



Result Update

October 2013

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Key Highlights & Developments



► Greenfield expansion of 100,000 MT

- Commercial production commenced
- No cost or time over-run in project implementation
- Smooth start up, Very low rejection during trial & commercial production
- Very good acceptance from the market place
- Advantage of the Plant:
 - Improved ability to address Eastern market
 - Savings in logistics cost
 - Ability to supply larger volumes at more remunerative realisations
- Primarily to supply to Orissa & Jharkhand

The total capacity of Building Product Segment has reached 810,000 MT

► Greenfield expansion of 30,000 MT at Dahej, Gujarat

- Healthy (>one year) order book necessitated the need for a new plant
- Total Cost of Project – Rs. 50 Crores
- Land acquired, Bhoomi Pujan done and Foundation work commenced
- Commercial operation is expected by mid 2014
- Advantages of new plant
 - State of the art plant
 - Will cater to orders for Western & Southern India
 - Savings in Freight Cost & Improved customer service including faster deliveries to customers



Post expansion the total capacity of the PEB Business will reach 60,000 MT

- ◆ **Current Order book of PEB Segment**
>36,000 MT, valued at >Rs. 275 Crores

- ◆ **Achieved landmark of completion of 1,000 Steel Buildings**
 - 1,000th building handed over to Cadbury, Gwalior

- ◆ **Completion of landmark projects**
 - First of its kind project in India - Multi-storied building for a flour mill in Beawar, Rajasthan valued at Rs. 10.5 Crores
 - Four storied Building at IIT Mumbai used for Laboratory, Office and Workshop



Quarter Financials



Profitability Statement



Rs. in Crores	Q2 FY14	Q2 FY13	YoY%	H1 FY14	H1 FY13	YoY
Revenues	199.5	222.1	(10%)	498.2	514.7	(3%)
Raw Material	116.6	113.7		285.0	270.3	
Manpower Cost	25.8	22.7		52.2	46.5	
Other Operating Expenses	66.1	62.2		142.3	130.8	
EBITDA	(8.9)	23.5	(138%)	18.7	67.1	(72%)
EBITDA Margin	(4.5%)	10.6%		3.7%	13.0%	
Other Income	6.9	1.5		7.8	3.4	
Depreciation	6.3	5.6		11.9	10.7	
Interest	1.9	1.5		4.0	2.9	
Tax	(3.6)	5.5		3.5	18.2	
Net Profit	(6.7)	12.4	(154%)	7.1	38.7	(82%)
Net Profit Margin	(3.3%)	5.6%		1.4%	7.5%	
Earning Per Share (EPS) ^	(4.4)	8.3		4.7	25.7	

^ - Not Annualised

Balance Sheet



Rs. in Crores	September-13	March-13
Shareholder's Fund	297	290
Share capital	15	15
Reserves & Surplus	282	275
Non-current liabilities	89	91
Long term borrowings	54	59
Other non-current liabilities	36	32
Current liabilities	362	320
Short term borrowings	96	95
Other current liabilities	267	225
Total Liabilities	749	701
Non-current assets	336	292
Fixed assets	267	248
Long-term loans and advances	70	43
Current assets	412	409
Inventories	253	254
Trade receivables	54	52
Cash and bank balances	37	53
Other current assets	68	50
Total Assets	749	701

♦ Income from operations declined by 10% at ~Rs. 200 Crores

- Lower volumes in Building Products on account of:
 - Extended monsoon which is still continuing in some part of country affecting construction activity in Rural India
 - Sluggish market conditions due to Economic instability, liquidity-crunch in the markets
 - Slowdown in infrastructure and housing spending
- Lower volume in Steel Building Segment mainly due to:
 - Extended monsoon affected civil construction activity at customers site delayed off-take
 - Delay in off-take for certain projects by customers as Financial tie-up took longer than expected

♦ EBIDTA Loss of Rs. 8.9 Crores mainly due to :

- Rupee Depreciation led to Significant increase in Raw Material cost for roofing
 - Chrysotile fibre which is imported and constitute 65-70% of Raw Material cost
- Increase in Steel Prices affected profitability of Steel Building Segment

♦ **Improvement in Volume of Building Products mainly on account of :**

- Healthy and well spread monsoon is expected to lead to increase in rural disposal income which should result in improved demand
- Pent-up demand of last couple of quarters shall provide an opportunity to the company

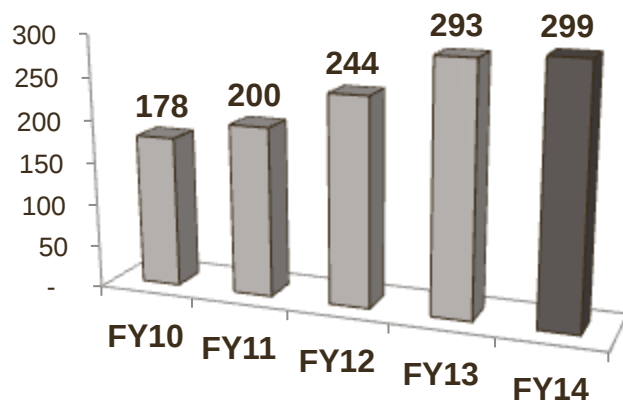
♦ **Improvement in Steel Buildings volume**

- Existing order book of over 36,000 MT backed by advances
- Post Monsoon civil construction activities at project sites is expected to pick-up

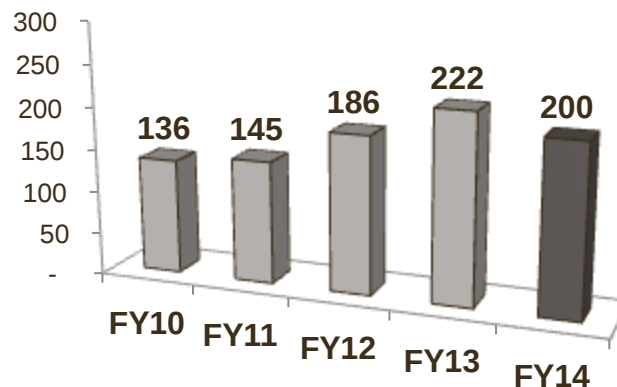
Quarterly Revenue



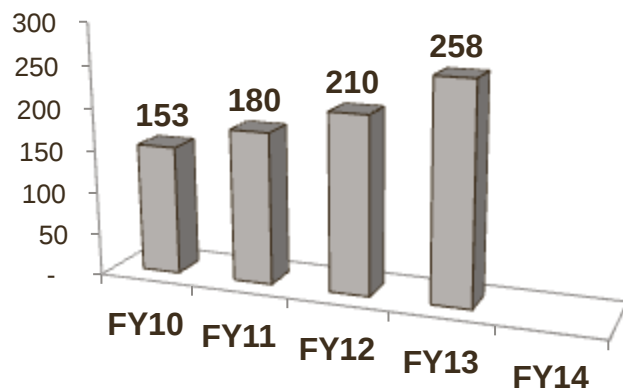
Quarter 1



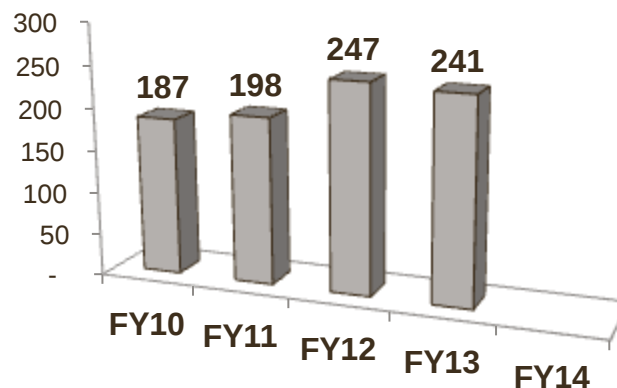
Quarter 2



Quarter 3

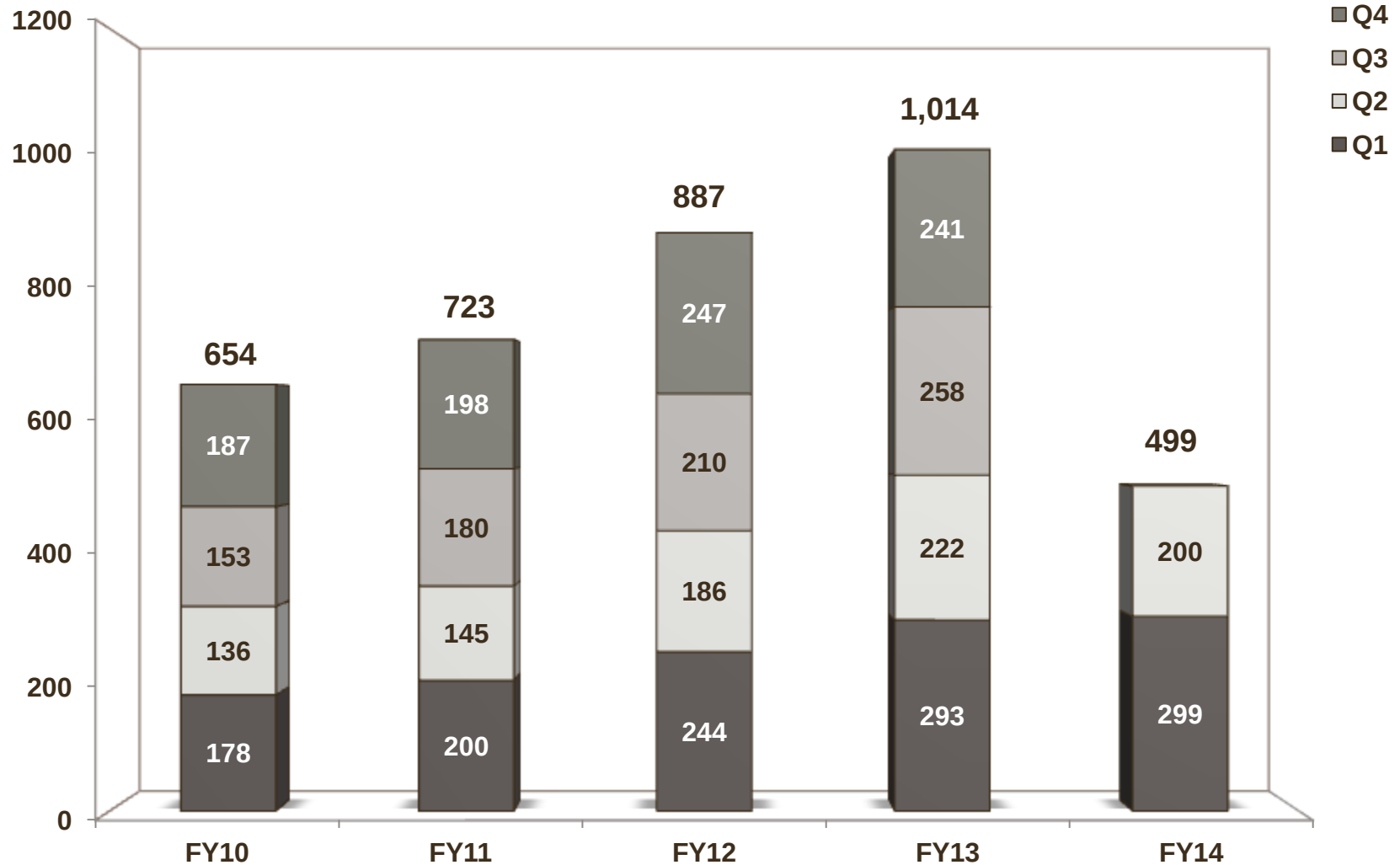


Quarter 4



All numbers are in Rs. Crores

Quarterly Revenue

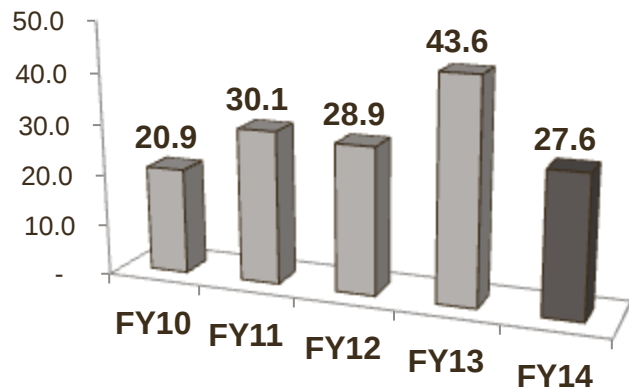


All numbers are in Rs. Crores

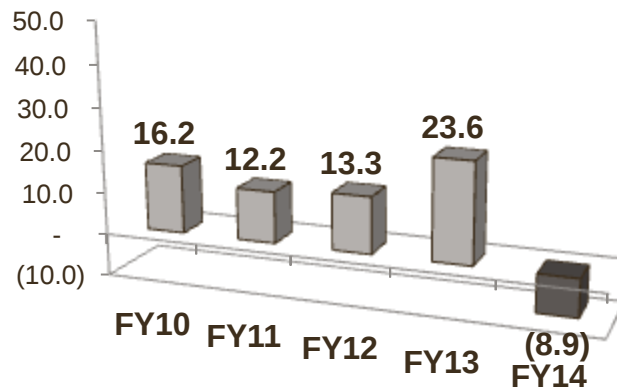
Quarterly EBITDA



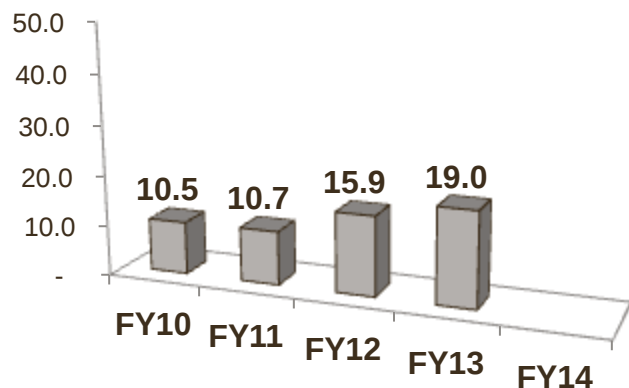
Quarter 1



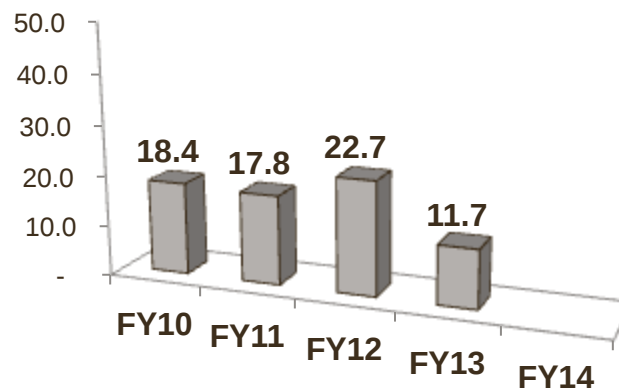
Quarter 2



Quarter 3

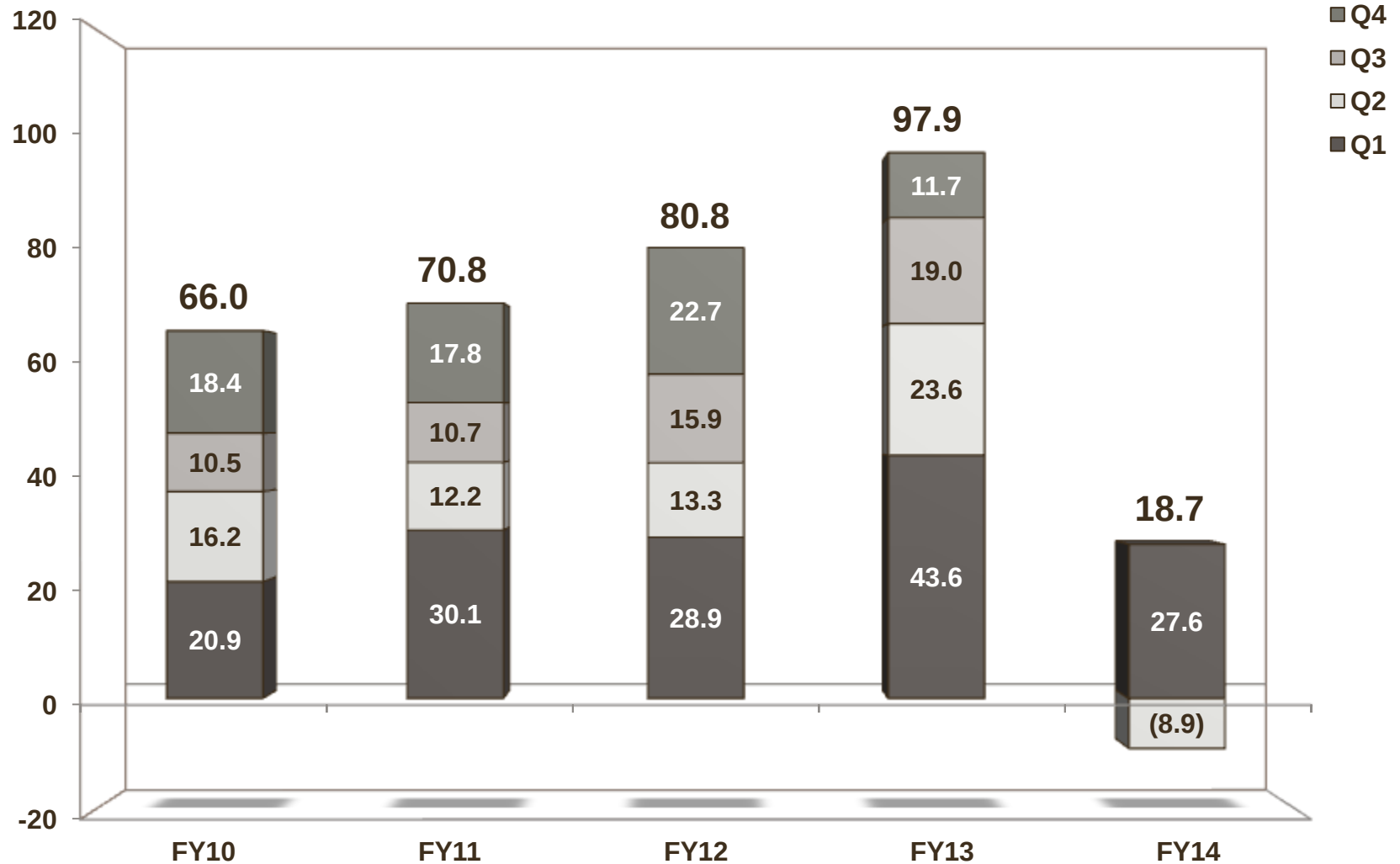


Quarter 4



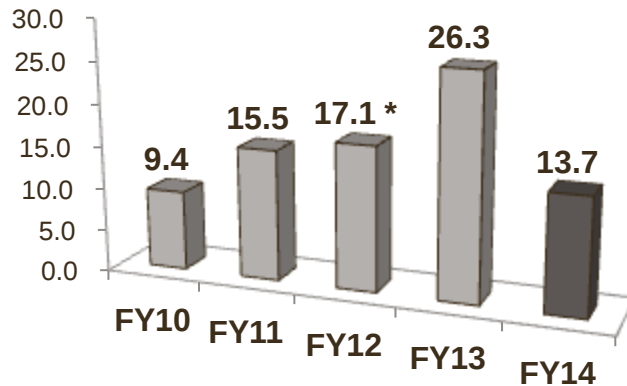
All numbers are in Rs. Crores

Quarterly EBITDA

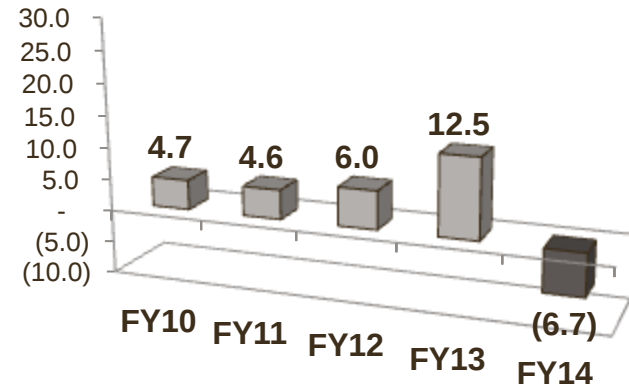


All numbers are in Rs. Crores

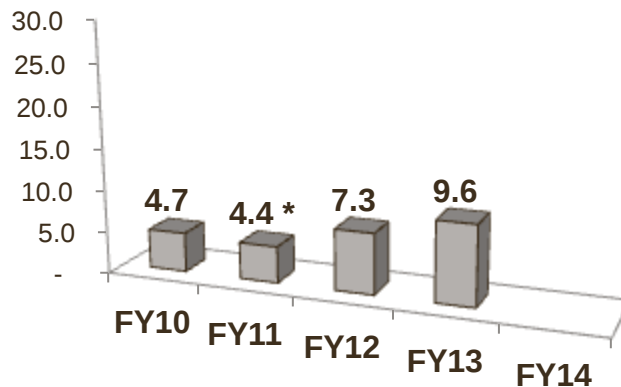
Quarter 1



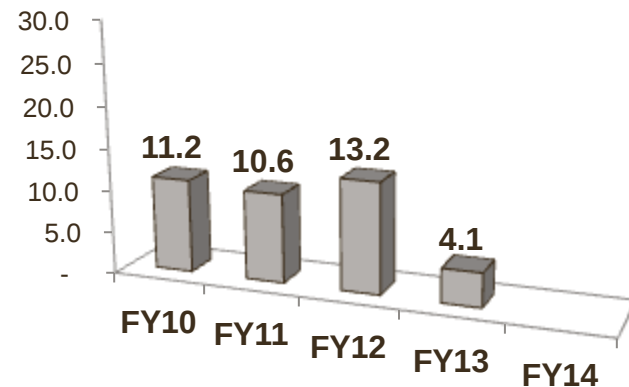
Quarter 2



Quarter 3



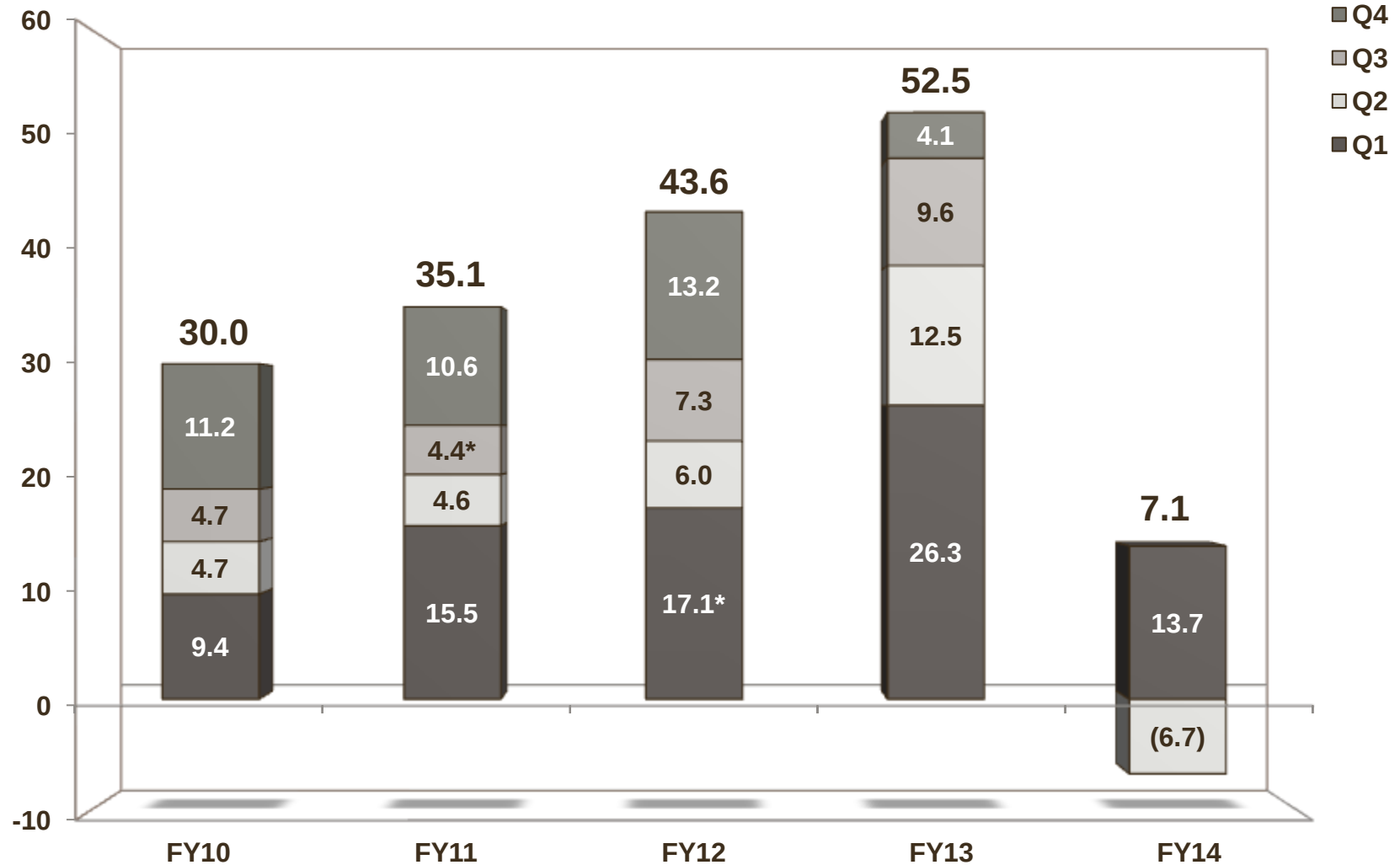
Quarter 4



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



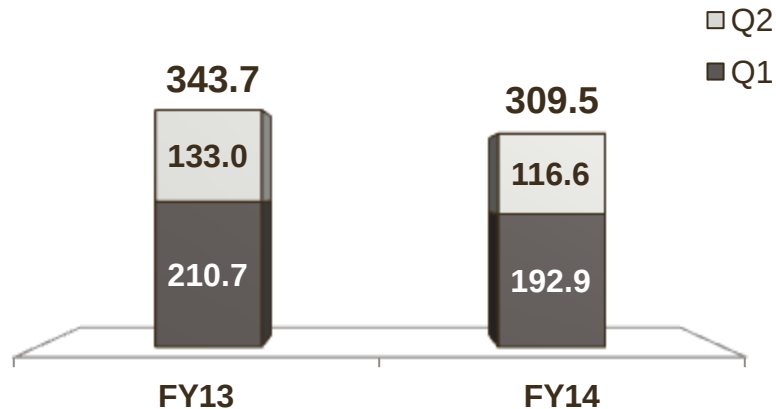
All numbers are in Rs. Crores

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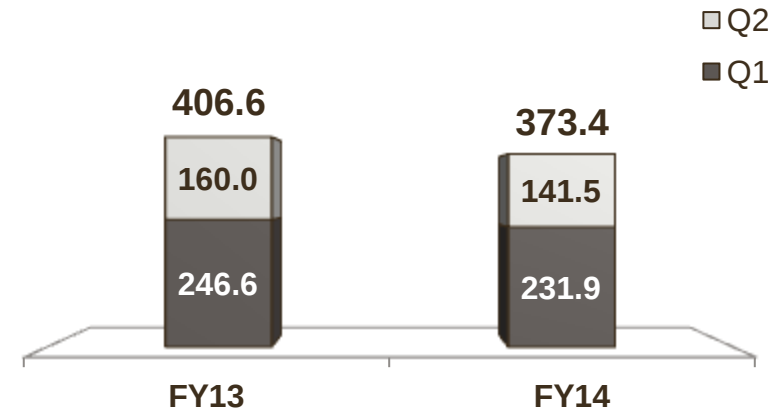
Building Products Segment



Sales ('000 MT)

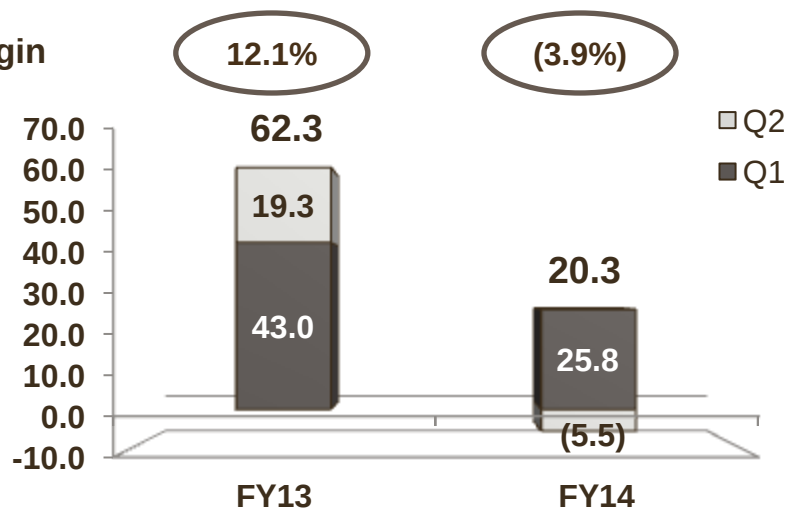


Revenue (Rs. Crores)



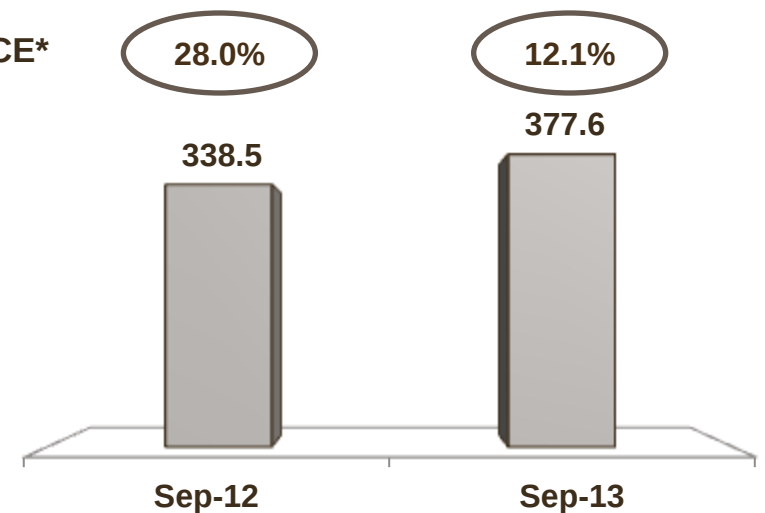
EBIT (Rs. Crores)

Margin



Capital Employed (Rs. Crores)

RoCE*

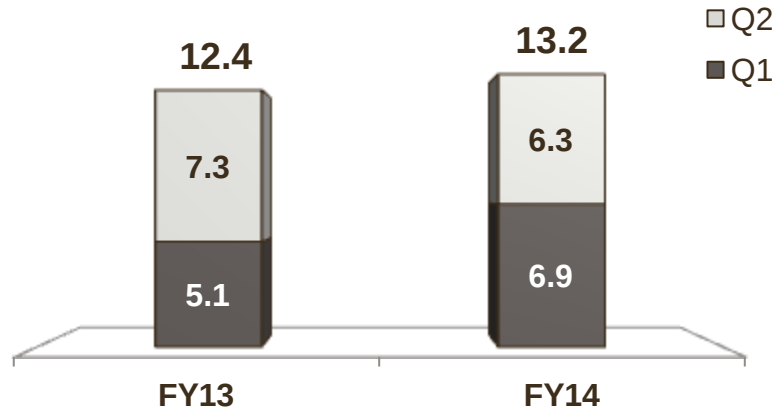


* -Based on Trailing Twelve Months (TTM)

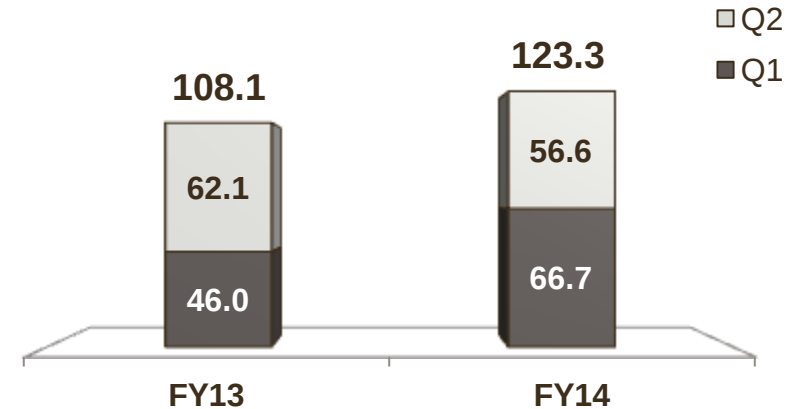
Steel Buildings Segment



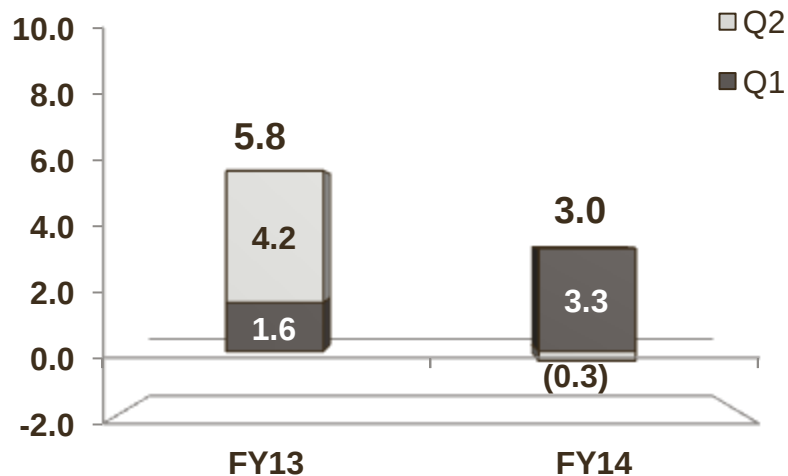
Sales ('000 MT)



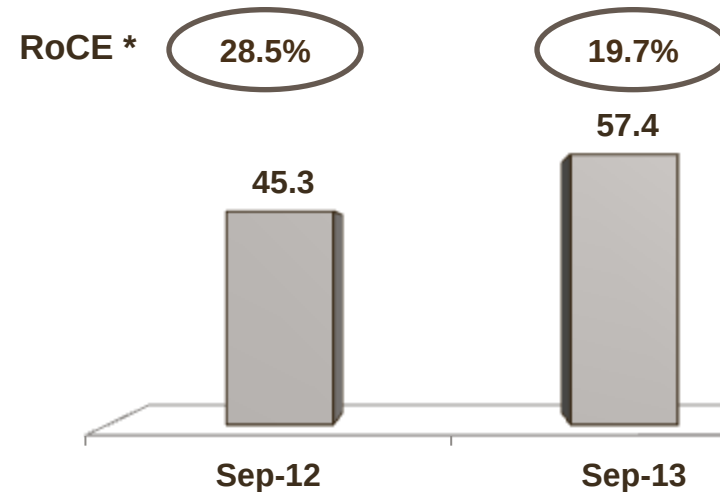
Revenue (Rs. Crores)



EBIT (Rs. Crores)



Capital Employed (Rs. Crores)



* -Based on Trailing Twelve Months (TTM)

For further information, please contact:

Company :

Everest Industries Ltd.
Mr. Rakesh Gupta
rakeshgupta@everestind.com

www.everestind.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
Mr. Jigar Kavaiya / Mr. Gaurang Vasani
kjigar@sgapl.net / vgaurang@sgapl.net

www.sgapl.net