



# PENNAR INDUSTRIES LIMITED

## Q3 FY23 INVESTOR PRESENTATION



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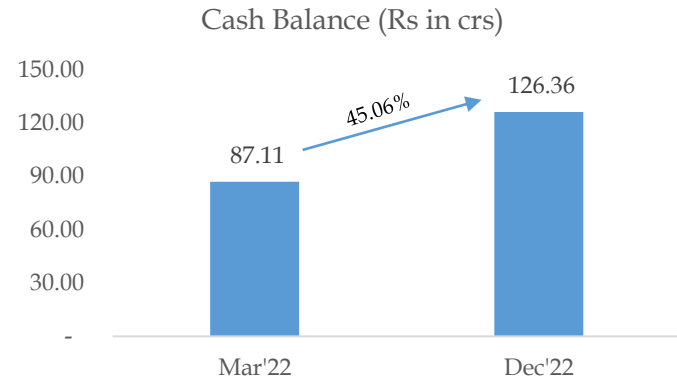
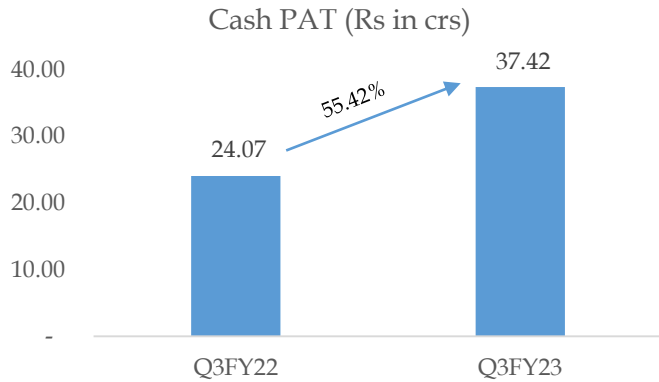
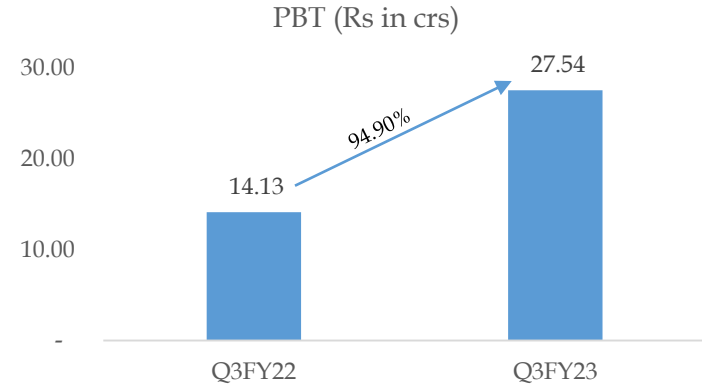
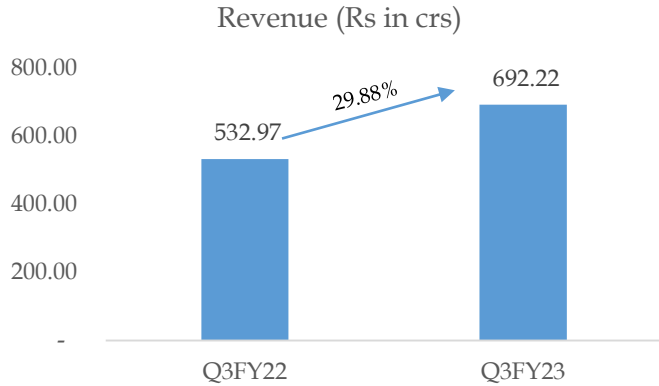
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# Discussion Summary

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

# Key Metrics – Consolidated Financials



# Results Update

Particulars (Rs. in Crs)	Q3 FY23	Q3 FY22	YoY%	NME FY23	NME FY22	YoY%
Revenue From Operations (Net of Taxes)	<b>692.22</b>	<b>532.97</b>	<b>29.88%</b>	<b>2,226.19</b>	<b>1,572.98</b>	<b>41.53%</b>
Other Income	7.91	4.41	79.37%	34.55	9.97	246.54%
<b>Total Income</b>	<b>700.13</b>	<b>537.38</b>	<b>30.29%</b>	<b>2,260.74</b>	<b>1,582.95</b>	<b>42.82%</b>
COGS	417.73	320.53	30.32%	1,396.37	971.77	43.69%
<b>Gross Profit</b>	<b>282.40</b>	<b>216.85</b>	<b>30.23%</b>	<b>864.37</b>	<b>611.18</b>	<b>41.43%</b>
Employee Expenses	70.28	54.80	28.25%	228.47	149.36	52.97%
Other Expenses	146.12	115.11	26.94%	452.04	331.31	36.44%
<b>EBITDA</b>	<b>66.00</b>	<b>46.94</b>	<b>40.61%</b>	<b>183.86</b>	<b>130.51</b>	<b>40.88%</b>
Depreciation	16.30	13.36	22.01%	47.71	38.88	22.71%
Finance Cost	22.16	19.45	13.93%	68.34	57.45	18.96%
<b>PBT</b>	<b>27.54</b>	<b>14.13</b>	<b>94.90%</b>	<b>67.81</b>	<b>34.18</b>	<b>98.39%</b>
Tax expense	6.42	3.42	87.72%	16.23	8.99	80.53%
<b>PAT</b>	<b>21.12</b>	<b>10.71</b>	<b>97.20%</b>	<b>51.58</b>	<b>25.19</b>	<b>104.76%</b>
<b>PAT Margin %</b>	<b>3.05%</b>	<b>2.01%</b>	<b>104 bps</b>	<b>2.32%</b>	<b>1.60%</b>	<b>72bps</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

Strong Pedigree & Engineering Excellence	40+ Years of experience	1,000+ Engineered Products	500+ Customers Across Industries	11 Manufacturing Plants	4,800+ Employee Base	
Extensive Product & Service Offerings	Engineered Products *		Engineering Solutions**			
	<ul style="list-style-type: none"> <li>Wide range of customised engineering products catering to diverse sectors</li> <li>Strong designing &amp; manufacturing capabilities</li> </ul>		<ul style="list-style-type: none"> <li>Leading player in Pre-Engineered Buildings, Designing &amp; Engineering Services with presence in USA</li> <li>Water Treatment Chemicals &amp; Fuel Additives</li> </ul>			
Exposure to High Growth Sectors	Automobiles	Construction & Infrastructure	Pre-Engineered	White Goods	Railways	PV Solar
Subsidiaries	Ascent Buildings Pennar Global Metals		Enertech Pennar Defense and Engineering Systems Private Ltd		Pennar GMBH Cadnum	Pennar Global Inc
Prominent Clientele From Diverse Sectors						

# Products NME FY23 Highlights

➤ Industrial Components

✓ The revenue for the NME FY23 under the products has increased from Rs. 935.3 crs to Rs. 1,160.2 crs up by 24.1%

➤ Hydraulics

➤ Solar Panels

✓ Body in white business unit have increased revenue and profitability

➤ Aerospace Machined Components

✓ ECD unit has increased revenue and profitability.

➤ Automotive/ Manufacturing Engineering

✓ Steel and Railways to scale up revenue in coming quarters.

➤ Steel Products and Profiles

➤ Railway Sub Assemblies

➤ Precision Tubes



# Projects NME FY23 Highlights

➤ Pre Engineered Buildings

✓ The revenue for the NME FY23 under projects has increased from Rs. 605.7 Crs to Rs. 1,001.6 Crs up by 65.4%

➤ Water Treatment

✓ Step down subsidiary Ascent Building, USA has increased order book. The revenue for the NME FY23 is Rs 439 crs and the profit is increasing.

➤ Solar Structures

✓ The order book of PEB has increased to 760Cr in India.

# Engineering Services NME FY23 Highlights

➤ Structural Engineering Services

➤ BIM( Building Information Modelling)

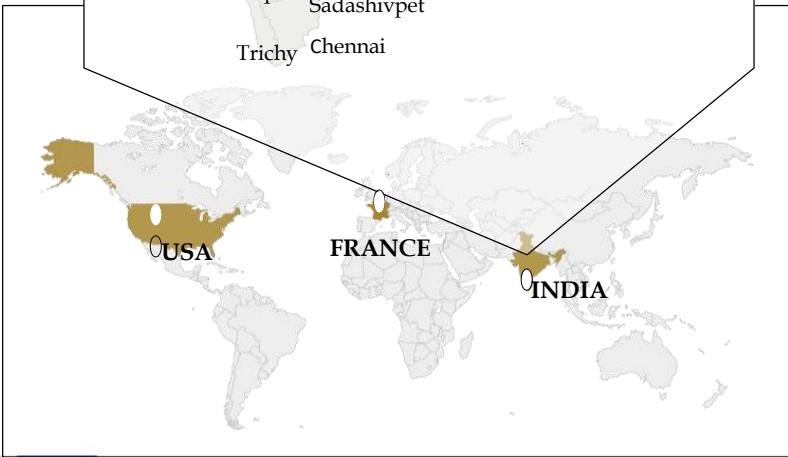
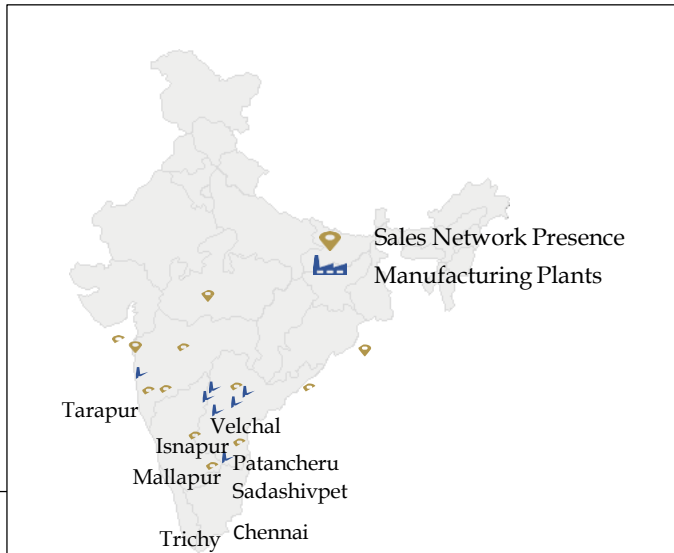
➤ Plant-Product Engineering Services

➤ Industrial Automation

➤ Digital Consultancy(IOT) & Value added Solutions

- ✓ The revenue for NME FY23 under services has increased from Rs. 32 Crs to Rs. 64.4 Crs up by 101.1%
- ✓ Company is looking for acquisition option to increase the revenue.
- ✓ Major growth drivers are from new customers in Europe.

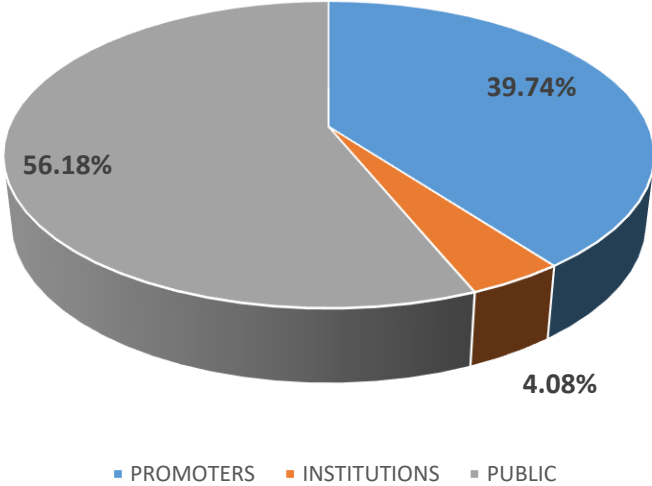
# Robust Manufacturing Facilities & Strong Sales Network



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 31-12-2022



Source: BSE



A photograph of a modern industrial factory interior. In the foreground, a yellow robotic arm is visible, reaching towards the center. The background shows a complex network of metal beams, pipes, and other industrial machinery. The lighting is bright and even, highlighting the metallic surfaces and the organized layout of the facility. A dark blue rectangular overlay is positioned in the center of the image, containing white text and social media icons.

# Thanking You

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