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Dated: 10.05.2022

<b>BSE Limited (BSE)</b> Corporate Relation Department Phiroze Jeejeebhoy Towers, 25th Floor, Dalal Street, Mumbai – 400001  <b>Scrip Code: 526951</b>	<b>The Manager</b> Listing Department <b>National Stock Exchange of India Limited (NSE)</b> Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra, Mumbai -400051  <b>Symbol: STYLAMIND</b>
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Sub: Investor Presentation for the quarter and financial year ended March 31,2022

Dear Sir/Mam,

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 financial year ended March 31,2022.

Please take the same on record

Thanking You,

For Stylam Industries Limited

Sanjeev Kumar Sehgal

Company Secretary & Compliance Officer

Membership No: A68134

**Stylam Industries Limited**

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



# STYLAM INDUSTRIES LIMITED

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

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# Table of Contents



03	CORPORATE OVERVIEW
04	PRODUCT PORTFOLIO
07	INFRASTRUCTURE & PRESENCE
10	MARKETING INITIATIVES
11	CERTIFICATIONS & AWARDS
13	FINANCIAL UPDATES
22	VISION 2025
23	SHAREHOLDERS VALUE CREATION



- 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 30 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)



## 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



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)





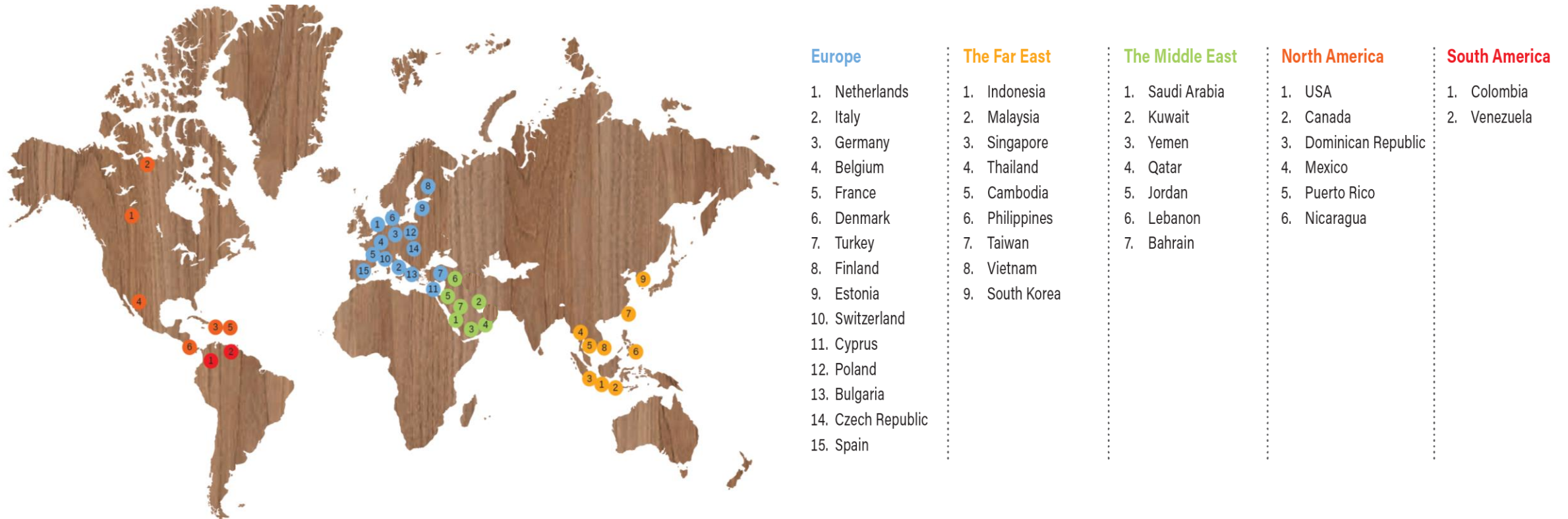
## **Manufacturing Infrastructure: State of the Art Facilities (2/2)**



- 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 1,200 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.*

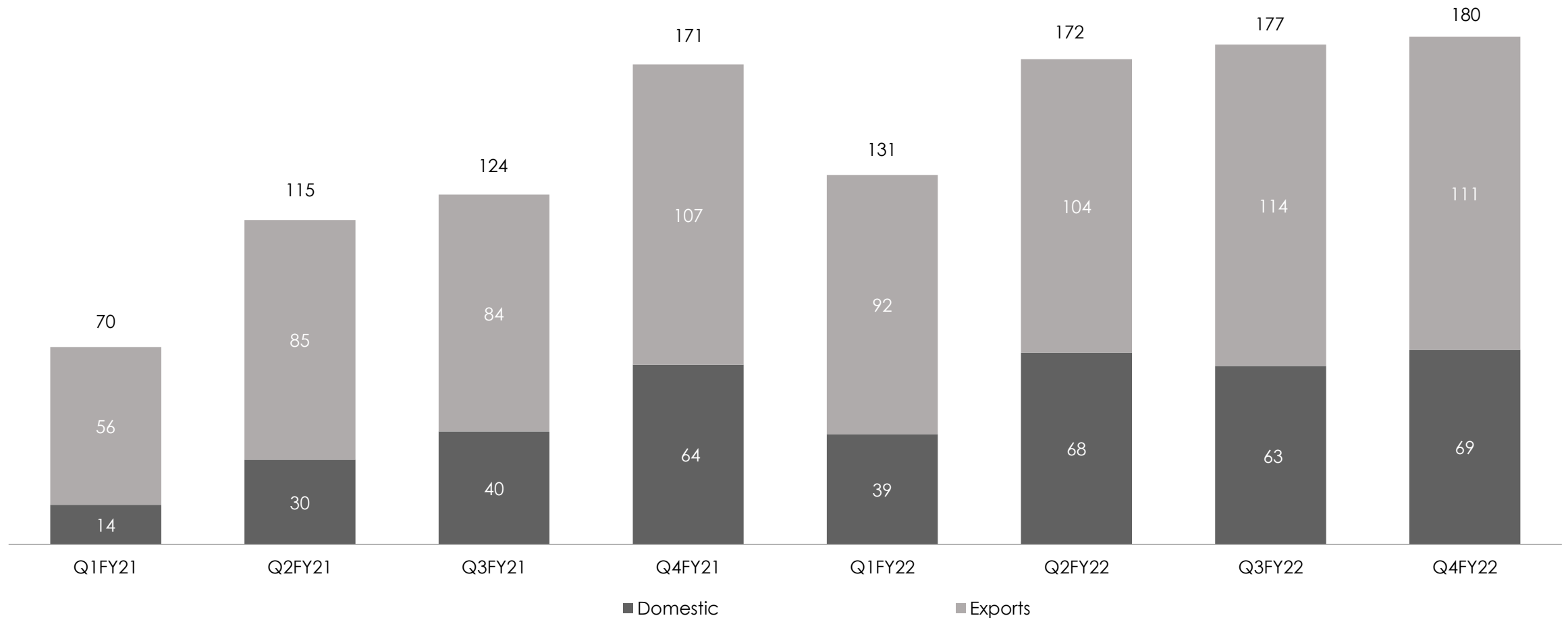
# Summary Financial Performance (Consolidated)



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

(₹ crore)	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21
Net Revenue	70	115	124	171	480
EBITDA	15	24	25	35	99
PAT	6	14	12	23	55

# Quarterly Sales Performance



Figures in ₹ crore unless mentioned otherwise

# Profit and Loss (Consolidated)



(₹ crore)	Q4FY22	Q3FY22	Q4FY21	FY22	FY21
<b>Net Revenue</b>	<b>180</b>	<b>177</b>	<b>170</b>	<b>659</b>	<b>480</b>
Material Consumption	107	99	89	376	247
<b>Contribution</b>	<b>73</b>	<b>78</b>	<b>81</b>	<b>284</b>	<b>233</b>
<b>Contribution Margin (%)</b>	<b>40.4</b>	<b>44.2</b>	<b>47.9</b>	<b>43.0</b>	<b>48.6</b>
Employee Expenses	14	15	13	55	38
Other Expenses	38	31	34	125	96
<b>EBITDA</b>	<b>20</b>	<b>33</b>	<b>35</b>	<b>104</b>	<b>99</b>
<b>EBITDA Margin (%)</b>	<b>11.1</b>	<b>18.7</b>	<b>20.3</b>	<b>15.7</b>	<b>20.6</b>
Other Income	7	(4)	1	8	1
Finance Costs	2	2	1	8	6
Depreciation and Amortization	6	6	6	23	23
Less: Exceptional Items	-	-	-	-	-
<b>PBT</b>	<b>19</b>	<b>21</b>	<b>28</b>	<b>81</b>	<b>71</b>
<b>PBT Margin (%)</b>	<b>10.7</b>	<b>12.1</b>	<b>16.7</b>	<b>12.2</b>	<b>14.8</b>
Tax Expense	3	6	5	20	16
<b>PAT</b>	<b>17</b>	<b>16</b>	<b>23</b>	<b>61</b>	<b>55</b>
<b>PAT Margin (%)</b>	<b>9.2</b>	<b>8.8</b>	<b>13.8</b>	<b>9.3</b>	<b>11.5</b>
Sheets Sold (# mn)	2.3	2.4	2.0	9.1	6.9



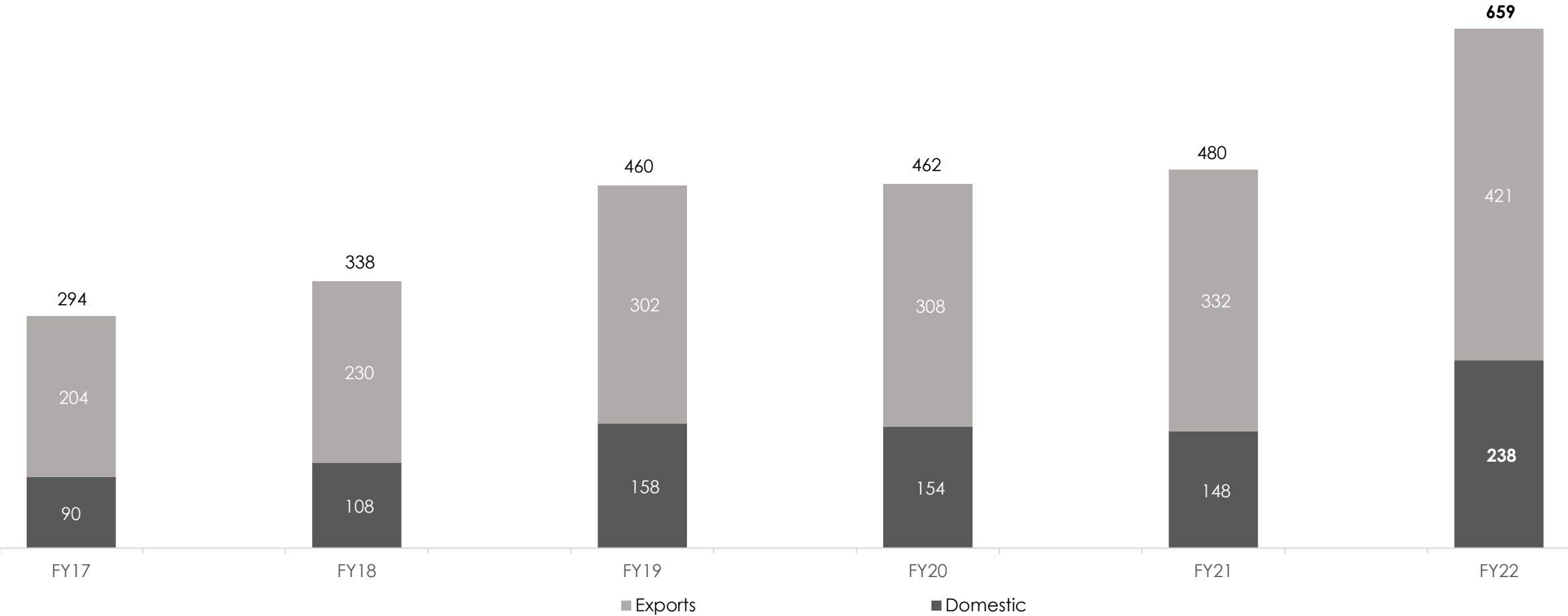
# Balance Sheet (Consolidated)



ASSETS (₹ crore)	FY22	FY21	LIABILITIES (₹ crore)	FY22	FY21
Fixed assets	179	188	Equity share capital	8	8
Capital work in progress	-	-	Other equity	308	251
Investment in property	-	-	<b>Net Worth</b>	<b>316</b>	<b>259</b>
Other non-current assets	4	5	Long term borrowings*	21	24
<b>Total non-current assets</b>	<b>183</b>	<b>193</b>	Short term borrowings	59	35
Inventory	133	72	<b>Total Debt</b>	<b>80</b>	<b>59</b>
Trade receivables	119	99	Trade payables	58	51
Cash and bank	9	15	Other current liabilities	21	16
Other current assets	46	28	Other non - current liabilities	14	21
<b>Total current assets</b>	<b>306</b>	<b>214</b>	<b>Total liabilities</b>	<b>93</b>	<b>88</b>
<b>Total assets</b>	<b>489</b>	<b>407</b>	<b>Total equity and liabilities</b>	<b>489</b>	<b>407</b>

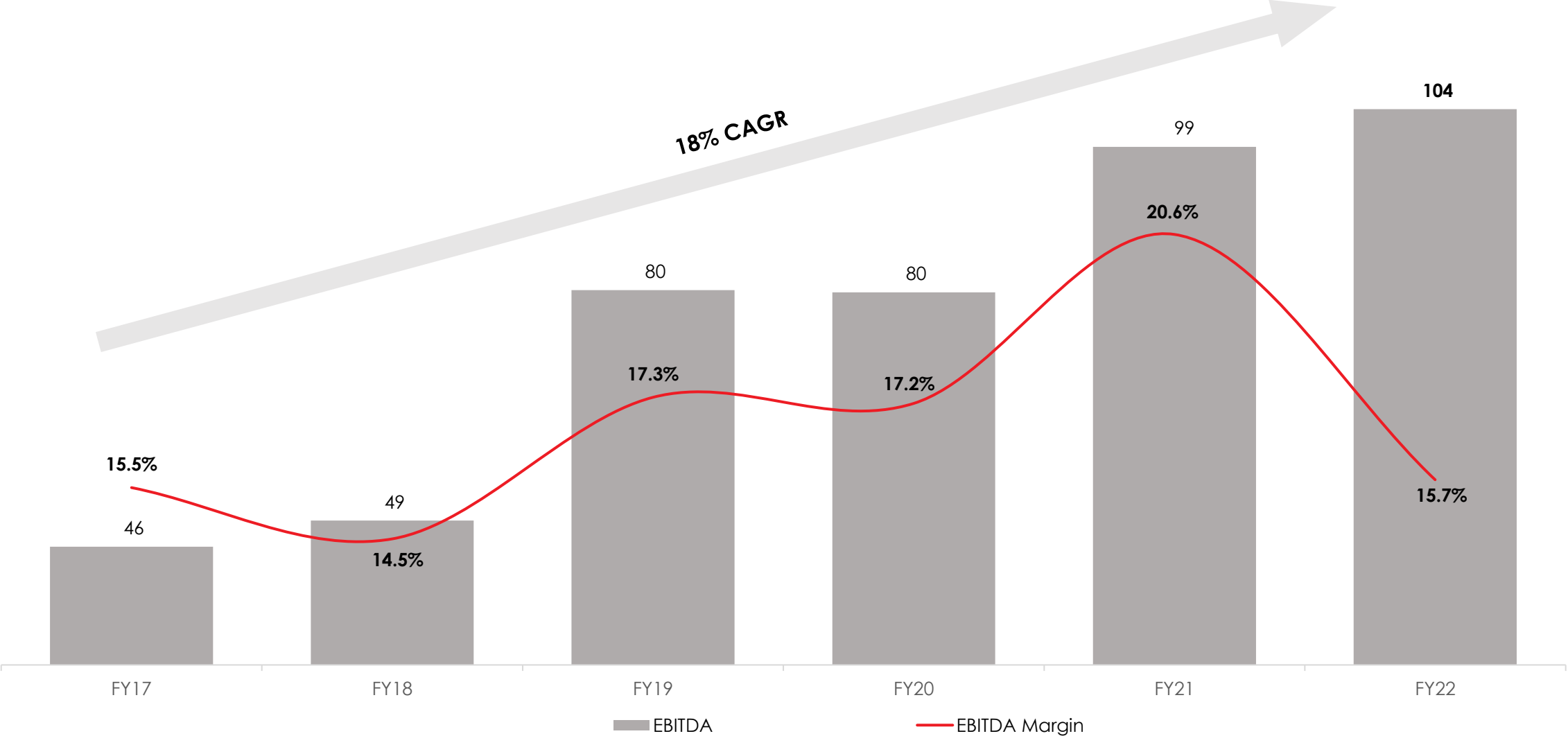
Note - \*Long Term Borrowings include current maturities

# Historical Sales Performance



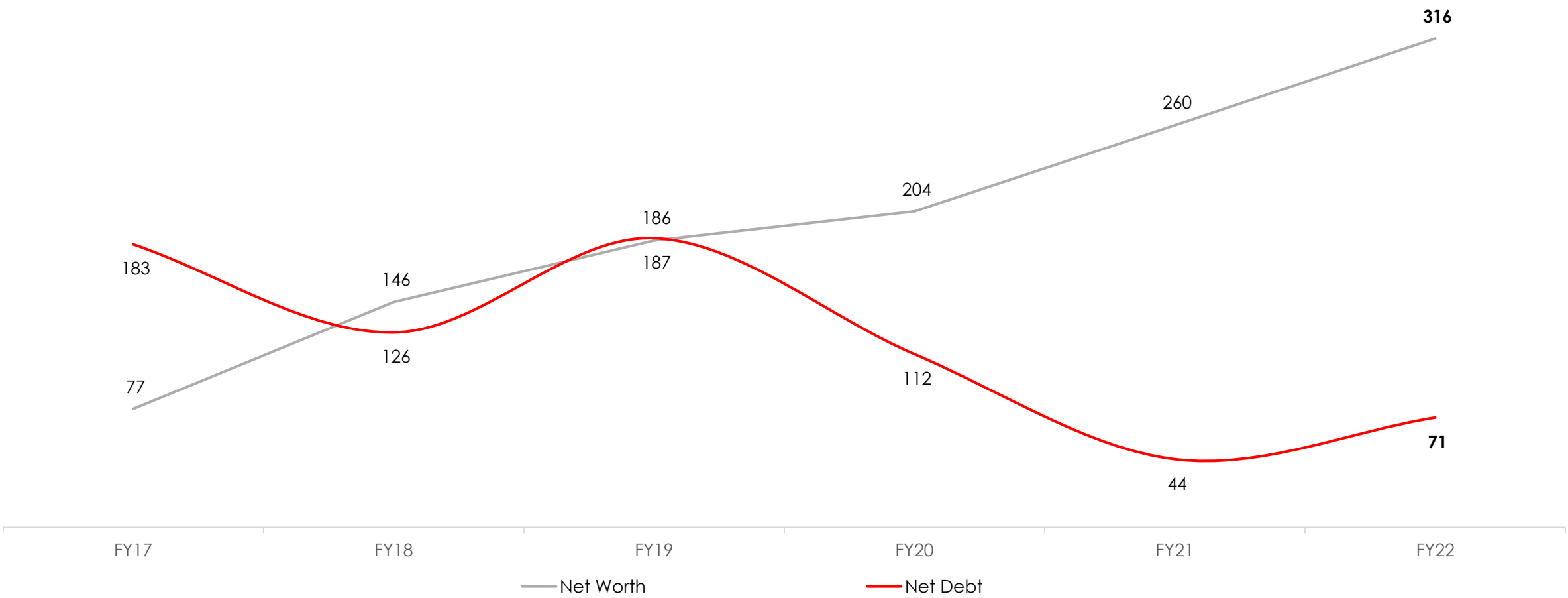
Figures in ₹ crore unless mentioned otherwise

# Margin Profile



Figures in ₹ crore unless mentioned otherwise

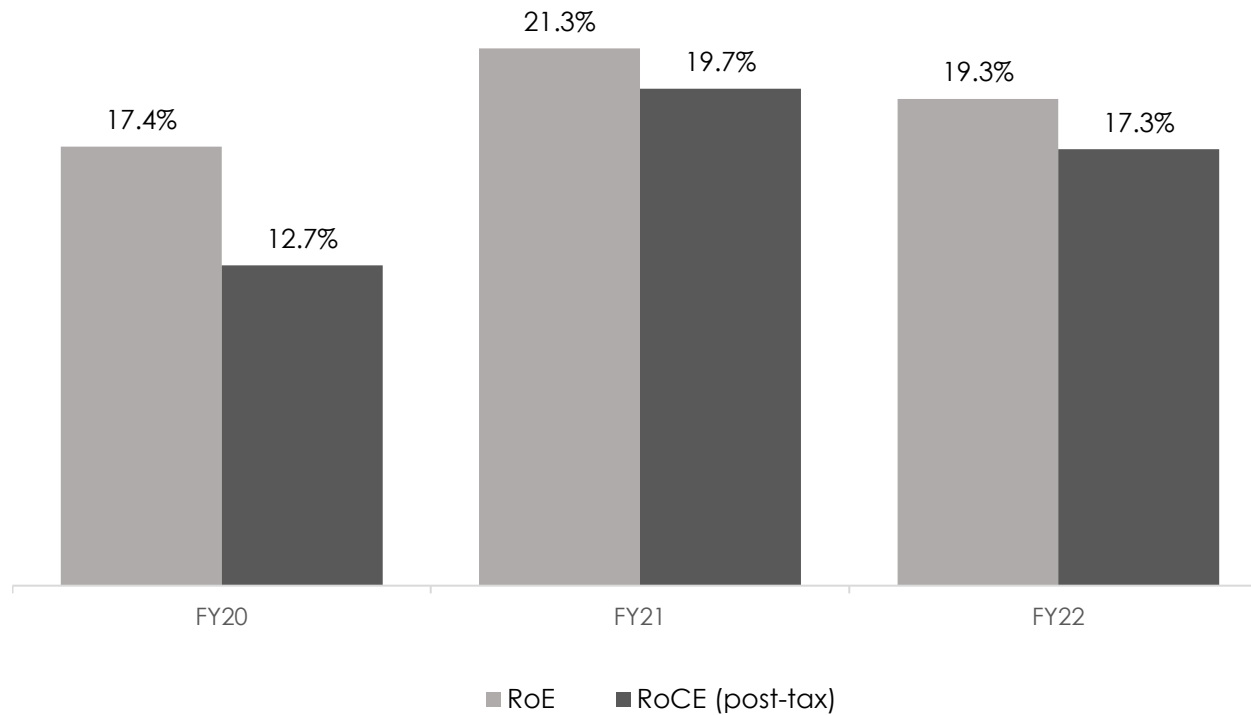
# Balance Sheet Transformation



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 (Q4FY22)



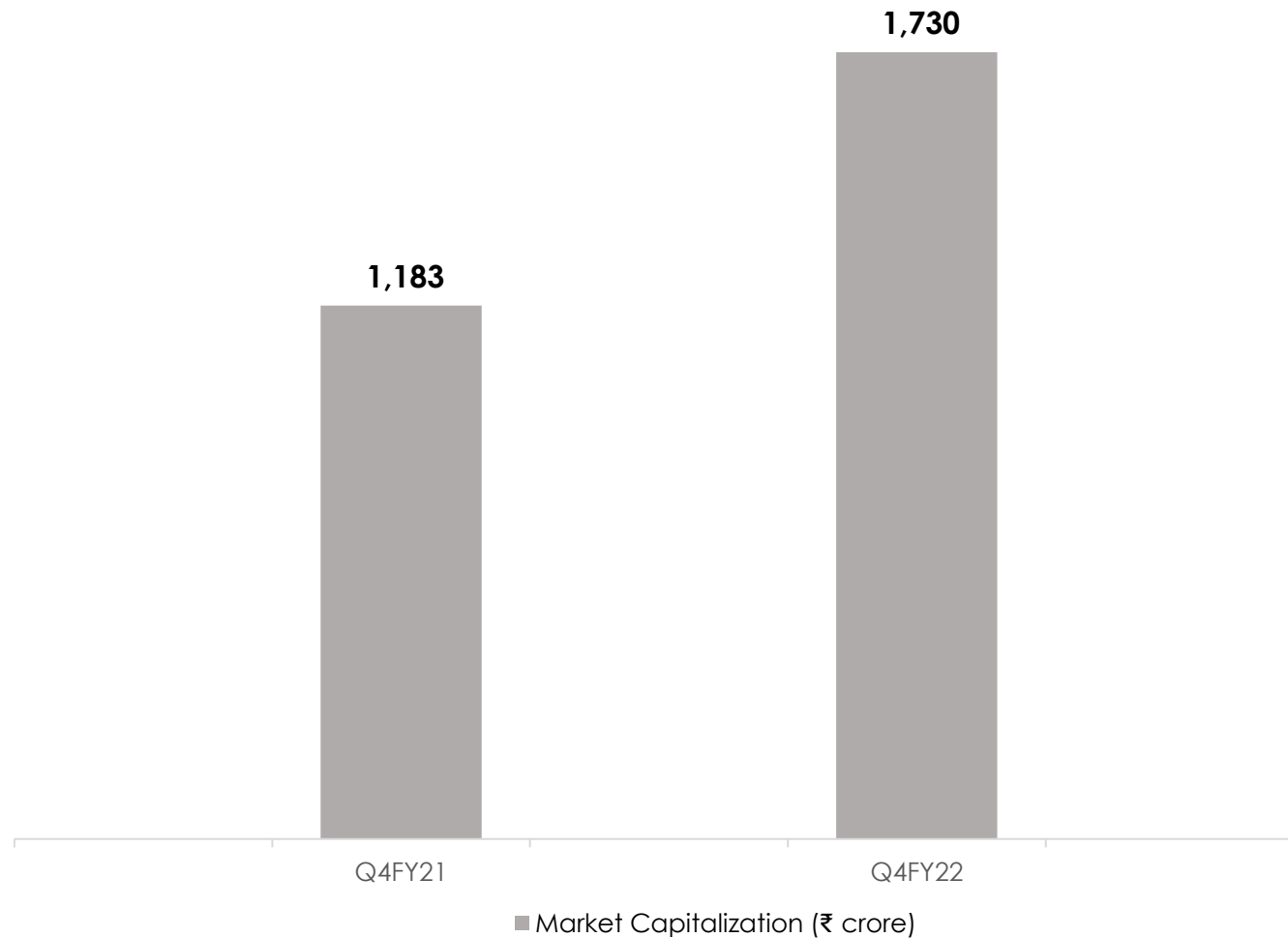
- Stylam maintained its strong performance in the fourth quarter with sales of INR 180 crore, implying 5.6% YoY growth.
- Sales growth during the quarter was backed primarily by exports, which were INR 111 crore (3.7% YoY growth). Notwithstanding impact of the third wave of Covid and the omicron variant, domestic sales witnessed YoY growth to INR 69 crore (7.8% YoY).
- The Company sold 2.3 million laminate sheets during the fourth quarter of FY22 (vs. 2.0 million in Q4FY21; a 15.3% YoY growth). Per sheet average realizations vary based on the product mix during the period.
- The industry continues to witness pressure in raw materials, significantly impacting margins further. This is attributable to the supply chain constraints witnessed globally. To exacerbate the situation logistics and freight costs have also witnessed significant increases.
- Consequently, our contribution margin witnessed pressure and stands at 40.4% for Q4FY22. Despite these challenges, EBITDA for the quarter stood at INR 20 crore. In terms of margins, it stood at 11.1% (vs. 18.7% in Q3FY22 and 20.3% in Q4FY21).
- Stylam has improved its working capital despite adversities; the cycle stands at 78 days for the fourth quarter (vs. 93 days for Q3FY22).
- Net debt stood at INR 71 crore as on 31<sup>st</sup> March 2022. Net worth stands at INR 316 crore.

# Vision 2022-2025



- 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 - Stylam Panels Limited incorporated.
- 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.



# Safe Harbor Statement

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# THANK YOU

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