Bettering

EXECUTION COMPETENCE FOR
SUSTAINED EXCELLENCE

Greenlam
Industries Limited

Result Update
Q2 & H1FY27

Safe Harbour

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Greenlam Industries Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. 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, completeness, fairness and reasonableness 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.

This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.

Greenlam Industries Limited

Business Update | Q2 FY27

Our Journey

1992-93

Set up the first laminate unit at Behror; started the commercial production and export of laminates

2002

Started the commercial production of decorative veneers

2005-08

Setting up of overseas subsidiaries in Singapore and the US

2009

Started the commercial production of second laminate unit at Nalagarh

2012

Set up a subsidiary in the UK

2014-16

- Demerged into a separate entity and listed on NSE and BSE
- Started commercial production of engineered wooden flooring and engineered wooden doors started in Behror

2016-21

- Acquired Greenlam Decolan SA in Switzerland
- Incorporated Greenlam South Limited (GSL)
- Commissioned multiple brownfield laminate capacities
- Acquired 74.91% equity share capital of HG Industries Limited (formerly Himalaya Granites Limited)

2021-23

- Acquired laminate plant in Prantij, Gujarat
- Raised Rs. 195 cr via a preferential issue of equity shares
- Commenced greenfield plywood project at Tindivanam
- Commenced greenfield laminate & chipboard project at Naidupeta

2023-24

- Amalgamated HG Industries Ltd
- Commenced commercial operations of plywood unit at Tindivanam
- Commenced commercial operations of Laminate unit at Naidupeta
- Commenced enhanced capacity of the laminate unit in Prantij

2024-25

- Commenced commercial operations of Chipboard unit at Naidupeta
- Maiden issuance of bonus equity shares in the ratio of 1:1

Our Brands

Greenlam Industries Limited

Greenlam

LAMINATES
CHIPBOARDS
COMPACTS
FACADES
RESTROOMS
WORKTOPS

Greenlam LAMINATES

Greenlam COMPACT LAMINATE

Greenlam CLADS
EXTERIOR GRADE COMPACT LAMINATES

Greenlam STURDO
RESTROOM CUBICLES & LOCKERS

Greenlam MFC
PRELAM CHIPBOARD

Mikasa

PLYWOOD
LAMINATES
VENEERS
FLOORS
DOORS

Mikasa LAMINATES

Mikasa PLYWOOD

Mikasa DECOWOOD VENEERS

Mikasa REAL WOOD FLOORS

Mikasa DOORS & FRAMES

Our Product Portfolio

Laminate & Allied

Greenlam LAMINATES

Laminates

- Premium and Specialty HPL Surfaces



Greenlam COMPACT LAMINATE

Compact Panels

- Standard compact panels
- Lab Surfaces
- Restroom and Locker solutions
- Worktops



Mikasa LAMINATES

Laminates

- Commodity to premium surfaces



Greenlam CLADS EXTERIOR GRADE COMPACT LAMINATES

Clads

- Exterior Façade Solutions



Our Product Portfolio

Plywood & Allied

Mikasa PLYWOOD

Plywood & Blockboards

- Saphire
- Marine Blue
- Marine
- MR+
- BWP+
- Fire Guardian





Mikasa REAL WOOD FLOORS

Engineered Wooden Floors

- Complete Wooden Flooring Solutions
- Long Planks, Herringbone, Chevron, Staircase Solutions and Matching Accessories

Mikasa DECOWOOD VENEERS

Decorative Veneers

- Natural Veneer
- Engineered Veneer
- Teak Veneer





Mikasa DOORS FRAMES

Doors & Frames

- Engineered Wooden Doors and Door Sets (doors and frames)
- Fire-Rated Doors
- Non-Fire Rated Doors
- Specialty Doors
- Designer Doors

Our Product Portfolio

Panel & Allied

MFC PRELAM CHIPBOARD

Chipboards

- Pre-lam chipboards
- Plain chipboards
- HMR chipboards
- Edge band solutions



Pre-lam Chipboard



Plain Chipboard



HMR Chipboard



Edge band Solutions







Our Manufacturing Capabilities



24.52*
Million sheets / boards

High pressure laminate

- Behror, Rajasthan
- Nalagarh, Himachal Pradesh
- Prantij, Gujarat
- Naidupeta, Andhra Pradesh



4.2
Million sq.m

Decorative veneer

- Behror, Rajasthan



1.0
Million sq.m

Engineered wood floor

- Behror, Rajasthan



120,000
Units

Engineered doors

- Behror, Rajasthan



18.9
Million sq.m

Plywood

- Tindivanam, Tamil Nadu



292,380
CBM

Chipboard

- Naidupeta, Andhra Pradesh

*Brownfield expansion of 2.0 mn sheets has been announced in Naidupeta, Andhra Pradesh. This is likely to commence commercial production by Q4FY27

Our Manufacturing Capabilities



Tindivanam, Tamil Nadu



Naidupeta, Andhra Pradesh



Prantij, Gujarat



Behror, Rajasthan



Nalagarh, Himachal Pradesh

Naidupeta – Key Features

Integrated Portfolio

One Facility, Multiple Product Category

- High- pressure laminates, compacts, particle boards & pre-laminated particle boards under one roof
- Greenlam expertise enable larger formats and diverse designs and textures

Advanced Technology

Flexible & Automated Manufacturing

- Fully automated continuous particle board plant with adjustable board widths (7-9 ft)
- Automated short-cycle lamination lines offer high size flexibility

Quality by Design

In-house Quality & Process Control

- Integrated resin manufacturing supports product quality and consistency
- European technology strengthens precision & process reliability

Strategic Location

Supply-chain Advantage

- Well positioned for imports, exports, raw materials, services & spares
- Proximity to Chennai, Bengaluru & a major agro-based plantation belt

Global Standards

Certifications & Green Design

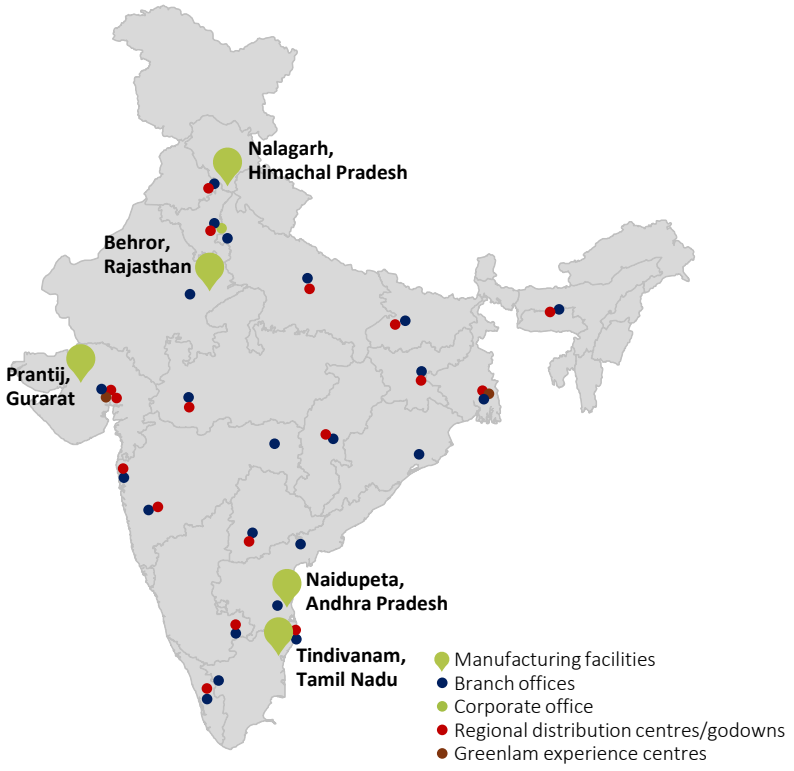
- Designed in line with Indian green building norms and guidelines
- Board certifications includes GREENGAURD GOLD, FSC®, ISO, PEFC, CARB

Future Ready Infrastructure

Scalable, Safe & Resilient Operations

- Designed for capacity expansion without disrupting existing operations
- Fully equipped occupational health centre aligned with local regulations

Domestic Footprint



23

Number of branch offices in India

17

Number of regional distribution centres / warehouses

5

Number of manufacturing units

2

Number of experience centres

40,000+

Number of distributors, wholesalers, dealers and retailers

9,000+

Number of employees in Greenlam family

The above data is as on March 31, 2026

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

International Footprint



120+

Number of countries where Greenlam is present

22

Number of global Greenlam offices

15

Number of operational global Greenlam subsidiaries

200+

Number of overseas employees

The above data is as on March 31, 2026

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

Green Credentials and Certifications

Greenguard
Low emissions, cleaner air, safer interiors.

Greenguard Gold
The stricter standard. Cleared for schools, hospitals and every space where health can't be compromised

Green Label Singapore
Recognised across Asia's most discerning specification markets

PEFC
The natural resource in your product came from a sustainable source that will still exist tomorrow

FSC®
Every step from sourcing to product, traceable and verified.

GRIHA
Helps Indian green buildings earn the ratings they're designed for.

GreenPro
Environmental responsibility, recognised by India's construction industry

IGBC
Supports the sustainability credits your project is counting on

CARB
Meets America's strictest indoor air quality limits. Most products do not.

NSF International
Independently cleared for public health and product sanitation.

DNV Certified ISO Systems
Independently validated.
Not self-declared.

BIS
Certified to India's national quality and safety benchmarks

ESG Highlights



11 MW

Renewable Electricity Access

Clean Energy Adoption

- Renewable electricity up from **1 MW to 11 MW**
- Clear roadmap to enhance renewable power adoption
- Efficiency initiatives delivered **355 TJ of annual energy savings**



3% | 16%

Emission Intensity Reduction

Emission Reduction

- Scope 1 & 2 intensity down **3% in laminates & 16% in plywood over FY25**



64

Million litres of water saved

Water Stewardship

- **64 Million litres** of water saved over 5 years via intensity reduction
- Water reuse & system upgrades enabled **annual water savings of 39 million litres** at Behror facility



6.8 Mn

Sapling planted across 5,800 acres

Sustainable Forestry Initiative

- Under *Vriksh Vridhi* Program touched ~1000 Farmers, enabling scientific agroforestry & added income
- Saplings to sequester ~150000 tonnes of CO_2 equivalent to annual emissions of 33000 fossil fuel cars



100%

Wood residues purposefully utilised

Waste Circularity

- Wood residue recovered
  - For energy at Tindivanam & Naidupeta
  - Reused as chipboard raw material at Naidupeta



TRIR 1.0

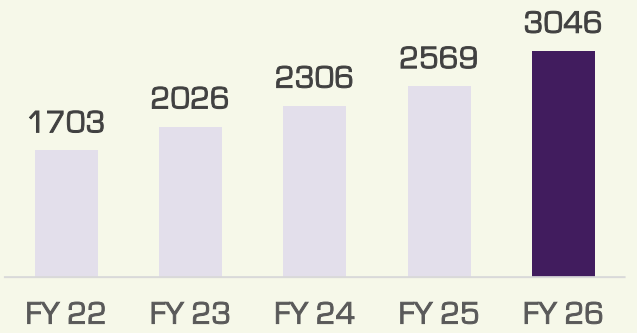
Across manufacturing units

Enhancement of Safety Culture

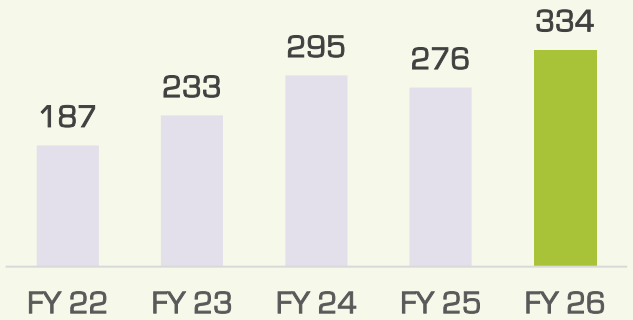
- Safety culture strengthened via trainings, behavioural safety adoption & audits
- **139% YoY increase** in reported **unsafe acts and conditions**, showing stronger reporting
- **1000+ trainings** covering **92% of permanent and contract workmen**

The above data is as on March 31, 2026

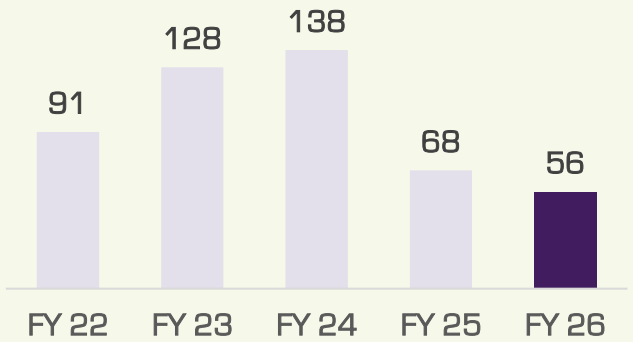
Financial Performance for last 5 years



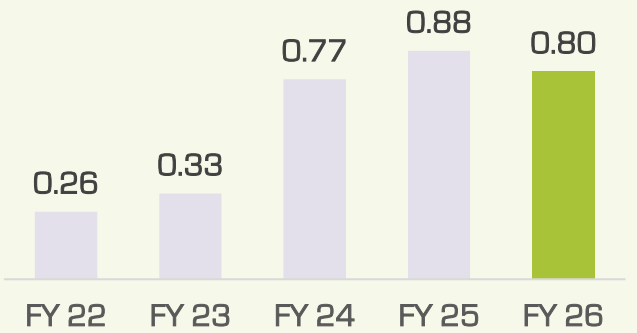
Revenue (₹ Crs)



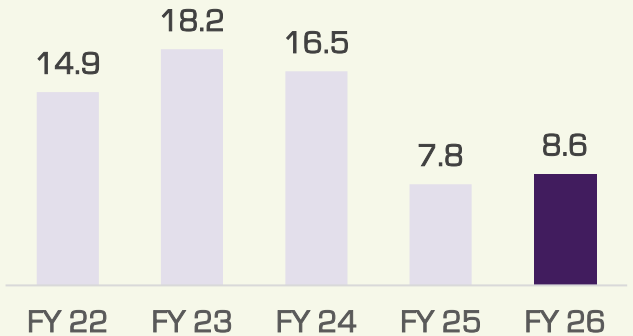
*EBITDA (₹ Crs)



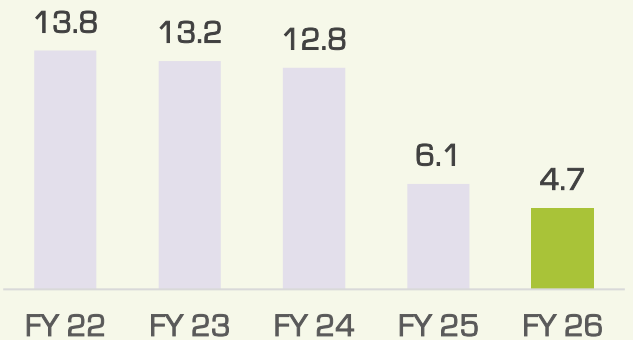
PAT (₹ Crs)



Net Debt: Equity (x)



**ROCE (%)



ROE (%)

*EBITDA is before exceptional items and forex impact

**ROCE from FY22 -24 is before exceptional items & excluding capital employed for Projects.

Previous year data has been reclassified and restated wherever necessary

Financial Update | Q2 & H1 FY27

Key Highlights

- The current quarter recorded revenues of ₹ 875.2 crores with a growth of 8.3% on YoY basis
- Q2FY27 saw continued turbulence on geopolitical matters with Middle East war resulting in fluctuation in crude prices and crude linked commodities, foreign currency rates. This also resulted in substantial increase in freight costs, delay in container / vessel availability and longer transit time
- Laminate business remained flat in Q2FY27 in value terms and de-grew by 12.0% in volume terms, as compared to same quarter in previous year, both in domestic and international business
- Plywood & Allied business reported revenues of ₹ 110.2 crores with losses reducing ₹ 1.4 crores
- Chipboard business continues to gain traction, recording a revenue of ₹ 107.0 crores, YoY growth of 123.9% and QoQ growth of 13.1%
- Gross profit during the quarter grew by 2.1% and stood at ₹ 450.5 crores. Gross margins declined by 310 bps on YoY basis to 51.5%. on account of fluctuations in raw material prices and change in product mix
- EBITDA prior to forex fluctuations de-grew by 19.0% and stood at ₹ 86.5 crores. EBITDA margins contracted by 330 bps on YoY basis on the back of flat laminate revenues and higher freight costs. The chipboard business continues to be into operating profit in the current quarter as well with pre-forex EBITDA of ₹ 8.7 crores
- Net profit for the quarter stood at ₹ 24.5 crores, de-growth of 22.9% as compared to Q2FY26
- Working capital days stood at 53 days in the current quarter and net debt as on 30th Sept 2026, stood at ₹ 921.8 crores

Financial Highlights

Profit and Loss Statement

₹ Crores	Q2FY27	Q2FY26	YoY%	Q1FY27	QoQ	H1FY27	H1FY26	YoY%
Revenue	**875.2**	**808.3**	**8.3%**	**796.7**	**9.9%**	**1671.9**	**1482.0**	**12.8%**
Raw Material	424.6	366.9		375.3		800.0	683.2	
Gross Profit	**450.5**	**441.3**	**2.1%**	**421.4**	**6.9%**	**871.9**	**798.9**	**9.1%**
Gross Margin %	*51.5%*	*54.6%*	*-310 bps*	*52.9%*	*-140 bps*	*52.2%*	*53.9%*	*-170 bps*
Employee Cost	163.1	153.7		168.4		331.5	306.4	
Other Expenses	200.9	180.8		171.9		372.8	330.9	
EBITDA without Forex	**86.5**	**106.8**	**-19.0%**	**81.1**	**6.7%**	**167.7**	**161.5**	**3.8%**
EBITDA Margin %	*9.9%*	*13.2%*	*-330 bps*	*10.2%*	*-30 bps*	*10.0%*	*10.9%*	*-90 bps*
Forex (Gain) / Loss	1.9	2.4		1.3		3.1	13.1	
EBITDA with Forex	**84.7**	**104.4**	**-18.9%**	**79.9**	**6.0%**	**164.5**	**148.5**	**10.8%**
EBITDA Margin %	*9.7%*	*12.9%*	*-320 bps*	*10.0%*	*-30 bps*	*9.8%*	*10.0%*	*-20 bps*
Other Income	6.9	1.2		6.0		12.8	3.7	
Depreciation	35.6	35.5		35.4		71.0	70.6	
EBIT	**55.9**	**70.1**	**-20.2%**	**50.4**	**10.9%**	**106.3**	**81.5**	**30.4%**
EBIT Margin %	*6.4%*	*8.7%*	*-230 bps*	*6.3%*	*10 bps*	*6.4%*	*5.5%*	*90 bps*
Interest	19.7	24.0		19.5		39.2	49.9	
PBT	**36.3**	**46.1**		**30.9**	**17.2%**	**67.2**	**31.6**	**112.3%**
PBT Margin %	*4.1%*	*5.7%*		*3.9%*	*20 bps*	*4.0%*	*2.1%*	*190 bps*
Tax	11.8	14.4		9.7		21.5	15.6	
PAT	**24.5**	**31.8**		**21.2**	**15.3%**	**45.7**	**16.1**	**184.8%**
PAT Margin %	*2.8%*	*3.9%*		*2.7%*	*10 bps*	*2.7%*	*1.1%*	*160 bps*

Previous year data has been reclassified and restated wherever necessary

Financial Highlights

Balance Sheet

INR Crores	Sep-26	Mar-26
Shareholders Fund	**1215.8**	**1,179.1**
Share Capital	25.5	25.5
Reserves & Surplus	1190.6	1153.7
Minority Interest	-0.3	-0.2
Borrowings	**1001.1**	**1,055.4**
Long Term Borrowing*	787.0	883.9
Short Term Borrowings	214.1	171.5
Liabilities	**765.2**	**769.7**
Trade Payables	538.4	507.3
Other Liabilities	226.8	262.3
Total Liabilities	**2982.1**	**3,004.2**

INR Crores	Sep-26	Mar-26
Non-Current Assets	**1621.1**	**1769.6**
Fixed Assets	1555.0	1715.4
Goodwill	3.5	3.5
Other Non-Current Assets	62.6	50.7
Current Assets	**1361.0**	**1234.5**
Inventories	800.9	763.9
Trade receivables	241.6	218.7
Cash and Bank Balances	46.8	63.9
Current Investment	32.5	51.4
Other Current Assets	239.3	136.6
Total Assets	**2982.1**	**3004.2**

*Total Debt includes current portion of long-term debt and is prior to IndAS adjustment of INR 8.75 crores for H1FY27 and INR 9.92 crores for FY26

Financial Highlights

Laminates & Allied Segment

₹ Crores	Q2FY27	Q2FY26	YoY%	Q1FY27	QoQ	H1FY27	H1FY26	YoY%
Net Revenue	658.0	658.0	0.0%	596.1	10.4%	1,254.1	1,212.7	3.4%
Gross Margin	347.8	371.7	-6.4%	329.5	5.5%	677.3	674.7	0.4%
Gross Margin %	*52.9%*	*56.5%*	*-360 bps*	*55.3%*	*-240 bps*	*54.0%*	*55.6%*	*-160 bps*
EBITDA without forex impact	79.3	118.0	-32.8%	82.9	-4.4%	162.2	191.1	-15.1%
EBITDA Margin %	*12.0%*	*17.9%*	*-590 bps*	*13.9%*	*-190 bps*	*12.9%*	*15.8%*	*-290 bps*
EBITDA with forex impact	79.6	122.9	-35.2%	79.7	-0.1%	159.3	201.8	-21.1%
EBITDA Margin %	*12.1%*	*18.7%*	*-660 bps*	*13.4%*	*-130 bps*	*12.7%*	*16.6%*	*-390 bps*
Capital Employed	853.8	794.7		859.5		853.8	794.7	

Previous year data has been reclassified and restated wherever necessary

Financial Highlights

Laminates & Allied Segment – Quantitative Details

Particulars	Q2FY27	Q2FY26	YoY%	Q1FY27	QoQ	H1FY27	H1FY26	YoY%
Annual Installed Capacity (Mn Sheets)	24.52	24.52		24.52		24.52	24.52	
Production (Mn Sheets)	4.83	5.91	-18.3%	4.90	-1.3%	9.73	11.06	-12.0%
Capacity Utilization (Annualized)	79%	96%		80%		79%	90%	
Sales (Mn Sheets)	5.09	5.79	-12.0%	4.62	10.2%	9.72	10.87	-10.6%
Average Realization (₹ / Sheet)	1,241	1,104	12.4%	1,240	0.1%	1,240	1,085	14.4%

Previous year data has been reclassified and restated wherever necessary

Financial Highlights

Plywood & Allied Segment

₹ Crores	Q2FY27	Q2FY26	YoY%	Q1FY27	QoQ%	H1FY27	H1FY26	YoY%
Net Revenue	110.2	102.5	7.5%	106.0	3.9%	216.2	190.5	13.5%
Gross Margin	55.1	52.9	4.2%	50.7	8.7%	105.9	93.5	13.3%
Gross Margin %	*50.1%*	*51.6%*	*-150 bps*	*47.9%*	*220 bps*	*49.0%*	*49.1%*	*-10 bps*
EBITDA without forex impact	(1.4)	(3.9)		(5.2)		(6.6)	(12.5)	
EBITDA Margin %	*-1.3%*	*-3.8%*		*-4.9%*		*-3.1%*	*-6.6%*	
EBITDA with forex impact	(1.7)	(4.4)		(5.1)		(6.8)	(13.4)	
EBITDA Margin %	*-1.5%*	*-4.3%*		*-4.8%*		*-3.2%*	*-7.0%*	
Capital Employed	324.3	354.3		320.4		324.3	354.3	

Plywood & Allied Segment consists of Plywood, Decorative Veneers, Engineered Floors & Engineered Doors

Previous year data has been reclassified and restated wherever necessary

Financial Highlights

Plywood – Quantitative Details

Particulars	Q2FY27	Q2FY26	YoY%	Q1FY27	QoQ%	H1FY27	H1FY26	YoY%
Annual Installed Capacity (Mn Sqmt)	18.90	18.90		18.90		18.90	18.90	
Production (Mn Sqmt)	2.15	1.67	28.6%	1.83	17.7%	3.98	3.02	32.0%
Capacity Utilization (Annualized)	46%	35%		39%		42%	32%	
Sales (Mn Sqmt)	1.94	1.58	22.8%	1.66	16.6%	3.60	2.96	21.6%
Average Realization (₹ / Sqmt)	257	247	4.2%	276	-6.7%	264	255	3.6%

Previous year data has been reclassified and restated wherever necessary

Financial Highlights

Panel & Allied Segment

₹ Crores	Q2FY27	Q2FY26	YoY%	Q1FY27	QoQ%	H1FY27	H1FY26	YoY%
Net Revenue	107.0	47.8	123.9%	94.6	13.1%	201.6	78.8	155.9%
Gross Margin	47.6	16.7	184.7%	41.1	16.0%	88.7	30.6	189.6%
Gross Margin %	*44.5%*	*35.0%*	*950 bps*	*43.4%*	*110 bps*	*44.0%*	*38.9%*	*510 bps*
EBITDA without forex impact	8.7	(7.3)		3.4	154.4%	12.1	(17.1)	
EBITDA Margin %	*8.1%*	*-15.3%*		*3.6%*	*450 bps*	*6.0%*	*-21.6%*	
EBITDA with forex impact	6.8	(14.1)		5.3	27.7%	12.1	(40.0)	
EBITDA Margin %	*6.3%*	*-29.4%*		*5.6%*	*70 bps*	*6.0%*	*-50.7%*	
Capital Employed	768.8	781.9		764.1		768.8	781.9	

Panel and Allied segment includes plain & pre-lam chipboards

Previous year data has been reclassified and restated wherever necessary

Financial Highlights

Chipboard – Quantitative Details

Particulars	Q2FY27	Q2FY26	YoY%	Q1FY27	QoQ%	H1FY27	H1FY26	YoY%
Annual Installed Capacity (CBM)	2,92,380	2,92,380		2,92,380		2,92,380	2,92,380	
Production (CBM)	44,241	26,571	66.5%	44,838	-1.3%	89,079	48,118	85.1%
Capacity Utilization (CBM)	61%	36%		61%		61%	33%	
Sales (CBM)	46,871	26,287	78.3%	41,418	13.2%	88,289	40,896	115.9%
Average Realisation (₹/CBM)	22,591	18,187	24.2%	22,764	-0.8%	22,673	19,281	17.6%

Previous year data has been reclassified and restated wherever necessary

Financial Highlights

Operating Parameters – Net Working Capital

Particulars	Q2FY27		Q2FY26		Q1FY27		H1FY27		H1FY26	
	Amt	Days	Amt	Days	Amt	Days	Amt	Days	Amt	Days
Inventory	801	84	711	80	807	92	801	87	711	88
Trade Receivables	242	25	212	24	213	24	242	26	212	26
Trade Payables	538	56	511	58	527	60	538	58	511	63
Net Working Capital	**504**	**53**	**413**	**47**	**494**	**56**	**504**	**55**	**413**	**51**

Amount in ₹ Crores

Previous year data has been reclassified and restated wherever necessary

Financial Highlights

Debt Position

₹ Crores	H1FY27	FY26
Long Term Debt (Including current portion)	787.0	883.9
Short Term Debt	214.1	171.5
Total Debt	**1001.1**	**1055.4**
Cash & Liquid Investments	79.3	115.3
Net Debt	**921.8**	**940.1**

Total Debt includes is prior to IndAS adjustment of ₹ 8.75 crores for H1FY27 and ₹ 9.92 crores for FY26

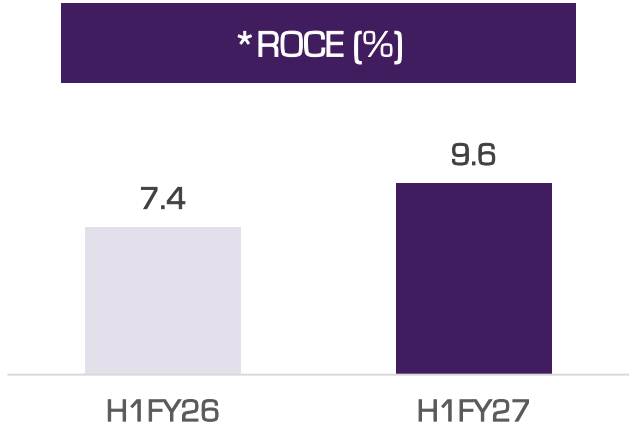
Previous year data has been reclassified and restated wherever necessary

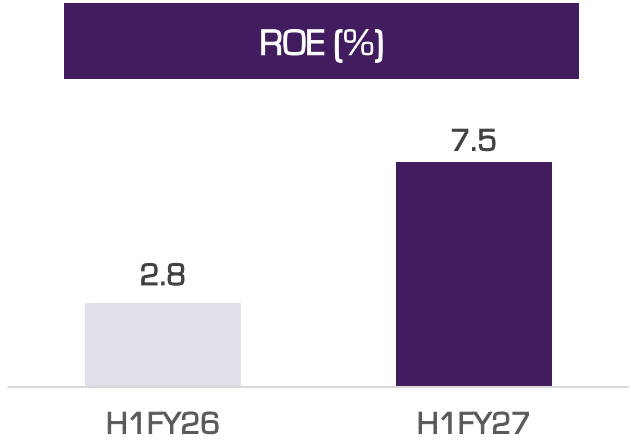
Financial Highlights

Return Ratios – ROCE & ROE

₹ Crores	H1FY27	H1FY26	FY26
EBIT*	106.3	81.5	191.6
PAT	45.7	16.1	56.0
Capital Employed	**2210.9**	**2189.8**	**2230.6**
Net Worth	1215.8	1133.9	**1179.1**
ROCE (%)*	9.6%	7.4%	*8.6%*
ROE (%)	7.5%	2.8%	*4.7%*

*Prior to exceptional items





Previous year data has been reclassified and restated wherever necessary

For further information, please contact:

Greenlam Industries Limited
CIN: L21016DL2013PLC386045

Mr. Ashok Kumar Sharma
Chief Financial Officer
Email: ashok.sharma@greenlam.com
www.greenlamindustries.com
+91 42791399

www.greenlamindustries.com

Investor Relations Advisors:
Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

Mr. Shogun Jain
Email: shogun.jain@sgapl.net
+91 7738377756

Mr. Shrikant Sangani
Email: Shrikant.sangani@sgapl.net
+91 9619595686

www.sgapl.net