



Ref. No. SIL/CHD/2022-23/20072022
Dated: 20.07.2022

BSE Limited (BSE)
Corporate Relation Department,
Phiroze Jeejeebhoy Tower, 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: 526951

Trading Symbol: STYLAMIND

Sub:- Investor Presentation for the quarter ended June 30, 2022

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 ended June 30th, 2022.

You are requested to please take above information on your record

Thanking You,

For Stylam Industries Limited

Sanjeev Kumar Sehgal

Company Secretary and Compliance Officer



Stylam Industries Limited

Regd. Office: SCO 14, Sector 7C, 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

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

INVESTOR PRESENTATION

Q1FY23 - July 2022

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



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 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.



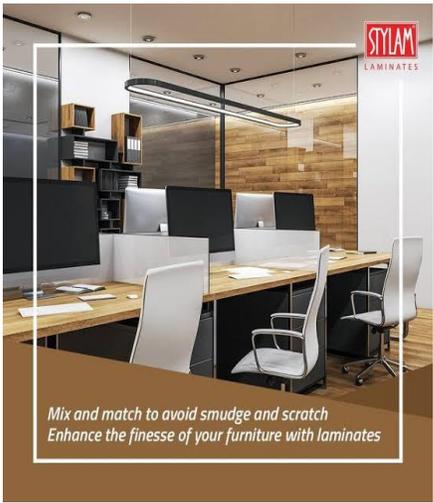
Anti-bacterial & Anti-fungie Laminates are intended for applications where there is a need for additional protection on the surfaces against bacteria/fungie.

Diversified Product Portfolio (2/3)

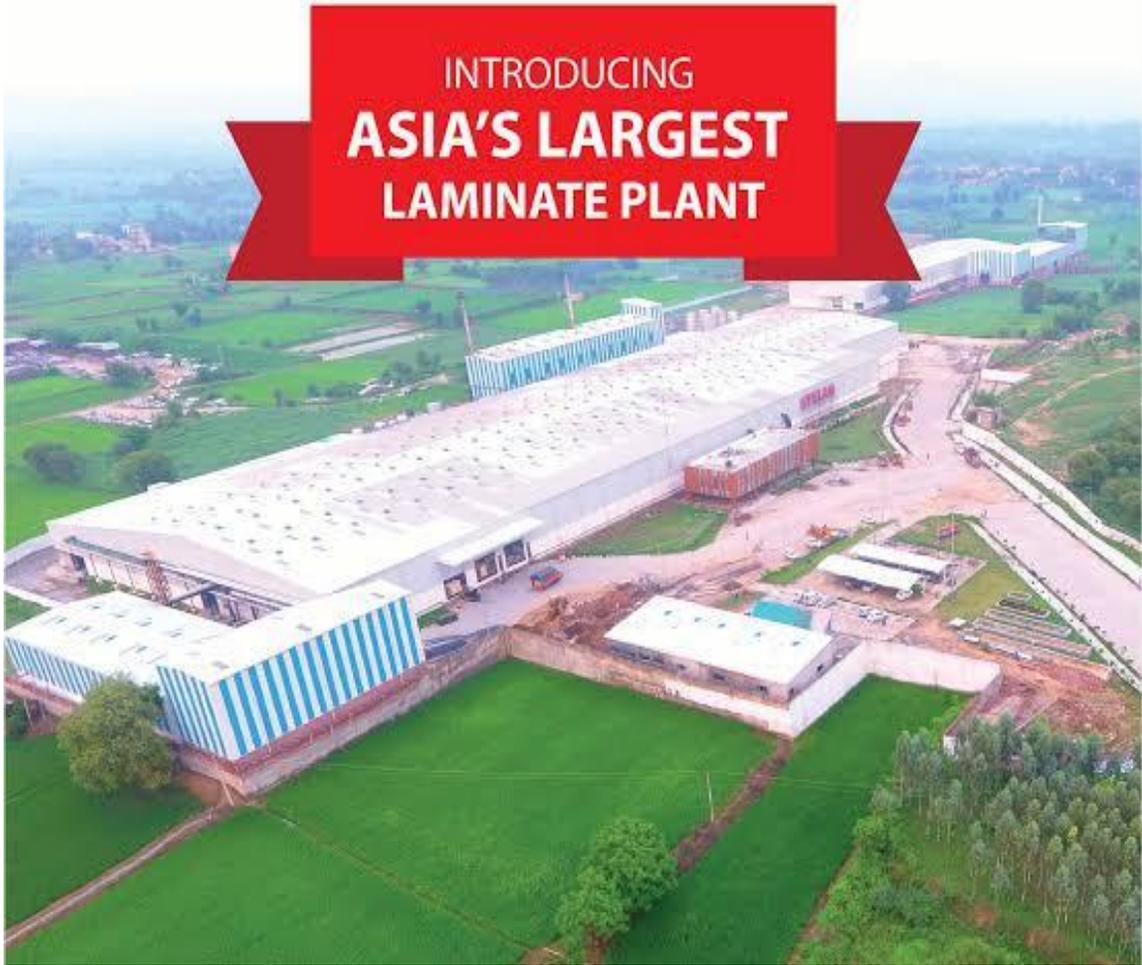


<p>UNICORE LAMINATES</p> <p>What makes UNICORE unique is the identical colour of the decorative surface and its core layers as well.</p>	<p>DiGi delight DIGITAL LAMINATES</p> <p>Digital Laminates have just the features everyone has needed. A whole new world of creative and quality laminates among customized designs.</p>	<p>SYNCHRO LAMINATES</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>CHEMICAL RESISTANT LAMINATES</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</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</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 SHIELD LAMINATE</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>CHALK BOARDS & MARKER BOARDS</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



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 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.*

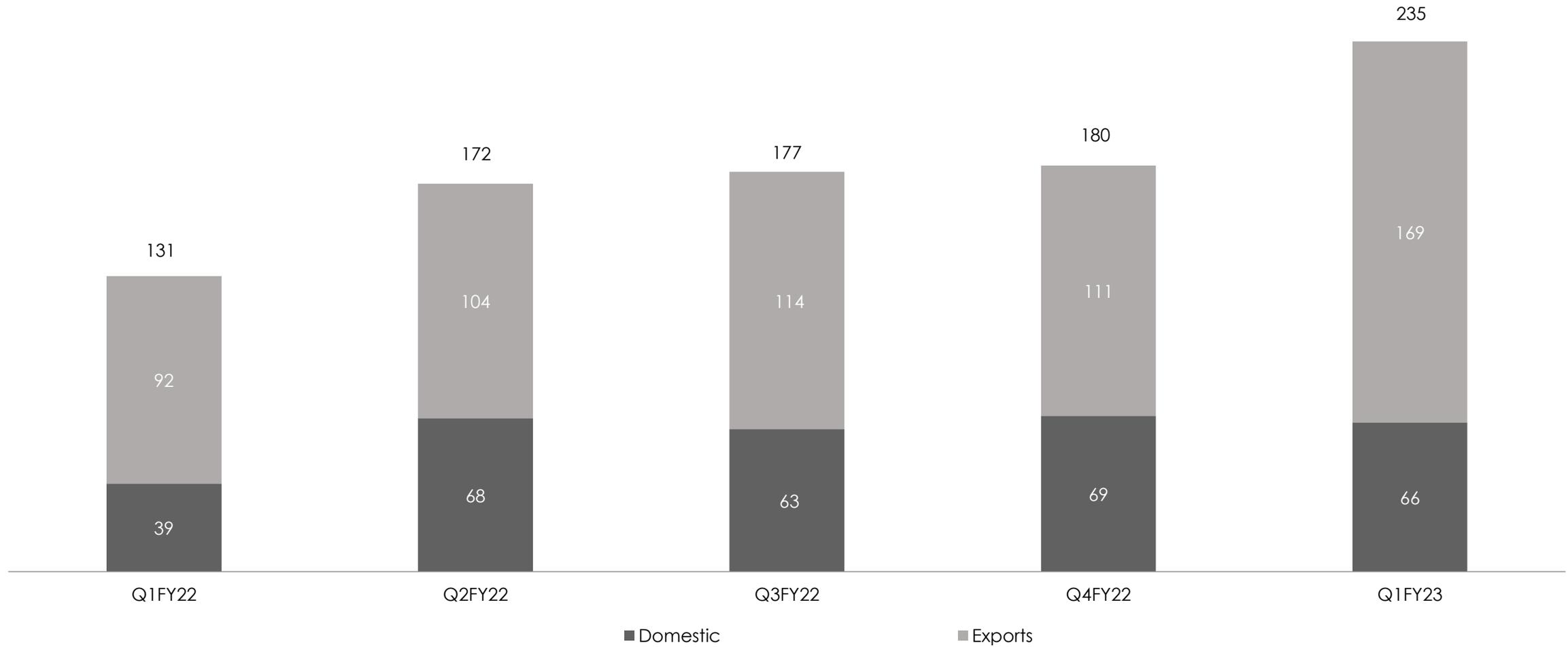
Summary Financial Performance (Consolidated)



(₹ crore)	Q1FY23	Q2FY23	Q3FY23	Q4FY23	YTD FY23
Net Revenue	235	-	-	-	235
EBITDA	35	-	-	-	35
PAT	21	-	-	-	21

(₹ 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)	Q1FY23	Q4FY22	Q1FY22	YTD FY23	FY22
Net Revenue	235	180	131	235	659
Material Consumption	134	107	69	134	376
Contribution	101	73	62	101	284
Contribution Margin (%)	43.1	40.4	47.2	43.1	43.0
Employee Expenses	15	14	12	15	55
Other Expenses	51	38	24	51	125
EBITDA	35	20	26	35	104
EBITDA Margin (%)	15.0	11.1	20.0	15.0	15.7
Other Income	0	7	0	0	8
Finance Costs	2	2	2	2	8
Depreciation and Amortization	6	6	6	6	23
Less: Exceptional Items	-	-	-	-	-
PBT	28	19	19	28	81
PBT Margin (%)	11.7	10.7	14.6	11.7	12.2
Tax Expense	7	3	5	7	20
PAT	21	17	14	21	61
PAT Margin (%)	8.9	8.9	10.6	8.9	9.2
<i>Sheets Sold (# mn)</i>	2.7	2.3	1.8	2.7	9.1

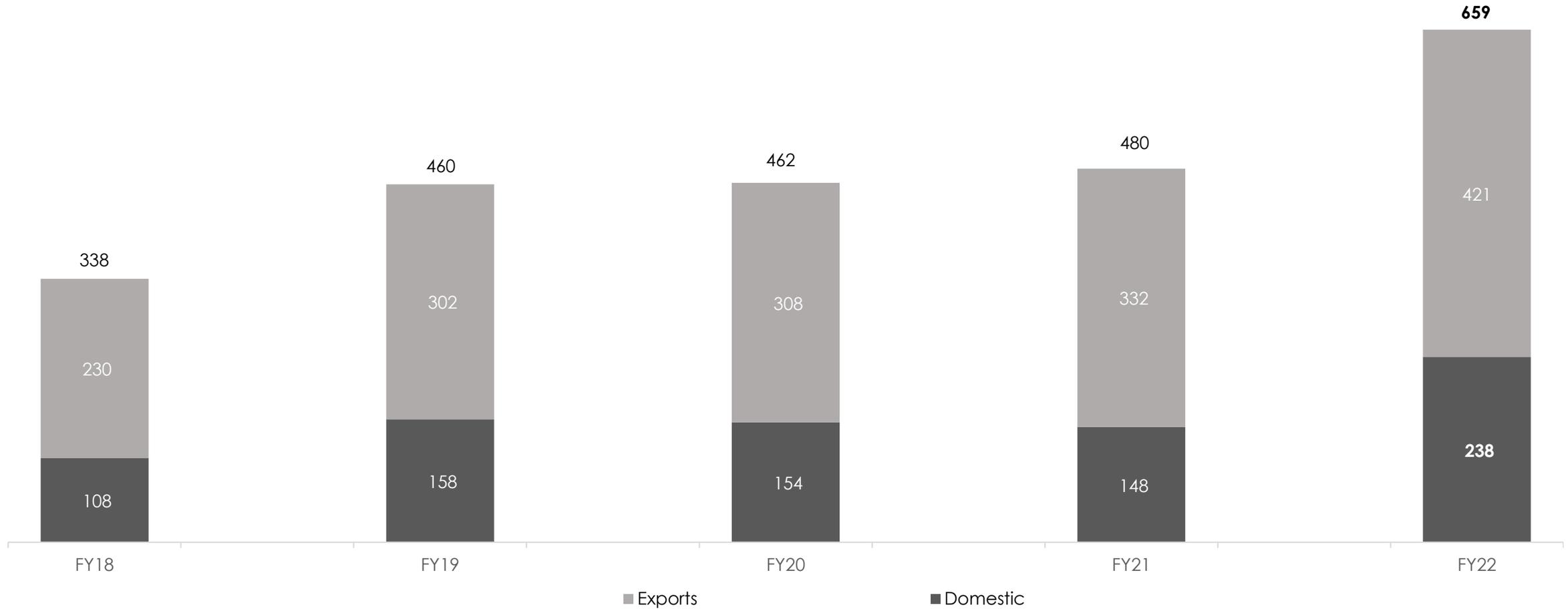
Balance Sheet (Consolidated)



ASSETS (₹ crore)	Q1FY23	FY22	LIABILITIES (₹ crore)	Q1FY23	FY22
Fixed assets	174	179	Equity share capital	8	8
Capital work in progress	8	-	Other equity	329	308
Investment in property	-	-	Net Worth	337	316
Other non-current assets	5	4	Long term borrowings*	21	21
Total non-current assets	187	183	Short term borrowings	73	59
Inventory	151	133	Total Debt	94	80
Trade receivables	144	119	Trade payables	94	58
Cash and bank	3	9	Other current liabilities	23	21
Other current assets	74	46	Other non - current liabilities	11	14
Total current assets	372	306	Total liabilities	128	93
Total assets	559	489	Total equity and liabilities	559	489

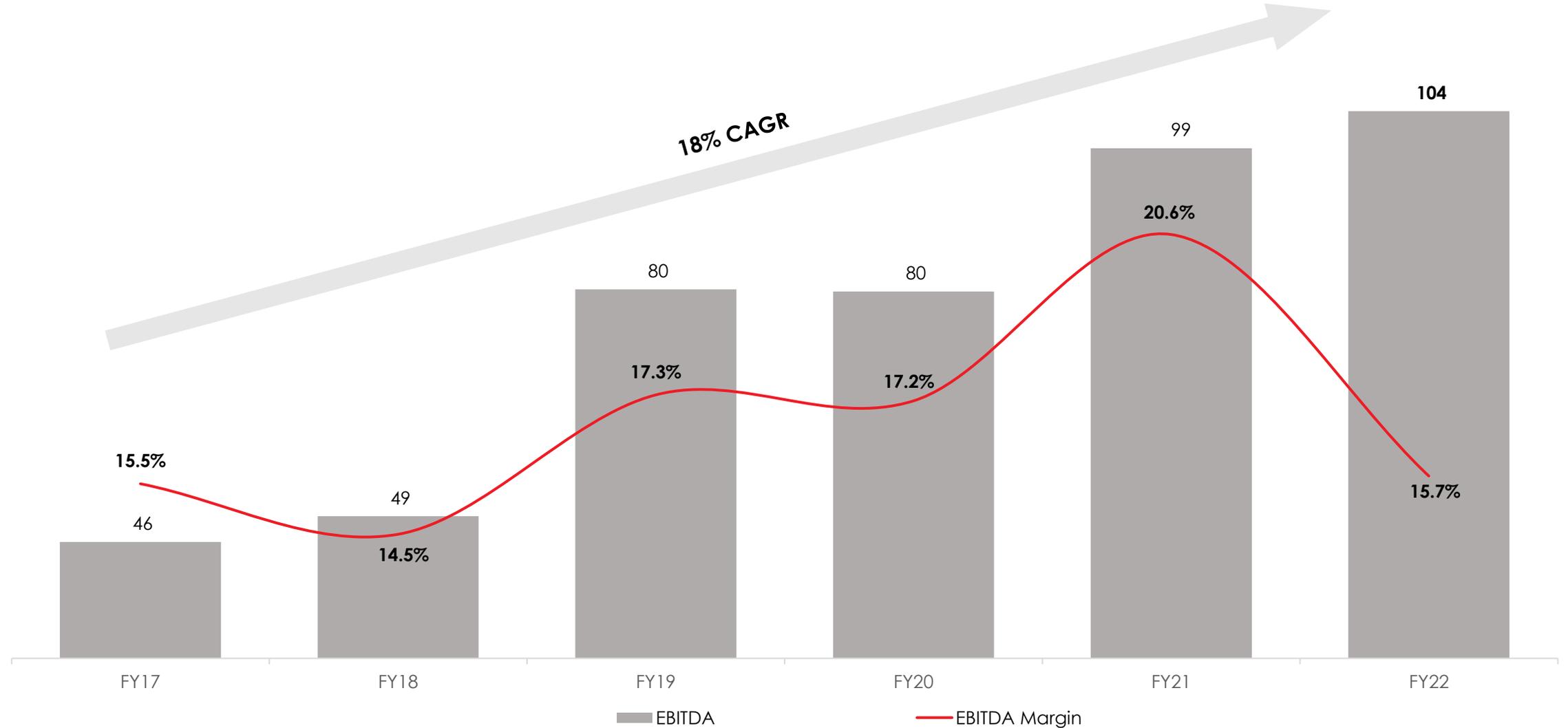
Note - *Long Term Borrowings include current maturities

Historical Sales Performance



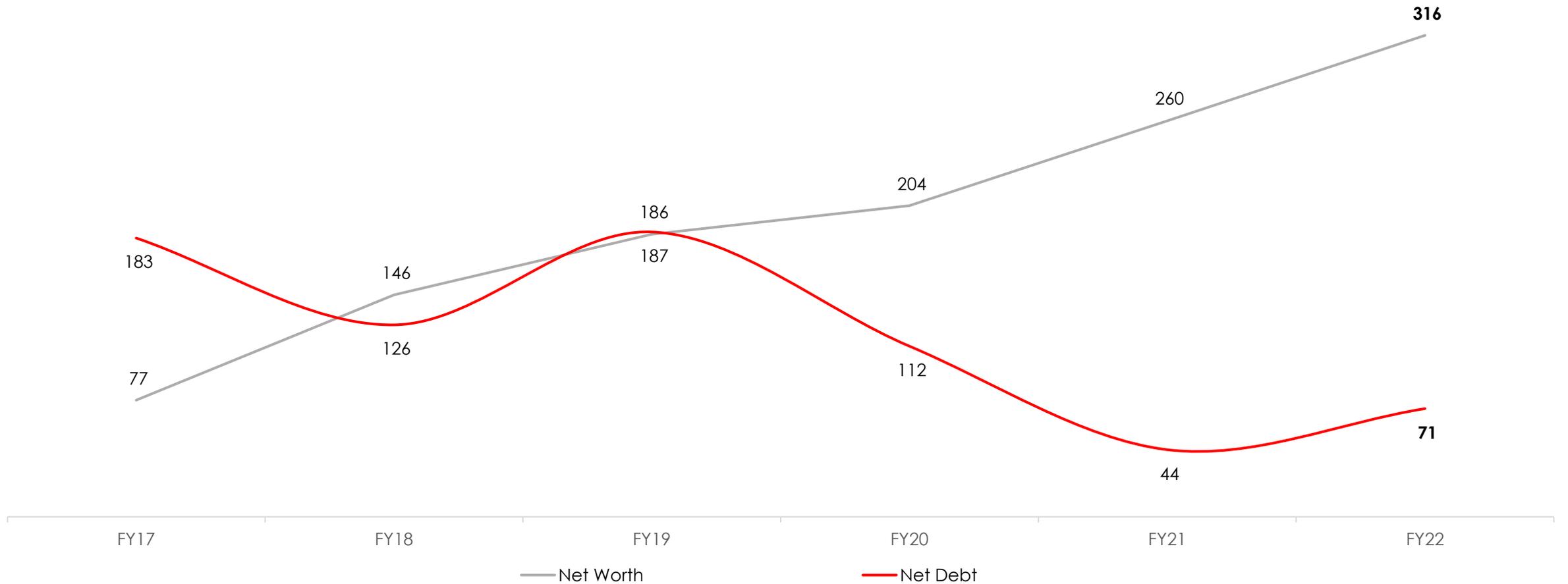
Figures in ₹ crore unless mentioned otherwise

Margin Profile



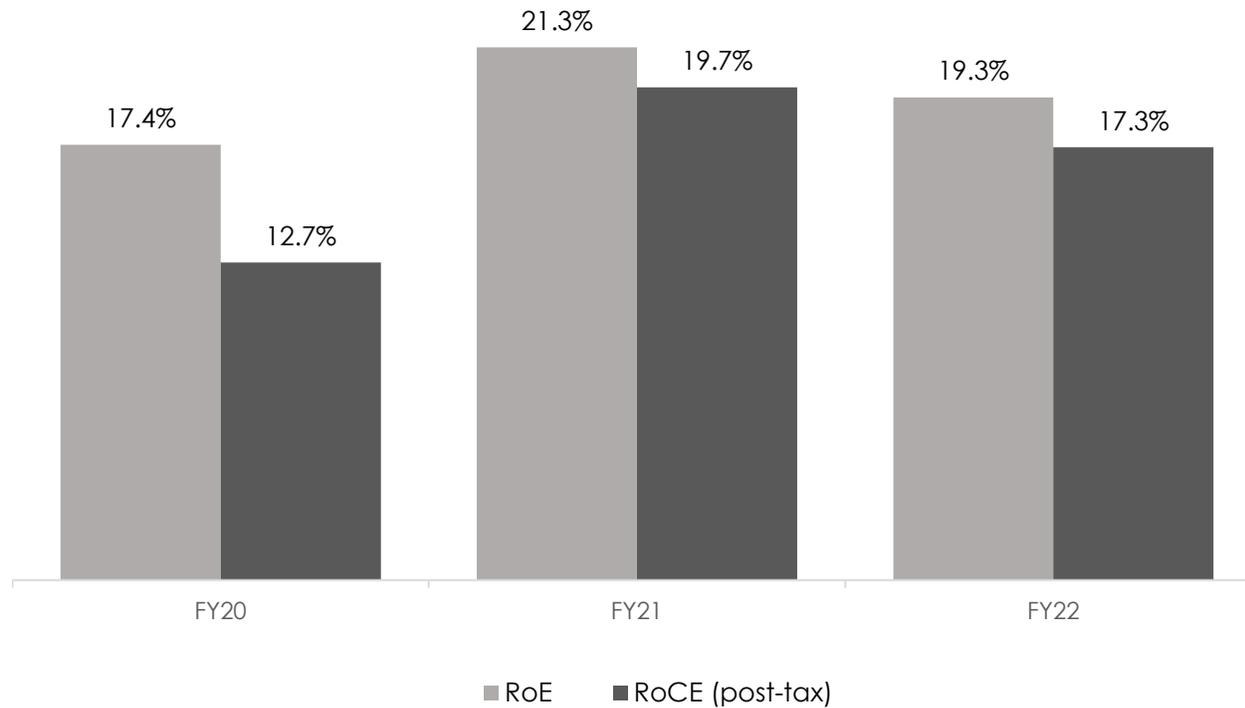
Figures in ₹ crore unless mentioned otherwise

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 (Q1FY23)

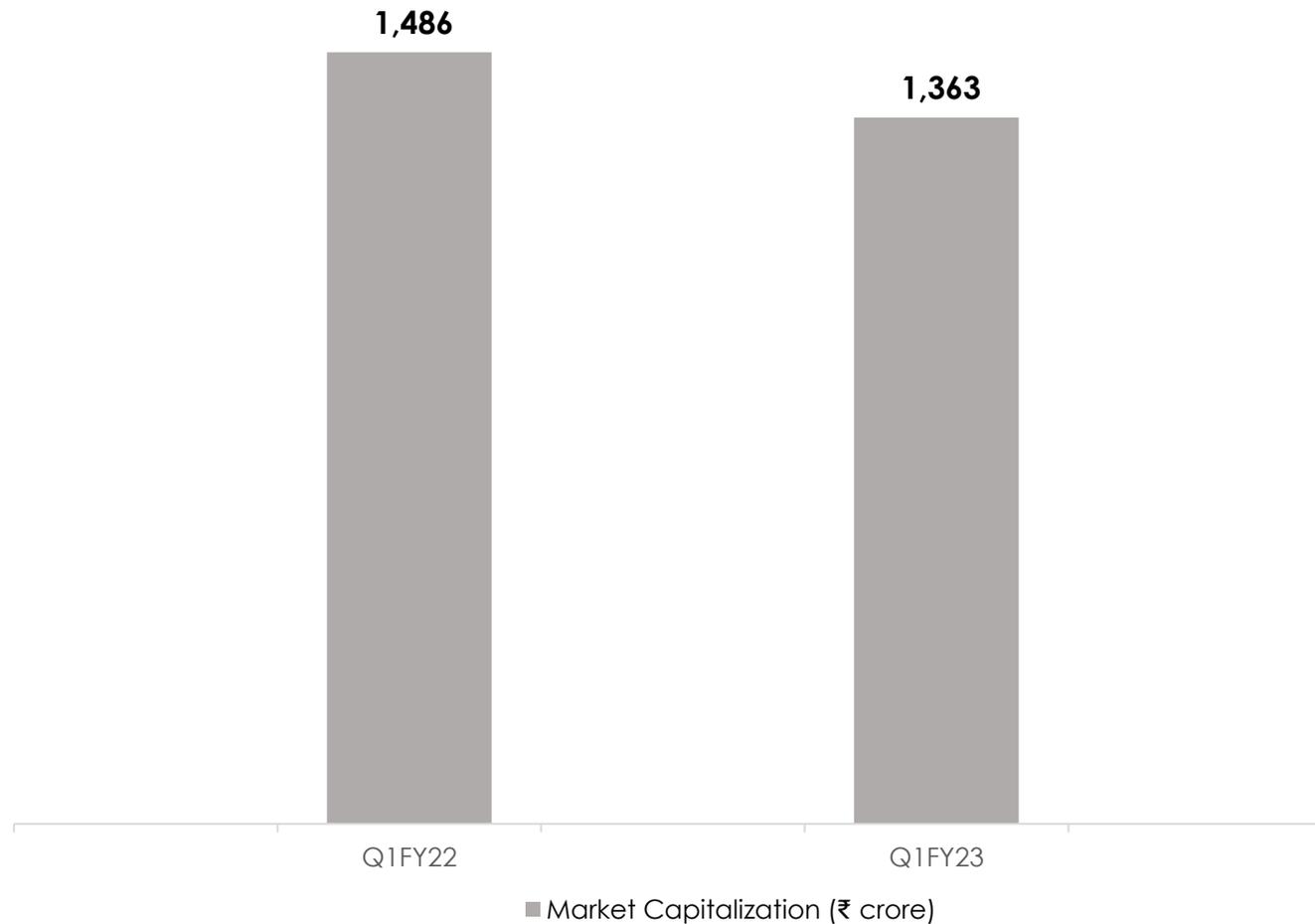


- Stylam maintained its strong performance in the first quarter with sales of INR 235 crore, implying 79.6% YoY growth.
- Sales growth during the quarter was backed primarily by exports, which were INR 169 crore (83.9% YoY growth). Further, domestic sales also witnessed significant uptick, clocking sales of INR 66 crore (69.4% YoY).
- The Company sold 2.7 million laminate sheets during the first quarter of Q1FY23 (vs. 1.8 million in Q1FY22; a 49.5% 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 43.1% for Q1FY23 (vs. 40.4% in Q4FY22). Further, EBITDA for the quarter stood at INR 35 crore. In terms of margins, it stood at 15.0% (vs. 11.1% in Q4FY22 and 20.0% in Q1FY22).
- Stylam has improved its working capital despite adversities; the cycle stands at 75 days for the first quarter (vs. 97 days for Q4FY22).
- Net debt stood at INR 91 crore as on 30th June 2022. Net worth stands at INR 337 crore.

Vision 2022-2025

- The company has reached about 80% capacity utilization level in the laminates division. We have now 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 also reviewed the progress made on plywood project and decided to put the same on hold and prioritize the laminates capacity expansion.
- 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.

Safe Harbor Statement



This presentation and the accompanying slides (the "Presentation"), which have been prepared by Stylam Industries Limited (the "Company"), have been prepared solely for information purposes and DOES not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis of or be relied on in connection with any contract or binding commitment whatsoever. The Presentation is not intended to form the basis of any investment decision by a prospective investor. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, reliability or fairness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of or any omission from, this Presentation is expressly excluded. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of the projections contained in the Presentation or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the wind power industry in India and world-wide, the Company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

No responsibility or liability is accepted for any loss or damage howsoever arising that you may suffer as a result of this Presentation and any and all responsibility and liability is expressly disclaimed by the Management, the Shareholders and the Company or any of them or any of their respective directors, officers, affiliates, employees, advisers or agents.

THANK YOU

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