

Another dull quarter on lacklustre demand

- Our building materials universe's revenue is likely to grow at a muted pace for the ninth consecutive quarter
- Our BM universe's EBITDAM will likely contract by 252bps YoY to 12.1% in Q4FY25 due to intense competition in a weak demand environment
- Operating profit across BM segments is likely to contract on a YoY basis in Q4FY25 on weak demand and margin pressure

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Building materials (BM): We expect our BM universe's revenue to grow at a muted pace (+4.5% YoY in Q4FY25) for the ninth consecutive quarter due to a slowdown in real estate activity. Our BM universe's EBITDA margin is projected to contract by 252bps YoY to 12.1% in Q4FY25 due to increased competitive intensity in a weak demand environment. Operating profit across segments is likely to contract on a YoY basis in Q4FY25 on margin pressure amidst weak demand environment.

Plastic pipes: Our pipe universe volume is projected to grow at 7.8% YoY in Q4FY25 due to weak demand and high base (+28.1% YoY in Q4FY24). However, we expect our pipe universe's EBITDA to decline by 16.8% YoY in Q4FY25 due to margin pressure (-301bps YoY to 12.3%) on account of SI's continued aggressive pricing strategy in a weak demand environment and MTM inventory loss (on further decline in PVC resin prices by 7% in Mar'25 over Dec'24). SI is likely to post superior volume growth (+10% YoY) for the 13th straight quarter, but it would be well below its volume growth guidance of 30.5%-33.7% YoY for Q4FY25.

Bathware: We believe our bathware universe EBITDA is likely to decline by 16.0% YoY in Q4FY25 due to lower revenue (-1.4% YoY), higher discounts offered to dealers in a weak demand environment, and negative operating leverage.

Tiles: We forecast our tiles universe volume to grow at 6.0% YoY in Q4FY25, but EBITDA to contract by 5.2% YoY in Q4FY25 due to margin pressure (-97bps YoY to 11.7%) on account of intense competition from Morbi players and higher gas prices.

Wood panels: Our wood panels universe EBITDA will likely contract on a YoY basis for the 11th consecutive quarter (-3.6% YoY in Q4FY25) due to margin pressure on account of unfavourable supply-demand fundamentals in MDF & particleboard, and rising timber prices.



Fig 1 – Plastic Pipe earnings estimates – Q4FY25

Particulars	Q4FY25E	Q4FY24	YoY (%)	Q3FY25	QoQ (%)
SI – Consolidated					
Pipe Volume (KT)	174.7	158.8	10.0	126.5	38.1
Pipe Realisation (Rs/kg)	129.0	135.6	(4.9)	131.6	(2.0)
Pipe EBITDA (Rs/kg)	18.1	21.6	(16.6)	16.0	12.6
Sales (Rs mn)	31,639	30,079	5.2	25,099	26.1
EBITDA (Rs mn)	4,291	4,907	(12.5)	3,088	38.9
EBITDA margin (%)	13.6	16.3	(275bps)	12.3	126bps
Adjusted PAT (Rs mn)	2840	3548	(19.9)	1870	51.9
ASTRA – Consolidated					
Pipe Volume (KT)	70.2	66.8	5.0	52.8	32.8
Pipe Realisation (Rs/kg)	178.5	179.7	(0.7)	182.1	(2.0)
Pipe EBITDA (Rs/kg)	33.9	36.4	(6.9)	33.6	1.0
Sales (Rs mn)	17,338	16,251	6.7	13,970	24.1
EBITDA (Rs mn)	2,930	2,915	0.5	2,195	33.5
EBITDA margin (%)	16.9	17.9	(104bps)	15.7	119bps
Adjusted PAT (Rs mn)	1,738	1,819	(4.4)	1,179	47.5
FNXP – Consolidated					
Pipe Volume (KT)	105.2	100.2	5.0	85.8	22.6
Pipe Realisation (Rs/kg)	113.4	118.0	(3.9)	115.7	(2.0)
Pipe EBITDA (Rs/kg)	7.2	14.4	(49.8)	5.2	38.3
Sales (Rs mn)	11,930	12,354	(3.4)	10,012	19.2
EBITDA (Rs mn)	1,165	2,089	(44.2)	834	39.6
EBITDA margin (%)	9.8	16.9	(715bps)	8.3	143bps
Adjusted PAT (Rs mn)	1,032	1,649	(37.4)	931	10.9
PRINCEPI – Standalone					
Pipe Volume (KT)	50.4	51.4	(2.0)	41.3	22.2
Pipe Realisation (Rs/kg)	137.2	143.9	(4.6)	140.0	(2.0)
Pipe EBITDA (Rs/kg)	9.8	17.9	(45.5)	0.7	NM
Sales (Rs mn)	6,917	7,401	(6.5)	5,777	19.7
EBITDA (Rs mn)	493	923	(46.6)	30	NM
EBITDA margin (%)	7.1	12.5	(534bps)	0.5	661bps
Adjusted PAT (Rs mn)	152	546	(72.2)	(204)	NM
APOLP – Consolidated					
Pipe Volume (KT)	29.4	21.3	37.5	27.0	8.8
Pipe Realisation (Rs/kg)	114.5	119.7	(4.4)	114.1	0.4
Pipe EBITDA (Rs/kg)	9.4	11.9	(21.2)	8.6	8.8
Sales (Rs mn)	3,362	2,556	31.5	3,079	9.2
EBITDA (Rs mn)	275	254	8.4	233	18.4
EBITDA margin (%)	8.2	9.9	(175bps)	7.6	64bps
Adjusted PAT (Rs mn)	93	67	37.7	62	49.2

Source: Companies, BOBCAPS Research

Fig 2 – Ceramics earnings estimates – Q4FY25

Particulars	Q4FY25E	Q4FY24	YoY (%)	Q3FY25	QoQ (%)
CRS – Consolidated					
Sales (Rs mn)	5,778	5,488	5.3	4,523	27.7
EBITDA (Rs mn)	886	950	(6.7)	615	43.9
EBITDA margin (%)	15.3	17.3	(197bps)	13.6	172bps
Adjusted PAT (Rs mn)	675	749	(9.9)	458	47.4
Hindware – Consolidated					
Bathware revenue (Rs mn)	3,786	4,207	(10.0)	3,377	12.1
Bathware EBITDA margin (%)	12.0	15.3	(333)	10.2	178
Pipe revenue (Rs mn)	2,518	2,435	3.4	1,892	33.1
Pipe EBITDA margin (%)	7.0	10.8	(384)	6.9	8
Sales (Rs mn)	7,062	7,724	(8.6)	5,942	18.8
EBITDA (Rs mn)	474	752	(37.0)	294	61.2
EBITDA margin (%)	6.7	9.7	(302bps)	4.9	176bps
Adjusted PAT (Rs mn)	(9)	21	NM	(178)	NM
KJC – Consolidated					
Tiles Volume (MSM)	31.5	29.6	6.7	28.9	9.1
Tiles Realisation (Rs/sqm)	360.1	369.2	(2.5)	360.1	0.0
Sales (Rs mn)	12,860	12,408	3.6	11,637	10.5
EBITDA (Rs mn)	1,741	1,720	1.2	1,487	17.0
EBITDA margin (%)	13.5	13.9	(33bps)	12.8	75bps
Adjusted PAT (Rs mn)	991	1,024	(3.3)	777	27.5
SOMC – Consolidated					
Tiles Volume (MSM)	19.8	18.9	5.0	17.1	16.1
Tiles Realisation (Rs/sqm)	319.7	323.9	(1.3)	319.6	0.0
Sales (Rs mn)	7,451	7,375	1.0	6,449	15.5
EBITDA (Rs mn)	644	795	(18.9)	535	20.5
EBITDA margin (%)	8.6	10.8	(213bps)	8.3	36bps
Adjusted PAT (Rs mn)	248	287	(13.5)	104	138.2

Source: Companies, BOBCAPS Research

Fig 3 – Wood Panel earnings estimates – Q4FY25

Particulars	Q4FY25E	Q4FY24	YoY (%)	Q3FY25	QoQ (%)
CPBI – Consolidated					
Sales (Rs mn)	11,736	10,607	10.6	11,405	2.9
EBITDA (Rs mn)	1,457	1,483	(1.8)	1,295	12.5
EBITDA margin (%)	12.4	14.0	(157bps)	11.4	106bps
Adjusted PAT (Rs mn)	708	868	(18.3)	588	20.4
Volumes					
Plywood (CBM)	114,005	103,641	10.0	103,133	10.5
Laminates (mn sheets)	2.1	1.9	10.0	1.8	13.9
MDF (CBM)	100,618	62,886	60.0	98,104	2.6
Particleboard (CBM)	18,812	20,902	(10.0)	16,788	12.1
EBITDA margin (%)					
Plywood	12.9	13.5	(56bps)	11.6	133bps
Laminates	7.0	15.4	(837bps)	4.3	275bps
MDF	15.5	13.9	156bps	15.9	(42bps)
Particleboard	5.0	17.9	(1,286bps)	4.5	54bps
GRLM – Consolidated					
Laminates volume (mn sheet)	5.7	5.2	10.0	4.8	20.1
Laminates EBITDA margin (%)	14.0	16.6	(262)	13.2	84
Sales (Rs mn)	7,434	6,241	19.1	6,020	23.5
EBITDA (Rs mn)	829	835	(0.8)	635	30.4
EBITDA margin (%)	11.1	13.4	(224bps)	10.6	59bps
Adjusted PAT (Rs mn)	247	387	(36.1)	155	59.6
GREENP – Consolidated					
MDF volume (CBM)	131,263	127,239	3.2	116,077	13.1
MDF EBITDA margin (%)	10.0	15.4	(542)	5.1	487
Sales (Rs mn)	4,195	3,966	5.8	3,594	16.7
EBITDA (Rs mn)	411	513	(19.9)	173	137.0
EBITDA margin (%)	9.8	12.9	(314bps)	4.8	497
Adjusted PAT (Rs mn)	214	298	(28.1)	86	150.1
MTLM – Consolidated					
Sales (Rs mn)	6,580	5,998	9.7	6,145	7.1
EBITDA (Rs mn)	588	577	1.9	540	8.8
EBITDA margin (%)	8.9	9.6	(68bps)	8.8	14bps
Adjusted PAT (Rs mn)	246	284	(13.4)	219	12.1
Volumes					
Plywood (mn sqm)	19.5	18.8	3.6	18.2	7.0
MDF (CBM)	43,200	45,764	(5.6)	42,259	2.2
EBITDA margin (%)					
Plywood	8.4	7.9	50bps	8.4	(4bps)
MDF	11.0	14.1	(315bps)	10.4	56bps

Source: Companies, BOBCAPS Research

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