



GREENPANEL®

Brand Greenpanel

Performance in Q3 & 9M FY2023

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 ₹ 4,137 crores as on December 31 2022 (NSE closing price of ₹ 337.35).

● 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 _____
**Overview by MD &
CEO**



“MDF Export Volumes rose by 24% while domestic volumes fell by 7%. MDF EBITDA Margins (excluding forex loss / gain) were lower by 353 bps q-o-q and 452 bps y-o-y at 25.6% due to fall in domestic volumes and price cuts taken in export realisations.”

“ PAT was impacted by Forex Loss of Rs 17.29 crores.”

We maintained working capital discipline in a challenging quarter generating Cash Rs 94 crores.”

Overview by MD & CEO

“MDF sales volumes fell by 2%. MDF Ebitda Margins (excluding forex loss / gain) were down by 353 bps q-o-q at 25.6% due to fall in domestic volumes and reduction in export realisations. PAT was hit by Currency Loss of Rs 17.22 crores, Rs 8.45 crores included in forex loss (above Ebitda) and Rs 8.77 crores included in Finance cost”

“Plywood volumes fell by 2.5% QoQ; operating margins marginally lower at 7% .”

“Consolidated operating margins (excluding forex loss / gain) fell by 319 basis points to 23% due to reasons mentioned above.”

“Working capital investment lower by 1 day QoQ to 23 days as on 31st December 2022.”

“Cash Generated ₹ 94 crores during Q3. Net debt reduced to negative ₹ 145 crores as on 31st December 2022.”

“Increasing the Greenpanel Brand Value, by associating with Delhi Capitals, an IPL Franchise, as principal sponsor for 3 years.”

“Widening distribution reach and increasing proportion of value-added products will be our major focus areas in future quarters.”

Shobhan Mittal

Managing Director & CEO
Greenpanel Industries Limited



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Part Two _____
Increasing Brand Visibility



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PARTNERS





GREENPANEL partners with Delhi Capitals as PRINCIPAL SPONSOR (chest) for **3 Years**

This Partnership will Give us the following Advantages:

- Increase and Enhance our Brand's Visibility
- Positive Brand Imagery rub-off's through Various Aspects visible During IPL
 - ON AIR Visibility
 - ON GROUND Perimeter Boards
 - Brand Zone in the Stadium
 - Branding visible at all 7 Delhi Matches at the Delhi Stadium.
 - And more.....
- Various On Ground and On Air Opportunities
- Not just DC we are also **Principal Sponsors for Pretoria Capitals** for their SA T 20 league.

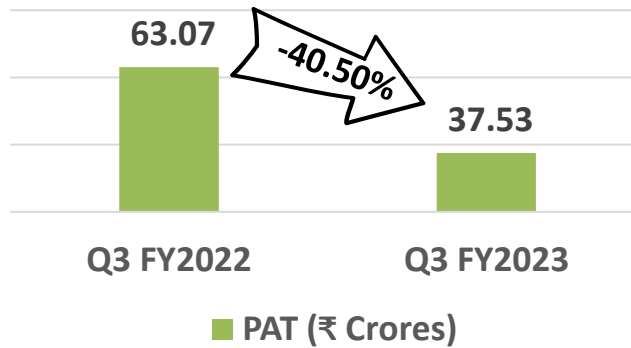
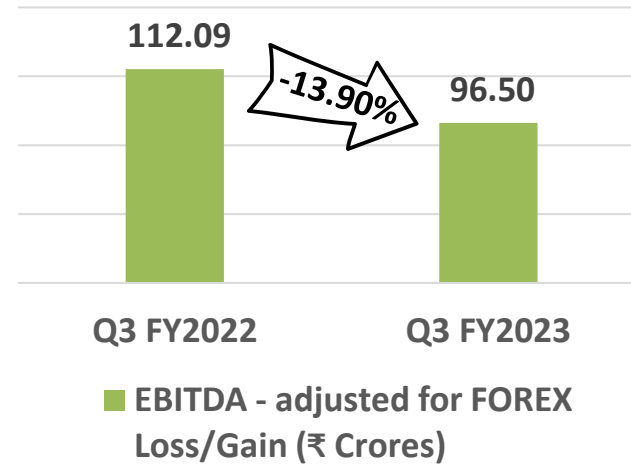
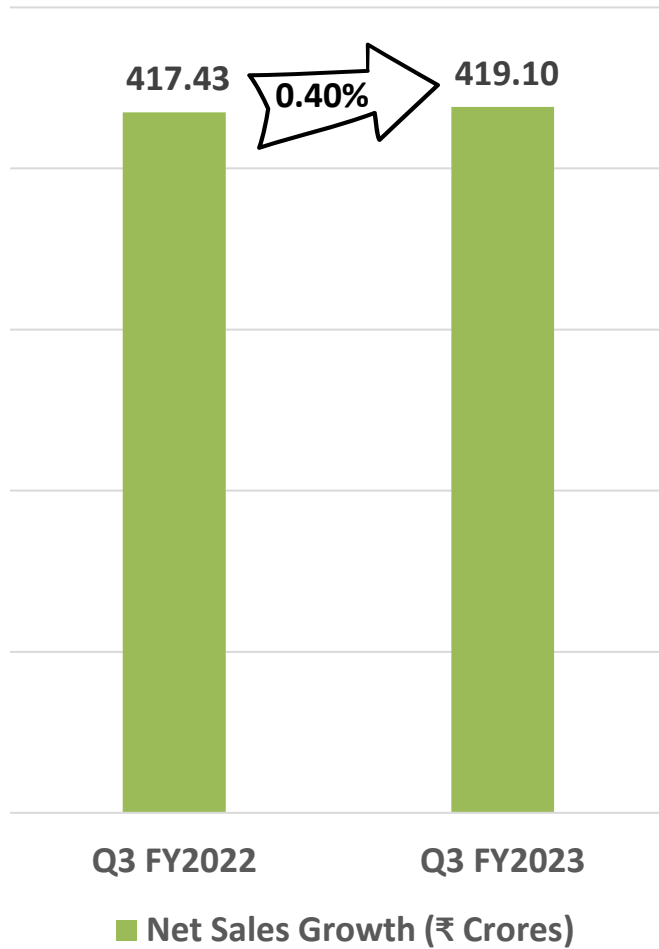




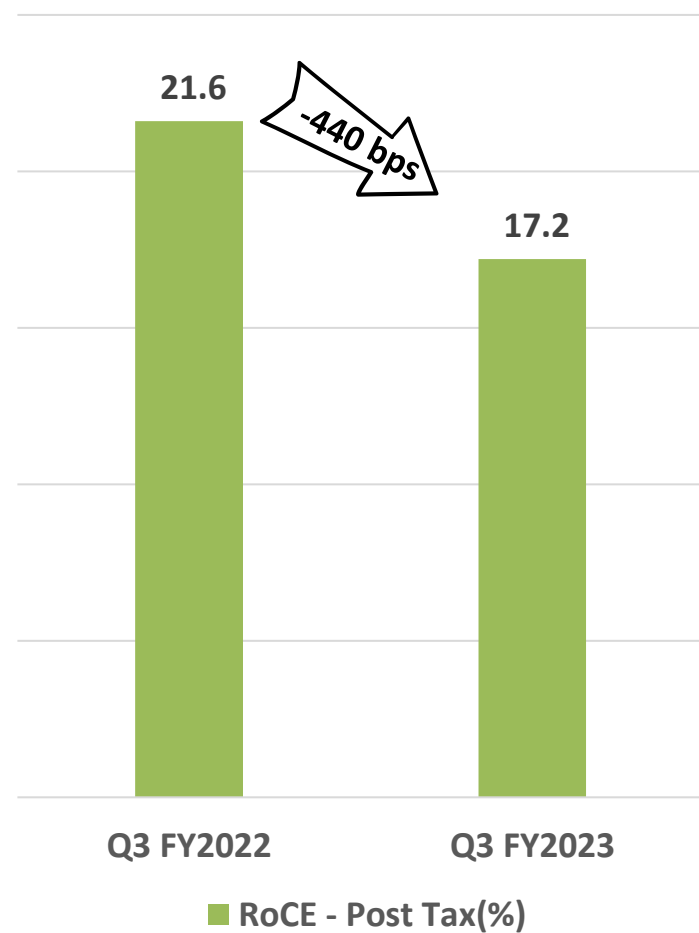
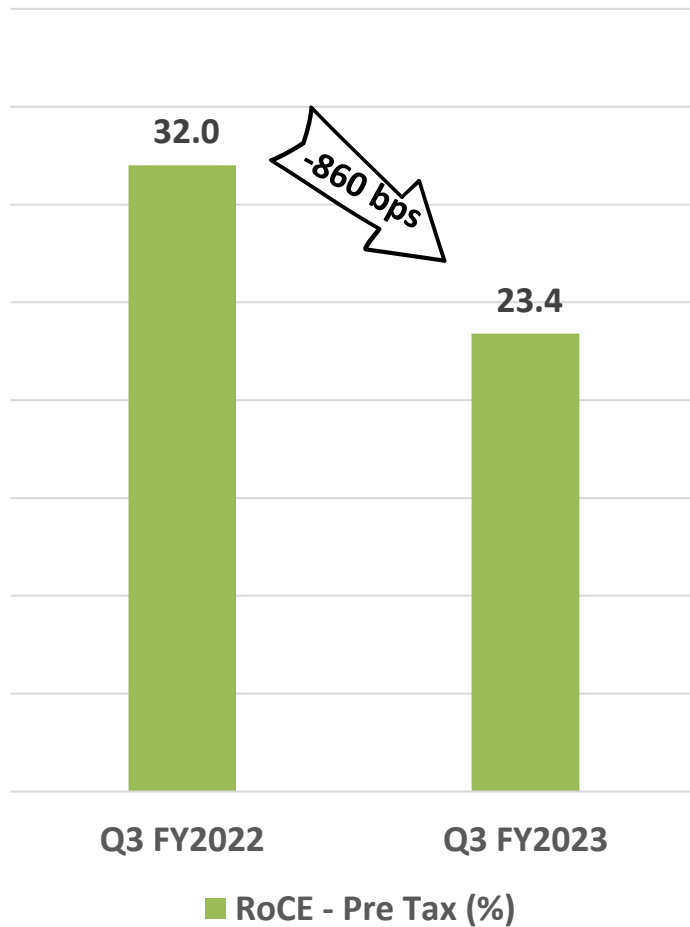
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Part Three _____
**Our performance,
Q3 FY2023**

Our financial performance in brief



Our financial performance in brief



REDUCTION IN NET DEBT



Rs Crores

PARTICULARS	Q3 FY 2023	Q2 FY 2023	Q1 FY 2023	Q4 FY 2022	Q3 FY 2022
GROSS DEBT	194.83	201.65	208.21	282.65	280.48
BANK BALANCES	339.50	260.38	225.44	222.42	136.87
NET DEBT	(-) 144.67	(-) 58.73	(-) 17.23	60.23	143.61

Financial Highlights

Q3 FY2023 v/s Q3 FY2022

Key Ratios (%)	Q3 FY2023	Q3 FY2022
Gross Margin	58.20	57.00
EBITDA Margin (Excl Forex Loss / Gain)	23.00	26.90
EBIT Margin (Excl Forex Loss / Gain)	18.70	22.40
Net Margin	9.00	15.10
Sales Promotion / Net Sales	1.00	1.20
Employee Expenses / Net Sales	8.40	7.90
Logistics Costs / Net Sales	5.10	5.70
EPS (₹)	3.06	5.14

Segment Performance - MDF (Quarter)

Particulars	Q3 FY2023	Q3 FY2022	Growth
Net Sales (₹ Crores)	361.57	350.40	3.20%
EBITDA Margin (Excl Forex)	25.60%	30.10%	
EBIT Margin (Excl Forex)	20.80%	25.20%	
Annual Capacity (CBM)	6,60,000	5,40,000	
Production (CBM)	1,25,188	1,15,652	8.20%
Sales Volume (CBM)	1,18,218	1,20,724	-2.10%
Capacity Utilisation	76%	86%	
Blended Realisation (₹/CBM)	30,585	29,025	5.40%
Domestic Realisation (₹/CBM)	33,854	30,651	10.50%
Export Realisation (₹/CBM)	18,643	21,051	-11.40%

Segment Performance - MDF (9 Months)

Particulars	9M FY 2023	9M FY 2022	Growth
Net Sales (₹ Crores)	1148.57	940.00	22.20%
EBITDA Margin (Excl Forex)	29.10%	29.10%	
EBIT Margin (Excl Forex)	24.60%	23.70%	
Annual Capacity (CBM)	6,60,000	5,40,000	
Production (CBM)	3,81,040	3,66,617	3.90%
Sales Volume (CBM)	3,69,479	3,70,503	-0.30%
Capacity Utilisation	77%	90%	
Blended Realisation (₹/CBM)	31,086	25,355	22.60%
Domestic Realisation (₹/CBM)	33,580	27,996	19.90%
Export Realisation (₹/CBM)	21,880	18,191	20.30%

Segment Performance - Plywood (Quarter)

Particulars	Q3 FY2023	Q3 FY2022	Growth
Net Sales (₹ Crores)	57.53	67.04	-14.20%
EBITDA Margin	7.00%	9.90%	
EBIT Margin	5.20%	8.00%	
Annual Capacity (Mn Sqm)	10.50	10.50	
Production (Mn Sqm)	1.73	2.33	-25.80%
Sales Volume (Mn Sqm)	1.99	2.47	-19.40%
Capacity Utilisation	66%	89%	
Average Realisation (₹/Sqm)	289	272	6.30%

Segment Performance - Plywood (9 Months)

Particulars	9M FY 2023	9M FY 2022	Growth
Net Sales (₹ Crores)	189.41	185.48	2.10%
EBITDA Margin	8.80%	11.60%	
EBIT Margin	7.10%	9.50%	
Annual Capacity (Mn Sqm)	10.50	10.50	
Production (Mn Sqm)	5.87	6.36	-7.70%
Sales Volume (Mn Sqm)	6.55	6.83	-4.10%
Capacity Utilisation	75%	80%	
Average Realisation (₹/Sqm)	289	271	6.60%



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Part Four

Greenpanel Brand's Financial Health

Brand acceptance has supported
sustained growth

We strengthened realisations across both product lines

MDF

30,585

₹ / cubic meter,
Average realization,
Q3 FY2023

5.4

%, Growth in
average MDF
realisations

29,025

₹ / cubic meter,
Average realization,
Q3 FY2022

6.3

%, Growth in
average
Plywood
realisations



Plywood

289

₹ / square meter,
Average realization,
Q3 FY2023

272

₹ / square meter,
Average realization,
Q3 FY2022

Gross Margins were up

Gross Margins improved by 115 basis points from 57% to 58.2%. Ebitda margins, excluding forex and other income, were impacted due to increased imports and slowdown in US & Europe

23.0

% EBITDA margin,
Q3 FY2023

26.9

% EBITDA margin,
Q3 FY2022

We continued to remain principally an MDF-driven company

86

% of revenues drive
from MDF, Q3 FY2023

84

% of revenues drive
from MDF, Q3 FY2022

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

We maintained working capital hygiene

Working capital cycle

23

Days, working capital cycle from resource purchase to sales receipt, Q3 FY2023

24

Days, working capital cycle from resource purchase to sales receipt, Q2 FY2023

Inventory

38

Days, Total Inventory expressed in days of turnover equivalent, Q3 FY2023

39

Days, Total Inventory expressed in days of turnover equivalent, Q2 FY2023

Receivables

7

Days, receivables expressed in days of turnover equivalent, Q3 FY2023

9

Days, receivables expressed in days of turnover equivalent, Q2 FY2023

Payables

22

Days, payables
expressed in days of
turnover equivalent,
Q3 FY2023

24

Days, payables
expressed in days of
turnover equivalent,
Q2 FY2023

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

195

₹ crores, consolidated
gross debt, end of Q3
FY2023

280

₹ crores, consolidated
gross debt, end of Q3
FY2022



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MDF capacity utilization

MDF

76%

MDF capacity utilisation,
Q3 FY2023 on enhanced
capacity

86%

MDF capacity utilisation,
Q3 FY2022

Plywood capacity utilization

PLYWOOD

66%

Plywood capacity
utilisation, Q3 FY2023

89%

Plywood capacity
utilisation, Q3 FY2022



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Part Five _____

Brand Greenpanel: The Journey So Far

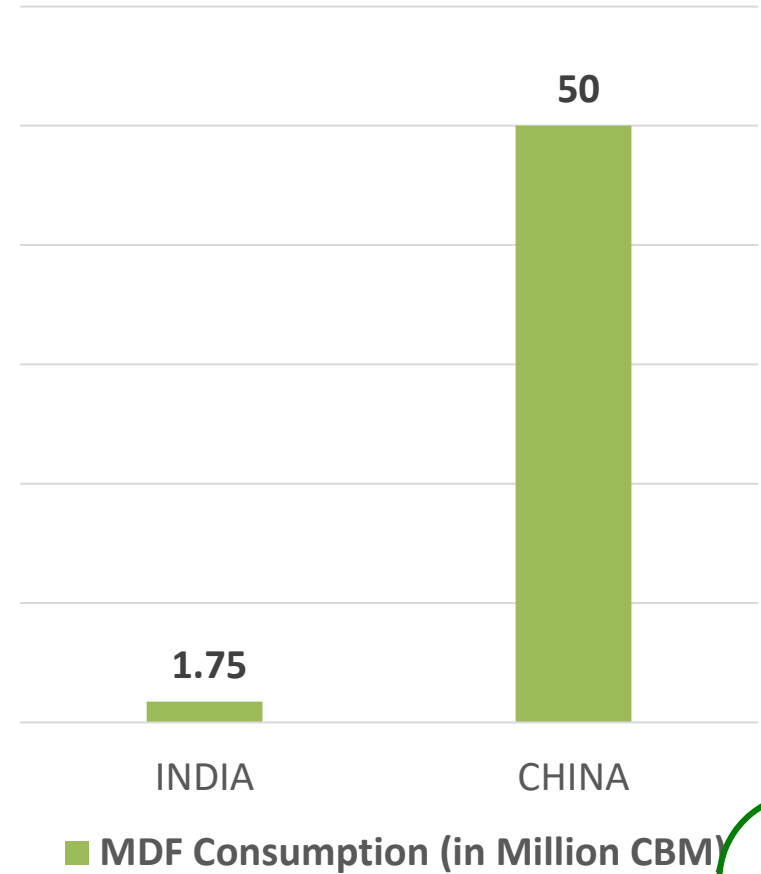
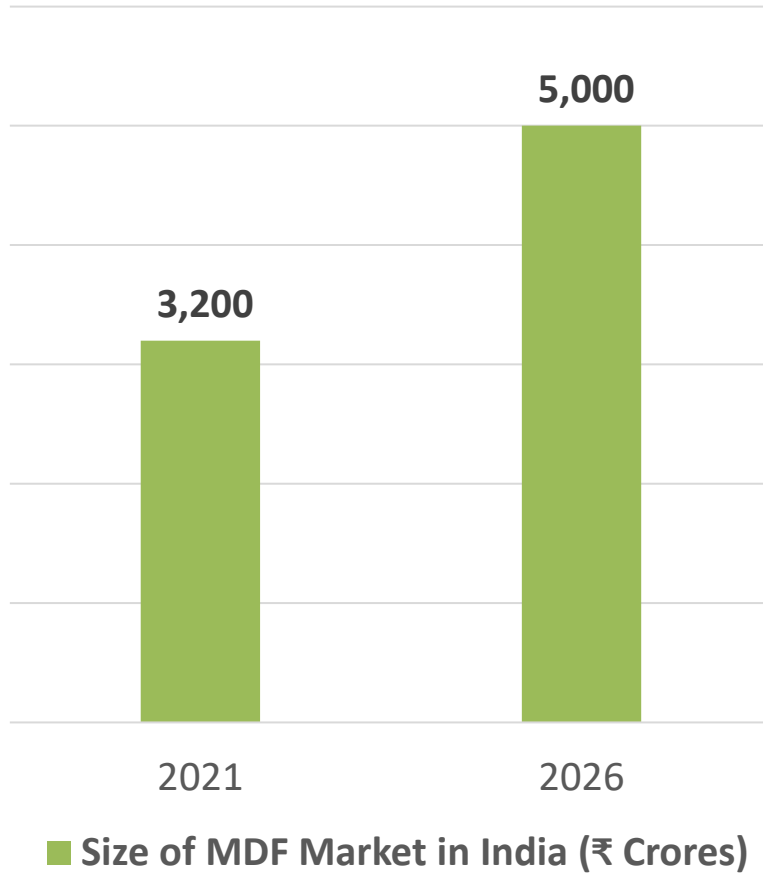


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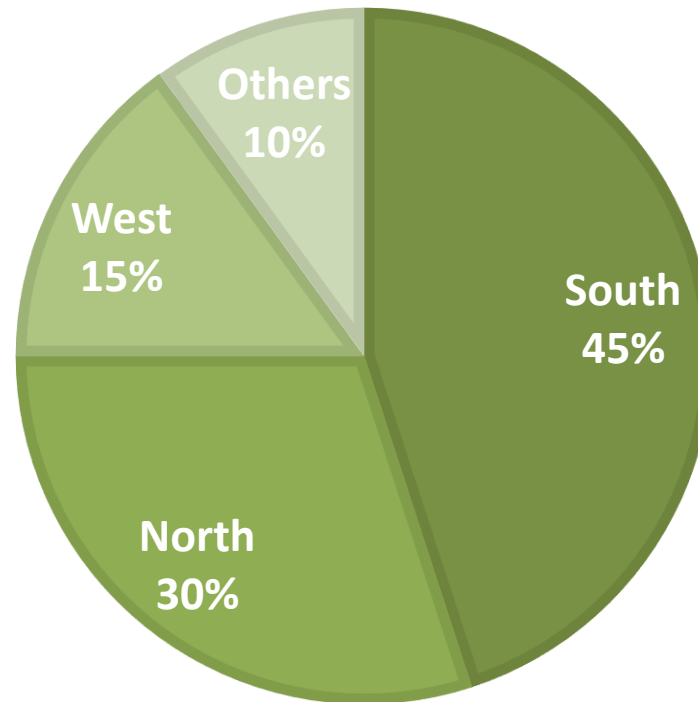
Financial and Business Review

Industry Overview

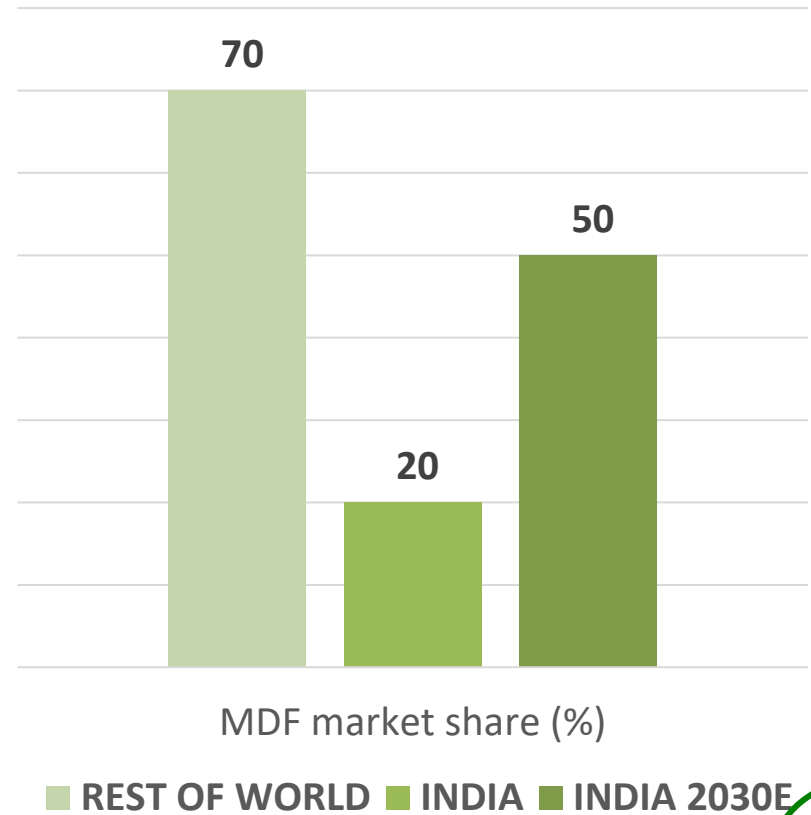
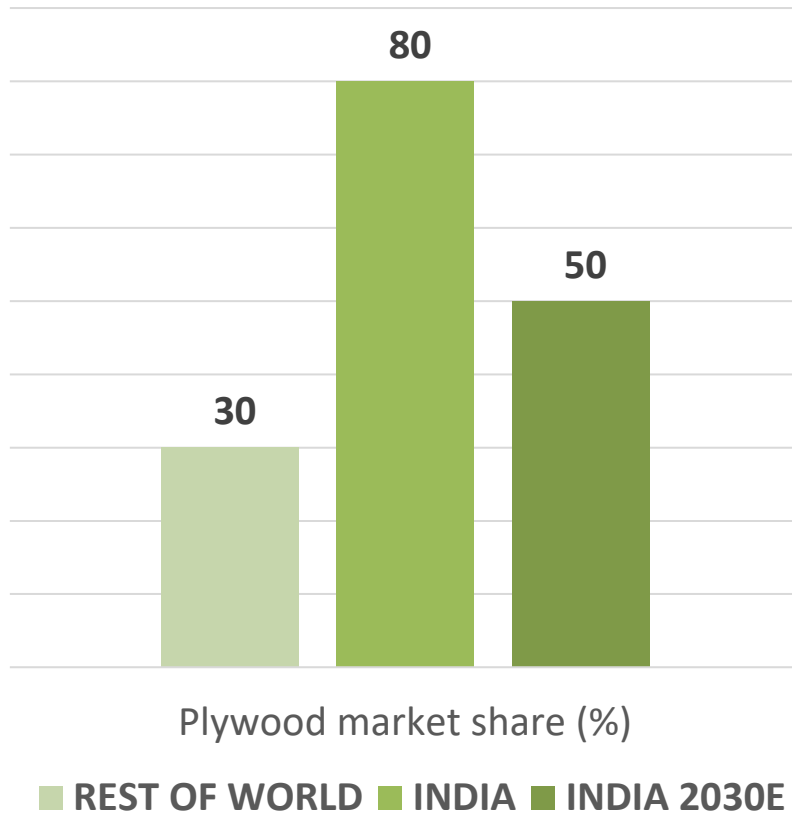


Industry Overview

REGIONAL DEMAND FOR MDF IN INDIA

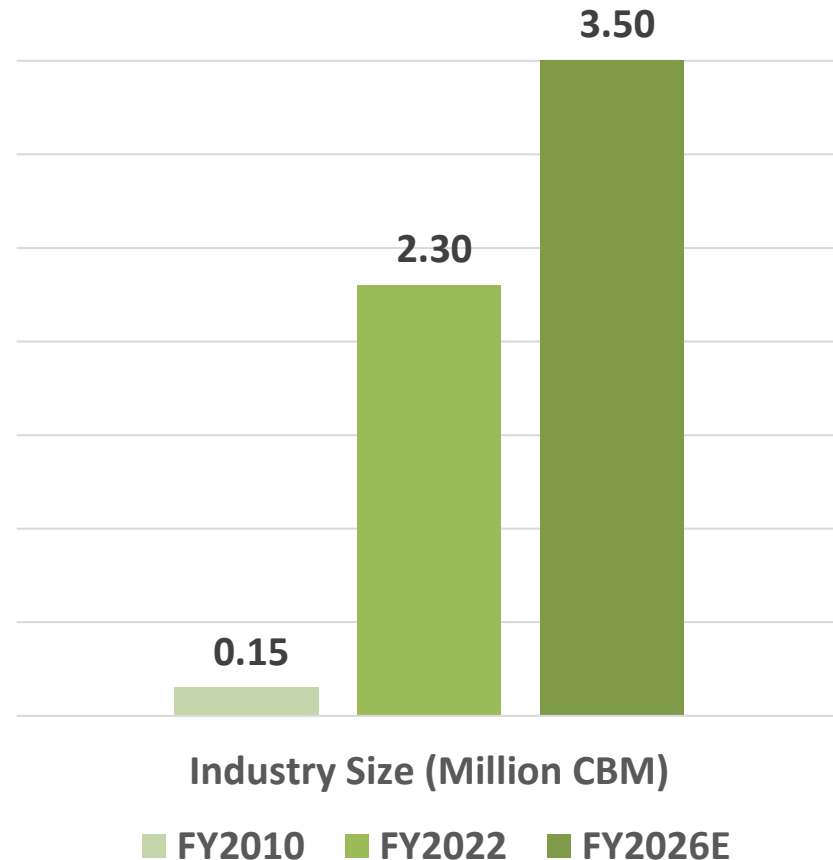


Industry Overview

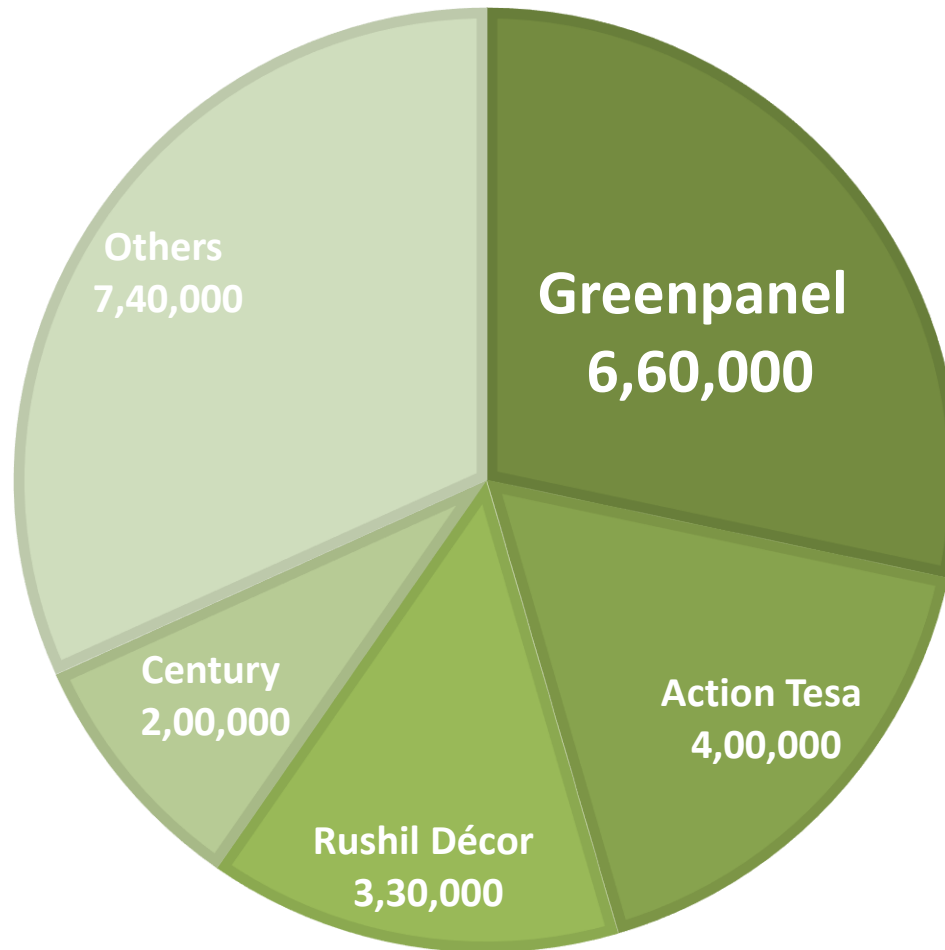


Industry Overview

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 as on 31st March 2022
- ☑ Credit ratings for “long term credit facilities” have consistently improved



Areas Highlighted

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



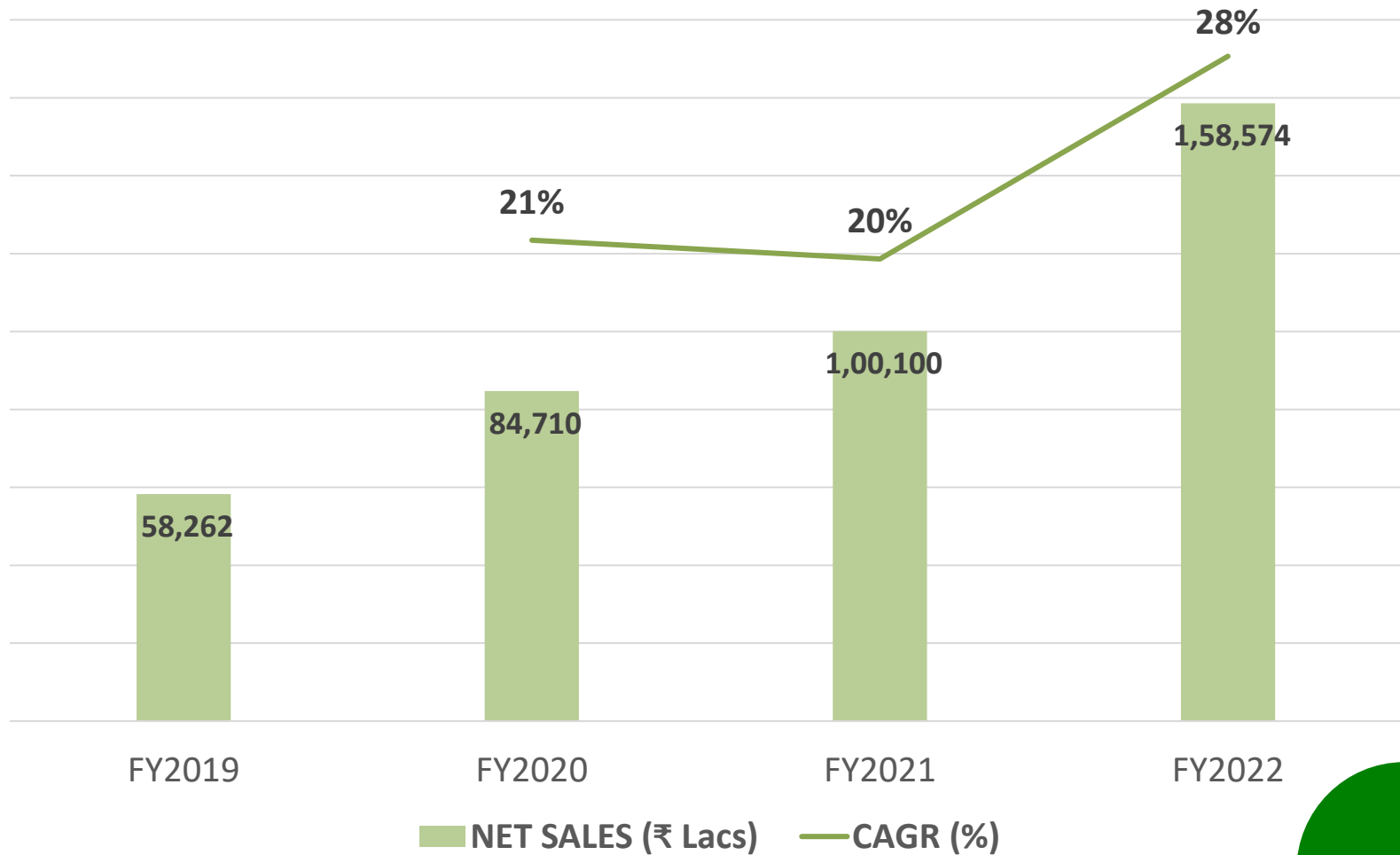
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FINANCIAL EVOLUTION

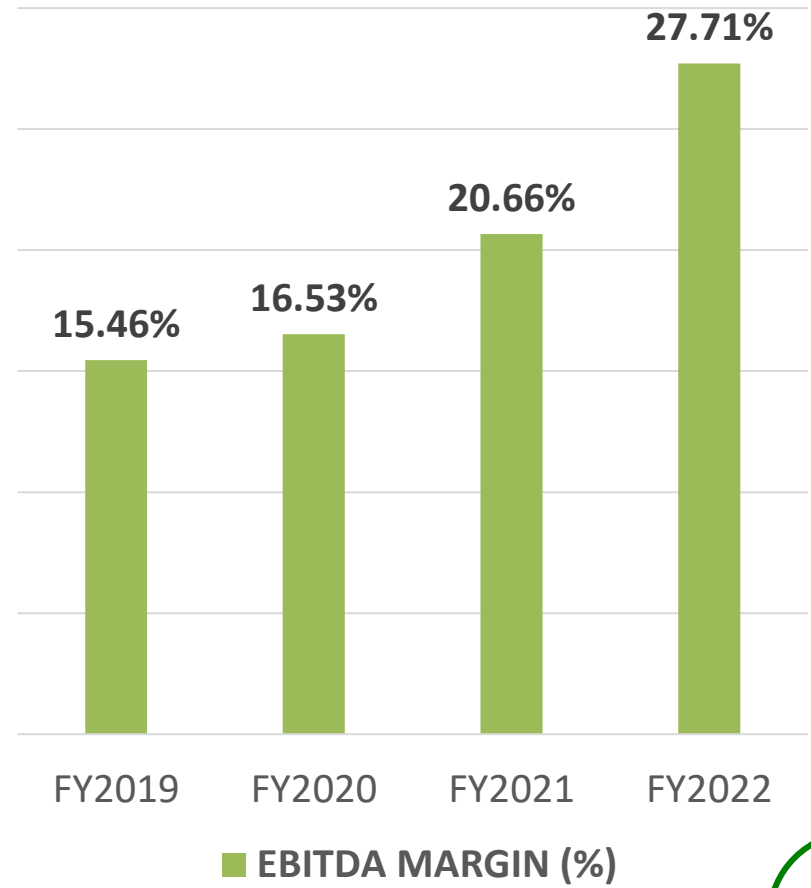
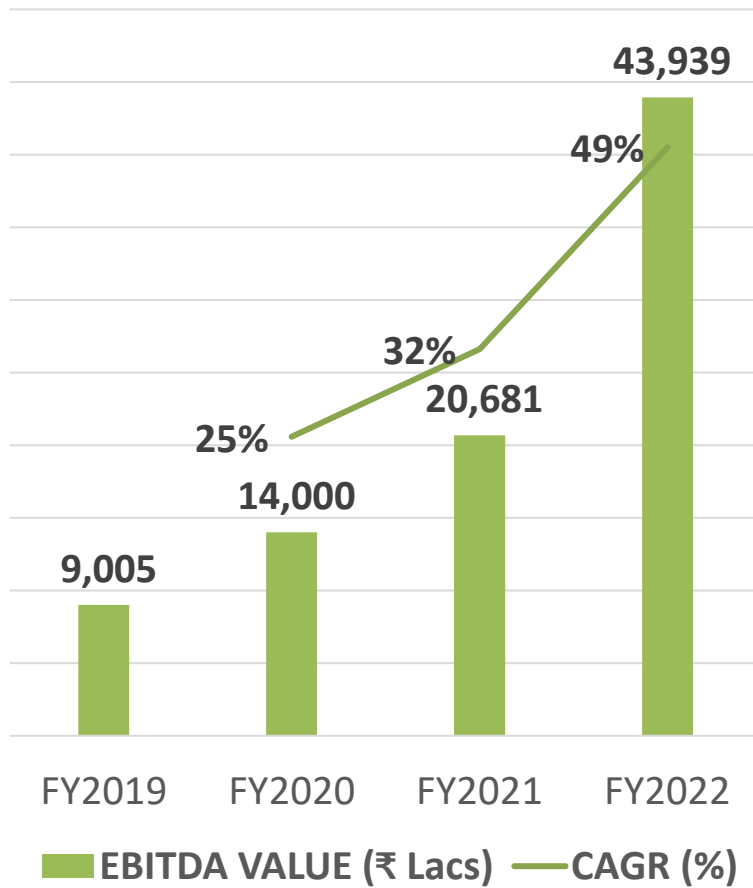


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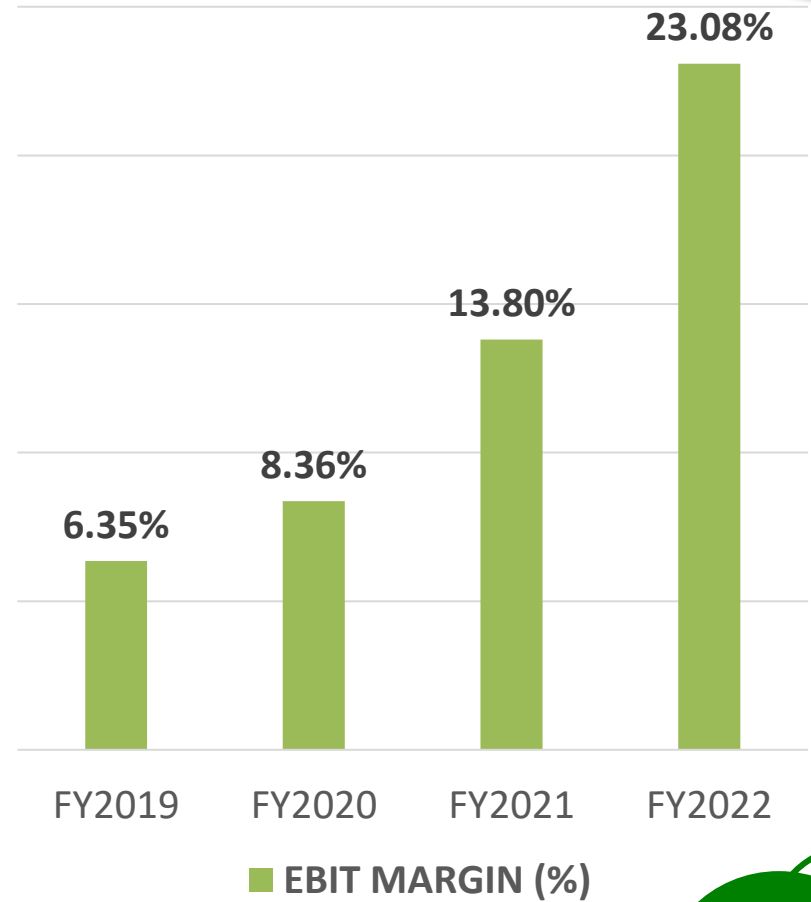
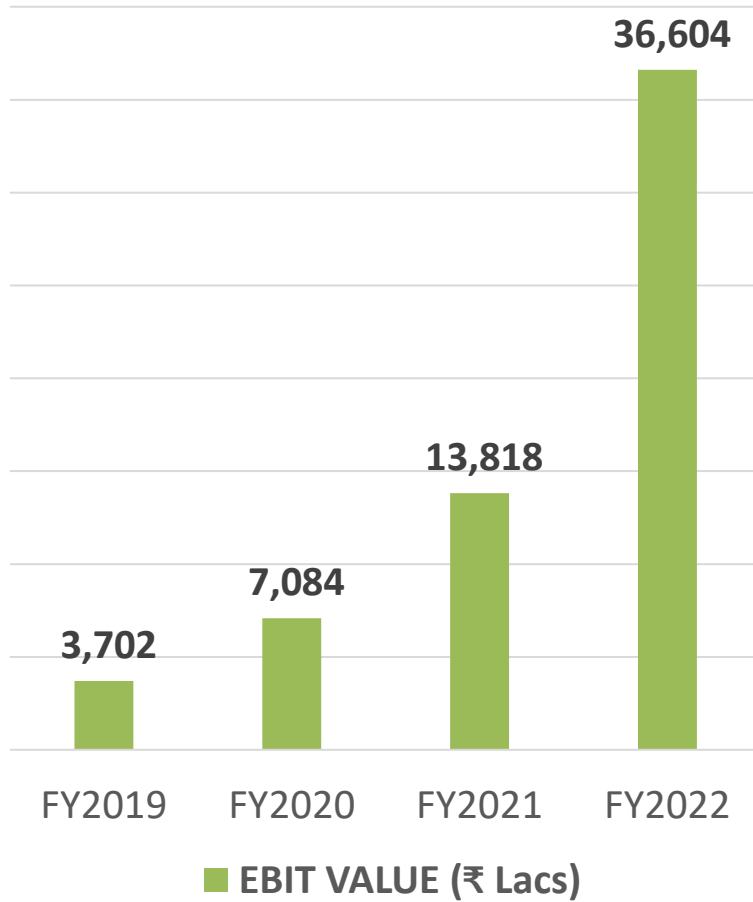
Financial Evolution



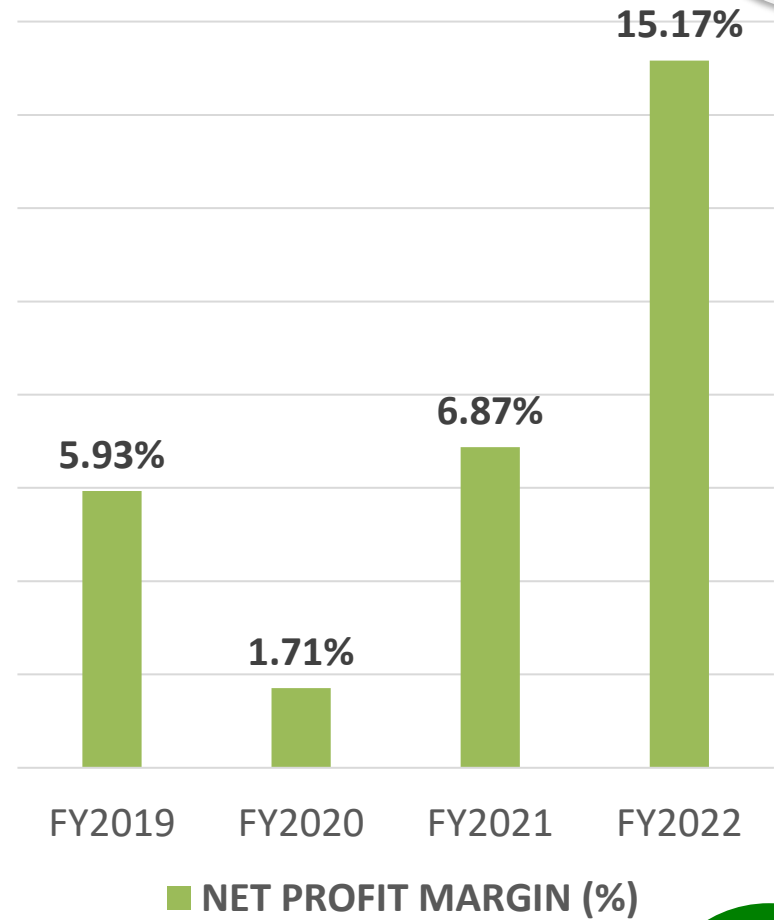
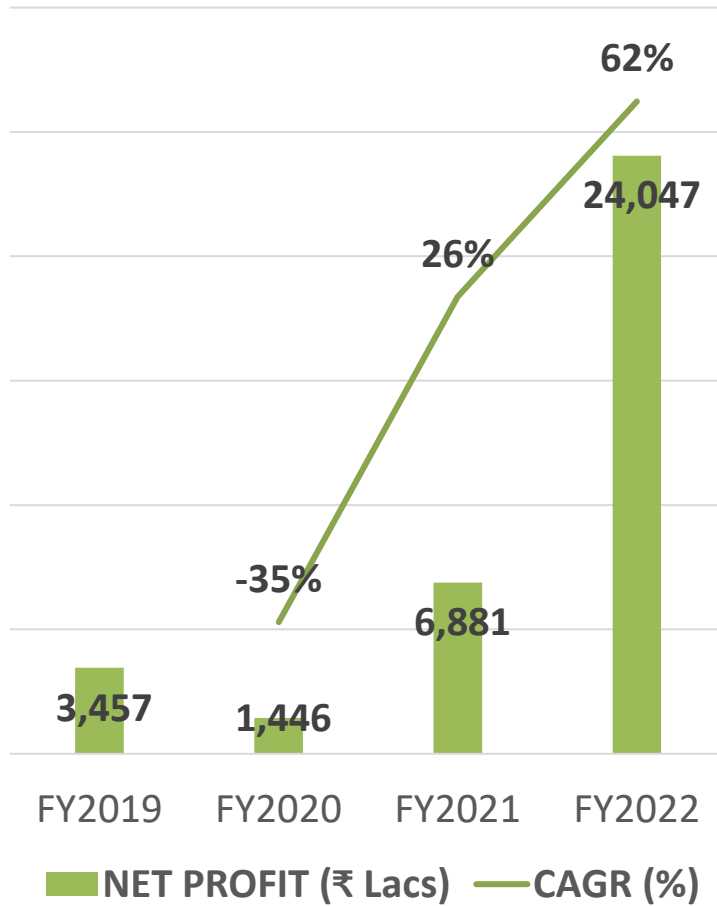
Financial Evolution



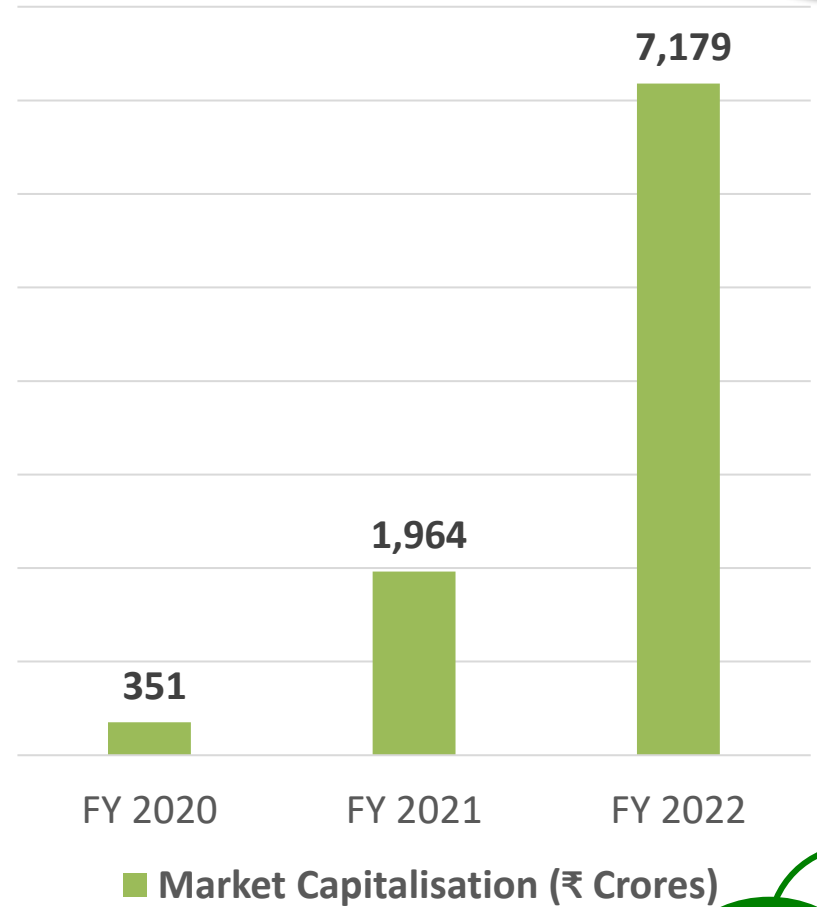
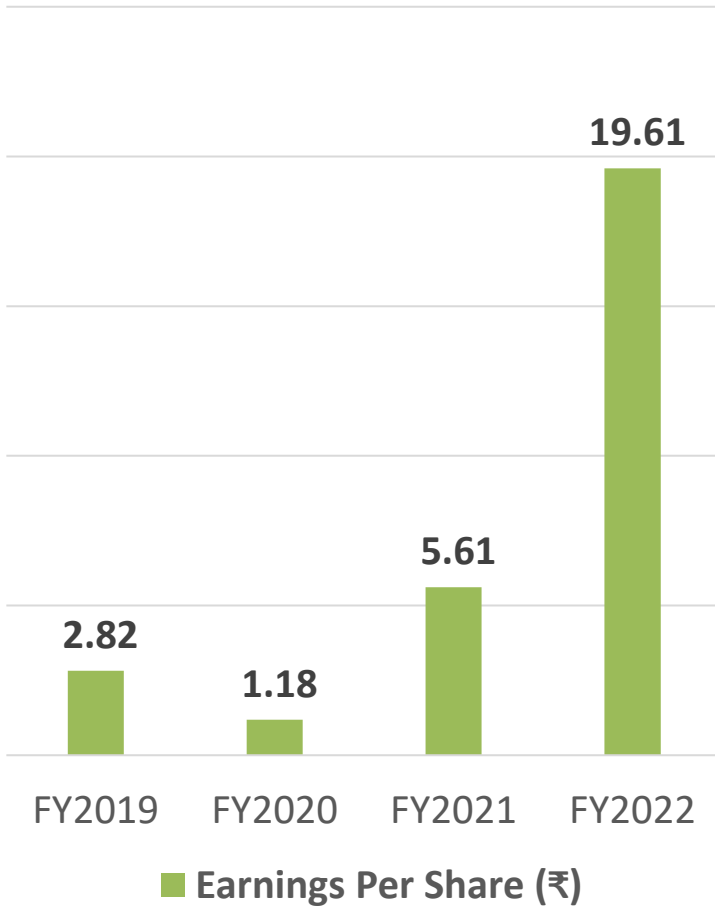
Financial Evolution



Financial Evolution



Financial Evolution

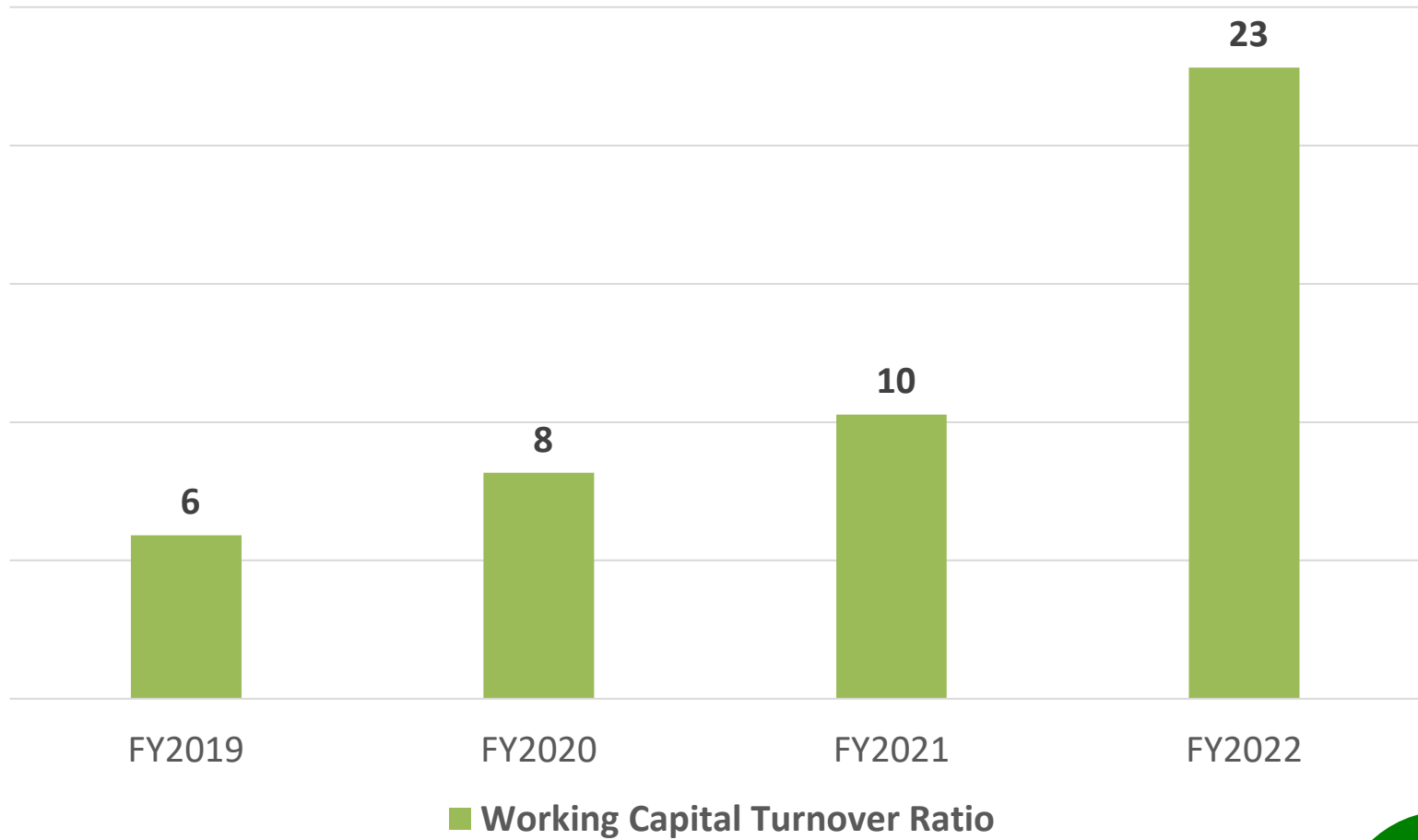




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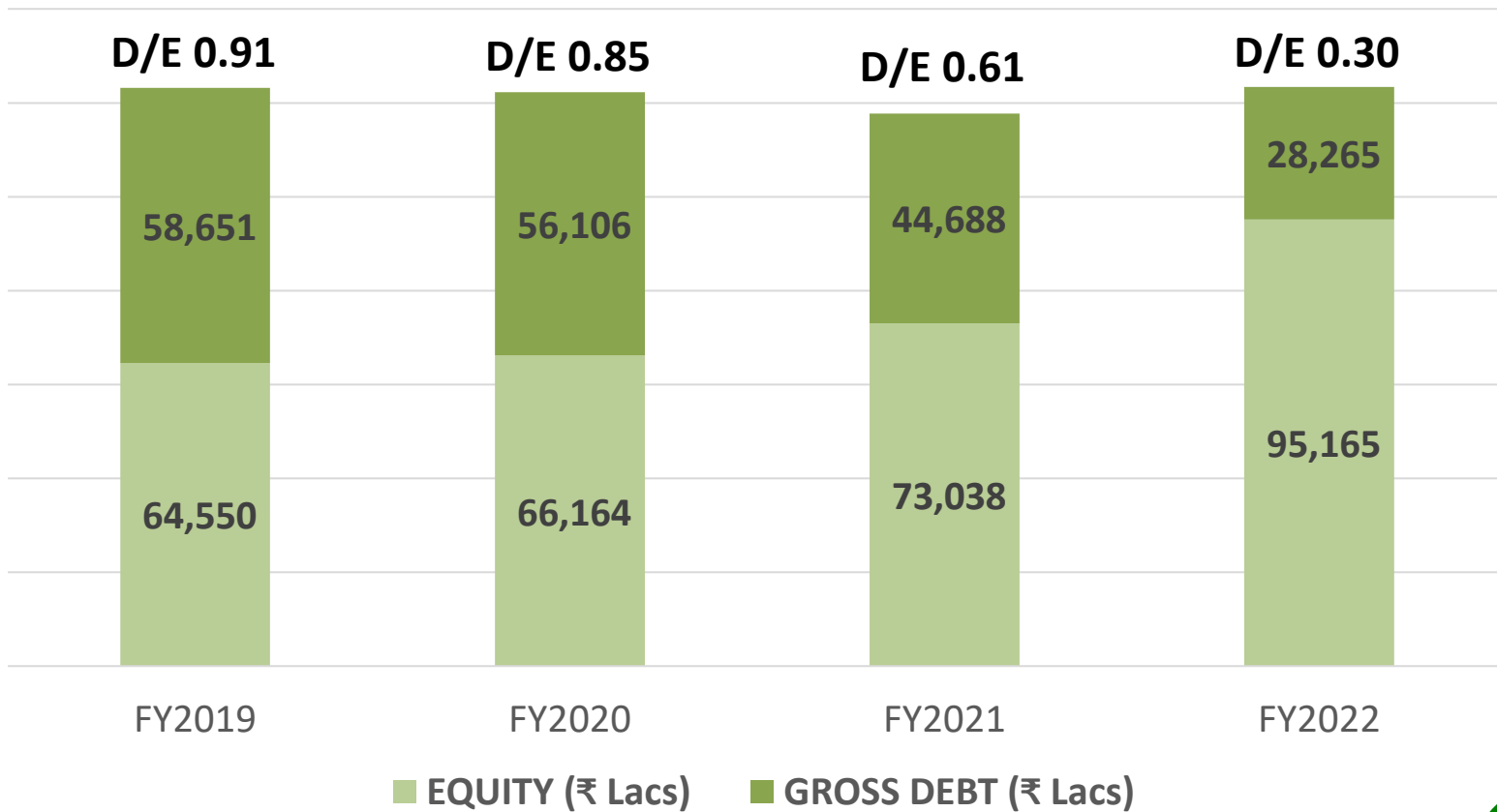
CAPITAL STRUCTURE

Capital Structure



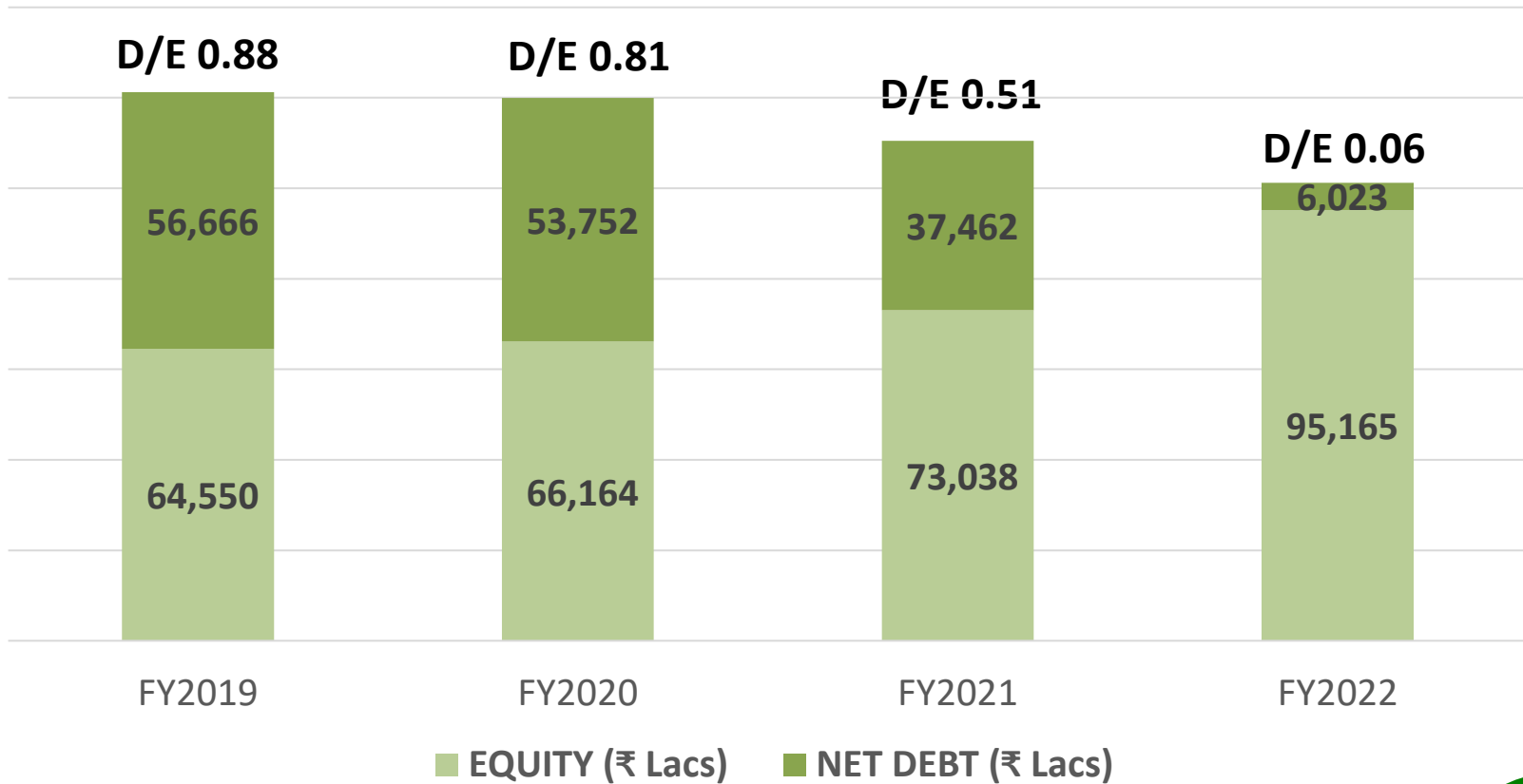
Capital Structure

GROSS DEBT EQUITY



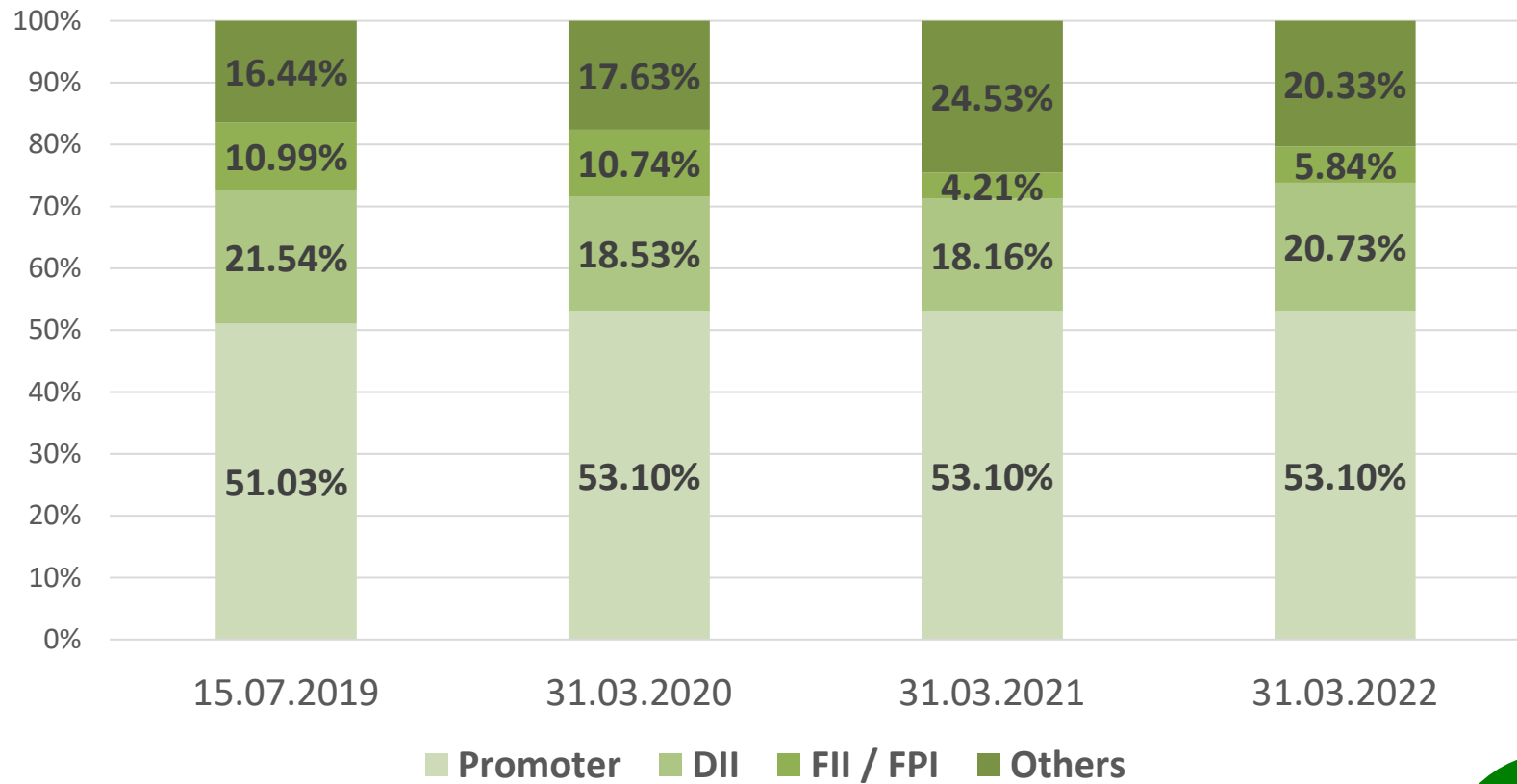
Capital Structure

NET DEBT EQUITY



Shareholding Pattern

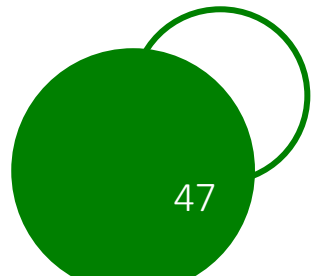
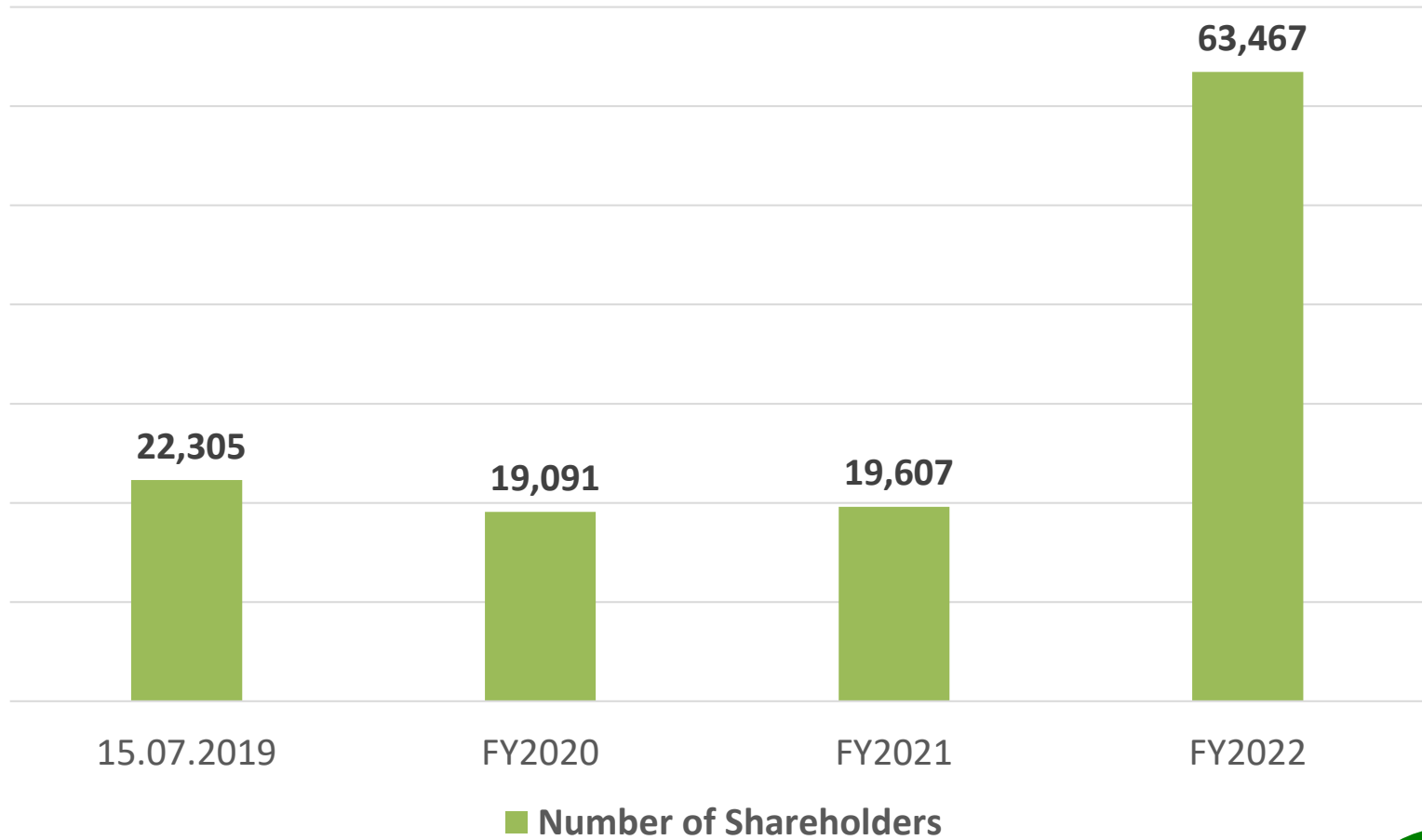
Shareholding structure (%)





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Shareholding





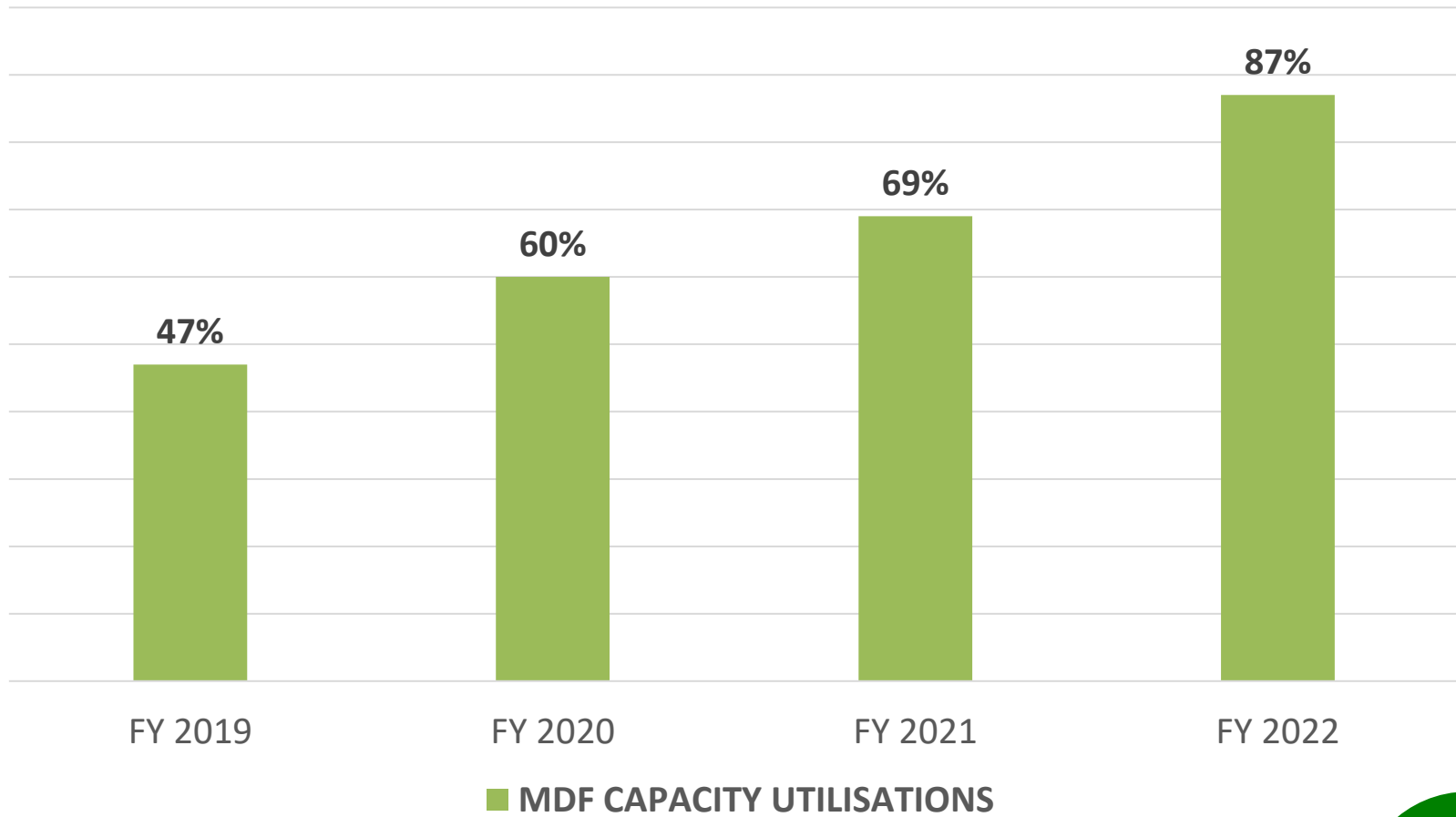
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MDF Business

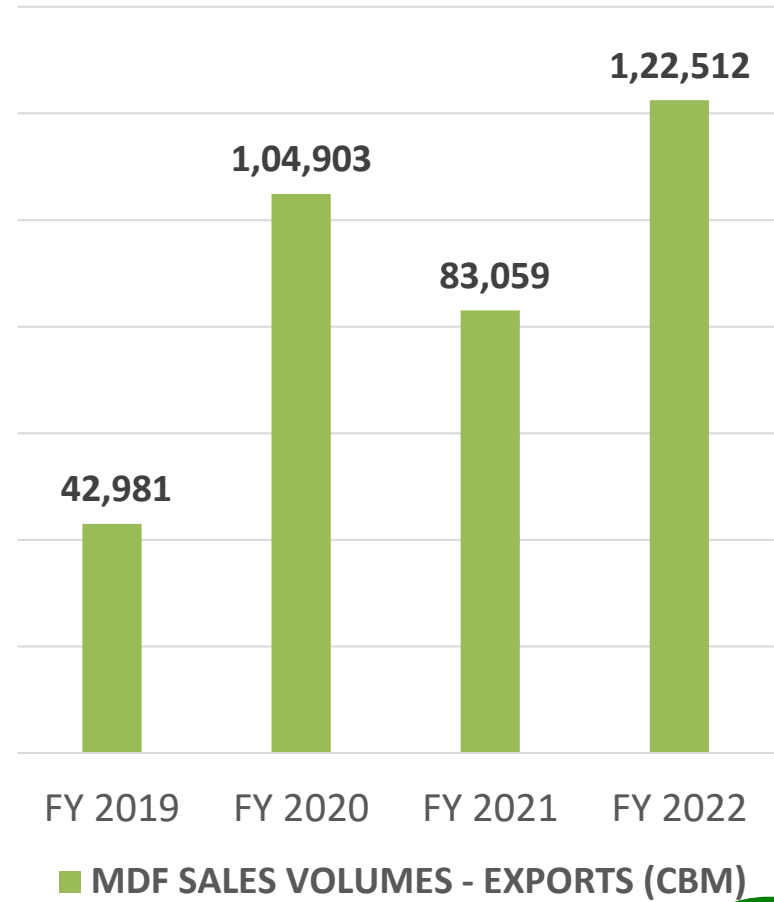
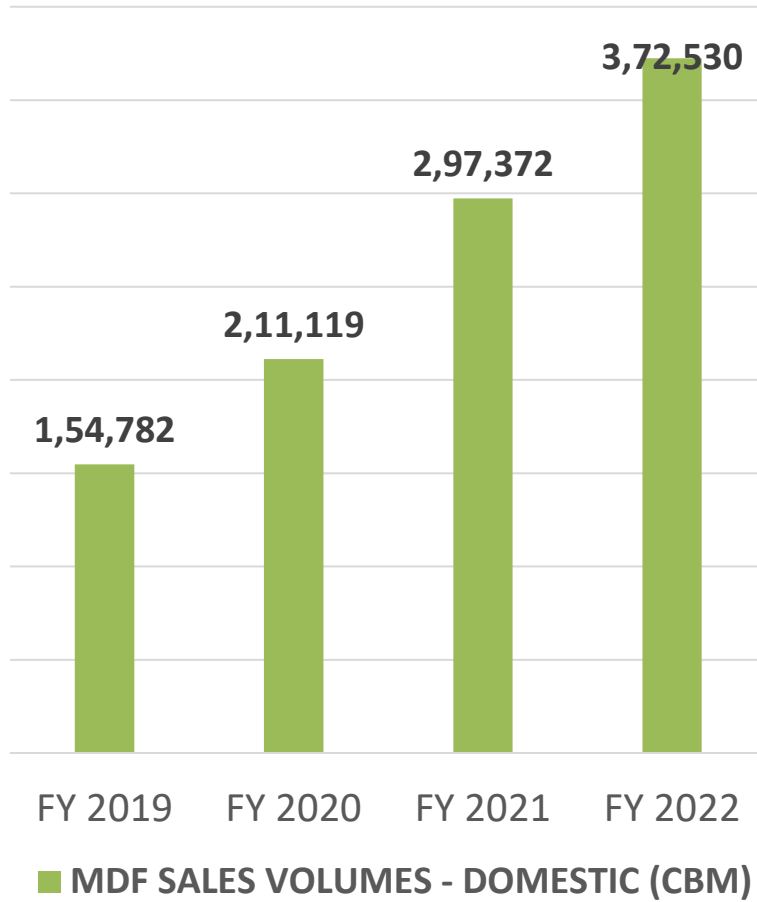


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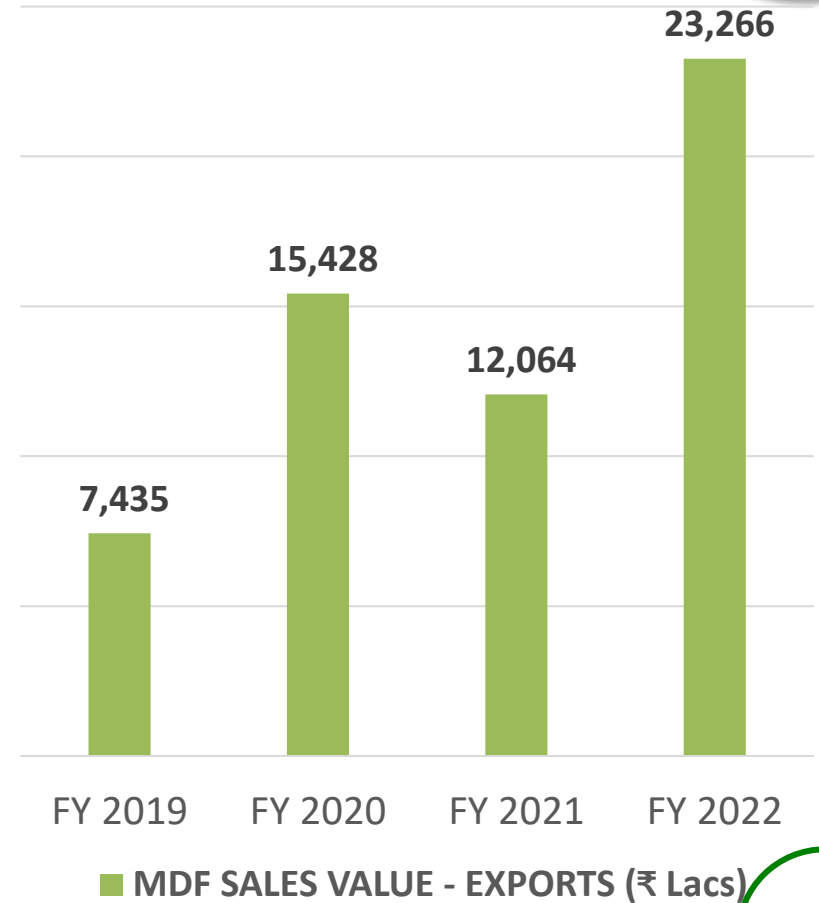
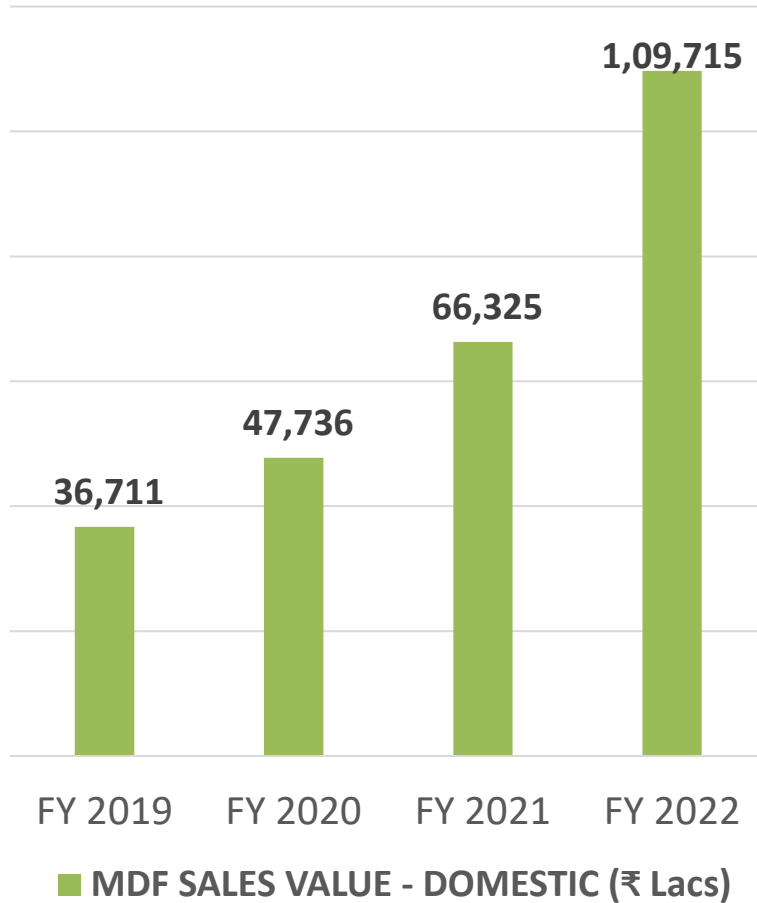
MDF Business



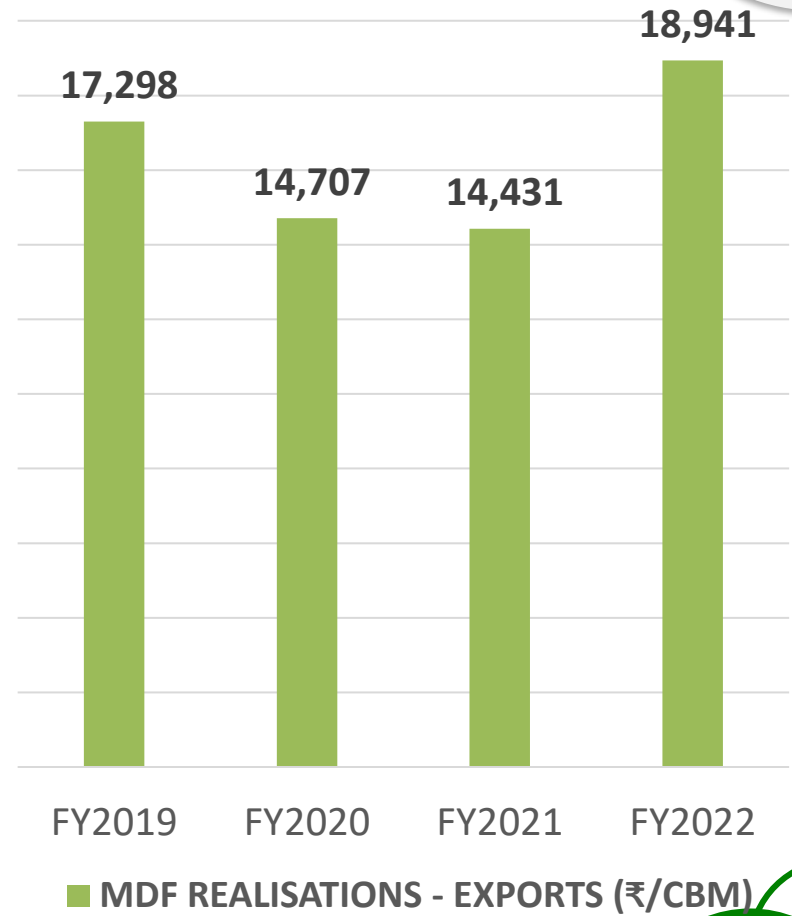
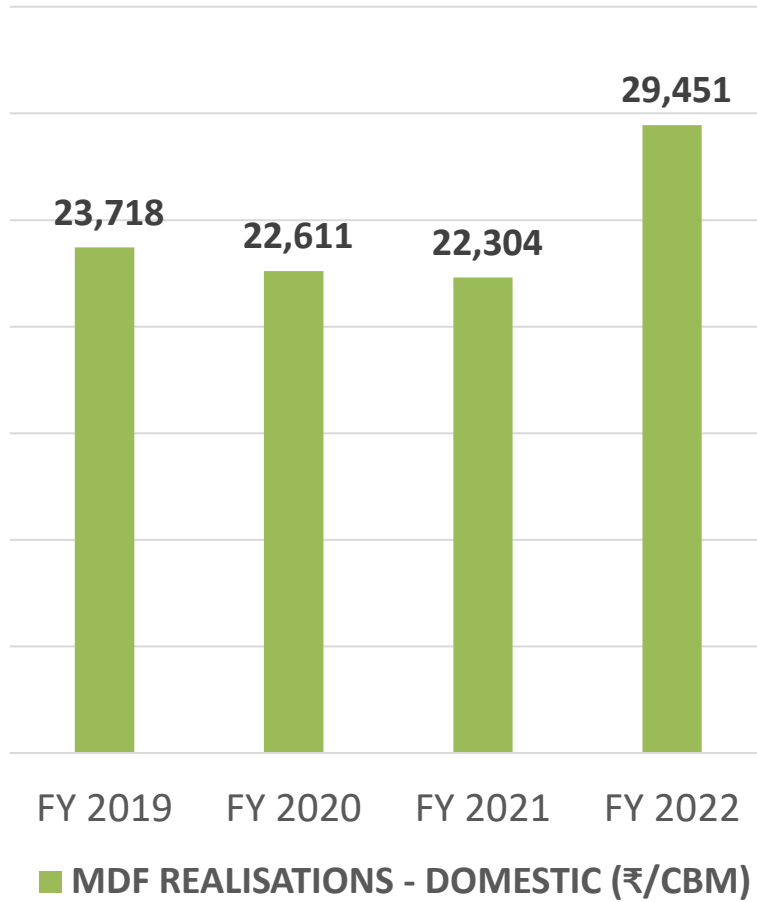
MDF Business



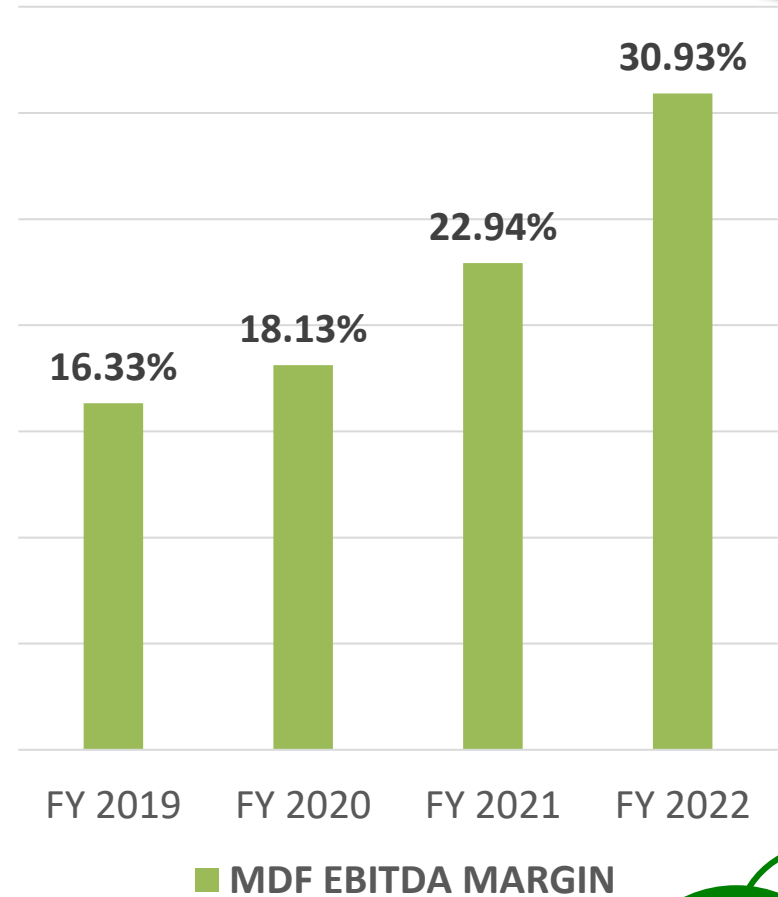
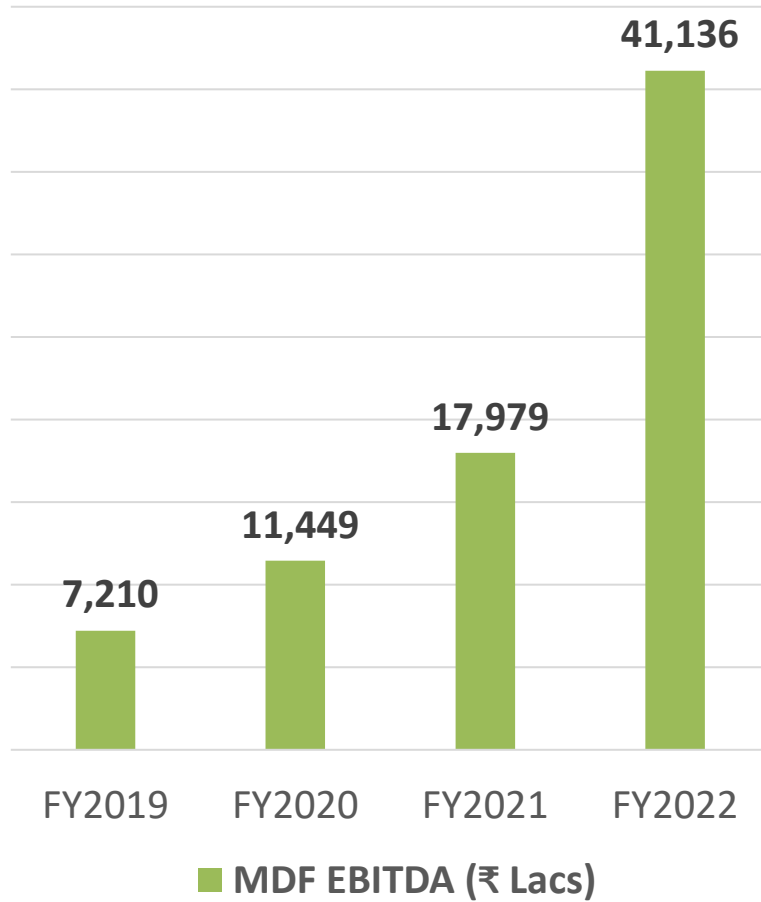
MDF Business



MDF Business



MDF Business

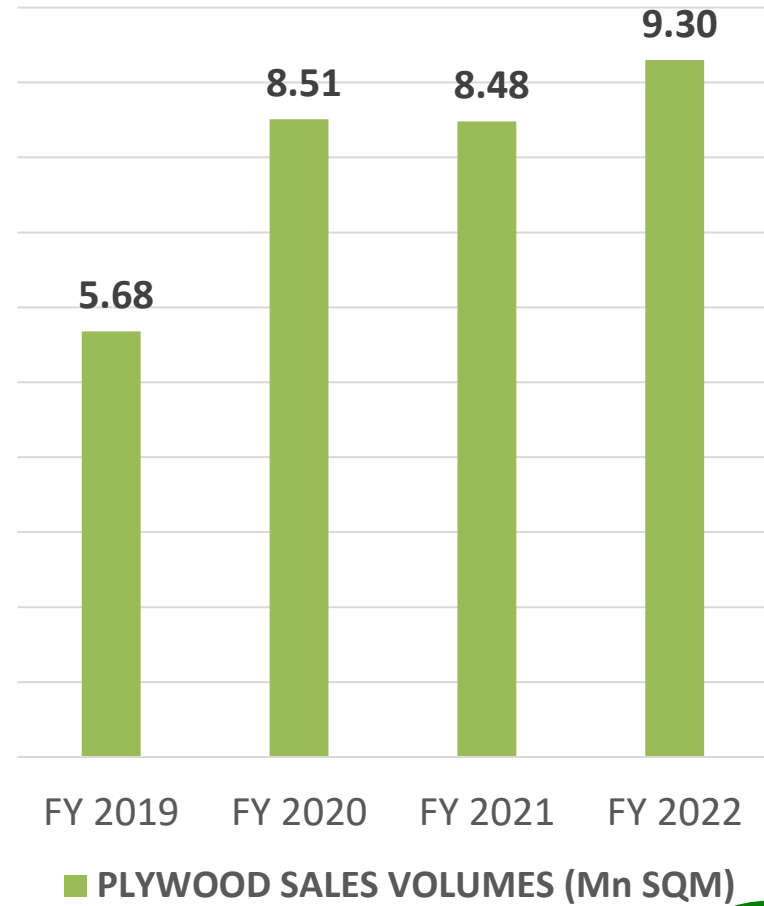
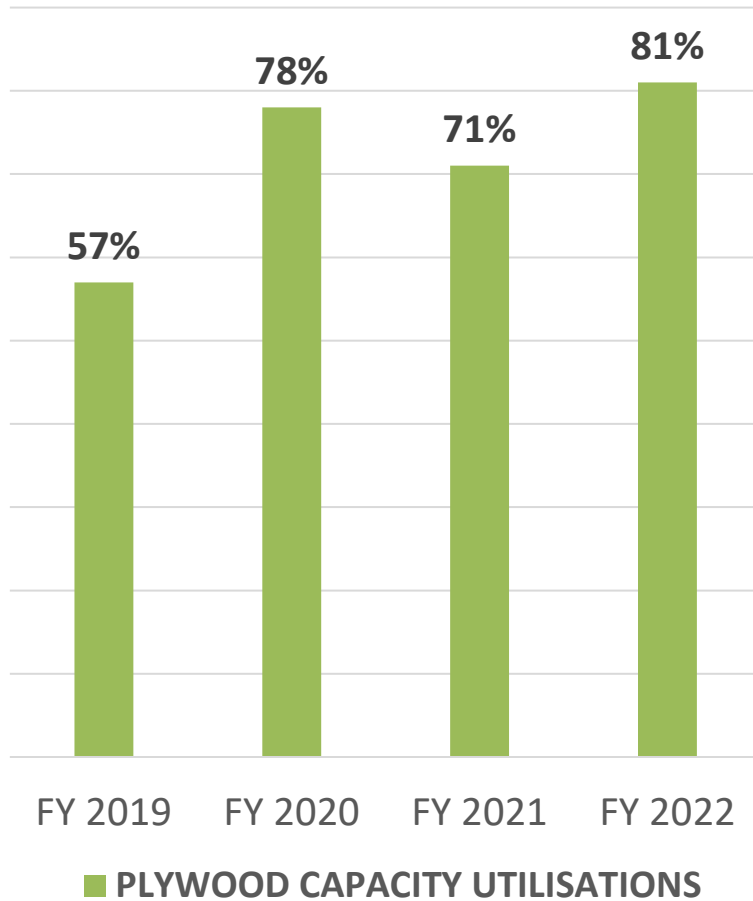




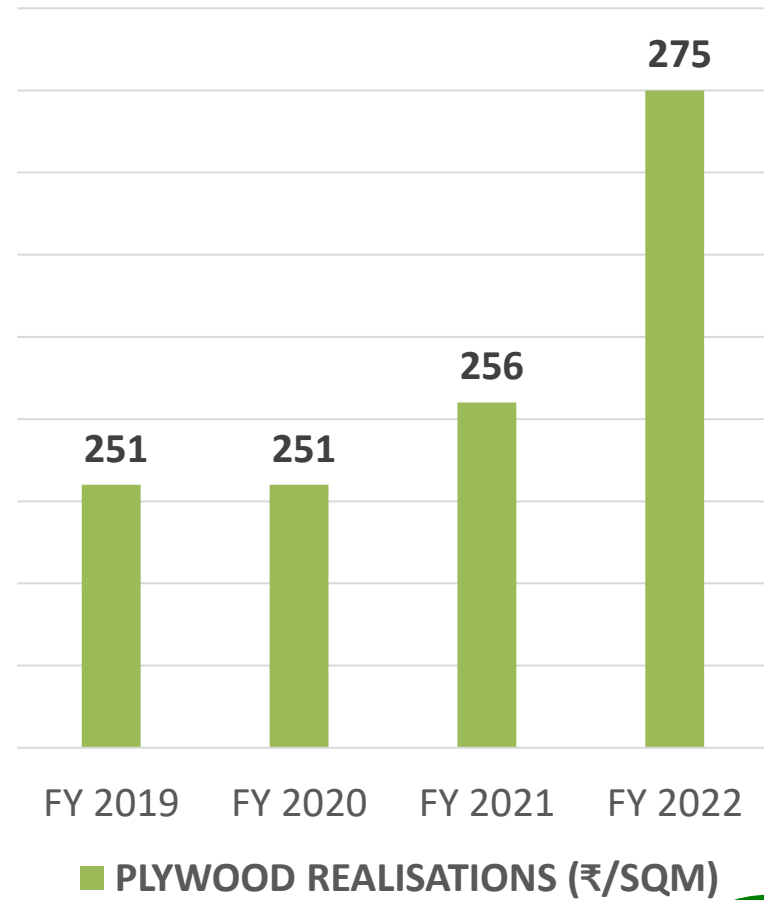
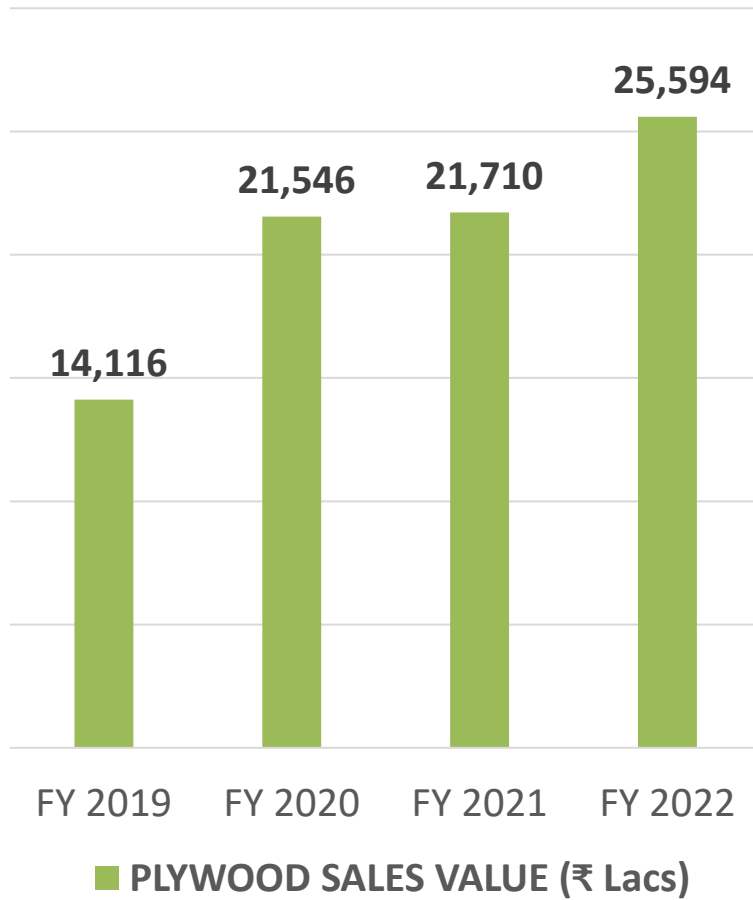
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Ply Business

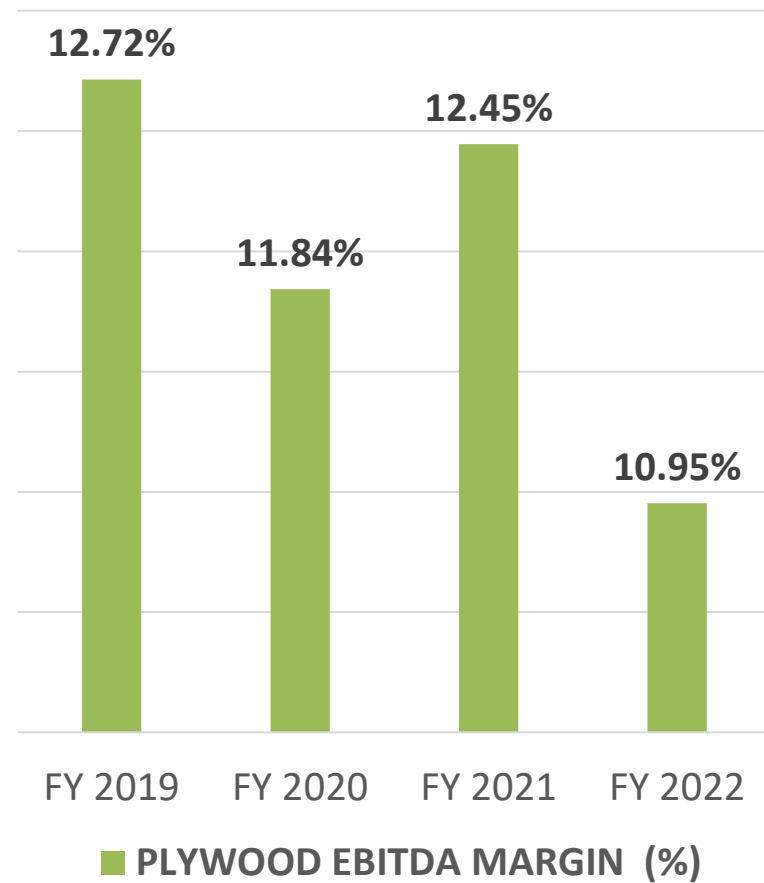
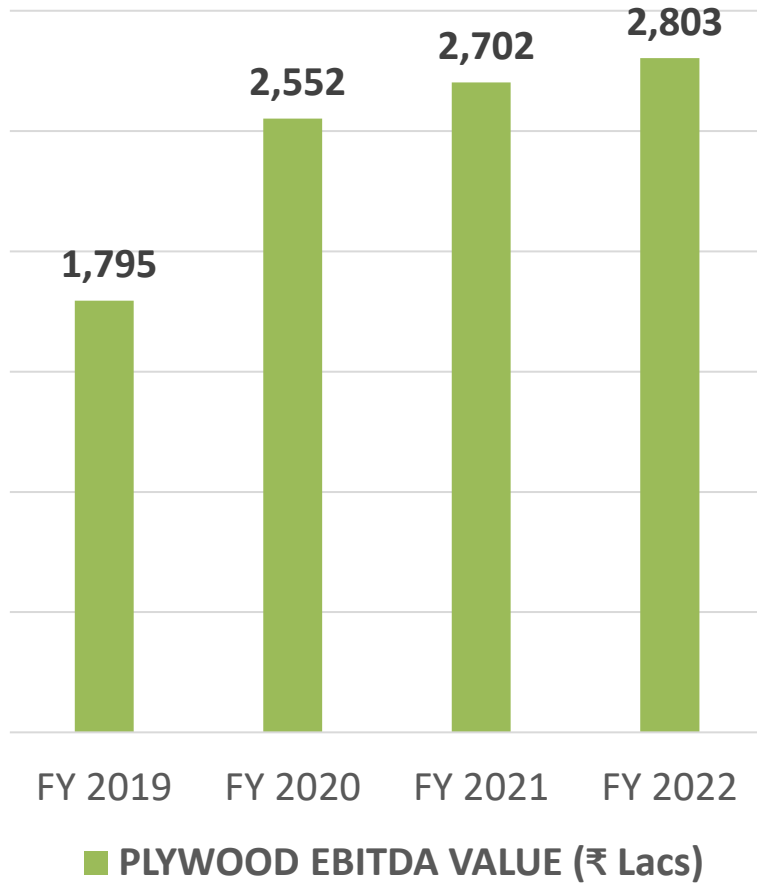
Ply Business



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

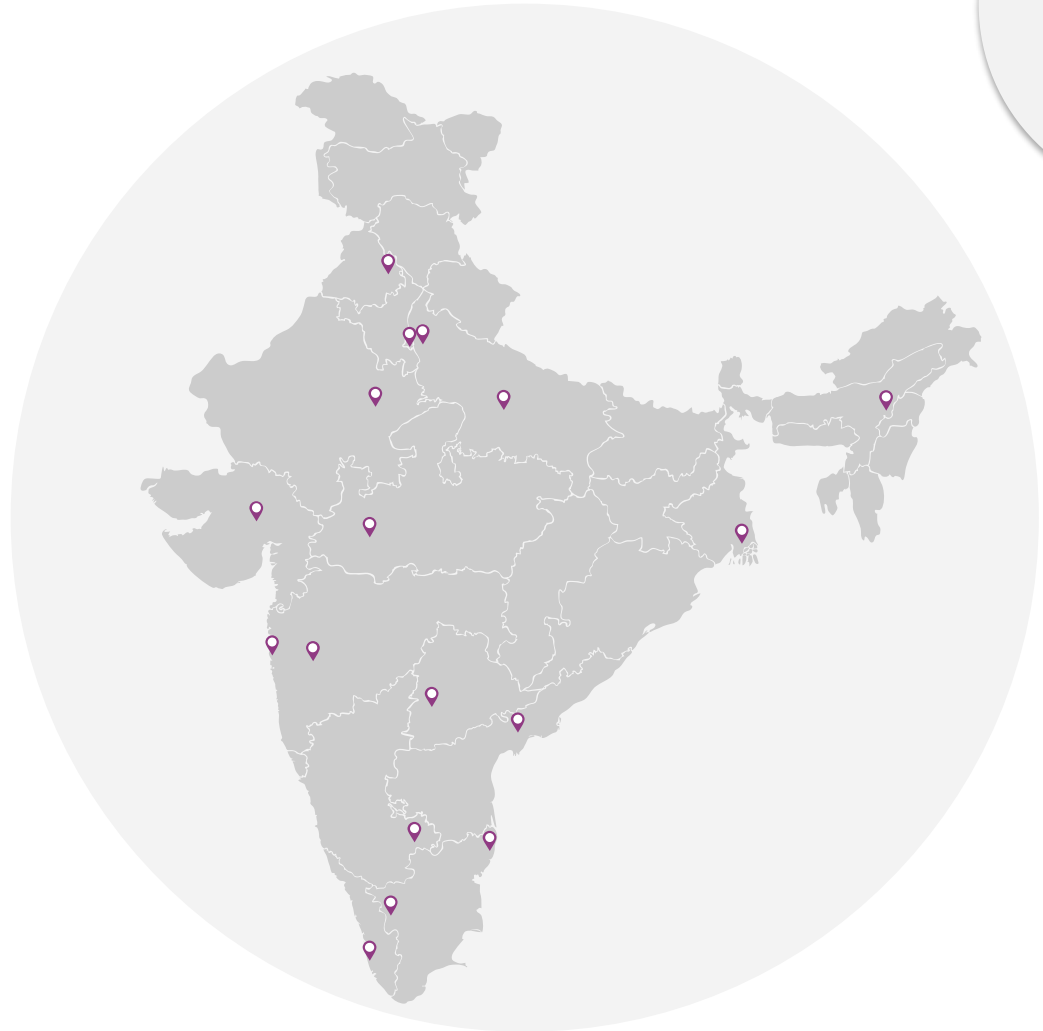
Number of dealers as on
31st March 2022

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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