Uniply

# CORPORATE INTRODUCTION

23.11.2017

Mumbai

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Our Journey To Date

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# Background

## 1996 – 1999

Founded as a Private Limited Company in 1996 by a team of professionals from Kitply and Greenply

Brand Uniply was conceptualised as You and I (Uni)ply, with a focus to provide quality plywood in South India

Initial product was sourced from SE Asia – quickly gained a high quality reputation in South India

## 2000 – 2004

With growing demand across South India, the Company sets up a state of the art manufacturing facility on the outskirts of Chennai, India

Buoyant demand leads to steady extension of product range across price points

Company decides to expand capacity, combined with investments in power generation assets (windmills)

## 2005 - 2014

Company is taken public in 2005, raises funds for capacity expansion and related expenses

Business starts growing in line with capacity expansion plans, Company expands sales offices and personnel to North & West India

Churn in senior management team leads to losses in FY 2013 & FY 2014

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# Points of Inflection

**2015 :** Keshav Kantamneni acquires Uniply Industries Limited

**2015 :** Uniply Expands Capacity with acquisition of Gujarat Plant

**2016 :** Uniply acquires Vector Projects

**2017 :** Uniply Hives off Raw Materials Business Into Subsidiary

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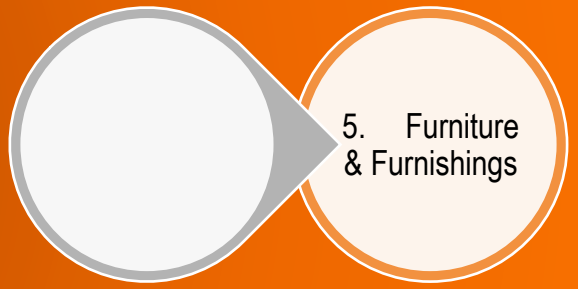


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# The Big Picture

**Was:** Addressing a moderate share of a moderate market (Rs 20,000 Cr)

**Is:** Addressing moderate share of a large market (Rs 4,00,000 cr)

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# Our Positioning: Number One In A Field Of One

Getting beyond competition

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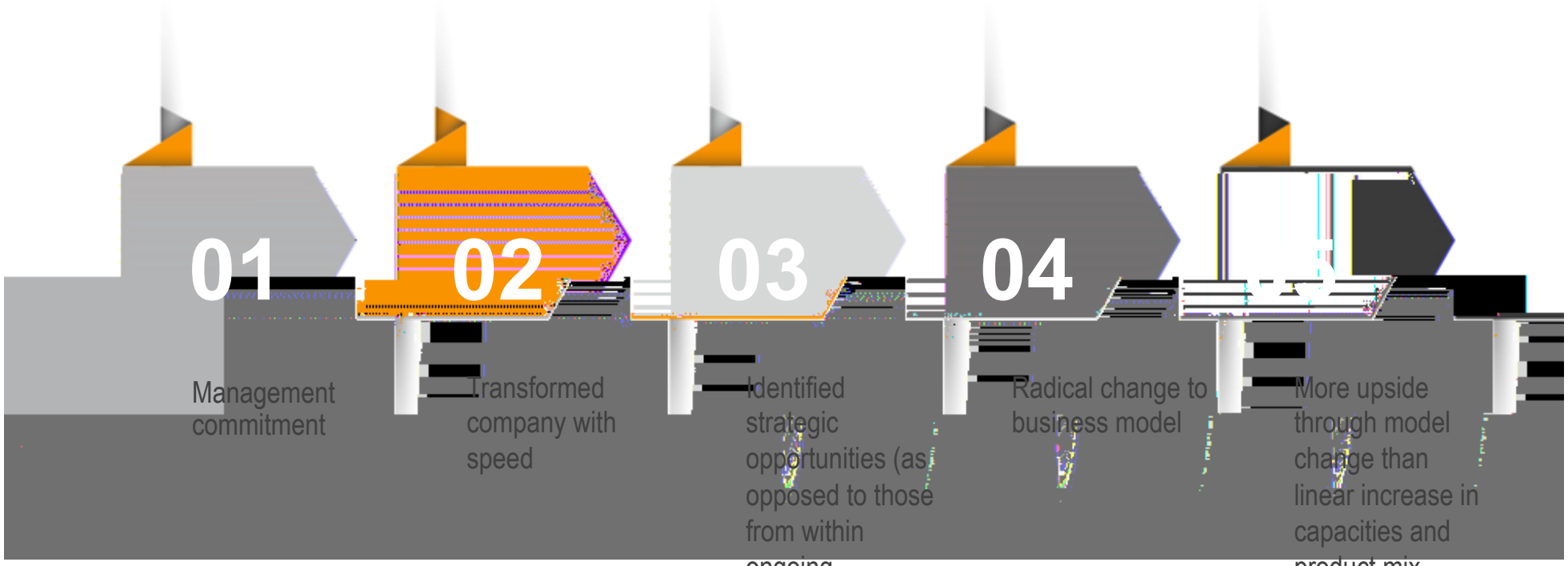
# What we need you to recognise

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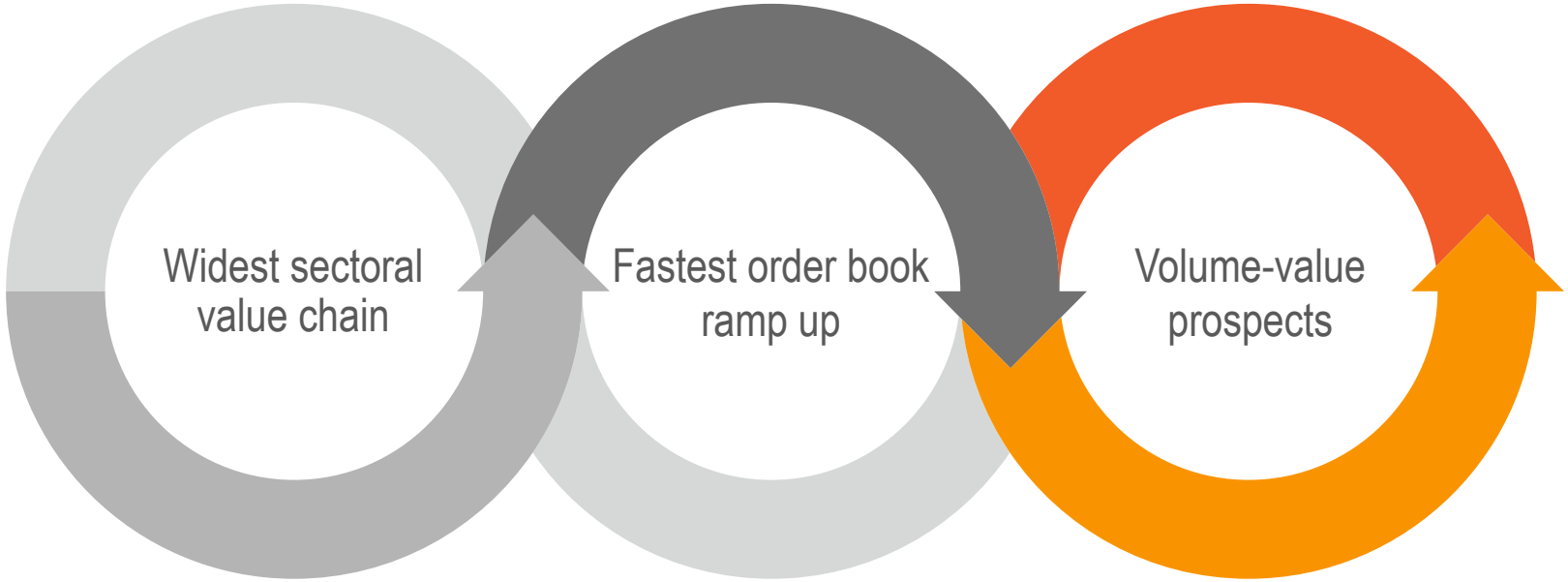
# The Coming Together Of..

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# Financial Impact

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# Our Product Range

## Plywoods, Boards & Doors

Best-in-class plywood, block boards and doors made from premium imported and domestic timber

Complete range to cover the entire infra life cycle – from shuttering ply for construction sites to highest quality ATS (Anti Termite) ply for interiors and furniture

All products undergo a rigorous multi-stage manufacturing process to ensure adherence to global standards

## Decorative Veneers

Comprehensive range of Decorative Natural and Reconstituted (Recon) Veneers

Thick decorative surface of over 0.5mm overlaid on BWP grade Marine Plywood

Available in Architectural Grade, Horizontal and Vertical, Quarter and Crown Cut and Smoked Veneers

Available in customised sizes apart from 8' x 4'

## Allied Products

Uniwud offers environment-friendly, replenishable timber such as spruce, pine and fir

UniLam & Uline offer a comprehensive range of 0.8mm and 1mm premium exterior and inner laminates

Ucol is a premium adhesive offered exclusively for the Uniply dealer network

Treadwell offers customers a wide selection of 4 & 8 feet planked laminated wooden flooring

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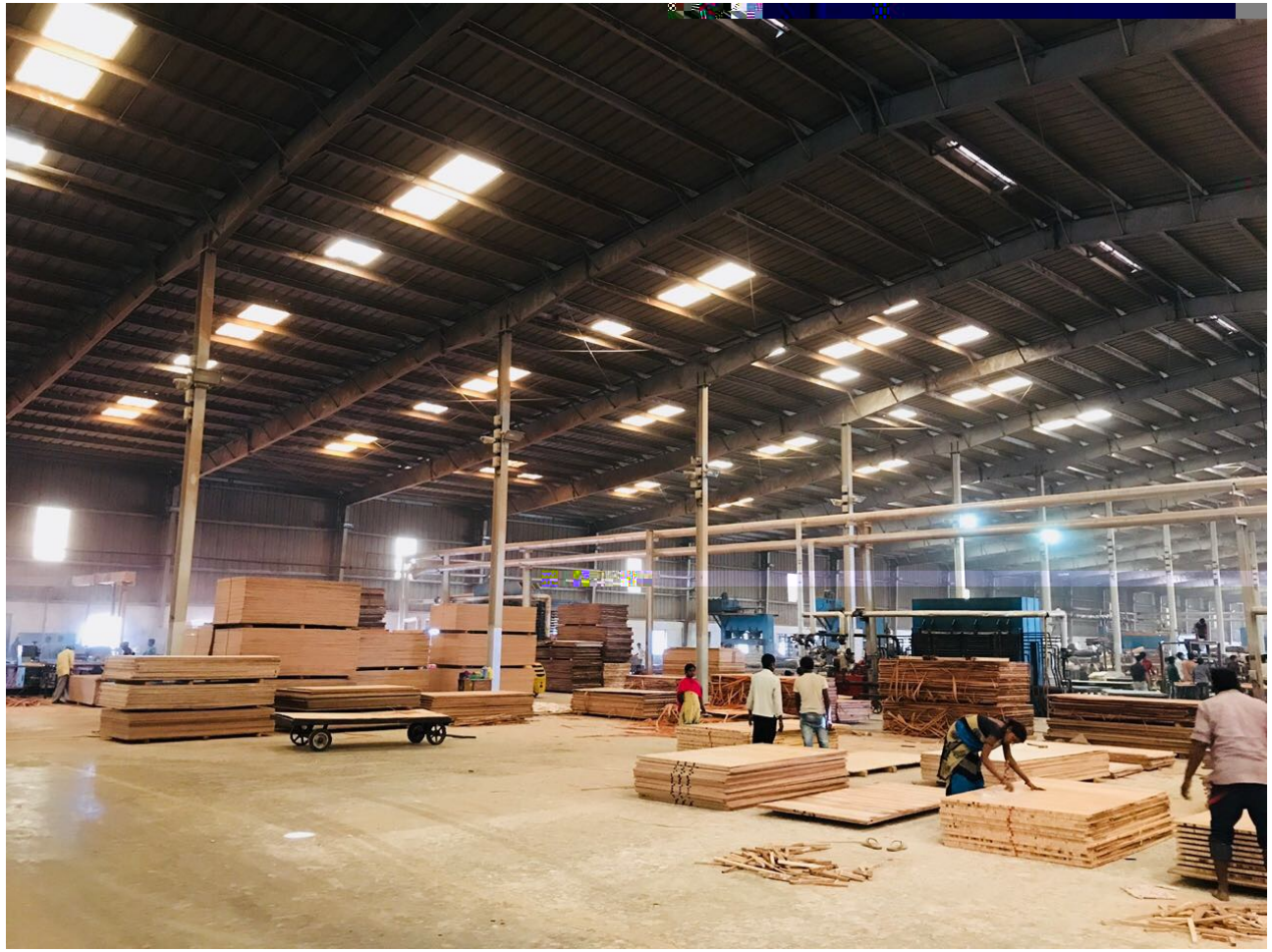
# Gujarat – Facilities & Production Capacity



**45 acre fully integrated plant for manufacturing of:**

- Plywood
- Block Board
- Doors
- Decorative Veneers
- Timber Saw Milling
- Adhesives

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# Chennai – Facilities & Production Capacity

**13 acre fully integrated plant for manufacturing of:**

- Plywood
- Block Board
- Decorative Veneers
- Timber Saw Milling
- Adhesives

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# Sales & Distribution

## Branch Offices

Uniply has registered branch offices in:

- Chennai
- Bangalore
- Hyderabad
- Mumbai
- Delhi

Typically manned by a Zonal GM with executives working in surrounding cities close to dealers & project sites

## Distributors

Uniply has appointed large regional Distributors for the following areas:

- Kerala
- New Delhi
- Punjab & Haryana
- Uttar Pradesh & Uttarakhand
- Rajasthan
- Gujarat

## Dealers

Uniply sells directly to a host of renowned dealers across India. Some prominent Uniply counters include:

- Shree Jalaram Timber Depot Private Ltd – Mumbai
- South India Plywoods – Bangalore
- Uni Agencies - Ernakulam
- Ashok Timber & Plywood Center - Chennai

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# Service Offerings

## Architecture & Design

- Over 20 Architects in house
- Cutting-edge design capabilities
- Exclusive in-house modelling & walkthrough technologies

## Civil Construction

- Over 25 Civil and Structural Engineers
- Successful completion of construction of residential projects
- Currently executing a project for construction of over 5000 houses

## Mechanical, Electrical & Plumbing

- In-house team for Electrical, Networking, Security Systems, Fire-Fighting Systems and BMS
- For HVAC we have Strategic tie-ups with OEMs and their authorised dealers
- Successfully handed over Prestigious projects for Data Centres

## Interior Fitouts

- Over 15 Interior Designers simultaneously working on over 50 projects
- Over 60 Project Managers and Site Personnel
- Over 1500 projects delivered till date totalling over 15 million square feet of area

## Furniture & Furnishings

- Artmatrix – an Indian brand manufacturing in Malaysia
- Delivered over 200,000 workstations in India
- Exclusive Factory near Mumbai specialised in all kind of wood works

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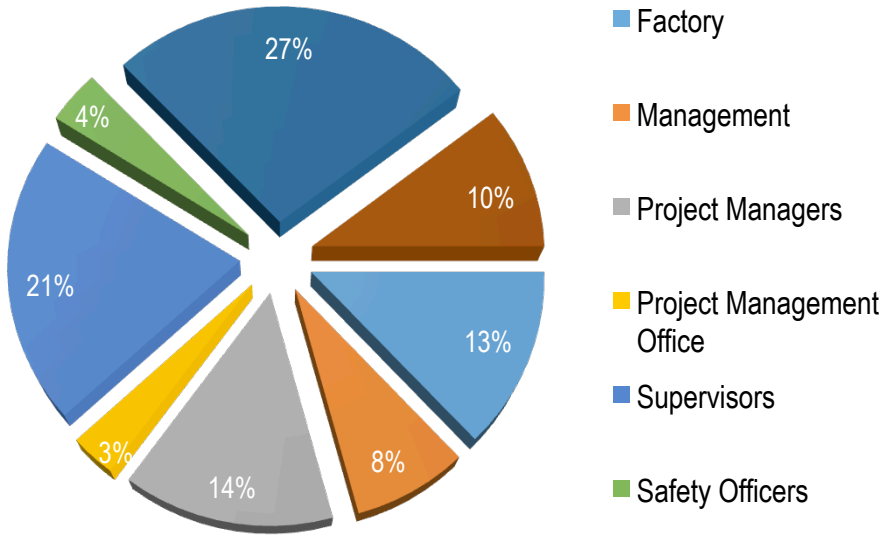
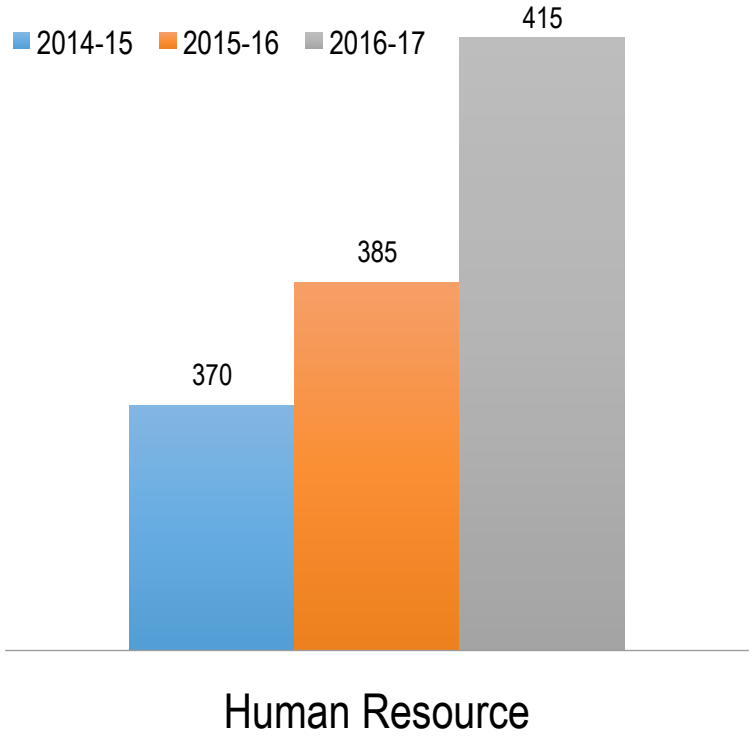
# Human Capital

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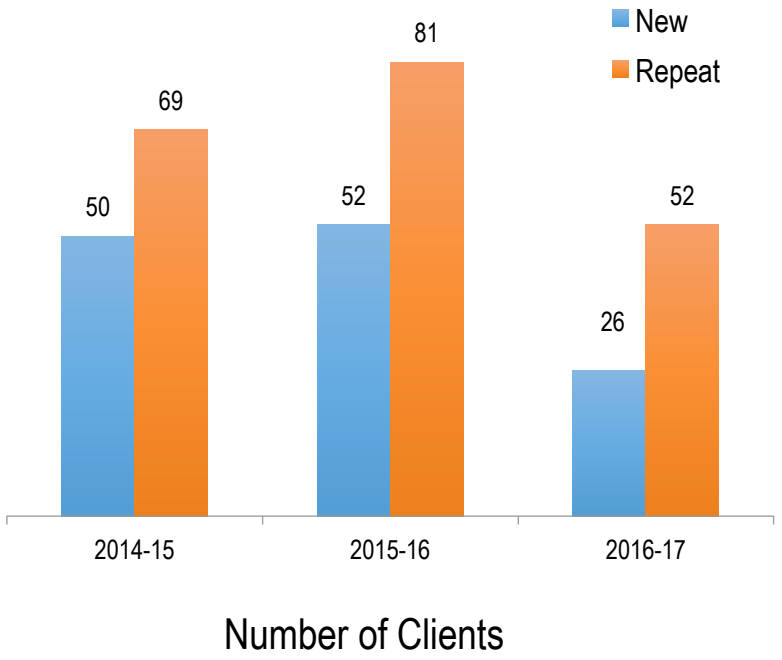
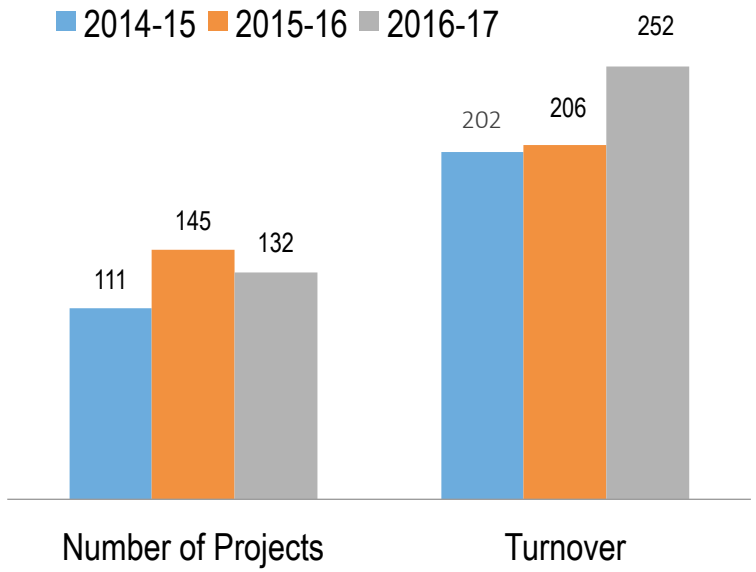
# Overview on Projects




Number of Clients

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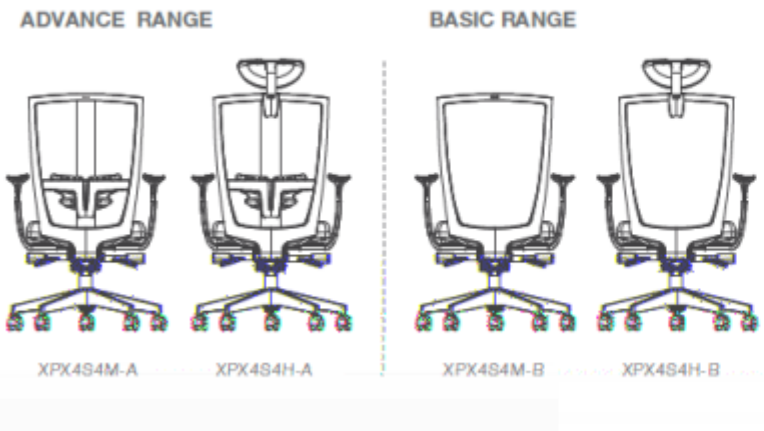
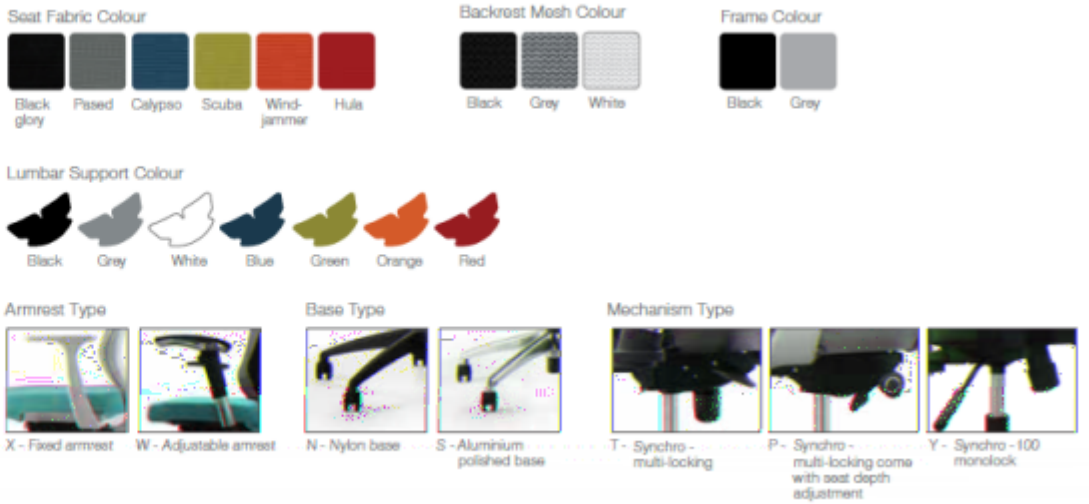
# Selected Products – Seating

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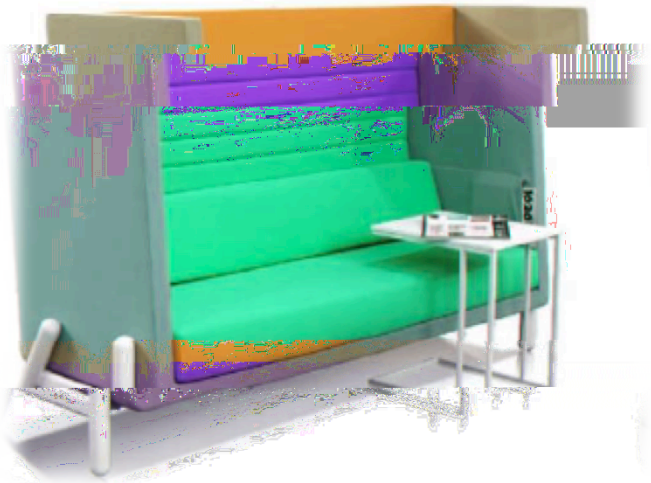
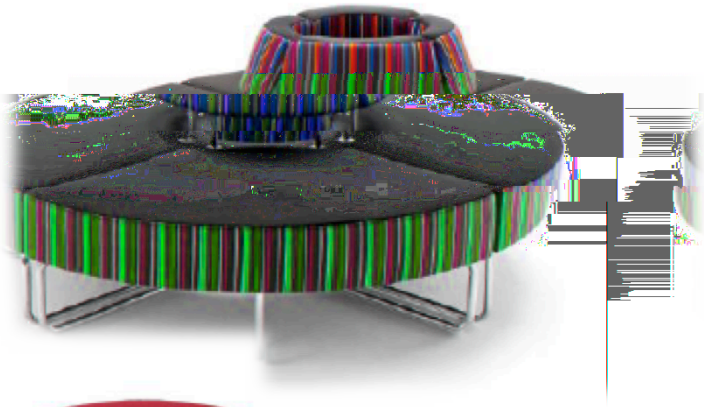
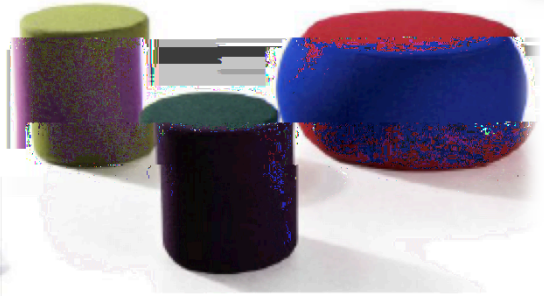
# Selected Products – Collaborative Furniture







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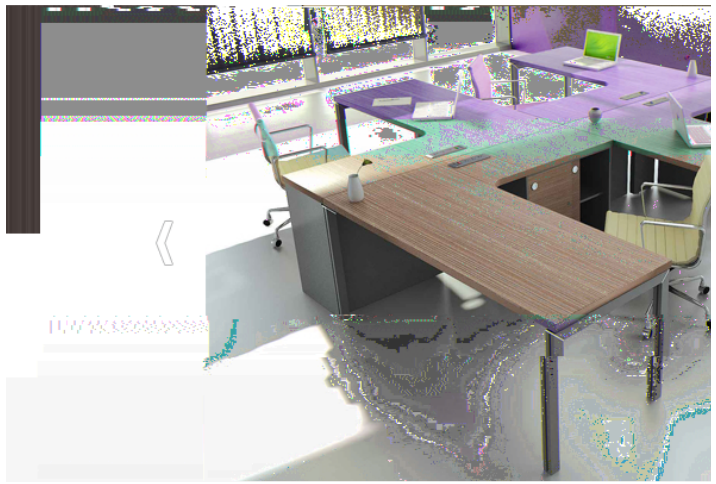
# Selected Products – System Furniture



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# Representative Client List

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