EVEREST

# Business Update

January, 2016

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- Segment wise Financial Highlights

# Business Update

# Everest Industries...

| | Building Products | | Pre Engineered Building |
|---|---|---|---|
| Demand | Rural and Semi-urban | Urban | Industrial, Logistics, Commercial, Institutional and Infrastructure |
| Products | Roofing Sheets & Accessories | Boards, Solid Wall Panels & Grids | Pre-engineered Steel Buildings<br>Smart Steel Buildings |
| Capacity | 810,000 MTPA | | 72,000 MTPA |
| Manufacturing Facilities | 6 manufacturing plants (7 roofing lines - including 1 duel use line, 3 Boards line and 2 Panel lines) located across India | | 3 manufacturing plants (2 PEB lines, 3 metal roofing lines and 2 smart steel lines) |
| Distribution Network | 40 Sales Depot & over 6,000 Dealer Outlets<br>Serving over 600 cities & 100,000 villages<br>Export to over 25 countries | | ~1340 Projects executed;<br>Despatched 1 building every 2 days in FY15 |

**Complete Building Solutions Provider**

# Steel Building - Major Projects in Quarter...

**Residential colony - Odisha Power Generation Corporation by Everest Smart Steel Building**
**Size : 107,122 sq feet**

# Steel Building - Major Projects in Quarter...

**Project of Goa Shipyard – 1st building handed over; 2nd building delivery scheduled in Mar-16**
**Project Size : 285,000 sq ft**

# Steel Building - Major Projects in Quarter...

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| Customer name | Location | State | SIZE (SQF) | Value (Rs. Lacs) |
|---|---|---|---|---|
| SIMPLEX INFRASTRUCTURE | VASCO-DA-GAMA | Goa | 43,536 | 1,100 |
| TATA POWER | VEMGAL | Karnataka | 43,465 | 1,000 |
| EMAMI CEMENT | BALODA BAZAR | Chattisgarh | 25,124 | 600 |
| VIJAY LOGISTIC PVT LTD | PUNE | Maharashtra | 25,957 | 550 |
| ACC LTD | JAMUL | Chattisgarh | 17,682 | 440 |
| CUMMINS TURBO TECH | DEWAS | Madhya Pradesh | 9,969 | 330 |

# Financial Highlights

# Profitability Statement

| Rs. in Cr | Q3FY16 | Q3FY15 | YoY | 9MFY16 | 9MFY15 | YoY |
|---|---|---|---|---|---|---|
| ***Revenues*** | ***282.5*** | ***277.3*** | ***1.9%*** | ***976.11*** | ***912.04*** | ***7.0%*** |
| Raw Material | 153.6 | 163.07 | -5.8% | 556.75 | 534.2 | 4.2% |
| Manpower Cost | 32.44 | 26.48 | 22.5% | 97.7 | 82.21 | 18.8% |
| Other Operating Expenses | 82.33 | 77.47 | 6.3% | 265.51 | 238.83 | 11.2% |
| ***EBITDA*** | ***14.09*** | ***10.28*** | ***37.1%*** | ***56.15*** | ***56.8*** | ***-1.1%*** |
| ***EBITDA Margin*** | ***4.99%*** | ***3.71%*** | ***34.5%*** | ***5.75%*** | ***6.23%*** | ***-7.6%*** |
| Other Income | 1.21 | 1.37 | -11.7% | 11.29 | 7.34 | 53.8% |
| Depreciation | 6.24 | 6.1 | 2.3% | 19.38 | 18.68 | 3.7% |
| Interest | 5.8 | 4.48 | 29.5% | 14.02 | 11.44 | 22.6% |
| ***Profit Before Tax*** | ***3.26*** | ***1.07*** | ***204.7%*** | ***34.04*** | ***34.02*** | ***0.1%*** |
| Tax | 0.5 | -0.07 | -814.3% | 10.62 | 9.88 | 7.5% |
| ***Net Profit*** | ***2.76*** | ***1.14*** | ***142.11%*** | ***23.42*** | ***24.14*** | ***-2.98%*** |
| ***Net Profit Margin*** | ***0.98%*** | ***0.41%*** | ***138.3%*** | ***2.40%*** | ***2.65%*** | ***-9.5%*** |
| Earning Per Share (EPS) ^ | 1.8 | 0.75 | | 15.27 | 15.86 | |

# Management Discussions & Analysis

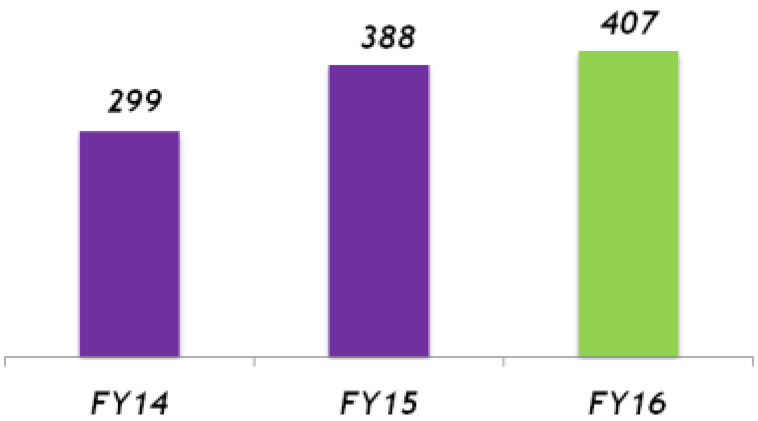
- **Revenue: Growth of 2% Y-o-Y**
  - Strong growth of 32% in steel building segment on account of higher volume due to strong capacity utilization at the new Plant in Gujarat
  - Building Products segment was sluggish and saw 9.3% dip in Volumes due to lower roofing demand from the rural markets

- **EBIT for Q3 FY16 at Rs. 7.7 Crs in Steel Building segment**
  - Registered growth due to lower steel price and better volumes

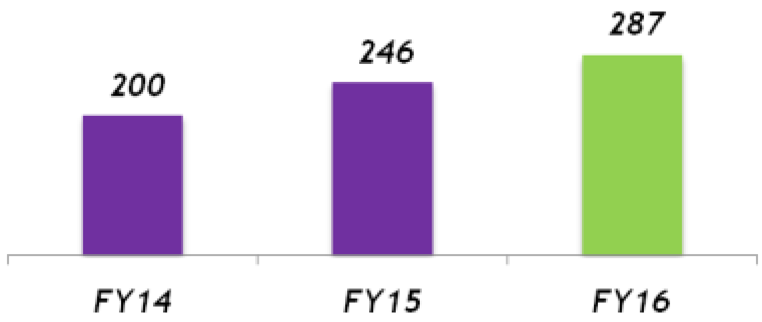
- **EBIT for Q3 FY16 at Rs. 9.6 Crs in Building Product segment**
  - Lower volumes, realisation and increase in Raw material cost due to rupee depreciation impacted the Segment

# Quarterly Revenue Trend

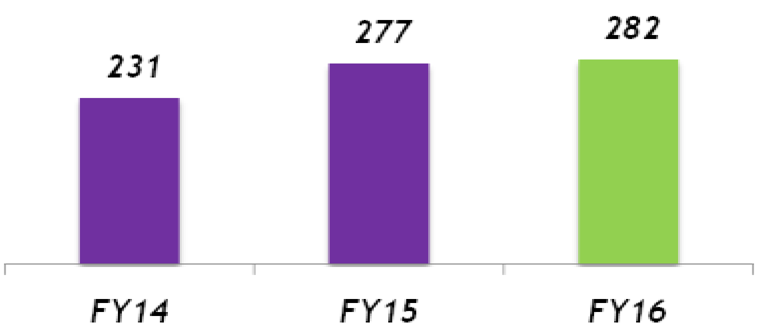
## Quarter 1



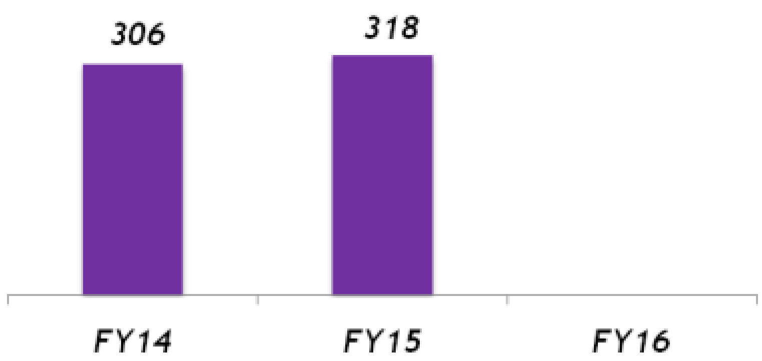

## Quarter 2




## Quarter 3



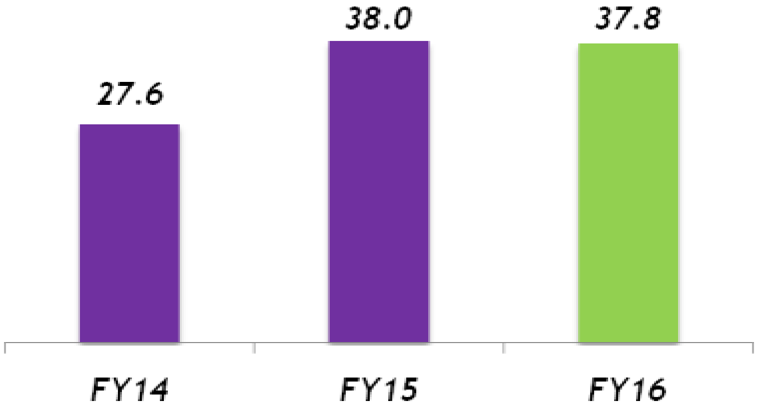

## Quarter 4



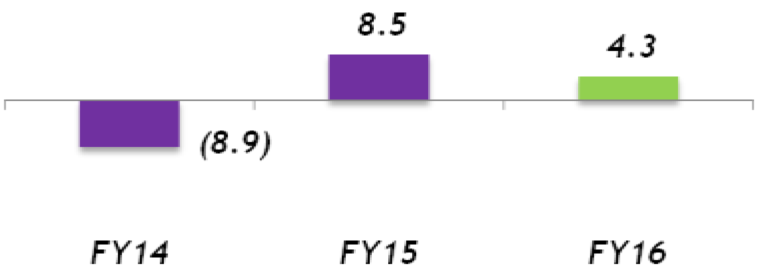

*All numbers are in Rs. Cr*

# Quarterly EBIDTA Trend

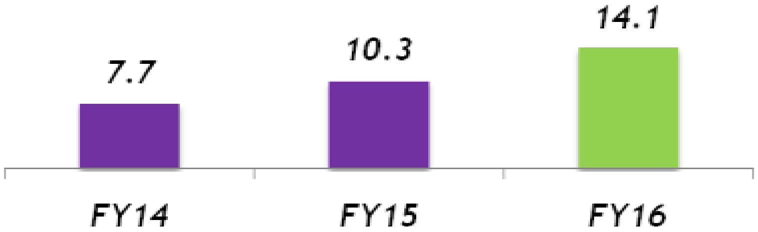
## Quarter 1



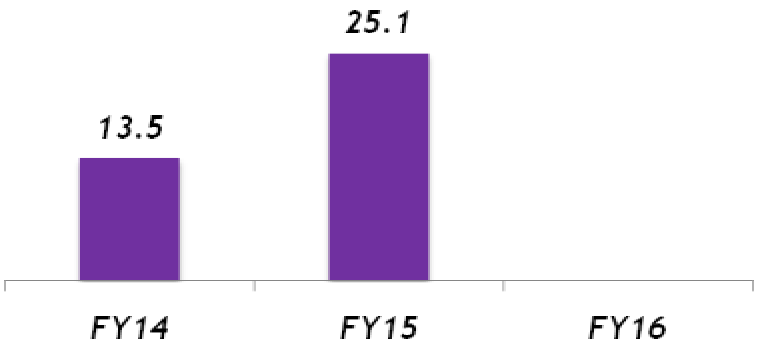

## Quarter 2




## Quarter 3



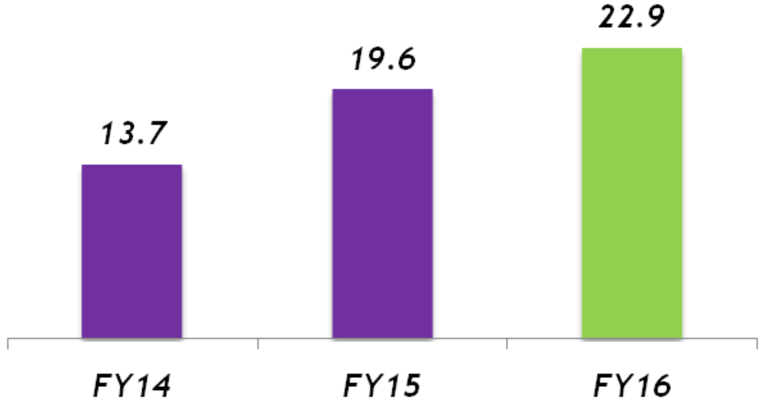

## Quarter 4



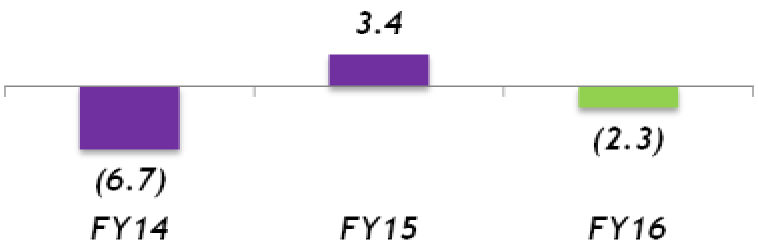

*All numbers are in Rs. Cr*

# Quarterly PAT Trend

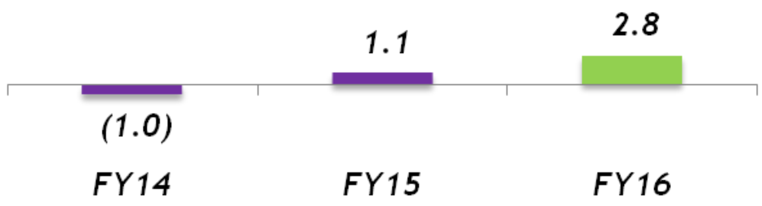
## Quarter 1



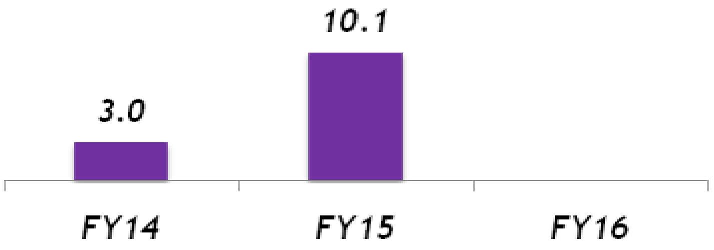

## Quarter 2




## Quarter 3




## Quarter 4

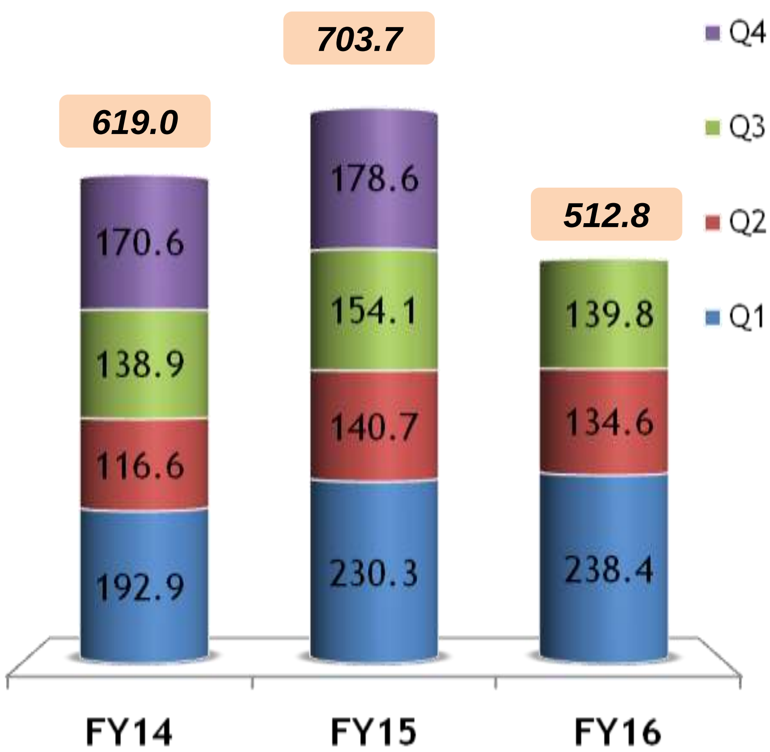



*All numbers are in Rs. Cr*

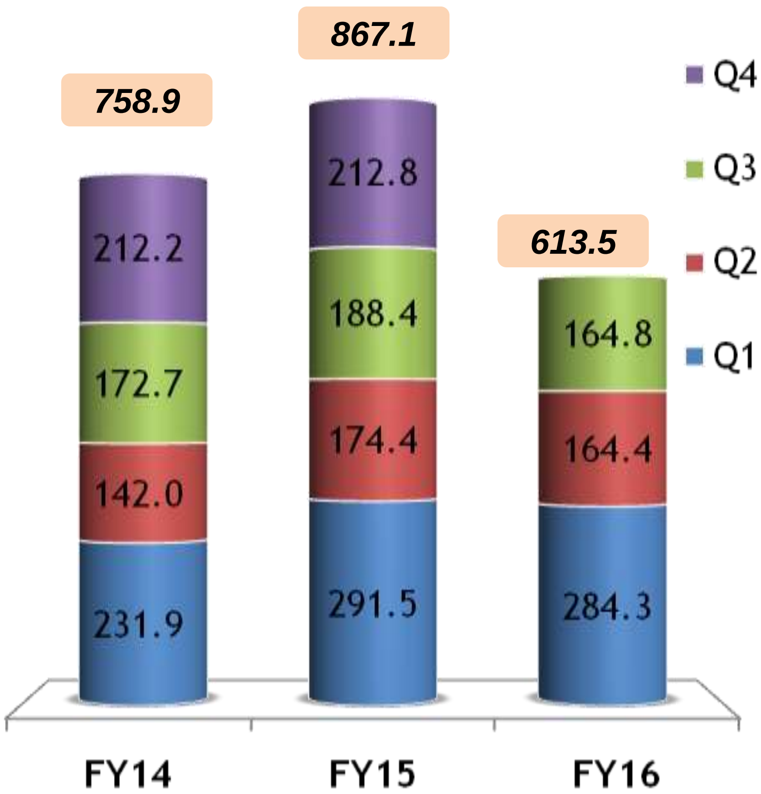
# Segment wise Financial Highlights

# Building Products Segment

*Sales ('000 MT)*

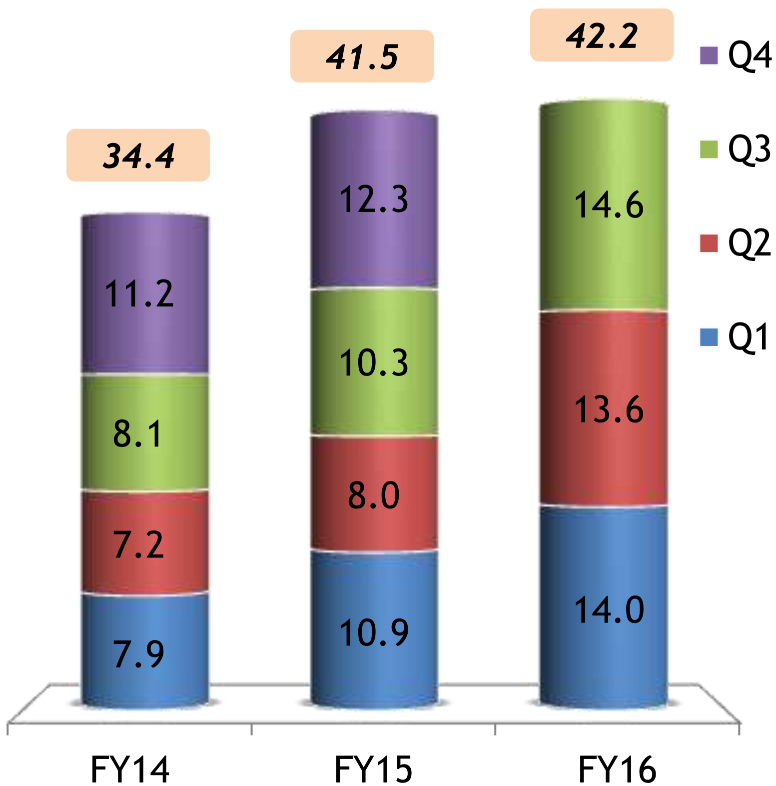



*Revenue (Rs. Cr)*

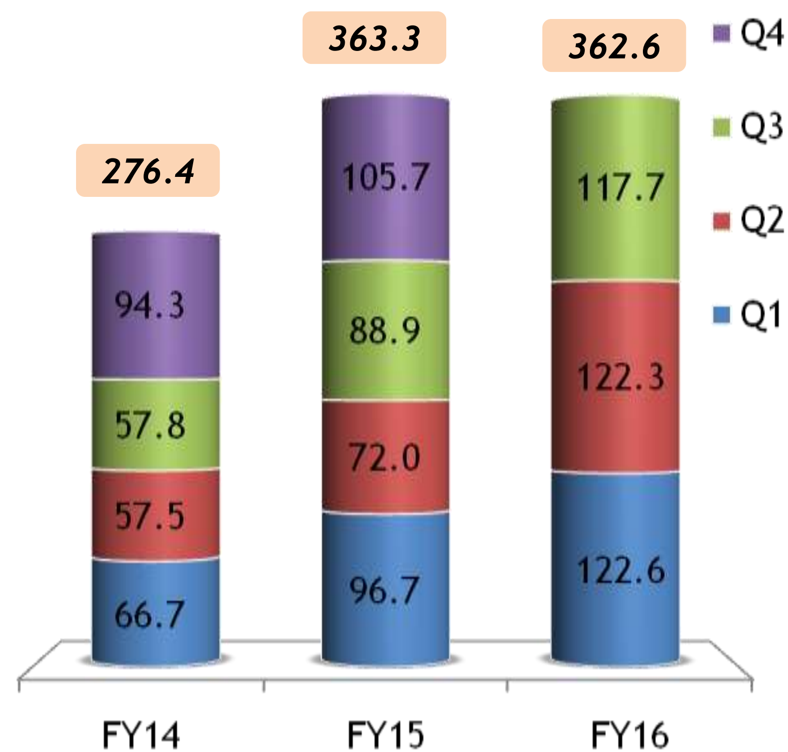


# Steel Buildings Segment

*Sales ('000 MT)*




*Revenue (Rs. Cr)*



# For further information, please contact:


**Company :**

Everest Industries Ltd.
CIN: L74999MH1934PLC002093

Mr. Rakesh Gupta

**Investor Relations Advisors :**

Stellar IR Advisors Pvt. Ltd.
CIN: U74900MH2014PTC259212

Mr. Gaurang Vasani
vgaurang@stellar-ir.com

www.stellar-ir.com