



# **PENNAR INDUSTRIES LIMITED**

## **Q4 FY25 INVESTOR PRESENTATION**



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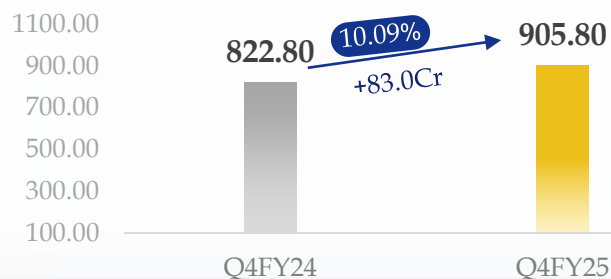
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# Discussion Summary

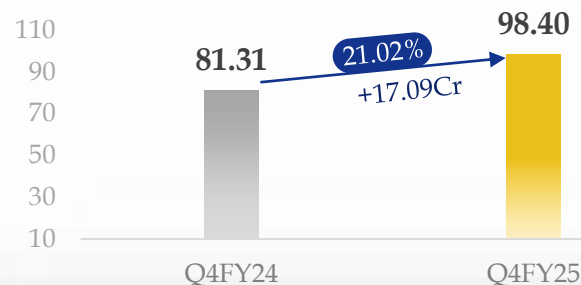
- ❖ Key metrics
- ❖ Results Update
- ❖ Balance sheet
- ❖ Cash Flow
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ Q4 FY25 Business Highlights segment wise
- ❖ Robust Manufacturing Facilities & Strong Sales Network

# Key Metrics (Q4Y25) – Growth

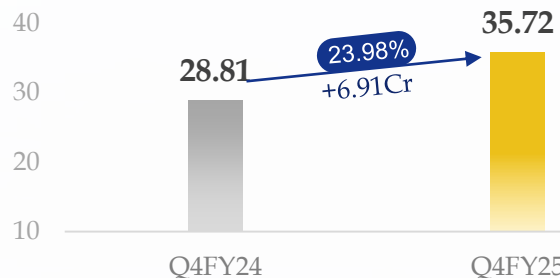
## Net Revenue (Rs in Cr)



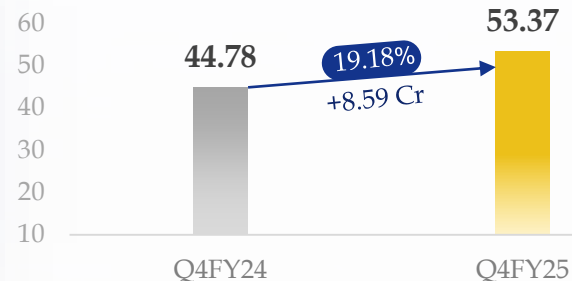
## EBITDA (Rs in Cr)



## PAT (Rs in Cr)



## Cash PAT (Rs in Cr)



# Results Update

Particulars (Rs. in Crs)	Q4 FY25	Q4 FY24	YoY%	FY25	FY24	YOY%
Net Revenue	905.80	822.80	10.09%	3,226.58	3,130.57	3.07%
COGS	522.60	518.28	0.83%	1,915.89	1,937.72	-1.13%
Gross Profit	383.20	304.52	25.84%	1310.69	1192.85	9.88%
Employee Expenses	89.58	80.15	11.77%	336.54	309.97	8.57%
Other Expenses	201.92	159.54	26.56%	654.05	609.91	7.24%
EBITDA	98.40	81.31	21.02%	346.89	313.28	10.73%
Depreciation	17.65	15.97	10.52%	68.89	66.50	3.59%
Finance Cost	33.61	26.17	28.43%	119.60	115.36	3.68%
PBT	47.14	33.07	42.55%	158.40	131.42	20.53%
PBT Margin %	5.20%	4.02%	118bps	4.91%	4.20%	71bps
Tax expense	11.42	10.36	10.23%	38.95	33.07	17.78%
PAT	35.72	22.71	57.29%	119.45	98.35	21.45%
PAT Margin %	3.94%	2.76%	118bps	3.70%	3.14%	56bps

# Assets - Consolidated

Rs in Crores	Mar'25	Mar'24	Inc/Dec	Inc/ (Dec %)
<b>Non-Current assets</b>				
Property, Plant and Equipment	833.07	608.33	224.74	36.94%
Right to use Assets	81.81	79.28	2.53	3.19%
Capital Work In Progress	53.14	217.63	-164.49	-75.58%
Intangible Assets	7.87	9.60	-1.73	-18.02%
Investment - Buildings	24.10	0.00	24.10	100.00%
Financial Assets				
(a) Investments	10.53	2.86	7.67	268.18%
(b) Trade receivables	0.41	17.08	-16.67	-97.60%
(c) Other financial assets	17.02	19.66	-2.64	-13.43%
Income Tax Asset(net)	3.31	17.87	-14.56	-81.48%
Other non-current assets	15.98	31.36	-15.38	-49.04%
<b>Total Non-Current Assets</b>	<b>1,047.24</b>	<b>1003.67</b>	<b>43.57</b>	<b>4.34%</b>
<b>Current assets</b>				
Inventories	937.44	825.17	112.27	13.61%
Financial Assets				
(a) Investments	1.49	18.73	-17.24	-92.04%
(b) Trade receivables	577.98	494.55	83.43	16.87%
(c) Cash and cash equivalents	189.54	142.34	47.20	33.16%
(d) Other financial assets	94.03	69.25	24.78	35.78%
Other current assets	114.56	86.35	28.21	32.67%
<b>Total Current Assets</b>	<b>1,915.34</b>	<b>1,636.39</b>	<b>278.95</b>	<b>17.05%</b>
<b>Total Assets</b>	<b>2,962.58</b>	<b>2,640.06</b>	<b>322.52</b>	<b>12.22%</b>



# Liabilities - Consolidated

Rs in Crores	Mar'25	Mar'24	Inc / (Dec)	Inc / Dec (%)
(a) Share capital	67.47	67.47	-	0.00%
(b) Other Equity	932.11	810.00	122.11	15.08%
<b>Total Equity</b>	<b>999.58</b>	<b>877.47</b>	<b>122.11</b>	<b>13.92%</b>
<b>Non-current liabilities</b>				
<b>Financial liabilities</b>				
(a) Borrowings	205.86	134.82	71.04	52.69%
(b) Lease liabilities	19.12	34.43	-15.31	-44.47%
(c) Other financial liabilities	2.82	3.74	-0.92	-24.60%
Provisions	31.64	14.51	17.13	118.06%
Deferred tax liabilities (net)	15.95	2.56	13.39	523.05%
Other Non-current Liabilities	0.36		0.36	100.00%
<b>Total Non-current liabilities</b>	<b>275.75</b>	<b>190.06</b>	<b>85.69</b>	<b>45.09%</b>
<b>Current liabilities</b>				
Borrowings	569.26	599.13	-29.87	-4.99%
Trade payables	877.16	790.83	86.33	10.92%
Lease Liabilities	17.92	17.10	0.82	4.80%
Other Financial Liabilities	64.95	38.81	26.14	67.35%
Income Tax Liabilities (net)	18.47	46.49	-28.02	-60.27%
Provisions	8.41	15.80	-7.39	-46.77%
Other Current liabilities	131.09	64.37	66.72	103.65%
<b>Total Current Liabilities</b>	<b>1,687.26</b>	<b>1,572.53</b>	<b>114.73</b>	<b>7.30%</b>
<b>Total</b>	<b>2,962.59</b>	<b>2,640.06</b>	<b>322.53</b>	<b>12.22%</b>

# Cash flow Statement

Particulars (Rs in Crores)	Mar'25	Mar'24
Operating profit before working capital	336.00	301.38
Net cash flow from operating activities (A)	246.78	224.72
Net cash used in investing activities (B)	-104.97	-256.75
Net cash used in financing activities (C)	-91.18	-22.30
<b>Net (decrease)/increase in cash and cash equivalents (A + B + C)</b>	<b>50.62</b>	<b>-54.33</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>89.78</b>	<b>142.98</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>141.37</b>	<b>89.78</b>



# Diversified Engineering Company With End-To-End Capabilities

► Wide Spectrum of Engineered Products & Customized Turnkey Engineering Solutions Across Diverse Industries



**Strong Pedigree & Engineering Excellence**

**40+**  
Years of experience

**1,000+**  
Engineered Products

**500+**  
Customers Across Industries

**13**  
Manufacturing Plants

**4,800+**  
Employee Base



## Extensive Product & Service Offerings



### Diversified Engineering

Wide range of customized engineering products catering to diverse sectors  
Strong designing & manufacturing capabilities



### Custom Designed Building Solutions & Auxiliaries

Leading player in Pre-Engineered Buildings, Designing & Engineering Services with presence in USA

## Subsidiaries

Enertech  
Pennar and  
Pennar Metals

Pennar Global  
Pennar FZCO  
Pennar GmbH  
Cadnum Sarl

Ascent Buildings  
Pennar Global Metals  
Pennar Investments  
Pennar Americans Engg.  
Pennar Americans Hydraulics

## Joint Venture

Joint Venture  
Zap91 Solar  
India Pvt. Ltd.

## Exposure to High Growth Sectors

Automobiles

Construction & Infrastructure

Pre-Engineered

White Goods

Railways

Tubes



## Prominent Clientele From Diverse Sectors



Note: \* includes Steel Products BU, Tubes BU, Industrial Components BU, Railways BU, \*\* includes PEBS Pennar, Pennar Enviro, Pennar Global subsidiaries

# Diversified Engineering – Q4 FY25 Highlights

## ➤ Steel Products and Profiles

- ✓ The Diversified Engineering revenue for Q4 FY25 is Rs. 466.24 Crore compared to Rs. 446.69 Crore in Q4 FY24, increase by 4.38%.

## ➤ Railways & Assembly sub parts

- ✓ The Diversified Engineering result for Q4FY25 is Rs. 55.50 Crore compared to Rs. 40.82 Crore in Q4 FY24, increase by 35.96%.

## ➤ Industrial Components

- ✓ Acquisition of structural engineering company based of Dubai.

## ➤ Precision Tubes

- ✓ Received major orders from Ashok Leyland, Yamaha, Emerson, Wabco, Tecumseh, Toyota Boshoku, RBS Group, Scott Industries, ICF, Wabtec, Kalpataru, Trident Auto, Tat Power, Saint Gobain, IFB Industries among others.

## ➤ Boilers

## ➤ BIW

## ➤ Engineering Services

# Custom Designed Building Solutions & Auxiliaries – Q4 FY25 Highlights

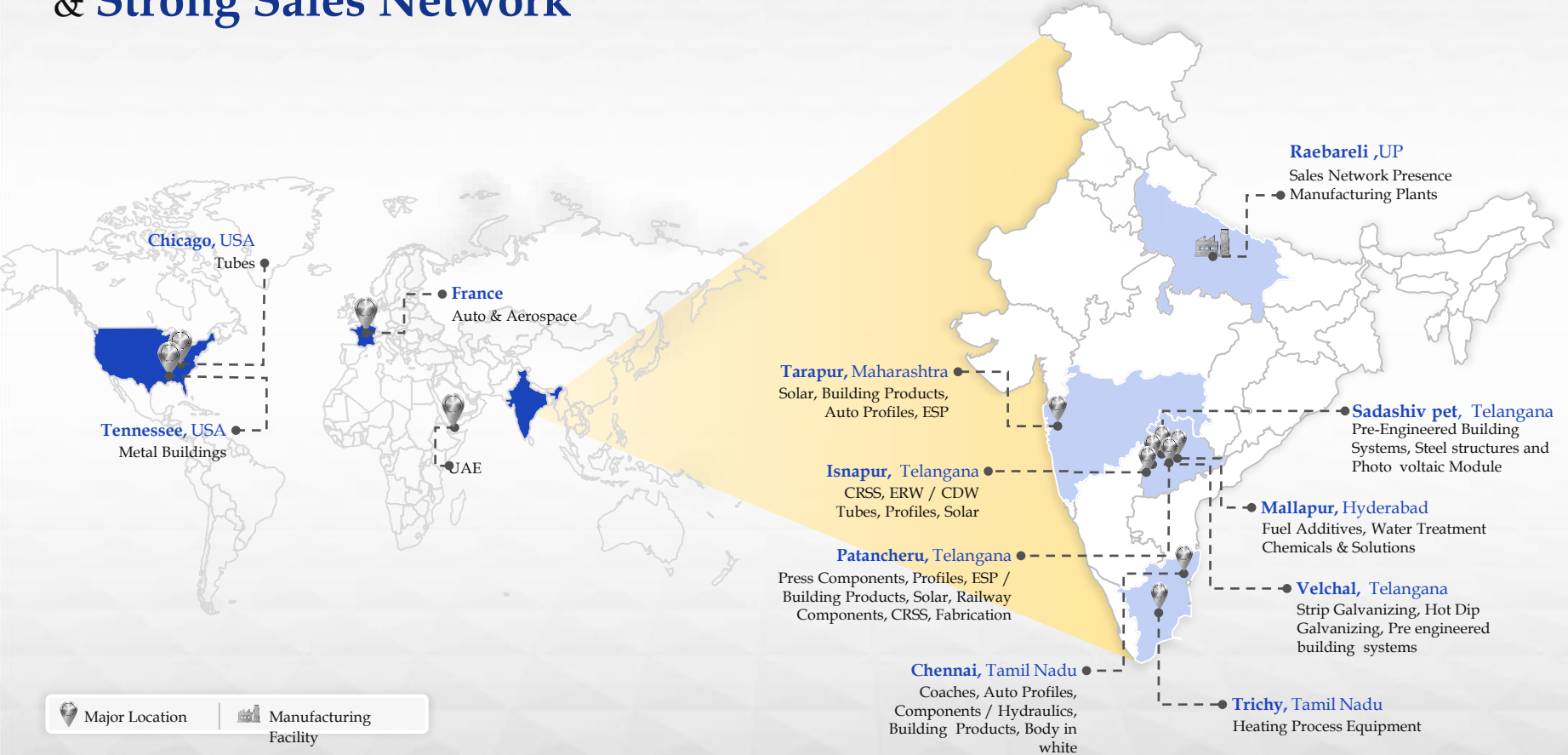
➤ PEB India

➤ Structural Steel

➤ Ascent USA

- ✓ The Custom Designed Building Solutions & Auxiliaries revenue for Q4 FY25 is Rs. 460.06 crore compared to Rs. 403.16 crore in Q4 FY24, increased by 14.11%.
- ✓ The Custom Designed Building Solutions & Auxiliaries results for Q4 FY25 is Rs. 42.90 Crore compared to Rs. 40.49 crore in Q4 FY24, increased by 5.94%.
- ✓ Received major orders from Tata Projects, Tata Electronics, Godrej & Boyce, Ascendas First space and others, for Ascent USA from hayden Construction Co., BCH Construction, Mills Steel Erection among others.
- ✓ Telko's structural assets will be acquired for the growth of structural business in US.
- ✓ The order book of PEB India is Rs. 780 Cr and
- ✓ The order book of PEB US is USD 53.1 Mn.

# Robust Manufacturing Facilities & Strong Sales Network



**Thank You**