The construction of the **new expansion plant** is progressing well.
- 12x5-sized press set to be **operational by February 15, 2025** in the existing plant, further strengthening Stylam's production capabilities and market leadership.
- The rapid advancement in expansion highlights Stylam's commitment to **enhancing production capacity** and meeting increasing market demand.
- Revenue in Q4 is anticipated to be even stronger, supported by the new press operations and a **solid customer order pipeline**.
- Stylam is confident in achieving its financial guidance, indicating sustained momentum for growth.
- Company has sold 3.04 Mn Sheets during the Q3 FY 25 (Domestic – 1.26 Mn & Export – 1.78 Mn) as compared to 2.81 Mn Sheets in Q3 FY 24 (Domestic 1.30 Mn & Export 1.51 Mn).



Sales Performance

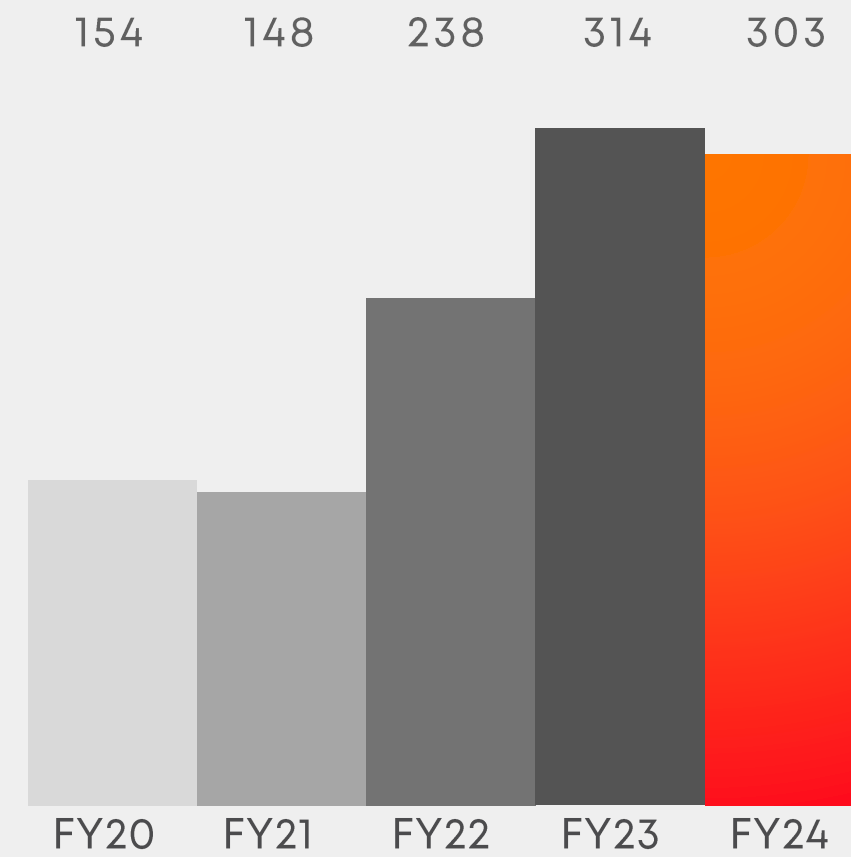
EXPORTS

(Figures in ₹ Crore)



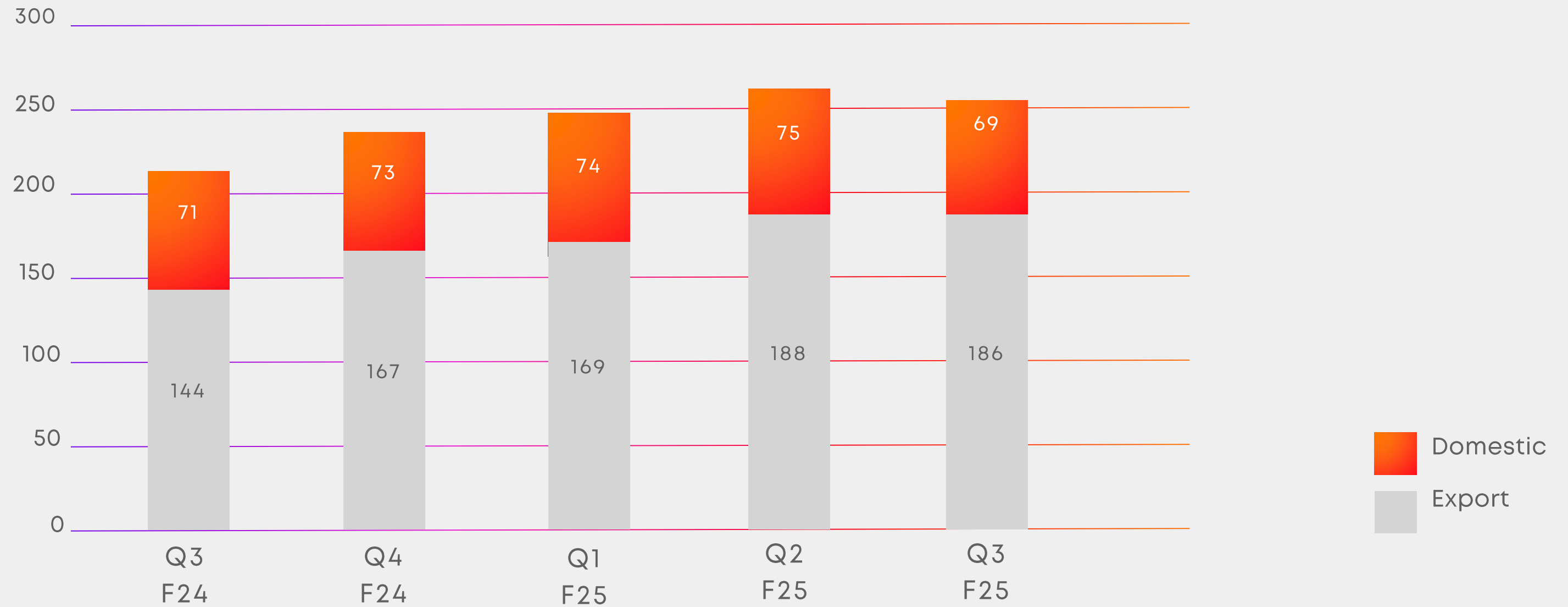
DOMESTIC

(Figures in ₹ Crore)





Quarterly Sales Performance



Profit and Loss



(₹ CRORE)	Q3FY25	Q3FY24	Q2FY25	Q1FY25	FY24
NET REVENUE	255	215	263	243	914
MATERIAL CONSUMPTION	139	109	134	135	474
CONTRIBUTION	116	106	129	108	440
CONTRIBUTION MARGIN (%)	45	49	49	44	48.14
EMPLOYEE EXPENSES	21	19	20	19	75
OTHER EXPENSES	49	39	54	47	182
EBITDA	46	48	54	42	183
EBITDA MARGIN (%)	18.07	22.28	20.70	17.26	20.05
OTHER INCOME	2	2	2	3	6
FINANCE COSTS	-0.56	0.71	4	1	2
DEPRECIATION AND AMORTIZATION	6	5	5	6	22
LESS: EXCEPTIONAL ITEMS	-	-	-	-	-
PBT	42	44	47	38	164
PBT MARGIN (%)	16.68	20.27	17.8	15.6	17.9
TAX EXPENSE	12	12	12.7	9.5	36
PAT	30	31	34	28	128
PAT MARGIN (%)	11.92	14.6	13	11.69	14
SHEETS SOLD (# MN)	3.04	2.8	3.2	2.96	11.8

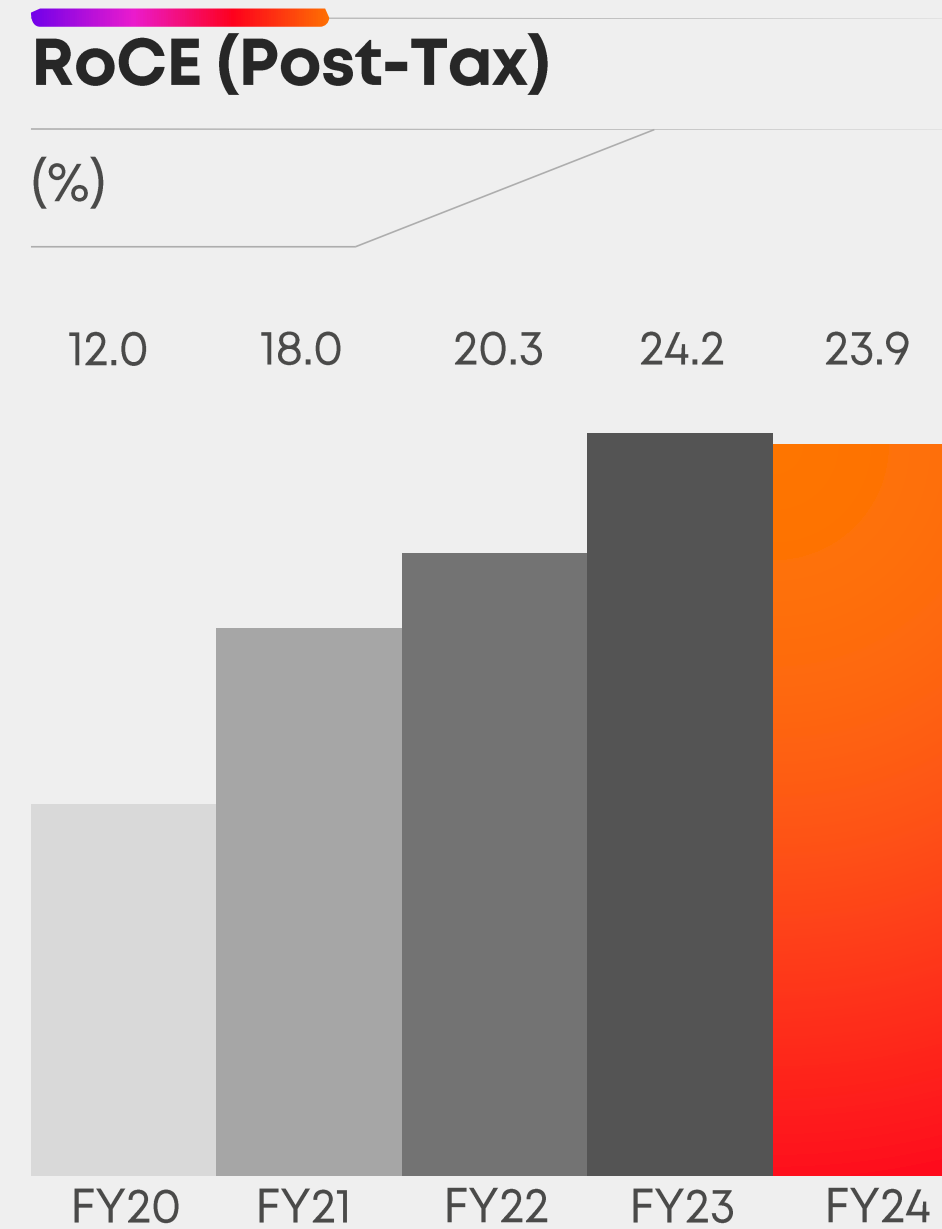
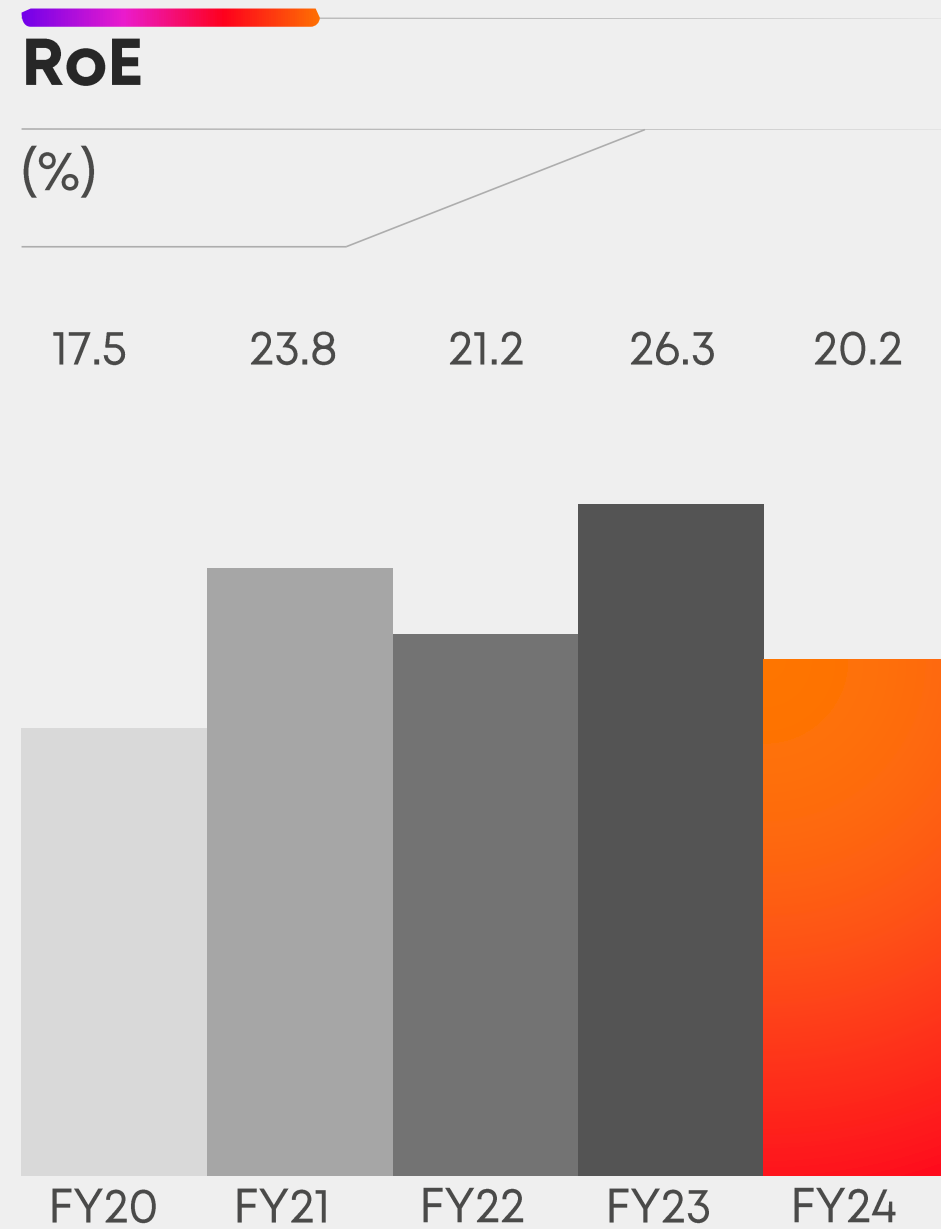
Balance Sheet



ASSETS (₹ crore)	Dec'24	Mar'24	LIABILITIES (₹ crore)	Dec'24	Mar'24
Fixed assets	170	175	Equity share capital	8	8
Capital work in progress	46	2	Other equity	622	528
Investment in property	0	0	Net Worth	630	536
Other non-current assets	56	27	Long term borrowings*	0	0
Total non-current assets	272	204	Short term borrowings	23	0
Inventory	190	145	Total Debt	23	0
Trade receivables	177	161	Trade payables	46	38
Cash and bank	71	74	Other current liabilities	35	21
Other current assets	35	22	Other non - current liabilities	11	11
Total current assets	473	402	Total liabilities	92	70
Total assets	745	606	Total equity and liabilities	745	606



Return Profile



Figures in ₹ crore unless mentioned otherwise

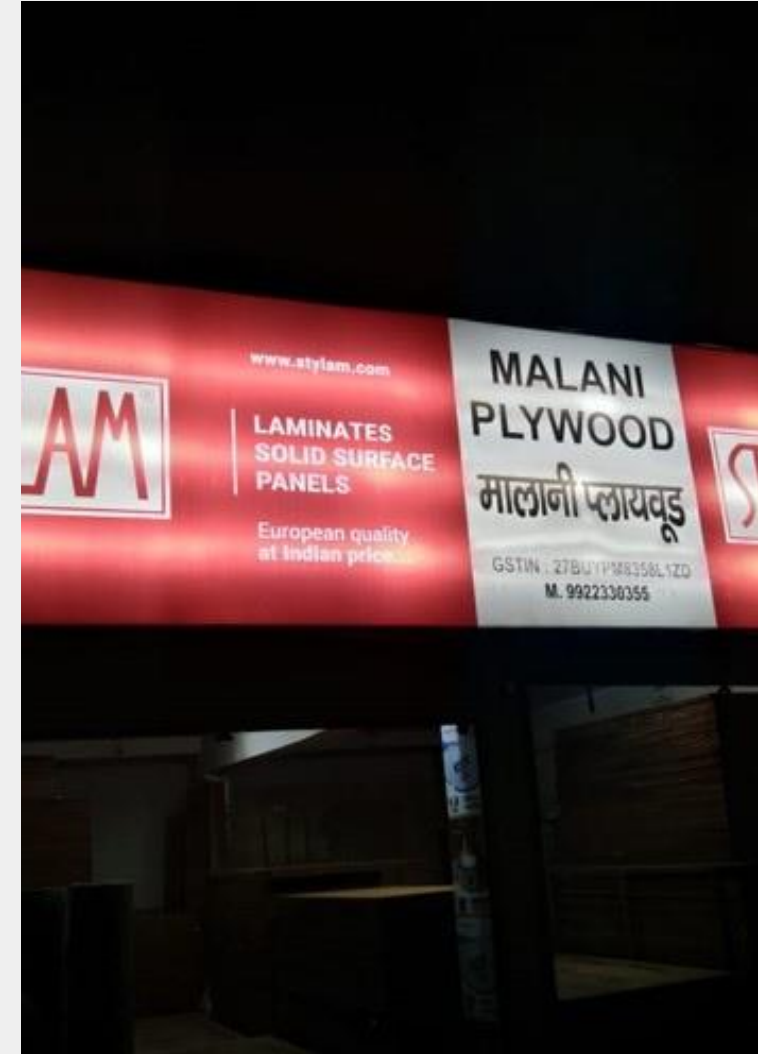
Marketing Initiatives

- 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



Branding

Signboards & In-shop





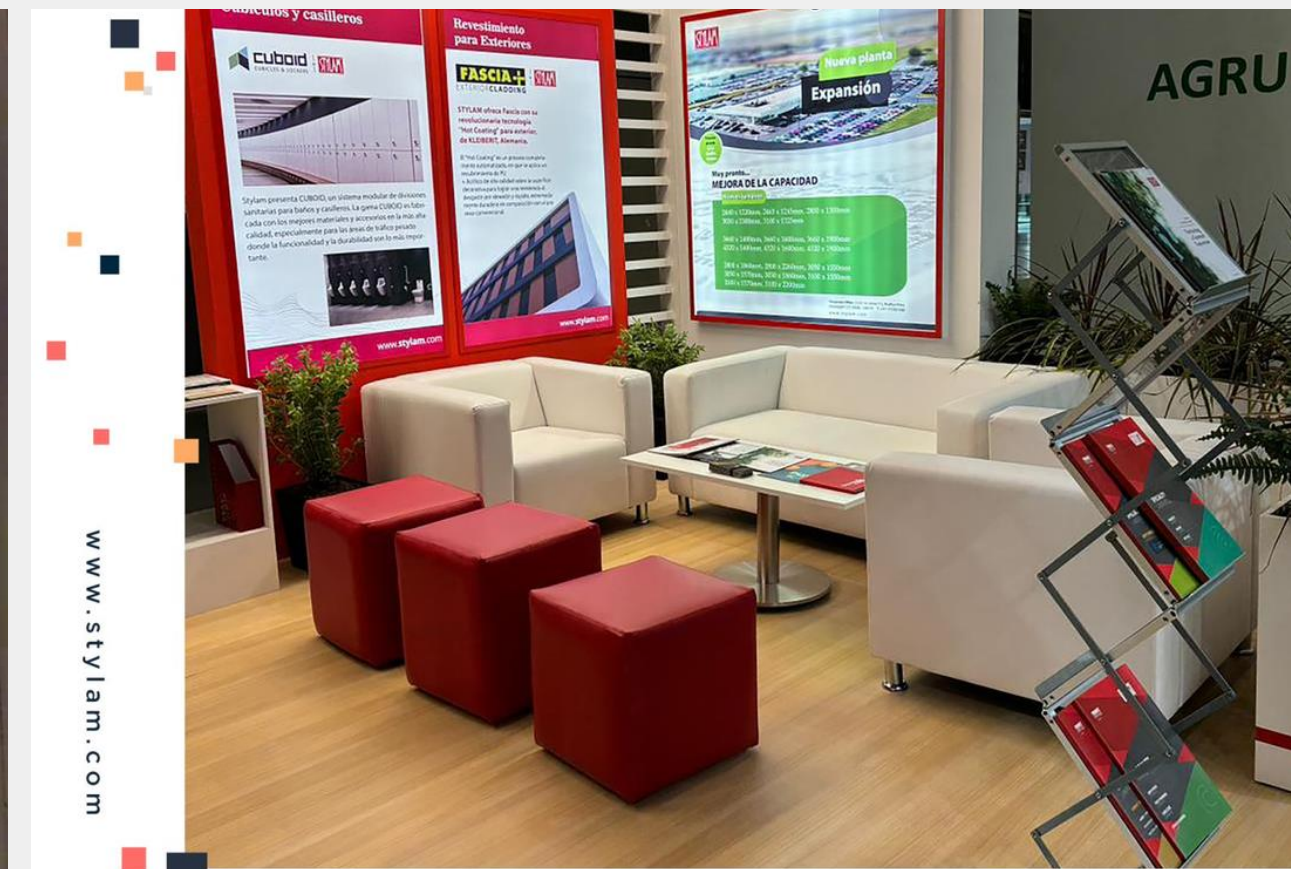
Indiawood Expo Bangalore

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



Exhibition Worldwide

We take part in international exhibitions in key locations such as Dubai, Germany, Atlanta, and Bogota to display our products, connect with potential clients, and seek out new market opportunities.





Architect Plant Visits

Our state-of-the-art manufacturing facility is a testament to our commitment to innovation, quality, and sustainability. During the architect visit, we provide an immersive experience, showcasing our advanced machinery, streamlined production processes, and stringent quality control measures.





International Trips



A Strategic Advantage for Stylam

Loyalty Programs

In the coming weeks, we are excited to launch a new loyalty program specifically designed for architects. This initiative will help generate more business value and volume, further solidifying Stylam's position as a market leader and driving growth across all customer segments.

Stylam's loyalty programs continue to offer significant benefits, enhancing customer engagement, acquisition, and retention. Our satisfied customers often become brand ambassadors, recommending Stylam to peers, which increases brand awareness and potential market share.

These programs also encourage direct interactions, such as more profitable direct orders, bypassing third-party channels that incur additional costs. Moreover, our loyalty initiatives provide invaluable customer data and insights, enabling us to better understand our customers' needs and preferences.

Additionally, these programs open opportunities for strategic partnerships, generating additional revenue streams and fostering mutual growth.

To maintain these advantages, Stylam Industries Limited adapts to evolving customer expectations and market dynamics. This involves staying ahead of key trends and innovations that shape consumer behavior and business landscapes.

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.





Dealer Certificates

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.



Digital Marketing



Our digital marketing campaign is designed to connect, engage, and inspire our target audience with impactful storytelling and innovative strategies. Leveraging data-driven insights, we aim to deliver personalized content across multiple platforms, creating meaningful interactions that resonate with architects, designers, and customers alike.



Laminate that will hold onto your **Interior Space**

POST-FORMING LAMINATE

Royal Polynesia 2425

www.stylam.com

MIRROR SHIELD LAMINATES

Reflecting Perfection

www.stylam.com

Finesse of Phenomenal Essence

Podouk Wood 2903

Fire Retardant Laminates

www.stylam.com

Digi delight
DIGITAL LAMINATES

BY STYLAM

In the world of design, **details matters**

DIGITAL LAMINATES

NA 02

www.stylam.com

Esthetics that can **Glorify your Aura**

SYNCHRO LAMINATES

REFUGEE C 2386

www.stylam.com

Takeaway

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



LARGE
R



PROFITABL
E



VALUABL
E



SUSTAINABL
E



Message from

Board of Director

"Stylam Industries is a leader in decorative laminates and building materials, operating in over 80 countries. Committed to Vision 2030, the company offers innovative solutions that create value for customers. Their diverse product range and adaptability help them thrive amid economic uncertainties. Stylam focuses on value-driven products and operational excellence, aiming to build trust and transform spaces."

Board of Director

Stylam Industries Limited



Contact Us

Get in Touch

Thank You!



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Marg, Chandigarh - 160019
(INDIA)



+91-172-5021555, 5021666



www.stylam.com

