



Greenply/2023-24  
May 30, 2023

**The Manager**  
BSE Limited  
Department of Corporate Services  
Floor 25, P. J. Towers, Dalal Street  
Mumbai - 400 001  
Scrip Code: 526797

**The Manager**  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex  
Bandra (E)  
Mumbai - 400 051  
Symbol - GREENPLY

Dear Sir/Madam,

**Sub: Presentation on Audited Financial Results for the quarter and year ended 31st March, 2023**

With reference to the captioned subject, please find enclosed presentation on audited financial results for the quarter and year ended 31.03.2023 in respect of Greenply Industries Limited.

Thanking you,

Yours faithfully,  
**For GREENPLY INDUSTRIES LIMITED**

**KAUSHAL KUMAR AGARWAL**  
**COMPANY SECRETARY &**  
**VICE PRESIDENT-LEGAL**


Encl.: As above

**Greenply Industries Limited**

'Madgul Lounge', 5th & 6th Floor, 23 Chetla Central Road, Kolkata-700027, West Bengal, India  
T : +91 33 24500400, 30515000 F : +91 33 30515010 | Toll Free : 1800-103-4050 Whatsapp : 9007755000  
E : sales.ply@greenply.com Web : www.greenplyplywood.com | www.greenply.com | www.askgreenply.com  
Registered Office : Makum Road, Tinsukia - 786125, Assam, India | Corporate Identity Number : L20211AS1990PLC003484

# ANALYST PRESENTATION

Q4 & FY 2023  
30<sup>th</sup> May 2023

A decorative graphic on the left side of the slide, consisting of a large orange semi-circle and a yellow butterfly shape, with two small red butterflies flying nearby.

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Certain statements in this communication may be ‘forward looking statements’ within the meaning of applicable laws and regulations. These forward-looking statements involve a 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.

All industry data has been collated from various industry sources and market reports. The said data is believed to have a reasonable level of accuracy.

Greenply Industries Limited (GIL) 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.



- ❖ **Key Highlights**
- ❖ **Financial & Operating Performance**
- ❖ **Corporate Overview**
- ❖ **Strategic Initiatives**

# Key results highlights- Plywood Business<sup>^</sup> (Standalone + Sandila)



Rs/Crores	Q4 FY23	% Change Y-o-Y	FY23	% Change Y-o-Y
Revenue	427	3.1%	1,663	20.8%
Adj. Core EBITDA*	49	14.4%	173	21.5%
Adj. Core EBITDA %	11.5%	113 BPS	10.4%	6 BPS
PAT**	18	-38.5%	113	27.6%

\*Excluding non-cash ESOP cost of Rs 3.4 crores in Q4 FY23 and Rs 15.3 crores in FY23

\*\*After providing for exceptional loss of Rs 16.4 in Q4FY23 and Rs 6.8 crores in FY23. PAT also considers tax refund pertaining to earlier year of Rs 18.4 crores in FY23

<sup>^</sup>Plywood business is a sum of Standalone numbers and Greenply Sandila numbers (after eliminations)

Rs/Crores	Mar'23	Dec'22	Change QoQ
Gross Debt	92	122	-31
Net Debt	70	92	-22
Net D/E (Times)	0.11	0.15	-400 BPS
Working Capital (Days)	36	37	-1

# Key result highlights- Consolidated



Rs/Crores	Q4 FY23	% Change Y-o-Y	FY23	% Change Y-o-Y
Revenue	469	4.6%	1846	18.1%
Adj. Core EBITDA*	51	7.2%	184	13.6%
Adj. Core EBITDA %	10.9%	27 BPS	10.0%	-40 BPS
PAT**	11	-61.8%	91	-3.5%

\*Excluding non-cash ESOP cost Rs 3.4 crores in Q4 FY23 and Rs 15.3 crores in FY23

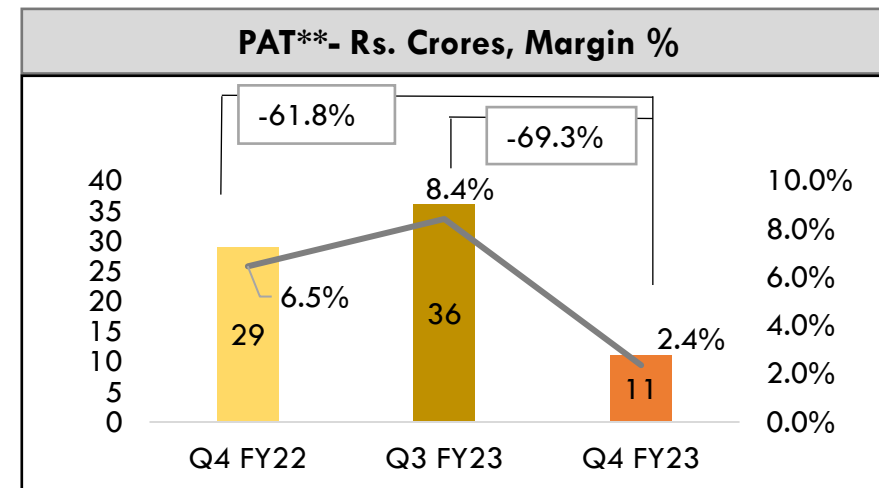
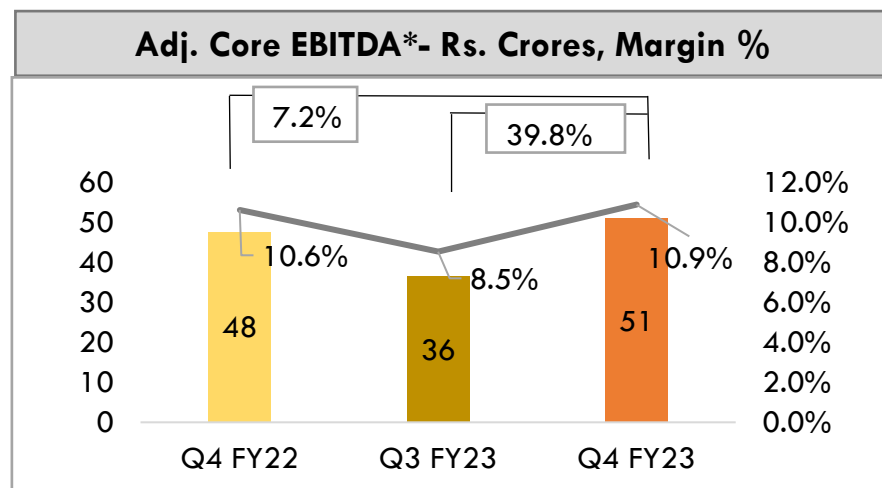
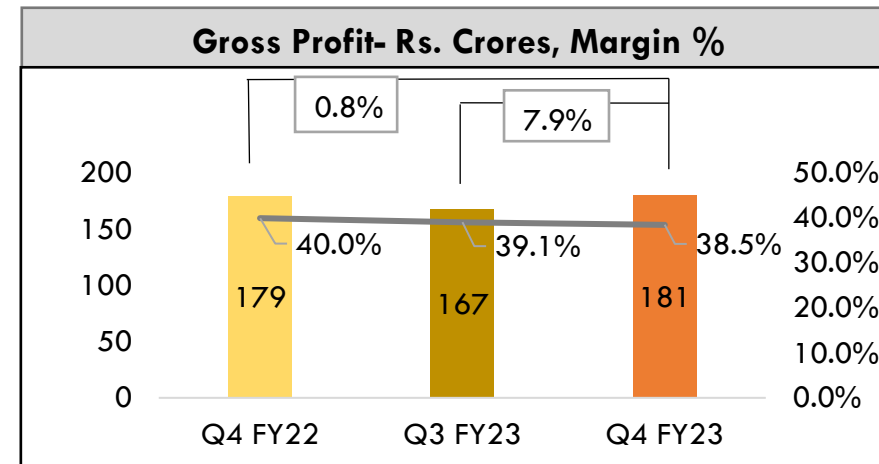
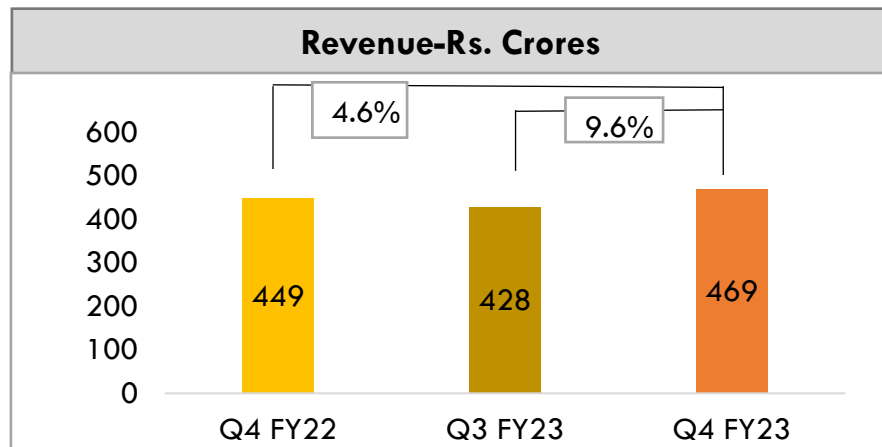
\*\*After providing for loss incurred in the JV of Rs 16.6 crores in Q4FY23 (Rs 20.8 crores in FY23) mainly due to loss on disposal of certain assets and considering exceptional gain of Rs 9.6 in FY23. PAT also considers tax refund pertaining to earlier year of Rs 18.4 crores in FY23.

Rs/Crores	Mar'23	Dec'22	Change
Gross Debt	663	601	63
Net Debt	632	556	76
Net D/E (Times)	0.98	0.89	948 BPS
Working Capital (Days)	52	51	1

# FINANCIAL & OPERATING PERFORMANCE



# Consolidated P&L-Q4 FY23



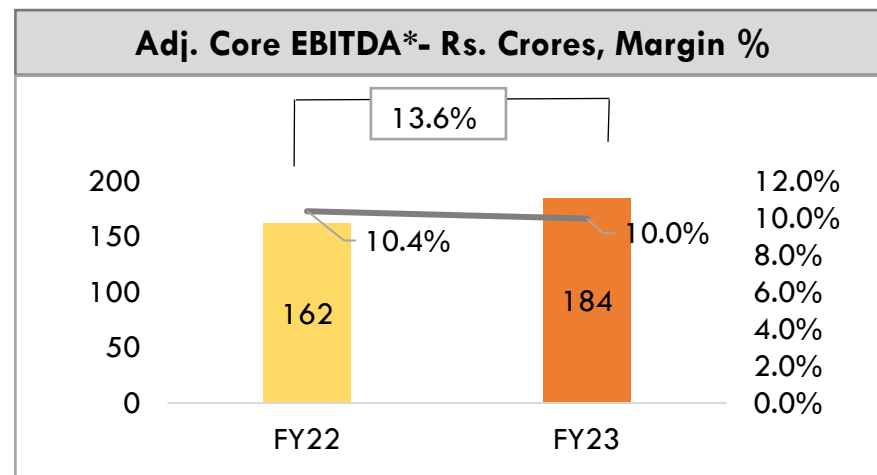
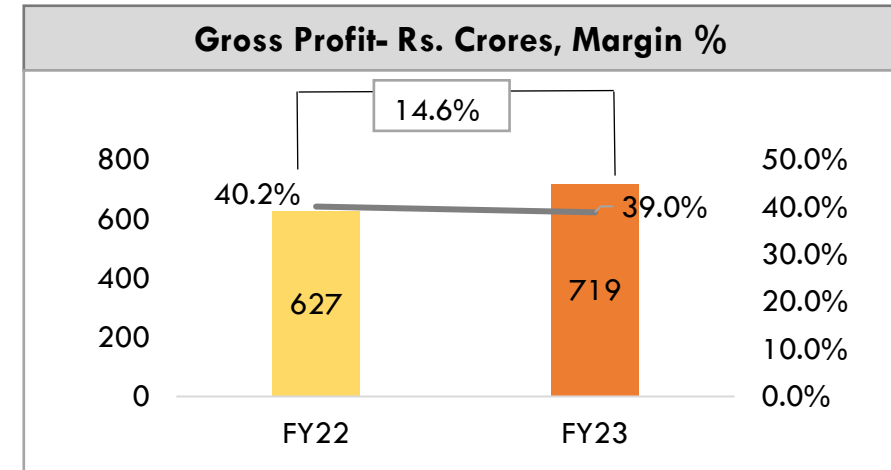
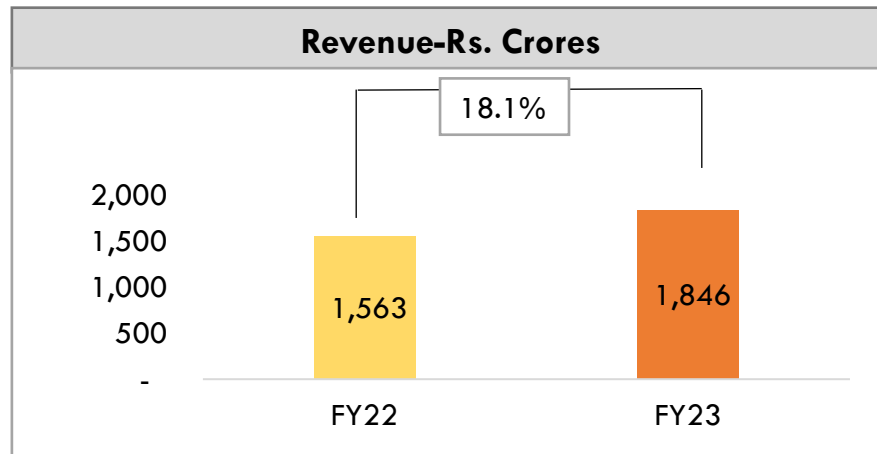
\*Excluding non-cash ESOP cost (Rs 3.4 crores in Q4 FY23, Rs 4.0 crores in Q3 FY23 and Rs 3.0 crores in Q4 FY22)

\*\*After providing for loss incurred in the JV of Rs 16.6 crores in Q4FY23 mainly due to loss on disposal of certain assets.

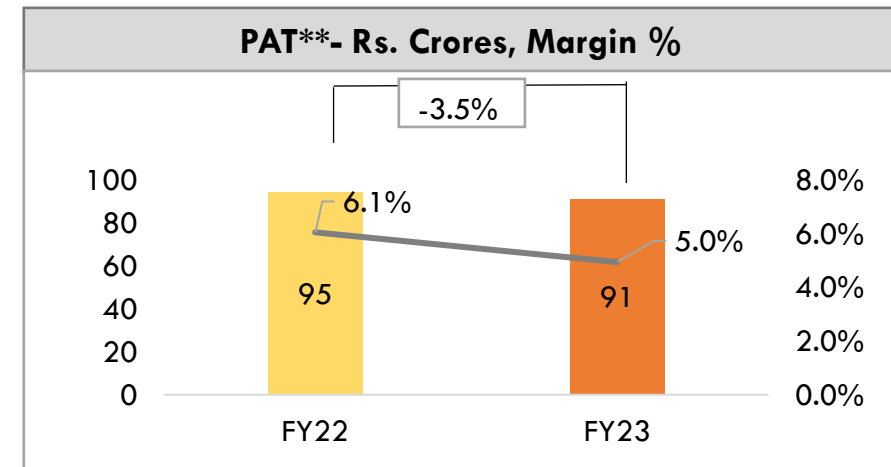
**Revenue growth of 5% YoY, Adj. Core EBITDA margin of 10.9% in Q4 FY23**



# Consolidated P&L- FY23



\*Excluding non-cash ESOP cost of Rs 15.3 crores in FY23 & Rs 12.1 crores in FY22



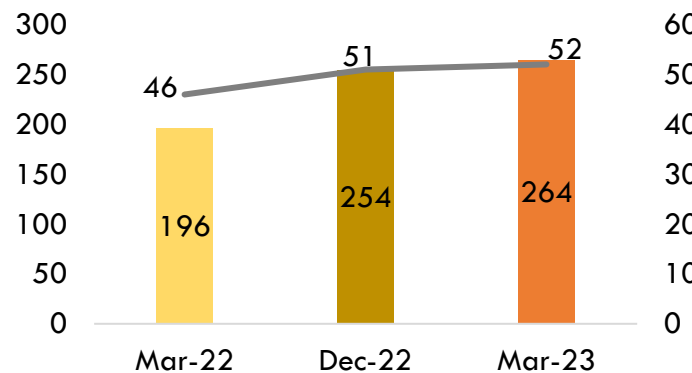
\*\*After providing for loss incurred in the JV of Rs 20.8 crores in FY23 mainly due to loss on disposal of certain assets and considering exceptional gain of Rs 9.6 in FY23. PAT also considers tax refund pertaining to earlier year of Rs 18.4 crores in FY23.

**Revenue growth of 18% YoY, Adj. Core EBITDA margin of 10.0% in FY23**

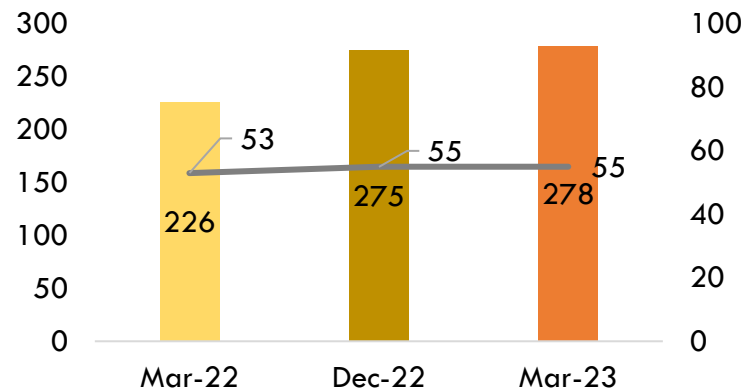
# Consolidated Ratios



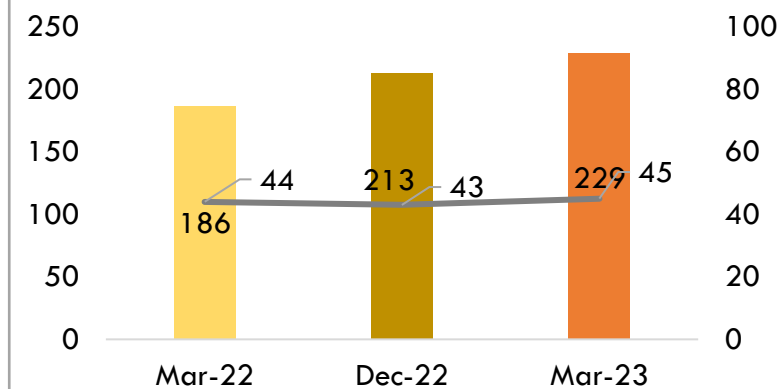
**Working Capital- Rs. Crores, days\***



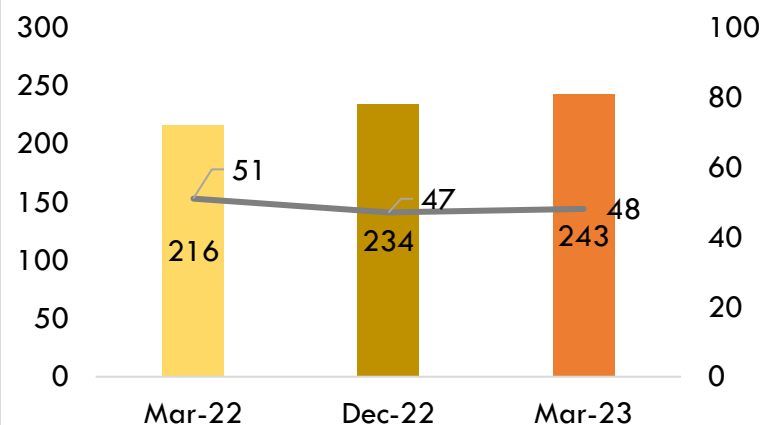
**Inventories- Rs. Crores, days\***



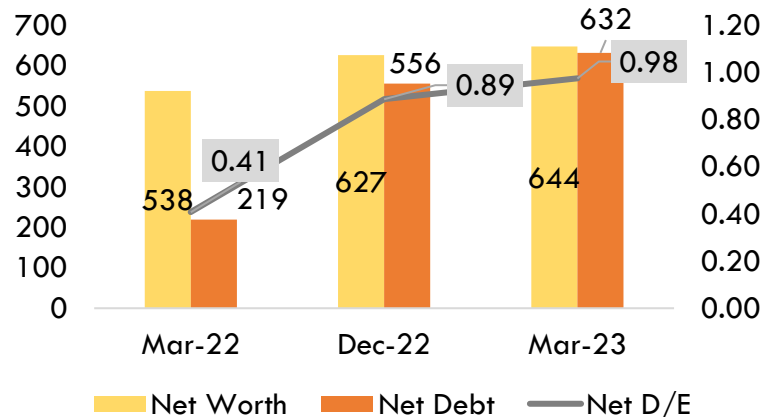
**Receivables- Rs. Crores, days\***



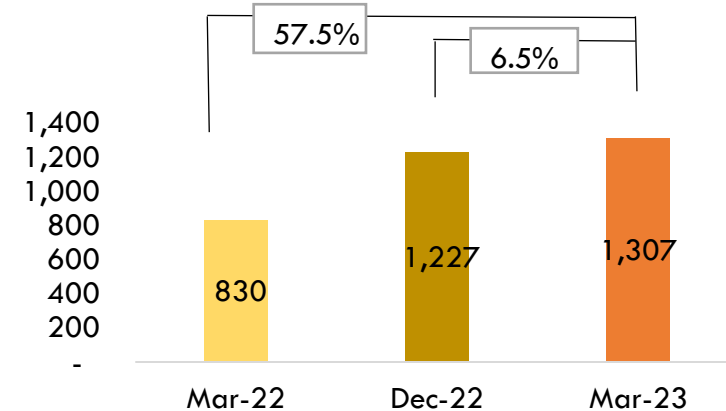
**Payables- Rs. Crores, days\***



**Net Worth & Net Debt- Rs Crores, Net D/E times**

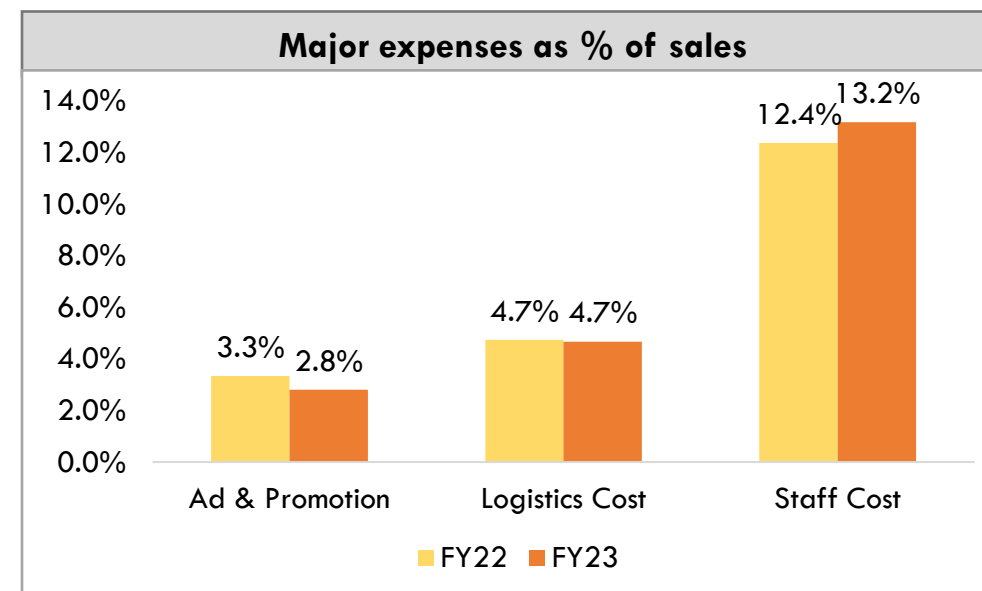
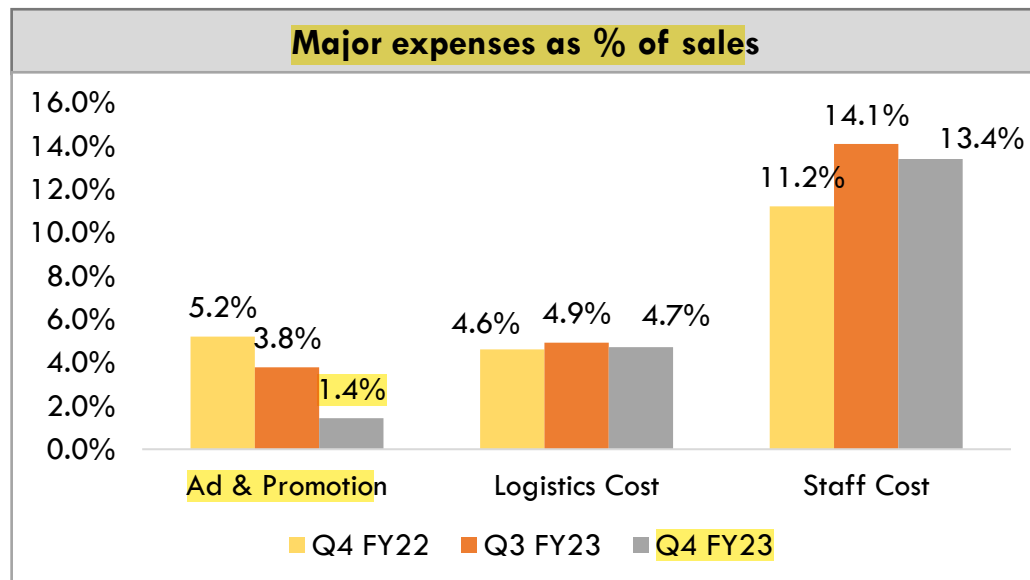


**Capital Employed- Rs. Crores**

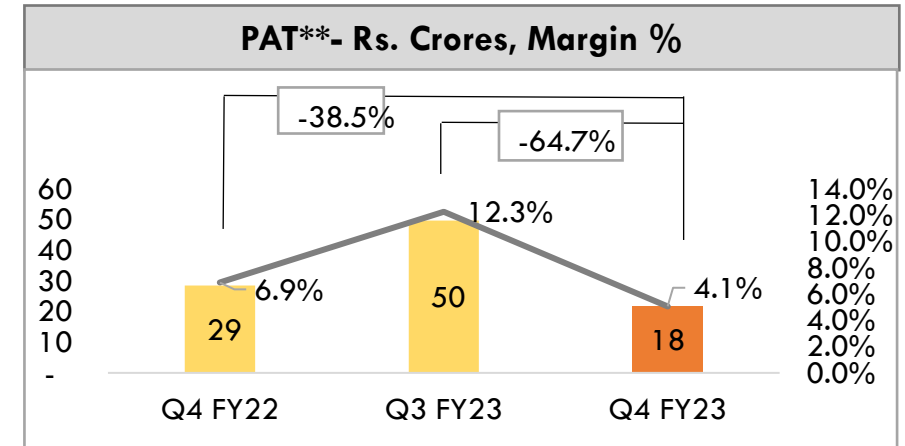
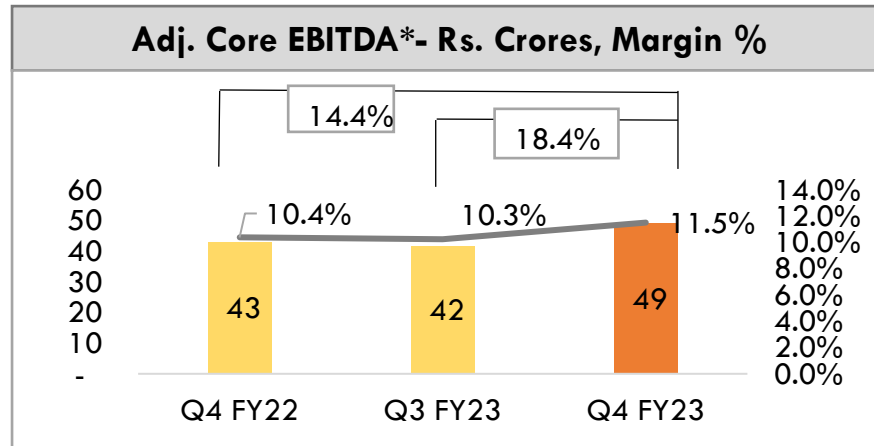
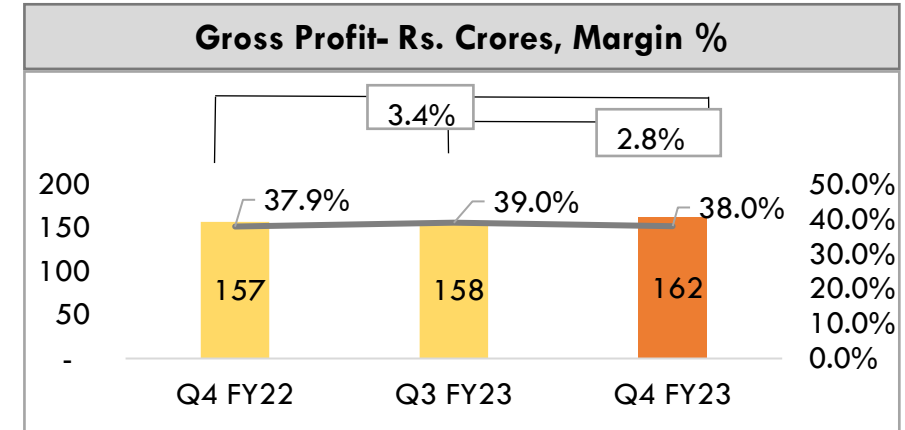
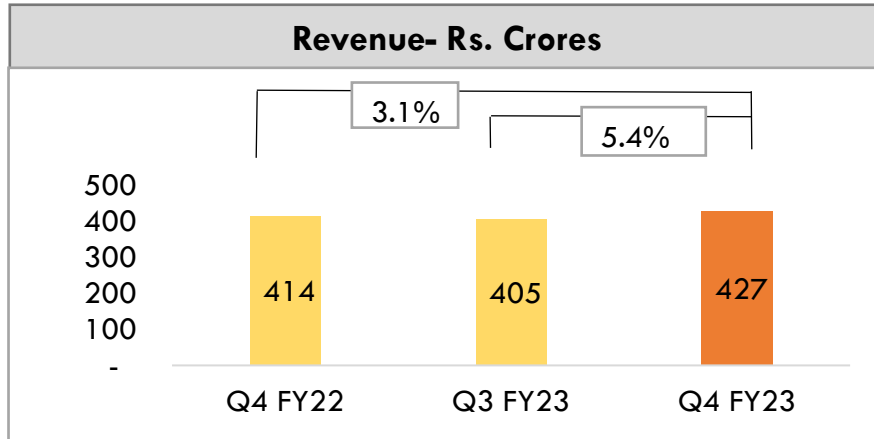


\*Annualised

# Consolidated Financial Metrics



# Plywood Business<sup>^</sup> (Standalone + Sandila) P&L-Q4 FY23



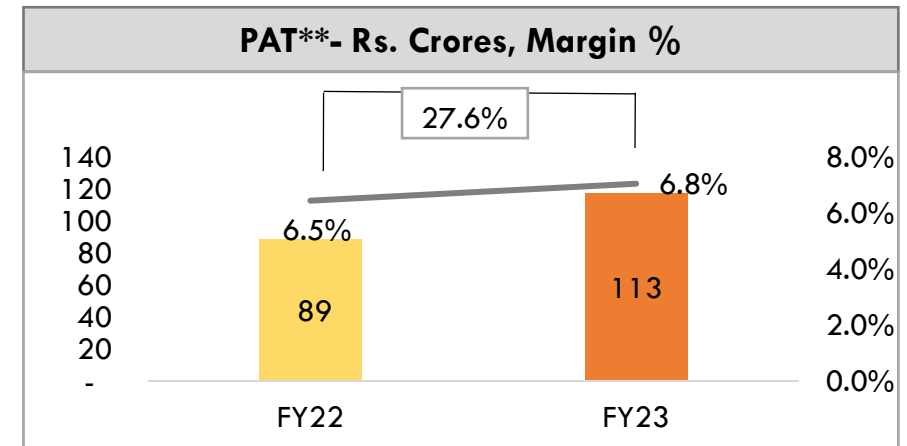
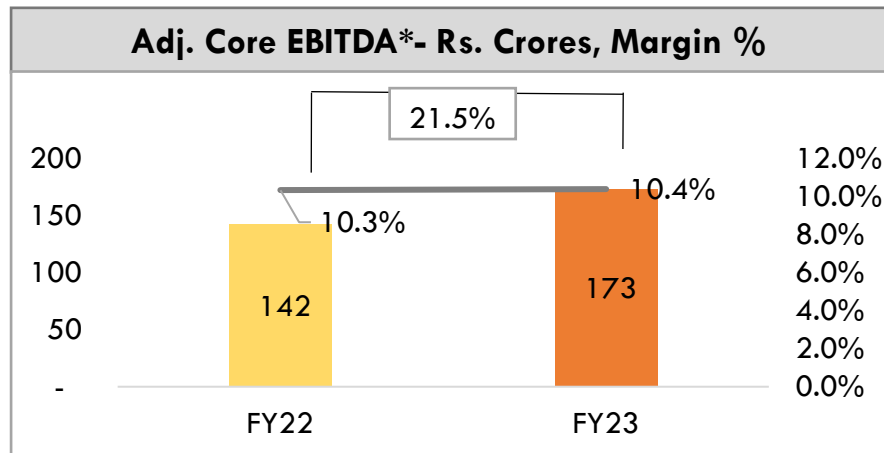
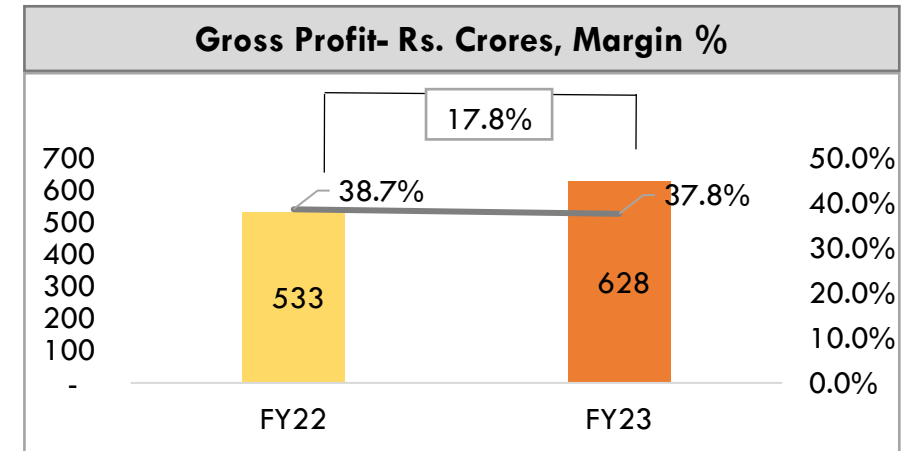
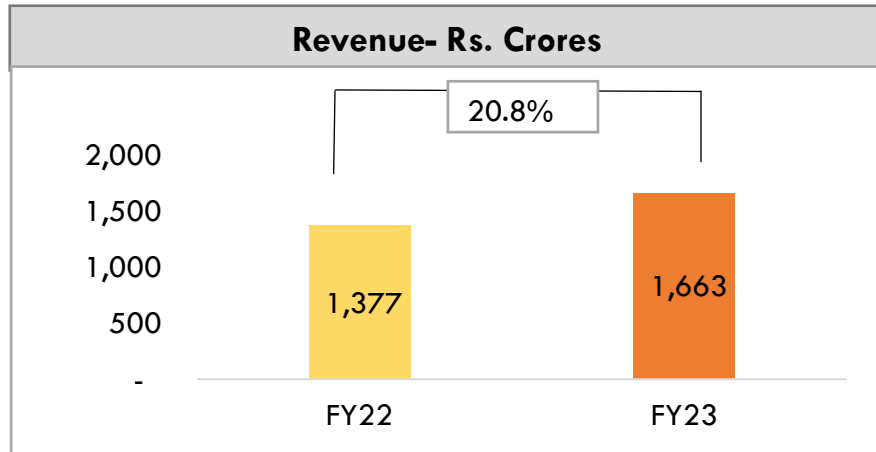
\*Excluding non-cash ESOP cost (Rs 3.4 crores in Q4 FY23, Rs 4.0 crores in Q3 FY23 and Rs 3.0 crores in Q4 FY22)

\*\*After providing for exceptional loss of Rs 16.4 in Q4FY23

<sup>^</sup>Plywood business is a sum of standalone numbers and Greenply Sandila numbers (after eliminations)

**Revenue growth of 3% YoY**

# Plywood Business<sup>^</sup> (Standalone + Sandila) P&L- FY23



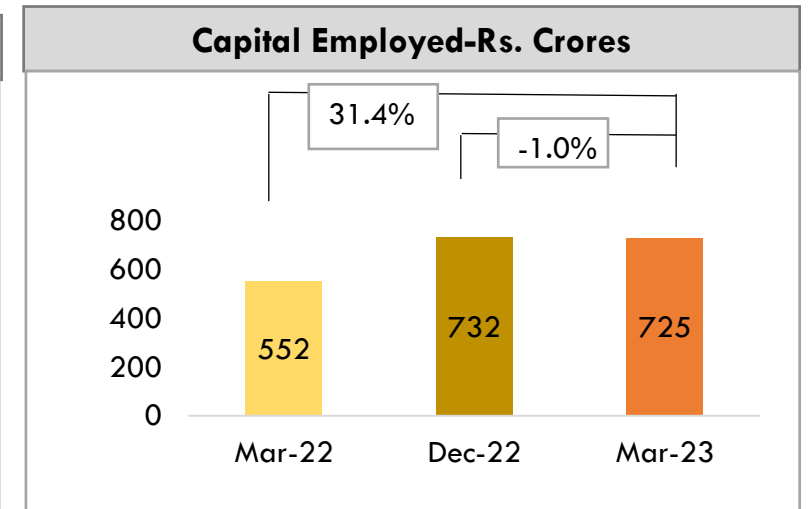
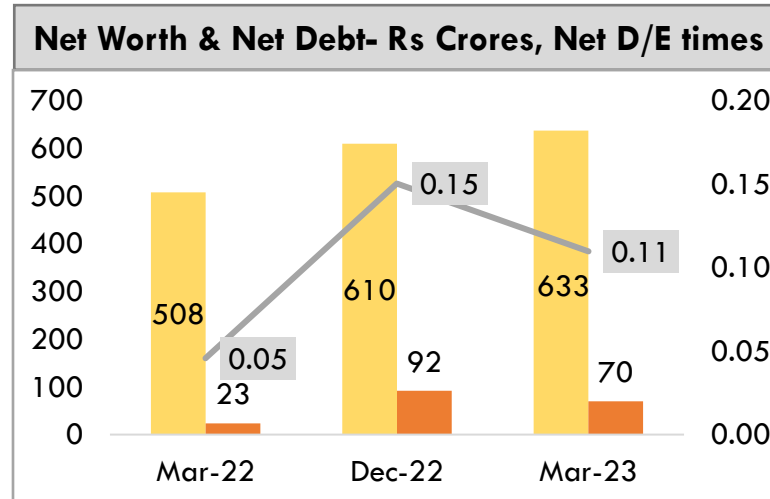
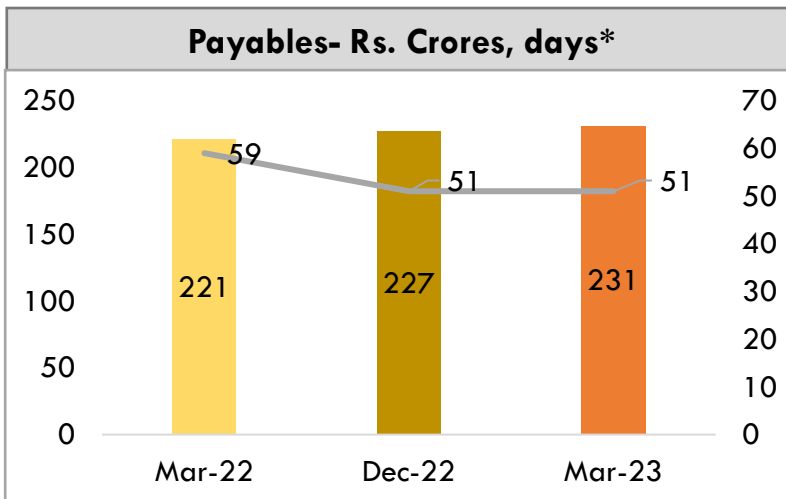
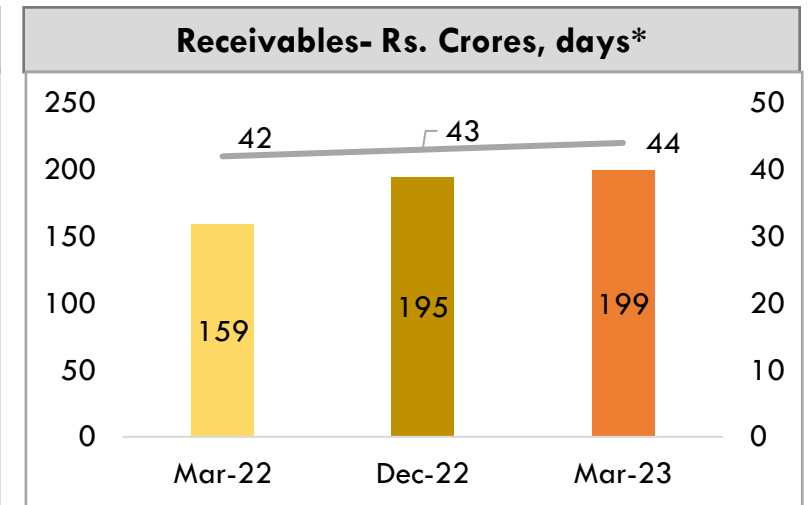
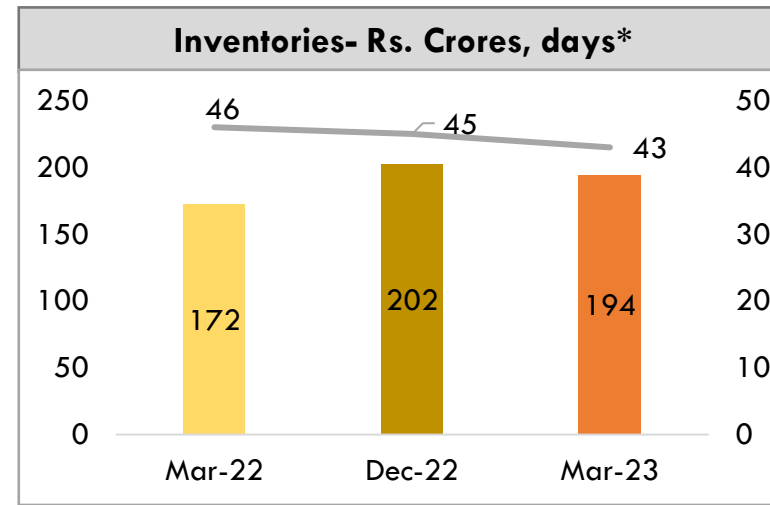
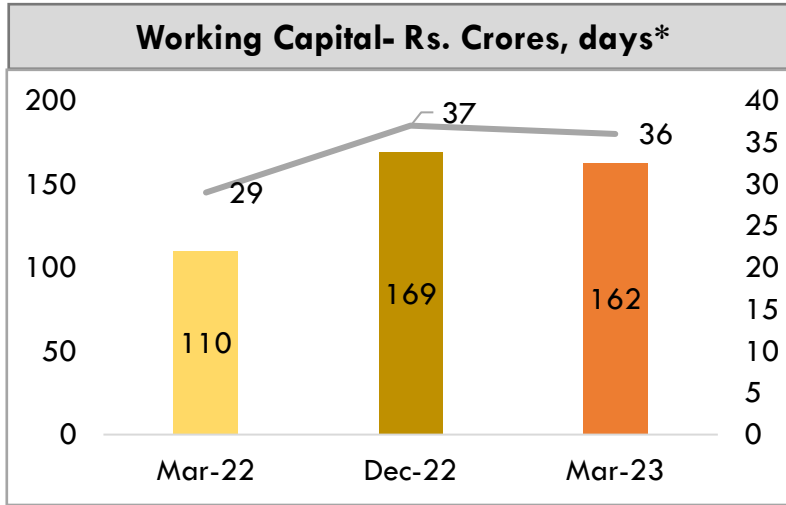
\*Excluding non-cash ESOP cost of Rs 15.3 crores in FY23 & Rs 12.1 crores in FY22

\*\*After providing for exceptional loss of Rs 6.8 crores in FY23. PAT also considers tax refund pertaining to earlier year of Rs 18.4 crores in FY23

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**Revenue growth of 21% YoY**

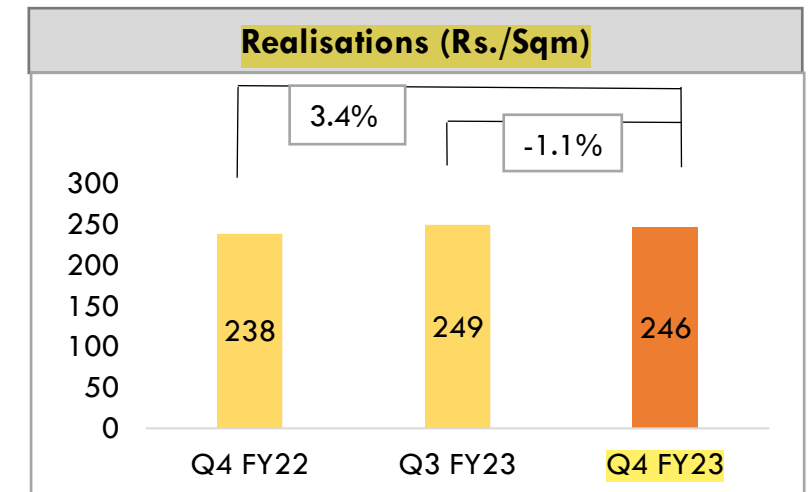
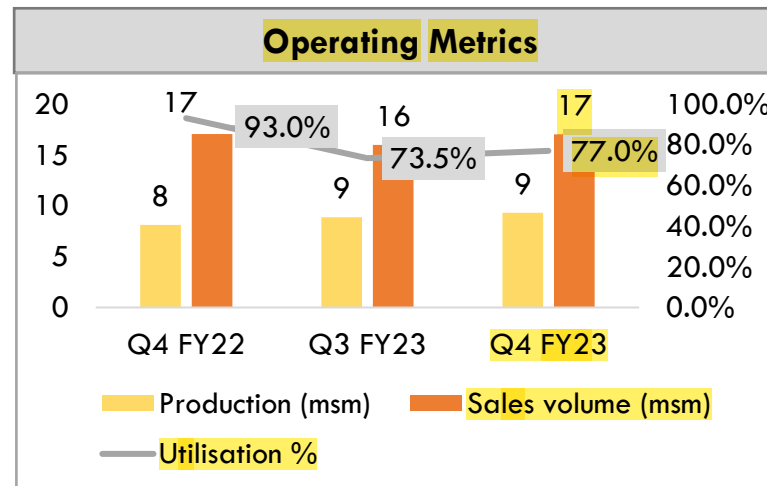
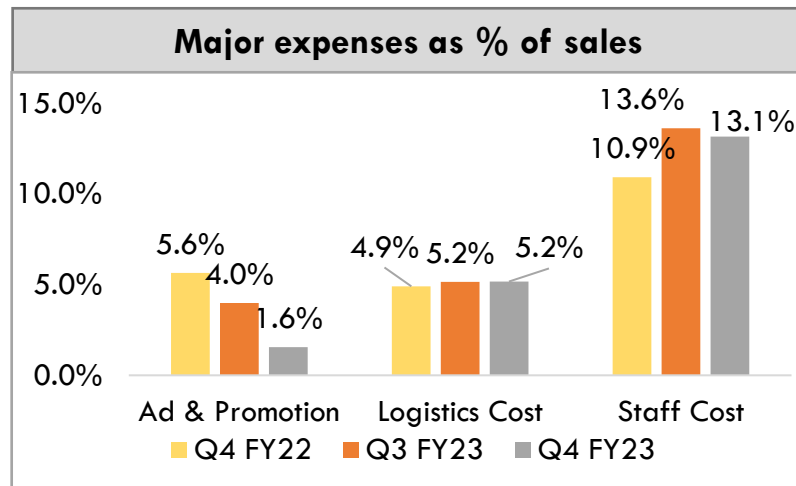
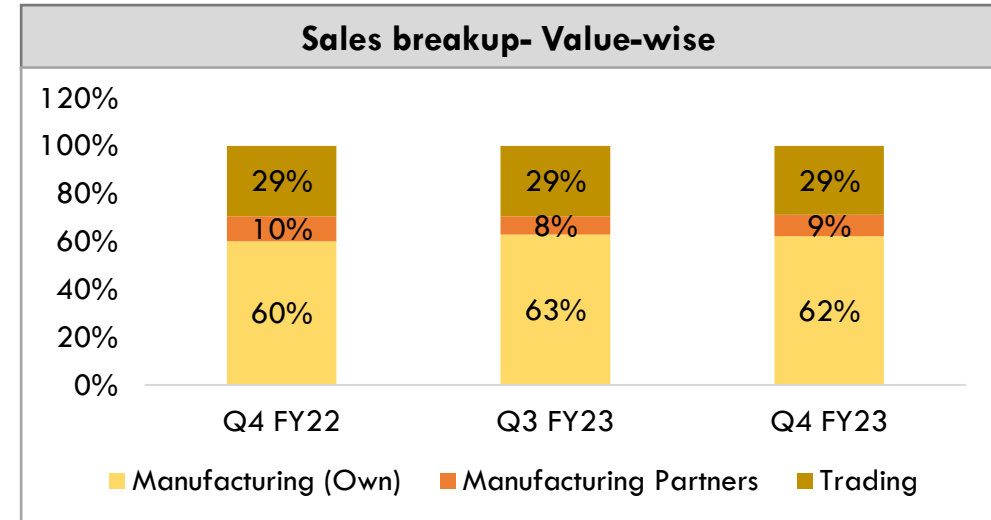
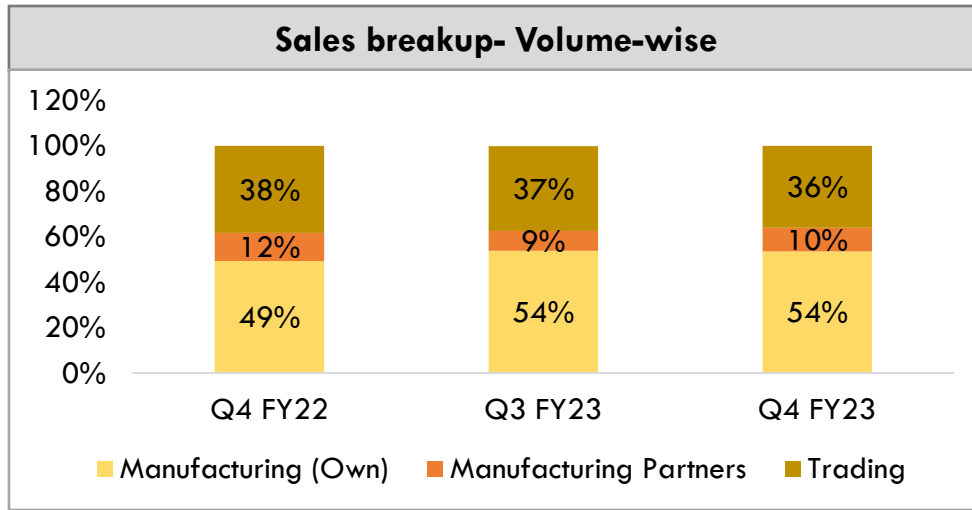
# Plywood Business<sup>^</sup> (Standalone + Sandila) Ratios



\*Annualised

<sup>^</sup>Plywood business is a sum of standalone numbers and Greenply Sandila numbers (after eliminations)

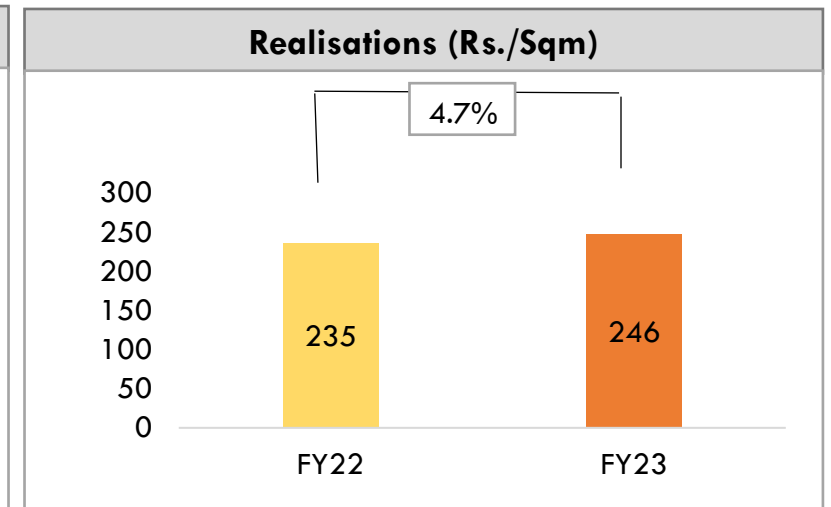
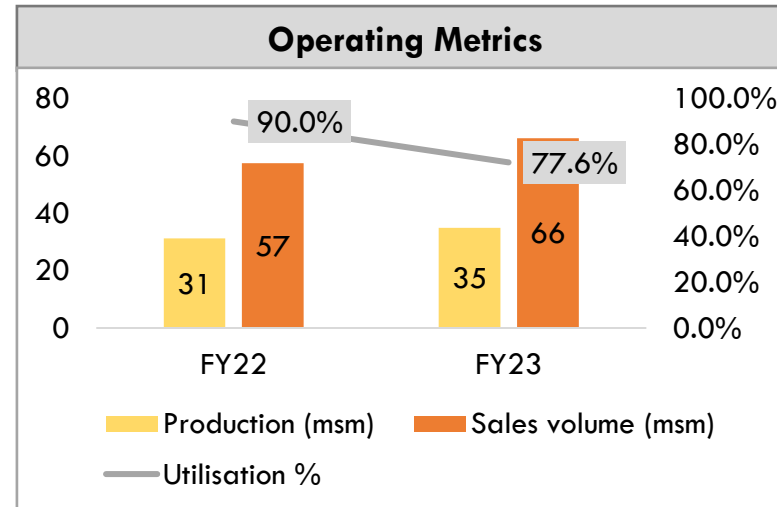
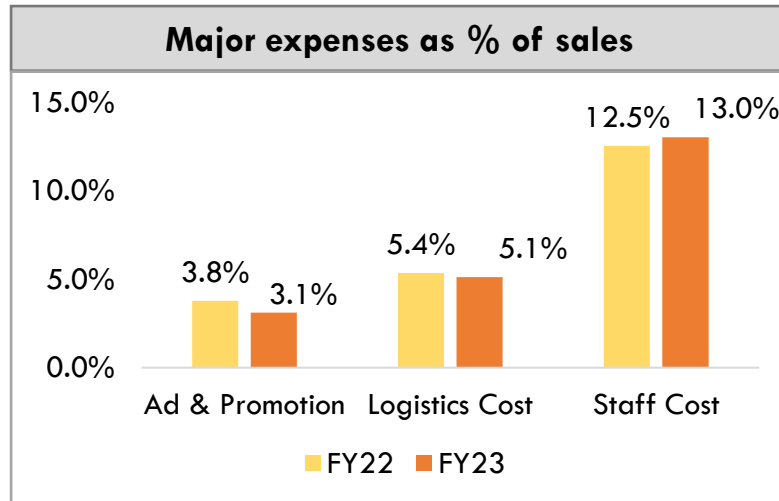
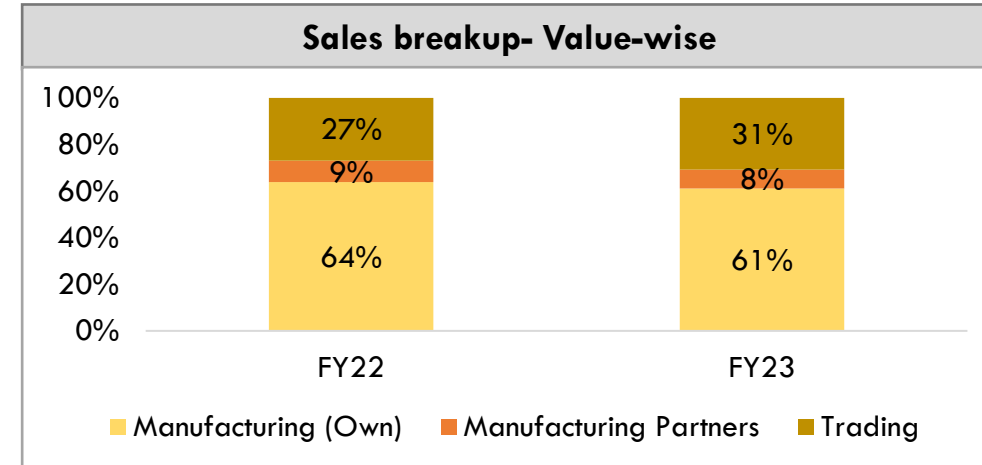
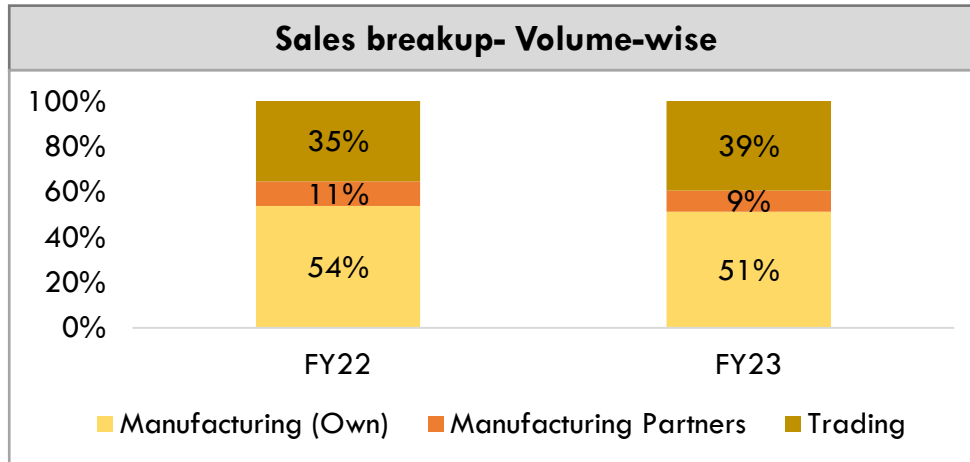
# Plywood Business<sup>^</sup> (Standalone + Sandila) Operating Metrics Q4 FY23



<sup>^</sup>Plywood business is a sum of standalone numbers and Greenply Sandila numbers (after eliminations)

**Developing a healthy mix of manufacturing & trading portfolio yielding better ROEs**

# Plywood Business<sup>^</sup> (Standalone + Sandila) Operating Metrics FY23

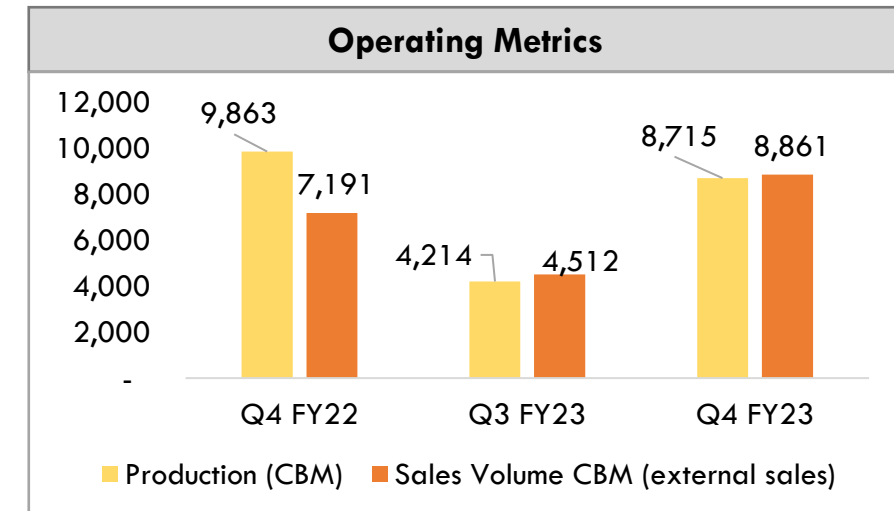
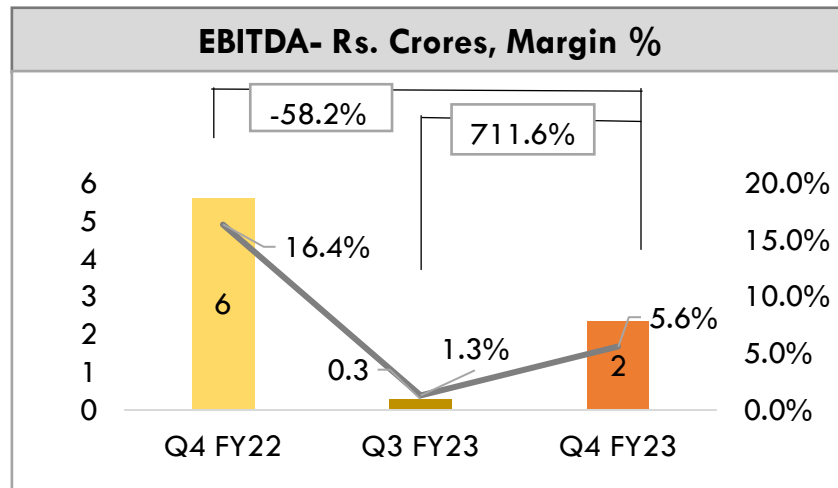
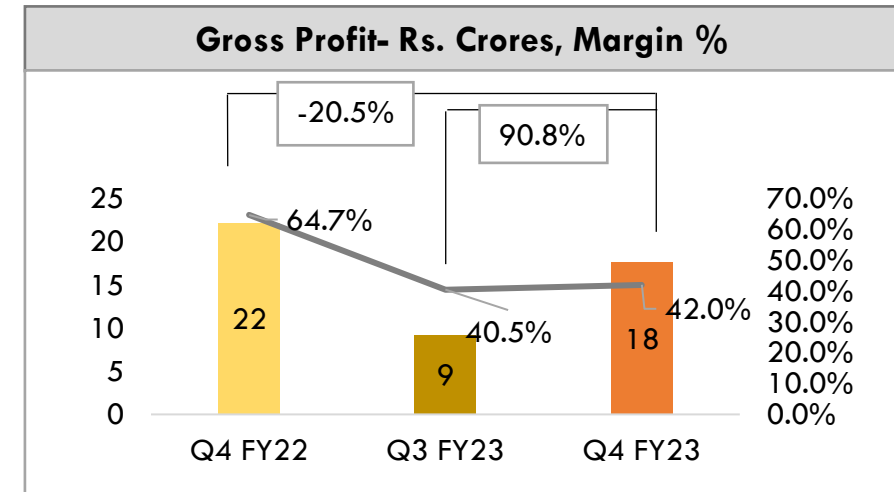
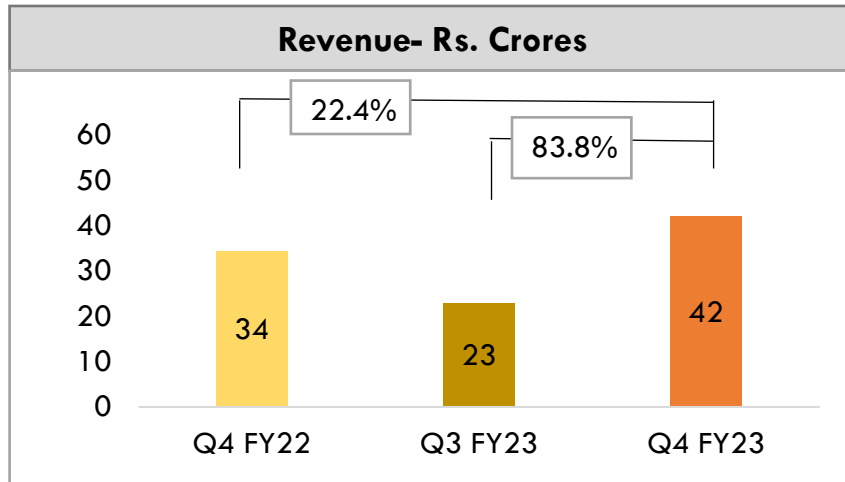


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**Developing a healthy mix of manufacturing & trading portfolio yielding better ROEs**

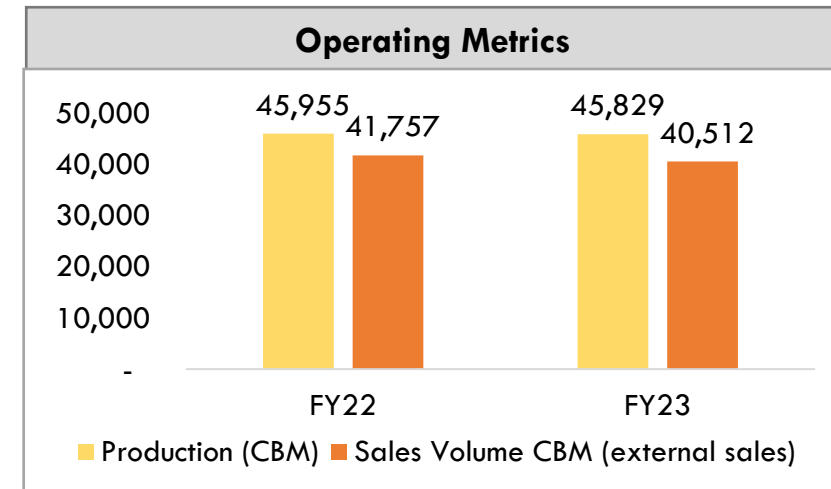
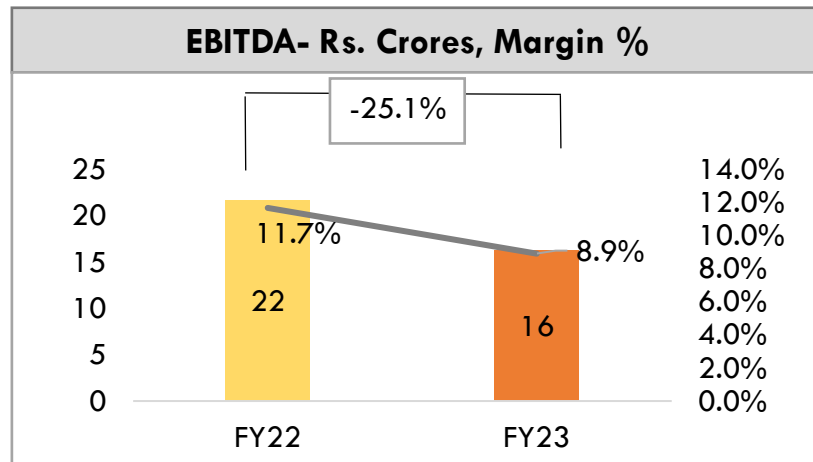
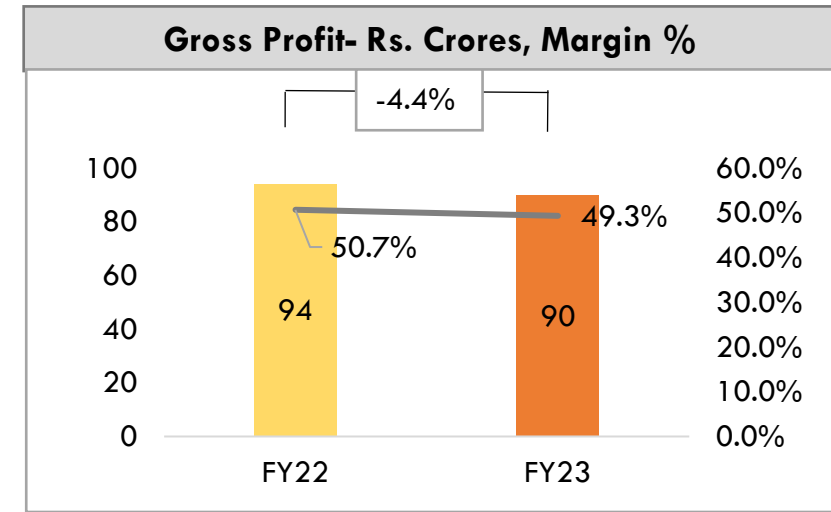
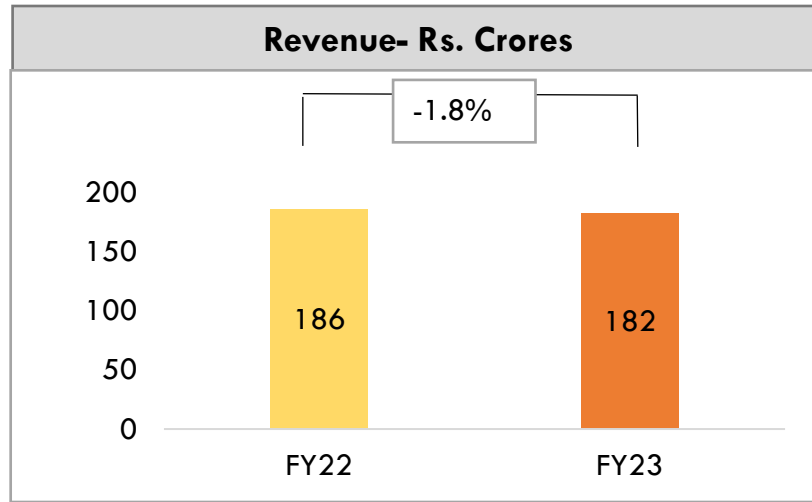


# GMEL P&L-Q4 FY23



Supplying to Europe, India, Middle East and South-East Asia

# GMEL P&L- FY23



Supplying to Europe, India, Middle East and South-East Asia

# Consolidated Profit & Loss Statement Q4 & FY23



(₹ in Lakhs)						
Statement of Consolidated Financial Results for the Three Months and Year ended 31 March 2023						
Sr. No.	Particulars	Three months ended 31.03.2023	Previous Three months ended 31.12.2022	Corresponding Three months ended 31.03.2022 in the previous year	Year ended 31.03.2023	Year ended 31.03.2022
		(Audited) {Refer Note 6}	(Unaudited)	(Audited) {Refer Note 6}	(Audited)	(Audited)
1.	Income					
	a) Revenue from operations	46,915.86	42,818.61	44,855.34	1,84,562.99	1,56,280.38
	b) Other income	929.34	306.76	311.22	1,534.44	990.20
	Total Income	47,845.20	43,125.37	45,166.56	1,86,097.43	1,57,270.58
2.	Expenses					
	a) Cost of materials consumed	16,182.13	16,463.97	14,470.49	66,866.71	56,001.96
	b) Purchase of stock-in-trade	12,409.22	10,076.19	13,119.43	49,871.15	39,635.49
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	268.92	(448.44)	(655.03)	(4,079.60)	(2,106.75)
	d) Employee benefits expense	6,288.50	6,043.00	5,036.59	24,313.26	19,329.75
	e) Finance costs	759.63	620.94	248.40	2,624.71	1,193.15
	f) Depreciation and amortisation expenses	1,031.57	963.79	673.20	3,646.08	2,584.60
	g) Other expenses	7,010.16	7,428.28	8,431.22	30,680.60	28,393.76
	Total Expenses	43,950.13	41,147.73	41,324.30	1,73,922.91	1,45,031.96
3.	Profit before share of profit /(loss) of joint venture and tax (1-2)	3,895.07	1,977.64	3,842.26	12,174.52	12,238.62
4.	Exceptional items	-	962.00	-	962.00	-
5.	Share of profit/(loss) of joint venture (refer note 4)	(1,663.13)	(218.34)	6.47	(2,075.21)	260.27
6.	Profit/(Loss) before tax(3+4+5)	2,231.94	2,721.30	3,848.73	11,061.31	12,498.89
7.	Tax expense					
	a) Current tax	852.86	(1,108.56)	1,001.51	1,378.00	3,124.40
	b) Deferred tax	272.44	225.58	(49.93)	540.13	(98.08)
	Total tax expense	1,125.30	(882.98)	951.58	1,918.13	3,026.32
8.	Profit/(Loss) for the period (6-7)	1,106.64	3,604.28	2,897.15	9,143.18	9,472.57
9	Other Comprehensive Income / (Loss) for the period	45.57	530.07	(24.71)	251.24	(146.16)
10.	Total Comprehensive Income/(Loss) for the period (8+9)	1,152.21	4,134.35	2,872.44	9,394.42	9,326.41
11.	Paid-up equity share capital (Face value ₹ 1/- each)	1,228.76	1,228.73	1,226.27	1,228.76	1,226.27
12.	Other equity				63,153.01	52,590.23
13.	Earnings per equity share (of ₹ 1/- each)					
	a) Basic (₹)	0.90*	2.93*	2.36*	7.44	7.72
	b) Diluted (₹)	0.89*	2.91*	2.35*	7.37	7.72
* Not annualised						

# Consolidated Balance Sheet as on 31st March, 2023



		(₹ in Lakhs)	
Statement of Assets and Liabilities		Consolidated	
Sr. No.	Particulars	31.03.2023 (Audited)	31.03.2022 (Audited)
A.	<b>ASSETS</b>		
1.	<b>Non-current assets</b>		
	(a) Property, plant and equipment	40,138.00	30,855.64
	(b) Capital work-in-progress	51,295.81	10,962.98
	(c) Right of use assets	4,718.14	3,343.82
	(d) Intangible assets	1,024.58	1,051.44
	(e) Intangible assets under development	36.50	-
	(f) Investments accounted for using the equity method	123.07	2,198.28
	(g) Financial assets		
	(i) Investments	514.08	381.84
	(ii) Loans	80.45	44.57
	(iii) Other financial assets	952.61	766.19
	(h) Non-current tax assets (net)	276.31	1,257.44
	(i) Deferred tax assets (net)	272.62	726.71
	(j) Other non-current assets	3,385.47	9,372.12
	<b>Total non-current assets</b>	<b>1,02,817.64</b>	<b>60,961.03</b>
2.	<b>Current assets</b>		
	(a) Inventories	27,838.15	22,563.31
	(b) Financial assets		
	(i) Trade receivables	22,872.32	18,643.46
	(ii) Cash and cash equivalents	3,106.58	6,295.93
	(iii) Bank balances other than cash and cash equivalents	35.38	961.96
	(iv) Loans	129.65	74.12
	(v) Derivatives	-	-
	(v) Other financial assets	592.02	916.37
	(c) Other current assets	10,711.26	5,462.95
	<b>Total current assets</b>	<b>65,285.36</b>	<b>54,918.10</b>
	<b>TOTAL ASSETS</b>	<b>1,68,103.00</b>	<b>1,15,879.13</b>
B.	<b>EQUITY AND LIABILITIES</b>		
1.	<b>Equity</b>		
	(a) Equity share capital	1,228.76	1,226.27
	(b) Other equity	63,153.01	52,590.23
	<b>Total equity</b>	<b>64,381.77</b>	<b>53,816.50</b>
2.	<b>Non-current liabilities</b>		
	(a) Financial liabilities		
	(i) Borrowings	51,524.18	14,308.16
	(ii) Lease liabilities	2,369.76	1,305.29
	(iii) Other financial liabilities	30.00	9.00
	(b) Deferred tax liabilities (net)	98.87	-
	(c) Other non current liabilities	-	-
	(c) Provisions	679.82	563.88
	<b>Total non-current liabilities</b>	<b>54,702.63</b>	<b>16,186.33</b>
3.	<b>Current Liabilities</b>		
	(a) Financial liabilities		
	(i) Borrowings	14,817.50	14,878.33
	(ii) Lease liabilities	911.62	456.22
	(iii) Trade payables		
	Total outstanding dues of micro enterprises and small enterprises	124.29	158.76
	Total outstanding dues of creditors other than micro enterprises and small enterprises	24,144.38	21,479.08
	(iv) Derivatives	11.78	13.64
	(v) Other financial liabilities	6,352.24	4,359.84
	(b) Other current liabilities	1,888.51	2,842.76
	(c) Provisions	732.97	1,687.67
	(d) Current tax liabilities (net)	35.31	-
	<b>Total current liabilities</b>	<b>49,018.60</b>	<b>45,876.30</b>
	<b>Total liabilities</b>	<b>1,03,721.23</b>	<b>62,062.63</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,68,103.00</b>	<b>1,15,879.13</b>

# Standalone Profit & Loss Statement Q4 & FY23



(₹ in Lakhs)						
Statement of Standalone Financial Results for the Three Months and Year ended 31 March 2023						
Sr. No.	Particulars	Three months ended 31.03.2023	Previous Three months ended 31.12.2022	Corresponding Three months ended 31.03.2022 in the previous year	Year ended 31.03.2023	Year ended 31.03.2022
		(Audited) {Refer Note 4}	(Unaudited)	(Audited) {Refer Note 4}	(Audited)	(Audited)
1.	<b>Income</b>					
	a) Revenue from operations	41,749.19	39,935.61	41,427.73	1,64,320.21	1,37,688.81
	b) Other income	1,279.82	565.65	433.14	2,386.86	1,317.13
	<b>Total Income</b>	<b>43,029.01</b>	<b>40,501.26</b>	<b>41,860.87</b>	<b>1,66,707.07</b>	<b>1,39,005.94</b>
2.	<b>Expenses</b>					
	a) Cost of materials consumed	12,371.31	11,512.35	13,416.71	51,259.45	49,489.28
	b) Purchase of stock-in-trade	15,445.07	13,948.69	12,171.50	56,737.38	37,173.90
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(442.31)	166.53	137.61	(2,023.23)	(2,301.21)
	d) Employee benefits expense	5,072.97	5,005.53	4,524.26	20,118.49	17,260.02
	e) Finance costs	221.60	108.26	135.32	615.48	578.03
	f) Depreciation and amortisation expenses	538.08	523.56	489.15	2,074.81	1,860.72
	g) Other expenses	5,719.74	6,240.92	7,173.61	24,418.63	23,027.95
	<b>Total Expenses</b>	<b>38,926.46</b>	<b>37,505.84</b>	<b>38,048.16</b>	<b>1,53,201.01</b>	<b>1,27,088.69</b>
3.	<b>Profit/(Loss) before exceptional items and tax (1-2)</b>	<b>4,102.55</b>	<b>2,995.42</b>	<b>3,812.71</b>	<b>13,506.06</b>	<b>11,917.25</b>
4.	Exceptional items (refer note 3)	(1,638.68)	962.00	-	(676.68)	-
5.	<b>Profit/(Loss) before (3+4)</b>	<b>2,463.87</b>	<b>3,957.42</b>	<b>3,812.71</b>	<b>12,829.38</b>	<b>11,917.25</b>
6.	<b>Tax expense</b>					
	a) Current tax	844.13	(1,108.56)	1,001.51	1,369.27	3,124.40
	b) Deferred tax	211.07	271.98	(40.47)	525.59	(88.48)
	<b>Total tax expense</b>	<b>1,055.20</b>	<b>(836.58)</b>	<b>961.04</b>	<b>1,894.86</b>	<b>3,035.92</b>
7.	<b>Profit/(Loss) for the period (5-6)</b>	<b>1,408.67</b>	<b>4,794.00</b>	<b>2,851.67</b>	<b>10,934.52</b>	<b>8,881.33</b>
8.	<b>Other Comprehensive Income/(Loss) for the period</b>	<b>18.03</b>	<b>18.50</b>	<b>23.44</b>	<b>38.03</b>	<b>30.01</b>
9.	<b>Total Comprehensive Income/(Loss) for the period (7+8)</b>	<b>1,426.70</b>	<b>4,812.50</b>	<b>2,875.11</b>	<b>10,972.55</b>	<b>8,911.34</b>
10.	Paid-up equity share capital (Face value ₹ 1/- each)	1,228.76	1,228.73	1,226.27	1,228.76	1,226.27
11.	Other equity				61,719.46	49,578.55
12.	<b>Earnings per equity share (of ₹ 1/- each)</b>					
	a) Basic (₹)	1.15*	3.90*	2.33*	8.90	7.24
	b) Diluted (₹)	1.14*	3.87*	2.32*	8.82	7.24
* Not annualised						

# Standalone Balance Sheet as on 31st March, 2023



		(₹ in Lakhs)	
Statement of Assets and Liabilities		Standalone	
Sr.	Particulars	31.03.2023 (Audited)	31.03.2022 (Audited)
<b>A.</b>	<b><u>ASSETS</u></b>		
<b>1.</b>	<b>Non-current assets</b>		
	(a) Property, plant and equipment	15,920.84	16,564.25
	(b) Capital work-in-progress	664.27	140.11
	(c) Right of use assets	1,425.20	907.33
	(d) Intangible assets	1,020.69	1,051.18
	(e) Intangible assets under development	36.50	-
	(f) Financial assets		
	(i) Investments	21,931.94	22,805.06
	(ii) Loans	9,888.18	1,939.07
	(iii) Other financial assets	264.85	155.35
	(g) Non-current tax assets (net)	240.97	1,252.78
	(h) Deferred tax assets (net)	178.73	717.11
	(i) Other non-current assets	1,203.59	980.00
	<b>Total non-current assets</b>	<b>52,775.76</b>	<b>46,512.24</b>
<b>2.</b>	<b>Current assets</b>		
	(a) Inventories	17,447.51	17,236.72
	(b) Financial assets		
	(i) Trade receivables	19,462.88	15,886.54
	(ii) Cash and cash equivalents	1,984.83	1,087.21
	(iii) Bank balances other than cash and cash equivalents	34.86	961.96
	(iv) Loans	98.15	74.12
	(v) Derivatives	-	-
	(v) Other financial assets	912.82	997.68
	(c) Other current assets	2,488.15	1,884.32
	<b>Total current assets</b>	<b>42,429.20</b>	<b>38,128.55</b>
	<b>TOTAL ASSETS</b>	<b>95,204.96</b>	<b>84,640.79</b>
<b>B.</b>	<b><u>EQUITY AND LIABILITIES</u></b>		
<b>1.</b>	<b>Equity</b>		
	(a) Equity share capital	1,228.76	1,226.27
	(b) Other equity	61,719.46	49,578.55
	<b>Total equity</b>	<b>62,948.22</b>	<b>50,804.82</b>
<b>2.</b>	<b>Non-current liabilities</b>		
	(a) Financial liabilities		
	(i) Borrowings	365.14	1,266.36
	(ii) Lease liabilities	904.67	520.79
	(iii) Other financial liabilities	12.00	9.00
	(b) Provisions	609.47	557.65
	<b>Total non-current liabilities</b>	<b>1,891.28</b>	<b>2,353.80</b>
<b>3.</b>	<b>Current Liabilities</b>		
	(a) Financial liabilities		
	(i) Borrowings	1,473.85	3,103.00
	(ii) Lease liabilities	299.02	160.33
	(iii) Trade payables		
	Total outstanding dues of micro enterprises and small enterprises	124.29	158.76
	Total outstanding dues of creditors other than micro enterprises and small enterprises	24,153.89	21,938.32
	(iv) Derivatives	11.78	13.64
	(v) Other financial liabilities	2,076.25	1,881.88
	(b) Other current liabilities	1,476.17	2,538.94
	(c) Provisions	714.90	1,687.30
	(d) Current tax liabilities(net)	35.31	-
	<b>Total current liabilities</b>	<b>30,365.46</b>	<b>31,482.17</b>
	<b>Total liabilities</b>	<b>32,256.74</b>	<b>33,835.97</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>95,204.96</b>	<b>84,640.79</b>

The background of the slide features a large, stylized graphic on the left side. It consists of several concentric circles in shades of red and orange, with a large number of yellow and orange butterflies flying upwards from the circles. The background is a gradient of yellow and orange, with a dark green horizontal bar at the bottom.

# CORPORATE OVERVIEW

# Greenply at a glance



**One of the largest**  
Interior  
infrastructure  
brands in India

**35+**  
Years of experience  
in delivering quality  
plywood products

**Listed in NSE &  
BSE-Rs. 2,000+  
crores**  
Market Cap

**Wood based products -**  
Plywood and allied,  
Face Veneer, MDF

**E-0**  
India's first Zero  
Emission plywood



**Rated AA-**  
Long term Debt  
**Rated A1 +**  
Short Term Facilities  
(**CARE & India  
Ratings**)

**2300+**  
Dealer Distribution  
Network FY22

**1100+**  
Cities, Towns &  
Villages Served  
FY22

**Great Place  
to Work**  
Three times in a row  
(2020, 2021 & 2022)

Best Green  
Manufacturing  
Company  
2022  
India's Most Trusted  
Brand  
2022

**A Growing & resilient organization**



# Manufacturing excellence



Plywood & allied (Own Manufacturing ) Location	Capacity (Mn SqM pa)
Bamanbore, Gujarat	15.80
Sandila, Lucknow (U.P.)	13.50
Kriparampur, West Bengal	11.00
Tizit, Nagaland	8.10
<b>Total plywood &amp; Allied Existing Capacity</b>	<b>48.40</b>

Plywood & allied (Domestic Partner) Location	Capacity (Mn SqM pa)
Bareilly, Uttar Pradesh	~10.00
Hapur, Uttar Pradesh (Upcoming)*	7.50
<i>*Expected trial run in Q1 FY24</i>	
Face Veneer Peeling Location	Capacity (CBM / pa)
Gabon, West Africa	96,000
MDF Manufacturing Location	Capacity (CBM pa)
Vadodara, Gujarat	2,40,000

Kriparampur, West Bengal



Tizit, Nagaland



Sandila, U.P.



Bamanbore, Gujarat



Prudent investing to drive business forward

# MDF Project- Successfully Started Production



## MDF Project Details

<b>Product</b>	Medium Density Fiber Board (MDF)- Exterior, Interior, HDMR, HDF
<b>Sub- categories of Products</b>	Thin & thick, pre-lam and other value-added products
<b>Location</b>	Vadodara Distt., Gujarat, India
<b>Capacity</b>	800 CBM / day
<b>Area covered</b>	70 acres



Big congratulations GREENPLY team 🙌

Started production on 5<sup>th</sup> May 2023



Received IGBC  
certification under  
Platinum category

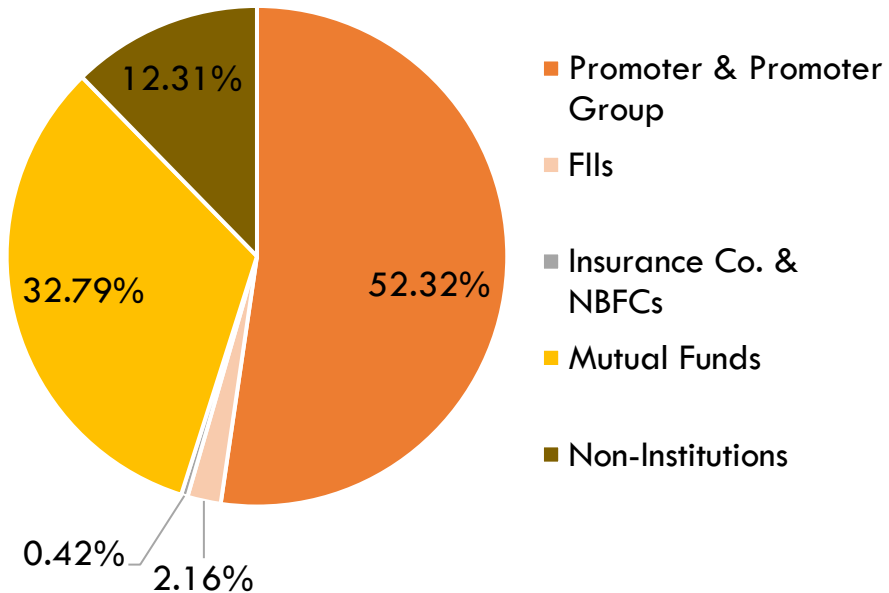


A well-deserved milestone achieved in record time of 15 months

# Ownership & Stakeholder Value Creation



Shareholding Pattern- 31<sup>st</sup> Mar 2023



*A balanced non promoter stake fostering future optimism*

Top 10 Non-Promoter holding- 31<sup>st</sup> Mar 2023

Top 10 Non- Promoters	Shareholding %
Mirae Asset Mutual Fund	8.8
HDFC Mutual Fund	8.6
Tata Mutual Fund	5.5
PGIM Mutual Fund	2.9
HSBC (Ex- L&T Mutual Fund)	2.3
IDFC Mutual Fund	2.3
Canara Robeco Mutual Fund	1.7
SBI Mutual Fund	1.6
India Insight Value Fund	0.4
IDBI Mutual Fund	0.1

**A diversified holding structure aiming at value creation for shareholders**



# Branding & Marketing Initiatives



## New Product launch- Demonstration kit for Club 700



- ❖ Kit with “ wooden fragrance diffuser”
- ❖ ~500 trade partners reached out

## Brand Engagement



- ❖ New Year Celebration – 600+ dealers
- ❖ Holi Celebration – 650+ dealers

## Point of sale messaging & communication



- ❖ 980+ Outlets

## Trade & In-shop Visibility



- ❖ Signage installation & in shop branding



# Branding & Marketing Initiatives- Various Events



## Indiawood Exhibition



❖ Generated 500+ visitors leads

## Architect Meet



❖ Engaged 300+ Architects

## Product & brand value proposition



## Health Check-up Camps



❖ 1,050+ contractors benefited

## Green Samriddhi Activation



❖ Engaged 1,500+ contractors



❖ Social Media Amplification



# Industry First – Hindustan Ki Shaan Awards

To honour and celebrate the artistry of our carpenter and contractor community



- ❖ Reached out to over 1mn+ contractors
- ❖ Received 1,300+ nominations



- ❖ Acquired new database of 13,445 contractors
- ❖ Announced 4 regional & 1 national winner at the highly emotional awards show



# Awards & Recognition



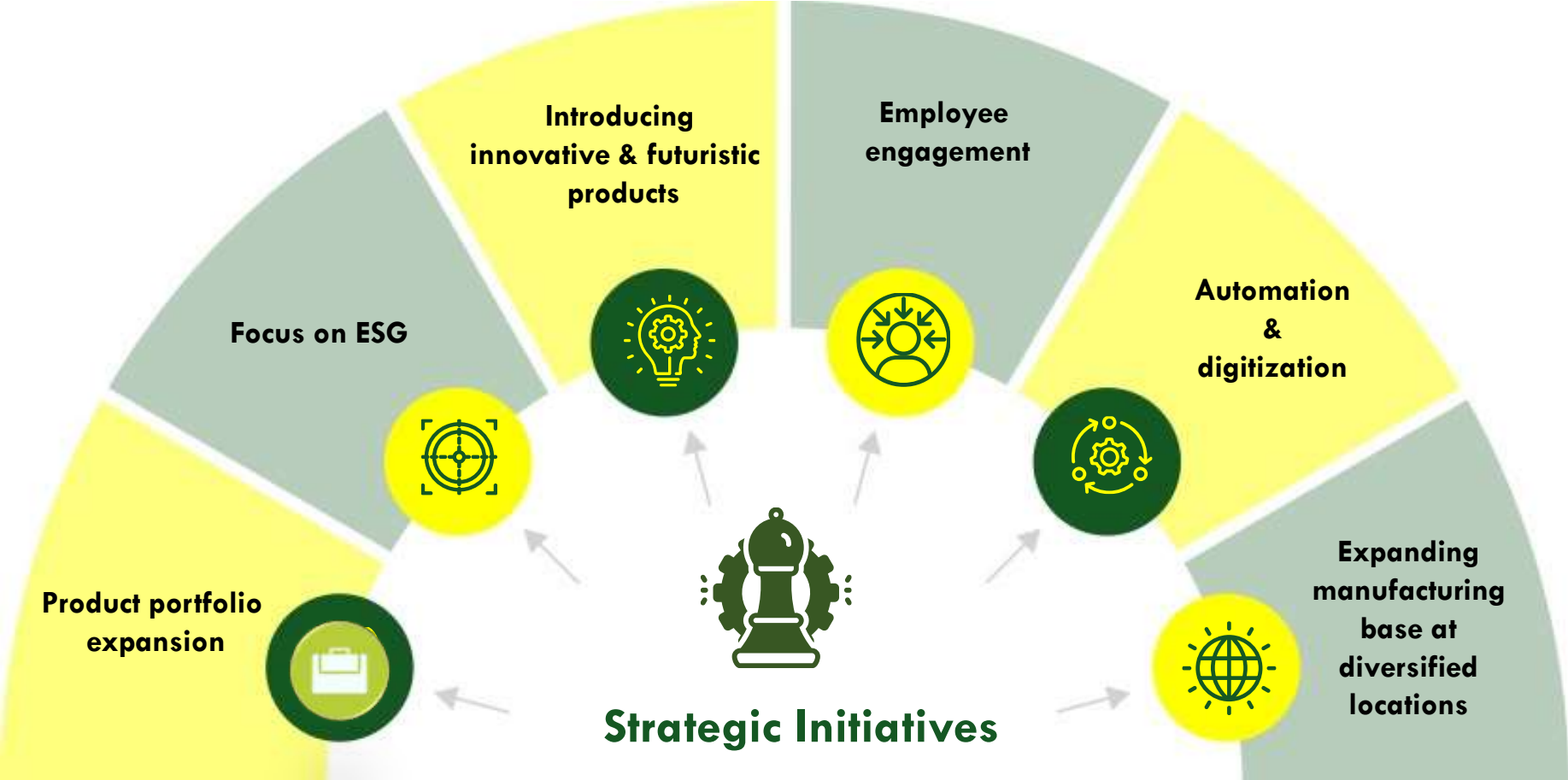
Great Place to Work-Three times in a row (2020, 2021, 2022)



Best Green Manufacturing Company- 2022



India's Most trusted Brand- 2022



Adopting a multi-pronged approach to leverage the emerging opportunity.



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The background of the slide features a large, stylized graphic of a rising sun or a large butterfly. The graphic is composed of several concentric, semi-circular bands in shades of red, orange, and yellow. Numerous smaller, stylized butterflies in various shades of yellow and orange are scattered across the upper half of the slide, appearing to fly upwards. The text "Thank You!" is written in a large, bold, white sans-serif font, centered within the lower part of the red semi-circle.

**Thank You!**