



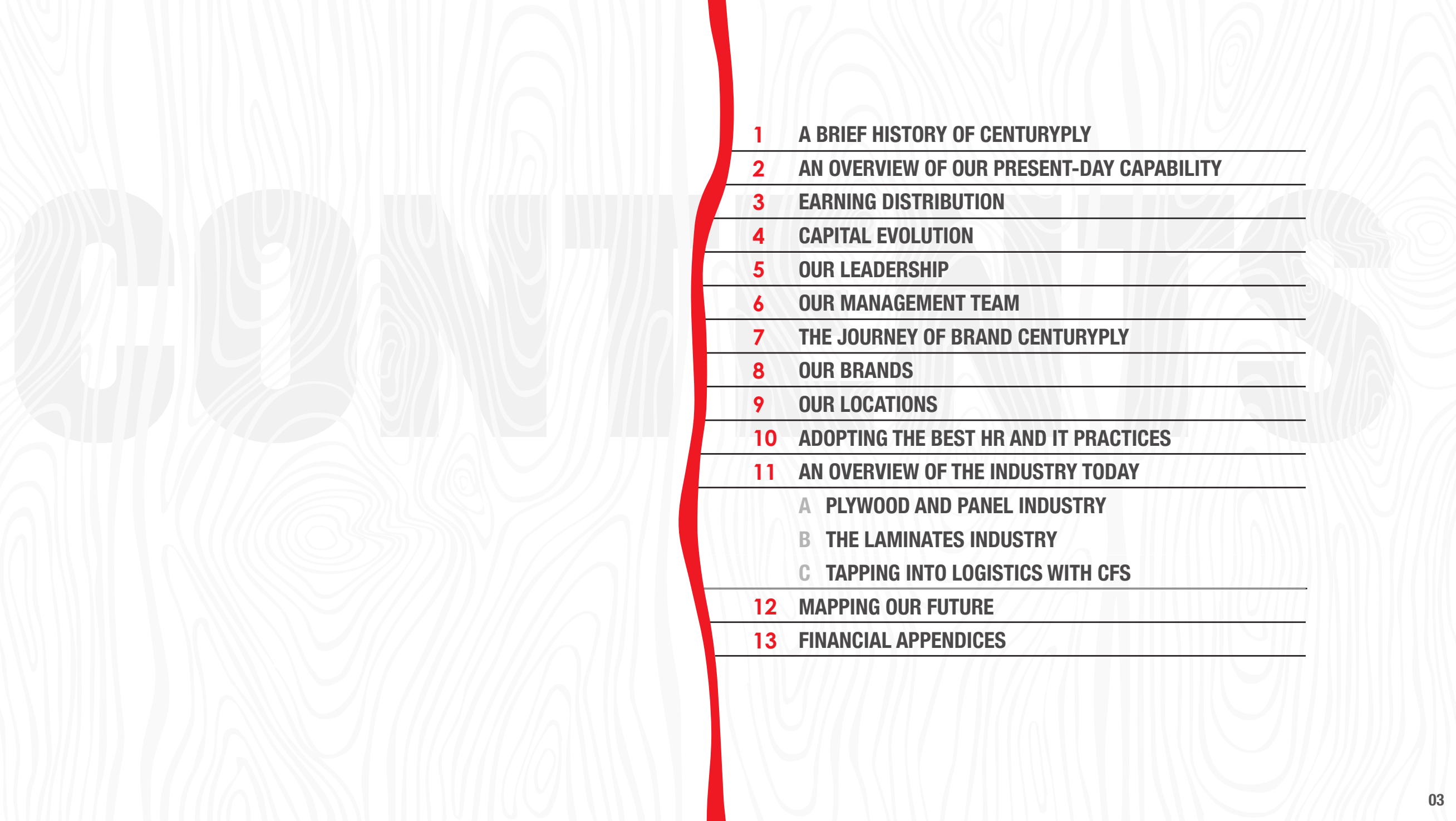
**PAST,
PRESENT
AND
FUTURE.**

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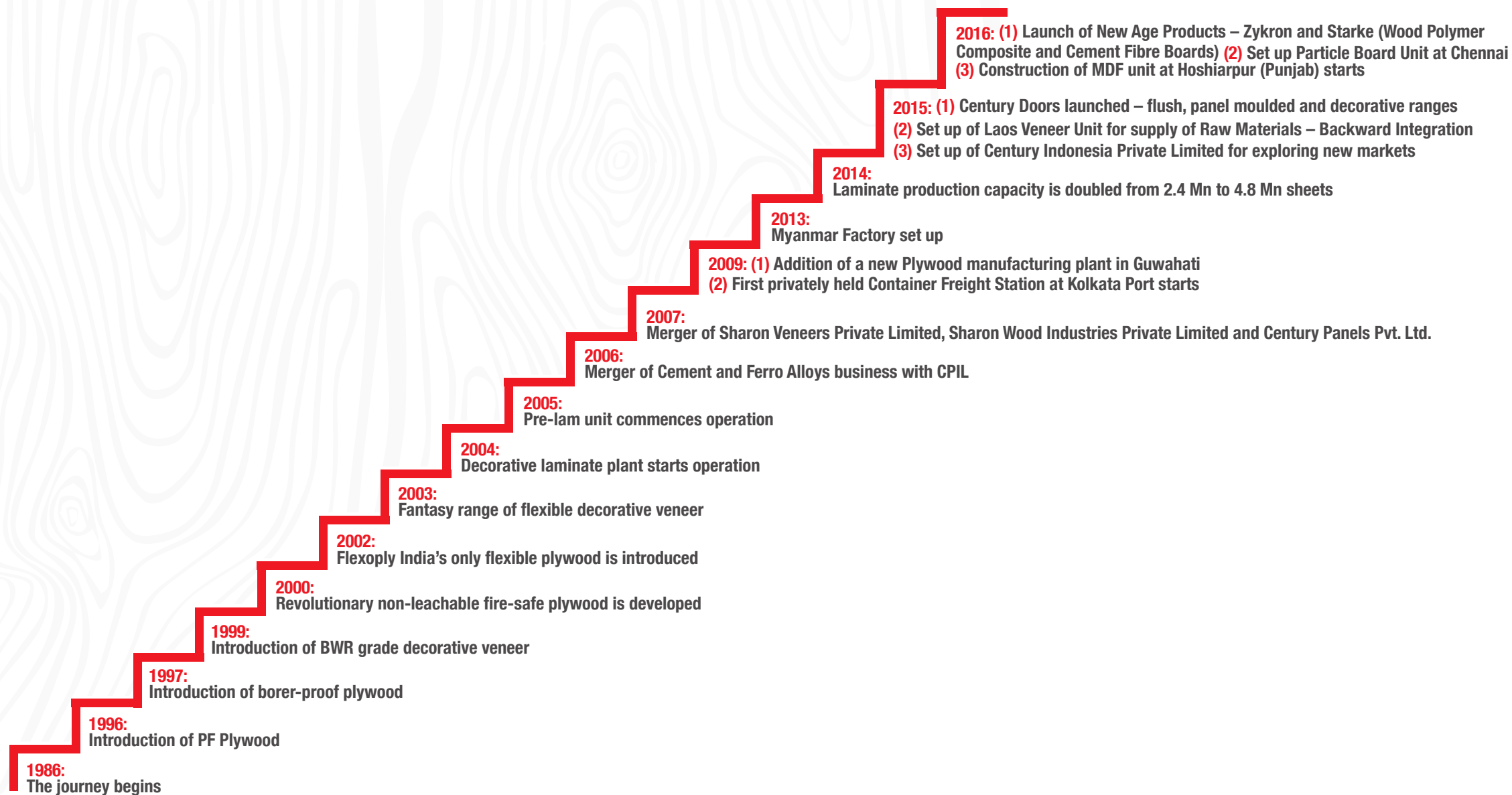


1	A BRIEF HISTORY OF CENTURYPLY
2	AN OVERVIEW OF OUR PRESENT-DAY CAPABILITY
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THE STORY SO FAR



**A BRIEF
HISTORY OF
CENTURYPLY**



CENTURYPLY TODAY



**AN OVERVIEW
OF OUR
PRESENT-DAY
CAPABILITY**

CENTURYPLY IS INDIA'S LEADING INTEGRATED WOOD PANEL COMPANY

Our expertise extends to the following products

Plywood
Veneers
Laminates
Prelam
MDF
Particle Boards
Doors
CFS

Our Factories

Strategically located manufacturing
units near:

Kolkata (Eastern part of India)
Kandla (Western part of India)
Chennai (Southern part of India)
Karnal (Northern part of India)
Guwahati (North-Eastern part of India)
Roorkee (Central part of India)
Also owns units in Myanmar & Laos

**Controls 25% of the
organized plywood market**

**Has timber peeling
capacity of 210,000 CBM
and plywood production
capacity of 210,000 CBM.
The highest in India.**

Laminates

- is among the top 3 laminate producers in India
- is the fastest growing laminate brand in the country and we are aiming for leadership position soon
- has a fully integrated plant near Kolkata
- has a production capacity of 4.8 million sheets annually
- focuses on niche segments and value added products
- is seen as a design-leader, and our design papers are sourced from top international suppliers
- uses internationally sourced texture plates of the most modern trends

CFS

(Container Freight Station)

- is east India's first privately owned and largest CFS
- has an area of 100,000 sqm approximately
- has a capacity of 156,000 TEUs

Future businesses

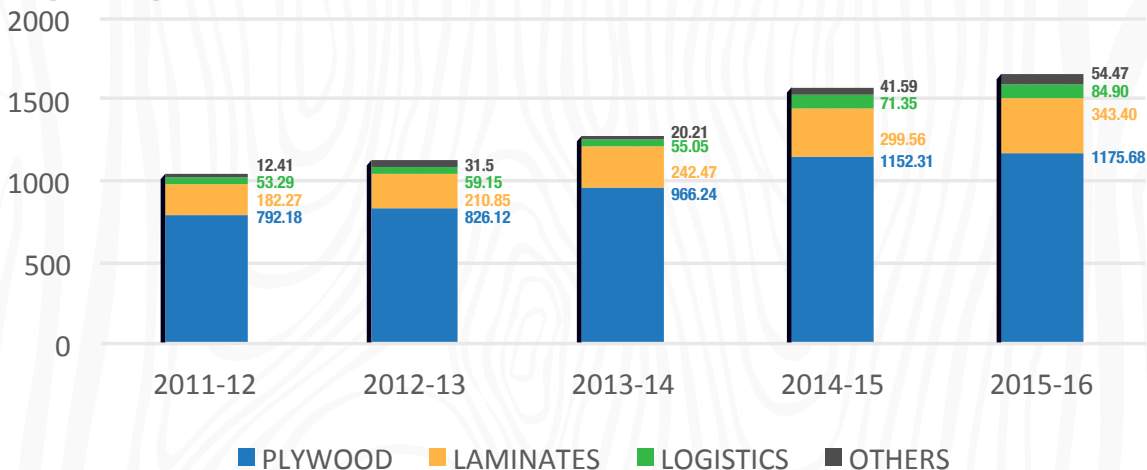
- setting up Particle Board capacity at Chennai, set to be operational by Q1 FY'17
- India's largest MDF capacity set to be operational within FY'17, at Hoshiarpur
- New Age Products like Wood Polymer Composite & Fiber Cement Boards

EARNING DISTRIBUTION

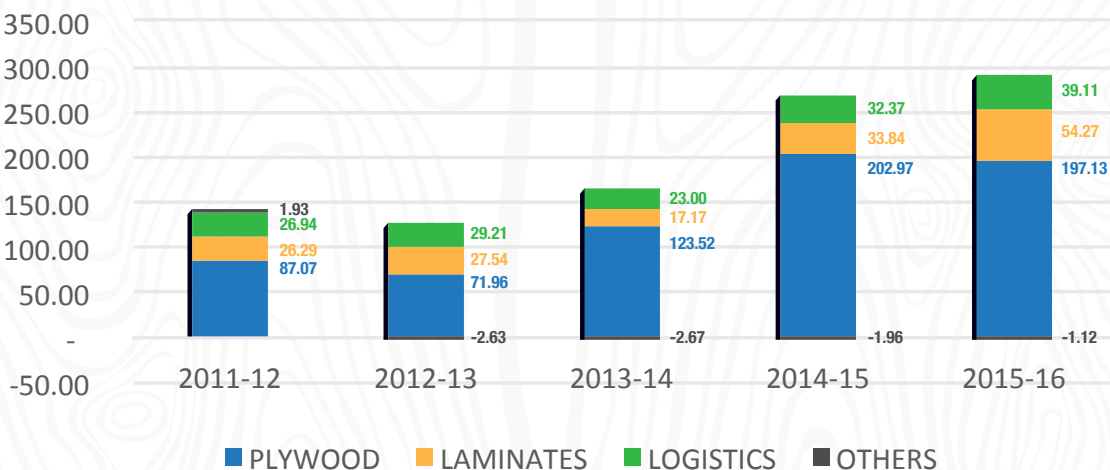


Segment Contribution in 2015-16

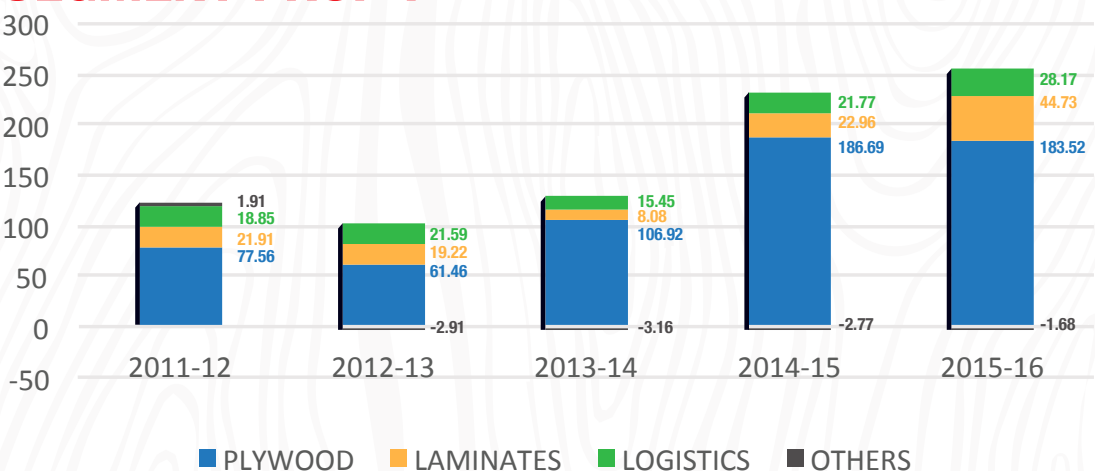
TURNOVER



EBIDTA



SEGMENT PROFIT



Major revenue comes from plywood

CAPITAL EVOLUTION



DATE	Event	No.	FV Rs.	Issue Rs.	Rs. Crores	Rs. Crores
1982-1993	Initial shares to promoters	240,100	10	10	.24	.24
31.03.1994	Merger of Ramkrishna Veneer	93,110	10	-	.09	-
05.01.1996	Bonus issue 3 for 1 held	999,630	10	-	1.00	-
27.05.1997	Maiden public issue Rs. 10 premium	3,682,040	10	20	3.68	7.37
27.05.2004	Right issue at Rs. 30 premium	1,951,152	10	30	1.95	5.85
30.07.2004	Bonus issue 1 for 2 held	3,414,516	10	-	3.41	-
19.02.2007	Merger of Shyam Century Ferrous Ltd.	9,521,865	10	-	9.52	-
16.04.2008	Merger of Century Panel and Sharon	2,451,886	10	-	2.45	-
	Total	22355299			22.36	13.46
	Less shares forfeited	-138000	10	10	(0.14)	-
	Total	22,217,299			22.22	13.46
02.05.2008	Sub-division to Rs. 1 from Rs. 10	222,172,990				

Only Rs. 3.37 crores capital raised from public

DRIVEN BY VISIONARIES



**OUR
LEADERSHIP**



Mr. Sajjan Bhajanka – our Executive Chairman and one of our founder members – is a graduate with over 45 years of industry experience. He is directly responsible for the overall strategic direction, production, finance and treasury. He is also the president of the Federation of Indian Plywood and Panel Industry and All India Veneer Manufacturers Association and a governing body member of Indian Plywood Industries Research and Training Institute. He holds 27.49% of total shareholding.



Mr. Sanjay Agarwal is our CEO and Managing director, and is also one of the co-founders. He is a graduate with 30 years of industry experience and is responsible for sales, marketing, IT and HR. The CenturyPly brand was his brainchild, which has today reached great heights. He holds 27.17% of the total share-holding.



Mr. Prem Kumar Bhajanka is our Managing Director. He is a graduate with 30 years of industry experience and handles Timber procurement as well as the operation of four units including Myanmar. Holds 3.77% of total shareholding.



Mr. Vishnu Khemani is also a Managing Director and is a graduate with 30 years of industry experience. He heads timber procurement and the South India operations of our Plywood division. He holds 8.37% of the total share holding.



Mr. Hari Prasad Agarwal is our Vice Chairman. He is a Graduate with over 48 years of administrative experience. He takes care of the General Administration within the company. He holds 6.54% of the total shareholding.



Mr. Keshav Bhajanka is one of our directors. He is a meritorious graduate from Warwick University, UK in Bachelors of Accounts and Finance in 2010. He is the man behind stellar growth of decorative vertical in the company which includes successful implementation of new supply chain projects & foray into new businesses such as MDF, Exteria & Flooring.

**THE PEOPLE
WHO KEEP US
ON COURSE**



**OUR
MANAGEMENT
TEAM**



Mr. Ajay Baldawa is our Executive Director (Technical). He is an M.Tech from IIT with over 30 years of experience in the plywood industry. He takes care of all technical matters and is a member of the BIS Technical Committee for plywood.



Mr. Arun Julasaria is the CFO. He is an FCA, FCS with varied experience over 25 years. He is responsible for Finance, Accounts, Audit Treasury, Corporate Structuring and New Projects. He was instrumental in the implementation of SAP at CenturyPly.



Mr. Ashutosh Jaiswal is the President (International Business & CFS operations). He is a Bachelor of Science with varied experience over 30 years. He heads our CFS division and coordinates international trade. He is also the president of the Eastern Chapter of the CFS Association.



Mr. Shankho Chowdhury is our Executive Business Head – Decoratives. He is an astute business operations professional with 30 years of total experience including organisations like Xerox, Shinawatra, Hutch / Vodafone, Reliance, Airtel, etc. Has immense expertise in start-ups & high growth of organisations, having been credited with building the teams that built Xerox, Hutch (Vodafone), Reliance CDMA Operations and Airtel's Landline. He is currently the operations head spearheading the high velocity growth in the Decoratives Line of Business in CenturyPly.



Mr. Amit Gope is our GM (Branding). He has an MBA in Marketing from XIMB with over 21 years of experience including 7 years with brands such as Vodafone, Airtel and Uninor. He handles all brand and communication related activities.



Mr. Sugata Halder is our GM (Human Resources). He has a PGDM in Human Resource Management with 22 years experience in HR matters, including 7 years as Regional HR Head of Bharti Airtel.



Mr. Navarun Sen is designated as Executive Business Head, Plywood at Century Plyboards (India) Ltd. He joined Century Plywood in November, 2013 and in addition to heading the Marketing & Sales for the Rs.1200 cr p.a. Plywood (Panel) business, he works closely with the management for the Strategy and Business Development function of the organization. Prior to joining CenturyPly, Navarun was Senior Vice President (Circle Business Head) at Uninor (Telenor Group - Norway). He has handled leadership senior management roles with Club Mahindra, Tech Mahindra, Pepsico, U B group etc. He completed his BE (Electrical & Electronics) from NIT, Karnataka & thereafter PGDM, Marketing from IIM Lucknow.



Mr. Himangshu Shah spearheaded executive deliveries in capital planning and outlay, management of projects and commercial operations at Bajaj Eco- tec Products. Successfully steered through Rs 300 crores worth of projects recently in setting up World's Largest Bagasse based PB (Particle Board) and MDF (Medium Density Fibre Board) plants. 30 years of progressive experience including last 12+ years in corporate executive functions in Bajaj Group Companies. Vast Experience in Sugar, Distillery & Liquor Industry.

BUILDING OUR IDENTITY



**THE JOURNEY
OF BRAND
CENTURYPLY**

BRAND-BUILDING

- ❖ Brand-building is taken with utmost seriousness
- ❖ From the early days, association with stars and films was an integral part of this
- ❖ We have also associated with stars such as Shah Rukh Khan and Amitabh Bachchan through movies like Billu Barber, My Name is Khan and Aarakshan
- ❖ In the last two market researches the brand image that emerged was “It’s a trusted & old brand” & “CenturyPly is known for its quality”

1993

The first TVC was aired with Late Cricketer Tiger Pataudi & Sharmila Tagore as the Brand Ambassadors

2005

The “Sab Sahe Mast Rahe” TVC campaign was aired which highlighted the product attributes of strength and durability



2014

A need was felt to connect directly with the end user and take CenturyPly from being a “Product brand” to a “Consumer brand”, the brand campaign was endorsed by Nana Patekar.



We also launched the Century Laminates TVC

2015

In 2015, we launched a TV campaign for Sainik Plywood



**DIFFERENTIATING
EACH OF OUR
BUSINESSES**



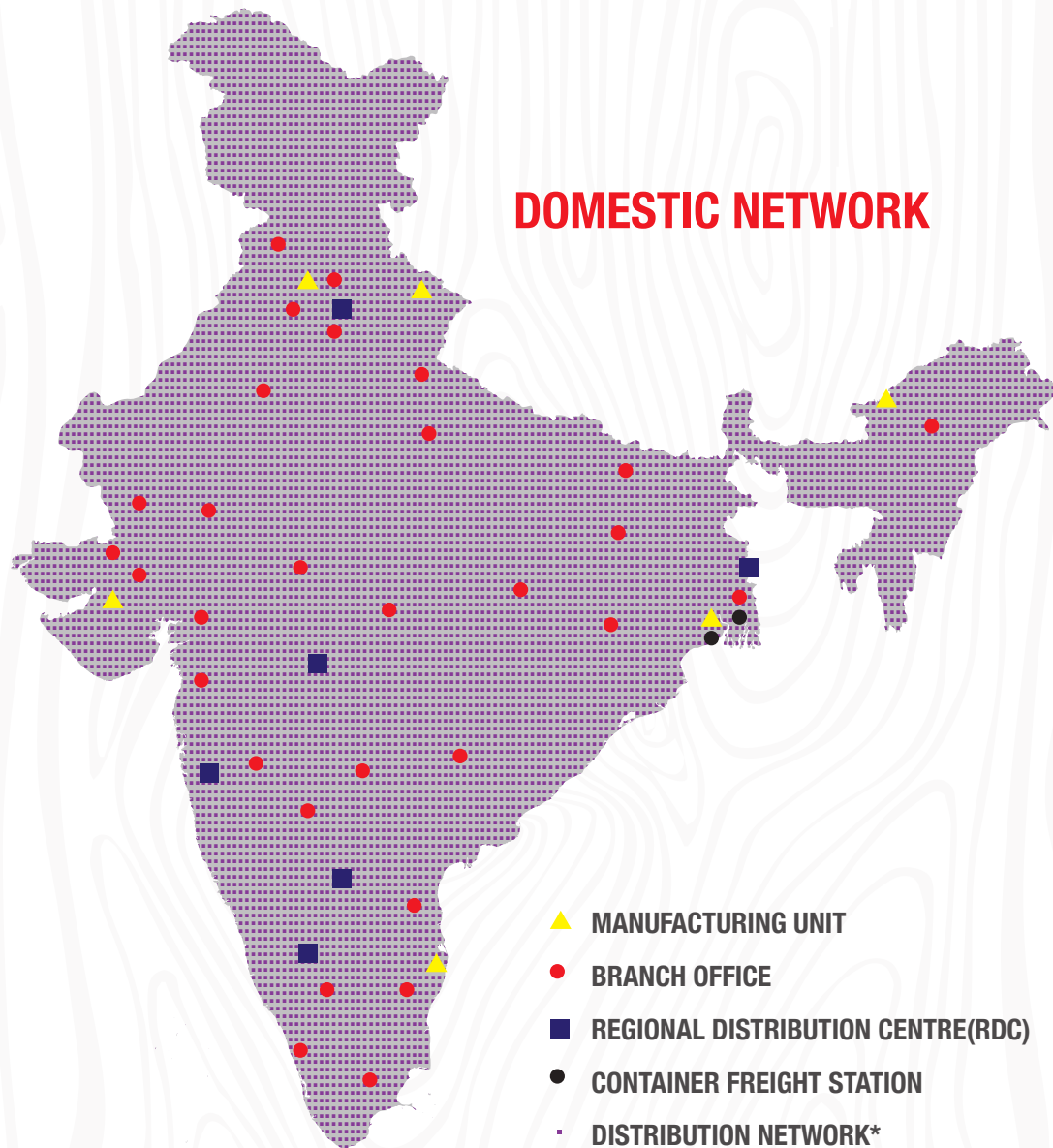
**OUR
BRANDS**



**REACHING
OUR
CONSUMERS
EASILY**



**OUR
LOCATIONS**



Manufacturing	Units
Ply*	7
Laminates	1
CFS	2

*Includes one subsidiary (51%) unit
Ply Myanmar is 100% subsidiary

Branch Offices / Depot
35

Regional Dist.	Centre
6	

Distribution	Network*
Total*	>18,000
Direct	>1,600

*Includes dealers, sub-dealers, retail outlets etc.



Myanmar

Laos

Singapore

International locations

**KEEPING OUR
WORKPLACE
UP-TO-DATE**



**ADOPTING
THE BEST
HR AND IT
PRACTICES**

SOFTWARE THAT KEEPS US AHEAD OF THE CURVE

SAP HANA – the latest in business analytics

- ❖ FIRST implementation of SAP HANA in Eastern India
- ❖ It's on a 5-years scalable, Opex model with a world-class cloud data centre provider at Mumbai
- ❖ Implemented across 50 branches/warehouses and 5 factories
- ❖ System performance increased drastically (100% to 500%), leading to better operational efficiency
- ❖ This state-of-the-art platform will address the future business needs of the company

Decorative Veneers INSPECTION PORTAL LAUNCH

- ❖ First in the category
- ❖ Taking veneer sales from physical to digital space
- ❖ Saving resources spent on travel and physical inspection

CRM/SFA SOLUTION WILL BE IMPLEMENTED BY AUGUST END

- ❖ Over 500 sales executives will access the system from mobile pan-India
- ❖ This will empower sales team with actionable real time data on ground to be more productive
- ❖ Managers get real time visibility of operations of the sales force on ground
- ❖ Lead management process will improve
- ❖ Customer connect and serviceability will increase

DISCOVERING, DEVELOPING AND RETAINING TALENT

- ❖ **PMS & INCREMENT PROCESS :** PMS & Increment processes were closed in record time, and the announcements were made by June end
- ❖ **CENTURION EXPRESS:** The pilot launch of Employee Self-Service portal, called Centurion Express, was carried out in Kolkata and HO. Being launched pan-India.
- ❖ **HIRING & ON-BOARDING:** There were a total of five hundred thirty one hires & inductions in the last one year
- ❖ **MOVEMENT OF INTERNAL TALENT HANDLED THROUGH ASSESSMENT CENTRE & TALENT MANAGEMENT INITIATIVES:** Assessment center and other such talent management initiatives led to identification and movement of internal talent at ASM, BSM level
- ❖ **NEW-AGE TRAINING:** Launched manufacturing AV films for Panel, Laminates and Veneers which are run over 8 hours during induction
- ❖ **BUSINESS SCHOOL MANAGEMENT DEVELOPMENT PROGRAMS:** For leadership development, top B School management programs were offered for select managers at Branch and Regional Sales Manager levels

BIRD'S EYE VIEW

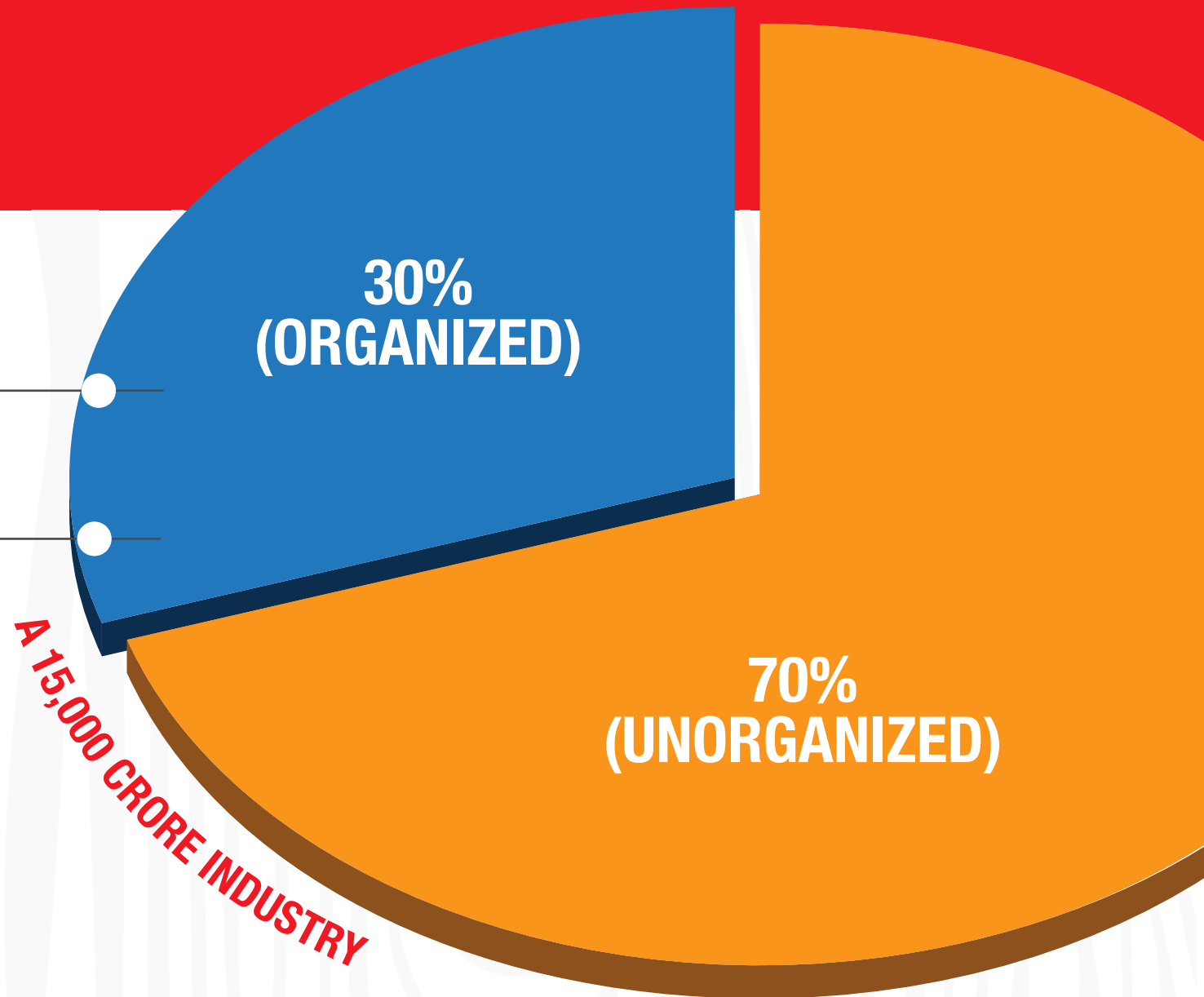


**AN OVERVIEW
OF THE
INDUSTRY TODAY**

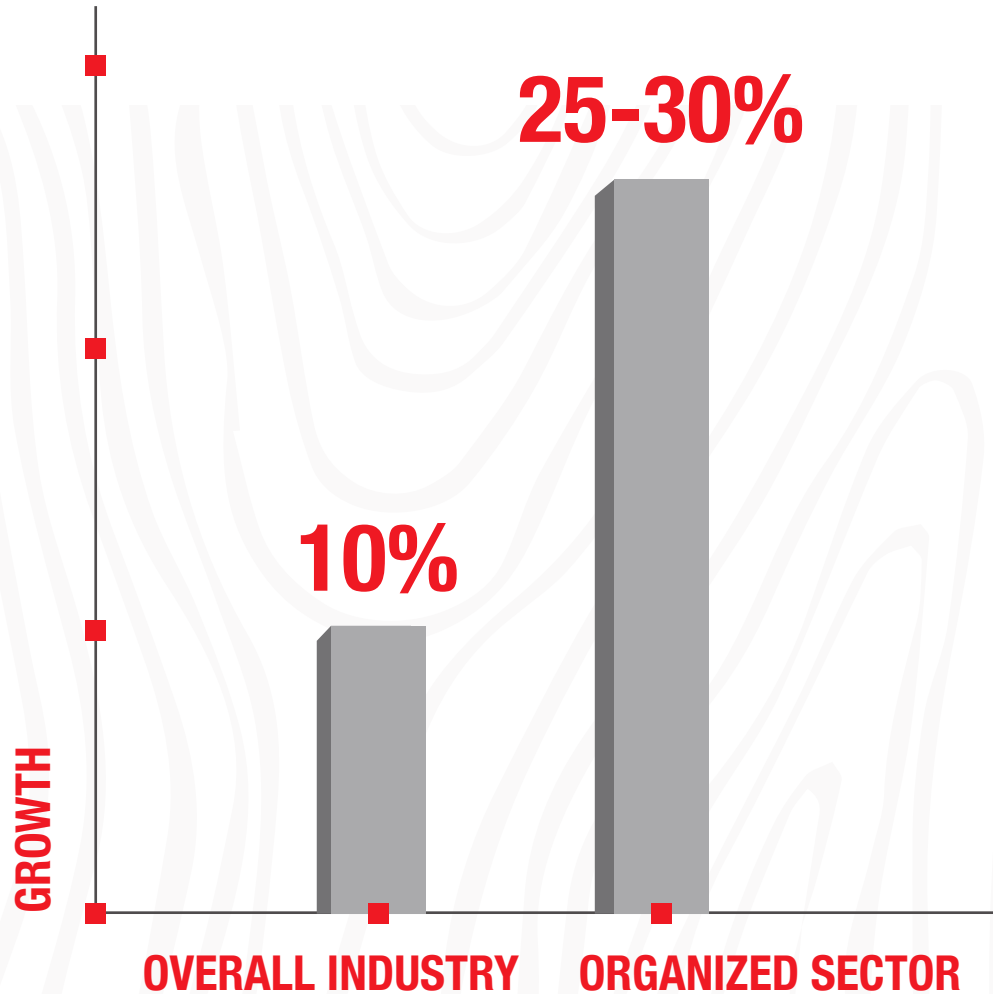
PLYWOOD INDUSTRY

50% CONTROLLED BY
CENTURYPLY AND GREENPLY

50% CONTROLLED BY
LOCAL PLAYERS



GROWTH AND ITS DRIVERS



FACTORS DRIVING GROWTH

Growing real estate and construction sector

New government's emphasis on infrastructure and housing

Rising per capita income and growing employment opportunities

Urbanization and government proposal of new satellite cities

Affordable housing loans thanks to recent policy measures

Reduced home renovation cycle from 15 years (decade back) to 5 years

ADVANTAGES OF THE ORGANIZED SECTOR

- ❖ **Organized sector share has grown from 10% (a decade back) to 30%**
- ❖ **Excise duty of 16% which was reduced to 8% in 2006 and now pegged at 12%**
- ❖ **Migration from sales tax to VAT system, the credit for state taxes is available in subsequent transactions**
- ❖ **Organized sector has volume and supply chain advantage**
- ❖ **Brand and quality awareness has charged organized sector growth**
- ❖ **Organized sector offer product innovation, wider choice and warranty**
- ❖ **Proportion of plywood in total interior cost is now considerably reduced due to use of costly and fancy interior materials, hence cost issue is diluted**
- ❖ **GST will be a game changer**

GST– LEVELLING THE PLAYING FIELD

- ❖ **GST will address the complexities and inefficiencies of current indirect tax framework through robust technology platform. Post GST, clandestine business will be almost impossible**
- ❖ **GST will put both the organized and the unorganized sector at a level playing field**
- ❖ **GST will address double taxation, cascading effects and regional disparities in tax rates**
- ❖ **Post GST, inter-state transactions will be tax neutral**
- ❖ **GST will be a win-win situation for all stake holders, i.e. Government, Honest Businessmen and Consumers as it will lower tax incidence, ease business and increase tax buoyancy coupled with tax collection**
- ❖ **As per a study carried out, GST will have significant positive impact on GDP growth**

READY TO TAKE ADVANTAGE OF THE CHANGE

Our position in the market

- ❖ **Pan India presence with strategic locations of six manufacturing facilities across all parts of India (North, South, East, West, North-East, and Central)**
- ❖ **Robust pan India distribution network of 35 branches with adequate warehousing facilities. About 1600 dealers/distributors**
- ❖ **Maximum logistic advantage, proximity to raw-materials and at the doorstep of customers**
- ❖ **Highest volume and adequate capacities for future growth**
- ❖ **Adequate raw-material linkages. First mover in Myanmar**
- ❖ **Most preferred brand and consumer faith**
- ❖ **Retail driven business model**
- ❖ **Professionally owned and professionally managed**
- ❖ **Cordial labour relations. Incentive based wages system. Highest productivity**
- ❖ **Ready for exponential growth**

THE LAMINATES INDUSTRY

- ✳ **Laminates are used to provide an aesthetic look to plywood**
- ✳ **Business synergy - Plywood and Laminates have same customer base**
- ✳ **Growth drivers for Laminates are the same as Plywood**
- ✳ **The Laminates market is organized and semi-organized**
- ✳ **Raw Material for Laminates are paper and chemicals**
- ✳ **Raw Materials are both imported and indigenous and are easily available**

READY FOR GROWTH

Our position in the market

- ❖ CenturyPly is the third largest producer of Laminates in India
- ❖ Green Lam, Merino and Royal Touch are peers
- ❖ We have augmented our capacity from 2.4 to 4.8 million sheets
- ❖ Higher realisation for laminates sales in both domestic and international markets
- ❖ Also have facility for MDF and particle board pre-lamination
- ❖ Almost 28% of the Laminates' revenue is from export
- ❖ Addressing to niche segment
- ❖ In India, first time launched Exteria grade laminate, used for Building façade
- ❖ Almost 700 SKUs in existing folder and adding almost 100 every year
- ❖ Distribution and supply chain challenge addressed through Regional Distribution Centers

TAPPING INTO LOGISTICS WITH CFS

- ✳ First privately owned CFS of Eastern India (at Kolkata Port)
- ✳ Two CFS covering 1 lac square meter area
- ✳ Complete new facilities with state-of-the-art technology
- ✳ RFID/GPS/GPRS based container tracking system
- ✳ Capacity 156,000 TEUs (15 days dwelling time basis)
- ✳ Entitled to 10 years Tax benefit U/s 80IA of the Income Tax Act
- ✳ Operational since 2008-09
- ✳ High EBIDTA business with very low risk
- ✳ Profit multiplies with volume increase
- ✳ Managed by professionals

THE OPPORTUNITY – KOLKATA PORT

Heavily congested due to consistent traffic growth

Container Traffic at Kolkata expected to grow at a CAGR of 25%

SETTING OUR AMBITIONS HIGH



**MAPPING
OUR
FUTURE**

OUR AMBITION IS TO MAINTAIN OUR POSITION AS INDIA'S LEADING WOOD PANEL COMPANY.

Raw material linkages

- ❖ Raw material availability & cost - crucial for long term sustainability of business. Evaluating linkage opportunities globally

Focus on new market segment

- ❖ Now focusing on untapped market segments in smaller cities
- ❖ Greater focus on outsourcing to meet demand of economic range
- ❖ Already launched economy brands (Sainik, Maxima)

Entry in MDF business

- ❖ Decision taken to set up MDF manufacturing facility in Punjab
- ❖ Overall capex estimated at Rs. 444 Crores (380 Crores MDF, 64 Crores Plywood)
- ❖ To become fully operational by the end of next financial year







Exploring new age products

- ❖ Entering into futuristic categories such as PVC sheets, Fibre Cement Board and flooring

SPREADING GOOD WILL



**OUR CSR
INITIATIVES**

-  **Supporting 30,000 students every year through Friends of Tribal Society**
-  **CenturyPly Heroes program is an initiative to bring a smile to the faces of our most important patrons – the carpenters**
-  **Programme ‘Bandhan’, through which Century Laminates has provided carpenters a better gratification scheme and accidental insurance policy**
-  **‘CenturyLaminates Care’ programme, which is an ongoing health check–up camp organized for the carpenters, contractors and their family members**
-  **Support Marwari Relief Society Hospital**
-  **Investment of profit percentage in CSR has always been above statutory norms**

FINANCIAL APPENDICES



BALANCE SHEET

PARTICULARS	2014	2015	2016
NET WORTH (INCLUDING SHARE CAPITAL -22.25 CR)	291.41	387.58	528.88
LONG TERM DEBT	117.98	81.42	64.07
SHORT TERM DEBT (BANK CC+RELATED PARTY LOAN)	113.98	220.59	159.05
TOTAL LIABILITIES	523.37	689.59	752.00
FIXED ASSETS	230.73	231.59	297.49
INVESTMENTS	37.89	45.12	49.67
CURRENT ASSETS			
- FINISHED GOODS INVENTORY	73.81	117.36	125.50
- RAW MATERIAL INVENTORY	218.84	202.68	149.65
- SUNDRY DEBTORS	204.63	271.91	289.78
- CASH & BANK	18.04	17.03	19.04
- OTHER CURRENT ASSETS	18.81	9.02	24.45
- LOANS & ADVANCES	43.69	67.01	69.17
CURRENT LIABILITES			
- SUNDRY CREDITORS	59.15	65.22	84.80
- BUYERS' CREDIT *	213.91	153.81	181.92
- OTHERS	120.67	141.33	127.26
NET CURRENT ASSETS	184.09	324.65	283.61
NON CURRENT ASSETS	70.66	88.23	121.23
TOTAL ASSETS	523.37	689.59	752.00

KEY RATIOS

KEY RATIOS	2013-14	2014-15	2015-16
RETURN ON EQUITY (ROE) (%)	24.74%	44.42%	36.68%
RETURN ON CAPITAL EMPLOYED (ROCE) (%)	16.59%	26.68%	26.09%
TOTAL OUTSIDE LIABILITIES TO NET WORTH (TOL/TNW)	2.15	1.71	1.17
TOTAL DEBT / EBITDA	3.12	1.87	1.58
TOTAL DEBT EQUITY RATIO	1.69	1.29	0.86
LONG TERM DEBT EQUITY RATIO	0.40	0.21	0.12
INTEREST COVER	2.26	5.15	5.23
FIXED ASSETS TURNOVER RATIO	5.56	6.76	5.57

WORKING CAPITAL CYCLE

RATIOS	2013-14	2014-15	2015-16
NET SALES	1,283.97	1,564.81	1,658.46
DEBTOR	204.63	268.14	289.78
DEBTOR DAYS (A)	58	63	64
NET SALES	1,283.97	1,564.81	1,658.46
RAW MATERIAL INVENTORY	235.47	232.40	176.94
RAW MATERIAL INVENTORY DAYS (B)	67	54	39
NET SALES	1,283.97	1,564.81	1,658.46
FINISHED GOODS INVENTORY	57.18	87.65	98.21
FINNISHED GOODS INVENTORY DAYS (C)	16	20	22
NET SALES	1,283.97	1,564.81	1,658.46
TRADE PAYABLES	59.15	65.22	84.80
BUYERS CREDIT FOR RAW MATERIALS	200.21	145.03	162.48
TOTAL PAYABLES	259.36	210.25	247.28
PAYABLES DAYS (D)	74	49	54
CASH CONVERSION CYCLE (DAYS) = A+B+C-D	68	88	70
CASH CONVERSION CYCLE (MONTHS)	2.25	2.94	2.33

PROFIT & LOSS - SUMMARY

SL	PARTICULARS	UNIT	ANNUAL			GROWTH %	GROWTH %	QUARTER			GROWTH %	GROWTH %
			2013-14	2014-15	2015-16	14 VS 15	15 VS 16	DEC '15	MAR '15	MAR '16	QOQ	YOY
A1	NET TURNOVER	IN RS CR	1,276.04	1,552.47	1,646.86	22%	6%	388.59	404.94	451.24	16%	11%
A2	ADD: OTHER OPERATING INCOMES	IN RS CR	7.93	12.34	11.60			2.03	4.28	3.49		
A3	TOTAL INCOME	IN RS CR	1,283.97	1,564.81	1,658.46	22%	6%	390.62	409.22	454.73	16%	11%
B1	GROSS PROFIT	IN RS CR	352.97	537.81	613.47	52%	14%	154.32	157.79	171.58	11%	9%
B2	GROSS PROFIT % OF TOTAL INCOME		27%	34%	37%			40%	39%	38%		
C1	EBIDTA	IN RS CR	157.66	267.89	289.11	70%	8%	70.28	80.21	77.42	10%	-3%
C2	EBIDTA % OF TOTAL INCOME		12%	17%	17%			18%	20%	17%		
D1	PROFIT BEFORE TAX	IN RS CR	69.30	179.80	197.75	159%	10%	47.99	59.33	54.89	14%	-7%
D2	PROFIT BEFORE TAX AS % OF TOTAL INCOME		5%	11%	12%			12%	14%	12%		
E1	PROFT AFTER TAX	IN RS CR	66.94	150.82	168.07	125%	11%	41.60	47.97	40.52	-3%	-16%
E2	PROFIT % OF TOTAL INCOME		5%	10%	10%			11%	12%	9%		

PLYWOOD – VOLUME DETAILS

SL	PARTICULARS	UNIT	ANNUAL			GROWTH %	GROWTH %	QUARTER			GROWTH %	GROWTH %
			2013-14	2014-15	2015-16	14 VS 15	15 VS 16	DEC '15	MAR '15	MAR '16	QOQ	YOY
A	VOLUME											
A1	-PLYWOOD	CBM	1,72,452	1,92,249	1,89,007	11%	-2%	44,378	48,603	50,725	14%	4%
A2	-DECO PLY	CBM	5,379	6,217	8,711	16%	40%	2,068	1,723	2,301	11%	34%
A3	-COMMERCIAL VENEER	CBM	43,524	35,534	44,076	-18%	24%	11,509	8,137	11,719	2%	44%
TOTAL			2,21,354	2,34,000	2,41,794	6%	3%	57,955	58,462	64,745		
B	NET SALES VALUE											
B1	-PLYWOOD	IN RS CR	760.04	921.62	902.79	21%	-2%	208.59	238.54	252.57	21%	6%
B2	-DECO PLY	IN RS CR	73.43	88.25	113.80	20%	29%	26.21	24.02	31.36	20%	31%
B3	-COMMERCIAL VENEER	IN RS CR	131.37	137.22	156.92	4%	14%	40.48	29.24	36.76	-9%	26%
TOTAL			964.84	1,147.08	1,173.51	19%	2%	275.28	291.80	320.69	16%	10%
C	AVERAGE											
C1	-PLYWOOD	RS.	44,072	47,939	47,765	9%	0%	47,003	49,079	49,792	6%	1%
C2	-DECO PLY	RS.	1,36,526	1,41,954	1,30,639	4%	-8%	1,26,748	1,39,421	1,36,289	8%	-2%
C3	-COMMERCIAL VENEER	RS.	30,184	38,615	35,602	28%	-8%	35,176	35,940	31,368	-11%	-13%
OVERALL		RS.	43,588	49,021	48,533	12%	-1%	47,500	49,913	49,531		

PLYWOOD – FINANCIAL DETAILS

SL	PARTICULARS	UNIT	ANNUAL			GROWTH %	GROWTH %	QUARTER			GROWTH %	GROWTH %
			2013-14	2014-15	2015-16	14 VS 15	15 VS 16	DEC '15	MAR '15	MAR '16	QOQ	YOY
A1	NET TURNOVER	IN RS CR	964.84	1,147.08	1,173.51	19%	2%	275.29	291.79	320.69	16%	10%
A2	ADD: OTHER OPERATING INCOMES	IN RS CR	1.40	5.23	2.17	274%	-59%	0.51	2.39	0.55	8%	-77%
A3	TOTAL INCOME	IN RS CR	966.24	1,152.31	1,175.68	19%	2%	275.80	294.18	321.24	16%	9%
B1	GROSS PROFIT	IN RS CR	249.26	382.75	411.05	54%	7%	100.75	115.47	114.48	14%	-1%
B2	GROSS PROFIT % OF NET SALES	IN RS CR	26%	33%	35%	29%	5%	37%	39%	36%		
C1	EBIDTA	IN RS CR	123.52	202.97	197.13	64%	-3%	49.58	64.36	47.53	-4%	-26%
C2	EBIDTA % OF NET SALES	IN RS CR	13%	18%	17%	38%	-5%	18%	22%	15%		
D1	SEGMENT PROFIT	IN RS CR	106.92	186.69	183.52	75%	-2%	40.82	57.63	48.23	18%	-16%
D2	SEGMENT PROFIT % OF NET SALES	IN RS CR	11%	16%	16%	46%	-4%	15%	20%	15%		
E1	FOREX LOSS/(GAIN)	IN RS CR	9.74	-5.06	-2.79	-152%	-45%	-1.74	-2.51	-0.77	-56%	-69%
E2	SEGMENT PROFIT EXCL FOREX DIFFERENCE	IN RS CR	116.66	181.63	180.73	56%	0%	39.08	55.12	47.46	21%	-14%
E3	SEGMENT PROFIT EXCL FOREX DIFFERENCE %		12%	16%	15%	31%	-2%	14%	19%	15%		

LAMINATES – VOLUME DETAILS

SL	PARTICULARS	UNIT	ANNUAL			GROWTH % 14 VS 15	GROWTH % 15 VS 16	QUARTER			GROWTH % QOQ	GROWTH % YOY
			2013-14	2014-15	2015-16			DEC '15	MAR '15	MAR '16		
A	VOLUME											
A1	- LAMINATES - DOMESTIC	NOS.	20,46,917	25,56,464	29,89,034	25%	17%	7,25,721	7,36,724	8,44,135	16%	15%
A2	- LAMINATES - EXPORT	NOS.	8,66,369	10,44,218	12,71,465	21%	22%	3,30,807	2,90,329	3,66,504	11%	26%
	TOTAL LAMINATES	NOS.	29,13,286	36,00,682	42,60,499	24%	18%	10,56,528	10,27,053	12,10,639	15%	18%
A3												
A4	- PRE-LAM	SQM	10,89,812	13,01,520	10,31,181	19%	-21%	2,12,187	2,96,133	2,49,631	18%	-16%
	- EXTERIA GRADE LAMINATES	NOS.	2,692	11,274	7,693	319%	-32%	1,982	3,259	1,713	-14%	-47%
B												
B1	NET SALES VALUE											
B2	- LAMINATES - DOMESTIC	IN RS CR	133.15	179.45	210.58	35%	17%	46.90	51.24	58.79	25%	15%
	- LAMINATES - EXPORT	IN RS CR	53.11	65.17	82.41	23%	26%	21.24	18.37	23.22	9%	26%
	TOTAL LAMINATES	IN RS CR	186.26	244.62	292.99	31%	20%	68.14	69.61	82.01		
B3												
B4	- PRE-LAM	IN RS CR	48.76	42.04	37.11	-14%	-12%	7.90	8.91	9.07	15%	2%
	- EXTERIA GRADE LAMINATES	IN RS CR	1.66	6.88	5.20	314%	-24%	1.34	1.93	1.17	-13%	-39%
C	AVERAGE											
C1	- LAMINATES - DOMESTIC	RS.	651	702	705	8%	0%	646	696	696	8%	0%
C2	- LAMINATES - EXPORT	RS.	613	624	648	2%	4%	642	633	634	-1%	0%
	TOTAL LAMINATES		639	679	688	6%	1%	645	678	677	5%	0%
C3	- PRE-LAM	RS.	447	323	360	-28%	11%	372	301	363	-2%	21%
C4	- EXTERIA GRADE LAMINATES	RS.	6,166	6,103	6,759	-1%	11%	6,761	5,926	6,830	1%	15%

LAMINATES – FINANCIAL DETAILS

SL	PARTICULARS	UNIT	ANNUAL			GROWTH %	GROWTH %	QUARTER			GROWTH %	GROWTH %
			2013-14	2014-15	2015-16	14 VS 15	15 VS 16	DEC '15	MAR '15	MAR '16	QOQ	YOY
A1	NET TURNOVER	IN RS CR	236.69	293.54	335.30	24%	14%	77.38	80.46	92.26	19%	15%
A2	ADD: OTHER OPERATING INCOMES	IN RS CR	5.78	6.02	8.10	4%	35%	1.68	1.56	2.55	52%	63%
A3	TOTAL INCOME	IN RS CR	242.47	299.56	343.40	24%	15%	79.06	82.02	94.81	20%	16%
B1	GROSS PROFIT	IN RS CR	58.17	87.27	119.38	50%	37%	29.95	24.26	33.78	13%	39%
B2	GROSS PROFIT % OF NET SALES	IN RS CR	24%	29%	35%	21%	19%	38%	30%	36%		
C1	EBIDTA	IN RS CR	17.17	33.84	54.27	97%	60%	8.59	7.17	19.25	124%	168%
C2	EBIDTA % OF NET SALES	IN RS CR	7%	11%	16%	60%	40%	11%	9%	20%		
D1	SEGMENT PROFIT	IN RS CR	8.08	22.96	44.73	184%	95%	10.39	6.46	13.59	31%	110%
D2	SEGMENT PROFIT % OF NET SALES	IN RS CR	3%	8%	13%	130%	70%	13%	8%	14%		
E1	FOREX LOSS/(GAIN)	IN RS CR	2.97	-8.03	-1.75	-370%	-78%	-0.89	-4.67	-0.23	-74%	-95%
E2	SEGMENT PROFIT EXCL FOREX DIFFERENCE	IN RS CR	11.05	14.93	42.98	35%	188%	9.50	1.79	13.36	41%	646%
E3	SEGMENT PROFIT EXCL FOREX DIFFERENCE %		5%	5%	13%	9%	151%	12%	2%	14%		

LOGISTICS (CFS) – VOLUME DETAILS

SL	PARTICULARS	UNIT	ANNUAL			GROWTH %	GROWTH %	QUARTER			GROWTH %	GROWTH %
			FY 2013-14	FY 2014-15	FY 2015-16	14 VS 15	15 VS 16	DEC '15	MAR '15	MAR '16	QoQ	YoY
A	VOLUME											
A1	- CFS	CBM	52,924	72,508	82,057	37%	13%	23,113	17,436	21,269	-8%	22%
B	NET SALES VALUE											
B1	- CFS	IN CR	54.31	70.29	83.73	29%	19%	23.14	17.22	23.77	3%	38%
C	AVERAGE											
C1	- CFS	RS.	10,262	9,693	10,204	-6%	5%	10,010	9,874	11,176	12%	13%

LOGISTICS (CFS) – FINANCIAL DETAILS

SL	PARTICULARS	UNIT	ANNUAL			GROWTH %	GROWTH %	QUARTER			GROWTH %	GROWTH %
			2013-14	2014-15	2015-16	14 VS 15	15 VS 16	DEC '15	MAR '15	MAR '16	QOQ	YOY
A1	NET TURNOVER	IN RS CR	54.31	70.28	83.73	29%	19%	23.14	17.22	23.77	3%	38%
A2	ADD: OTHER OPERATING INCOMES	IN RS CR	0.74	1.07	1.17	45%	9%	-0.23	0.33	0.37	-261%	12%
A3	TOTAL INCOME	IN RS CR	55.05	71.35	84.90	30%	19%	22.91	17.55	24.14	5%	38%
B1	GROSS PROFIT	IN RS CR	46.11	61.59	74.86	34%	22%	20.52	15.72	21.60	5%	37%
B2	GROSS PROFIT % OF NET SALES	IN RS CR	84%	86%	88%	3%	2%	90%	90%	89%		
C1	EBIDTA	IN RS CR	23.00	32.37	39.11	41%	21%	11.28	8.61	11.77	4%	37%
C2	EBIDTA % OF NET SALES	IN RS CR	42%	45%	46%	9%	2%	49%	49%	49%		
D1	SEGMENT PROFIT	IN RS CR	15.45	21.77	28.17	41%	29%	8.43	5.97	8.72	3%	46%
D2	SEGMENT PROFIT % OF NET SALES	IN RS CR	28%	31%	33%	9%	9%	37%	34%	36%		
E1	FOREX LOSS/(GAIN)	IN RS CR	0.21	-0.43		-305%	-100%	-0.03	-0.27	-	-100%	-100%
E2	SEGMENT PROFIT EXCL FOREX DIFFERENCE	IN RS CR	15.66	21.34	28.17	36%	32%	8.40	5.70	8.72	4%	53%
E3	SEGMENT PROFIT EXCL FOREX DIFFERENCE %		28%	30%	33%	5%	11%	37%	32%	36%		

OTHERS – FINANCIAL DETAILS

SL	PARTICULARS	UNIT	ANNUAL			GROWTH %	GROWTH %	QUARTER			GROWTH %	GROWTH %
			2013-14	2014-15	2015-16	14 VS 15	15 VS 16	DEC '15	MAR '15	MAR '16	QOQ	YOY
A1	NET TURNOVER	IN RS CR	20.20	41.57	54.32	106%	31%	12.78	15.47	14.52	14%	-6%
A2	ADD: OTHER OPERATING INCOMES	IN RS CR	0.01	0.02	0.15	100%	650%	0.07	-	0.02	-71%	
A3	TOTAL INCOME	IN RS CR	20.21	41.59	54.47	106%	31%	12.85	15.47	14.54	13%	-6%
B1	GROSS PROFIT	IN RS CR	2.79	5.54	8.45	99%	52%	2.81	1.67	1.52	-46%	-9%
B2	GROSS PROFIT % OF NET SALES	IN RS CR	14%	13%	16%	-3%	16%	22%	11%	10%		
C1	EBIDTA	IN RS CR	-2.67	-1.96	-1.12	-27%	-43%	0.53	-0.6	-1.33	-351%	122%
C2	EBIDTA % OF NET SALES	IN RS CR	-13%	-5%	-2%	-64%	-56%	4%	-4%	-9%		
D1	SEGMENT PROFIT	IN RS CR	-3.16	-2.77	-1.68	-12%	-39%	-0.07	-0.81	-1.05	1503%	30%
D2	SEGMENT PROFIT % OF NET SALES	IN RS CR	-16%	-7%	-3%	-57%	-54%	-1%	-5%	-7%		
E1	FOREX LOSS/(GAIN)	IN RS CR	0.46	-0.24	-0.37	-152%	54%	-0.07	-0.18	-0.08	19%	-56%
E2	SEGMENT PROFIT EXCL FOREX DIFFERENCE	IN RS CR	-2.70	-3.01	-2.05	11%	-32%	-0.13	-0.99	-1.13	753%	14%
E3	SEGMENT PROFIT EXCL FOREX DIFFERENCE %		-13%	-7%	-4%	-46%	-48%	-1%	-6%	-8%		

CAPEX DETAILS

RS. CRORE

PARTICULARS	BUDGETED COST	CWIP AS ON	INCURRED DURING	ESTIMATED	ESTIMATED	ESTIMATED	TOTAL
		31.03.2015	2015-16	FY 16-17	FY 17-18	FY 18-19	
MDF	380.00	0.27	37.98	291.75	50.00	-	380.00
PLYWOOD AT PUNJAB	64.00	-	-	20.00	4.00	40.00	64.00
PARTICLE BOARD	64.11	0.03	51.15	8.00	-	-	59.18
CFS	-	2.47	9.34	-	-	-	11.81
CORPORATE OFFICE	58.00	13.22	7.78	37.00	-	-	58.00
JOKA UNIT	-	1.81	13.79	-	-	-	15.60
GANDHIDHAM UNIT	-	4.41	13.51	-	-	-	17.92
KARNAL UNIT	-	-	2.49	-	-	-	2.49
GUWAHATI UNIT	-	0.40	3.54	-	-	-	3.94
OTHERS	-	0.07	1.53	-	-	-	1.60
TOTAL	566.11	22.68	141.11	356.75	54.00	40.00	614.54

FOREX EXPOSURE

PARTICULARS	31.03.2014	31.03.2015	31.03.2016	14 VS 15 DIFF	14 VS 15 DIFF %	15 VS 16 DIFF	15 VS 16 DIFF %
AVERAGE FOREX BOOKING RATES @ RS.							
- USD	57.83	61.79	64.17	3.96	7%	2.38	4%
- HKD	8.04	-	-	-	-	-	-
- EURO	80.00	77.49	71.99	(2.51)	-3%	(5.50)	-7%
FOREX REINSTATEMENT RATES @ RS.							
- USD	60.10	62.59	66.33	2.49	4%	3.74	6%
- HKD	7.71	8.06	8.55	-	-	-	-
- EURO	82.58	67.51	75.10	(15.07)	-18%	7.59	11%
EXPOSURE							
- USD (MILLION) WORKING CAPITAL	8.89	15.93	13.41	7.04	79%	(2.51)	-16%
- USD (MILLION) TOTAL ECB	12.15	8.93	9.20	(3.23)	-27%	0.27	3%
- TOTAL USD (MILLION)	21.04	24.85	22.61	3.81	18%	(2.24)	-9%
- HKD (MILLION)	159.21	-	-	-	-	-	-
- EURO (MILLION)	4.18	4.24	4.58	0.06	1%	0.34	8%
EQUIVALENT INR (IN RS. CRORES)							
- WORKING CAPITAL - USD	53.44	99.69	88.97	46.25	87%	(10.71)	-11%
- ECB - USD	73.02	55.86	61.02	(17.16)	-23%	5.16	9%
- TOTAL - USD	126.46	155.55	150.00	29.09	23%	(5.55)	-4%
- HKD	122.75	-	-	-	-	-	-
- EURO	34.55	28.65	34.43	(5.90)	-17%	5.77	20%
- OTHER CURRENCIES	4.01	1.36	1.86	(2.65)	-66%	0.50	37%
TOTAL (IN RS. CRORES)	287.77	185.56	186.28	(102.21)	-36%	0.72	0%
EXPOSURE SUMMARY							
- USD (INCLUDES HKD)	44%	84%	81%				
- HKD	43%	0%	0%				
- EURO	12%	15%	18%				
- OTHER CURRENCIES	1%	1%	1%				
FOREX LOSS(-) /GAIN SUMMARY (RS. CRS)							
TREATED AS BORROWING COST	27.28	9.61	17.77				
TAKEN IN SEGMENT PROFIT OR IN EBIDTA	16.74	-14.43	-4.63				
TOTAL IN RS. CRORES	44.02	-4.82	13.14				

LET'S TALK



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