PENNAR INDUSTRIES

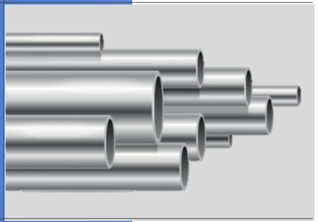
PENNAR

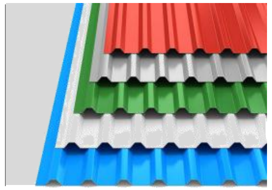
INDUSTRIES LIMITED

INVESTOR PRESENTATION

Q4 & FY26





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01

FINANCIAL

SNAPSHOT

MANAGEMENT COMMENTARY

PENNAR INDUSTRIES

The company delivered a strong performance during the FY26, with consolidated Total Income at INR 3,666.32 crore, up by 12.35%, EBITDA at INR 401.32 crore, up by 15.51% and PAT at INR 138.83 crore, up by 16.22%.

Mr.Aditya Rao
Vice-Chairman and Managing Director

FINANCIAL SNAPSHOT

PENNAR INDUSTRIES

FY26

Total Income

Rs **3,666.32** Crore
12.35 % YoY

EBIDTA

Rs **401.32** Crore
15.51% YoY

PAT

Rs **138.83** Crore
16.22% YoY

Q4 FY26

Total Income

Rs **933.70** Crore
2.26% YoY

EBIDTA

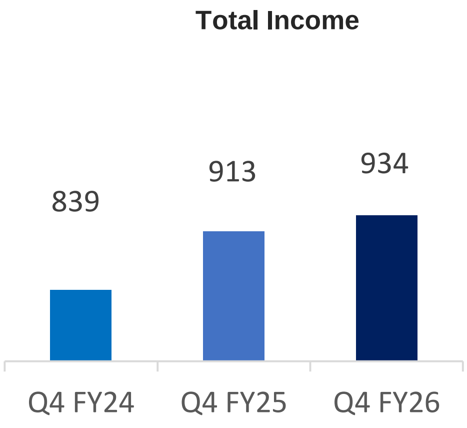
Rs **114.06** Crore
15.27% YoY

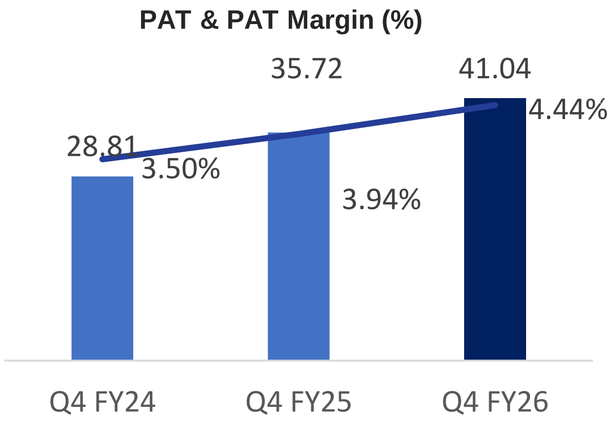
PAT

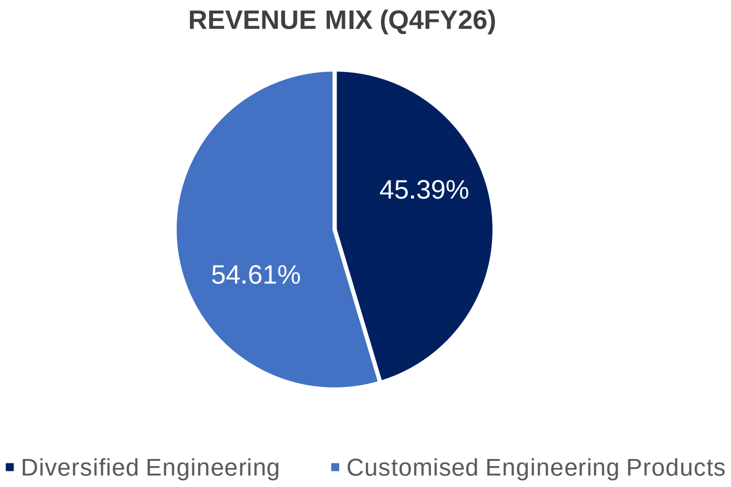
Rs **41.04** Crore
14.89% YoY

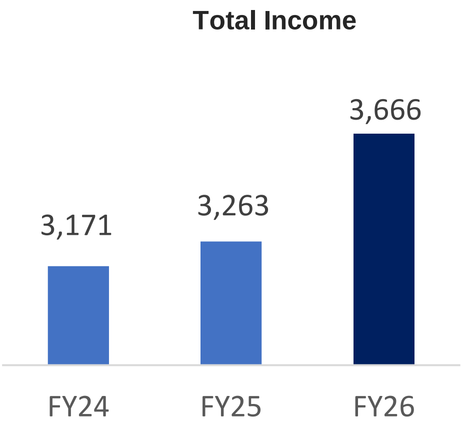
FINANCIAL PERFORMANCE

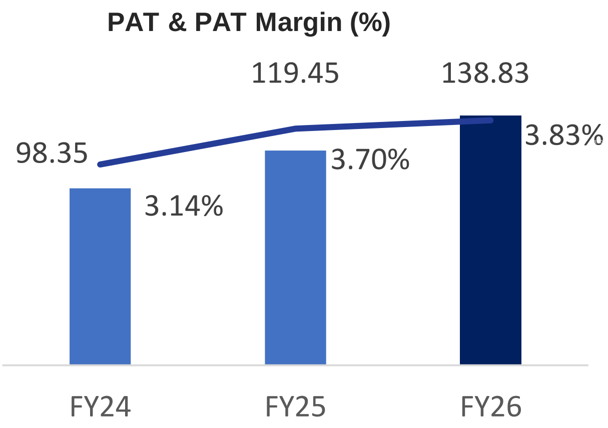
₹ Cr

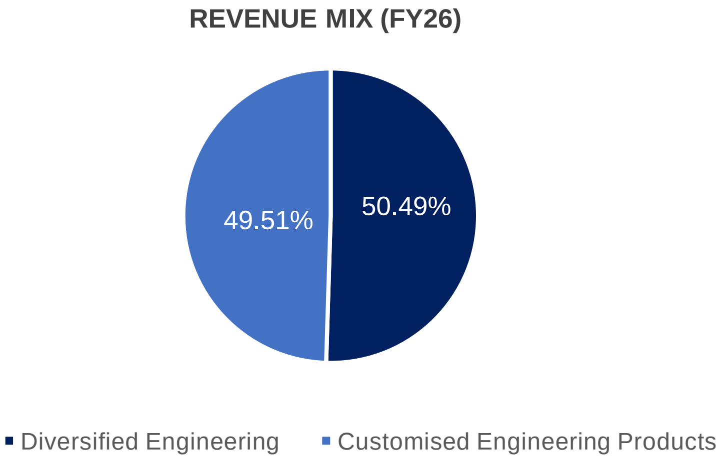












PROFIT & LOSS STATEMENT – Q4 FY26 & FY26

PENNAR INDUSTRIES

Particulars (₹ Cr.)	Q4 FY26	Q4 FY25	Y-o-Y (%)	FY26	FY25	Y-o-Y (%)
Revenue from Operations	**924.80**	**905.80**		3,620.09	3,226.58	
Other Income	8.90	7.25		46.23	36.69	
Total Income	**933.7**	**913.05**	***2.26%***	**3,666.32**	**3,263.27**	***12.35%***
Raw material	501.93	522.60		2,095.14	1,915.89	
Employee Expenses	96.30	89.58		392.11	336.54	
Other Expenses	221.41	201.92		777.75	663.40	
EBITDA	**114.06**	**98.95**	***15.27%***	**401.32**	**347.44**	***15.51%***
Depreciation	24.52	17.65		84.23	68.89	
Interest / Finance Cost	34.30	33.61		137.52	119.60	
PBT	**55.24**	**47.69**	***15.83%***	179.57	158.95	***12.97%***
Tax	14.12	11.42		40.46	38.95	
PAT	**41.04**	**35.72**	***14.89%***	138.83	119.45	***16.22%***
PAT Margin (%)	**4.44%**	**3.94%**		**3.83%**	**3.70%**	
EPS (₹)	***3.04***	***2.64***		***10.29***	***8.84***	

SEGMENT BREAKUP – FY26

Particulars (Rs in Crores)	FY26	FY25
Segment Revenue		
• Diversified engineering	1,871.77	1,721.32
• Custom designed building solutions & auxiliaries	1,835.60	1,584.44
Total	**3,707.37**	**3,305.76**
Less : Inter segment revenue	87.28	79.18
Revenue from operations	**3,620.09**	**3,226.58**
Segment results		
• Diversified engineering	223.04	194.31
• Custom designed building solutions & auxiliaries	178.28	152.58
Total	**401.32**	**346.89**
Less :		
• Depreciation and amortization expense	84.23	68.89
• Finance costs	137.52	119.60
Profit Before Tax	**179.57**	**158.40**

02

COMPANY

Overview

AT A GLANCE

PENNAR INDUSTRIES

Founded
1975

Headquarters
HYDERABAD, INDIA

Industry
DIVERSIFIED ENGINEERING & CUSTOMISED ENGINEERING PRODUCTS

Who We Are

A diversified engineering and manufacturing conglomerate offering end-to-end solutions for infrastructure, mobility, and energy customers across global markets.

Scale & Capabilities

1,000+
Precisely Engineered Products

500+
Global Customers

14
Manufacturing Plants
strategically located across India

Business Portfolio

8 Business Divisions

- Pre-Engineered Buildings & Structural Units
- Precision Tubes
- Process Heating
- Hydraulics
- Engineering Services
- Body-in-White
- Steel
- Railways

Integrated supply chain with strong governance and operational systems

Industries Served

INFRASTRUCTURE
OIL & GAS
CLEAN ENERGY
RAILWAYS
AUTOMOTIVE
ENGINEERING

Positioning

A trusted **one-stop engineering partner**, evolving from precision tubes in the 1980s to a comprehensive solutions provider delivering innovation, reliability, and global-quality standards.

EXPERIENCED MANAGEMENT

PENNAR INDUSTRIES

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. V S Parthasarathy

Non-Executive Independent Director

Mr. Chandrasekhar Sripada

Non-Executive Independent Director

Ms. Virginia Sharma

Non-Executive Independent Director

JOURNEY SO FAR..

PENNAR INDUSTRIES

1975

Incorporated as a private limited company.

1998

Pennar Steel Limited acquiring Nagarjuna Steel Ltd, and converted into Pennar Industries Limited

2008

Incorporation of Pennar Engineered Building Systems Ltd

2017

Strengthened engineering services presence in the USA through subsidiary Pennar Global Inc.

2019

Pennar Enviro Ltd & Pennar Engineered Building Systems Ltd merged with Pennar Industries

2020

Acquired Ascent Buildings LLC, and expanded pre-engineered building segment in USA

2024

- Commissioned Raebareli plant to expand PEB business in North India.
- Incorporation of Pennar Fzco

2025

- JV with Zetwerk for solar module manufacturing and sales
- Telco Acquisition (~$14mn) Strengthening US Structural Platform

WHAT SETS US APART

PENNAR INDUSTRIES

PENNAR INDUSTRIES

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.

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.

Strong Customer Base & Repeat Orders

- Served 500 customers in years
- High customer retention and recurring orders in both domestic and international markets.

Diversified Product Portfolio

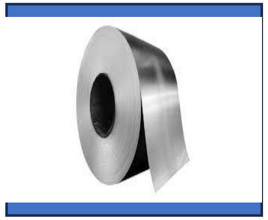
- Over 1,000+ engineered products across key industries – Railways, Automotive, Infrastructure, White Goods, and General Engineering
- Strong presence in both standard and customized engineering solutions.

PENNAR'S MULTI-DIMENSIONAL TRANSFORMATION

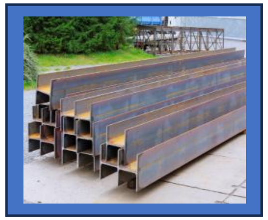
PENNAR INDUSTRIES

Transformation Pillar 1: From Steel to Engineering Powerhouse

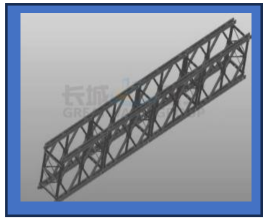
Started with cold rolled steel, tubes & coils



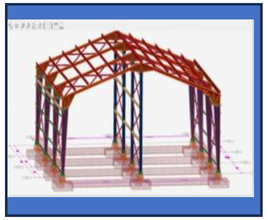
Moved to fabricated steel products & profiles



Began supplying components to infra, rail & auto



Now delivering precision systems & engineering services

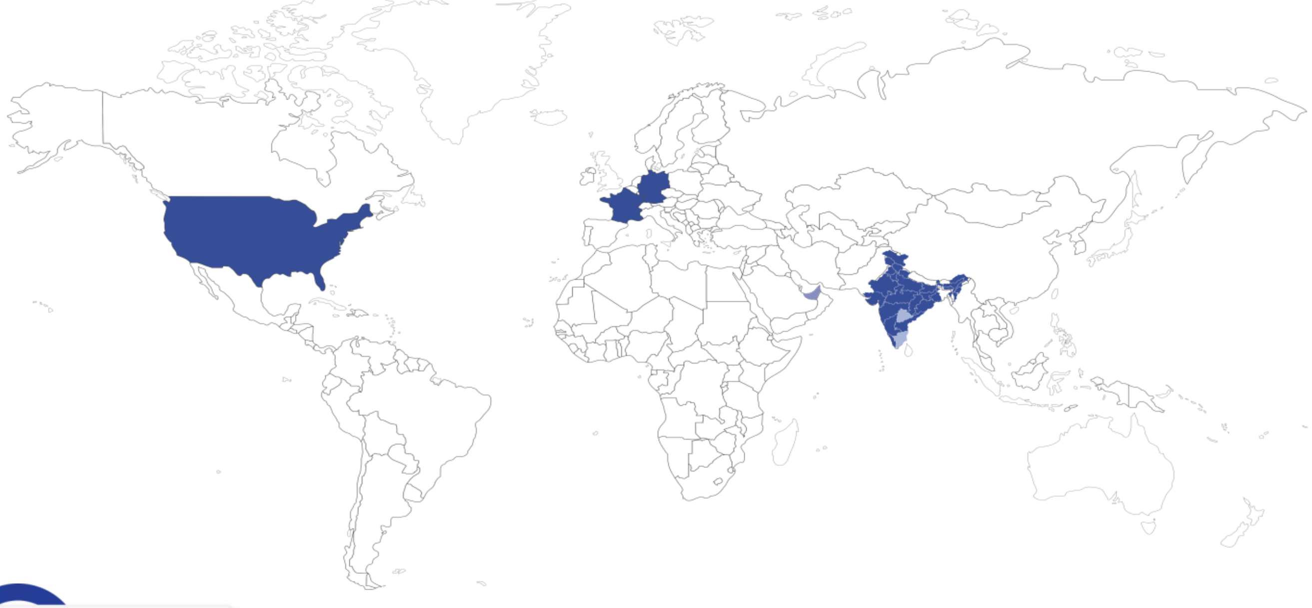


Shifted to modular assemblies of PEB, BIW & hydraulics

PENNAR'S MULTI-DIMENSIONAL TRANSFORMATION

PENNAR INDUSTRIES

Transformation Pillar 2: India to Global Markets



Earlier

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

Now

- 24.1% international revenue (FY26) 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

PENNAR INDUSTRIES

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

03

BUSINESS

Overview

Operations Across Two Core Verticals

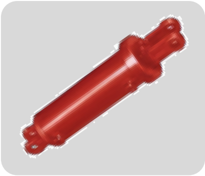
PENNAR INDUSTRIES

- 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 **1,000+ engineered product profiles**.

BUSINESS OPERATES THROUGH TWO MAJOR VERTICALS

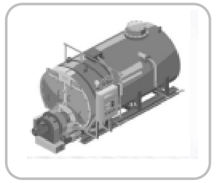
Diversified Engineering

BODY IN WHITE



HYDRAULICS

RAILWAY WAGONS



BOILERS & HEATERS

PRECISION TUBES

STEEL PRODUCTS

Customised Engineering Products

STEEL STRUCTURE

STRUCTURAL ENGINEERING

PRE-ENGINEERING BUILDINGS

CUSTOMISED ENGINEERING PRODUCTS

PENNAR INDUSTRIES

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.

Expansion

- Ascent Building was found in 2020.
- Telco Enterprises structural assets acquired at USD 14 Mn during the quarter, for the growth of structural business

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

Our Clients

JSW

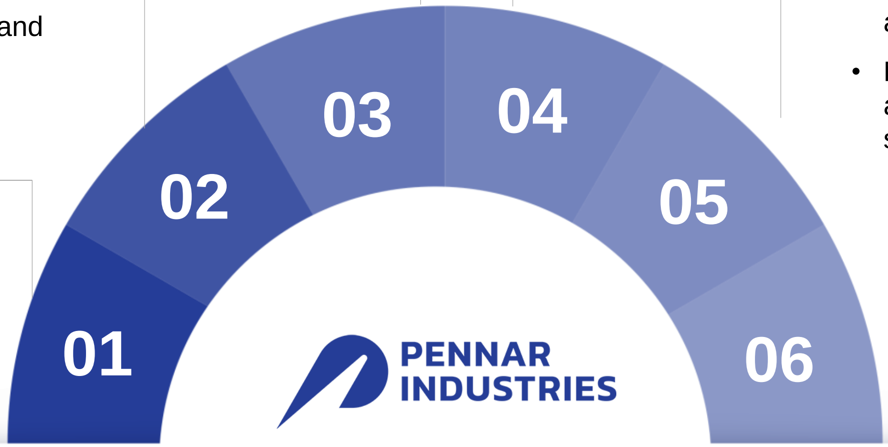
Godrej

Reliance Industries Limited

APAR Tomorrow’s solutions today

TATA ELECTRONICS

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

Pennar with its strong engineering competencies continues to supply industrial steam boilers for Process applications, co-generation application and Waste heat recovery boilers with high level of reliability, quality and performance.

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.

STEEL PRODUCTS

Steel Products and Profiles division manufactures - Cold Rolled Steel Strips (CRSS) from a variety of grades of steel including special steel and Cold Roll Formed Sections (CRFS) that find application in Building components and Infrastructure

INDIA MANUFACTURING FACILITIES

Chennai plant

Capacity : 11,050MT per month | Acres : 38

Velchal plant, Hyderabad

Capacity : 7,250MT per month | Acres : 118

Sadashivpet plant 1&2

Capacity : 6,000MT per month | Acres : 73

Patancheru Plant, Hyderabad

Capacity : 9,000MT per month | Acres : 40

Isnapur

Capacity: 9,115MT per month | Acres: 29

Raebareli

Capacity : 2,600MT per month | Acres : 18

MANUFACTURING, ENGINEERING AND WAREHOUSING FACILITIES

PENNAR INDUSTRIES

MANUFACTURING PLANTS

INDIA

Telangana
Patancheru-1
Patancheru-2
Velchal
Isnapur
Sadashivpet-1
Sadashivpet-2
Mallapur

Maharashtra
Tarapur

Tamil Nadu
Chennai
Trichy

Uttar Pradesh
Raebareli

USA

Tennessee
Alabama

France

Villebret

Engineering Services

INDIA
Visakhapatnam

GERMANY
Bad Homburg

UAE
Dubai

KEY PROJECTS DELIVERED


Apar Industries


Maanya Bioengineering Pvt Ltd


Powermech Engineering Systems

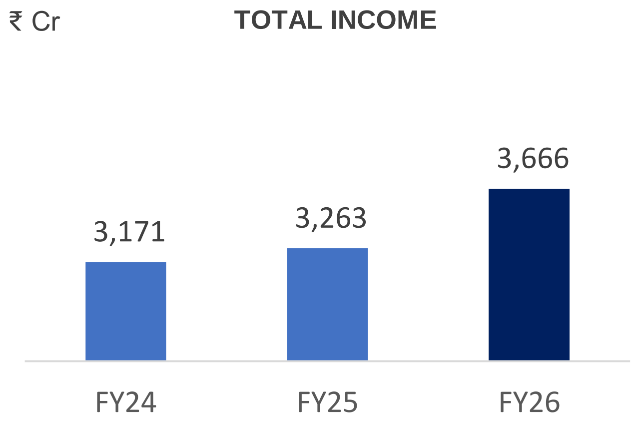

Prince Pipes & Fittings Ltd

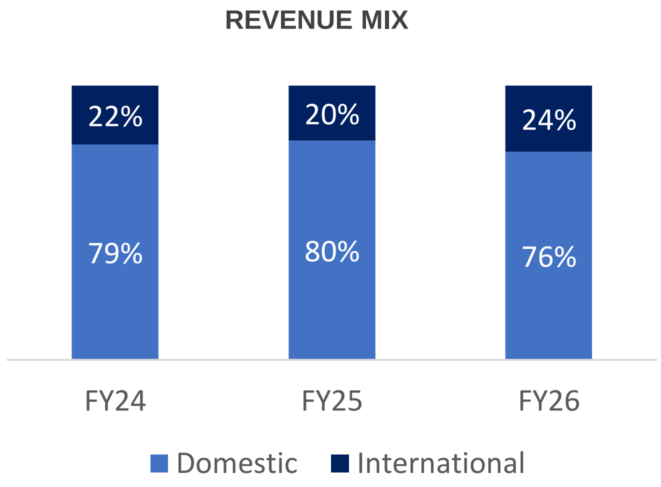

Tata Electronics Pvt Ltd

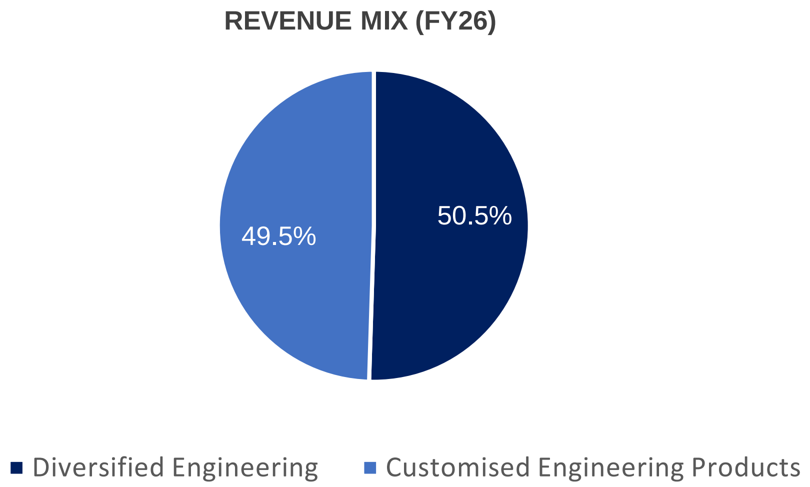
Tata Steel

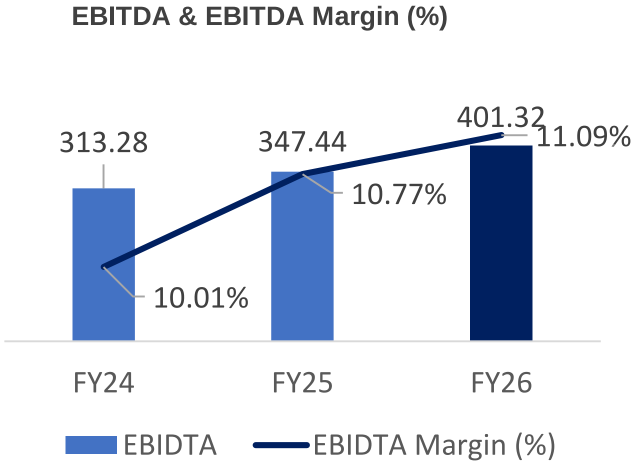
04 HISTORICAL FINANCIALS

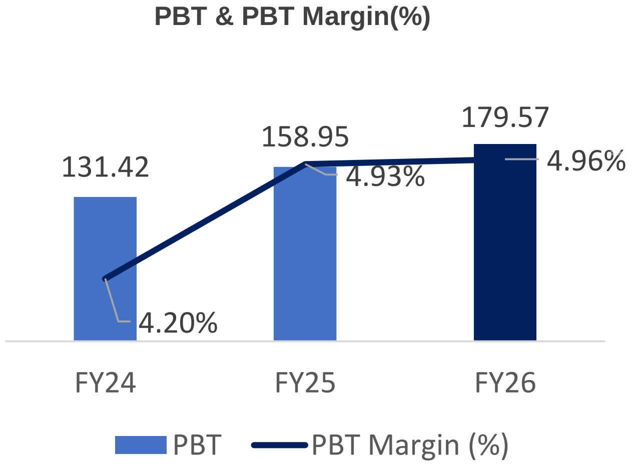
ANNUAL FINANCIAL PERFORMANCE - CONSOLDIATED

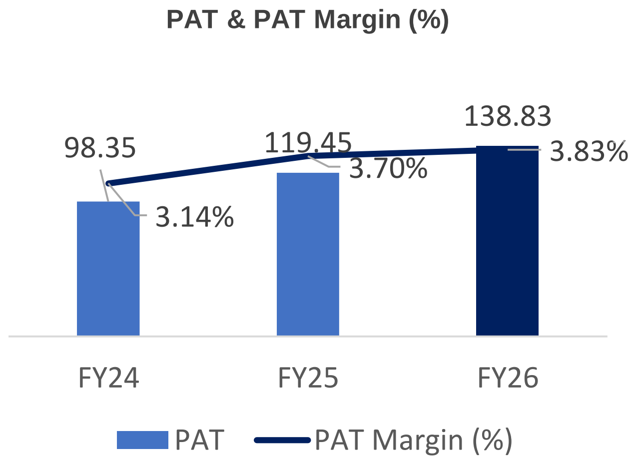




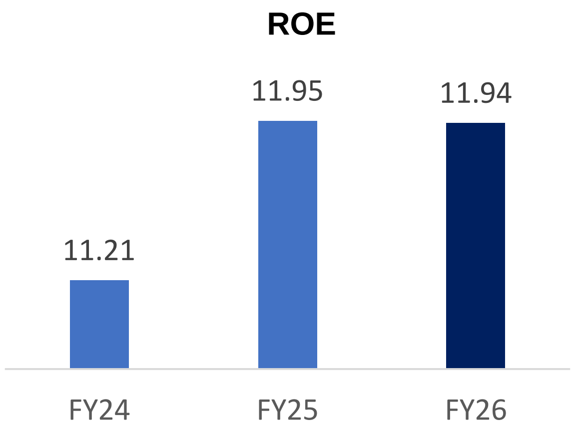


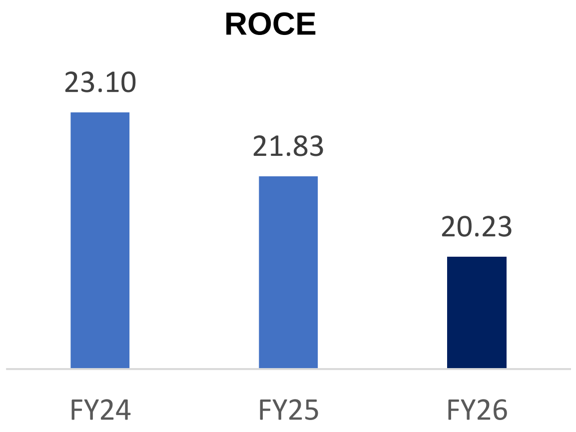




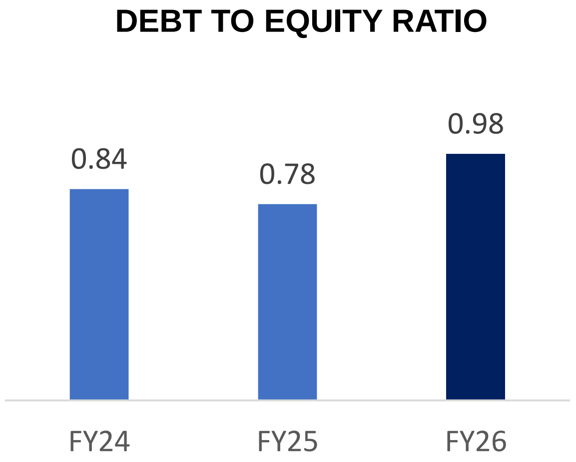


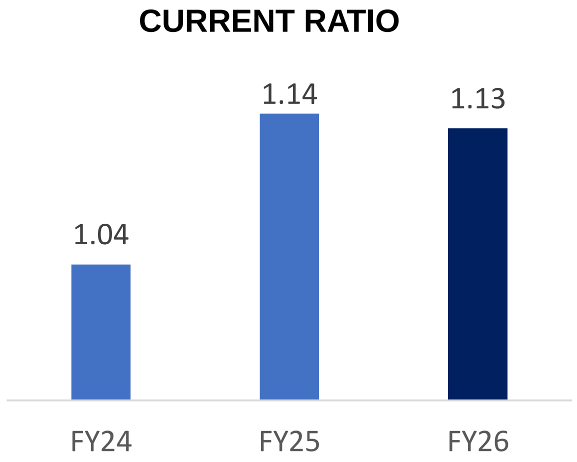
KEY FINANCIAL RATIOS





In Times





ROCE (EBIT/Capital Employed)
ROE (PAT/Equity)
ROA (PAT/ Average Assets)

PROFIT & LOSS STATEMENT - CONSLIDATED

PENNAR INDUSTRIES

Particulars (₹ Cr.)	FY26	FY25	Y-o-Y (%)
Revenue from Operations	3,620.09	3,226.58	
Other Income	46.23	36.69	
Total Income	**3,666.32**	**3,263.27**	***12.35%***
Raw material	2,095.14	1,915.89	
Employee Expenses	392.11	336.54	
Other Expenses	777.75	663.40	
EBITDA	**401.32**	**347.44**	***15.51%***
Depreciation	84.23	68.89	
Interest / Finance Cost	137.52	119.60	
PBT	179.57	158.95	***12.97%***
Tax	40.46	38.95	
PAT	138.83	119.45	***16.22%***
PAT Margin (%)	**3.83%**	**3.70%**	
EPS (₹)	***10.29***	***8.84***	

BALANCE SHEET - CONSOLIDATED

PENNAR INDUSTRIES

Equity & Liabilities	Mar-26	Mar-25
Shareholders Funds	***1,163.15***	***999.60***
Share Capital	67.47	67.47
R&S	1,095.68	930.98
Non-controlling interests	-	1.15
Non Current Liabilities	***404.05***	***276.67***
Financial Liabilities		
Long Term Borrowing	326.99	205.86
Lease Liability	11.09	19.12
Other Financial Liabilities	17.12	2.82
Provisions	36.87	31.64
Deferred Tax Liabilities (net)	11.70	16.87
Other Non-Current Liabilities	0.28	0.36
Current Liabilities	***1,983.39***	***1,677.92***
Financial Liabilities		
Short Term Borrowings	814.53	569.26
Lease Liability	9.22	17.92
Trade Payables	899.12	877.43
Other Financial Liabilities	69.30	55.73
Other Current Liabilities	153.58	130.69
Provisions	4.77	8.41
Income Tax Liabilities (net)	32.87	18.48
Total Equity & Liabilities	***3,550.59***	***2,954.19***

Assets ₹ Cr	Mar-26	Mar-25
Non Current Assets	***1,306.15***	***1,048.17***
Property, Plant and Equipment	937.53	833.07
Capital Work In Progress	135.52	53.14
Investment Property	87.54	24.10
Right-of-use Assets	78.52	81.81
Goodwill	1.16	-
Other Intangible Assets	6.74	7.87
Investments Accounted For Using The Equity Method	15.66	5.89
Investments	9.87	4.64
Trade Receivables	0.00	0.41
Other Financial Assets	14.62	17.03
Income Tax Assets (net)	4.70	3.31
Deferred Tax Asset	1.34	0.92
Other Non-Current Assets	12.95	15.98
Current Assets	***2,244.44***	***1,906.02***
Inventories	1,010.41	935.33
Investments	1.53	1.48
Trade Receivables	731.46	580.38
Cash And Cash Equivalents	205.57	141.37
Other Bank Balances	64.36	48.17
Other Financial Assets	72.36	84.82
Other Current Assets	158.76	114.47
Total Assets	***3,550.59***	***2,954.19***

FINANCIAL RESULTS – CONSOLIDATED CASH FLOW

PENNAR INDUSTRIES

Particulars (Rs in Crores)	Mar-26	Mar-25
Operating Profit before working capital	402.45	337.12
Net Cash flow from operating activities (A)	***201.18***	***255.98***
Net Cash used in investing activities (B)	***-348.04***	***-104.97***
Net cash used in financing activities (C)	***211.07***	***-100.39***
Net (decrease)/increase in cash and cash equivalents (A+B+C)	64.21	50.62
Cash and cash equivalents at the beginning of the period	141.37	89.78
Effect of exchange differences on translation of foreign currency cash and cash equivalents	-	0.97
Cash and cash equivalents at the end of the period	***205.58***	***141.37***

PENNAR INDUSTRIES

THANK YOU

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