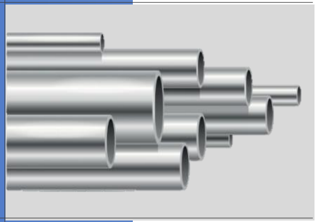
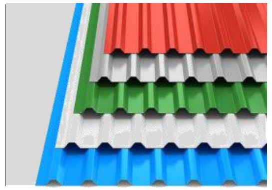
PENNAR INDUSTRIES

PENNAR
INDUSTRIES LIMITED

INVESTOR PRESENTATION

Q3&9MFY26





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QUARTERLY

Highlights

MANAGEMENT COMMENTARY

PENNAR INDUSTRIES

"The Company delivered a strong performance during the quarter, with total income increasing by 959.02 crore, representing a growth of 13.30%, driven by Ascent Structural asset acquisition and Structural Engineering robust growth. Profit After Tax (PAT) recorded a increase to ₹33.55 crore, up 10.14% year-on-year, supported by better margins and product mix. The management remains focused on growth.

Mr.Aditya Rao
Vice-Chairman and
Managing Director"

FINANCIAL SNAPSHOT

PENNAR INDUSTRIES

Q3 FY26

Total Income

Rs **959.02** Crores

13.30 % YoY

EBIDTA

RS **98.54** Crores

11.60% YoY

PAT

33.55 Crores

10.14% YoY

9M FY26

Total Income

Rs **2,732.62** Crores

16.74 % YoY

EBIDTA

RS **287.26** Crores

15.60% YoY

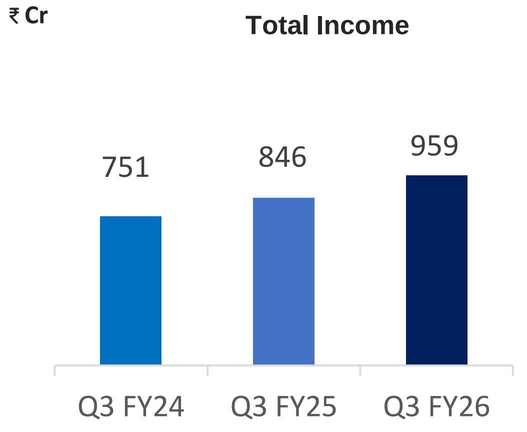
PAT

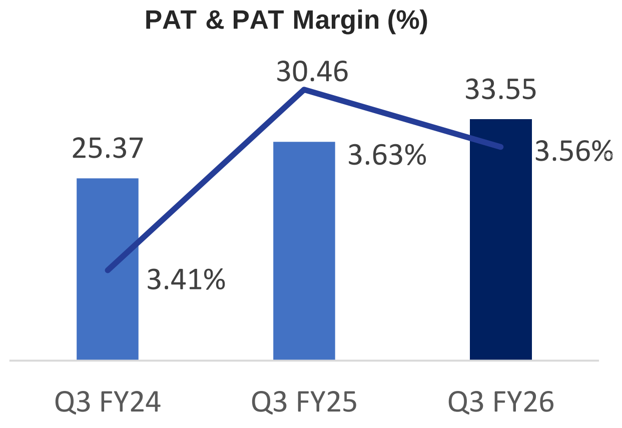
97.79 Crores

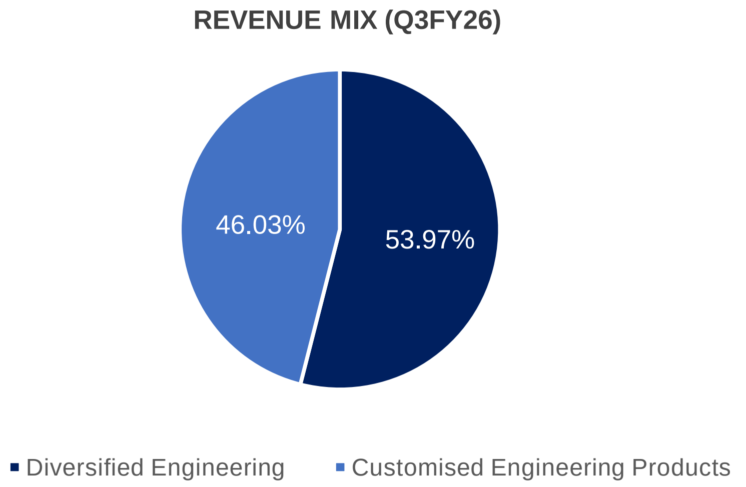
16.79% YoY

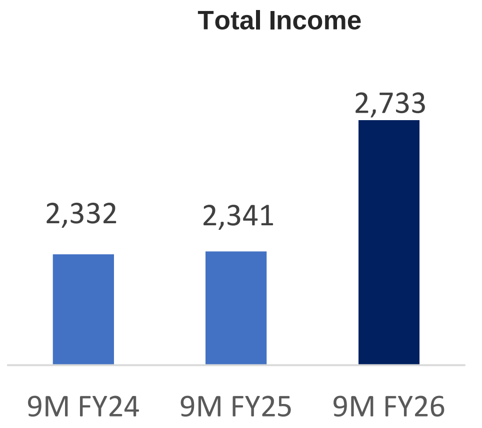
FINANCIAL PERFORMANCE

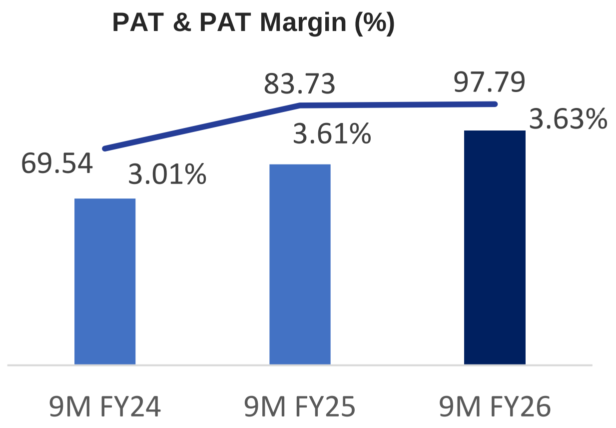
₹ Cr

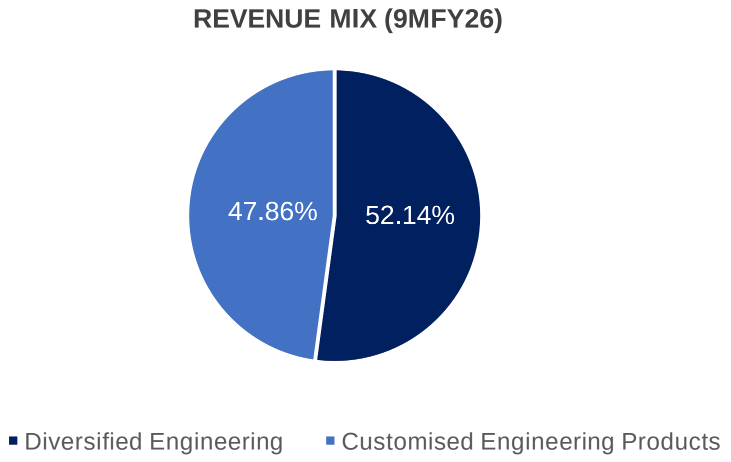












PROFIT & LOSS STATEMENT – Q3 & 9MFY26

Particulars (₹ Cr.)	Q3 FY26	Q3 FY25	Y-o-Y (%)	9M FY26	9M FY25	Y-o-Y (%)
Revenue from Operations	943.06	839.72		2,695.29	2,320.78	
Other Income	15.96	6.73		37.33	20.09	
Total Income	***959.02***	***846.45***	***13.30%***	***2,732.62***	***2,340.87***	***16.74%***
Raw material	562.12	516.89		1,593.21	1,393.29	
Employee Expenses	107.26	89.95		295.72	246.96	
Other Expenses	191.10	151.31		556.43	452.13	
Total Expenditure	***860.48***	***758.15***		***2,608.29***	***2,092.38***	
EBITDA	***98.54***	***88.30***	***11.60%***	***287.26***	***228.40***	***15.60%***
EBITDA Margin (%)	***10.45%***	***10.52%***		***10.66%***	***10.71%***	
Depreciation	21.51	17.26		59.71	51.24	
Interest / Finance Cost	33.97	31.26		103.22	85.99	
PBT	***43.06***	***39.78***	***8.25%***	***124.33***	***111.26***	***11.75%***
Tax	9.36	9.32		26.34	27.53	
Share of profit/loss of joint venture	(0.15)	-		(0.20)		
PAT	***33.55***	***30.46***	***10.14%***	***97.79***	***83.73***	***16.79%***
PAT Margin (%)	***3.56%***	***3.63%***		***3.63%***	***3.61%***	
EPS (₹)	***2.49***	***2.25***		***7.25***	***6.20***	

SEGMENT BREAKUP – 9MFY26

Particulars (Rs in Crores)	9MFY26	9MFY25
Segment Revenue		
• Diversified engineering	1,442.23	1,255.08
• Custom designed building solutions & auxiliaries	1,318.72	1,124.38
Total	**2,760.95**	**2,379.46**
Less : Inter segment revenue	-65.66	-58.68
Revenue from operations	**2,695.29**	**2,320.78**
Segment results		
• Diversified engineering	162.18	138.81
• Custom designed building solutions & auxiliaries	125.08	109.68
Total	**287.26**	**248.49**
Less :		
• Depreciation and amortization expense	59.71	51.24
• Finance costs	103.22	85.99
Profit Before Tax	***124.33***	***111.26***

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. P V Rao

Non-Executive 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..

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

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

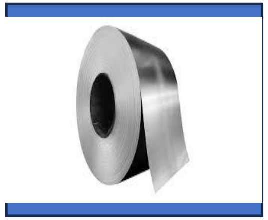
- Over 1,000+ engineered products across key industries – Railways, Automotive, Infrastructure, White Goods, and General Engineering
- Strong presence in both standard and customized engineering solutions.

PENNAR’S MULTI-DIMENSIONAL TRANSFORMATION

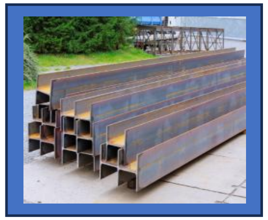
PENNAR INDUSTRIES

Transformation Pillar 1: From Steel to Engineering Powerhouse

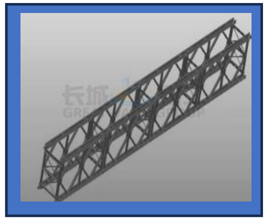
Started with cold rolled steel, tubes & coils



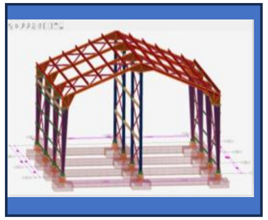
Moved to fabricated steel products & profiles



Began supplying components to infra, rail & auto



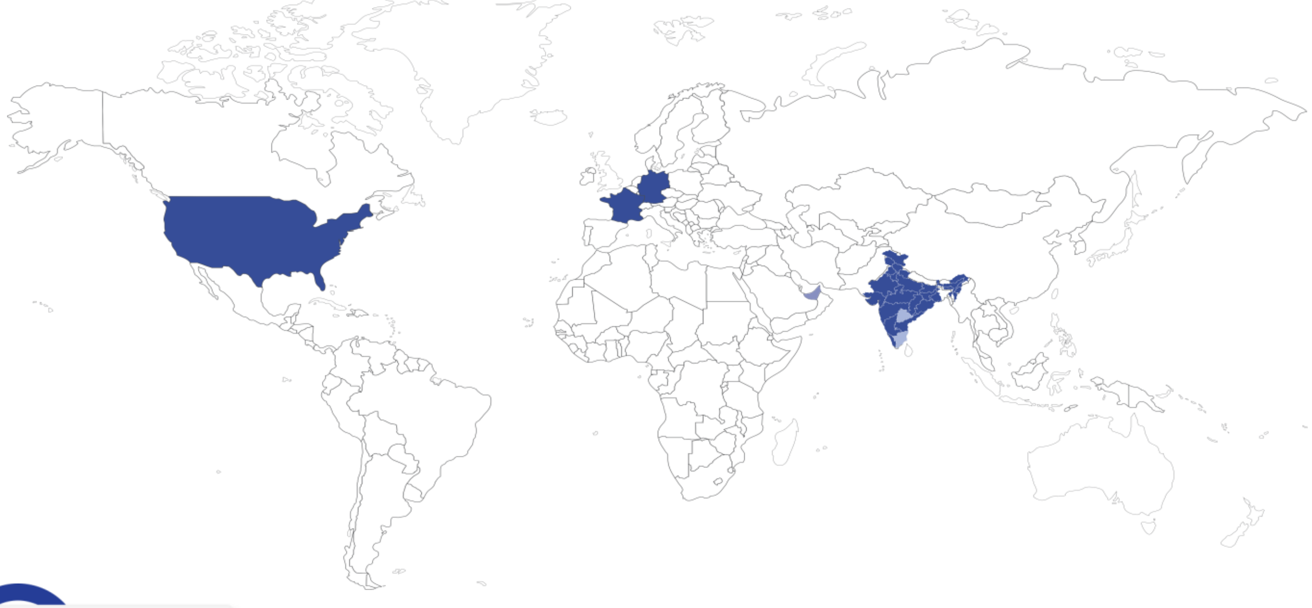
Now delivering precision systems & engineering services



Shifted to modular assemblies of PEB, BIW & hydraulics

PENNAR'S MULTI-DIMENSIONAL TRANSFORMATION

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

03

BUSINESS

Overview

Operations Across Two Core Verticals

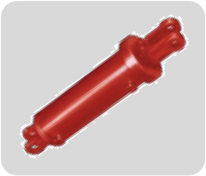
PENNAR INDUSTRIES

- 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

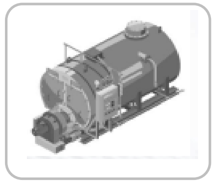
Diversified Engineering

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

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

L&T

DIVERSIFIED ENGINEERING

PENNAR INDUSTRIES

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

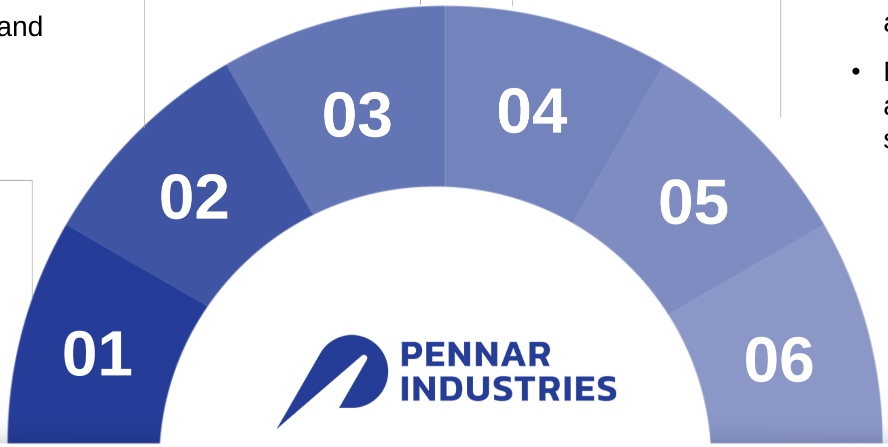
Pennar with its strong engineering competencies continues to supply industrial steam boilers for Process applications, co-generation application and Waste heat recovery boilers with high level of reliability, quality and performance.

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

PENNAR INDUSTRIES

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

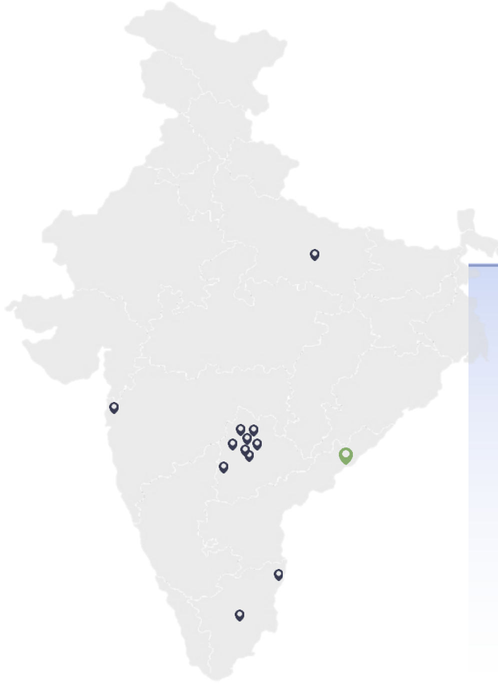
Capacity: 9,115MT per month | Acres: 29

Raeibareli

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

PENNAR INDUSTRIES

Apar Industries

Maanya Bioengineering Pvt Ltd

Powermech Engineering Systems

Prince Pipes & Fittings Ltd

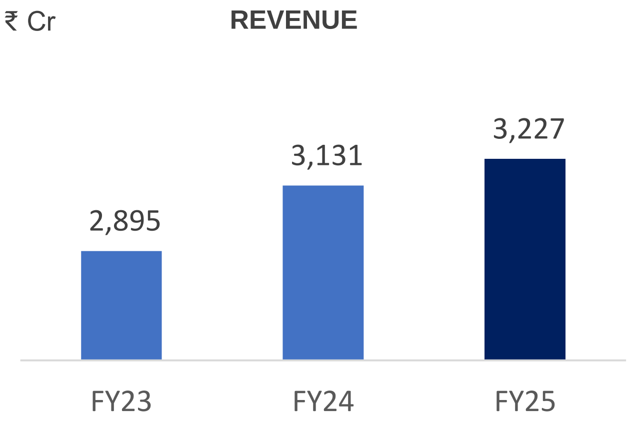
Tata Electronics Pvt Ltd

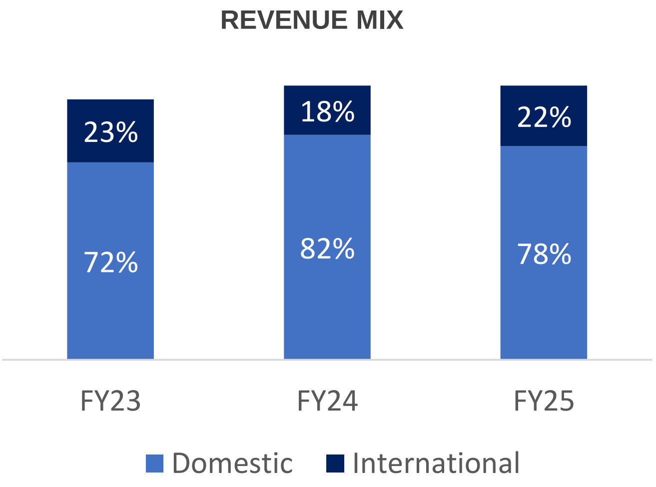
Tata Steel

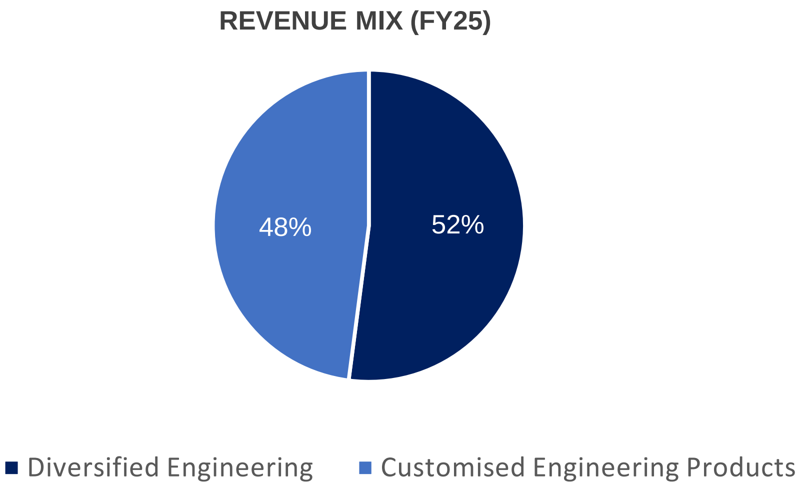
04

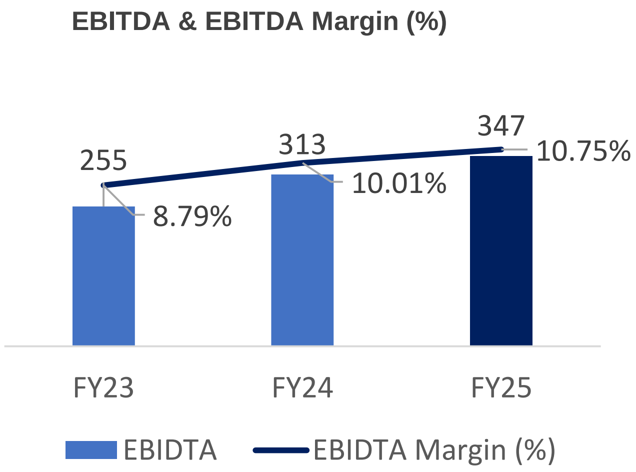
HISTORICAL FINANCIALS

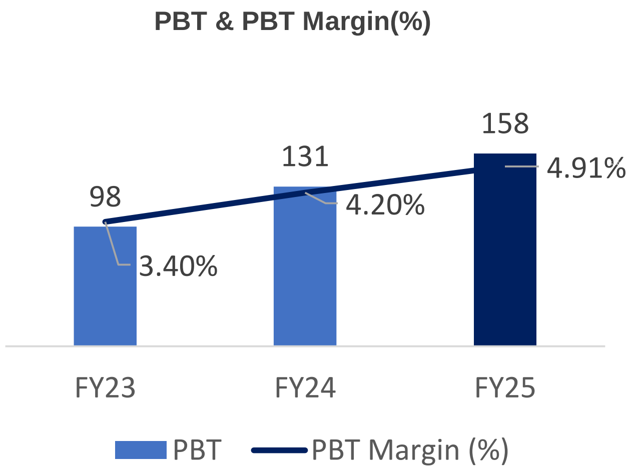
ANNUAL FINANCIAL PERFORMANCE - CONSOLDIATED

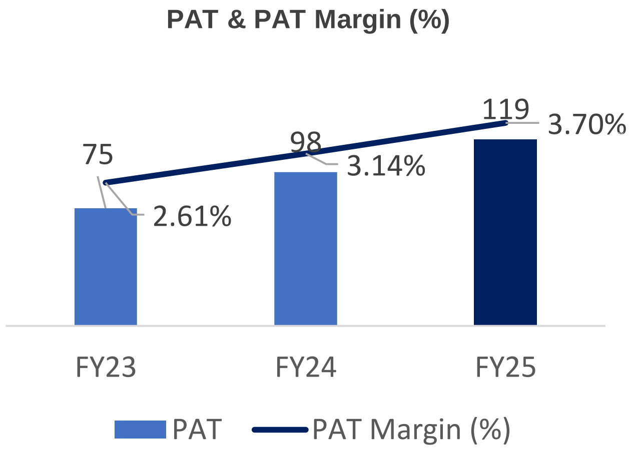




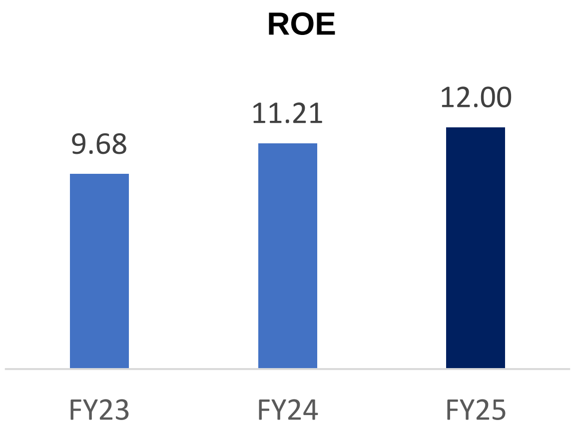


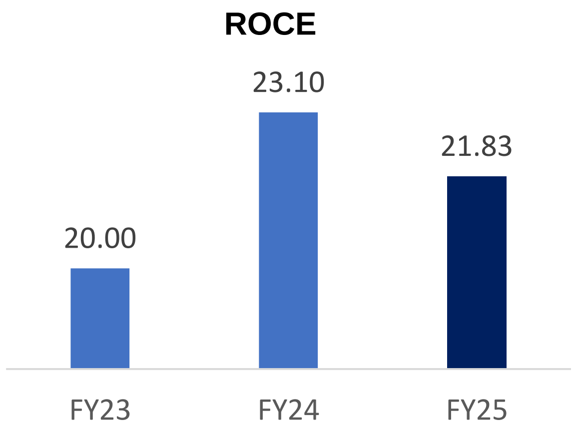




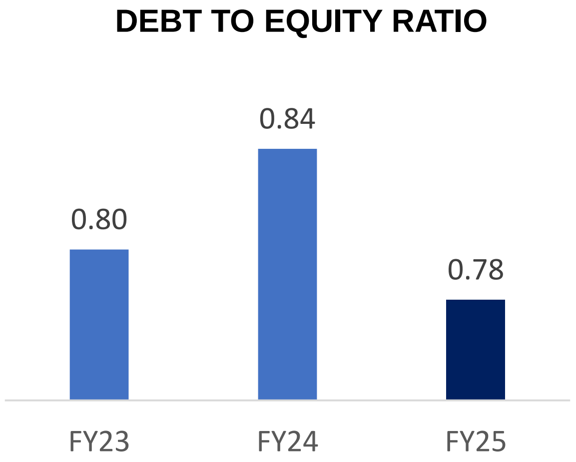


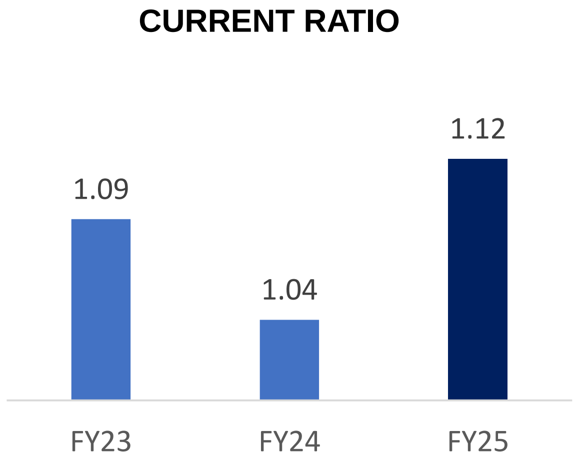
KEY FINANCIAL RATIOS





In Times





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

PROFIT & LOSS STATEMENT - CONSLIDATED

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 - CONSOLIDATED

PENNAR INDUSTRIES

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***

FINANCIAL RESULTS – CONSOLIDATED CASH FLOW

PENNAR INDUSTRIES

Particulars (Rs in Crores)	Mar-25	Mar-24
Operating Profit before working capital	337.67	301.38
Net Cash flow from operating activities (A)	***256.53***	***224.72***
Net Cash used in investing activities (B)	***-105.52***	***-256.75***
Net cash used in financing activities (C)	***-100.39***	***-22.30***
Net (decrease)/increase in cash and cash equivalents (A+B+C)	50.62	-54.33
Cash and cash equivalents at the beginning of the period	90.75	142.98
Cash and cash equivalents at the end of the period	***141.37***	***89.78***

SEGMENT BREAKUP - CONSOLIDATED

Particulars (Rs in Crores)	FY25	FY24
Segment Revenue		
• Diversified engineering	1,721.32	1,641.37
• Custom designed building solutions & auxiliaries	1,584.44	1,583.91
Total	**3,305.76**	**3,225.28**
Less : Inter segment revenue	-79.18	-94.71
Revenue from operations	**3,226.58**	**3,130.57**
Segment results		
• Diversified engineering	194.31	166.93
• Custom designed building solutions & auxiliaries	152.58	146.35
Total	**346.89**	**313.28**
Less :		
• Depreciation and amortization expense	68.89	66.50
• Finance costs	119.60	115.36
Profit Before Tax	***158.40***	***131.42***

PENNAR INDUSTRIES

THANK YOU

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