



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

**Dated :** 08<sup>th</sup> August 2018

The Manager,  
BSE Limited,  
Department of Corporate Services,  
Floor 25, P.J. Towers, Dalal Street,  
Mumbai – 400 001

**BSE Scrip Code : 526951**

**Sub : Intimation of schedule of Investor/Analyst Meet**

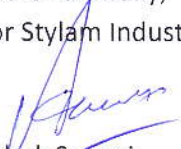
Dear Sir,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, It is hereby informed that Shri Jagdish Rai Gupta, Managing Director of the Company will give a presentation on Thursday, 09<sup>th</sup> August 2018 at 9.30 A.M at The Grand Hyatt, Mumbai in the Investors/Analyst Meet, on the Company's strategic initiatives and operating performance for the quarter ended June 2018.

Presentation is attached herewith.

Thanking you,

Yours Faithfully,  
For Stylam Industries Limited

  
Ashok Swami  
Company Secretary  
MNO-A9387

**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 -1 Panchkula (Haryana) INDIA - 134109 **T:** +91-172-2563907/2565387





# Stylam Industries Limited

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INVESTOR PRESENTATION

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August 2018





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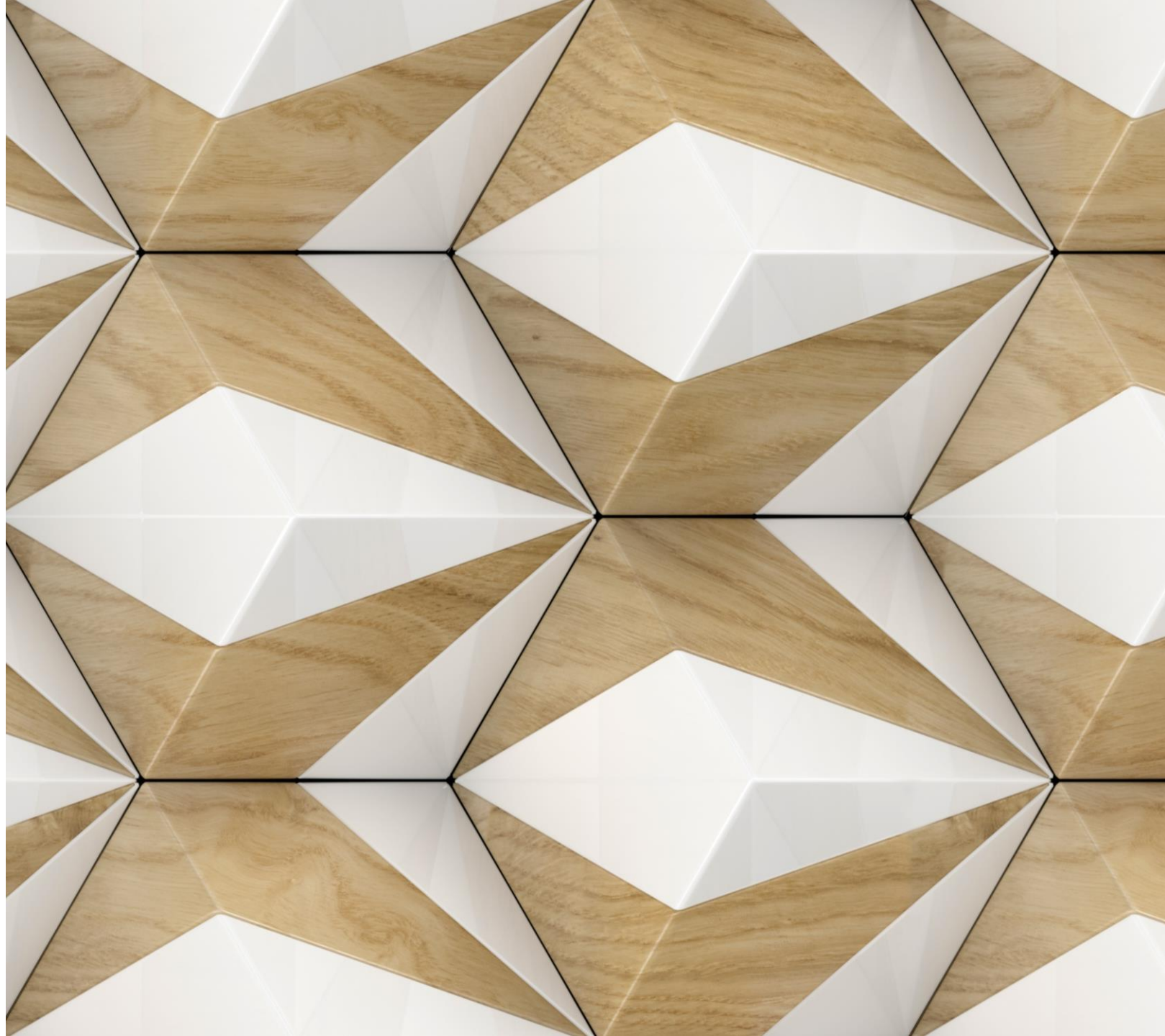
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**THE ROAD AHEAD**

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**FINANCIAL SNAPSHOT**





# 01

## Corporate Overview

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Stylam Industries Limited

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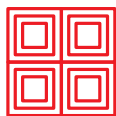
# About the Company

## COMPANY PROFILE



Incorporated in

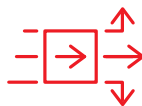
**1991**



Manufactures

**luxury decorative laminates**

for residential and industrial applications



Key products include

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



Company has

**two plants**

situated in Panchkula district of the state of Haryana



Employees

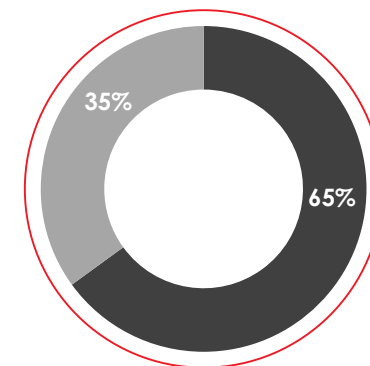
**~1,200**



Present in

**60+ countries**

## REVENUE MIX – FY18



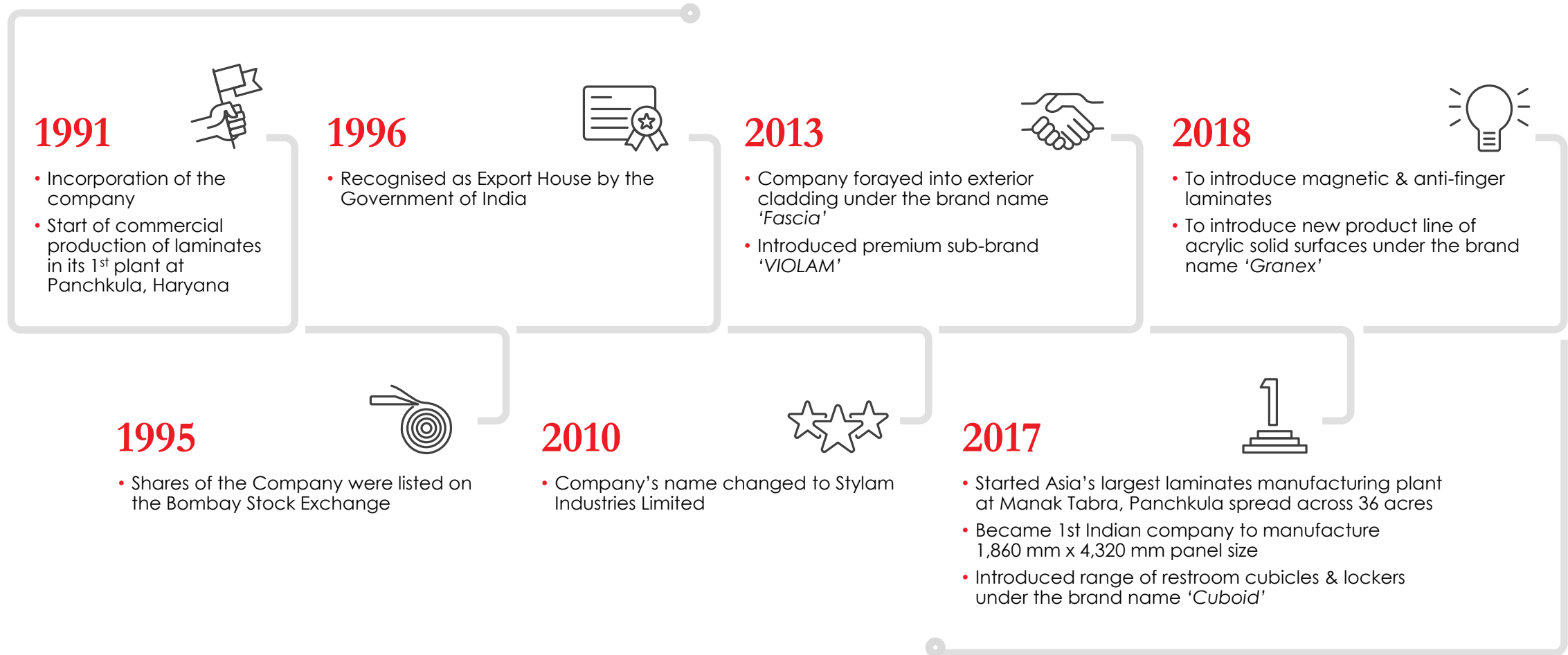
■ Exports

■ Domestic

## FINANCIAL SNAPSHOT - FY18

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

# Stylam : Journey so Far





# Manufacturing Infrastructure

PLANT 1



Facility established in

**1991**

Laminates manufacturing capacity

**~4.5 million**

PLANT 2



Facility established in

**2017**

Laminates manufacturing capacity

**~6.5 million**

# World-wide Presence

A WELL-KNOWN BRAND GLOBALLY

STYLAM IS PRESENT IN OVER 60 COUNTRIES



Europe



Middle East



India



South Asian countries :  
Singapore, Myanmar



# Stylam : Power Brands



# Board of Directors

**MR. JAGDISH GUPTA**  
*Managing Director*

Mr. Jagdish Gupta has been into business since the inception of the Company and is instrumental in new business development for the Company.

**MR. MANIT GUPTA**  
*Director*

Mr. Manit Gupta is a chemical engineer and an MBA. He looks after operational activities including planning, marketing & sourcing of raw material.

**MR. MANAV GUPTA**  
*Director*

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

**MR. SACHIN BHATLA**  
*Additional Director*

Mr. Sachin Bhatla is a B. E. (Mechanical) and has over 23 years of experience in the laminate industries at different levels of management.

**MR. SATPAL GARG**  
*Independent Director*

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

**MS. SONIA AGGARWAL**  
*Independent Director*

Ms. Sonia Aggarwal is an independent woman director of the company

**MR. MAHAVIR SINGH**  
*Independent Director*

Mr. Mahavir Singh is an independent director of the company. He has over 25 years experience in finance and advises the company on financial matters

**MR. RAVINDAR KRISHAN**  
*Independent Director*

Mr. Ravindar Krishan is a practicing tax consultant. He advises the Company on matters related to the 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.



# Accreditations



**ISO 9001:2008** certified that shows the integrity, quality and reliability of the company



Recognized as **Star Status Export House** by the Government of India



First Indian Laminates to get **CE certification**



The products are **Green Guard** Certified



The only company in India that offers certified **Fire Retardant Laminates**



Certified by **ETB** for compact laminates for both exterior and interiors



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

# Key Developments Over Last 18 Months

## Equity capital raise from an institutional investor

- Stylam raised ₹51 crore through preferential route from Lighthouse Funds in May 2017
- Fresh capital used for repayment of debt; as of 31<sup>st</sup> March 2017 (prior to fund raise) D/E at 2.4; post capital raise and repayment of debt, D/E at 1.0 as on 30<sup>th</sup> September 2017; the D/E has further reduced to 0.8 as on 31<sup>st</sup> March 2018

## Amalgamation of Golden Chemtech Ltd.

- The Company announced the amalgamation of Golden Chemtech Ltd. with Stylam in December 2017 for an equity dilution of 3.8%\*
- Golden Chemtech Ltd. was involved in manufacture and sale of chemicals & adhesives; it diversified into the manufacturing of acrylic solid surfaces in 2016; commercial production of the same is expected to commence in Q3FY19 and the product will be sold under the brand name 'Granex'; Golden Chemtech Ltd. also discontinued its chemicals & adhesives business

## Initiated sale of building in Panchkula Technology Park

- The Company had invested in a building in the Panchkula Technology Park in 2015/16; Stylam has initiated the sale of this building to further deleverage its balance sheet given the non-core nature of the asset



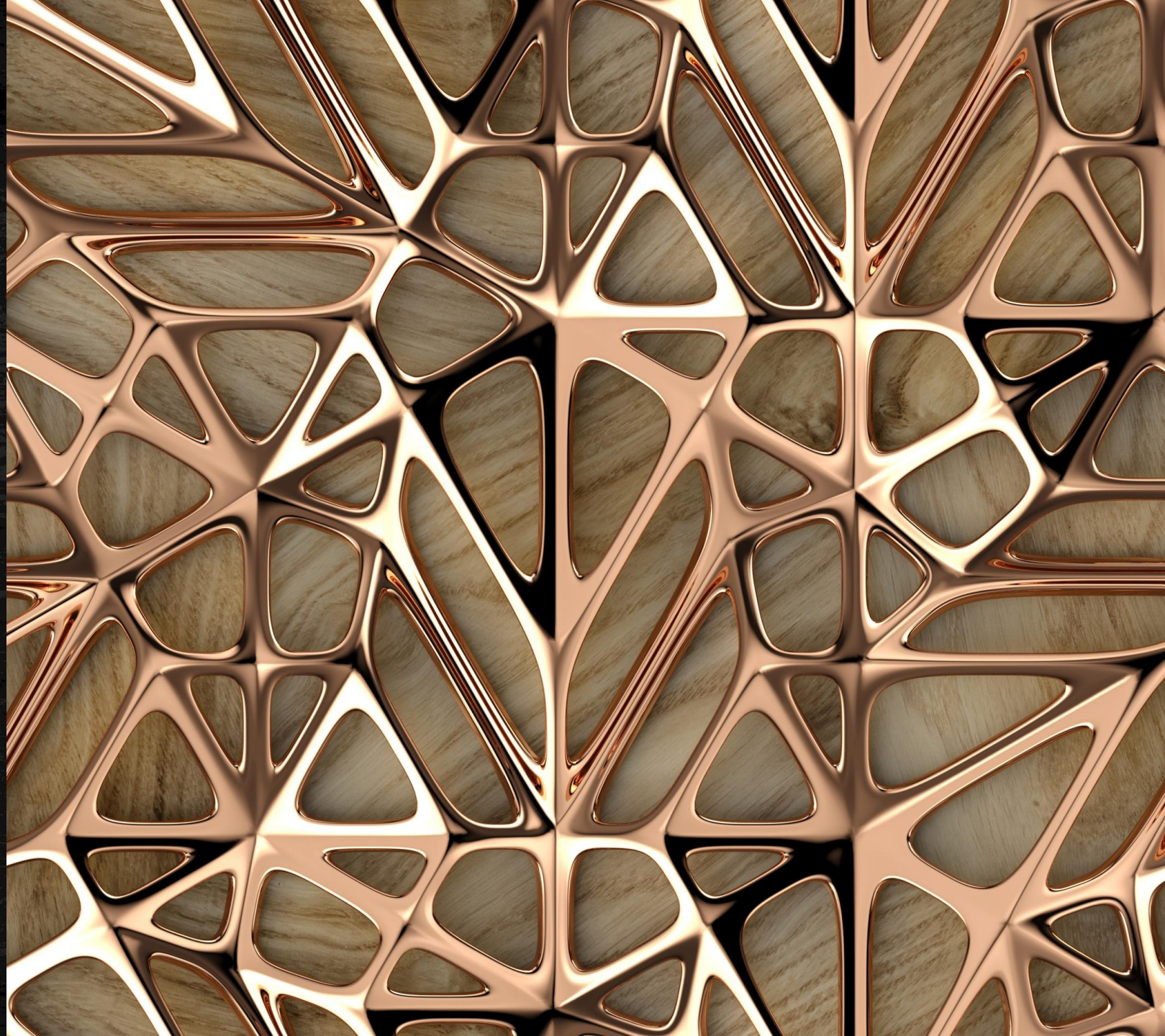
# 02

## The Road Ahead

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Stylam Industries Limited

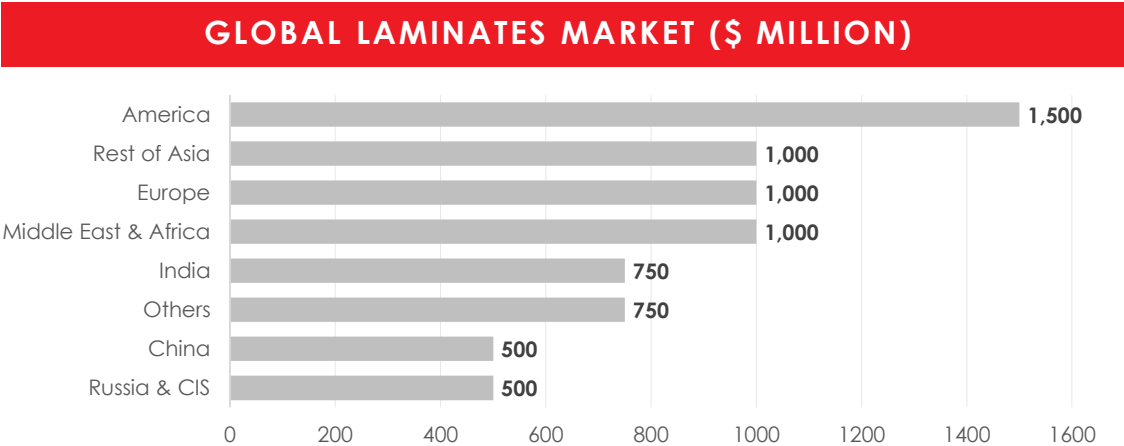
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# Stylam Well-positioned to Capitalise on Macro Growth Opportunities

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



Rising organization in the domestic market 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



# Stylam : Investment case

## Strong Brand Recall

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

## Diversified Product Portfolio

- We offer products across decorative laminates, high pressure laminates, exterior cladding, exterior floor boards and cubicles
- Company to introduce acrylic solid surfaces in Q3FY19

## Our Brands Suite



## Consistent Financial Track-record

- Achieving profitable growth has been a key focus area for us

5- year CAGR

**Revenue 19.2%**

**Net profit 37.6%**

## Healthy Growth Prospects

- Capacity expansion to aid our growth in both domestic and international markets

**Current capacity: 11 Mn**

## Value accretion post amalgamation of Golden Chemtech Ltd.

- In December 2017, the Company's board approved the amalgamation of Golden Chemtech Ltd. with Stylam Industries Ltd.
- Golden will commence commercial production of acrylic solid surfaces in Q3FY19 under the brand name 'Granex'
- The amalgamation is expected to be value accretive as Stylam will benefit through diversification of its product offerings

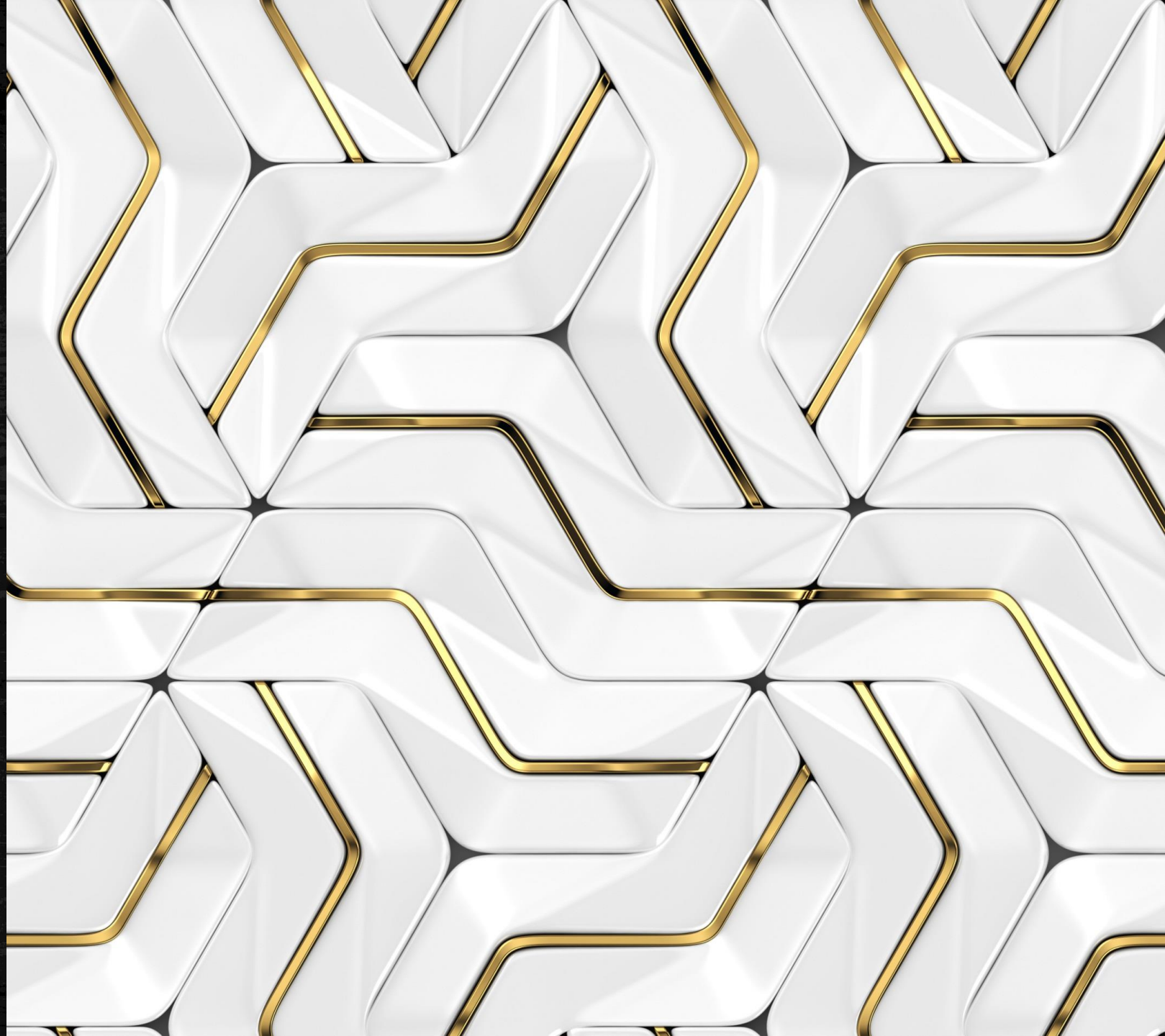
# 03

## Financial Snapshot

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Stylam Industries Limited

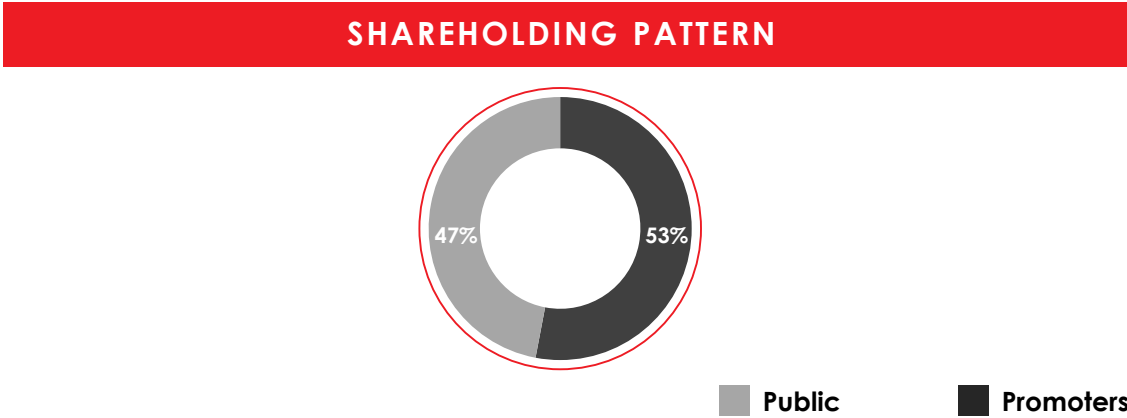
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# Rewarding Investors

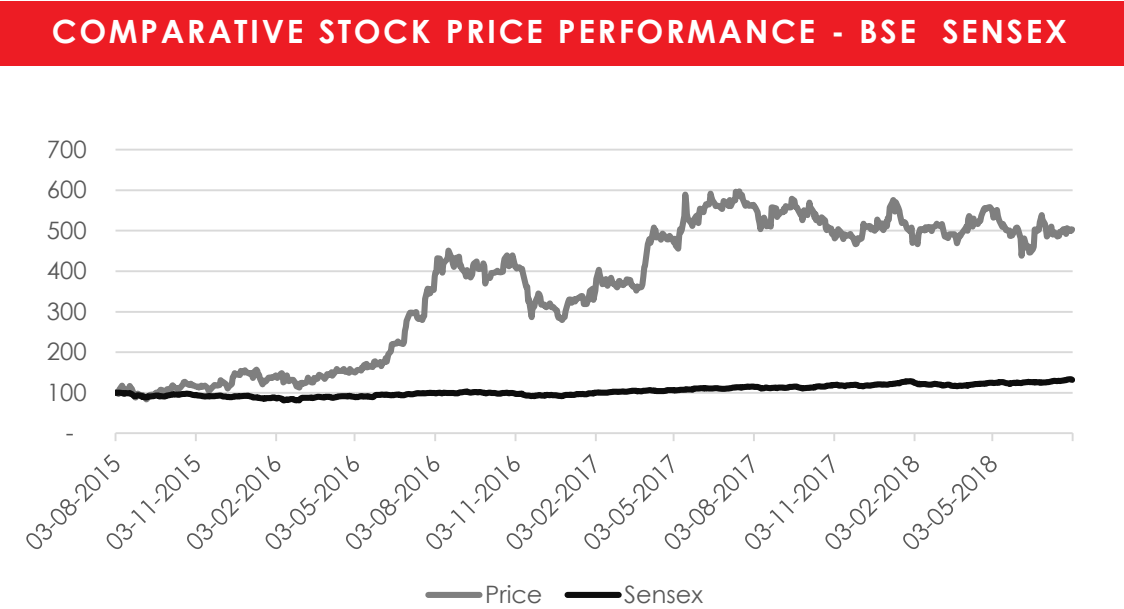
CAPITAL MARKET DETAILS	
BSE Scrip Code	526951
Bloomberg Code	SYIL IN
GICS Sector	Forest Products
Market Cap*	₹566 crore
Face value	₹10
52 Week High	₹825
52 Week Low	₹600

\* As on July 30, 2018



As on 30<sup>th</sup> June, 2018

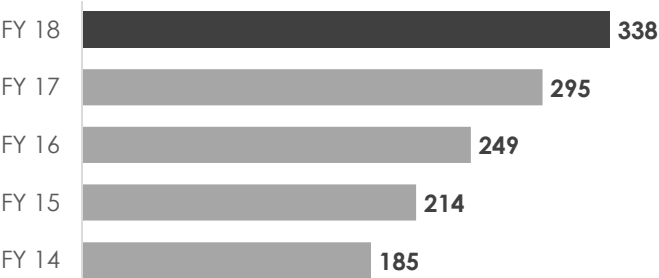
INSTITUTIONAL INVESTORS	STAKE
Lighthouse Funds	12.7%
Sundaram Alternative Opportunities Fund	2.1%



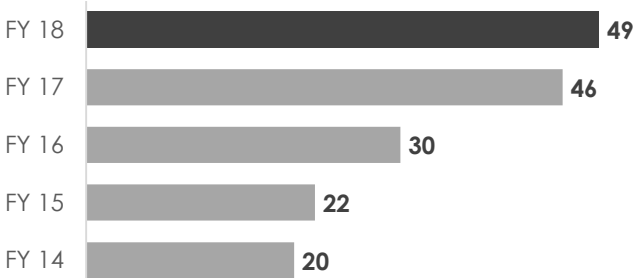


# Summary Financials

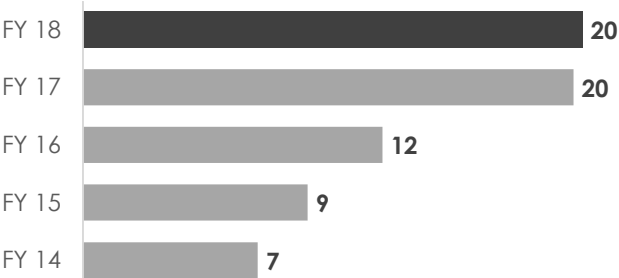
## REVENUES (₹ CRORE)



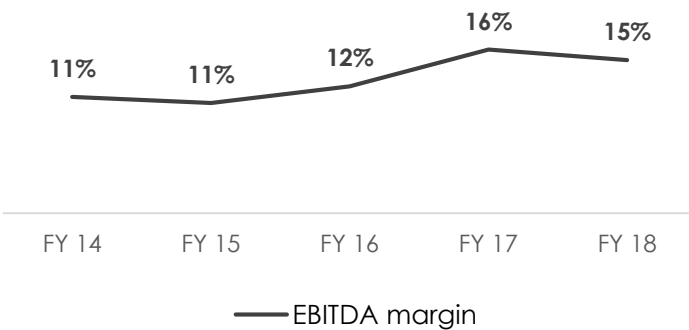
## EBITDA (₹ CRORE)



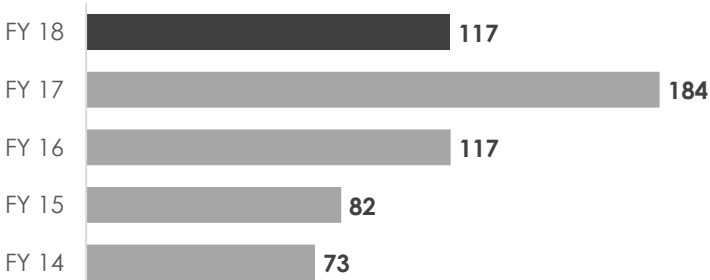
## NET PROFIT (₹ CRORE)



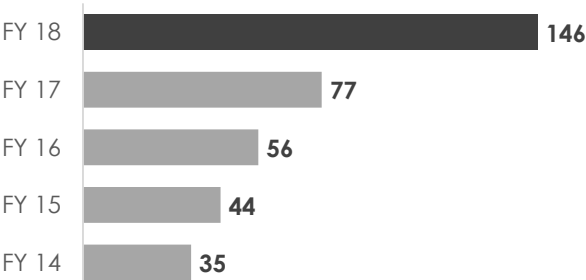
## MARGINS (%)



## TOTAL DEBT (₹ CRORE)



## NETWORTH (₹ CRORE)



# Financial Results

PARTICULARS	ANNUAL			GROWTH %		QUARTER			GROWTH %	
₹ Cr	FY16	FY17	FY18	FY17	FY18	March-18	June-17	June-18	QoQ	YoY
Net Sales	249	295	338	18%	15%	103	75	108	5%	43%
EBITDA	30	46	49	52%	8%	15	10	17	12%	73%
EBITDA%	12%	16%	15%			15%	13%	16%		
PAT	12	20	20	62%	2%	6	5	7	11%	46%
PAT%	5%	7%	6%			6%	6%	7%		

# Let's Talk

For further information please contact

**MR. SANJEEV VAID**

CFO

**Phone:** +91 75080 09976

**Email:** [sanjeev.vaid@Stylam.com](mailto:sanjeev.vaid@Stylam.com)

## **REGISTERED OFFICE**

SCO 14, Sector-7C, Chandigarh

**Plant 1:** Plot No. 191, Industrial Area-1, Panchkula, Haryana

**Plant 2:** Village Manak Tabra, Ramgarh-Raipur Rani Road, Distt. Panchkula, Haryana

**website:** [www.stylam.com](http://www.stylam.com)