



PENNAR INDUSTRIES LIMITED

FY'24 INVESTOR PRESENTATION



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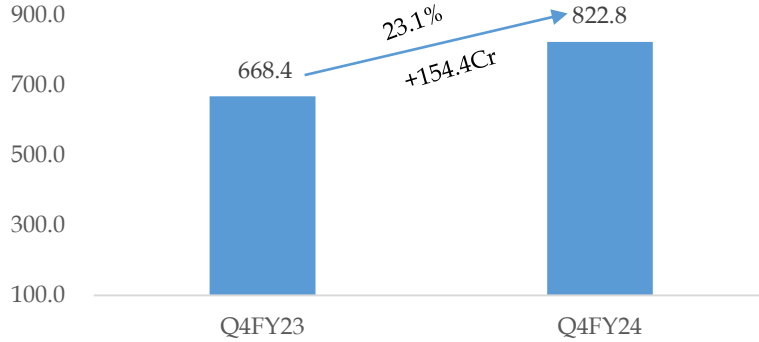
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Discussion Summary

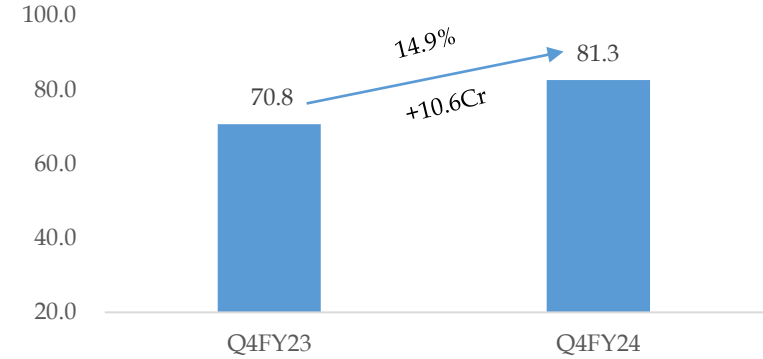
- ❖ Key metrics
- ❖ Results Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ FY24 Business Highlights segment wise
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

Key Metrics (Q4FY24) - Growth

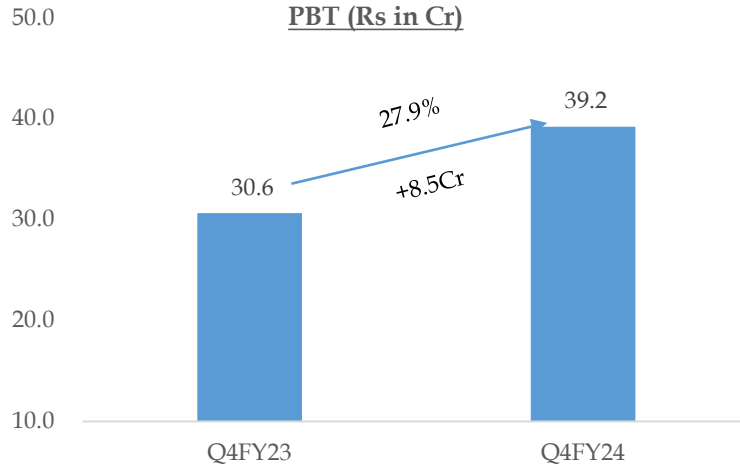
Revenue (Rs in Cr)



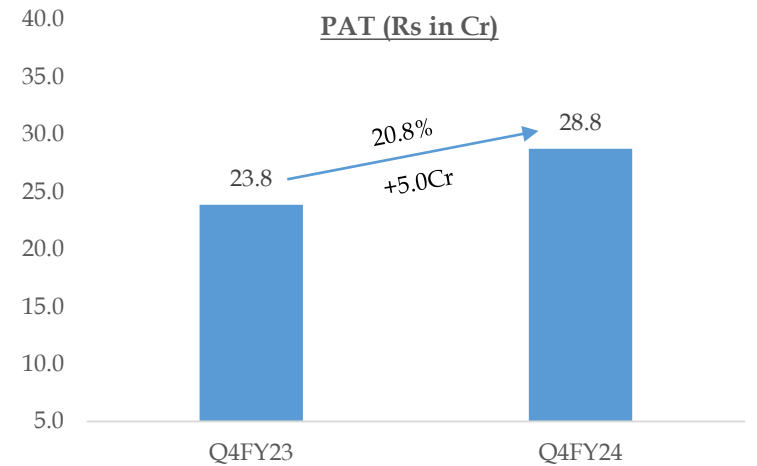
EBITDA (Rs in Cr)



PBT (Rs in Cr)



PAT (Rs in Cr)

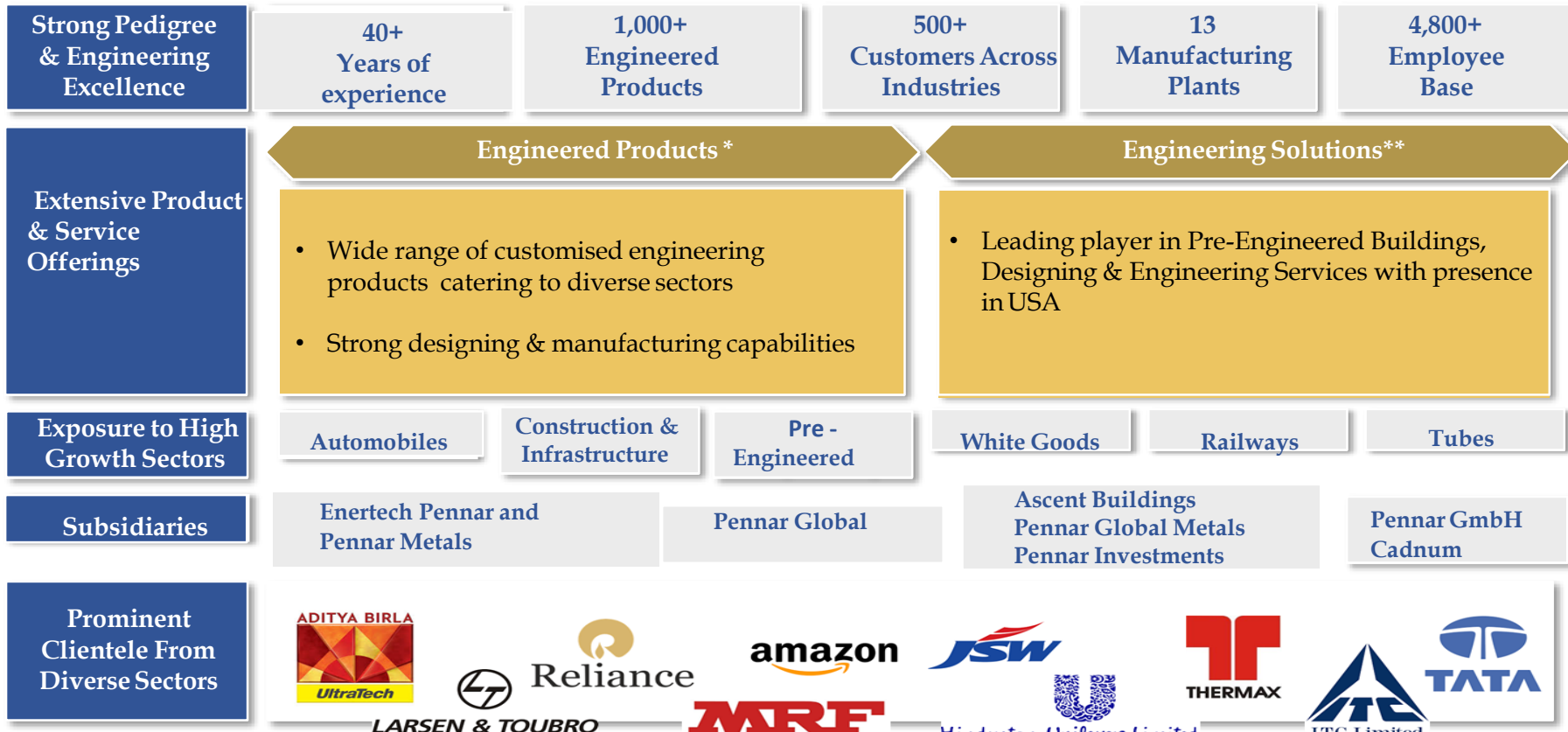


Results Update

Particulars (Rs. in Crs)	Q4 FY24	Q4 FY23	YoY%	FY24	FY23	YoY%
Revenue From Operations (Net of Taxes)	822.80	668.43	23.09%	3,130.57	2,894.62	8.15%
COGS	518.28	405.03	27.96%	1,937.72	1,801.40	7.57%
Gross Profit	321.00	265.78	20.78%	1,233.16	1,126.65	9.45%
Employee Expenses	80.15	81.84	-2.07%	309.97	310.31	-0.11%
Other Expenses	159.54	113.18	40.96%	609.91	561.72	8.58%
EBITDA	81.31	70.76	14.91%	313.28	254.62	23.04%
Depreciation	15.97	17.26	-7.47%	66.50	64.97	2.35%
Finance Cost	26.17	22.87	14.43%	115.36	91.21	26.48%
PBT	39.17	30.63	27.88%	131.42	98.44	33.50%
PBT Margin %	4.76%	4.58%	18bps	4.20%	3.40%	80bps
Tax expense	10.36	6.78	52.80%	33.07	23.01	43.72%
PAT	28.81	23.85	20.80%	98.35	75.43	30.39%
PAT Margin %	3.50%	3.57%	36bps	3.14%	2.61%	69 bps

Diversified Engineering Company With End-To-End Capabilities

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



Diversified Engineering - FY24 Highlights

- Steel Products and Profiles
 - Railways & Assembly sub parts
 - Industrial Comp
 - Precision Tubes
 - BIW
 - Metal/Structural Based Engineering Services
 - BIM (Building Information Modelling)
- ✓ The Diversified Engineering revenue for FY24 is Rs. 1,641.37 crore compared to Rs. 1,511.29 crore in FY23, up by 8.61%
 - ✓ Steel Products, Railways, Tubes, BIW and Boilers business units have increased revenue.

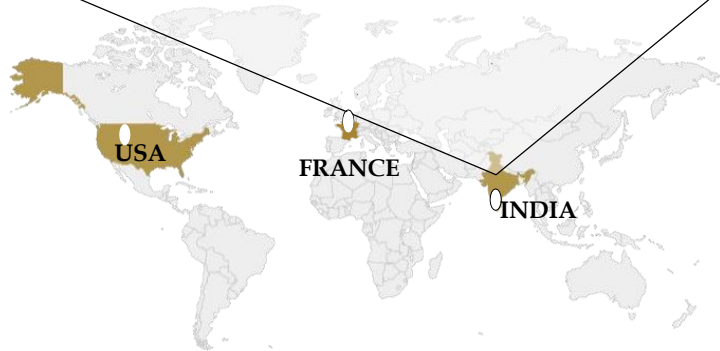
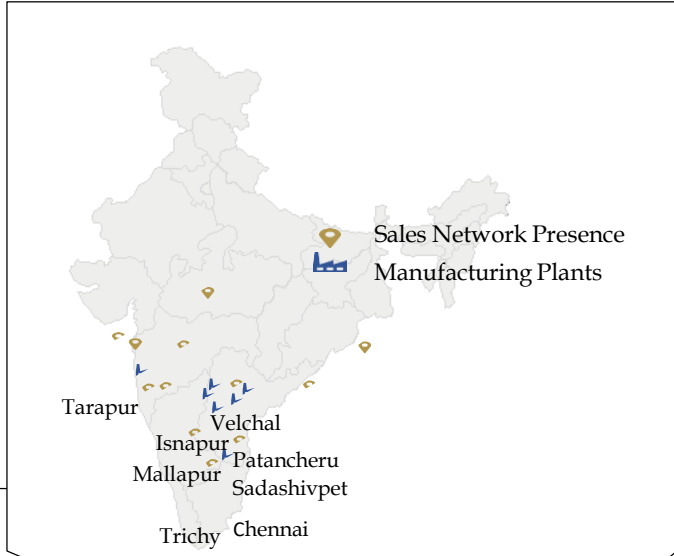
Custom Designed Building Solutions & Auxiliaries - FY24 Highlights

➤ Pre Engineered Buildings

➤ Structural Steel

- ✓ The Custom Designed Building Solutions & Auxiliaries revenue for FY24 is Rs. 1,583.91 crore compared to Rs. 1,505.01 crore in FY23, up by 5.24%.
- ✓ The order book of PEB India is Rs. 750 Cr and Ascent is USD 44 Mn.
- ✓ Pre engineered Building revenue in India has increased during the year.

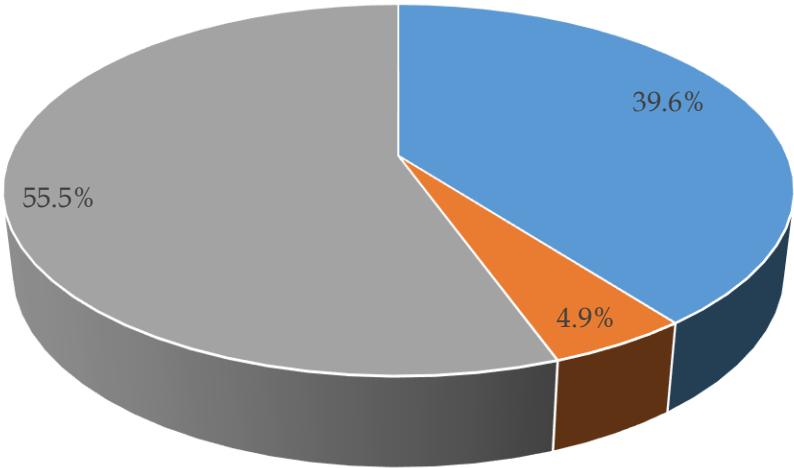
Robust Manufacturing Facilities & Strong Sales Network



Major Location	Products
Patancheru, Telangana	Press Components, Profiles, ESP / Building Products, Solar, Railway Components, CRSS, Fabrication
Chennai, Tamil Nadu	Coaches, Auto Profiles, Components / Hydraulics, Building Products, Body in white
Isnapur, Telangana	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
Trichy, Tamil Nadu	Boilers
Mallapur, Hyderabad	Fuel Additives, Water Treatment Chemicals & Solutions
Tennessee, USA	Metal Buildings
Chicago, USA	Tubes
France	Auto & Aerospace

Shareholding Structure

Shareholding % as on 31-03-2024



■ Promoters ■ Institutions ■ Public

Source: BSE

Thank You