Stylam Industries

Demand to revive soon; expansion on track

We recently met Stylam's promoter, Jagdish Gupta, MD, and Kishan Nagpal, CFO, during a visit to their manufacturing plant, which is Asia's largest singlelocation manufacturing facility in Chandigarh. The management senses a revival in export market demand and expects an uptick in domestic demand soon. For exports, it expects Q3FY24 volume to take a hit owing to the war situation in Israel. However, once the Israel situation normalises, Stylam expects strong demand from that region. Laminate raw material cost and realisation have been broadly stable in the last few months. Management is confident the government will levy anti-dumping duty in the next few quarters on low-cost and low-quality acrylic dumping by Chinese/Korean entities. This is expected to act as a key catalyst for boosting sales in this segment. Stylam's debottlenecking expansion is almost complete, enhancing its revenue potential by ~25% (Capex: INR 300mn). Further, it expects the completion of laminates brownfield expansion, costing INR 1.5bn with a revenue potential of INR 5bn, by the end of Sep-24. We like Stylam for its industry-leading growth (~2x vs industry), robust EBITDA margin (~20%), healthy balance sheet (net cash), and impressive return ratio profile (ROE > 25%). We maintain our BUY rating with an unchanged target price of INR 2,300/sh (22x its Sep'25E consolidated EPS).

- Demand expected to pick up, prices to remain stable: Management highlighted domestic laminate market demand is muted, which is expected to pick up soon. It plans to add a dealer network to gain market share, with no big advertisement plan like peers. For exports, it expects Q3FY24 volume will take a hit owing to the war in Israel, one of its key exporting nations. Israel sales are quite weak now. As Israel's situation normalises, reconstruction demand should accelerate sales. Management is also sensing initial signs of a pick-up in the laminates export market. Due to cost competitiveness (low labour cost in India) and the closing of the laminate manufacturing unit in Europe, it expects India's laminate exports to remain healthy. On the back of strong client relations, quick service, ethical practices, and aiming for new geographies, it believes it will continue to gain market share in export. It targets to become the No. 1 laminate exporter from India (currently positioned second). It expects to gain market share in the domestic market too. Laminate raw material cost and realisation have been broadly stable in the last few months.
- Anti-dumping will be a game changer for acrylic segment: Stylam has invested ~INR 0.5bn in acrylic segment, which has INR 4bn revenue potential (currently operating at ~10% utilisation). Management believes even at this low utilisation, the acrylic segment will break even on EBITDA. Once this segment ramps up, its operating margin will be in line with the laminate segment margin. Management is confident the Government will levy antidumping duty in the next few quarters on low-cost as well as low-quality acrylic dumping by Chinese/Koreans. It will act as a key catalyst in boosting this segment's sales. It is focusing on acrylic sales in export too. In the absence of clarity on anti-dumping duty, we have modelled the acrylic segment will operate at only 15% capacity utilisation in FY26, implying 46% revenue CAGR from FY23-26 (on a low base). We estimate acrylic segment revenue share for Stylam will increase from 2.2% in FY23 to 4.7% in FY26.

BUY

CMP (as on 22	INR 1,748	
Target Price		INR 2,300
NIFTY		21,349
KEY CHANGES	OLD	NEW
Rating	BUY	BUY
Price Target	INR 2,300	INR 2,300
EPS	FY24E	FY25E
revision %	(1.8)	(0.4)

KEY STOCK DATA

Bloomberg code	SYIL IN
No. of Shares (mn)	17
MCap (INR bn) / (\$ mn)	30/362
6m avg traded value (INR m	nn) 90
52 Week high / low	INR 1,980/942

STOCK PERFORMANCE (%)

	3M	6 M	12M
Absolute (%)	3.5	8.2	57.5
Relative (%)	(4.2)	(4.3)	40.6

SHAREHOLDING PATTERN (%)

	Jun-23	Sep-23
Promoters	54.61	54.61
FIs & Local MFs	12.96	11.60
FPIs	3.59	4.00
Public & Others	28.84	29.80
Pledged Shares	-	-

Source: BSE

Pledged shares as % of total shares

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Stylam Industries: Company Update

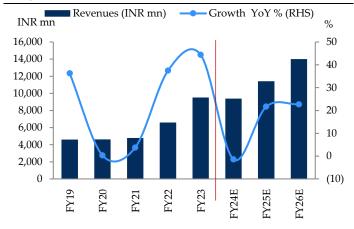


- Capex on track: Stylam's debottlenecking expansion is almost complete, which has increased its revenue potential by ~25% (Capex: INR 300mn). It expects the laminate brownfield expansion, costing INR 1.5bn with INR 5bn revenue potential, to be completed by Sep-24 end. Equipment is ordered for this expansion. This plant will manufacture large-size laminates (currently missing from the product portfolio), mainly catering to the export market. Owing to less competition in these types of laminates, margins are better in this. Stylam laminate revenue potential will increase to INR 18bn after this expansion. It has room for further brownfield expansion at this location.
- Valuation and recommendation: We expect strong laminate volume growth in FY25/26 on the back of a pick-up in demand and ramp-up of sales from ongoing brownfield expansion, which will fill the product portfolio gap of large-size laminates. The acrylic segment will grow rapidly on a low base. We expect it to deliver robust 14/14/24/28% volume/revenue/EBITDA/PAT CAGRs from FY23-26. We like Stylam for its industry-leading growth (~2x vs industry) and EBITDA margin (~20%), healthy balance sheet (net cash), and impressive return ratio profile (ROE > 25%). We maintain our BUY rating with an unchanged target price of INR 2,300/sh (22x its Sep'25E consolidated EPS).

Company background

Stylam was incorporated by the late Mr NR Aggarwal in 1991 along with his sons, Mr Jagdish Gupta and late Mr Satish Gupta. The company produces laminates under the "Stylam" brand. It has an installed capacity of 16mn laminate sheets per year at two locations in Haryana. It also manufactures solid acrylic surfaces and panels. The company exports to more than 80 countries, which accounts for two-thirds of its revenue and the balance revenue is contributed from the domestic market. With over thirty years of experience in the field, the company runs Asia's largest single-location laminate production factory with a diversified product line that caters to a wide range of customer demands. The company has also expanded into a new market and built a short-cycle press capacity for laminating impregnated paper on Medium Density Fibre (MDF) panels.

FY23-26E consolidated revenue CAGR: +14% (volume-led)



Source: Company, HSIE Research

We expect NSR to reduce in FY24, following the cooloff in raw material prices and ocean freight rate. NSR should gradually increase during FY25/FY26



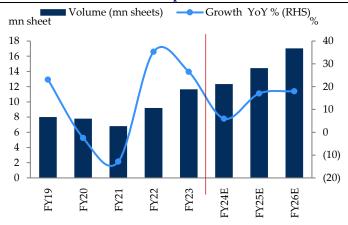
Source: Company, HSIE Research

FY23-26E consolidated APAT CAGR: +27% (higher EBITDA, lower interest expense)



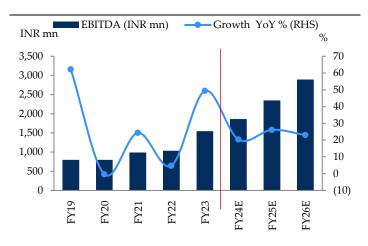
Source: Company, HSIE Research

FY23-26E consolidated volume CAGR: +14%, owing to increase in domestic and export market share



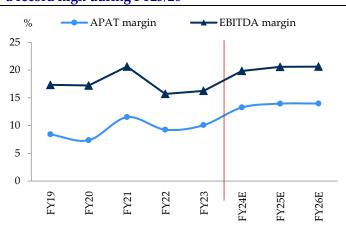
Source: Company, HSIE Research

FY23-26E consolidated EBITDA CAGR: +23% (improvement in gross margin and op-lev gain)

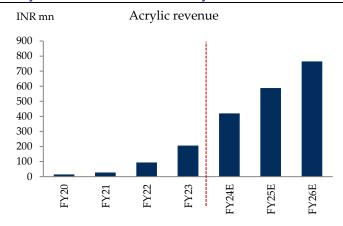


Source: Company, HSIE Research

Profit margin has increased over the years; it could be at a record high during FY25/26

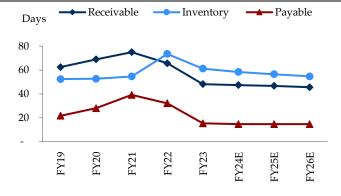


Acrylic revenue is growing rapidly on a low base and is likely to rise to 4.7% of revenue by FY26 vs. 2.2% in FY23



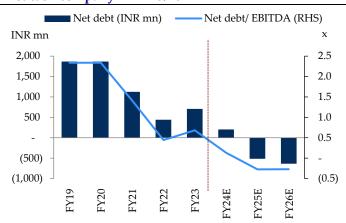
Source: Company, HSIE Research

Reduction in debtor days is offset by a decrease in payable days, so net working capital has remained almost the same in the last few years



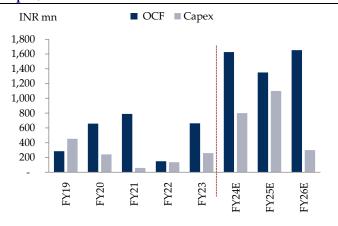
Source: Company, HSIE Research

Owing to its healthy OCF, we expect Stylam will remain net cash company in FY25/26



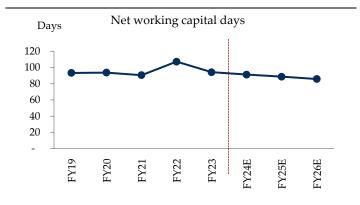
Source: Company, HSIE Research

Stylam OCF will remain strong during FY24-26E (OCF > Capex)



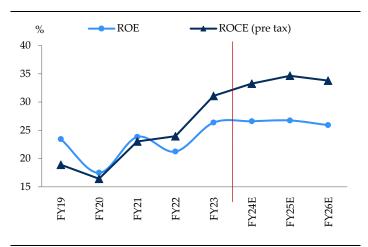
Source: Company, HSIE Research

We expect no major change in Stylam's net WC days in the next few years; it will remain ~3 months



Source: Company, HSIE Research

Return ratios will continue to remain healthy





Key operational assumptions (consolidated)

Particulars	FY22	FY23	FY24E	FY25E	FY26E
Sales Volume (mn sheets)	9.2	11.6	12.3	14.4	17.0
YoY change (%)	35.3	26.5	6.0	17.0	18.0
NSR (INR/sheet)	717	818	761	791	823
YoY %	1.6	14.1	(7.0)	4.0	4.0
EBITDA (INR/sheet)	113	133	151	163	170
YoY %	(22.6)	18.0	13.6	7.8	4.3

Source: Company, HSIE Research

Estimates revision summary (consolidated)

We have trimmed our FY24 volume estimates, owing to sub-par export demand (war in Israel), leading to a cut in revenue, EBITDA, and APAT. We have marginally tweaked our FY25/FY26 estimates.

INR bn	FY24E	FY24E	Change	FY25E	FY25E	Change	FY26E	FY26E	Change
INK bii	Old	Revised	%	Old	Revised	%	Old	Revised	%
Net Sales	9.76	9.39	-3.8	11.67	11.42	-2.1	14.04	14.02	9.76
EBITDA	1.94	1.86	-3.7	2.37	2.35	-0.9	2.88	2.89	1.94
APAT	1.27	1.25	-1.8	1.60	1.59	-0.4	1.94	1.96	1.27



Financials

Consolidated Income Statement

YE Mar (INR mn)	FY22	FY23	FY24E	FY25E	FY26E
Revenues	6,593	9,521	9,386	11,421	14,016
Growth %	37.5	44.4	(1.4)	21.7	22.7
Raw Material	3,755	5,310	5,049	6,143	7,612
Power & Fuel	372	527	503	583	715
Freight Expense	513	912	687	803	995
Employee cost	548	688	791	949	1,091
Other Expenses	370	536	493	592	710
EBITDA	1,037	1,548	1,864	2,351	2,892
EBIDTA Margin (%)	15.7	16.3	19.9	20.6	20.6
EBITDA Growth %	4.7	49.3	20.4	26.1	23.0
Depreciation	233	200	216	257	320
EBIT	804	1,348	1,648	2,094	2,573
Other Income	80	14	40	43	52
Interest	78	82	23	12	12
PBT	806	1,281	1,665	2,125	2,612
Tax	195	321	420	531	653
RPAT	611	960	1,245	1,594	1,959
EO (Loss) / Profit (Net Of Tax)	-	-	-	-	-
APAT	611	960	1,245	1,594	1,959
APAT Growth (%)	10.6	57.1	29.8	28.0	22.9
AEPS	36.1	56.6	73.5	94.0	115.6
AEPS Growth %	10.6	57.1	29.8	28.0	22.9

Source: Company, HSIE Research

Consolidated Balance Sheet

YE Mar (INR mn)	FY22	FY23	FY24E	FY25E	FY26E
SOURCES OF FUNDS					
Share Capital	85	85	85	85	85
Reserves And Surplus	3,075	4,035	5,156	6,591	8,354
Total Equity	3,160	4,120	5,241	6,675	8,439
Long-term Debt	235	110	-	-	-
Short-term Debt	559	362	100	100	100
Total Debt	794	472	100	100	100
Deferred Tax Liability	108	100	100	100	100
TOTAL SOURCES OF FUNDS	4,063	4,691	5,441	6,875	8,639
APPLICATION OF FUNDS					
Net Block	1,787	1,718	1,902	3,245	3,126
Capital WIP	-	128	528	28	128
Total Non-current Investments	11	11	11	11	11
Total Non-current Assets	1,799	1,858	2,442	3,285	3,265
Inventories	1,329	1,598	1,502	1,770	2,102
Debtors	1,188	1,258	1,220	1,462	1,752
Cash and Cash Equivalents	87	267	616	738	1,934
Other Current Assets (& Loans/adv)	487	399	438	500	594
Total Current Assets	3,090	3,523	3,775	4,470	6,383
Creditors	580	398	375	457	561
Other Current Liabilities & Provns	246	291	401	423	449
Total Current Liabilities	826	690	777	880	1,010
Net Current Assets	2,264	2,834	2,999	3,590	5,373
TOTAL APPLICATION OF FUNDS	4,063	4,691	5,441	6,875	8,639



Consolidated Cash Flow

YE Mar (INR mn)	FY22	FY23	FY24E	FY25E	FY26E
Reported PBT	806	1,281	1,665	2,125	2,612
Non-operating & EO Items	(68)	(4)	(40)	(43)	(52)
Interest Expenses	78	33	23	12	12
Depreciation	233	200	216	257	320
Working Capital Change	(708)	(591)	183	(469)	(587)
Tax Paid	(191)	(257)	(420)	(531)	(653)
OPERATING CASH FLOW (a)	149	662	1,628	1,351	1,653
Capex	(137)	(259)	(800)	(1,100)	(300)
Free Cash Flow (FCF)	12	403	828	251	1,353
Investments	(163)	132	-	-	-
Non-operating Income	4	4	40	43	52
INVESTING CASH FLOW (b)	(296)	(123)	(760)	(1,057)	(248)
Debt Issuance/(Repaid)	203	(325)	(372)	-	-
Interest Expenses	(78)	(33)	(23)	(12)	(12)
FCFE	137	45	433	239	1,341
Share Capital Issuance	-	-	-	-	-
Dividend	(42)	-	(125)	(159)	(196)
FINANCING CASH FLOW (c)	82	(358)	(519)	(171)	(208)
NET CASH FLOW (a+b+c)	(65)	181	349	122	1,196
Closing Cash & Equivalents	87	267	616	738	1,934

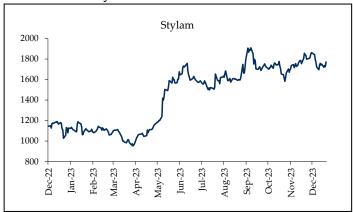
Source: Company, HSIE Research

Key Ratios

	FY22	FY23	FY24E	FY25E	FY26E
PROFITABILITY %					
EBITDA Margin	15.7	16.3	19.9	20.6	20.6
EBIT Margin	12.2	14.2	17.6	18.3	18.4
APAT Margin	9.3	10.1	13.3	14.0	14.0
RoE	21.2	26.4	26.6	26.8	25.9
RoIC (pre tax)	22.5	32.5	38.3	40.2	40.5
RoCE (pre tax)	24.0	31.1	33.3	34.7	33.8
EFFICIENCY					
Tax Rate %	24.2	25.1	25.2	25.0	25.0
Fixed Asset Turnover (x)	2.2	3.0	2.7	2.6	2.6
Inventory (days)	74	61	58	57	55
Debtors (days)	66	48	47	47	46
Other Current Assets (days)	27	15	17	16	15
Payables (days)	32	15	15	15	15
Other Current Liab & Provns (days)	14	11	16	14	12
Cash Conversion Cycle (days)	121	98	93	91	90
Net Debt/EBITDA (x)	0.7	0.1	(0.3)	(0.3)	(0.6)
Net D/E	0.2	0.0	(0.1)	(0.1)	(0.2)
Interest Coverage	10.3	16.5	72.1	174.5	214.4
PER SHARE DATA (Rs)					
EPS	36.1	56.6	73.5	94.0	115.6
CEPS	49.8	68.4	86.2	109.2	134.5
Dividend	2.5	-	7.3	9.4	11.6
Book Value	186.5	243.1	309.2	393.9	497.9
VALUATION					
P/E (x)	48.5	30.9	23.8	18.6	15.1
P/Cash EPS (x)	35.1	25.5	20.3	16.0	13.0
P/BV(x)	9.4	7.2	5.7	4.4	3.5
EV/EBITDA (x)	29.3	19.3	15.6	12.3	9.6
EV/MT (Rs bn)	2.12	2.09	1.82	1.45	1.39
Dividend Yield (%)	0.1	-	0.4	0.5	0.7



1 Yr Price History



Rating Criteria

BUY: >+15% return potential
ADD: +5% to +15% return potential
REDUCE: -10% to +5% return potential
SELL: >10% Downside return potential

Stylam Industries: Company Update



Disclosure:

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