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Dated: 07.08.2023

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 June 30th 2023

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 30th, 2023.

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

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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 FY24 - June 2023

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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 32 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 75 countries; the balance being derived from our presence across the Indian subcontinent.

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.



Marvella Solid Surfaces; the perfect recipe for an exquisite décor. These surfaces offer unseen and spellbinding patterns along with long-lasting sturdiness.



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.



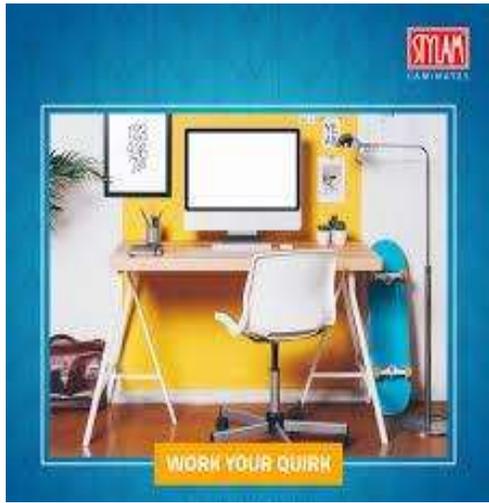
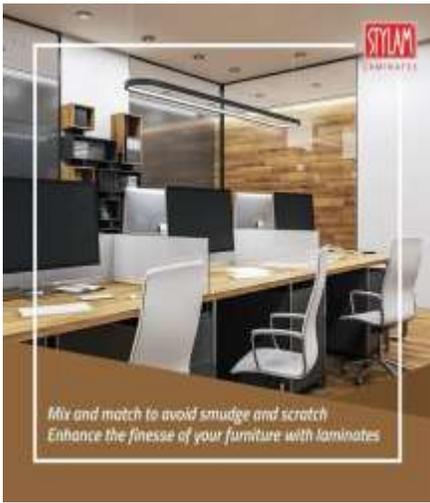
Anti-bacterial & Anti-fungie Laminates are intended for applications where there is a need for additional protection on the surfaces against bacteria/fungie.

Diversified Product Portfolio (2/3)

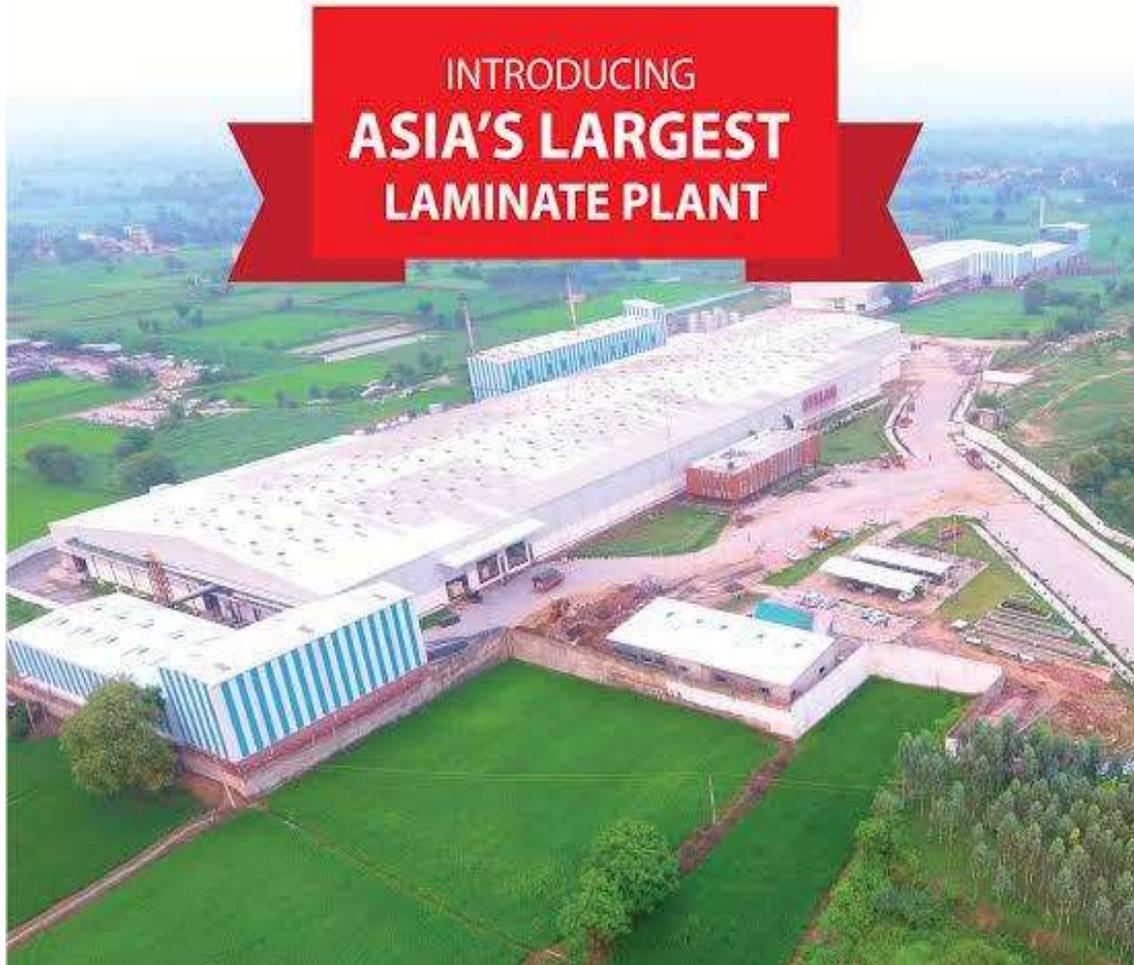


<p>UNICORE LAMINATES</p> <p>What makes UNICORE unique is the identical colour of the decorative surface and its core layers as well.</p>	<p>DiGidelight DIGITAL LAMINATES</p> <p>Digital Laminates have just the features everyone has needed. A whole new world of creative and quality laminates among customized designs.</p>	<p>SYNCHRO LAMINATES</p>  <p>Stylam Synchro Laminates have the real feel of wood and an elegant natural look while carrying all advantages of a laminate.</p>	<p>CHEMICAL RESISTANT LAMINATES</p>  <p>Plus Guard Stylam Laminate provides a highly durable surface in lab conditions and has better abrasion and scratch resistance.</p>
<p>POST FORMING LAMINATES</p> <p>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.</p>	<p>MAGNETIC LAMINATES</p>  <p>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.</p>	<p>MIRROR SHIELD LAMINATE</p> <p>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.</p>	<p>CHALK BOARDS & MARKER BOARDS</p> <p>Chalkboard Laminate is the perfect solution for any space or application that demands a durable and affordable writing surface.</p>

Diversified Product Portfolio - Multiple Applications (3/3)



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



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



- Stylam operates one of the largest single location laminate manufacturing plants in Asia, spread across 44 acres having an annual capacity of 14.3 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 recently received a Certification from NSF International, USA for our Solid Acrylic Surface products.
- Over 1,200 employees devote themselves to Stylam and its vision with a smile daily.

Strong Global & Domestic Presence

Well penetrated globally as well as a wide domestic presence



Global presence in over 65 countries across Europe, Middle & Far East, the Americas (North and South), Asia, Africa and other geographies;

Increasing domestic presence across the country.

Marketing Initiatives



Recent Certifications

- Stylam's status has been upgraded to "**Three Star Export House**" from the earlier "Two Star Export House" as per the Foreign Trade Policy provisions.
- **NSF International, USA** recognized and certified Stylam authorizing the Company to bear the NSF mark.
- Our Company is **certified under the AEO programme** (Authorized Economic Operator) by the Indian Customs.

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.*

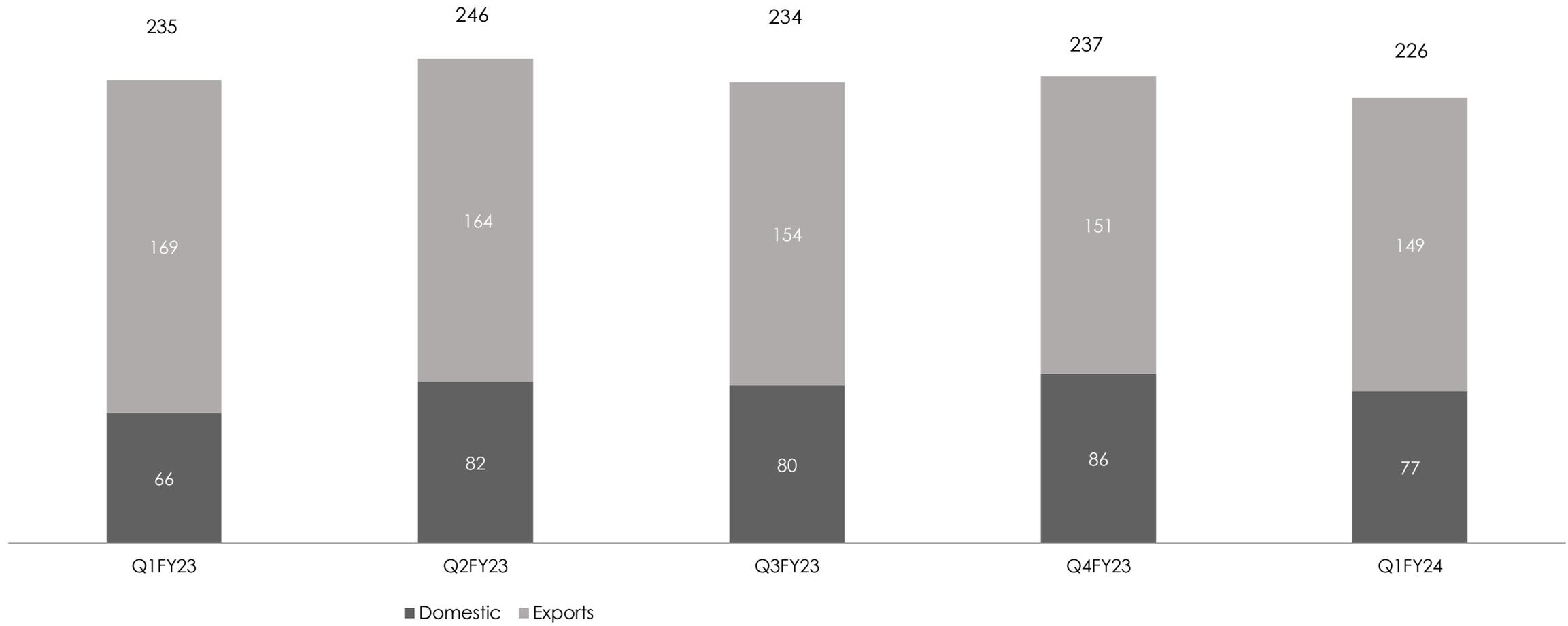
Summary Financial Performance (Consolidated)



(₹ crore)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24
Net Revenue	226				226
EBITDA	42				42
PAT	28				28

(₹ crore)	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23
Net Revenue	235	246	234	237	952
EBITDA	35	40	39	40	154
PAT	21	24	24	27	96

Quarterly Sales Performance



Figures in ₹ crore unless mentioned otherwise

Profit and Loss (Consolidated)

(₹ crore)	Q1FY24	Q4FY23	Q1FY23	FY24	FY23
Net Revenue	226	237	235	226	952
Material Consumption	125	130	134	125	531
Contribution	101	107	101	101	421
Contribution Margin (%)	45	45	43	45	44
Employee Expenses	19	19	15	19	69
Other Expenses	40	48	51	40	197
EBITDA	42	40	35	42	155
EBITDA Margin (%)	18.6	17.11	15.0	18.6	16.2
Other Income	0	1	0	0	1
Finance Costs	1	1	2	1	8
Depreciation and Amortization	5	4	6	5	20
Less: Exceptional Items	-	-	-	-	-
PBT	36	36	28	36	128
PBT Margin (%)	15.9	15.2	11.7	15.9	13.4
Tax Expense	9	9	7	9	32
PAT	27	27	21	27	96
PAT Margin (%)	11.9	11.4	8.9	11.9	10
Sheets Sold (# mn)	2.80	2.73	2.7	2.80	11.19

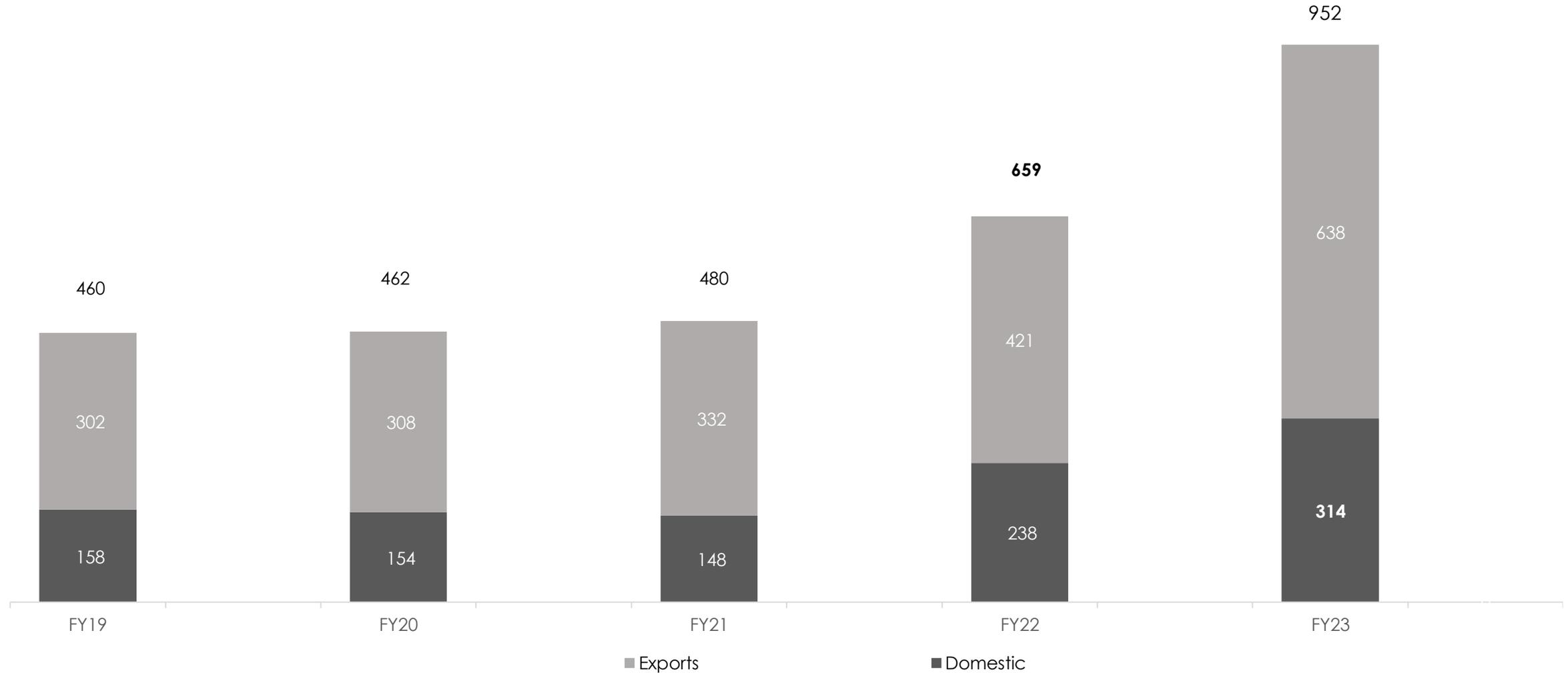
Balance Sheet (Consolidated)



ASSETS (₹ crore)	Q1FY24	FY23	LIABILITIES (₹ crore)	Q1FY24	FY23
Fixed assets	172	172	Equity share capital	8	8
Capital work in progress	12	13	Other equity	432	404
Investment in property	0	0	Net Worth	440	412
Other non-current assets	5	4	Long term borrowings*	7	11
Total non-current assets	189	189	Short term borrowings	9	36
Inventory	152	160	Total Debt	16	47
Trade receivables	121	126	Trade payables	43	40
Cash and bank	44	27	Other current liabilities	29	30
Other current assets	32	36	Other non - current liabilities	10	10
Total current assets	349	349	Total liabilities	82	80
Total assets	538	538	Total equity and liabilities	538	538

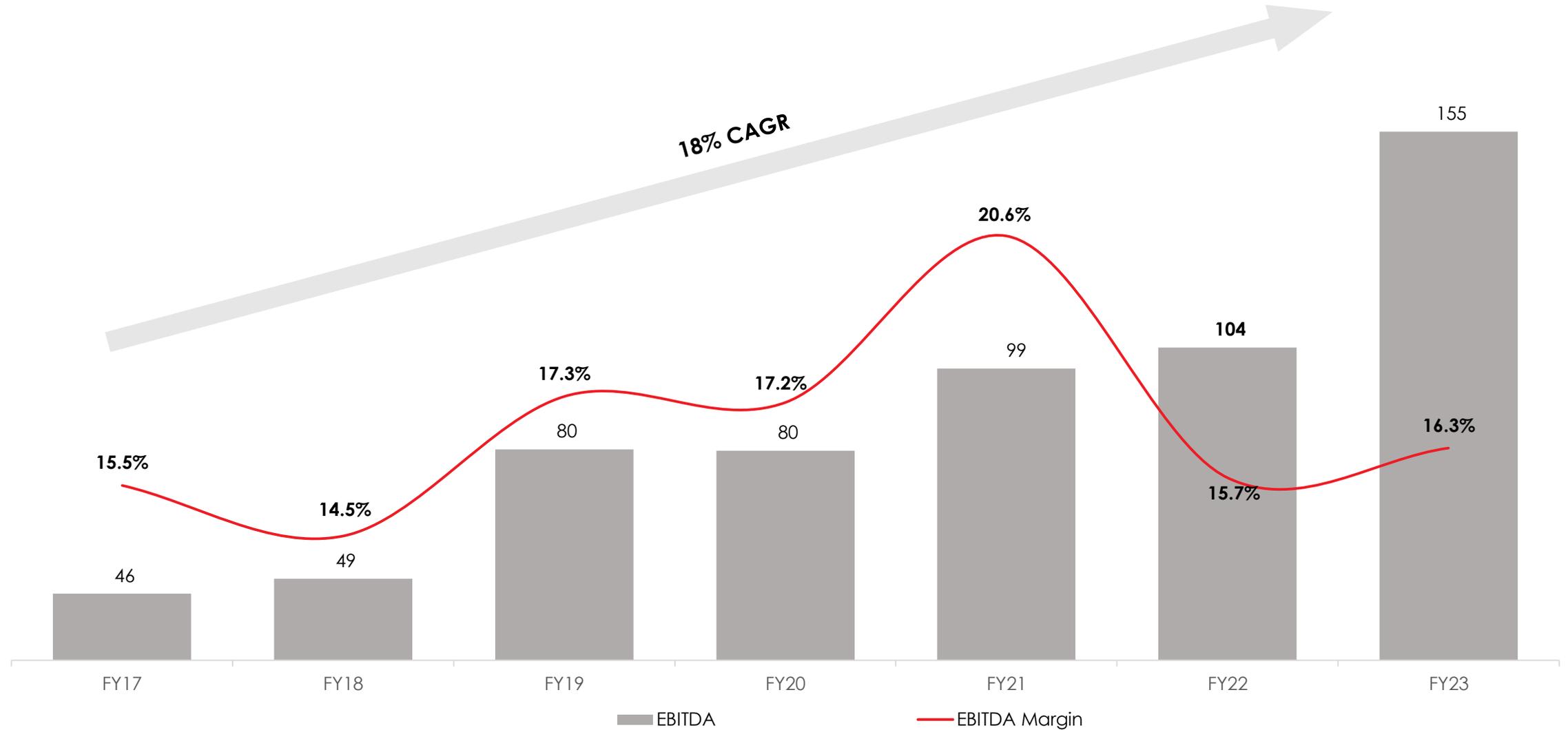
Note - *Long Term Borrowings include current maturities

Historical Sales Performance



Figures in ₹ crore unless mentioned otherwise

Margin Profile



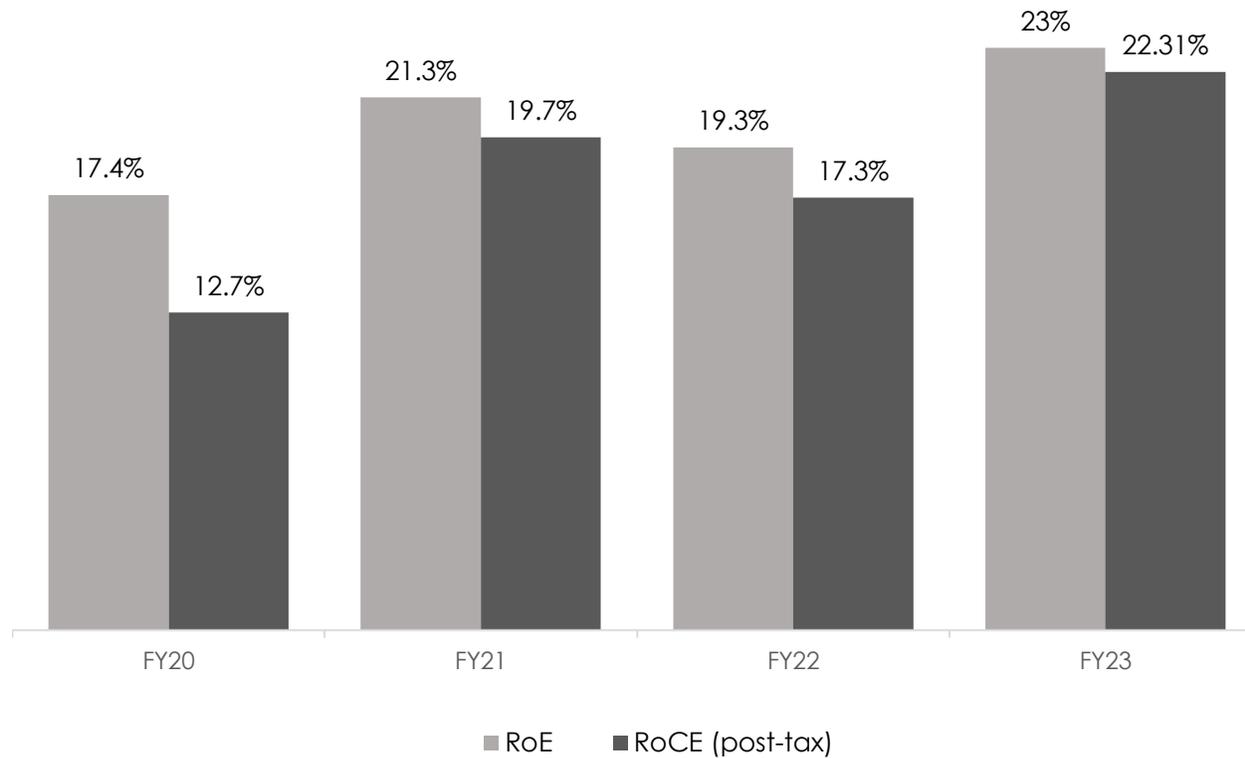
Figures in ₹ crore unless mentioned otherwise

Balance Sheet Transformation



Figures in ₹ crore unless mentioned otherwise

Improving Return Profile



Note – RoE and RoCE for FY20 has been computed without considering exceptional item for better comparison;

Review of Financial Performance (Q1FY24)



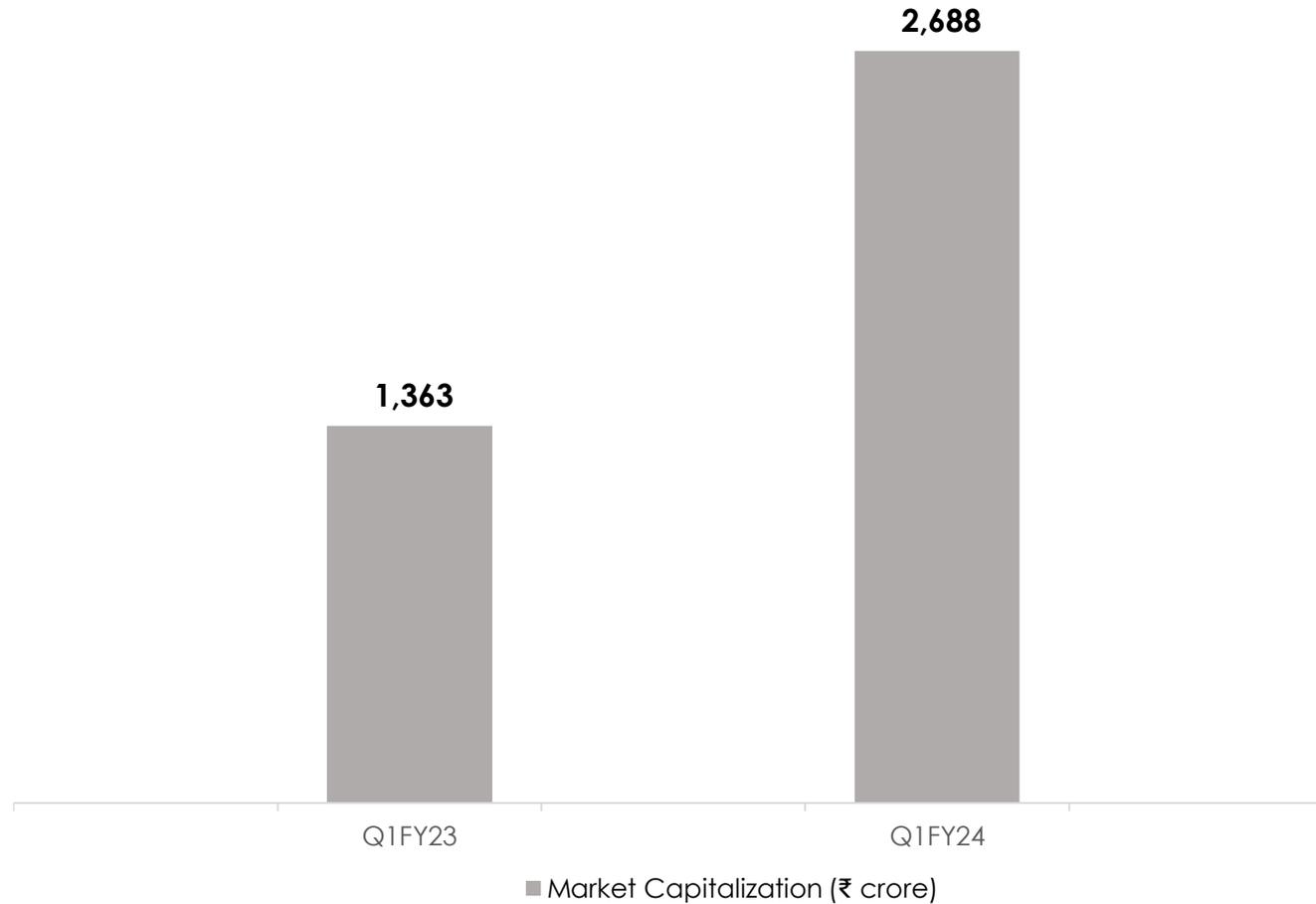
- Stylam clocked sales of INR 226 crore in Q1FY24 quarter, with slightly decline of -3.96% YoY .
- Sales decline during the quarter was primarily by exports, which were INR 149 crore (-11.83 % YoY decline). although domestic sales witnessed significant uptick, clocking sales of INR 77 crore (16.7 % YoY).
- The Company sold 2.8 million laminate sheets during the first quarter of Q1FY24 (vs. 2.7 million in Q1FY23; a 4 % YoY growth). Per sheet realizations vary based on the product mix during the period.
- Contribution margin has remained stagnant same as previous quarter and now stands at 44.69 % for Q1FY24 (vs. 45.1% in Q4FY23). Further, EBITDA for the quarter stood at INR 42 crore. In terms of margins, it stood at 18.51% (vs. 17.11 % in Q4FY23 and 15.03% in Q1FY23).
- Stylam has improved its working capital despite adversities; the cycle stands at 92 days for the first quarter (vs. 93 days for Q4FY23).
- Net debt stood at INR (-)27 crore as on 30th June 2023. Net worth stands at INR 440 crore.

Vision 2024-2026



- The company has reached about 80% capacity utilization level in the laminates division. We had started modular expansion at the existing facilities that will increase our capacity by up to 40%. This will entail a total Investment of INR 40 Cr.
- Company has become the net debt free company & will ensure to maintain the debt free level even after setting up 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.
- Board had approved the proposal for setting up a plant for the manufacture of laminate & necessary approval is being obtained.

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.

Safe Harbor Statement



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THANK YOU

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