

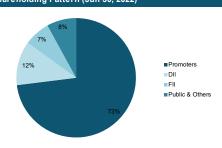
## Century Plyboards (India) Ltd.

...capacity expansion to propel growth

CMP INR 572 Target INR 685 Result Update – Buy

Key Share Data	
Face Value (INR)	1.0
Equity Capital (INR Mn)	222.2
Market Cap (INR mn)	127083.0
52 Week High/Low (INR)	749/352
Avg. Daily Volume (NSE)	2,92,601
BSE Code	532548
NSE Code	CENTURYPLY
Reuters Code	CNTP.BO
Bloomberg Code	CPBI: IN

#### Shareholding Pattern (Jun 30, 2022)



Key Financials (INR Million)

Particulars	FY21	FY22	FY23E	FY24E
Net Sales	21,134.8	30,008.7	38,011.1	44,034.5
Growth (%)	-7.4%	42.0%	26.7%	15.8%
EBITDA	3,353.6	5,345.6	6,810.8	7,815.5
PAT	1,920.6	3,252.7	4,580.8	5,073.3
Growth (%)	21.4%	69.4%	40.8%	10.7%
EPS (INR)	8.6	14.6	20.6	22.8
BVPS (INR)	56.9	70.4	89.1	109.9

### Key Financials Ratios

Particulars	FY21	FY22	FY23E	FY24E
P/E (x)	66.2	39.1	27.7	25.0
P/BVPS (x)	10.0	8.1	6.4	5.2
Mcap/Sales (x)	6.0	4.2	3.3	2.9
EV/EBITDA (x)	38.0	23.7	19.1	16.4
ROCE(%)	20.0%	26.5%	26.7%	25.6%
ROE(%)	15.2%	20.8%	23.2%	20.8%
EBIDTA Mar (%)	15.9%	17.8%	17.9%	17.7%
PAT Mar (%)	9.1%	10.8%	12.1%	11.5%
Debt - Equity (x)	0.1	0.1	0.1	0.1

Source: Company, SKP Research

### Price Performance CPIL vs BSE 500



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## **Company Background**

Century Plyboards (India) Ltd (CPIL), promoted by Mr. Sajjan Bhajanka, Mr. Sanjay Agarwal and Late Mr. H P Agarwal, is India's largest manufacturer of plywood with ~25% of organised market share. It has a production capacity of 300,000 CBM plywood; 8.77 mn units laminate sheets, 54,000 CBM particle boards and 600 CBM/day Medium Density Fibre Board (MDF) spread across 13 manufacturing units in India and abroad. It also has two Container Freight Stations (CFS) near Kolkata Port.

#### Robust topline growth with rise in volumes due to positive consumer sentiments

- ▶ During Q1FY23, net sales improved by 96.4% y-o-y at Rs 8,814.8 mn led by significant growth in volumes due to positive consumer sentiments and low base of Q1FY22 which was hit by second wave of COVID-19. Plywood, laminates, MDF and particle board segments witnessed volume growth of ~106%, ~60%, ~42% and ~72% y-o-y at 88,015 CBM, 1.85 mn sheets, 45,309 CBM and 21,537 CBM respectively. However, sales de-grew marginally by ~1.5% q-o-q due to Q1 being the leanest quarter vs. Q4 which is the peak quarter of the financial year. Segment wise realisation (y-o-y) also witnessed a jump of ~3.6%, ~16%, ~20% and ~25% at Rs 53,940/CBM, Rs 885/sheet, Rs 34,343/CBM and Rs 23,713/CBM respectively for plywood, laminates, MDF and particle board.
- ▶ The prices of kraft paper and phenol continued its surge whereas prices of timber stabilised during the quarter; but, remaining at elevated levels. In order to mitigate rise in raw material (RM) cost, the Company has taken a price hike of ~2% and 3% in premium and non-premium plywood (Sainik 710) and 7% in Sainik MR (affordable grade water resistant plywood), ~3% and 4% in 1 mm and 0.8 mm laminates, and ~9% in particle board. Above price hikes have factored in rise in timber cost but phenol price increase in not accounted for, as it is expected to get corrected, going ahead. Full impact of the above price hikes is expected to be seen from Q2FY22 onwards. CPIL has not taken any price hike in MDF segment during the quarter.
- ▶ CPIL is well positioned for growth in coming years. We have built in revenue growth of ~27% and 16% in FY23E and FY24E keeping in view CPIL's robust track record and rise in demand inspite of rising input and interest costs.

#### Margins to improve at ~18% by FY24E

- ▶ Inspite of continued trend of rising cost and aggressive brand spending during Q1FY23, EBITDA margin increased by 285 bps y-o-y to ~16.5% on account of record robust performance by MDF and particle board segments. EBIDTA margins from both segments stood at ~34% and ~35% respectively. Margins from laminates segment remained stable at 13.4%. However, the segment reported 16.4% EBIDTA margins after adjusting for BCG expenses. Plywood margins declined by 560 bps q-o-q at 10.5% on the back of higher advertisement spending, higher demand from non-premium segment vis-à-vis premium segment and lag in product price hike impact. Management expects margins from plywood segment to get normalised going forward in the range of 13-15%. The PAT for the quarter increased by ~185% y-o-y to Rs 964.8 mn mainly on account of higher operating margin and low base effect of Q1FY22.
- Going forward, we expect EBIDTA margin to improve to ~18% by FY24E, on the back of prudent management of operating efficiencies, better cost control and structural shift towards organised players, which is further expected to generate traction in the industry.
- ▶ On the balance sheet front, net working capital decreased by 5 days y-o-y to 58 days. CPIL remained a net cash positive Company with net cash of Rs 1.84 bn as on June 30, 2022. The Company reported healthy ROCE of 29.3% during the quarter.

## Capacity expansion plan to propel growth

- ▶ CPIL has embarked upon an aggressive capex plan of ~Rs 10.55 bn wherein it is 1) expanding MDF capacity by 132,000 CBM at Hoshiarpur and setting up a greenfield plant with an annual capacity of 285,000 CBM in Andhra Pradesh with an estimated cost of Rs 8.5 bn. Both the plants are expected to get commissioned by October 2022 and H2FY24 respectively. 2) CPIL is setting up a Greenfield laminates manufacturing unit in Andhra Pradesh with a total capacity of 4 mn pieces in two equal phases with an estimated cost of Rs 2.05 bn (Rs 1.7 bn for phase-I and Rs 700 mn for Phase-II). Phase-I is expected to become operational by Q2FY24.
- MDF and laminate Greenfield project will be undertaken through Century Panels Ltd. which is a 100% subsidiary of CPIL.
- ▶ The Company is also undertaking a de-bottlenecking program for plywood segment at Chennai and Guwahati which will enhance its plywood capacity by 30,000 BCM. The Company has a current capacity of 300,000 BCM.

### **Valuation**

Positive consumer sentiments, inspite of rising input and interest cost have augured well for organised players like CPIL. Although concerns of high interest rates may disrupt demand in the real estate sector going forward, we expect CPIL to emerge as a stronger player with stronger brand recall and deleveraged balance sheet. We have currently valued the stock on the basis of P/E of 30x and recommend to 'Buy' the stock with a target of Rs 685 in 18 months



## **Q1FY23 Result Update**

## Century Ply - Q1FY23 Standalone Result Review

Figs in Rs Million

Particulars	Q1FY23	Q1FY22	YoY %	Q4FY22	QoQ %	FY22	FY21	YoY%
Gross Sales	8,814.8	4,488.8	96.4%	8,952.6	-1.5%	30,008.8	21,134.8	42.0%
Excise Duty	-	-		-		-	-	
Net Sales	8,814.8	4,488.8	96.4%	8,952.6	-1.5%	30,008.8	21,134.8	42.0%
Income from Forw ard Contracts	-	-		-		-	-	
Other Operating Income	-	-		-		-	-	
Total Income	8,814.8	4,488.8	96.4%	8,952.6	-1.5%	30,008.8	21,134.8	42.0%
Expenditure	7,361.9	3,876.8	89.9%	7,343.2	0.3%	24,663.1	17,781.2	38.7%
Material Consumed	3,321.1	1,411.9	135.2%	3,529.4	-5.9%	11,153.9	8,020.0	39.1%
(as a % of Total Income)	37.7%	31.5%	622 Bps	39.4%	(175)Bps	37.17%	37.95%	(78)Bps
Purchases of stock-in-trade	1,335.1	570.5	134.0%	1,065.7	25.3%	4,062.4	2,574.0	57.8%
(as a % of Total Income)	15.1%	12.7%	244 Bps	11.9%	324 Bps	13.5%	12.2%	136 Bps
Employees Cost	1,152.2	886.9	29.9%	1,116.9	3.2%	3,998.3	3,182.7	25.6%
(as a % of Total Income)	13.1%	19.8%	(669)Bps	12.5%	60 Bps	13.3%	15.1%	(174)Bps
Other Expenses	1,553.5	1,007.5	54.2%	1,631.3	-4.8%	5,448.5	4,004.5	36.1%
(as a % of Total Income)	17.6%	22.4%	(482)Bps	18.2%	(60)Bps	18.2%	18.9%	(79)Bps
EBITDA	1,452.8	612.1	137.4%	1,609.3	-9.7%	5,345.7	3,353.6	59.4%
EBITDA Margin (%)	16.5%	13.6%	285 Bps	18.0%	(149)Bps	17.8%	15.9%	195 Bps
Depreciation	178.3	163.3	9.1%	172.0	3.7%	675.3	626.3	7.8%
EBIT	1,274.6	448.7	184.0%	1,437.4	-11.3%	4,670.4	2,727.3	71.2%
Other Income	59.8	49.1	21.9%	52.1	14.8%	227.6	107.0	112.7%
Interest Expense	38.7	27.1	42.9%	32.0	20.9%	96.1	107.9	-11.0%
Impairment Expense	-	-		-		-	-	
Exceptional Items, net	-	-		-		-	(118.1)	
Profit Before Tax	1,295.7	470.7	175.3%	1,457.5	-11.1%	4,801.9	2,608.3	84.1%
Income Tax	331.0	131.9	151.0%	547.2	-39.5%	1,549.2	687.6	125.3%
Effective Tax Rate (%)	25.5%	28.0%		37.5%		32.3%	26.4%	
Non-Controlling Interest	0.0	0.0		0.0		0.0	0.0	
Profit After Tax (PAT)	964.8	338.9	184.7%	910.3	6.0%	3,252.7	1,920.6	69.4%
PAT Margins (%)	10.94%	8.74%	220 Bps	10.17%	78 Bps	10.84%	9.09%	175 Bps
Diluted EPS	4.3	1.5	183.7%	4.1	5.9%	14.6	8.6	69.4%

Source: Company Data, SKP Research





Exhibit: Q1FY23 Segment Performance

Particulars	Q1FY23	Q1FY22	YoY %	Q4FY22	QoQ %	FY22	FY21	YoY%
Plywood and Allied Products Volumes and F	Realisation (Un	it:CBM*)						
Plyw ood	83,017.0	40,114.0	107.0%	82,320.0	0.8%	2,81,040.0	2,07,665.0	35.3%
Deco Ply	2,507.0	1,378.0	81.9%	2,343.0	7.0%	8,734.0	7,481.0	16.7%
Commercial Veneer	2,491.0	1,262.0	97.4%	2,735.0	-8.9%	8,289.0	7,482.0	10.8%
Total Segmental Volume	88,015.0	42,754.0	105.9%	87,398.0	0.7%	2,98,063.0	2,22,628.0	33.9%
Segment Revenue (Incl Other operating Income)	4,747.5	2,226.2	113.3%	4,767.1	-0.4%	15,838.1	11,231.7	41.0%
(as a % of Total Sales)	53.9%	57.4%	(356)Bps	53.2%	61 Bps	52.8%	53.1%	(37)Bps
Realisation (Rs/CBM)	53,939.57	52,069.42	3.6%	54,544.37	-1.1%	53,136.82	50,450.64	5.3%
Plyw ood	51,162.0	49,589.0	3.2%	51,626.6	-0.9%	50,106.0	50,016.0	0.2%
Deco Ply	1,68,847.0	1,48,041.0	14.1%	1,76,355.0	-4.3%	1,63,087.0	1,63,087.0	0.0%
Commercial Veneer	25,994.0	25,198.0	3.2%	34,552.0	-24.8%	34,624.0	34,615.0	0.0%
Laminates Volume and Realizations (Unit: No	os.)			•				
Laminates	18,35,286.0	11,46,575.0	60.1%	19,52,579.0	-6.0%	67,06,596.0	54,87,222.0	22.2%
Exteria Grade Laminates	13,259.0	5,283.0	151.0%	12,264.0	8.1%	42,641.0	30,557.0	39.5%
Segment Revenue	1,635.6	878.8	86.1%	1,735.9	-5.8%	5,746.6	4,150.2	38.5%
(as a % of Total Sales)	18.6%	19.6%	(102)Bps	19.4%	(83)Bps	19.1%	19.6%	(49)Bps
Realisation (Rs/Sheets)	884.81	762.94	16.0%	883.48	0.2%	851.44	752.15	13.2%
Laminates	839.0	734.0	14.3%	828.0	1.3%	808.0	712.0	13.5%
Exteria Grade Laminates	5,943.0	5,963.0	-0.3%	5,903.0	0.7%	5,917.0	5,701.0	3.8%
MDF Volumes and Realisations (Unit: CBM*)								
Plain MDF	35,387.0	25,631.0	38.1%	38,426.0	-7.9%	1,40,846.0	1,21,617.0	15.8%
Prelam MDF	9,922.0	6,205.0	59.9%	9,711.0	2.2%	37,090.0	25,634.0	44.7%
Segment Revenue	1,556.0	910.4	70.9%	1,627.5	-4.4%	5,608.9	3,594.0	56.1%
(as a % of Total Sales)	17.7%	20.3%	(263)Bps	18.2%	(53)Bps	18.7%	17.0%	169 Bps
Realization (Rs/CBM)	34,343.00	28,596.40	20.1%	33,810.56	1.6%	31,521.87	24,407.60	29.1%
Plain MDF	31,399.0	26,230.0	19.7%	30,657.0	2.4%	28,301.0	22,444.0	26.1%
Prelam MDF	38,243.0	38,243.0	0.0%	46,172.0	-17.2%	42,280.0	36,658.0	15.3%
Particle Board Volumes and Realisations (Ur	nit: CBM*)							
Plain Particle Board	5,087.0	4,329.0	17.5%	5,003.0	1.7%	22,153.0	23,680.0	-6.4%
Prelam Particle Board	16,450.0	8,167.0	101.4%	15,505.0	6.1%	50,780.0	31,292.0	62.3%
Segment Revenue	510.7	237.8	114.8%	470.1	8.6%	1,508.1	900.8	67.4%
(as a % of Total Sales)	5.8%	5.3%	50 Bps	5.3%	54 Bps	5.0%	4.3%	76 Bps
Realisation (Rs/CBM)	23,712.82	19,029.45	24.6%	22,922.32	3.4%	20,677.50	16,386.25	26.2%
Plain Particle Board	16,061.0	13,837.0	16.1%	16,569.0	-3.1%	14,666.0	11,330.0	29.4%
Prelam Particle Board	26,079.0	21,783.0	19.7%	24,804.0	5.1%	23,249.0	20,213.0	15.0%
CFS (Unit: TEUs)								
CFS	12,679.0	12,487.0	1.5%	15,848.0	-20.0%	54,482.0	53,356.0	2.1%
Realisation (Rs/TEUs)	16,925.0	14,527.0	16.5%	13,506.0	25.3%	14,229.0	15,418.0	-7.7%
Segment Revenue	209.3	184.3	13.6%	217.5	-3.7%	791.2	830.0	-4.7%
(as a % of Total Sales)	2.4%	4.1%	(173)Bps	2.4%	(5)Bps	2.6%	3.9%	(129)Bps

Source: Company Data, SKP Research, \*CBM - Cubic Meter



## **Valuations**

▶ Positive consumer sentiments, inspite of rising input and interest cost have augured well for organised players like CPIL. Although concerns of high interest rates may disrupt demand in the real estate sector going forward, we expect CPIL to emerge as a stronger player with stronger brand recall and deleveraged balance sheet. We have currently valued the stock on the basis of P/E of 30x and recommend to 'Buy' the stock with a target of Rs 685 in 18 months

## **Key Concerns**

- ▶ Any slowdown in real estate sector may dampen business sentiments: CPIL's core plywood, laminates and MDF segments are highly dependent on real estate sector. Any slowdown in Tier II and below cities may dampen business prospects of CPIL.
- ▶ Volatile Dollar Rupee rate: Any sharp Dollar-Rupee volatility could adversely impact profitability of the Company as it imports most of its raw material requirement without entering into forward cover or hedging its forex exposure.
- ▶ Rising Inflation rate: A sharp rebound in economic activity strengthened India's gross domestic product (GDP) growth from Q2FY21 onwards, but this has also resulted in the rise in inflation due to several factors, including rising food prices, elevated fuel costs and rising input costs for companies. This has triggered the risk of potential rise in interest rates to curb inflation. The Reserve Bank of India (RBI) hiked repo rate (by 40 bps) and CRR (by 50 bps) with immediate effect during Q1FY22 and more rate hike expected going forward.

Any such further move by the Central Bank to curb inflation may put pressure on consumer discretionary spending, impacting CPIL's profitability and valuations.



## Century Plyboards (India) Ltd.

## **Standalone Financials**

Exhibit: Income Statement				Rs mn
Particulars	FY21	FY22	FY23E	FY24E
Total Income	21134.8	30008.7	38011.1	44034.5
Growth (%)	-7.4%	42.0%	26.7%	15.8%
Expenditure	17781.2	24663.1	31200.3	36218.9
Material Cost	8020.0	11153.9	14254.2	16557.0
Pur of Traded Goods	2574.0	4062.4	5435.6	6385.0
Employee Cost	3182.7	3998.3	4638.1	5333.8
Power & Fuel & Othr Exp.	0.0	0.0	0.0	0.0
Other Expenses	4004.5	5448.5	6872.5	7943.2
EBITDA	3353.6	5345.6	6810.8	7815.5
Depreciation	626.3	675.3	744.0	1064.5
EBIT	2727.3	4670.3	6066.7	6751.0
Other Income	107.0	227.6	247.1	242.2
Interest Expense	107.9	96.1	123.5	137.5
Exceptional Items	118.1	0.0	0.0	0.0
Profit Before Tax (PBT)	2726.4	4801.9	6190.3	6855.8
Income Tax	687.6	1549.2	1609.5	1782.5
Profit After Tax (PAT)	1920.6	3252.7	4580.8	5073.3
Growth (%)	21.4%	69.4%	40.8%	10.7%
Diluted EPS	8.6	14.6	20.6	22.8

Exhibit: Balance Sheet				Rs mn
Particulars	FY21	FY22	FY23E	FY24E
Share Capital	222.5	222.5	222.5	222.5
Reserve & Surplus	12,426.3	15,426.2	19,562.7	24,191.6
Shareholders Funds	12,648.9	15,648.7	19,785.2	24,414.1
Total Debt	965.1	1,963.7	2,963.7	1,963.7
Deferred Tax (Net)	0.0	168.0	168.0	168.0
Minority Interest	0.0	0.0	0.0	0.0
Other Longterm Liabilities	157.5	139.8	177.0	205.1
Total Liabilities	13,771.4	17,920.1	23,093.9	26,750.9
Goodwill on Consolidation	0.0	0.0	0.0	0.0
Net Block inc. Capital WIP	7,029.2	8,607.4	14,216.3	16,251.8
Investments	2,274.2	1,547.2	1,547.2	1,547.2
Non-Current Asset	209.2	344.0	435.7	504.8
Inventories	3,301.6	4,895.3	5,321.5	6,605.2
Sundry Debtors	2,970.1	3,488.7	5,701.7	5,944.7
Cash & Bank Balance	754.7	2,492.7	264.0	798.2
Other Current Assets	701.7	737.9	934.6	1,082.7
Loans & Advances	208.1	33.0	41.8	48.4
Current Liabilities & Prov	4,098.5	4,226.0	5,369.0	6,032.1
Net Current Assets	3,837.7	7,421.5	6,894.6	8,447.0
Deferred Tax Assets	421.1	0.0	0.0	0.0
Total Assets	13,771.4	17,920.1	23,093.9	26,750.9

## Exhibit: Cash Flow

Chahamant				Rs mn
Particulars	FY21	FY22	FY23E	FY24E
Profit Before Tax (PBT)	2608.3	4801.9	6190.3	6855.8
Depreciation	626.3	675.3	744.0	1064.5
Interest Provided	107.9	96.1	123.5	137.5
Chg. in Working Capital	630.7	-1714.1	-1756.2	-1059.3
Direct Taxes Paid	-441.0	-1091.9	-1609.5	-1782.5
Other Charges	56.9	-78.1	-123.5	-137.5
Operating Cash Flows	3589.1	2689.1	3568.7	5078.5
Capital Expenditure	-600.1	-2301.9	-6353.0	-3100.0
Investments	-1129.3	741.7	0.0	0.0
Others	-509.0	-1498.8	0.0	0.0
Investing Cash Flows	-2238.5	-3058.9	-6353.0	-3100.0
Changes in Equity	0.0	0.0	0.0	0.0
Inc / (Dec) in Debt	-1271.8	703.5	1000.0	-1000.0
Dividend Paid (inc tax)	-0.1	-222.5	-444.3	-444.3
Others	-152.5	-144.3	0.0	0.0
Financing Cash Flows	-1424.4	336.6	555.7	-1444.3
Chg. in Cash & Cash Eqv	-73.8	-33.2	-2228.7	534.2
Opening Cash Balance	212.2	754.7	2492.7	264.0
Diff between B/S and C.flow	616.2	1771.3	0.0	0.0
Closing Cash Balance	754.7	2492.7	264.0	798.2

Particulars	FY21	FY22	FY23E	FY24E
Earning Ratios (%)				
EBIDTA Margin (%)	15.9%	17.8%	17.9%	17.7%
PAT Margins (%)	9.1%	10.8%	12.1%	11.5%
ROCE (%)	20.0%	26.5%	26.7%	25.6%
ROE (%)	15.2%	20.8%	23.2%	20.8%
Per Share Data (INR)				
Diluted EPS	8.6	14.6	20.6	22.8
Cash EPS (CEPS)	11.5	17.7	24.0	27.6
BVPS	56.9	70.4	89.1	109.9
Valuation Ratios (x)				
P/E	66.2	39.1	27.7	25.0
Price/BVPS	10.0	8.1	6.4	5.2
EV/Sales	6.0	4.2	3.4	2.9
EV/EBITDA	38.0	23.7	19.1	16.4
EV/EBIT	46.7	27.1	21.4	19.0
Balance Sheet Ratios				
Debt - Equity	0.1	0.1	0.1	0.1
Current Ratio	1.9	2.8	2.3	2.4
Fixed Asset Turn. Ratios	3.1	4.3	4.1	2.8

Source: Company Data, SKP Research



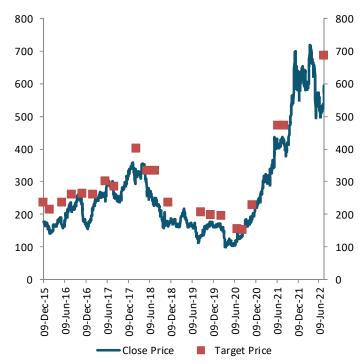
## Century Plyboards (India) Ltd.

## **Exhibit: Recommendation - History Table**

Date	Rating	Reco. Price	Target Price	Upside Potential	Period (months)
09-Dec-15	BUY	177	236	33%	15
02-Feb-16	BUY	152	215	41%	15
16-May-16	BUY	170	236	39%	18
11-Aug-16	BUY	205	260	27%	15
08-Nov-16	BUY	225	264	17%	15
08-Feb-17	BUY	215	261	21%	15
26-May-17	BUY	255	301	18%	18
09-Aug-17	BUY	255	284	11%	15
25-Nov-17	NEUTRAL	297	NA	NA	NA
15-Feb-18	BUY	328	401	22%	18
28-May-18	BUY	270	335	24%	18
27-Jul-18	BUY	251	335	34%	18
19-Nov-18	NEUTRAL	167	235	41%	15
30-Aug-19	BUY	134	207	54%	15
20-Nov-19	Accumulate	171	198	16%	15
12-Feb-20	Accumulate	166	196	18%	18
07-Jul-20	BUY	127	155	22%	18
18-Aug-20	Accumulate	134	153	14%	15
17-Nov-20	Accumulate	200	228	14%	12
17-Jun-21	Accumulate	411	473	15%	18
16-Aug-21	Accumulate	412	472	15%	18
25-Jul-22	BUY	572	685	20%	18

Source: SKP Research

# Exhibit: Recommendation - History Chart



Source: BSE, SKP Research





### **Notes:**

The above analysis and data are based on last available prices and not official closing rates. SKP Research is also available on Bloomberg and Thomson First Call.

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