# REDUCE

# **Greenpanel Industries**



# Weak quarter; profitability recovery to take time

Building Materials >

Result Update > August 03, 2025

CMP (Rs): 280 | TP (Rs): 260

Greenpanel's Q1FY26 performance was weaker than expected on all fronts. MDF sales volumes were lower than estimate due to higher competitive intensity and lower utilization, whereas profitability was impacted by the poor product mix, weak operating leverage, and a one-off expense (forex loss) in MDF. We expect volumes to strongly improve ahead (20% CAGR during FY25-28E), as focus would be to push sales. Hence, while operating leverage would improve in coming quarters, realization is likely to remain weak amid supply pressures (discounting likely to continue). Timber costs have softened, but future trends remain monitorable. Hence, we expect the profitability improvement to remain gradual. We maintain REDUCE and TP of Rs260 on Jun-27E EPS.

## MDF sales volume CAGR expected at 20% during FY25-28E

Domestic sales volume (ex-commercial grade in the base year) grew 47% YoY to 89,036CBM. Export sales volumes declined 40% YoY to 13,060 due to geo-political developments. Overall sales volume declined 14% YoY to 102,096CBM (adjusted sales volumes grew 24% YoY). Capacity utilization was lower at 47%, although the company aims to strongly ramp up production; also, focus would remain on sales push. Hence accordingly, the company maintained volume growth guidance despite a slow start. We had already baked in a lower than guided volume growth and thus largely maintain our estimates. We expect 20% CAGR in sales volume to ~756,000CBM during FY25-28E.

#### Adverse impact on profitability; pricing pressures persist

The company reported loss of Rs158mn at the EBITDA level due to poor performance in the MDF segment which was a disappointment. MDF division EBITDA margin contracted sharply by 11.9ppts QoQ to 4.4% on account of weak operating leverage, reduction in ratio of value-added products to 44% (vs 50% in Q4FY25), and the 1M long 5% incentive scheme on industrial grade products. Blended realization was lower by 4.8% QoQ; we expect it to remain weak as focus would be primarily on growth amid supply pressures in the industry. Improvement in operating leverage would cushion profitability in coming quarters. Timber prices fell 7% QoQ which is positive, though movement ahead remains a monitorable. Given the weak Q1 and soft realization, we cut EBITDA margin by 70bps/50bps for FY26E/27E, respectively.

## We maintain REDUCE

While there was some respite on timber costs, continuity of the decline would be a monitorable. Also, coming quarters would see benefits of a better operating leverage, though the company would possibly offer further discounts for pushing sales (supply pressures), which would impact realization. Hence, a meaningful and sustainable recovery in profitability could take time. In view of the Q1 performance and pricing pressures, we cut FY26E/27E PAT by 23%/11%. We introduce our FY28 estimates. Despite the decline in stock price post the Q1 results and attractive valuations, we retain REDUCE; we maintain our TP of Rs260 (unchanged due to roll over on Jun-27E EPS; valued at 20x).

Greenpanel Industries: Financial Snapshot (Consolidated)									
Y/E Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E				
Revenue	15,673	14,358	17,430	21,194	24,710				
EBITDA	2,465	1,312	1,927	3,159	3,925				
Adj. PAT	1,429	371	503	1,420	2,250				
Adj. EPS (Rs)	11.7	3.0	4.1	11.6	18.3				
EBITDA margin (%)	15.7	9.1	11.1	14.9	15.9				
EBITDA growth (%)	(40.8)	(46.8)	46.9	63.9	24.2				
Adj. EPS growth (%)	(43.0)	(74.0)	35.6	182.2	58.4				
RoE (%)	11.4	5.3	5.4	11.3	13.7				
RoIC (%)	13.0	4.2	4.1	9.5	12.8				
P/E (x)	24.1	47.7	45.3	20.5	15.3				
EV/EBITDA (x)	14.1	26.4	18.0	for Toom 11.0	bite Margue				
P/B (x)	2.6	I his report	is intended 2.4	for ream vv	hite Marque				
FCFF yield (%)	(7.1)	(8.0)	1.4	3.8	4.3				

Source: Company, Emkay Research

Target Price – 12M	Jun-26
Change in TP (%)	-
Current Reco.	REDUCE
Previous Reco.	REDUCE
Upside/(Downside) (%)	(7.1)

Stock Data	GREENP IN
52-week High (Rs)	427
52-week Low (Rs)	203
Shares outstanding (mn)	122.6
Market-cap (Rs bn)	34
Market-cap (USD mn)	393
Net-debt, FY26E (Rs mn)	1,179.2
ADTV-3M (mn shares)	0
ADTV-3M (Rs mn)	105.7
ADTV-3M (USD mn)	1.2
Free float (%)	0.0
Nifty-50	24,565.3
INR/USD	87.5
Shareholding,Jun-25	
Promoters (%)	53.1
FPIs/MFs (%)	1.6/28.8

Price Performance						
(%)	1M	3M	12M			
Absolute	3.3	20.7	(24.5)			
Rel. to Nifty	7.4	19.5	(23.1)			

## 1-Year share price trend (Rs)



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# **Key assumptions and Change in estimates**

We factor in 20% CAGR in MDF sales volumes during FY25-28E on the back of improvement in utilization levels as well as ramp up of the new MDF capacity. We now factor in the lower realization in FY26, as company focus is more on sales push which could lead to discounting. However, we build in improvement from FY27E. Accordingly, we cut FY26E/27E EBITDA margin for the MDF business by 70bps/50bps to 10.7%/15.0%, respectively.

However, as the company would be accounting for the favorable impact of the EPCG scheme incentive of Rs510mn in the MDF business over the next two years, we build in a positive impact of Rs255mn each at the EBITDA level during FY26E/27E. Accordingly, EBITDA margin for this business looks optically higher at 12.4%/ 16.4% over the same period. Nonetheless, this would be a non-cash impact for Greenpanel.

Exhibit 1: Key	y assumptions
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Key Assumptions	FY26E	FY27E	FY28E	Comments
MDF				
Sales volume (CBM)	532,060	644,070	756,080	
- YoY growth	21.3%	21.1%	17.4%	
Average Realizations (Rs/CBM)	27,723	28,710	29,413	
- YoY growth	-3.4%	3.6%	2.4%	
EBITDA margin	12.4%	16.4%	17.0%	Includes Rs255mn EPCG incentive for both the years
EBITDA margin - core operations (%)	10.7%	15.0%	17.0%	excluding the impact of EPCG incentives
Plywood				
Sales volume (msm)	5.4	5.5	5.8	
- YoY growth	2.8%	2.5%	6.3%	
Average Realization (Rs/sqm)	262	264	267	
- YoY growth	1.0%	1.0%	1.0%	
EBITDA margin	4.0%	5.5%	6.0%	

Source: Emkay Research

Given the impact of lower realizations, revenue estimates are now lower by 4% each for FY26 and FY27. However, as we cut the MDF division's EBITDA margin, Greenpanel's overall EBITDA margin has been trimmed by 70bps/50bps for FY26E/27E, respectively. Consequently, EBITDA has been cut by 10%/7% for FY26E/27E, respectively. Also, due to a one-off forex expense and higher finance cost, PAT is revised down by 23%/11% for FY26E/27E, respectively.

**Exhibit 2: Change in estimates** 

Change in estimates	Old		Ne	w	Introduced	Change	
(Rs mn)	FY26E	FY27E	FY26E	FY27E	FY28E	FY26E	FY27E
Revenue	18,162	22,080	17,430	21,194	24,710	-4%	-4%
EBITDA	2,138	3,400	1,927	3,159	3,925	-10%	-7%
EBITDA margin	11.8%	15.4%	11.1%	14.9%	15.8%		
Reported PAT	985	1,877	758	1,675	2,245	-23%	-11%

Source: Emkay Research

# **Quarterly performance**

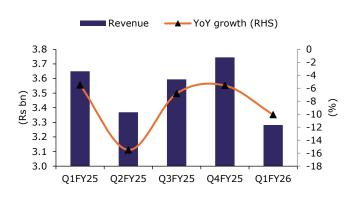
**Exhibit 3: Quarterly performance** 

						vs Em	kay est
(Rs mn)	Q1FY25	Q1FY26	YoY change	Q4FY25	QoQ change	Q1FY26E	Variation
Net Sales	3,650	3,282	-10.1%	3,745	-12.4%	3,632	-10%
EBITDA	360	-158	n.m.	480	n.m.	350	n.m.
EBITDA margin (%)	9.9	-4.8	n.m.	12.8	n.m.	9.6	
Other income	45	34	-24.2%	39	-12.3%	50	
Interest	2	95	3948.9%	24		24	
Depreciation	189	255	34.5%	198	28.8%	198	
PBT	214	-474	n.m.	297	n.m.	178	
Tax	57	-128	n.m.	3	n.m.	36	
Reported PAT	157	-346	n.m.	294	n.m.	142	
Adjusted PAT	157	-346	n.m.	294	n.m.	142	n.m.
Adjusted EPS (Rs)	1.3	-2.8	n.m.	2.4	n.m.	-	

Source: Company, Emkay Research

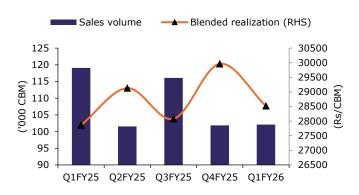
# **Quarterly charts**

**Exhibit 4: Revenue and growth trends** 



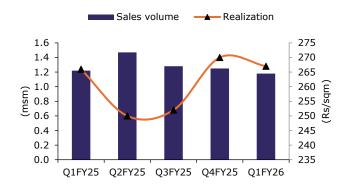
Source: Company, Emkay Research

Exhibit 6: MDF - Sales volume and realization



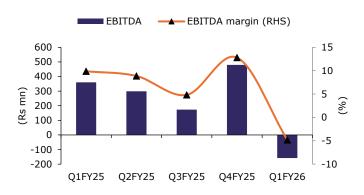
Source: Company, Emkay Research

Exhibit 8: Plywood - Sales volume and realization



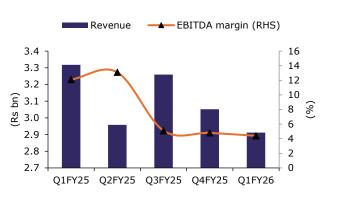
Source: Company, Emkay Research

**Exhibit 5: EBITDA and margin trends** 



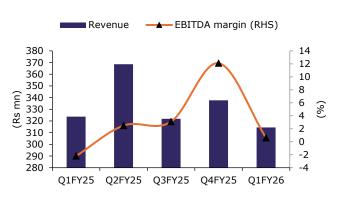
Source: Company, Emkay Research

Exhibit 7: MDF - Revenue and profitability



Source: Company, Emkay Research; Note: MDF margin in Q4FY25 adjusted for Rs350mn worth incentives

Exhibit 9: Plywood - Revenue and profitability



Source: Company, Emkay Research

EV27E

FV28F

# **Greenpanel Industries: Consolidated Financials and Valuations**

Balance Sheet

Profit & Loss					
Y/E Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue	15,673	14,358	17,430	21,194	24,710
Revenue growth (%)	(12.1)	(8.4)	21.4	21.6	16.6
EBITDA	2,465	1,312	1,927	3,159	3,925
EBITDA growth (%)	(40.8)	(46.8)	46.9	63.9	24.2
Depreciation & Amortization	729	774	1,095	1,121	1,159
EBIT	1,736	538	832	2,039	2,766
EBIT growth (%)	(49.6)	(69.0)	54.7	145.0	35.7
Other operating income	-	-	-	-	-
Other income	219	226	248	273	300
Financial expense	123	67	133	60	42
PBT	1,832	697	948	2,252	3,024
Extraordinary items	0	0	0	0	0
Taxes	403	(24)	190	576	774
Minority interest	0	0	0	0	0
Income from JV/Associates	0	0	0	0	0
Reported PAT	1,429	721	758	1,675	2,250
PAT growth (%)	(43.0)	(49.5)	5.2	120.9	34.3
Adjusted PAT	1,429	371	503	1,420	2,250
Diluted EPS (Rs)	11.7	3.0	4.1	11.6	18.3
Diluted EPS growth (%)	(43.0)	(74.0)	35.6	182.2	58.4
DPS (Rs)	1.5	0.3	1.0	1.5	3.0
Dividend payout (%)	12.9	5.1	16.2	11.0	16.4
EBITDA margin (%)	15.7	9.1	11.1	14.9	15.9
EBIT margin (%)	11.1	3.7	4.8	9.6	11.2
Effective tax rate (%)	22.0	(3.5)	20.0	25.6	25.6
NOPLAT (pre-IndAS)	1,354	557	666	1,517	2,058
Shares outstanding (mn)	123	123	123	123	123

Source: Company, Emkay Research

Y/E Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Share capital	123	123	123	123	123
Reserves & Surplus	13,049	13,729	14,110	15,346	17,228
Net worth	13,172	13,852	14,232	15,469	17,351
Minority interests	0	0	0	0	0
Non-current liab. & prov.	1,010	1,046	1,056	1,067	1,078
Total debt	2,680	3,898	2,948	1,498	1,048
Total liabilities & equity	16,951	18,863	18,305	18,104	19,548
Net tangible fixed assets	9,447	15,246	14,651	14,030	13,871
Net intangible assets	-	-	-	-	-
Net ROU assets	372	332	335	338	342
Capital WIP	3,127	111	100	100	200
Goodwill	-	-	-	-	-
Investments [JV/Associates]	0	0	0	0	0
Cash & equivalents	2,379	2,257	1,769	1,659	2,581
Current assets (ex-cash)	3,134	3,347	4,068	4,761	5,490
Current Liab. & Prov.	1,957	2,496	2,734	2,953	3,154
NWC (ex-cash)	1,178	851	1,334	1,808	2,335
Total assets	16,951	18,863	18,305	18,104	19,548
Net debt	301	1,641	1,179	(161)	(1,532)
Capital employed	16,951	18,863	18,305	18,104	19,548
Invested capital	10,627	16,107	15,996	15,851	16,220
BVPS (Rs)	107.4	113.0	116.1	126.1	141.5
Net Debt/Equity (x)	-	0.1	0.1	-	(0.1)
Net Debt/EBITDA (x)	0.1	1.3	0.6	(0.1)	(0.4)
Interest coverage (x)	15.9	11.4	8.1	38.6	73.1
RoCE (%)	13.2	4.5	6.2	13.5	17.3

FV24

Cash flows					
Y/E Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
PBT (ex-other income)	1,613	471	700	1,979	2,724
Others (non-cash items)	-	-	-	-	-
Taxes paid	(405)	24	(190)	(576)	(774)
Change in NWC	(487)	362	(472)	(464)	(517)
Operating cash flow	1,345	778	962	1,815	2,585
Capital expenditure	(3,800)	(3,565)	(490)	(501)	(1,101)
Acquisition of business	0	0	0	0	0
Interest & dividend income	-	-	-	-	-
Investing cash flow	(1,562)	(1,657)	(185)	(174)	(837)
Equity raised/(repaid)	0	0	0	0	0
Debt raised/(repaid)	775	1,219	(950)	(1,450)	(450)
Payment of lease liabilities	87	40	(3)	(3)	(3)
Interest paid	(123)	(67)	(133)	(60)	(42)
Dividend paid (incl tax)	(184)	(37)	(123)	(184)	(368)
Others	(53)	(334)	3	3	3
Financing cash flow	503	822	(1,205)	(1,694)	(860)
Net chg in Cash	287	(57)	(428)	(52)	889
OCF	1,345	778	962	1,815	2,585
Adj. OCF (w/o NWC chg.)	1,832	416	1,434	2,279	3,102
FCFF	(2,455)	(2,787)	472	1,314	1,484
FCFE	(2,577)	(2,854)	340	1,254	1,442
OCF/EBITDA (%)	54.6	59.3	49.9	57.5	65.9
FCFE/PAT (%)	(180.4)	(395.8)	44.8	74.9	64.1
FCFF/NOPLAT (%)	(181.3)	(500.7)	70.9	86.6	72.1

Source: Company, Emkay Research

Valuations and key Ratios									
Y/E Mar	FY24	FY25	FY26E	FY27E	FY28E				
P/E (x)	24.1	47.7	45.3	20.5	15.3				
EV/CE(x)	2.2	2.0	2.0	2.0	1.9				
P/B (x)	2.6	2.5	2.4	2.2	2.0				
EV/Sales (x)	2.2	2.4	2.0	1.6	1.4				
EV/EBITDA (x)	14.1	26.4	18.0	11.0	8.8				
EV/EBIT(x)	20.0	64.5	41.7	17.0	12.5				
EV/IC (x)	3.3	2.2	2.2	2.2	2.1				
FCFF yield (%)	(7.1)	(8.0)	1.4	3.8	4.3				
FCFE yield (%)	(7.5)	(8.3)	1.0	3.6	4.2				
Dividend yield (%)	0.5	0.1	0.4	0.5	1.1				
DuPont-RoE split									
Net profit margin (%)	9.1	5.0	4.4	7.9	9.1				
Total asset turnover (x)	1.0	0.8	1.0	1.2	1.3				
Assets/Equity (x)	1.2	1.3	1.3	1.2	1.1				
RoE (%)	11.4	5.3	5.4	11.3	13.7				
DuPont-RoIC									
NOPLAT margin (%)	8.6	3.9	3.8	7.2	8.3				
IC turnover (x)	1.5	1.1	1.1	1.3	1.5				
RoIC (%)	13.0	4.2	4.1	9.5	12.8				
Operating metrics									
Core NWC days	27.4	21.6	27.9	31.1	34.5				
Total NWC days	27.4	21.6	27.9	31.1	34.5				
Fixed asset turnover	1.1	0.8	0.8	1.0	1.1				
Opex-to-revenue (%)	40.2	39.3	38.9	37.1	36.1				

Source: Company, Emkay Research

#### **RECOMMENDATION HISTORY - DETAILS**

Date	Closing Price (INR)	TP (INR)	Rating	Analyst
23-May-25	256	260	Reduce	Harsh Pathak
07-Feb-25	352	340	Reduce	Harsh Pathak

Source: Company, Emkay Research

### **RECOMMENDATION HISTORY - TREND**



Source: Company, Bloomberg, Emkay Research

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REDUCE	5% upside to 15% downside		
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