



PENNAR INDUSTRIES LIMITED

Q2 INVESTOR PRESENTATION

NOVEMBER 2021



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Discussion Summary

- ❖ Results Update
- ❖ Covid Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ Segmental Revenue
- ❖ Q2FY22 Business Highlights segment wise
- ❖ Order Book
- ❖ Financial Highlights
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

Results Update

Particulars (Rs. in Mn)	Q2 FY22	Q2 FY21	YoY%	H1 FY22	H1 FY21	YoY%
Revenue From Operations (Net of Taxes)	5,517	3,904	41.3%	10,400	5,566	86.8%
Other Income	30	23	34.7%	56	50	11.0%
Total Income	5,547	3,927	41.3%	10,456	5,616	86.2%
COGS	3,494	2,304	51.6%	6,512	3,315	96.4%
Gross Profit	2,053	1,623	26.5%	3,943	2,301	71.4%
Gross Margin %	37.0%	41.3%	-431 bps	37.7%	41.0%	-326 bps
Employee Expenses	542	342	58.2%	946	654	44.7%
Other Expenses	1,077	954	12.9%	2,162	1,453	48.8%
EBITDA	435	327	33.1%	836	194	330.8%
EBITDA Margin %	7.8%	8.3%	-48 bps	8.0%	3.5%	454 bps
Depreciation	128	122	4.8%	255	243	5.2%
Finance Cost	197	198	-0.6%	380	396	-4.0%
PBT	110	7	1544.8%	201	-444	-145.1%
Tax expense	29	1	2790.0%	56	-110	-150.9%
PAT Before MI	81	6	1326.3%	145	-335	-143.2%
PAT Margin %	1.5%	0.1%	132 bps	1.4%	-6.0%	734 bps

Covid Update



- The company has opened all its manufacturing units, offices across India.
- All the covid protocols are followed to ensure safety of our employees, customers, vendors and all other stakeholders.
- As an organization we are 95%+ fully vaccinated
- We aim to achieve 100% of our employees by December end.
- We are conducting various health camps for all of our employees.

Engineering Products

- Wide range of customised engineering products catering to diverse sectors
- Strong designing & manufacturing capabilities

Engineering Projects

- Leading player in Pre-Engineered Buildings, Solar EPC, Designing & Engineering Services with presence in USA
- Water Treatment Solutions (EPC + O&M), Water Treatment Chemicals & Fuel Additives

Engineering Services

Emerging Leader in Structural Engineering Services, BIM (Building Information Modelling), Plant-Product Engineering Services, Industrial Automation, Digital Consultancy (IoT) & Value Added Solutions

**Diversified Engineering Company
With End-To-End Capabilities**

Wide Spectrum of Engineered
Products & Customised
Turnkey Engineering Solutions
Across Diverse Industries

**Extensive Product &
Service Offerings**

Diversified Engineering Company With End-To-End Capabilities

Wide Spectrum of Engineered Products & Customised Turnkey Engineering Solutions Across Diverse Industries



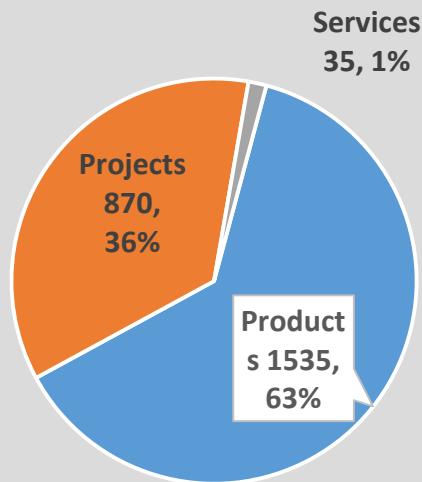
Strong Pedigree & Engineering Excellence	36+ Years of experience	1,500+ Engineered Products	1,000+ Customers Across Industries	7 Manufacturing Plants	2,500+ Employee Base	
Extensive Product & Service Offerings	Engineered Products *		Engineering Solutions**			
	<ul style="list-style-type: none"> Wide range of customised engineering products catering to diverse sectors Strong designing & manufacturing capabilities 		<ul style="list-style-type: none"> Leading player in Pre-Engineered Buildings, Solar EPC, Designing & Engineering Services with presence in USA Water Treatment Solutions (EPC + O&M), Water Treatment Chemicals & Fuel Additives 			
Exposure to High Growth Sectors	Automobiles	Construction & Infrastructure	Pre-Engineered	White Goods	Railways	Solar (MMS & PV)
Subsidiaries	Ascent Buildings Pennar Global Metals	Enertech Pennar Defense and Engineering Systems Private Ltd		Pennar GMBH	Pennar Global Inc	
Prominent Clientele From Diverse Sectors						

Note: * includes Steel Products BU, Tubes BU, Industrial Components BU, Railways BU, ** includes PEBS Pennar, Pennar Enviro, Pennar Global subsidiaries

Segmental Revenue

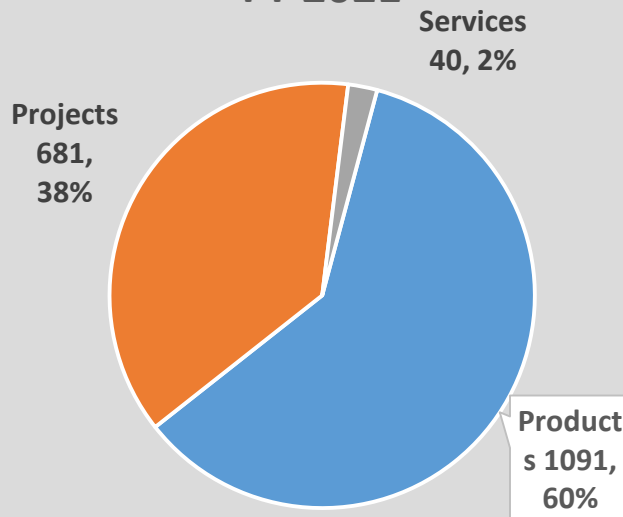


FY 2020



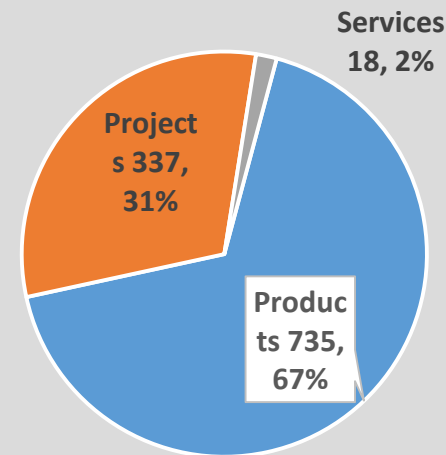
■ Products ■ Projects ■ Services

FY 2021



■ Products ■ Projects ■ Services

HY 2022



■ Products ■ Projects ■ Services

Products Q2-FY22 Highlights



- Industrial Components
- Hydraulics
- Solar Panels
- Aerospace Machined Components
- Automotive/ Manufacturing Engineering
- Steel Products and Profiles
- Railway Sub Assemblies
- Precision Tubes

- The revenue for the half year under the Products has increased from Rs.421.30 Crs to RS.599.96 Crs up by 42%
- The company is in the final stage of setting up Body in white manufacturing plant in Chennai, expected to start the commercial production in Q4.
- The company is in talks to acquire Engineering and precision company based out of France.

Projects Q2-FY22 Highlights



Projects include

- Pre Engineered Buildings
- Water Treatment
- Solar Structures

- The revenue for projects increased from Rs.258.58Cr in HY21 to 423.18Cr in HY22 up by 64%
- Step down subsidiary Ascent Building, USA has started its commercial production and became profitable.
- The orderbook in the PEB division has started increasing.

Engineering Services Q2-FY22 Highlights



➤ Structural Engineering Services

➤ BIM(Building Information Modelling)

➤ Plant-Product Engineering Services

➤ Industrial Automation

➤ Digital Consultancy(IOT) & Value added Solutions

- The revenue for Services decreased from Rs.19.50Cr in HY21 to 16.89Cr in HY22 down by 13%
- We have added 5 new customers in this division
- We added few customers from Norway & Italy, there by diversifying into new geography's.
- Our revenues from BIM & Plant engineering services has seen a double digit growth.
- Further to this we are planning to add new addressable market for this business

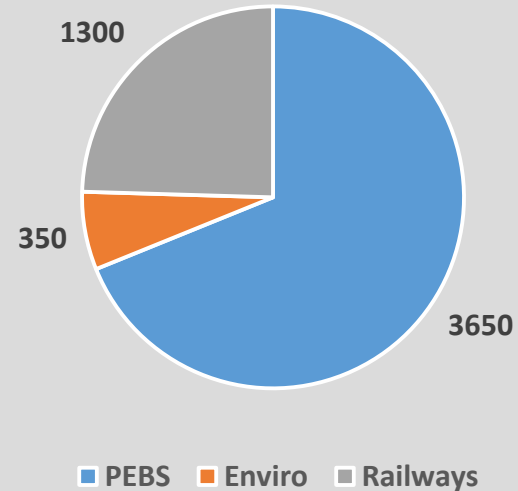
Order Book



- **Current order book position:-**

- Major PEBS Division order received from Lodha group, Matrix structures, Indo space.
- Major Enviro Division order received from Ambuja
- Major Railways Division order received from ICF & MCF

Order Book



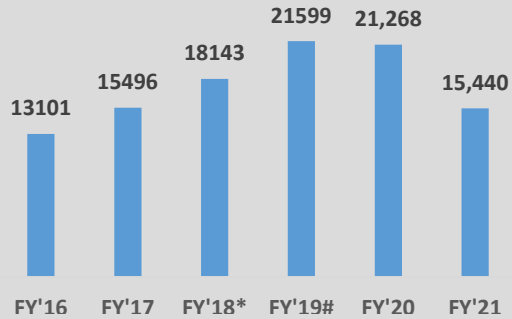
Financial Highlights

In Rs Mn

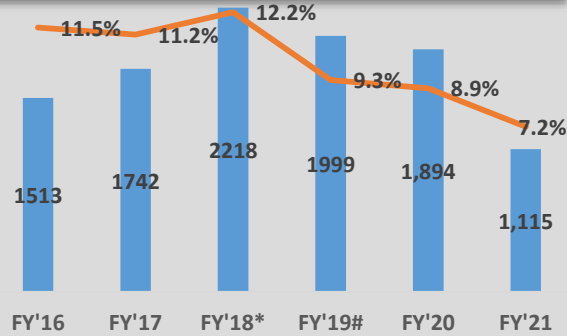


FY15-16 Figures are as per the I-GAAP, FY17-21 Figures are as per IND-AS

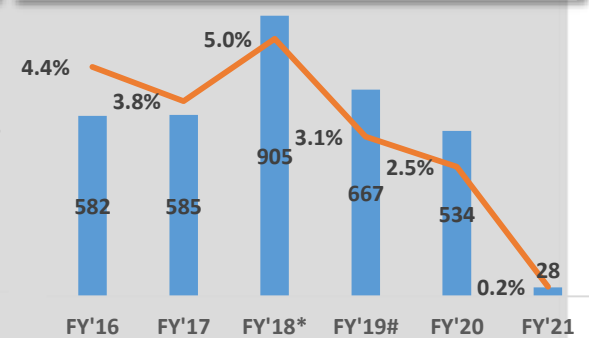
Total Revenues



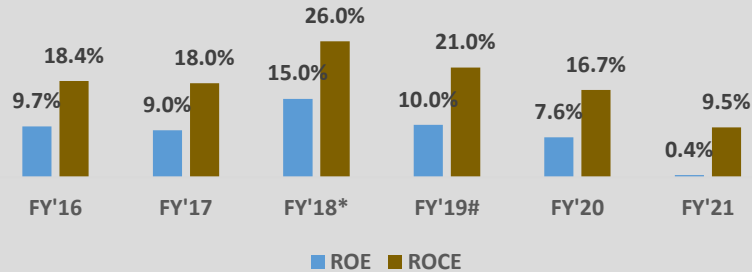
EBITDA & EBITDA Margin



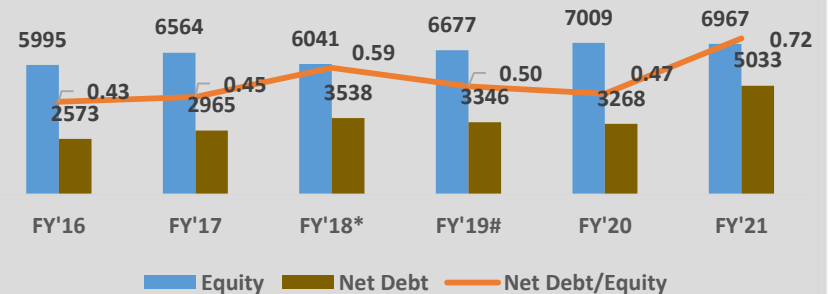
PAT Before MI & PAT Margin



Return Ratios



Leverage Analysis

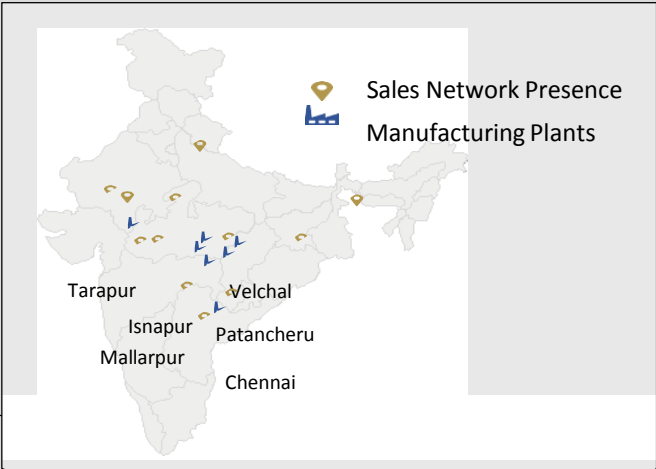


* adjusted to exclude exceptional and non-recurring items

Post Merger

ROE = PAT / Avg. (Equity + MI), ROCE = EBIT / Avg. Capital Employed (Total Debt + Equity + MI)

Robust Manufacturing Facilities & Strong Sales Network

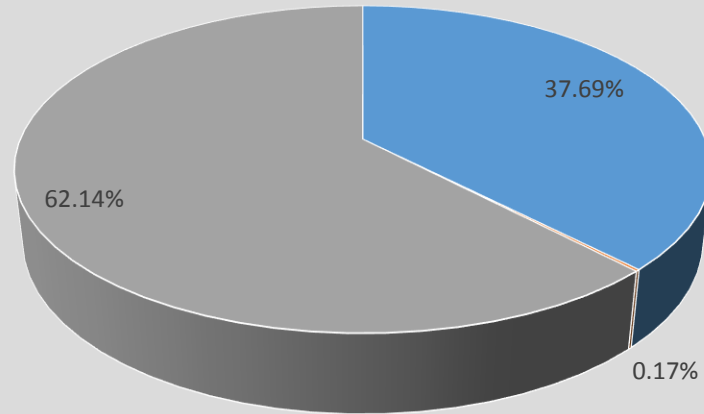


Location	Products
Patancheru, Andhra Pradesh	Press Components, Profiles, ESP / Building Products, Sheet Piles / Solar, Railway Components, CRSS, Fabrication
Chennai, Tamil Nadu	Coaches, Auto Profiles, Components / Hydraulics, Building Products, Body in white goods
Isnapur, Andhra Pradesh	CRSS, ERW / CDW Tubes, Profiles, Solar
Velchal, Telangana	Strip Galvanizing, Hot Dip Galvanizing, Pre engineered building systems
Tarapur, Maharashtra	Solar, Building Products, Auto Profiles, ESP
Sadashivpet, Telangana	Pre-Engineered Building Systems, Steel structures and Photo voltaic Module
Mallapur, Hyderabad	Fuel Additives, Water Treatment Chemicals & Solutions

Shareholding Structure



Shareholding Pattern – As on 30th Sept 2021



■ PROMOTERS ■ INSTITUTIONS ■ PUBLIC

Source: BSE

A background image of a modern industrial factory. In the foreground, a yellow robotic arm is visible, with the text 'PENNAR INDUSTRIES' printed on its side. The factory interior features a complex network of metal beams, pipes, and overhead lighting. In the background, other robotic arms and machinery are visible, along with a glass safety enclosure on the right side of the frame. The overall scene is brightly lit, showcasing a high-tech manufacturing environment.

Thanking You

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