



EVEREST INDUSTRIES LIMITED

9M / Q3-FY19 EARNINGS PRESENTATION

Company Overview:

Everest Industries Limited, incorporated in 1934, has a rich history in the manufacturing of Building products and Steel products. Everest offers a complete range of roofing, ceiling, wall, flooring, and cladding products distributed through a large network, as well as EPC of pre-engineered steel buildings for industrial, commercial, and residential applications. It is one of the leading building solutions providers in India, providing detailed technical assistance in the form of designs, drawings, and implementation for every project.

9M-FY19 Business Mix (Standalone Revenue Share %):

- **Building products (65%)** – includes roofing sheets, fibre cement boards and solid wall panels.
- **Steel buildings (35%)** – offers customised building solutions like Pre-Engineered Steel Buildings and Smart Steel Buildings.

Manufacturing and Distribution Network:

- 6 Building Products plants and 2 Steel Buildings and Component Plants.
- 32 Sales Depot, over 6,000 Dealer Outlets, serving over 600 cities & 100,000 villages.

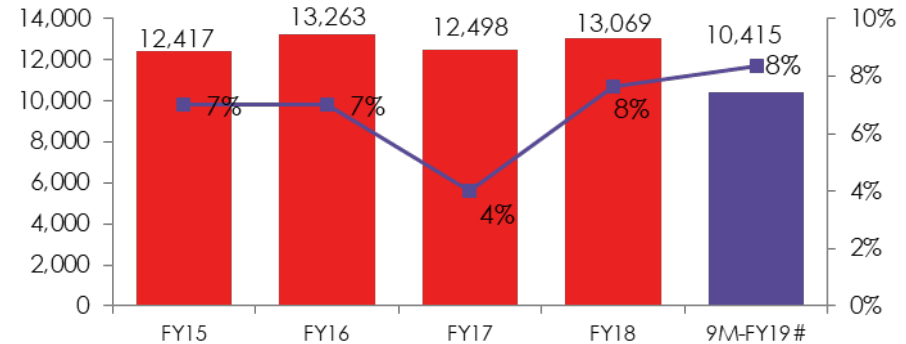
9M-FY19 Financial Snapshot (Standalone):

Total Income*	EBITDA	Total Comprehensive Income
INR 10,415 Mn	INR 871 Mn	INR 494 Mn
Up 11.48% Y-o-Y	EBITDA Margins 8.36%	Margins 4.74%

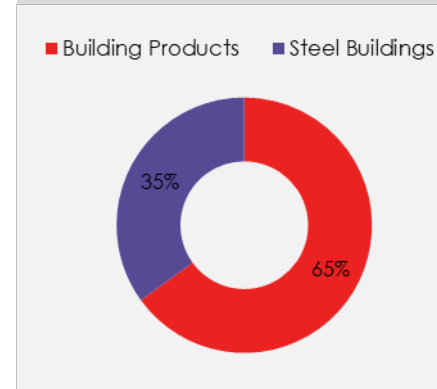
*Includes other income

- Everest Industries Limited (Everest) has over 8 decades of experience in building products and is the pioneer of fibre cement products in India.
- The company's business is built on three key pillars: Safety, Speed, and Strength.
- The vision of the company is to be the deepest penetrated housing and building solutions provider in India.
- Everest provides building products and building solutions for commercial, industrial, and residential sectors.
- The company has covered more than 1 Bn sq. mts. of industrial and residential roofs.
- The company has an impressive product range of value added products like cement boards and panels for faster and modern construction of ceilings and walls.
- It is among the largest Pre-Engineered Buildings (PEBs) companies in India, and has erected and designed more than 2,300 PEBs.

Revenue (INR Mn) and EBITDA Margin (%)*



FY18 Business Mix#



* Consolidated

Standalone

Key Financial Highlights – Standalone Historical (INR Mn)



	Current Quarter	Previous Quarter	Current Quarter Last Year	Current Year	Last Year
Particulars	Q3-FY19	Q2-FY19	Q3-FY18	9M-FY19	9M-FY18
Total Income*	3,092	3,140	2,935	10,415	9,343
EBITDA	233	195	212	871	695
EBITDA Margin	7.54%	6.21%	7.22%	8.36%	7.44%
Net Profit (after tax)	115	87	94	495	309
PAT Margin	3.72%	2.77%	3.20%	4.75%	3.31%
Total Comprehensive Income**	114	87	100	494	326
Diluted EPS (INR per share)	7.32	5.58	6.45	31.69	21.05

*Includes other income, ** In line with financial statements published

All numbers as per IND-AS

Q3-FY19 – Standalone Income Statement (INR Mn)



Particulars	Q3-FY19	Q3-FY18	Y-o-Y	Q2-FY19	Q-o-Q
Total Income*	3,092	2,935	5.3%	3,140	(1.5)%
Total Expenses	2,859	2,723	5.0%	2,945	(2.9)%
EBITDA	233	212	9.9%	195	19.5%
EBITDA Margin	7.54%	7.22%	32 Bps	6.21%	133 Bps
Depreciation	55	61	(9.8)%	56	(1.8)%
Finance Cost	23	29	(20.7)%	24	(4.2)%
Exceptional items	-	-	NA	-	NA
PBT	155	122	27.0%	115	34.8%
Tax	40	28	42.9%	28	42.9%
Profit After Tax	115	94	22.3%	87	32.2%
PAT Margin	3.72%	3.20%	52 Bps	2.77%	95 Bps
Other Comprehensive Income	(1)	6	NA	-	NA
Total Comprehensive Income	114	100	14.0%	87	31.0%
Diluted EPS (INR per share)	7.32	6.45	13.5%	5.58	31.2%

*Includes other income

9M-FY19 – Standalone Income Statement (INR Mn)



Particulars	9M-FY19	9M-FY18	Y-o-Y
Total Income*	10,415	9,343	11.5%
Total Expenses	9,544	8,648	10.4%
EBITDA	871	695	25.3%
EBITDA Margin	8.36%	7.44%	92 Bps
Depreciation	169	177	(4.5)%
Finance Cost	61	97	(37.1)%
Exceptional items	-	17	NA
PBT	641	404	58.7%
Tax	146	95	53.7%
Profit After Tax	495	309	60.2%
PAT Margin	4.75%	3.31%	144 Bps
Other Comprehensive Income	(1)	17	NA
Total Comprehensive Income	494	326	51.5%
Diluted EPS (INR per share)	31.69	21.05	50.5%

*Includes other income

H1-FY19 Balance Sheet – Standalone (INR Mn)



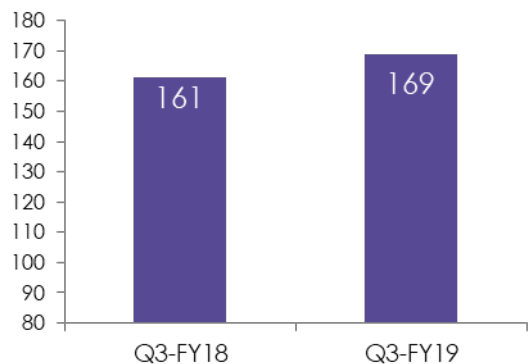
EQUITIES & LIABILITIES	H1-FY18	H1-FY19	ASSETS	H1-FY18	H1-FY19
Shareholder Funds			Non Current Assets		
Share Capital	155	156	Property, Plant and Equipment	3,364	3,408
Other Equity	3,464	4,094	Intangible Assets	5	17
Total -Shareholder Funds	3,619	4,250	Capital Work In Progress	199	198
			Other Financial assets	152	153
Non Current Liabilities			Income tax assets (net)	351	290
Long Term Borrowings	637	522	Non-current investments	159	4
Deferred Tax Liabilities (Net)	315	284	Long term loans & advance	-	-
Other Long Term liabilities	-	-	Other non-current assets	26	17
Long Term provisions	-	-	Total - Non – Current Assets	4,256	4,087
Total - Non – Current Liabilities	952	806	Current Assets		
Current Liabilities			Inventories	2,151	2,536
Short term Borrowings	679	100	Trade Receivables	907	813
Trade Payables	1,450	1,802	Cash & Bank Balances	52	305
Loans	291	268	Bank balance other than above	4	4
Other Financial Liabilities	343	241	Other financial assets	128	85
Other Current Liabilities	771	526	Short-term loans & advances	-	-
Short-term provisions	69	221	Other current assets	676	384
Total – Current Liabilities	3,603	3,158	Total – Current Assets	3,918	4,127
GRAND TOTAL - EQUITIES & LIABILITES	8,174	8,214	GRAND TOTAL – ASSETS	8,174	8,214

- Revenue for the Quarter increased from INR 291 Cr to INR 307 Cr and Operating profit increased from INR 12.2 Cr to INR 15.4 Cr.
- Everest is working on adding more value added products to improve its margins and with a focus on brand development through deeply penetrated marketing activities.
- As a company Everest is looking to best optimize its working capital management and increase business efficiencies to compensate the inflationary cost pressure.
- Everest continues to keep improvising and maintain its track by launching newer and better products with different variety of mixes, Everest Super (colored roofing sheets) launched earlier is gaining good acceptability amongst all the markets that in which it has been introduced.

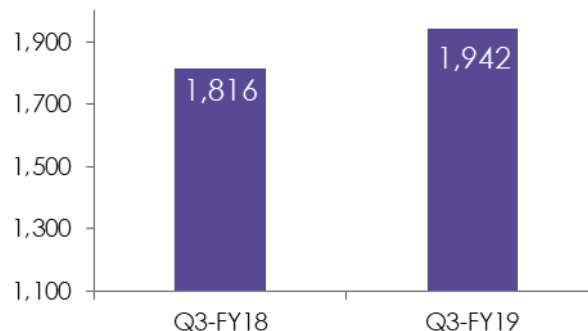
9M / Q3-FY19 Operational
Highlights – Building
Products



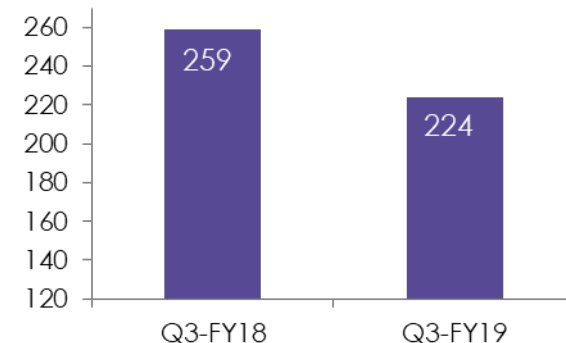
Sales (`000 MT)



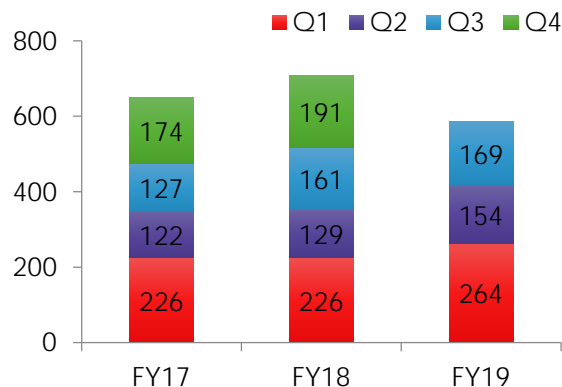
Revenue (INR Mn)



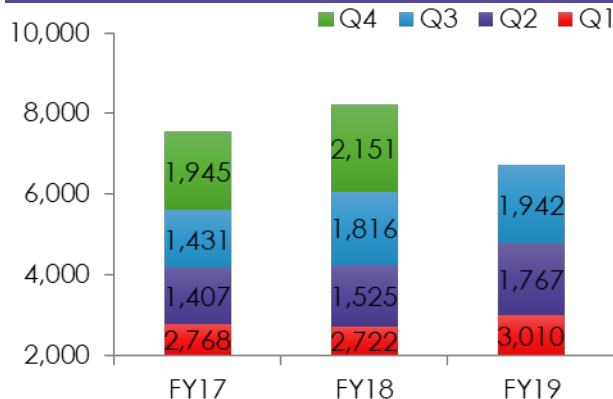
PBIT (INR Mn)



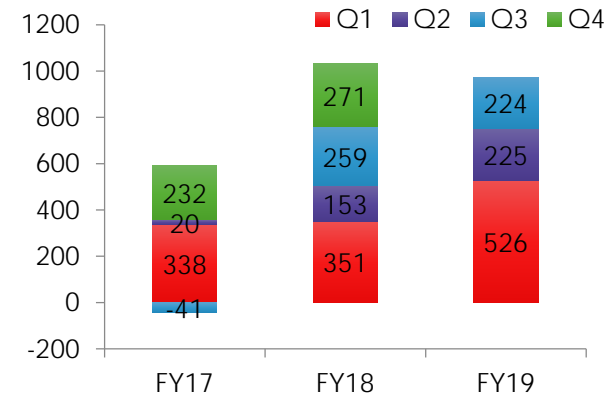
Sales (`000 MT)



Revenue (INR Mn)



PBIT (INR Mn)



- Revenue up by 6% vis a vis Q3-FY18.
- Market share up 1% vs. same quarter last year.
- Everest Super has resulted in higher sales. This waterproof and colorful product is a cost effective alternative to metal roofing sheets.
- Focused marketing efforts in identified markets has led to higher volumes in roofing products.
- Strong product mix (complete building solutions) with an added stimulus on value added products.

- India is the 2nd fastest growing major economy in the world and in spite of global economic scenario, the building construction and infrastructure industry in india continues to grow.
- The demand in the building materials industry is likely to be boosted by the robust measures that the current government is taking, also with the upcoming election there would be more rural spending lead by various public and private authorities leading to better housing and infrastructure facilities.
- Rather than repairing or renovating, much of the construction work involves completely new projects, completely new designs – and completely new roofing materials.
- Under Pradhan Mantri Awas Yojana scheme launched by the government of India, Till December 30 this year, around 3,39,713 beneficiaries have availed the CLSS (Credit Link Subsidy Scheme).
- The government has set a target of one crore houses to be constructed in urban areas across the country by 2022. According to an official figure, till December 12, a total 65,43,970 houses have been approved for construction under the PMAY(U) across the country.
- Improved standard of living along with shifting preference for newer and improved building material would be the key driving factors for demand.
- Inclination towards the holistic solution, with durable, cost effective and visual appealing products will drive the demand under this segment.
- Real estate developers, in meeting the growing need for managing multiple projects across cities, are also investing in centralised processes to source material from organized companies and hiring qualified professionals in areas like project management, architecture and engineering

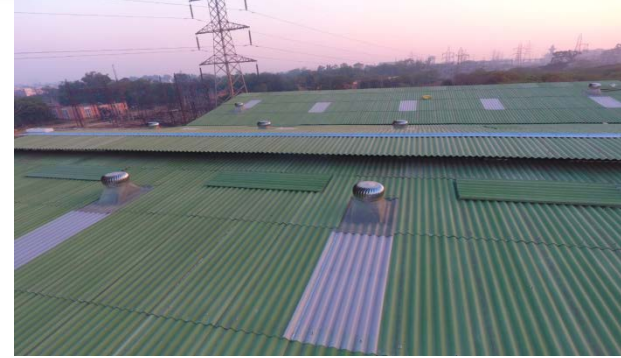
Everest Roofing Products



Everest Super
Poultry Farm - Puri, Odisha



Everest Super
B.S. Farms, Village Bhojraj, Haryana



Everest Super
BRS Alloys, Hisar

Fibre Cement Boards and Panels



Rapicon and CWP
The Sunset Resort, North Goa



Cladding
Residential Site, Bareilly



Fibre Cement Boards
DLF Cyber city, Gurgaon

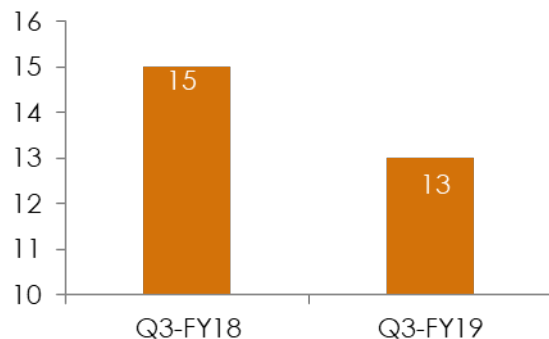
9M / Q3-FY19
Operational
Highlights – Steel
Buildings



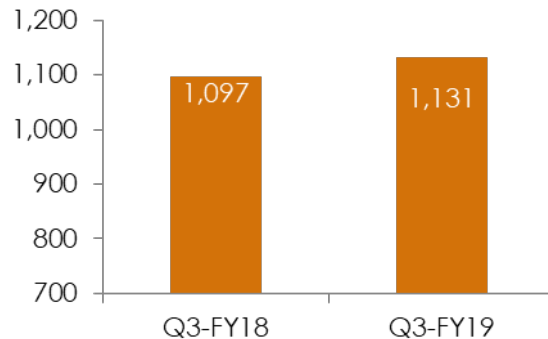
Steel Building Performance - Standalone



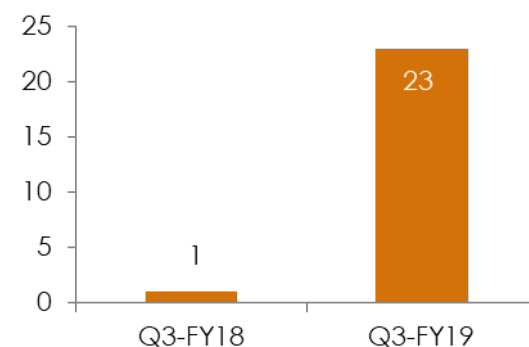
Sales ('000 MT)



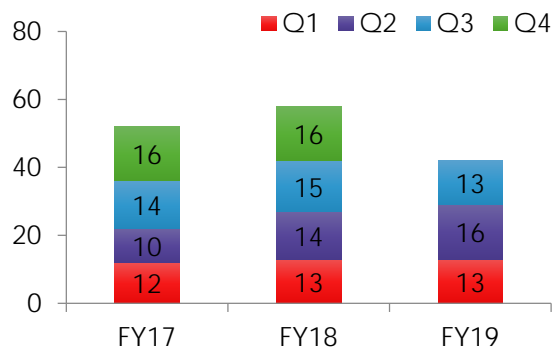
Revenue (INR Mn)



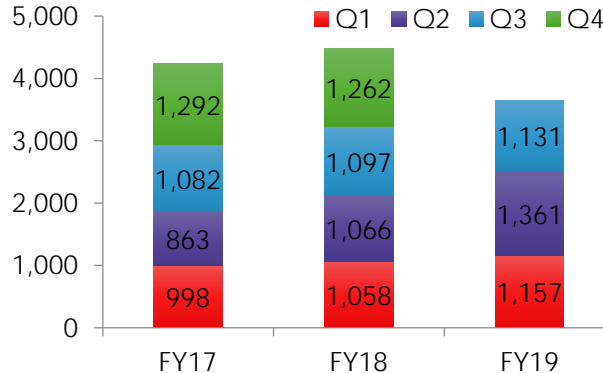
PBIT (INR Mn)



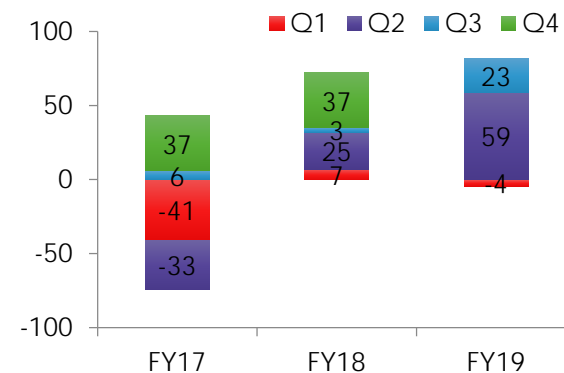
Sales ('000 MT)



Revenue (INR Mn)



PBIT (INR Mn)



- Committed to timely hand over of projects to customers with Industry benchmark quality.
- Strong order book of over 27,000 MT in pipeline and build turnkey projects which provides strong revenue visibility for 1-2 years; executable over 15 months.
- Improved Project execution is the key to success of this business.
- Profitability improved driven by improvement in execution cycle and large projects.

- As the country progress from developing to developed economy there is growing need of speedier and safer construction which is the buzzword today in India's booming Construction & infrastructure industry.
- Everest is likely to benefit by increase in acceptance of Pre Engineered buildings in various upcoming Factories, Modernization and Newer airports under (Govt initiative Udaan), Metro rail projects in almost all Teir I and Tier II cities, IT parks, Retail Malls.
- Potential growth in residential, healthcare, sports, hospitality and transportation will drive the demand for Pre-Engineered buildings in coming years.
- Increasing construction spending in Industrial and Commercial sector will propel the need for quicker construction techniques and methods.
- With economic development in emerging countries like India, has enhanced the Infrastructural needs with a focus on Safer, Speedier and Smarter construction



Humboldt Wedag India Pvt Ltd – Faridabad, Haryana



Acrysil Limited - Bhavnagar, Gujrat



Vijay Technocrafts Pvt Ltd - Shimoga, Karnatka



UPA Ltd – Solar installation, UP.



NSC Projects PVT LTD - Halwara, Punjab



MASCOR PRECISIONS PVT LTD -Aurangabad, Maharastra

Historical Financial Statements



Particulars	FY15	FY16	FY17 [#]	FY18 [#]
Total Income*	12,410	13,263	12,372	12,786
Total Expenses	11,486	12,266	11,856	11,797
EBITDA	924	997	516	989
EBITDA Margin	7.45%	7.52%	4.17%	7.74%
Depreciation	254	256	255	236
Finance Cost	187	228	208	126
Exceptional Items	-	-	-	16
PBT	483	513	53	611
Tax	141	160	13	104
Profit After Tax	342	353	40	507
PAT Margin	2.76%	2.66%	0.32%	3.97%
Other Comprehensive Income	-	-	(2)	13
Total Comprehensive Income	342	353	38	520
Diluted EPS (INR per share)	22.45	23.00	2.48	33.54

*Total income includes other income #As per IND-As

EQUITIES & LIABILITIES	FY17	FY18	ASSETS	FY17	FY18
Shareholder Funds			Non Current Assets		
Share Capital	154	156	Property, Plant and Equipment	3,436	3,385
Other Equity	3,249	3,814	Intangible Assets	8	21
Total -Shareholder Funds	3,403	3,970	Capital Work In Progress	47	205
			Other financial assets	122	134
Non Current Liabilities			Income tax assets (net)	368	365
Long Term Borrowings	914	511	Non-current investments	175	4
Deferred Tax Liabilities (Net)	314	288	Long term loans & advance	-	-
Other Long Term liabilities	-	-	Other non-current assets	26	28
Long Term provisions	-	-			
Total - Non – Current Liabilities	1,228	799	Total - Non – Current Assets	4,182	4,142
Current Liabilities			Current Assets		
Short term Borrowings	884	258	Inventories	2,346	2,475
Trade Payables	1,606	1,502	Trade Receivables	990	661
Deposit from Business Partners	286	302	Cash & Bank Balances	105	193
Other Financial Liabilities	258	157	Bank balance other than above	4	4
Other Current Liabilities	684	736	Other financial assets	345	89
Short-term provisions	54	52	Short-term loans & advances	-	-
Income Tax Liability (Net)	-	131	Other current assets	431	343
Total – Current Liabilities	3,772	3,138	Total – Current Assets	4,221	3,765
GRAND TOTAL - EQUITIES & LIABILITES	8,403	7,907	GRAND TOTAL – ASSETS	8,403	7,907

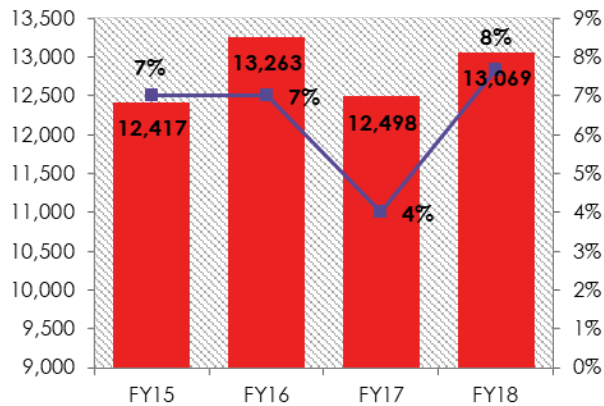
Particulars	FY15	FY16	FY17#	FY18#
Total Income*	12,417	13,263	12,498	13,069
Total Expenses	11,493	12,274	11,990	12,070
EBITDA	924	989	508	999
EBITDA Margin	7.44%	7.46%	4.06%	7.64%
Depreciation	254	256	255	235
Interest	187	228	208	126
PBT	483	505	45	638
Tax	141	160	15	107
Profit After Tax	342	345	30	531
PAT Margin	2.75%	2.60%	0.24%	4.06%
Other Comprehensive Income	-	-	(2)	13
Total Comprehensive Income	-	-	28	544
Diluted EPS (INR per share)	22.46	22.61	1.85	35.08

Balance Sheet – Consolidated (INR Mn) IND-AS

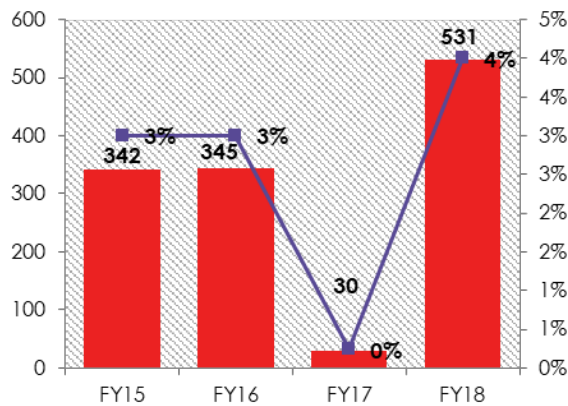


Equity & Liabilities	FY17	FY18	Assets	FY17	FY18
Shareholder's Funds			Assets		
Share Capital	154	156	Non-Current Assets		
Other Equity	3,233	3,824	Property, Plant and Equipment	3,438	3,385
Minority Interest	2	-	Intangible Assets	8	21
Total Shareholder's Fund	3,389	3,980	Capital Work-in-Progress	180	205
			Other Financial Assets	122	134
Long-Term Borrowings	914	511	Long-Term Loans and Advances	-	-
Deferred Tax Liabilities (Net)	314	288	Other Non-Current Assets	26	28
Long-Term Provisions	-	-	Income Tax Assets (Net)	367	365
Non-Current Liabilities	1,228	799	Total Non Current Assets	4,141	4,138
Current Liabilities			Current Assets		
Short-Term Borrowings	884	258	Inventories	2,347	2,475
Trade Payables	1,654	1,578	Trade Receivables	1,019	706
Deposit from business partners	286	302	Cash and Cash Equivalents	132	226
Other Current Liabilities	698	747	Bank Balances Other than above	5	4
Short-Term Provisions	54	52	Short-Term Loans and Advances	-	-
Other Financial Liabilities	264	174	Other Current Assets	468	383
Income Tax Liability (Net)	-	131	Other financial assets	345	89
Total Current Liabilities	3,840	3,242	Total Current Assets	4,316	3,883
TOTAL EQUITY AND LIABILITIES	8,457	8,021	TOTAL ASSETS	8,457	8,021

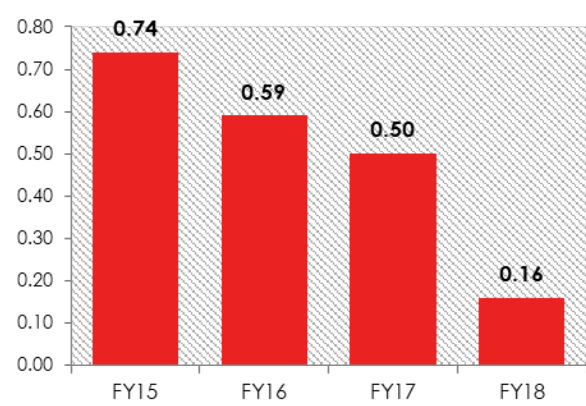
Revenue (INR Mn) and EBITDA Margin (%)



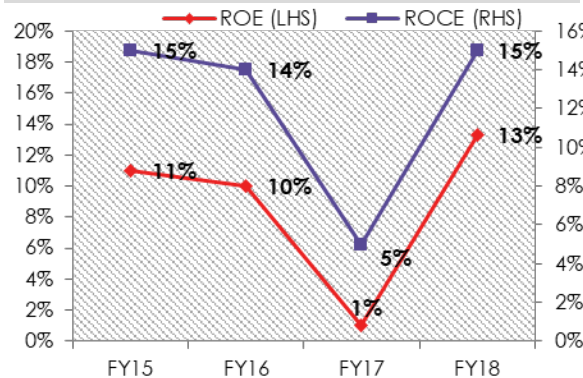
PAT (INR Mn) & PAT Margin (%)



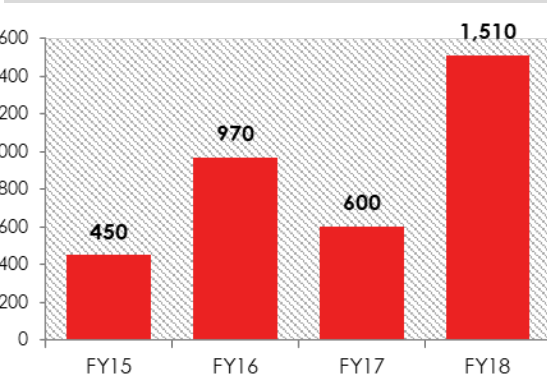
Net Debt to Equity Ratio



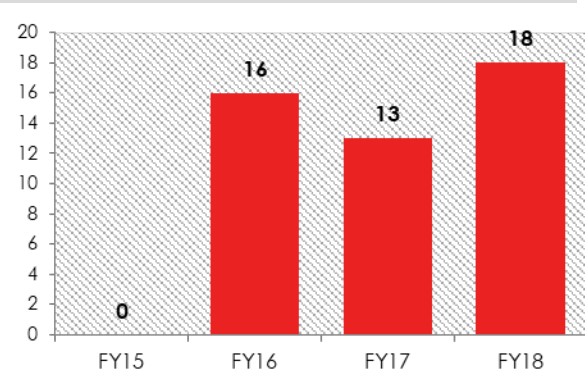
ROE & RoCE



Operating Cash Flow (INR Mn)

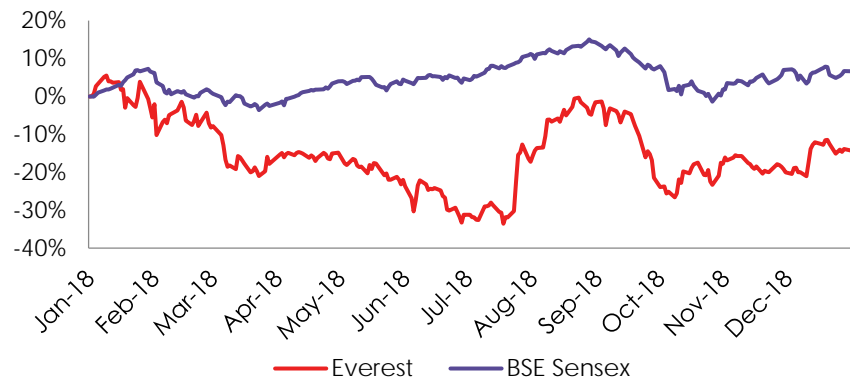


Working Capital Days



Note: FY17 and FY18 numbers As per IND-As

SHARE PRICE PERFORMANCE (AS ON 31ST DECEMBER 2018)



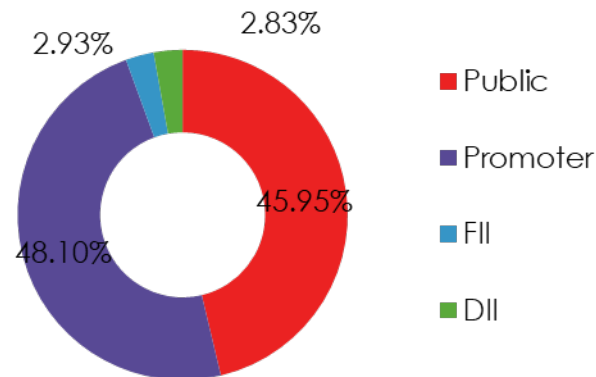
PRICE DATA (AS ON 31ST DECEMBER 2018)

Face Value (INR)	10.00
Market Price (INR)	503.6
52 week H/L (INR)	636.90/380.45
Market Cap (INR Mn)	7,874
Equity Shares Outstanding (Mn)	15.6
12 Month Avg. Trading Volume ('000)	71.6

LARGEST INSTITUTIONAL INVESTORS (AS ON 31ST DECEMBER 2018)

Vijay Kishanlal Kedia	6.08%
HDFC Small Cap Fund	2.63%

SHAREHOLDING PATTERN (AS ON 31ST DECEMBER 2018)



The earnings call to discuss financial and operational performance for 9M / Q3-FY19 with Mr. Manish Sanghi, Managing Director and Mr. Nikhil Dujari, CFO will be held on:

- Date: Tuesday, 29th January, 2019
- Time: 11:00 AM
- Primary Dial-in Numbers: **+91 22 6280 1341**

Everest Industries Limited Disclaimer:

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Everest Industries Limited ("Company" or "Everest Industries Limited"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

For further details, please feel free to contact our Investor Relations Representatives:



Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-4903-9500
Email: everest@valoremadvisors.com