
Greenlam Industries Ltd

Transforming Spaces, Enriching Lives.

Results Presentation – Q2FY16

November 2015

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About Greenlam Industries



- ✓ Product offerings
 - Laminate & Allied: Decorative Laminates, Compact Laminates & Melamine Faced Chipboards
 - Decorative Veneer & Allied: Decorative Veneer, Engineered Wood Flooring & Engineered Doors (Launched in Q2FY16)
- ✓ 3rd Largest Laminate producer in the World and Largest in Asia with a capacity of 12.02 mn sheets
- ✓ Decorative Veneer installed capacity 4.2mn sq mtr – largest in the country
- ✓ Market leader in India with 18.5% share in Laminates segment and 12% share in the Decorative Veneer (Natural) segment
- ✓ Manufacturing facilities based in Behror (Rajasthan) and Nalagarh (Himachal Pradesh)
- ✓ Presence in over 100 countries globally with 11 international offices
- ✓ Top of the line product and Quality Certifications

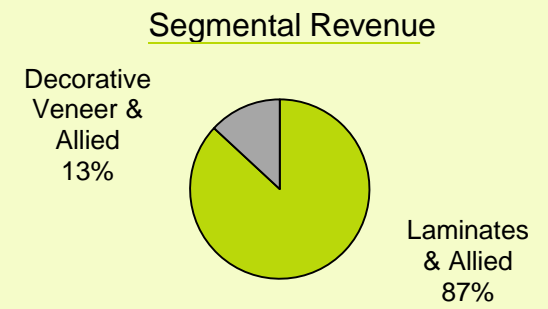
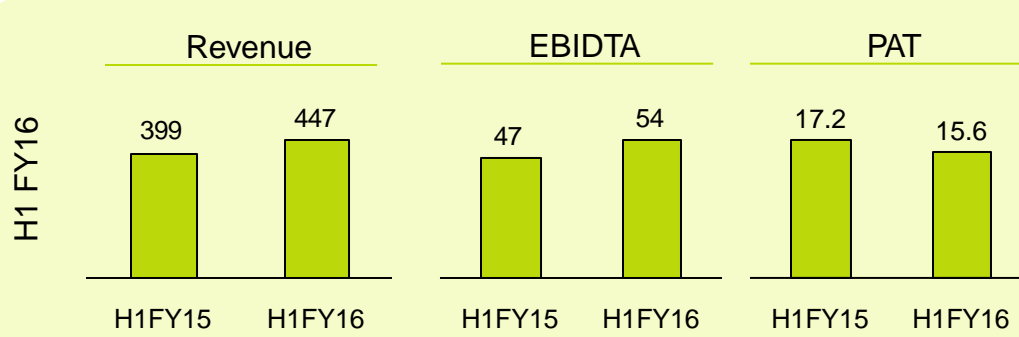
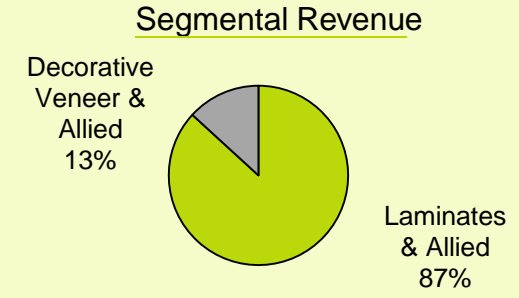
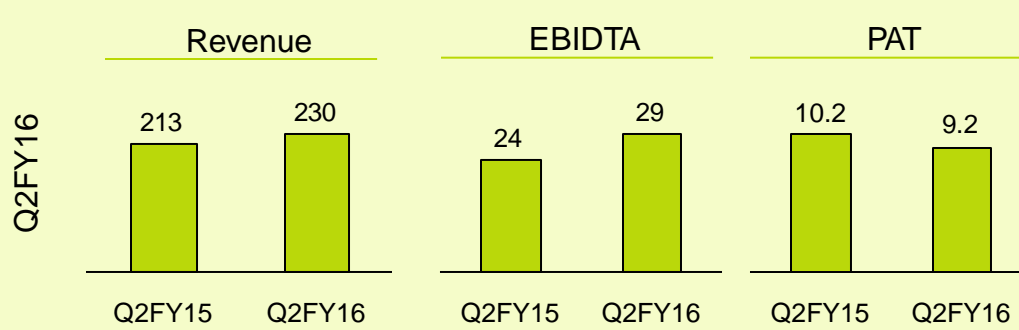
Launching Mikasa Doors & Frames



- ✓ Complete Engineered Door Solutions for the First time in India
- ✓ Total capacity of 1,20,000 units
- ✓ Investment : Rs 27 Crores
- ✓ Integrated with existing decorative veneer and engineered wood flooring, driving better synergy
- ✓ Facility in Behror, Rajasthan
- ✓ Operations commenced on on 10th September 2015



Performance - Q2 & H1 FY16



Highlights – Q2 FY16

- ✓ Revenues grew by 8% this quarter, led by good performance in
 - Domestic Sales with growth of 15%
 - Decorative veneers with growth of 21% (41% volume growth) backed by new launches
- ✓ Laminate capacity utilisation of 112%
- ✓ Launching of new variant led to enhanced Veneer capacity utilisation of 35%
- ✓ Doors facility has commenced operation with a capacity of 1,20,000 door units
 - The products will be marketed under the brand “**Mikasa**”
- ✓ The capacity expansion for Laminates have been completed with the addition of 2 mn sheets at Nalagarh (HP) plant
 - Total laminate capacity currently stands at 12.02 mn sheets
- ✓ Greenlam Laminates received the **Top Exporter Award** from **PLEX Council** for the year FY 2014 & FY 2015 for Decorative Laminates

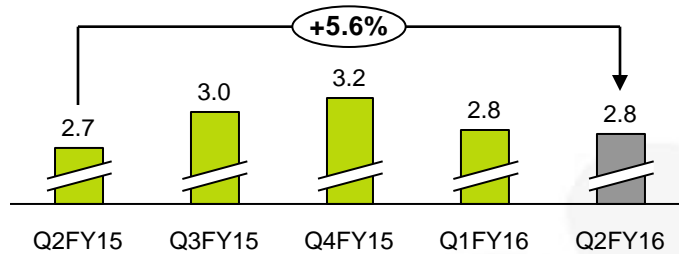
Laminates & Allied Products

Rs. Crores	Q2 FY16	Q1 FY16	Q4 FY15	Q3 FY15	FY15
Net Sales of Laminates & Allied Products	199.7	188.7	197.5	192.9	745.2
EBIDTA Margin %	13.0%	11.7%	9.0%	10.9%	10.1%
Capital Employed	322.0	337.3	331.8	355.3	331.8

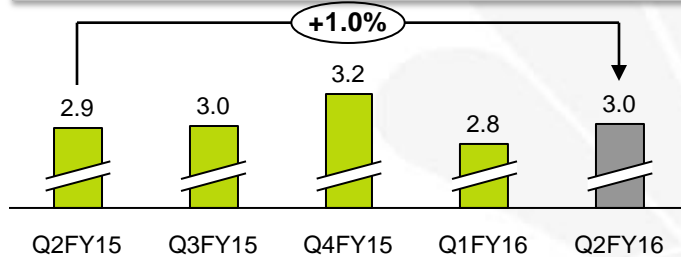
Note: The segments were formed post demerger, hence data for the previous period not available

Laminates & Allied Products

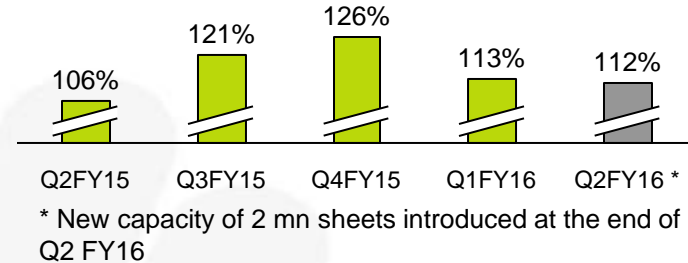
Production in Mn Sheets



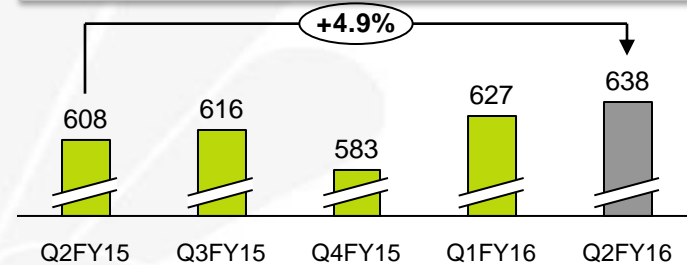
Sales in Mn Sheets



Capacity Utilization Annual Capacity of 10.02 Mn Sheets



Average Realisation (Rs/Sheet)



Decorative Veneers & Allied Products

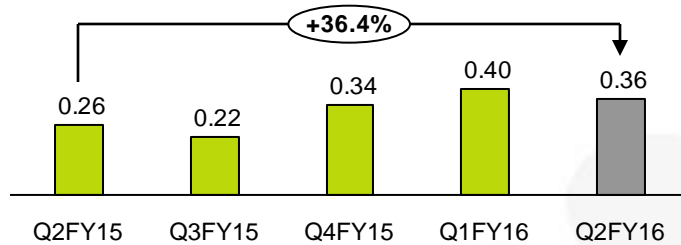
Rs. Crores	Q2 FY16	Q1 FY16	Q4 FY15	Q3 FY15	FY15
Net Sales of Decorative Veneers & Allied Products	30.4	28.3	33.8	21.85	99.4
EBIDTA Margin %	10.9%*	9.7%*	15.2% *	8.6% *	17.5%
Capital Employed	174.6	156.1	142.4	130.0	142.4

Note: The segments were formed post demerger, hence data for the previous period not available.

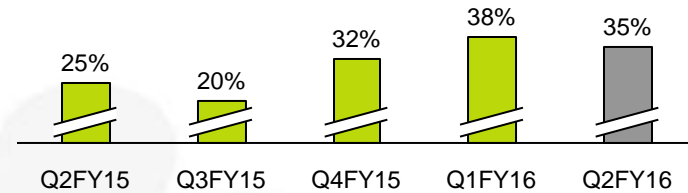
* Margins were impacted due to losses from new products which are going through a period of stabilisation

Decorative Veneers

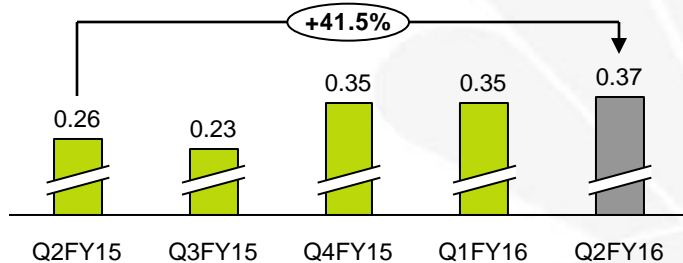
Production in Mn Sqmt



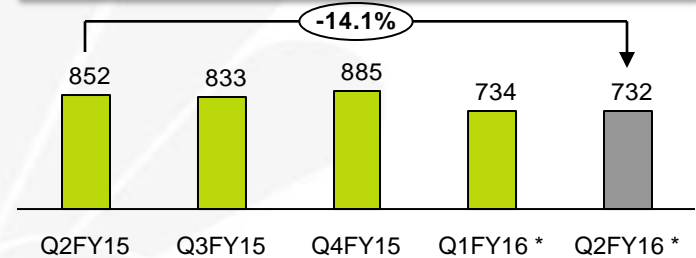
Capacity Utilization Annual Capacity of 4.2 Mn Sqmt



Sales in Mn Sqmt



Average Realisation (Rs / Sqmt)



* Launch of new variants at competitive price points

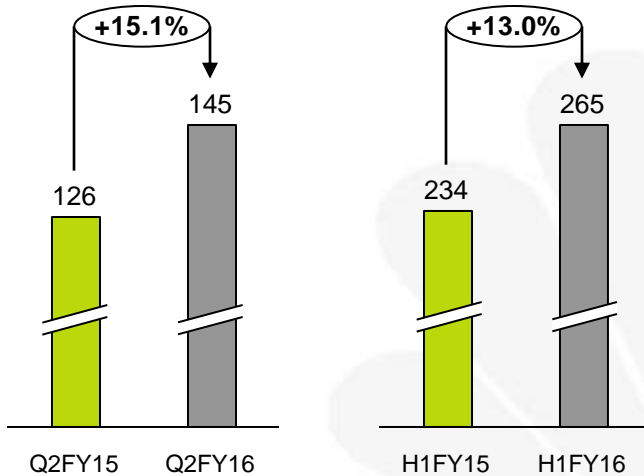
Profit and Loss

Rs. Crores	Q2 FY16	Q2 FY15	YoY	H1 FY16	H1 FY15	YoY	FY15
Revenue	230.1	212.6	8.2%	447.1	398.6	12.2%	844.6
Raw Material	128.1	131.5		254.6	242.9		511.5
Employee Cost	25.4	20.3		50.3	38.3		78.9
Other Expenses	47.2	37.1		88.0	70.2		161.3
EBITDA	29.3	23.7	23.8%	54.2	47.2	14.8%	92.9
<i>EBITDA Margin</i>	12.8%	11.1%		12.1%	11.8%		11.0%
Other Income	0.2	0.5		0.5	0.9		1.4
Interest	7.5	6.4		15.2	12.8		26.8
Depreciation	7.5	7.1		15.2	14.1		30.2
Exceptional Item	(0.2)	0.3		-0.6	0.4		1.8
PBT	14.9	10.4		24.9	20.7		35.5
Tax	5.6	0.2		9.3	3.5		8.9
PAT	9.2	10.2	-9.5%	15.6	17.2	-8.8%	26.6
<i>Cash Accrual</i>	16.7	17.2		30.8	31.3		56.8
<i>Cash Accrual Margin</i>	7.3%	8.1%		6.9%	7.8%		6.7%

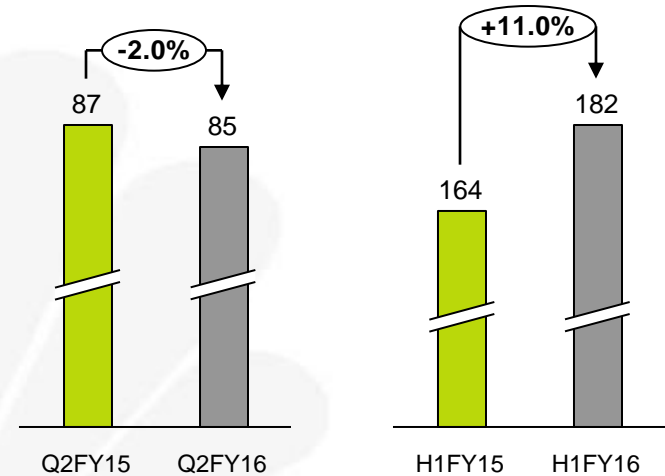
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Geographic Segments

Domestic (Rs Crores)

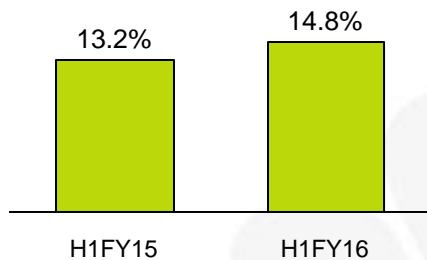


Exports (Rs Crores)



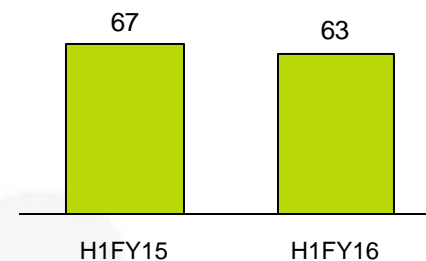
Performance Ratios

ROCE



	H1FY15	H1FY16
Revenue	398.6	447.1
EBIT	33.51	40.07
PAT	17.2	15.7
Capital Employed	508.2	540.7

Net Working Capital Days



	H1FY15	H1FY16
Inventory	82	83
Debtors	52	51
Creditors	67	70
Net Working Capital	67	63

Balance Sheet

Rs. Crores	Sep – 15	Mar – 15
Shareholder's Fund	242.7	227.1
Share capital	12.1	12.1
Reserves & Surplus	230.6	215.0
Non-Current Liabilities	190.2	197.7
Long term borrowings *	160.7	174.5
Other Non Current Liabilities	29.5	23.2
Current Liabilities	311.7	289.0
Short Term Borrowings	119.0	93.0
Trade Payables	172.5	176.5
Other current liabilities	20.2	19.5
Total Liabilities	744.6	713.8

Rs. Crores.	Sep - 15	Mar - 15
Non-Current Assets	363.2	346.7
Fixed assets	338.0	320.6
Non-Current Investments	17.5	17.5
Other Non-Current Assets	7.7	8.6
Current Assets	381.4	367.1
Inventories	203.2	188.1
Trade receivables	124.4	118.1
Cash and Bank Balances	1.7	2.9
Other current assets	52.1	58.0
Total Assets	744.6	713.8

* Includes amounts due for repayment within one year

Way ahead...

- ✓ Continue the Growth momentum in
 - Laminate & maximize the utilization of existing capacity
 - Expanding the distribution network for newer variants of Veneer.
- ✓ Continue expansion of sales & distribution network
- ✓ Enhance the sales & distribution network for Brand “Mikasa”
 - Engineered Wood Flooring
 - Engineered Wood Doors & Frames

Thank You



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