



# PENNAR INDUSTRIES LIMITED

## Q2 FY'24 INVESTOR PRESENTATION



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# Discussion Summary

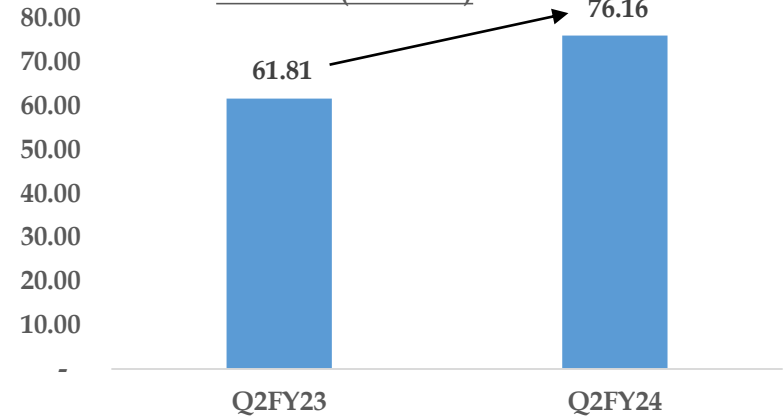
- ❖ Key metrics
- ❖ Results Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ Q2 FY24 Business Highlights segment wise
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

# Key Metrics - Growth

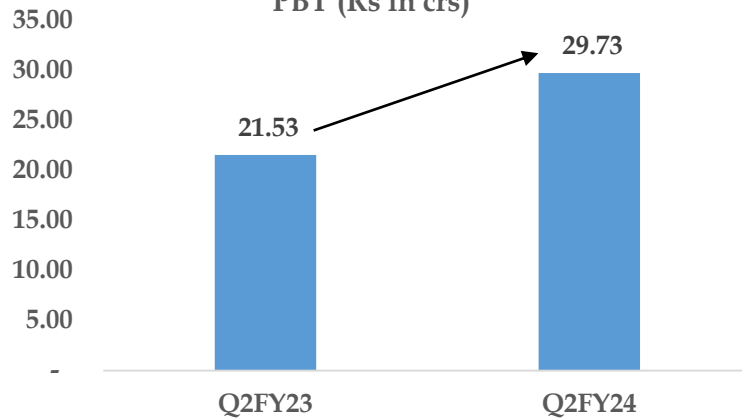
Revenue (Rs in crs)



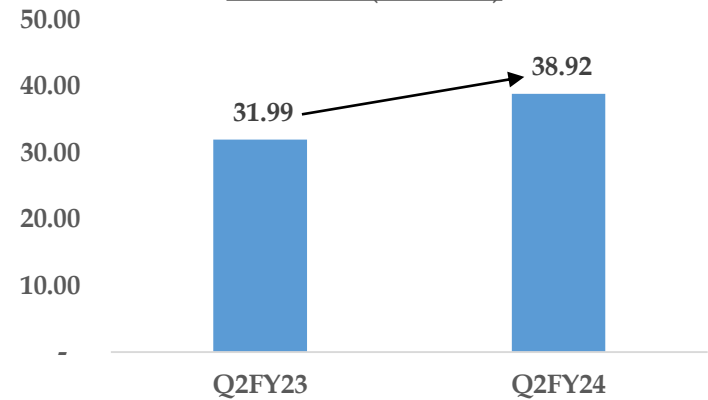
EBITDA (Rs in crs)



PBT (Rs in crs)



Cash PAT (Rs in crs)



# Results Update

Particulars (Rs. in Crs)	Q2 FY24	Q2 FY23	YoY%	H1FY24	H1FY23	YoY%
Revenue From Operations (Net of Taxes)	814.13	833.99	-2.38%	1563.02	1533.97	1.89%
Other Income	5.91	15.62	-62.16%	17.7	26.64	-33.56%
<b>Total Income</b>	<b>820.04</b>	<b>849.61</b>	<b>-3.48%</b>	<b>1580.72</b>	<b>1560.61</b>	<b>1.29%</b>
COGS	502.6	532.59	-5.63%	967.3	978.64	-1.16%
<b>Gross Profit</b>	<b>317.44</b>	<b>317.02</b>	<b>0.13%</b>	<b>613.42</b>	<b>581.97</b>	<b>5.40%</b>
Employee Expenses	77.67	88.62	-12.36%	158.19	158.19	0.00%
Other Expenses	163.61	166.59	-1.79%	305.35	305.92	-0.19%
<b>EBITDA</b>	<b>76.16</b>	<b>61.81</b>	<b>23.22%</b>	<b>149.88</b>	<b>117.86</b>	<b>27.17%</b>
Depreciation	16.56	15.61	6.09%	32.98	31.41	5.00%
Finance Cost	29.87	24.67	21.08%	57.72	46.18	24.99%
<b>PBT</b>	<b>29.73</b>	<b>21.53</b>	<b>38.09%</b>	<b>59.18</b>	<b>40.27</b>	<b>46.96%</b>
Tax expense	7.37	5.15	43.11%	15.01	9.81	53.01%
<b>PAT</b>	<b>22.36</b>	<b>16.38</b>	<b>36.51%</b>	<b>44.17</b>	<b>30.46</b>	<b>45.01%</b>
<b>PAT Margin %</b>	<b>2.75%</b>	<b>1.96%</b>	<b>78bps</b>	<b>2.83%</b>	<b>1.99%</b>	<b>84 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

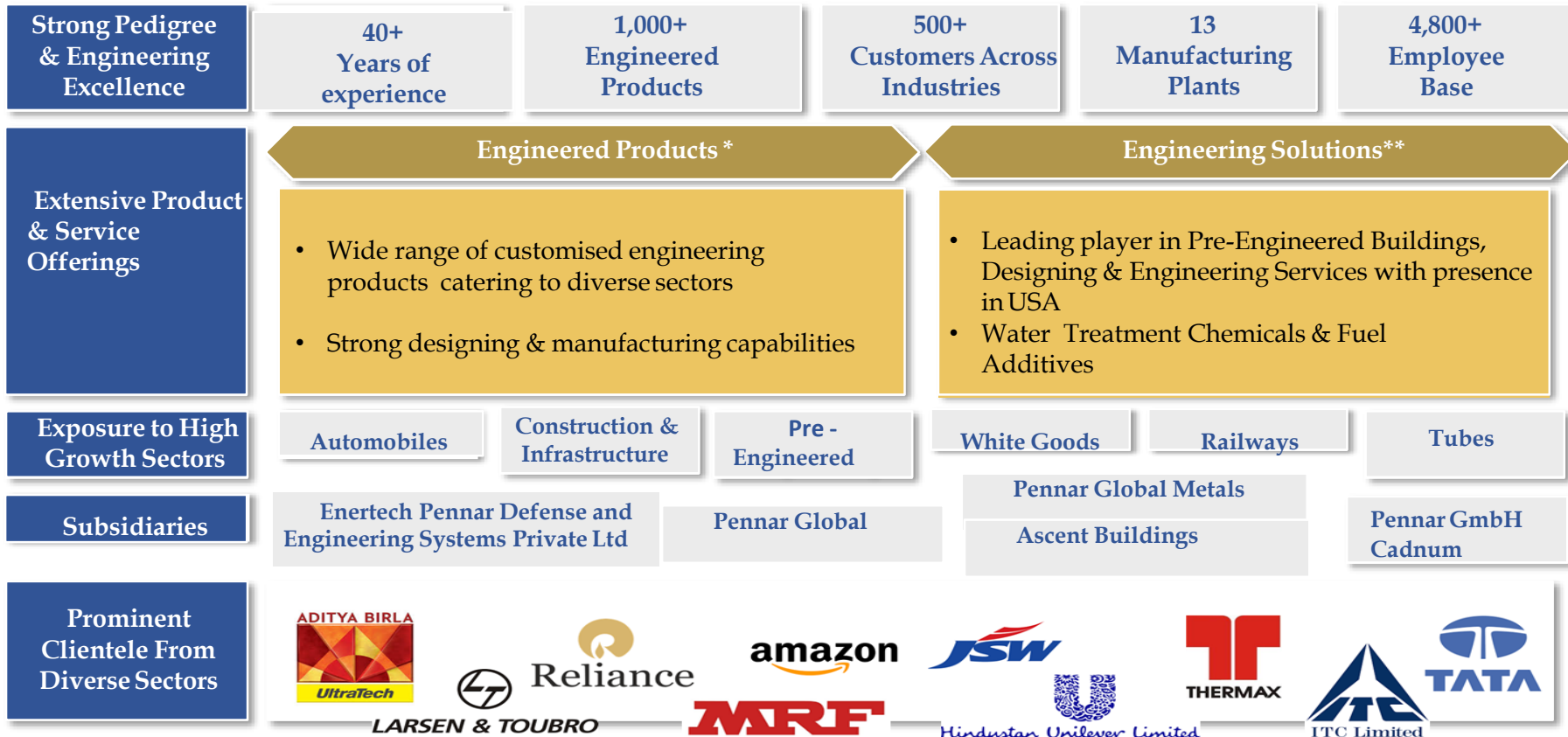
- Leading player in Pre-Engineered Buildings, Designing & Engineering Services with presence in USA
- Chemicals and Boilers

## 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 Q2 FY24 Highlights

- Steel Products and Profiles ✓ The revenue for the Q2FY24 under the products is Rs 426.5Cr.
- Railways & Assembly sub parts ✓ Body in white business unit have increased revenue.
- Hydraulics & Industrial Comp
- Precision Tubes
- BIW



# Projects Q2 FY24 Highlights

## ➤ Pre Engineered Buildings

## ➤ Solar Structures

- ✓ The revenue for the Q2 FY24 under projects has increased from Rs 361.5 Cr to Rs. 368.8, up by 2.0%.
- ✓ The order book of PEB India is Rs 550 Cr and Ascent is USD 40 Mio.
- ✓ Pre engineered Building revenue in India and step down subsidiary Ascent Building, USA has increased during the year.

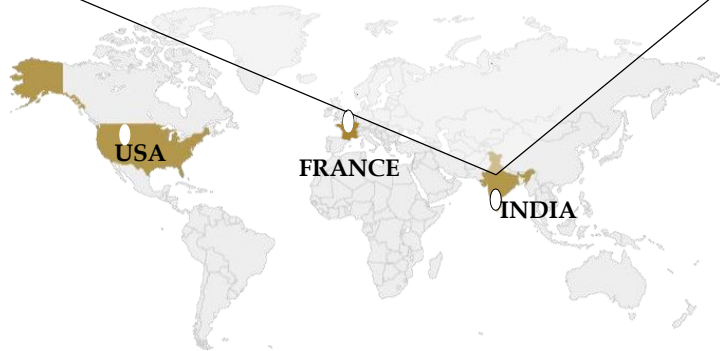
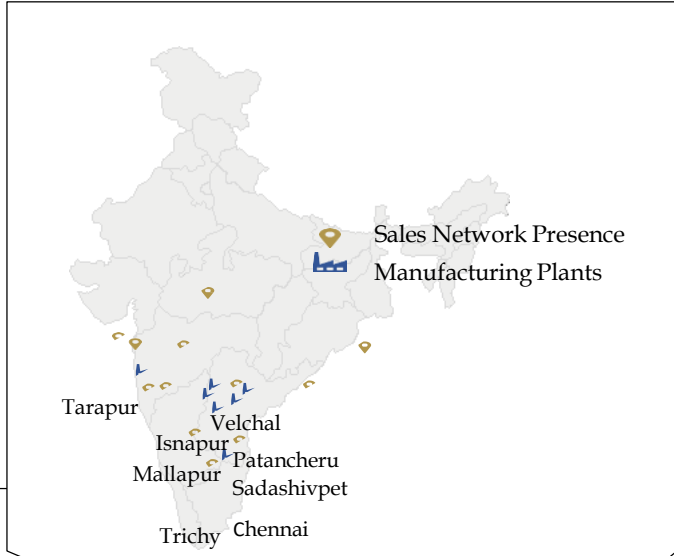
# Engineering Services Q2 FY24 Highlights

➤ Metal / Structural Based Engineering Services

➤ BIM (Building Information Modelling), Plant-Product Engineering Services, Industrial Automation, Digital Consultancy & Value Added Solutions

- ✓ The revenue for Q2 FY24 under Services has increased from Rs 18.8 Cr to Rs 18.9 Cr, up by 0.6%.
- ✓ Decrease on account of reduction in Metal Building Engineering Services is compensated by increase in Tech Pennar BU.

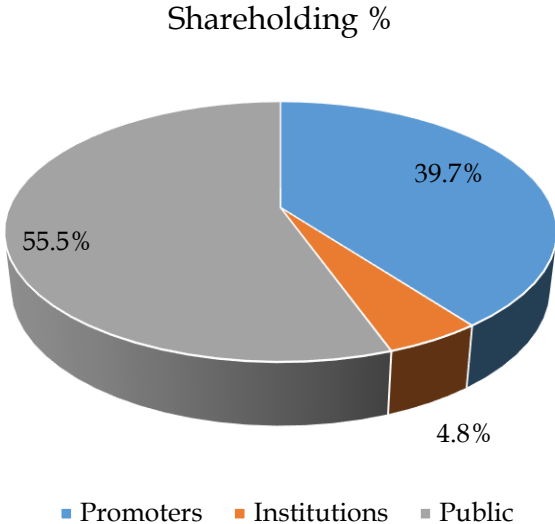
# Robust Manufacturing Facilities & Strong Sales Network



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 % as on 30-09-2023



Source: BSE

A background image of a modern industrial factory. In the foreground, a yellow robotic arm is visible, reaching towards the center. The background shows a complex network of metal structures, pipes, and other machinery, all illuminated by bright overhead lights. The overall scene conveys a sense of advanced manufacturing and automation.

# Thanking You

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