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Discussion Summary

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- ❖ Consolidated Balance Sheet Statement
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- ❖ Shareholding Structure

Results Update

Particulars (Rs. in Crs)	Q4 FY22	Q4 FY21	YoY%	FY22	FY21	YoY%
Revenue From Operations (Net of Taxes)	692.77	556.79	24.4%	2,265.75	1,525.35	48.5%
Other Income	7.09	8.99	-21.1%	17.06	18.66	-8.6%
Total Income	699.86	565.78	23.7%	2,282.81	1,544.01	47.8%
COGS	429.82	340.71	26.2%	1,401.59	919.91	52.4%
Gross Profit	270.04	225.07	20.0%	881.22	624.10	41.2%
Gross Margin %	38.6%	39.8%	-120 bps	38.6%	40.4%	-182 bps
Employee Expenses	59.09	33.41	76.9%	208.45	136.38	52.8%
Other Expenses	153.04	137.06	11.7%	484.35	376.19	28.8%
EBITDA	57.91	54.60	6.1%	188.42	111.53	68.9%
EBITDA Margin %	8.3%	9.7%	-138 bps	8.3%	7.2%	103 bps
Depreciation	15.25	11.79	29.3%	54.13	48.17	12.4%
Finance Cost	20.93	18.10	15.6%	78.38	79.67	-1.6%
PBT Excl. Exceptional item	21.73	24.71	-12.1%	55.91	-16.31	-442.8%
Exceptional item	0.00	19.96	-100.0%	0.00	19.96	-100.0%
PBT	21.73	44.67	-51.4%	55.91	3.65	1431.8%
Tax expense	5.01	11.09	-54.8%	14.00	0.81	1628.4%
PAT Before MI	16.72	33.58	-50.2%	41.91	2.84	1375.7%
PAT Margin %	2.4%	5.9%	-355 bps	1.8%	0.2%	165 bps

Consolidated Balance Sheet Statement

Particulars (Rs. in Crs)	FY22	FY21	Particulars (Rs. In Crs)	FY22	FY21
Equity & Liabilities					
Equity Share Capital	71.08	71.08	Property, Plant And Equipment	561.74	554.86
Other Equity	664.10	624.75	Right use of asset	69.85	31.51
Shareholder's Equity	735.00	696.00	Capital Work-in-progress	75.72	61.23
Non Cotrolling Interest	0.95	0.87	Goodwill	0.00	3.22
Total Equity	736.13	696.70	Other Intangible Assets	12.43	13.24
Non-Current Liabilities			Financial Assets		
Borrowings	98.59	112.78	Investments	0.02	0.02
Lease liability	44.64	26.69	Trade Receivables	20.89	17.54
Other Financial Liabilities	12.26	9.91	Other Financial Assets	11.35	10.48
Provisions	14.28	11.66	Income Tax Assets (Net)	13.33	3.28
Deferred Tax Liabilities (net)	6.95	15.25	Other Non-current Assets	4.31	12.08
Other Non-Current Liabilities	0.79	1.62	Total Non-Current Assets	769.64	707.47
Total Non-Current Liabilities	177.51	177.91	Current Assets		
Current Liabilities			Inventories	642.85	486.55
Borrowings	489.09	471.66	Investments	44.97	17.57
Trade Payables	543.65	442.72	Trade Receivables	425.06	427.02
Lease liability	13.06	6.31	Cash And Cash Equivalent	37.77	33.53
Other Financial Liabilities	56.81	30.54	Other Balances With Banks	49.34	21.83
Provisions	7.78	6.43	Loans	0.00	7.92
Income Tax Liabilities	31.58	9.73	Other Financial Assets	43.49	58.91
Other Current Liabilities	85.42	50.54	Other Current Assets	127.91	131.74
Total Current Liabilities	1227.39	1017.93	Total Current Assets	1371.39	1185.07
Total Equity & Liabilities	2141.03	1892.54	Total Assets	2141.03	1892.54

Diversified Engineering Company With End-To-End Capabilities

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

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

Strong Pedigree & Engineering Excellence	37+ Years of experience	1,500+ Engineered Products	1,000+ Customers Across Industries	7 Manufacturing Plants	3,500+ Employee Base	
Extensive Product & Service Offerings	Engineered Products * <ul style="list-style-type: none"> Wide range of customised engineering products catering to diverse sectors Strong designing & manufacturing capabilities 		Engineering Solutions** <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	Eneritech Pennar Defense and Engineering Systems Private Ltd		Pennar GMBH	Pennar Global Inc	
Prominent Clientele From Diverse Sectors						

Products Q4-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 year under the Products has increased from Rs. 790.75 Crs to Rs. 1426.62 Crs up by 80.41%
- The company has started commercial production of Body in white manufacturing plant in Chennai in Q1 FY23.
- The company is in talks to acquire Engineering and precision company based out of France.

Projects Q4-FY22 Highlights

Projects include

- Pre Engineered Buildings
- Steel structures
- Module mounting Structures

- The revenue for the year under projects has increased from Rs.728.77 Crs to Rs.834.10 Crs up by 14.45%
- Step down subsidiary Ascent Building, USA has started its commercial production and became profitable.
- The order book of PEB division has increased.

Engineering Services Q4-FY22 Highlights

➤ Structural Engineering Services

➤ BIM(Building Information Modelling)

➤ Plant-Product Engineering Services

➤ Industrial Automation

➤ Digital Consultancy(IOT) & Value added Solutions

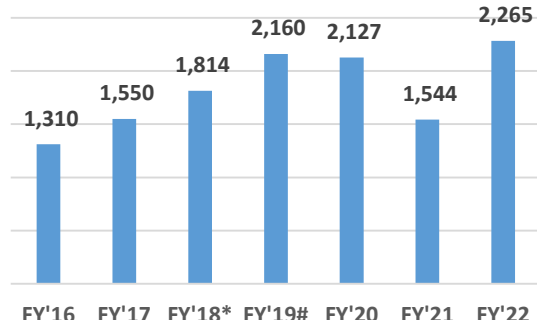
- The revenue for the year under Services is Rs.5.03Cr
- We have added few more new customers in this division
- We added few more customers from Norway & Italy, there by diversifying into new geography's.
- Our revenues from BIM & Plant engineering services is seeing a double digit growth.
- Further to this we are planning to add new addressable market for this business

Financial Highlights

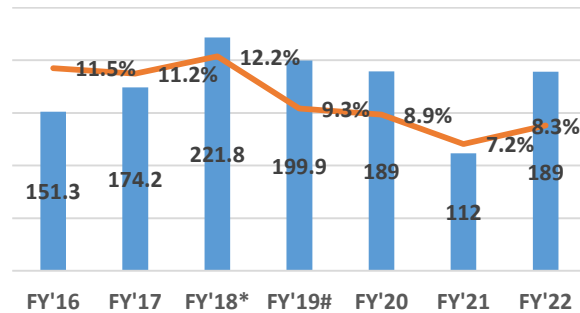
In Rs Crs

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

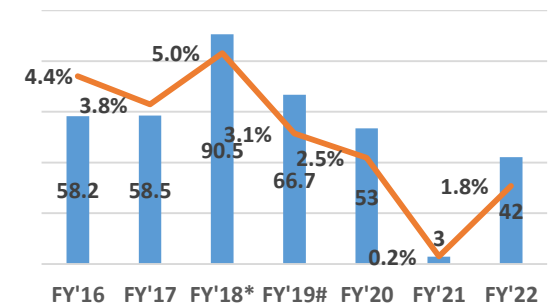
Total Revenues



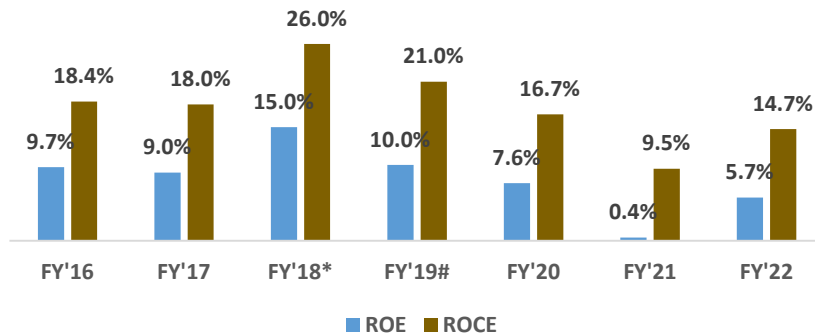
EBITDA & EBITDA Margin



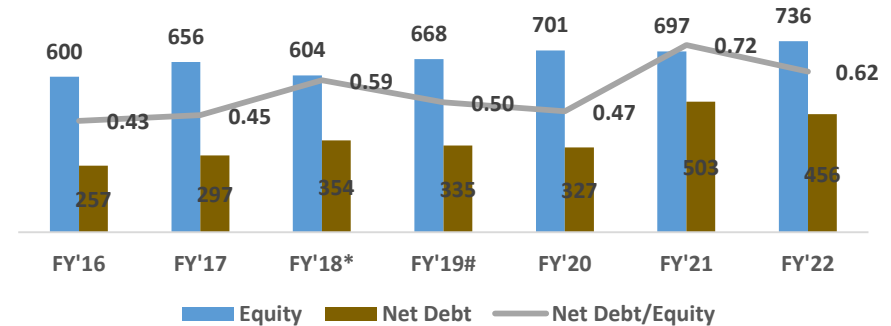
PAT Before MI & PAT Margin



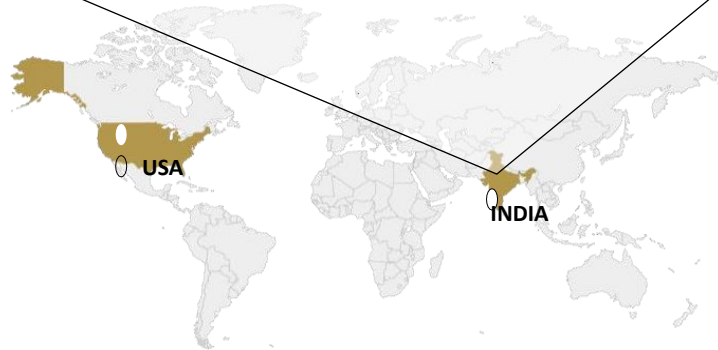
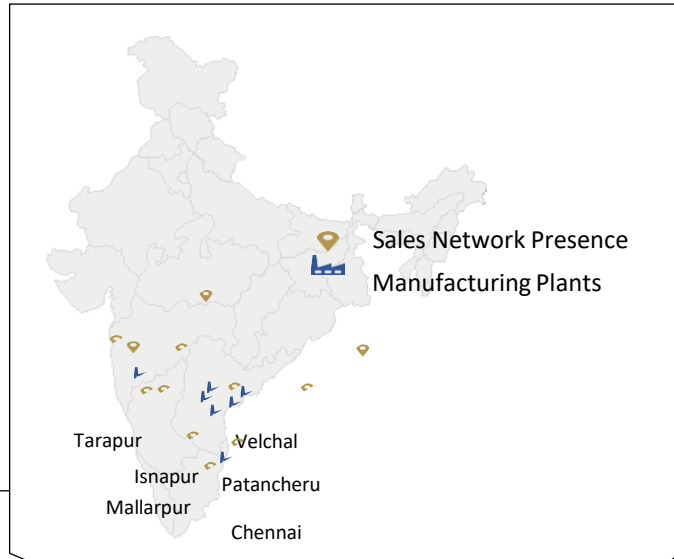
Return Ratios



Leverage Analysis



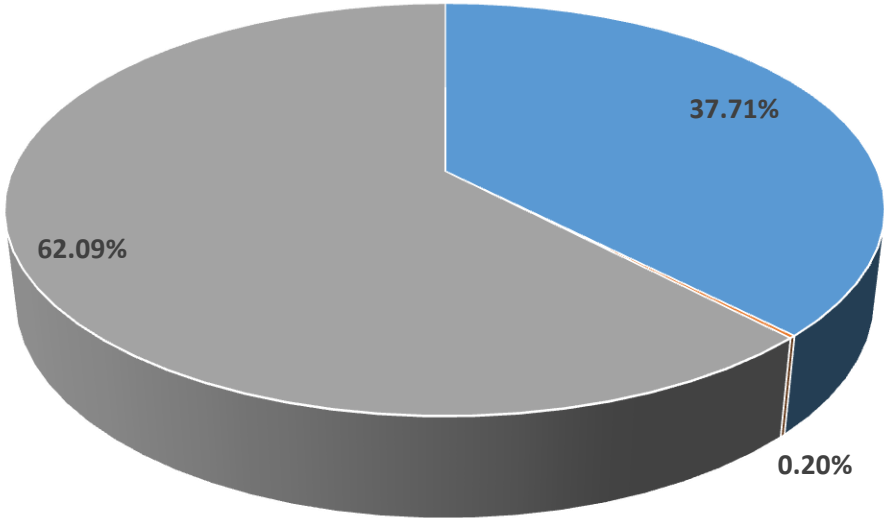
Robust Manufacturing Facilities & Strong Sales Network



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 31-03-2022



■ PROMOTERS ■ INSTITUTIONS ■ PUBLIC

Source: BSE

A photograph of a modern industrial factory interior. In the foreground, a yellow robotic arm is visible, with the text 'PENNAR INDUSTRIES' printed on its side. The background shows a complex network of metal structures, pipes, and other industrial equipment, all under bright overhead lighting. A large blue rectangular overlay is positioned in the center of the image, containing white text and social media icons.

Thanking You

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