

Pennar Industries Limited



Investor Presentation Q3FY18



Disclaimer



This presentation contains “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Pennar Industries Limited and its subsidiary companies’ (“Pennar”) future business developments and economic performance.

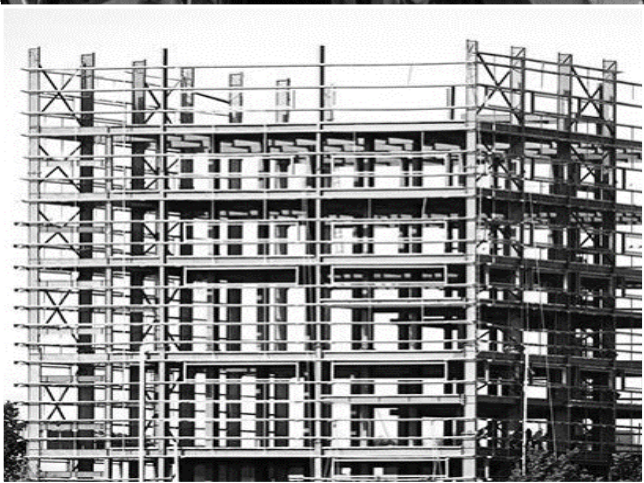
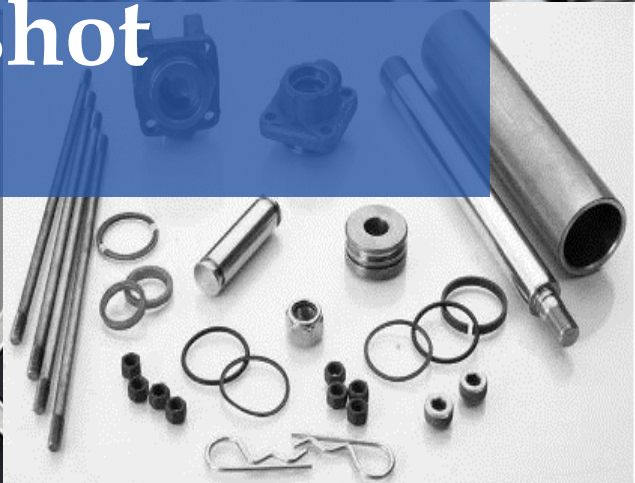
While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

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 periodically revise any forward looking statements to reflect future / likely events or circumstances.



Q3FY18 Snapshot

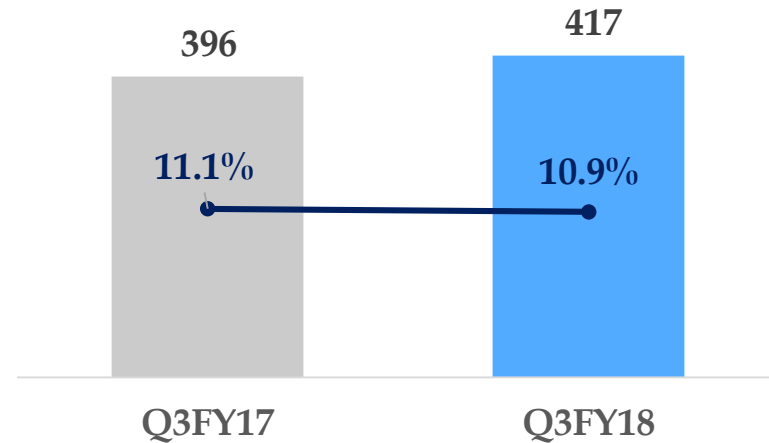


Financial Performance – Q3FY18

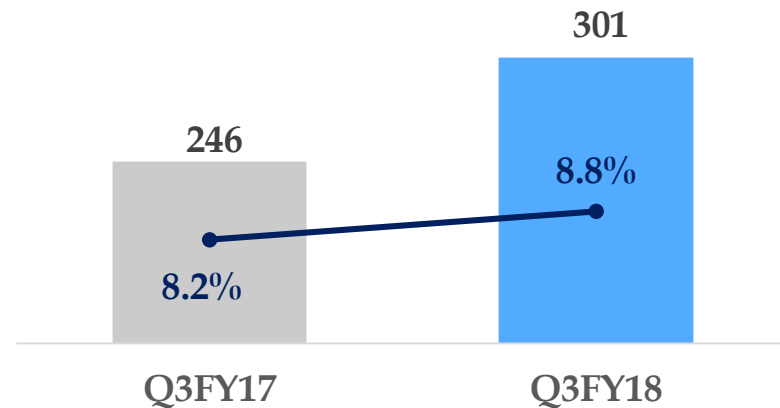


Net Revenue in Rs. crores & EBITDA %

Consolidated Performance



Standalone Performance

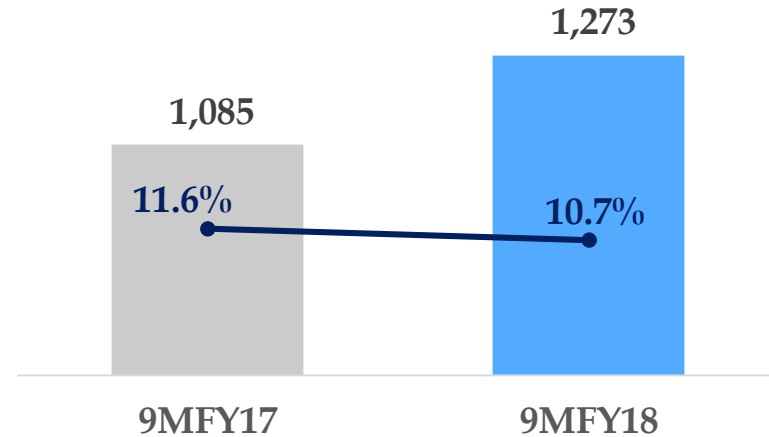


Financial Performance – 9MFY18

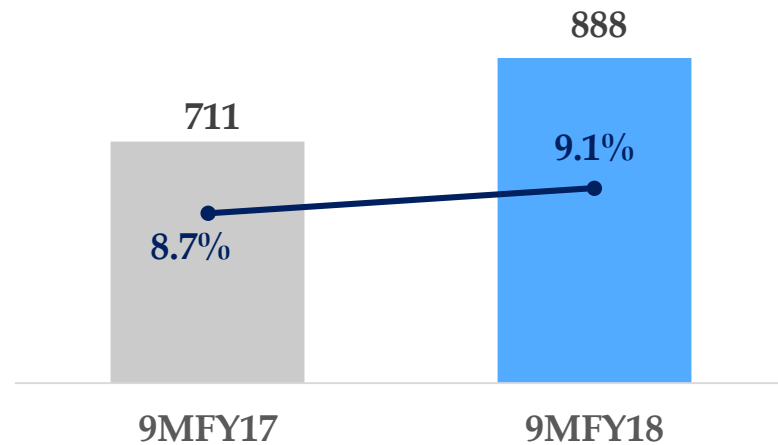


Net Revenue in Rs. crores & EBITDA %

Consolidated Performance



Standalone Performance

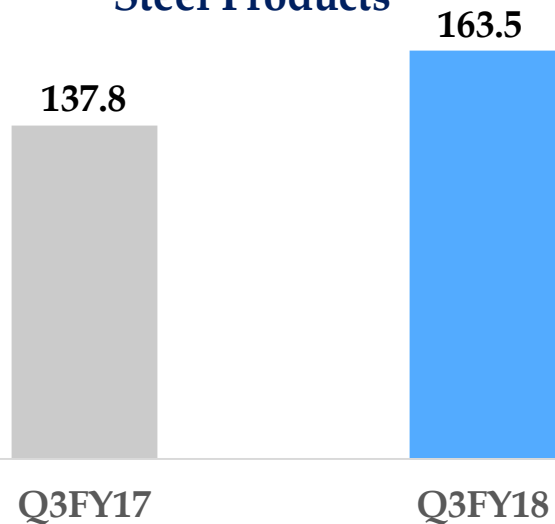


Segment Performance – Q3FY18

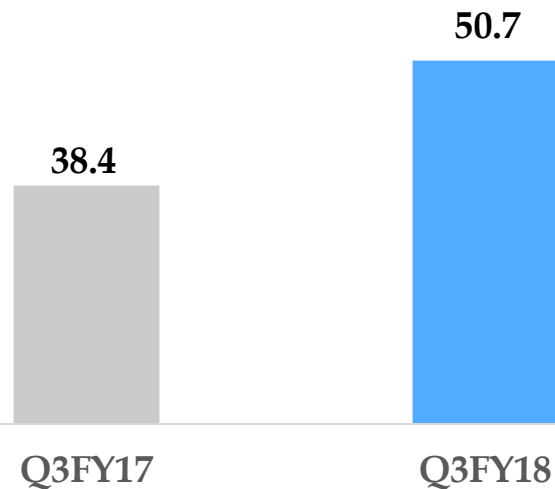


Net Revenues (Rs crs)

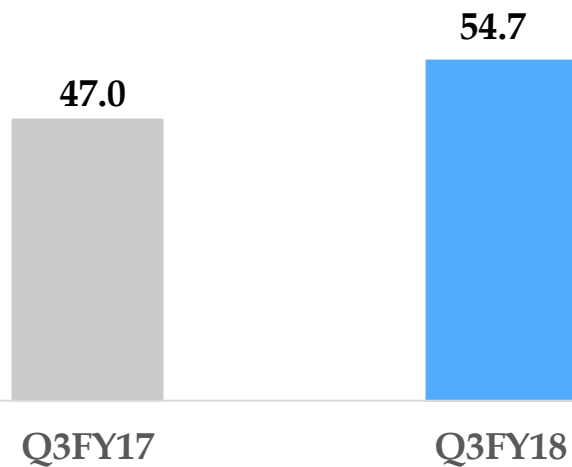
Steel Products



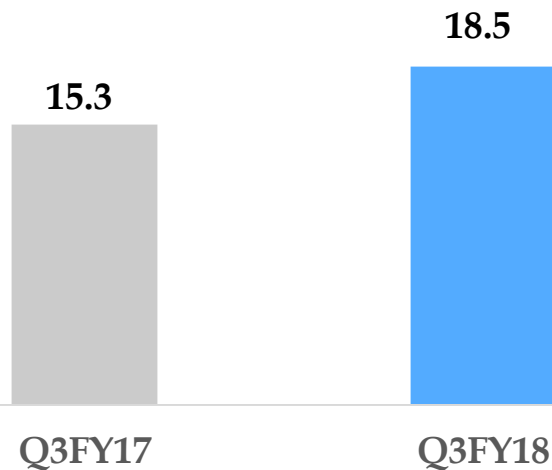
Tubes



Railways



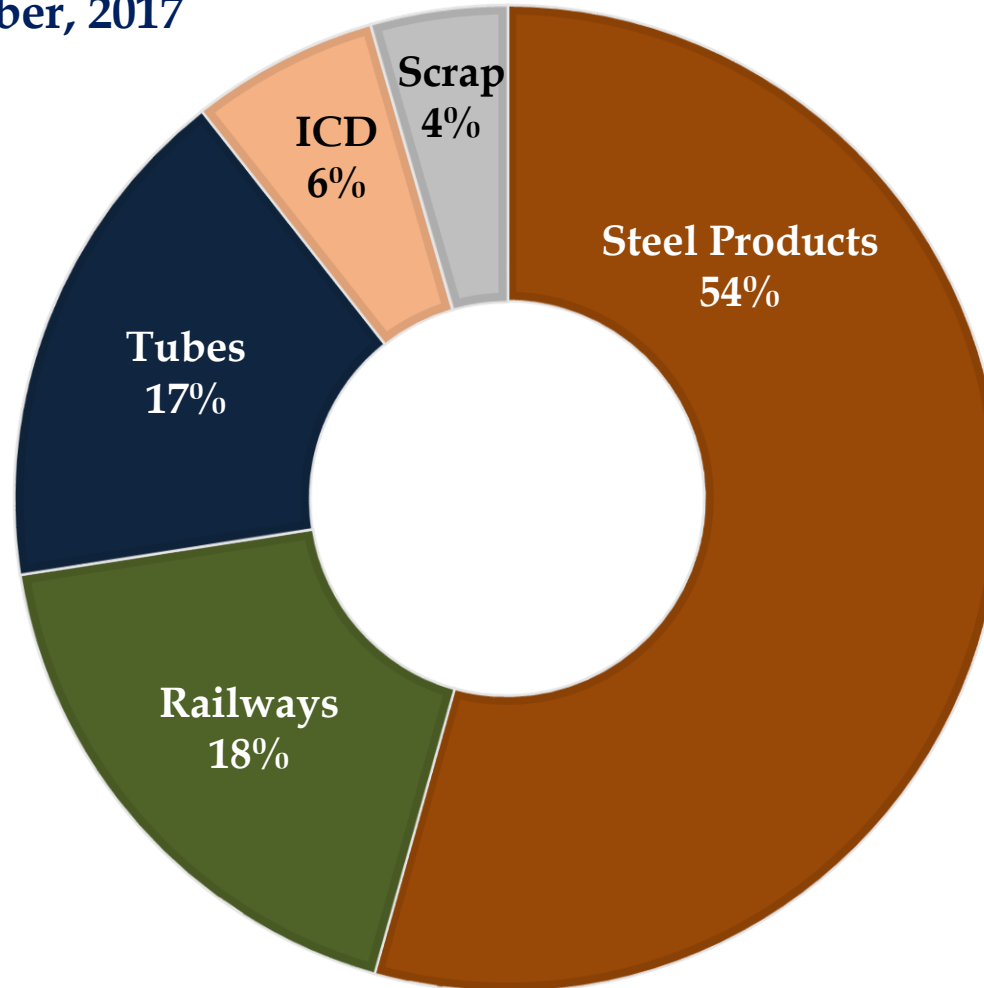
Industrial Components



Business Mix



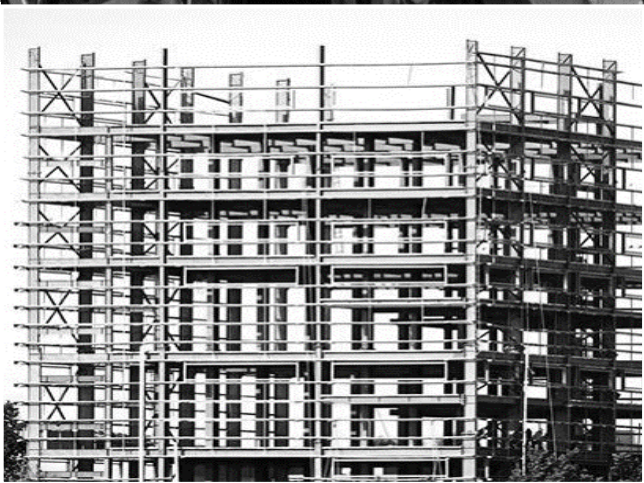
As of 31st December, 2017



As a Percentage of Standalone Revenues for Q3FY18



Segment Highlights



Segment-wise Business Review



Steel Products



**INR 163.5
crores**
net revenue

**18.6% YoY
growth**

New customers:

- CRSS: Coastal Peb, PMG, Usha International, Menon bearings, Surya Purlins, Texas Lifestyle Buildings: Phoenix, Siva Shakthi Engg.
- Roads: Anusha Projects Odisha
- Solar: First Green, PES Ltd, Clean Max
- UPVC: Ambika Enterprises, Ascent Windows, Asian Windows, Qute Windows, Sakthi UPVC, SS Fab Tech, Timbe.
- The New plant at Velchal, near Hyderabad has started production and has helped the division to secure new orders

Segment-wise Business Review



Tubes



INR 50.7
crores
net revenue

32.2% YoY
growth

- In the exports segment, added 3 new customers - Metal One (USA), Stomet (Germany) and CIE Automotive (Spain).
- New domestic customers include Hyundai Polytech, Puja fluids, K.Tech and Gaziabad Precision Engineering.
- Plant approvals came from the TVS Group and Bajaj for CDW/ERW tubing. Plant approval by Tokai Rubber – a Tier 1 Toyota Vendor - has been completed.
- CDW export order booking up to April 2018, and regular schedules are lined up for FY18.
- Expected to add additional export business in Q4FY18 from North America/ Europe/ Africa.
- The CDW capacity expansion is expected by March 2018.
- The division is also planning to add a 5th tube mill to get ready for the 2018-19 financial year and the project will kick off in May/ June 2018.

Segment-wise Business Review

Railways



INR 54.7
crores
net revenue

16.5% YoY
growth

- Railways division supplies Stainless Steel Sidewall, Roof Assemblies, Fabrication items etc to ICF/Chennai & MCF/Raebareli etc.
- The division has an order book of Rs. 90 crores.
- There is a surge in Stainless Steel Coach demand by the Indian Railways.

Segment-wise Business Review

Industrial components



INR 18.5
crores
net revenue

20.8% YoY
growth

- New products in this quarter were Hoist Cylinder, Tie rod cylinders and Farm Equipment cylinders.
- The commercial segment continues to pull the volumes up and sequential orders from the Hydraulics segment continues to show a positive trend.



Tie rod cylinder



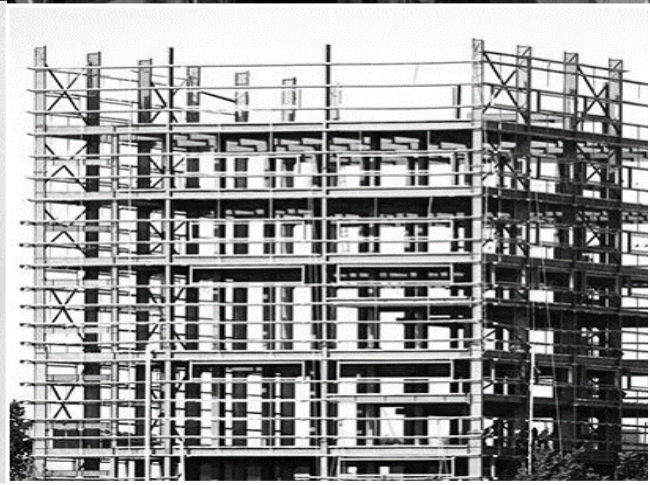
Hoist assembly



Farm Equipment



Subsidiary Highlights



Group Subsidiaries



Pennar Industries Limited

Market Cap as of 31st December 2017 - INR 827.7 crs



Pennar Engineered Building Systems

Pre-engineered building systems, Roof Top Solar, Solar EPC

Pennar Enviro

Industrial Water Treatment Solutions, Water Treatment Chemicals, Fuel Additives



Subsidiary Highlights



Pennar Enviro



7
New
Customers

New Customers:

Chemicals: ITC Ltd. Dairy Plant, Shyam Metalics and Energy Ltd., La-Gajjar Machinerics Pvt Ltd., Techno9 Industrial Engineering Pvt Ltd., BDJ Oxides Pvt. Ltd.

Projects: ME Energy Pvt Ltd.



Subsidiary Highlights



PEBS Pennar

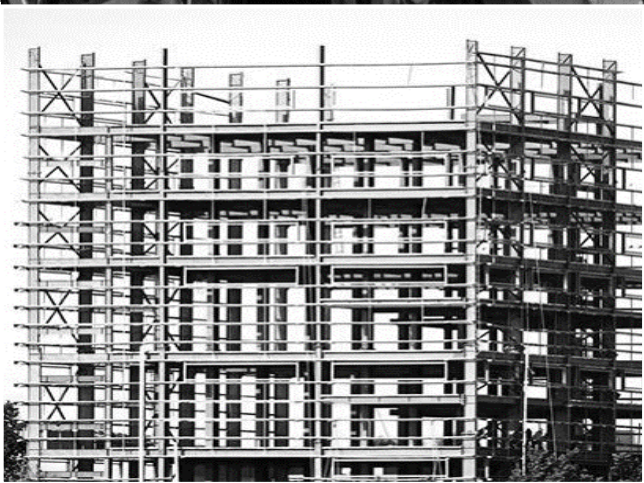
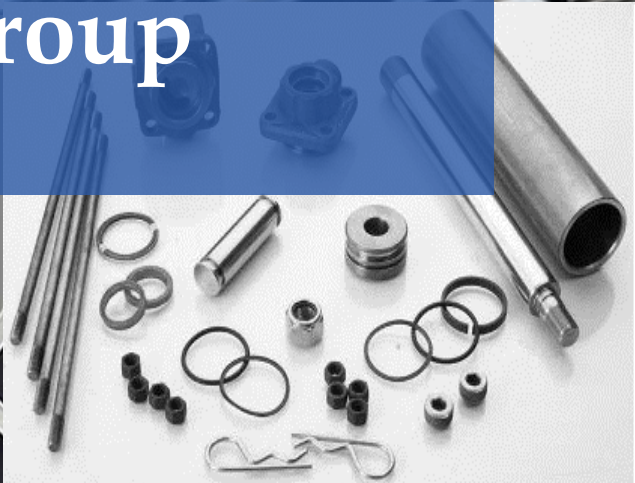


Q3FY18 net
revenue of Rs
115.9 crores

- Engineering Services -
 - Revenue increased to Rs. 3.59 crores, up 88% YoY.
 - Current average revenue per month is Rs. 1.2 crores.
- Solar division: The gross revenue for Solar division in Q3FY18 stood at Rs. 23.14 crores up by 41% YoY from Rs. 16.38 crores in Q3FY17.



The Pennar Group





30

YEARS OF
EXPERIENCE

1,000

PRECISELY
ENGINEERED
PRODUCTS

500

CUSTOMERS

2,500

TOOLS &
DIES

2,000

EMPLOYEES AND
GROWING !



Business Segments

Steel Products

- Automobiles
- General Engineering
- Infrastructure
- White Goods
- Solar

Railways

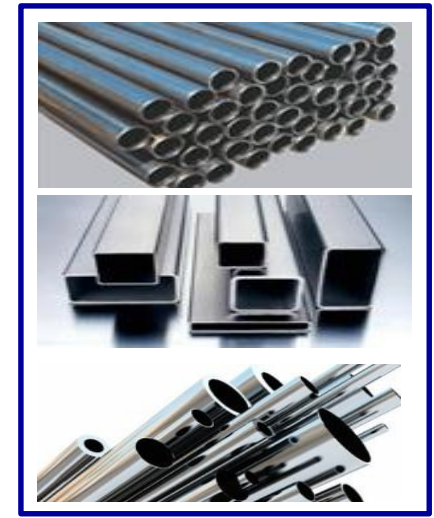
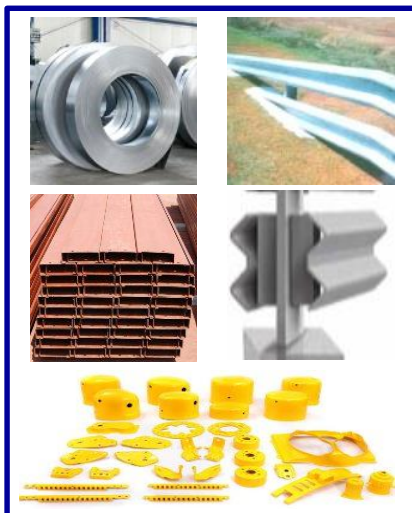
- Railway Coaches and Wagons

Industrial Components

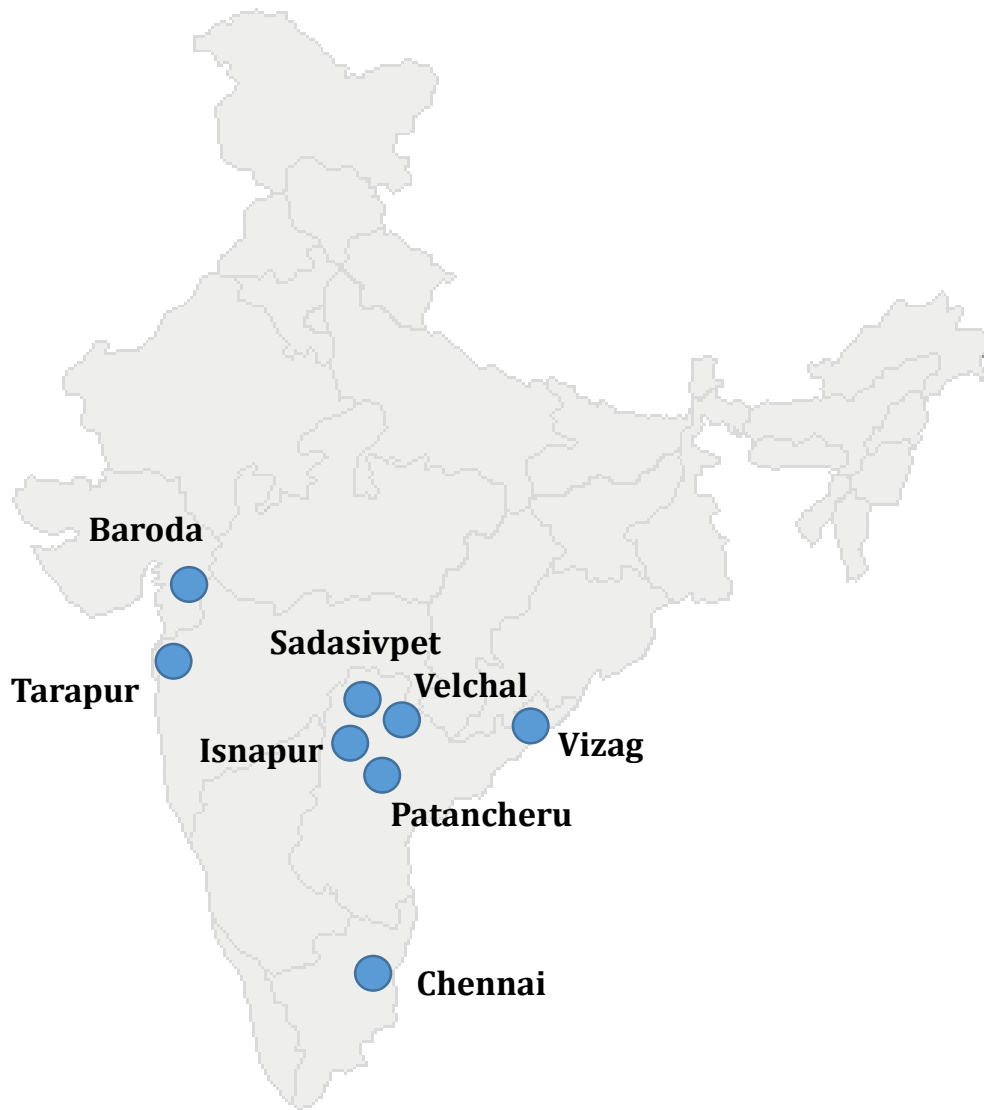
- Automobiles
- Industrial
- White Goods
- Hydraulics

Tubes

- Automobiles
- Power



Distributed Manufacturing



Patancheru

Press Components, Profiles, ESP / Building Products, Sheet Piles / Solar, Railway Components, CRSS, Fabrication

Sadasivpet

High precision CNC machines, Roll formers

Isnapur

CRSS, ERW / CDW Tubes, Profiles, Solar

Velchal

Strip Galvanizing, Hot Dip Galvanizing

Chennai

Coaches, Auto Profiles, Components / Hydraulics, Building Products

Tarapur

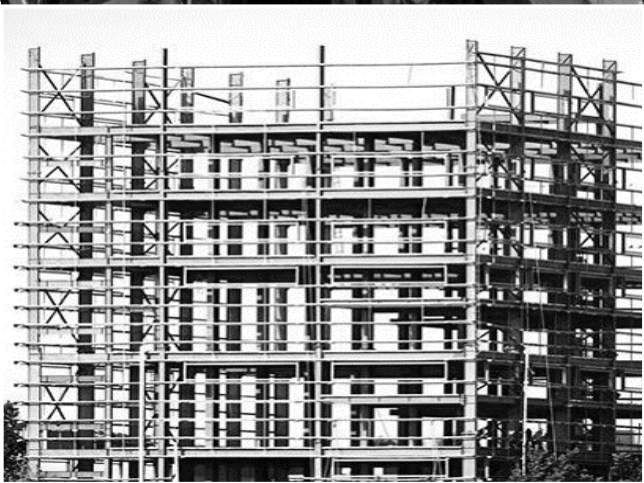
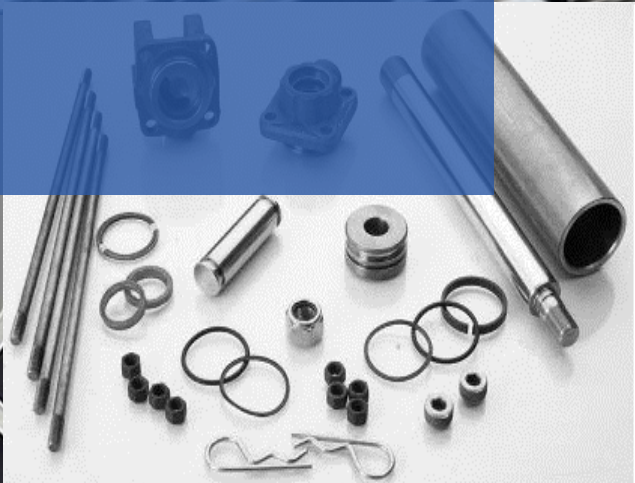
Solar, Building Products, Auto Profiles, ESP

Baroda

PEBS



Projects



Projects – Pennar Enviro

Motherson



Waterlife



Projects – PEBS

JSW Cement



Renault Nissan



Phoenix Trivium



Kannur Airport



PIL, Velchal



Clean Max

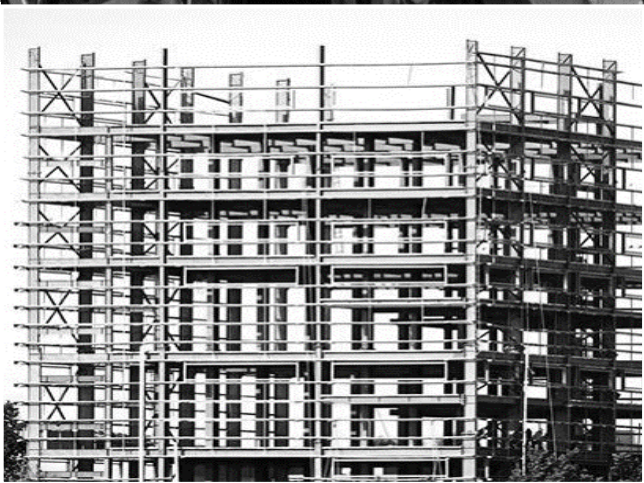


Photon Matrix





Management Team



Management Team



Leadership Team



Nrupender Rao
Executive Chairman
Pennar Group



Aditya N. Rao
Vice Chairman, Managing
Director, Pennar
Industries



P. V. Rao
Managing Director
PEBS Pennar



K. Chakravarthy
CEO
Pennar Enviro

Business Heads



Dayasagar Rao
Operations



Y Narasimha Rao
Steel Products



M. Bhoopal Reddy
Tubes



Shiva Kumar K
Industrial Components



THANK YOU

Contact Details:
Investor Relations - corporatecommunications@pennarindia.com

Pennar Industries Limited
Floor: 3, DHFLVC Silicon Towers
Kondapur, Hyderabad - 500 084, Telangana
CIN : L27109AP1975PLC 001919

