



Ref. No.: SIL/BSE/2021-22/27052021

Dated: 27.05.2021

The President
Corporate Relation Department,
Bombay Stock Exchange Limited,
Phiroze Jeejeebhoy Towers,
25th Floor, Dalal Street,
Mumbai-400001

BSE Scrip Code: 526951

Trading Symbol: STYLAMIND

Sub: Investor Presentation Q4 FY2021

Dear Sir/Mam,

Please find enclosed, Investor Presentation for Q4 FY. 2021

Please take the same on record

Thanking You,

For Stylam Industries Limited


Karan Mehra
Company Secretary and 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

I N V E S T O R P R E S E N T A T I O N

Q 4 F Y 2 1 - M A Y 2 0 2 1

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- 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 29 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 65 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.



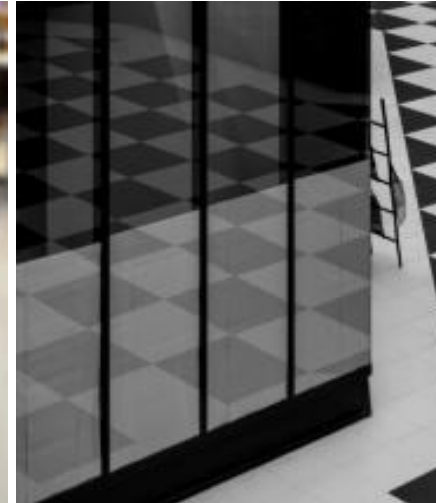
Anti-bacterial & Anti-fungie Laminates are intended for applications where there is a need for additional protection on the surfaces against bacteria/fungie.

Diversified Product Portfolio (2/3)



 <p>What makes UNICORE unique is the identical colour of the decorative surface and its core layers as well.</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>Stylam Synchro Laminates have the real feel of wood and an elegant natural look while carrying all advantages of a laminate.</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 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 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 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>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.

Recent 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)	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21
Net Revenue	70	115	124	167	476
EBITDA	15	24	25	31	95
PAT	6	14	12	23	55

(₹ crore)	Q1FY20	Q2FY20	Q3FY20	Q4FY20	FY20
Net Revenue	113	117	127	105	462
EBITDA	19	20	22	19	80
PAT	8	11	9	(9)*	19*

Note - *PAT for Q4FY20 and FY20 reflects a loss of INR 15 crore on sale of non-core property. Adj. PAT for FY20 stands at INR 34 crores

Profit and Loss (Consolidated)



(₹ crore)	Q4FY21	Q3FY21	Q4FY20	FY21	FY20
Net Revenue	167	124	105	476	462
Material Consumption	89	63	54	247	249
Contribution	78	61	51	229	213
Contribution Margin (%)	46.7	49.5	48.9	48.2	46.1
Employee Expenses	13	11	10	38	38
Other Expenses	34	25	23	96	96
EBITDA	31	25	19	95	80
EBITDA Margin (%)	18.5	20.5	17.7	20.0	17.2
Other Income	4	0	0	5	1
Finance Costs	(1)	1	3	6	11
Depreciation and Amortization	6	7	6	23	21
Less: Exceptional Items	-	-	15*	-	15*
PBT (reported)	28	17	(5)	71	34
PBT Margin (%)	16.6	14.0	(4.5)	14.8	7.2
Tax Expense	5	5	5	16	15
PAT (reported)**	23	12	(9)	55	19
PAT Margin (%)**	13.7	10.0	(8.7)	11.5	4.1

Note: *Exceptional item reflects the loss of INR 15 crore on sale of non-core real estate asset; **PAT and PAT margin for FY20 excluding the impact of exceptional loss stands at INR 34 crore and 7.4 % respectively.

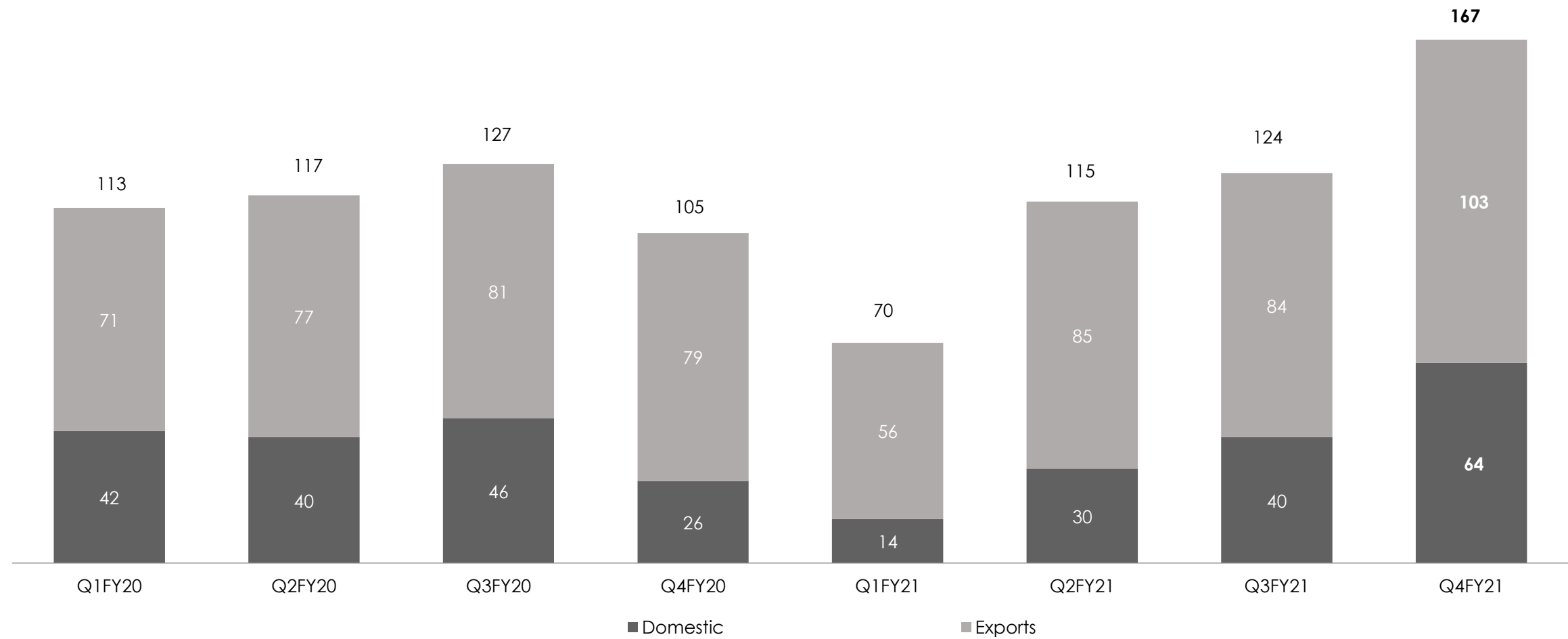
Balance Sheet (Consolidated)



ASSETS (₹ crore)	FY21	FY20	LIABILITIES (₹ crore)	FY21	FY20
Fixed assets	188	195	Equity share capital	8	8
Capital work in progress	-	11	Other equity	251	196
Investment in property	-	-	Net Worth	260	204
Other non-current assets	6	4	Long term borrowings*	38	60
Total non-current assets	193	211	Short term borrowings	21	59
Inventory	72	67	Total Debt	59	118
Trade receivables	99	87	Trade payables	51	36
Cash and bank	15	6	Other current liabilities	16	15
Other current assets	27	24	Other non - current liabilities	21	22
Total current assets	213	185	Total liabilities	88	73
Total assets	407	395	Total equity and liabilities	407	395

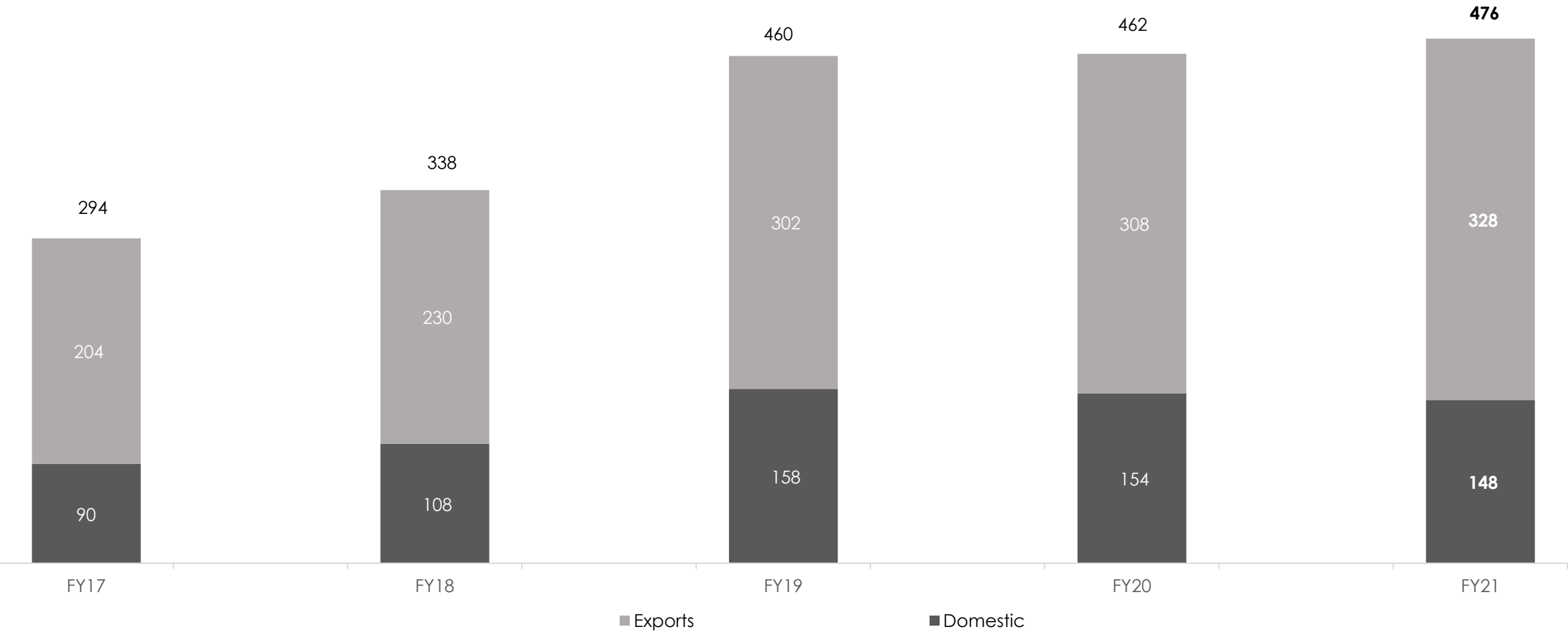
Note - *Long Term Borrowings include current maturities

Quarterly Sales Performance



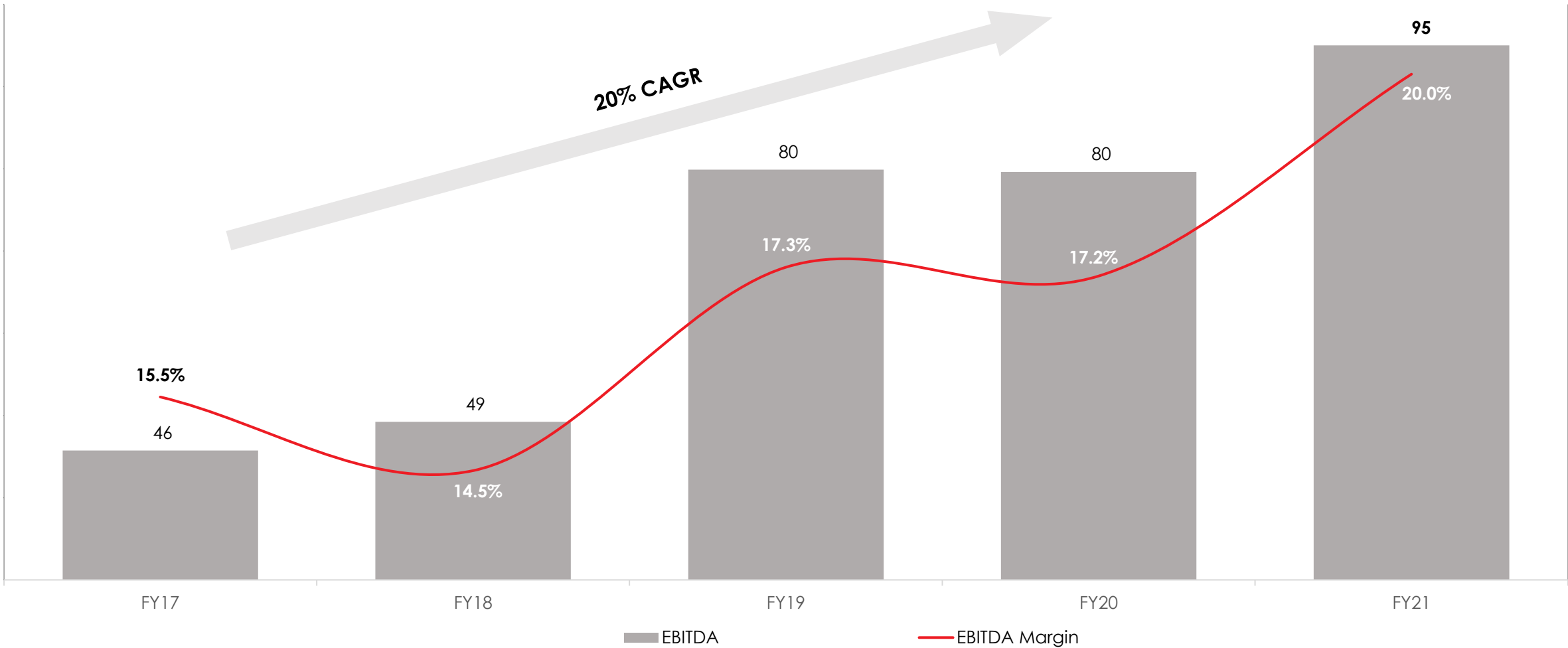
Figures in ₹ crore unless mentioned otherwise

Historical Sales Performance



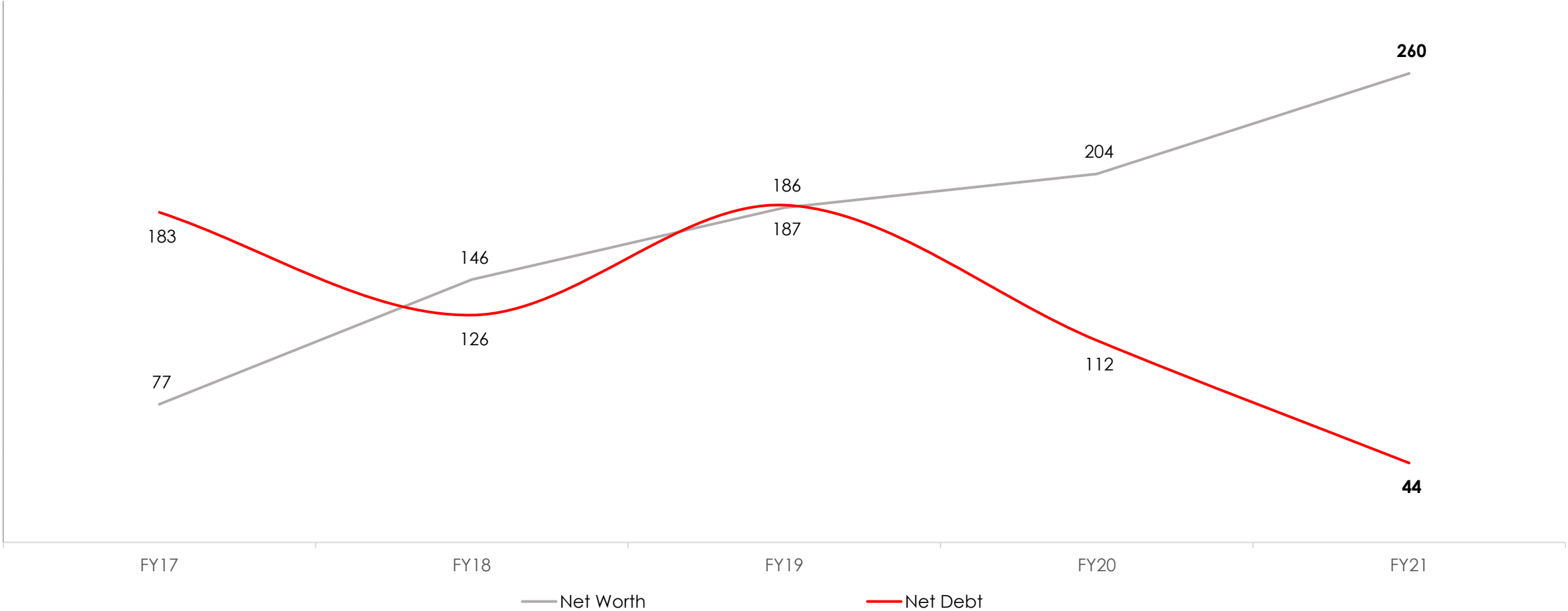
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Improving Margin Profile



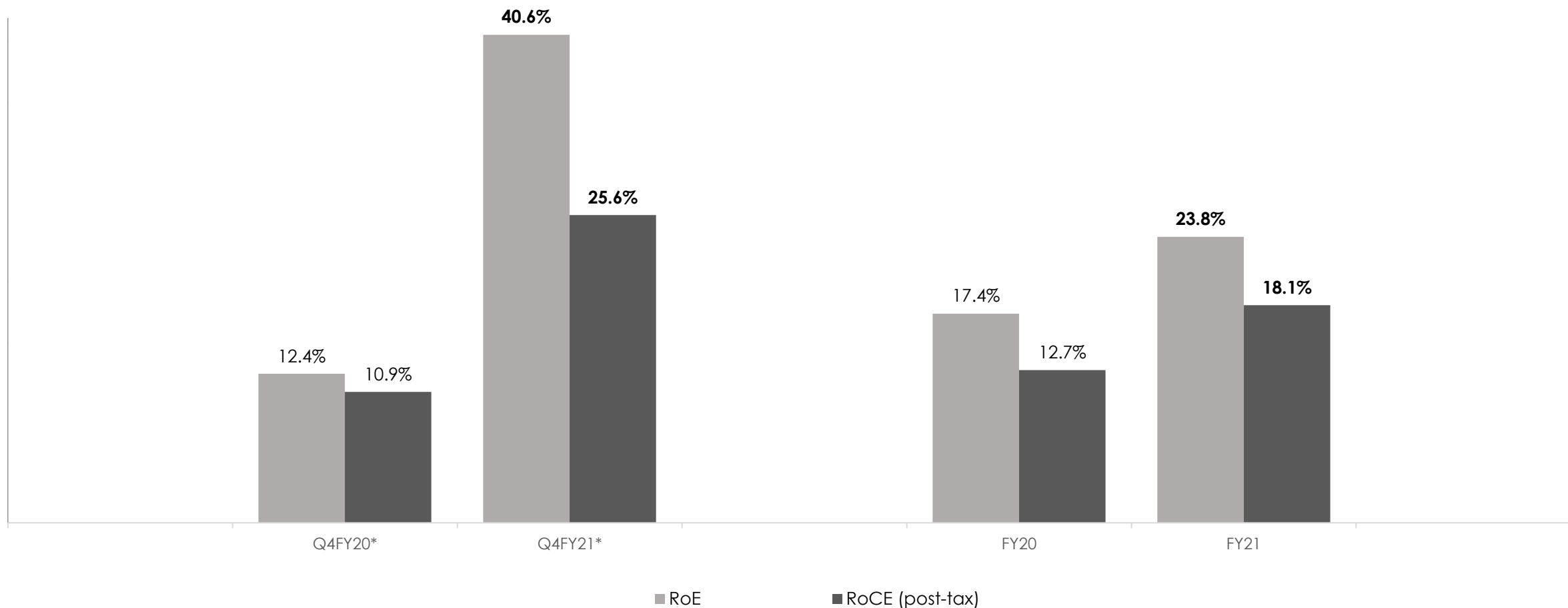
Figures in ₹ crore unless mentioned otherwise

Balance Sheet Transformation



Figures in ₹ crore unless mentioned otherwise

Improving Return Profile



*Note –RoE and RoCE for Q4FY20 and FY20 have been computed without considering exceptional items for better comparison, Q4FY20 RoCE assumes a normalized tax rate; *Q4 RoE and RoCEs are on an annualised basis.*

Review of Financial Performance (FY21)



- FY21 was one of the most challenging years in history for the human race, countries globally as well as businesses all across.
- Our business too witnessed pressure and suffered in the first half of the year (primarily on account of the nationwide lockdown in the first quarter followed by a slow revival in the domestic markets) resulting in revenues of only INR 185 cr; however, with recoveries beginning globally as well, the second half of the year improved resulting in revenues of INR 291 cr.
- While the Indian subcontinent was facing a slower recovery, our export markets assisted us to recover faster. Exports contributed to 69% of our total revenues for fiscal 2021.
- Despite the pandemic and its challenges, our constant focus on cost optimization enabled us to improve our EBITDA margin from 17.2% in FY20 to 20.0% in FY21.
- Pick-up in revenues in the second half coupled with margin expansion enabled the business to generate strong cash flows, which were used to stay true to our aim of debt reduction. We repaid INR 59 cr of debt during fiscal with our closing debt standing at INR 59 cr (Net Debt of INR 44 cr).
- Our Net worth as of March 2021 stood at INR 260 cr as compared to INR 204 cr as of March 2020.

Review of Financial Performance (Q4FY21)



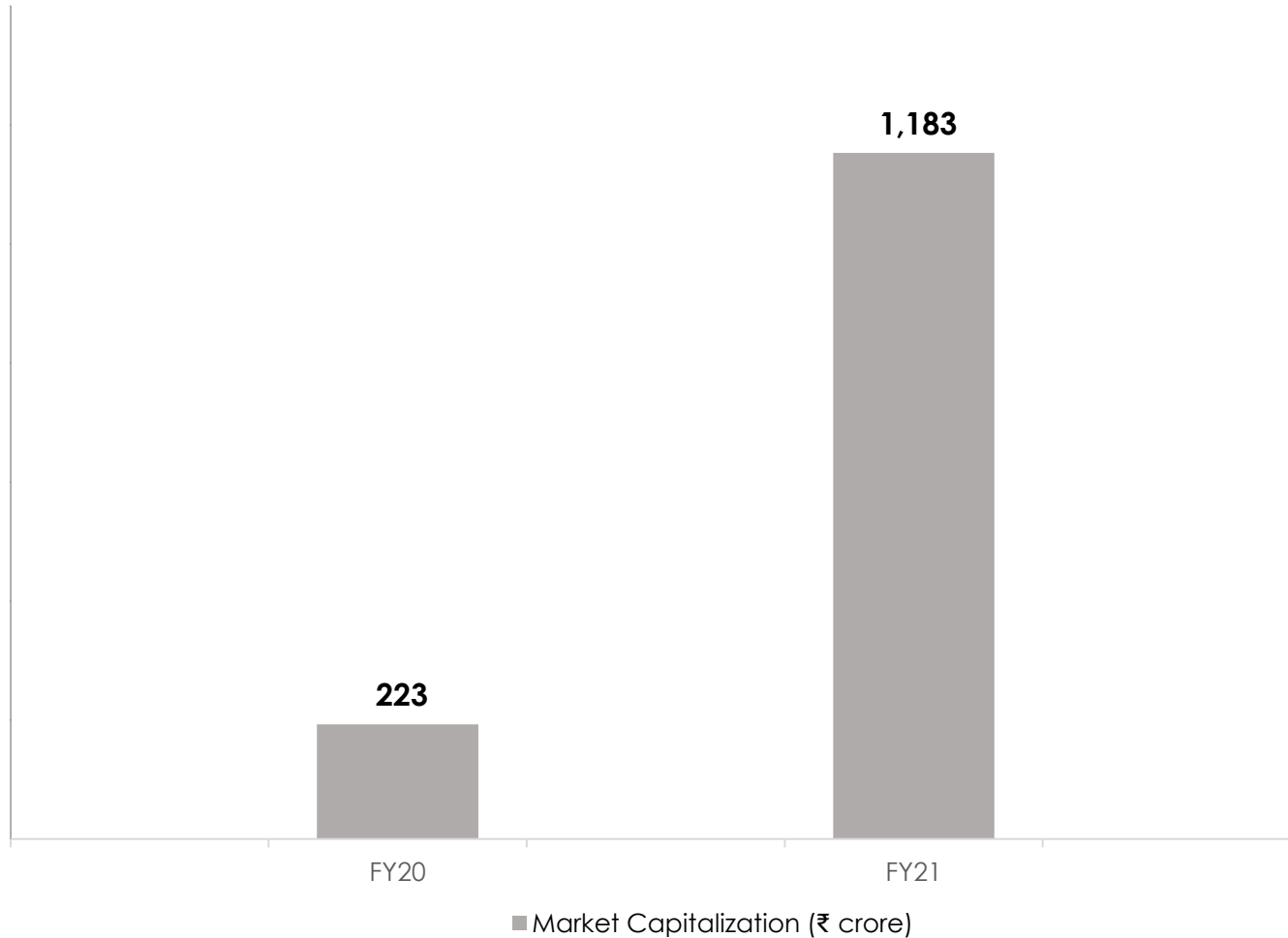
- Net Revenue for the quarter grew 34.2% to INR 167 cr from INR 124 cr in Q3FY21 and 58.5% over net revenues of Q4FY20 of INR 105 cr. In fact, Stylam achieved its highest ever monthly sales in March 2021.
- Export sales stood at INR 103 cr for the quarter (30.0% YoY) contributing 61.7% to the mix.
- Domestic sales on the other hand also did well and stood at INR 64 cr in Q4FY21, a growth of 145.4% YoY
- Gross Margins faced pressure during the quarter to 46.7% due to the increase in raw material prices globally; however, still improved on an annual basis due to a higher share of value-added products and a better product mix.
- EBIDTA margins dipped slightly to 18.5% in Q4FY21 (vs. 20.5% in Q3FY21) due to the trickle-down impact on gross margins. Absolute EBIDTA stood at INR 31 cr against INR 19 cr in Q4FY20, a growth of 66.2%.
- PAT margins improved to 13.7% during the quarter with absolute PAT at INR 23 cr.

Vision 2021-2025



- Increase capacity utilisation on the back of completed expansion (capacities in place to double revenues).
- 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.
- Setting up the Plywood manufacturing facility – Board approval received.
- On track to be debt free by the end of fiscal 2022.

Value Creation for Shareholders



Share sub-division

- 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.
- Current Market Capitalization is INR 1,449 crore

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THANK YOU

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