



PENNAR INDUSTRIES LIMITED

Q3 FY'24 INVESTOR PRESENTATION



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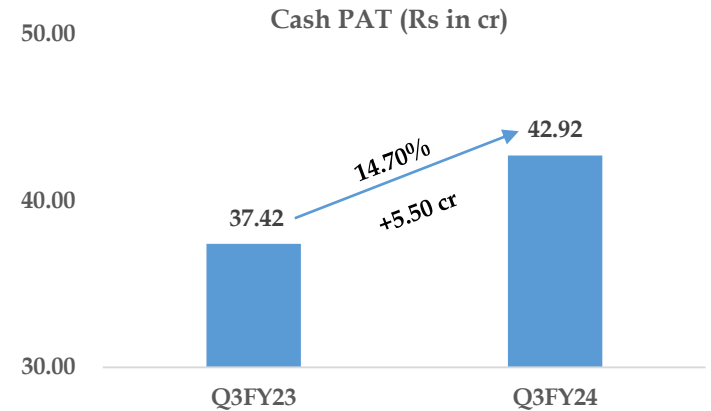
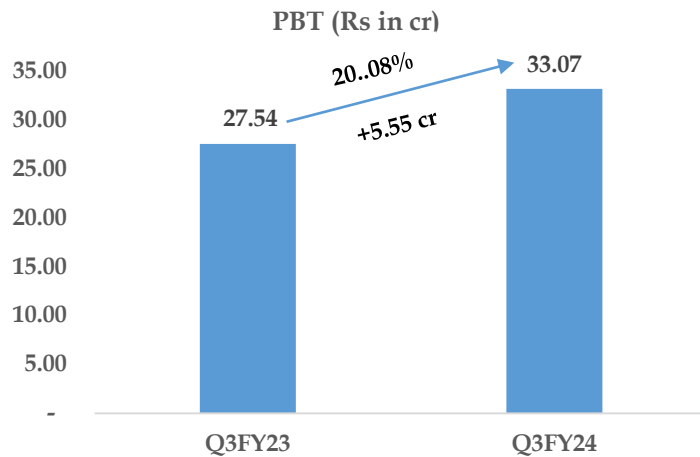
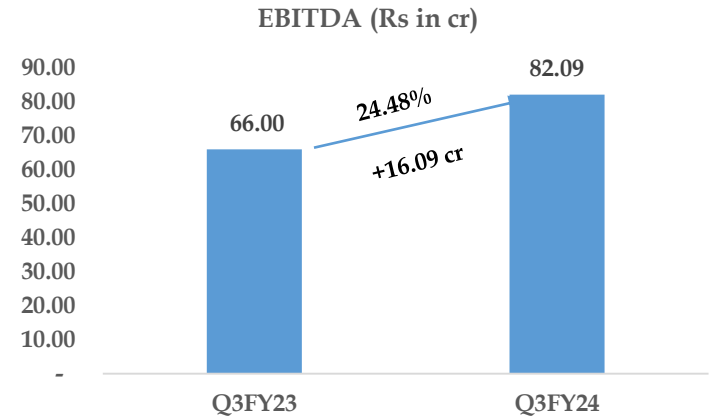
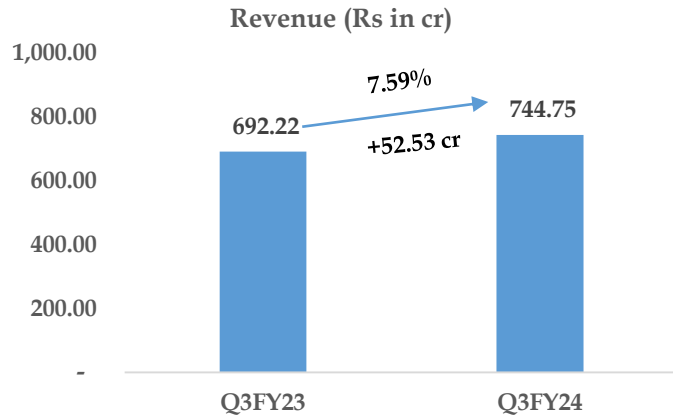
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Discussion Summary

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

Key Metrics – Consolidated Financials



Results Update

Particulars (Rs. in Crs)	Q3 FY24	Q3 FY23	YoY%	NME FY24	NME FY23	YoY%
Revenue From Operations (Net of Taxes)	744.75	692.22	7.59%	2307.77	2226.19	3.66%
Other Income	6.13	7.91	-22.50%	23.83	34.55	-31.03%
Total Income	750.88	700.13	7.25%	2331.6	2260.74	3.13%
COGS	452.14	417.73	8.24%	1419.44	1396.37	1.65%
Gross Profit	298.74	282.40	5.79%	912.16	864.37	5.53%
Employee Expenses	71.63	70.28	1.92%	229.82	228.47	0.59%
Other Expenses	145.02	146.12	-0.75%	450.37	452.04	-0.37%
EBITDA	82.09	66.00	24.38%	231.97	183.86	26.17%
Depreciation	17.55	16.3	7.67%	50.53	47.71	5.91%
Finance Cost	31.47	22.16	42.01%	89.19	68.34	30.51%
PBT	33.07	27.54	20.08%	92.25	67.81	36.04%
Tax expense	7.7	6.42	19.94%	22.71	16.23	39.93%
PAT	25.37	21.12	20.12%	69.54	51.58	34.82%
PAT Margin %	3.41%	3.05%	36bps	3.01%	2.32%	69 bps

Diversified Engineering Company With End-To-End Capabilities

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

Strong Pedigree & Engineering Excellence

40+ Years of experience

1,000+ Engineered Products

500+ Customers Across Industries

13 Manufacturing Plants

4,800+ Employee Base

Extensive Product & Service Offerings

Engineered Products *

- Wide range of customised engineering products catering to diverse sectors
- Strong designing & manufacturing capabilities

Engineering Solutions**

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

Exposure to High Growth Sectors

Automobiles

Construction & Infrastructure

Pre - Engineered

White Goods

Railways

Tubes

Subsidiaries

Enertech Pennar Defense and Engineering Systems Private Ltd

Pennar Global

Pennar Global Metals

Ascent Buildings

Pennar GmbH Cadnum

Prominent Clientele From Diverse Sectors



LARSEN & TOUBRO



Hindustan Unilever Limited

ITC Limited

Products NME FY24 Highlights

- Steel Products and Profiles
 - Railways & Assembly sub parts
 - Hydraulics & Industrial Comp
 - Precision Tubes
 - BIW
 - Boilers
- ✓ The revenue for the NME FY24 under the products is Rs 1,196.5 crore.
 - ✓ Steel Products, Profiles and Boilers business unit have increased revenue.
 - ✓ Precision Tubes and BIW revenue has remained flat.

Projects NME FY24 Highlights

➤ Pre Engineered Buildings

✓ The revenue for the NME FY24 under projects has increased from Rs. 1,027.4 crore to Rs. 1,115.5 crore , up by 8.6%.

➤ Solar Structures

✓ The order book of PEB India is Rs 580 Cr and Ascent is USD 37 Mio.

✓ Pre engineered Building revenue in India has increased during the year.

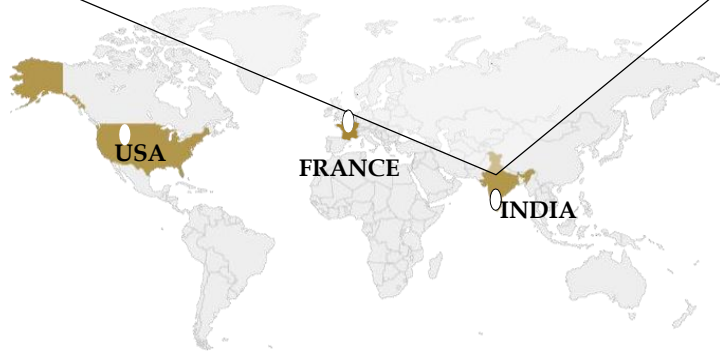
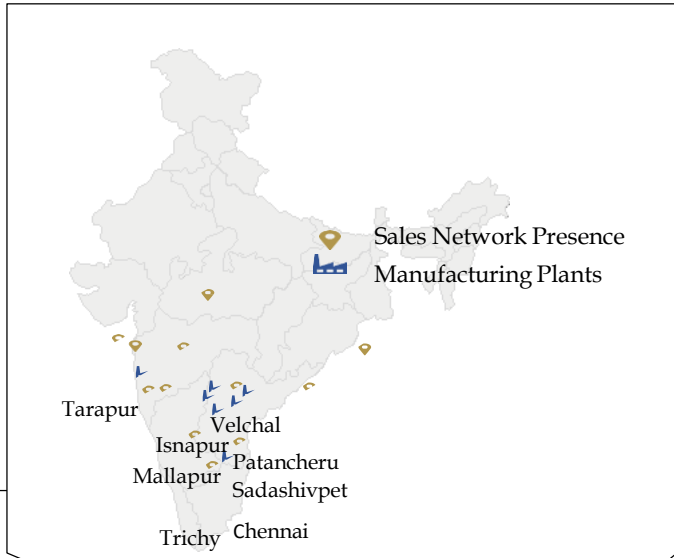
Engineering Services NME FY24 Highlights

➤ Metal / Structural Based Engineering Services

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

- ✓ The revenue for NME FY24 under Services has increased from Rs. 62.3 crore to Rs 63.5 crore, up by 2.0%.
- ✓ Decrease on account of reduction in Metal Building Engineering Services is compensated by increase in Tech Pennar BU.

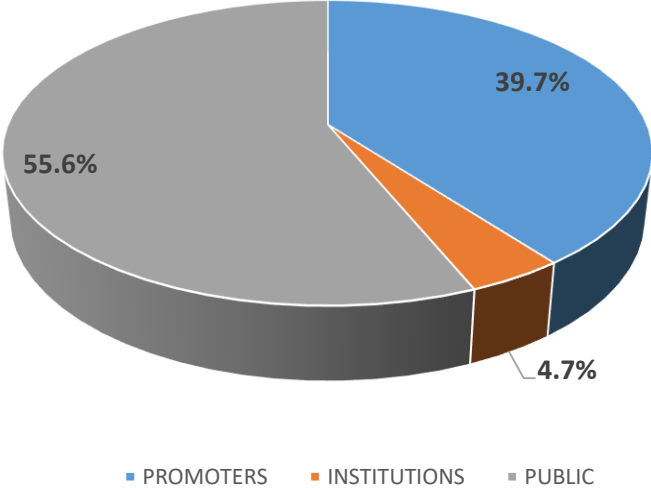
Robust Manufacturing Facilities & Strong Sales Network



Major Location	Products
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 31-12-2023



Source: BSE

A background image of a modern industrial factory. In the foreground, a yellow robotic arm is visible, with the text 'KUKA KR 1000iB' printed on its side. The factory interior features a complex network of metal beams, pipes, and overhead lighting. In the background, other robotic arms and machinery are visible, along with a glass safety enclosure on the right side of the frame. The overall scene is brightly lit, showcasing a high-tech manufacturing environment.

Thanking You

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