



PENNAR INDUSTRIES LIMITED

Q3 FY25 INVESTOR PRESENTATION



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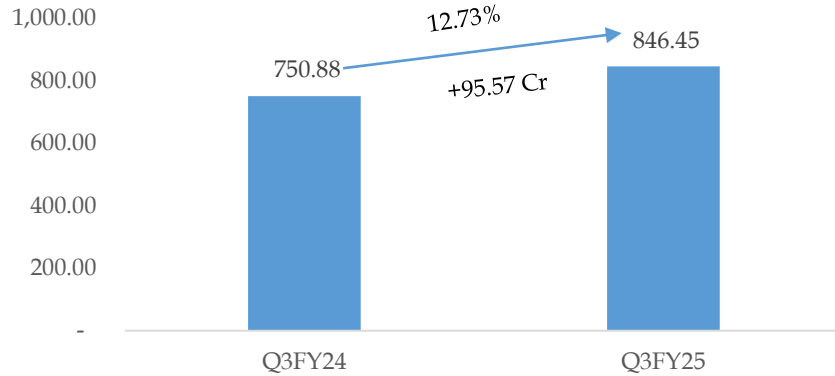
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Discussion Summary

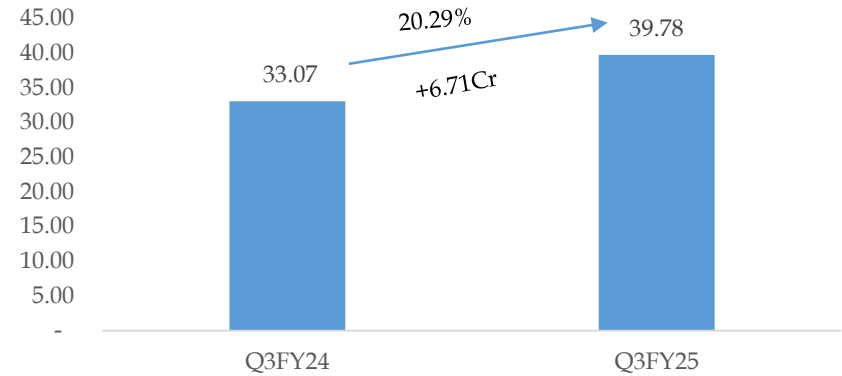
- ❖ Key metrics
- ❖ Results Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ Q3 FY25 Business Highlights segment wise
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

Key Metrics (Q3FY25) – Growth

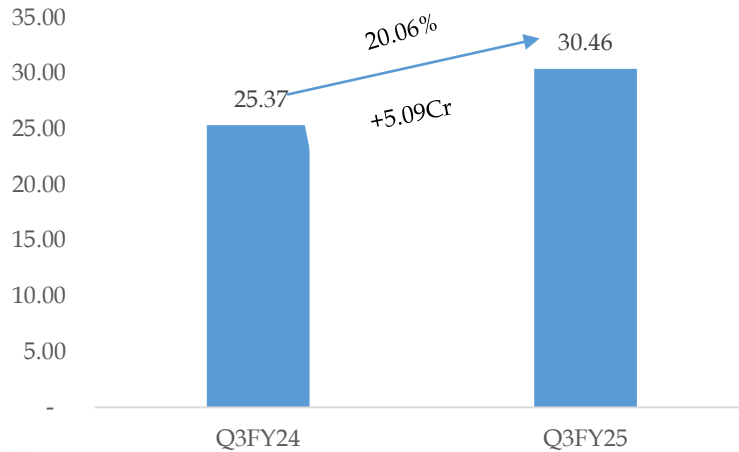
Total Income (Rs in crs)



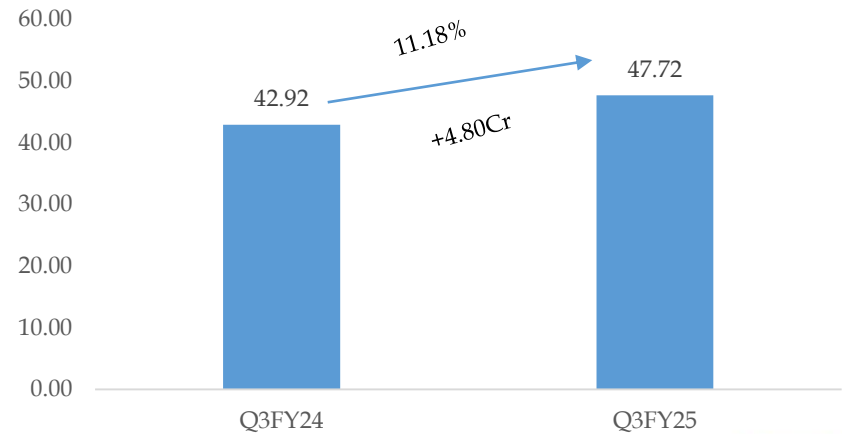
PBT (Rs in crs)



PAT (Rs in crs)



Cash PAT



Results Update

Particulars (Rs. in Crs)	Q3 FY25	Q3 FY24	YoY%	NME FY25	NME FY24	YoY%
Total Income	846.45	750.88	12.73%	2,340.87	2,331.60	0.40%
COGS	516.89	452.14	14.32%	1,393.29	1,419.44	-1.84%
Gross Profit	322.83	292.61	10.33%	927.49	888.33	4.41%
Employee Expenses	89.95	71.63	25.58%	246.96	229.82	7.46%
Other Expenses	151.31	145.02	4.34%	452.13	450.37	0.39%
EBITDA	88.30	82.09	7.56%	248.49	231.97	7.12%
Depreciation	17.26	17.55	-1.65%	51.24	50.53	1.41%
Finance Cost	31.26	31.47	-0.67%	85.99	89.19	-3.59%
PBT	39.78	33.07	20.29%	111.26	92.25	20.61%
PBT Margin %	4.74%	4.44%	30bps	4.79%	4.00%	79bps
Tax expense	9.32	7.70	21.04%	27.53	22.71	21.22%
PAT	30.46	25.37	20.06%	83.73	69.54	20.41%
PAT Margin %	3.63%	3.41%	22bps	3.61%	3.01%	60bps

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

Diversified Engineering

Custom Designed Building Solutions & Auxiliaries

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

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

Exposure to High Growth Sectors

Automobiles

Construction & Infrastructure

Pre - Engineered

White Goods

Railways

Tubes

Subsidiaries

Enertech Pennar and Pennar Metals

Pennar Global Pennar FZCO

Ascent Buildings Pennar Global Metals Pennar Investments

Pennar GmbH Cadnum Sarl

Prominent Clientele From Diverse Sectors



LARSEN & TOUBRO



Hindustan Unilever Limited

ITC Limited

Diversified Engineering – Q3 FY25 Highlights

- Steel Products and Profiles
- Railways & Assembly sub parts
- Industrial Components
- Precision Tubes
- Boilers
- BIW
- Engineering Services

- ✓ The Diversified Engineering revenue for Q3 FY25 is Rs. 415.60 crore compared to Rs. 380.60 crore in Q3 FY24.
- ✓ Received major orders from Tata Power, Toyota, IFB, Kriloaskar, KEC International, LGB, ALF Engineering, Kriloskar, Wabco, Yamaha, Ashok Leyland, Thermax, Saint Gobain, IFB, Rays Power, Emerson, Endurance, Haldex, Tecumseh, ICF, Wabtec, Texmaco, among others.

Custom Designed Building Solutions & Auxiliaries - Q3 FY25 Highlights

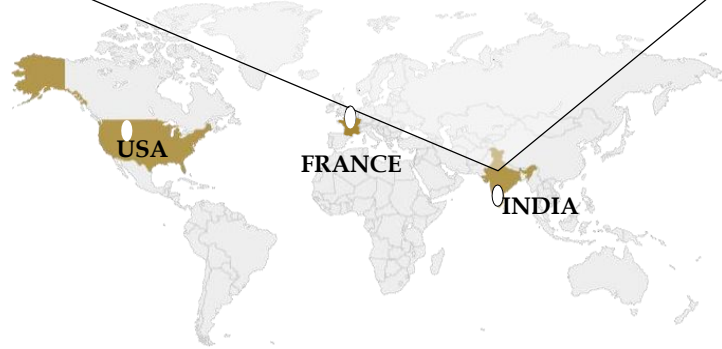
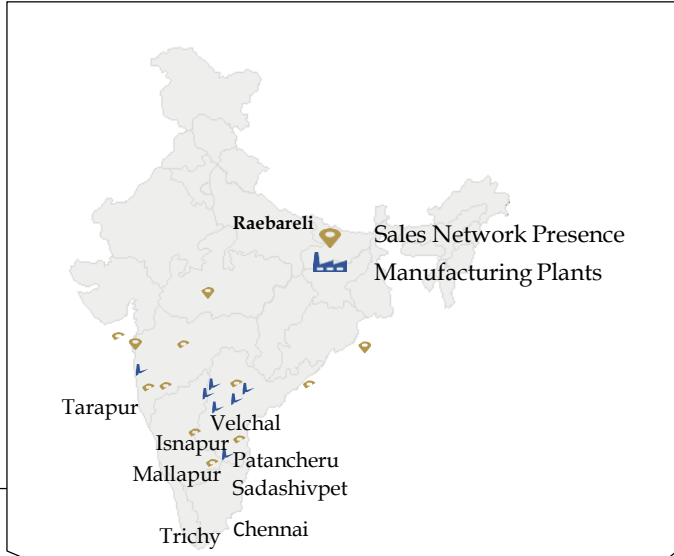
➤ PEB India

➤ Structural Steel

➤ Ascent USA

- ✓ The Custom Designed Building Solutions & Auxiliaries revenue for Q3 FY25 is Rs. 441.29 crore compared to Rs. 387.79 crore in Q3 FY24.
- ✓ Received major orders from Tata Electronics, Asian Paints, Reliance Industries, Jindal, Hindalco Industries, Godrej, Indospace, SLMG Beverages, TPL Micron and others, for Ascent USA from Sons Construction, Brownlee Construction, L& G Metal among others.
- ✓ The order book of PEB India is Rs. 811+ Cr and
- ✓ The order book of PEB US is USD 50+ Mn.

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
Raebareli, Uttar Pradesh	Pre-Engineered Building Systems
Sadashivpet, Telangana	Pre-Engineered Building Systems, Steel structures and Photo voltaic Module
Trichy, Tamil Nadu	Heating Process Equipment
Mallapur, Hyderabad	Fuel Additives, Water Treatment Chemicals & Solutions
Tennessee, USA	Metal Buildings
Chicago, USA	Tubes
France	Auto & Aerospace

Thank You