



PENNAR INDUSTRIES LIMITED

FY'23 INVESTOR PRESENTATION



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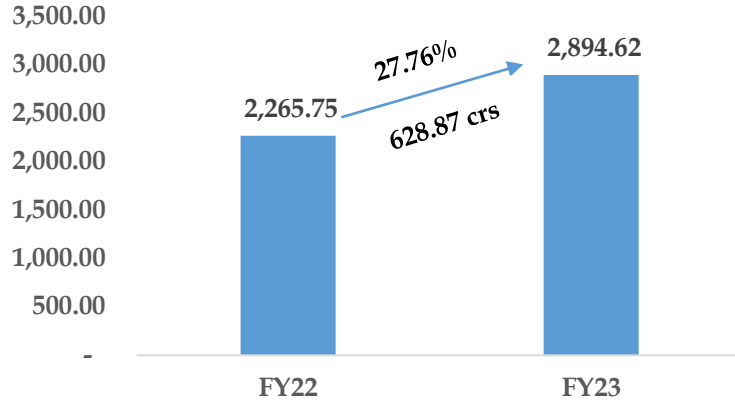
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Discussion Summary

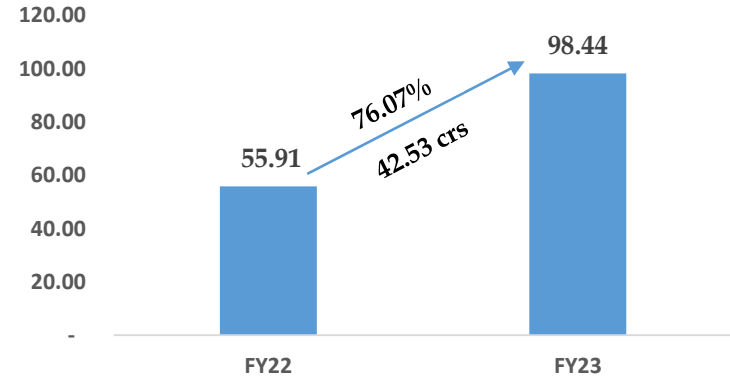
- ❖ Key metrics
- ❖ Results Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ FY23 Business Highlights segment wise
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

Key Metrics – Consolidated Financials FY23

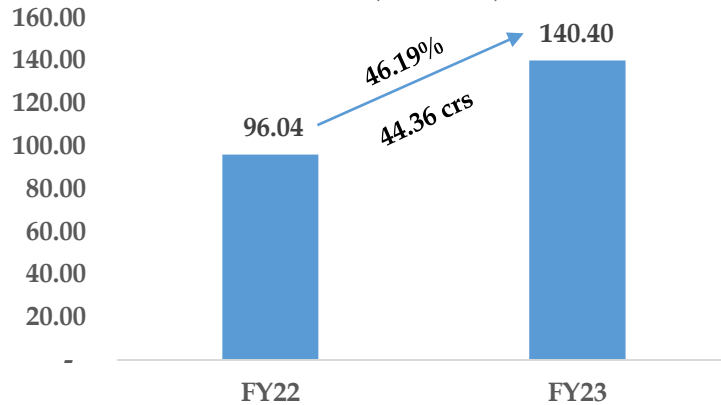
Revenue (Rs in crs)



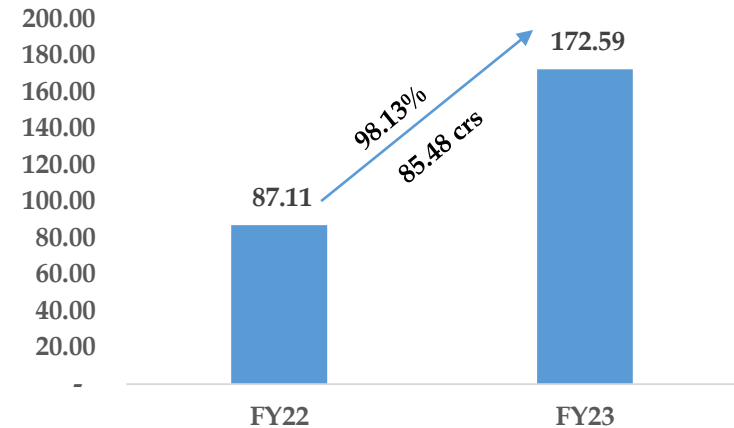
PBT (Rs in crs)



Cash PAT (Rs in crs)



Cash balance (Rs in crs)



Results Update

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

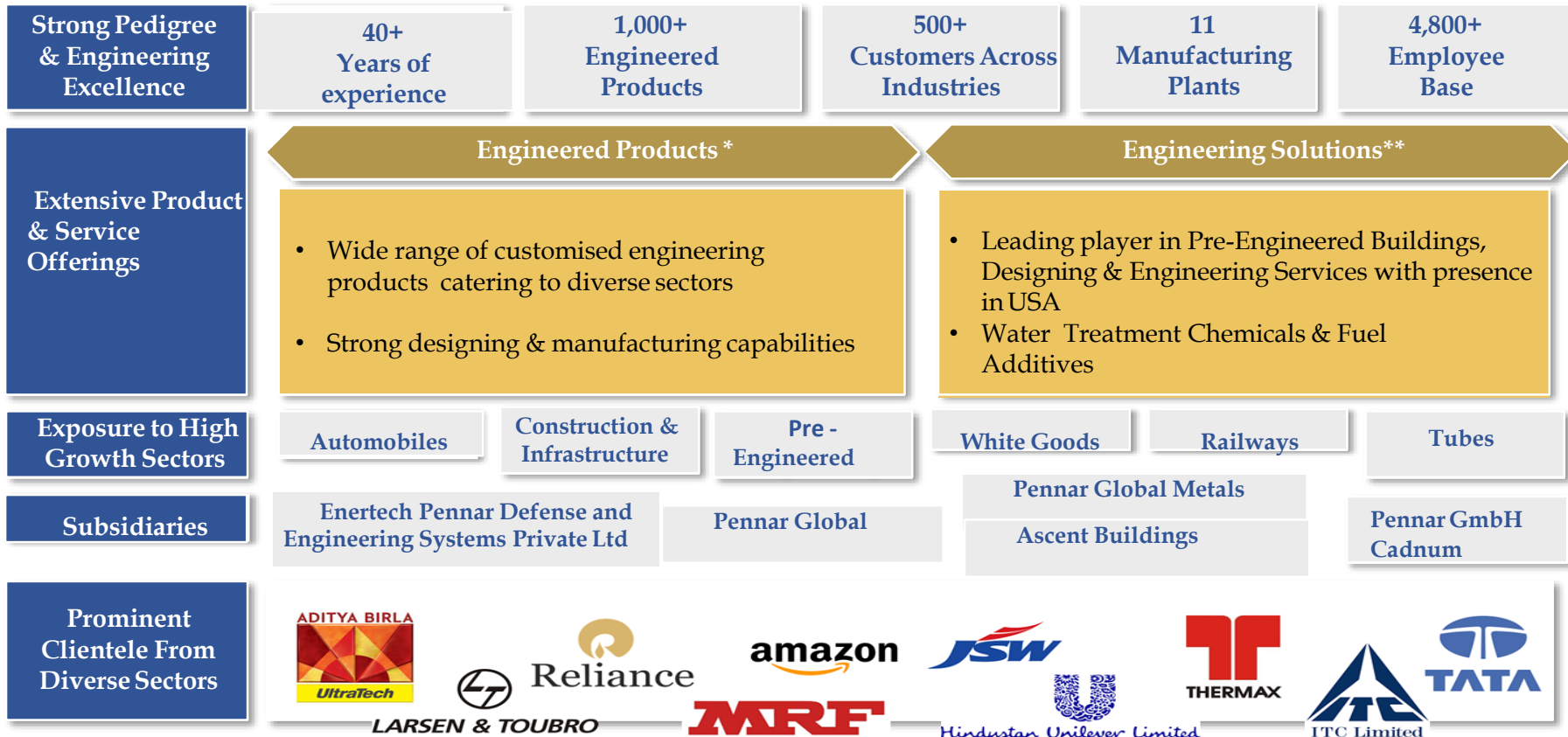
- Leading player in Pre-Engineered Buildings, Designing & Engineering Services with presence in USA
- Chemicals, Boilers and Fuel Additives

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)

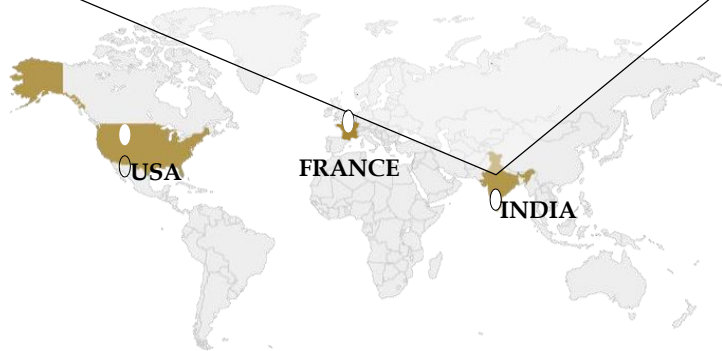
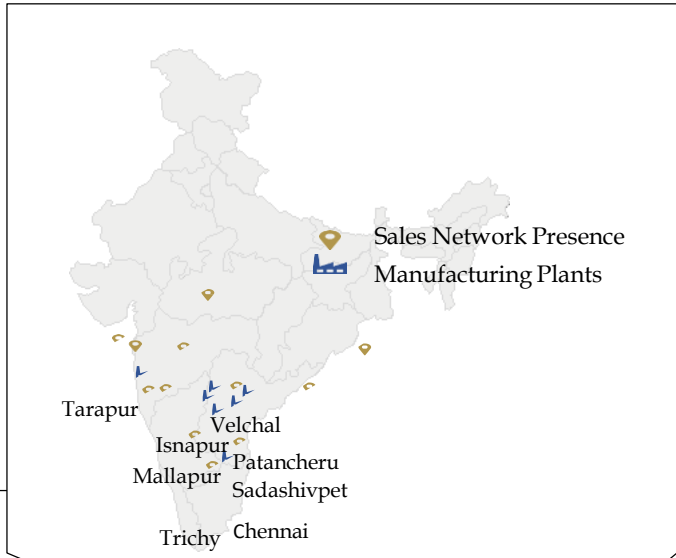
➤ Plant-Product Engineering Services

➤ 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

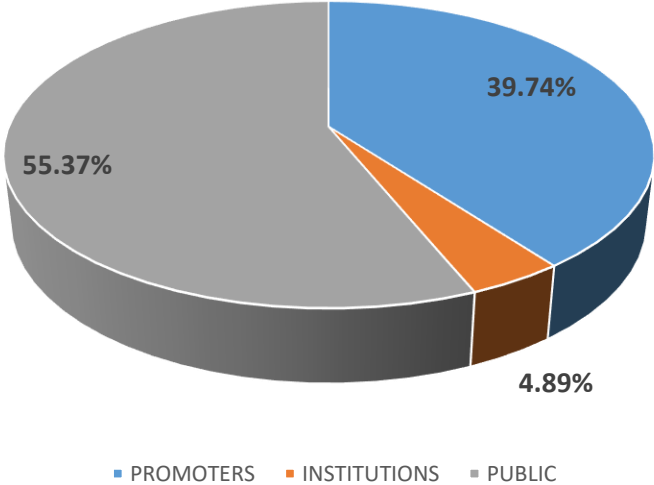
Robust Manufacturing Facilities & Strong Sales Network



Major Location	Products
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 31-03-2023



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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