



Ref. No. : SIL/BSE/2018-19/20112018

Dated : 20th November, .2018

The General Manager,
Listing Department
Bombay Stock Exchange Limited,
Phiroze Jeejeebhoy Towers, 25th Floor,
Dalal Street, MUMBAI - 400 001
Ph.No- 02222721234/33

BSE Scrip Code: 526951

**Subject : Regulations 30 , Schedule III Part A (15) of SEBI (10 DR)
regulations 2015-Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing obligations & disclosure requirements) Regulations , 2015 , we enclose Earning Presentation for Second Quarter ended 30th Sept 2018 , requested to Kindly take this in your record.

Thanking You .

Yours Faithfully,
For Stylam Industries Limited


Mani Gupta
Director

Stylam Industries Limited

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

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

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

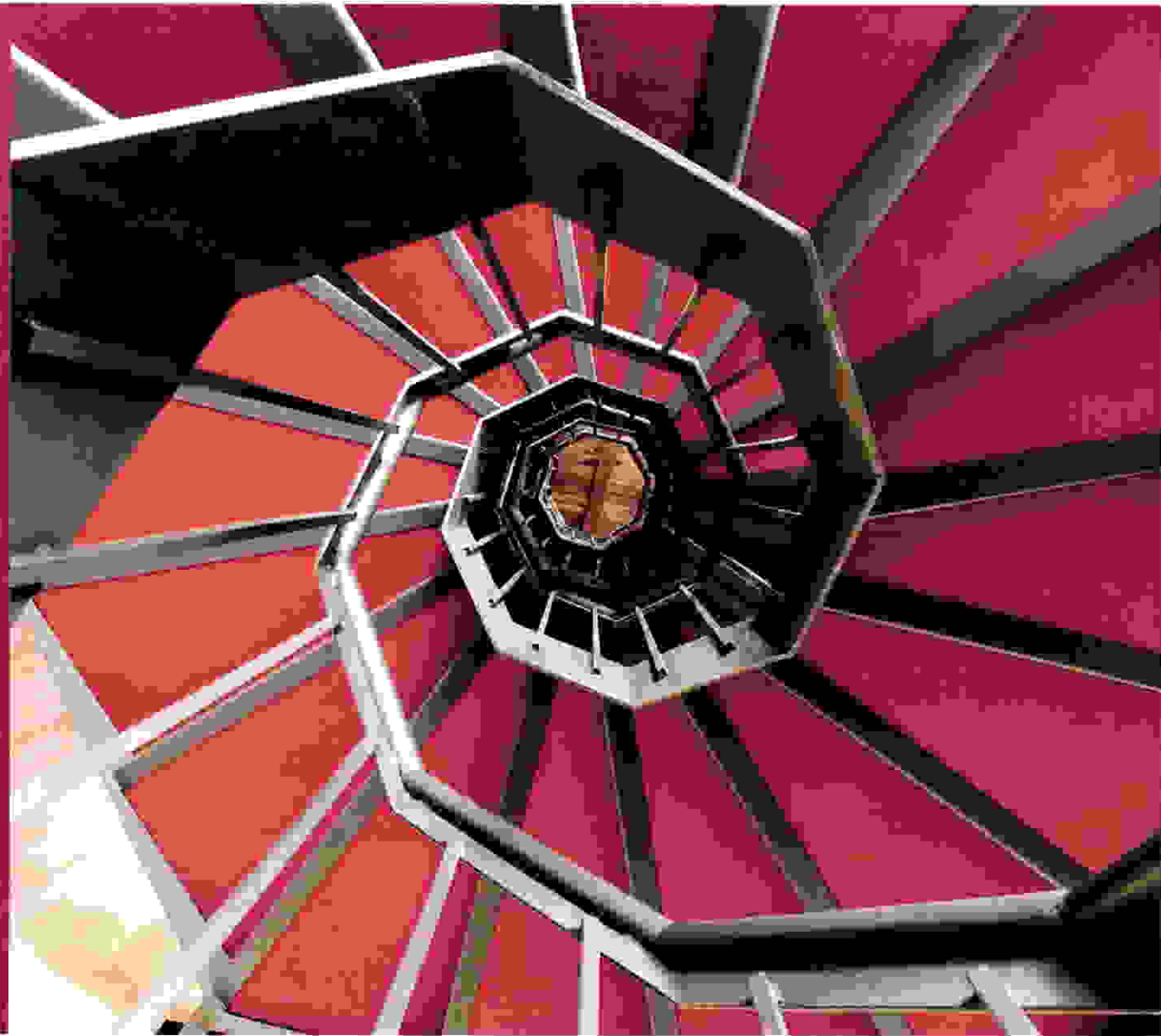
W: www.stylam.com **CIN:** L20211CH1991PLC011732 (Govt. of India recognised Star Export House)



Stylam Industries Limited

INVESTOR PRESENTATION

November 2018



Safe Harbor Statement

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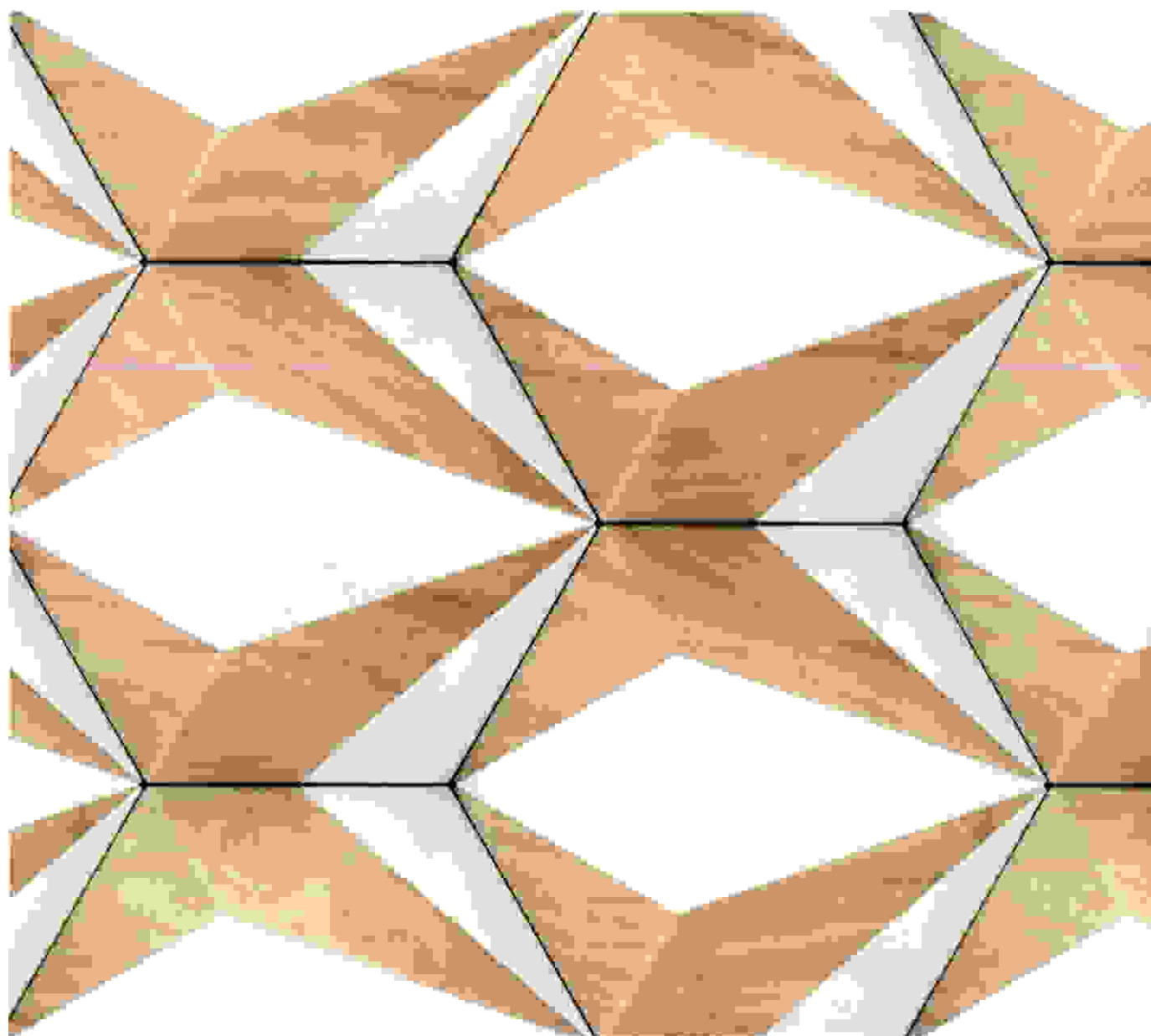
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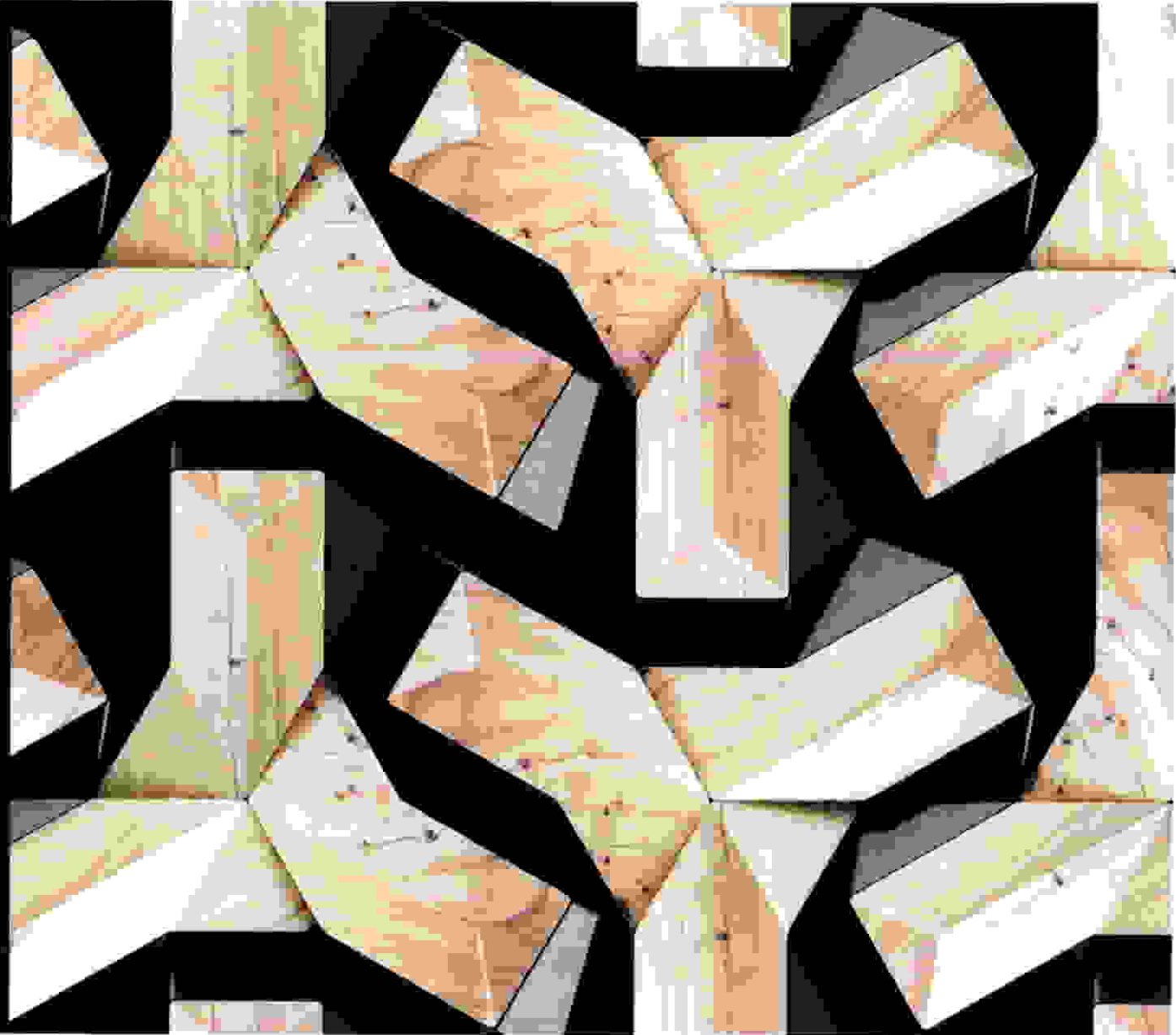
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Corporate Overview



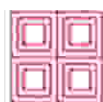
About Stylam

COMPANY PROFILE



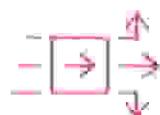
Incorporated in

1991



One of the emerging leaders in

Residential and industrial luxury decorative laminates



Key products include

- Decorative laminates
- Industrial laminates
- Fire-retardant laminates
- Restroom cubicles
- Exterior cladding



Has

2 plants

situated in Panichkula, Haryana



Has

~1,200

employees



Present in

60+ countries

FINANCIAL SNAPSHOT – FY18

Revenues (₹ crore)	338
EBITDA margin (%)	15%
Debt/Equity (x)	0.8
Interest coverage ratio (x)	5.0

REVENUE MIX – FY18



■ Exports ■ Domestic

About Stylam



Mission Statement

To produce and continually develop quality products with highest possible standards. Stylam will always strive to service its customers with utmost integrity, and to their complete satisfaction. It is the company's goal to ensure its mission by continuous self improvement, growth in its operations and employees, while maintaining profitability to the benefit of its customers, employees, and community.



Value Statement



Design

Stylam offers the widest selection of patterns and finishes available to match the breadth of the customers' imagination and make design unique.



Performance

Stylam uses premium materials with high-quality standards to keep the design's pristine even in the most strenuous environments.



Service

Stylam has a large footprint with Asia's largest manufacturing facilities located at Panchkula, India & distribution centres all across globe to ensure timely delivery.



Community

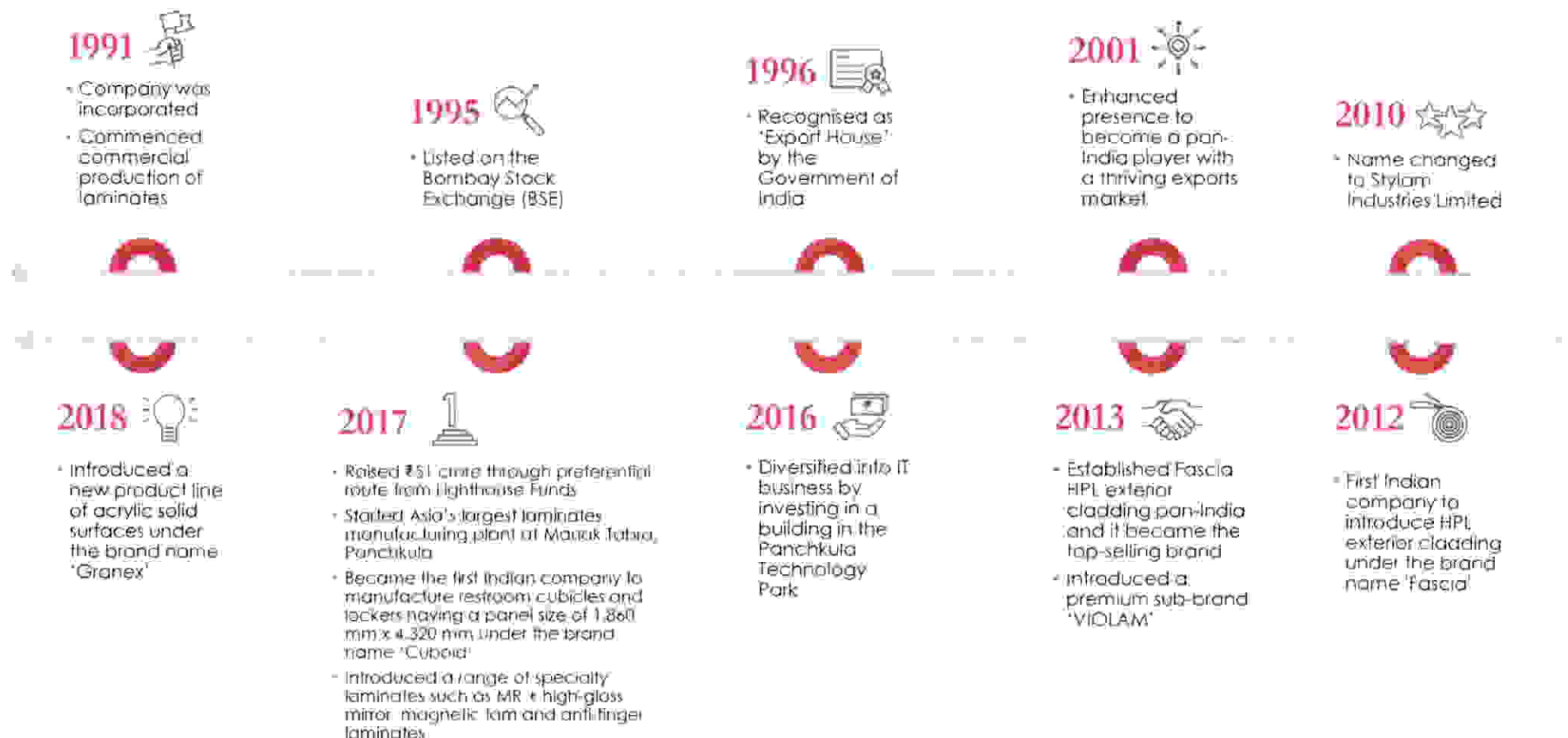
Stylam is dedicated to giving back to the communities in which it resides by supporting local and national non-profit organisations with both funding and products.



Sustainability

Stylam is committed to preserving the environment and enhancing the quality of life for the communities that it serves.

Stylam: Journey so far



Manufacturing infrastructure

PLANT 1



Facility established in

1992

Laminates-manufacturing capacity

~4.5 million

PLANT 2



- Asia's largest single-location laminates manufacturing infrastructure
- One of two units in India with capability to manufacture 6 ft. * 14 ft. laminates

Facility established in

2017

Laminates-manufacturing capacity

~6.5 million

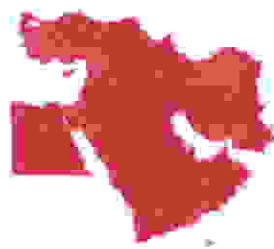
Worldwide presence

A WELL-KNOWN BRAND GLOBALLY

STYLAM IS PRESENT IN OVER 60 COUNTRIES



Europe



Middle East



Singapore and Myanmar



India

Stylam: Power brands



Board of Directors

MR. JAGDISH GUPTA Managing Director

Mr. Jagdish Gupta has been instrumental in developing new business for the Company since its inception.

MR. MANIT GUPTA Director

Mr. Manil Gupta is a chemical engineer and an MBA holder. He looks after the operational activities in the Company, including planning, marketing and sourcing of raw material.

MR. MANAV GUPTA Director

Mr. Manav Gupta is a computer engineer and an MBA holder. He looks after the activities relating to general administration and sourcing of raw material.

MR. SACHIN BHATLA Director -Technical

Mr. Sachin Bhatla holds a B. E. (Mechanical) degree and has over 23 years of experience in the laminates industry at different levels of management.

MR. SAIPAL GARG Independent Director

Mr. Saipal Garg is a successful entrepreneur with experience in building, scaling and running businesses.

MS. SONIA AGGARWAL Independent Director

Ms. Sonia Aggarwal is an Independent Director of the Company.

MR. MAHAVIR SINGH Independent Director

Mr. Mahavir Singh is an Independent Director of the Company. He has over 25 years of experience in finance and advises the Company on financial matters.

MR. RAVINDAR KRISHAN Independent Director

Mr. Ravindar Krishan is a practicing tax consultant. He is an Independent Director of the Company and advises the Company on matters related to direct tax laws.

MR. SACHIN BHARTIYA Nominee Director

Mr. Sachin Bhartiya is a Nominee Director on the Board of the Company on behalf of Lighthouse Funds.

DR. PURVA KANSAL Additional Director

Dr. Purva Kansal has done PhD from the University Business School, Punjab University, Chandigarh. She has also earned an FDP certification from IIM Ahmedabad. Dr. Kansal has more than 15 years of experience in area of research methodology and strategic management.

Accreditations



ISO 9001:2015 certified, which shows the integrity, quality and reliability of the Company



All products are **GREENGUARD** certified



Received **ISO-14001** and **OHSAS-18001** certifications from the **ECA**



Certified by the **Forest Stewardship Council (FSC)**



Only company in India that offers certified **fire-retardant laminates**



Certified by **ETB** for compact exterior and interior laminates



Received ISI Certification as per **IS:2016-1995** from the Bureau of Indian Standards for thin laminates with 0.8-1.0 mm thickness



First Indian laminates to get **CE certification**



Recognised for 'environmentally-improved low-emission, low-toxicity' high-pressure laminates by the **Singapore Green Labelling Scheme Secretariat**

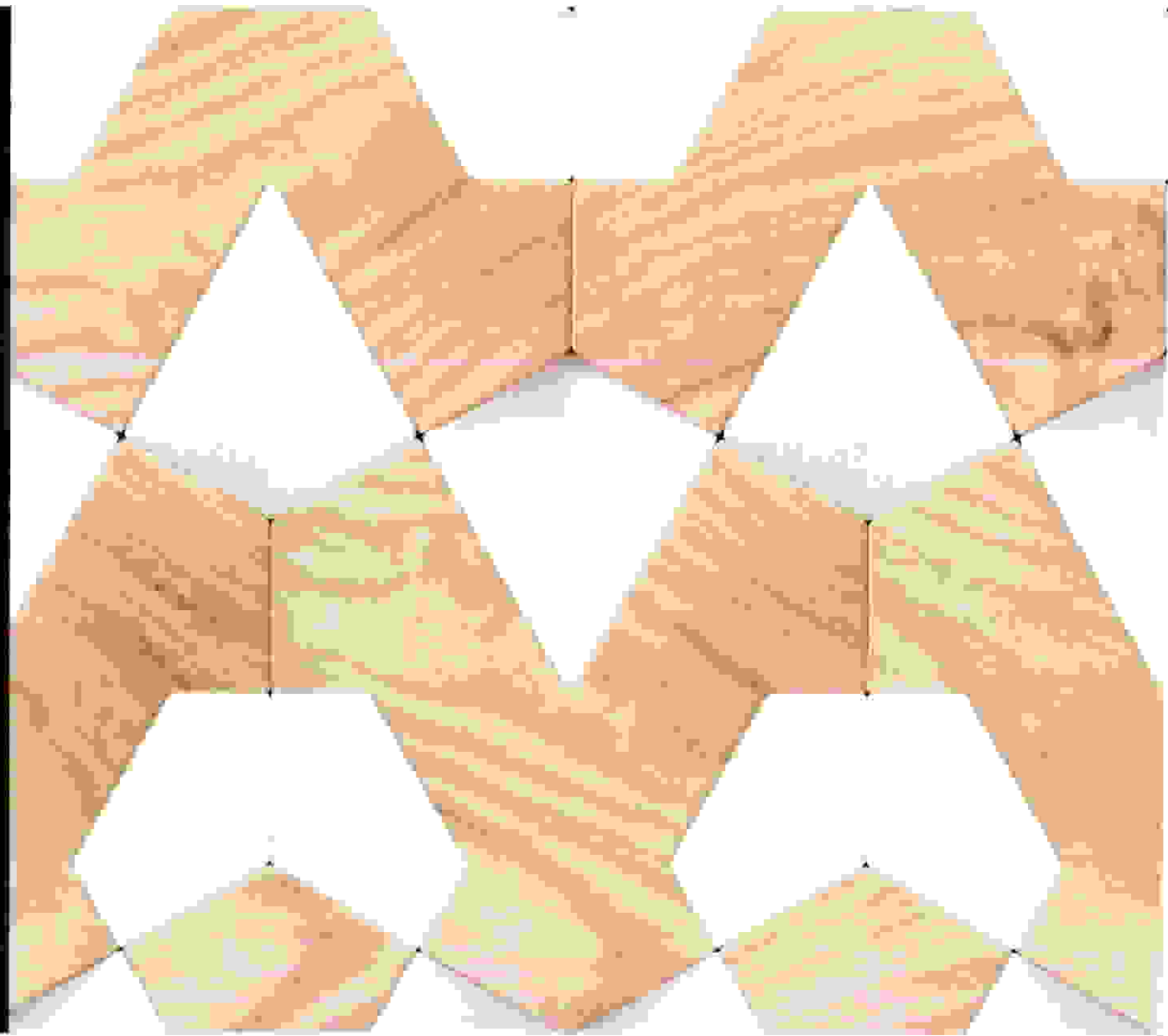


Recognised as **Star Export House** by the Government of India



Recognised by **Financial Times** and **Statista** as one of the FT 1000 High-Growth Companies Asia-Pacific 2018

The Road Ahead



Stylam: Well-positioned to capitalise on macro-growth opportunities

Global laminates market is estimated to grow at 5.5% CAGR from 2016 to 2023 and reach \$8 billion

GLOBAL LAMINATES MARKET (\$ MILLION)



Rising formalisation in the domestic market is likely to benefit organised players

DYNAMICS OF THE INDIAN LAMINATES MARKET

Market size	₹5,000 crore
Exports	₹1,050 crore
Domestic market	₹3,950 crore
Organised	₹2,560 crore
Unorganised	₹1,390 crore

Source: IndiaLaminates - Structural Growth Drivers in Place (initialing/Coverage) - Report by Anand Rathi

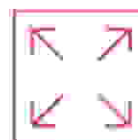
Stylam: Growth strategy



Enhance market share in the domestic market



Focus on innovation to launch products with differentiated finishing and sizes



Capacity expansion: total of ₹ 40 crore

- Install a hot coating line for value added products
- Expand capacity for regular size Laminates
- Commercial production in FY20



Business consolidation and foray into new segments:

- Business consolidation with associate concern Golden Chem-tech
- Entry into acrylic solid surface panels, better known as artificial marble/ Corian

Stylam: Investment case

Strong brand recall

- Strong brand recall across India and in 60+ export markets
- The "STYLAM" brand comprises over 1,200 designs, textures, colours and finishes
- Winner of Power Brands Rising Star Award 2016

Consistent financial track record

- Achieving profitable growth has been a key focus area for the Company

5-year CAGR

Revenue 19.2%

Net profit 37.6%

Healthy growth prospects

- Capacity expansion to aid Stylam's growth in both domestic and international markets

Current capacity
11 million

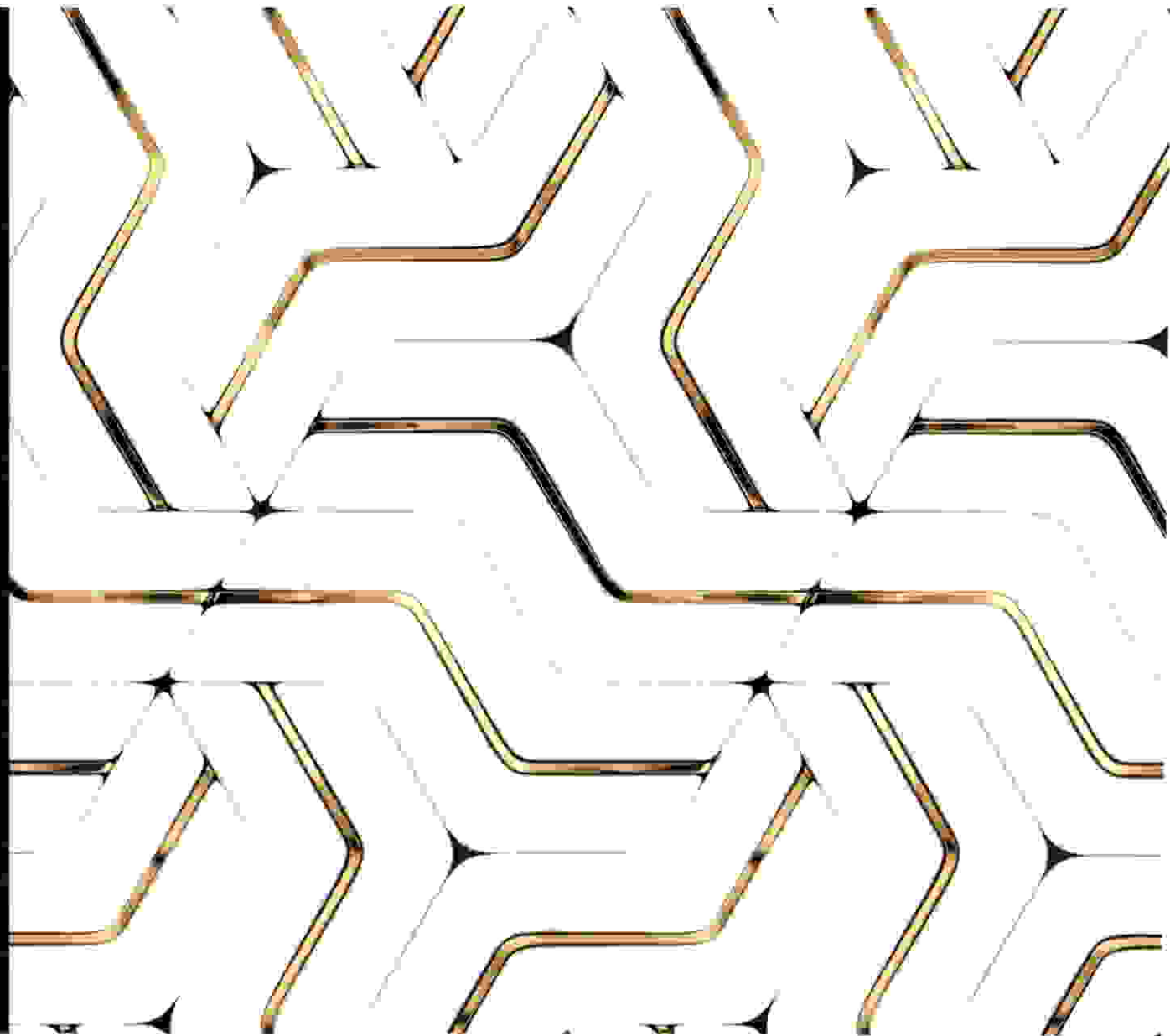
Diversified product portfolio

- Offers products across decorative laminates, high pressure laminates, exterior cladding, exterior floor boards and cubicles segments
- Introduced acrylic solid surfaces in 2018

Value accretion post amalgamation of Golden Chemtech Ltd.

- Received SEBI approval for amalgamation of Golden Chemtech Ltd. with Stylam Industries Ltd.
- Commenced commercial production of acrylic solid surfaces under the brand name 'Granex'
- The amalgamation is expected to be value-accretive due to diversification of products offered by Stylam

Financial Snapshot



Rewarding investors

CAPITAL MARKET DETAILS

BSE Scrip Code	526951
Bloomberg Code	SYIL IN
GICS Sector	Forest Products
Market Cap*	₹588 crore
Face Value	₹10
52-week High*	₹890
52-week Low*	₹525

* As on 16th November, 2018

SHAREHOLDING PATTERN

As on 30th September, 2018



As on 30th September, 2018

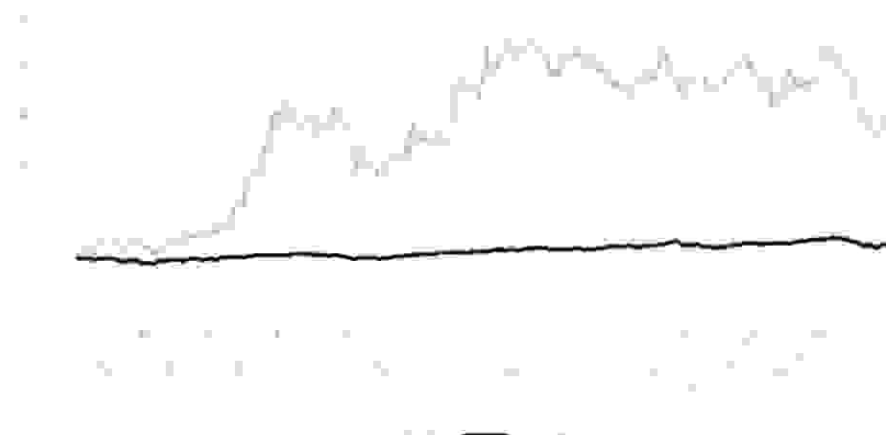
Stylam Industries Limited

INSTITUTIONAL INVESTORS

STAKE

Lighthouse Funds	12.7%
Sundaram Alternative Opportunities Fund	2.1%

COMPARATIVE STOCK PRICE PERFORMANCE - BSE SENSEX



Closing price and Sensex as on 17th November 2015 have been indexed to 100; last closing prices as on 16th November 2018.

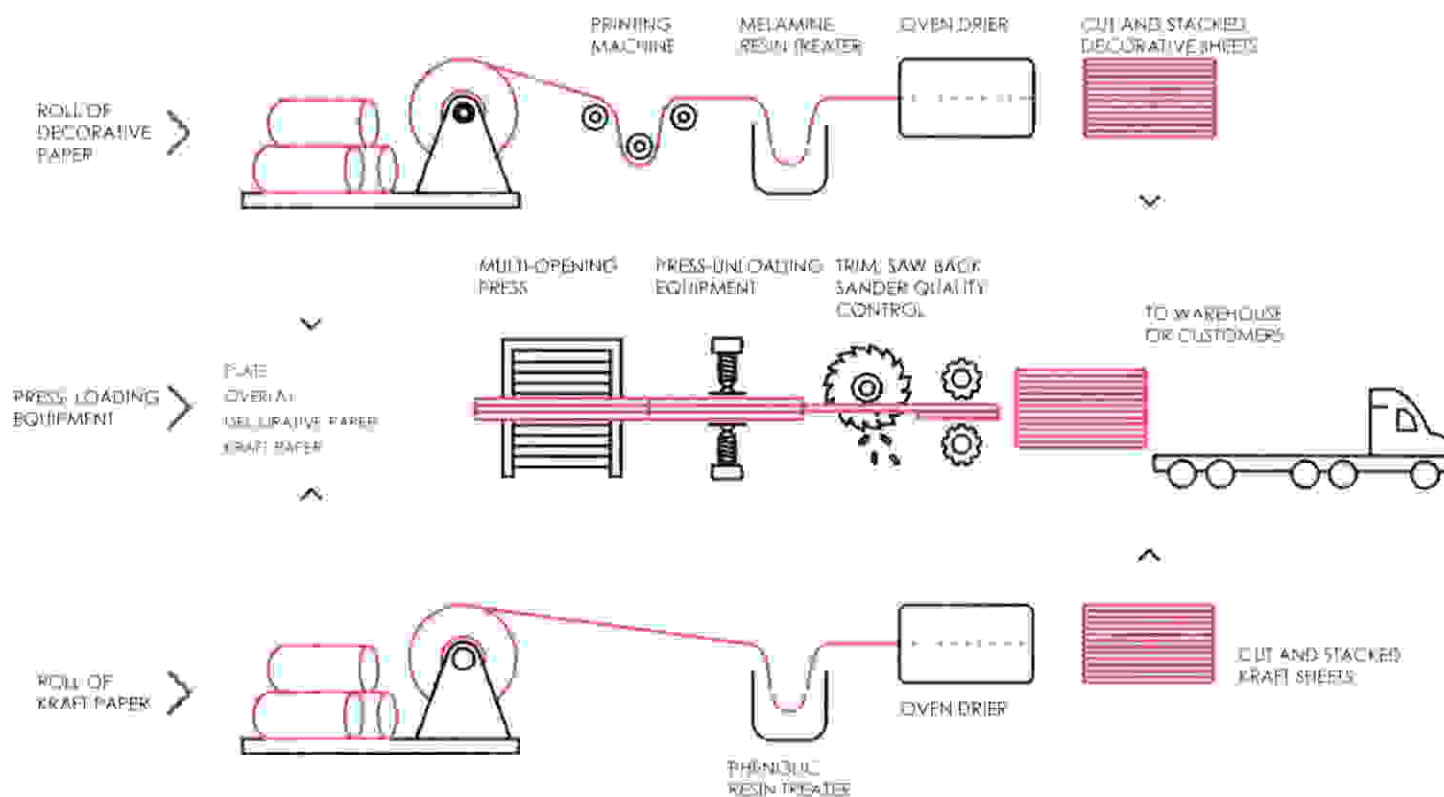
Quarterly results

PARTICULARS	ANNUAL			GROWTH		QUARTER			GROWTH	
	2024	2023	2022	2024	2023	Sept-2024	Aug-2024	July-2024	2024	2023
Net Sales (₹ crore)	249	295	338	18%	15%	78	108	109	1%	39%
EBITDA (₹ crore)	30	46	49	52%	8%	12	17	18	5%	59%
EBITDA MARGIN	12%	16%	15%			15%	16%	16%		
PAT (₹ crore)	12	20	20	62%	2%	4	7	8	16%	85%
PAT MARGIN	5%	7%	6%			6%	7%	7%		

Annexure: Laminates-manufacturing process

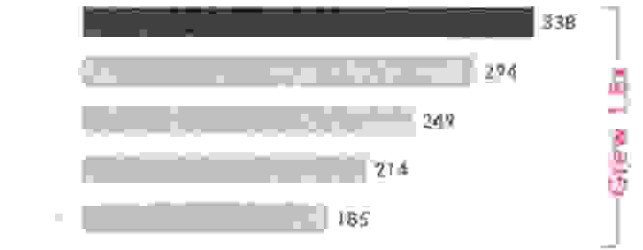
The typical laminates-manufacturing process comprises:

- Preparation and loading of resin to the dipping tray at the impregiator
- Squeezing of impregnated paper (craft/design)
- Travelling of the impregnated paper in drying chambers
- Cutting sheets to the desired sizes
- Stacking/ Kraft pack making/ design assembly
- Loading in press/ hydraulic pressure application/ heating, cooling and releasing of hydraulic pressure
- Unloading from press
- Trimming, sanding, wrapping and packing as per order



Summary financials

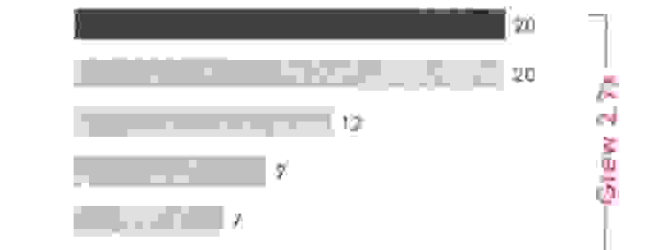
REVENUES (₹ CRORE)



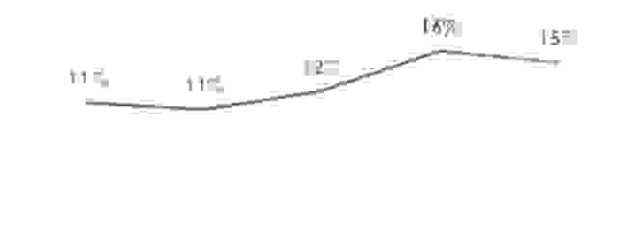
EBITDA (₹ CRORE)



NET PROFIT (₹ CRORE)



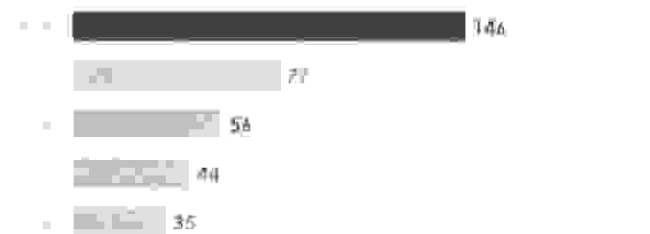
EBITDA MARGIN (%)



TOTAL DEBT (₹ CRORE)



NET WORTH (₹ CRORE)



Thank You

For further information, please contact:

MR. SANJEEV VAID

CFO

Phone: +91 75080 09976

Email: sanjeev.vaid@stylam.com

REGISTERED OFFICE

SCO 14, Sector-7C, Chandigarh

Plant 1: Plot No. 191, Industrial Area-I, Ranchikula, Haryana

Plant 2: Village Manak Tabra, Ramgarhi/Ralpur/Rani Road, Distt. Ranchikula, Haryana

website: www.stylam.com