



## ENGINEERING

M&B Engineering Ltd.

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9<sup>th</sup> February, 2026

|  |   |
|--|---|
| To,<br><b>National Stock Exchange of India Limited</b><br>Exchange Plaza,<br>Bandra Kurla Complex,<br>Bandra (East),<br>Mumbai – 400051<br><br><b>Symbol: MBEL</b> | To<br><b>BSE Limited</b><br>Phiroze Jeejeebhoy Towers,<br>Dalal Street,<br>Mumbai – 400 001<br><br><b>Script Code: 544470</b> |
|--|---|

Dear Sir/Madam,

In terms of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and our intimation dated 4<sup>th</sup> February, 2026 regarding the Earnings Conference Call, we enclose herewith the Investor Presentation for the quarter & nine months ended December, 2025.

The aforesaid information is also being hosted on the Company's website at <https://www.mbel.in/investors>

You are requested to take the same on record.

Thanking you,

Yours faithfully,  
**for M & B ENGINEERING LIMITED**

PALAK  
DILIPBHAI  
PAREKH

Digitally signed by PALAK  
DILIPBHAI PAREKH  
Date: 2026.02.09 13:22:57  
+05'30'

**PALAK DILIPBHAI PAREKH**  
**COMPANY SECRETARY &**  
**COMPLIANCE OFFICER**  
**(M. No. F10209)**



# Investor Presentation

Q3 & 9M FY26

9 February 2026



# Safe Harbor

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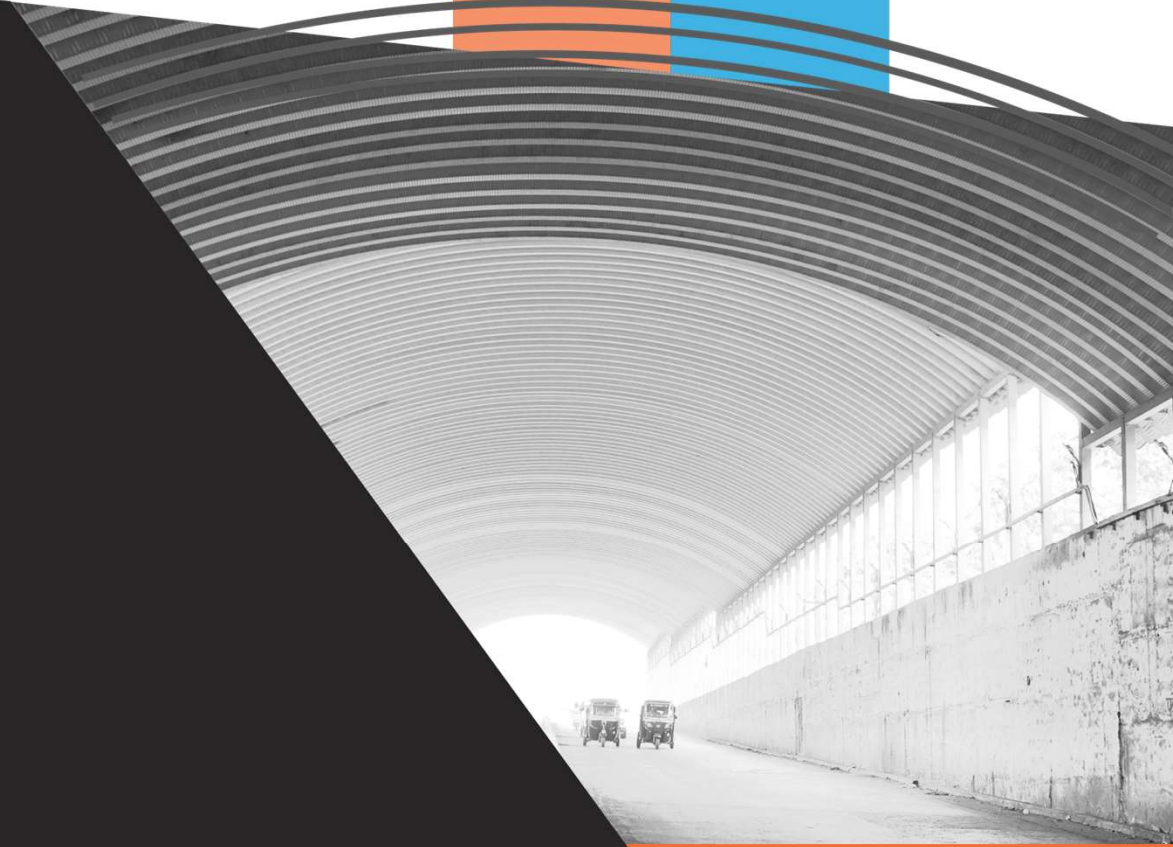
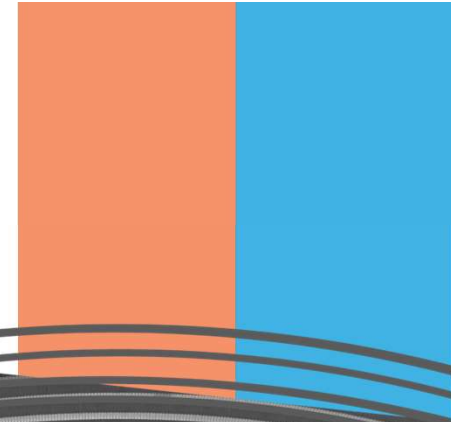


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- 2 Performance Highlights – Q3 & 9M FY26
- 3 Company Overview
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# M&B – in a snapshot



# M&B – One of India’s leading Pre-Engineered Buildings (PEB^); Redefining India’s construction landscape through PEBs



Integrated manufacturing partner offering design-led manufacturing solutions through strategically located facilities at Sanand (Gujarat) and Cheyyar (Tamil Nadu) for Pre-Engineered Buildings (PEBs^), along with 15 mobile manufacturing units for self-supported roofing systems.

Sanand facility: India’s only PEB manufacturing unit with certification from American Institute of Steel Construction\* and Canadian Welding Bureau Registration.

2,000\*\*+ customer groups served pan-India; repeat customers contributed 57.32% of FY25 consolidated operating revenue.



Tata Advanced Systems Limited



Operations span 23 countries across multiple geographies including US, Canada, Brazil, South Africa, Qatar, Sri Lanka, Morocco, Nigeria, Kenya and Seychelles.



As on 31<sup>st</sup> Dec 25

Financial Numbers as on FY25

₹ 1,059 cr

Order Book  
(as of 31 Dec 2025)

₹ 989 cr

Revenue from  
Operations

₹ 126 cr

EBITDA

38.0%

EBIDTA CAGR  
(FY 22 – 25)\*

₹ 77 cr

PAT

67.3%

PAT CAGR  
(FY 22 – 25)

24.8%

ROCE

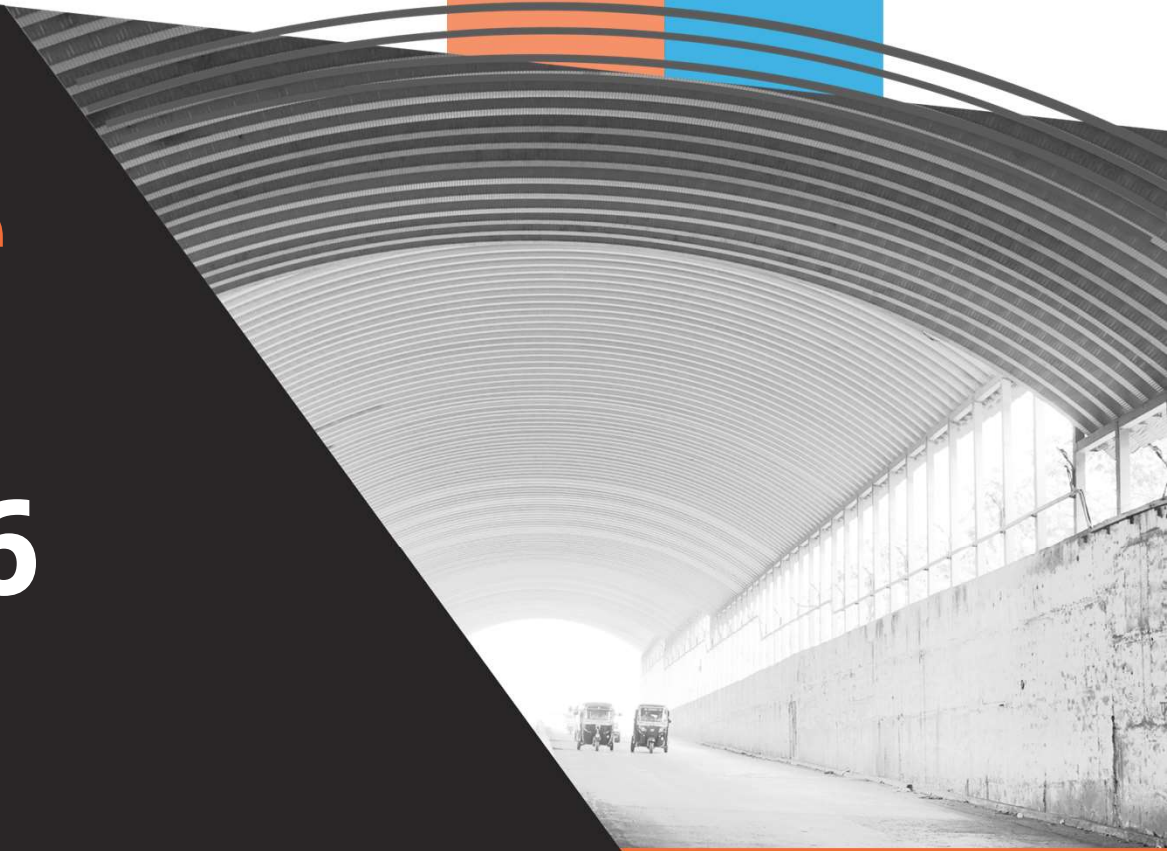
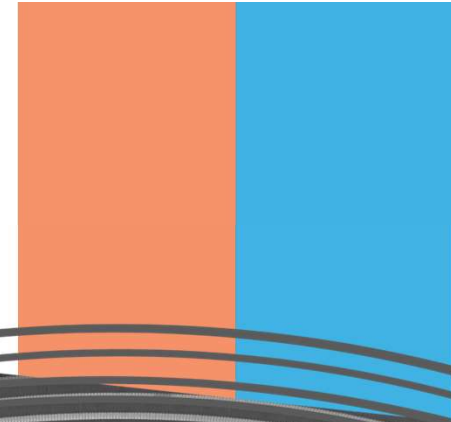
25.1%

ROE

^(installed capacity being greater than 100,000 MTPA)

\*\*In Fiscal 2025, Fiscal 2024 and Fiscal 2023

# Performance Highlights – Q3 & 9M FY26



# Message from the Management



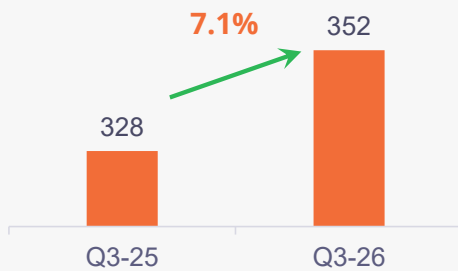
**Malav Patel,**  
Jt. Managing Director

- During Q3FY26, M&B delivered revenue from operations of ₹352 crore, a 7% YoY growth.
- During 9MF26, M&B delivered revenue from operations of ₹896 crore, a strong 33% YoY growth.
- The company achieved highest ever quarterly and nine-month consolidated revenue.
- Consolidated export revenue during Q3FY26 was at ₹63.17 crore and nine month was at ₹ 119.95 crore, reflecting continued traction in international markets with main focus in North American Market.
- As on 31 Dec 2025, unexecuted order book stood at ₹1,059 crore, representing a 38 % YoY growth.
  - Proflex division accounted for 23% (₹240 crore),
  - Phenix division accounted for 77% (₹818 crore). Within the Phenix, export orders were ₹316 crore
- During Q3FY26, Order inflows amounted to ₹480 crore, an 86 % YoY increase, reflecting strong bid conversion and sustained demand visibility.
- During Q3FY26, secured single largest export order of value ₹212 crore from the United States, reinforcing our growing presence and competitiveness in international markets.
- In terms of our FY 2026 annual guidance, we feel quite confident to achieve the overall numbers- with the topline expected to be in the range of around RS 1250 crores, and the EBITDA likely to be in the range of around 12.75%.
- During 9MFY26, incurred capital expenditure of ₹12 crore, primarily directed towards capacity augmentation and operational strengthening, aligned with our medium-term growth plans.

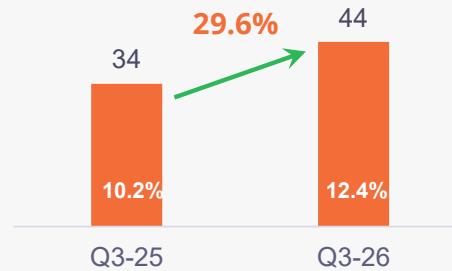
# Q3 & 9M FY26 – Delivered highest revenue for the quarter and nine months

## Q3FY26

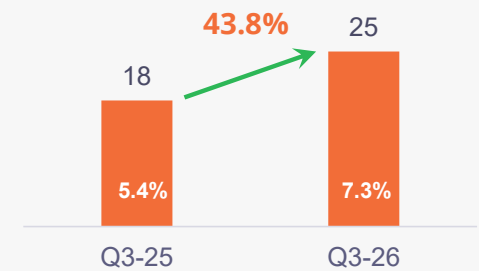
### Revenue from Operations



### EBITDA & EBITDA %

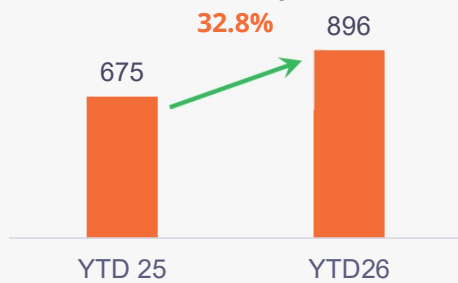


### PAT & PAT %

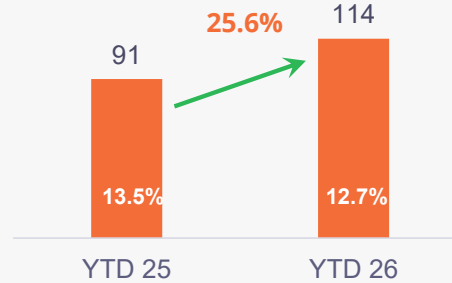


## 9MFY26

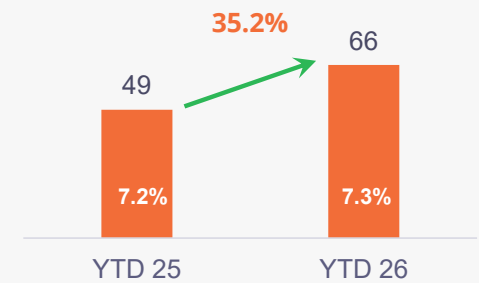
### Revenue from Operations



### EBITDA & EBITDA %



### PAT & PAT %

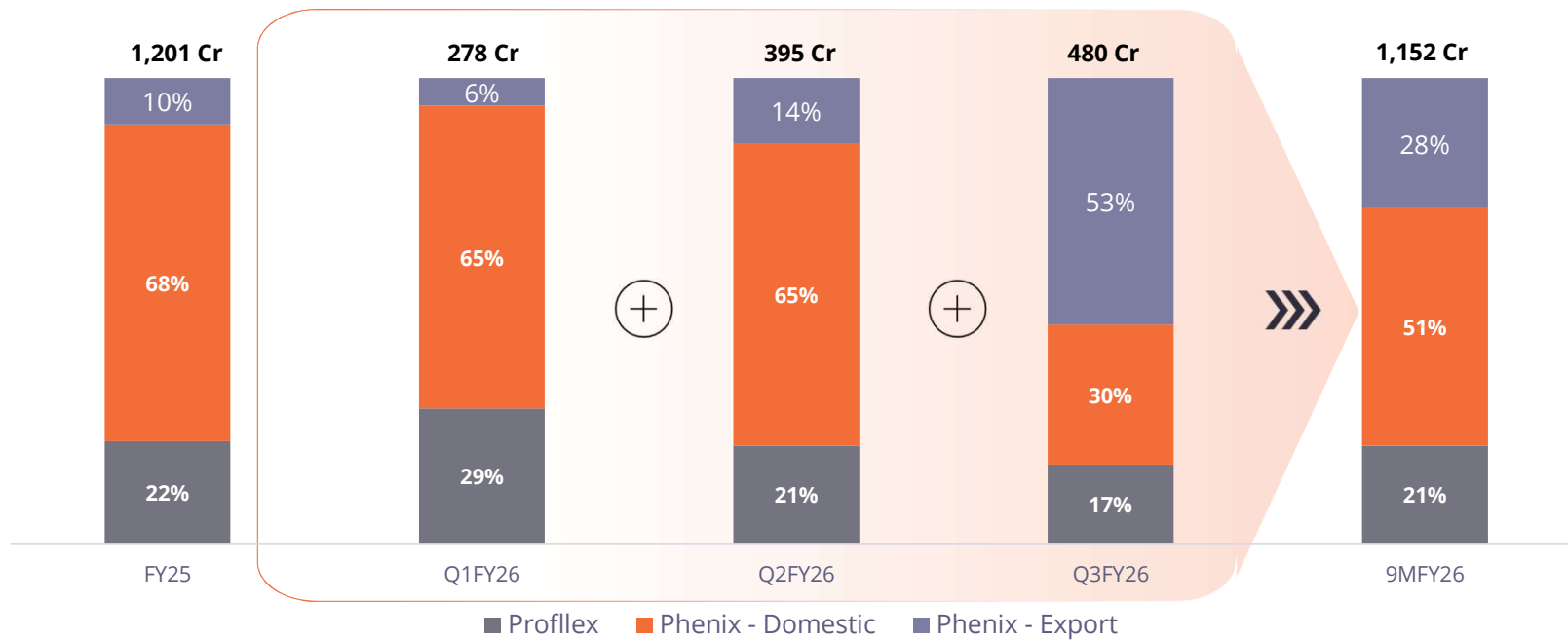


Consolidated numbers

# Increasing order inflows underscore multi-industry growth and rapid adoption of new construction format



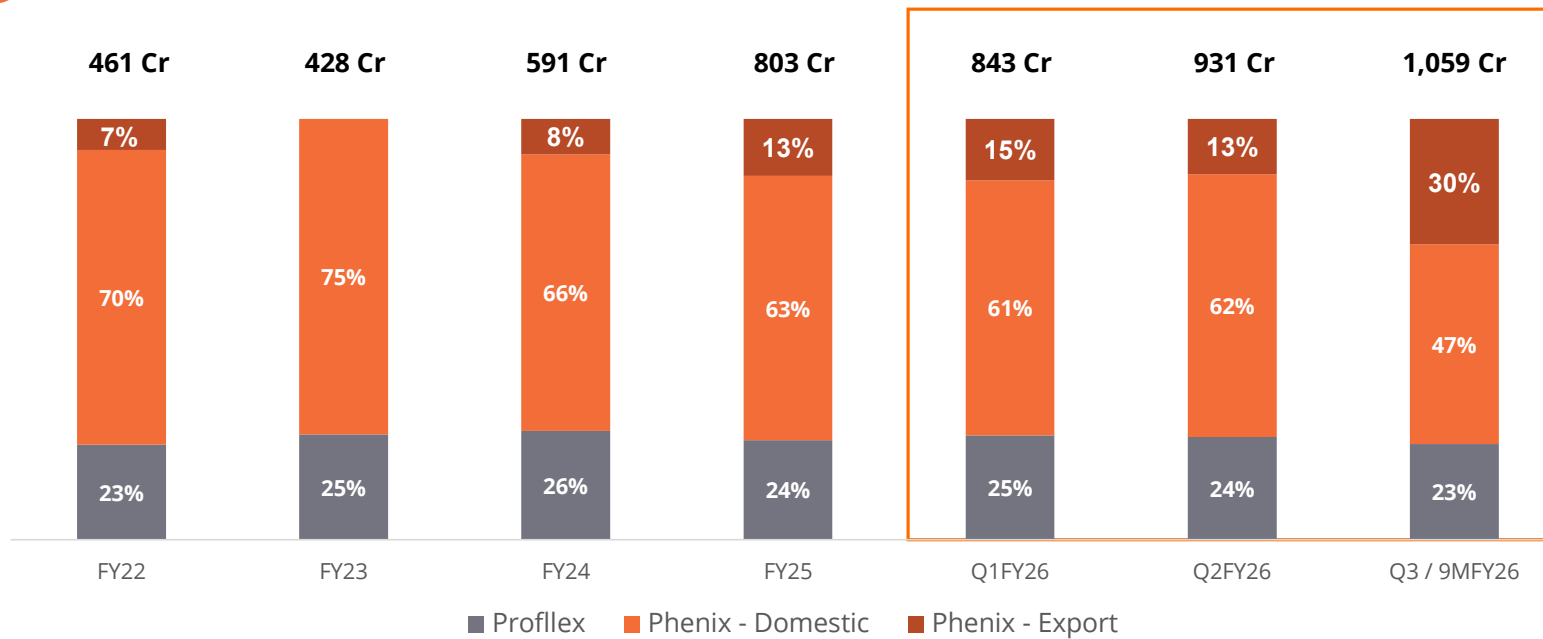
## M&B's Consolidated Order Inflow



**DURING 9MFY26, ORDER INFLOW OF RS.1,152, GROWTH OF 36% VS 9MFY25; EXECUTABLE OVER A PERIOD OF 9 MONTHS**

# Unexecuted order book (UOB) CAGR of 20.4% over 3 years underscores sustained global adoption of technology-led construction

**3Y CAGR: 20.4% (FY22-FY25)**

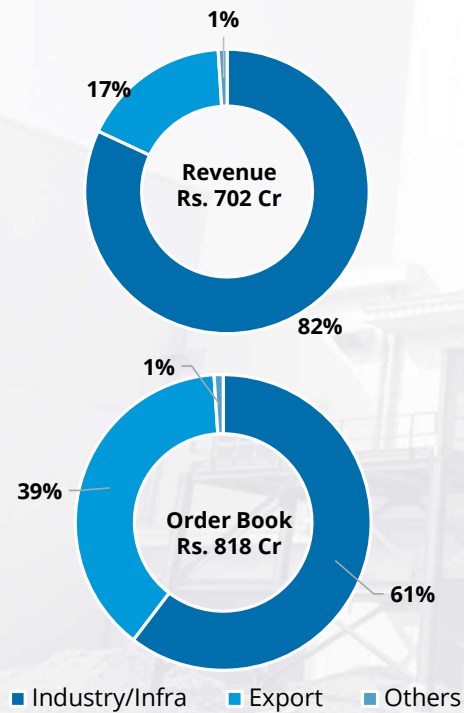


**LOOKING AHEAD, EMERGING OPPORTUNITIES IN RENEWABLES, COLD STORAGE, WAREHOUSING, RAILWAYS, AND AGRICULTURE ARE EXPECTED TO DRIVE GROWTH AND SUSTAIN FUTURE GROWTH**

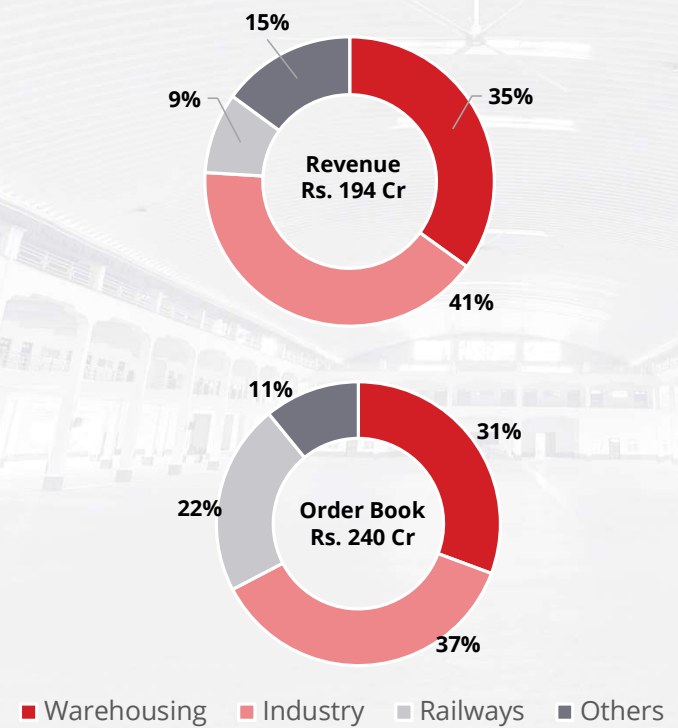
# Sector wise Revenue & Order Book Analysis



**Phenix Sector Wise Analysis - 9MFY26**



**Proflex Sector Wise Analysis - 9MFY26**



# Consolidated P & L Statement

| Particulars (Rs Cr)           | Q3FY26 | Q3FY25 | YoY   | 9MFY26 | 9MFY25 | YoY   |
|-------------------------------|--------|--------|-------|--------|--------|-------|
| Revenue from Operations       | 351.51 | 328.12 | 7.1%  | 896.02 | 674.91 | 32.8% |
| Other Income                  | 3.84   | 1.04   |       | 10.38  | 5.98   |       |
| TOTAL Income                  | 355.35 | 329.16 | 8.0%  | 906.39 | 680.89 | 33.1% |
| EBITDA                        | 43.54  | 33.60  | 29.6% | 114.04 | 90.79  | 25.6% |
| EBITDA Margin                 | 12.4%  | 10.2%  |       | 12.7%  | 13.5%  |       |
| Finance Cost                  | 4.01   | 4.38   |       | 14.05  | 14.49  |       |
| Depreciation and Amortization | 3.78   | 3.42   |       | 11.04  | 8.93   |       |
| Profit Before Tax             | 35.76  | 25.81  | 38.5% | 88.96  | 67.36  | 32.1% |
| Profit After Tax              | 25.49  | 17.73  | 43.8% | 65.64  | 48.53  | 35.2% |
| PAT Margin                    | 7.3%   | 5.4%   |       | 7.3%   | 7.2%   |       |

## Working Capital Cycle - Consolidated

| Sr No | Particulars (Rs Cr)                               | 9M 25-26  | FY 24- 25 |
|-------|---|-----------|-----------|
| 1     | Inventories                                       | 317.85    | 322.38    |
|       | No of Days  | 98        | 119       |
| 2     | Receivables -Amount                               | 303.70    | 192.36    |
|       | No of Days  | 93        | 71        |
| 3     | Trade Creditors including Buyer's Credit - Amount | 241.78    | 340.35    |
|       | No of Days  | 74        | 126       |
| 4     | Advance From Customers                            | 134.75    | 87.78     |
|       | No of Days  | 41        | 32        |
|       | <b>Net Working Capital - Days</b>                 | <b>75</b> | <b>32</b> |

## Certain Key Parameters and Break up

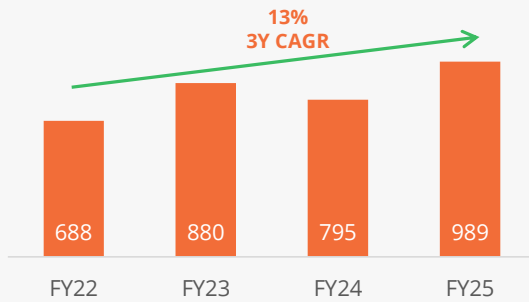
| Particulars (Rs Cr)                                | Q3FY26   | Q3FY25   | 9MFY26    | 9MFY25   | FY25      |
|--|----------|----------|-----------|----------|-----------|
| Operating Other Income                             |          |          |           |          |           |
| Interest Income From Bank FDs                      | 1.01     | 2.16     | 2.75      | 3.44     | 4.67      |
| Export Incentives & Other Operative Income         | 0.87     | -0.29    | 4.19      | 0.46     | 0.54      |
| Total - Other Operating Income                     | 1.88     | 1.86     | 6.94      | 3.90     | 5.21      |
| Non-Operating Other Income                         |          |          |           |          |           |
| Interest / Dividend Income                         | 0.08     | 0.03     | 0.19      | 0.13     | 0.22      |
| Interest on FD for IPO                             | 1.92     | -        | 2.91      | -        | -         |
| Gain/Loss On Sale of Assets / Investments          | 0.03     | -0.10    | 0.10      | 0.67     | 0.88      |
| Unrealised Gain/Loss On Equity / Misc Other income | -0.07    | -0.52    | 0.23      | 1.10     | 0.76      |
| Exchange Fluctuation (Net)                         | -        | -0.23    | -         | 0.18     | 1.26      |
| Total - Other Non-Operating Income                 | 1.97     | -0.82    | 3.43      | 2.08     | 3.12      |
| Total Other Income                                 | 3.84     | 1.05     | 10.38     | 5.98     | 8.33      |
| Net Foreign Exchange Earning / Loss :              |          |          |           |          |           |
| Exchange Fluctuations - Gain                       | 0.62     | 0.65     | 1.22      | 1.00     | 1.26      |
| Exchange Fluctuations - Loss                       | 0.47     | 0.87     | 3.37      | 0.81     | -         |
| Net Exchange Fluctuations - Gain / Loss (-)        | 0.15     | -0.23    | -2.15     | 0.18     | 1.26      |
| Sales Qty :  |          |          |           |          |           |
| Proflex Quantity - SQM                             | 3,80,871 | 3,42,824 | 10,68,600 | 8,27,300 | 12,38,736 |
| Phenix Quantity - MT                               | 20,228   | 19,362   | 51,908    | 38,811   | 58,467    |
| Sales Amount : (Consolidated)                      |          |          |           |          |           |
| Within India                                       | 288.34   | 302.83   | 776.06    | 616.88   | 923.96    |
| Outside India                                      | 63.17    | 25.29    | 119.95    | 58.04    | 64.60     |
| Total  | 351.51   | 328.12   | 896.02    | 674.91   | 988.55    |

## Utilization of IPO Proceeds as on Dec 31, 2025

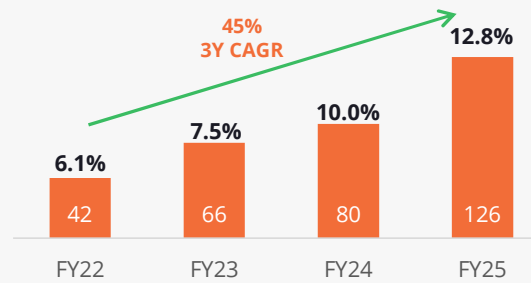
| Objects of Issue          | Net Amount Received (A) | Amount Utilised (B) | % Amount Utilised (C) | Pending to be Utilized (D = A - B) |
|---------------------------|-------------------------|---------------------|-----------------------|------------------------------------|
| Prepayment of Term Loan   | 58.75                   | 58.75               | 100%                  | -                                  |
| Capital Expenditure       | 135.78                  | 7.38                | 5.4%                  | 128.40                             |
| General Corporate Purpose | 64.79                   | 64.18               | 99%                   | 0.61                               |
| <b>Total</b>              | <b>259.32</b>           | <b>130.31</b>       | <b>50.3%</b>          | <b>129.01</b>                      |

# Sustained track record of financial performance

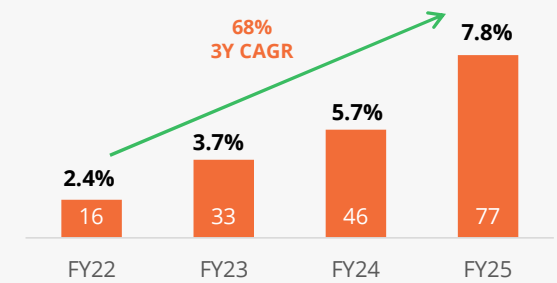
**Revenue from Operations (INR Cr)**



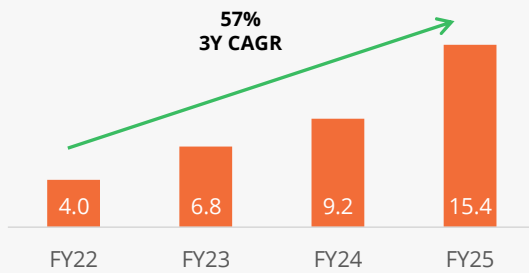
**EBITDA (INR Cr) & EBITDA Margin (%)**



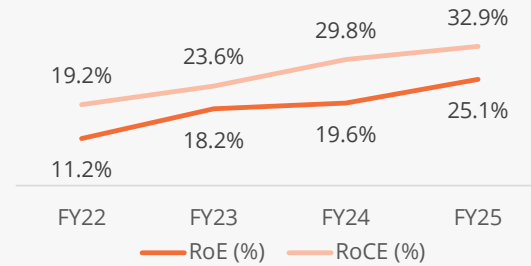
**PAT (INR Cr) & PAT Margin (%)**



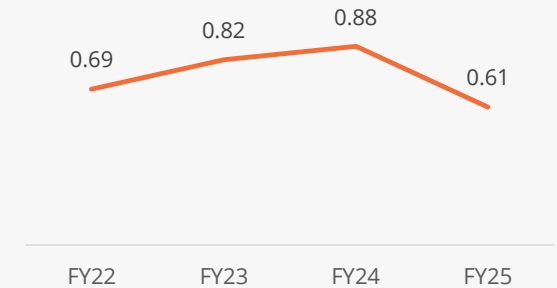
**EPS**



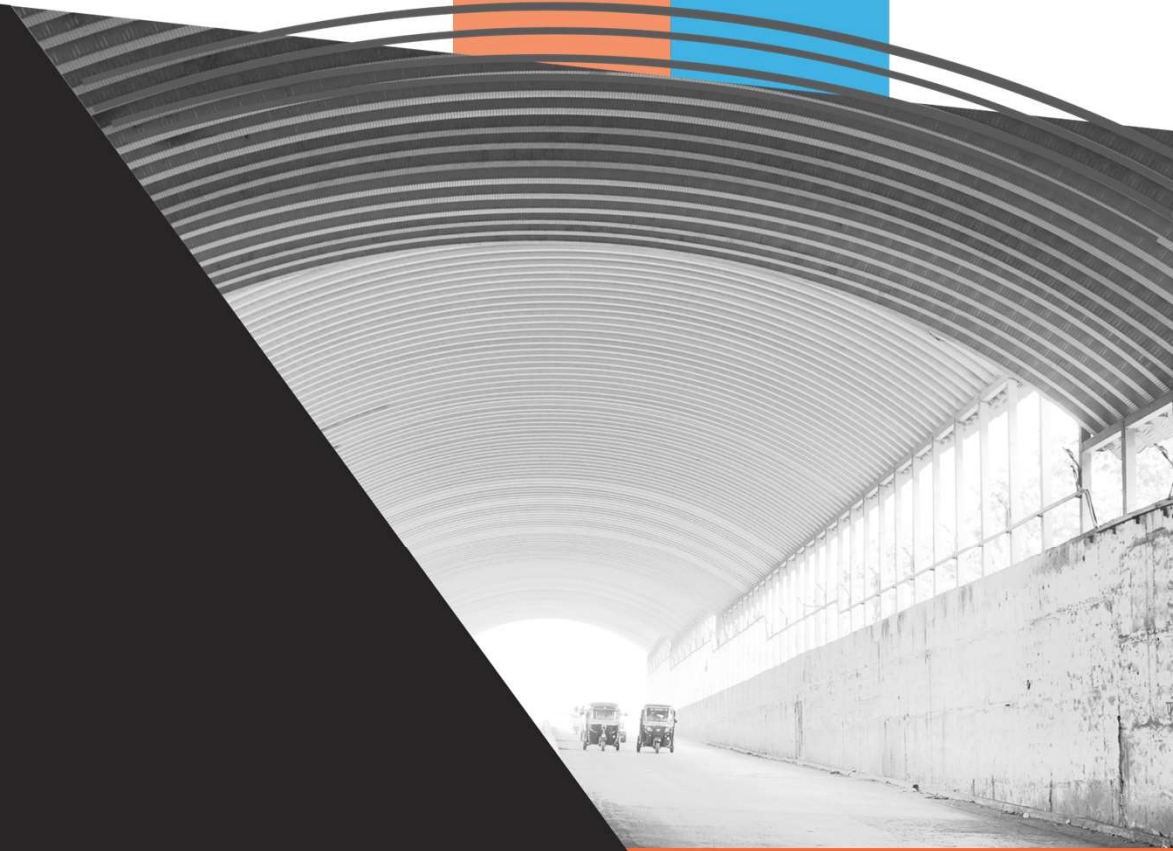
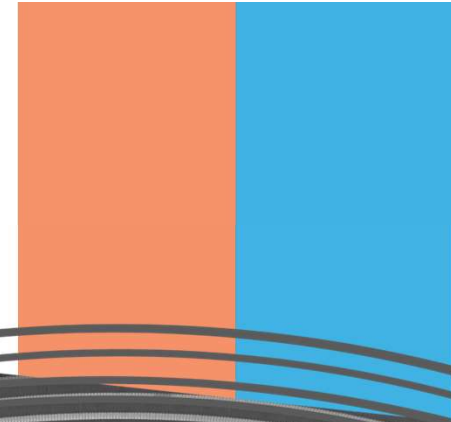
**ROE (%) & ROCE (%)**



**Net Debt to Equity (times)**



# Company Overview



# A homegrown, indigenous, engineering-led construction company with a legacy dating back to 1951



**15 Years**  
of operations

**Over 1,600**  
Projects

**Over 6,90,000**  
**MT**  
Installed till date



**23 Years**  
of operations

**Over 8,400**  
Projects

**Over 19.9 Mn Sq.**  
**m.**  
Installed till date

## Milestones

1981

Originally incorporated as Manibhai and Brothers (Construction) Private Limited

2002

Registered Proflex Trademark

2008

Started Phenix Division at Sanand Facility

2017

Established a wholly owned subsidiary, Phenix Construction Technologies Inc., in USA

2024

Commissioned Cheyyar Facility under Phenix Division

2025

Entered India's Capital Markets through Listing on NSE & BSE

## PHENIX-

### One of India's leading Pre-Engineered Buildings players



1

Comprehensive solutions for PEBS and complex structural steel components



2

Self supported steel roofing solutions



## PROFLEX-

### Installed capacity of 1.9 Mn sq. m. p.a. for Self-Supported Roofing solutions

(as on January 31, 2026)

- Pre-Engineered Buildings are steel structures that are fabricated in the factories in a controlled environment and transported to the construction site where the final assembly takes place
- Structures are lighter, require less material, shorter construction time, comparatively less labour onsite, leading to lower costs compared with RCC structures
- ~25% lower manpower required v/s conventional method
- Superior flexibility in making required modifications
- Phenix manufactures medium to heavy, structural steel components such as T-Beams, box beams, plus/cross beams

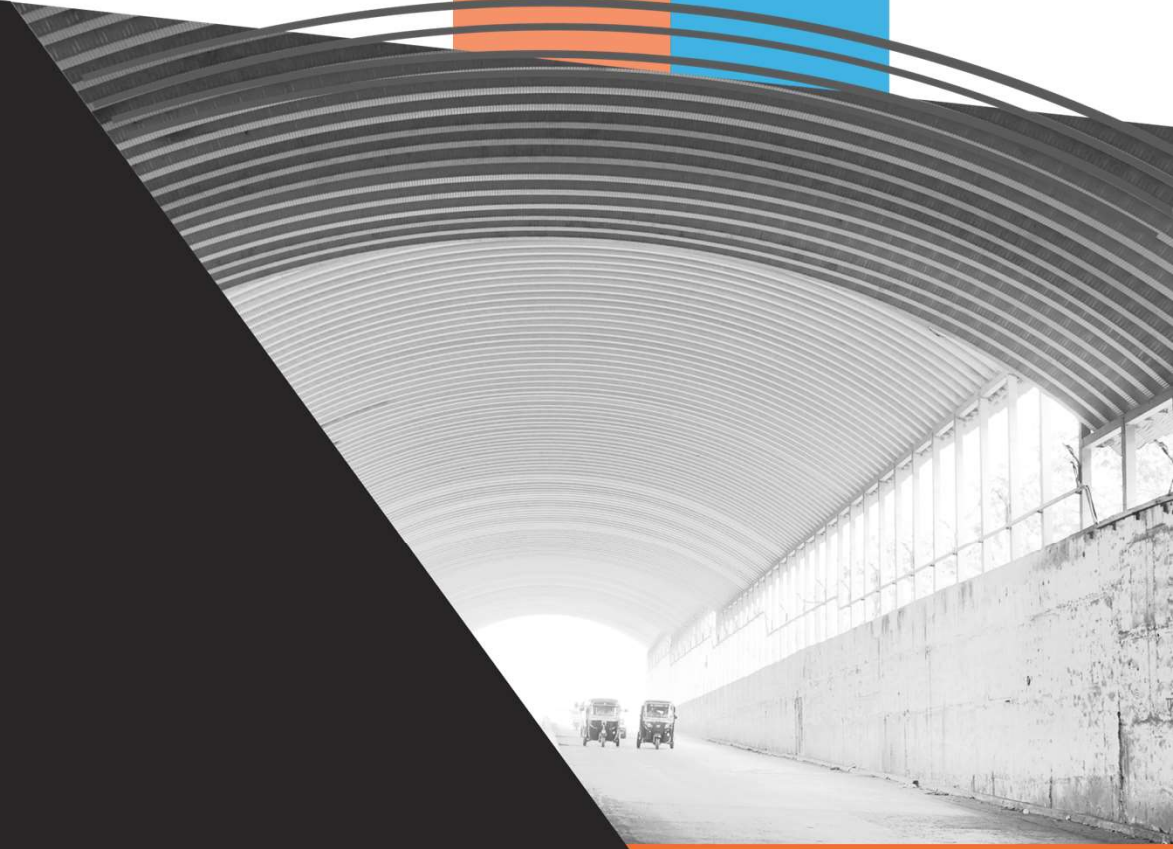
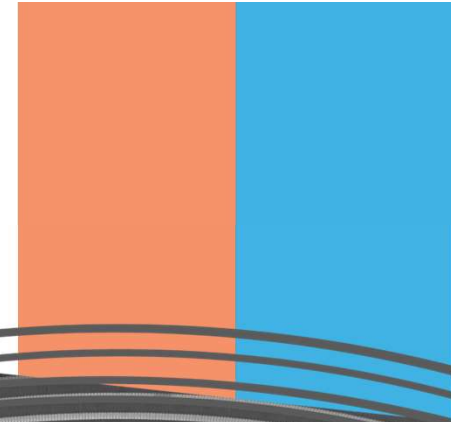
- Structural stability is provided through arch design eliminating the need for truss, purlins or intermediate supports
- Clear spans ranging from nine to ~34 metre, 100% leak-proof roofs, eliminates bird nuisance
- Rapid installation and erection of structure
- Structural integrity, usage of high-quality material increasing the longevity and minimum maintenance



Note: \*Source : Crisil Report ^ (installed capacity being greater than 100,000 MTPA)



# Phenix Division



# In-house design & engineering capabilities

- Conceptualize and manufacture **complex, custom-designed structures** that meet specific **client requirements with precision**
- Focus on **upgrading processes** and **technology** has enabled M&B to manufacture products in an **energy and cost-efficient manner**
- Focus on **process innovation** through **continuous engineering** as well as **deployment of modern technology** has been instrumental in the growth of M&B's business and **improved its ability to customize products for customers**

**M&B's engineering expertise and technology driven processes have enabled the company to deliver on projects in accordance with the designs, specifications and timelines of each project**



In-house **design and engineering offices** at Hyderabad, Chennai and Ahmedabad



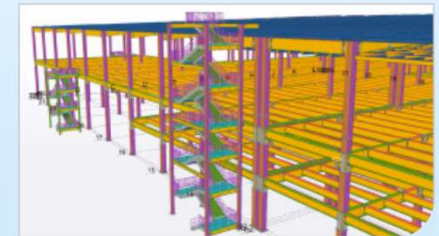
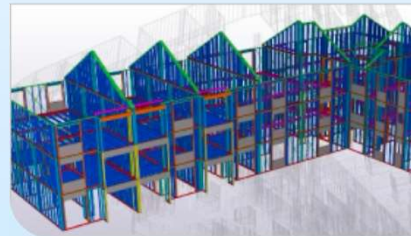
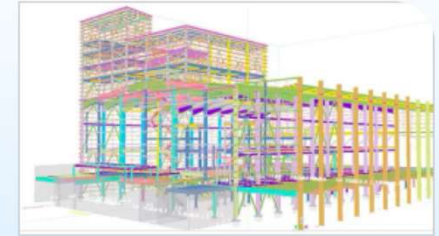
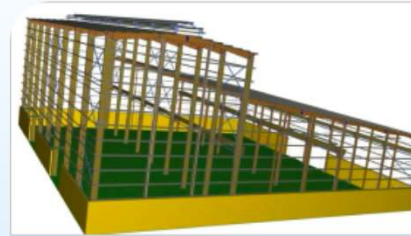
Computer-aided **design software**

STAAD PRO  
STAAD PRO ADVANCED

MBS  
TEKLA/ TRIMBLE

ZWCAD  
BricsCAD

Dedicated design and engineering **in-house team of 98 employees** as on December 31, 2025 who **create 3D models of PEBs and structural steel using software**



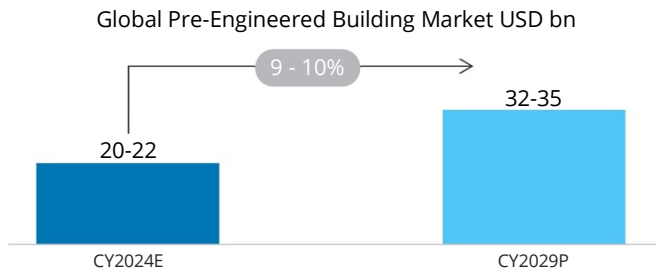
With a projected CAGR of ~10%, the global PEB market is expected to reach USD 32-35 billion by 2029, while the Indian market, growing slightly faster, is expected to reach INR 330-345 billion by 2030



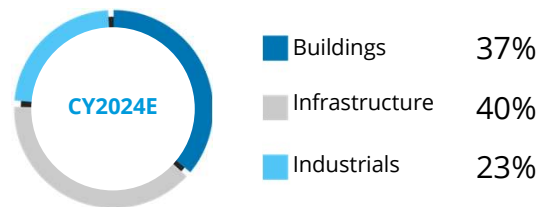
M&B Engineering registered a 3Y-CAGR of 45% in EBIDTA and 68% in PAT (FY22-FY25)

Large, organised players grow at faster clip than overall pre-engineered steel building industry

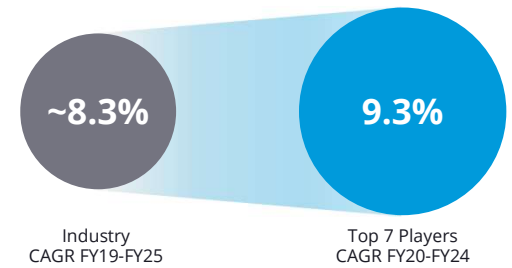
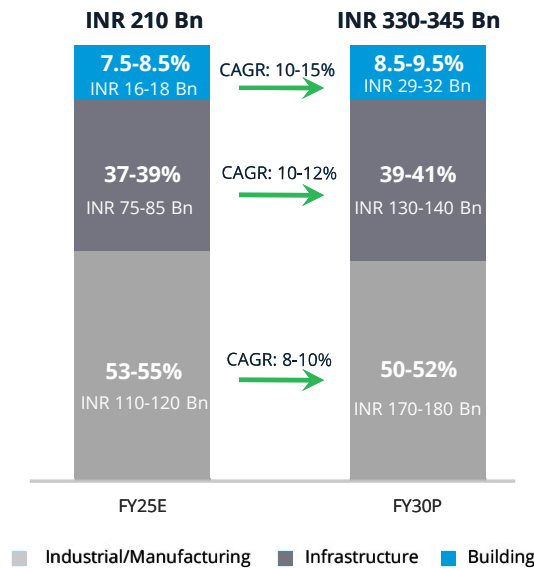
Global PEB market to reach \$32-35 billion by 2029



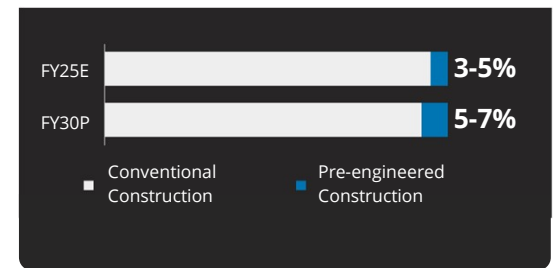
Global PEB market by end user industry



The medium-term outlook of PEB market in India is optimistic, with the industry supported by investments in the industrial and infrastructure sectors



Share of pre-engineered construction in overall construction (%)



# Marquee Projects executed under Phenix



Over **62,000 sq. m.** PEB installation for the automobile manufacturing plant of a global automobile manufacturer located at Ahmedabad, Gujarat



Over **285,000 sq. m.** PEB installation for a textile plant for a major textile company at Hoshangabad, Madhya Pradesh



Over **125,000 sq. m.** PEB installation for a multinational home appliance manufacturer based out of Noida



Over **18,000 sq. m.** PEB installation for a temple at New Jersey, US



Over **57,000 sq. m.** PEB installation for a warehouse, for a multinational e-commerce company at Ahmedabad, Gujarat



Approx **3,000 sq. m.** PEB installation with a retractable (openable) roof structure for a Kolkata based shipyard



Approx **90,000 sq. m.** 'A' frame structure with a centre height of 42 metres and clean span of 84 metres specially designed for the sugar storage requirements for a major Indian sugar company in Kandla, Gujarat



Over **5,500 sq. m.** PEB installation for an indoor multi-use facility at Texas, US

# Strategically located manufacturing facilities

## Sanand Facility (2008)

72,000 MTPA  
Installed Capacity\*



Only PEB manufacturing facility in India with a certification from AISC & CWB

## Cheyar Facility (2024)

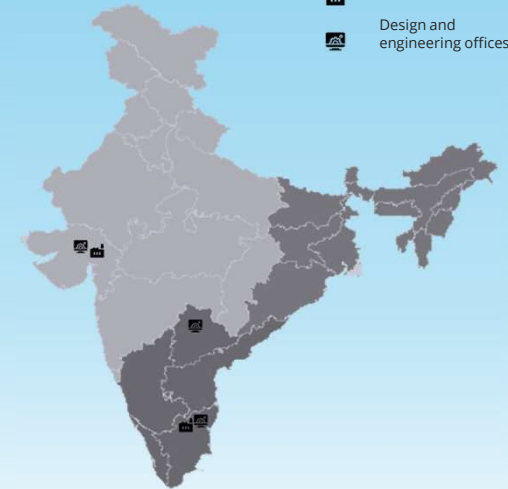
31,800 MTPA  
Installed Capacity\*



## Other Certifications



Manufacturing Facility  
 Design and engineering offices



### Human Resources

1,631  
Permanent Employees\*

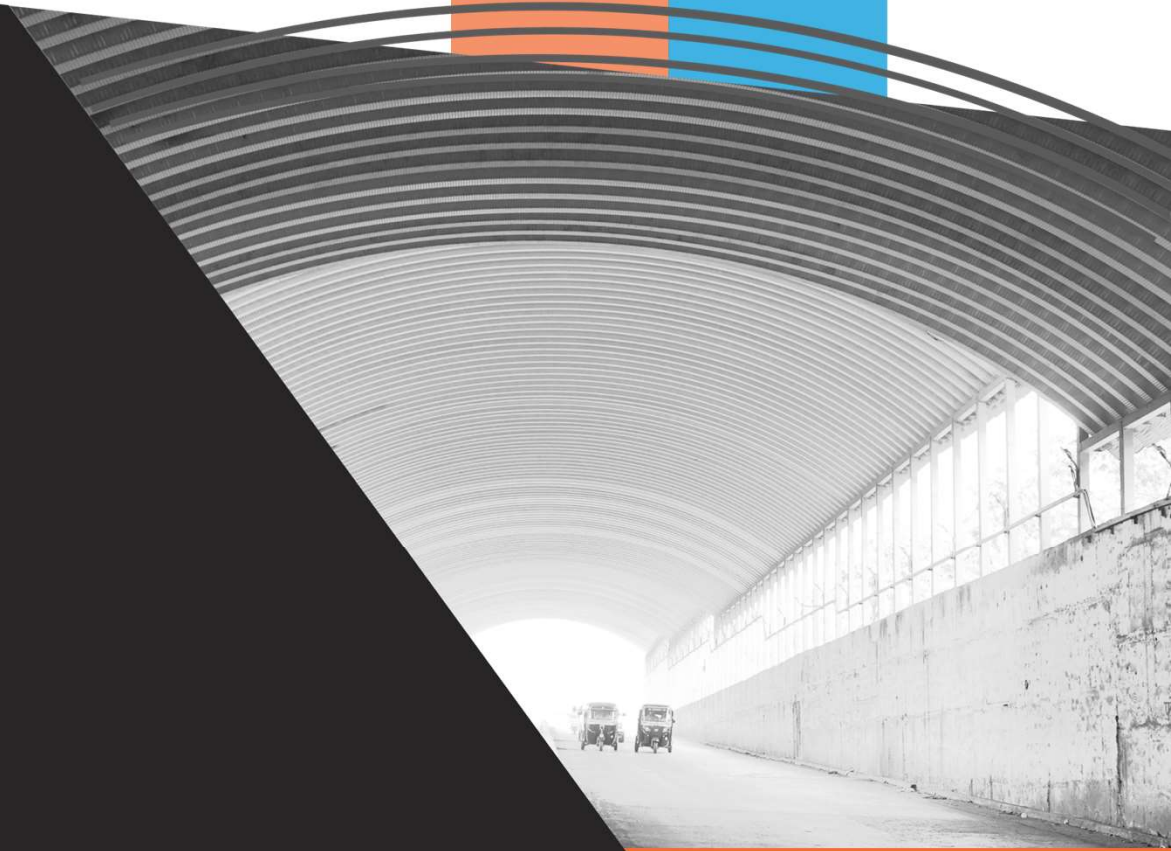
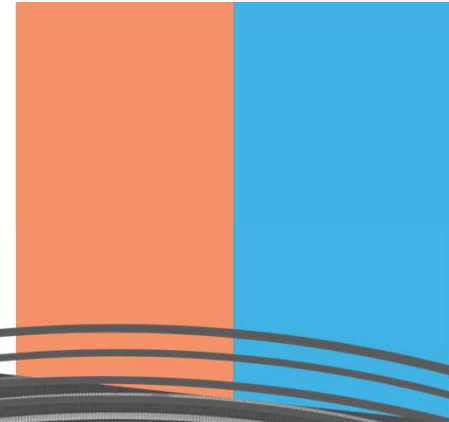
### Information Technology

For business process efficiency, operations are run on **SAP-H4 Hana**

\* As on 31<sup>st</sup> March 2025



# Proflex Division



# Proflex Division operates a fleet of 15 mobile manufacturing units



M&B Engineering Ltd is the largest player in terms of revenue for the manufacturing and installation of self-supported steel roofing solutions in India



Allows M&B to address the customers in a **wide geographic expanse**

**1.9 Mn Sq. m.**  
Installed Capacity\*

**15**  
Mobile Manufacturing Units



1



2

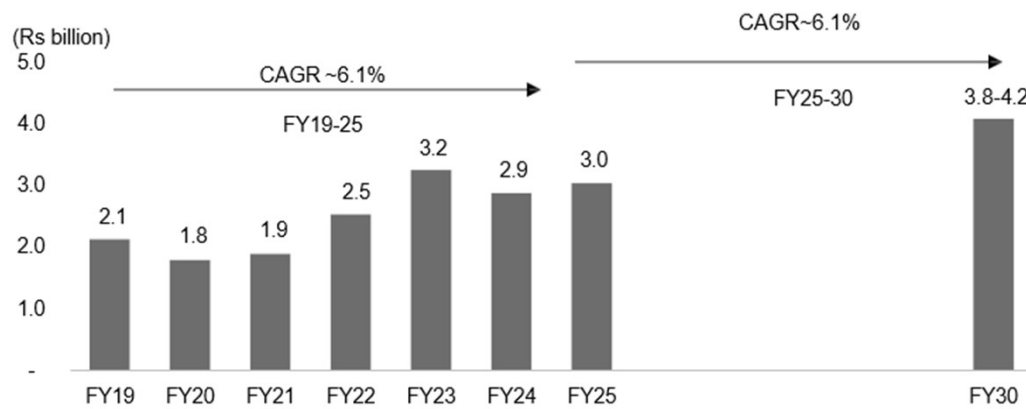


3



4

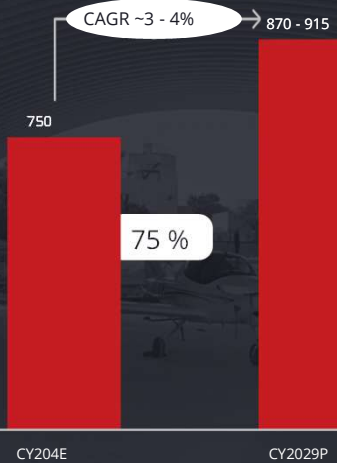
With a projected CAGR of 3-4%, the global self-supported roofing market is expected to reach USD 0.87-0.92 billion by 2029, while the Indian market, growing slightly faster, is expected to reach INR 3.8-4.2 billion by 2030



### Key Growth Drivers

- Sustained investments in the infrastructure and industrial sectors
- Rising awareness of the benefits of self-supported roofing
- Growth in infrastructure and industrial segments
- Increased investments in the Railways with durable self-supported steel roofing finding its applications at railways stations and sheds.

### Global Self Supported Roofing Market (in USD Mn)



Source: Allied Market Research, Crisil Intelligence

## Marquee Projects executed under Proflex



Self-supported roofing structure for a major Indian milk co-operative society at **Anand Gujarat**



Self-supported roofing structure for a major Indian sugar company at **Rajpura, Uttar Pradesh**

Over **300 projects** in the railway sector with cumulative installation of **0.6 million square metres**



Vande Bharat Mumbai Central Pit Line Shed



Hubli Railway Station



Vande Bharat Depot

# Business footprint spans across geographies

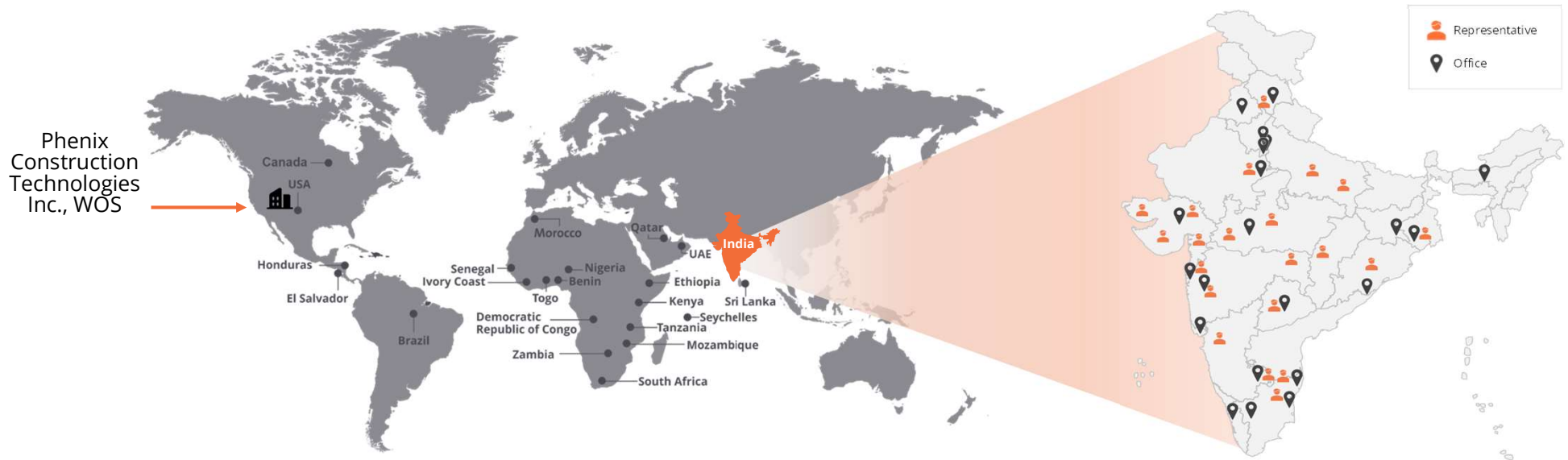
Manufactured products and supplied services to domestic customers and overseas customers including from US, Canada, Brazil, South Africa, Qatar, Sri Lanka, Morocco, Nigeria, Kenya and Seychelles

Served customers in **23** countries

During 9MFY26, export revenue was INR **119.95** Cr

**Domestic presence** is anchored by Marketing head office in Ahmedabad

Strategic **network** of regional offices or representatives stationed



Note : Map for representation purposes only and not drawn to scale

Note : Map for representation purposes only and not drawn to scale

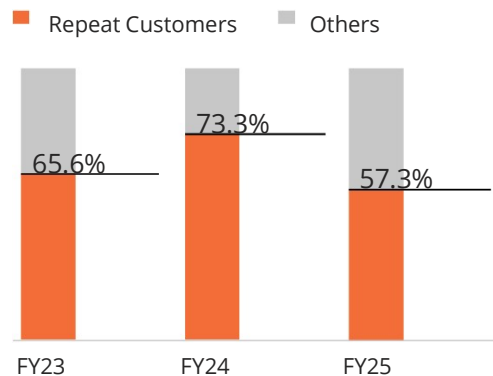
# Relationships with customers across a diverse set of industries

**2,000+** customer groups served pan-India; repeat customers contributed 57.32% of FY25 consolidated operating revenue.

Relationship of **>15 years** with some customers



## History of high customer retention



Note: Revenues from repeat customers is revenues from customers and/ or customer groups where our Company would have recognized revenues from such customer and/ or customer groups in at least one fiscal during the last three fiscals preceding the fiscal for which the data is being disclosed.

## Revenue split across industries of end customers (As a percentage of consolidated revenue from operations (%)) for Fiscal 2025



|                                     |       |
|-------------------------------------|-------|
| General Engineering & Manufacturing | 5.5%  |
| Food & Beverages                    | 17.0% |
| Warehousing and Logistics           | 15.8% |
| Auto and Auto Ancillaries           | 17.2% |
| Power                               | 8.9%  |
| Railways                            | 2.2%  |
| Infrastructure                      | 12.0% |
| Pharmaceuticals                     | 6.2%  |
| Others <sup>^</sup>                 |       |

Note: Industry classification is based on information available with the Company and its understanding of the principal business of our customers.  
<sup>^</sup>Others include Building Materials, Plastic, Sports & Event Venues, Metals & Mining, Scrap Vendors, Construction and Real Estate, Agriculture, EPC & Consultants, Chemicals, Textiles, Packaging, Educational Institutions, Edible Oil Manufacturers, Charitable institutions & Animal Welfare Organizations

# Experienced and dedicated promoters and professional management team with domain knowledge (1/2)



**Hemant Ishwarlal Modi**

**Non-Executive Chairman and Independent Director**

- Civil engineer with 35+ years of experience
- Holds degrees from M.S University, Baroda and Rutgers State University.
- Former Vice Chairman & MD of JMC Projects (now part of KPIL); associated with the Company since April 2024.



**Chirag Hasmukhbhai Patel**

**Joint Managing Director**

- Civil engineer from Gujarat University with 31+ years of experience across pre-engineered buildings, roofing, construction, and manufacturing sectors.
- Associated with the Company since May 1993
- Oversees overall operations including techno-commercial and strategic functions.



**Malav Girishbhai Patel**

**Joint Managing Director**

- Bachelor's degree in Economics and Business Administration from Saint Mary's College of California,
- 24+ years of experience across PEBs, roofing, construction, and manufacturing sectors.
- Associated with the Company since Feb 2001
- Oversees sales and marketing, human capital, and administration functions.



**Vipinbhai Kantilal Patel**

**Non-Executive Director**

- Commerce graduate and Inter-CA
- 40+ years of experience across pre-engineered buildings, roofing, construction, and manufacturing sectors.
- Associated with the Company since Dec 1984
- Leads the Group's finance and administration
- Previously served as Internal Auditor at Mahendra Mills Limited.



**Girishbhai Manibhai Patel**

**Whole-time Director**

- Diploma in Diesel Mechanisms from John C. Calhoun State Technical School, Alabama,
- 40+ years of experience across pre-engineered buildings, roofing, construction, and manufacturing sectors.
- Associated with the Company since Dec 1984.
- Brings deep operational and industry expertise.



**Aditya Vipinbhai Patel**

**Whole-time Director**

- Engineering graduate in Electronics & Communication from Dharmasinh Desai University with an MBA from Lubin School of Business, Pace University;
- 13+ years of industry experience
- Associated with the Company since April 2011.
- Leads domestic and international business and has played a key role in scaling the Phenix brand globally.



**Birva Chirag Patel**

**Whole-time Director**

- Commerce graduate from Gujarat University and Associate Member of ICSI
- 16+ years of experience across pre-engineered buildings, roofing, construction, and manufacturing sectors.
- Associated with the Company since Nov 2008.
- Oversees commercial and compliance functions
- Previously worked with Adani Enterprises Limited as Deputy Manager.

# Experienced and dedicated promoters and professional management team with domain knowledge (2/2)



**Sanjay Shaileshbhai Majmudar**  
Non-Executive and Non-Independent Director

- CA with degrees in Commerce and Law from Gujarat University
- 38 years of experience in the finance sector.
- Associated with the Company since April 2011;
- Proprietor at Sanjay Majmudar & Associates and Partner at Parikh & Majmudar.



**Birju Maheshbhai Patel**  
Independent Director

- Electrical engineer from Sardar Patel University
- 18+ years of experience in the engineering sector
- Associated with the Company since June 2019.
- Founder of MEP Consulting Engineers; Director on the board of Phenix Building Solutions Private Limited and member of ISHRAE (formerly ASHRAE).



**Udayan Dileep Choksi**  
Independent Director

- CA with an honours degree in Economics from the University of Warwick
  - 14+ years of experience in the legal sector.
- Associated with the Company since April 2024
- Practicing advocate with the Bar Council of Maharashtra & Goa, formerly Partner at Khaitan & Co and currently Senior Partner at Veritas Legal.



**Subir Kumar Das**  
Independent Director

- Holds a Master's degree in Science from Lucknow University and a Master's in Management Studies from Kashi Hindu Vishwavidyalaya; Associate of the Indian Institute of Bankers
- 36+ years of experience in the finance sector.
- Associated with the Company since April 2024;
- Previously served Bank of Baroda as Chief General Manager and Advisor.



**Sonal Vimal Ambani**  
Independent Director

- Ph.D. (Commerce) from Gujarat University with experience in the finance sector;
- Associated with the Company since April 2024.
- Former Vice President at Morgan Stanley Dean Witter; past Chairperson of FICCI FLO, Ahmedabad, and recipient of the Times Power Women (2019) certificate of appreciation for contributions to art.



**Pankaj Naresh**  
CEO

- MBA from IIT Delhi with a Master's in Industrial Engineering & Management and a Bachelor's in Electrical Engineering; brings strong techno-managerial expertise.
- Associated with the Company since November 2019;
- Leads the Phenix division and has prior experience with Reliance Group, Alstom Projects, Lanco Infratech, Excel Textile Corporation, and MRPL.



**Mayur Satishbhai Patel**  
CEO

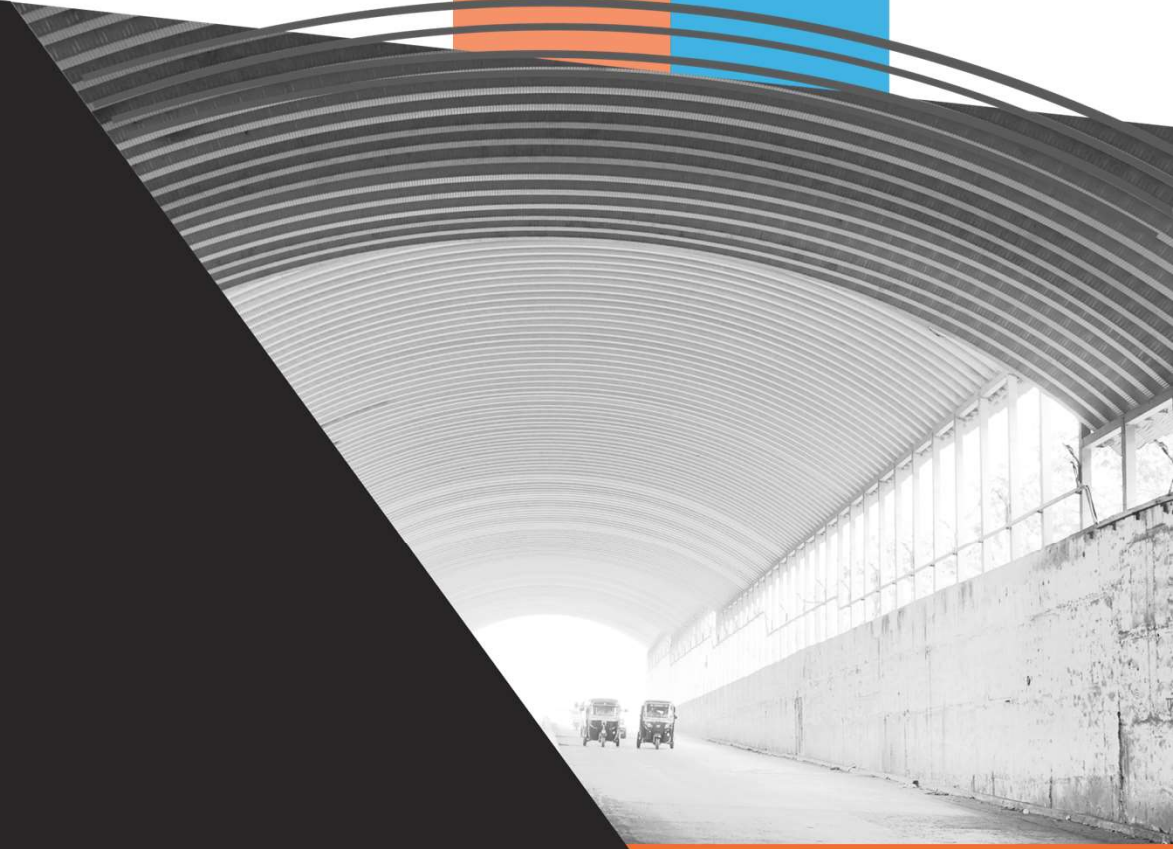
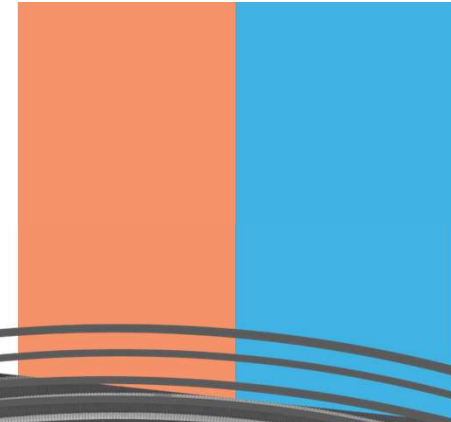
- Diploma holder in Plastic Engineering from Government Polytechnic, Ahmedabad, with extensive experience in the manufacturing sector.
- Associated with the Company since February 2003;
- Heads the Proflex division as CEO since Feb 2006 and has prior experience as Director at Upperex Netsolutions and Gridcomp Software, and Proprietor of Mayur Plastic.



**Keyur Bachubhai Shah**  
CFO

- Commerce graduate, CA, CPA (USA) with ISA and IFRS certifications
- Associated with the Company since 2007 and serving as CFO since April 2024.
- Brings strong expertise in finance, accounting, and systems
- Previously worked with Shree Ambica Decoprints Private Limited as Senior Manager – Finance & Accounts.

# Future Growth Drivers



# Summary of key growth drivers for the divisions



- Low penetration of PEB in the building sector
- Increased focus on renewable energy capacity addition
- Infrastructure development and investments to support demand for PEB
- Warehouse and cold storage expansion to be major contributors to PEB demand
- Rise in government-led innovative construction projects



- Industrial capex are expected to reach – INR 7.1 Tn by Fiscal 2030, marking an average annual increase of 1.6x
- Key factors contributing to the growth of PEBs in Southeast Asia are rapid industrialisation
- Low per capita steel consumption in India along with government schemes like National Steel Policy
- Approval of specialty steel under Production Linked Incentive Scheme
- Government spending on infrastructure



- Growth in industrial warehousing demand
- Government focus on agriculture warehousing
- Growth in railway investments
- Growing demand for new-age roofing systems
- Growing revenue of MSME segment

# Appendix



# Profit & Loss Statement

| Particulars (INR Cr) `   | FY22   | FY23   | FY24   | FY25   |
|--------------------------|--------|--------|--------|--------|
| Revenue From Operations  | 688.23 | 880.47 | 795.06 | 988.55 |
| Cost of goods Sold       | 495.25 | 667.98 | 573.40 | 675.22 |
| Employee cost            | 70.56  | 75.35  | 80.91  | 98.94  |
| Other expenses           | 80.58  | 70.71  | 61.13  | 88.02  |
| EBITDA                   | 41.83  | 66.43  | 79.62  | 126.38 |
| EBITDA Margin            | 6.08%  | 7.54%  | 10.01% | 12.78% |
| Other income             | 10.70  | 8.53   | 13.20  | 8.34   |
| Finance costs            | 18.96  | 19.18  | 23.06  | 19.96  |
| Depreciation             | 10.59  | 10.30  | 8.88   | 12.52  |
| PBT                      | 22.99  | 45.48  | 60.88  | 102.24 |
| Tax                      | 6.67   | 12.59  | 15.25  | 25.19  |
| PAT                      | 16.31  | 32.89  | 45.63  | 77.05  |
| Defined benefit plans    | 0.35   | 0.41   | 1.10   | 1.07   |
| Non Controlling Interest | 3.75   | 1.20   | 0.23   | -      |
| Comprehensive Income     | 19.71  | 33.68  | 44.76  | 75.98  |
| EPS                      | 4.01   | 6.82   | 9.17   | 15.41  |

# Balance Sheet Statement

| Assets (INR Cr)                          | FY22   | FY23   | FY24   | FY25   | Equities & Liabilities (INR Cr) | FY22   | FY23   | FY24   | FY25   |
|--|--------|--------|--------|--------|---------------------------------|--------|--------|--------|--------|
| Non-current assets                       | 85.49  | 90.57  | 154.15 | 187.80 | Equity                          | 145.10 | 180.51 | 233.03 | 306.53 |
| Property, plant and equipment            | 64.93  | 74.33  | 75.53  | 168.63 | Equity share capital            | 20.00  | 20.00  | 50.00  | 50.00  |
| Capital work-in-progress                 | 1.81   | 1.86   | 66.23  | 2.18   | Other equity                    | 125.10 | 160.51 | 183.03 | 256.53 |
| Intangible assets                        | 4.39   | 3.32   | 1.14   | 2.39   | Non controlling interest        | 0.27   | -0.96  | -      | -      |
| Right to use assets                      | 1.53   | 1.20   | 0.54   | 4.55   | Non-current liabilities         | 72.88  | 94.80  | 48.45  | 64.41  |
| Financial assets                         |        |        |        |        | Financial liabilities           |        |        |        |        |
| (i) Investments                          | 5.67   | 5.12   | 6.90   | 5.11   | i) Borrowings                   | 66.35  | 89.27  | 43.88  | 54.21  |
| (ii) Loans                               | 0.30   | 0.30   | 0.30   | 0.30   | ii) Lease liabilities           | 1.00   | 0.55   | 0.20   | 3.64   |
| (iii) Other financial assets             | 6.86   | 4.45   | 3.52   | 4.66   | Deferred tax liabilities (net)  | 5.53   | 4.98   | 4.36   | 6.55   |
| Current assets                           | 461.62 | 468.22 | 478.96 | 661.41 | Current liabilities             |        |        |        |        |
| Inventories                              | 203.58 | 174.63 | 195.80 | 322.38 | Financial liabilities           |        |        |        |        |
| Financial assets                         |        |        |        |        | i) Borrowings                   | 33.23  | 59.48  | 160.96 | 131.92 |
| i) Trade receivables                     | 120.03 | 119.22 | 138.96 | 192.36 | ii) Lease liabilities           | 0.60   | 0.81   | 0.44   | 1.00   |
| ii) Cash and bank balances               | 51.44  | 98.20  | 73.44  | 29.64  | iii) Trade payables             | 201.73 | 134.12 | 93.31  | 226.64 |
| iii) Bank balances other than (ii) above | 41.02  | 27.41  | 25.79  | 55.18  | iv) Other financial liabilities | 8.15   | 10.48  | 12.45  | 15.39  |
| iv) Loans                                | 0.32   | 0.28   | 0.46   | 0.26   | Short term provisions           | 12.32  | 13.42  | 10.47  | 13.27  |
| v) Other financial assets                | 0.18   | 0.32   | 0.24   | 0.46   | Other current liabilities       | 72.83  | 66.14  | 74.00  | 90.05  |
| Other current assets                     | 45.05  | 48.17  | 44.27  | 61.14  | Total current liabilities       | 328.87 | 284.44 | 351.63 | 478.28 |
| Total assets                             | 547.11 | 558.79 | 633.11 | 849.21 | Total equity and liabilities    | 547.11 | 558.79 | 633.11 | 849.21 |

# Cash Flow Statement

| Particulars (INR Cr)  | FY22   | FY23   | FY24   | FY25   |
|---|--------|--------|--------|--------|
| Profit before tax   | 22.99  | 45.48  | 60.88  | 102.24 |
| Other Compherensive Income                                  | -0.35  | -0.41  | -1.10  | -1.07  |
| Operating Profit before Working Capital Changes             | 22.63  | 45.07  | 59.78  | 101.17 |
| Changes in Working Capital                                  | 44.99  | 41.09  | 23.79  | 57.05  |
| Direct taxes paid - Net of refunds                          | -8.32  | -12.12 | -18.13 | -21.46 |
| Net Cash Flow from Operationg Activities                    | 36.67  | 28.97  | 5.66   | 35.59  |
| Net Cash Flow from Investing Activities                     | -2.49  | -11.94 | -62.28 | -34.06 |
| Net Cash Flow from Financiag Activities                     | -33.32 | 29.74  | 31.86  | -45.34 |
| Net increase / (decrease) in cash and cash equivalentents   | 0.86   | 46.76  | -24.76 | -43.81 |
| Cash and cash equivalentents at the beginning of the period | 50.58  | 51.44  | 98.20  | 73.44  |
| Cash and cash equivalentents at the close of the period     | 51.44  | 98.20  | 73.44  | 29.63  |

# Thank You

**M&B**  
ENGINEERING

M&B ENGINEERING LTD.

**M&B**  
ENGINEERING

**PHENIX**  
Creation Simplified

**proflex**  
Innovate. Lead.  
ROOFING SOLUTIONS

**M & B Engineering Ltd**  
(ISIN: INE08N601015; NSE: MBEL; BSE: 544470)

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ENGINEERING

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