Analyst Presentation

January 2013

Safe Harbor

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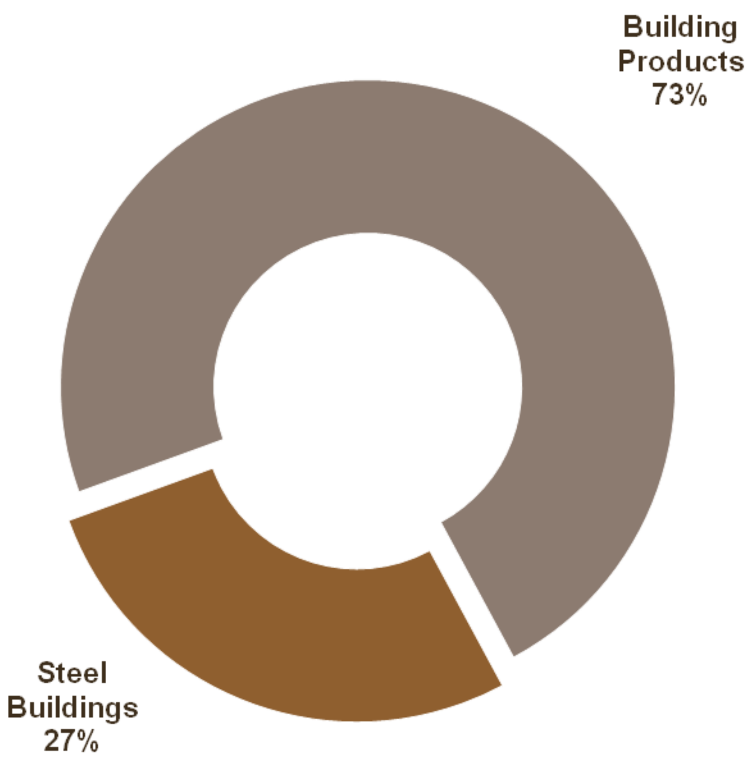
Profitability Statement

Rs. in Crores	Q3 FY2013	Q3 FY2012	*YoY%*	9m FY2013	9m FY2012	*YoY%*
Revenues	258.1	210.2	23%	772.8	640.3	21%
Raw Material	146.7	115.7		416.9	349.5	
Manpower Cost	22.1	20.5		68.6	58.3	
Other Operating Expenses	70.5	58.1		201.2	174.4	
EBITDA	**19.0**	**15.9**	**19%**	**86.1**	**58.1**	**48%**
EBITDA Margin	**7.3%**	**7.6%**		**11.1%**	**9.1%**	
Other Income *	2.2	1.1		5.6	14.8	
Depreciation	5.6	5.1		16.3	14.8	
Interest	1.3	1.2		4.2	3.4	
Tax	4.6	3.5		22.8	15.2	
Net Profit	9.6	7.3		48.4	39.6	
Net Profit (Adjusted for Capital Gain) *	**9.6**	**7.3**	**32%**	**48.4**	**30.4**	**59%**
Net Profit Margin	**3.7%**	**3.5%**		**6.3%**	**4.7%**	
Earning Per Share (EPS) ^	6.3	4.8		32.0	26.2	

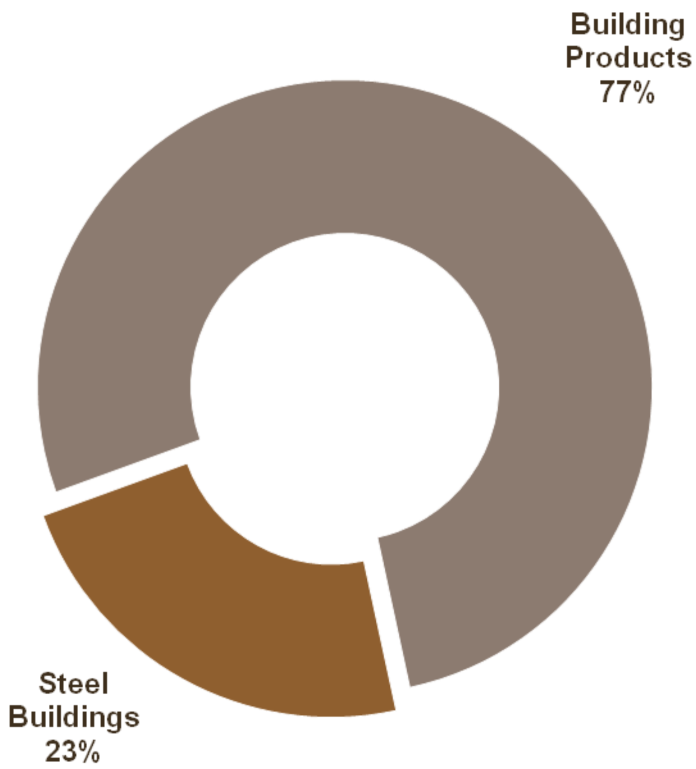
** Other Income in Q1 FY12 includes Rs. 9.15 Crores Income after Tax due to Sale of Land*
^ Not Annualised

Segment wise distribution

Q3 Revenue (Rs. 258 Crores)

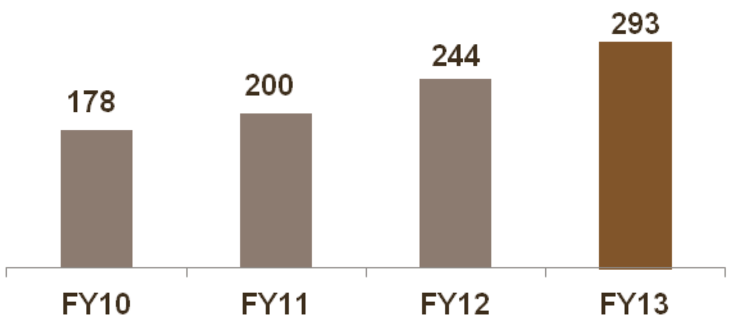


Q3 EBIT (Rs. 18.9 Crores)



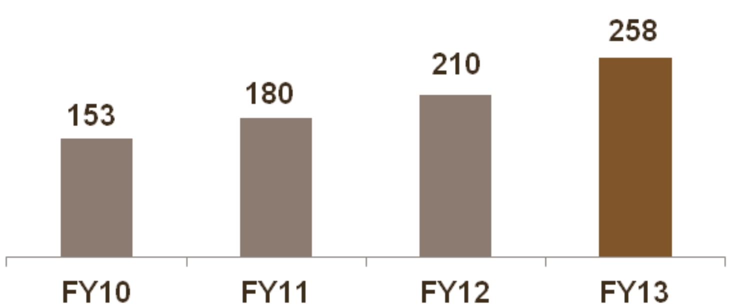
Quarterly Revenue

Quarter 1

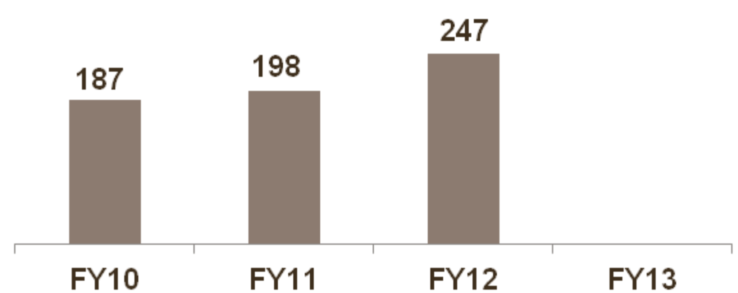


Quarter 2

Quarter 3

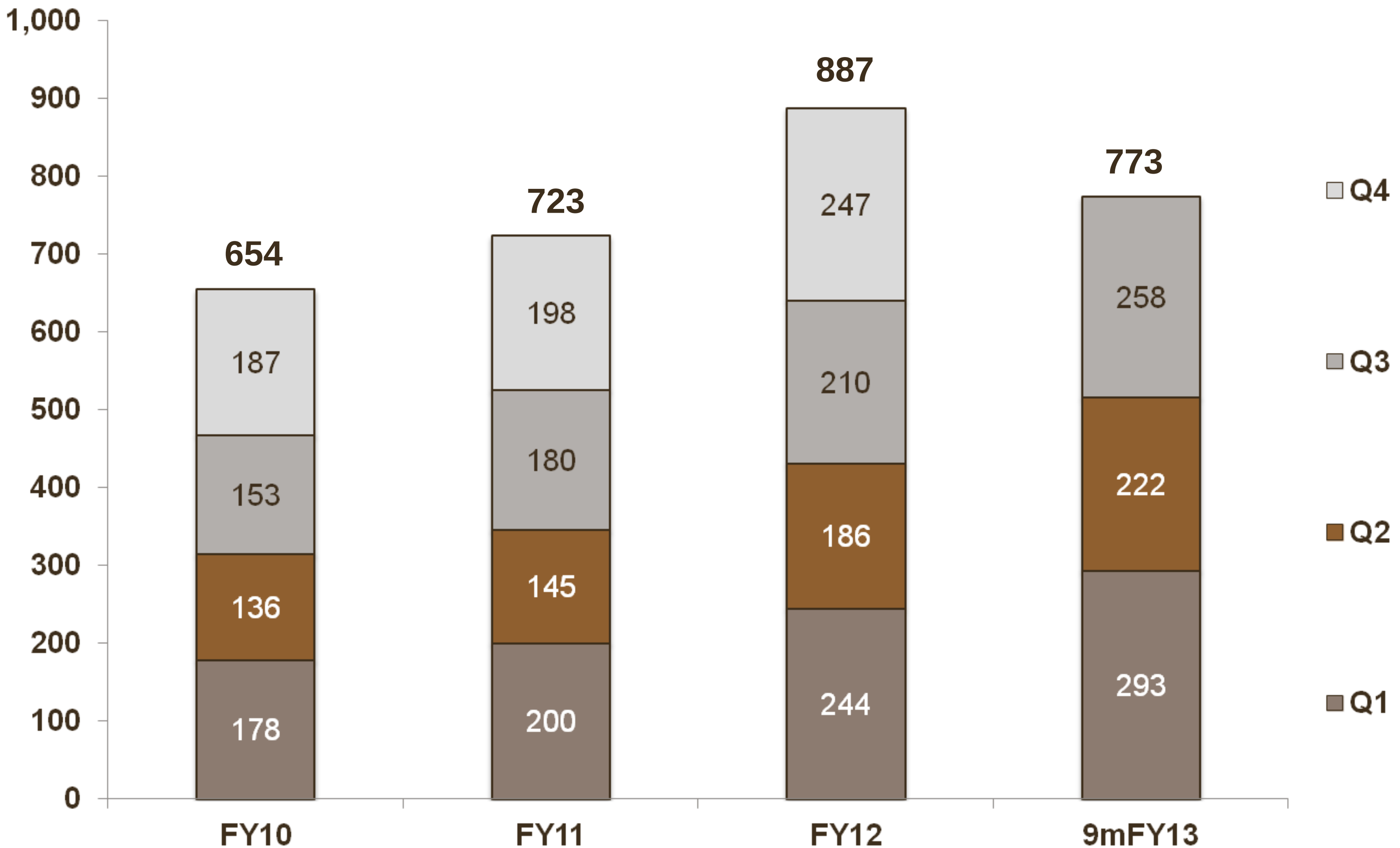


Quarter 4



All numbers are in Rs. Crores

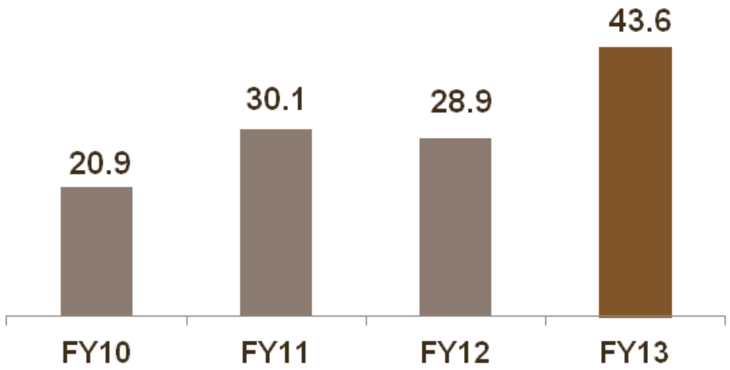
Quarterly Revenue



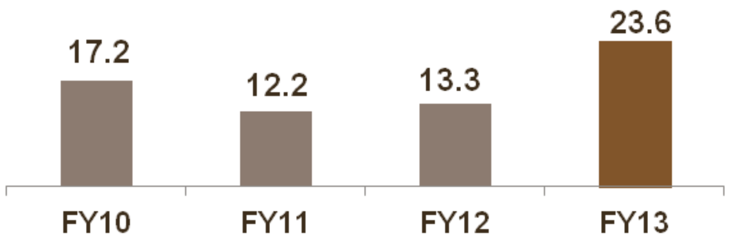
All numbers are in Rs. Crores

Quarterly EBITDA

Quarter 1



Quarter 2



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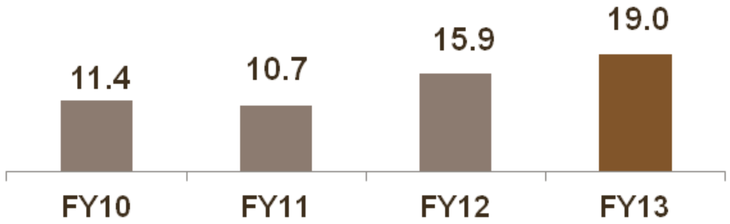
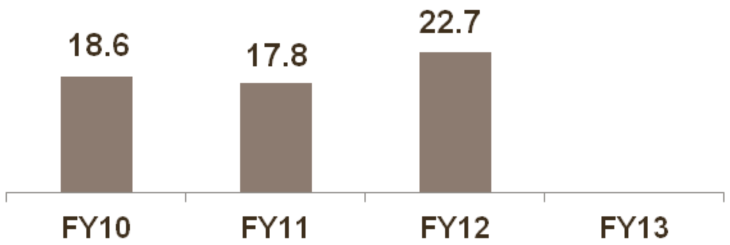
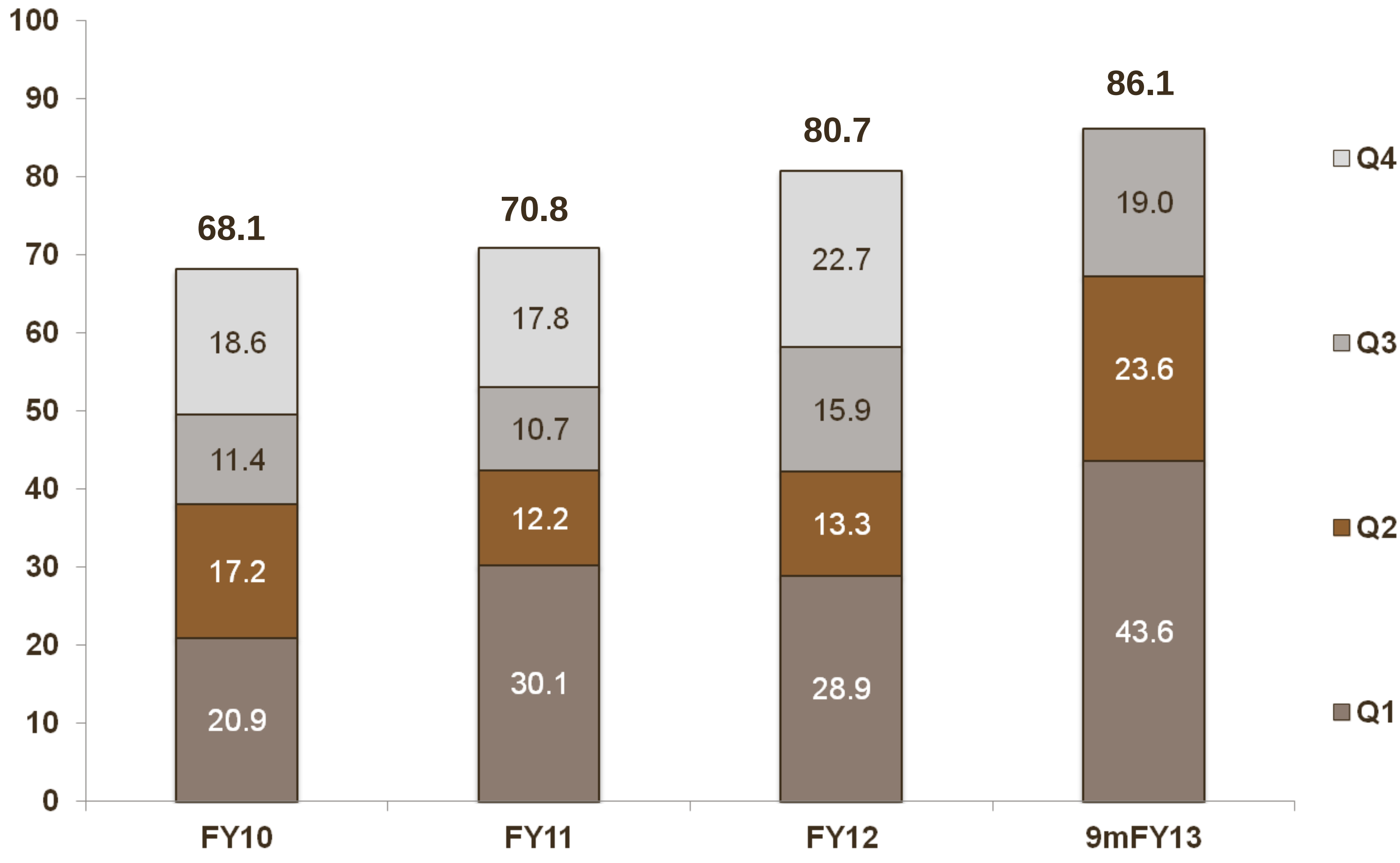


Quarter 4



All numbers are in Rs. Crores

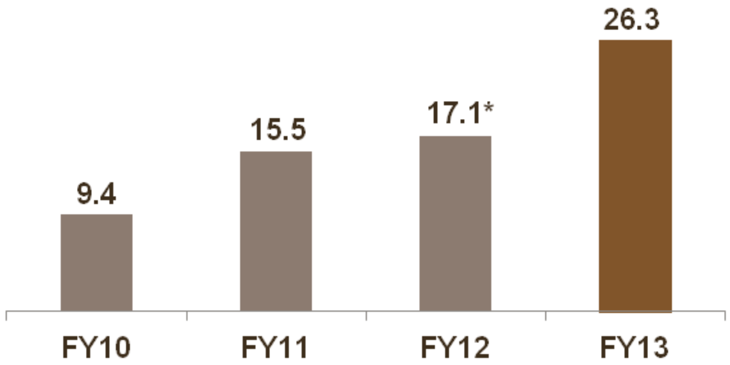
Quarterly EBITDA



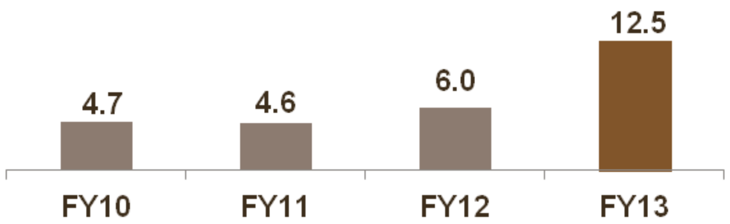
All numbers are in Rs. Crores

Quarterly PAT

Quarter 1



Quarter 2



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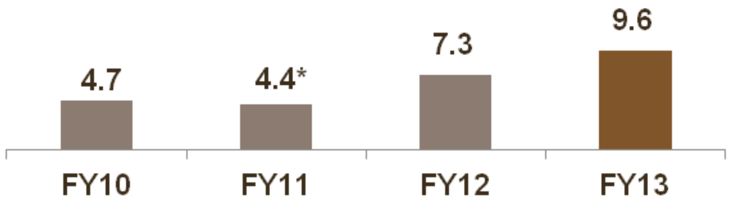
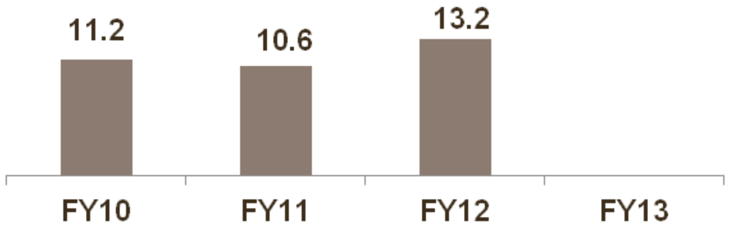


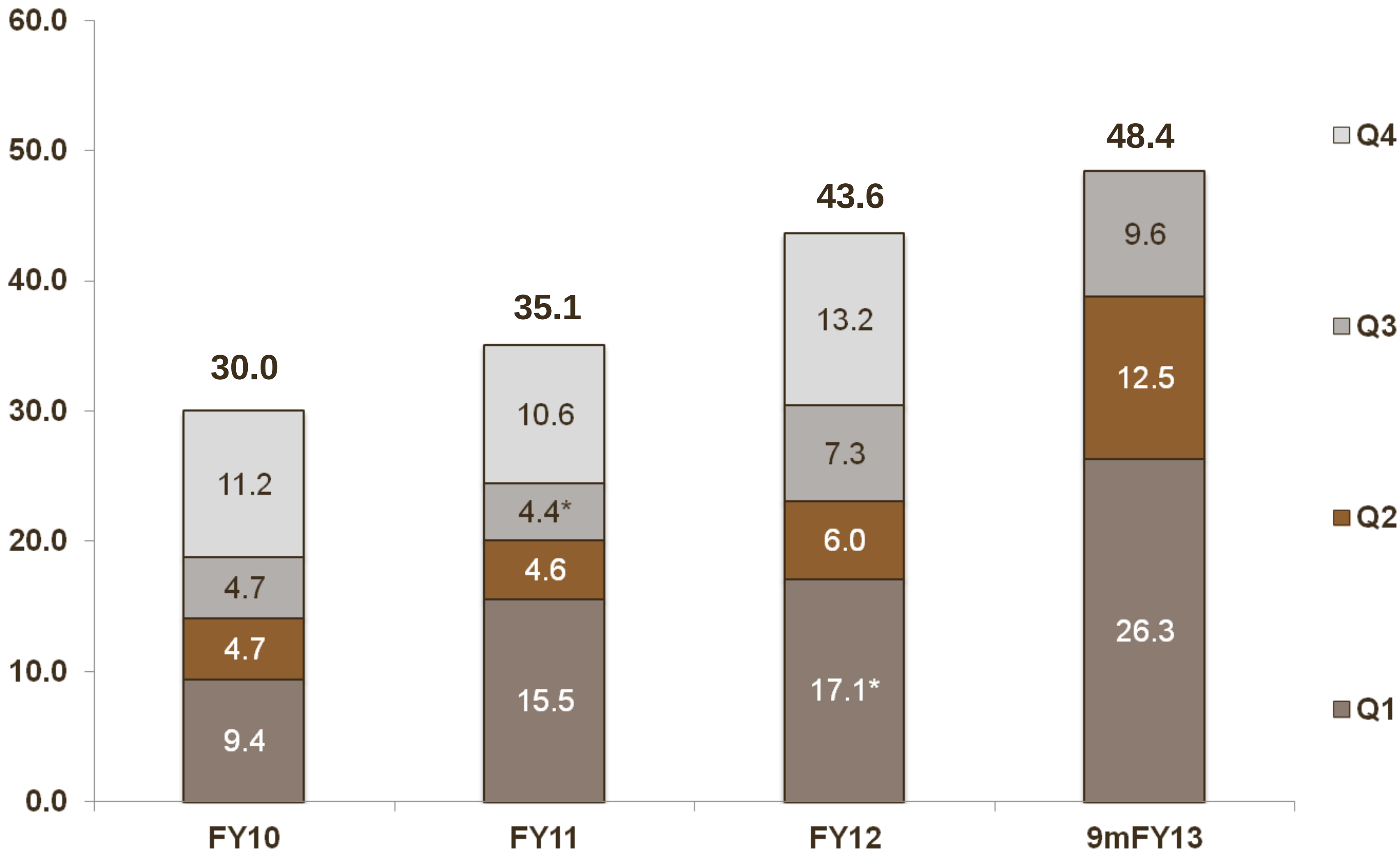
Quarter 4



All numbers are in Rs. Crores

** Adjusted for Income after Tax due to Sale of Land of Rs. 9.15 Crores in Q1 FY12 and Rs. 5.6 Crores in Q3 FY11*

Quarterly PAT



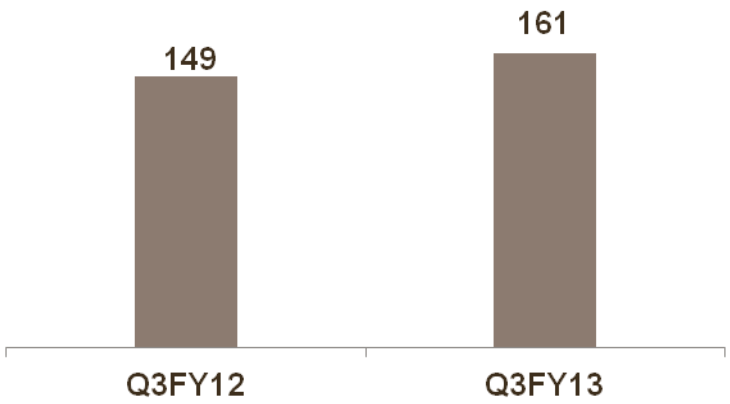
All numbers are in Rs. Crores

** Adjusted for Income after Tax due to Sale of Land of Rs. 9.15 Crores in Q1 FY12 and Rs. 5.6 Crores in Q3 FY11*

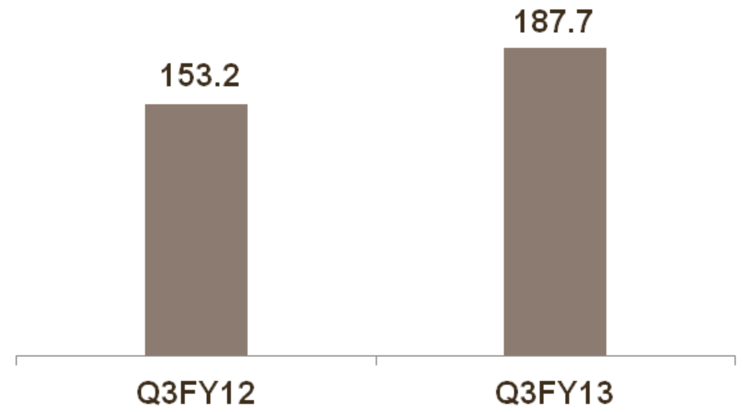
Building Products Segment

EVEREST

Sales (‘000 MT)

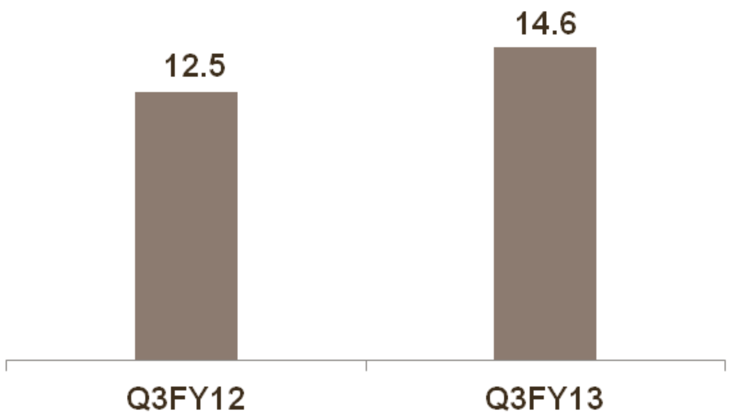


Revenue (Rs. Crores)



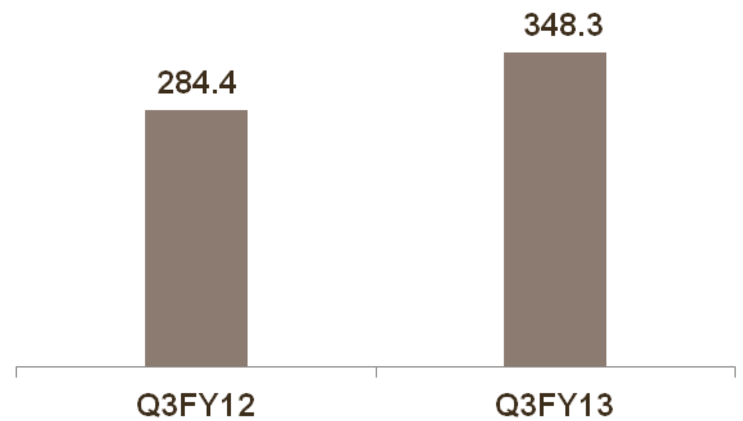
EBIT (Rs. Crores)

Margin 8.2% 7.8%



Capital Employed (Rs. Crores)

RoCE* 23.1% 27.8%



* *-Based on Trailing Twelve Months (TTM)*

Building Products – Key Updates

Green field expansion of 100,000 MT at Baleshwar, Odisha

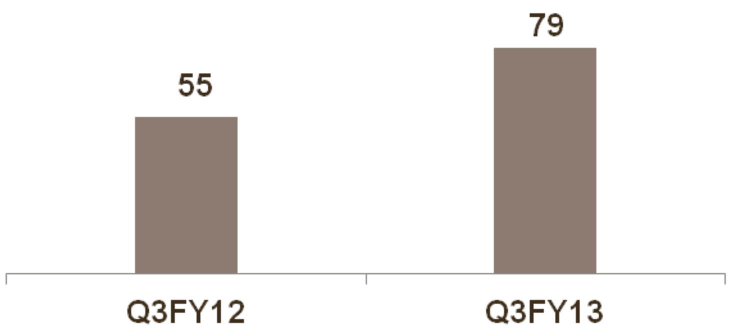
- Project implementation is progressing as per schedule
- Civil construction work completed
- Plant and Machinery installation is progressing well
- Rs. 23 Crores spent till date
- Trial production to commence by end of this quarter
- Commercial operation is expected by mid 2013
- Post expansion the capacity will reach 810,000 MT

Strike called off at Nasik Plant

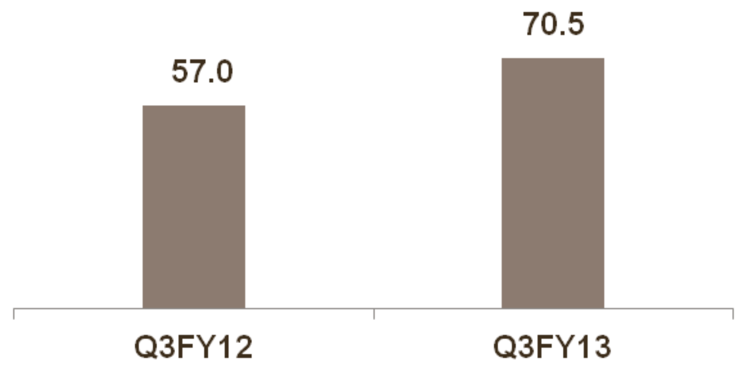
- The strike at Lakhmapur plant, Nasik has been called off w.e.f January 18, 2013
- Long term settlement discussion are underway
- Normal business operations has commenced

Steel Buildings Segment

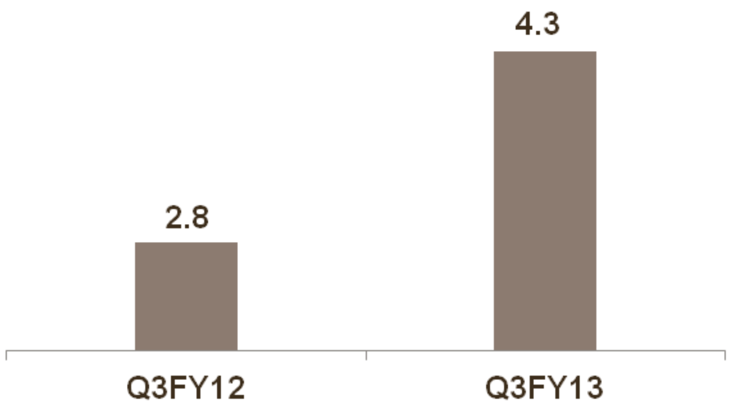
Sales ('00 MT)



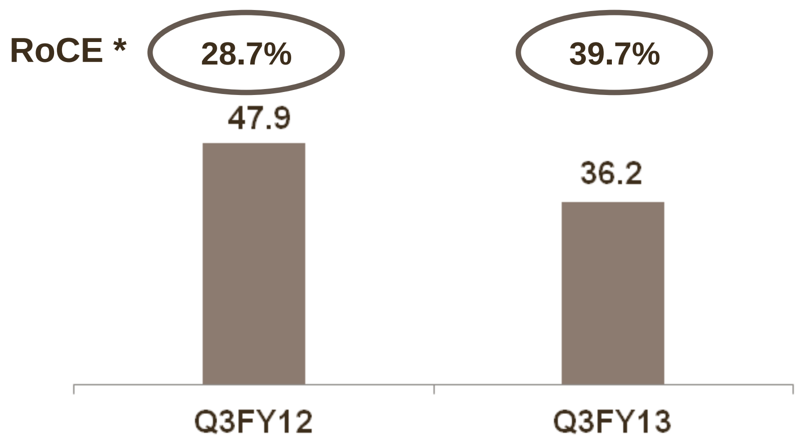
Revenue (Rs. Crores)



EBIT (Rs. Crores)



Capital Employed (Rs. Crores)



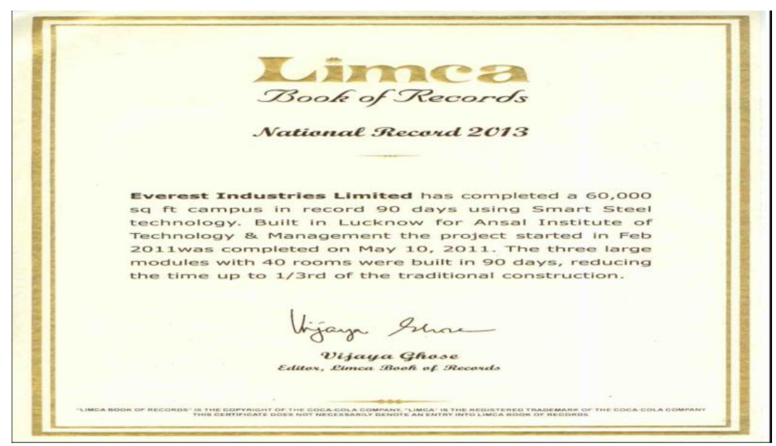
Current Order book of ~23,000 MT / ~Rs.200 Crores

* -*Based on Trailing Twelve Months (TTM)*

Marquee Projects

Ansal Institute of Technology, Lucknow

- Everest enteres Limca Book of Records with Ansal Institute of Technology Project
- Project completed in 90 days using Everest Smart Steel Buildings
- Construction time reduced by 1/3 rd as compared to traditional construction
- Project with 40 rooms covering a total area of 60,000 sq. Ft



Limca
Book of Records

National Record 2013

Everest Industries Limited has completed a 60,000 sq ft campus in record 90 days using Smart Steel technology. Built in Lucknow for Ansal Institute of Technology & Management the project started in Feb 2011was completed on May 10, 2011. The three large modules with 40 rooms were built in 90 days, reducing the time up to 1/3rd of the traditional construction.

Vijaya Ghose
Editor, Limca Book of Records

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Marquee Projects

Everest Design Centre, Bhagwanpur, Uttrakhand

- First of its kind design centre for Pre-Engineered Buildings in the state of Uttarakhand
- Project completed in 45 days from Design to Commissioning
- Total area of 8,000 sq. ft.
- Will house more than 100 Designers
- Inaugurated by the Hon'ble Chief Minister Shri. Vijay Bahuguna

Financials

Profitability Snapshot

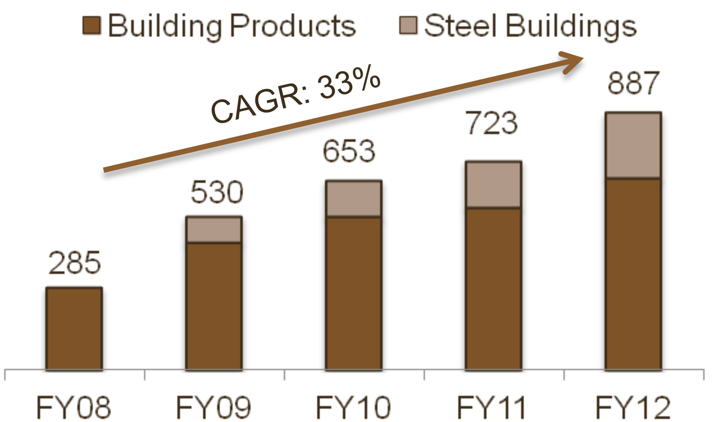
Rs. in Crores	FY2012	FY2011	FY2010
Revenues	**887**	723	654
Raw Material	**490**	386	358
Manpower Cost	**80**	69	63
Other Operating Expenses	**237**	202	167
EBITDA	**80**	**66**	**66**
EBITDA Margin	**9.02%**	**9.13%**	**10.09%**
Other Income	**18**	12	8
Depreciation	**20**	19	18
Interest	**4**	6	14
Tax	**21**	12	12
Profit After Tax	**53**	**41**	**30**
Net Profit Margin	**5.98%**	**5.67%**	**4.60%**
Dividend (%)	**70%**	**45%**	**45%**
ROCE (%)	**24%**	**19%**	**19%**

Balance Sheet

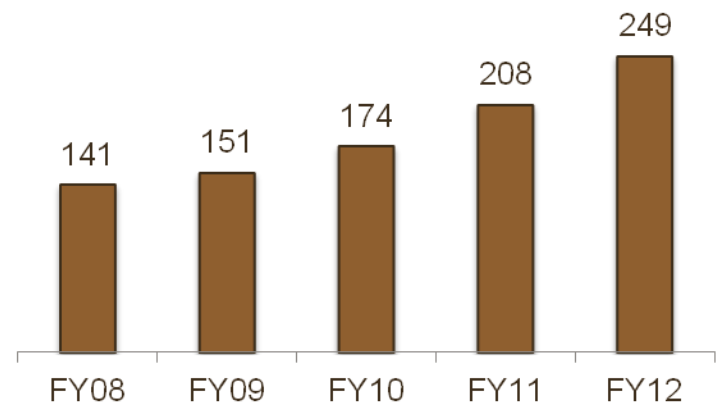
Rs. in Crores	March-12	March-11	March-10
Shareholder's Fund	***249***	***208***	***174***
Share capital	15	15	15
Reserves & Surplus	234	193	159
Non-current liabilities	***43***	***50***	***67***
Long term borrowings	16	23	32
Other non-current liabilities	27	27	35
Current liabilities	*229*	*222*	*196*
Short term borrowings	55	79	62
Other current liabilities	174	143	135
Total Liabilities	**521**	**480**	**437**
Non-current assets	***261***	***247***	***232***
Fixed assets	228	222	227
Long-term loans and advances	33	25	5
Current assets	***260***	***233***	***205***
Inventories	158	154	123
Trade receivables	42	32	23
Cash and bank balances	35	19	19
Other current assets	25	28	40
Total Assets	**521**	**480**	**437**

Financial Highlights

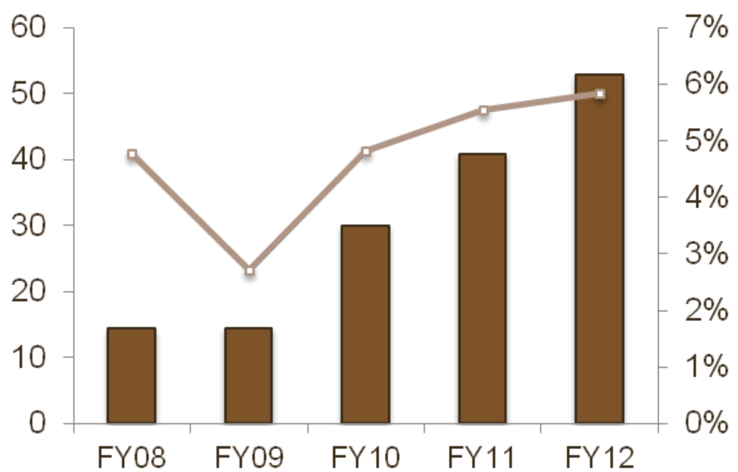
Sales Revenue



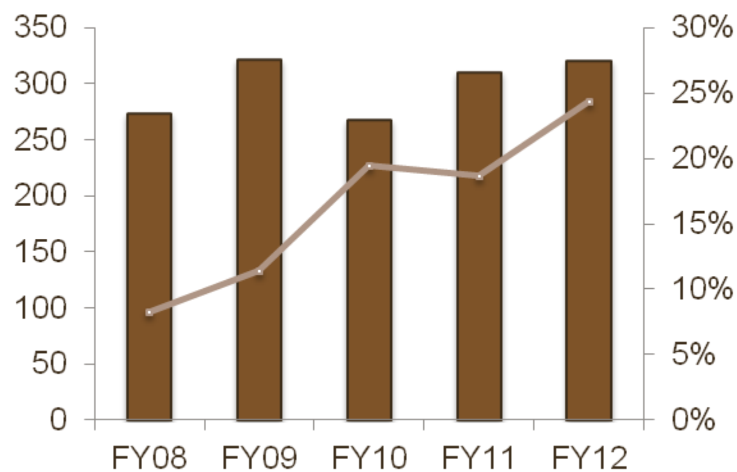
Networth



Net Profit and Margin (% to Sales)



Capital Employed and RoCE



Rs. in Crores

For further information, please contact:

Company :	Investor Relations Advisors :
Everest Industries Ltd. Mr. Rakesh Gupta rakeshgupta@everestind.com	Strategic Growth Advisors Pvt. Ltd. Mr. Gaurang Vasani / Ms. Payal Dave vgaurang@sgapl.net / dpayal@sgapl.net
www.everestind.com	www.sgapl.net