

Press release

For immediate release



Pennar Industries' Consolidated FY18 Gross Revenue at Rs. 2,103 Crores; up 23 % YoY
Pennar Industries' Stanalone FY18 Gross Revenue at Rs. 1,407 Crores; up 32 % YoY
FY18 PAT up 103.5% YoY at Rs. 70.3 Crores; Cash PAT up 82.7% at Rs. 107 Crores

Hyderabad, May 18, 2018: Pennar Industries Limited, one of India's leading industrial organizations offering specialized engineered steel solutions, announced today their unaudited financial results for the quarter and year ended 31st March 2018.

CONSOLIDATED FINANCIAL PERFORMANCE:

(Rs. Crore)	Consolidated							
	Q4		y-o-y Growth (%)	Q3	q-o-q Growth (%)	Year		y-o-y Growth (%)
	FY2018	FY2017		FY2018		FY2018	FY2017	
Net Revenue	511.0	464.3	10.1%	416.9	22.6%	1,784.0	1,549.6	15.1%
EBITDA	85.2	36.5	133.4%	45.5	87.3%	221.8	162.5	36.5%
<i>EBITDA Margin (%)</i>	16.7%	7.9%		10.9%		12.4%	10.5%	
Cash Profit	44.6	4.6	871.2%	20.2	120.5%	107.0	58.6	82.7%
<i>Cash Profit Margin (%)</i>	8.7%	1.0%		4.9%		6.0%	3.8%	
Net Profit	35.9	7.2	395.9%	13.3	170.9%	70.3	34.6	103.5%
<i>Net Profit Margin (%)</i>	7.03%	1.56%		3.18%		3.94%	2.23%	
Basic EPS (Rs)	3.95	1.11	255.9%	1.45	172.4%	7.52	4.14	81.6%

STANDALONE FINANCIAL PERFORMANCE:

(Rs. Crore)	Standalone							
	Q4		y-o-y Growth (%)	Q3	q-o-q Growth (%)	Year		y-o-y Growth (%)
	FY2018	FY2017		FY2018		FY2018	FY2017	
Net Revenue	345.9	282.1	22.6%	300.9	15.0%	1,233.4	992.6	24.3%
EBITDA	40.1	30.1	33.0%	26.4	51.6%	120.4	92.2	30.6%
<i>EBITDA Margin (%)</i>	11.6%	10.7%		8.8%		9.8%	9.3%	
Cash Profit	35.3	12.4	184.5%	13.4	163.1%	76.6	41.4	85.2%
<i>Cash Profit Margin (%)</i>	10.2%	4.4%		4.5%		6.2%	4.2%	
Net Profit	31.5	13.8	128.2%	8.6	267.2%	54.3	28.6	90.2%
<i>Net Profit Margin (%)</i>	9.1%	4.9%		2.8%		4.4%	2.9%	
Basic EPS (Rs)	2.61	1.14	130.2%	0.71	267.2%	4.51	2.37	90.2%

SEGMENT FINANCIAL PERFORMANCE (STANDALONE):

Solar included in Steel Products

(Rs. Crore)

Particulars	Net Revenue		
	Q4		y-o-y
	FY18	FY17	Growth (%)
Steel Products	174.2	174.8	(0.4)%
Tubes	57.7	36.3	58.8%
Industrial Components	19.6	15.5	26.1%
Railways	78.9	45.1	74.8%
Scrap	15.6	10.0	
Total Standalone	345.9	281.8	22.8%
Total Consolidated	511.0	464.3	10.1%

BUSINESS HIGHLIGHTS FOR Q4FY18 AND OUTLOOK FOR FY19:

RAILWAYS: Repeat orders were received for Stainless Steel Sidewall and Roof Assemblies, for CRF and Fabrication items of Mild Steel and Stainless Steel and for CRF sections for Metro Coaches. Currently we serve 27 customers. Some of our major customers are Integral Coach Factory- Chennai, Modern Coach Factory - Rae Bareli, Texmaco Rail & Engineering Ltd. – Kolkata, Hindustan Engineering India Ltd. - Kolkata, Cimmco Ltd. – Kolkata, BEML Ltd – Bangalore.

TUBES: This division has more than 350 customers in domestic and exports, covering the following industries - Auto, Power, Gen Engineering, Textile and, Earth-moving equipment. Major customers in this vertical include VECV, Mahindra, Gabriel, Yamaha, Bridgestone, Endurance, Royal Enfield, Magna closures, Bajaj, Hyundai, TVS, Thermax, Reiter, LMW, Isgec, Rajwest, Hindalco, Tata Vendors among others. In the exports segment, Pennar is in the process of adding a new customer from USA. Received export orders for CDW tubes from USA, Europe, and South Africa. 70% of the orders are from regular major OEA's in the form of monthly schedule only and balance 30% are project based orders. The division will focus on further expanding the CDW business as it has potential to deliver robust growth. CDW capacity expansion from existing 1,000T to 1,500T is expected by end of May '18. 5th tube mill is expected to be ready in FY19 and project will kick off in June '18.

INDUSTRIAL COMPONENTS: The division received new orders for hydraulic cylinders and tie rod cylinders. Commercial vehicles in the automotive segment have seen excellent traction and demand for white goods continues to remain upbeat. Added 5 new customers in the Hydraulics segment, which has been resilient.

STEEL PRODUCTS: CRFS orders came in Buildings and ESP. Repeat Orders came from regular schedules of Auto & ESP for various projects. Also, received orders in Solar and CRSS in addition to monthly schedule from regular customers.

ABOUT PENNAR INDUSTRIES LIMITED:

Pennar Industries (NSE: PENIND, BSE: 513228) is one of India's leading industrial organizations offering specialized, engineered steel solutions. The Company has a strong presence across growth sectors in India through four business units, Steel Products, Tubes, Industrial Components and Systems & Projects, and its subsidiary companies, Pennar Engineered Building Systems Limited and Pennar Enviro Limited. All of Pennar's manufacturing units are ISO 9001:2008-certified and the Company has presence across 10 industry verticals. Pennar has over 30 years of rich experience and more than 1,000 precision engineered products, 2,500 tools and dies, over 600 customers and six manufacturing plants located at Patancheru, Sadashivpet, Isnapur, Velchal and Mallapur near Hyderabad, Chennai in Tamil Nadu and Tarapur in Maharashtra.

For more information, please visit www.pennarindia.com

DISCLAIMER:

This release contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Pennar's future business developments and economic performance. While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macroeconomic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. Pennar undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.

Q4FY18 EARNINGS CONFERENCE CALL DETAILS:

Universal Access:	+ 91 22 6280 1116 / +91 22 7115 8017
Local Access Number: Available in - Ahmedabad, Bangalore, Chandigarh, Chennai, Gurgaon (NCR), Hyderabad, Kochi/Cochin, Kolkata, Lucknow, Pune. (Accessible from all carriers)	+91- 70456 71221
International Toll- Free Numbers:	USA : 1 866 746 2133 UK : 0 808 101 1573 Singapore : 800 101 2045 Hong Kong : 800 964 448
Date:	Monday, May 21, 2018
Time:	10:45 AM IST

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