

Dated: 26<sup>th</sup> May, 2023  
Place: Hyderabad

<b>BSE Limited</b> Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai-400 001	<b>The National Stock Exchange of India Limited</b> 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 FY'23. The aforesaid information is also being hosted on the website of the Company viz., [www.pennarindia.com](http://www.pennarindia.com).

Kindly take the same in your records.

Thanking you

Yours faithfully,

**for Pennar Industries Limited**

Mirza  
Mohammed  
Ali Baig

Digitally signed by  
Mirza Mohammed Ali  
Baig  
Date: 2023.05.26  
08:41:59 +05'30'

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

## **PENNAR INDUSTRIES LIMITED**

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**Tel :** +91 40 41923108

**CIN No:** L27109TG1975PLC001919



# PENNAR INDUSTRIES LIMITED

## FY'23 INVESTOR PRESENTATION



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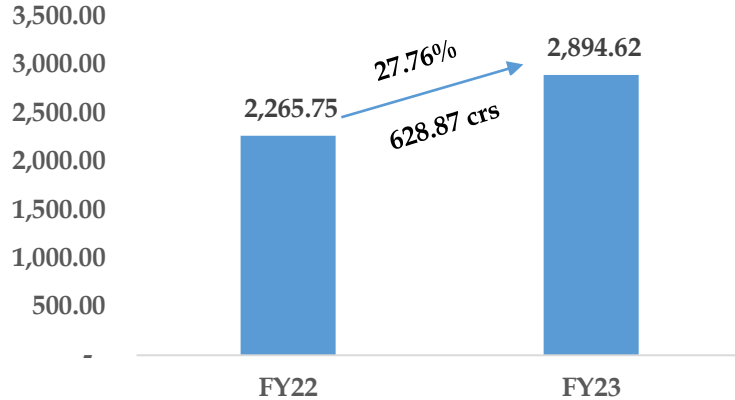
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# Discussion Summary

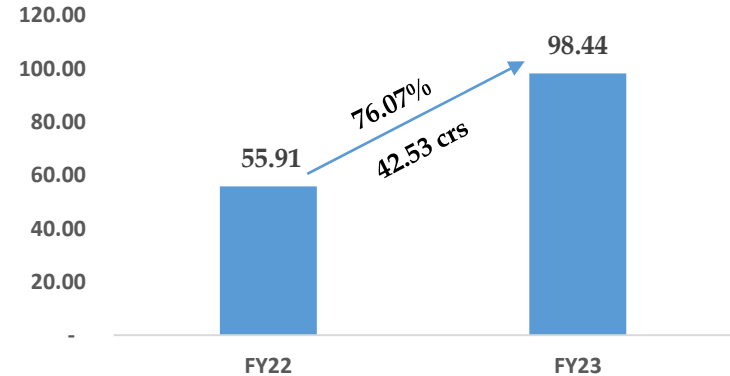
- ❖ Key metrics
- ❖ Results Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ FY23 Business Highlights segment wise
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

# Key Metrics – Consolidated Financials FY23

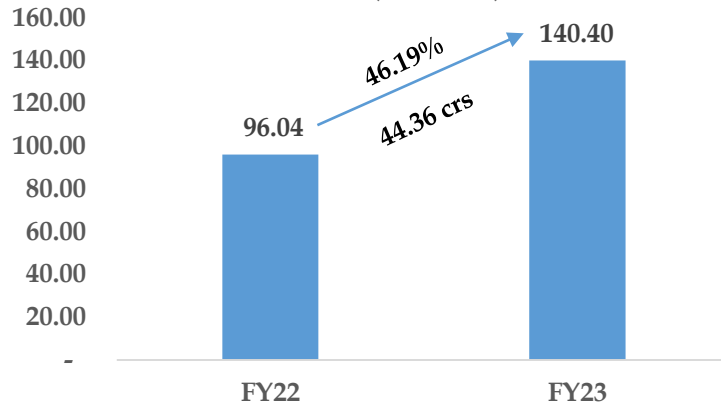
Revenue (Rs in crs)



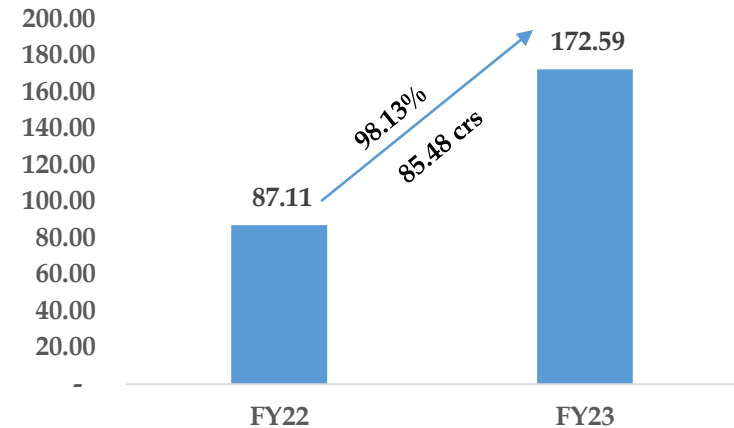
PBT (Rs in crs)



Cash PAT (Rs in crs)



Cash balance (Rs in crs)



# Results Update

Particulars (Rs. in Crs)	FY23	FY22	YoY <sup>0</sup> %
Revenue From Operations (Net of Taxes)	<b>2,894.62</b>	<b>2,265.75</b>	<b>27.76%</b>
Other Income	33.43	17.06	95.96%
<b>Total Income</b>	<b>2,928.05</b>	<b>2,282.81</b>	<b>28.27%</b>
COGS	1,801.40	1,401.59	28.53%
<b>Gross Profit</b>	<b>1,126.65</b>	<b>881.22</b>	<b>27.85%</b>
Employee Expenses	310.31	208.45	48.87%
Other Expenses	561.72	484.35	15.97%
<b>EBITDA</b>	<b>254.62</b>	<b>188.42</b>	<b>35.13%</b>
Depreciation	64.97	54.13	20.03%
Finance Cost	91.21	78.38	16.37%
<b>PBT</b>	<b>98.44</b>	<b>55.91</b>	<b>76.07%</b>
Tax expense	23.01	14.00	64.36%
<b>PAT</b>	<b>75.43</b>	<b>41.91</b>	<b>79.98%</b>
<b>PAT Margin %</b>	<b>2.61%</b>	<b>1.85%</b>	<b>76 bps</b>

# 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

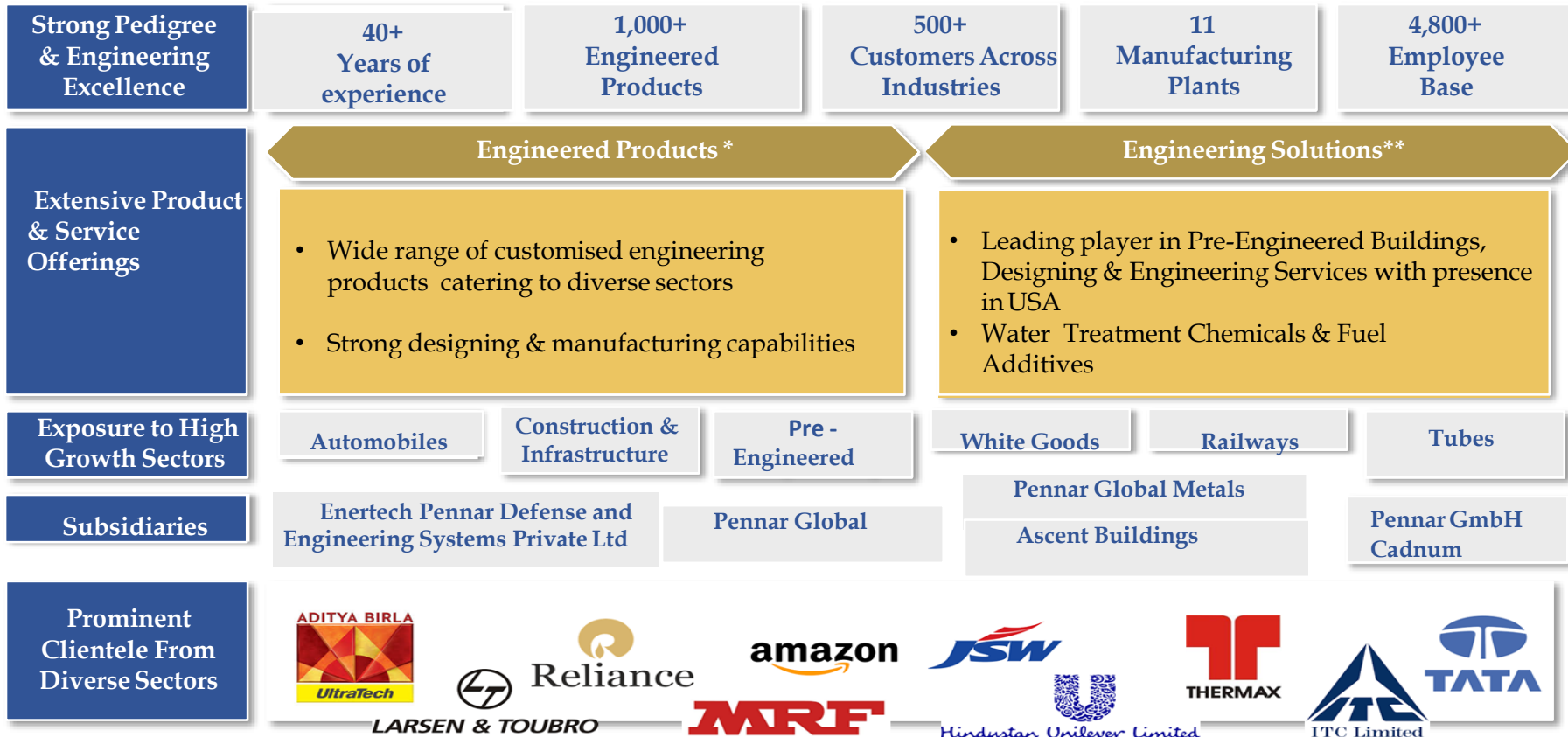
- Leading player in Pre-Engineered Buildings, Designing & Engineering Services with presence in USA
- Chemicals, Boilers and Fuel Additives

## 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





# Products FY23 Highlights

- Industrial Components ✓ The revenue for the FY23 under the products has increased from Rs 1,289.9 crs to 1,480.3, up by 14.8%
- Hydraulics
- Solar Panels ✓ Body in white business unit have increased revenue
- Aerospace Machined Components ✓ ECD unit has increased revenue.
- Automotive/ Manufacturing Engineering ✓ Railways and Tubes to scale up revenue in coming quarters.
- Steel Products and Profiles
- Railway Sub Assemblies
- Precision Tubes

# Projects FY23 Highlights

➤ Pre Engineered Buildings

✓ The revenue for the FY23 under projects has increased from 895.2crs to Rs. 1,323.1 crs, up by 47.8%

➤ Water Treatment

✓ The order book of PEB has increased to Rs 750 Cr in India.

➤ Solar Structures

✓ Step down subsidiary Ascent Building, USA revenue to scale up after a dip in Q4 FY23. We expect scale up to happen in Q2FY24

# Engineering Services FY23 Highlights

➤ Structural Engineering Services

➤ BIM( Building Information Modelling)

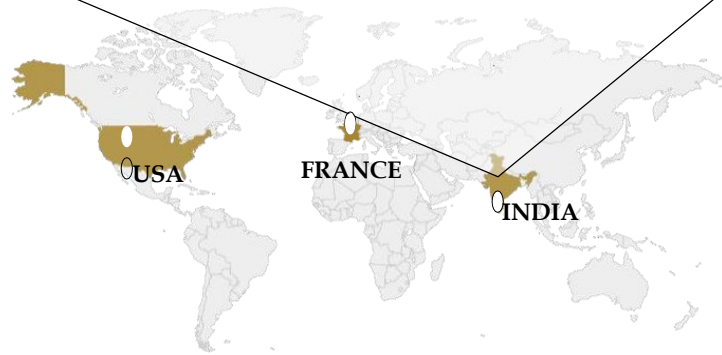
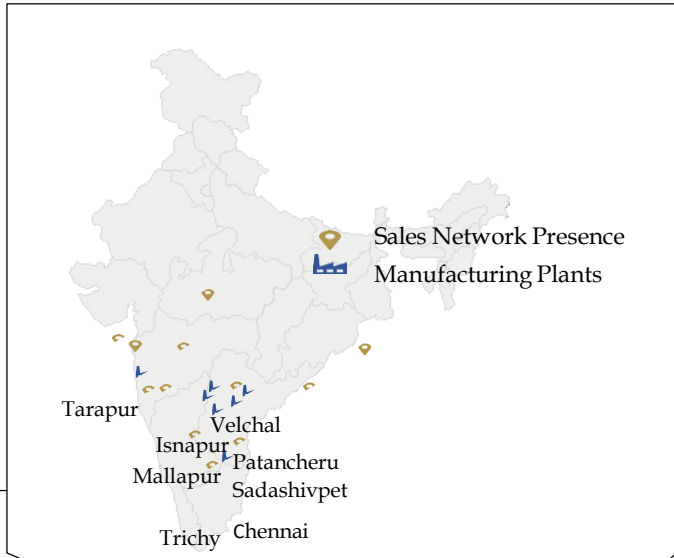
➤ Plant-Product Engineering Services

➤ Industrial Automation

➤ Digital Consultancy(IOT) & Value added Solutions

- ✓ The revenue for FY23 under Services has increased from Rs 80.7crs to Rs 95.2 crs, up by 17.9%
- ✓ Major growth drivers are from new customers in Europe.
- ✓ Muted growth in Structural Engineering in US

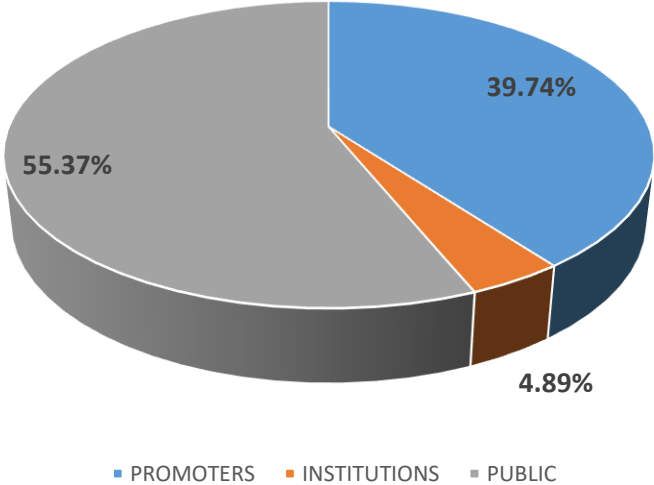
# Robust Manufacturing Facilities & Strong Sales Network



Major Location	Products
<b>Patancheru, Telangana</b>	Press Components, Profiles, ESP / Building Products, Solar, Railway Components, CRSS, Fabrication
<b>Chennai, Tamil Nadu</b>	Coaches, Auto Profiles, Components / Hydraulics, Building Products, Body in white
<b>Isnapur, Telangana</b>	CRSS, ERW / CDW Tubes, Profiles, Solar
<b>Velchal, Telangana</b>	Strip Galvanizing, Hot Dip Galvanizing, Pre engineered building systems
<b>Tarapur, Maharashtra</b>	Solar, Building Products, Auto Profiles, ESP
<b>Sadashivpet, Telangana</b>	Pre-Engineered Building Systems, Steel structures and Photo voltaic Module
<b>Trichy, Tamil Nadu</b>	Boilers
<b>Mallapur, Hyderabad</b>	Fuel Additives, Water Treatment Chemicals & Solutions
<b>Tennessee, USA</b>	Metal Buildings
<b>Chicago, USA</b>	Tubes
<b>France</b>	Auto & Aerospace

# Shareholding Structure

Shareholding pattern as on 31-03-2023



Source: BSE

A photograph of a modern industrial factory interior. In the foreground, a yellow robotic arm is visible, with the text 'KUKA KR 1000iB' printed on its side. The background shows a complex network of metal structures, pipes, and other machinery, all under bright overhead lighting. The overall scene conveys a sense of advanced manufacturing technology.

# Thanking You

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