

Modest demand, commodity led volume support; weak exports

- Plastic pipe companies to outperform wood panel and ceramics led by channel stocking on account of rising commodity prices
- Modest demand for MDF/ Ply while Laminates hit by weak exports due to West Asia conflict
- Rising input costs weighed on margins across most categories, except pipes, where inventory gains drove sequential margin improvement

Vineet Shanker
 Research Analyst
 Harshit Mundra
 Research Associate
 research@bobcaps.in

Plastic pipes to outperform; modest volume growth in wood panel and tiles:

We expect mixed performance across building materials companies under our coverage. Plastic pipe players such as Astral, Supreme, Prince, Apollo and Finolex are likely to outperform, supported by channel restocking amid rising PVC resin prices. In wood panels, volume growth is expected to remain modest, led largely by plywood and MDF. Export-oriented categories such as thin MDF and laminates are likely to stay weak due to the ongoing West Asia crisis. On the margin front, we expect profitability, excluding pipe companies, to come under pressure from rising chemical costs and gas supply constraints.

Sharp rise in PVC resin prices led to channel re-stocking and inventory gains for pipe players: PVC pipe demand improved sequentially in Q4, supported by channel restocking following sharp price hikes, with average Q4 prices up 25% YoY and 26% QoQ. Our channel checks suggest stocking remained healthy through Jan-Feb'26, before becoming more cautious in March amid sporadic price increases. We expect margins to improve sequentially, aided by higher realizations and inventory gains.

MDF/Plywood outperform Laminates on rising cost and weak exports: During Q4, we estimate MDF and Plywood demand to moderate however exports categories (thin MDF, Laminates) demand to be hit due to ongoing West Asia crisis as Middle East contributes ~30% of total exports for Laminates while 70% for MDF. Further, we expect margin to remain under pressure to rising cost for key chemicals.

Tiles constrained by weak demand and gas-supply disruptions: Tile demand remains subdued, as weak exports have intensified competitive pressure in the domestic market. In addition, gas supply disruptions are likely to constrain production and plant utilisation. We expect Q4 profitability to remain under pressure, as passing on higher input costs in a weak demand environment will be challenging for tile players.



Fig 1 – Plastic Pipe earnings estimates – Q4FY26

Particulars	Q4FY26E	Q4FY25	YoY (%)	Q3FY26	QoQ (%)
SI - Consolidated					
Pipe Volume (KT)	188.2	162.2	16.0	147.0	28.0
Pipe Realization (Rs/kg)	138.9	127.8	8.7	124.0	12.0
Pipe EBITDA (Rs/kg)	20.8	17.3	20.2	14.9	40.1
Sales (Rs mn)	36,746	30,271	21.4	26,869	36.8
EBITDA (Rs mn)	5,121	4,163	23.0	3,138	63.2
EBITDA margin (%)	13.9	13.8	18	11.7	226
Adjusted PAT (Rs mn)	3,142	2939	6.9	1534	104.8
ASTRA - Consolidated					
Pipe Volume (KT)	77.8	67.7	15.0	61.7	26.2
Pipe Realization (Rs/kg)	183.6	176.1	4.3	167.6	9.5
Pipe EBITDA (Rs/kg)	34.9	35.3	(1.3)	29.6	17.9
Sales (Rs mn)	19,881	16,814	18.2	15,415	29.0
EBITDA (Rs mn)	3,387	3,019	12.2	2,373	42.7
EBITDA margin (%)	17.0	18.0	(92)	15.4	164
Adjusted PAT (Rs mn)	1,974	1,804	9.4	1,229	60.6
FNXP - Consolidated					
Pipe Volume (KT)	109.4	102.3	7.0	73.5	48.9
Sales (Rs mn)	14,238	11,718	21.5	8,977	58.6
EBITDA (Rs mn)	1,751	1,713	2.2	1,231	42.2
EBITDA margin (%)	12.3	14.6	(232)	13.7	(142)
Adjusted PAT (Rs mn)	1,740	1,659	4.9	1161	49.9
PRINCP - Consolidated					
Pipe Volume (KT)	55.2	50.5	9.5	42.6	29.8
Pipe Realization (Rs/kg)	144.1	142.6	1.0	134.6	7.0
Pipe EBITDA (Rs/kg)	11.5	10.9	5.6	6.6	75.2
Sales (Rs mn)	7,960	7,197	10.6	5,733	38.8
EBITDA (Rs mn)	341	273	25.0	336	1.6
EBITDA margin (%)	4.3	3.8	49	5.9	(157)
Adjusted PAT (Rs mn)	264	242	9.1	(27)	(1,060.2)
APOLP - Consolidated					
Pipe Volume (KT)	30.3	26.0	16.6	25.4	19.4
Pipe Realization (Rs/kg)	104.0	121.1	(14.1)	97.4	6.8
Pipe EBITDA (Rs/kg)	8.3	9.2	(9.7)	4.7	76.4
Sales (Rs mn)	3,152	3,148	0.1	2,472	27.5
EBITDA (Rs mn)	253	240	5.2	120	110.6
EBITDA margin (%)	8.0	7.6	39	4.9	316
Adjusted PAT (Rs mn)	97	98	(0.8)	(33)	(397.2)

Source: Company, BOBCAPS Research

Fig 2 – Ceramics earnings estimates – Q4FY26

Particulars	Q4FY26E	Q4FY25	YoY (%)	Q3FY26	QoQ (%)
CRS - Consolidated					
Sales (Rs mn)	5,890	5,805	1.5	4,990	18.0
EBITDA (Rs mn)	854	1,081	(21.0)	511	67.4
EBITDA margin (%)	14.5	18.6	(412bps)	10.2	428bps
Adjusted PAT (Rs mn)	619	868	(28.7)	373	66.0
Hindware - Consolidated					
Bathware revenue (Rs mn)	4,032	3,600	12.0	3,860	4.5
Bathware EBITDA margin (%)	10.0	10	(28)	10	(36)
Pipe revenue (Rs mn)	3,039	2,470	23.0	1,730	75.7
Pipe EBITDA margin (%)	8.0	9.7	(172)	6.9	106
Sales (Rs mn)	8,028	6,990	14.8	6,401	25.4
EBITDA (Rs mn)	624	409	52.6	482	29.6
EBITDA margin (%)	7.8	5.8	192bps	7.5	25bps
Adjusted PAT (Rs mn)	115	(28)	(512.6)	26.4	337.1
KJC – Consolidated					
Tiles Volume (MSM)	30.3	30.1	0.7	29.0	4.7
Tiles Realisation (Rs/sqm)	358.4	369.1	(2.9)	355.5	0.8
Sales (Rs mn)	12,542	12,219	2.6	11,683	7.4
EBITDA (Rs mn)	2,030	1,384	46.7	2,012	0.9
EBITDA margin (%)	16.2	11.3	486bps	17.2	(104bps)
Adjusted PAT (Rs mn)	1,212	733	65.3	1,151	5.3
SOMC - Consolidated					
Tiles Volume (MSM)	20.1	20.4	(1.3)	17.5	15.2
Tiles Realisation (Rs/sqm)	394.9	376.8	4.8	390.3	1.2
Sales (Rs mn)	7,951	7,690	3.4	6,823	16.5
EBITDA (Rs mn)	690	625	10.5	620	11.3
EBITDA margin (%)	8.7	8.1	56bps	9.1	(41bps)
Adjusted PAT (Rs mn)	258	204	26.5	180	43.5

Source: Company, BOBCAPS Research

Fig 3 – Wood Panel earnings estimates – Q4FY26

Particulars	Q4FY26E	Q4FY25	YoY (%)	Q3FY26	QoQ (%)
CPBI – Consolidated					
Sales (Rs mn)	12,842	11,983	7.2	13,501	(4.9)
EBITDA (Rs mn)	1,511	1,346	12.3	1,702	(11.3)
EBITDA margin (%)	11.8	11.2	53bps	12.6	(85bps)
Adjusted PAT (Rs mn)	541	597	(9.3)	682	(20.7)
Volumes					
Plywood (CBM)	1,19,870	1,11,010	8.0	1,20,813	(0.8)
Laminates (mn sheet)	1.7	1.9	(10.0)	1.7	1.2
MDF (CBM)	1,05,059	87,549	20.0	1,11,152	(5.5)
Particleboard (CBM)	21,707	14,970	45.0	36,158	(40.0)
EBITDA margin (%)					
Plywood	13.5	14.4	(94bps)	15.8	(232bps)
Laminates	7.0	1.7	528bps	8.3	(131bps)
MDF	11.5	11.3	23bps	11.4	7bps
Particleboard	2.0	1.4	56bps	0.3	172bps
GRLM – Consolidated					
Laminates volume (mn sheet)	5.0	4.9	2.0	4.8	5.9
Laminates EBITDA margin (%)	13.5	13.7	(23)	15.4	(194)
Sales (Rs mn)	7,739	6,818	13.5	7,064	9.6
EBITDA (Rs mn)	743	640	16.1	682	8.9
EBITDA margin (%)	9.6	9.4	21bps	9.7	(6bps)
Adjusted PAT (Rs mn)	135	20	572.4	(13)	(1,107.6)
GREENP - Consolidated					
MDF volume (CBM)	1,12,367	1,01,858	10.3	1,35,971	(17.4)
MDF EBITDA margin (%)	9.6	13.0	(344)	10.2	(59)
Sales (Rs mn)	3,476	3,745	(7.2)	4,163	(16.5)
EBITDA (Rs mn)	315	480	(34.3)	408	(22.9)
EBITDA margin (%)	9.1	12.8	(375bps)	9.8	(75bps)
Adjusted PAT (Rs mn)	8	294	(97.3)	102	(92.1)
MTLM - Consolidated					
Sales (Rs mn)	6,711	6,488	3.4	6,734	(0.3)
EBITDA (Rs mn)	516	681	(24.2)	589	(12.4)
EBITDA margin (%)	7.7	10.5	(281bps)	8.7	(106bps)
Adjusted PAT (Rs mn)	126	166	(23.8)	168	(24.9)
Volumes					
Plywood (mn sqm)	21.1	19.7	7.0	20.5	2.8
MDF (CBM)	46,103	42,688	8.0	48,383	(4.7)
EBITDA margin (%)					
Plywood	7.3	9.2	(189bps)	8.4	(104bps)
MDF	9.0	15.0	(597bps)	10.1	(114bps)

Source: BOBCAPS Research, Company

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Name of the Research Entity: **BOB Capital Markets Limited**
 Registered office Address: **1704, B Wing, Parinee Crescenzo, G Block, BKC, Bandra East, Mumbai 400051**
 SEBI Research Analyst Registration No: **INH000000040 (Perpetual)**
 SEBI Stock Broker Registration No: **INZ000159332**
 SEBI Depository Participant Registration No: **IN-DP-728-2022**
 SEBI Merchant Banker Registration No: **INM000009926**
 Phone: +91-22-61389300
 Name of the Compliance Officer: Mr. Sameer Khobrekar
 Email ID: Compliance@bobcaps.in; Phone no.: +91-22-61389358
 For any queries or grievances, you may contact the Grievance Officer.
 Name of the Grievance Officer: Mr. Manoj Pawar
 Email ID: head-customer@bobcaps.in; Phone no: 0+91-22-69417333
 Brand Name: **BOBCAPS**
 Website: <https://www.bobcaps.in/>
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