

Pennar Industries Limited



Investor Presentation Q4FY18/ FY18



Disclaimer



This presentation contains “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Pennar Industries Limited and its subsidiary companies’ (“Pennar”) future business developments and economic performance.

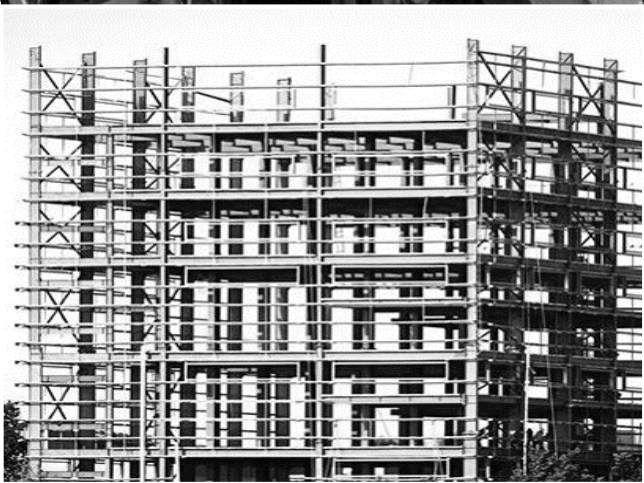
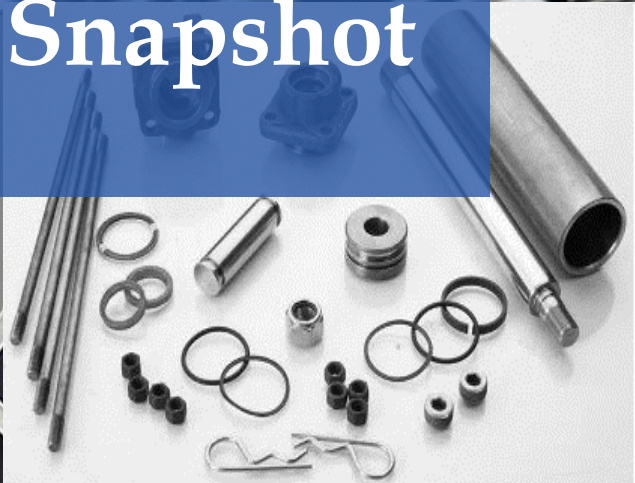
While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Pennar undertakes no obligation to periodically revise any forward looking statements to reflect future / likely events or circumstances.



Q4FY18/ FY18 Snapshot



Q4FY18 Financial Performance



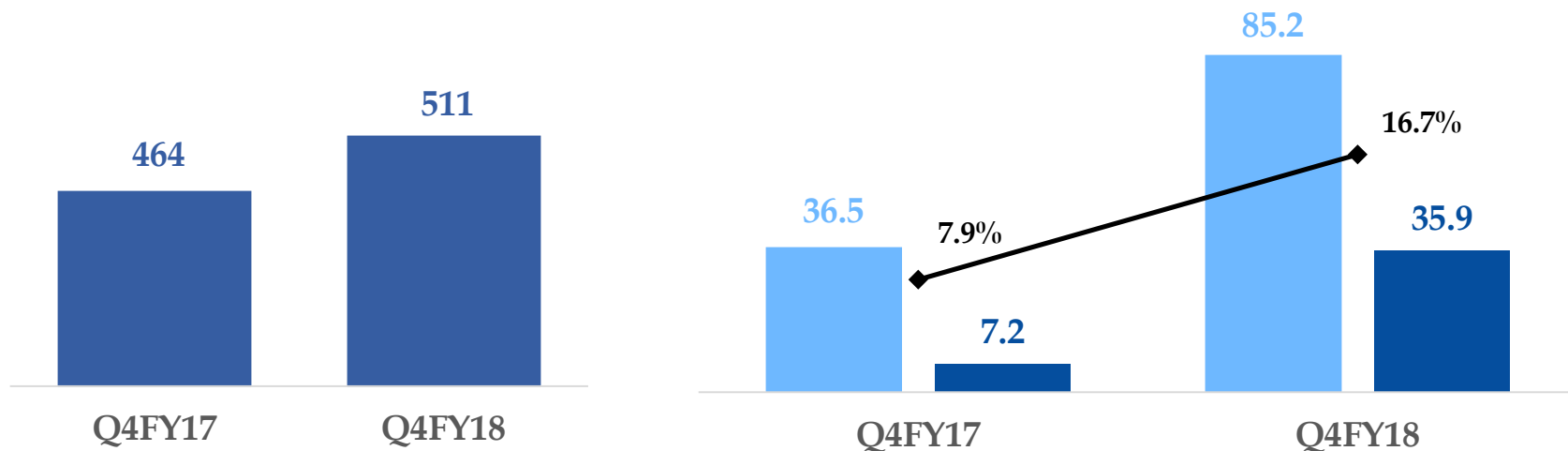
Consolidated (Rs. Crs)

Net Revenue

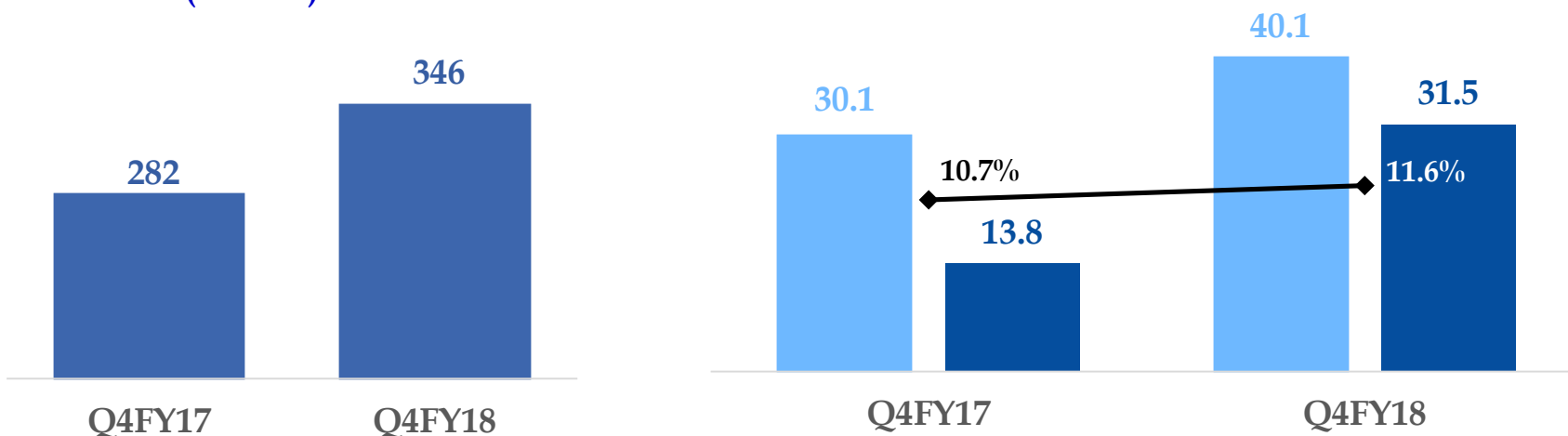
EBITDA

PAT

EBITDA Margin



Standalone (Rs. Crs)



FY18 Financial Performance



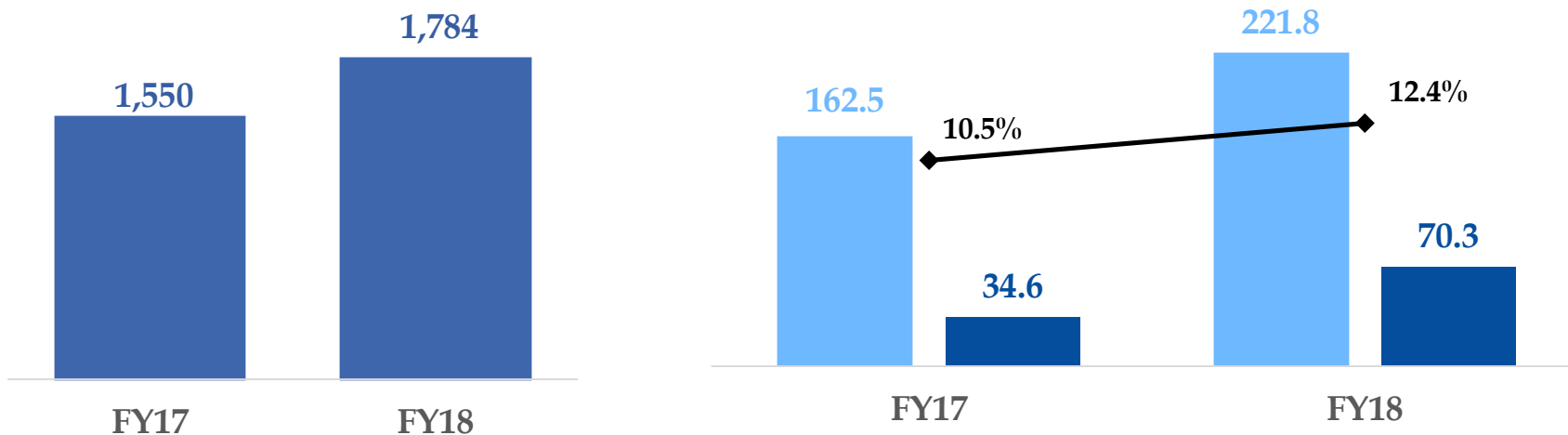
Consolidated (Rs. Crs)

Net Revenue

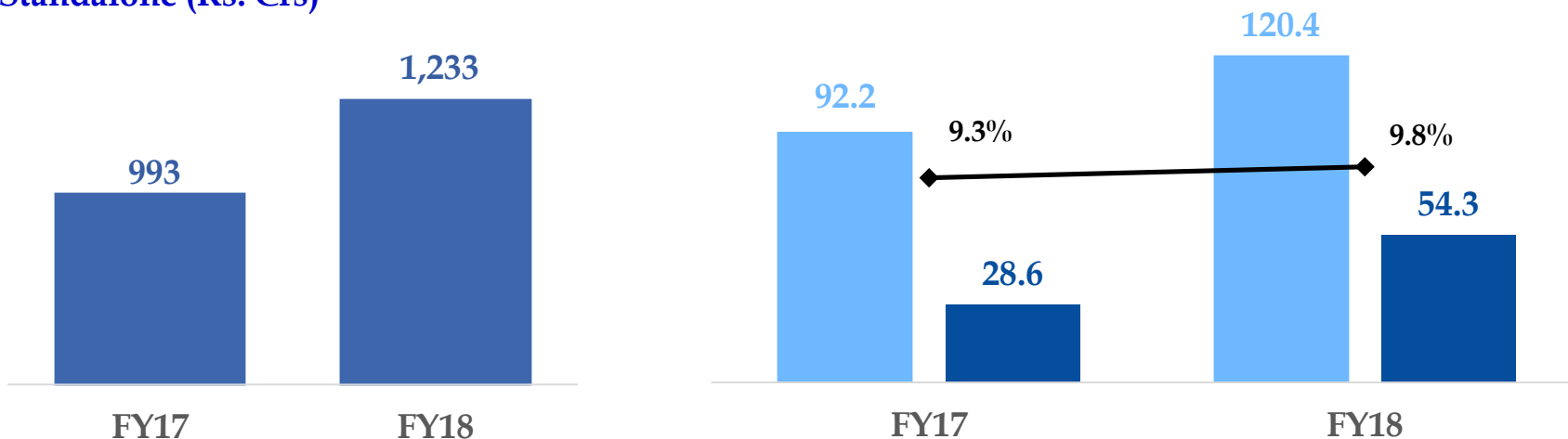
EBITDA

PAT

EBITDA Margin



Standalone (Rs. Crs)

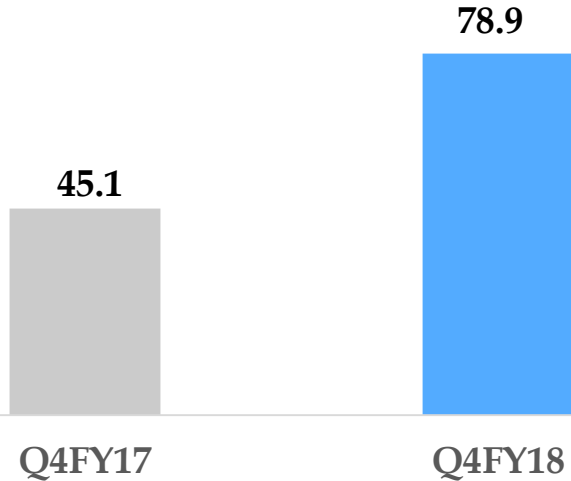


Segment Performance – Q4FY18

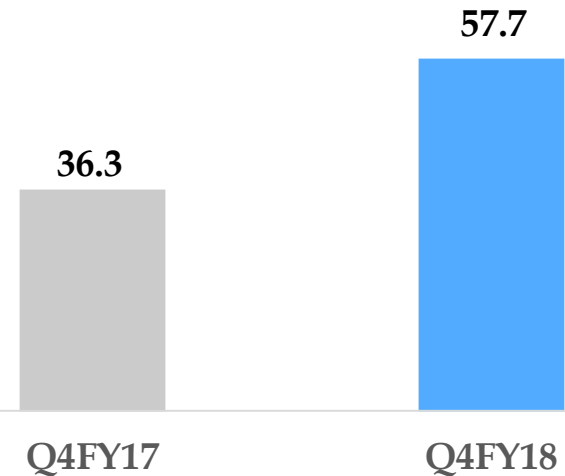


Net Revenues (Rs crs)

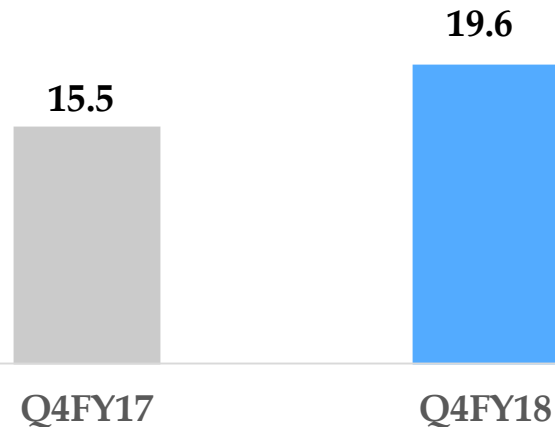
Railways



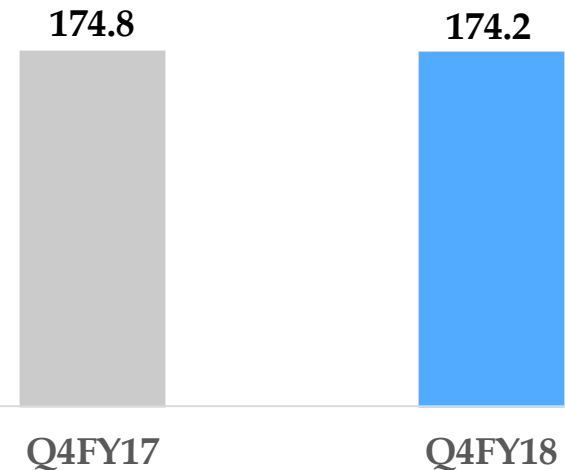
Tubes



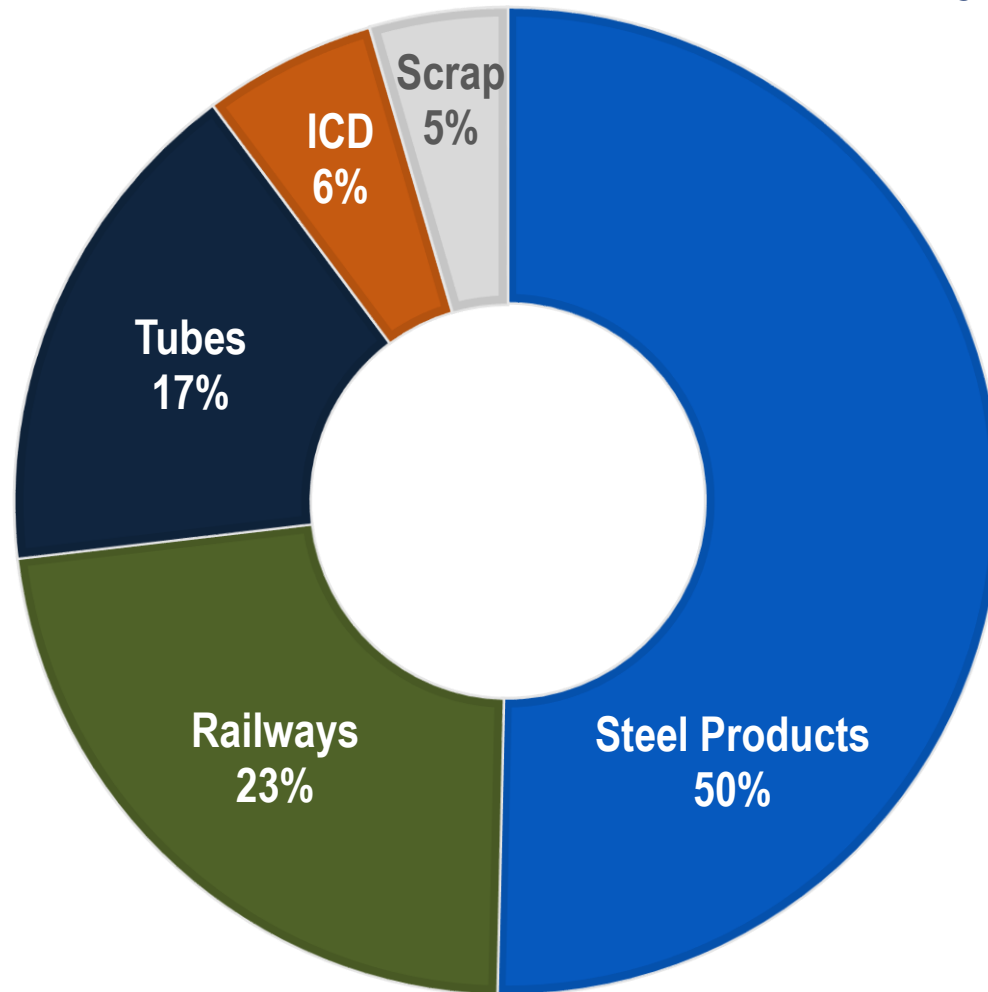
Industrial Components



Steel Products



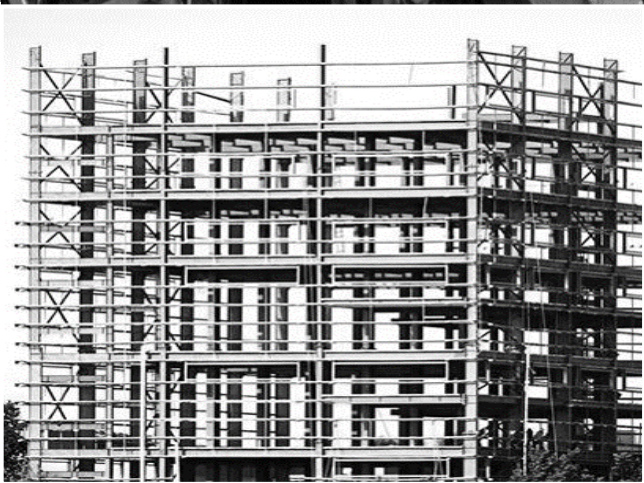
As on 31st March, 2018



As a Percentage of Standalone Revenues for Q4FY18



Segment Highlights



Segment-wise Business Review

Railways



INR 78.9
crores
net revenue

74.8% YoY
growth

Updates:

- Repeat orders were received for Stainless Steel Sidewall and Roof Assemblies, for CRF and Fabrication items of Mild Steel and Stainless Steel and for CRF sections for Metro Coaches.
- 27 Customers – some of our customers are Integral Coach Factory - Chennai, Modern Coach Factory - Rae Bareli, Texmaco Rail & Engineering Ltd. - Kolkata, Hindustan Engineering India Ltd. - Kolkata, Cimmco Ltd. - Kolkata, BEML Ltd - Bangalore.

New products:

- Under frame Assemblies.

Segment-wise Business Review



Tubes



INR 57.7
crores
net revenue

58.8% YoY
growth

Updates:

- This division has more than 350 customers in domestic and exports, covering the following industries - Auto, Power, Gen Engineering, Textile and, Earth-moving equipment.
- Major customers include VECV, Mahindra, Gabriel, Yamaha, Bridgestone, Endurance, Royal Enfield, Magna closures, Bajaj, Hyundai, TVS, Thermax, Reiter, LMW, Isgec, Rajwest, Hindalco, Tata Vendors among others.
- Received export orders for CDW tubes from USA, Europe, and South Africa. Pennar is in the process of adding a new customer from USA.
- CDW capacity expansion from existing 1,000T to 1,500T is expected by end of May '18.
- 5th tube mill is expected to be ready in FY19.

Segment-wise Business Review

Industrial components



INR 19.6
crores
net revenue

26.1% YoY
growth

Updates:

- The division received new orders for hydraulic cylinders and tie rod cylinders.
- Commercial vehicles in the automotive segment have seen excellent traction and demand for white goods continues to remain upbeat.
- Added 5 new customers in the Hydraulics segment.

New Products:

Dump Hoist assembly



Segment-wise Business Review

Steel Products



INR 174.2
crores
net revenue

Updates:

- CRFS orders came in Buildings and ESP.
- Repeat Orders came from regular schedules of Auto & ESP for various projects.
- Received orders in Solar and CRSS in addition to monthly schedule from regular customers.



New Products: Grade: GP 90GSM/ 245 mpa



Subsidiary Highlights



Group Subsidiaries



Pennar Industries Limited

Market Cap as on 31st March 2018 – INR 612.58 crores



Pennar Engineered Building Systems

Pre-engineered building systems, Roof Top Solar, Solar EPC

Pennar Enviro

Industrial Water Treatment Solutions, Water Treatment Chemicals, Fuel Additives



Subsidiary Highlights



Pennar Enviro



8
New
Customers

New Customers:

Chemicals: Crystal Chemicals, Sanvira Industries Limited, Moglix Labs, Techno Sales Corporation, NSL Textiles Limited.

Projects: Sanvira Industries, JSW, Isotex.



Subsidiary Highlights



PEBS Pennar



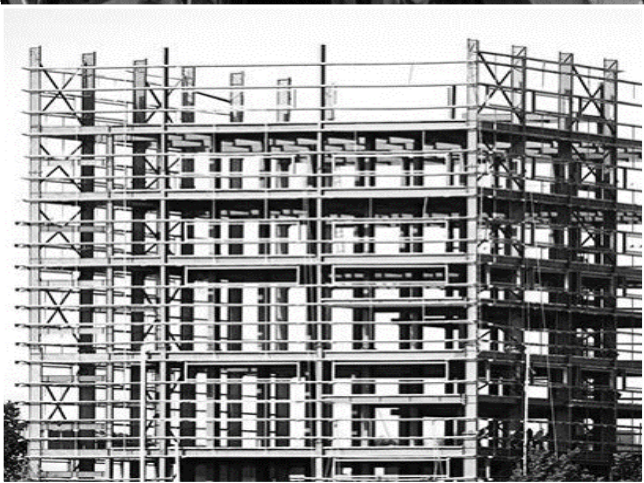
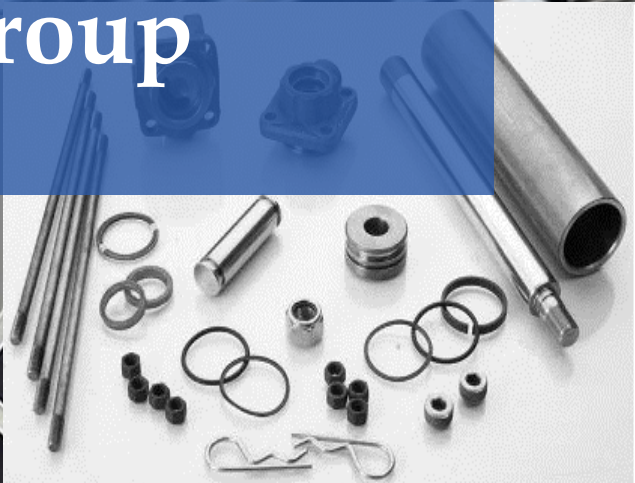
Q4FY18 net
revenue of Rs
142.3 crores

- **PEB division:** The gross revenue for this division in Q4FY18 stood at Rs. 150.01 crores, up from Rs. 144.01 crores in Q4FY17.
- **Solar division:** The gross revenue for this division in Q4FY18 stood at Rs. 21.56 crores.
- **Engineering division:** The revenue for this division in Q4FY18 stood at Rs. 3.71 crores, up from Rs. 3.40 Crores in Q4FY17, a 9% increase.





The Pennar Group





35+

YEARS OF
EXPERIENCE

1500+

PRECISELY
ENGINEERED
PRODUCTS

1000+

CUSTOMERS

3000+

TOOLS &
DIES

2500+

EMPLOYEES AND
GROWING !



Business Segments

Steel Products

- Automobiles
- General Engineering
- Infrastructure
- White Goods
- Solar

Railways

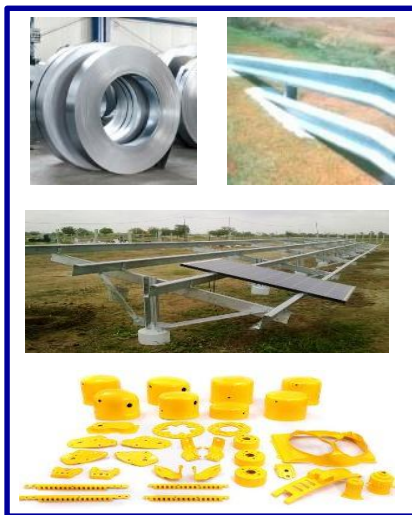
- Railway Coaches and Wagons

Industrial Components

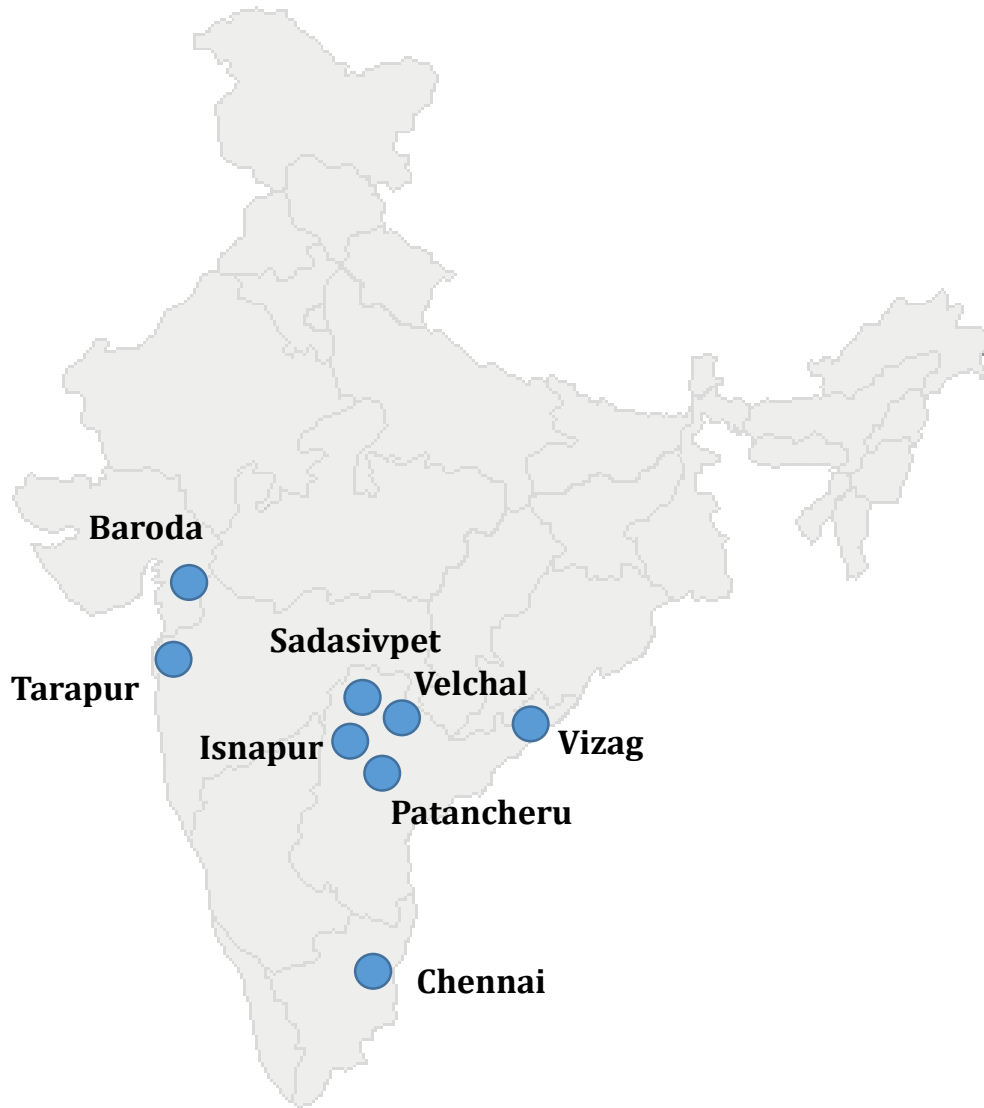
- Automobiles
- Industrial
- White Goods
- Hydraulics

Tubes

- ERW tubes
- CDW tubes



Distributed Manufacturing



Patancheru

Press Components, Profiles, ESP / Building Products, Sheet Piles / Solar, Railway Components, CRSS, Fabrication

Sadasivpet

High precision CNC machines, Roll formers

Isnapur

CRSS, ERW / CDW Tubes, Profiles, Solar

Velchal

Strip Galvanizing, Hot Dip Galvanizing

Chennai

Coaches, Auto Profiles, Components / Hydraulics, Building Products

Tarapur

Solar, Building Products, Auto Profiles, ESP

Baroda

PEBS

Management Team



Leadership Team



Nrupender Rao
Executive Chairman
Pennar Group



Aditya N. Rao
Vice Chairman, Managing
Director, Pennar
Industries



P. V. Rao
Managing Director
PEBS Pennar



K. Chakravarthy
CEO
Pennar Enviro

Business Heads



Dayasagar Rao
Operations



Y Narasimha Rao
Steel Products



M. Bhoopal Reddy
Tubes



Shiva Kumar K
Industrial Components



THANK YOU

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