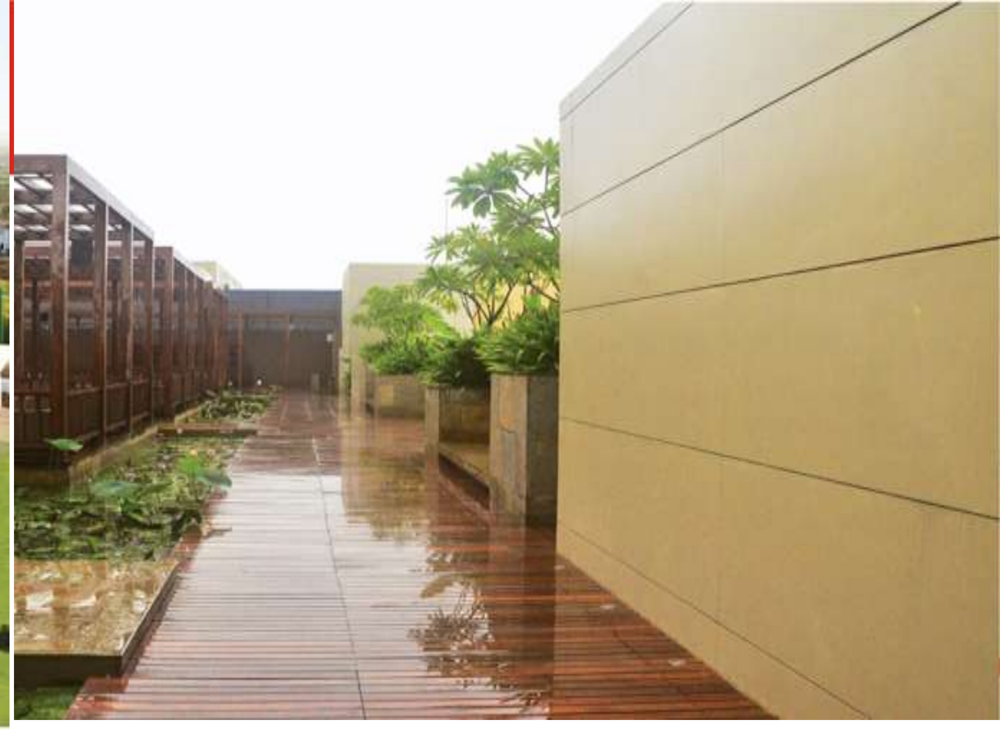

EVEREST

Investor Presentation

January 2015

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Everest Industries...

	Building Products		Pre Engineered Building
Demand	Rural	Urban	Industrial
Products	Roofing Sheets & Accessories	Fibre Cement Boards Solid Wall Panels & Grids	Pre-engineered Steel Buildings Smart Steel Buildings
Capacity	810,000 MTPA		72,000 MTPA*
Manufacturing Facilities	6 manufacturing plants located across India		3 manufacturing plants in India
Distribution Network	38 Sales Depot & over 6,000 Dealer Outlets Presence in over 600 cities & 10,000 villages Export to over 20 countries		1250 Projects executed across India

* 30,000 MTPA to be commissioned shortly

Complete Building Products Solution Provider

Experienced Board of Directors

Name	Role	Background
A. V. Somani	Promoter & Chairman	• MBA from University of Pittsburgh, USA, PGDBM from SPJIMR • Varied experience in area of real estate, construction, textile manufacturing and information management
M. L. Gupta	Vice Chairman	• B. Tech from IIT Kharagpur with 40+ years of experience with ACC • He was the MD of the Company from 2002 to 2010
Manish Sanghi	Managing Director	• Mechanical engineer and an alumnus of IIM-A • Joined as Marketing Director in 2001 & became MD in Sep 2010
Y. S. Rao	Executive Director	• Mechanical engineer with diverse industrial experience of 30+ years • With Everest since 1997
M. L. Narula	Independent	• An Electrical Engineer with vast industrial and managerial experience • Retired as MD of ACC
Amitabh Das Mundhra	Independent	• Whole time director of Simplex Infrastructures Ltd • Vast experience in strategy & project management.
B. L Taparia	Independent	• Commerce & Law Graduate with 40+ years of diverse experience in Accounts, Taxation and Secretarial practice. • Expertise in Company Secretarial, Legal & Corporate Governance matter. Retired from Ambuja Cement Limited
Mrs. Bhavna G. Doshi	Independent	• CA with 25+ years of experience in taxation, restructuring, valuation, family partitions, arbitrations, accounting matters & JVs. • Former Partner for KPMG firm in India

Key Business Highlights

Key Business Highlights

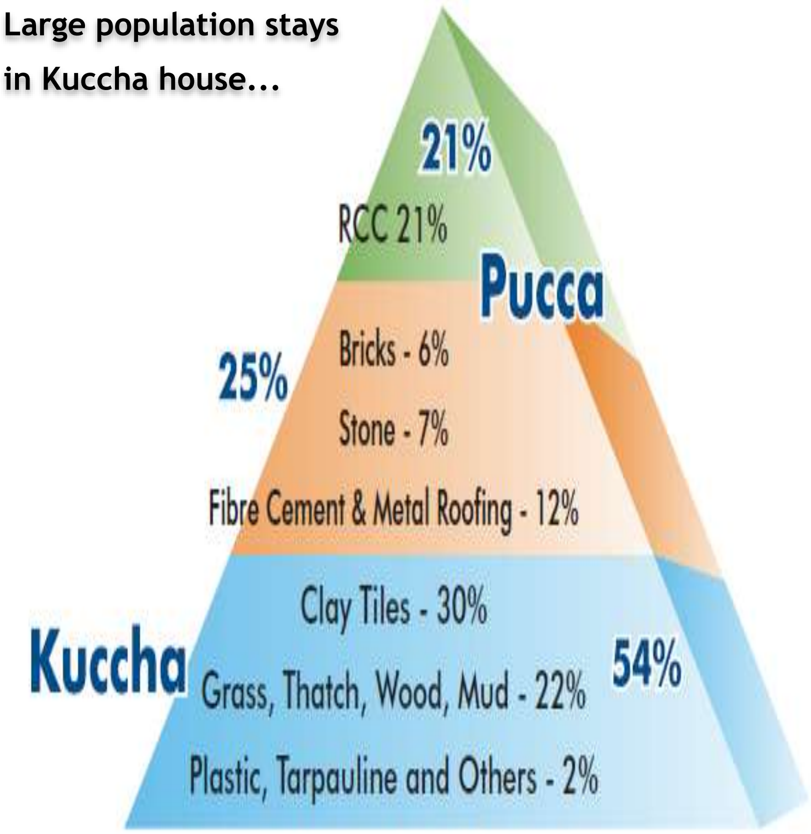
- Industry - Growth Drivers in place
- "Everest" Strong Brand Name - commands Premium
- Well established Distribution Network - Ability to introduce new Building products & solutions
- Manufacturing facilities - Well spread across country - Helps deepen reach and control freight cost.
- Expanding Capacities in Steel Building and Boards & Panels

Building Products - Strong Growth Drivers

Roofing Industry

- Higher Disposable Income & Aspiration quotient of Rural India
- Rising Minimum Support Price
- Govt. Focus on Rural Housing Development
    - Higher allocation to Indira Awas Yojana
    - Improve access to credit through Golden Jubile Rural Housing Finance Scheme
- Govt. schemes for Rural employment generation
    - Prime Minister Rozgar Yojana
    - Rural Employment Generation Programme

Large population stays in Kuccha house...



... Migrating to Pucca House...

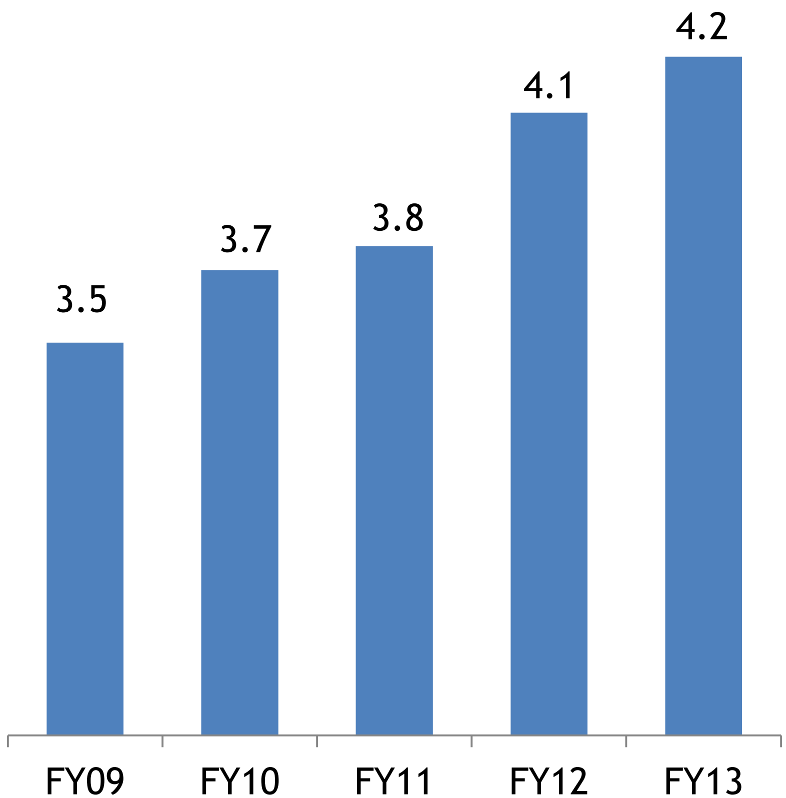
Offers large opportunity for Roofing Products

Source: PMEAC, Census Data & www.fipp.org

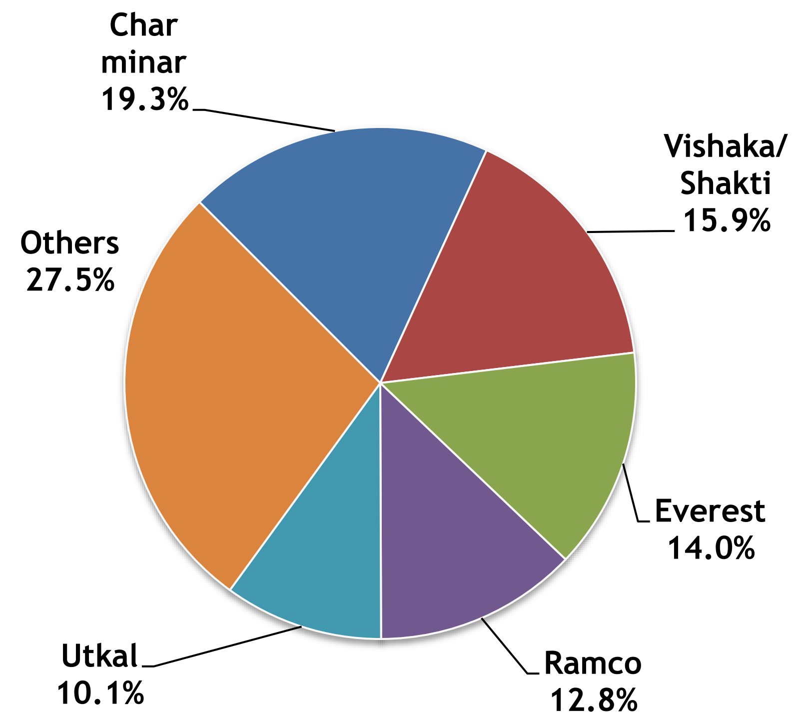
Everest - a leading player in Industry

EVEREST

Roofing Industry consistently growing…



… Cement Roofing Market Share



…. Everest - 14% Market Share of Fibre Cement Roofing Market in India

Building Products – Growth Drivers in Place

Boards & Panel

- Ability to address specific construction needs like
  - Modular, Ready-to-install product with shorter on-site labour cycle, dry walling
  - Better aesthetic appeal in premium housing projects, commercial applications
  - Resistance to Fire, moisture, dampness & Termites
- Rapid Urbanisation and with steady migration of people to Urban areas
- Adoption of modern construction techniques – focuses on products which saves time without compromising safety or strength
- "Clean India" Campaign will use fast modular construction Products

Everest Building Products Portfolio

STRENGTH
SPEED
SAFETY

Steel Building - Gaining momentum...

Market

- **Government initiative "Make in India" to drive the PEB Market to growth at faster pace**
- **Currently, Low penetration of PEB in India**
  - ~ 27% Industrial & institutional buildings on PEB vs. 70% in USA
- **Usage across all categories of project**
  - Manufacturing Industries, Logistics - Warehousing, cold storages, Infrastructure Projects - Airports, Cargo Hubs, Metro Rails
  - Increasing acceptance for Newer Applications like Education, Hostels, Project Accommodation, Guest Houses

Growth Drivers

- **Govt. focus on Infra development**
  - Planned to increase infrastructure investment in GDP to 10% *
- **Increase in Warehousing space**
  - Agri warehousing capacity in India ~ 120 mnT compared to 250 mnT of food grain production
- **Shortages of Cold storage**
  - To minimize wastage of fruits and vegetables, NHB recommend investment of Rs. 55 bn by FY16
- **Desire for Speedy Construction - A Major driver for the Growth of PEB**

* By end of 12th five year plan

… & acceptance in India

EVEREST

Steel Buildings

Faster construction time

- 33% of time to completion vis-à-vis conventional construction
- On site erection using assembly tools without any manufacturing process at location

Strength

- Meets Indian Standards (IS) and international norms
- Uniform & consistent quality
- Manufactured at state of the art facility

Safety

- Can withstand cyclones and earthquakes
- Minimum onsite work

Low cost

- Cost of designing, manufacturing, on-site erection and transportation is low, which reduces overall cost of construction

A globally accepted construction method …..

…..Now increasingly used in India

Everest Steel Building Business...

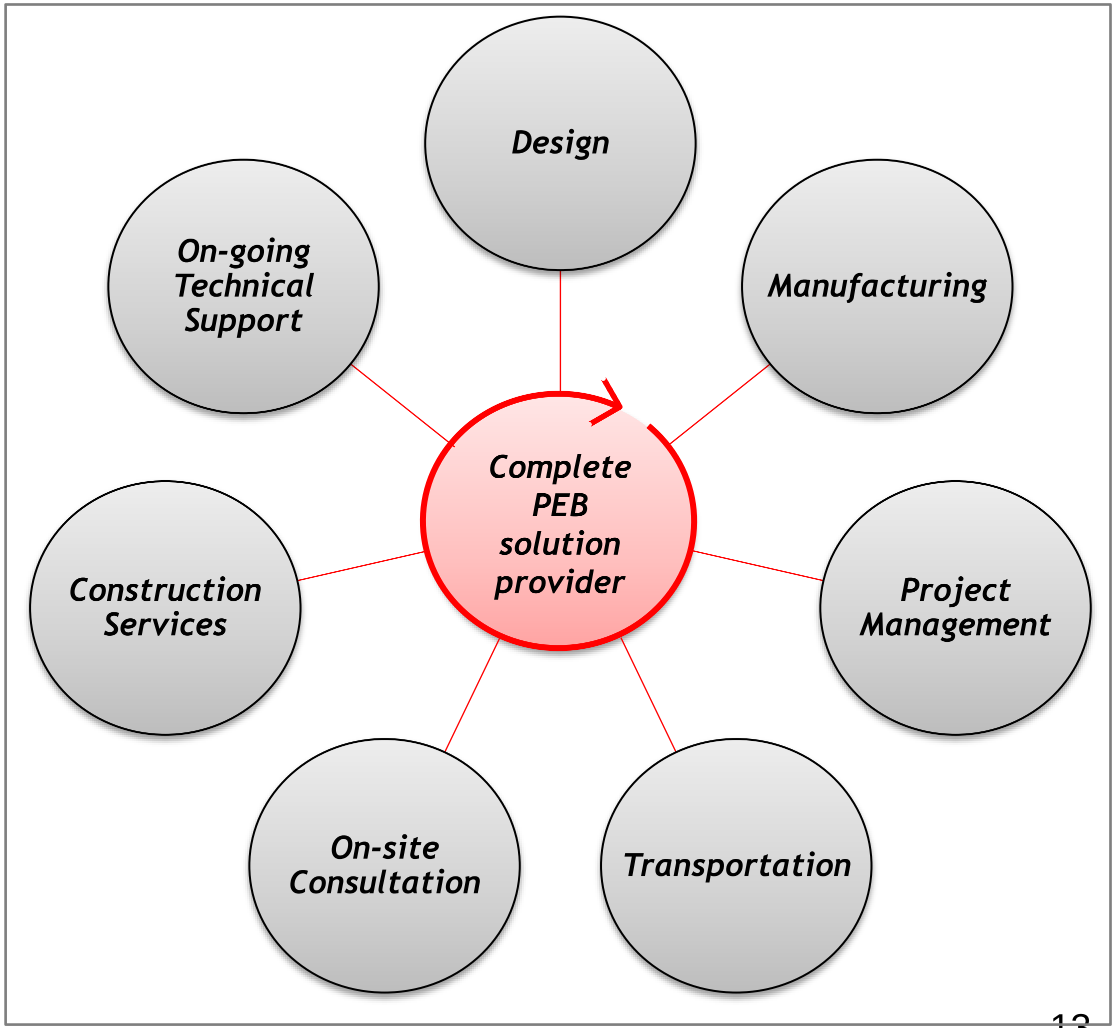
EVEREST

Credentials

- Highly qualified and experienced team
- Strong reference clients like Wal-Mart, Britannia, Ericsson, General Motors, Cadbury
- Everest - Fastest Growing PEB Manufacturer in the country

Completed over 1,250 Steel Buildings in India

Business Model



Cadbury Plant: 1,000th Steel building of Everest

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Everest Steel Building Projects

BRITANNIA INDUSTRIES - Biscuit Manufacturing Factory
Patna & Odisha
Area (Sq.ft) : 5,00,000

GODREJ AGROVER - Cattle Feed Manufacturing Unit
Varanasi, Kanpur, Kharagpur & Kolasib (Mizoram)
Area (Sq.ft) :10,17,384

"Everest" - Strong, Rural Brand

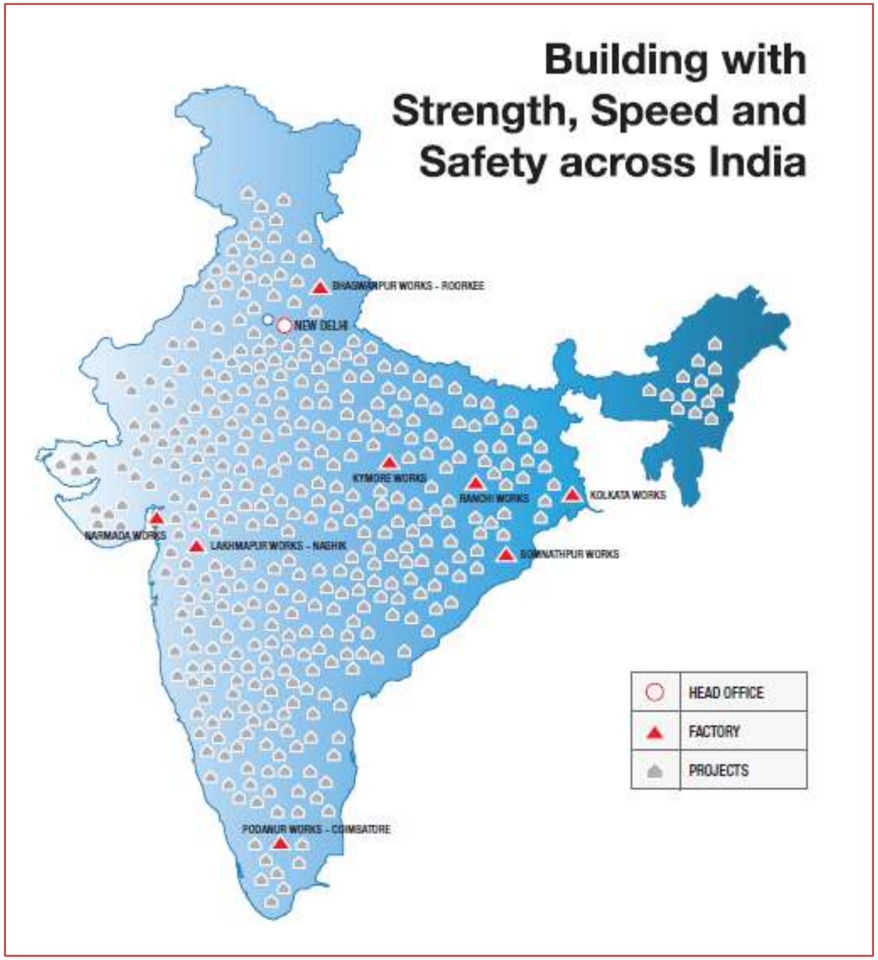
- High recall and strong Brand Recognition all over the country
  - Rural consumers
  - Constructions
  - Architects and structural engineers

- "Everest" - Brand assures that all its products live up to the promise of Strength, Speed and Safety

- Everest - Offers Complete Building Solutions

... Commands Premium Pricing

Well Spread Distribution Network...



Illustrative Map & Not to Scale

Building Products

- **2 tier distribution network**
  - ~1,000 stockist
  - ~6,000 retail outlets
- **38 sales depot pan India**
  - Optimizes Logistics Costs
- **Exports to Emerging & Growth markets**
  - Middle East, Africa, SAARC & Europe

Steel Buildings

- **Over 1,250 projects executed across India.**

... Provides edge for introducing New Products

Expanding Capacity across segments...

EVEREST

Building Products : Boards & Panel

- Greenfield project in UAE for Boards & Panel
  - Capacity : 72,000 MTPA
  - Estimated Project Cost : Rs. 100 Crs
  - Land acquired, major approvals are in place
  - Estimated Completion time : 18 months
- Caters to increasing demand of International market with significant savings in Transportation cost

Steel Buildings

- Greenfield project in Dahej, Gujarat for Steel Building
  - Capacity : 30,000 MTPA
  - Project Cost : ~ Rs. 50 Crs
  - Ready for commercial Production
- Caters to Projects in Western, Central and Southern region
- Savings in Freight Cost and better client servicing including faster deliveries

... Improves diversification of product portfolio

Financial Highlights

Quarterly Profitability Statement

Rs. in Crores	Q3 FY15	Q3 FY14	YoY%	Q2 FY15	QoQ%
Revenues	***277.3***	***230.5***	***20.3%***	***246.5***	***12.5%***
Raw Material	163.1	125.3		140.4	
Manpower Cost	26.5	26.2		27.8	
Other Operating Expenses	77.5	71.4		69.8	
EBITDA	***10.3***	***7.7***	***33.5%***	***8.5***	***20.9%***
EBITDA Margin	***3.7%***	***3.3%***		***3.5%***	
Other Income	1.37	1.4		5.6	
Depreciation	6.1	7.2		6.3	
Interest	4.5	4		3.4	
Profit Before Tax	***1.1***	0.2	***435.0%***	***4.5***	
Tax	-0.07	-1.2		1.1	
Net Profit	***1.1***	***-1.0***		***3.4***	
Net Profit Margin	***0.4%***	***-0.4%***		***1.4%***	
Earning Per Share (EPS) ^	0.8	-0.6		2.2	

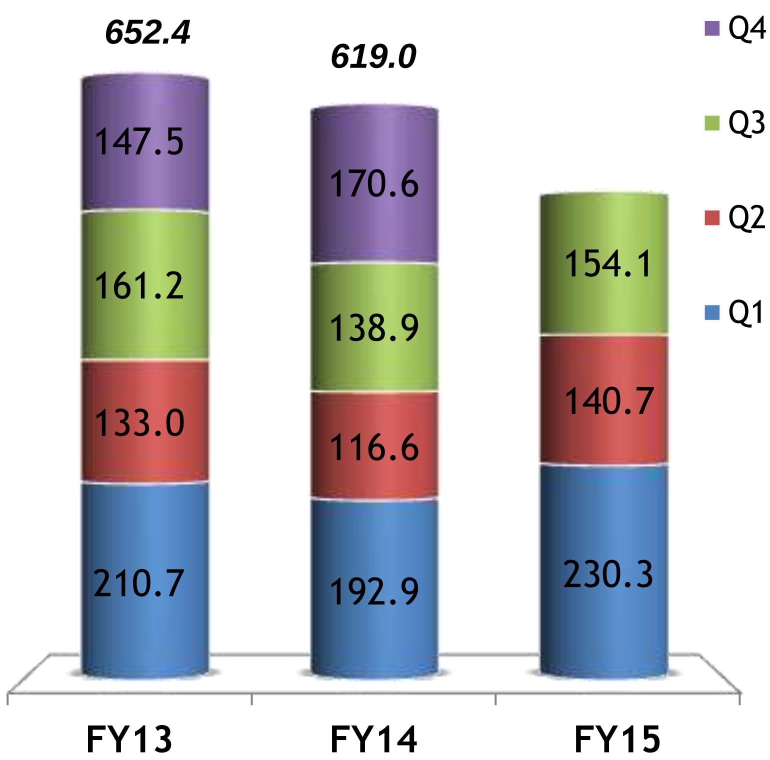
^ - Not Annualised

Profitability Highlights

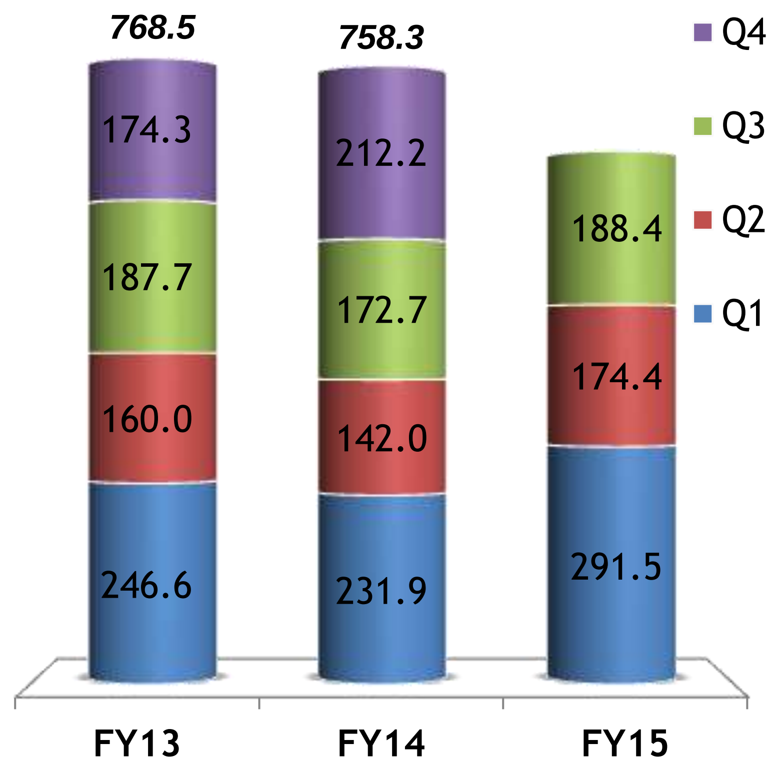
Rs. in Crores	9M FY15	9M FY14	Var %	FY14	FY13
Revenues	***912.0***	***728.8***	***25%***	***1,035.3***	***1,014.1***
Raw Material	534.2	410.3		603.4	561.8
Manpower Cost	82.2	78.4		97.0	92.1
Other Operating Expenses	238.8	213.8		295.1	262.4
EBITDA	***56.8***	***26.3***	***116%***	***39.9***	***97.8***
EBITDA Margin	***6.2%***	***3.6%***		***3.8%***	***9.6%***
Other Income	7.3	9.2		12.3	8.8
Depreciation	18.7	19.1		26.7	22.1
Interest	11.4	8.0		12.6	5.6
Profit Before Tax	***34.0***	***8.4***	***305%***	***12.9***	***78.9***
Tax	9.9	2.3		3.8	26.4
Net Profit	***24.1***	***6.1***	***295%***	***9.2***	***52.5***
Net Profit Margin	***2.6%***	***0.8%***		***0.9%***	***5.2%***
Earning Per Share (EPS)	**15.9**	**4.0**		6.02	34.70

Building Products Segment

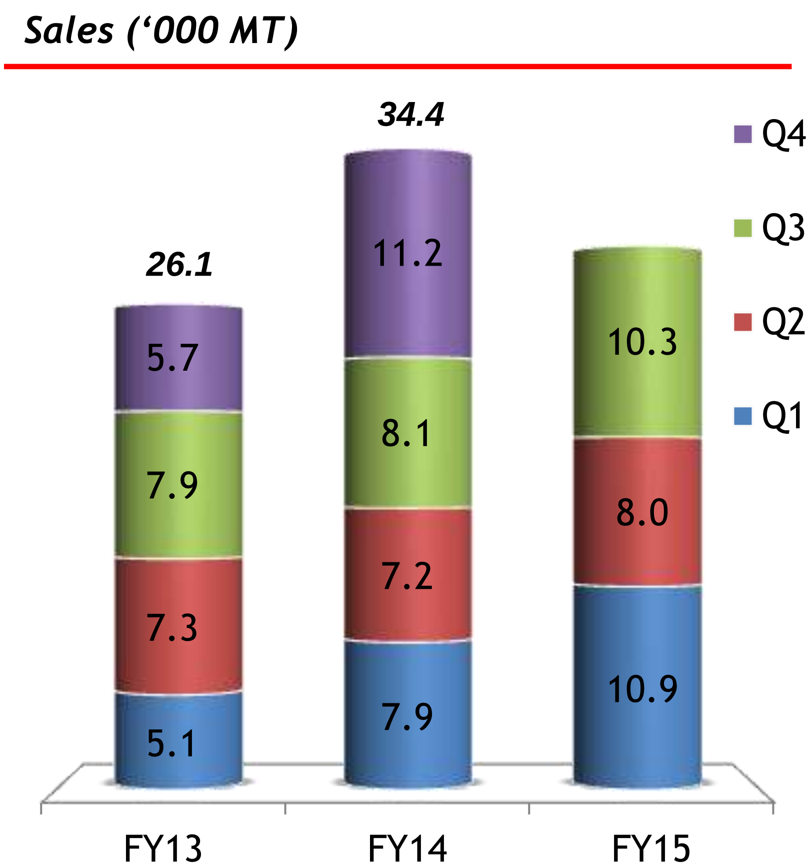
Sales ('000 MT)

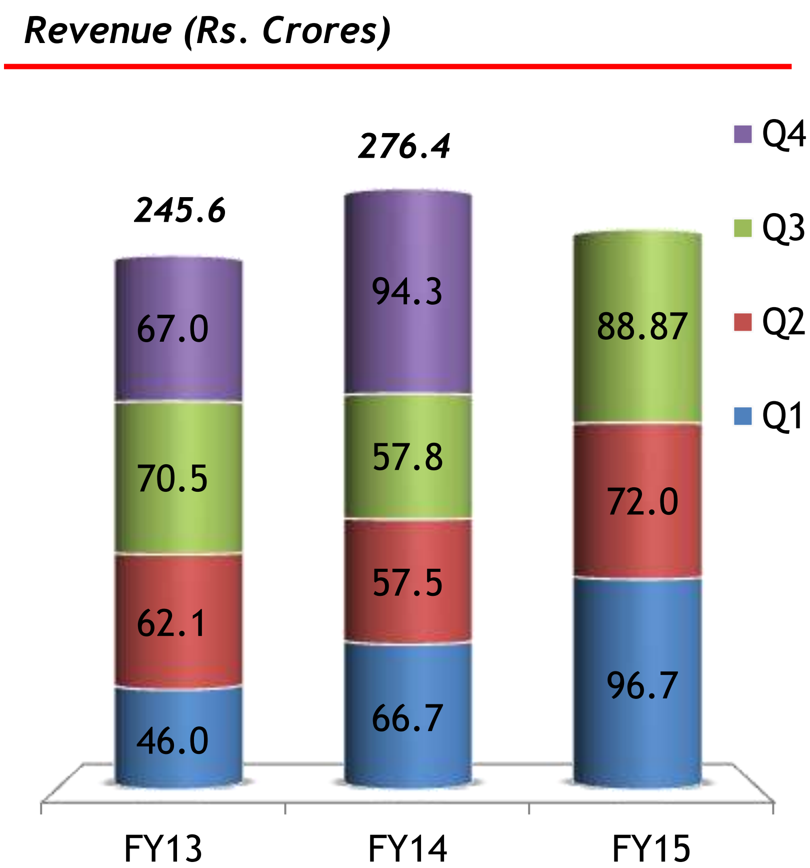


Revenue (Rs. Crores)



Steel Buildings Segment





Balance Sheet Highlights

Rs. in Crores	March-14	March-13
Shareholder's Fund	***295***	***290***
Share capital	15	15
Reserves & Surplus	279	275
Non-current liabilities	***86***	***91***
Long term borrowings	51	59
Other non-current liabilities	34	32
Current liabilities	***447***	***320***
Short term borrowings	166	95
Other current liabilities	282	225
Total Liabilities	**828**	**701**

Rs. in Crores	March-14	March-13
Non-current assets	***418***	***292***
Fixed assets (inc. CWIP)	343	248
Long-term loans and advances	75	43
Current assets	***409***	***409***
Inventories	242	254
Trade receivables	81	52
Cash and bank balances	25	53
Other current assets	61	50
Total Assets	**828**	**701**

For further information, please contact:

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