



# PENNAR INDUSTRIES LIMITED

## Q1 FY'24 INVESTOR PRESENTATION



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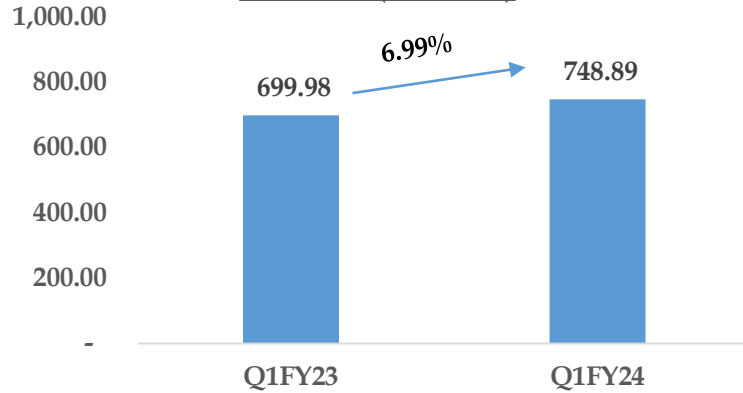
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# Discussion Summary

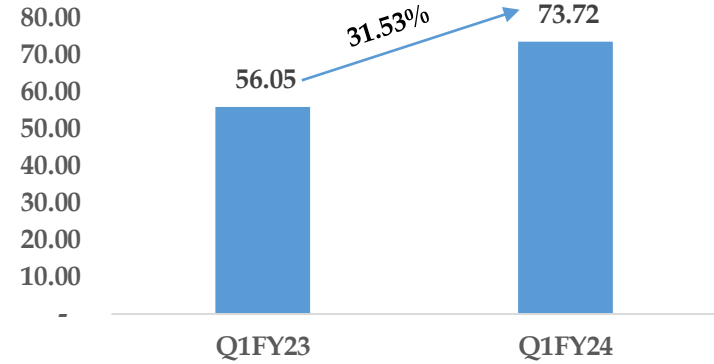
- ❖ Key metrics
- ❖ Results Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ Q1 FY24 Business Highlights segment wise
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

# Key Metrics - Growth

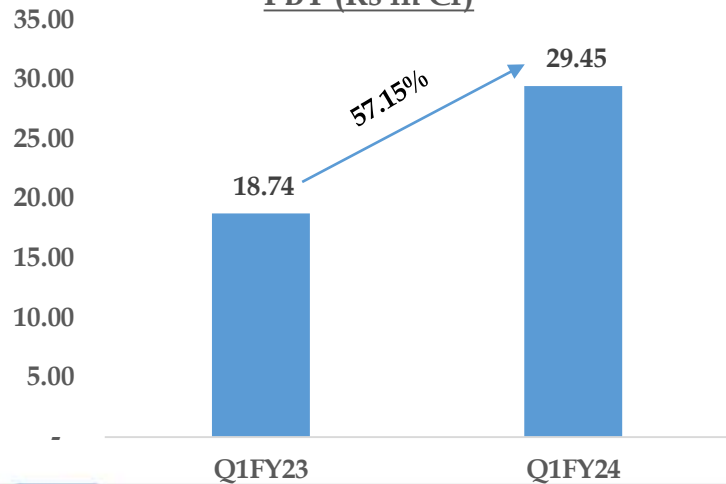
Revenue (Rs in Cr)



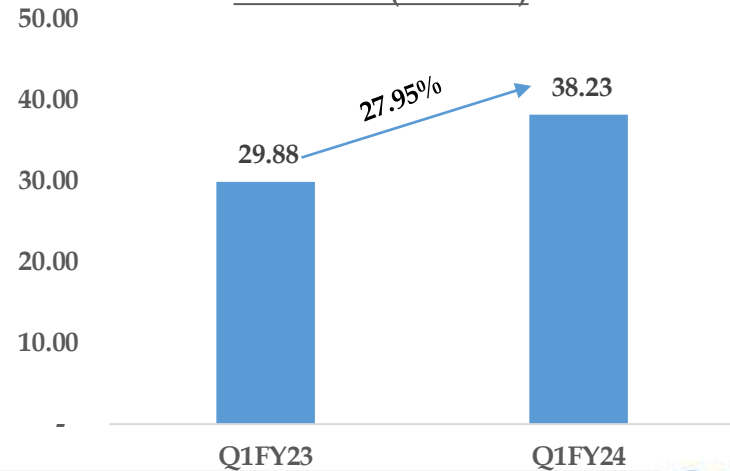
EBITDA (Rs in Cr)



PBT (Rs in Cr)



Cash PAT (Rs in Cr)



# Results Update

Particulars (Rs. in Crs)	Q1 FY24	Q1 FY23	YoY <sup>0</sup> %
Revenue From Operations (Net of Taxes)	748.89	699.98	6.99%
Other Income	11.79	11.02	6.99%
<b>Total Income</b>	<b>760.68</b>	<b>711.00</b>	<b>6.99%</b>
COGS	464.70	446.05	4.18%
<b>Gross Profit</b>	<b>295.98</b>	<b>264.95</b>	<b>11.71%</b>
Employee Expenses	80.52	69.57	15.74%
Other Expenses	141.74	139.33	1.73%
<b>EBITDA</b>	<b>73.72</b>	<b>56.05</b>	<b>31.53%</b>
Depreciation	16.42	15.80	3.92%
Finance Cost	27.85	21.51	29.47%
<b>PBT</b>	<b>29.45</b>	<b>18.74</b>	<b>57.15%</b>
Tax expense	7.64	4.66	63.95%
<b>PAT</b>	<b>21.81</b>	<b>14.08</b>	<b>54.90%</b>
<b>PAT Margin %</b>	<b>2.91%</b>	<b>2.01%</b>	<b>90 bps</b>

# 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

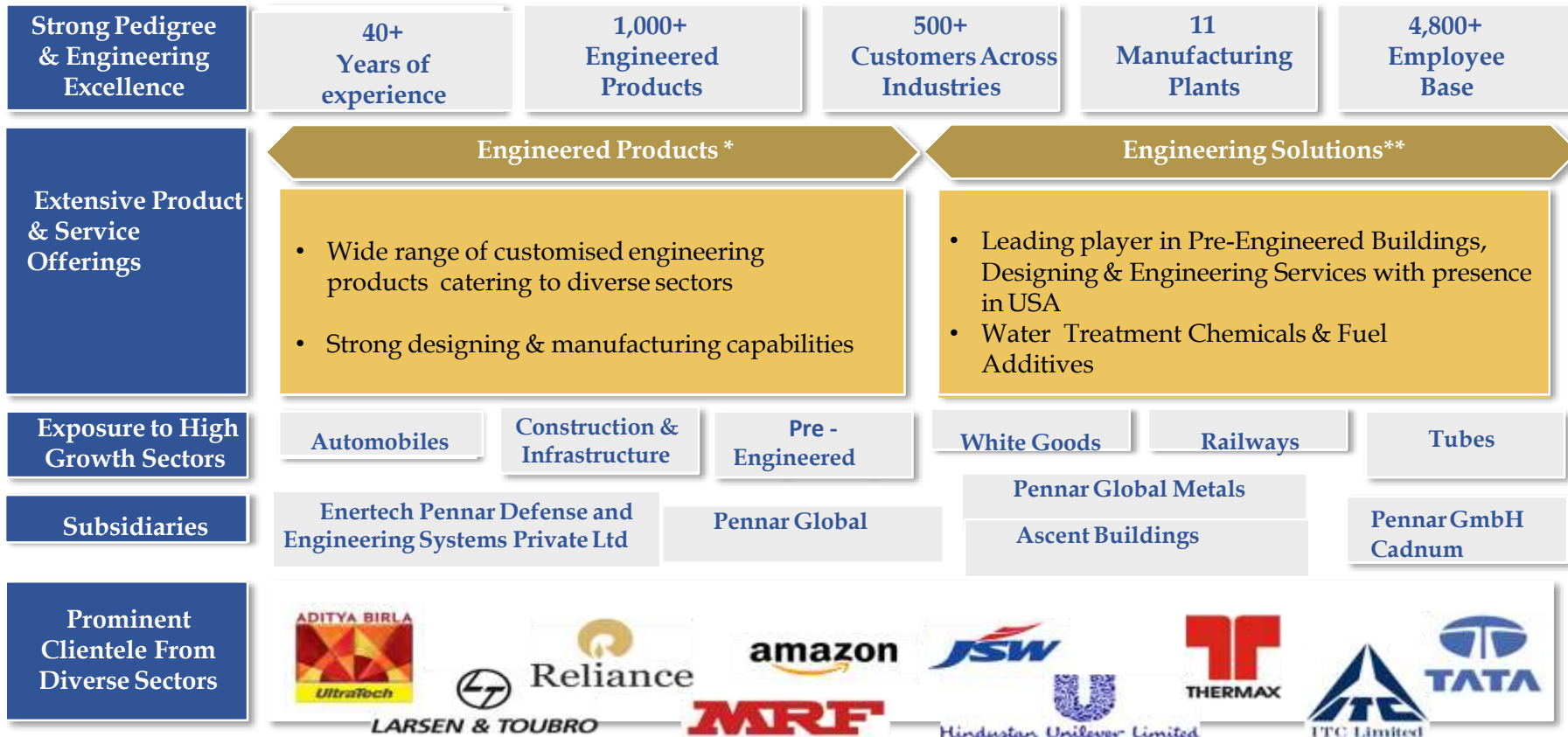
- Leading player in Pre-Engineered Buildings, Designing & Engineering Services with presence in USA
- Chemicals, Boilers and Fuel Additives

## 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



# Products Q1 FY24 Highlights

- Industrial Components
  - ✓ The revenue for the Q1FY24 under the products has increased from Rs 399.3 Cr to Rs 417.9 Cr, up by 4.66%
- Hydraulics
- Solar Panels
- Aerospace Machined Components
  - ✓ Railways and Body in white business unit have increased revenue
- Automotive/ Manufacturing Engineering
  - ✓ Steel and Tubes to scale up revenue in coming quarters.
- Steel Products and Profiles
- Railway Sub Assemblies
- Precision Tubes



# Projects Q1 FY24 Highlights

## ➤ Pre Engineered Buildings

✓ The revenue for the Q1 FY24 under projects has increased from Rs 286.7 Cr to Rs. 325.9, up by 13.64%

## ➤ Water Treatment

✓ The order book of PEB is Rs 600 Cr in India.

## ➤ Solar Structures

✓ Pre engineered Building revenue has increased in India and US

✓ Step down subsidiary Ascent Building, USA has hit the revenue

✓ Need to realize the current assets of module mounting structures MMS and water EPC business resulting in increased finance costs.

# Engineering Services Q1 FY24 Highlights

## ➤ Structural Engineering Services

- ✓ The revenue for Q1 FY24 under Services has increased from Rs 13.9 Cr to Rs 29.9 Cr, up by 115.4%

## ➤ BIM( Building Information Modelling)

- ✓ Major growth drivers are from new customers in Europe.

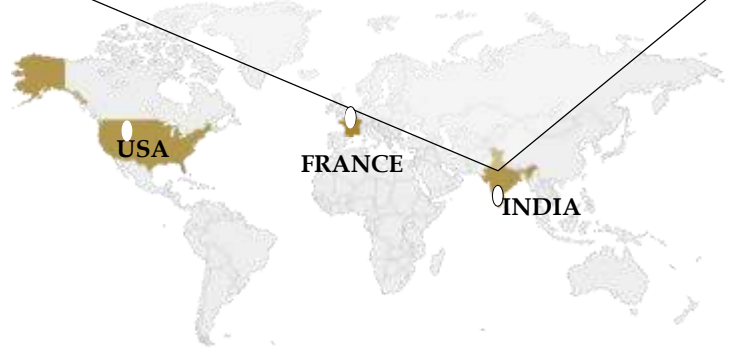
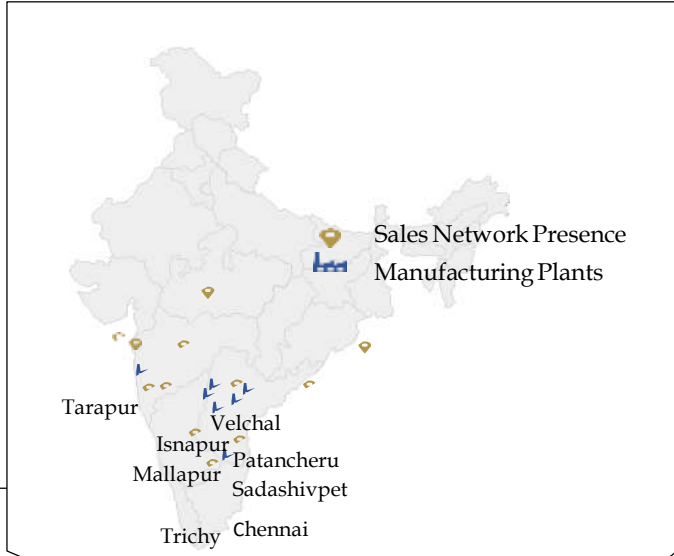
## ➤ Plant-Product Engineering Services

- ✓ Decrease in Structural Engineering Services revenue in US

## ➤ Industrial Automation

## ➤ Digital Consultancy(IOT) & Value added Solutions

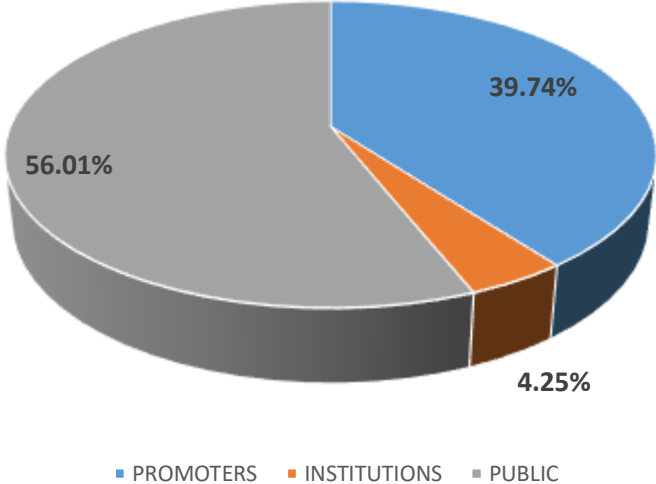
# Robust Manufacturing Facilities & Strong Sales Network



Major Location	Products
<b>Patancheru, Telangana</b>	Press Components, Profiles, ESP / Building Products, Solar, Railway Components, CRSS, Fabrication
<b>Chennai, Tamil Nadu</b>	Coaches, Auto Profiles, Components / Hydraulics, Building Products, Body in white
<b>Isnapur, Telangana</b>	CRSS, ERW / CDW Tubes, Profiles, Solar
<b>Velchal, Telangana</b>	Strip Galvanizing, Hot Dip Galvanizing, Pre engineered building systems
<b>Tarapur, Maharashtra</b>	Solar, Building Products, Auto Profiles, ESP
<b>Sadashivpet, Telangana</b>	Pre-Engineered Building Systems, Steel structures and Photo voltaic Module
<b>Trichy, Tamil Nadu</b>	Boilers
<b>Mallapur, Hyderabad</b>	Fuel Additives, Water Treatment Chemicals & Solutions
<b>Tennessee, USA</b>	Metal Buildings
<b>Chicago, USA</b>	Tubes
<b>France</b>	Auto & Aerospace

# Shareholding Structure

Shareholding pattern as on 30-06-2023



Source: BSE

A background image of a modern industrial factory. In the foreground, a yellow robotic arm is visible, with the text 'R-7000B' printed on its side. The factory interior features a complex network of metal beams, pipes, and overhead lighting. In the background, another robotic arm is working on a component. The overall scene is brightly lit, showcasing a high-tech manufacturing environment.

# Thanking You

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