



PENNAR INDUSTRIES LIMITED

Q1FY23 INVESTOR PRESENTATION



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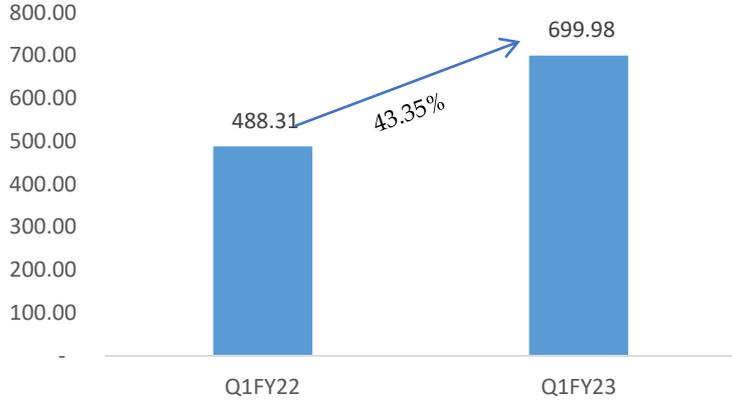
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Discussion Summary

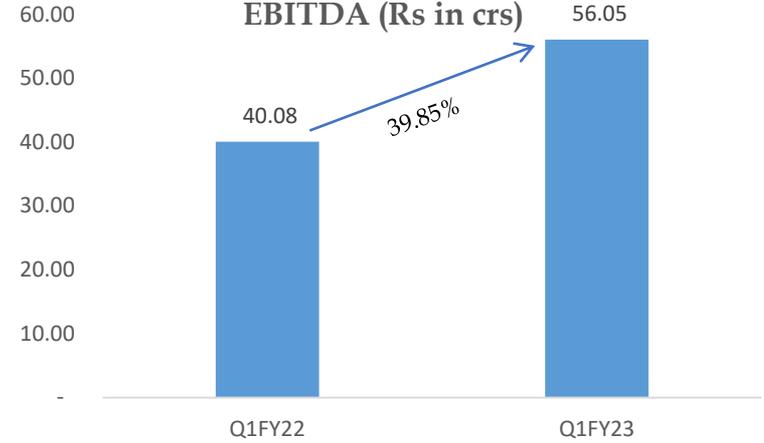
- ❖ Key metrics
- ❖ Results Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ Q1FY23 Business Highlights segment wise
- ❖ Financial Highlights
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

Key Metrics

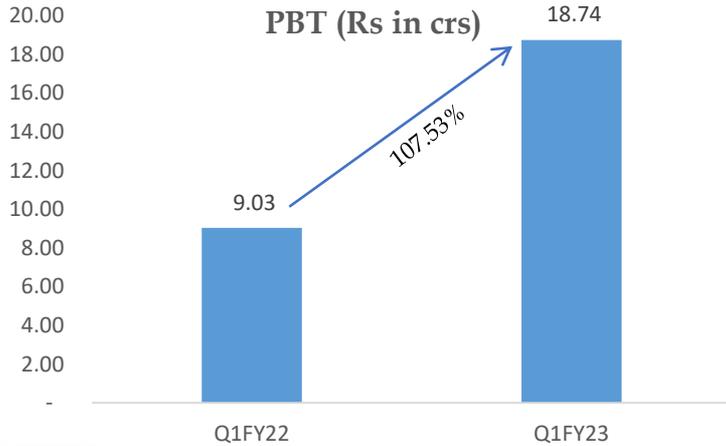
Revenue (Rs in crs)



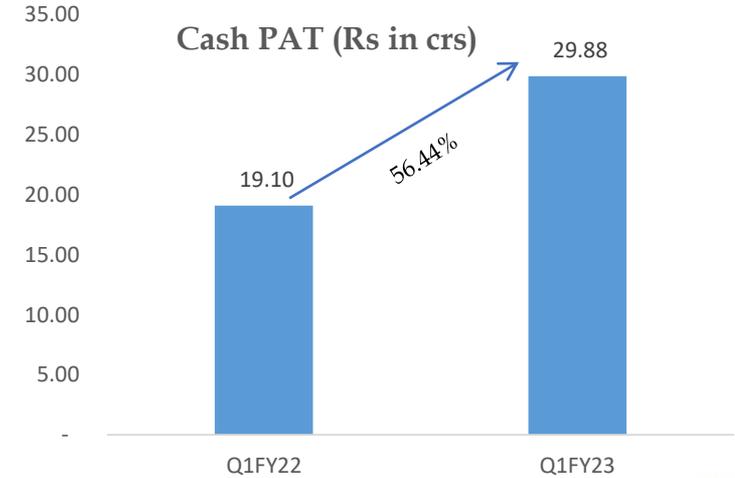
EBITDA (Rs in crs)



PBT (Rs in crs)



Cash PAT (Rs in crs)



Results Update

Particulars (Rs. in Crs)	Q1 FY23	Q1 FY22	YoY%	FY22	FY21	YoY%
Revenue From Operations (Net of Taxes)	700.0	488.3	43.3%	2,265.8	1,525.4	48.5%
Other Income	11.0	2.5	335.6%	17.1	18.7	-8.6%
Total Income	711.0	490.8	44.9%	2,282.8	1,544.0	47.8%
COGS	446.1	301.8	47.8%	1401.6	919.9	52.4%
Gross Profit	265.0	189.0	40.2%	881.2	624.1	41.2%
Employee Expenses	69.6	40.4	72.2%	208.5	136.4	52.8%
Other Expenses	139.3	108.6	28.4%	484.4	376.2	28.8%
EBITDA	56.1	40.1	39.8%	188.4	131.5	43.3%
Depreciation	15.8	12.8	23.8%	54.1	48.2	12.4%
Finance Cost	21.5	18.3	17.6%	78.4	79.7	-1.6%
PBT	18.7	9.0	107.5%	55.9	3.7	1,431.8%
Tax expense	4.7	2.7	73.2%	14.0	0.8	1,628.4%
PAT Before MI	14.1	6.3	122.1%	41.9	2.8	1,375.7%
PAT Margin %	2.0%	1.3%	71 bps	1.85%	0.19%	166 bps

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, Solar EPC, Designing & Engineering Services with presence in USA
- Water Treatment Solutions & 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

Strong Pedigree & Engineering Excellence	37+ Years of experience	1,500+ Engineered Products	1,000+ Customers Across Industries	7 Manufacturing Plants	3,500+ Employee Base	
Extensive Product & Service Offerings	Engineered Products *		Engineering Solutions**			
	<ul style="list-style-type: none"> Wide range of customised engineering products catering to diverse sectors Strong designing & manufacturing capabilities 		<ul style="list-style-type: none"> Leading player in Pre-Engineered Buildings, Solar EPC, Designing & Engineering Services with presence in USA Water Treatment Solutions (EPC + O&M), Water Treatment Chemicals & Fuel Additives 			
Exposure to High Growth Sectors	Automobiles	Construction & Infrastructure	Pre-Engineered	White Goods	Railways	Solar (MMS & PV)
Subsidiaries	Ascent Buildings Pennar Global Metals		Enertech Pennar Defense and Engineering Systems Private Ltd		Pennar GMBH	Pennar Global Inc
Prominent Clientele From Diverse Sectors						

Products Q1-FY23 Highlights

➤ Industrial Components

➤ Hydraulics

➤ Solar Panels

➤ Aerospace Machined Components

➤ Automotive/ Manufacturing Engineering

➤ Steel Products and Profiles

➤ Railway Sub Assemblies

➤ Precision Tubes

✓ The revenue for the quarter under the Products has increased from Rs. 292.61 Crs to Rs. 399.31 Crs up by 36.5%

✓ The company has started commercial production of Body in white manufacturing plant in Chennai in Q1 FY23.

✓ The company has acquired on July 13, 2022 Cadnum SARL - Engineering and precision company based out of France

Projects include

➤ Pre Engineered Buildings

➤ Water Treatment

➤ Solar Structures

- ✓ The revenue for the quarter under projects has increased from Rs. 181.7 Crs to Rs. 286.8 Crs up by 57.9%
- ✓ Step down subsidiary Ascent Building, USA has increased order book and revenue and is profitable.
- ✓ The order book of PEB has increased to 460 Cr In India.

Engineering Services Q1-FY23 Highlights

➤ Structural Engineering Services

- ✓ The revenue for the quarter under services has increased from Rs. 10.2 Crs to Rs. 13.9 Crs up by 36.2%

➤ BIM(Building Information Modelling)

- ✓ Company is looking for acquisition option to increase the revenue.

➤ Plant-Product Engineering Services

- ✓ Major growth drivers are from new customer in Europe and Canada.

➤ Industrial Automation

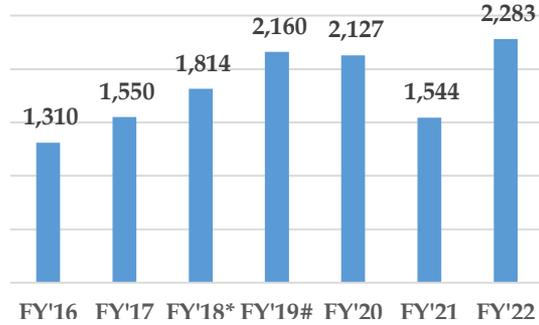
➤ Digital Consultancy(IOT) & Value added Solutions

Financial Highlights

In Rs Crs

FY15-16 Figures are as per the I-GAAP, FY17-22 Figures are as per IND-AS

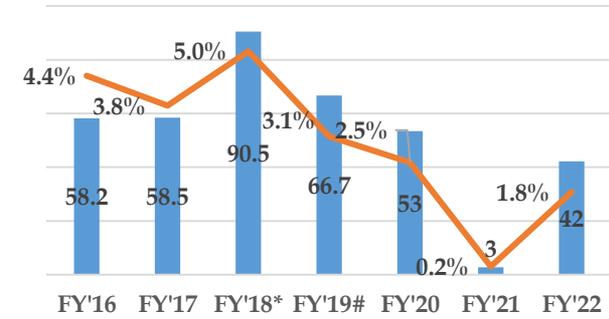
Total Revenues



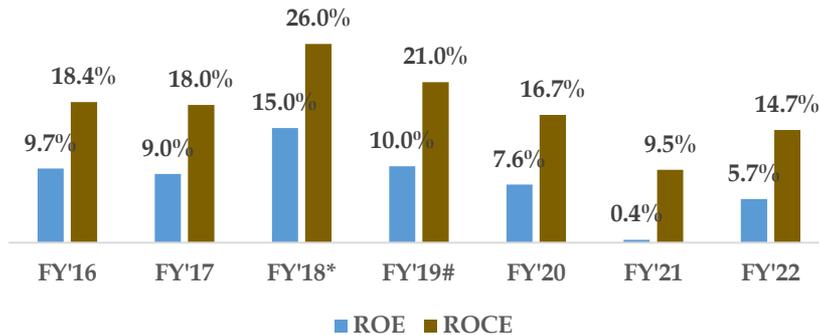
EBITDA & EBITDA Margin



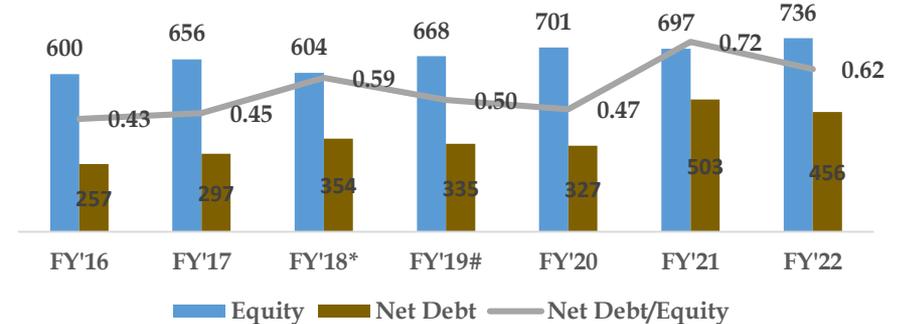
PAT Before MI & PAT Margin



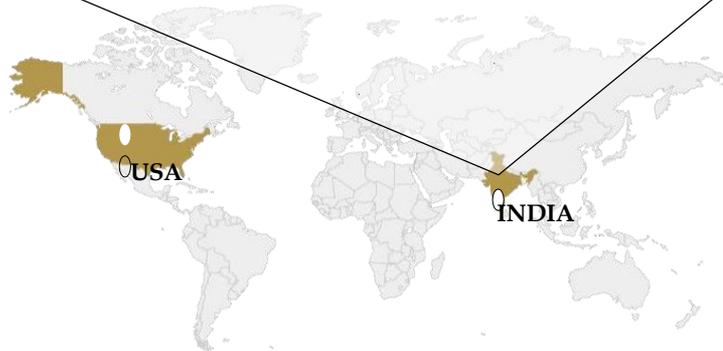
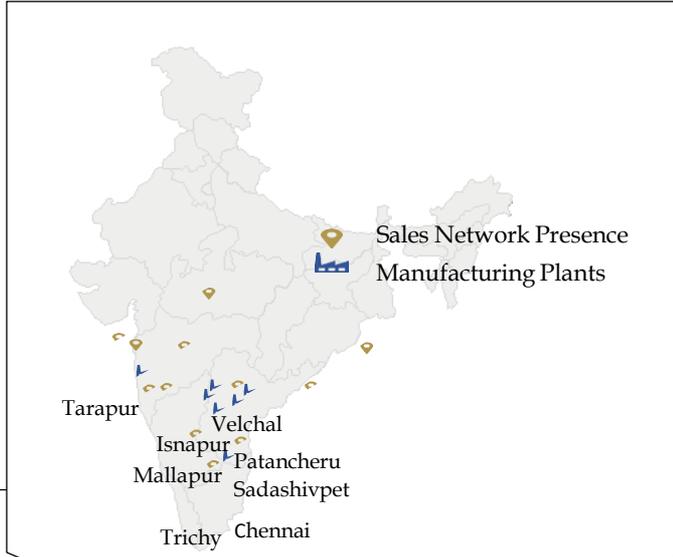
Return Ratios



Leverage Analysis



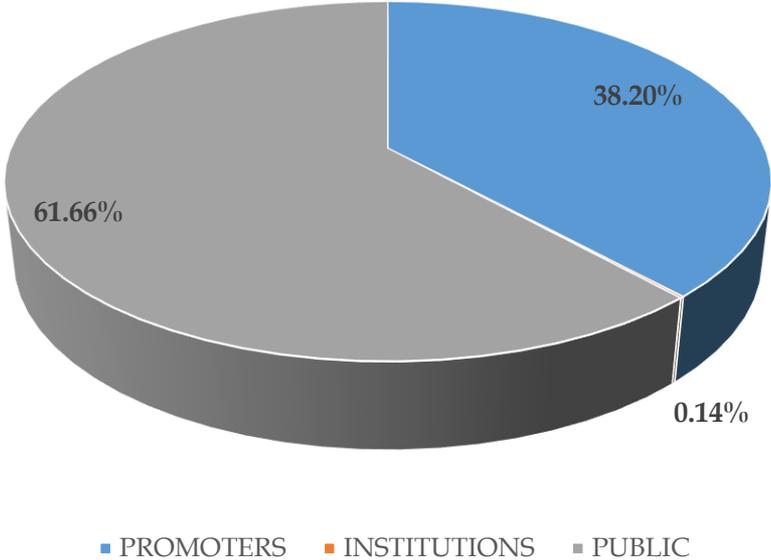
Robust Manufacturing Facilities & Strong Sales Network



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 pattern as on 30-06-2022



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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