Ref. No.: SIL/CHD/2023-24/05052022

Dated: 05.05.2023

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 Audited Financial Results for the quarter & Year ended March 31st ,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 and Year ended March 31, 2023.

You are requested to take above information on your record

Thanking you,

For Stylam Industries Limited

Sanjeev Kumar Sehgal

Digitally signed by Sanjeev Kumar Sehgal
Date: 2023.05.05 13:33:51 +05'30'

Sanjeev Kumar Sehgal

Company Secretary & Compliance officer

STYLAM INDUSTRIES LIMITED

INVESTOR PRESENTATION

Q4FY23 – MARCH 2023

Table of Contents

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

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)

STYLAM

UNICORE LAMINATES

What makes UNICORE unique is the identical colour of the decorative surface and its core layers as well.

DiGi delight DIGITAL LAMINATES

Digital Laminates have just the features everyone has needed. A whole new world of creative and quality laminates among customized designs.

SYNCHRO LAMINATES

Stylam Synchro Laminates have the real feel of wood and an elegant natural look while carrying all advantages of a laminate.

CHEMICAL RESISTANT LAMINATES

PLUSGUARD LabMATE

Plus Guard Stylam Laminate provides a highly durable surface in lab conditions and has better abrasion and scratch resistance.

POST FORMING LAMINATES

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.

MAGNETIC LAMINATES

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.

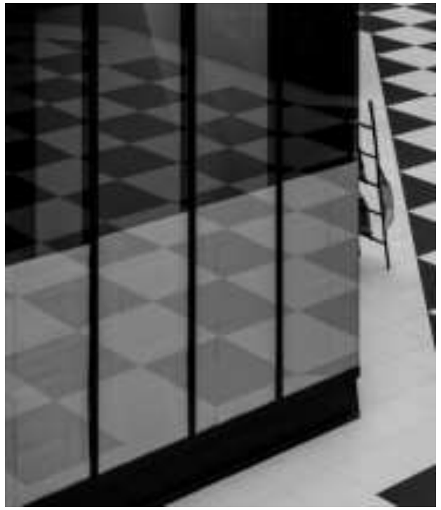
MIRROR SHIELD LAMINATE

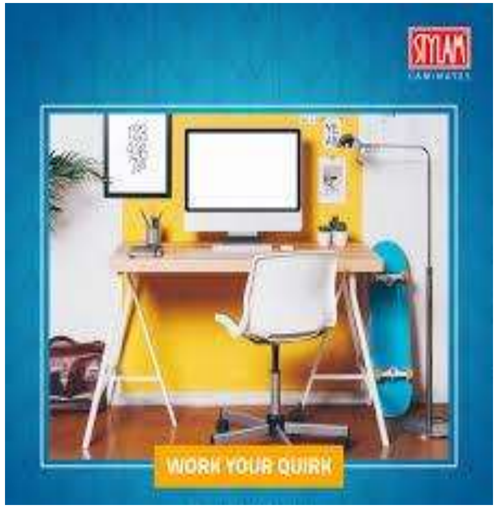
Mirror laminates are considered ideal for adding flair to light duty, horizontal or vertical applications. They can be used on walls, furniture, retail fixtures, signages, exhibits and display areas.

CHALK BOARDS & MARKER BOARDS

Chalkboard Laminate is the perfect solution for any space or application that demands a durable and affordable writing surface.

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 1,800 employees including contract labour 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

Europe

1. Netherlands
2. Italy
3. Germany
4. Belgium
5. France
6. Denmark
7. Turkey
8. Finland
9. Estonia
10. Switzerland
11. Cyprus
12. Poland
13. Bulgaria
14. Czech Republic
15. Spain

The Far East

1. Indonesia
2. Malaysia
3. Singapore
4. Thailand
5. Cambodia
6. Philippines
7. Taiwan
8. Vietnam
9. South Korea

The Middle East

1. Saudi Arabia
2. Kuwait
3. Yemen
4. Qatar
5. Jordan
6. Lebanon
7. Bahrain

North America

1. USA
2. Canada
3. Dominican Republic
4. Mexico
5. Puerto Rico
6. Nicaragua

South America

1. Colombia
2. Venezuela

Global presence in over 75 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:

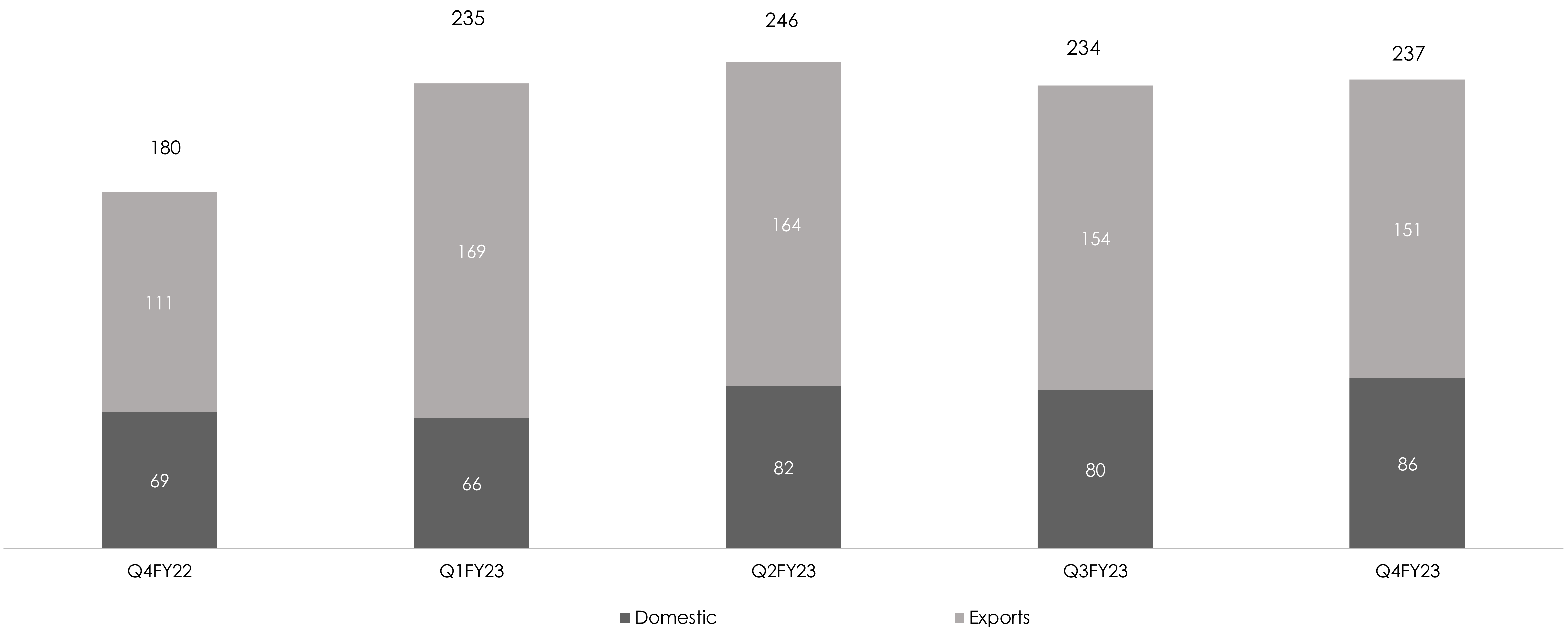
- *Export House by the Government of India, meeting all the quality, safety and green standard requirements while operating as a responsible corporate citizen.*
- *Recognised by Financial Times and Statista as one of the FT 1,000 High-Growth Companies Asia-Pacific 2018.*
- *Honored with the Power Brands 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)	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY23
Net Revenue	**235**	**246**	**234**	**237**	**952**
EBITDA	**35**	**40**	**39**	**40**	**154**
PAT	**21**	**24**	**24**	**27**	**96**

(₹ crore)	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22
Net Revenue	131	172	177	180	659
EBITDA	26	24	33	20	104
PAT	14	15	16	17	61

Quarterly Sales Performance



Figures in ₹ crore unless mentioned otherwise

Profit and Loss (Consolidated)

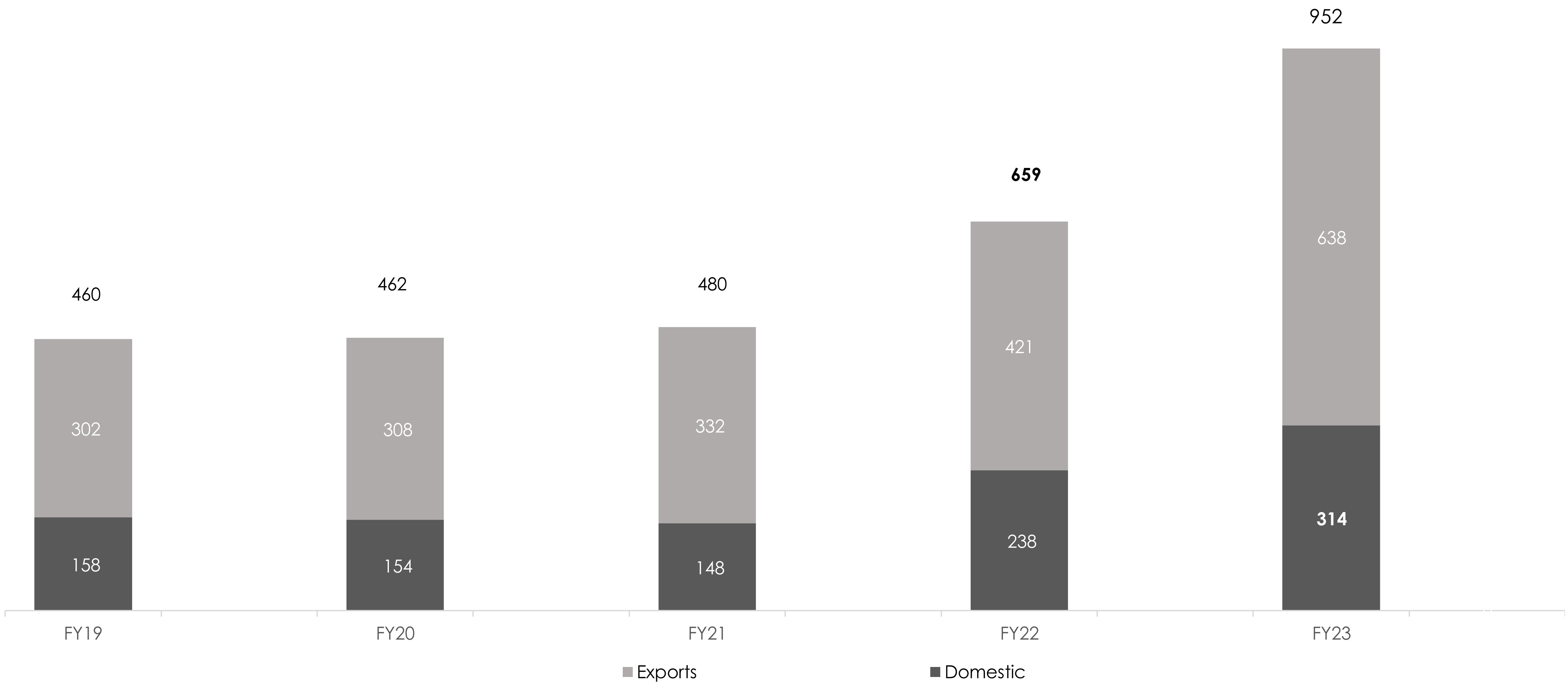
(₹ crore)	Q4FY23	Q3FY23	Q4FY22	FY23	FY22
Net Revenue	**237**	**234**	**180**	**952**	**659**
Material Consumption	130	131	107	531	376
Contribution	**107**	**103**	**73**	**421**	**284**
Contribution Margin (%)	***45.1***	***44.1***	***40.4***	***44.2***	***43.0***
Employee Expenses	19	18	14	69	55
Other Expenses	48	46	38	197	125
EBITDA	**40**	**39**	**20**	**155**	**104**
EBITDA Margin (%)	***17.11***	***16.8***	***11.1***	***16.2***	***15.7***
Other Income	1	0	7	1	8
Finance Costs	1	4	2	8	8
Depreciation and Amortization	4	4	6	20	23
Less: Exceptional Items	-	-	-	-	-
PBT	**36**	**32**	**19**	**128**	**81**
PBT Margin (%)	***15.2***	***13.5***	***10.7***	***13.4***	***12.2***
Tax Expense	9	8	3	32	20
PAT	**27**	**24**	**17**	**96**	**61**
PAT Margin (%)	***11.4***	***10.3***	***9.2***	***10***	***9.2***
Sheets Sold (# mn)	*2.73*	*3.01*	*2.3*	*11.19*	*9.0*

Balance Sheet (Consolidated)

ASSETS (₹ crore)	FY23	FY22	LIABILITIES (₹ crore)	FY23	FY22
Fixed assets	172	179	Equity share capital	8	8
Capital work in progress	13	-	Other equity	404	308
Investment in property	-	-	**Net Worth**	**412**	**316**
Other non-current assets	4	4	Long term borrowings*	11	21
Total non-current assets	**189**	**183**	Short term borrowings	36	59
Inventory	160	133	**Total Debt**	**47**	**80**
Trade receivables	126	119	Trade payables	40	58
Cash and bank	27	9	Other current liabilities	30	21
Other current assets	36	46	Other non - current liabilities	10	14
Total current assets	**349**	**306**	**Total liabilities**	**80**	**93**
Total assets	**538**	**489**	**Total equity and liabilities**	**538**	**489**

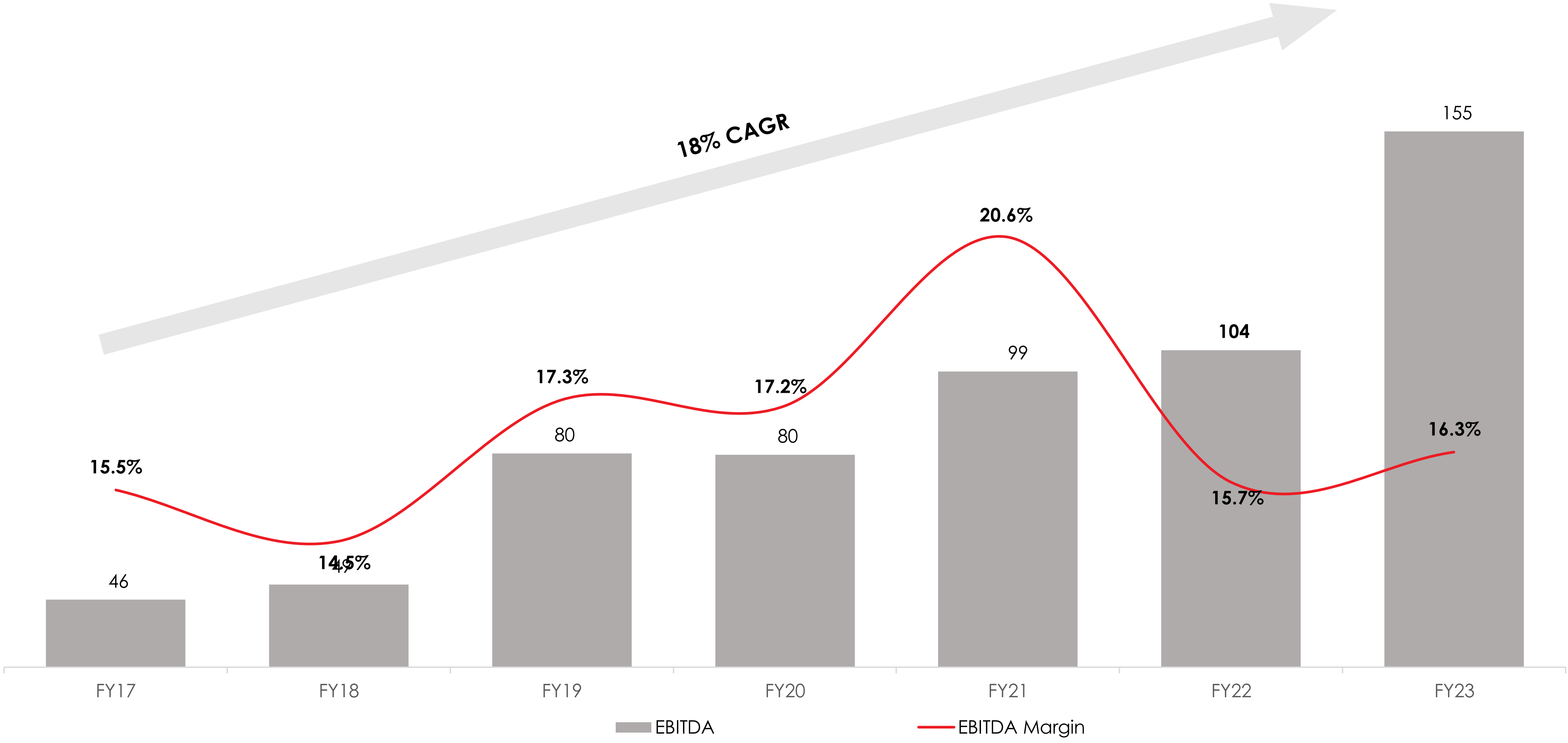
*Note - *Long Term Borrowings include current maturities*

Historical Sales Performance



Figures in ₹ crore unless mentioned otherwise

Margin Profile

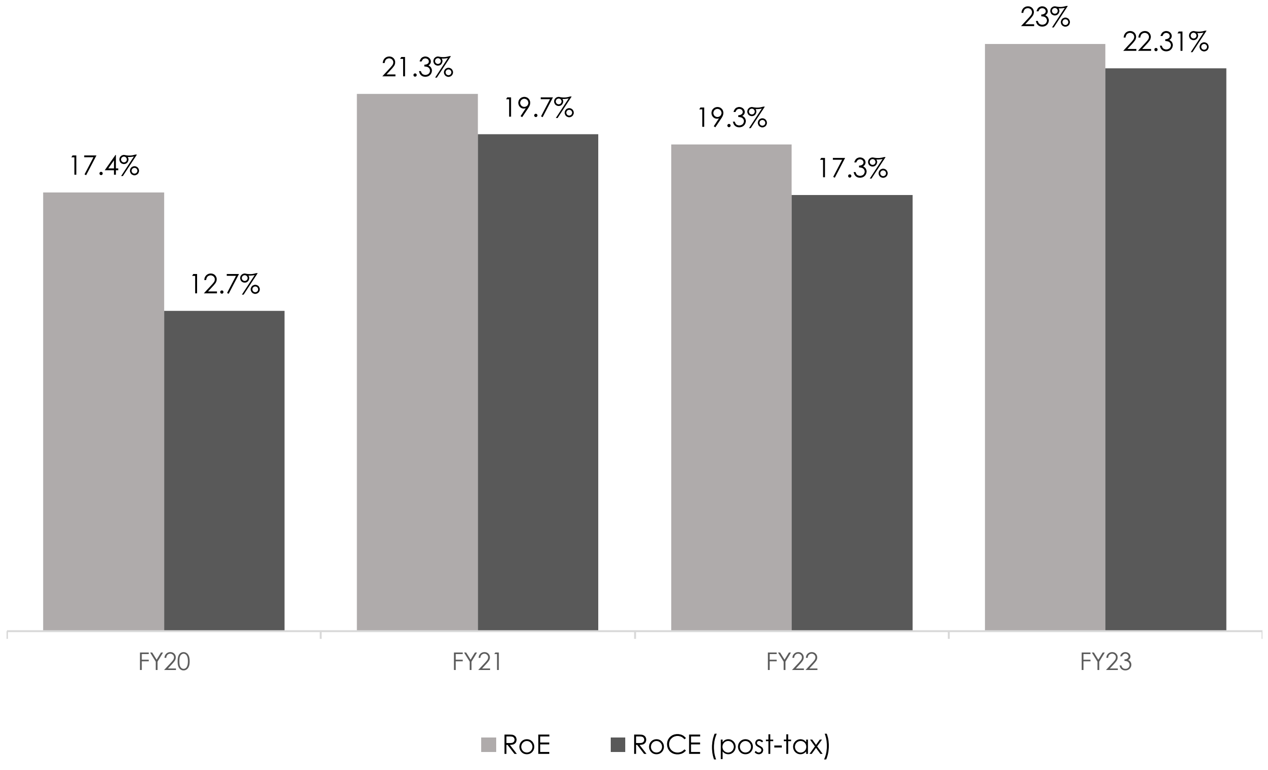


Figures in ₹ crore unless mentioned otherwise

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 (Q4FY23)

- Stylam maintained its strong performance in the fourth quarter with sales of INR 237 crore, implying 31.7 % YoY growth.

- Sales growth during the quarter was backed primarily by exports, which were INR 151 crore (36.03 % YoY growth). Further, domestic sales also witnessed significant uptick, clocking sales of INR 86 crore (24.6 % YoY).

- The Company sold 2.73 million laminate sheets during the fourth quarter of Q4FY23 (vs. 2.3 million in Q4FY22; a 18.69 % YoY growth). Per sheet average realizations vary based on the product mix during the period.

- Contribution margin has improved from the previous quarter and now stands at 45.1% for Q4FY23 (vs. 44.1% in Q3FY23). Further, EBITDA for the quarter stood at INR 40 crore. In terms of margins, it stood at 17.11% (vs. 16.82% in Q3FY23 and 11.02% in Q4FY22).

- Stylam has improved its working capital the cycle stands at 93 days for the fourth quarter (vs. 96 days for Q3FY23).

- Net debt stood at INR 21 crore as on 31st March 2023. Net worth stands at INR 412 crore.

Vision 2023-2025

- 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.

. Board has approved the proposal for setting up a plant for the manufacture of laminates in its wholly owned subsidiary company M/s Stylam Panels Limited. The total cost of the project will be 150 crores

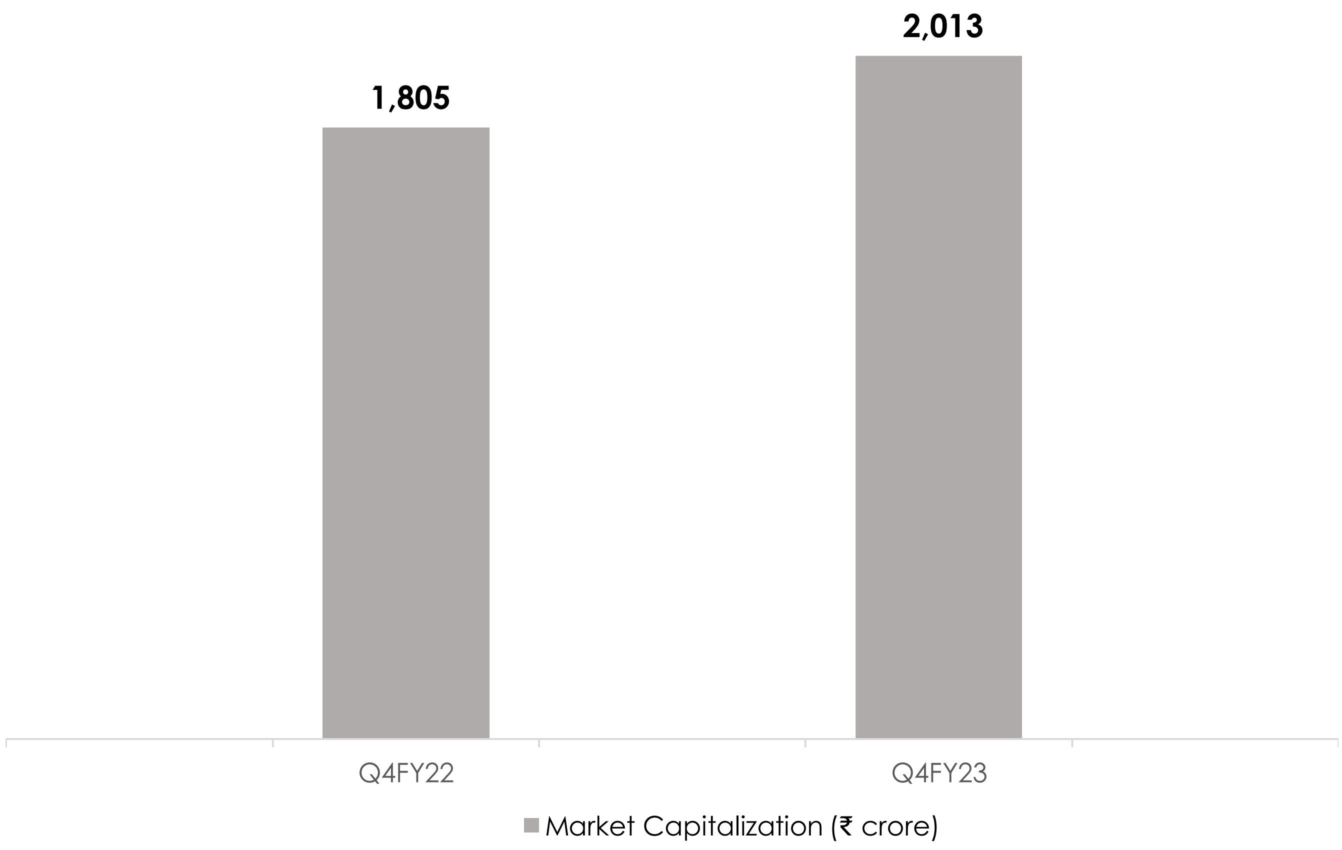
. Improve and enhance share of value-add products in the product mix as well as expanding the product range.

- 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.

- To be a net debt free Company.

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.

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THANK YOU

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Plant 2: Village Manak Tabra, Ramgarh-Raipur Rani Road, Distt. Panchkula, Haryana
Website: www.stylam.com