

April 8, 2025

Exhibit 1: PL Universe

Companies	Rating	CMP (Rs)	TP (Rs)
Astral Ltd.	BUY	1,288	1,532
Century Plyboard (I)	BUY	668	806
Cera Sanitaryware	BUY	5,398	7,456
Finolex Industries	Acc	176	202
Greenpanel Industries	BUY	233	330
Kajaria Ceramics	BUY	785	966
Supreme Industries	Acc	3,112	3,689

Source: PL Acc=Accumulate

### Low volume growth with margin contraction

*Building Material companies under our coverage universe are expected to report single digit revenue growth due to weak demand and higher base, along with contraction in margins due to higher overhead expenses in plastic pipe companies and higher timber prices in woodpanel segment. We anticipate moderate volume growth of 3.0% YoY in plastic pipe sector. Tiles and bathware sectors are likely to experience single digit growth expecting demand to pick up in H2FY26. We expect coverage companies to register sales growth of 3.9% YoY, given correction in Finolex Ind revenue and Century Plyboards to outperform.*

- Plastic Pipe - Weak vol. growth continue:** The coverage plastic pipe companies are expected to report soft volume growth of 3.0% YoY, primarily due to low channel inventory resulting from delays in ADD implementation and subdued demand. We estimate revenue growth of +2.5% YoY. However, EBITDA and PAT are expected to decline by 20.6% and 24.1% YoY, respectively, mainly due to margin contraction of 380bps YoY, largely because of inventory losses and volatility in PVC resin prices. Supreme Industries and Astral are expected to post moderate sales growth of +3.2% and +4.3% YoY, respectively, with volume growth in the Pipes & Fittings (P&F) segment at +5% for Supreme and flat for Astral.
- Tiles & Bathware – soft performance for KJS & CRS:** Kajaria is expected to report modest revenue growth of +1.1% YoY, due to soft tiles volume growth of +4.6% YoY. This is attributed to muted domestic demand and increased competitive intensity in domestic market with reduction in exports from Morbi players. EBITDA margin is expected to be at 13.4%. Cera Sanitaryware (CRS) is expected revenue to increase by 5.0% YoY, mainly with price hikes in the faucets segment. However, EBITDA margin is expected to contract to 14.7% (-260 bps YoY), with PAT likely to decline by 10.5% YoY.
- Woodpanel – plywood continue to outperform:** Century Plyboards (CPBI) is expected to sustain volume growth in the plywood segment, driven by market share gains, and in the MDF segment, supported by capacity expansion. CPBI is expected to deliver healthy sales growth of 14.8% YoY, although EBITDA margin is likely to contract. In the MDF segment, realizations are expected to decline due to the commissioning of the South India plant and increased competitive intensity. We expect MDF volume growth of +57.9% YoY for CPBI and +1.9% YoY for Greenpanel. Plywood volume growth is estimated at +11.0% YoY for CPBI and +3.8% YoY for Greenpanel. Additionally, CPBI's laminate segment expected volume growth of 6.0% YoY, aided by an improvement in export business. Overall, the wood panel coverage universe is expected to report revenue growth of +11.4% YoY, while EBITDA and PAT decline by 13.2% and 27.0% YoY, respectively, due to estimated EBITDA margin contraction of ~300 bps YoY.
- Coverage target price changes:** In our coverage universe, We have downward revised our target price for all companies expect CRS and upgraded our rating for CPBI/Greenpanel industries from 'HOLD' to 'BUY'.

Praveen Sahay

praveensahay@plindia.com | 91-22-66322369

Rahul Shah

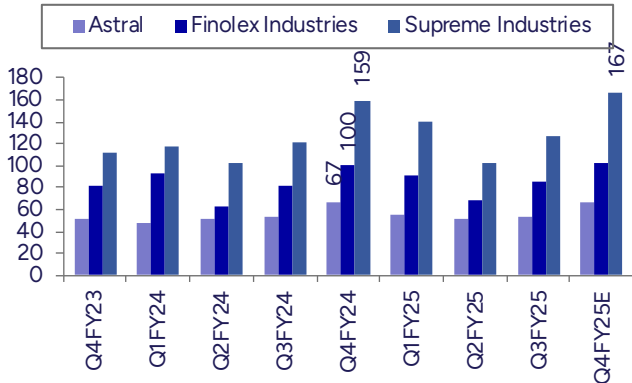
rahulshah@plindia.com | 91-22-66322274

**Exhibit 2: Q4FY25 Result Preview**

Company Name		Q4FY25E	Q4FY24	YoY gr. (%)	Q3FY25	QoQ gr. (%)	Remark
<b>Astral Ltd.</b>	Sales	16,952	16,251	4.3	13,970	21.3	We expect sales to grow by 4.3% YoY, due to flat volume growth in Q4FY25. Plumbing business expected flat growth, but sanitaryware segment is expected to growth of 53% YOY. Adhesive & Paints business expected 15.3%/7.4% YoY growth. We expect Plumbing EBITDA margin of 18.6%, and P&A business expected EBITDA margin of 12.6%.
	EBITDA	2,748	2,915	(5.7)	2,195	25.2	
	Margin (%)	16.2	17.9	-173 bps	15.7	50 bps	
	PBT	2,131	2,414	(11.7)	1,543	38.1	
	Adj. PAT	1,577	1,813	(13.0)	1,126	40.0	
<b>Century Plyboard (I)</b>	Sales	12,175	10,607	14.8	11,405	6.8	We expect sales growth of 14.8% YoY mainly with Plywood/MDF revenue growth of 10.0%/40.1% YoY with volume growth of 11.0%/57.9%. We expect contract by in EBITDA margins by ~160bps YoY. PAT is expected to decrease by 12.6% YoY.
	EBITDA	1,505	1,483	1.5	1,295	16.2	
	Margin (%)	12.4	14.0	-162 bps	11.4	101 bps	
	PBT	1,107	1,206	(8.2)	799	38.5	
	Adj. PAT	879	1,005	(12.6)	588	49.3	
<b>Cera Sanitaryware</b>	Sales	5,761	5,488	5.0	4,523	27.4	We expect sales to increase by 5.0% YoY. Faucets business sales to increase by 6.0% and sanitary business expected to decrease by 1.0% YoY. We expect EBITDA margin of 14.7% (-260bps YoY). We expect PAT to decrease by 10.5% YoY.
	EBITDA	848	950	(10.7)	615	37.8	
	Margin (%)	14.7	17.3	-258 bps	13.6	112 bps	
	PBT	891	995	(10.4)	610	46.1	
	Adj. PAT	677	757	(10.5)	464	46.1	
<b>Finolex Industries</b>	Sales	12,182	12,354	-1.4	10,012	21.7	We expect sales to decline by 1.4% YoY, vol. to increase by 1.8% YoY in P&F segment due to low demand and delays in ADD on PVC resin prices. PVC business expected revenue to decline by 79% YoY. We expect EBITDA margin of 10.8%, and PAT to decline by 25.7%.
	EBITDA	1,313	2,089	(37.2)	834	57.3	
	Margin (%)	10.8	16.9	-614 bps	8.3	244 bps	
	PBT	1,449	2,187	(33.7)	945	53.3	
	Adj. PAT	1,225	1,649	(25.7)	940	30.3	
<b>Greenpanel Industries</b>	Sales	4,057	3,966	2.3	3,594	12.9	We expect sales to grow by 2.3%. MDF/Plywood business expected sales volume to increase by 1.9%/3.8% YoY. We expect EBITDA margin of 5.6% YoY due to higher timber prices. We expect PAT decline of -75.6% YoY due to lesser volumes & contraction in margins.
	EBITDA	227	513	(55.7)	173	31.0	
	Margin (%)	5.6	12.9	-734 bps	4.8	77 bps	
	PBT	97	403	(75.8)	52	86.8	
	Adj. PAT	73	298	(75.6)	85	(14.4)	
<b>Kajaria Ceramics</b>	Sales	12,544	12,408	1.1	11,637	7.8	We expect sales to grow by 1.1% mainly with tiles volume growth of 4.6% YoY. Sanitaryware segment to grow by 4.0% YoY. We expect EBITDA margin to contract by 46bps to 13.4%. We expect PAT to decline by 7.5% YoY.
	EBITDA	1,681	1,720	(2.3)	1,487	13.0	
	Margin (%)	13.4	13.9	-46 bps	12.8	62 bps	
	PBT	1,324	1,403	(5.7)	1,107	19.6	
	Adj. PAT	954	1,031	(7.5)	787	21.2	
<b>Supreme Industries</b>	Sales	31,044	30,079	3.2	25,099	23.7	We expect sales to grow by 3.2% YoY with Plastic Pipe/Packing Products/Industrial products/consumer product volume growth of 5%/9.1%/2.7%/4.7% YoY. We expect EBITDA margin of 12.3%, contracted by ~410bps YoY and PAT to decline by 29.0% YoY.
	EBITDA	3,805	4,907	(22.5)	3,088	23.2	
	Margin (%)	12.3	16.3	-406 bps	12.3	-5 bps	
	PBT	3,032	4,239	(28.5)	2,235	35.7	
	Adj. PAT	2,520	3,548	(29.0)	1,870	34.8	

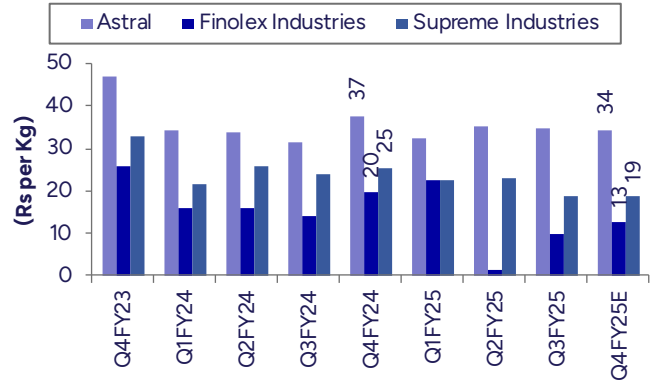
Source: Company, PL

**Exhibit 3: Pipe Vol. growth est. 3.0% YoY**



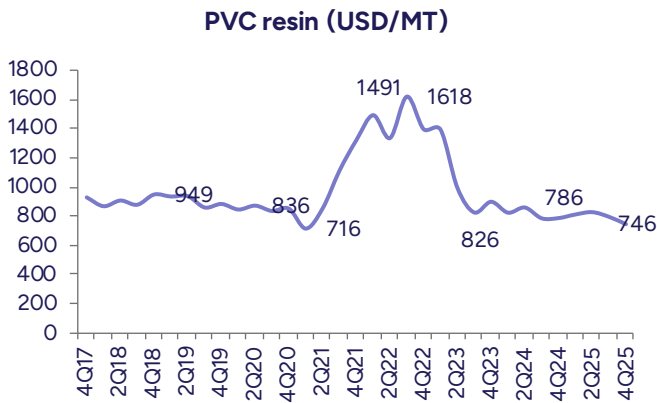
Source: Company, PL

**Exhibit 4: Pipe EBITDA/Kg est. -20.1% YoY**



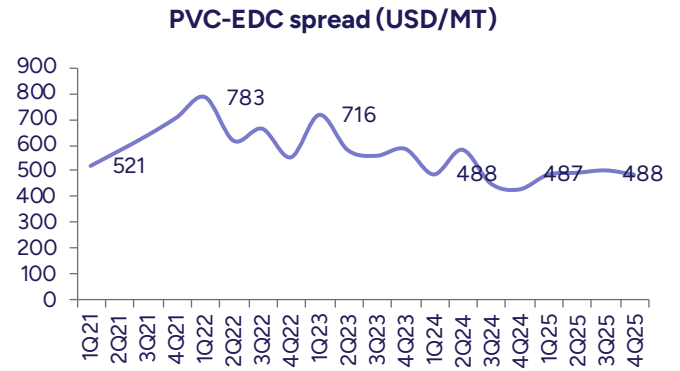
Source: Company, PL

**Exhibit 5: PVC resin prices down 5.3% YoY in Q4FY25**



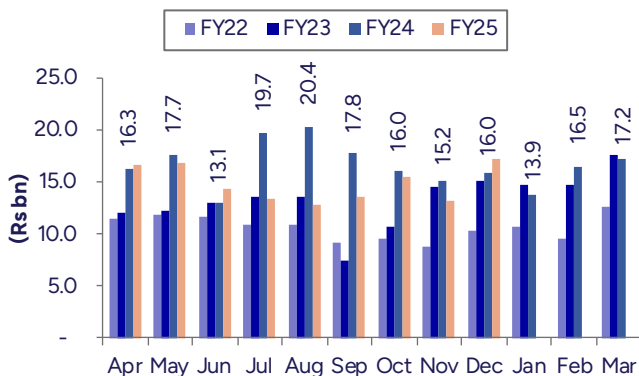
Source: Industry, PL

**Exhibit 6: PVC-EDC spread decline by 3.1% QoQ in Q4FY25**



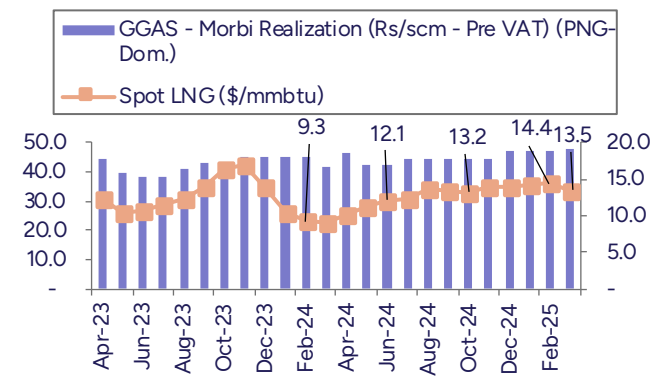
Source: Industry, PL

**Exhibit 7: Tiles export down 12.2% YoY in Apr-Dec'FY25**

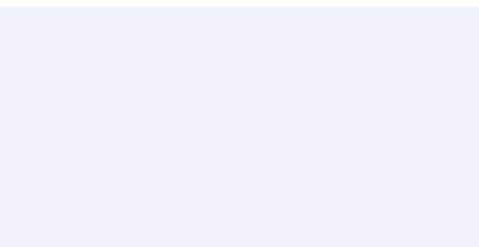


Source: Ministry of Commerce, PL

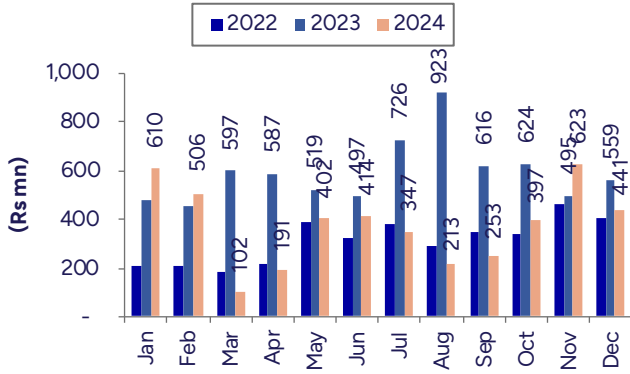
**Exhibit 8: GGAS (Morbi) prices range bound at Rs47/SCM**



Source: Ministry of Commerce, PL

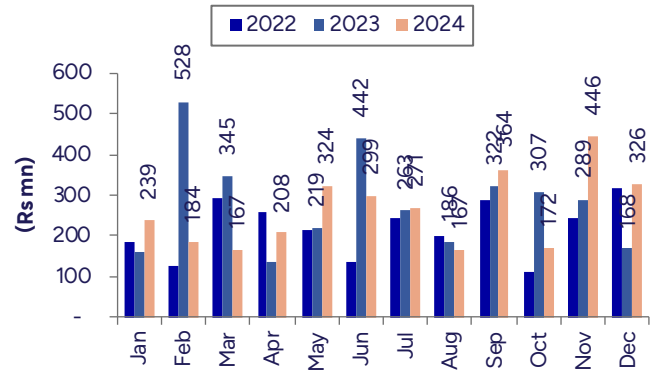


**Exhibit 9: MDF import down ~41% in Apr-Dec'FY25**



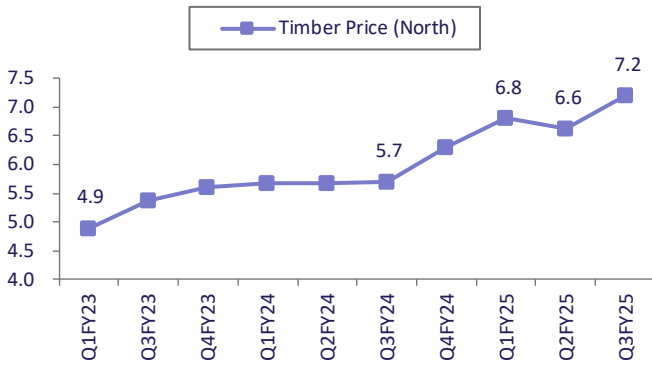
Source: Ministry of Commerce, PL

**Exhibit 10: MDF exports up by 10% in Apr- Dec'FY25**



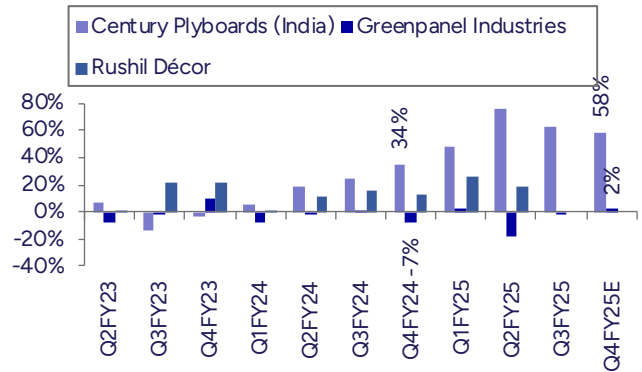
Source: Ministry of Commerce, PL

**Exhibit 11: Timber price up 26%YoY in Q3FY25**



Source: Company, PL

**Exhibit 12: MDF segment volume growth – Player-wise**



Source: Company, PL



**Exhibit 13: Valuation Summary**

Company Names	S/ C	Rating	CMP (Rs)	TP (Rs)	MCap (Rs bn)	Sales (Rs bn)				EBITDA (Rs bn)				PAT (Rs bn)				EPS (Rs)				RoE (%)				PE (x)			
						FY24	FY25E	FY26E	FY27E	FY24	FY25E	FY26E	FY27E	FY24	FY25E	FY26E	FY27E	FY24	FY25E	FY26E	FY27E	FY24	FY25E	FY26E	FY27E	FY24	FY25E	FY26E	FY27E
Astral Ltd.	C	BUY	1,288	1,532	346.4	564.1	58.5	67.6	78.4	9.2	9.3	11.0	13.0	5.5	5.1	6.5	8.2	20.3	19.0	24.1	30.6	17.5	14.7	16.2	17.6	63.5	67.6	53.3	42.0
Century Plyboard (I)	C	BUY	668	806	148.5	38.9	45.5	51.4	59.1	5.3	5.0	7.1	8.7	3.4	2.3	3.9	5.1	15.2	10.5	17.5	23.0	16.4	10.1	15.0	17.1	44.0	63.4	38.1	29.0
Cera Sanitaryware	C	BUY	5,398	7,456	69.6	18.8	19.2	21.5	25.0	3.0	2.8	3.3	3.9	2.4	2.3	2.7	3.2	184.3	177.8	206.0	245.3	19.0	16.8	17.8	18.1	29.3	30.4	26.2	22.0
Finolex Industries	C	Acc	176	202	108.7	43.2	41.9	46.3	50.9	5.8	4.3	5.6	6.6	4.7	4.1	5.3	6.1	7.7	6.6	8.5	9.8	9.0	6.9	8.3	9.2	23.0	26.5	20.7	17.9
Greenpanel Industries	C	BUY	233	330	28.5	15.7	14.7	17.8	21.8	2.5	1.1	2.1	3.8	1.4	0.5	1.1	2.2	11.6	4.0	8.9	18.3	11.4	3.7	8.0	15.0	20.0	58.0	26.3	12.7
Kajaria Ceramics	C	BUY	785	966	125.0	45.8	47.1	52.2	58.4	7.0	6.4	7.3	8.4	4.2	3.5	4.3	5.1	26.5	21.7	26.8	32.2	17.1	12.6	14.1	15.2	29.6	36.1	29.3	24.4
Supreme Industries	C	Acc	3,112	3,689	395.4	101.3	105.2	120.0	137.4	15.5	14.4	16.3	19.4	10.7	9.7	11.0	13.4	84.2	76.1	86.7	105.4	22.5	17.8	18.1	19.3	37.0	40.9	35.9	29.5

Source: Company, PL

Acc=Accumulate / S=Standalone / C=Consolidated

**Exhibit 14: Change in Estimates**

	Rating		Target Price			Sales						PAT						EPS					
						FY25E			FY26E			FY25E			FY26E			FY25E			FY26E		
	C	P	C	P	% Chng.	C	P	% Chng.	C	P	% Chng.	C	P	% Chng.	C	P	% Chng.	C	P	% Chng.	C	P	% Chng.
Astral Ltd.	BUY	BUY	1,532	1,808	-15.3%	58,462	60,459	-3.3%	67,599	72,480	-6.7%	5,121	5,484	-6.6%	6,495	7,336	-11.5%	19.0	20.4	-6.6%	24.1	27.3	-11.5%
Century Plyboard (I)	BUY	HOLD	806	811	-0.6%	45,470	45,625	-0.3%	51,360	51,535	-0.3%	2,341	2,377	-1.5%	3,900	3,918	-0.5%	10.5	10.7	-1.5%	17.5	17.6	-0.5%
Cera Sanitaryware	BUY	BUY	7,456	7,456	0.0%	19,217	19,217	0.0%	21,498	21,498	0.0%	2,293	2,293	0.0%	2,657	2,657	0.0%	177.8	177.8	0.0%	206.0	206.0	0.0%
Finolex Industries	Acc	Acc	202	229	-11.7%	41,884	42,613	-1.7%	46,252	46,891	-1.4%	4,107	4,262	-3.6%	5,260	5,604	-6.1%	6.6	6.9	-3.6%	8.5	9.1	-6.1%
Greenpanel Industries	BUY	HOLD	330	373	-11.8%	14,670	14,670	0.0%	17,768	17,768	0.0%	492	521	-5.6%	1,086	1,086	0.0%	4.0	4.3	-5.6%	8.9	8.9	0.0%
Kajaria Ceramics	BUY	BUY	966	1,224	-21.1%	47,111	47,270	-0.3%	52,185	52,232	-0.1%	3,461	3,528	-1.9%	4,266	4,594	-7.1%	21.7	22.1	-1.9%	26.8	28.8	-7.1%
Supreme Industries	Acc	Acc	3,689	3,748	-1.6%	1,05,236	1,05,236	0.0%	1,20,033	1,18,830	1.0%	9,668	9,668	0.0%	11,016	11,462	-3.9%	76.1	76.1	0.0%	86.7	90.2	-3.9%

Source: Company, PL

Acc=Accumulate / C=Current / P=Previous

## Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Astral Ltd.	BUY	1,808	1,470
2	Avalon Technologies	Accumulate	900	807
3	Bajaj Electricals	Hold	552	551
4	Cello World	BUY	770	545
5	Century Plyboard (I)	Hold	811	804
6	Cera Sanitaryware	BUY	7,456	5,651
7	Crompton Greaves Consumer Electricals	BUY	440	339
8	Cyient DLM	BUY	692	455
9	Finolex Industries	Accumulate	229	195
10	Greenpanel Industries	Hold	373	352
11	Havells India	BUY	1,750	1,513
12	Kajaria Ceramics	BUY	1,224	960
13	Kaynes Technology India	Accumulate	5,528	4,956
14	KEI Industries	BUY	4,278	2,880
15	Polycab India	BUY	7,152	5,286
16	R R Kabel	BUY	1,292	944
17	Supreme Industries	Accumulate	3,748	3,533
18	Syrma SGS Technology	BUY	629	469
19	Voltas	BUY	1,593	1,345

## PL's Recommendation Nomenclature

<b>Buy</b>	: > 15%
<b>Accumulate</b>	: 5% to 15%
<b>Hold</b>	: +5% to -5%
<b>Reduce</b>	: -5% to -15%
<b>Sell</b>	: < -15%
<b>Not Rated (NR)</b>	: No specific call on the stock
<b>Under Review (UR)</b>	: Rating likely to change shortly

## ANALYST CERTIFICATION

### **(Indian Clients)**

We/I Mr. Praveen Sahay- MBA Finance, Mr. Rahul Shah- MBA Finance Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

### **(US Clients)**

The research analysts, with respect to each issuer and its securities covered by them in this research report, certify that: All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and No part of his or her or their compensation was, is or will be directly related to the specific recommendation or views expressed in this research report.

## DISCLAIMER

### Indian Clients

Prabhudas Lilladher Pvt. Ltd, Mumbai, India (hereinafter referred to as "PL") is engaged in the business of Stock Broking, Portfolio Manager, Depository Participant and distribution for third party financial products. PL is a subsidiary of Prabhudas Lilladher Advisory Services Pvt Ltd. which has its various subsidiaries engaged in business of commodity broking, investment banking, financial services (margin funding) and distribution of third party financial/other products, details in respect of which are available at [www.plindia.com](http://www.plindia.com).

This document has been prepared by the Research Division of PL and is meant for use by the recipient only as information and is not for circulation. This document is not to be reported or copied or made available to others without prior permission of PL. It should not be considered or taken as an offer to sell or a solicitation to buy or sell any security.

The information contained in this report has been obtained from sources that are considered to be reliable. However, PL has not independently verified the accuracy or completeness of the same. Neither PL nor any of its affiliates, its directors or its employees accepts any responsibility of whatsoever nature for the information, statements and opinion given, made available or expressed herein or for any omission therein.

Recipients of this report should be aware that past performance is not necessarily a guide to future performance and value of investments can go down as well. The suitability or otherwise of any investments will depend upon the recipient's particular circumstances and, in case of doubt, advice should be sought from an independent expert/advisor.

Either PL or its affiliates or its directors or its employees or its representatives or its clients or their relatives may have position(s), make market, act as principal or engage in transactions of securities of companies referred to in this report and they may have used the research material prior to publication.

PL may from time to time solicit or perform investment banking or other services for any company mentioned in this document.

PL is a registered with SEBI under the SEBI (Research Analysts) Regulation, 2014 and having registration number INH000000271.

PL submits that no material disciplinary action has been taken on us by any Regulatory Authority impacting Equity Research Analysis activities.

PL or its research analysts or its associates or his relatives do not have any financial interest in the subject company.

PL or its research analysts or its associates or his relatives do not have actual/beneficial ownership of one per cent or more securities of the subject company at the end of the month immediately preceding the date of publication of the research report.

PL or its research analysts or its associates or his relatives do not have any material conflict of interest at the time of publication of the research report.

PL or its associates might have received compensation from the subject company in the past twelve months.

PL or its associates might have managed or co-managed public offering of securities for the subject company in the past twelve months or mandated by the subject company for any other assignment in the past twelve months.

PL or its associates might have received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months.

PL or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months

PL or its associates might have received any compensation or other benefits from the subject company or third party in connection with the research report.

PL encourages independence in research report preparation and strives to minimize conflict in preparation of research report. PL or its analysts did not receive any compensation or other benefits from the subject Company or third party in connection with the preparation of the research report. PL or its Research Analysts do not have any material conflict of interest at the time of publication of this report.

It is confirmed that Mr. Praveen Sahay- MBA Finance, Mr. Rahul Shah- MBA Finance Research Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

The Research analysts for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

The research analysts for this report has not served as an officer, director or employee of the subject company PL or its research analysts have not engaged in market making activity for the subject company

Our sales people, traders, and other professionals or affiliates may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest.

PL and its associates, their directors and employees may (a) from time to time, have a long or short position in, and buy or sell the securities of the subject company or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company or act as an advisor or lender/borrower to the subject company or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

### US Clients

This research report is a product of Prabhudas Lilladher Pvt. Ltd., which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by Prabhudas Lilladher Pvt. Ltd. only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, Prabhudas Lilladher Pvt. Ltd. has entered into an agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo").

Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

**Prabhudas Lilladher Pvt. Ltd.**

3rd Floor, Sadhana House, 570, P. B. Marg, Worli, Mumbai-400 018, India | Tel: (91 22) 6632 2222 Fax: (91 22) 6632 2209

[www.plindia.com](http://www.plindia.com)