

Greenlam/2017-18
February 07, 2018



The Manager

BSE Limited
Department of Corporate Services
Floor 25, P. J. Towers, Dalal Street
Mumbai - 400 001
Fax No. 022-2272-3121/1278/1557/3354
Email: corp.relations@bseindia.com

BSE Scrip Code: **538979**

The Manager

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (E)
Mumbai - 400 051
Fax No. 022-2659-8237/8238/8347/8348
Email: cmllist@nse.co.in

NSE Symbol: **GREENLAM**

Dear Sir/Madam,

SUB: Intimation of Schedule of Investor and Analyst Meet

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the officials of the Company will be participating in a Non-Deal Roadshow (NDR) to meet Investors of the Company to discuss the Financial Results of the Company for the quarter and nine months ended December 31, 2017.

Date	Organized by	Event Title	Place
9 th February, 2018	Edelweiss Securities Ltd.	Edelweiss India Conference 2018	Mumbai

Further, the latest presentation to be used in this meet is attached herewith and the same is being uploaded on the website of the Company www.greenlamindustries.com

Kindly note that changes may happen due to exigencies on the part of organizer/Company.

The above is for your information and record.

Thanking you,
Yours faithfully,

For **GREENLAM INDUSTRIES LIMITED**

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



Investor Presentation

February 2018

Safe Harbour

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

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.

About Us

Greenlam is one stop solution provider for **All Surfacing Needs**

Among **World's Top 3** Laminate producers

Asia's Largest Laminate brand

India's Largest Exporter of Laminates

India's No. 1 Decorative Veneer brand

India's Only Manufacturer of Engineered Wood Flooring

India's 1st Organized Manufacturer of Engineered Door (Doors Sets & Frames)

Board Members



Sitting Right To Left

Mr. Shiv Prakash Mittal

Non Executive Chairman

Mr. Vijay Kumar Chopra

Independent Director

Standing Right To Left

Ms. Sonali Bhagwati Dalal

Independent Director

Mr. Saurabh Mittal

Managing Director & CEO

Ms. Parul Mittal

Whole Time Director

Ms. Urvashi Saxena

Independent Director

Management Team



Ashok Sharma
Chief Financial Officer



B L Sharma
President - Plant
Operations



Prashant Srivastava
Vice President -HR, CSR, &
Admin



Alex Joseph
Sr. Vice President -
Marketing



Anuj Sangal
Country Head Sales –
Laminate & Allied



Shivaji Mohinta
Country Head Sales
Decorative Veneers & Flooring



Lokesh Dutt
Sr. Vice President
International Exports

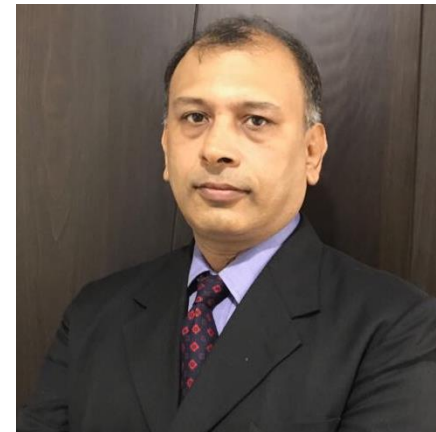
International Team



Vaibhav Sharma
Director, US & COO, UK

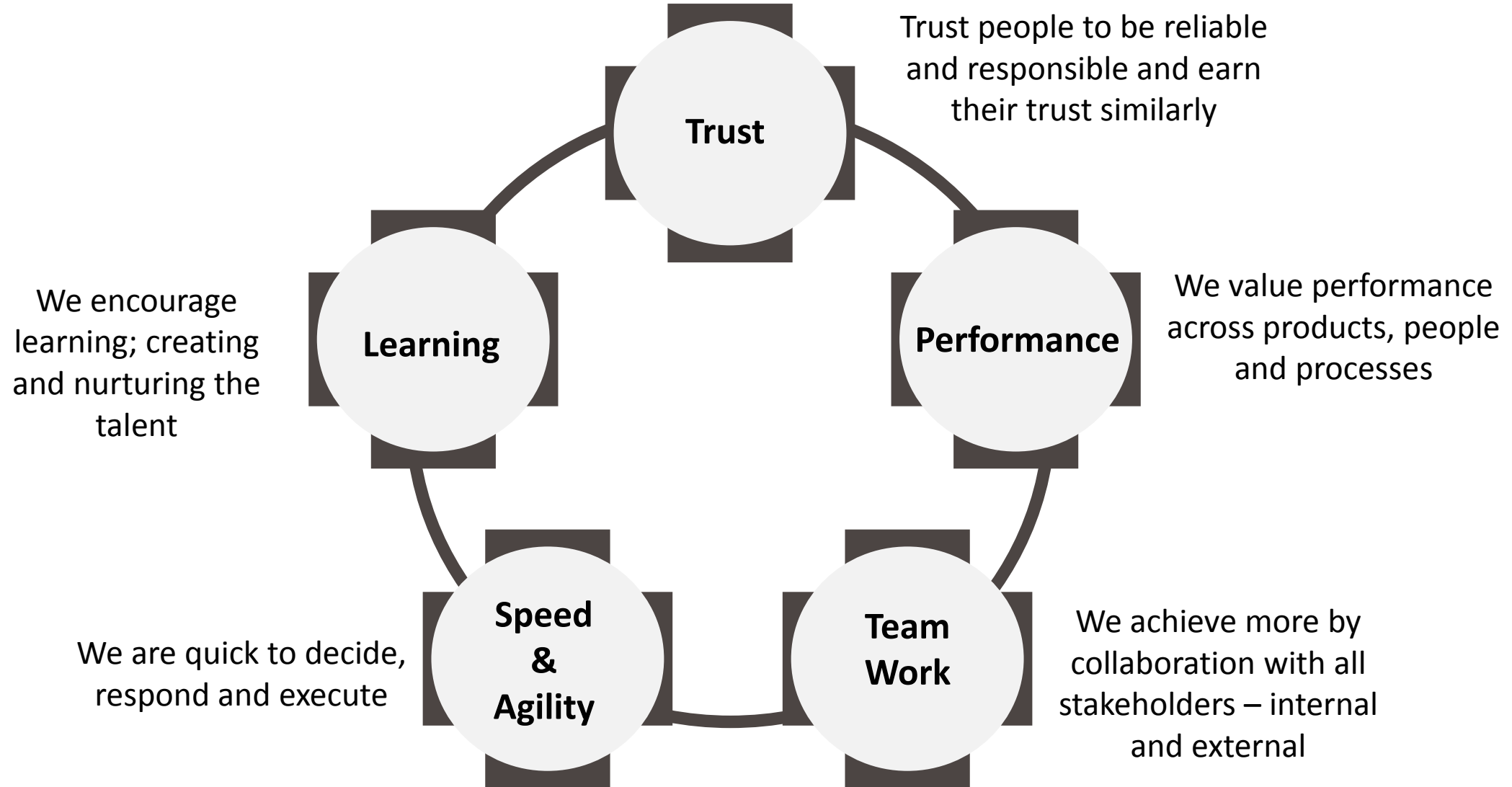


Dittakan Tippawan
Director, Thailand

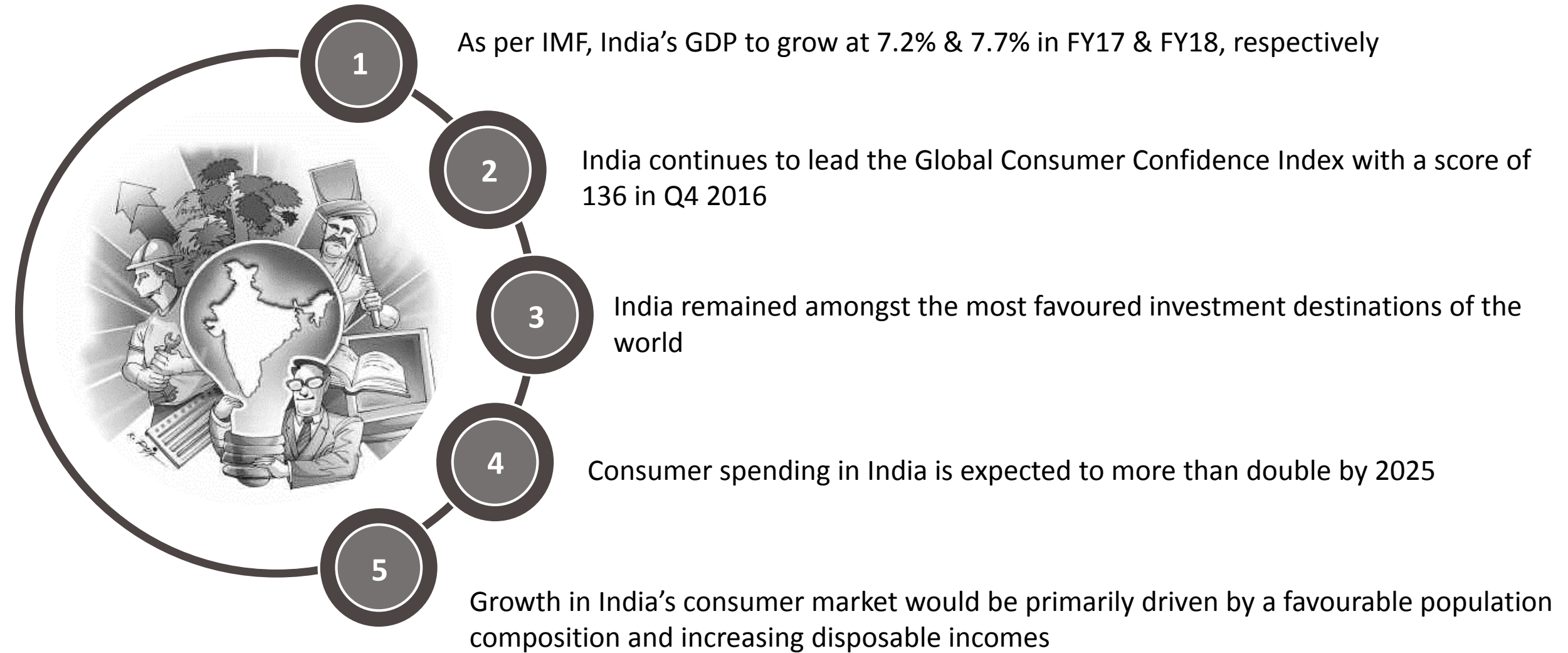


Vishal Kapur
COO, APAC

Values That Drive Us



Current Economic Scenario – India



Source: IMF, IBEF, Nielson ,Unctad

Current Economic Scenario – Global

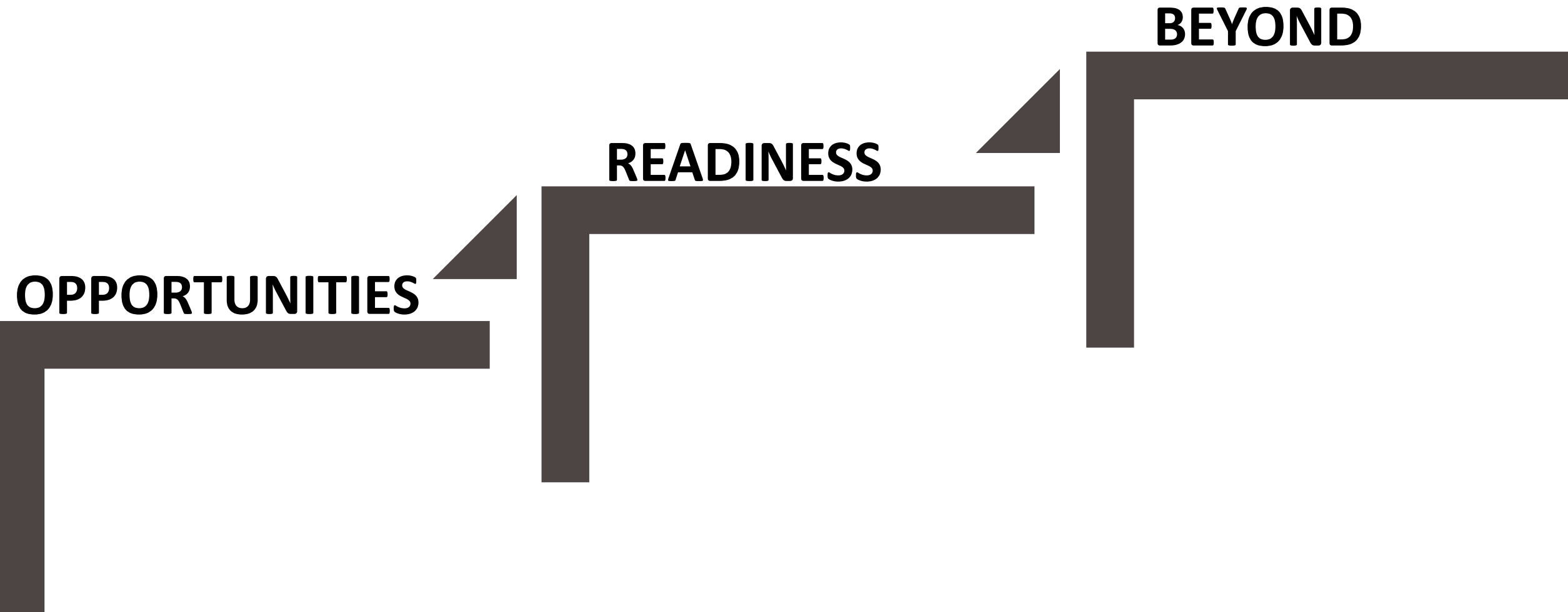
Global growth is pegged at 3.5% in 2017 & 3.6% in 2018, as per IMF

Cyclical recovery in investment, manufacturing, and trade leading to pick up in Global economic activity

Recovery of Inflation rates in advanced economies and bottoming out of commodity prices in recent months favourable for global growth

HOW DO WE SEE THIS?





OPPORTUNITIES

READINESS

BEYOND

Opportunities

OPPORTUNITIES | READINESS | BEYOND

Govts. Policy Initiatives	Indian Real Estate Sector	IT & Other Office Parks	Per Capita Income On A Rise
✓ RERA Leading to increased consolidation & strengthening of Real estate sector ✓ Swatch Bharat Abhiyan ✓ Smart Cities Mission to propel urban growth through infrastructure overhaul ✓ Pradhan Mantri Awas Yojana (PMAY)	✓ Sector is expected to clock \$180 Bn. by 2020 ✓ Expected to contribute 6% to India's GDP ✓ Significant growth in Retail, Hospitality & Commercial real estate	✓ High demand for office space by IT, ITeS, Retail, Consulting & E-Commerce ✓ Office space absorption was 34 Mn. sq. ft. across top 8 cities in 2016	✓ India's per capita income is estimated to cross Rs. 1 Lakh in 2016-17 ✓ This is over 10% higher than Rs. 93,293 reported during 2015-16

Source: IBEF, CSO, IMF, Reuters, IMRB

OPPORTUNITIES | READINESS | BEYOND

Consumer Market Growth	Demand for Modern Homes	Growing Middle Class Segment	Working Women Spending Capacity
✓ Growing purchasing power and rising influence of social media have enabled Indian consumers to loosen their purse string ✓ Indian consumption market is expected to grow at 7.1% during FY2021-25 as against 6.7% during FY2015-20	✓ Increased consciousness among home owners for stylish interiors and aesthetic indoors ✓ Change in people's perception leading to an increase in spending on Furniture, Fixtures & also on Home Decor	✓ Growing Middle Class consumer base who look out for Quality products at affordable propositions ✓ Rising incomes and improvement in infrastructure are enlarging consumer markets and accelerating the convergence of consumer tastes	✓ In an interesting trend, Indian women are becoming more particular about the needs for their home luxury and its design ✓ They are spending a significant part of their income and savings on home decor

Source: IBEF, CSO, IMF, Reuters, IMRB

Luxury Market

Rising HNI's

Influx of global lifestyle trends and growing aspirations

Rising Business confidence

Propelling many middle-income group individuals

Demonetization

- ✓ Expected to reset the economy towards a higher growth trajectory and other long-term benefits
- ✓ Fiscal deficit of India set to reduce
- ✓ Reduction in Retail inflation
- ✓ Hence, increase in consumption power of consumer

Goods & Service Tax

- ✓ Sectoral shift from unorganized to organized brand
- ✓ Faster delivery of products from one state to another
- ✓ Narrowing the price gaps between organized and unorganized thus making us more competitive

International Market

- ✓ Long-term prospects of emerging market economies have Improved
- ✓ Low interest rates in advanced economies leading to revival of Housing market
- ✓ As per IMF, Global Economy is forecasted to grow at 3.6% & Emerging market at 4.8%
- ✓ Rising trend for better lifestyle, home interior and remodelling to augment demand
- ✓ Market Share – We are not in top 3 position in several markets. We see this as an opportunity to increase our share in these markets through right product mix
- ✓ Acceptance of Indian Brand – Greenlam brand is gaining popularity among specifiers in International markets due to product quality at par with international manufacturers at competitive price points

Source: IMF

Readiness

Our Products

Laminate & Allied products

Laminates	Compact Panel	MFC
Commodity to Premium products	Standard Compact Panel Lab Guardian Restroom & Locker solutions Clads – exterior façade panels	Melamine Faced Chip Board

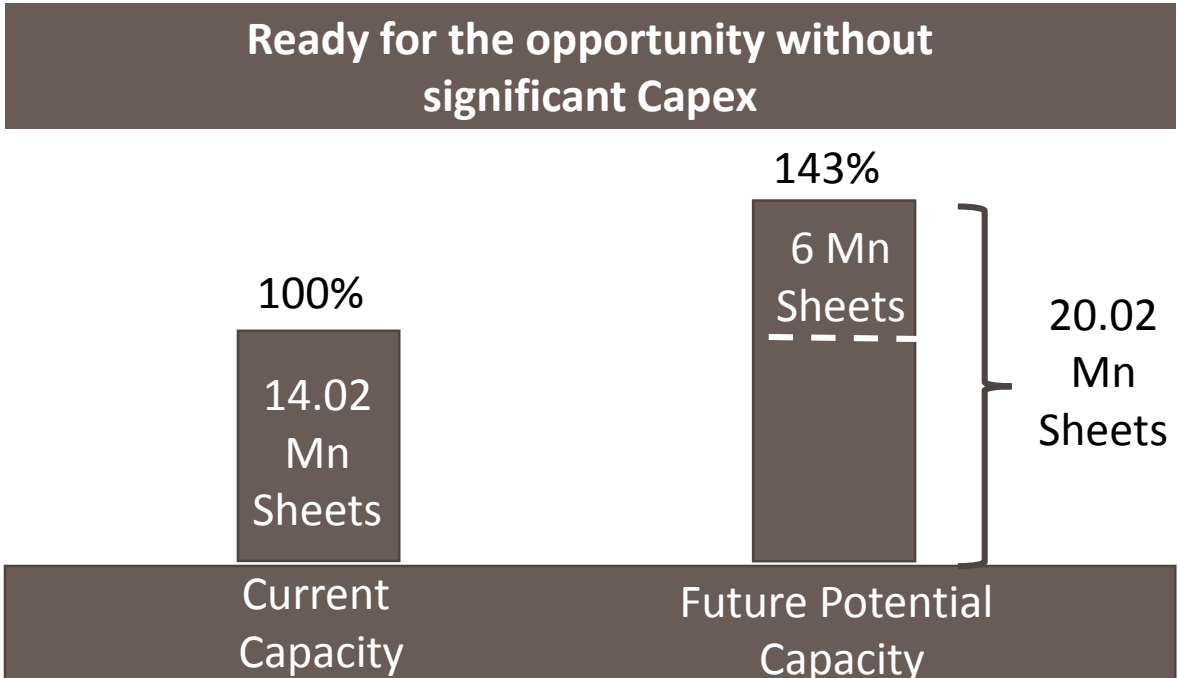
Veneer & Allied

Decorative Veneer	Mikasa Floor	Mikasa Door
Natural Veneer Teak Veneer Engineered Veneer	Engineered Wood Floor	Engineered Door (Door Set + Frames)

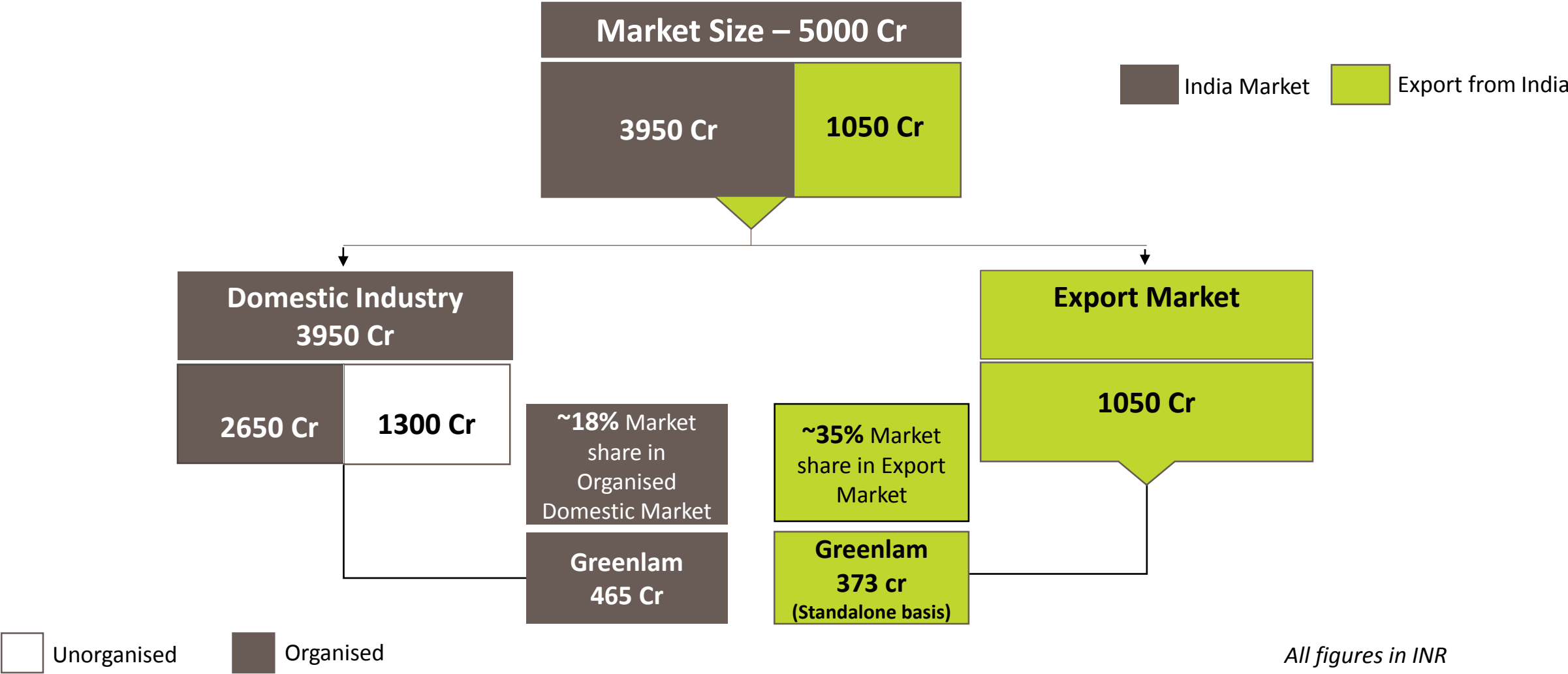
A large portfolio of surfacing product catering to various segments across price points

Laminates & Allied Products

Manufacturing Capacity	
Laminates & Compact Panel	MFC
14.02 Mn Sheets 5.34 Mn (Behror – Rajasthan) 8.68Mn (Nalagarh – Himachal Pradesh)	2.00 Mn Sqm (Behror-Rajasthan)
Largest in Asia	



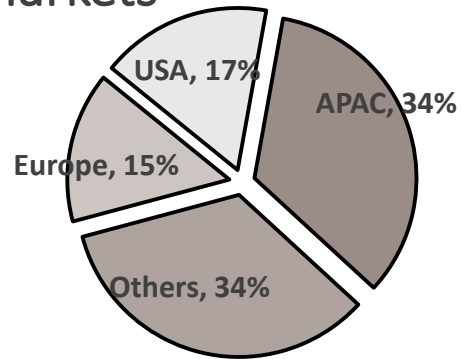
Laminates & Allied Products



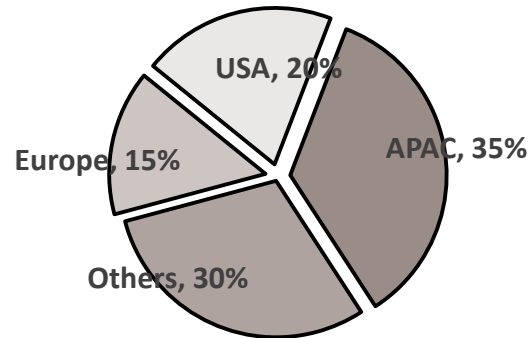
OPPORTUNITIES | READINESS | BEYOND

International Markets

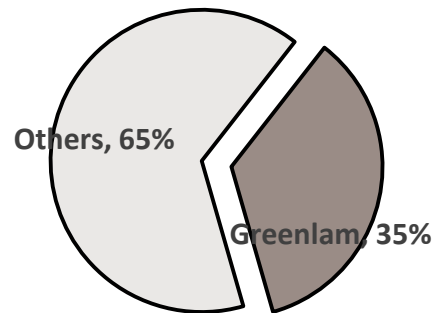
Greenlam
Exports
9MFY18



Greenlam
Exports
FY17



India's Total
Laminate
Exports
INR 1050 Crs



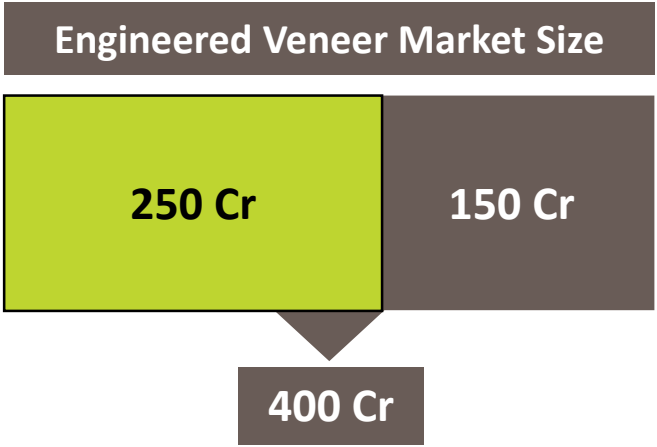
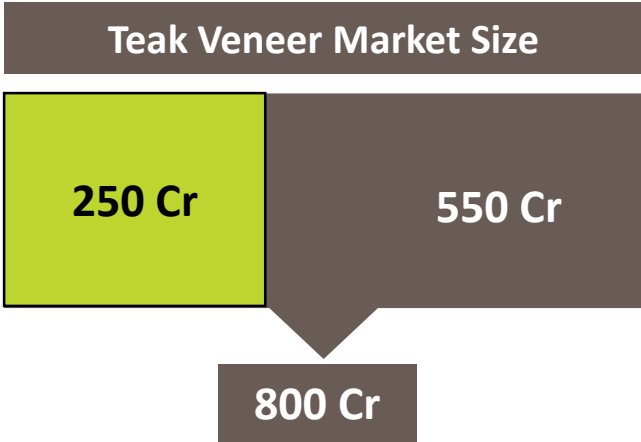
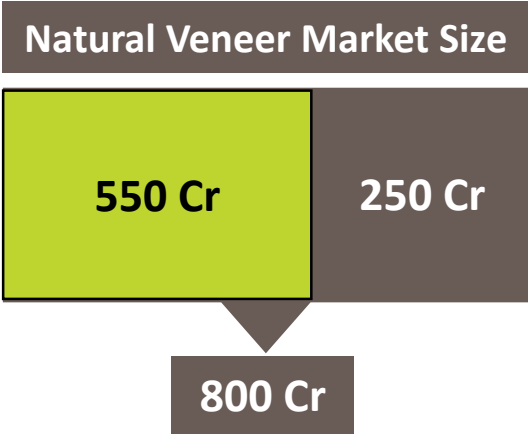
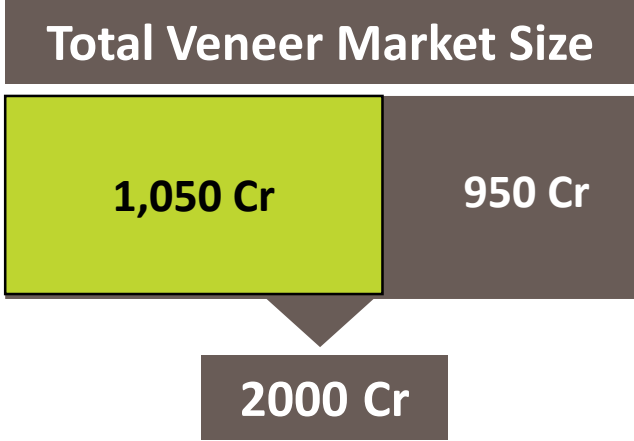
- ✓ Market Size – \$7 Billion
- ✓ This market is growing by 2-3%
- ✓ Greenlam presence in 100+ countries
- ✓ Our exports grew at a CAGR of 15% over the past 5 years
- ✓ Focus to consolidate and improve the depth in existing markets, both in terms of volume and value

Veneer & Allied Products

Manufacturing Capacity		
Decorative Veneer	Mikasa Floor	Mikasa Door
Natural Veneer Teak Veneer Engineered Veneer	Engineered Wood Floor	Engineered Door sets (Door + Frames)
4.20 Mn Sqm (Behror- Rajasthan)	1.00 Mn Sqm (Behror- Rajasthan)	0.12 Mn Doors (Behror- Rajasthan)
Largest in India	India's only manufacturer	India's 1 st organized manufacturer

OPPORTUNITIES | READINESS | BEYOND

Veneer & Allied Products



Un-Organised Organised

All figures in INR

OPPORTUNITIES | READINESS | BEYOND

Engineered Wooden Flooring



Manufacturing Capacity

Mikasa Floor

**1.00 Mn Sqm
(Behror- Rajasthan)**

**India's Only
Manufacturer**



- ✓ Market is estimated at 2 Mn sqm
 - ✓ Category is witnessing a 20-25% growth
 - ✓ Only domestic manufacturer
 - ✓ Majority demand met through import
-
- ✓ Increasing market reach with architect/designer engagements
 - ✓ Increasing B2B outreach
 - ✓ Increase retail footprints through Exclusive Display Centres
 - ✓ Demand will be driver by both renovation market as well as new construction and development

OPPORTUNITIES | READINESS | BEYOND

Mikasa Doors & Frames

- ✓ Total Wooden Door (including flush door) market is estimated at 24mn annually
- ✓ Engineered Finished Door category is witnessing a 20-25% growth
- ✓ First organised players providing complete solution

- ✓ Increasing market reach with architect/designer engagements
- ✓ Increasing B2B outreach
- ✓ Primary demand will be driven by new construction and development



Manufacturing Capacity

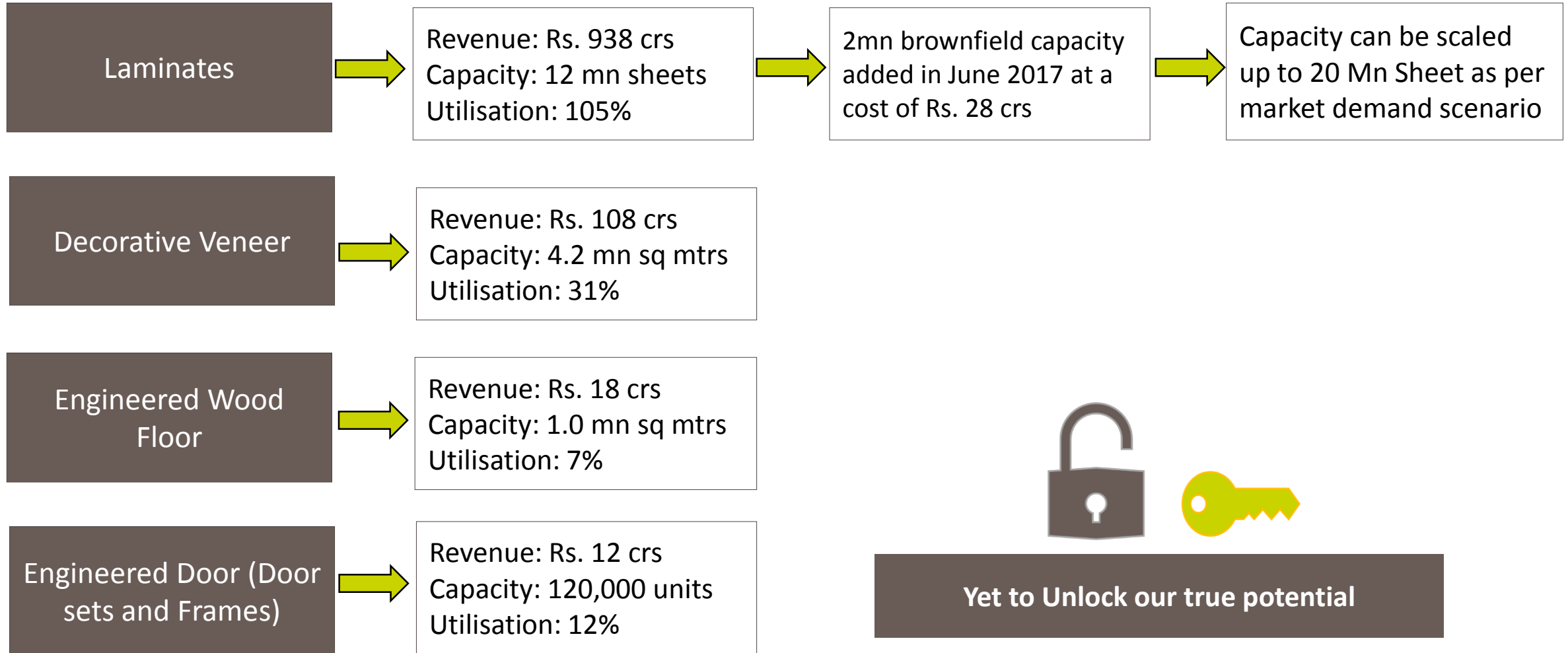
Mikasa Door

0.12 Mn Doors
(Behror- Rajasthan)

India's First
Manufacturer

OPPORTUNITIES | READINESS | BEYOND

Growth Potential with Limited Capex



Note – Consolidated Net Revenue for the year ended March 31, 2017

Our Wide Distribution

Domestic

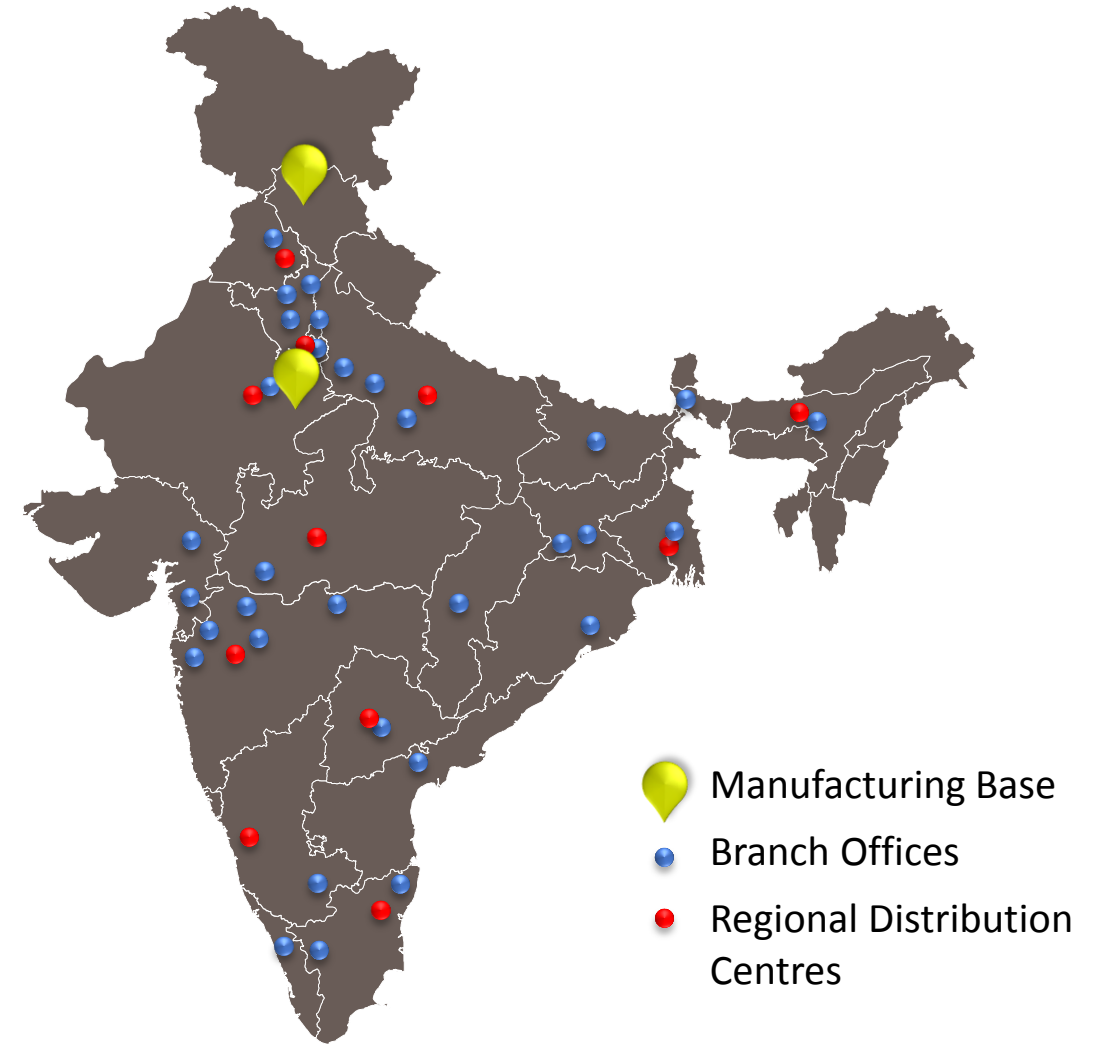
2 State of the art
Manufacturing
Facilities

11 Company owned large
Regional Distribution
Centres

14,000+ Distributors,
Dealers & Retailers

Over **500+** Sales
Professionals

32 Branch
Offices



OPPORTUNITIES | READINESS | BEYOND

Our Wide Network Is Our Strength



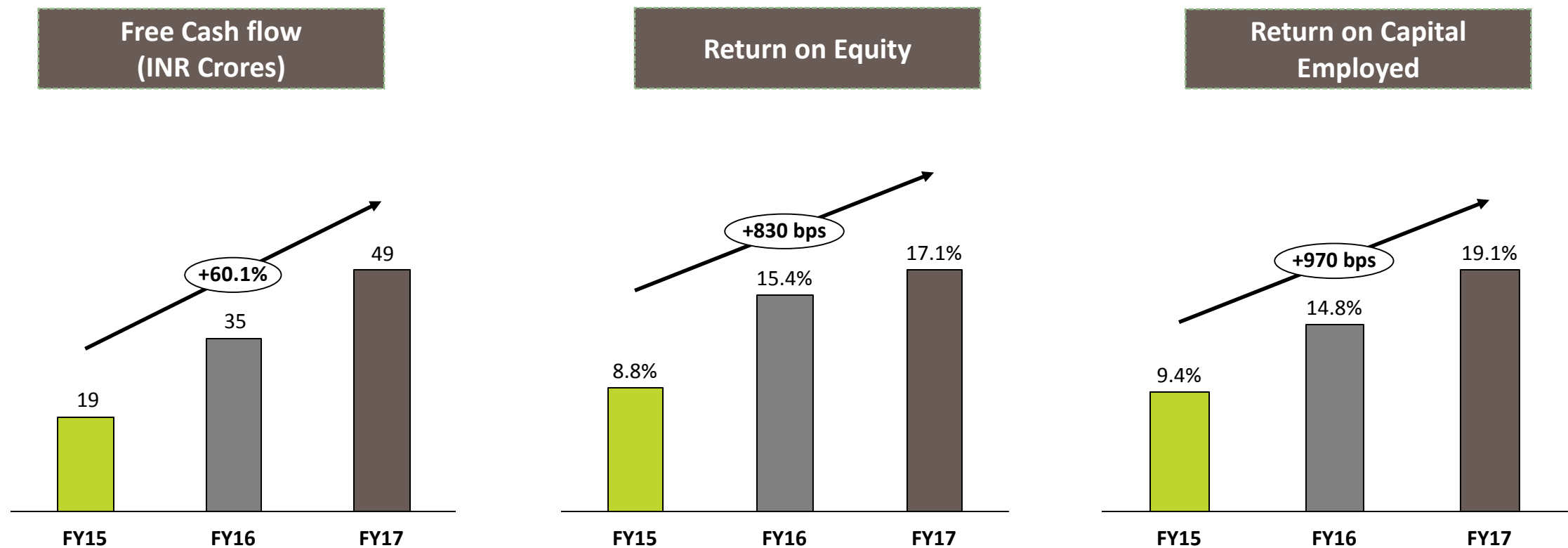
OPPORTUNITIES | READINESS | BEYOND

Green Credentials



OPPORTUNITIES|READINESS|BEYOND

Focus on strong FCF Generation & Return Ratios



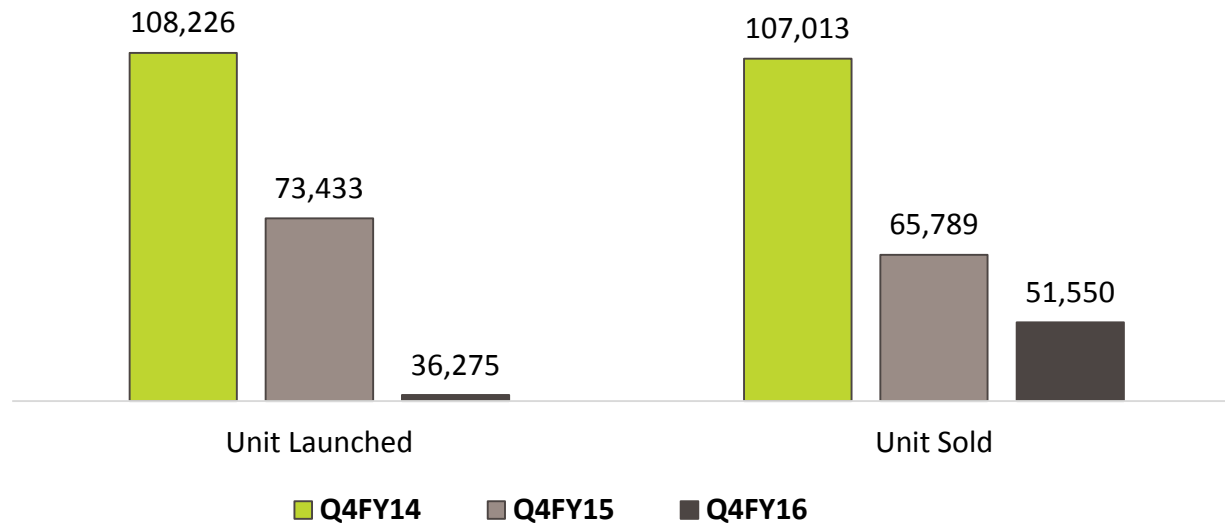
Based on consolidated financials. Free Cash Flow = PAT + Depreciation – Dividend – Long Term Repayment

OPPORTUNITIES | READINESS | BEYOND

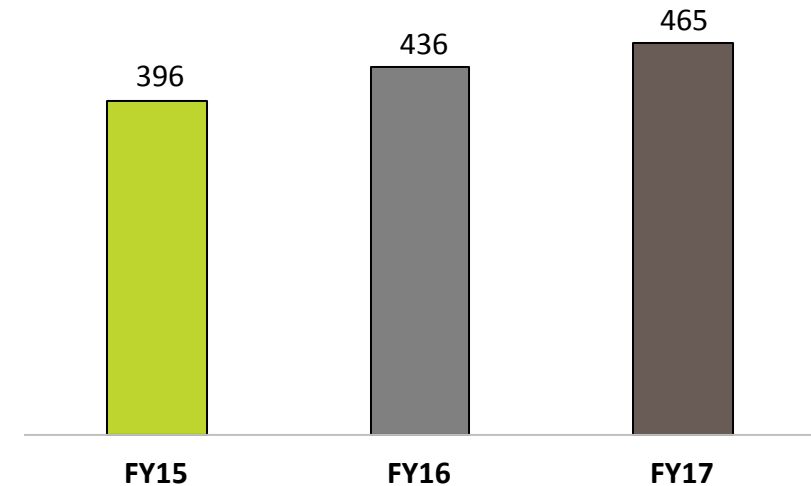
Resilient in all market conditions

- ✓ Real estate has underperformed during the last 2 years
- ✓ Demonetization gave temporary setback to our channel partners with respect to demand & buying
- ✓ Despite disruption, our Laminate segment has manage to perform well with our true potential

Total Residential Unit Launched Vs Sales in Top 9 Cities



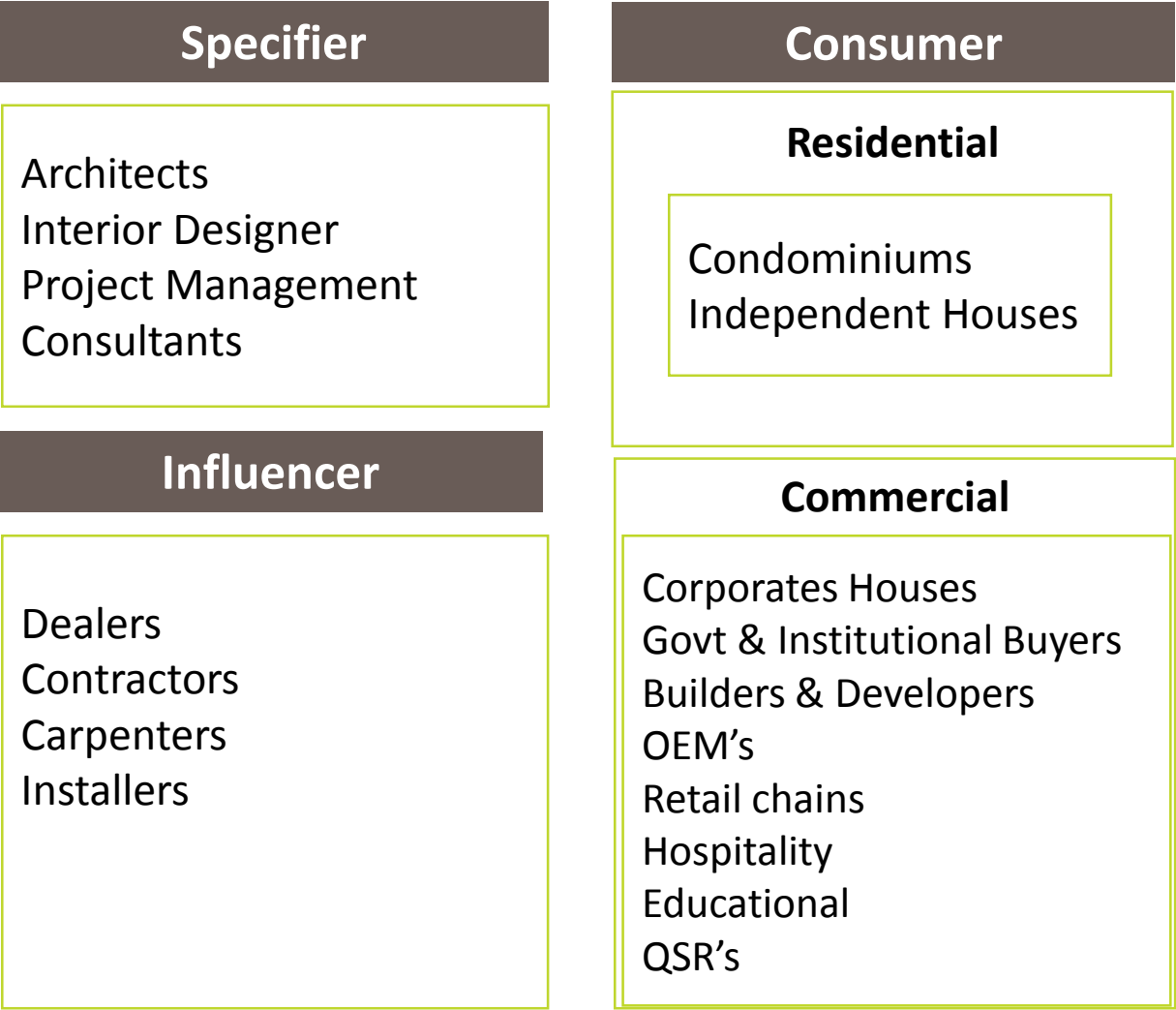
Greenlam's Domestic Revenue in Laminate (INR Crores)



Source: Proptiger Datalabs

Brand Marketing

360 Marketing





UNVEILING THE NEW COLLECTION 2017 FROM MIKASA

The wait is over. Billed and alluring, we present to you the Mikasa 2017 collection, offering designs that rivet the attention of all who come across it. From the rustic and earthy to the warm and inviting, the new collection offers a wide variety that leaves little to imagination. Made for the first time in India, Mikasa offers a large collection of over 100 unique engineered wooden flooring products. So come over and experience style that lasts a lifetime.

GROW UP TO WOOD



We acknowledge that wood is precious and thereby all Mikasa Floors are only ethically sourced wood without disturbing the natural balance of our beautiful ecosystem.



Download Mikasa App: [Google Play](#) | [App Store](#) | [Facebook](#) | [Twitter](#) | [Instagram](#) | www.mikasa-floors.com | info@mikasa-floors.com

For a real experience with real wood, SMS +MIKASA to 53030 to download the Mikasa brochure. Toll Free No.: 1800-823-0004



THE NEW
WOODEN
FLOORING
COLLECTION
2017 FROM
MIKASA

GROW
- UP TO -
WOOD

The wait is over. Ethereal and alluring, we present to you the Mikasa Wooden Flooring Collection 2017, offering designs that rivet the attention of all who come across it. From the rustic and earthy to the warm and inviting, the new collection offers a wide variety that leaves little to imagination. Made for the first time in India, Mikasa offers a large collection of over 100 unique engineered wooden flooring products. So come over and experience style that lasts a lifetime.



Featured Floor: Nasa Imperial



We acknowledge that wood is precious and thereby all Mikasa floors use only ethically sourced wood without disturbing the natural balance of our beautiful ecosystem.



Download Mikasa App | www.mikasafloors.com | info@mikasafloors.com
For a real experience with real wood, SMS <MIKASA> to 53030 to download the Mikasa brochure. Toll Free No.: 1800-833-0004

Advertisement 01/2017



WEATHERED **AND** BEATEN

PRESENTING
DISTRESSED
VENEERS
COLLECTION FROM DECOWOOD

Nature, like all things, is subject to time. Every passing day, the wind, the weather and the climate leave their indelible imprint creating an enchanting habitat. For an abode that echoes the awe of nature, Decowood brings to you the Distressed Veneers collection for the first time in India. The collection retains the beautiful imperfections, accentuating the wood's natural beauty with a little touch of the ADT Technology. Celebrate the Pristine!



The products showcased are locally made and are sourced from Distressed Adornment.



For any enquiries contact: +91 9818040684
info@decowoodvenuers.com | www.decowoodvenuers.com | To discover the best in wood, scan the QR Code or SMS +91 9818040684 to 55000

We acknowledge that maintaining the ecological balance is critical, thereby Decowood uses only responsibly sourced and most negligible waste that leaves negligible carbon footprint.



decowoodTM
PREMIUM VENEERS
NATURAL | TEAK | ENGINEERED

Newspaper

Made by
Greenlam
Industries Limited

WOODEN FLOORS
THAT
STAND
THE TEST
OF TIME

MADE IN INDIA

We acknowledge that wood is precious and thereby all Mikasa floors use only ethically sourced wood without disturbing the natural balance of our beautiful ecosystem.

Available on Google play

Available on the App Store

PREMIUM REAL WOOD FLOORING WITH REAL DEALS

50%
DISCOUNT ON
ACCESSORIES

FREE
INSTALLATION

FREE
SITE VISIT &
ASSESSMENT

COUPON CODE MIK50H*

OFFER VALID FOR 30 DAYS ONLY

* Use the coupon code to avail the offer. Available at authorised Mikasa dealers only. T&C apply.

GROW UP TO WOOD

Mikasa™
REAL WOOD FLOORS

AUTHORISED DEALERS New Delhi : DEEPAK AGENCIES, Kirti Nagar | OPFC NATURALS, Kirti Nagar | JAWALA PARSHAD, Kotla Mubarakpur Gurugram : IMPERIAL DÉCOR, Sikanderpur | Noida : MODERN LIVING, Sector-9

SMS <MIKASA> to 53030 Toll Free No.: 1800-833-0004 (Mon-Sat 9:30 am to 6:30 pm) www.mikasa floors.com | info@mikasa floors.com

Made by
Greenlam
Industries Limited

WOODEN FLOORS
THAT STAND
THE TEST OF TIME

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REAL WOOD FLOORS

MADE IN INDIA

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AUTHORISED DEALERS

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GROW UP TO WOOD

Mikasa™
REAL WOOD FLOORS

WOODEN FLOORS THAT STAND
THE TEST OF TIME

PREMIUM REAL WOOD FLOORING WITH REAL DEALS

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AUTHORISED DEALERS

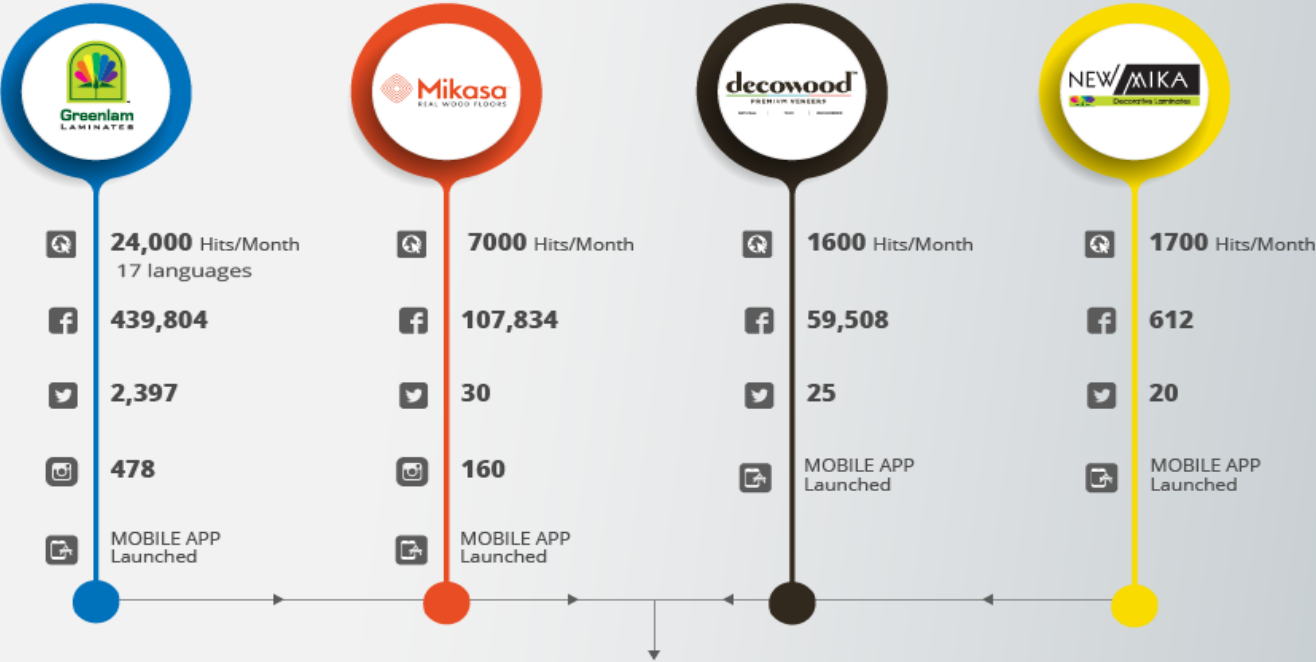
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GREENLAM INDUSTRIES LIMITED

BEYOND!

GREENLAM Digital Presence



SEM campaign in 10 countries
USA, UK, UAE, Italy, Thailand, Colombia, Mexico, Malaysia, Singapore, Indonesia

4100 Hits/Month
3,193 Followers

Greenlam Industries Ltd

2w

Laminates come in a range of designs, are easy to maintain and even easier to install. Here's a quick DIY on how to decoratively laminate your furniture:
<https://lnkd.in/fgj8-3g>

36 Likes

Like

Comment

Share

Greenlam Laminates

@GreenlamLaminate

Home

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India's Greatest Change ...

Click, Match, Order.

Liked

Following

Share

...

Status

Photo/Video

Write something on this Page...

Home Decor

Community

Invite your friends to like this Page

439,634 people

Chat (21)

Made by **Greenlam** INDUSTRIES LIMITED



OAK.
AGED FOR A NEW BEGINNING.

The beauty of Oak subtly adds a timeless grandeur to your home interiors. With its distinctive grains and warm colors, Oak has an appeal that feels right at home, in any room and with any décor. Sourced from some of the choicest hardwood forests in Europe, Mikasa brings together the finest in Oak flooring, infusing creativity and engineering excellence to craft over 50 variants of floors in Natural, Smoked or Stained forms. So go ahead, pick from the Mikasa range and add that exotic touch to your home.

NATURAL OAK 10 VARIANTS

SMOKED OAK 10 VARIANTS

STAINED OAK 30 VARIANTS

GROW UP TO WOOD | **Mikasa** REAL WOOD FLOORS

For a real experience with real wood, SMS <MIKASA> to 53030 to download the Mikasa brochure. Toll Free No.: 1800-833-0004

Download Mikasa App      www.mikasaalfloors.com | info@mikasaalfloors.com

Made by **Greenlam** INDUSTRIES LIMITED

WEATHERED AND BEATEN

PRESENTING
DISTRESSED
VENEERS
COLLECTION FROM DECOWOOD



ADT TECHNOLOGY

decowood™
PREMIUM VENEERS

NATURAL | TEAK | ENGINEERED

write to us at info@decowoodveneers.com
log on to www.decowoodveneers.com
For more details contact the Decowood expert: 9818040684

Greenlam Industries Limited www.greenlamindustries.com



Where dreams do stand a chance,
and our heads are held high.

Where liberty makes each
of us fly high.

A blend of triumph,
success and creation.

It is a place we call
our 'nation'.

GREENLAM WISHES YOU A

Happy Republic Day

Meets & Engagements – Architect Connect – Lunch & Learn



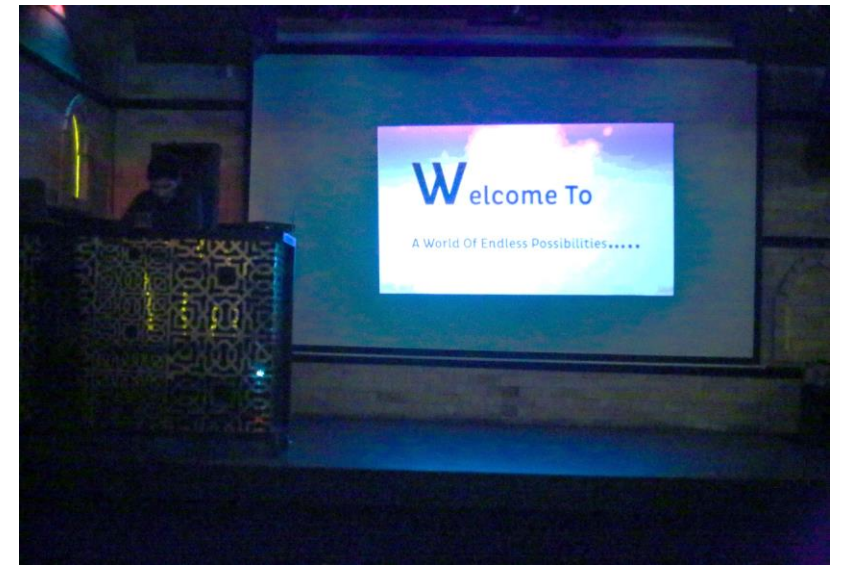
Meets & Engagements – Architect Connect



Meets & Engagements – Architect Connect



Meets & Engagements – Contractors, Fabricator & Installers Connect



Meets & Engagements – Contractors, Fabricator & Installers Connect



Meets & Engagements – Carpenter Meets & Training Program



Meets & Engagements – Dealer Connect



Meets & Engagements – Dealer Connect



Meets & Engagements – Dealer Connect- Women’s Day Celebration



International Exhibition – INTERZUM’ 17 – GERMANY



International Exhibition – Sicam ITALY



International Exhibition At Malaysia (APAC)



GREENLAM AT ARCHIDEX 2017



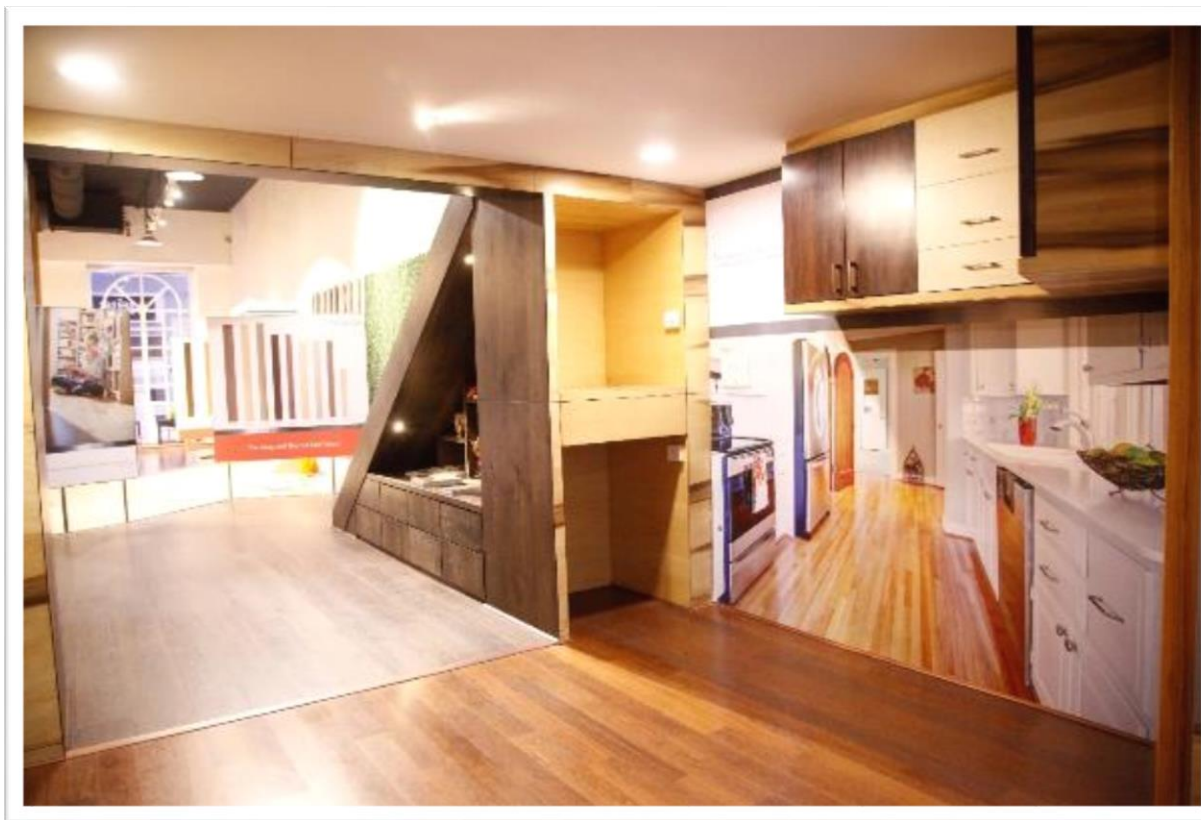
International Event – Design For Tomorrow At THAILAND (APAC)



Exhibition – ACETECH – INDIA



Brand Stores & Experience Centres



Accolades



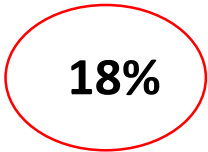
GST Compliant

Benefits

- ✓ GST has eliminated multiple taxes
- ✓ Enhance the spectrum of the input tax credit for us
- ✓ GST implementation is likely to benefit the overall industry
- ✓ Shift from unorganised to organised market
- ✓ In line with the regulatory requirements, Greenlam has passed on GST benefit to the market w.e.f. July 01, 2017
- ✓ Will lead to conducive macroeconomic factors like a fast growing real estate sector, increasing consumerism, a greater preference for classy home decor products and growing per capita income

GROWTH OPPORTUNITIES | READINESS | BEYOND

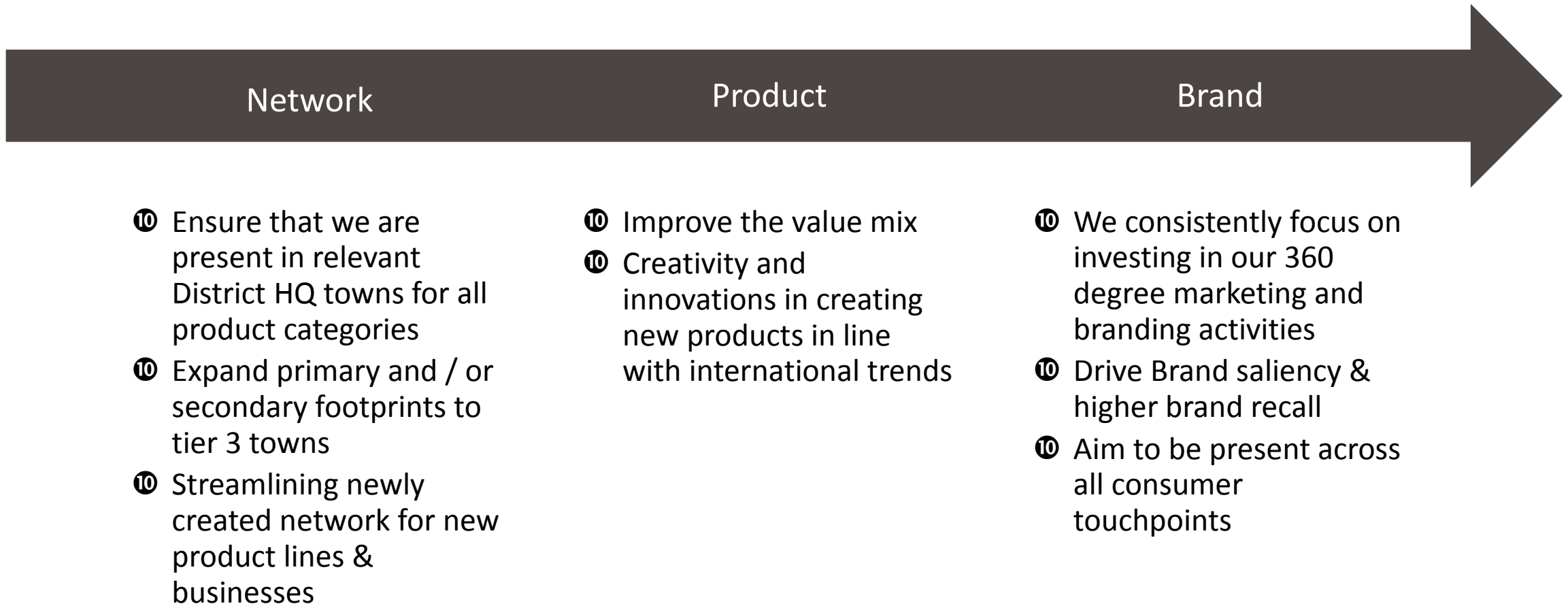
GST Compliant

Products	Post – GST	Pre – GST
Decorative Laminates	 18%	12.5 % Excise + 12.5 % to 14.5 % VAT
Decorative Veneers*		
Prelaminated (MFC) Particle Board*		
Engineered Wood Floor*		
Engineered Door Sets (Door + Frames)*		

**GST reduced from 28% to 18% in November 2017*

Beyond

Outlook



Consolidated Financial Performance*

** All quarterly & nine month financial data are as per IND-AS*

GREENLAM INDUSTRIES LIMITED

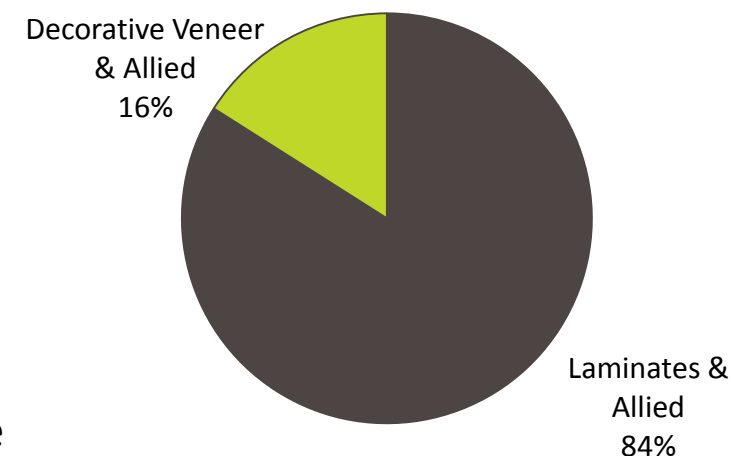
BEYOND!

Consolidated Financial Performance

Performance Update – Q3FY18

- ✓ Consolidated Net Revenue stood at INR 280 Crores as compared to INR 242 Crores, growth of 15.7% YoY
 - Overall Domestic revenue grew by 28.8%
 - Domestic Laminate revenue grew by 20.8% led by volume growth of 13.7%
 - Decorative Veneer revenue grew by 61.6% led by volume growth of 84.6%
 - Laminate Exports grew by 7.7% in volume terms but remained flat in value terms due to currency appreciation & GST impact on export from Nalagarh plant
- ✓ Gross Margin at 48.1% in Q3FY18 from 48.5% in Q3FY17
- ✓ EBDITA margin expanded by 150 bps from 12.4% in Q3FY17 to 13.9% in Q3FY18
- ✓ EBIDTA grew by 29.8% at INR 39.1 crores in comparison to INR 30.1 crores in the Q3FY17
- ✓ PAT for the quarter grew by 81.8% at INR 17.4 crores, as against INR 9.5 Crores in corresponding quarter last year.

Q3FY18 Segmental Revenue

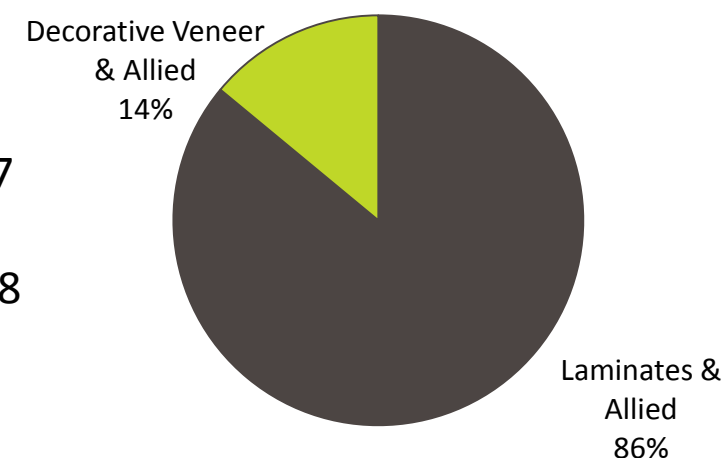


Consolidated Financial Performance

Performance Update – 9MFY18

- ✓ Consolidated Net Revenue stood at INR 833 Crores as compared to INR 783 Crores, growth of 6.4% YoY
 - Overall Domestic revenue grew by 19.1%
 - Domestic Laminate revenue grew by 18.3% led by 13.7% growth in volume terms
 - Decorative Veneer segment grew by 17.3% in value and 25.4% in volume
 - Laminate Exports grew by 3.3% in volume but de-grew by 8.7% in value due to currency appreciation, GST impact on export from Nalagarh Plant & lower sales of subsidiaries
- ✓ Gross Margin at 48.3% improvement of 50 bps in 9MFY18 from 47.8% in 9MFY17
- ✓ EBDITA margin expanded by 100 bps from 12.2% in 9MFY17 to 13.2% for 9MFY18
- ✓ EBIDTA grew by 15.2% at INR 110 crores in comparison to INR 95.5 crores in the 9MFY17
 - Lower losses in Engineered Floor and Door, which stood at INR 6.0 crores against INR 11.6 crores YoY
- ✓ PAT for the period grew by 46.7% at INR 46.7 crores, as against INR 31.9 Crores in corresponding period last year

9MFY18 Segmental Revenue



Consolidated Financial Performance

Profit and Loss Statement

INR Crores	Q3FY18	Q3FY17	YoY%	9MFY18	9MFY17	YoY%
Revenue	280.3	242.2	15.7%	833.6	783.3	6.4%
Raw Material	145.4	124.6		431.2	408.6	
Gross Profit	134.9	117.5	14.8%	402.4	374.7	7.4%
<i>Gross Margin %</i>	48.1%	48.5%	-40 bps	48.3%	47.8%	50 bps
Employee Cost	42.9	37.1		128.4	115.1	
Other Expenses	52.9	50.4		164.0	164.1	
EBITDA	39.1	30.1	29.8%	110.0	95.5	15.2%
<i>EBITDA Margin %</i>	13.9%	12.4%	150 bps	13.2%	12.2%	100 bps
Other (Income)/Cost	(0.6)	(1.3)		(1.3)	(2.7)	
Interest	4.4	6.8		13.7	22.6	
Depreciation	9.1	9.2		26.8	27.8	
PBT	26.1	15.3	70.1%	70.9	47.8	48.2%
<i>PBT Margin %</i>	9.3%	6.3%	300 bps	8.5%	6.1%	240 bps
Tax	8.7	5.8		24.1	16.0	
PAT	17.4	9.5	81.8%	46.7	31.9	46.7%
<i>PAT Margin %</i>	6.2%	3.9%	230 bps	5.6%	4.1%	150 bps

* All quarterly & nine month financial data are as per IND-AS

GREENLAM INDUSTRIES LIMITED

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Consolidated Financial Performance

Laminates & Allied Segment

INR Crores	Q3FY18	Q3FY17	YoY%	9MFY18	9MFY17	YoY%
Net Revenue from Operations	235.3	212.1	10.9%	718.5	688.9	4.3%
Gross Profit	111.7	102.8	8.7%	341.9	327.4	4.4%
Gross Margin %	47.5%	48.5%	-100 bps	47.6%	47.5%	10 bps
EBIDTA	33.1	29.4	12.6%	98.5	97.6	1.0%
EBIDTA Margin %	14.1%	13.9%	20 bps	13.7%	14.2%	-50 bps
Capital Employed	421.4	414.2	1.7%	421.4	414.2	1.7%

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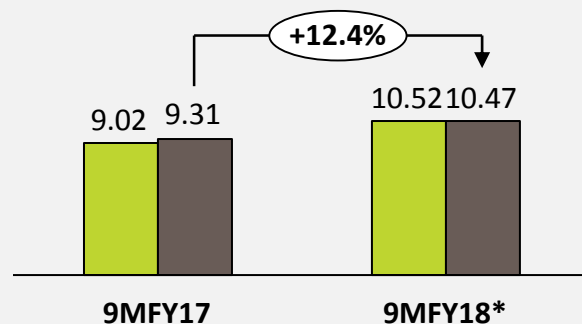
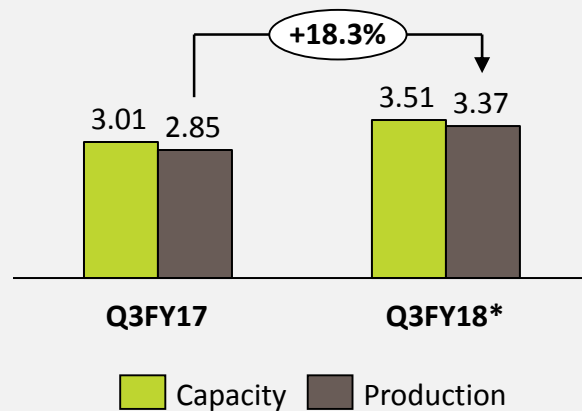
GREENLAM INDUSTRIES LIMITED

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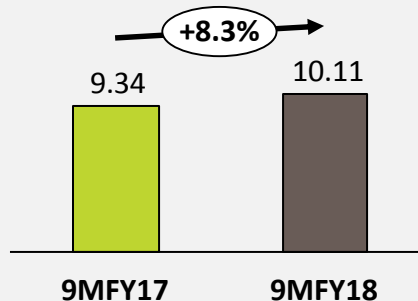
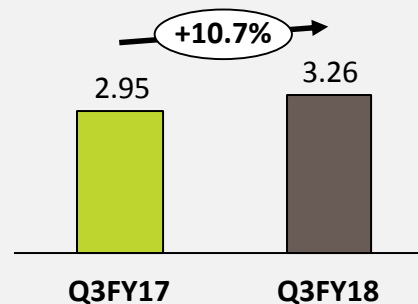
Consolidated Financial Performance

Laminates & Allied Segment

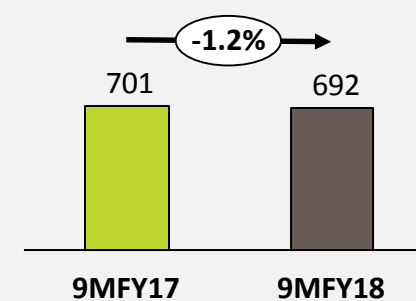
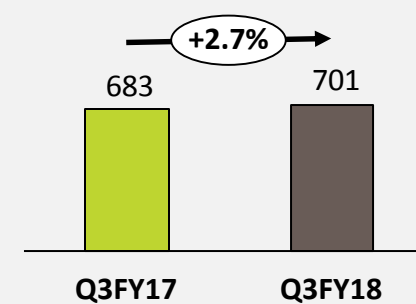
Production and Capacity (Mn Sheets)



Sales (Mn Sheets)



Average Realisation (INR / Sheet)



Capacity increased by 2 Mn sheets w.e.f. from 05.06.17

* All quarterly & nine month financial data are as per IND-AS

GREENLAM INDUSTRIES LIMITED

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Consolidated Financial Performance

Veneers & Allied Segment

INR Crores	Q3FY18	Q3FY17	YoY%	9MFY18	9MFY17	YoY%
Net Revenue from Operations	45.0	30.1	49.6%	115.1	94.4	21.8%
Gross Profit	23.2	14.8	57.4%	60.5	47.3	27.7%
Gross Margin %	51.7%	49.1%	260 bps	52.6%	50.1%	250 bps
EBIDTA	6.0	0.7	735.6%	11.5	-2.0	-
EBIDTA Margin %	13.3%	2.4%	1090 bps	10.0%	-2.2%	-
Capital Employed	184.7	195.9	-5.7%	184.7	195.9	-5.7%

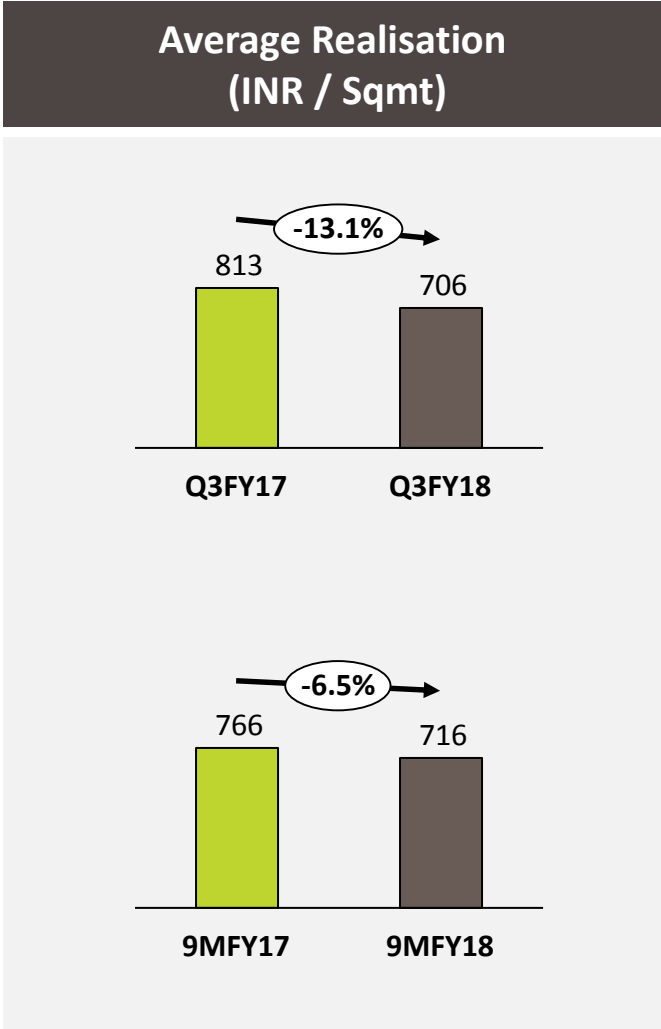
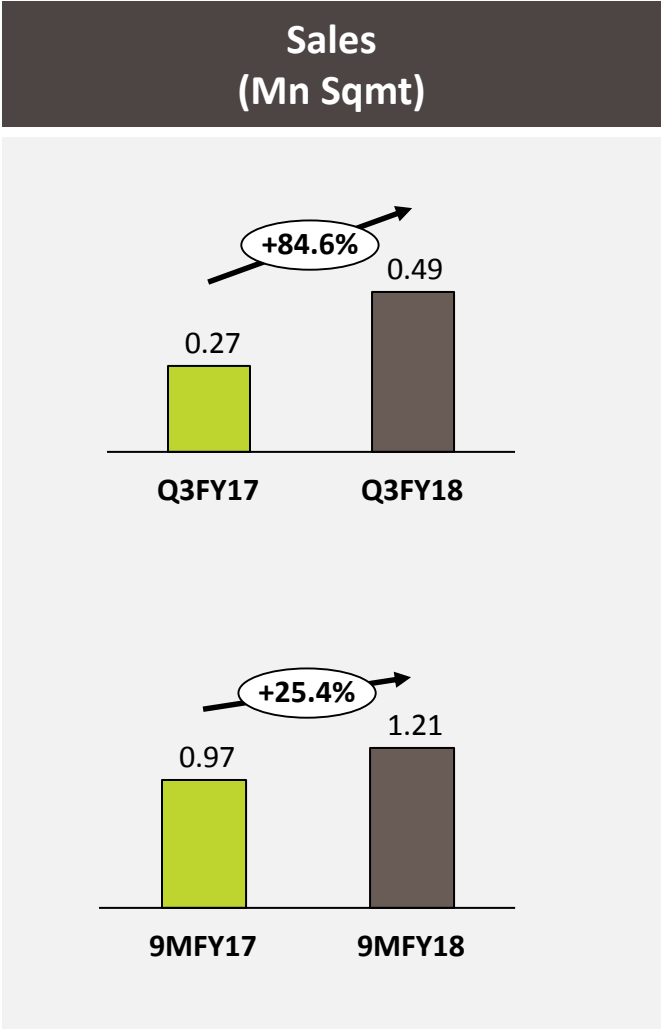
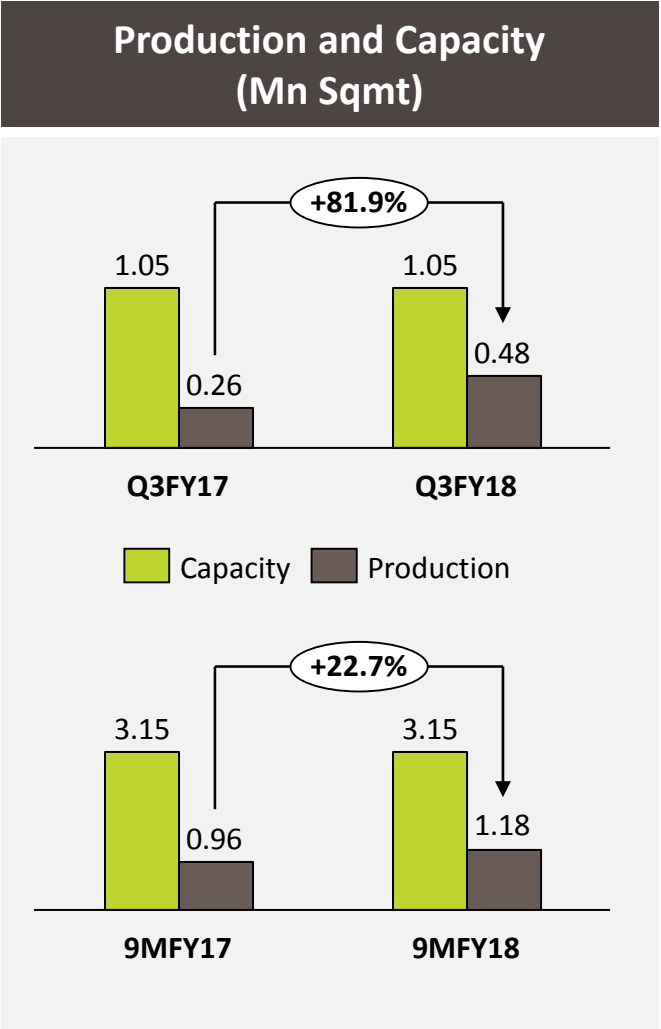
* All quarterly & nine month financial data are as per IND-AS

GREENLAM INDUSTRIES LIMITED

BEYOND!

Consolidated Financial Performance

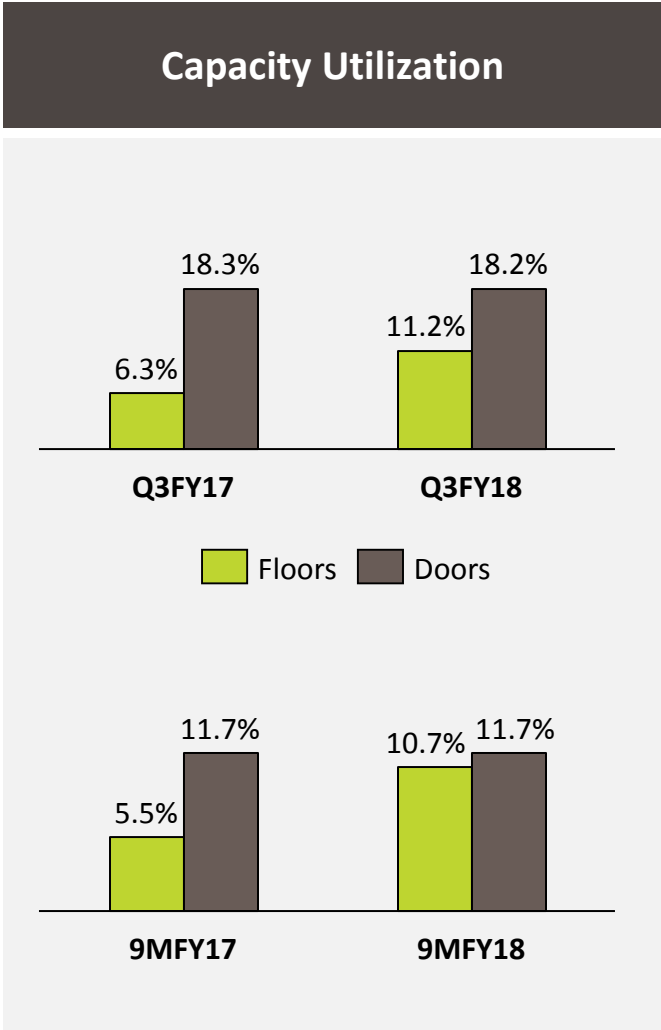
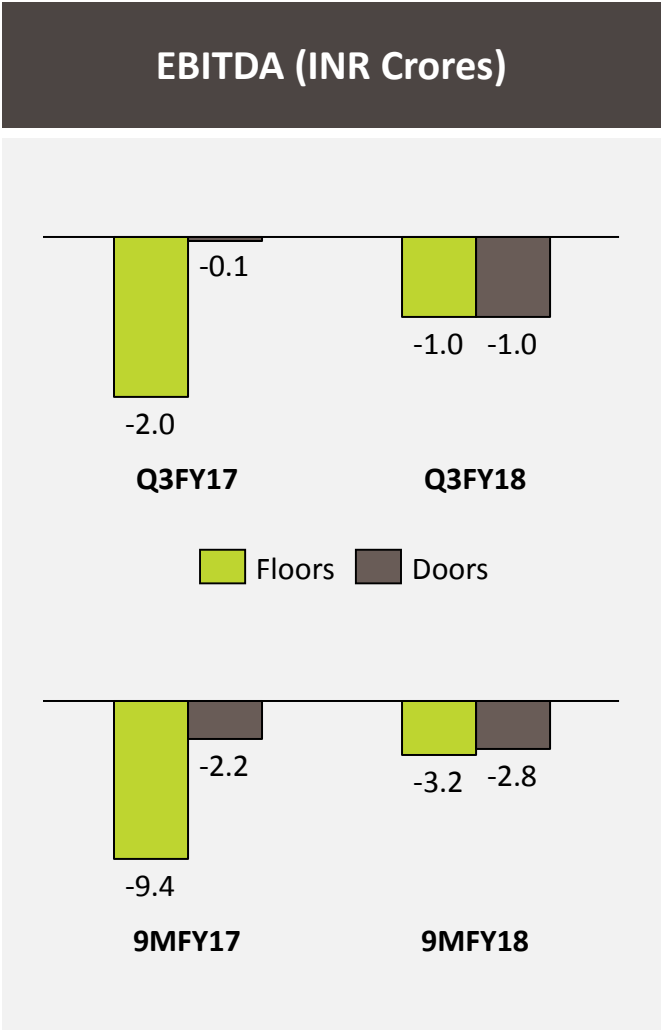
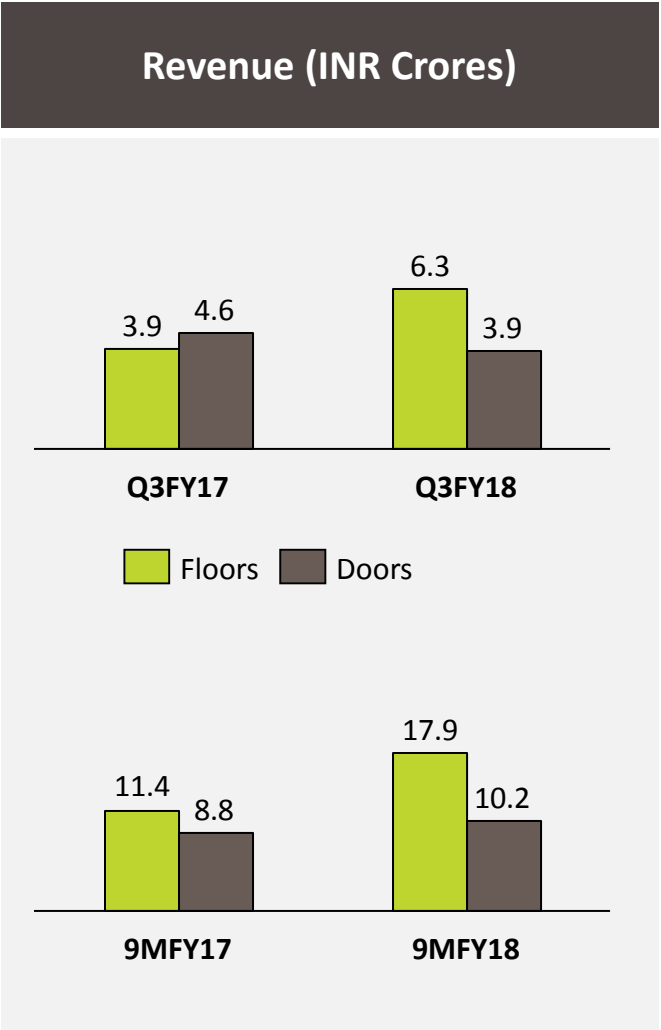
Decorative Veneers



* All quarterly & nine month financial data are as per IND-AS

Consolidated Financial Performance

Engineered Doors and Floors

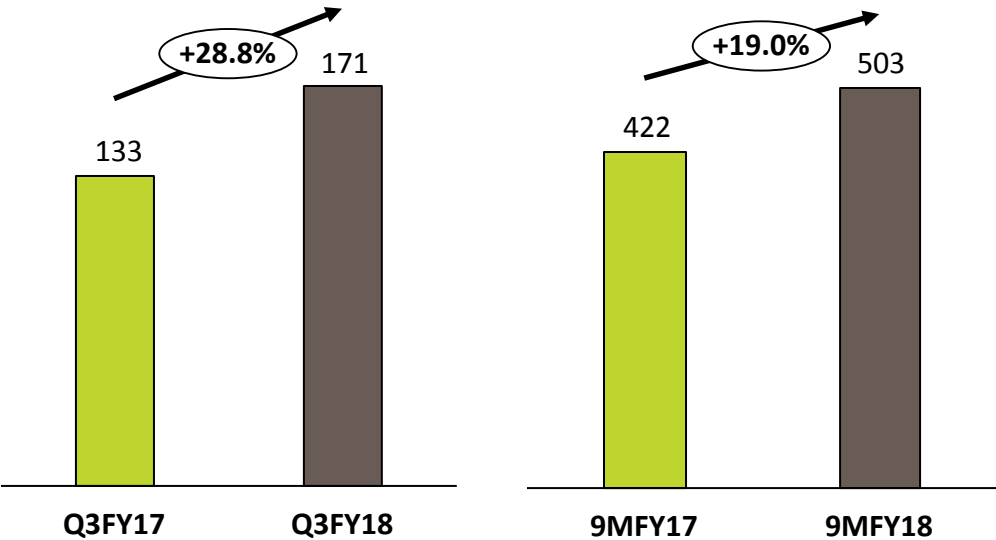


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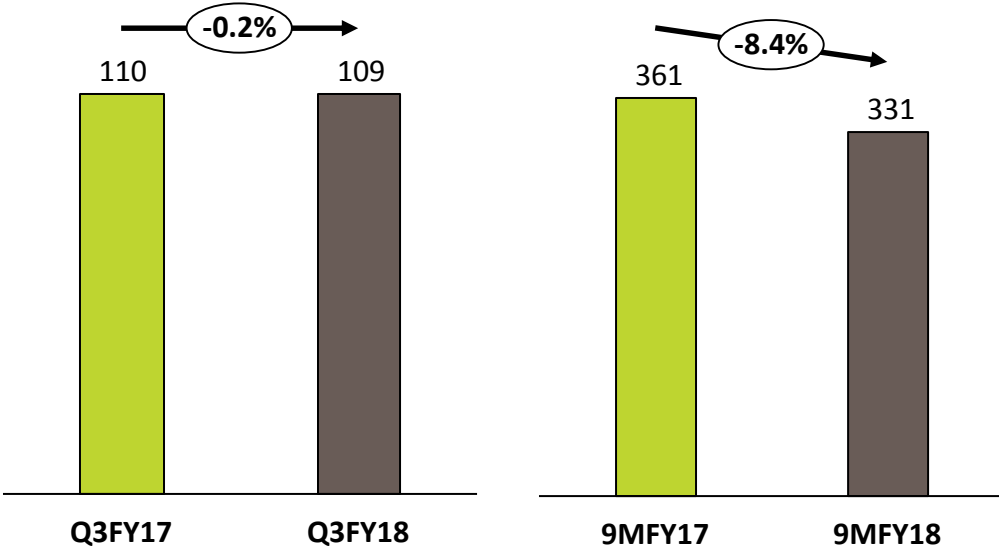
Consolidated Financial Performance

Geographic Segments

Domestic (INR Crores)



Exports (INR Crores)

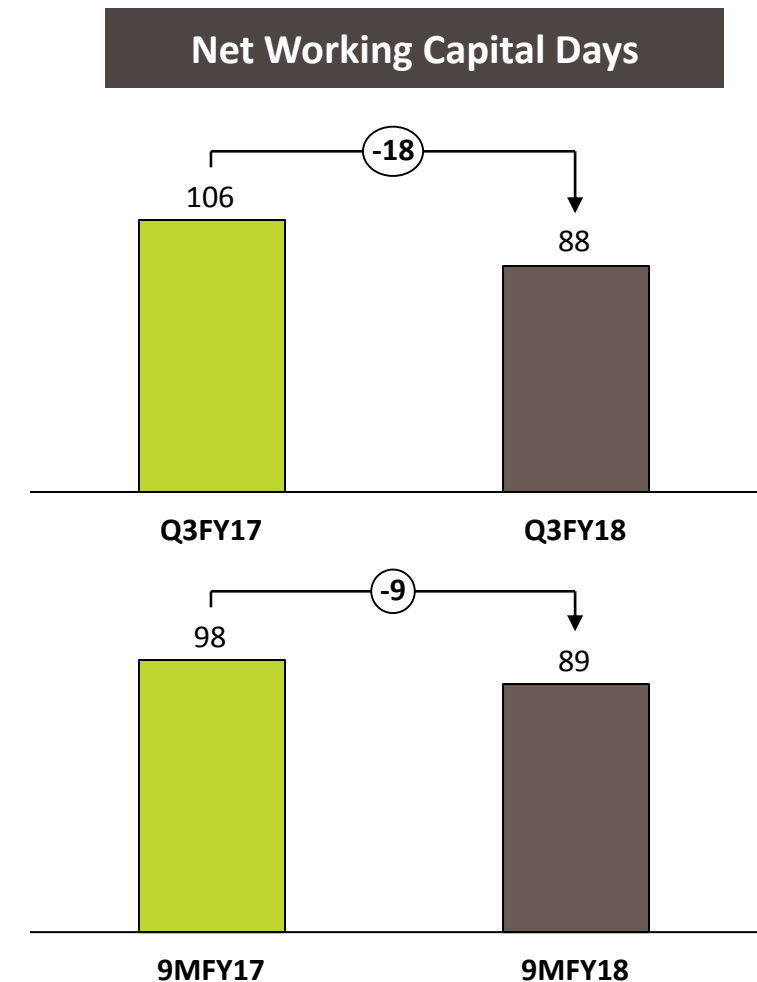


* All quarterly & nine month financial data are as per IND-AS

Consolidated Financial Performance

Operating Parameters- Net Working Capital (Days)

In Days	Q3FY17	Q3FY18	9MFY17	9MY18
Inventory	94	89	87	90
Debtors	59	52	54	53
Creditors	46	53	43	54
Net Working Capital	106	88	98	89

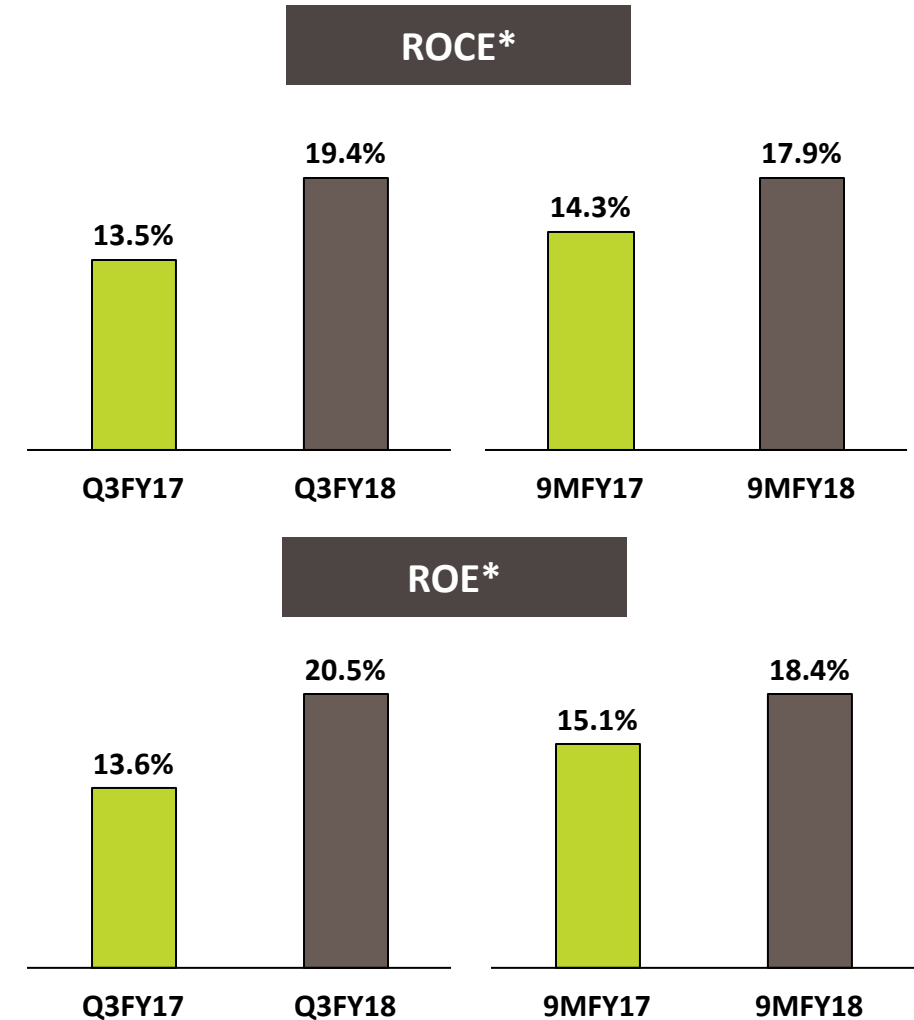


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Consolidated Financial Performance

Return Ratios – ROCE & ROE

INR Crores	Q3FY17	Q3FY18	9MFY17	9MFY18
Revenue	242.2	280.3	783.3	833.6
EBIT	22.2	30.5	70.4	84.6
PAT	9.5	17.4	31.9	46.7
Capital Employed	657.2	629.6	657.2	629.6
Net Worth	281.6	338.1	281.6	338.1



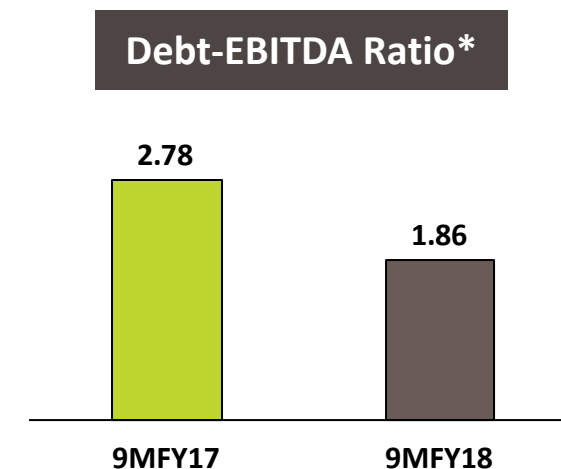
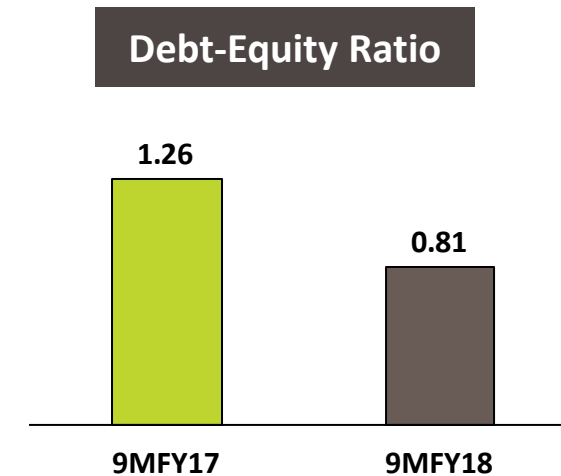
**Annualised Basis*

** All quarterly & nine month financial data are as per IND-AS*

Consolidated Financial Performance

Debt Position

INR Crores	9MFY17	9MFY18
Long Term Debt (Including current portion)	179.8	131.3
Short Term Debt	174.1	141.9
Total Debt	353.8	273.2
Net Worth	281.6	338.1
EBDITA	95.6	110.1



**Annualised Basis*

** All quarterly & nine month financial data are as per IND-AS*

For further information, please contact:

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