

Century Plyboards

| | |
|-----------------------|--------------------|
| BSE SENSEX | S&P CNX |
| 28,371 | 8,590 |
| Bloomberg | CPBI IN |
| Equity Shares (m) | 222.5 |
| M.Cap.(INR b)/(USD b) | 42.1/0.7 |
| 52-Week Range (INR) | 262 / 78 |
| 1, 6, 12 Rel. Per (%) | -7/10/96 |
| AvgVal(INRm)/Vol '000 | - |
| Free float (%) | - |

Financials & Valuation (INR Billion)

| Y/E Mar | 2015 | 2016E | 2017E |
|-------------|-------|-------|-------|
| Sales | 15.9 | 17.3 | 20.1 |
| EBITDA | 2.7 | 3.2 | 3.7 |
| NP | 1.5 | 1.8 | 2.2 |
| EPS (INR) | 6.7 | 8.3 | 10.0 |
| EPS Gr. (%) | 147.2 | 23.7 | 20.7 |
| BV/Sh.(INR) | 17.5 | 24.2 | 32.1 |
| RoE (%) | 43.7 | 39.8 | 35.5 |
| RoCE (%) | 26.0 | 30.3 | 32.7 |
| P/E (x) | 28.1 | 22.7 | 18.8 |
| P/BV (x) | 10.7 | 7.8 | 5.9 |

Estimate change 

TP change 

Rating change 

CMP: INR189

TP: INR250 (+30%)

Buy

Revenues miss estimates; strong margin improvement drives PAT beat

- Revenues below estimates; strong beat on margins:** CPBI reported revenues of INR3.7b (est. of INR3.9b) compared with INR3.6b in 1QFY15, marking a 2.3% growth YoY. Plywood business de-grew 6% YoY to INR2.6b, laminates was up 23% YoY to INR772m and logistics business grew 17% YoY to INR174m. EBITDA stood at INR668m (est. of INR543m) as against INR481m in 1QFY15. EBITDA margins for 1QFY16 stood at 18% (est. of 13.6%) against 13.3% in 1QFY15. Plywood margins came in at 17% (v/s 13% in 1QFY15), logistics margins came in at 31% (v/s 25% in 1QFY15) and laminates margins came in at 13% (v/s 5% in 1QFY15). PAT at INR397m (est. of INR258m) compared with INR257m in 1QFY15.
- Plywood demand sluggish due to unchanged pricing as against price cut by peers; laminates division posts robust 23% YoY growth:** The management highlighted that led by lower raw material prices, leading peers in the organized plywood industry cut prices to the extent of 3-5% as against no price change by CPBI. CPBI generally restrains from taking price cuts due to the negative cascading impact it has on distributor and retailer stock-in-trade. As a result, growth for the plywood division suffered during the quarter (even as margins expanded 400bp). Going forward, with stable raw material pricing, management believes growth will recover for the plywood division. Laminates division, led by higher capacity and utilization rates, posted robust 23% growth and 800bp margin expansion.
- Announces foray in MDF:** With management confident of profitable foray in MDF, CPBI announced it is evaluating setting up 1,46,000 CBM annual capacity for MDF at a cost of INR3b—exact plans of which will be finalized over the next quarter.
- Valuation and view:** With brand leadership in a duopoly market coupled with minimal penetration of organized players, we believe CPBI is well placed to capture the strong growth potential of India's plywood and laminates market. Given the improving return ratios (26% RoCE in FY15; expected to reach 33% by FY17), strong EPS growth (22% CAGR over FY15-17) and strong medium-term growth visibility, we believe CPBI deserves multiples in line with similar building product leaders. Maintain **Buy**. Our target price is INR250 (25x FY17E EPS).

Standalone - Quarterly Earning Model

| Y/E March | FY15 | | | | FY16 | | | | FY15 | FY16 | FY16 | Var |
|--|--------|-------|-------|-------|-------|-------|-------|-------|--------|--------|-------|-----|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2QE | 3QE | 4QE | | | | |
| Net Sales | 3,627 | 4,070 | 3,858 | 4,092 | 3,709 | 4,396 | 4,321 | 4,583 | 15,884 | 17,282 | 3,990 | -7 |
| YoY Change (%) | 27.9 | 15.7 | 26.3 | 19.3 | 2.3 | 8.0 | 12.0 | 12.0 | 23.7 | 8.8 | 10.0 | |
| Total Expenditure | 3,146 | 3,432 | 3,129 | 3,299 | 3,042 | 3,627 | 3,506 | 3,699 | 13,181 | 14,102 | 3,447 | |
| EBITDA | 481 | 638 | 730 | 793 | 668 | 769 | 816 | 885 | 2,703 | 3,180 | 543 | 23 |
| Margins (%) | 13.3 | 15.7 | 18.9 | 19.4 | 18.0 | 17.5 | 18.9 | 19.3 | 17.0 | 18.4 | 13.6 | |
| Depreciation | 104 | 109 | 116 | 119 | 101 | 135 | 135 | 135 | 485 | 539 | 130 | |
| Interest | 74 | 124 | 145 | 90 | 123 | 105 | 105 | 105 | 456 | 421 | 105 | |
| Other Income | 4 | 15 | 9 | 9 | 3 | 5 | 5 | 5 | 33 | 40 | 10 | |
| PBT before EO expense | 307 | 420 | 478 | 593 | 448 | 534 | 581 | 650 | 1,796 | 2,260 | 318 | 41 |
| PBT | 307 | 420 | 478 | 593 | 448 | 534 | 581 | 650 | 1,796 | 2,260 | 318 | 41 |
| Tax | 50 | 62 | 64 | 114 | 51 | 96 | 105 | 117 | 296 | 407 | 57 | |
| Rate (%) | 16.3 | 14.8 | 13.5 | 19.1 | 11.3 | 18.0 | 18.0 | 18.0 | 16.5 | 18.0 | 18.0 | |
| Minority Interest & Profit/Loss of Asso. | 0 | 0 | 0 | 0 | 0 | 3 | 3 | 3 | 10 | 11 | 3 | |
| Reported PAT | 257 | 358 | 414 | 480 | 397 | 436 | 474 | 530 | 1,490 | 1,843 | 258 | 54 |
| Adj PAT | 257 | 358 | 414 | 480 | 397 | 436 | 474 | 530 | 1,490 | 1,843 | 258 | 54 |
| YoY Change (%) | -710.7 | 62.5 | 109.5 | 63.2 | 54.4 | 21.8 | 14.5 | 10.5 | 122.5 | 23.7 | 0.3 | |
| Margins (%) | 7.1 | 8.8 | 10.7 | 11.7 | 10.7 | 9.9 | 11.0 | 11.6 | 9.4 | 10.7 | 6.5 | |

E: MOSL Estimates

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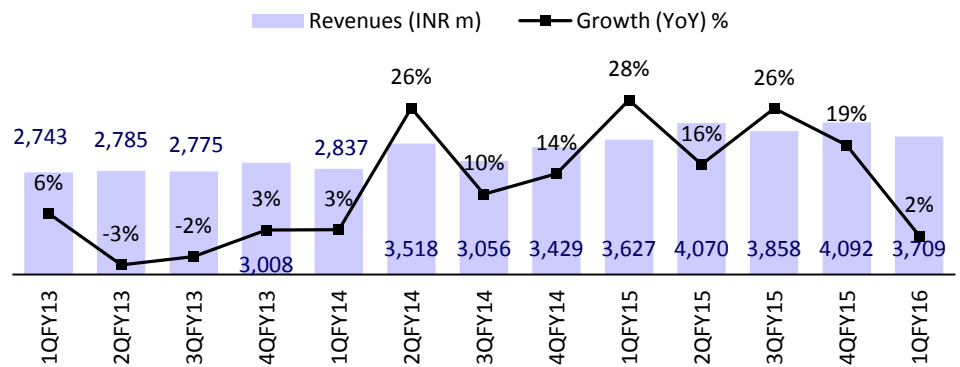
Investors are advised to refer through disclosures made at the end of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Revenues below estimates; strong beat on margins

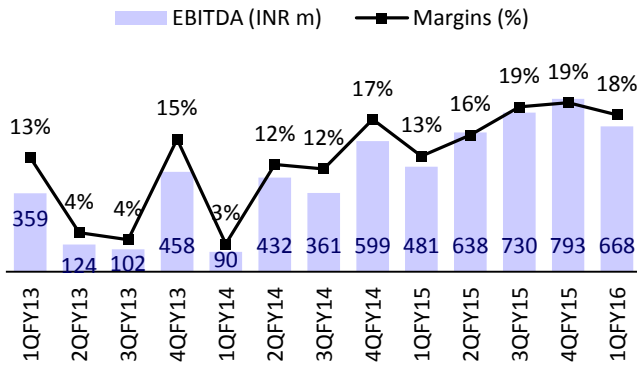
- CPBI reported revenues of INR3.7b (est of INR3.9b) as compared to INR3.6b in 1QFY15, marking a 2.3% growth YoY.
- Plywood business de-grew by 6% YoY to INR2.6b, while logistics grew 17% to INR174m. Laminates business grew by 23% YoY to INR772m.
- EBITDA stood at INR668 (est INR543m) as against INR481m in 1QFY15. EBITDA margins for 1QFY16 stood at 18% (est 13.6%) against 13.3% in 1QFY15.
- Plywood margins stood at 17% (v/s 13% in 1QFY15), logistics margins stood at 31% (v/s 25% in 1QFY15), laminates margins stood at 13% (v/s 5% in 1QFY15).
- PAT stood at INR397m (est. of INR258m) compared with INR257m in 1QFY15.

Exhibit 1: Revenue trend



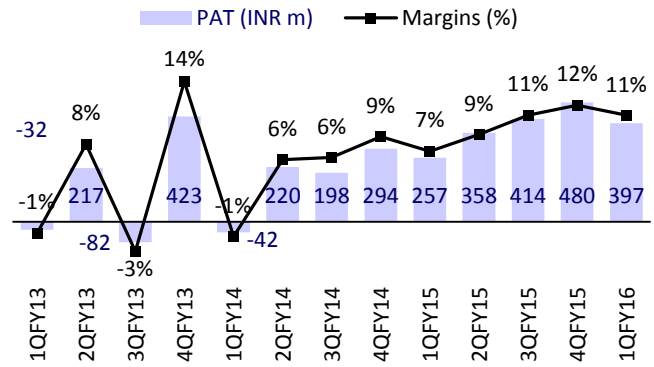
Source: Company, MOSL

Exhibit 2: EBITDA and EBITDA margin trend



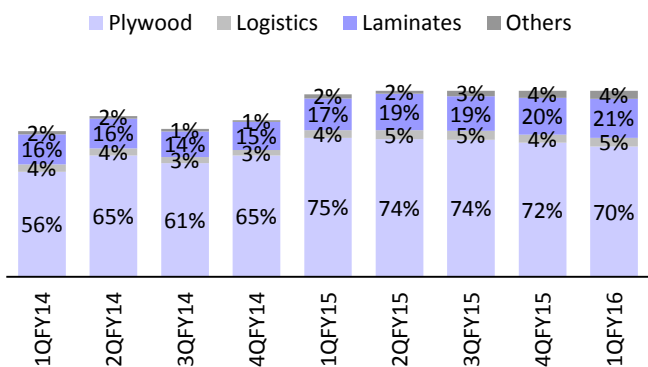
Source: Company, MOSL

Exhibit 3: PAT trend



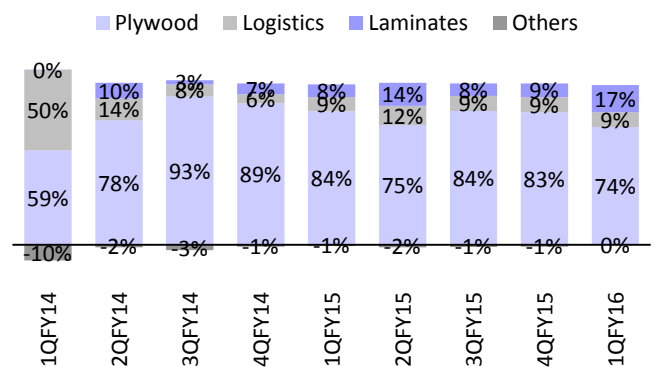
Source: Company, MOSL

Exhibit 4: Revenue mix: Plywood contributes 70%



Source: Company, MOSL

Exhibit 5: EBIT mix: Plywood comprises 74% to EBIT



Source: Company, MOSL

Plywood demand sluggish due to unchanged pricing v/s price cut by peers

- Management highlighted that led by lower raw material prices, leading peers in the organized plywood industry cut prices to the extent of 3-5% as against no price change by CPBI.
- CPBI generally restrains from taking price cuts due to the negative cascading impact it has on distributor and retailer stock-in-trade.
- As a result, growth for the plywood division suffered during the quarter, even as margins expanded 400bp.
- Going forward, with stable raw material pricing, management believes growth will recover for the plywood division.

Exhibit 6: Plywood de-grew by 6% YoY

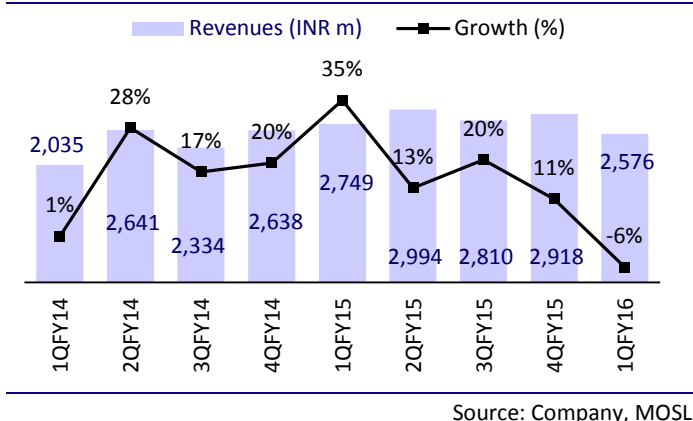
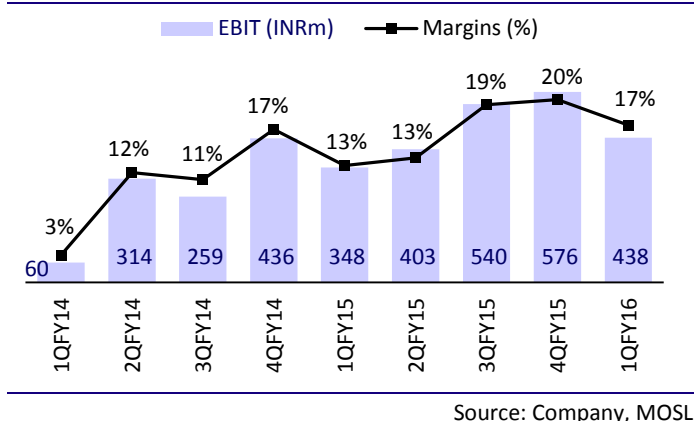


Exhibit 7: Plywood EBIT margin trend



Laminates continue to show strong growth

- Laminates division led by higher capacity and utilization rates, posted robust 23% growth and 800bp margin expansion.

Exhibit 8: Laminates grew by 23% YoY

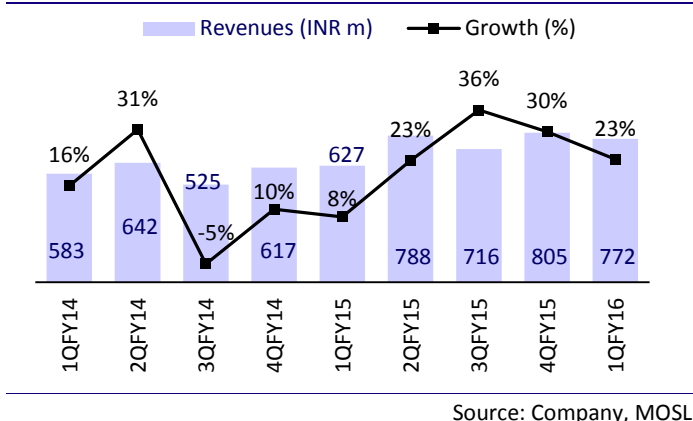
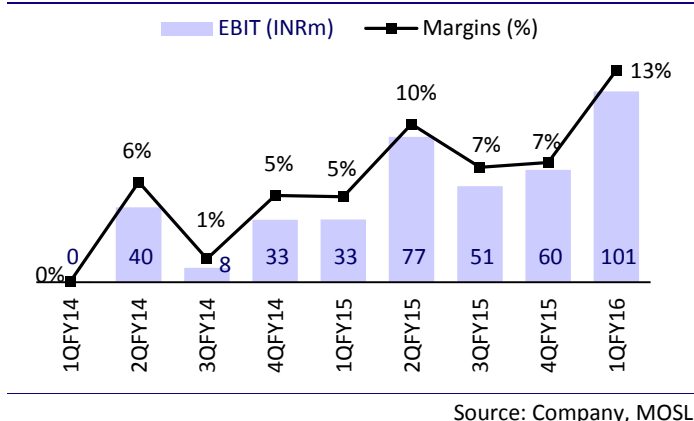
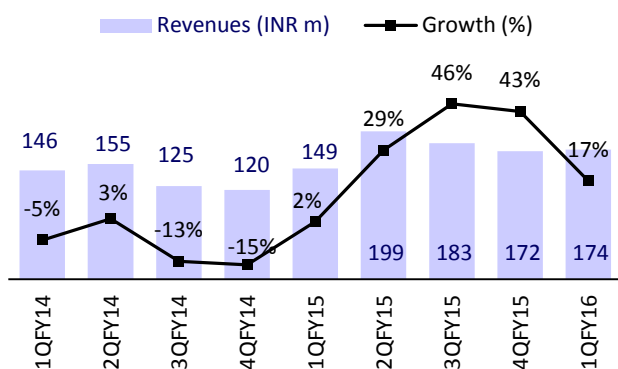


Exhibit 9: Laminates EBIT margin trend

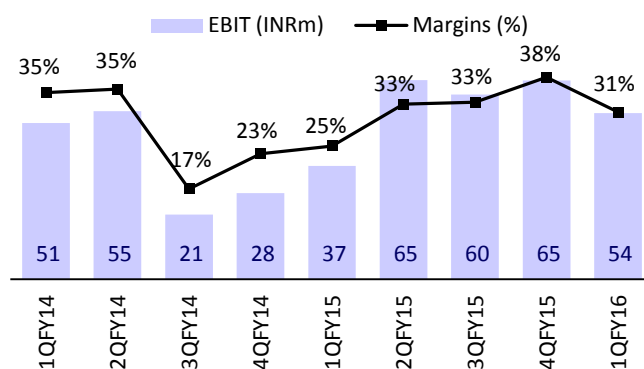


Logistics post strong growth coupled with margins expansion

- Logistics division grew by 17% this quarter to INR174m, contributing 5% to revenues and 9% to EBIT.
- Margins for the division expanded 600 bps to 31% as against 25% in 1QFY15.

Exhibit 10: Logistics grew by 17% YoY

Source: Company, MOSL

Exhibit 11: Laminates EBIT margin trend

Source: Company, MOSL

Announces foray in MDF

- With management confident of profitable foray in MDF, CPBI announced it is evaluating setting up 1,46,000 CBM annual capacity for MDF at a cost of INR3b, exact plans of which will be finalized over the next quarter.
- Management is evaluating to put up a plant in either Andhra Pradesh, Uttarkand, or Punjab.
- Punjab has an exemption on VAT to the extent of 80% of the value of capex. Hence, if CPBI puts up a plant in Punjab at a cost of INR3b, it will get VAT benefit to the extent of INR2.4b.
- Management guides that the plan for MDF is at an evaluation level currently and hence exact profitability (RoCE) as per preliminary estimates could be ~20%.
- CPBI is considering installing Chinese machinery for its MDF unit as against European machinery which could result in saving of ~30-35%.

Other conference call highlights

- Lower end products of the market have been performing better than the premium products. Even for CPBI lower end products like Sainik posted positive growth during the quarter as against -6% growth posted by plywood division.
- Veneer capacity in Myanmar to be expanded from 35,000 CBM to 40,000 CBM, similarly capacity in Laos to be expanded from 16,000 CBM to 32,000 CBM. Management also plans to set up a plant in Indonesia.
- Margins in veneer stand at ~25% as against plywood division margin of 17%.

Valuation and view

Duopoly market with strong headroom for growth

India's INR200b plywood market is largely unorganized – fragmented players account for 77% of the market. Century Plyboards (CPBI) and Greenply Industries (MTLM) dominate the organized market. They are the only pan-India players and enjoy ~25% share each of the organized plywood market. While the overall plywood market is growing at 5-7%, organized players are growing at 10-15%. There is a shift from the unorganized to the organized segment (estimated at 200bp annually), largely driven by (1) superior quality (organized players offer warranties and termite/borer-resistant products), (2) wider product range (1,600 SKUs against unorganized players' 400 SKUs), (3) better product aesthetics, and (4) brand pull (aggressive advertising campaigns).

Century Plyboards the brand leader in the Indian plywood industry

CPBI is the leader in the organized plywood market with 25% market share. Though MTLM enjoys almost equal market share, market researcher Synovate's independent studies indicate much higher brand recall for *Century Ply*. The third-largest player, Sarda Plywood, is not even 1/5th the size of CPBI. CPBI invests regularly in marketing activities, with annual ad spends at 3% of sales. It has built its brand reputation on consistent quality, pioneering product features like termite/borer resistance, and warranties.

Market leadership, strong growth, improving return ratios to drive re-rating

With brand leadership in a duopoly market coupled with minimal penetration of organized players, we believe CPBI is well-placed to capture the strong growth potential of India's plywood and laminates market. Brand pull, along with likely implementation of reforms like GST would further accelerate growth, in our view. Given improving return ratios (26% RoCE in FY15; expected to reach 33% by FY17), strong EPS growth (22% CAGR over FY15-17), and strong medium-term growth visibility, we believe CPBI deserves multiples in line with similar building product leaders. Maintain **Buy** with a PT of INR250 (25x FY17E EPS).

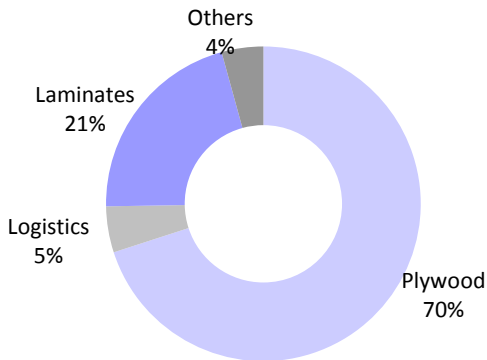
Exhibit 12: Peer comparison

| Company Name | CMP (INR) | Market Cap (INR b) | PE (x) | | |
|---|------------|--------------------|-------------|-------------|-------------|
| | | | FY15 | FY16E | FY17E |
| Century Plyboards India Ltd | 186 | 41.3 | 28.1 | 22.7 | 18.8 |
| Greenply Industries Ltd | 841 | 20.3 | 16.3 | 16.6 | 13.7 |
| Other building product companies | | | | | |
| Kajaria Ceramics Ltd | 752 | 59.8 | 33.1 | 28.1 | 21.9 |
| Astral Polytechnik Ltd | 390 | 46.1 | 58.7 | 31.5 | 22.9 |
| Asian Paints Ltd | 705 | 676.2 | 48.5 | 36.5 | 30.3 |
| Average | | | 46.8 | 32 | 25 |

Source: Company, MOSL

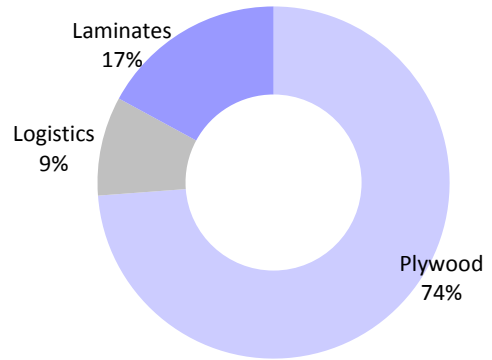
Story in charts

Exhibit 13: Revenue Contribution in 1QFY16 (%)



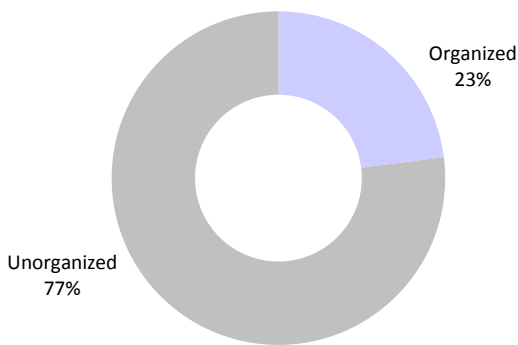
Source: MOSL, Company

Exhibit 14: EBIT mix (%)



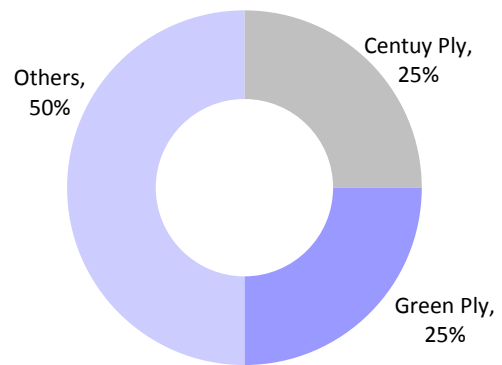
Source: MOSL, Company

Exhibit 15: Plywood industry largely unorganized currently



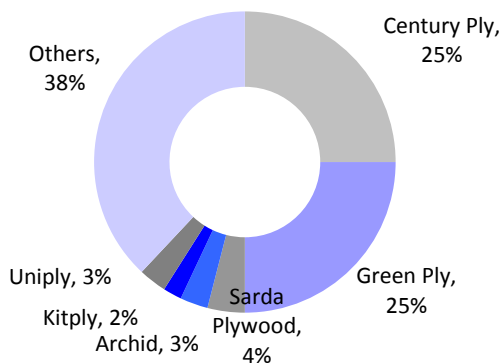
Source: MOSL, Company

Exhibit 16: Market share of organized players



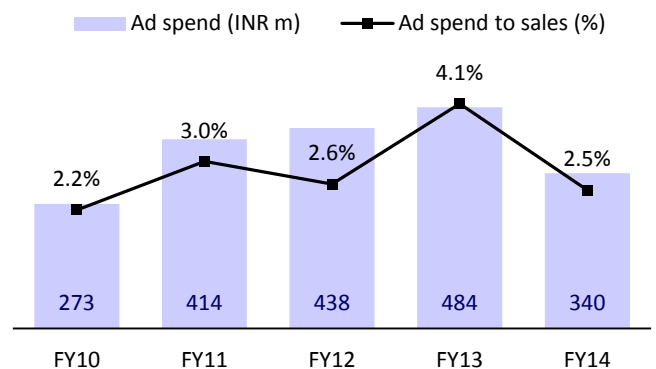
Source: MOSL, Company

Exhibit 17: Century Ply and Greenply dominate the market



Source: MOSL, Company

Exhibit 18: Advertising investments average 3% annually



Source: MOSL, Company

Financials and valuations

| Consolidated - Income Statement | | | | | | | (INR Million) | |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Y/E March | FY10 | FY11 | FY12 | FY13 | FY14 | FY15 | FY16E | FY17E |
| Total Income from Operations | 12,618 | 13,601 | 16,674 | 11,817 | 13,477 | 15,884 | 17,282 | 20,075 |
| Change (%) | 12.4 | 7.8 | 22.6 | -29.1 | 14.0 | 17.9 | 8.8 | 16.2 |
| Total Expenditure | 10,167 | 11,107 | 13,821 | 10,583 | 11,894 | 13,181 | 14,102 | 16,361 |
| % of Sales | 80.6 | 81.7 | 82.9 | 89.6 | 88.3 | 83.0 | 81.6 | 81.5 |
| EBITDA | 2,451 | 2,493 | 2,853 | 1,234 | 1,582 | 2,703 | 3,180 | 3,714 |
| Margin (%) | 19.4 | 18.3 | 17.1 | 10.4 | 11.7 | 17.0 | 18.4 | 18.5 |
| Depreciation | 452 | 508 | 556 | 280 | 387 | 485 | 539 | 637 |
| EBIT | 1,999 | 1,985 | 2,297 | 954 | 1,195 | 2,218 | 2,641 | 3,077 |
| Int. and Finance Charges | 252 | 232 | 585 | 404 | 603 | 456 | 421 | 331 |
| Other Income | 301 | 85 | 50 | 72 | 37 | 33 | 40 | 48 |
| PBT bef. EO Exp. | 2,049 | 1,838 | 1,762 | 622 | 629 | 1,796 | 2,260 | 2,794 |
| EO Items | 0 | 0 | -206 | 0 | 0 | 0 | 0 | 0 |
| PBT after EO Exp. | 2,049 | 1,838 | 1,555 | 622 | 629 | 1,796 | 2,260 | 2,794 |
| Current Tax | 205 | -51 | 64 | 17 | 28 | 296 | 407 | 559 |
| Deferred Tax | 12 | -7 | -6 | 29 | -32 | 0 | 0 | 0 |
| Tax Rate (%) | 10.6 | -3.2 | 3.7 | 7.4 | -0.7 | 16.5 | 18.0 | 20.0 |
| Less: Minority Interest | 370 | 351 | 270 | 25 | 31 | 10 | 11 | 12 |
| Reported PAT | 1,462 | 1,546 | 1,228 | 552 | 603 | 1,490 | 1,843 | 2,223 |
| Adjusted PAT | 1,462 | 1,546 | 1,426 | 552 | 603 | 1,490 | 1,843 | 2,223 |
| Change (%) | 62.6 | 5.7 | -7.7 | -61.3 | 9.2 | 147.2 | 23.7 | 20.7 |
| Margin (%) | 11.6 | 11.4 | 8.6 | 4.7 | 4.5 | 9.4 | 10.7 | 11.1 |

| Consolidated - Balance Sheet | | | | | | | (INR Million) | |
|-------------------------------------|---------------|---------------|---------------|--------------|--------------|--------------|---------------|---------------|
| Y/E March | FY10 | FY11 | FY12 | FY13 | FY14 | FY15 | FY16E | FY17E |
| Equity Share Capital | 228 | 228 | 228 | 223 | 223 | 223 | 223 | 223 |
| Total Reserves | 4,639 | 6,061 | 7,038 | 2,336 | 2,708 | 3,671 | 5,152 | 6,911 |
| Net Worth | 4,867 | 6,289 | 7,266 | 2,558 | 2,931 | 3,894 | 5,375 | 7,134 |
| Minority Interest | 1,240 | 1,558 | 1,794 | 86 | 115 | 55 | 55 | 55 |
| Deferred Liabilities | 35 | 35 | 29 | 27 | 4 | 8 | 8 | 8 |
| Total Loans | 4,204 | 5,664 | 10,482 | 5,419 | 5,801 | 4,706 | 3,706 | 2,906 |
| Capital Employed | 10,345 | 13,545 | 19,570 | 8,090 | 8,850 | 8,662 | 9,143 | 10,102 |
| Gross Block | 5,455 | 6,756 | 7,220 | 4,123 | 4,895 | 4,997 | 5,997 | 6,997 |
| Less: Accum. Deprn. | 1,960 | 2,494 | 3,091 | 1,396 | 1,731 | 2,216 | 2,754 | 3,391 |
| Net Fixed Assets | 3,495 | 4,262 | 4,129 | 2,728 | 3,164 | 2,782 | 3,243 | 3,606 |
| Curr. Assets, Loans&Adv. | 6,640 | 8,583 | 10,030 | 6,085 | 6,793 | 7,890 | 8,110 | 9,082 |
| Inventory | 2,105 | 2,555 | 3,105 | 2,293 | 3,029 | 3,322 | 3,447 | 4,004 |
| Account Receivables | 1,286 | 1,522 | 1,951 | 1,793 | 2,089 | 2,683 | 2,841 | 3,135 |
| Cash and Bank Balance | 496 | 364 | 685 | 1,020 | 387 | 374 | 191 | 149 |
| Loans and Advances | 2,754 | 4,142 | 4,289 | 980 | 1,289 | 1,510 | 1,631 | 1,794 |
| Curr. Liability & Prov. | 1,495 | 2,358 | 2,331 | 1,268 | 1,389 | 2,013 | 2,213 | 2,590 |
| Account Payables | 1,403 | 2,052 | 2,303 | 1,166 | 1,063 | 1,585 | 1,699 | 1,973 |
| Provisions | 92 | 306 | 28 | 102 | 326 | 428 | 514 | 617 |
| Net Current Assets | 5,146 | 6,225 | 7,699 | 4,817 | 5,404 | 5,877 | 5,897 | 6,492 |
| Deferred Tax assets | 21 | 28 | 29 | 2 | 11 | 0 | 0 | 0 |
| Misc Expenditure | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Appl. of Funds | 10,345 | 13,545 | 19,571 | 8,090 | 8,850 | 8,663 | 9,144 | 10,102 |

Financials and valuations

Ratios

| Y/E March | FY10 | FY11 | FY12 | FY13 | FY14 | FY15 | FY16E | FY17E |
|-------------------------------|------------|------------|------------|------------|------------|------------|------------|-------------|
| Basic (INR) | | | | | | | | |
| EPS | 6.4 | 6.8 | 6.3 | 2.5 | 2.7 | 6.7 | 8.3 | 10.0 |
| Cash EPS | 8.4 | 9.0 | 8.7 | 3.7 | 4.4 | 8.9 | 10.7 | 12.9 |
| BV/Share | 21.4 | 27.6 | 31.9 | 11.5 | 13.2 | 17.5 | 24.2 | 32.1 |
| DPS | 1.0 | 1.0 | 1.0 | 0.3 | 1.0 | 1.3 | 1.4 | 1.8 |
| Payout (%) | 18.4 | 16.8 | 21.1 | 11.8 | 41.8 | 21.7 | 19.6 | 20.9 |
| Valuation (x) | | | | | | | | |
| P/E | | | | | 69.4 | 28.1 | 22.7 | 18.8 |
| Cash P/E | | | | | 42.3 | 21.2 | 17.6 | 14.6 |
| P/BV | | | | | 14.3 | 10.7 | 7.8 | 5.9 |
| EV/Sales | | | | | 3.6 | 3.0 | 2.7 | 2.3 |
| EV/EBITDA | | | | | 31.1 | 17.8 | 14.9 | 12.5 |
| Dividend Yield (%) | 0.5 | 0.5 | 0.5 | 0.1 | 0.5 | 0.7 | 0.7 | 1.0 |
| FCF per share | 2.3 | -5.7 | -14.3 | -4.3 | -1.4 | 9.4 | 7.2 | 7.0 |
| Return Ratios (%) | | | | | | | | |
| RoE | 34.3 | 27.7 | 21.0 | 11.2 | 22.0 | 43.7 | 39.8 | 35.5 |
| RoCE | 27.4 | 19.7 | 15.8 | 8.0 | 14.7 | 26.0 | 30.3 | 32.7 |
| Working Capital Ratios | | | | | | | | |
| Asset Turnover (x) | 1.2 | 1.0 | 0.9 | 1.5 | 1.5 | 1.8 | 1.9 | 2.0 |
| Inventory (Days) | 61 | 69 | 68 | 71 | 82 | 76 | 73 | 73 |
| Debtor (Days) | 36 | 39 | 40 | 51 | 52 | 57 | 56 | 53 |
| Creditor (Days) | 110 | 130 | 112 | 58 | 50 | 69 | 69 | 69 |
| Working Cap. Turnover (Days) | 135 | 157 | 154 | 117 | 136 | 126 | 121 | 115 |
| Leverage Ratio (x) | | | | | | | | |
| Current Ratio | 4.4 | 3.6 | 4.3 | 4.8 | 4.9 | 3.9 | 3.7 | 3.5 |
| Interest Cover Ratio | 8 | 9 | 4 | 2 | 2 | 5 | 6 | 9 |
| Debt/Equity | 0.9 | 0.9 | 1.4 | 2.1 | 2.0 | 1.2 | 0.7 | 0.4 |

Consolidated - Cash Flow Statement

(INR Million)

| Y/E March | FY10 | FY11 | FY12 | FY13 | FY14 | FY15 | FY16E | FY17E |
|----------------------------------|---------------|---------------|---------------|---------------|-------------|---------------|---------------|---------------|
| OP/(Loss) before Tax | 2,048 | 1,838 | 1,555 | 623 | 629 | 1,796 | 2,260 | 2,794 |
| Depreciation | 452 | 508 | 556 | 280 | 387 | 485 | 539 | 637 |
| Interest & Finance Charges | 213 | 189 | 554 | 395 | 580 | 456 | 421 | 331 |
| Direct Taxes Paid | -335 | -363 | -365 | -105 | -117 | -296 | -407 | -559 |
| (Inc)/Dec in WC | -310 | -338 | -1,239 | -600 | -1,168 | -485 | -203 | -637 |
| CF from Operations | 2,068 | 1,835 | 1,062 | 592 | 311 | 1,955 | 2,609 | 2,566 |
| Others | -83 | 18 | 157 | 12 | 28 | 0 | -11 | -12 |
| CF from Operating incl EO | 1,986 | 1,853 | 1,219 | 604 | 339 | 1,955 | 2,599 | 2,554 |
| (inc)/dec in FA | -1,455 | -3,144 | -4,466 | -1,570 | -643 | 137 | -1,000 | -1,000 |
| Free Cash Flow | 530 | -1,291 | -3,247 | -966 | -305 | 2,092 | 1,599 | 1,554 |
| CF from Investments | -1,558 | -3,301 | -4,233 | -1,812 | -690 | 105 | -1,000 | -1,000 |
| Issue of Shares | 0 | 0 | 0 | -5 | 0 | 0 | 0 | 0 |
| Inc/(Dec) in Debt | 152 | 1,651 | 4,512 | -5,063 | 382 | -1,095 | -1,000 | -800 |
| Interest Paid | -214 | -203 | -623 | -404 | -594 | -456 | -421 | -331 |
| Dividend Paid | -222 | -81 | -478 | -65 | -59 | -323 | -361 | -465 |
| Others | -38 | -51 | -77 | 7,079 | -11 | -199 | 0 | 0 |
| CF from Fin. Activity | -323 | 1,317 | 3,335 | 1,542 | -281 | -2,073 | -1,782 | -1,595 |
| Inc/Dec of Cash | 105 | -132 | 321 | 334 | -632 | -13 | -183 | -41 |
| Opening Balance | 390 | 496 | 364 | 685 | 1,019 | 387 | 374 | 191 |
| Closing Balance | 496 | 364 | 685 | 1,019 | 387 | 374 | 191 | 149 |

Corporate profile: Century Plyboards

Company description

Century Plyboards (CPBI) operates in four key verticals: Plywood, Laminates and Logistics. The plywood segment contributes ~74% to revenues, while the laminates segment contributes ~19% to revenues and logistics contributes ~4% to revenues. Around 90% of CPBI's products are marketed through the retail network. Only 10% are marketed through the discount-driven OEM network.

CPBI invests regularly in marketing activities, with annual ad spends at 3% of sales (4% for plywood division).

Exhibit 25: Sensex rebased

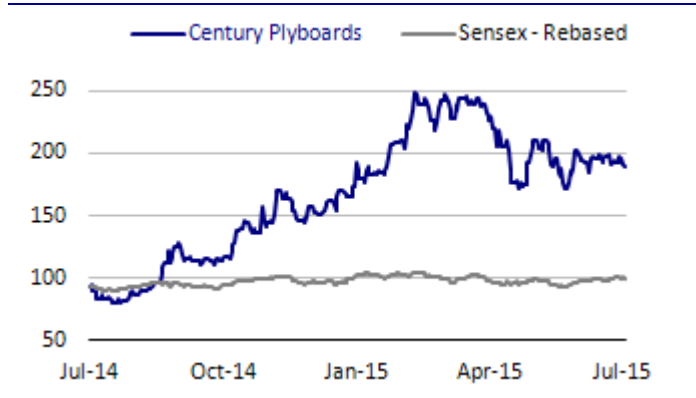


Exhibit 20: Shareholding pattern (%)

| | Jun-15 | Mar-15 | Jun-14 |
|----------|--------|--------|--------|
| Promoter | 73.3 | 73.3 | 74.5 |
| DII | 3.1 | 3.3 | 0.5 |
| FII | 8.8 | 8.5 | 3.0 |
| Others | 14.7 | 14.8 | 22.0 |

Note: FII Includes depository receipts

Exhibit 22: Top management

| Name | Designation |
|---------------------|-------------------|
| Sajjan Bhajanka | Chairman |
| Hari Prasad Agarwal | Vice Chairman |
| Vishnu Khemani | Managing Director |
| Sanjay Agarwal | Managing Director |
| Prem Kumar Bhajanka | Managing Director |

Exhibit 24: Auditors

| Name | Type |
|-----------------------|--------------|
| S R Batliboi & Co LLP | Statutory |
| Singhi & Co | Statutory |
| B G Chowdhury & Co | Cost Auditor |

Exhibit 21: Top holders

| Holder Name | % Holding |
|--|-----------|
| Government Pension Fund Global | 2.5 |
| Gmo Emerging Domestic Opportunities Fund | 1.7 |
| Patton International Limited | 1.3 |
| Canara Hsbc Oriental Bank Of Commerce Life | 1.3 |

Exhibit 23: Directors

| Name | Name |
|-------------------------|---------------|
| Asit Pal* | Mamta Binani* |
| Santanu Ray* | Ajay Baldawa* |
| Mangi Lal Jain* | |
| Samarendra Mitra* | |
| Manindra Nath Banerjee* | |

*Independent

Exhibit 25: MOSL forecast v/s consensus

| EPS (INR) | MOSL forecast | Consensus forecast | Variation (%) |
|-----------|---------------|--------------------|---------------|
| FY16 | 8.3 | - | - |
| FY17 | 10.0 | - | - |

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