

Dated: 10th November, 2022
Place: Hyderabad

BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai-400 001	The National Stock Exchange of India Limited Bandra Kurla Complex Bandra East Mumbai - 400 051
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Dear Sir/Madam,

Sub: Investor Presentation - reg.
Ref: SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015
BSE Scrip code: 513228 / NSE Symbol: PENIND

With reference to the subject cited above, we hereby submit you the Investor Presentation for 2QFY23. The aforesaid information is also being hosted on the website of the Company viz., www.pennarindia.com.

Kindly take the same in your records.

Thanking you

Yours faithfully,

for Pennar Industries Limited

Mirza
Mohammed
Ali Baig
Mirza Mohammed Ali Baig
Company Secretary & Compliance Officer
ACS 29058

Digitally signed by
Mirza Mohammed Ali
Baig
Date: 2022.11.10
09:36:31 +05'30'

PENNAR INDUSTRIES LIMITED

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CIN No: L27109TG1975PLC001919



PENNAR INDUSTRIES LIMITED

Q2 FY23 INVESTOR PRESENTATION



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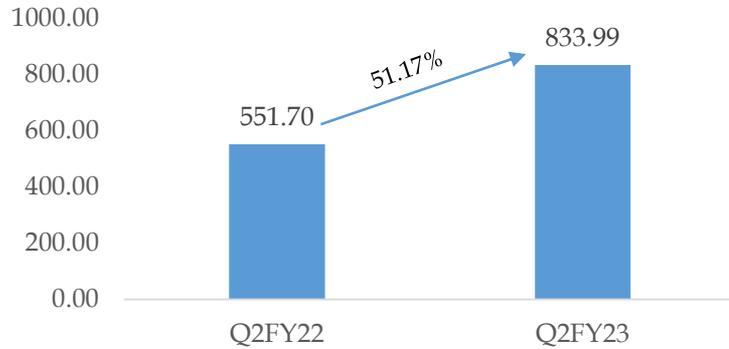
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Discussion Summary

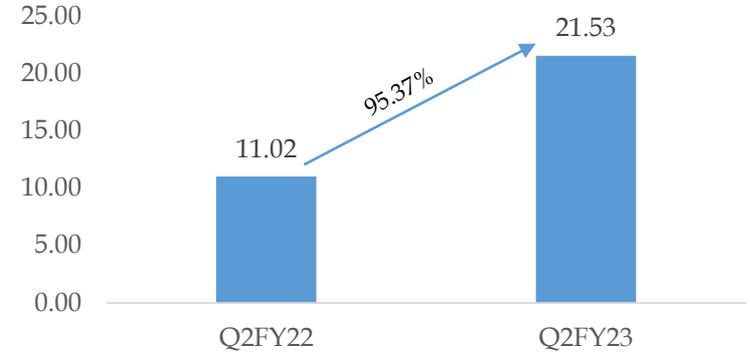
- ❖ Key metrics
- ❖ Results Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ Q2FY23 Business Highlights segment wise
- ❖ Financial Highlights
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

Key Metrics

Revenue (Rs in crs)



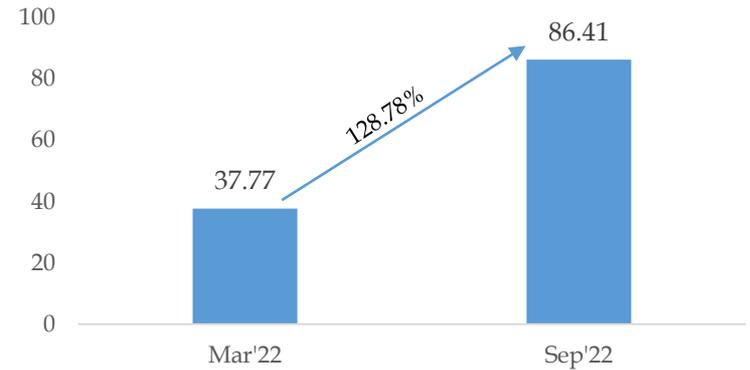
PBT (Rs in crs)



Cash PAT (Rs in crs)



Cash balance (Rs in crs)



Results Update

Particulars (Rs. in Crs)	Q2 FY23	Q2 FY22	YoY%	H1 FY23	H1 FY22	YoY%
Revenue From Operations (Net of Taxes)	833.99	551.70	51.17%	1,533.97	1,040.01	47.50%
Other Income	15.62	3.03	415.51%	26.64	5.56	379.14%
Total Income	849.61	554.73	53.16%	1,560.61	1,045.57	49.26%
COGS	532.59	349.43	52.42%	978.64	651.24	50.27%
Gross Profit	317.02	205.30	54.42%	581.97	394.33	47.58%
Employee Expenses	88.62	54.16	63.63%	158.19	94.56	67.29%
Other Expenses	166.59	107.65	54.75%	305.92	216.20	41.50%
EBITDA	61.81	43.49	42.12%	117.86	83.57	41.03%
Depreciation	15.61	12.76	22.34%	31.41	25.52	23.08%
Finance Cost	24.67	19.71	25.16%	46.18	38.00	21.53%
PBT	21.53	11.02	95.37%	40.27	20.05	100.85%
Tax expense	5.15	2.88	78.82%	9.81	5.57	76.12%
PAT	16.38	8.14	101.23%	30.46	14.48	110.36%
PAT Margin %	1.96%	1.48%	49 bps	1.99%	1.39%	59 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 Q2-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. 310.4 crs to Rs. 441.5 crs up by 42.2%
- ✓ The company has started commercial production of Body in white manufacturing plant in Chennai in last quarter and revenue has scaled up in the current quarter.
- ✓ Pennar Gmbh has entered into a share purchase agreement with Cadnum SARL for a consideration of 1,80,000 Euros.

Projects Q2-FY23 Highlights

➤ Pre Engineered Buildings

✓ The revenue for the quarter under projects has increased from Rs. 231.6 Crs to Rs. 368.6 Crs up by 59.2%

➤ Water Treatment

✓ Step down subsidiary Ascent Building, USA has increased order book. Revenue and profit is increasing.

➤ Solar Structures

✓ The order book of PEB has increased to 540 Cr in India.

Engineering Services Q2-FY23 Highlights

➤ Structural Engineering Services

✓ The revenue for quarter under services has increased from Rs. 9.7 Crs to Rs. 13.9 Crs up by 43.2%

➤ BIM(Building Information Modelling)

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

➤ Plant-Product Engineering Services

✓ Major growth drivers are from new customers in Europe.

➤ Industrial Automation

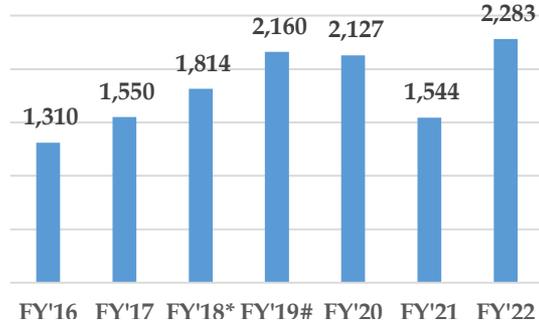
➤ Digital Consultancy(IOT) & Value added Solutions

Financial Highlights

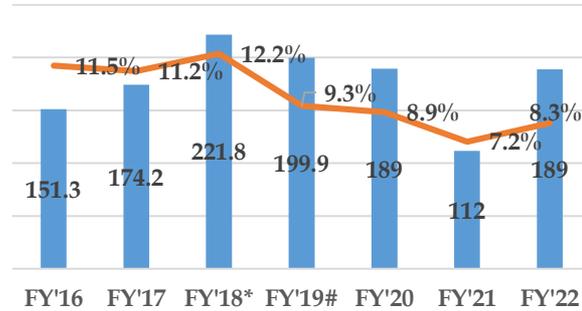
In Rs Crs

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

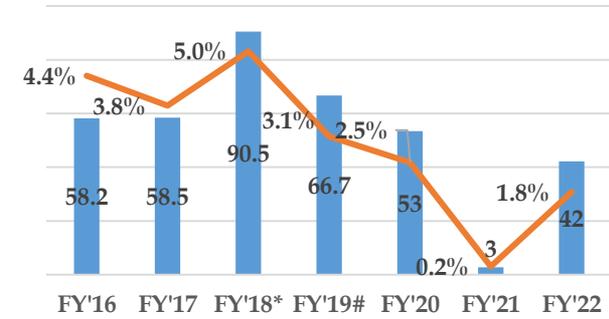
Total Revenues



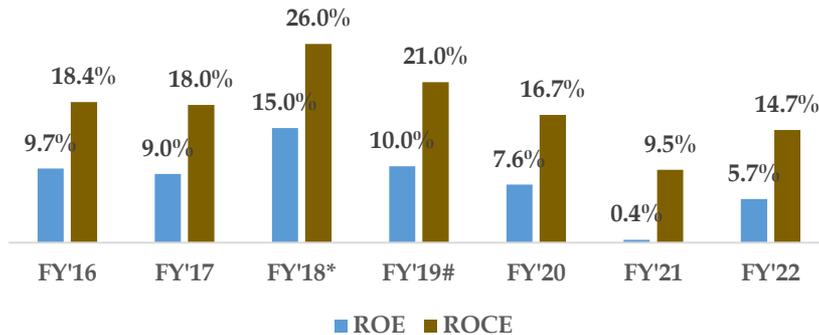
EBITDA & EBITDA Margin



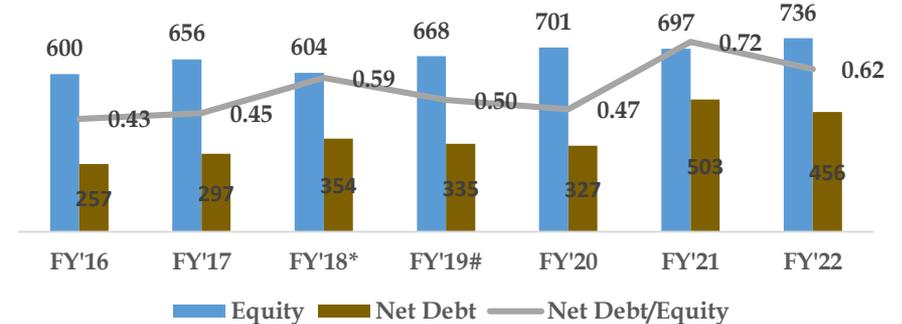
PAT Before MI & PAT Margin



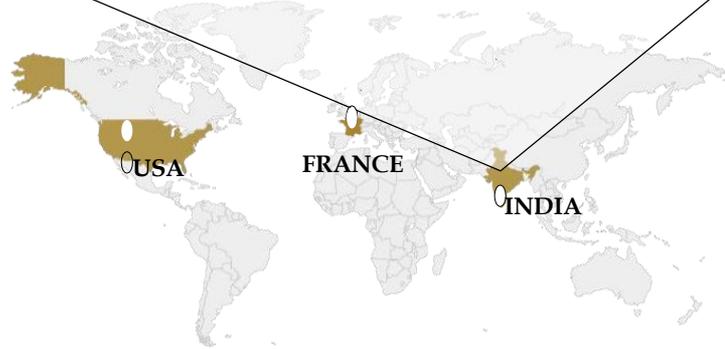
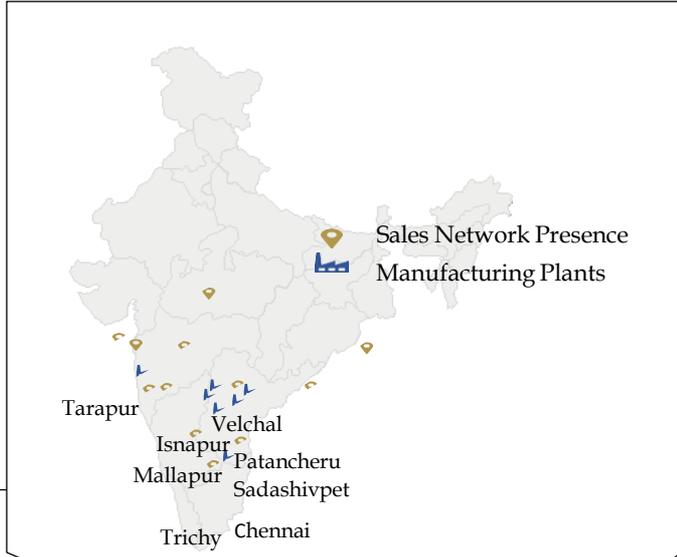
Return Ratios



Leverage Analysis



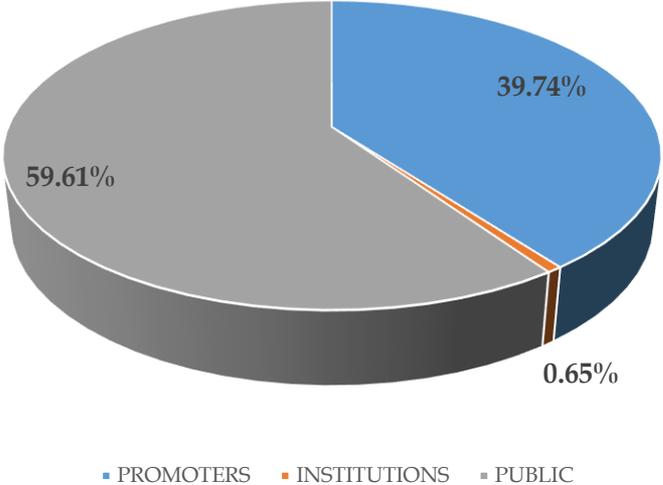
Robust Manufacturing Facilities & Strong Sales Network



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 30-09-2022



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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