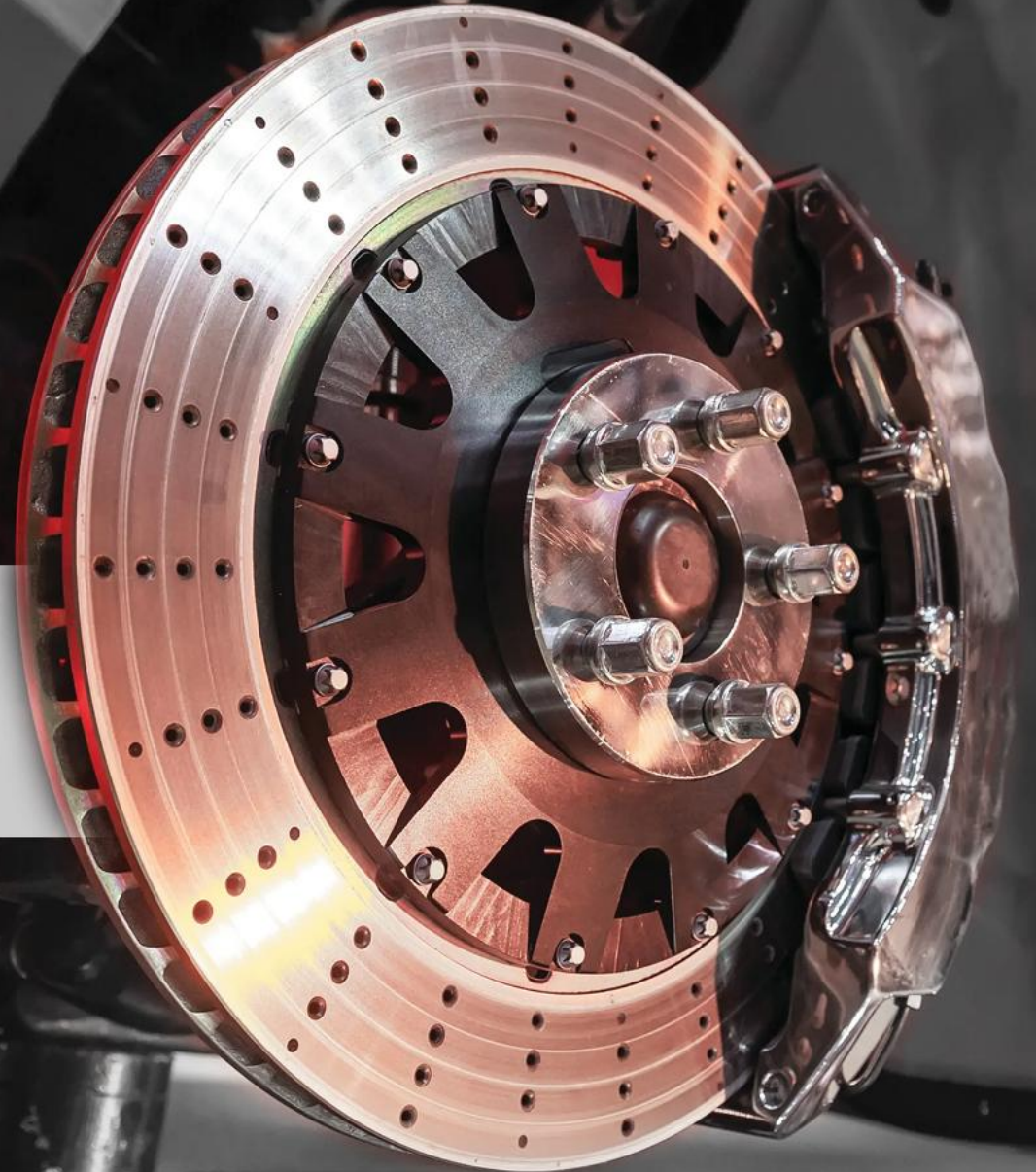




**PENNAR
INDUSTRIES**

PENNAR INDUSTRIES LIMITED

Q1 FY26 INVESTOR PRESENTATION





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QUARTERLY HIGHLIGHTS



MD's Commentary

“Q1 FY26 showcased steady operational and financial performance, supported by firm demand across key customer segments. The PEB business continued to scale up, supported by the Raebareli plant and new project wins. Margins remained strong on the back of productivity gains and disciplined cost control. Growth momentum is expected to continue, driven by a solid domestic order book and a steadily expanding global presence. Strategic priorities remain centered on leveraging operational capabilities, widening market reach, and advancing innovation-led solutions to capture emerging opportunities.”



Financial Snapshot

Q1 FY26



Revenue

Rs 845.67 Crores
15.30% YoY ↑



EBIDTA

RS 94.12 Crores
19.12% YoY ↑



EBIDTA Margin

11.13 %
36 bps YoY ↑



PAT

Rs 31.96 Crores
21.06% YoY ↑

FY25



Revenue

Rs 3226.58 Crores
3.07% YoY ↑



EBIDTA

Rs 346.89 Crores
10.73% YoY ↑



EBIDTA Margin

10.75%
74 bps YoY ↑



PAT

RS 119.45 Crores
21.45% YoY ↑



Profit & Loss Statement – Q1 FY26

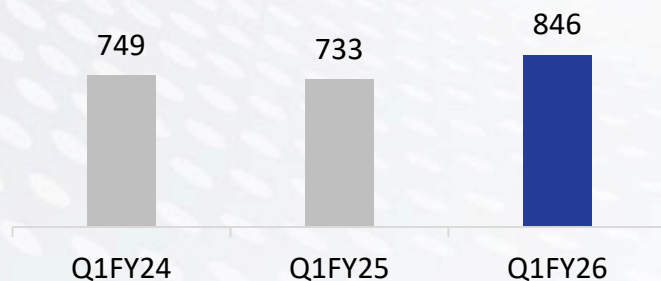
Particulars	Q1 FY26	Q1 FY25	YoY
Net Revenue	845.67	733.45	15.30%
Total Income from operations	845.67	733.45	
Raw Material Expenses	485.78	441.60	
Employee benefits expense	92.51	75.99	
Other expenses	181.42	144.29	
Total expenses	759.71	661.88	
Operating Profit	85.96	71.57	20.11%
Other Income	8.33	7.44	
EBITDA	94.29	79.01	19.34%
EBIDA Margin	11.15%	10.77%	
Depreciation	18.82	16.54	
Finance costs	35.14	27.04	
Profit before Share of Profit/(Loss) of Joint venture and tax	40.33	35.43	13.82%
Share of loss of Joint venture	-0.17	-	
PBT	40.16	35.43	13.34%
Tax	8.20	9.03	
PAT	31.96	26.40	21.04%
EPS	2.37	1.96	



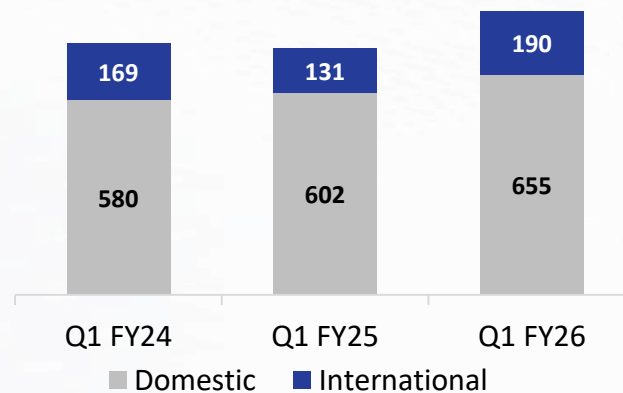
Financial Performance

₹ Cr

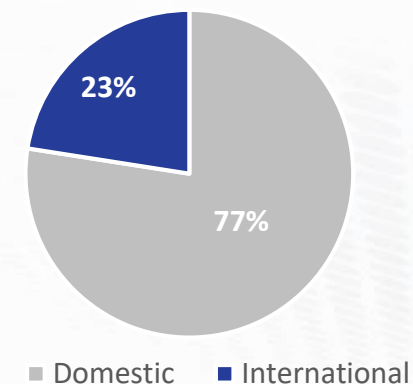
REVENUE



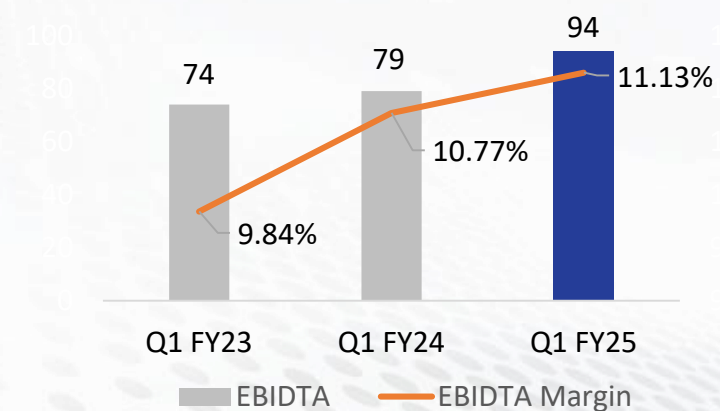
REVENUE MIX



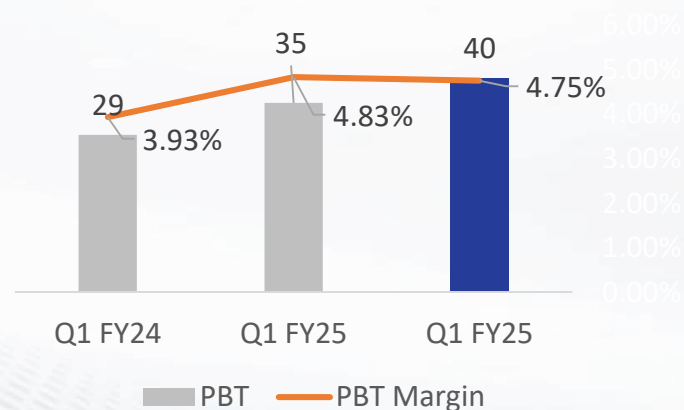
REVENUE MIX (Q1FY26)



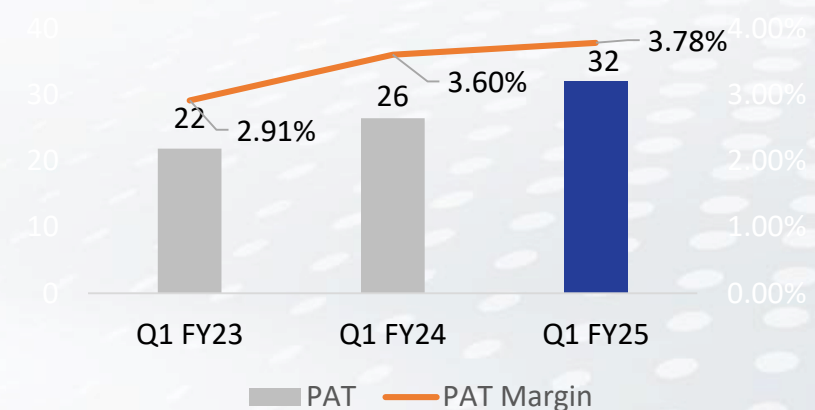
EBITDA & EBITDA Margin (%)



PBT & PBT Margin (%)



PAT & PAT Margin (%)





PEB Order Book Strength

Order Book Summary – As of 31st March 2025

Project Type	Value
PEB India	₹ 780 Cr
PEB U.S.	\$ 54 Mn

PEB India (in ₹)



PEB U.S (in \$)





COMPANY OVERVIEW



Manufacturing, engineering and warehousing facilities

Pennar Industries has 13 manufacturing facilities in India which are ISO 9001:2008 certified. Our overseas manufacturing facility is located in Portland, USA and a warehouse in Chicago, USA. The facilities include laser cutting, plasma cutting, heat treatment special processes, robotic welding, assembly lines (automated), transfer presses, and CNC machines that enable it to make products of very high quality. The Engineering Centers in Hyderabad and Vishakapatnam adds to our varied skill resources.

Pennar Industries endeavors to achieve 'Total Customer Satisfaction Through Total Quality Management' and is committed to producing and providing steel-based products and associated services of the highest quality to customers all over the world.

Pennar Industries has a dedicated team of well-qualified engineers who employ stringent quality control measures at every stage of the manufacturing process. The end-products are subjected to a battery of quality tests on various parameters to meet our rigorous checks based on customer specifications

MANUFACTURING PLANTS

PATANCHERU – 2	TELANGANA
ISNAPUR	TELANGANA
VELCHAL - 2	TELANGANA
SADASHIVPET - 2	TELANGANA
MALLAPUR	TELANGANA
TARAPUR	MAHARASHTRA
RAEBARELI	UTTAR PRADESH
CHENNAI	TAMILNADU
PORTLAND	TENNESSEE, USA
VILLEBRET	FRANCE

WAREHOUSES

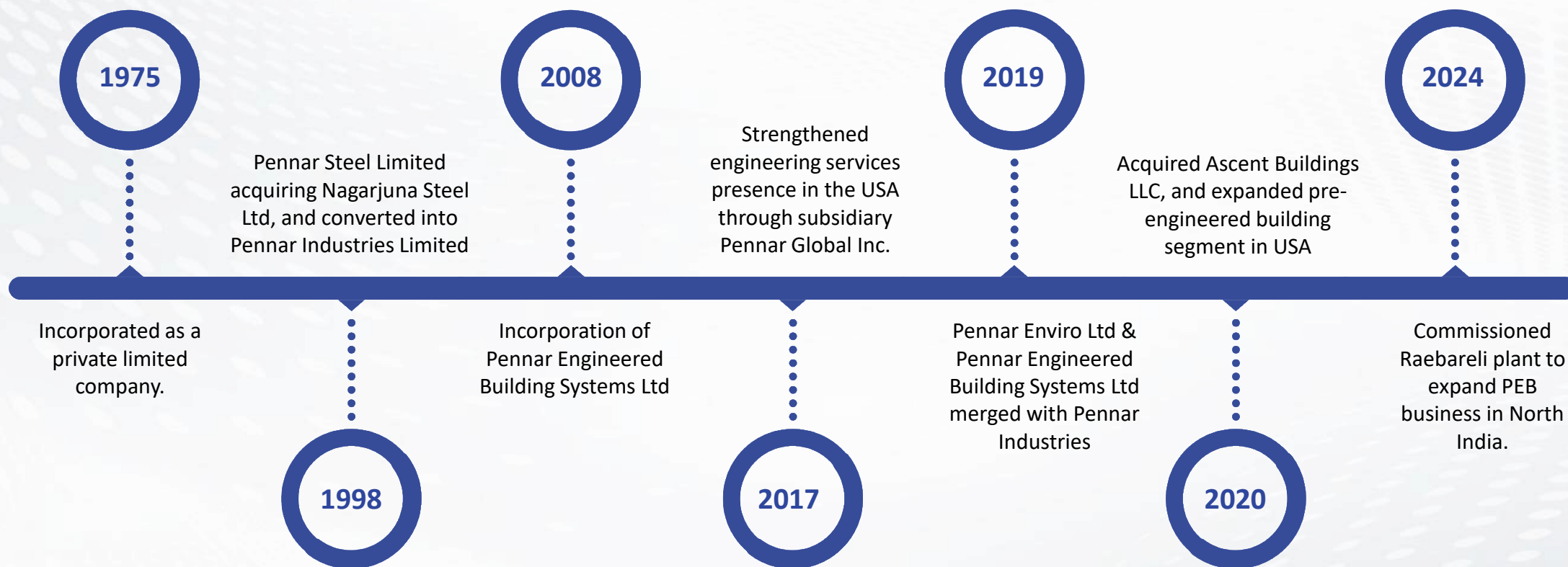
HOSUR	TAMILNADU
CHICAGO	ILLINOIS, USA

ENGINEERING CENTERS

HYDERABAD	TAMILNADU
VISAKHAPATNAM	ANDHRAPRADESH



Journey So Far..





Pennar's Multi-Dimensional Transformation

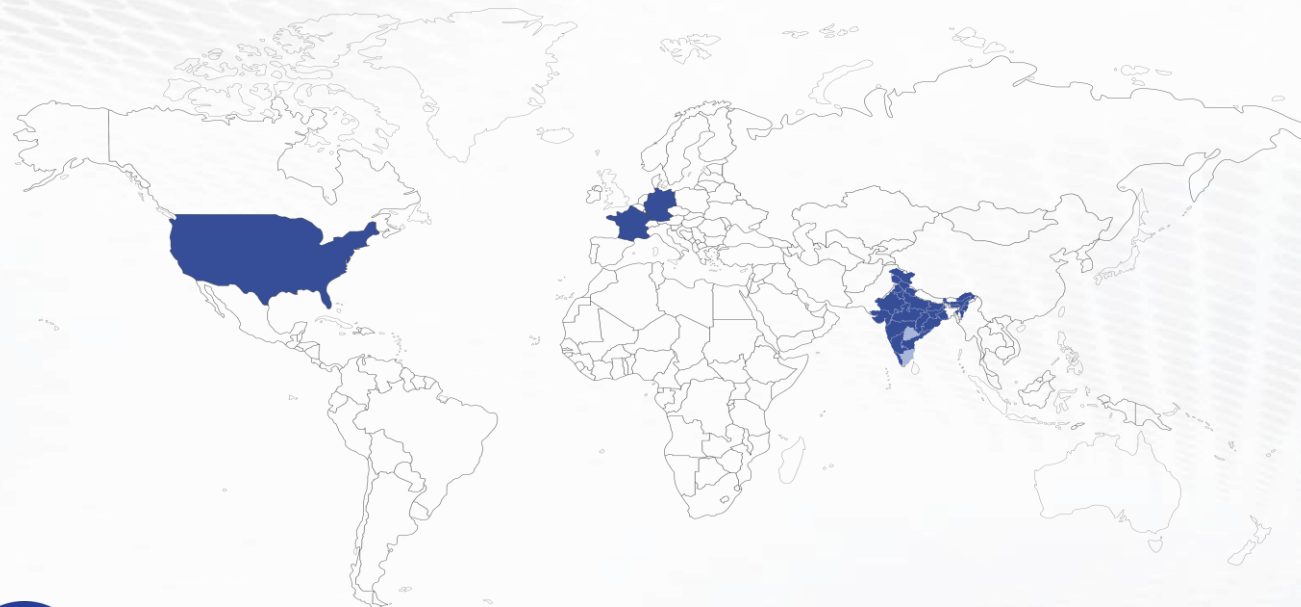
Transformation Pillar 1: From Steel to Engineering Powerhouse





Pennar's Multi-Dimensional Transformation

Transformation Pillar 2: India to Global Markets



Earlier

- 100%+ revenue from India
- India-focused product lines
- PEB only in India
- Export infancy

Now

- 24% international revenue (FY25) and growing
- US subsidiary (Ascent Buildings), European clients, OEMs, global BIW exports
- PEB facility in Tennessee, US — large US backlog fueling global scale
- Full-fledged international sales teams, global orders, foreign subsidiaries



Pennar's Multi-Dimensional Transformation

Transformation Pillar 3: Scale to Strategic Value

From: Capacity-Driven & Manual Processes



Focused on capacity and bulk output



Manual fabrication, low automation



Standard steel Formats for infra



Working capital cycle ~90–95 days



Profits tied to input cost, not value



High energy use per ton



Minimal engineering depth

To :Value-Led, Technology-Driven Operations



Shifted to value-led output



Building OEM-grade assemblies with growing R&D for exports



Plants upgraded with IoT, CNC, MES systems



Working cycle reduced to ~74-76 days



Margins up via PEB, BIW, hydraulics



Lower energy use, better sustainability tracking



Using Lean, design thinking, and digital tools



Experienced Management



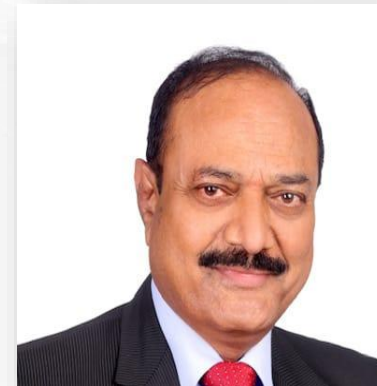
Mr. R V S Ramakrishna
Chairman-Non-Executive
Independent Director



Mr. Aditya Rao
Vice-Chairman and Managing
Director



Mr. Eric James Brown
Non-Executive Director



Mr. K Lavanya Kumar Rao
Whole-time Director



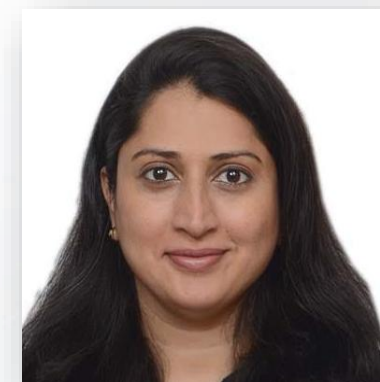
Mr. Potluri Venkateswara Rao
Non-Executive Director



Mr. Parthasarathy
Vankipuram Srinivasa
Non-Executive
Independent Director



Mr. Chandrasekhar Sripada
Non-Executive Independent
Director



Ms. Virginia Sharma
Non-Executive Independent
Director



What Sets Us Apart

In-House Design & Engineering Expertise

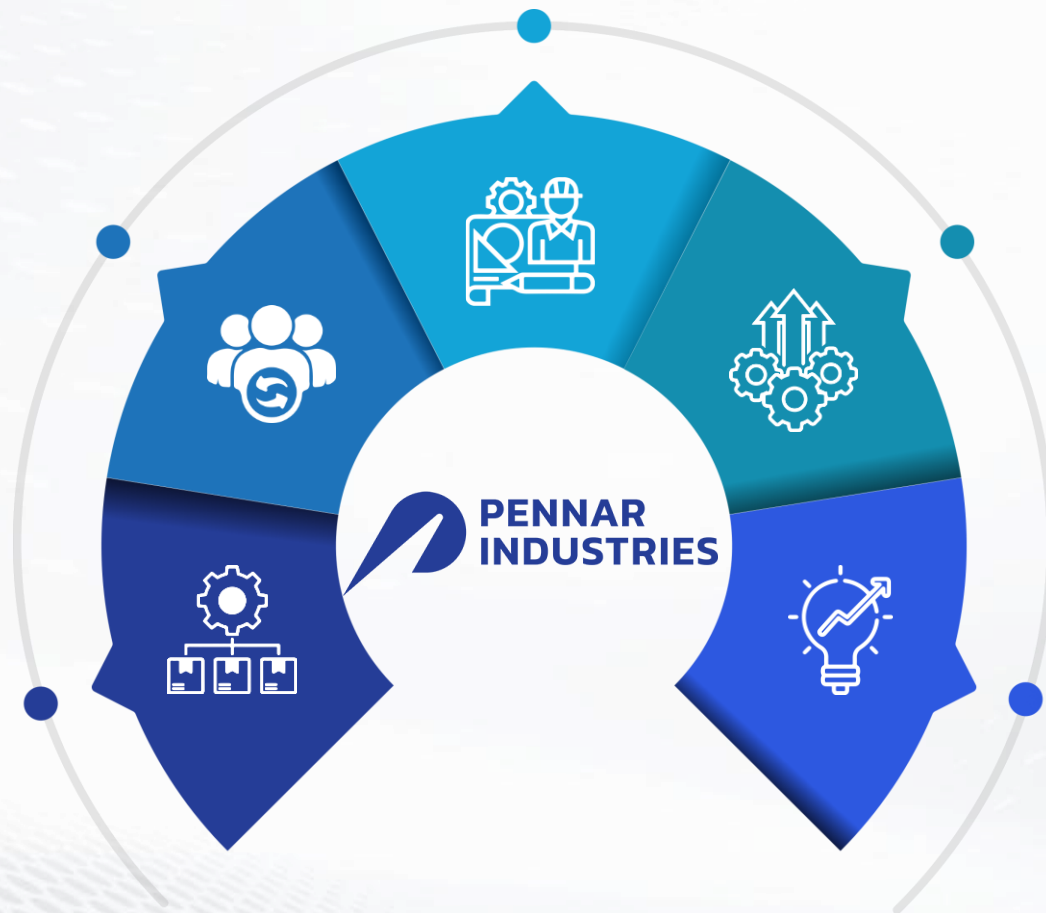
- Dedicated design and R&D teams for **concept-to-commercialization** support.
- Tool design, 3D modeling, and component development under one roof.

Strong Customer Base & Repeat Orders

- Served **1,077+ customers** in FY25
- High customer retention and recurring orders in both domestic and international markets.

Diversified Product Portfolio

- Over **1000+ engineered products** across key industries – Railways, Automotive, Infrastructure, White Goods, and General Engineering
- Strong presence in both **standard and customized engineering solutions**.



Manufacturing & Execution Excellence

- Multiple modern manufacturing facilities with advanced equipment.
- Proven ability to execute large-scale, high-volume, and high-precision projects across sectors.

Focus on Innovation & Value Addition

- Continuously expanding into **high-margin, niche applications**.
- Focused on **custom-built solutions** such as Solar MMS, large-diameter welded tubes, and complex PEBs.



BUSINESS OVERVIEW



Comprehensive Engineering Solutions Across Sectors

- Pennar Industries delivers a **diverse range of engineering products** across **Automotive, Railways, Infrastructure, and Industrial** sectors.
- Backed by deep expertise in design, tool development, and manufacturing with **1000+ engineered product profiles**.

Business operates through two major verticals:



Diversified Engineering



CRSS, Tubes



Solar MMS



CDW Tubes



Railways



Automotive



Customised Engineering Products



Steel Structure



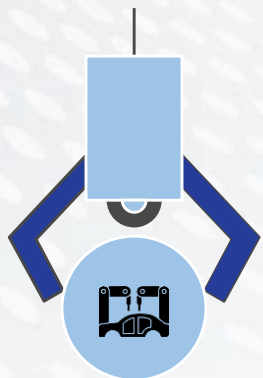
Structural Engineering



Pre-Engineering Buildings

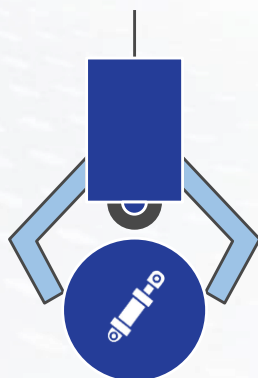


Diversified Engineering



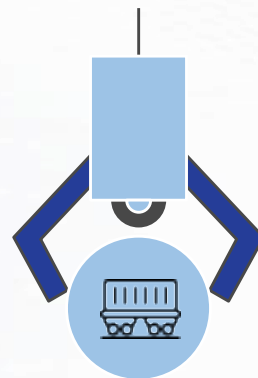
Body in white

- Supplies body sheet metal components to OEMs in India and abroad.
- Strong presence in ICE and EV vehicle platforms.



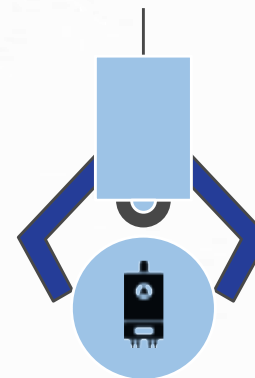
Hydraulics

- Core vertical with double-digit growth in FY25.
- Serving construction, automotive, and manufacturing sectors.



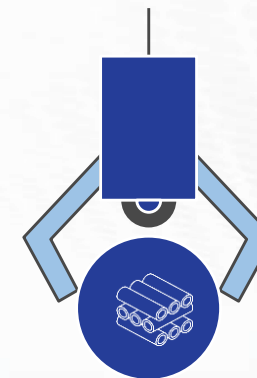
Railway Wagons

- Achieved strong revenue growth by supplying custom cold roll-formed and stainless-steel components for railway wagons
- Remains a key supplier of critical sections and heavy fabricated parts for railway coaches.



Boilers & Heaters

- There are 4,978 boiler installations base in India
- Exported 143 boilers to 11 countries



Precision Tubes

- Offers seamless and welded tubes in various sizes and thicknesses, primarily for steam generators
- Manufactured using stainless steel and nickel alloys as per IS, BS, JIS, and ASTM/API standards



Custom Designed Solutions



Nascent

- PEBSL was established as a subsidiary of Pennar Industries.
- Initial revenue: ~₹ 34.01 crore.
- Rapid market entry with major client orders.



Emerging

- Strengthened execution capacity.
- Expanded customer base across sectors.
- Addition of structural components



Maturing

- PEB division continued to be a major contributor and is forecasted to sustain double-digit growth, supported by a healthy and growing order book.

Metric

FY25 Performance / Status

PEB Order Book (India)

₹ 780 crore

PEB Order Book (US)

\$ 53.1 million

PEB Revenue (Custom design)

₹ 1,584.4 crore

Revenue from PEB



Our Clients



Recent Developments:

New PEB plant at Raebareli is operational, boosting capacity and future revenue potential
The division's capacity utilization and efficiency are rising, with an ongoing strategy focused on higher-margin business and cost control



Facilities



Chennai Plant



Velchal Plant, Hyderabad



Sadashivpet Plant 2



Patancheru Plant, Hyderabad



Sadashivpet Plant 1



Raeibareli



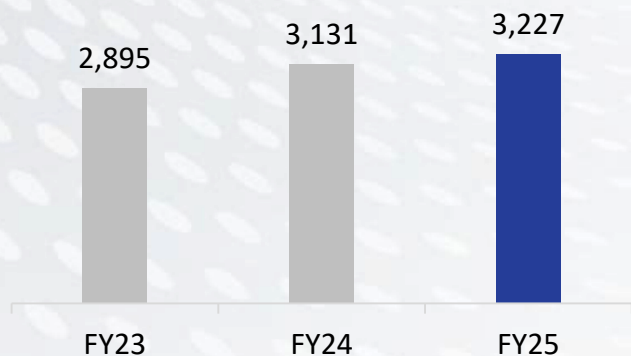
ANNUAL FINANCIALS



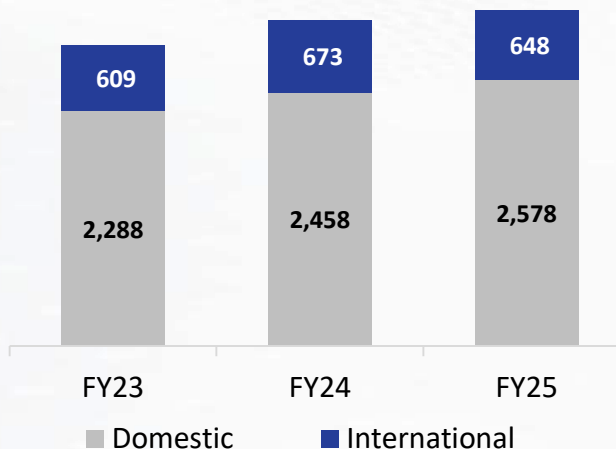
Financial Performance

₹ Cr

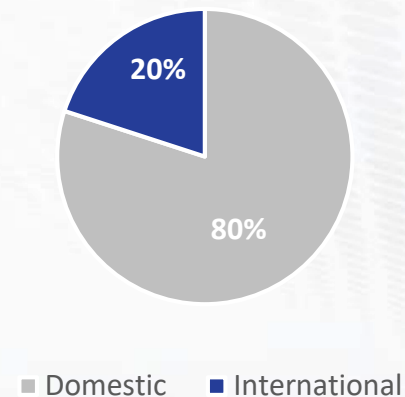
REVENUE



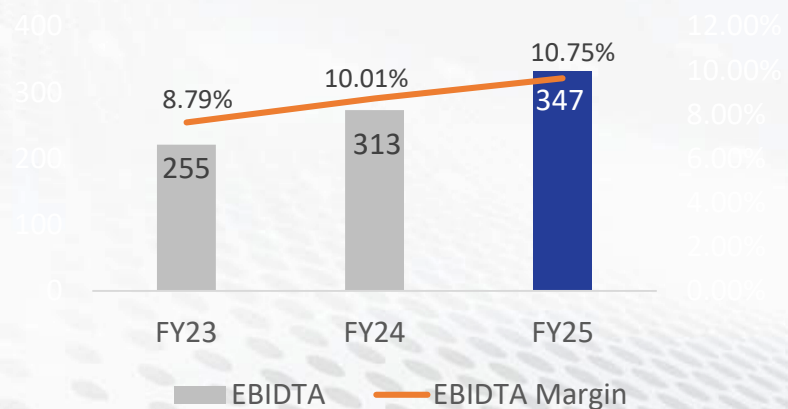
REVENUE MIX



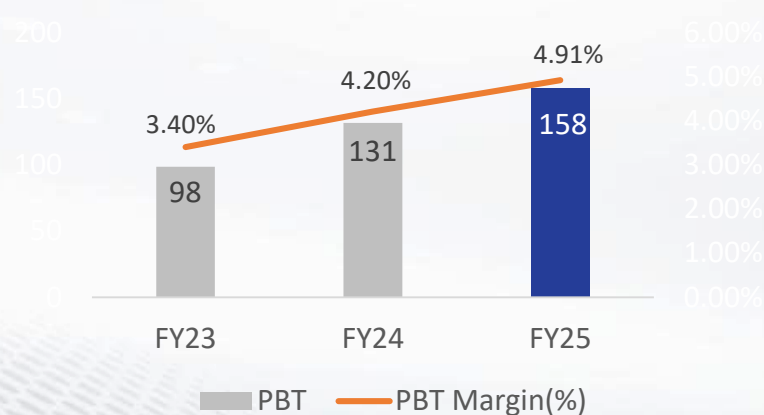
REVENUE MIX (FY25)



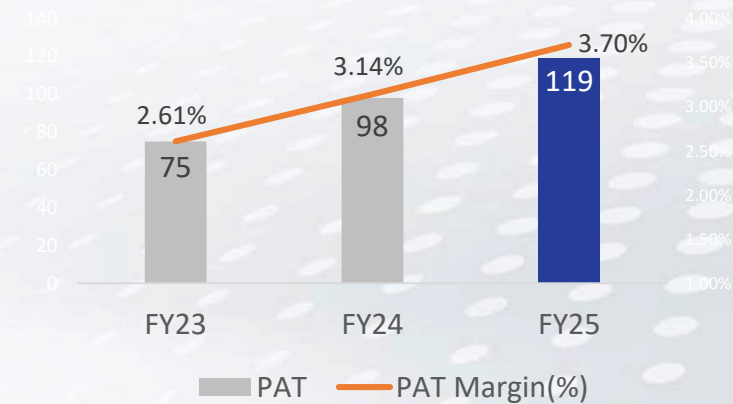
EBITDA & EBITDA Margin (%)



PBT & PBT Margin(%)



PAT & PAT Margin (%)

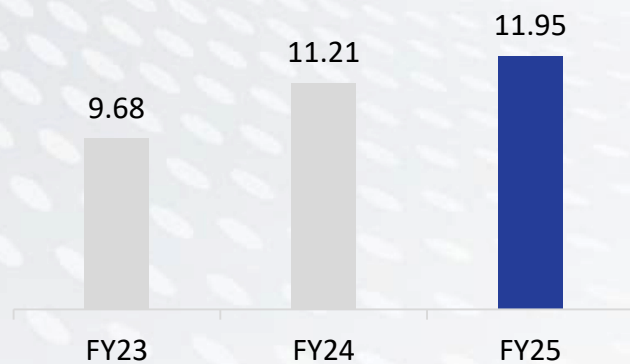




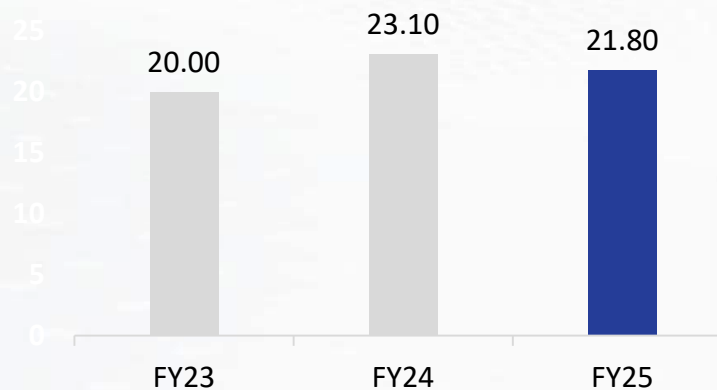
Key Financial Ratios

In %

ROE



ROCE



ROA

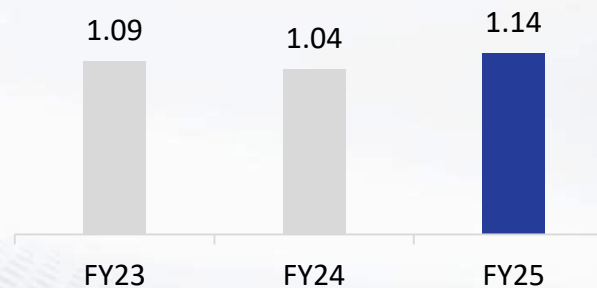


In Times

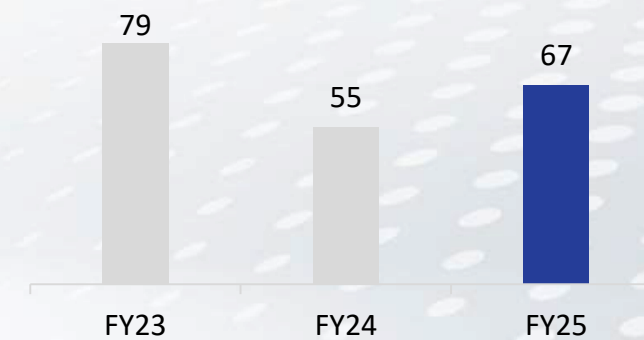
Debt to Equity Ratio



Current Ratio



Working Capital Days



ROCE (EBIT/Capital Employed)

ROE (PAT/Equity)

ROA (PAT/ Average Assets)



Profit & Loss Statement

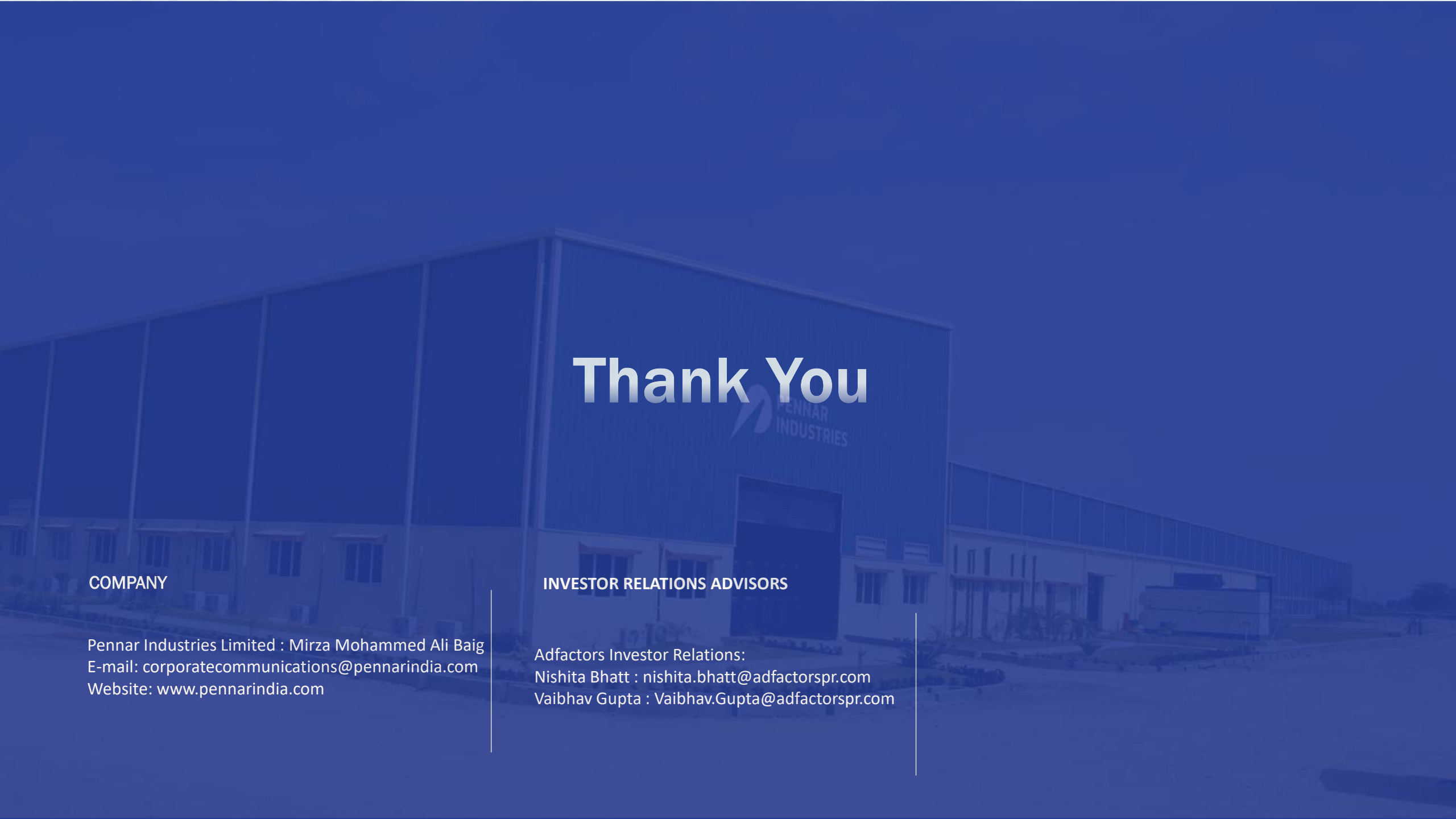
Particulars (₹ Cr.)	FY25	FY24	Y-o-Y (%)
Net Operation	3,226.58	3,130.57	
Total Income from Operations	3,226.58	3,130.57	3.07%
Raw material	1,915.89	1,937.72	
Employee Expenses	336.54	309.97	
Other Expenses	663.40	609.91	
Total Expenditure	2,915.83	2,857.60	
EBITDA	310.75	272.97	13.84%
EBITDA Margin (%)	9.63%	8.72%	91 Bps
Others	36.69	40.31	
Depreciation	68.89	66.50	
Interest / Finance Cost	119.60	115.36	
Profit before share of profit/(loss) of joint venture and tax	158.95	131.42	
Share of loss of joint Venture	(0.55)	0.00	
PBT	158.40	131.42	20.53%
Tax	38.95	33.07	
PAT	119.45	98.35	21.45%
PAT Margin (%)	3.70%	3.14%	56 Bps
EPS (₹)	8.84	7.29	



Balance Sheet

Equity & Liabilities	Mar-25	Mar-24
Shareholders Funds	999.60	877.47
Share Capital	67.47	67.47
R&S	930.98	809.03
Non-controlling interests	1.15	0.97
Non Current Liabilities	276.67	190.06
Financial Liabilities		
Long Term Borrowing	205.86	134.82
Lease Liability	19.12	34.43
Other Financial Liabilities	2.82	3.74
Provisions	31.64	14.51
Deferred Tax Liabilities (net)	16.87	2.56
Other Non-Current Liabilities	0.36	0.00
Current Liabilities	1,677.92	1,572.53
Financial Liabilities		
Short Term Borrowings	569.26	599.13
Lease Liability	17.92	17.10
Trade Payables	877.43	790.83
Other Financial Liabilities	55.73	38.81
Other Current Liabilities	130.69	64.37
Provisions	8.41	15.80
Income Tax Liabilities (net)	18.48	46.49
Total Equity & Liabilities	2,954.19	2,640.06

Assets ₹ Cr	Mar-25	Mar-24
Non Current Assets	1,048.17	1,003.67
Property, Plant and Equipment	833.07	608.33
Capital Work In Progress	53.14	217.63
Investment Property	24.10	-
Right-of-use Assets	81.81	79.28
Other Intangible Assets	7.87	9.60
Investments Accounted For Using The Equity Method	5.89	-
Investments	4.64	2.86
Trade Receivables	0.41	17.08
Other Financial Assets	17.03	19.66
Income Tax Assets (net)	3.31	17.87
Deferred Tax Asset	0.92	-
Other Non-Current Assets	15.98	31.36
Current Assets	1,906.02	1,636.39
Inventories	935.33	825.17
Investments	1.48	18.73
Trade Receivables	580.38	494.55
Cash And Cash Equivalents	141.37	89.78
Other Bank Balances	48.17	52.56
Other Financial Assets	84.82	69.25
Other Current Assets	114.47	86.35
Total Assets	2,954.19	2,640.06

A large industrial building with a corrugated metal roof and a concrete base, featuring the Pennar Industries logo on its side. The entire image is overlaid with a semi-transparent blue filter.

Thank You

COMPANY

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E-mail: corporatecommunications@pennarindia.com
Website: www.pennarindia.com

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