



GREENPANEL®

Brand Greenpanel

Historic Performance in Q4 & 12M FY2022

Disclaimer

Certain statements in this communication may be ‘forward looking statements’ within the meaning of applicable laws and regulations. These forward-looking statements involve number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company’s operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

Greenpanel Industries Limited (GPL) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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A snapshot of our company

● 1

Brand vision: We envision to maintain our Leadership Position in the Panel Industry and supply best quality Panel products to our customers. To be referred as *“Pride of India, Panel of India”*

● 2

About us: Greenpanel is a prominent wood panel player in India with a national leadership in Medium Density Fibreboard (MDF).

● 3

Management: Greenpanel is led by Mr. Shiv Prakash Mittal, Executive Chairman, and Mr. Shobhan Mittal, Managing Director and CEO, supported by experienced professionals and workforce (1910 as on March 31 2022).

● 4

Listing: The Company was listed on October 23 2019 and enjoyed a market capitalisation of ₹ 7,179 crores as on March 31 2022 (NSE closing price of ₹ 585.45).

● 5

Locations: The Company is headquartered in Kolkata (West Bengal), supporting offices in Gurgaon and Singapore and state-of-the-art manufacturing facilities in Rudrapur (Uttarakhand) and Srikalahasti (Andhra Pradesh); the latter is arguably the largest MDF plant in Asia.



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Part one _____
**Our performance,
Q4 FY2022**

Performance Highlights QoQ & YoY

1

Excellent quarter, although recurrence of Covid, elections in a few states and inflation impacted volumes.

2

Sustained growth (QoQ):
Revenue 20%
EBITDA 43%
PAT 43%

3

Sustained growth (YoY):
Revenue 58%
EBITDA 112%
PAT 249%

4

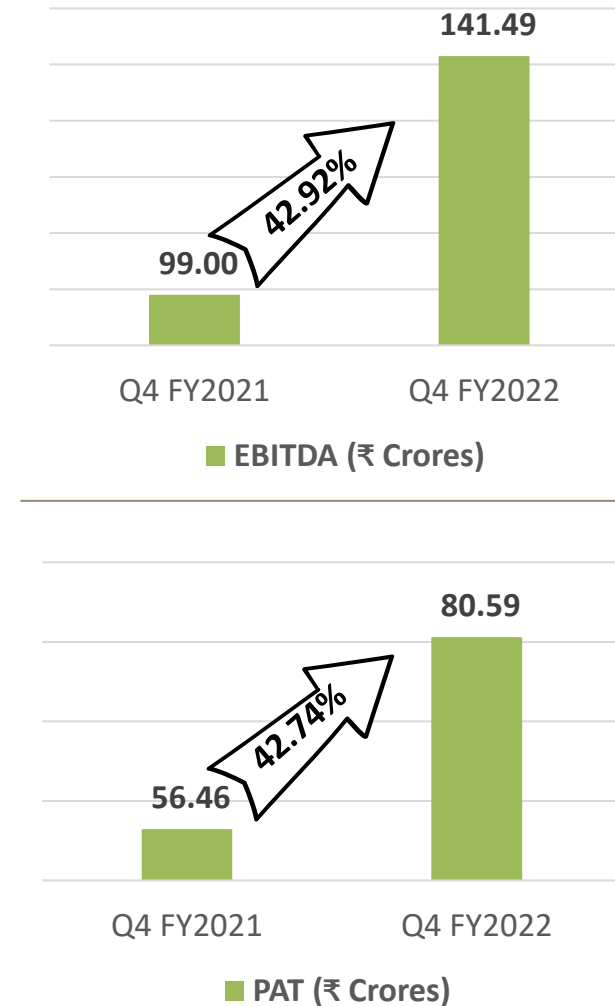
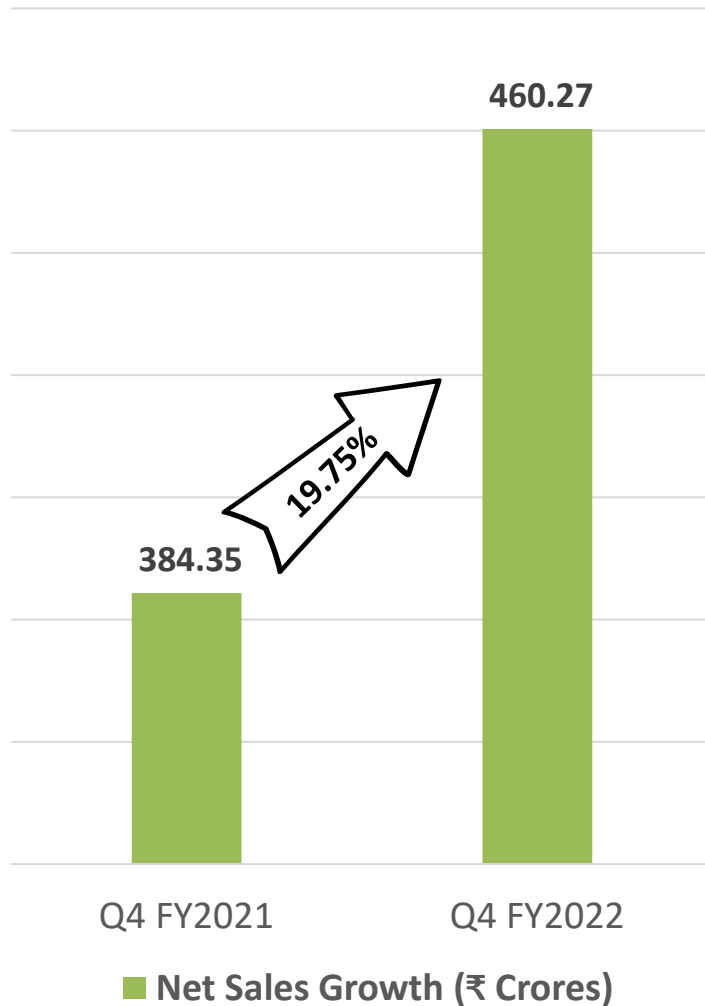
Steep increase in MDF
realisation
44.0% YoY and 7.8% QoQ

5

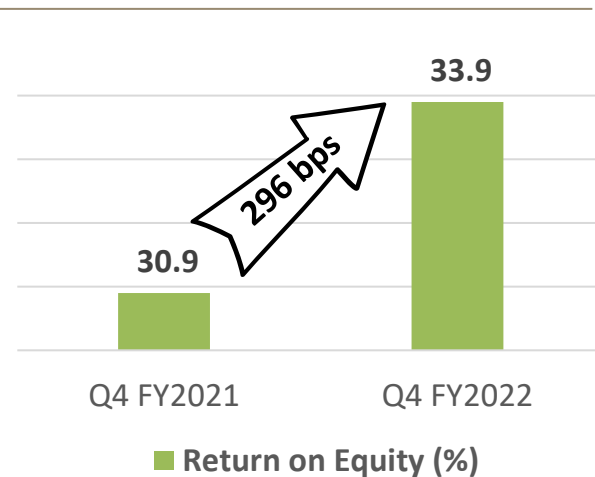
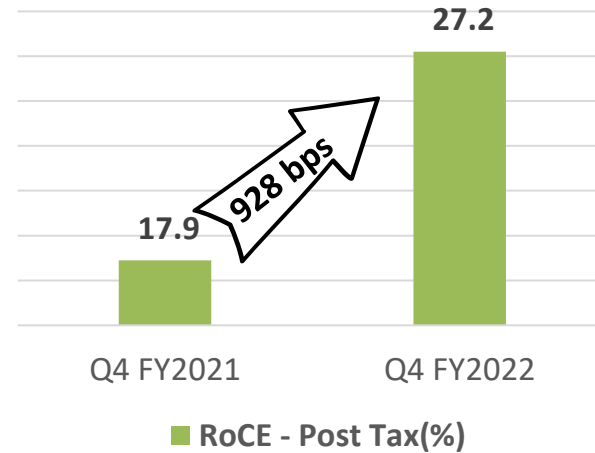
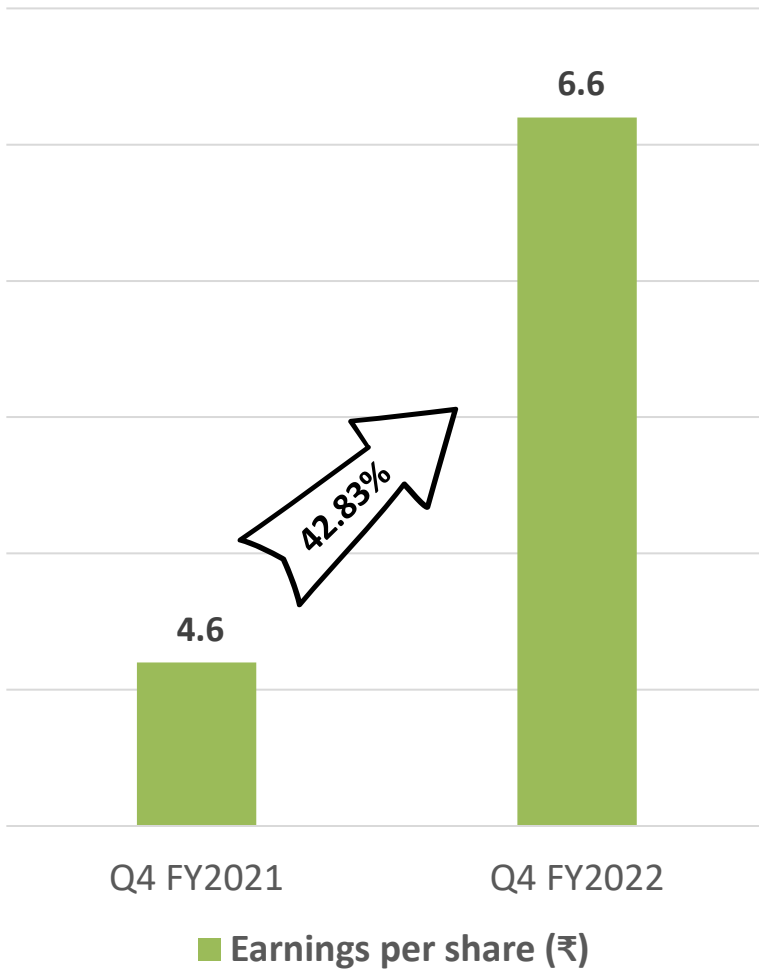
Superior working capital hygiene
& Stronger Balance Sheet

6

Our financial performance in brief



Our financial performance in brief



Financial Highlights

Q4 FY2022 v/s Q4 FY2021

Key Ratios (%)	Q4 FY2022	Q4 FY2021
Gross Margin	60.31	53.61
EBITDA Margin	30.74	25.76
EBIT Margin	26.76	21.34
Net Margin	17.51	14.69
Sales Promotion / Net Sales	1.28	0.84
Employee Expenses / Net Sales	7.67	7.59
Logistics Costs / Net Sales	4.79	5.86
EPS (₹)	6.57	4.60

Segment Performance - MDF

Particulars	Q4 FY2022	Q4 FY2021	Growth
Net Sales (₹ Crores)	389.81	301.62	29.20%
EBITDA Margin	34.60%	28.60%	
EBIT Margin	30.20%	23.90%	
Annual Capacity (CBM)	5,63,000	5,40,000	
Production (CBM)	1,22,718	1,38,080	-11.10%
Sales Volume (CBM)	1,24,538	1,39,490	-10.70%
Capacity Utilisation	78%	102%	
Blended Realisation (₹/CBM)	31,300	21,730	44.00%
Domestic Realisation (₹/CBM)	33,320	22,757	46.40%
Export Realisation (₹/CBM)	22,240	14,747	50.80%

Segment Performance - MDF

Particulars	FY2022	FY2021	Growth
Net Sales (₹ Crores)	1,329.80	783.89	69.60%
EBITDA Margin	30.90%	22.90%	
EBIT Margin	25.80%	15.60%	
Annual Capacity (CBM)	5,63,000	5,40,000	
Production (CBM)	4,89,335	3,71,347	31.80%
Sales Volume (CBM)	4,95,041	3,80,431	30.10%
Capacity Utilisation	87%	69%	
Blended Realisation (₹/CBM)	26,850	20,585	30.40%
Domestic Realisation (₹/CBM)	29,451	22,304	32.00%
Export Realisation (₹/CBM)	18,941	14,431	31.30%

Segment Performance - Plywood

Particulars	Q4 FY2022	Q4 FY2021	Growth
Net Sales (₹ Crores)	70.46	82.74	-14.80%
EBITDA Margin	9.20%	15.50%	
EBIT Margin	7.70%	13.80%	
Annual Capacity (Mn Sqm)	10.50	10.50	
Production (Mn Sqm)	2.12	2.56	-17.20%
Sales Volume (Sqm)	2.46	3.05	-19.30%
Capacity Utilisation	81%	98%	
Average Realisation (₹/Sqm)	286	273	4.80%

Segment Performance - Plywood

Particulars	FY2022	FY2021	Growth
Net Sales (₹ Crores)	255.94	217.10	17.90%
EBITDA Margin	11.00%	12.40%	
EBIT Margin	9.00%	9.70%	
Annual Capacity (Mn Sqm)	10.50	10.50	
Production (Mn Sqm)	8.48	7.48	13.40%
Sales Volume (Mn Sqm)	9.30	8.48	9.70%
Capacity Utilisation	81%	71%	
Average Realisation (₹/Sqm)	275	256	7.40%

Overview by MD & CEO

“MDF realisations and margins improved during the quarter. However, recurrence of Covid, State elections and inflation impacted MDF volumes.”

Overview by MD & CEO

“MDF sales volumes de-grew by 10.72% YoY; operating margins improved by 606 basis points to 34.60%.”

“Plywood volumes de-grew by 19.34% YoY; operating margins fell by 627 basis points to 9.21% due to increased raw material costs.”

“Consolidated operating margins increased by 499 basis points to 30.74% due to our superior product mix, cost optimization and operational leverage.”

“Working capital investment reduced by 19 days YoY to 16 days as on 31st March 2022.”

“Net debt reduced by ₹ 84 crores during Q4 to ₹ 60 crores as on 31st March 2022.”

“We are targeting to be **net debt-free** for our existing business by June 2022.”

“Widening distribution reach and focus on small urban clusters is supporting sustained volume growth and reduced working capital outlay.”

“We are optimistic of sustainable growth in coming quarters.”

Shobhan Mittal

Managing Director & CEO
Greenpanel Industries Limited



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Part two

Greenpanel Brand's Financial Health

Brand acceptance has supported
sustained growth

We strengthened realisations across both product lines

MDF

31,300

₹ / cubic meter,
Average realization,
Q4 FY2022

44.0

%, Growth in
average MDF
realisations

21,730

₹ / cubic meter,
Average realization,
Q4 FY2021

4.8

%, Growth in
average
Plywood
realisations



Plywood

286

₹ / square meter,
Average realization,
Q4 FY2022

273

₹ / square meter,
Average realization,
Q4 FY2021

We widened our margins by building a stronger business

We widened our margins by building a stronger business

30.7

% EBITDA margin,
Q4 FY2022

25.8

% EBITDA margin,
Q4 FY2021

27.2

% EBITDA margin,
Q3 FY2022

499 bps

YoY growth in
EBITDA margin
over Q4 FY2021.

We continued to remain principally an MDF-driven company

85

% of revenues drive
from MDF, Q4 FY2022

78

% of revenues drive
from MDF, Q4 FY2021

*Note: We are considered
the most attractive listed
MDF proxy in India*

We strengthened our working capital hygiene

Working capital cycle

16

Days, working capital cycle from resource purchase to sales receipt, Q4 FY2022

35

Days, working capital cycle from resource purchase to sales receipt, Q4 FY2021

Working capital productivity

6.6

Revenue generated from every rupee of working capital deployed, Q4 FY2022

3.9

Revenue generated from every rupee of working capital deployed, Q4 FY2021

Inventory

38

Days, Total Inventory expressed in days of turnover equivalent, Q4 FY2022

54

Days, Total Inventory expressed in days of turnover equivalent, Q4 FY2021

Receivables

10

Days, receivables
expressed in days of
turnover equivalent,
Q4 FY2022

28

Days, receivables
expressed in days of
turnover equivalent,
Q4 FY2021

Payables

32

Days, payables
expressed in days of
turnover equivalent,
Q4 FY2022

47

Days, payables
expressed in days of
turnover equivalent,
Q4 FY2021

**We utilized our
superior
performance to
draw debt down**

283

₹ crores, consolidated
gross debt, end of Q4
FY2022

447

₹ crores, consolidated
gross debt, end of Q4
FY2021

How we strengthened our liquidity

36.4

Times or x, interest cover, Q4 FY2022

22.4

Times or x, interest cover, Q4 FY2021

MDF capacity utilization

MDF
78%

MDF capacity utilisation, Q4 FY2022 on enhanced capacity

102%

MDF capacity utilisation, Q4 FY2021

Plywood capacity utilization

PLYWOOD
81%

Plywood capacity utilisation, Q4 FY2022

98%

Plywood capacity utilisation, Q4 FY2021

**Our
segment-wise
financial growth**

9.7%

YoY growth in plywood
volumes, 12M FY2022

30.1%

YoY growth in MDF
volumes, 12M FY2022

**We enhanced the
value-added
proportion of our
business**

Superior realisations

240

₹ per sq m, Average
realization for normal
plywood variety

605

₹ per sq m, Average
realization for decorative
veneer plywood variety

**We enhanced the
value-added
proportion of our
business**

Superior product mix

13%

of revenues derived from
decorative veneers
(plywood business),
Q4 FY2022

11%

of revenues derived from
decorative veneers
(plywood business),
Q4 FY2021

Part three _____

Brand Greenpanel: The Journey So Far



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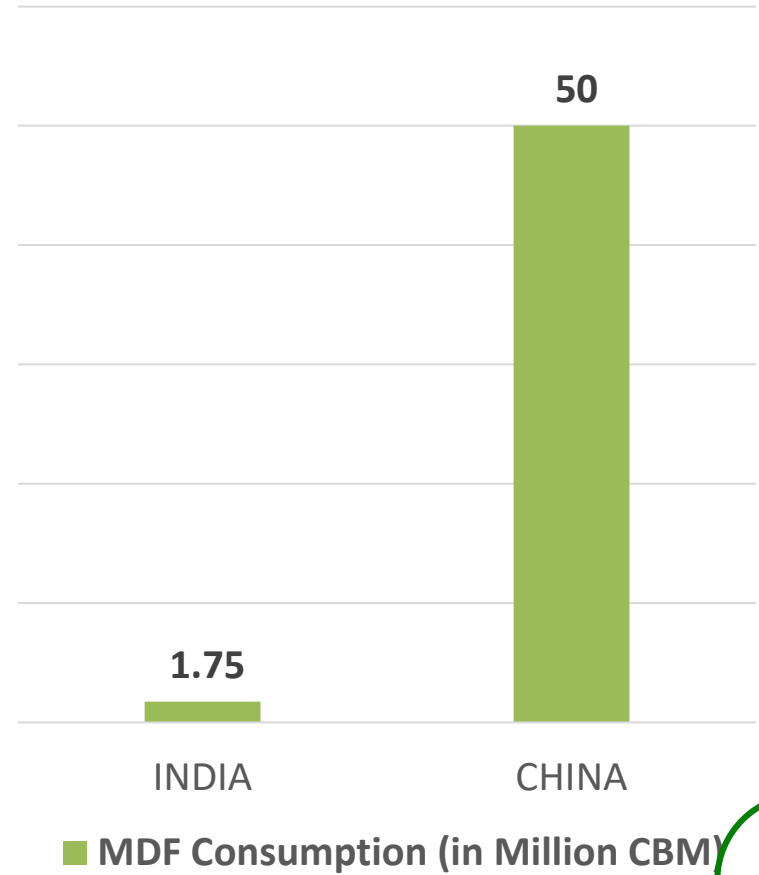
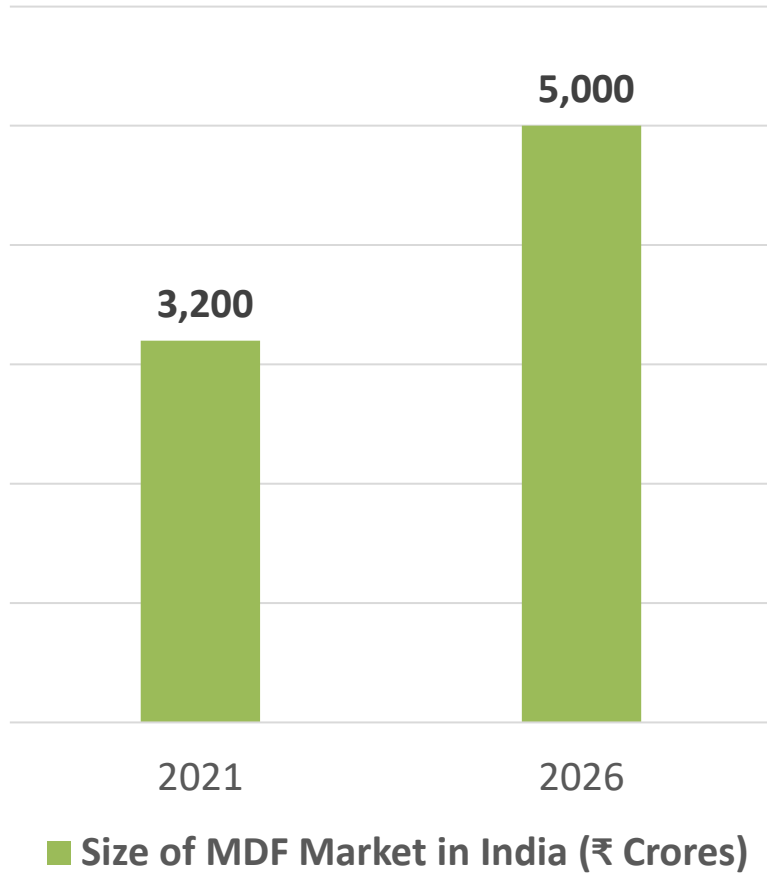


Financial and Business Review



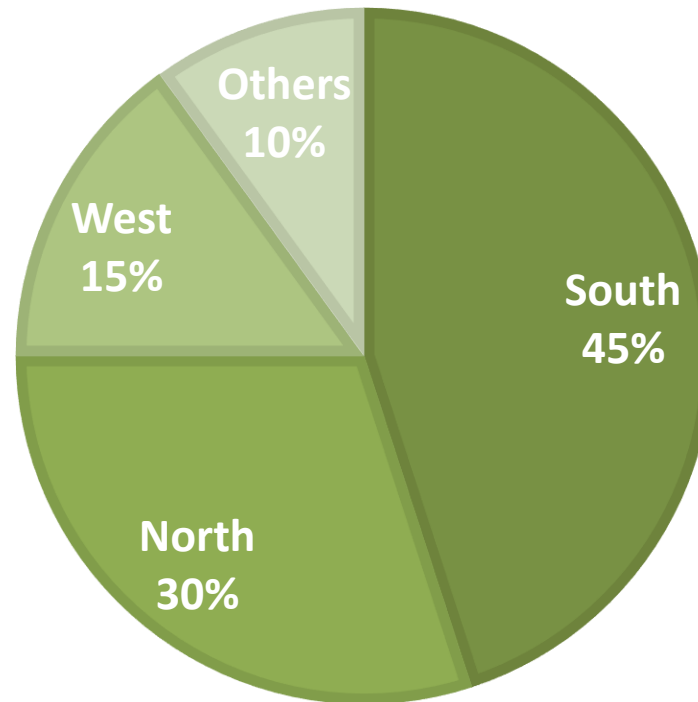
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Industry Overview

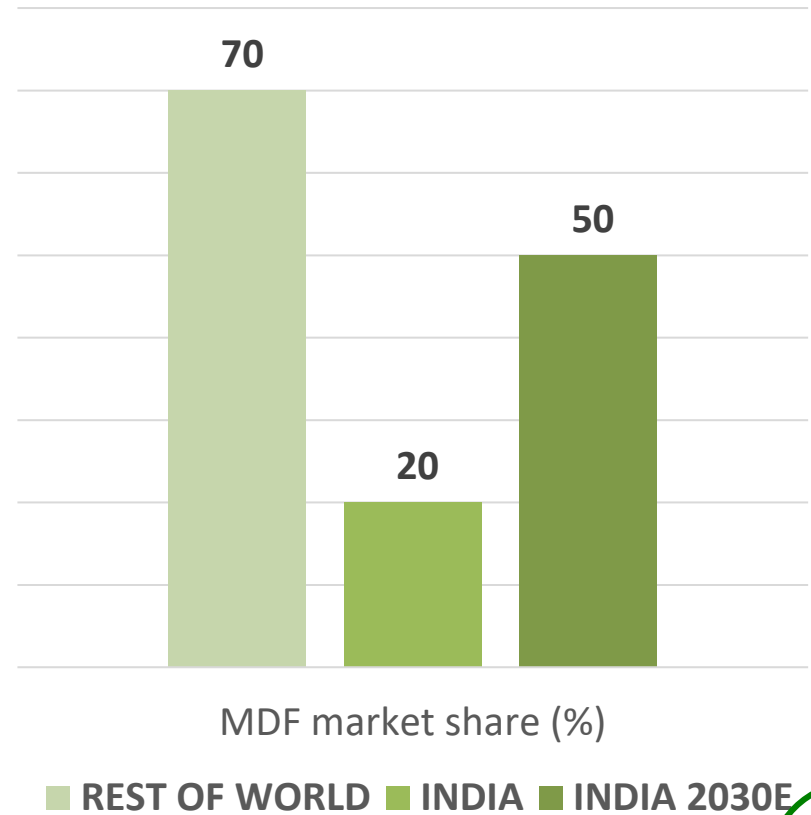
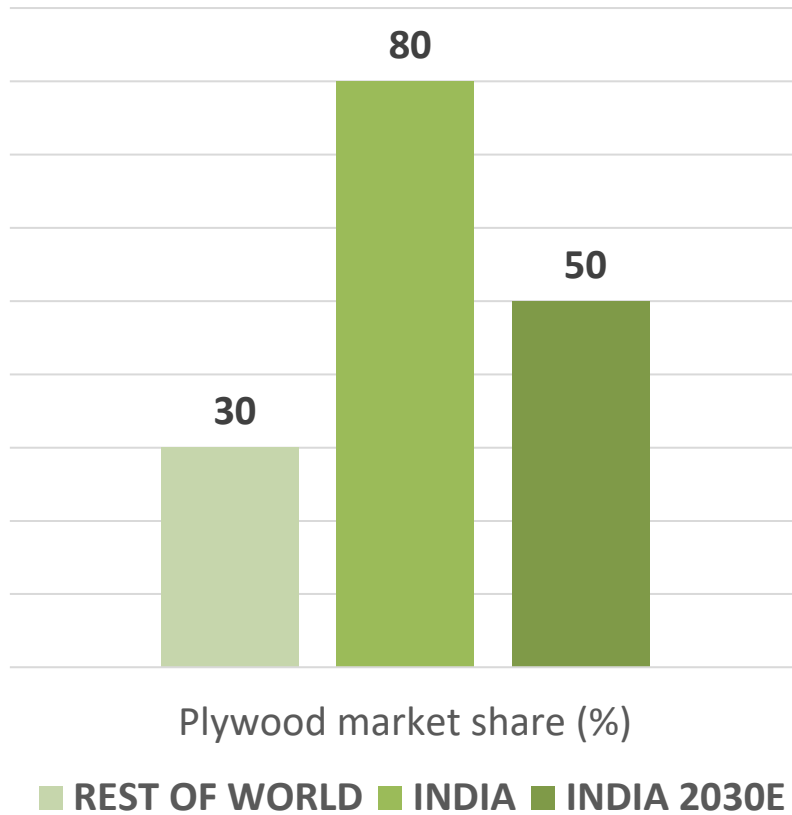


Industry Overview

REGIONAL DEMAND FOR MDF IN INDIA

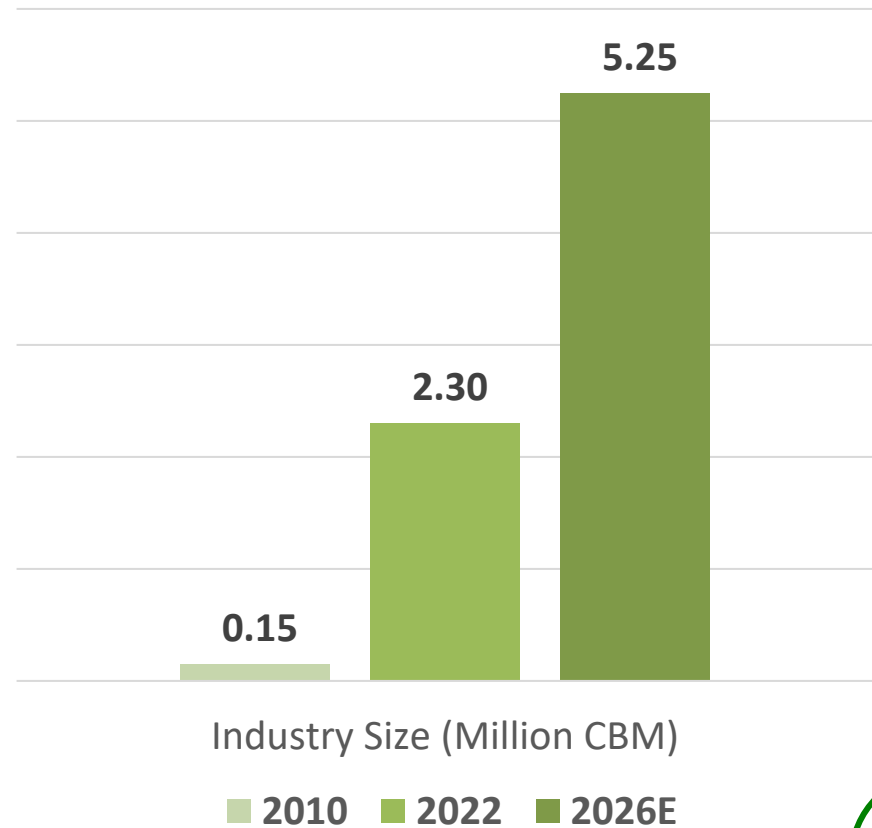


Industry Overview

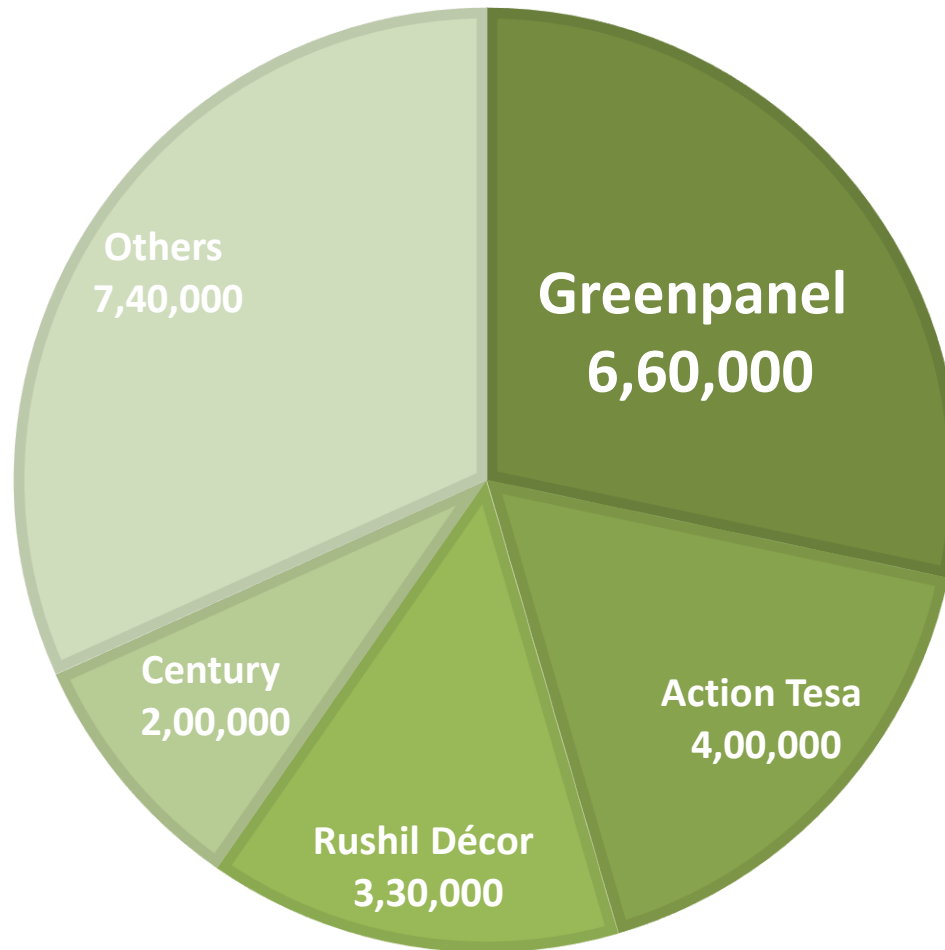


Industry Overview

In India, MDF has penetrated all the regions in terms of market presence and is rapidly advancing in terms of both consumer demand as well as production capacity. **The production capacity has grown by more than 15x from 0.15 million CBM in 2010 to 2.30 million CBM in 2022.** Further, it is expected to witness a **CAGR of 20-25% in the period 2021-2026.**

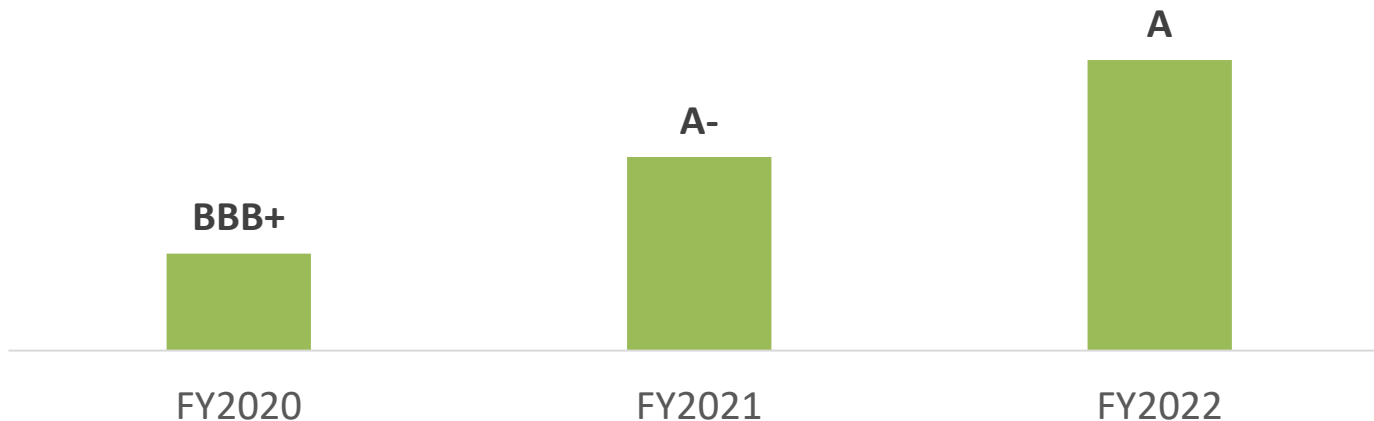


Where do we stand...



Where do we stand...

- ☑ We are now among the **top 500** listed companies on NSE based on market capitalisation
 - Rank as on 31 March 2022 is **396**
 - Rank as on 31 March 2021 was 573
- ☑ We are now a **“USD 1 billion”** company in terms of market capitalisation.
- ☑ Credit ratings for “long term credit facilities” have consistently improved



Areas Highlighted

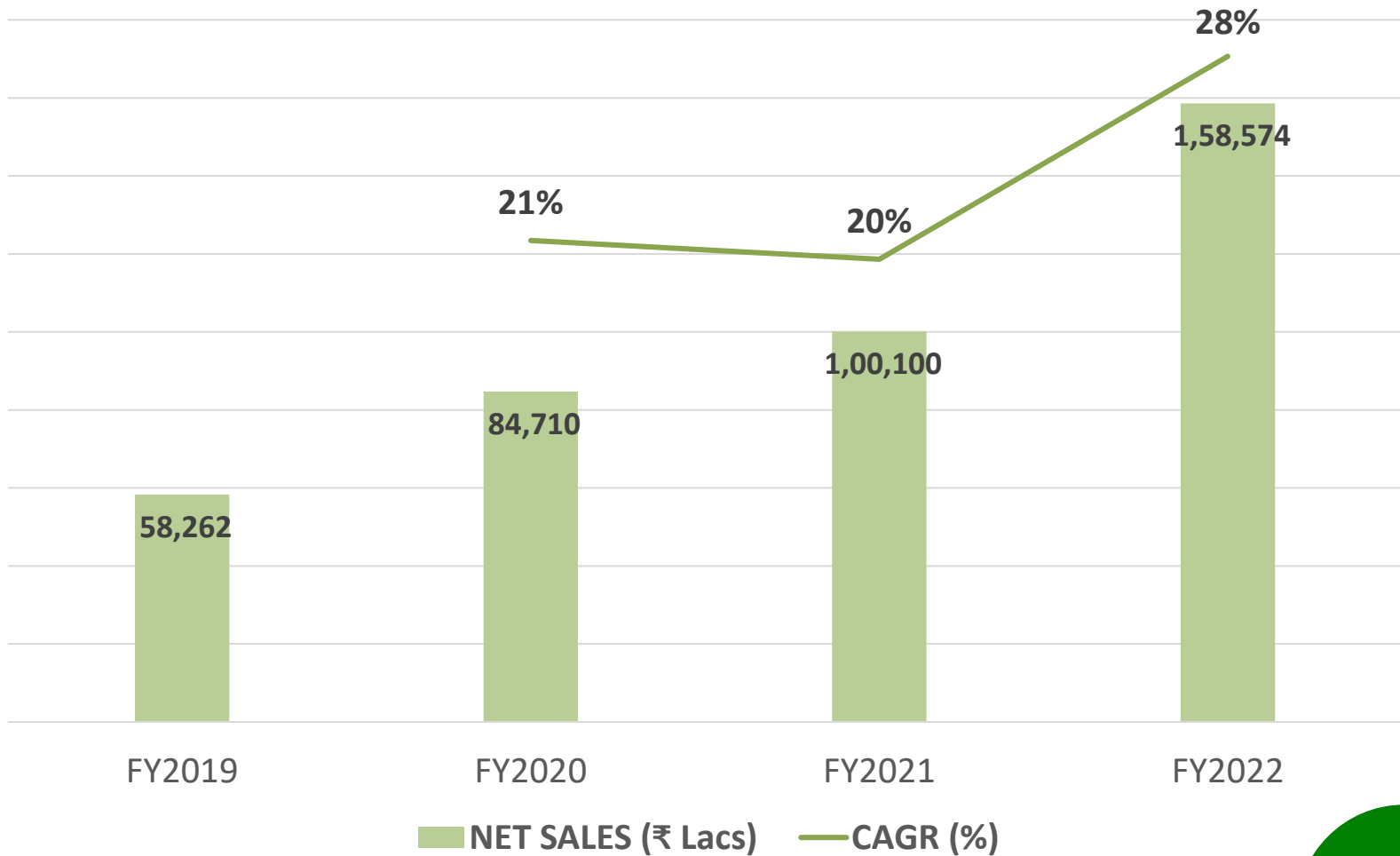
- ☒ Financial Evolution
- ☒ Capital Structure
- ☒ MDF Business
- ☒ Ply Business



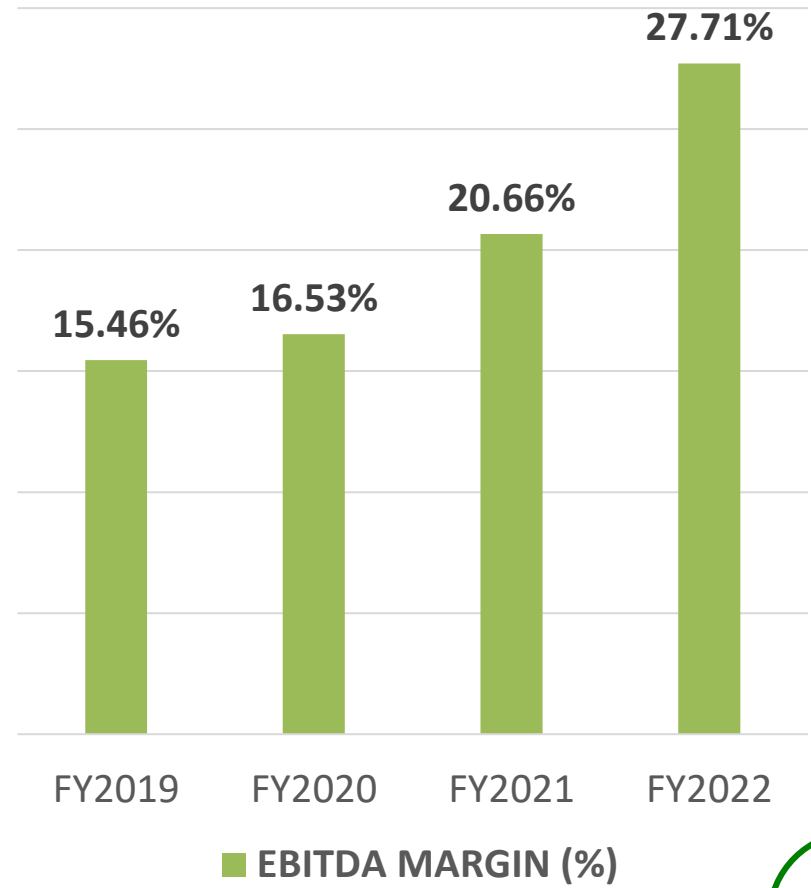
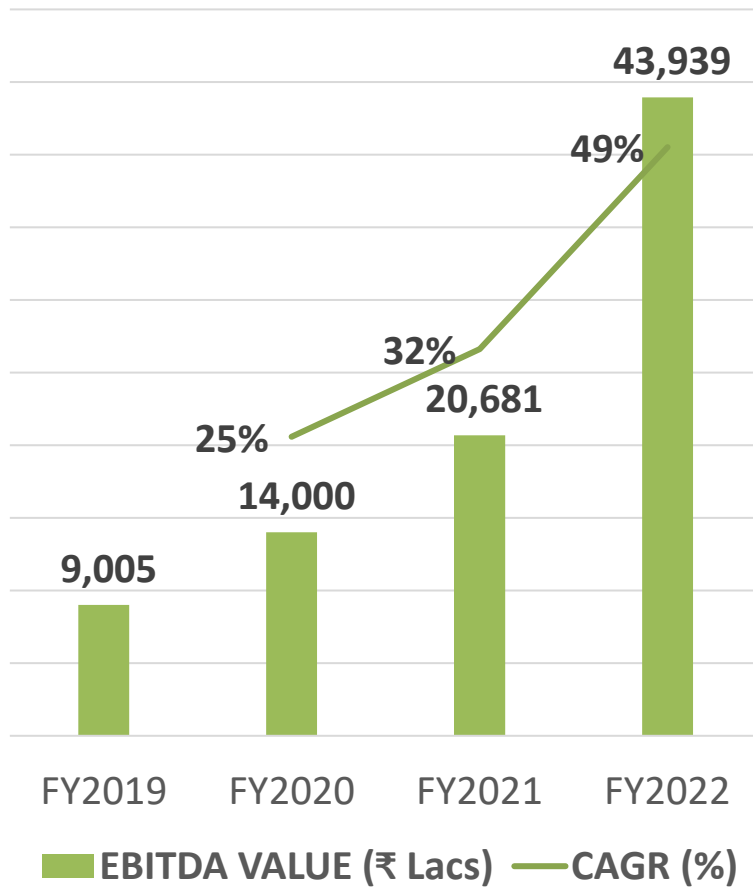
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FINANCIAL EVOLUTION

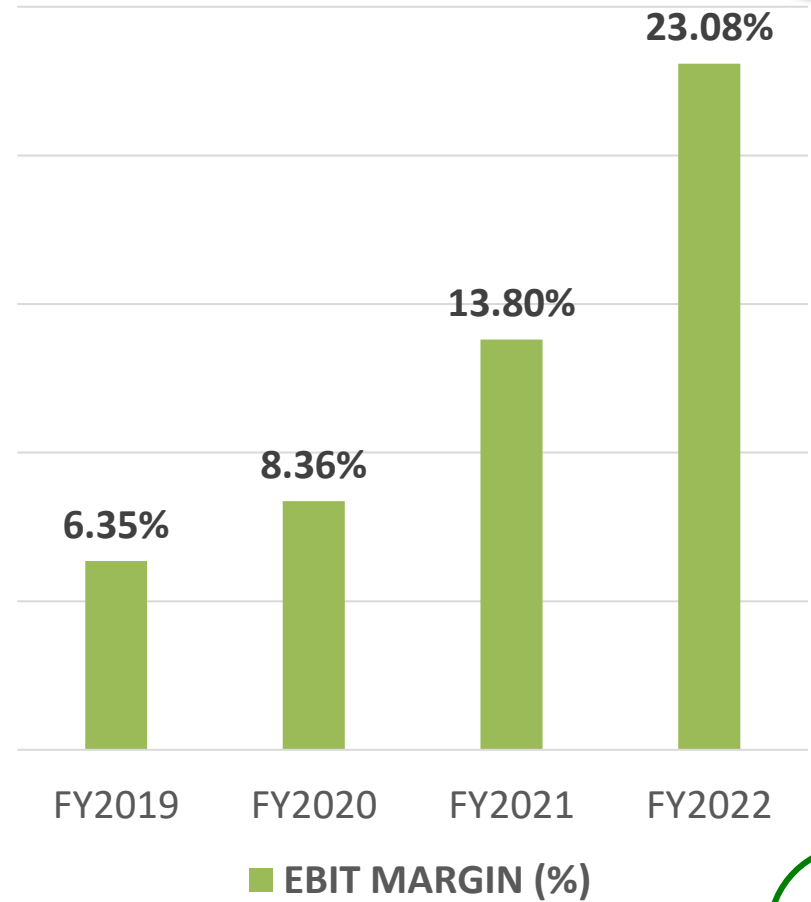
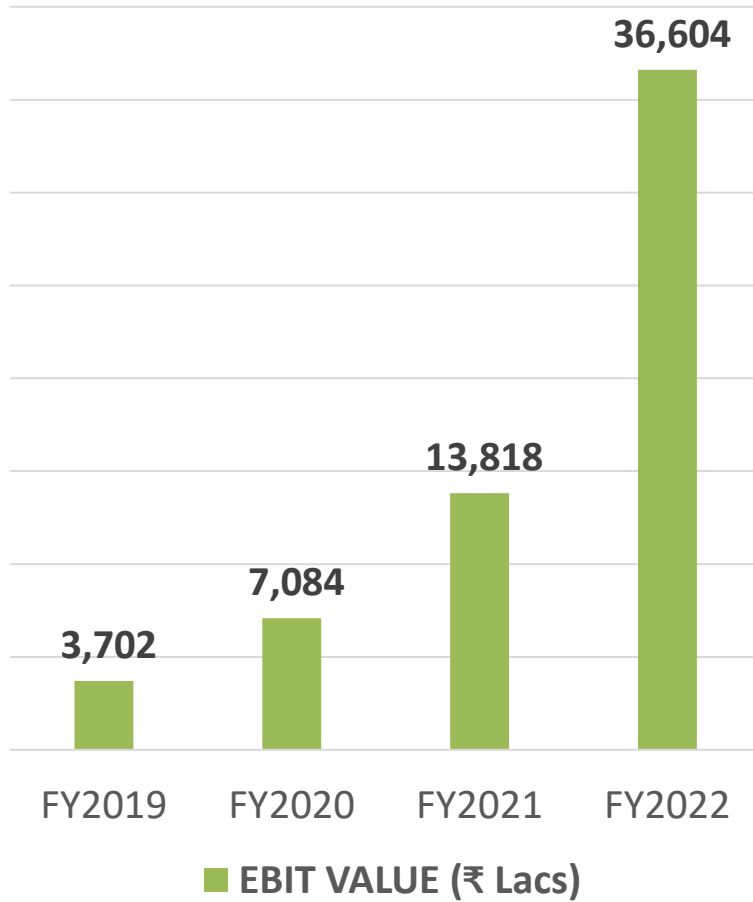
Financial Evolution



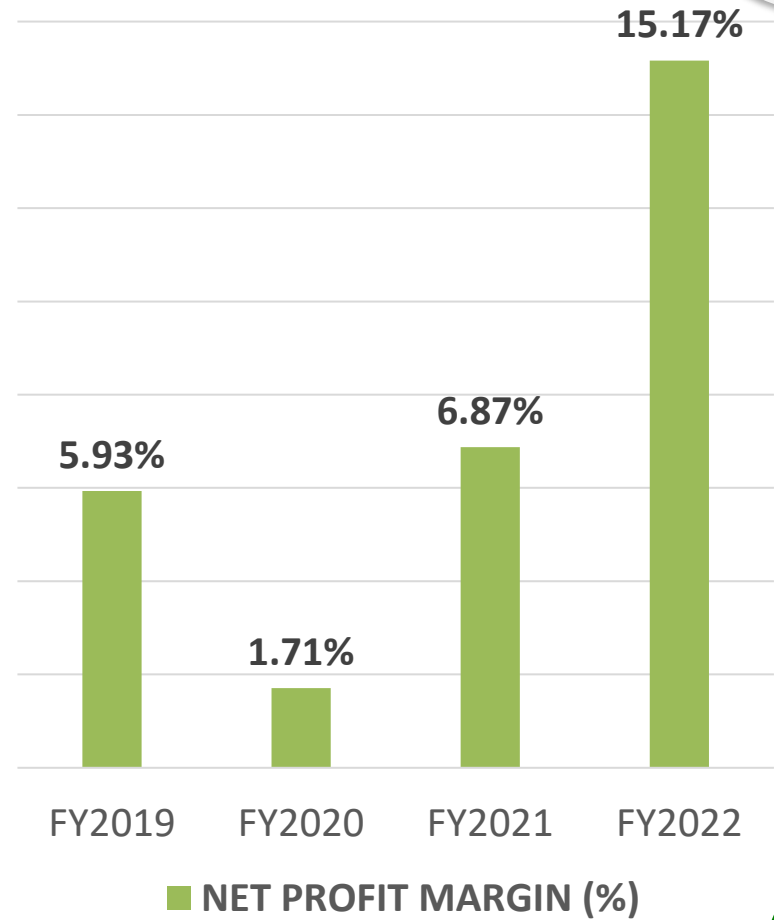
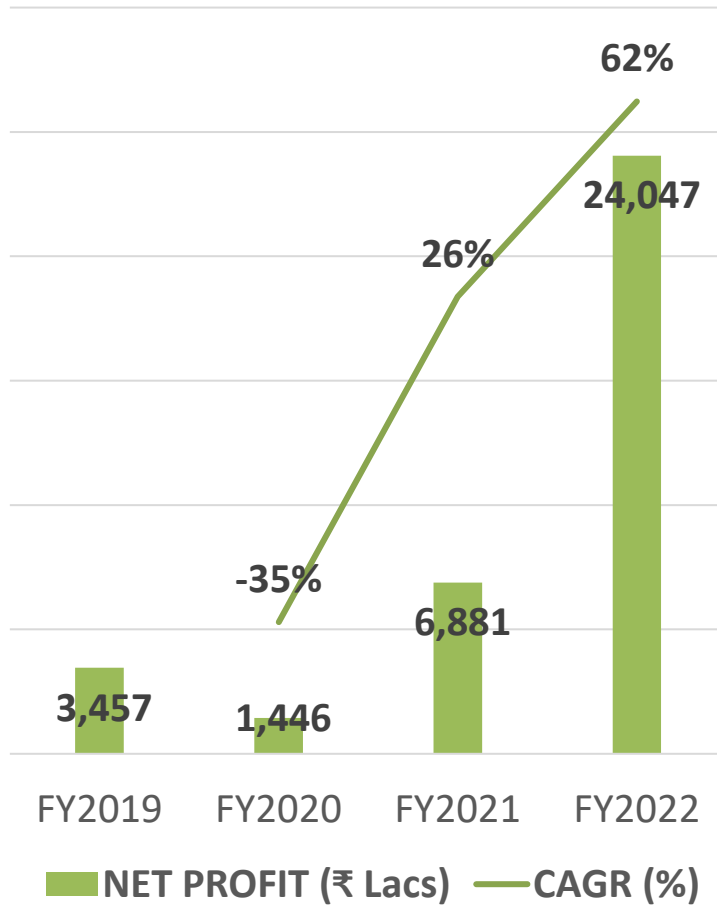
Financial Evolution



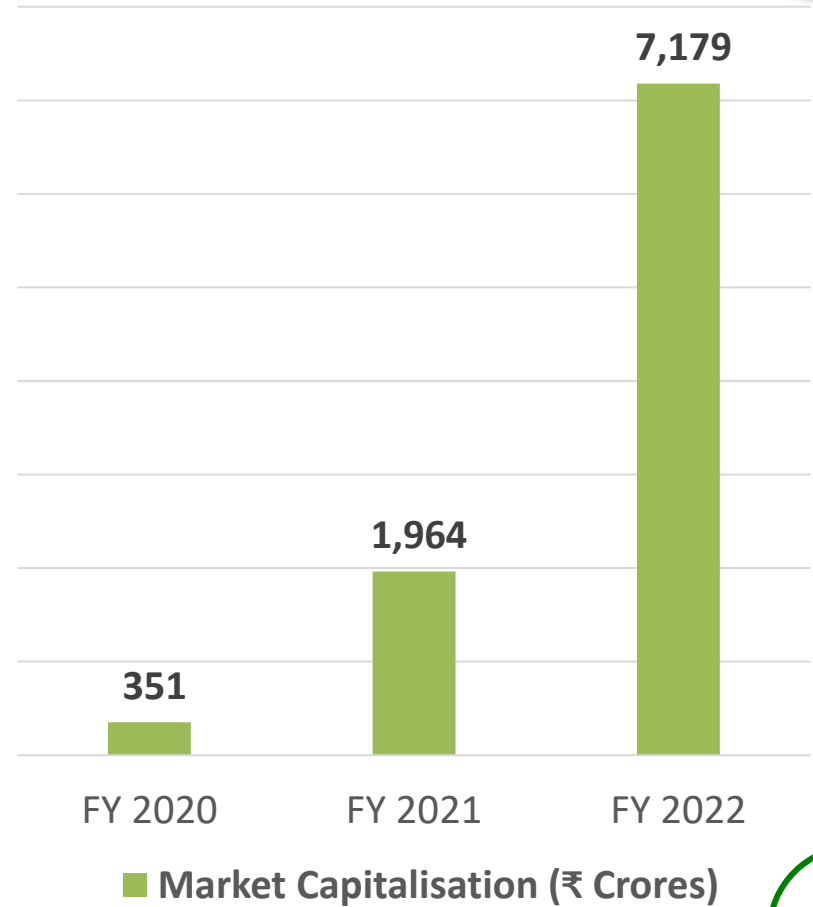
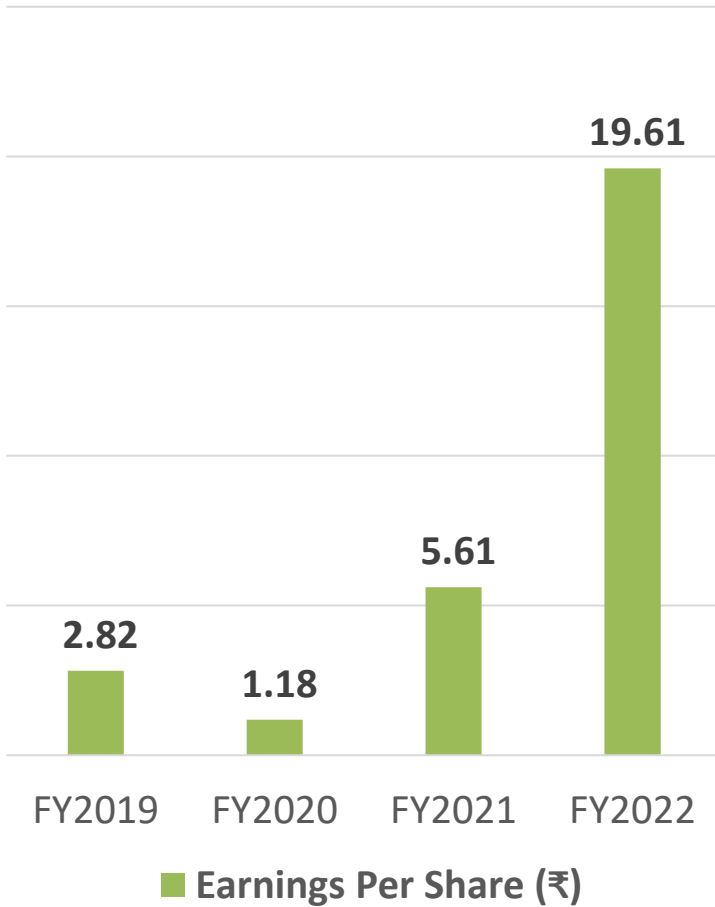
Financial Evolution



Financial Evolution



Financial Evolution

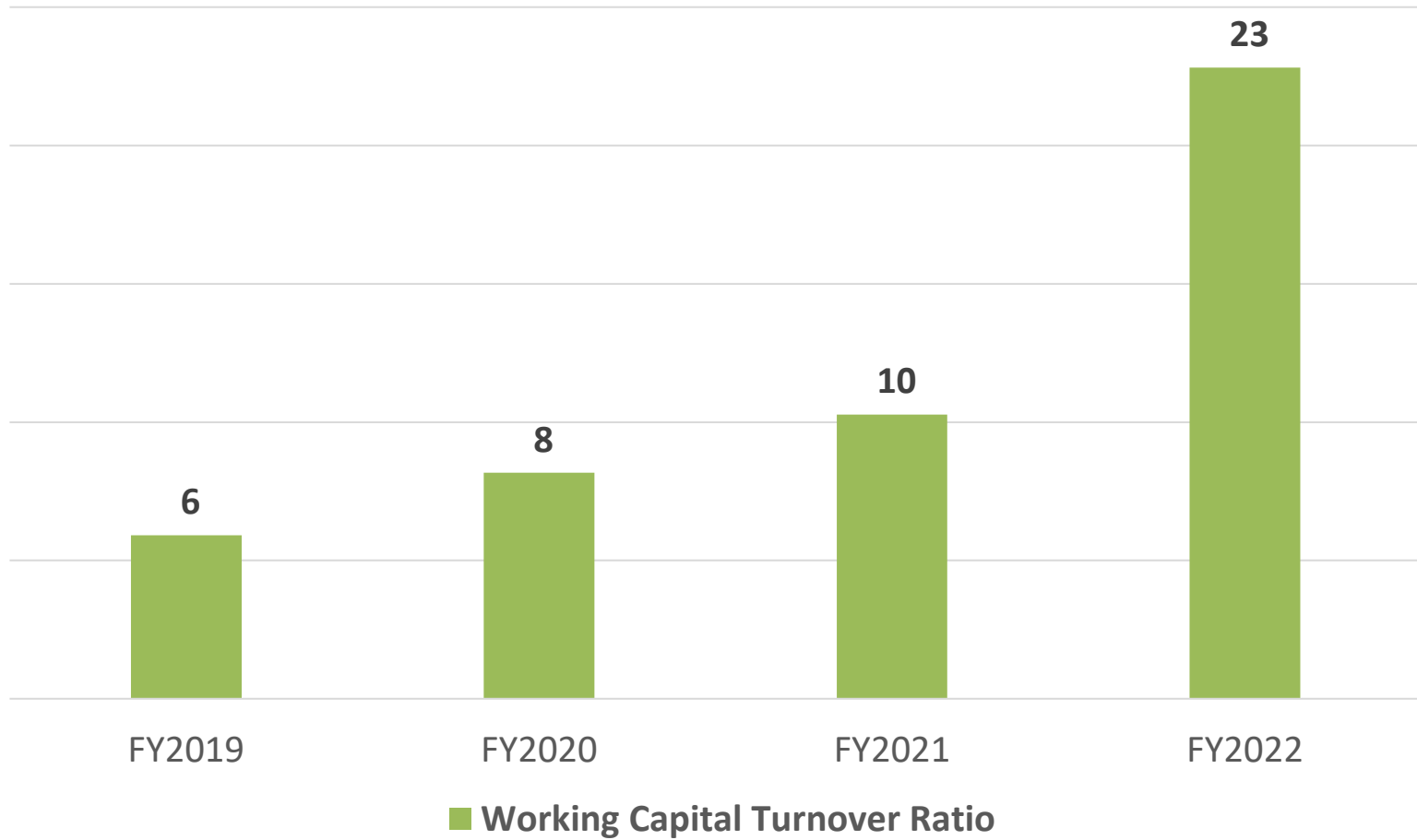




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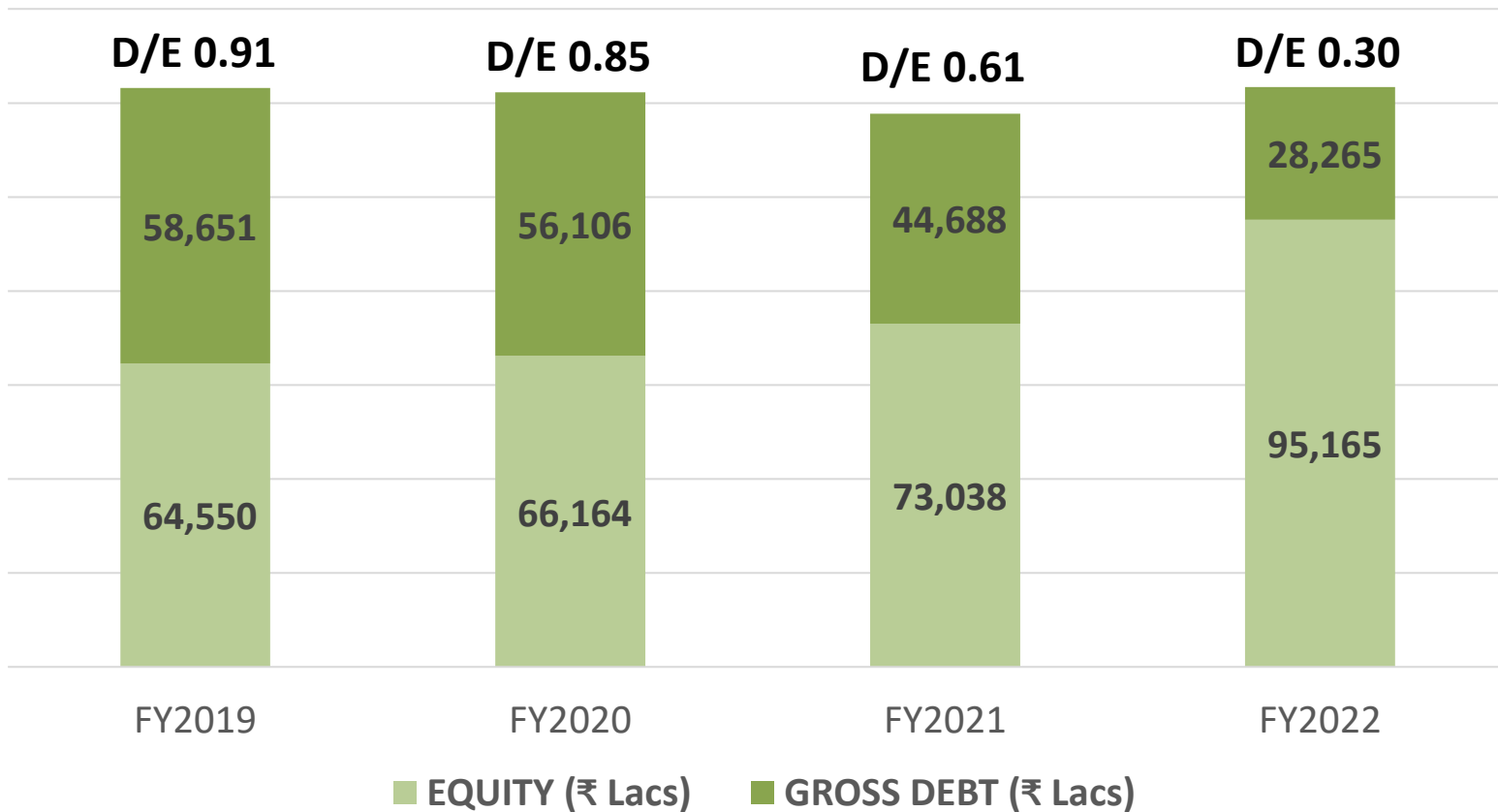
CAPITAL STRUCTURE

Capital Structure



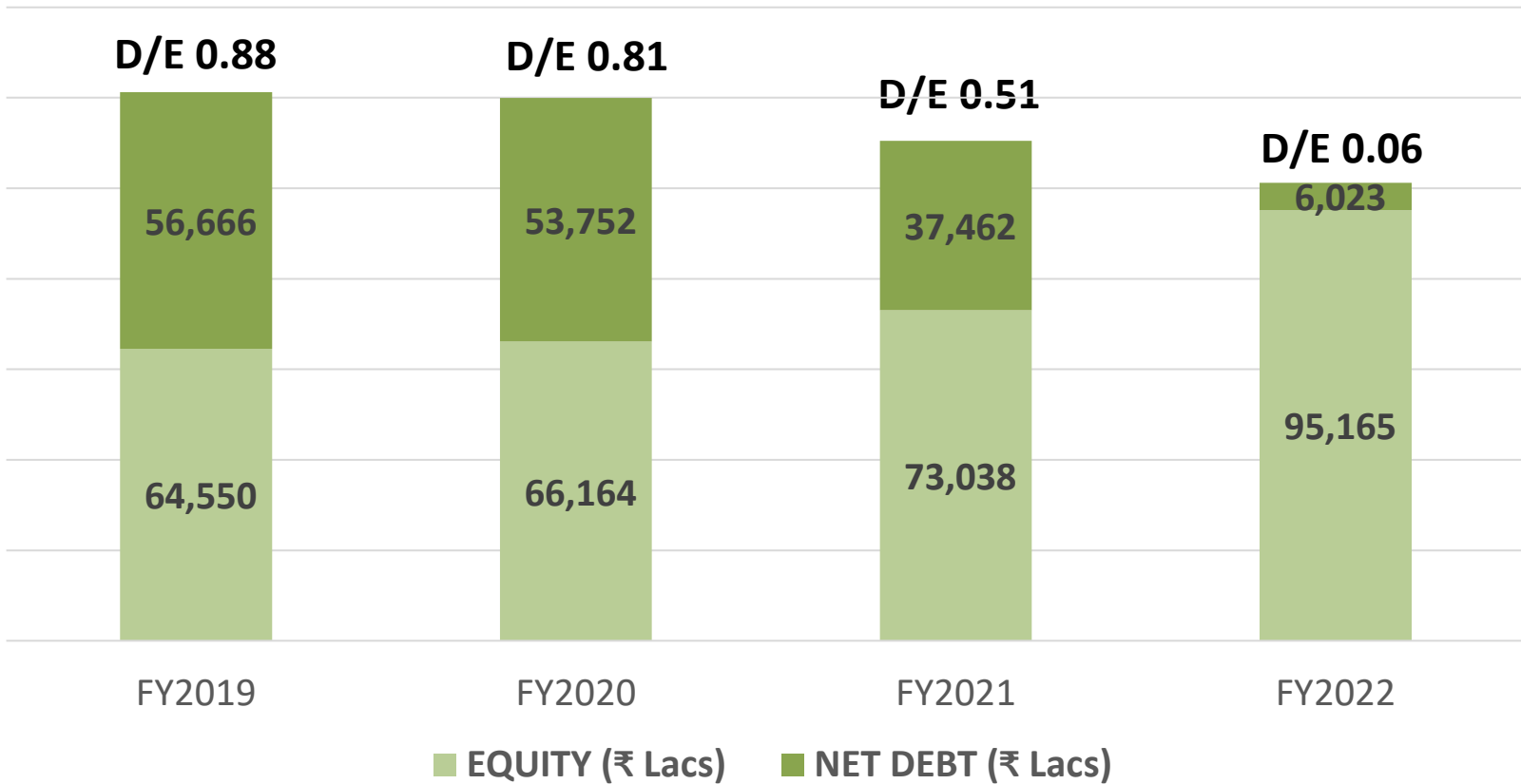
Capital Structure

GROSS DEBT EQUITY



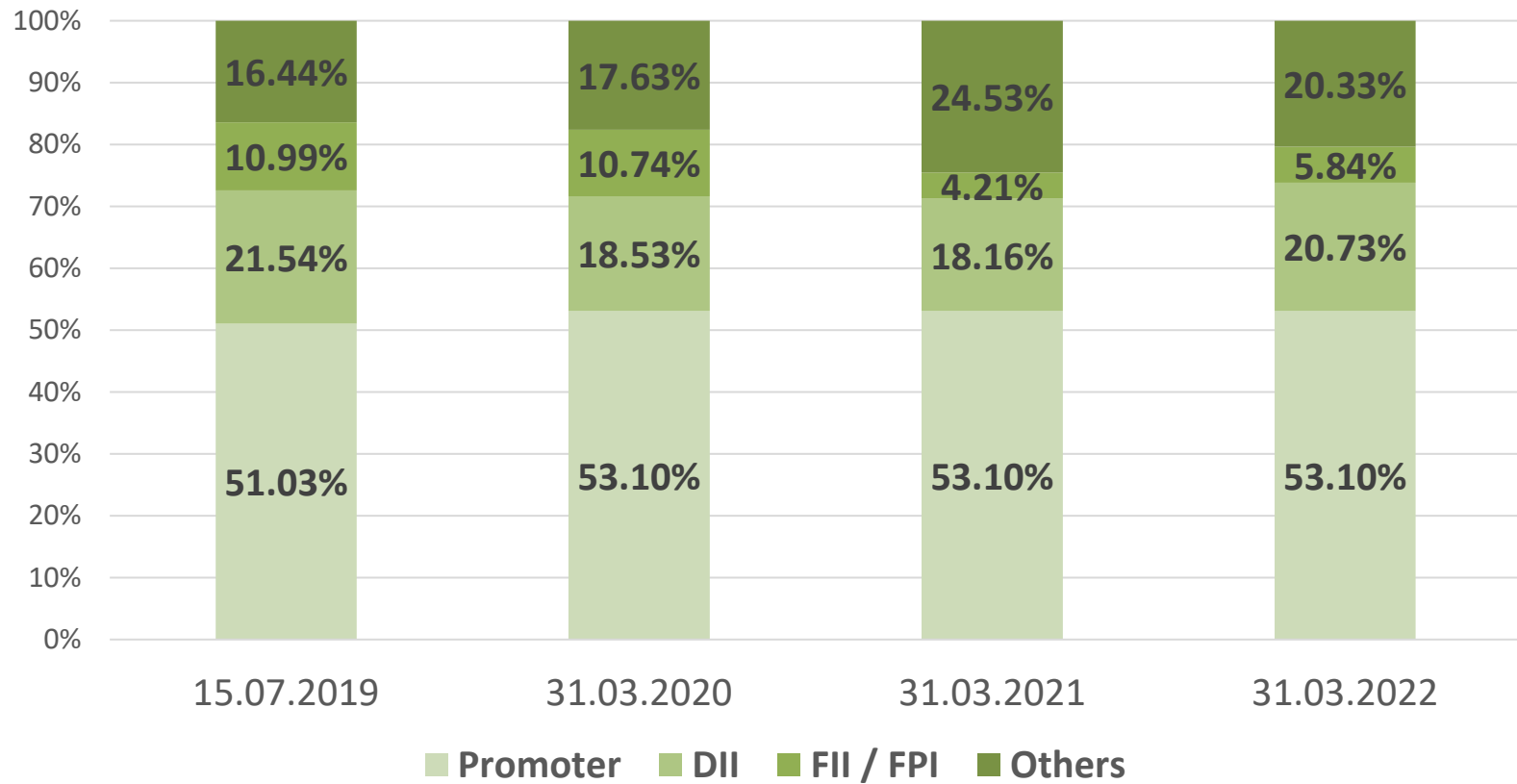
Capital Structure

NET DEBT EQUITY



Shareholding Pattern

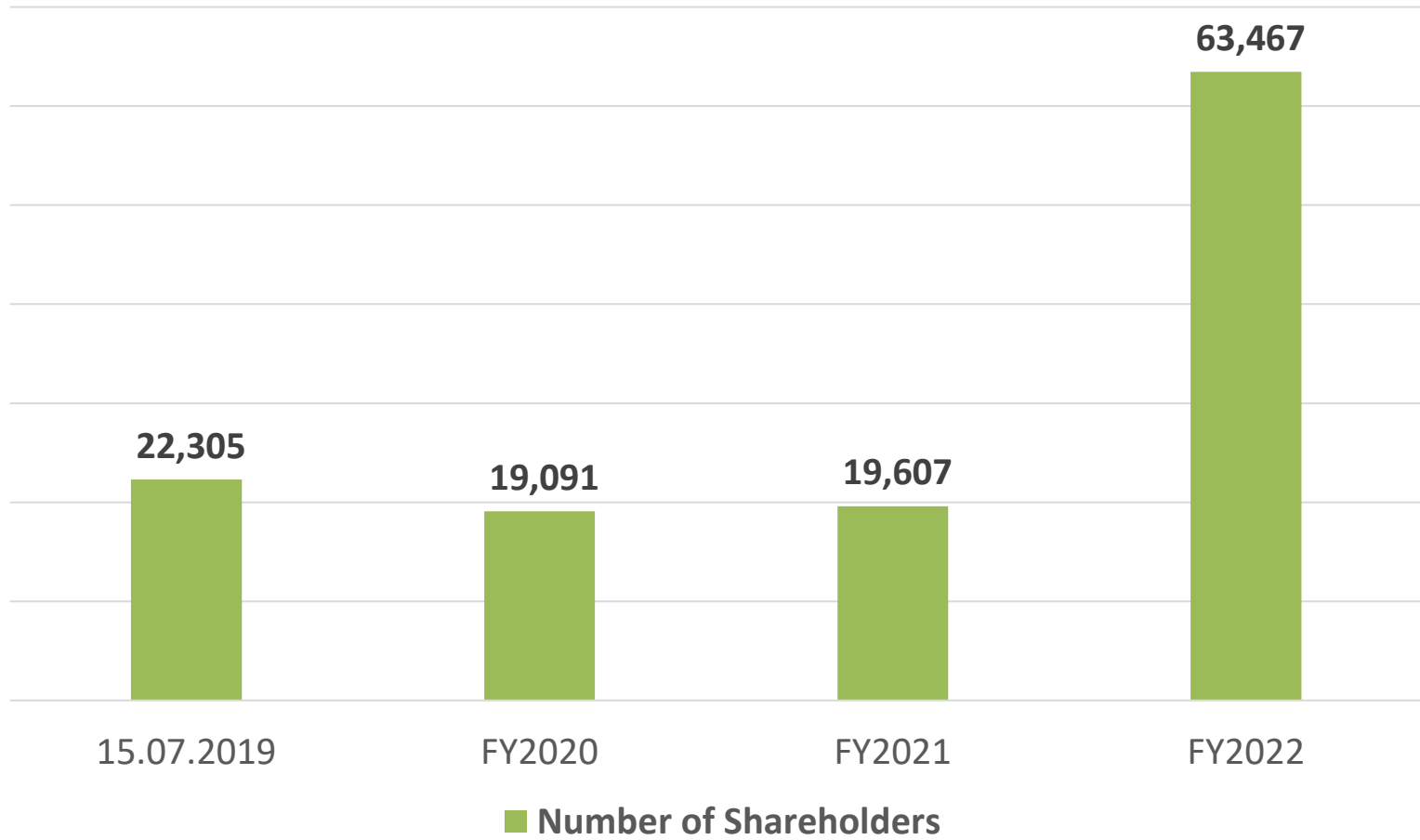
Shareholding structure (%)





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Shareholding





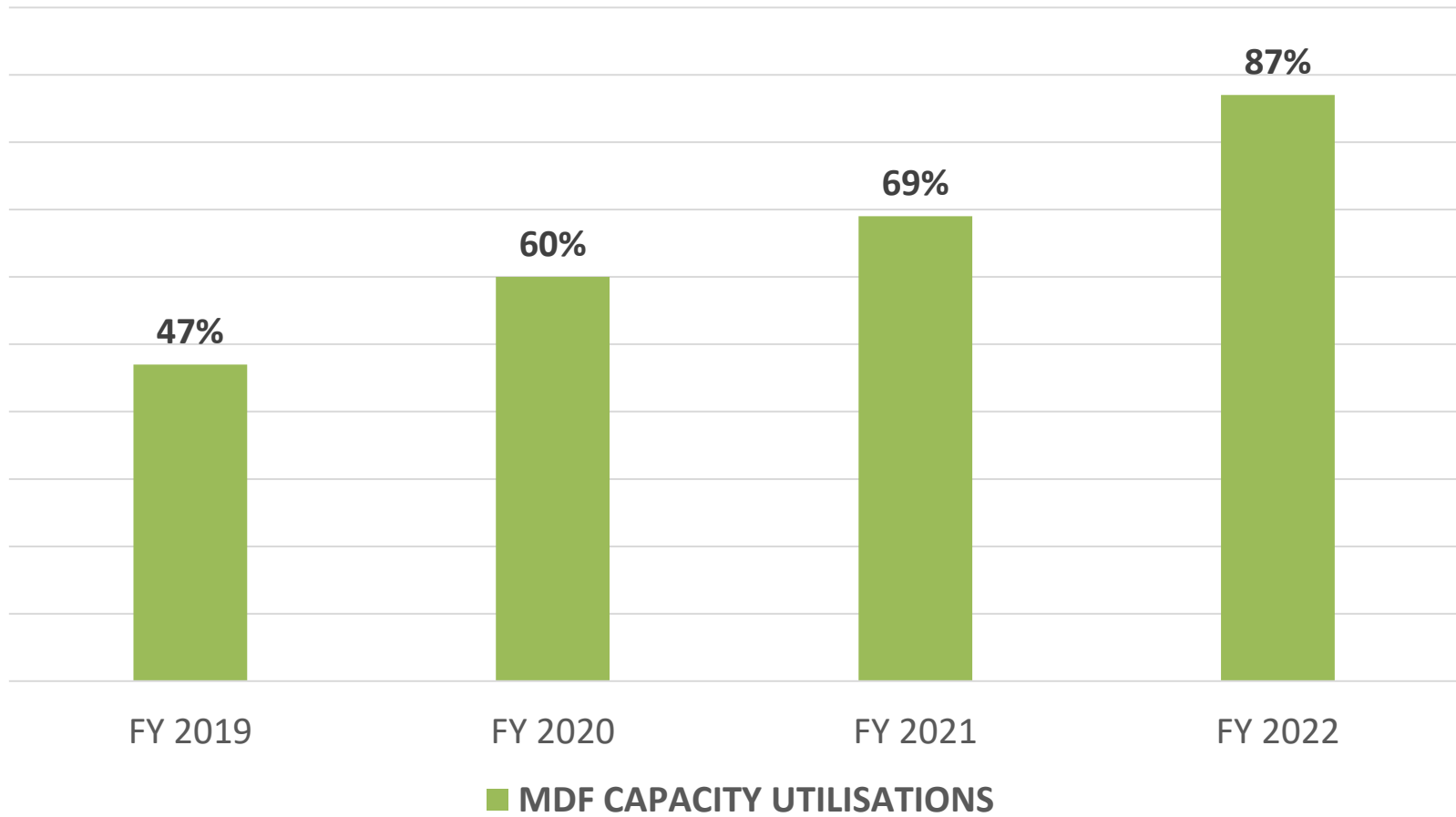
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MDF Business

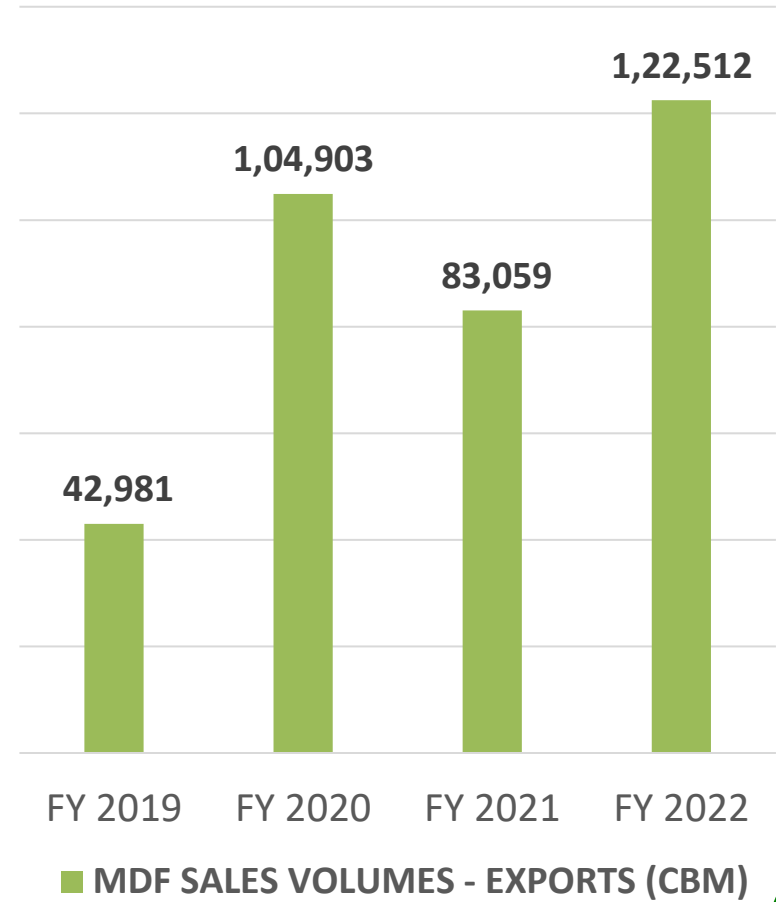
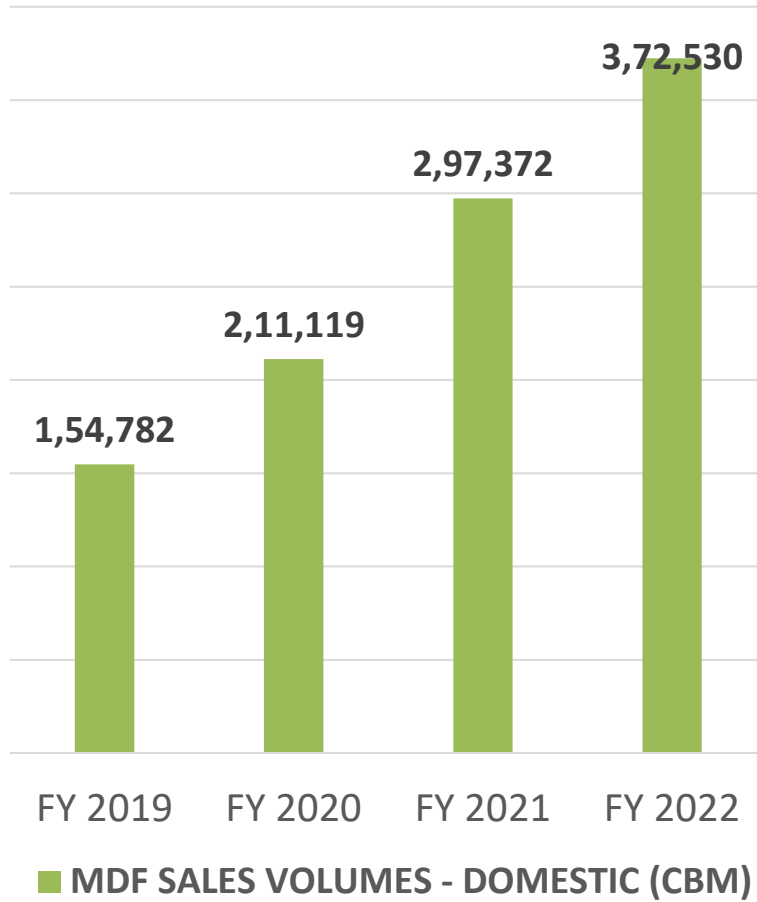


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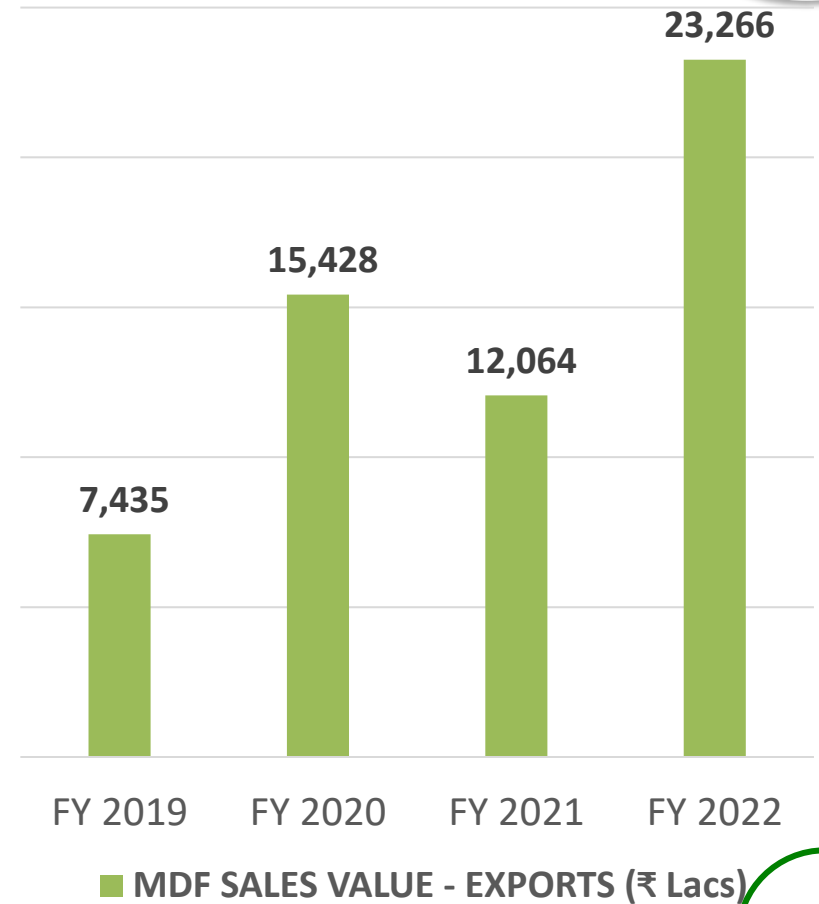
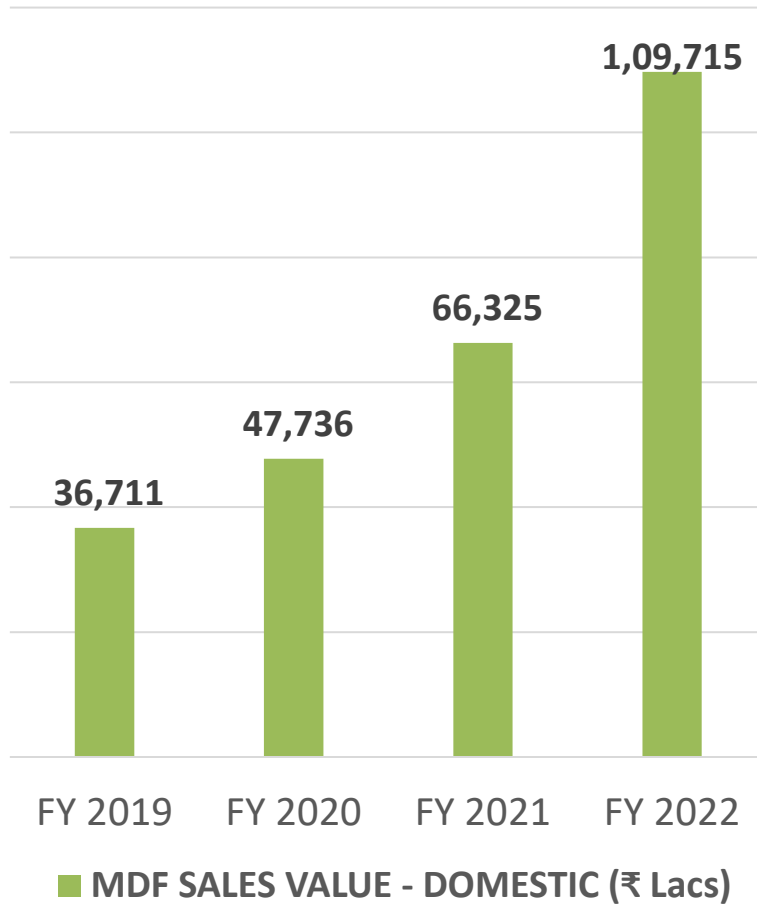
MDF Business



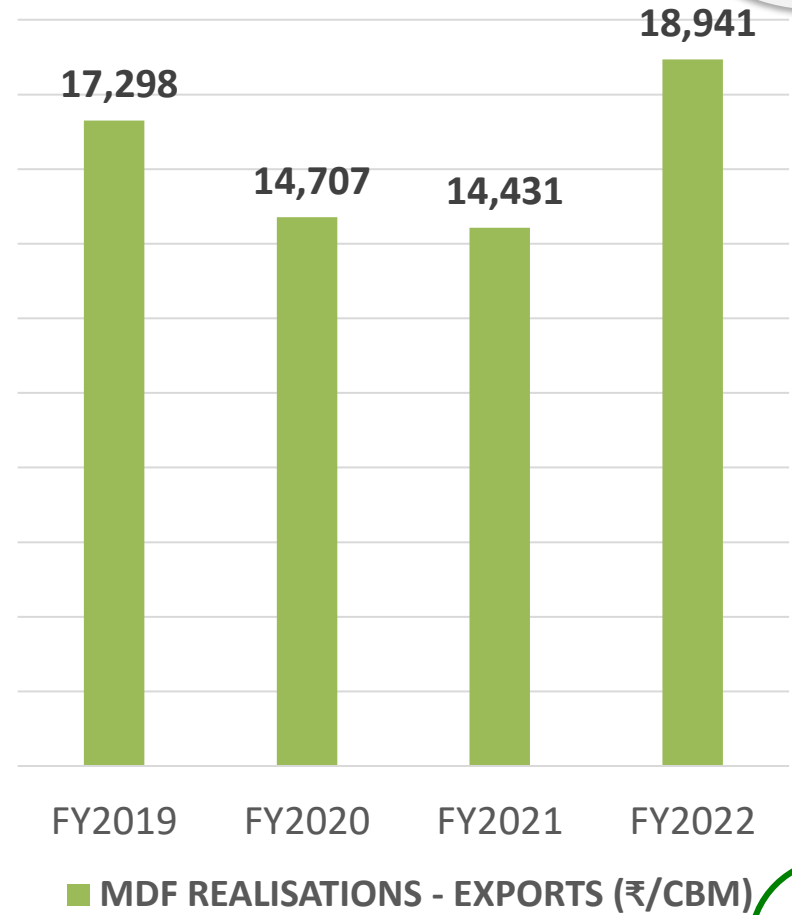
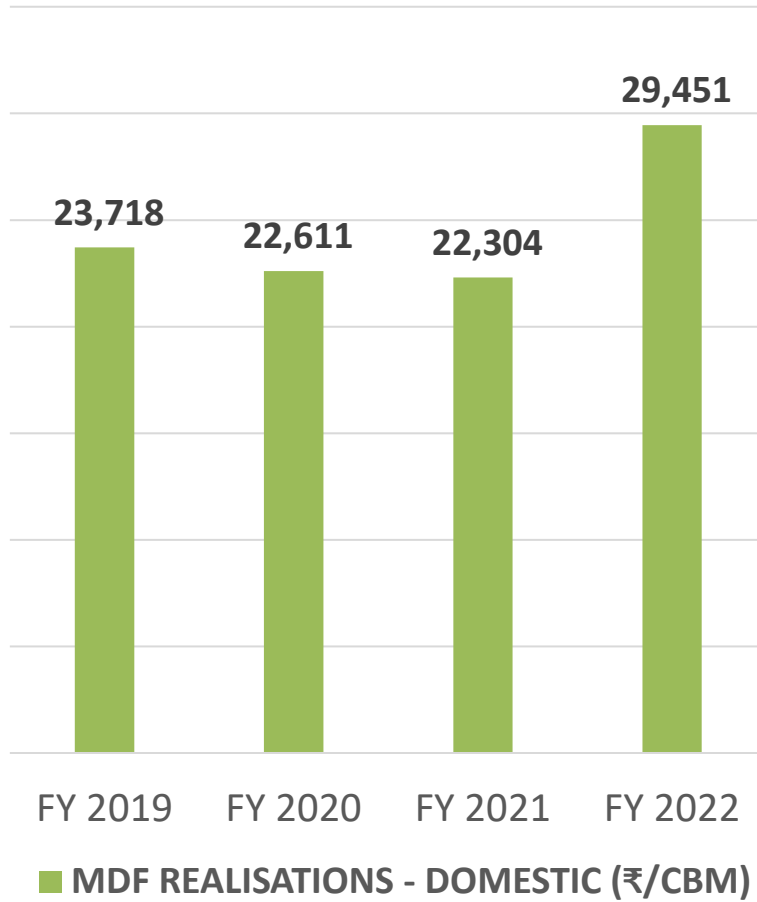
MDF Business



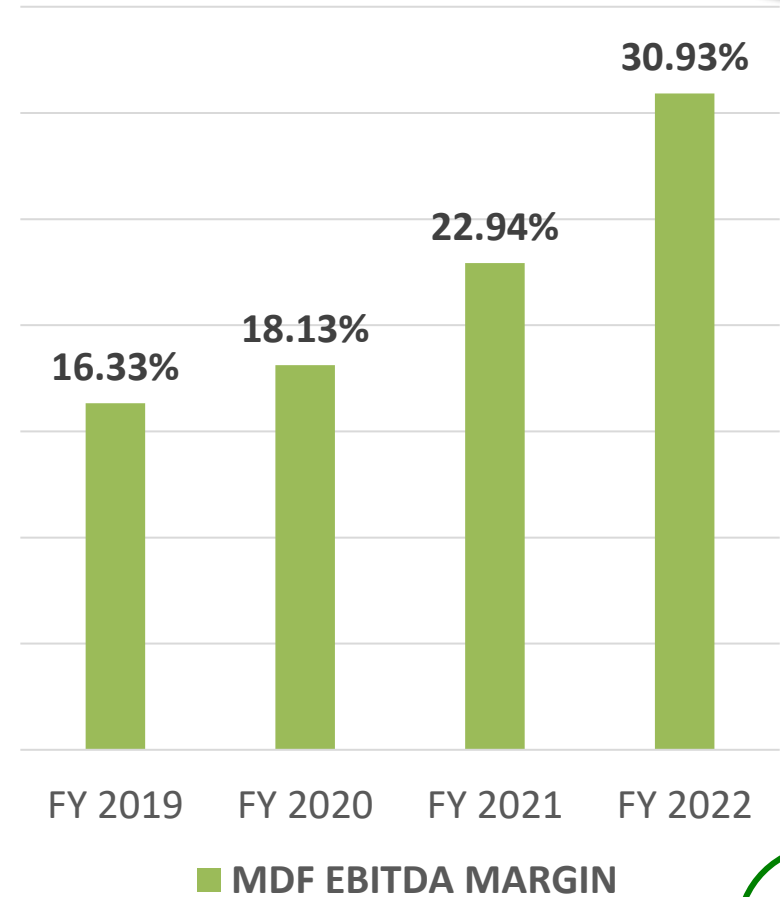
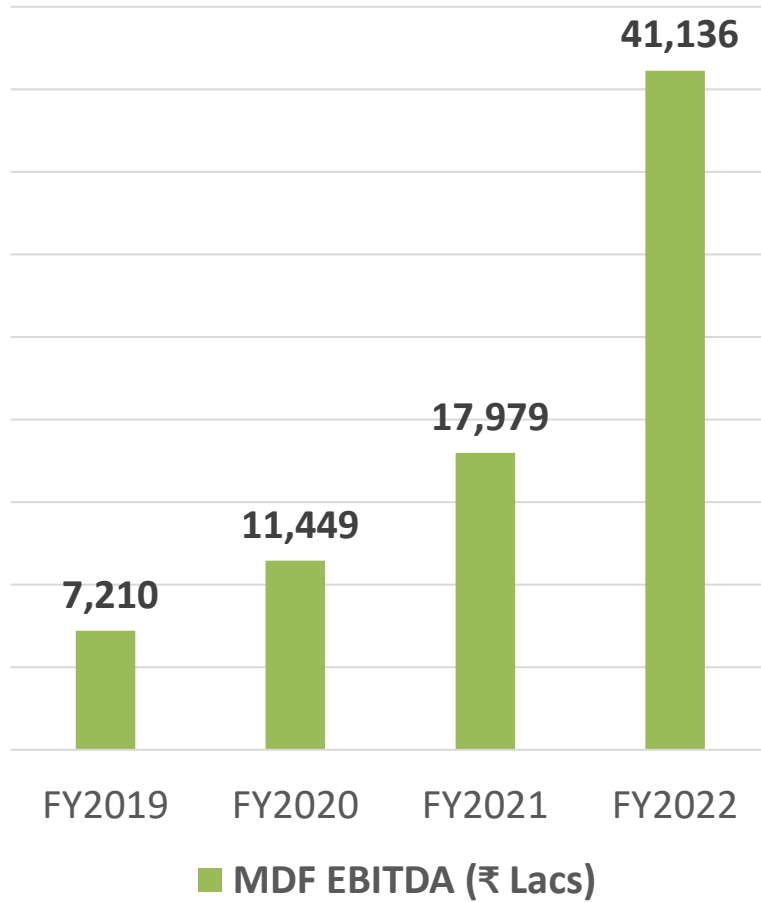
MDF Business



MDF Business



MDF Business

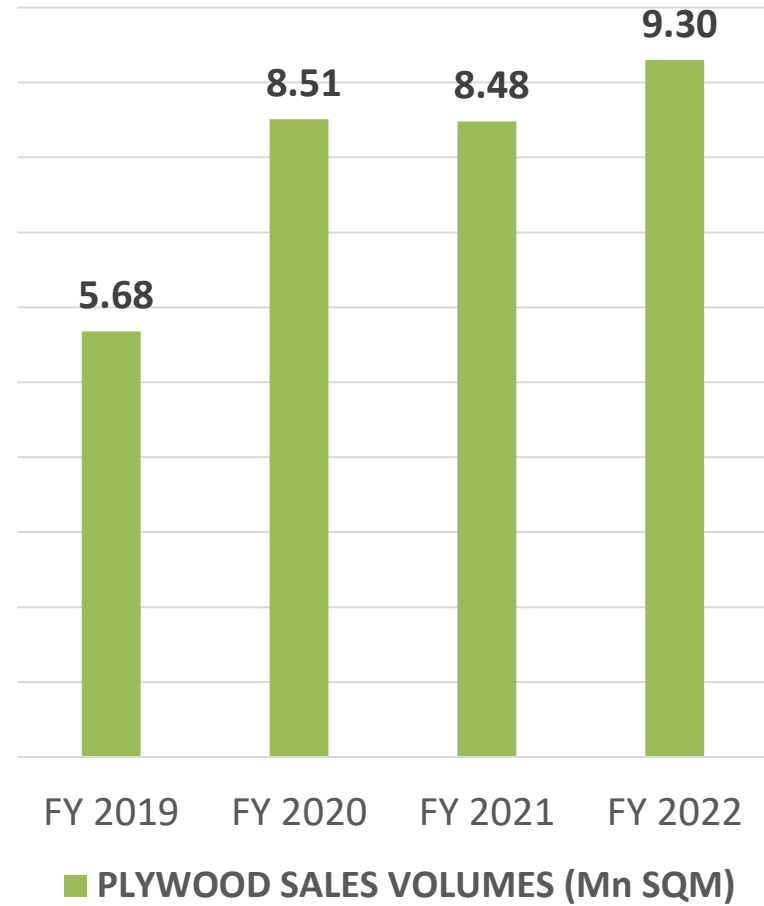
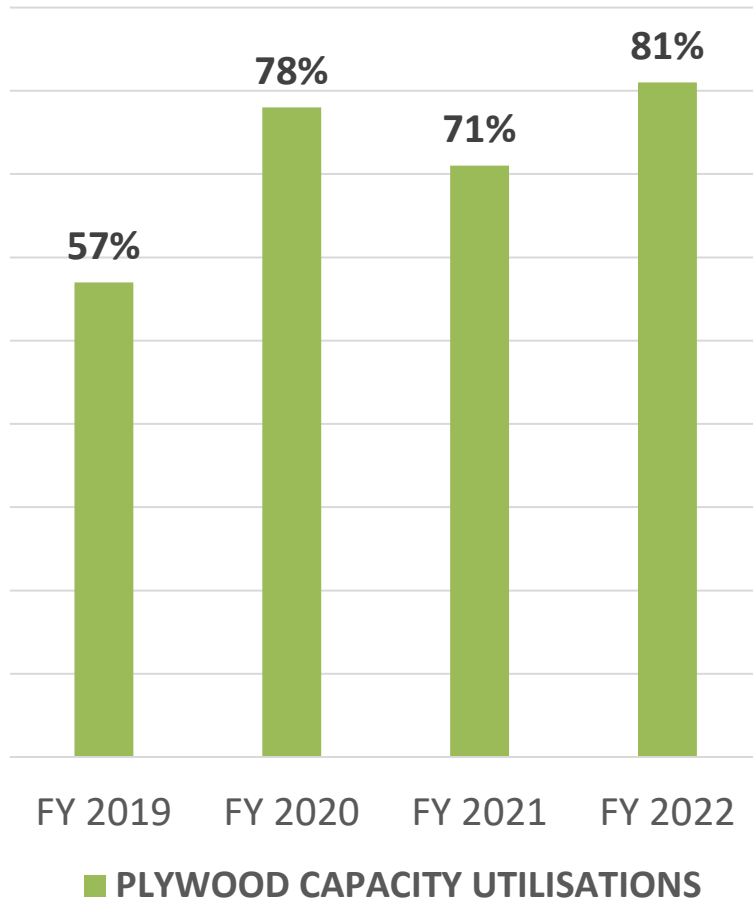




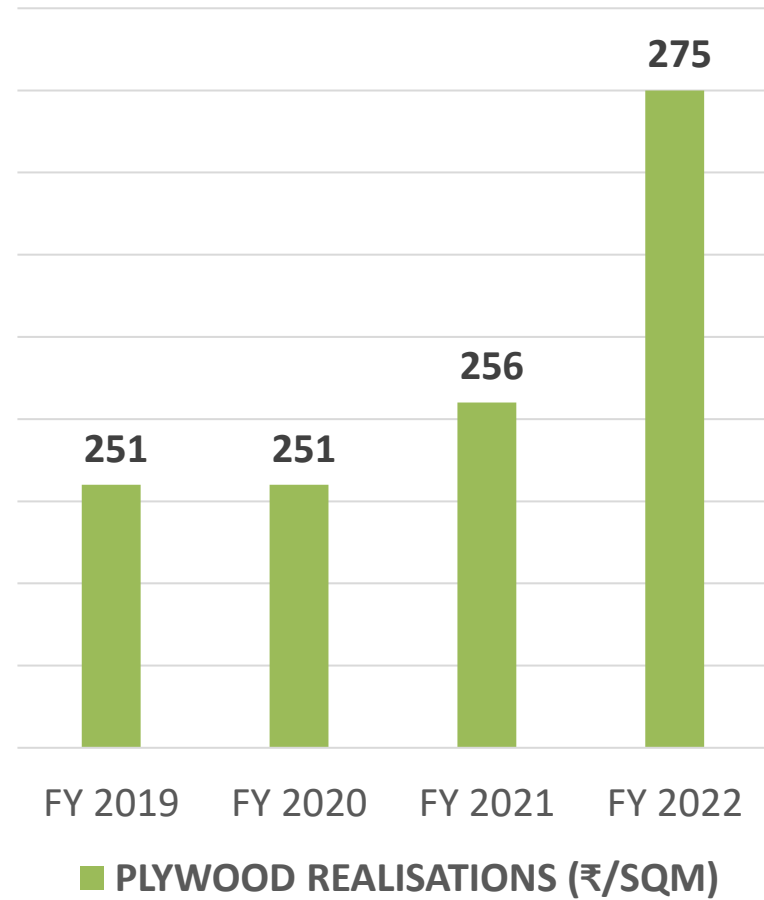
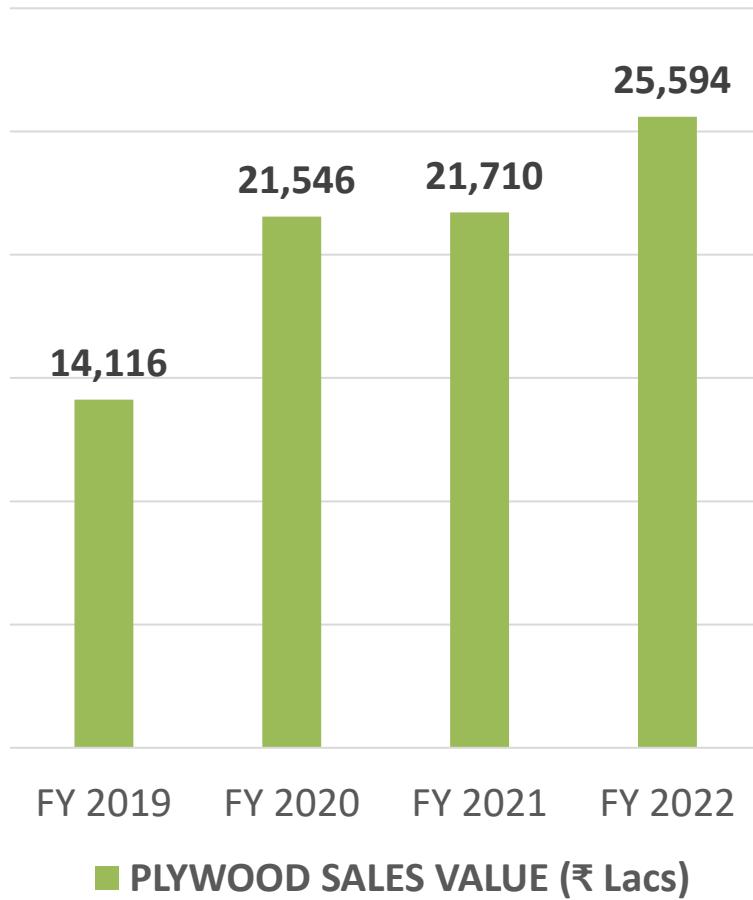
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Ply Business

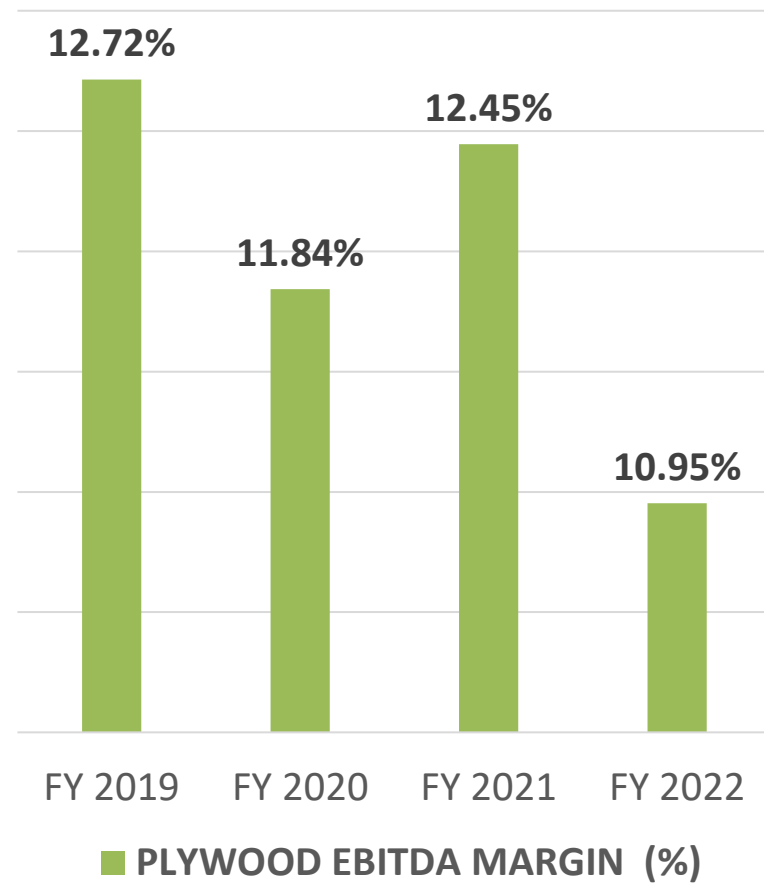
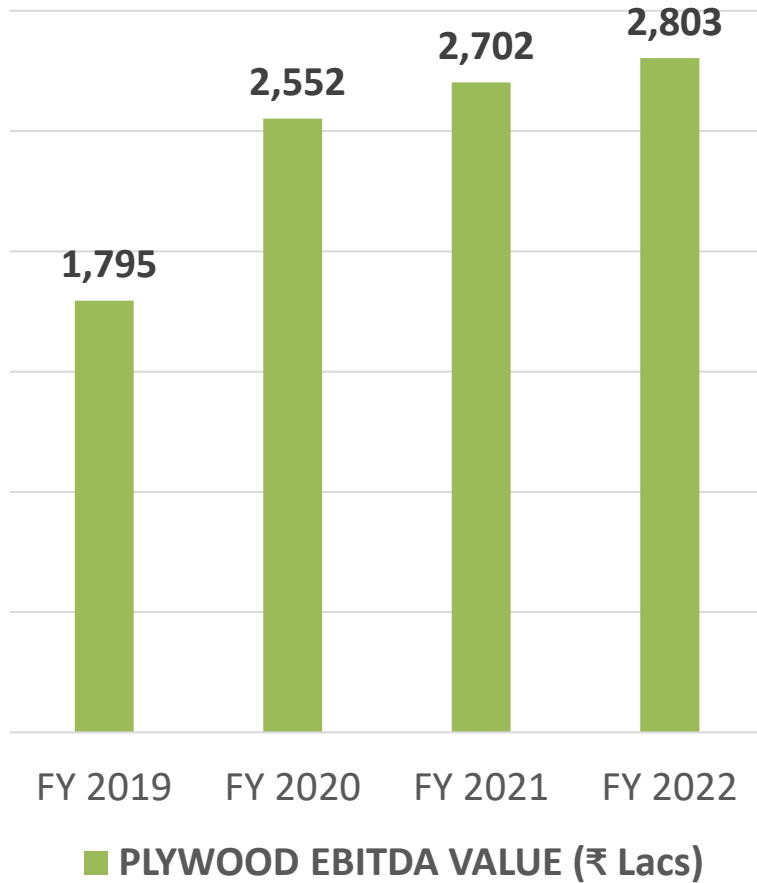
Ply Business



Ply Business



Ply Business



Achieved so far...

- ✓ Annual **capacity of MDF increased** from 540,000 CBM to 660,000 CBM in FY2022 by installation of MAT pre-heating systems
- ✓ **Wax emulsion system installed** during the year to reduce Wax consumption in MDF production to the tune of 30%
- ✓ Term loan from LBBW prepaid to the extent of EUR 9 million in FY2022 that substantially **brought down the debt exposure** and foreign currency exposure
- ✓ Greenpanel is the **largest exporter of MDF** from India and has presence in 16 countries globally



GREENPANEL

Our widened distribution network

2,535

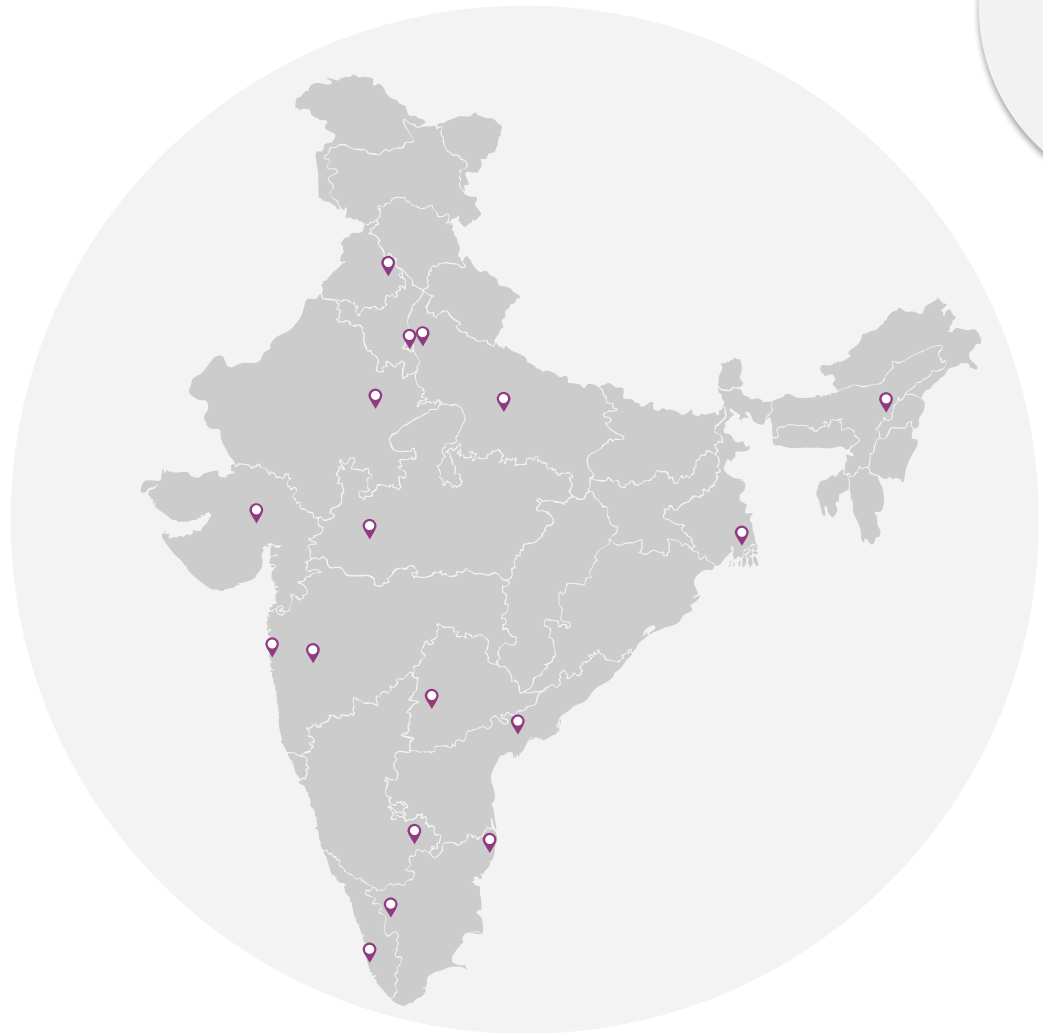
Number of dealers as on
31st March 2022

12,500+

Number of retailers as on
31st March 2022

17

Branches pan-India



Name of physical branches

West & Central: Mumbai, Pune, Indore, Ahmedabad

South: Bangalore, Hyderabad, Kochi, Coimbatore, Chennai, Vijayawada

North: Jaipur, Chandigarh, Lucknow, Ghaziabad, Delhi

East: Kolkata, Guwahati



Thank you

Mr. V. Venkatramani

Chief Financial Officer

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