ANANDRATHI

Building Materials – Wood Panels

India I Equities

Company Update

Change in Estimates ☑ Target ☑ Reco ☐

29 April 2025

Greenply Industries

Healthy operating performance barring one-offs; retaining a Buy

Rating: **Buy**
Target Price (12-mth): Rs.387
Share Price: Rs.303

Greenply Industries' Q4 revenue/gross profit/EBITDA grew 8.2%/16.5%/18.1% y/y to Rs6.5bn/2.7bn/681m. Easing input cost helped the gross margin to inch up 297bps y/y to 41.5%. Higher employee and other expenses restricted the EBITDA margin improvement at 88bps y/y to 10.5%. Adj. PAT fell 29.9% y/y to Rs166m. PAT declined mainly due to increased losses in JV/subsidiary companies apart from higher, 45.8% y/y, interest expenses, partly offset by increased, 61.3% y/y, other income. Management expects healthy, double-digit revenue growth, supported by plywood/MDF businesses, with EBITDA margins exceeding 10%/16%, respectively, in FY26.

Good show in plywood in a challenging environment. Revenue at Rs5.1bn was aided by higher offtake/realisations (up 4.9%/3.6% y/y, respectively). The core EBITDA margin rose 50bps y/y to 9.2%, while PAT grew 24.3% y/y to Rs360m.

Soft offtake but profitability shines in MDF business. Revenue grew 3.4% y/y to Rs1.4bn, led by realisations rising 10.9% y/y; the offtake, though, was 6.7% lower y/y. The core EBITDA margin inched up 120bps y/y to 15%, while PAT adjusted for forex loss of Rs31m dipped 32.3% y/y to Rs17m.

Performance to gain momentum in Greenply Samet furniture fittings JV. Revenue of Rs38m (100% share) was generated, with PAT loss of Rs86m (50% share). Major brand promotion expenses impacted profitability. Management expects a healthy business momentum in FY26.

Valuation, Outlook. Management expects healthy revenue growth with margin tailwinds. We expect 12.7%/52.9% revenue/earnings CAGRs over FY25-27. The stock trades at 24.1x/17.5x FY26e/27e earnings. We retain a Buy rating on the stock, with a 12-mth TP of Rs387 (earlier Rs408), 22.5x FY27e earnings (22.5x FY27e earnings).

Key financials (YE Mar)	FY23	FY24	FY25	FY26e	FY27e
Sales (Rs m)	18,456	21,799	24,876	28,197	31,607
Net profit (Rs m)	818	717	917	1,558	2,145
EPS (Rs)	6.7	5.8	7.3	12.5	17.2
P/E (x)	45.2	51.9	40.9	24.1	17.5
EV / EBITDA (x)	25.6	22.6	17.7	13.8	10.9
P/BV (x)	5.7	5.2	4.6	3.9	3.2
RoE (%)	13.8	10.6	12.1	17.6	20.2
RoCE (%) after tax	9.6	11.2	15.0	18.3	20.7
Dividend yield (%)	0.2	0.2	0.2	0.2	0.2
Net debt / equity (x)	1.0	0.7	0.6	0.4	0.2

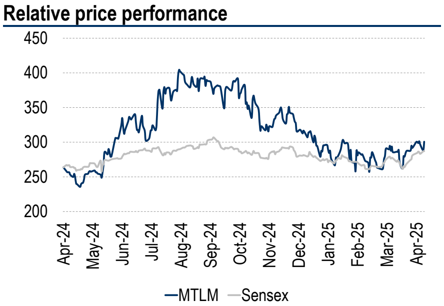
Source: Company, Anand Rathi Research

Key data	MTLM IN / GRPL.BO
52-week high / low	Rs412 / 229
Sensex / Nifty	80288 / 24336
Market cap	Rs.37bn
Shares outstanding	125m

Shareholding pattern (%)	Mar'25	Dec'24	Sep'24
Promoters	51.7	51.7	52.0
- of which, Pledged	-	-	-
Free float	48.3	48.3	48.0
- Foreign institutions	5.4	5.7	5.6
- Domestic institutions	31.1	30.9	30.7
- Public	11.8	11.7	11.7

Estimates revision (%)	FY26e	FY27e
Sales	(1.8)	(0.3)
EBITDA	(4.6)	(1.6)
PAT	(12.3)	(4.3)

Relative price performance



Source: Bloomberg

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Research Analyst

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Quick Glance – Financials and Valuations (consol.)

Fig 1 – Income statement (Rs m)

Year-end: Mar	FY23	FY24	FY25	FY26e	FY27e
Net revenues	**18,456**	**21,799**	**24,876**	**28,197**	**31,607**
Growth (%)	18.1	18.1	14.1	13.4	12.1
Direct costs	11,266	13,155	14,841	16,654	18,470
SG&A	5,499	6,776	7,658	8,547	9,482
EBITDA	**1,691**	**1,868**	**2,377**	**2,996**	**3,655**
EBITDA margins (%)	9.2	8.6	9.6	10.6	11.6
- Depreciation	365	545	601	639	691
Other income	153	139	165	194	227
Interest expenses	262	433	431	397	316
PBT	**1,314**	**1,163**	**1,509**	**2,154**	**2,874**
Effective tax rates (%)	15.8	28.9	16.7	21.9	21.9
+ Associates / (Minorities)	(208)	(13)	(339)	(125)	(100)
Net income	**914**	**852**	**917**	**1,558**	**2,145**
Adjusted income	**818**	**717**	**917**	**1,558**	**2,145**
WANS	123	124	125	125	125
FDEPS (Rs)	6.7	5.8	7.3	12.5	17.2
FDEPS growth (%)	(25.8)	(12.9)	26.7	69.9	37.7
Gross margins (%)	39.0	39.7	40.3	40.9	41.6

Fig 2 – Balance sheet (Rs m)

Year-end: Mar	FY23	FY24	FY25	FY26e	FY27e
Share capital	123	124	125	125	125
Net worth	6,438	7,094	8,086	9,582	11,665
Debt	6,634	5,246	4,883	4,761	4,206
Minority interest	-	2	3	3	3
DTL / (Assets)	(17)	(65)	(85)	(85)	(85)
Capital employed	**13,055**	**12,277**	**12,887**	**14,261**	**15,789**
Net tangible assets	4,014	8,096	8,007	8,507	8,944
Net intangible assets	574	554	561	561	561
Goodwill	-	-	-	-	-
CWIP (tang. & intang.)	5,133	124	442	250	188
Investments (strategic)	64	435	673	673	673
Investments (financial)	-	-	-	-	-
Current assets (excl. cash)	1,613	1,165	1,086	1,121	1,184
Cash	314	224	247	1,014	1,813
Current liabilities	1,301	959	1,185	1,244	1,340
Working capital	2,644	2,639	3,057	3,380	3,767
Capital deployed	**13,055**	**12,277**	**12,887**	**14,261**	**15,789**
Contingent liabilities	523	1,822	-	-	-

Fig 3 – Cash-flow statement (Rs m)

Year-end: Mar	FY23	FY24	FY25	FY26e	FY27e
PBT (adj. for int. exp./ other income)	**1,314**	**1,163**	**1,509**	**2,154**	**2,874**
+ Non-cash items	365	545	601	639	691
Oper. prof. before WC	1,678	1,708	2,111	2,793	3,566
- Incr. / (decr.) in WC	(1,142)	237	(40)	(218)	(246)
Others incl. taxes	129	88	163	(75)	(313)
Operating cash-flow	**666**	**2,034**	**2,233**	**2,500**	**3,007**
- Capex (tang. + intang.)	(5,465)	402	(837)	(947)	(1,066)
Free cash-flow	**(4,799)**	**2,436**	**1,397**	**1,553**	**1,941**
Acquisitions					
- Div.(incl. buyback & taxes)	(61)	(62)	(62)	(62)	(62)
+ Equity raised	0	1	1	-	-
+ Debt raised	3,716	(1,388)	(363)	(121)	(555)
- Fin investments	194	(371)	(238)	-	-
- Misc. (CFI + CFF)	539	(706)	(711)	(603)	(524)
Net cash-flow	**(412)**	**(90)**	**23**	**767**	**799**

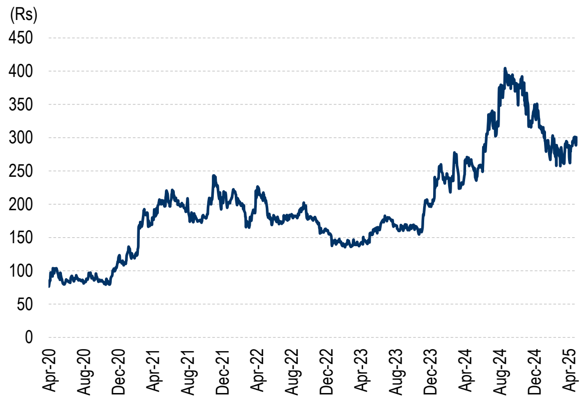
Source: Company, Anand Rathi Research

Fig 4 – Ratio analysis

Year-end: Mar	FY23	FY24	FY25	FY26e	FY27e
P/E (x)	45.2	51.9	40.9	24.1	17.5
EV / EBITDA (x)	25.6	22.6	17.7	13.8	10.9
EV / Sales (x)	2.3	1.9	1.7	1.5	1.3
P/B (x)	5.7	5.2	4.6	3.9	3.2
RoE (%)	13.8	10.6	12.1	17.6	20.2
RoCE (%) - after tax	9.6	11.2	15.0	18.3	20.7
RoIC	12.2	8.3	13.3	15.8	18.7
DPS (Rs)	0.5	0.5	0.5	0.5	0.5
Dividend yield (%)	0.2	0.2	0.2	0.2	0.2
Dividend payout (%)	6.7	7.3	6.8	4.0	2.9
Net debt / equity (x)	1.0	0.7	0.6	0.4	0.2
Receivables (days)	45	42	47	47	44
Inventory (days)	55	58	76	69	62
Payables (days)	48	56	79	72	63
CFO : PAT %	81.4	283.6	243.5	160.5	140.2

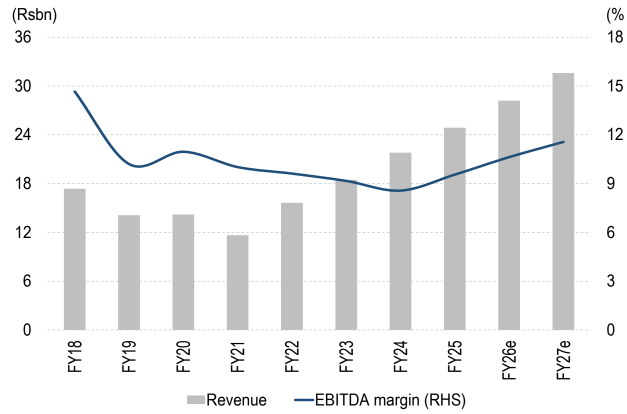
Source: Company, Anand Rathi Research

Fig 5 – Price movement



Source: Company

Fig 6 – Revenue, EBITDA margin trends



Source: Company

Financial highlights

Fig 7 – Financials (consolidated)

(Rs m)	Q4 FY24	Q3 FY25	Q4 FY25	% Y/Y	% Q/Q	FY24	FY25	% Y/Y
Revenue	**5,998**	**6,145**	**6,488**	**8.2**	**5.6**	**21,799**	**24,876**	**14.1**
Raw material costs	3,686	3,683	3,794	2.9	3.0	13,155	14,841	12.8
Employee costs	681	811	790	15.9	(2.7)	2,791	3,160	13.2
Other expenses	1,054	1,110	1,223	16.0	10.2	3,985	4,498	12.9
EBITDA	**577**	**540**	**681**	**18.1**	**26.0**	**1,868**	**2,377**	**27.2**
Other income	38	27	61	61.3	129.6	139	165	19.1
Depreciation	145	151	150	2.9	(0.8)	545	601	10.3
Finance costs	90	51	131	45.8	157.5	433	431	(0.6)
Profit / Loss from Associate	(7)	(33)	(216)	3,072.7	549.1	(13)	(339)	2,483.6
PBT	**419**	**332**	**245**	**(41.6)**	**(26.3)**	**1,150**	**1,170**	**1.7**
Tax	94	88	79	(16.1)	(10.9)	298	253	(15.0)
PAT	**284**	**244**	**166**	**(41.5)**	**(31.8)**	**699**	**917**	**31.1**
APAT	**237**	**244**	**166**	**(29.9)**	**(31.8)**	**564**	**917**	**62.6**
Adj. EPS (Rs)	2.3	2.0	1.3	(42.4)	(31.8)	7.7	7.3	(4.9)
As % of income				**bps y/y**	**bps q/q**			**bps y/y**
Material cost	61.4	59.9	58.5	(297)	(146)	60.3	59.7	(69)
Gross margins	**38.6**	**40.1**	**41.5**	**297**	**146**	**39.7**	**40.3**	**69**
Employee costs	11.4	13.2	12.2	81	(103)	12.8	12.7	(10)
Other operating expenses	17.6	18.1	18.9	127	79	18.3	18.1	(20)
EBITDA margins	**9.6**	**8.8**	**10.5**	**88**	**170**	**8.6**	**9.6**	**99**
Other income	0.6	0.4	0.9	31	51	0.6	0.7	3
Depreciation	2.4	2.5	2.3	(12)	(15)	2.5	2.4	(8)
Finance costs	1.5	0.8	2.0	52	119	2.0	1.7	(26)
PBT margins	**7.0**	**5.4**	**3.8**	**(321)**	**(163)**	**5.3**	**4.7**	**(57)**
Effective tax rates	24.7	24.1	17.1	(767)	(709)	28.9	16.7	(1,220)
PAT margins	**4.7**	**4.0**	**2.6**	**(217)**	**(141)**	**3.2**	**3.7**	**48**

Source: Company, Anand Rathi Research

Quantitative details by segment

Fig 8 – Financials

Plywood	Q4 FY24	Q3 FY25	Q4 FY25	(bps)Y/Y	(bps)Q/Q	FY24	FY25	(bps)Y/Y
Volume mix (%)								
Manufacturing – own	57	57	56	(100)	(100)	55	58	300
Manufacturing - partners	3	-	-	(300)	-	4	-	(400)
Trading	40	43	44	400	100	41	42	100
Total	**100**	**100**	**100**	**-**	**-**	**100**	**100**	**-**
Value mix (%)								
Manufacturing – own	65	66	65	-	(100)	64	66	200
Manufacturing - partners	2	-	-	(200)	-	3	-	(300)
Trading	33	34	35	200	100	33	34	100
Total	**100**	**100**	**100**	**-**	**-**	**100**	**100**	**-**
Quantitative details plywood (m sq.mtr.)				**%Y/Y**	**%Q/Q**			**%Y/Y**
Capacity	13.2	13.2	13.2	-	-	52.8	52.8	-
Utilisation (%)	89.0	89.0	92.0	303bps	227bps	76	87	1,136bps
Production	11.7	11.8	12.1	3.4	2.5	40.0	46.0	15.0
Partnerships & Trading	7.1	6.4	-	(100.0)	(100.0)	32.0	30.0	(6.3)
Sales Volume (m sq.mtrs)	18.8	18.2	19.7	4.8	8.2	72.0	76.0	5.6
Realisation (Rs / sq,mtr.)	244	257	253	3.7	(1.6)	247	252	2.0
Revenue (Rs m)	4,680	4,790	5,130	9.6	7.1	18,120	19,590	8.1
Core EBITDA (Rs m)	405	404	473	16.8	17.1	1,466	1,660	13.2
Core EBITDA margin (%)	8.7	8.4	9.2	*57bps*	*79bps*	8.1	8.5	38bps
PAT (Rs m)	290	264	360	24.1	36.4	1,017	1,231	21.0

MDF	Q4FY24	Q3FY25	Q4FY25	% Y/Y	% Q/Q	FY24	FY25	% Y/Y
Capacity	60,000	60,000	60,000	-	-	2,40,000	2,40,000	-
Utilisation (%)	76.0	70.0	71.0	(513)bps	72bps	52.0	70.0	1,812bps
Sales volumes (cu.mtrs.)	45,764	42,259	42,688	(6.7)	1.0	1,24,772	1,68,264	34.9
Realisation Rs / cu.mtr.)	28,640	31,850	31,759	10.9	(0.3)	29,279	31,399	7.2
Revenue (Rs m)	1,311	1,346	1,356	3.4	0.7	3,653	5,283	44.6
EBITDA adj. for forex (Rs m)	181	142	203	12.2	43.0	382	713	86.6
EBITDA margins (adj. for forex), %	14.0	11.0	15.0	116bps	442bps	10.0	13.5	304bps
PAT (Rs m)	25	17	17	(32.0)	-	(164)	21	(112.8)
MDF revenue split								
Plain MDF Boards	1,122	1,086	1,109	(1.2)	2.1	3,290	4,256	29.4
Pre-Lam MDF Boards	189	260	247	30.7	(5.0)	364	1,027	182.1
Total	1,311	1,346	1,356	3.4	0.7	3,654	5,283	44.6

Source: Company, Anand Rathi Research

Q4 FY25 results analysis

Healthy operating performance, higher losses in JV/ subsidiaries hurt PAT

- Revenue grew 8.2% y/y to ~Rs6.5bn, supported by revenue growth of 9.6%/3.4% y/y in plywood and MDF businesses.
- Easing input cost (58.5% of sales vs. 61.4% in Q4 FY24) helped gross profit to rise 16.5% y/y to Rs2.7bn. This led the gross margin to improve 297bps y/y to 41.5%.
- Higher gross profit supported the increase in EBITDA, despite higher employee cost and other expenses (up 15.9%/16% y/y). EBITDA increased 18.1% y/y to Rs681m, leading to a 10.5% EBITDA margin, up 88bps y/y.
- Despite healthy operating performance, PAT fell a significant 48.9% y/y to Rs170m. This was largely due to increased losses in JV/subsidiary companies apart from higher interest expenses (up 45.8% y/y), partly offset by higher other income (up 61.3% y/y).
- **Increased losses in JV/subsidiary companies.** Rs220m vs. 10m in Q4 FY24. Greenply Samet JV: Rs90m vs. nil, GMEL, Dubai: Rs70m vs. nil, Greenply Holdings Singapore: Rs60m vs. Rs10m.

Segment details

A. Plywood business

- Revenue rose 9.6% y/y to Rs5.13bn, supported by higher volumes sold (up 4.9% y/y to 19.7m sq. mtr.) and improved realization (up 3.6% y/y to Rs253/sq. mtr).
- Core EBITDA increased 16.8% y/y to Rs473m, leading to a slight improvement of 50bps y/y in the EBITDA margin to 9.2%.
- PAT increased 24.3% y/y Rs360m.

B. MDF

- Revenue grew 3.4% y/y to Rs1.4bn, led by a 10.9% y/y improvement in realisations to Rs31,759/cu. mtr. as the offtake dipped 6.7% y/y to 42,688cu. mtr.
- Core EBITDA rose 11.9% y/y to Rs203m, resulting in a 120bp y/y improvement in the EBITDA margin to 15%.
- Segment PAT (without forex) grew 96% y/y to Rs49m; however, adjusting for forex loss of Rs31m, PAT fell 32.3% y/y to Rs17m.

Other details

Greenply Samet JV (furniture hardware business)

- Generated revenue of Rs38m (100% share), with PAT loss of Rs86m (50% share).
- Major Q4 brand promotion expenses were seen, which led to disappointment on the profit front.
- The company is to infuse Rs250m to enhance its equity investment in the JV to Rs1bn, the JV partner to infuse an equivalent amount; hence, the ownership of both parties will remain unchanged at 50%.

- The additional investment is to fund i) a change in scope (machines related to additional products sourced), ii) cost overruns and iii) initial losses (higher than expected).
- This JV currently has a product portfolio of Hinge systems, lift-up door systems, side-mount slides and undermount slides.

Working capital and debt

- The absolute working capital requirement increased 15.9% y/y to Rs3.1bn; however, working capital days broadly remained unchanged at 45 days (44 in FY24).
- Inventory/debtor days were 76/46 (up 18/6); the increase in working capital days has been offset by creditor days, which stood at 79 (higher by 23 days).
- Gross/net debt declined 6.9%/7.7% to Rs4.9bn/4.6bn.

FY26 guidance

- MDF business to see a heathy increase in offtake.
- The furniture fittings JV to see increased momentum in revenue.
- EBITDA margins in plywood/MDF segments to exceed 10%/16%.

Q4 FY25 concall KTAs

Management expects double-digit revenue growth, coupled with margin tailwinds

Operational highlights

- Timber is the key RM for MDF and plywood; plywood requires higher-girth (large diameter) timber, making it more expensive.
- Timber prices rose in Q4 but have since cooled off slightly. New crop supplies are expected from Q3 FY26. Prices may stabilise until then and are expected to dip post that.
- There is no significant difference in RM pricing, in different regions of India.
- Finance cost was higher during Q4, owing to increase in working capital requirement.
- One-off expense of Rs220m (vs. Rs10m in Q4 FY24) was included. Greenply Samet JV: Rs 90m vs. nil, GMEL, Dubai (Gabon operations): Rs70m vs. nil, Greenply Holdings Singapore (Myanmar operations): Rs60m vs. Rs10m.

Segment details

A. Plywood

- Achieved 87% utilisation during FY25.
- Enhanced product offerings by launching water-repellent plywood.
- 50-60% of demand was met through owned manufacturing and the balance through trading activities.
- Increase in absolute working capital was led by higher inventory (largely raw material), though partly offset by increase in creditors as raw materials were procured against LCs. Cashflow has not been affected much on account of this and is expected to normalise by Sep'25.

B. MDF

- Achieved 70% utilisation during FY25. Revenue was Rs5.3bn; the EBITDA margin was 13.5% (i.e. ~Rs4,200/cu. mtr.).
- A 20-day shutdown was undertaken to support capacity enhancement, to manage supply and efficiently manage inventory. Management guided for similar shutdowns in FY26 during monsoons for capacity enhancement. The company is building up inventory during shutdown period to cater to demand.
- Management plans to undertake 25% expansion, to enhance capacity of 800cu. mtr./day to 1,000cu. mtr./day.
- Maximum achievable utilisation in MDF business is 87-88%.
- MDF prices remain aligned with competitors; the company saw minor price correction of 1-1.5% vs. 5% in the market. Chances of price hikes look minimal as overcapacity prevails domestically despite imports coming to a standstill, owing to implementation of BIS Standard/Quality Control Order. The impact of lower imports is yet to be ascertained as pre-BIS implementation imported inventory is not completely out of the system.

- Management expects Rs8bn revenue at optimal utilisation (~85-90%), supported by i) improved realisation and ii) product mix change. With further capacity expansion, revenue potential to increase to Rs9.5bn.
- Management is continuously focusing on growing the share of value-added products and enhancing margins through operating leverage.
- Management is optimistic regarding the MDF business from a long-term perspective and expects a medium-to-long-term RoCE of 18-20%.

Furniture and fittings business – Greenply Samet JV

- The opportunity size is $2bn, with just 20% being with formal players.
- Under phase 1, the company commenced commercial production in Q4; operations are yet to achieve scale (revenue of Rs700m-800m expected in FY26).
- Equity infusion of Rs250m to fund capex and cost overruns. The ownership in the JV to remain unchanged at 50%.
- The company expects cash/PBT breakeven by FY26/27.

Capex and debt

- Net debt stood at Rs4.6bn; debt/equity: 0.57x.
- FY26 capex: Rs600m–650m (Rs300m–350m each for plywood and MDF businesses).
- The company is facing delays in obtaining approvals for the Odisha project and the timeline for capacity expansion is uncertain.
- It targets debt repayment of Rs1bn–1.5bn in FY26; and a similar reduction in FY27 (excl. incremental debt for any further capex commitment).

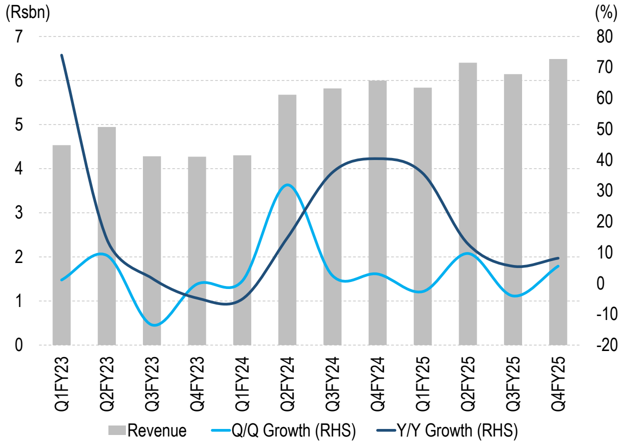
BIS/QCO norms

- ~75-80% of the market is dominated by informal players. The implementation of Quality Control Order (QCO) is expected to increase their cost of production (the players may struggle to meet the quality standards due to reliance on outdated technology). This is likely to create opportunities for formal/branded players like Greenply Industries among others.
- Management is optimistic about BIS/QCO norms' implementation in plywood and MDF business as it would lead to reduction in imports and more institutional/OEM business, where payment cycle is disciplined.

FY26 outlook

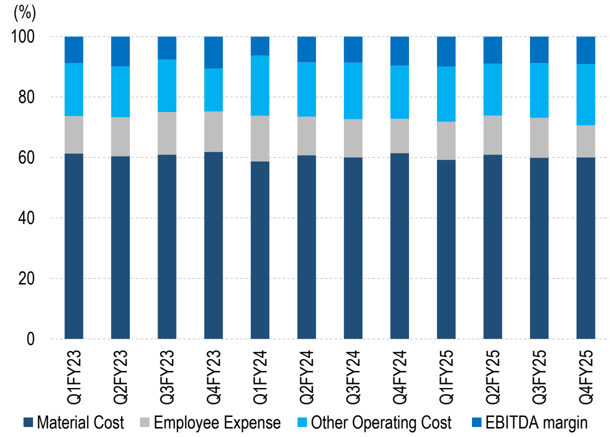
- RM prices are expected to soften from Q3 as fresh timber supplies improve; this is expected to help the gross margin.
- QCO implementation to support better offtake in plywood and MDF and is also expected to curb MDF imports. These are expected to inch up realisations.
- **FY26 revenue.** Double-digit growth is expected, equally driven by plywood and MDF.
- **Margin guidance.** Plywood/MDF: 10%+/16%+.
- Inventory and receivables are expected to normalize by H1 FY26.

Fig 9 – Revenue and growth, quarterly trends



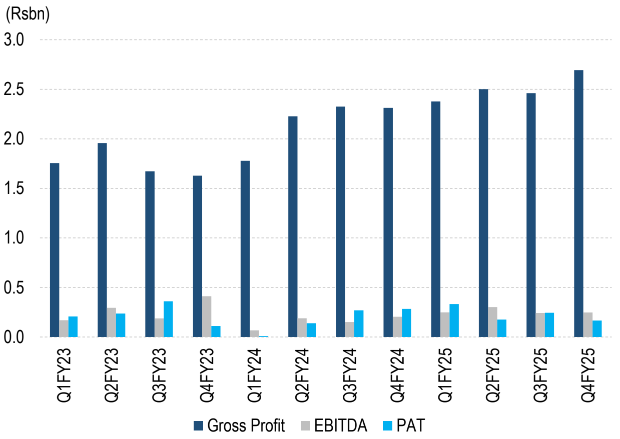
Source: Company, Anand Rathi Research

Fig 10 – Expense mix and EBITDA, quarterly trends



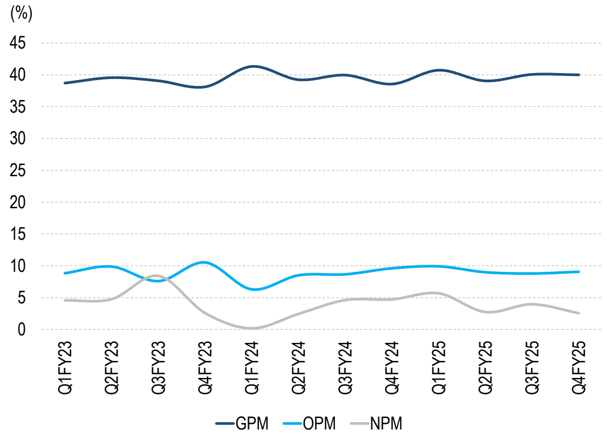
Source: Company, Anand Rathi Research

Fig 11 – Profitability, quarterly trend



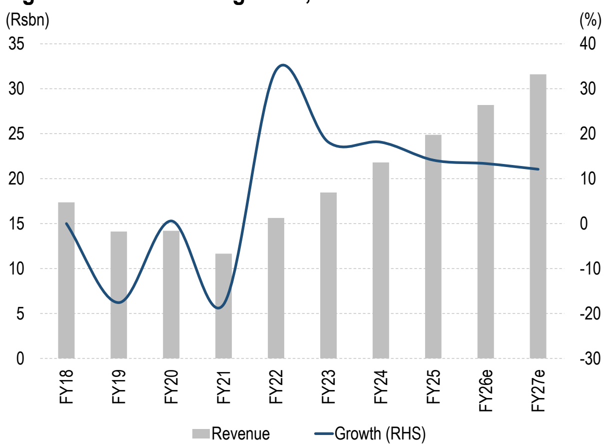
Source: Company, Anand Rathi Research

Fig 12 – Margin profile, quarterly trend



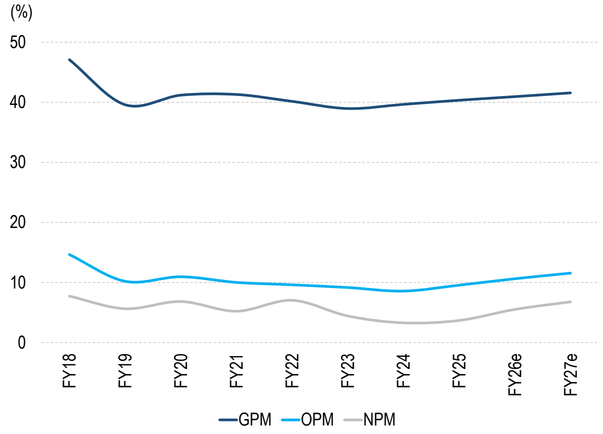
Source: Company, Anand Rathi Research

Fig 13 – Revenue and growth, annual trends



Source: Company, Anand Rathi Research

Fig 14 – Margin profile, annual trend



Source: Company, Anand Rathi Research

Outlook and Valuation

Management expects healthy revenue growth in plywood and MDF businesses, with margin tailwinds. Capex of Rs600m-650m is expected in FY26. Debt repayment of Rs1bn-1.5bn is expected in FY26/27.

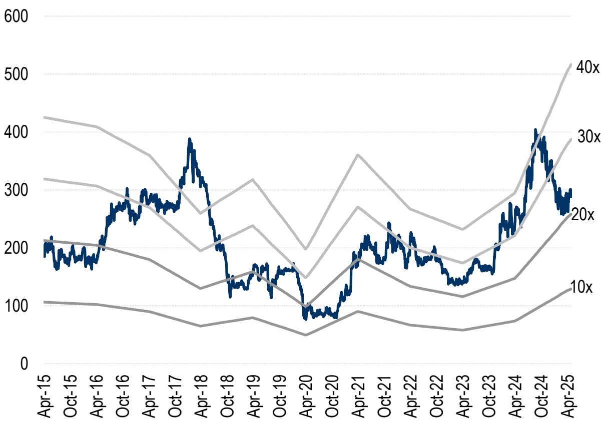
We expect 12.7%/52.9% revenue/earnings CAGR over FY25-27. The stock trades at 24.1x/17.5x/x FY26e/27e earnings. We retain a Buy rating on the stock, with a 12-mth TP of Rs387 (earlier Rs408), 22.5x FY27e earnings (22.5x FY27e earnings).

Fig 15 – Change in estimates

	Old		New		% Var	
(Rs m)	FY26e	FY27e	FY26e	FY27e	FY26	FY27
Income	28,719	31,687	28,197	31,607	(1.8)	(0.3)
EBITDA	3,141	3,713	2,996	3,655	(4.6)	(1.6)
EBITDA margins %	*10.9*	*11.7*	*10.6*	*11.6*	*(31)*	*(16)*
PAT	1,777	2,243	1,558	2,145	(12.3)	(4.3)
EPS (Rs m)	14.4	18.1	12.5	17.2	(13.1)	(5.2)

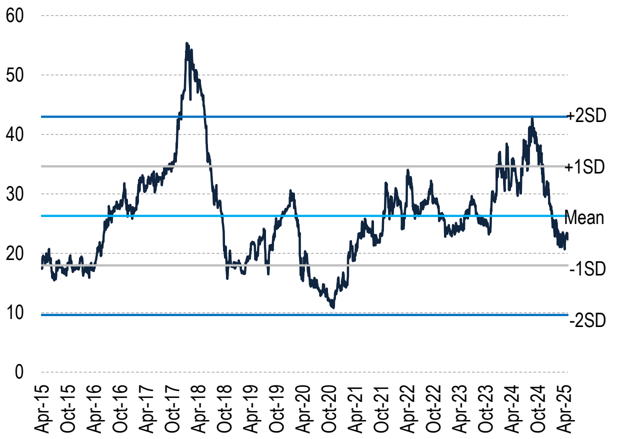
Source: Anand Rathi Research

Fig 16 – P/E band – One-year-forward



Source: Company, Anand Rathi Research

Fig 17 – Mean and standard deviation



Source: Company, Anand Rathi Research

Risks

- **Economic slowdown might impact offtake.** Economic slowdown, especially in real estate, might impact offtake in the wood panel industry, resulting in under absorption of fixed overheads.
- **Assured raw material at reasonable prices, a challenge.** Sourcing of timber for plywood and MDF remains a challenge, with high prices owing to supply-chain disruptions.
- **Increase in competitive intensity.** Higher domestic availability and increased imports in MDF business could enhance competitive intensity and impact volumes.

Appendix

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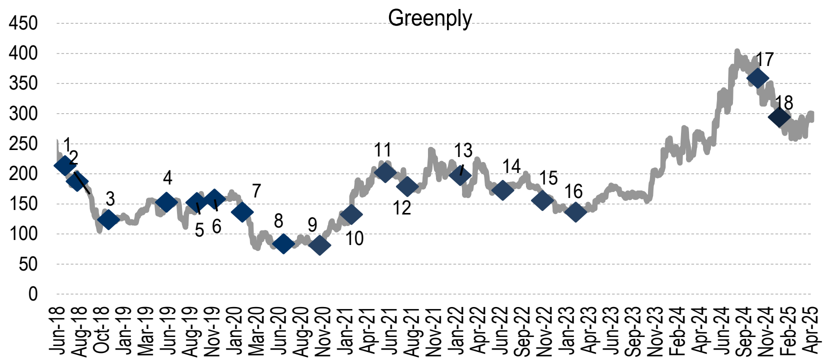
Rating and Target Price History (as of 29 April 2025)



	Date	Rating	TP (Rs)	Share Price (Rs)
5	13-Sep-19	**Hold**	172	150
6	11-Nov-19	**Hold**	190	160
7	12-Feb-20	**Hold**	173	140
8	29-Jun-20	**Buy**	110	85
9	5-Nov-20	**Buy**	131	80
10	11-Feb-21	**Buy**	192	137
11	15-Jun-21	**Hold**	248	216
12	5-Aug-21	**Hold**	227	194
13	17-Feb-22	**Buy**	257	194
14	1-Jul-22	**Buy**	232	173
15	10-Nov-22	**Buy**	262	163
16	15-Mar-23	**Buy**	230	141
17	7-Nov-24	**Hold**	375	361
18	10-Feb-25	**Buy**	408	299

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Ratings Guide (12 months)	**Buy**	**Hold**	**Sell**
Large Caps (Top 100 companies)	>15%	0-15%	<0%
Mid Caps (101st-250th company)	>20%	0-20%	<0%
Small Caps (251st company onwards)	>25%	0-25%	<0%

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