

BUY TP: Rs 260 | ▲ 35%

**GREENPLY INDUSTRIES** 

**Construction Materials** 

15 February 2022

## New capacities to cater the growing demand

- Consolidated Q3 revenue grew 24% YoY backed by 11% increase in plywood volumes and 7% rise in price realisation for India operations
- Consolidated operating margin stood at 10.2% (11% excluding noncash ESOP cost of Rs 30mn; down 130bps YoY)
- Reiterate BUY with an unchanged TP of Rs 260 based on 22x FY24E EPS

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**Steady revenue growth:** Greenply (GIL) reported consolidated Q3FY22 revenue growth of 24% YoY to Rs 4.2bn, with India business up 20% as plywood volumes grew 11% and price realisation increased 7% to Rs 235/sqm. Gabon subsidiary revenue climbed 58% YoY, aided by a low base.

**Modest operating margin:** The company took a price hike of ~8% in Q3 to mitigate the rise in input cost but this was implemented with a lag, resulting in sequential gross margin contraction of 335bps YoY to 38.7% in Q3. Operating margin stood at 10.2% (11% adjusted for non-cash ESOP cost) and EBITDA was at Rs 428mn (adj. Rs 458mn). India business also had a 10.2% EBITDA margin (adj. 11%) with gross margin down 400bps YoY. Management has taken a further ~2.5% price hike in Q4 to mitigate the rising inflation in some raw materials from the start of February.

MDF foray to cost Rs 5.5bn: GIL plans to foray into MDF manufacturing and is setting up a capacity of 800cbm per day at a cost of Rs 5.5bn for an estimated revenue potential of Rs 6.5bn at peak utilisation. This capacity is slated to come up in Gujarat by Q4FY23 and will be funded via debt and internal accruals. Per management, this will be the first MDF facility in Western India, giving the company a freight advantage over peers when catering to demand in the region. With this foray, GIL will be able to broaden its wood panel portfolio and deepen its presence in a growing market.

**Expect strong plywood recovery:** GIL is geared for a rebound in plywood volumes aided by (a) considerable balance sheet strengthening post Covid driven by the company's stricter control on receivables (which is likely to continue in the near term), and (b) strong recovery in the secondary real estate market, resulting in higher occupation rates of premises which will propel demand for plywood. Also, its strong presence in the plywood industry will facilitate a smooth entry into MDF.

**Maintain BUY:** The stock is trading at 16.3x FY24E P/E compared to its five-year median of 21.4x. We maintain our target FY24E P/E multiple at 22x for a TP of Rs 260 on the back of the anticipated revival in plywood, GIL's entry into the high-margin MDF business, strong brand and pan-India distribution network. Retain BUY.

## Key changes

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Ticker/Price	MTLM IN/Rs 192
Market cap	US\$ 313.1mn
Free float	48%
3M ADV	US\$ 0.8mn
52wk high/low	Rs 255/Rs 157
Promoter/FPI/DII	52%/4%/44%

Source: NSE | Price as of 15 Feb 2022

#### **Key financials**

Y/E 31 Mar	FY21A	FY22E	FY23E
Total revenue (Rs mn)	11,653	14,217	16,230
EBITDA (Rs mn)	1,167	1,617	2,088
Adj. net profit (Rs mn)	609	947	1,251
Adj. EPS (Rs)	5.0	7.7	10.2
Consensus EPS (Rs)	5.0	8.8	11.0
Adj. ROAE (%)	15.0	19.7	21.4
Adj. P/E (x)	38.7	24.9	18.8
EV/EBITDA (x)	22.3	15.6	11.9
Adj. EPS growth (%)	(27.6)	55.5	32.1

Source: Company, Bloomberg, BOBCAPS Research

### Stock performance



Source: NSE





# **Earnings call highlights**

- Management stated that demand for plywood remains buoyant on account of a sharp uptick in the real estate segment coupled with a material shift in demand from the unorganised to organised segment.
- GIL took an ~8% price hike to mitigate rising input costs during Q3FY22 and followed up with a ~2.5% hike in Q4. Due to the time lag in implementing hikes, it generally takes 40-45 days to pass on the higher costs. Going ahead, management expects margins to improve and has guided for a 13-14% EBITDA margin by FY23.
- As per management, the company will be able to increase additional volumes by 5-7% on account of the demand shift from unorganised to organised players. The pricing gap between the organised and unorganised sectors has reduced by 2-5%.
- Gabon operations are yet to fully normalise as logistical issues persist. Container and ship availability remain a challenge.
- The company is setting up an 800cbm greenfield MDF board manufacturing unit at Vadodara, Gujarat, scheduled for completion in Q4FY23. All plant & machinery has been ordered and construction activities are in full swing.
- GIL's new MDF unit will operate at 50-60% utilisation in FY24, rising to 80% by the end of that fiscal. Management expects the plant to break even at the EBITDA level in FY24.
- GIL is setting up a greenfield plywood manufacturing unit with a capacity of 13.5mn sqm p.a. at Lucknow, Uttar Pradesh. The plant's machinery erection work is underway, with trial runs expected in Mar'22 and commercial operations to commence in Q1FY23. The company will spend Rs 1.1bn (Rs 700-800mn excluding land) and aims to generate Rs 2.5bn in annual revenue.
- Working capital days increased by 3 QoQ to 42 days on a consolidated basis largely due to higher inventory days in Q3. Debtor days improved by 6 QoQ.



Fig 1 – Consolidated quarterly performance

(Rs mn)	Q3FY22	Q3FY21	YoY (%)	Q2FY22	QoQ (%)	9MFY22	9MFY21	YoY (%)
Net Revenue	4,211	3,404	23.7	4,324	(2.6)	11,143	7,686	45.0
COGS	2,580	1,972	30.8	2,601	(0.8)	6,659	4,459	49.3
% of sales	61.3	57.9	334bps	60.2	112bps	59.8	58.0	175bps
Employee expenses	477	385	23.9	506	(5.7)	1,429	1,053	35.7
% of sales	11.3	11.3	2bps	11.7	(36bps)	12.8	13.7	(88bps)
Other Expenses	725	630	15.2	720	0.8	1,996	1,461	36.6
% of sales	17.2	18.5	(128bps)	16.6	58bps	17.9	19.0	(110bps)
EBITDA	428	417	2.7	498	(13.9)	1,058	712	48.5
EBITDA Margin (%)	10.2	12.3	(208bps)	11.5	(133bps)	9.5	9.3	23bps
Depreciation/Amortisation	65	59	10.5	64	1.5	191	167	14.5
EBIT	363	358	1.4	433	(16.2)	867	545	59.0
EBIT Margin (%)	8.6	10.5	(190bps)	10.0	(140bps)	7.8	7.1	68bps
Net Interest Expenses	26	36	(28.4)	35	(24.7)	94	129	(26.8)
Other Income	27	16	70.1	20	34.2	68	29	135.8
РВТ	364	337	7.8	419	(13.1)	840	445	88.8
Tax Expenses	92	87	5.5	100	(8.7)	207	99	108.7
Net Income before extraordinary items	272	251	8.6	318	(14.5)	633	346	83.1
Share of profit/(loss) from JV	26	(1)	(3550.7)	1	1,680.9	25	(23)	(210.9)
Reported Net Income	298.2	249.9	19.3	319.7	(6.7)	658.2	322.8	103.9

Source: Company, BOBCAPS Research

Fig 2 – Standalone quarterly performance

Q3FY22	Q3FY21	YoY (%)	Q2FY22	QoQ (%)	9MFY22	9MFY21	YoY (%)
3,730	3,101	20.3	3,762	(0.9)	9,626	6,560	46.7
2,339	1,820	28.5	2,311	1.2	5,864	3,884	51.0
62.7	58.7	401bps	61.4	128bps	60.9	59.2	172bps
430	339	26.7	449	(4.2)	1,274	919	38.5
11.5	10.9	58bps	11.9	(40bps)	13.2	14.0	(78bps)
581	569	2.1	571	1.8	1,585	1,208	31.2
15.6	18.4	(278bps)	15.2	40bps	16.5	18.4	(195bps)
380	372	2.2	431	(11.9)	903	549	64.5
10.2	12.0	(181bps)	11.5	(128bps)	9.4	8.4	101bps
47	42	10.9	46	0.8	137	118	15.8
333	330	1.0	385	(13.4)	766	431	77.9
8.9	10.6	(170bps)	10.2	(130bps)	8.0	6.6	139bps
13	22	(40.2)	14	(6.0)	44	86	(48.7)
36	22	59.6	26	39.3	88	46	92.1
356	330	7.8	397	(10.3)	810	390	107.6
90	87	4.2	101	(10.8)	207	99	108.7
265	243	9.1	295	(10.1)	603	291	107.2
265	243	9.1	295	(10.1)	603	291	107.2
	3,730 2,339 62.7 430 11.5 581 15.6 380 10.2 47 333 8.9 13 36 356 90 265	3,730     3,101       2,339     1,820       62.7     58.7       430     339       11.5     10.9       581     569       15.6     18.4       380     372       10.2     12.0       47     42       333     330       8.9     10.6       13     22       36     22       356     330       90     87       265     243	3,730         3,101         20.3           2,339         1,820         28.5           62.7         58.7         401bps           430         339         26.7           11.5         10.9         58bps           581         569         2.1           15.6         18.4         (278bps)           380         372         2.2           10.2         12.0         (181bps)           47         42         10.9           333         330         1.0           8.9         10.6         (170bps)           13         22         (40.2)           36         22         59.6           356         330         7.8           90         87         4.2           265         243         9.1	3,730         3,101         20.3         3,762           2,339         1,820         28.5         2,311           62.7         58.7         401bps         61.4           430         339         26.7         449           11.5         10.9         58bps         11.9           581         569         2.1         571           15.6         18.4         (278bps)         15.2           380         372         2.2         431           10.2         12.0         (181bps)         11.5           47         42         10.9         46           333         330         1.0         385           8.9         10.6         (170bps)         10.2           13         22         (40.2)         14           36         22         59.6         26           356         330         7.8         397           90         87         4.2         101           265         243         9.1         295	3,730         3,101         20.3         3,762         (0.9)           2,339         1,820         28.5         2,311         1.2           62.7         58.7         401bps         61.4         128bps           430         339         26.7         449         (4.2)           11.5         10.9         58bps         11.9         (40bps)           581         569         2.1         571         1.8           15.6         18.4         (278bps)         15.2         40bps           380         372         2.2         431         (11.9)           10.2         12.0         (181bps)         11.5         (128bps)           47         42         10.9         46         0.8           333         330         1.0         385         (13.4)           8.9         10.6         (170bps)         10.2         (130bps)           13         22         (40.2)         14         (6.0)           36         22         59.6         26         39.3           356         330         7.8         397         (10.3)           90         87         4.2         101         (	3,730         3,101         20.3         3,762         (0.9)         9,626           2,339         1,820         28.5         2,311         1.2         5,864           62.7         58.7         401bps         61.4         128bps         60.9           430         339         26.7         449         (4.2)         1,274           11.5         10.9         58bps         11.9         (40bps)         13.2           581         569         2.1         571         1.8         1,585           15.6         18.4         (278bps)         15.2         40bps         16.5           380         372         2.2         431         (11.9)         903           10.2         12.0         (181bps)         11.5         (128bps)         9.4           47         42         10.9         46         0.8         137           333         330         1.0         385         (13.4)         766           8.9         10.6         (170bps)         10.2         (130bps)         8.0           13         22         (40.2)         14         (6.0)         44           36         22         59.6	3,730         3,101         20.3         3,762         (0.9)         9,626         6,560           2,339         1,820         28.5         2,311         1.2         5,864         3,884           62.7         58.7         401bps         61.4         128bps         60.9         59.2           430         339         26.7         449         (4.2)         1,274         919           11.5         10.9         58bps         11.9         (40bps)         13.2         14.0           581         569         2.1         571         1.8         1,585         1,208           15.6         18.4         (278bps)         15.2         40bps         16.5         18.4           380         372         2.2         431         (11.9)         903         549           10.2         12.0         (181bps)         11.5         (128bps)         9.4         8.4           47         42         10.9         46         0.8         137         118           333         330         1.0         385         (13.4)         766         431           8.9         10.6         (170bps)         10.2         (130bps)

Source: Company, BOBCAPS Research

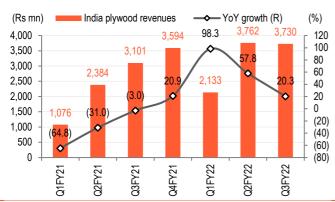


Fig 3 - Subsidiary results (primarily Gabon)

(Rs mn)	Q3FY22	Q3FY21	YoY (%)	Q2FY22	QoQ (%)	9MFY22	9MFY21	YoY (%)
Revenue	480	303	58.4	562	(14.5)	1,516	1,126	34.7
EBITDA	48	45	6.9	66	(26.9)	155	163	(5.3)
EBITDA Margin (%)	10.1	14.9	(485bps)	11.8	(171bps)	10.2	14.5	(430bps)

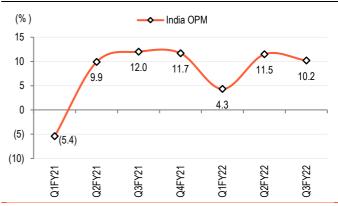
Source: Company, BOBCAPS Research

Fig 4 - India standalone revenue



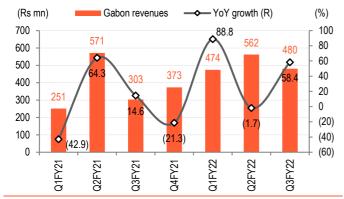
Source: Company, BOBCAPS Research

Fig 5 - India standalone operating margin



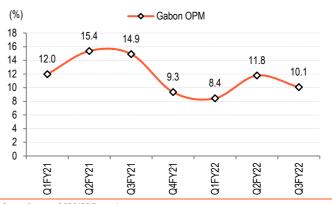
Source: Company, BOBCAPS Research

Fig 6 - Gabon revenue



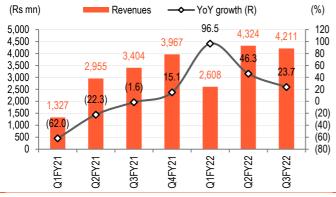
Source: Company, BOBCAPS Research

Fig 7 – Gabon operating margin



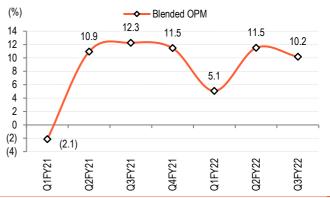
Source: Company, BOBCAPS Research

Fig 8 - Consolidated revenue



Source: Company, BOBCAPS Research

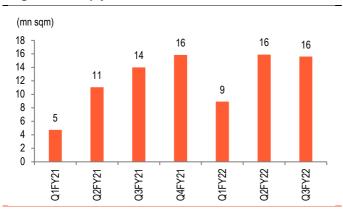
Fig 9 - Consolidated operating margin



Source: Company, BOBCAPS Research

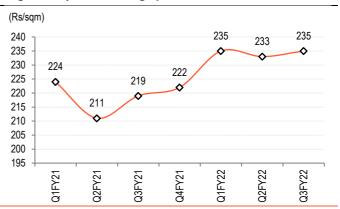


Fig 10 - India plywood volumes



Source: Company, BOBCAPS Research

Fig 11 - Plywood average price realisation



Source: Company, BOBCAPS Research



# Valuation methodology

GIL is well geared for a rebound in plywood volumes aided by (a) considerable balance sheet strengthening post Covid driven by the company's stricter control on receivables (which is likely to continue in the near term), and (b) strong recovery in the secondary real estate market, resulting in higher occupation rates of premises which will propel demand for plywood. Also, its strong presence in the plywood industry will facilitate a smooth entry into MDF.

The likely sharp improvement in profitability, strict working capital discipline and sustained focus on outsourcing is likely to push consolidated ROCE considerably higher. We expect ROCE to improve from 11.7% in FY21 to 16.9% in FY24.

The stock is trading at 16.3x FY24E P/E compared to its five-year median of 21.4x. We maintain our target FY24E P/E multiple at 22x for an unchanged TP of Rs 260 on the back of the anticipated revival in plywood, GIL's entry into the high-margin MDF business, strong brand and pan-India distribution network. Reiterate BUY.

Fig 12 - Key assumptions

Particulars	FY21A	FY22E	FY23E	FY24E
Plywood volumes India (msm)	45.6	54.4	61.6	68.8
Growth (%)	(19.1)	19.2	13.3	11.6
India revenues (Rs mn)	10,117	12,438	14,233	15,839
Growth (%)	(19.9)	22.9	14.4	11.3
India Operating Margins	9.5	12.3	13.0	13.0
Gabon Revenues (Rs mn)	1,500	1,742	1,952	2,184
Growth (%)	(1.8)	16.1	12.1	11.9
Gabon OPM (%)	13.2	4.9	12.0	11.7
MDF Revenues (Rs mn)	NA	NA	NA	3,360
MDF EBIDTA (%)	NA	NA	NA	24.0

Source: Company, BOBCAPS Research

Fig 13 - Peer comparison

Company Ticker		Detina	Target Price		EPS (Rs)		ROE (%)		Target
Company	ricker	Rating	(Rs)	FY21-23E (%)	FY22E	FY23E	FY22E	FY23E	P/E (x)
Kajaria Ceramics	KJC IN	BUY	1,460	21.5	22.8	29.6	18.9	23.3	40
Somany Ceramics	SOMC IN	BUY	1,140	19.0	20.5	32.8	12.5	17.3	25
Greenply Ind	MTLM IN	BUY	260	18.0	7.7	10.2	19.7	21.4	22
Century Plyboard	CPBI IN	HOLD	735	23.8	13.6	16.7	22.1	22.1	35
Greenpanel Ind	GREENP	BUY	595	34.0	16.0	21.7	23.7	25.1	23
Cera Sanitaryware	CRS IN	BUY	5,590	17.1	109.8	134.9	15.4	16.9	35
Pidilite	PIDI IN	HOLD	2,445	19.4	25.1	31.7	21.8	25.0	65
Astral	ASTRA IN	HOLD	2,465	22.3	22.5	29.5	22.5	26.0	65
Finolex Ind	FNXP IN	HOLD	200	7.7	10.2	9.4	19.0	15.9	20
Supreme Ind	SI IN	HOLD	2,535	15.7	74.7	80.7	28.0	26.7	30

Source: BOBCAPS Research



# **Key risks**

Key downside risks to our estimates are:

- Regulatory concerns on RM sourcing: Wood is a key raw material for plywood.
   Any regulatory restrictions on sourcing of wood or face veneer will hit margins.
- Sharp rise in raw material prices: Higher raw material prices and an inability to pass these on may hurt profitability.
- Prolonged slowdown in housing market: A continued slowdown in the housing market would hit growth prospects.
- Prolonged Covid-19 outbreak: If pandemic fears prevail for a prolonged period of time, revenues will be adversely affected.



# **Financials**

Income Statement	EV004	EV04 A	FVOOR	FVOOR	EV04E
Y/E 31 Mar (Rs mn)	FY20A	FY21A	FY22E	FY23E	FY24E
Total revenue	14,204	11,653	14,217	16,230	21,436
EBITDA	1,562	1,167	1,617	2,088	2,959
Depreciation	(257)	(231)	(263)	(317)	(634)
EBIT	1,304	936	1,354	1,771	2,325
Net interest inc./(exp.)	(208)	(166)	(126)	(204)	(494)
Other inc./(exp.)	6	44	58	77	14
Exceptional items	(495)	0	0	0	0
EBT	1,102	814	1,287	1,644	1,844
Income taxes	(134)	(205)	(340)	(393)	(397)
Extraordinary items	0	0	0	0	0
Min. int./Inc. from assoc.	0	0	0	0	0
Reported net profit	473	609	947	1,251	1,447
Adjustments	368	0	0	0	0
Adjusted net profit	841	609	947	1,251	1,447
Balance Sheet					
Y/E 31 Mar (Rs mn)	FY20A	FY21A	FY22E	FY23E	FY24E
Accounts payables	2,317	2,043	2,365	2,705	3,637
Other current liabilities	389	500	516	608	841
Provisions	348	212	256	292	386
Debt funds	2,674	1,917	1,750	2,800	4,900
Other liabilities	115	112	107	103	99
Equity capital	123	123	123	123	123
Reserves & surplus	3,657	4,244	5,126	6,298	7,664
Shareholders' fund	3,779	4,367	5,248	6,421	7,787
Total liab. and equities	9,622	9,151	10,242	12,929	17,649
Cash and cash eq.	103	1,280	(122)	26	244
Accounts receivables	3,565	1,939	2,256	2,573	3,372
Inventories	1,771	1,792	2,045	2,290	2,965
Other current assets	646	704	740	845	1,116
Investments	238	225	225	225	225
Net fixed assets	3,076	3,070	5,019	6,892	9,648
CWIP	52	62	0,013	0,032	0,040
Intangible assets	67	15	15	15	15
Deferred tax assets, net	105	64	64	64	64
Other assets	0	0	0	0	0
Total assets	9,622	9,151	10,242	12,929	17,649
Cash Flows Y/E 31 Mar (Rs mn)	FY20A	FY21A	FY22E	FY23E	FY24E
Cash flow from operations	701	2.251	1,107	1,570	2,083
Capital expenditures	(559)	(177)	(2,150)	(2,190)	(3,390)
Change in investments	(16)	13	0	0	0
Other investing cash flows	(64)	41	0	0	0
Cash flow from investing	(639)	(123)	(2,150)	(2,190)	(3,390)
Equities issued/Others	0	0	0	0	(0,000)
Debt raised/repaid	174	(757)	(167)	1,050	2,100
Interest expenses	(208)	(166)	(126)	(204)	(494)
Dividends paid	(59)	(49)	(66)	(78)	(81)
Other financing cash flows	(72)	21	0	0	(01)
Cash flow from financing	(166)	(951)	(359)	769	1,525
Chg in cash & cash eq.		1,177	(1,402)	148	218
	(103)				
Closing cash & cash eq.	103	1,280	(122)	26	244

Per Share					
Y/E 31 Mar (Rs)	FY20A	FY21A	FY22E	FY23E	FY24E
Reported EPS	3.9	5.0	7.7	10.2	11.8
Adjusted EPS	6.9	5.0	7.7	10.2	11.8
Dividend per share	0.4	0.4	0.4	0.5	0.5
Book value per share	30.8	35.6	42.8	52.4	63.5
Valuations Ratios					
Y/E 31 Mar (x)	FY20A	FY21A	FY22E	FY23E	FY24E
EV/Sales	2.0	2.2	1.8	1.5	1.2
EV/EBITDA	18.0	22.3	15.6	11.9	8.7
Adjusted P/E	28.0	38.7	24.9	18.8	16.3
P/BV	6.2	5.4	4.5	3.7	3.0
DuPont Analysis					
Y/E 31 Mar (%)	FY20A	FY21A	FY22E	FY23E	FY24E
Tax burden (Net profit/PBT)	138.5	74.8	73.6	76.1	78.5
Interest burden (PBT/EBIT)	46.5	86.9	95.0	92.8	79.3
EBIT margin (EBIT/Revenue)	9.2	8.0	9.5	10.9	10.8
Asset turnover (Rev./Avg TA)	153.6	124.1	146.6	140.1	140.2
Leverage (Avg TA/Avg Equity)	2.6	2.3	2.0	2.0	2.2
Adjusted ROAE	23.6	15.0	19.7	21.4	20.4
Ratio Analysis					
Y/E 31 Mar	FY20A	FY21A	FY22E	FY23E	FY24E
YoY growth (%)					
Revenue	0.6	(18.0)	22.0	14.2	32.
EBITDA	3.6	(25.3)	38.5	29.1	41.7
Adjusted EPS	(1.3)	(27.6)	55.5	32.1	15.
Profitability & Return ratios (%)					
EBITDA margin	11.0	10.0	11.4	12.9	13.8
EBIT margin	9.2	8.0	9.5	10.9	10.8
Adjusted profit margin	5.9	5.2	6.7	7.7	6.8
Adjusted ROAE	23.6	15.0	19.7	21.4	20.4
ROCE	16.5	11.0	15.0	16.6	16.
Working capital days (days)					
Receivables	85	86	54	54	5
Inventory	76	95	84	84	8
Payables	67	76	64	65	6
Ratios (x)					
Gross asset turnover	3.6	2.6	2.5	2.1	2.
o , , ,					

Adjusted debt/equity 0.7 0.1

Source: Company, BOBCAPS Research | Note: TA = Total Assets

1.2

6.3

1.4

5.6

1.4

10.8

0.4

1.5

8.7

0.4

1.5

4.7

0.6

Current ratio

Net interest coverage ratio



### **Disclaimer**

#### Recommendation scale: Recommendations and Absolute returns (%) over 12 months

BUY - Expected return >+15%

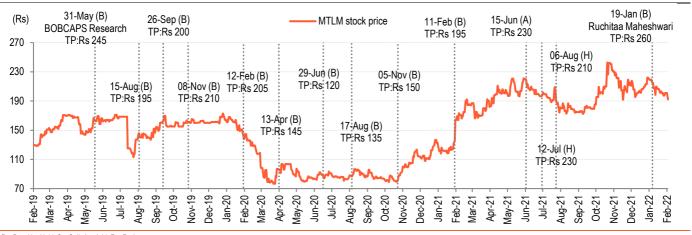
HOLD - Expected return from -6% to +15%

SELL - Expected return <-6%

Note: Recommendation structure changed with effect from 21 June 2021

Our recommendation scale does not factor in short-term stock price volatility related to market fluctuations. Thus, our recommendations may not always be strictly in line with the recommendation scale as shown above.

### Ratings and Target Price (3-year history): GREENPLY INDUSTRIES (MTLM IN)



B - Buy, H - Hold, S - Sell, A - Add, R - Reduce

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#### **GREENPLY INDUSTRIES**



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