# Pennar Industries Limited <br> (NSE: PENIND, BSE: 513228) 

Unaudited Consolidated and Standalone Results for Q3 FY2013

February 9, 2013

Management will host a conference call to discuss Q3 FY2013 results on:
Monday, February 11, 2013 at 4:30 pm IST
To participate, please use the following dial-in numbers:
Primary Number: +91 2266295872
Secondary Number: +91 2230652533
The numbers listed above are universally accessible from all networks and all countries.

## Toll Free Numbers:

USA: 1866746 2133, UK: 0808101 1573, Singapore: 800101 2045, Hong Kong: 800964448

## Safe Harbour:

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, macro-economic, 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.

Hyderabad, India, February 9, 2013 - Pennar Industries Limited (referred to as "Pennar" or the "Company", BSE: 513228, NSE: PENIND), one of India's leading industrial companies engaged in the production and marketing of specialized and engineered metal products, and Pre-Engineered buildings, announces its Unaudited Consolidated and Standalone Third Quarter Results for FY2013.

## Performance Highlights

- Consolidated Gross Sales of Rs. 301.0 Crore
- Consolidated Net Sales of Rs. 266.4 Crore, with a q-o-q growth of $2.5 \%$
- Consolidated EBITDA of Rs. 27.7 Crore and EBITDA margin of $10.4 \%$
- Consolidated Order Book of Rs. 460 Crore
- Q4 Gross Revenue projection of Rs. 375 Crore, a q-o-q growth of $\sim 25 \%$

Commenting on the results and performance, Mr. Nrupender Rao, Chairman of Pennar Industries Limited said:
"The Company's performance in the quarter is an indication of stability in both the topline and the bottomline. The consolidated order book position of Rs. 460 Crore clearly indicates an encouraging trend towards topline growth over the next two quarters. The investment made in the Tubes business along with high level of acceptance for Pre-Engineered Buildings (PEBS) products have now started showing good results for the Company. We remain focused on related diversification into areas such as structural projects where we have seen early success in our Solar Structures business.

Another important growth driver for our business has been Industrial Components. We are widening our product portfolio and reach in this business. Further, the Company is working on leveraging its multilocational manufacturing to gain competitive advantage in its business of engineering profiles.

Mr. Suhas Baxi, President and CEO of Pennar, presented a 100-day Plan focused on growth, operational efficiency and future direction. This plan is clearly laying the foundation for future growth of the Company."

## Consolidated Financial Highlights

| (Rs. Crore) | Q3 |  | $\begin{gathered} y-0-y \\ \text { Growth (\%) } \end{gathered}$ | $\frac{\text { Q2 }}{\text { FY2013 }}$ | $q-0-q$ <br> Growth (\%) | Nine Months |  | $y-0-y$ <br> Growth (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2013 | FY2012 |  |  |  | FY2013 | FY2012 |  |
| Gross Sales | 301.0 | 303.6 | (0.9)\% | 300.4 | 0.2\% | 931.0 | 975.7 | (4.6)\% |
| Net Sales | 266.4 | 268.6 | (0.8)\% | 260.0 | 2.5\% | 812.5 | 862.3 | (5.8)\% |
| EBITDA | 27.7 | 33.6 | (17.5)\% | 27.8 | (0.1)\% | 86.1 | 114.5 | (24.8)\% |
| EBITDA Margin (\%) | 10.4\% | 12.5\% |  | 10.7\% |  | 10.6\% | 13.3\% |  |
| Cash Profit | 15.4 | 18.6 | (17.3)\% | 15.9 | (3.5)\% | 47.6 | 66.8 | (28.7)\% |
| Cash Profit Margin (\%) | 5.8\% | 6.9\% |  | 6.1\% |  | 5.9\% | 7.7\% |  |
| Net Profit | 10.8 | 13.5 | (19.8)\% | 11.2 | (3.5)\% | 32.9 | 50.6 | (34.9)\% |
| Net Profit Margin (\%) | 4.1\% | 5.0\% |  | 4.3\% |  | 4.1\% | 5.9\% |  |
| Basic EPS (Rs) | 0.89 | 1.10 | (19.8)\% | 0.92 | (3.5)\% | 2.70 | 4.15 | (34.9)\% |

Note: Scrap sales has been adjusted against raw materials costs


## Economic Environment

The Company's business is driven by a combination of industrial segments such as automotive, industrial, power and infrastructure. The business of Pre-Engineered Building Systems is also driven by capital investment and capacity creation. The overall economic environment has had an impact on market growth in all of Pennar's operating segments. On the positive side, the Company has witnessed accelerated activity in the Solar Power segment.

High interest rates and input costs, intense competition and policy delays have impacted the Infrastructure and Capital Goods sectors to a large extent. Automobile and the Railways segments are yet to see clear signs of recovery.

## Business Performance

## Financial Highlights

Q3 FY2013 consolidated Net Sales grew by $2.5 \%$ q-o-q. This was primarily due to the growth in Tubes, Industrial Components and Solar Projects divisions. Further, PEBS division continued to perform consistently with Net Sales increasing $10.4 \%$ sequentially. PEBS contributed to $25.4 \%$ of total consolidated Net Sales in Q3 FY2013 up from 22.8\% in Q3 FY2012 and 24.1\% in Q2 FY2013.

The growth was however moderated by lower demand in the auto, engineering, railways and infrastructure sectors for the steel products which includes steel strips and engineered profiles.

Q3 FY2013 consolidated EBITDA remained flat sequentially. On a y-o-y basis, EBITDA registered a decline of $17.5 \%$. This was primarily due to margin pressures in the Systems and Projects, Engineered Profiles and Cold Rolled Steel Strips businesses. Q3 FY2013 Net Profit recorded a decline of $3.5 \%$ sequentially and $19.8 \%$ on $y-o-y$ basis.

## Balance Sheet

As of December 31, 2012, the Company had a consolidated Total Debt of Rs. 136.3 Crore, Cash and Cash Equivalents of Rs. 18.8 Crore, Net Debt of Rs. 117.4 Crore and Net Worth of Rs. 316.9 Crore. Total Debt consists of Rs. 37.0 Crore of Long-Term loans and Rs. 99.3 Crore of Working Capital borrowings. The Company continues its focus on maintaining conservative leverage with Net Debt to annualized EBITDA ratio of 1.06x.


## Segment Performance

To align the business based on its product and market landscape, Pennar has restructured its operating segments into five business units. These business units are: Steel Strips, Engineered Profiles, Tubes, Industrial Components and Systems \& Projects.

|  | Sales |  |  |  |  | EBITDA |  |  |  |  | EBITDA Margin (\%) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 |  | $y-0-y$ <br> Growth <br> (\%) | $\frac{\mathrm{Q} 2}{\mathrm{FY} 13}$ | $q-0-q$ <br> Growth <br> (\%) | Q3 |  | $y-0-y$ Growth (\%) | $\frac{\mathrm{Q} 2}{\mathrm{FY} 13}$ | $q-0-q$ <br> Growth <br> (\%) | Q3 | $y-o-y$ <br> Growth (\%) | $\frac{\mathrm{Q} 2}{\mathrm{FY} 13}$ | $q-0-q$ <br> Growth <br> (\%) |
| (Rs. Crore) | FY13 | FY12 |  |  |  | FY13 | FY12 |  |  |  | FY13 FY12 |  |  |  |
| Cold Rolled Steel Strips | 53.3 | 64.1 | (16.9)\% | 52.3 | 1.9\% | 4.5 | 7.0 | (36.6)\% | 3.3 | 33.5\% | 8.4\% 11.0\% | (260) | 6.4\% | 199 |
| Engineered Profiles | 53.4 | 69.2 | (22.9)\% | 58.4 | (8.6)\% | 5.0 | 9.2 | (45.6)\% | 5.2 | (3.4)\% | 9.3\% 13.2\% | (391) | 8.8\% | 50 |
| Tubes | 21.7 | 13.1 | 66.0\% | 21.7 | (0.0)\% | 1.7 | 1.1 | 59.3\% | 1.5 | 12.7\% | 7.9\% 8.2\% | (33) | 7.0\% | 89 |
| Industrial Components | 15.9 | 12.2 | 30.8\% | 18.6 | (14.1)\% | 2.7 | 2.0 | 35.3\% | 3.4 | (19.7)\% | 17.2\% 16.6\% | 58 | 18.4\% | (119) |
| Systems and Projects | 56.8 | 48.4 | 17.4\% | 46.9 | 21.1\% | 6.6 | 7.4 | (9.8)\% | 7.0 | (4.7)\% | 11.7\% 15.2\% | (352) | 14.8\% | (315) |
| Total Standalone | 201.0 | 206.9 | (2.8)\% | 197.9 | 1.6\% | 20.5 |  | (23.0)\% | 20.4 | 0.7\% | 10.2\% 12.9\% | (267) | 10.3\% | (9) |
| Pre-Engineered Buildings | 67.5 | 61.2 | 10.4\% | 62.6 | 7.9\% | 7.2 | 6.9 | 3.4\% | 7.4 | (2.8)\% | 10.6\% 11.3\% | (72) | 11.8\% | (117) |
| Sub Total | 268.6 | 268.1 | 0.2\% | 260.5 | 3.1\% |  |  | (17.5)\% | 27.8 | (0.2)\% | 10.3\% 12.5\% | (222) | 10.7\% | (35) |
| Regrouping Adjustments | (2.2) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Consolidated | 266.4 | 268.6 | (0.8)\% | 260.0 | 2.5\% | 27.7 | 33.6 | (17.5)\% | 27.8 | (0.1)\% | 10.4\% 12.5\% | (210) | 10.7\% | (27) |

## Pre-Engineered Buildings (PEBS)

PEBS division continued to show consistent performance with strong focus on building upon its design and engineering strengths. The segment continues to win new clients and explore new geographies while consolidating its current position. PEBS received a number of orders from new customers including Assam-SSA, HZL, Ramky and Jayabheri Group and continues to receive repeat orders. The order book as on date was Rs. 235 Crore.

## Tubes

Tubes division (comprising of CDW and other tubes) registered a strong volume growth of 54.1\% y-o-y. This was primarily due to a robust growth in the CDW Tubes segment, which grew from Rs. 0.7 Crore in Q3 FY2012 to Rs. 4.2 Crore in Q3 FY2013 as a result of new products launches. EBITDA also posted a strong growth of $59.3 \%$ y-o-y.

## Industrial Components

The Industrial Components business (comprising of pressed steel precision components for Auto, Industrial and White Goods segments) recorded a strong growth in Net Sales of $30.8 \%$ over Q3 FY2012 with EBITDA also increasing 35.3\% y-o-y. This was on account of increase in the number of customers as well as products.

## Systems \& Projects

During the quarter, the Systems \& Projects division (comprising of Railways and Solar businesses) y-o-y sales growth was primarily driven by a $26.8 \%$ y-o-y growth in the Solar Structurals business. EBITDA, however, declined due to a decrease in the higher-margin Railways business and changed product mix.

## Engineered Profiles

Low demand from the Auto and the Buildings segments led to a decline in the Engineered Profiles division. The EBITDA margin faced pressure on account of lower realizations.

## Cold Rolled Steel Strips

The segment posted a $1.9 \%$ Net Sales growth, however, registered a $33.5 \%$ growth in EBITDA q-oq due to continued focus towards higher value-added products.

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## Strategic Initiatives

Expansion of PEBS capacity: The Company is in the final stages of signing a deal for expansion of the capacity by an additional 30,000 MTPA to 90,000 MTPA by commissioning a plant in the state of Gujarat in Northern India.

Solar Power Plant: The Company has set up a captive solar power plant of 2.5 MW to achieve energy security and low cost power for its plants in Andhra Pradesh.

Power@Pennar Roadmap: Pennar has initiated 20 projects (100-Day Plan) aimed at business growth, operational efficiency and sustenance. The projects are all aimed at bringing out the intrinsic potential that the Company possesses. Pennar's multi-locational manufacturing coupled with the diversity of its product portfolio and design capabilities will be leveraged to accelerate product development and market expansion. The Company is also undertaking projects to implement TPM while focusing on environment, health and safety at its operating locations. It has also identified focus areas for business growth and is now in the process of building technology and delivery capabilities in these business growth areas.

## Performance Outlook

The revenue growth in the Industrial / Capital Goods sectors is expected to be affected by project deferral, execution slippage and declining order books, while intense competition and higher input costs coupled with interest rates are likely to keep margins under pressure.

However, Pennar continues to focus on bringing in business growth and operational efficiency on a sustainable basis. The Company has seen a decline in the railways business over time, however remains confident of a steady recovery in the overall business performance driven by PreEngineered Buildings, Industrial Components, Solar and Tubes businesses. The Company is also encouraged by strong order books in Pre-Engineered Buildings and other businesses. PreEngineered Buildings segment is performing well and is on track to achieve yearly growth targets with continued order receipts and good execution. The Company is also optimistic on the prospects of the Industrial Components, Solar and Tubes businesses which continue to add to the growth of the Company.

## Accounting Notes:

1. Net Sales: Excludes Other Income and scrap sales
2. EBITDA: Earnings before interest, taxes and depreciation; excludes other income and exceptional items
3. Cash Profit: Net Profit plus Depreciation plus Deferred Taxes
4. Basic EPS: Each share face value of Rs. 5.00; 12.2 Crore shares; includes extraordinary items

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For further information on Pennar Industries visit www.pennarindia.com

## Pennar Industries: At a Glance



Note(s):
1 Based on gross sales and excludes scrap sales

## Established Platform to Provide Engineering Excellence



## Pennar Industries Limited

Floor: -1, DHFLVC Silicon Towers, Kondapur, Hyderabad - 500084

## Statement of Consolidated Unaudited Results for the Quarter ended 31 December 2012 (All amounts are in Lakhs of Indian rupees, unless otherwise stated)

Part I

| S.No | Particulars | CONSOLIDATED RESULTS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
|  |  | Quarter Ended |  |  | Nine Months Ended |  | Year Ended |
|  |  | 31.12.2012 | 30.09.2012 | 31.12.2011 | 31.12.2012 | 31.12.2011 | 31.03.2012 |
| 1 | Income from operations |  |  |  |  |  |  |
|  | Gross Sales | 30,099 | 30,036 | 30,361 | 93,099 | 97,574 | 138,080 |
|  | Less: Excise Duty | 2,525 | 3,015 | 2,518 | 8,816 | 8,299 | 11,742 |
|  | Less: Sales Tax | 934 | 1,019 | 978 | 3,030 | 3,041 | 4,504 |
|  | Net sales from operations | 26,640 | 26,002 | 26,864 | 81,253 | 86,235 | 121,834 |
| 2 | Expenses |  |  |  |  |  |  |
| a | Cost of materials consumed | 16,338 | 15,628 | 20,133 | 50,826 | 60,745 | 84,834 |
| b | Changes in inventories of |  |  |  |  |  |  |
|  | Finished goods and work in progress | 835 | 1,514 | $(2,634)$ | 2,862 | $(2,825)$ | $(2,054)$ |
| c | Employee benefit expense | 1,415 | 1,369 | 1,270 | 4,152 | 3,675 | 5,286 |
| d | Depreciation and amortisation expense | 436 | 445 | 449 | 1,316 | 1,209 | 1,701 |
| e | Other Expenses | 5,279 | 4,714 | 4,735 | 14,802 | 13,186 | 19,039 |
| f | Total | 24,303 | 23,670 | 23,954 | 73,958 | 75,990 | 108,806 |
|  | Profit from operations before Depreciation, Other Income, Finance Cost \& Taxes |  |  |  |  |  |  |
|  | (EBIDT) | 2,773 | 2,777 | 3,359 | 8,611 | 11,454 | 14,729 |
| 3 | Profit from operations before Other |  |  |  |  |  |  |
|  | Income, Finance Cost \& Taxes ( 1-2) | 2,337 | 2,332 | 2,910 | 7,295 | 10,245 | 13,028 |
| 4 | Other Income | 36 | 12 | 14 | 62 | 83 | 119 |
| 5 | Profit before Finance cost \& Taxes ( $3+4$ ) | 2,373 | 2,344 | 2,924 | 7,357 | 10,328 | 13,147 |
| 6 | Finance Cost | 694 | 741 | 794 | 2,198 | 2,151 | 3,092 |
|  | Profit from ordinary activities before tax |  |  |  |  |  |  |
| 7 | (5-6) | 1,679 | 1,603 | 2,130 | 5,159 | 8,177 | 10,055 |
| 8 | Tax expense |  |  |  |  |  |  |
| a | Income Tax | 497 | 368 | 640 | 1,467 | 2,513 | 3,297 |
| b | Deferred Tax Liability/(Asset) | 21 | 29 | 63 | 149 | 410 | 289 |
|  |  | 518 | 397 | 703 | 1,616 | 2,923 | 3,586 |
| 9 | Profit from ordinary activities after Tax |  |  |  |  |  |  |
|  | and before Minority Interest ( 7-8) | 1,161 | 1,206 | 1,427 | 3,543 | 5,254 | 6,469 |
| 10 | Minority Interest | 80 | 86 | 80 | 249 | 194 | 270 |
| 11 | Profit from ordinary activities after Tax |  |  |  |  |  |  |
|  | and after Minority Interest ( 9-10) | 1,081 | 1,120 | 1,347 | 3,294 | 5,060 | 6,199 |
| 11a | Cash Profit | 1,538 | 1,594 | 1,859 | 4,759 | 6,679 | 8,189 |
| 12 | Paid up Equity Share Capital (Face value of Rs. 5/- per equity share ) | 6,101 | 6,101 | 6,101 | 6,101 | 6,101 | 6,101 |
| 13 | Reserves excluding revaluation reserves | - | - | - | - | - | 21,420 |
| 14 | Basic Earnings per Rs. 5/- Share (not annualised) | 0.89 | 0.92 | 1.10 | 2.70 | 4.15 | 5.08 |
| 15 | Basic Cash Earnings per Rs. 5/- Share (not annualised) | 1.26 | 1.31 | 1.52 | 3.90 | 5.47 | 6.71 |

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## Pennar Industries Limited

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## Statement of Consolidated Unaudited Results for the Quarter ended 31 December 2012 (All amounts are in Lakhs of Indian rupees, unless otherwise stated)

Part II

| S.No | Particulars | CONSOLIDATED RESULTS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
|  |  |  | Quarter Ended |  | Nine Months Ended |  | Year Ended |
|  |  | 31.12.2012 | 30.09.2012 | 31.12.2011 | 31.12.2012 | 31.12.2011 | 31.03.2012 |
| $\begin{gathered} \hline \text { A } \\ 16 \end{gathered}$ | Particulars of Shareholding |  |  |  |  |  |  |
|  | Public Shareholding |  |  |  |  |  |  |
|  | - Number of Shares | 73,002,960 | 73,026,160 | 73,940,516 | 73,002,960 | 73,940,516 | 73,921,345 |
|  | - Percentage of Shareholding | 59.83 | 59.85 | 60.60 | 59.83 | 60.60 | 60.58 |
| 17 | Promoter \& Promoter group Shareholding <br> a) Pledged / Encumbered |  |  |  |  |  |  |
|  | - Number of Shares <br> - Percentage of Shares (as a \% of the | 22,500,000 | 21,500,000 | 12,650,000 | 22,500,000 | 12,650,000 | 19,870,000 |
|  | total share-holding of promoters \& promoter group ) <br> - Percentage of Shares ( as a \% of the | 45.90 | 43.88 | 26.31 | 45.90 | 26.31 | 41.31 |
|  | total share capital of the company ) <br> b) Non - Encumbered | 18.44 | 17.62 | 10.37 | 18.44 | 10.37 | 16.28 |
|  | - Number of Shares <br>  | 26,521,040 | 27,497,840 | 35,433,484 | 26,521,040 | 35,433,484 | 28,232,655 |
|  | promoter group ) <br> - Percentage of Shares ( as a \% of the | 54.10 | 56.12 | 73.69 | 54.10 | 73.69 | 58.69 |
|  | total share capital of the company ) | 21.73 | 22.53 | 29.03 | 21.73 | 29.03 | 23.14 |


| Particulars |  | Quarter ended <br> $\mathbf{3 1 . 1 2 . 2 0 1 2}$ |
| :---: | :--- | ---: |
| B | Investor Complaints |  |
|  | Pending at the beginning of the quarter | Nil |
|  | Received during the quarter | 1 |
|  | Disposed of during the quarter | Nil |

## Notes

a. The above financial results as reviewed by the Audit Committee meeting were taken on record at the Meeting of the Board of Directors held on February 09, 2013.
b.As on 30th November 2012, Pennar Enviro Limited has become a subsidiary of Pennar Industries Limited. Pennar enviro limited offers solutions for water treatment projects, $\mathrm{O} \& \mathrm{M}$ for industries and also manufactures and sells fuel additives and water treatment chemicals.
c. The company has opted to publish consolidated financial results, pursuant to option made available as per clause 41of the Listing Agreement. The standalone financial results which have been subjected to Limited Review by the statutory auditors, are availabe on the company's website viz www.pennarindia.com and on the websites of BSE (www.bseindia.com) and NSE www.nseindia.com). Key standalone financial information is given below:

| Particulars | Quarter Ended |  |  | Nine Months Ended |  | Year Ended |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31.12.2012 | 30.09.2012 | 31.12.2011 | 31.12.2012 | 31.12.2011 | 31.03.2012 |
| Income from operations | 20,104 | 19,787 | 20,692 | 61,766 | 68,815 | 97,654 |
| Profit before tax | 1,256 | 1,203 | 1,765 | 3,842 | 7,025 | 8,509 |
| Profit after tax | 852 | 875 | 1,120 | 2,584 | 4,510 | 5,426 |

d. The above unaudited consolidated financial results of the company include the financial results of its subsidiary, Pennar Engineered Building Systems Limited and Pennar Enviro Limited
e. Figures for the previous periods/year have regrouped/reclassified, wherever considered necessary.

# Pennar Industries Limited 

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## Statement of Standalone Unaudited Results for the Quarter ended 31 December 2012 (All amounts are in Lakhs of Indian rupees, unless otherwise stated)

Part I

| S.No | Particulars | STAND-ALONE RESULTS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
|  |  | Quarter Ended |  |  | Nine Months Ended |  | Year Ended |
|  |  | $\begin{gathered} 31 \text { December } \\ 2012 \\ \hline \end{gathered}$ | $\begin{array}{\|c\|} \hline 30 \text { September } \\ 2012 \\ \hline \end{array}$ | $\begin{gathered} \hline 31 \text { December } \\ 2011 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { 31 December } \\ 2012 \\ \hline \end{gathered}$ | $\begin{array}{\|c} \hline 31 \text { December } \\ 2011 \\ \hline \end{array}$ | 31 March 2012 |
| 1 | Income from operations |  |  |  |  |  |  |
|  | Gross Sales | 22,657 | 22,859 | 23,336 | 70,870 | 77,918 | 110,662 |
|  | Less : Excise Duty | 1,844 | 2,293 | 1,916 | 6,729 | 6,656 | 9,532 |
|  | Less: Sales Tax | 709 | 779 | 728 | 2,375 | 2,447 | 3,476 |
|  | Net sales from operations | 20,104 | 19,787 | 20,692 | 61,766 | 68,815 | 97,654 |
| 2 | Expenses |  |  |  |  |  |  |
| a | Cost of materials consumed | 13,903 | 13,370 | 16,725 | 43,083 | 51,014 | 71,561 |
| b | Changes in inventories of |  |  |  |  |  |  |
|  | Finished goods and work in progress | 218 | 741 | $(2,500)$ | 1,003 | $(2,701)$ | $(1,392)$ |
| c | Employee benefit expense | 1,021 | 973 | 931 | 3,016 | 2,697 | 3,851 |
| d | Depreciation and amortisation expense | 368 | 374 | 387 | 1,112 | 1,024 | 1,417 |
| e | Other Expenses | 2,909 | 2,664 | 2,870 | 8,307 | 8,456 | 11,812 |
| f | Total | 18,419 | 18,122 | 18,413 | 56,521 | 60,490 | 87,249 |
|  | Profit from operations before Depreciation, Other Income, Finance Cost \& Taxes ( E B I D T ) | 2,053 | 2,039 | 2,666 | 6,357 | 9,349 | 11,822 |
| 3 | Profit from operations before Other |  |  |  |  |  |  |
|  | Income, Finance Cost \& Taxes ( 1-2) | 1,685 | 1,665 | 2,279 | 5,245 | 8,325 | 10,405 |
| 4 | Other Income | 31 | 7 | 5 | 46 | 44 | 102 |
| 5 | Profit before Finance cost \& Taxes ( $3+4$ ) | 1,716 | 1,672 | 2,284 | 5,291 | 8,369 | 10,507 |
| 6 | Finance Cost | 460 | 469 | 519 | 1,449 | 1,344 | 1,998 |
| 7 | Profit from ordinary activities before tax (5-6) | 1,256 | 1,203 | 1,765 | 3,842 | 7,025 | 8,509 |
| 8 | Tax expense |  |  |  |  |  |  |
| a | Income Tax | 393 | 314 | 566 | 1,149 | 2,282 | 2,850 |
| b | Deferred Tax Liability/(Asset) | 11 | 14 | 79 | 109 | 233 | 233 |
|  |  | 404 | 328 | 645 | 1,258 | 2,515 | 3,083 |
| 9 | Profit from ordinary activities after tax and before Minority Interest ( 7-8) | 852 | 875 | 1,120 | 2,584 | 4,510 | 5,426 |
| 10 | Minority Interest | - | - | - | - | - | - |
| 11 | Profit from ordinary activities after Tax and after Minority Interest ( 9-10) | 852 | 875 | 1,120 | 2,584 | 4,510 | 5,426 |
| 11a | Cash Profit | 1,231 | 1,263 | 1,586 | 3,805 | 5,767 | 7,076 |
| 12 | Paid up Equity Share Capital ( Face value of Rs. 5/- per equity share) | 6,101 | 6,101 | 6,101 | 6,101 | 6,101 | 6,101 |
| 13 | Reserves excluding revaluation reserves | - | - | - | - |  | 20,218 |
| 14 | Basic Earnings per Rs. 5/- Share (not annualised) | 0.70 | 0.72 | 0.92 | 2.12 | 3.70 | 4.45 |
| 15 | Basic Cash Earnings per Rs. 5/- Share (not annualised) | 1.01 | 1.04 | 1.30 | 3.12 | 4.73 | 5.80 |



# Pennar Industries Limited 

Floor: -1, DHFLVC Silicon Towers, Kondapur, Hyderabad - 500084

## Statement of Standalone Unaudited Results for the Quarter ended 31 December 2012 (All amounts are in Lakhs of Indian rupees, unless otherwise stated)

Part II

| S.No | Particulars | STAND-ALONE RESULTS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
|  |  | Quarter Ended |  |  | Nine Months Ended |  | Year Ended |
|  |  | $\begin{gathered} \hline 30 \text { December } \\ 2012 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 30 \text { September } \\ 2012 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 30 \text { December } \\ 2011 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 30 \text { December } \\ 2012 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 30 \text { December } \\ 2011 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 31 \text { March } \\ 2012 \\ \hline \end{gathered}$ |
| A | Particulars of Shareholding |  |  |  |  |  |  |
| 16 | Public Shareholding <br> - Number of Shares <br> - Percentage of Shareholding |  |  |  |  |  |  |
|  |  | 73,002,960 | 73,026,160 | 73,940,516 | 73,002,960 | 73,940,516 | 73,921,345 |
|  |  | 59.83 | 59.85 | 60.60 | 59.83 | 60.60 | 60.58 |
| 17 | Promoter \& Promoter group Shareholding <br> a) Pledged / Encumbered <br> - Number of Shares |  |  |  |  |  |  |
|  |  | 22,500,000 | 21,500,000 | 12,650,000 | 22,500,000 | 12,650,000 | 19,870,000 |
|  | - Percentage of Shares ( as a \% of the total share -holding of promoters \& promoter group ) | 45.90 | 43.88 | 26.31 | 45.90 | 26.31 | 41.31 |
|  | - Percentage of Shares ( as a \% of the total share capital of the company ) <br> b) Non - Encumbered | 18.44 | 17.62 | 10.37 | 18.44 | 10.37 | 16.28 |
|  | - Number of Shares <br>  | 26,521,040 | 27,497,840 | 35,433,484 | 26,521,040 | 35,433,484 | 28,232,655 |
|  | promoter group ) <br> - Percentage of Shares ( as a \% of the | 54.10 | 56.12 | 73.69 | 54.10 | 73.69 | 58.69 |
|  | total share capital of the company ) | 21.73 | 22.53 | 29.03 | 21.73 | 29.03 | 23.14 |


| Particulars |  | Quarter ended <br> $\mathbf{3 1 . 1 2 . 2 0 1 2}$ |
| :---: | :--- | ---: |
| B | Investor Complaints | Nil |
|  | Pending at the beginning of the quarter | $\mathbf{1}$ |
|  | Received during the quarter | $\mathbf{1}$ |
|  | Disposed of during the quarter | Nil |

## Notes

a. The above financial results as reviewed by the Audit Committee were taken on record at the Meeting of the Board of Directors held on Feb 09, 2013 The statutory Auditors have conducted the Limited Review of the above standalone financial results for the quarter ended 31 December 2012.
b. The company is engaged in the manufacture of various steel products which is its Primary Segment which in the context of Accounting Standard 17 is considered as a single segment.
c. Figures for the previous periods/year have regrouped/reclassified, wherever considered necessary.


