

Greenlam/2018-19
May 28, 2018



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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 Q4 and FY 18 Results

Dear Sir/ Madam,

Please find enclosed the Press Release on the Financial Results of the Company for the quarter and year ended March 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 blue circular stamp.

PRAKASH KUMAR BISWAL
COMPANY SECRETARY &
ASST. VICE PRESIDENT - LEGAL



Encl: As Above

Greenlam Industries Ltd. announces Audited Consolidated Financial Results for Quarter and Year Ended March 31, 2018

Highlights for Quarter ended 31st March 2018

- Net Revenue reported at Rs. 311.1 crores, a growth of 6.4% on YoY basis
- Laminate business volume grew by 6.9% and value grew by 6.3% on YoY basis
- PBDIT reported at Rs. 38.9 crores, de-growth of 9.2% on YoY basis
- Net Profit remained flat at Rs. 17.9 crores on YoY basis

Highlights for Year ended 31st March 2018

- Net Revenue reported at Rs. 1144.7 crores, a growth of 6.4% on YoY basis
- Laminate business volume grew by 7.9% and value grew by 4.8% on YoY basis
- PBDIT reported at Rs. 148.9 crores, growth of 7.6% on YoY basis
- Net Profit reported at Rs. 64.6 crores, an increase of 30.1% on YoY basis

Financial Highlights for Q4 FY18 Results - Consolidated

Profit & Loss Statement Highlights					
(₹ in Crore)	Q4FY18	Q4FY17	Growth % (y-o-y)	Q3 FY18	Growth % (q-o-q)
Net Revenue	311.1	292.5	6.4%	280.3	11.0%
PBDIT	38.9	42.8	-9.2%	39.1	-0.6%
Profit before Tax	25.7	27.8	-7.8%	26.1	-1.6%
Profit after Tax	17.9	17.8	0.4%	17.4	3.0%
Basic EPS (₹)*	7.41	7.38		7.19	

*Not Annualised

Financial Highlights for FY18 Results– Standalone & Consolidated

Earnings Highlights						
	Standalone			Consolidated		
(₹ in Crore)	FY18	FY17	Growth % (y-o-y)	FY18	FY17	Growth % (y-o-y)
Net Revenue	1060.8	970.3	9.3%	1144.7	1075.8	6.4%
PBDIT	136.6	123.8	10.3%	148.9	138.3	7.6%
Profit before Tax	89.7	66.7	34.4%	96.5	75.7	27.6%
Profit after Tax	59.2	42.8	38.3%	64.6	49.7	30.1%
Basic EPS (₹)	24.53	17.74		26.77	20.58	

National, 28th May, 2018: Greenlam Industries Ltd., a leading manufacturer of surfacing products with its flagship brand Greenlam laminates, Decowood-decorative veneers, Mikasa-premium engineered wood floors and doors, today announced its audited annual financial results for the year ending March 31, 2018.

For the fourth quarter which ended on 31st Mar 2018, consolidated net revenues from operations grew by 6.4%, at Rs. 311.1 crores, as compared to Rs. 292.5 crores in the corresponding quarter of the previous financial



year. Laminate volumes grew by 6.9% and value grew by 6.3% YoY. Operating Profit de-grew by 9.2% at Rs. 38.9 crores as compared to Rs. 42.8 crores in the corresponding quarter last year. The company recorded a flat net profit of Rs. 17.9 crores, as compared to corresponding quarter last year.

For the year ended 31st March 2018, consolidated net revenues from operations grew by 6.4%, at Rs. 1144.7 crores, as compared to Rs. 1075.8 crores in the corresponding previous financial year. Laminate volumes grew by 7.9% and value grew by 4.8% YoY. Operating Profit increased by 7.6% at Rs. 148.9 crores as compared to Rs. 138.3 crores in the corresponding previous financial year.

Speaking about the results Mr. Saurabh Mittal, Managing Director and Chief Executive Officer, Greenlam Industries Ltd. said, *“This has been a reasonably good year of financial performance where our annual consolidated revenue grew by 6.4% as compared to FY 17. However revenues growth adjusted for GST is 8.8%. EDBITA and PAT grew by 7.6% and 30.1% respectively as compared to last financial year. Volumes in laminate business grew by 10.8% and 5.1% for domestic and exports respectively. We also reduced our debt by 46.8 crs in the current financial year and annualized ROCE stood at 18.3%.*

Overall, we were able to maintain our working capital cycle despite the difficult market environment. We continue to have a sharp focus on our business and deliver superior quality products to our consumers.”

About Greenlam Industries Limited

Every artist needs a canvas. For Greenlam, every home is one. Present across more than 100 countries, Greenlam is India’s No. 1, Asia’s largest and among the top 3 surfacing solutions brand in the world.

Ever since its inception, 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 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 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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