



Result Update

October 2014

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Wide product portfolio

- ♦ **Building Products Segment**
 - *Roofing Sheets*
 - *Fibre Cement Boards*
 - *Solid Wall Panels*
- ♦ **Steel Building Segment**
 - *Pre-engineered Steel Buildings (PEB)*
 - *Smart Steel Buildings*
 - *Metal Roofings*
 - *Cladding*

Pan-India manufacturing

- ♦ **Building Products**
 - *6 locations*
 - *8,10,000 MTPA*
- ♦ **Steel Building**
 - *3 locations*
 - *42,000 MTPA (incl .12,000 MT Metal Roofing at Ranchi)*
 - *Greenfield Expansion of 30,000 MTPA under implementation at Dahej, Gujarat*

Sales & distribution

- ♦ **38 Sales Depots**
- ♦ **6,000 Dealer Outlets**
- ♦ **600+ cities**
- ♦ **100,000+ villages**
- ♦ **Exports to 20+ countries**

India's leading player in providing complete building solution

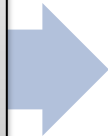
Roofing Products

- ♦ Rural housing & cattle/ poultry sheds
- ♦ Factories, warehouses, logistic parks
- ♦ Rural prosperity, Govt. thrust on rural housing
- ♦ ~33% cost of a RCC roofing



Boards & Panels

- ♦ Alternative to Conventional Construction
- ♦ High Speed Construction, Light Weight and Long life
- ♦ Large Export Market



Pre-engineered Buildings

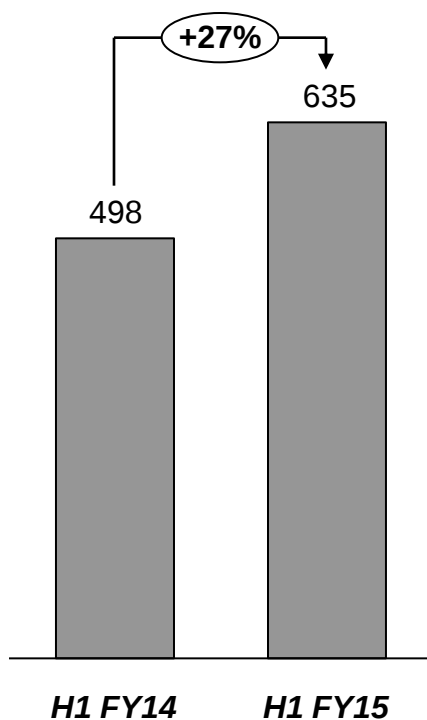
- ♦ Factories, warehouse, logistic parks, infrastructure, shopping malls
- ♦ Fast Speed of construction
- ♦ Competitive vis a vis conventional construction



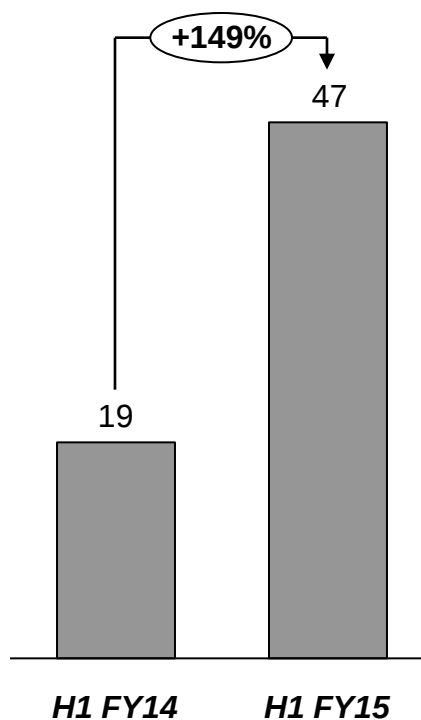
Key Highlights – Half year



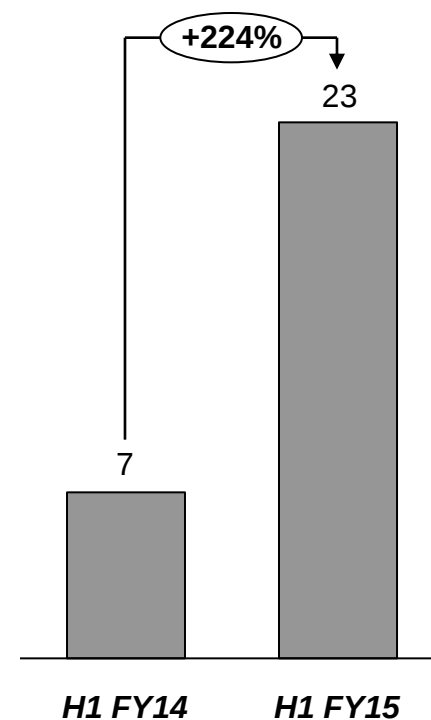
Revenue



EBITDA



PAT



All numbers are in Rs. Crores

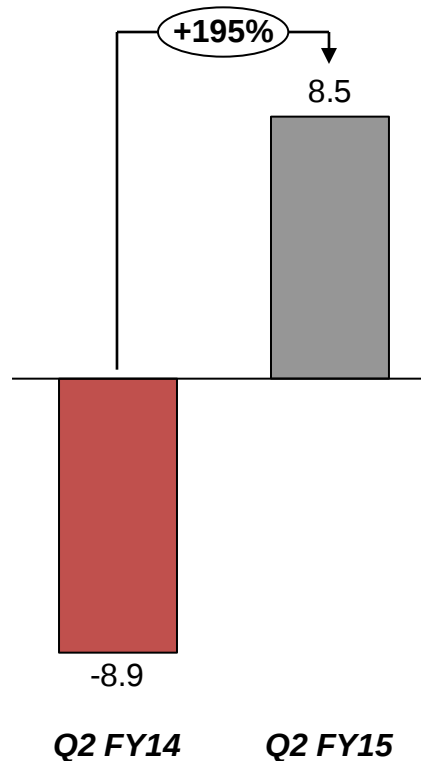
Key Highlights – Quarter



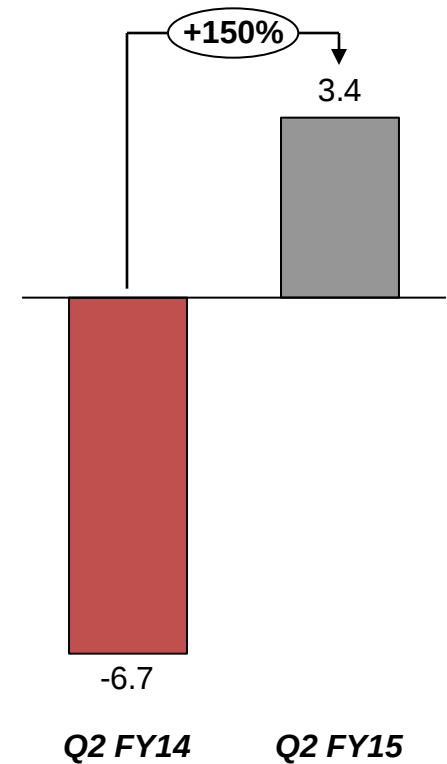
Revenue



EBITDA



PAT



All numbers are in Rs. Crores

Profitability Statement – Half Year



Rs. in Crores	H1 FY15	H1 FY14	YoY
Revenues	634.7	498.2	27%
Raw Material	371.1	285.0	
Manpower Cost	55.7	52.2	
Other Operating Expenses	161.4	142.3	
EBITDA	46.5	18.7	149%
EBITDA Margin	7.3%	3.8%	
Other Income	6.0	7.8	
Depreciation	12.6	11.9	
Interest	7.0	4.0	
Profit Before Tax	33.0	10.6	
Tax	10.0	3.5	
Net Profit	23.0	7.1	224%
Net Profit Margin	3.6%	1.4%	
Earning Per Share (EPS)^	15.1	4.7	

^ - Not Annualised

Profitability Statement - Quarterly



Rs. in Crores	Q2 FY15	Q2 FY14	YoY%	Q1 FY15	QoQ%
Revenues	246.5	199.5	24%	388.3	-37%
Raw Material	140.4	116.6		230.8	
Manpower Cost	27.8	25.8		27.9	
Other Operating Expenses	69.8	66.0		91.6	
EBITDA	8.5	(8.9)	195%	38.0	-78%
EBITDA Margin	3.5%	-4.5%		9.8%	
Other Income	5.6	6.9		0.3	
Depreciation	6.3	6.3		6.3	
Interest	3.4	1.9		3.5	
Profit Before Tax	4.5	(10.2)		28.5	
Tax	1.1	-3.6		8.9	
Net Profit	3.4	(6.7)	150%	19.6	-83%
Net Profit Margin	1.4%	-3.4%		5.1%	
Earning Per Share (EPS) ^	2.2	(4.4)		12.9	

^ - Not Annualised

Balance Sheet



Rs. in Crores	September-14	March-14
Shareholder's Fund	316.5	294.5
Share capital	15.2	15.2
Reserves & Surplus	301.3	279.3
Non-current liabilities	76.4	85.7
Long term borrowings	41.2	51.3
Other non-current liabilities	35.2	34.4
Current liabilities	427.2	447.3
Short term borrowings	165.1	165.6
Trade Payables	112.4	122.9
Other current liabilities	149.7	158.8
Total Liabilities	820.1	827.5
Non-current assets	431.5	418.2
Fixed assets (inc. CWIP)	345.2	342.8
Long-term loans and advances	86.3	75.4
Current assets	388.6	409.3
Inventories	236.5	242.1
Trade receivables	86.7	80.7
Cash and bank balances	11.6	25.1
Other current assets	53.8	61.4
Total Assets	820.1	827.5

Revenue

- Revenue grew by 27% to Rs. 635 Crores in H1 & by 24% to Rs. 246 Crores in Q2 as compared to same period last year
- Strong volume growth in Building Products across the country except Tamil Nadu

EBITDA

- EBIDTA of Rs. 46.5 Crores increase of 149% in H1 and in Q2 at Rs. 8.5 Crores which is 195% growth over corresponding period last year mainly due to Strong Volume in Building Products and Steel Buildings
- Compared to Q2 LY Building Products EBIDTA recorded healthy increase primarily on account of improved volumes
- Steel Buildings segment performance during the current year was subdued on account of increased costs of raw-material & on account of costs being incurred to develop market and infrastructure for additional capacity being set up at Dahej

Demand

- ◆ Overall improvement in economic environment likely to push up demand for Company's products
- ◆ Strong & positive political environment will boost Industrial capex

Raw Material

- ◆ Higher Prices of Steel and Cement putting pressure on Margins
- ◆ Prices of Chrysotile fibre – a key raw material negotiated downwards in US Dollar terms
- ◆ Stable Rupee will help in Raw Material Cost Optimization

Fuel Price

- ◆ Increased Diesel prices till September 14 lead to higher Freight Cost

Key Highlights & Developments



New Fibre Cement Boards Plant in UAE



Existing Facility

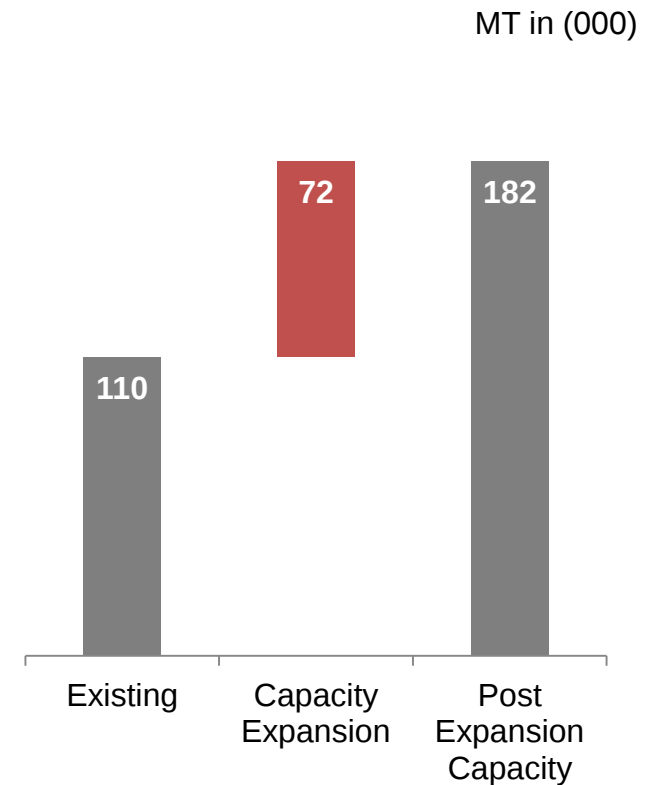
- ♦ Current capacity of Fibre Cement Boards catering to Domestic and International markets
- ♦ Increasing focus on Domestic market which is growing at ~25 %

Details

- ♦ Total Cost of Project – USD 15 Million

Advantages

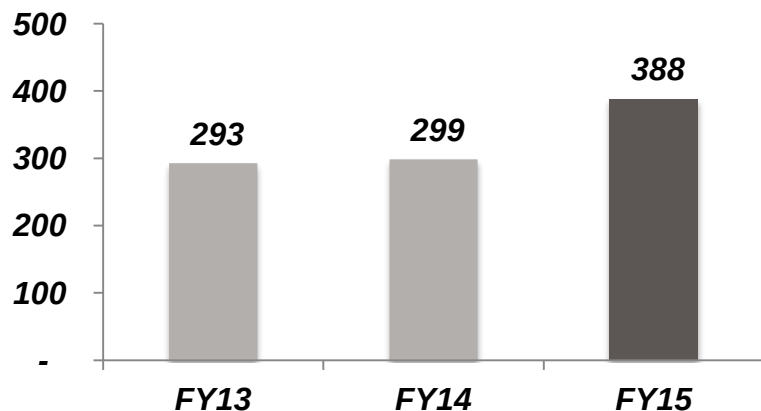
- ♦ Everest is the market leader for fibre cement boards in India
- ♦ New plant in UAE will help cater the growing demand and savings in Logistics cost



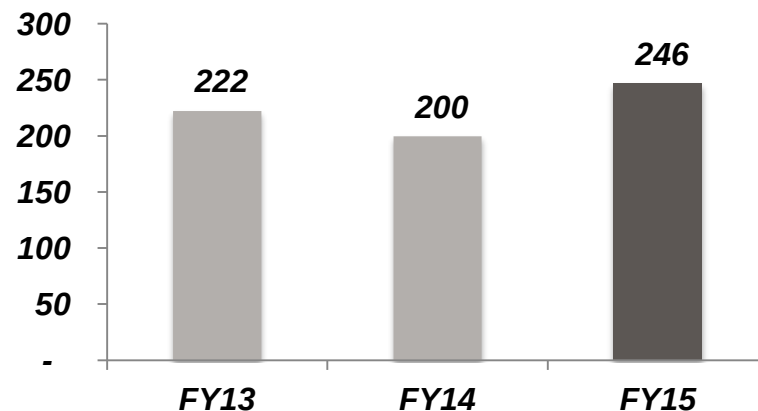
Quarterly Revenue



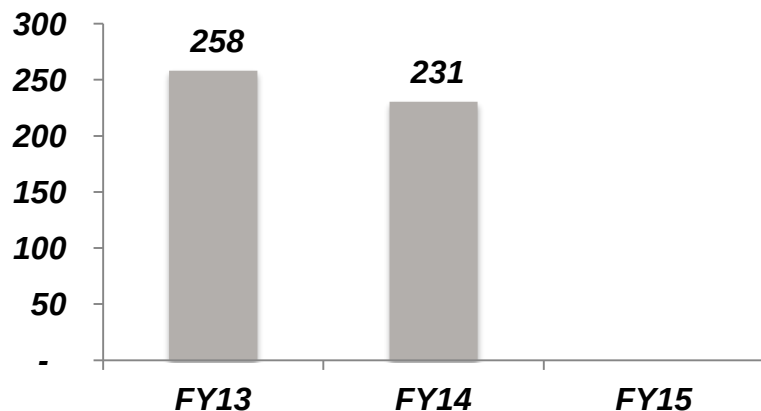
Quarter 1



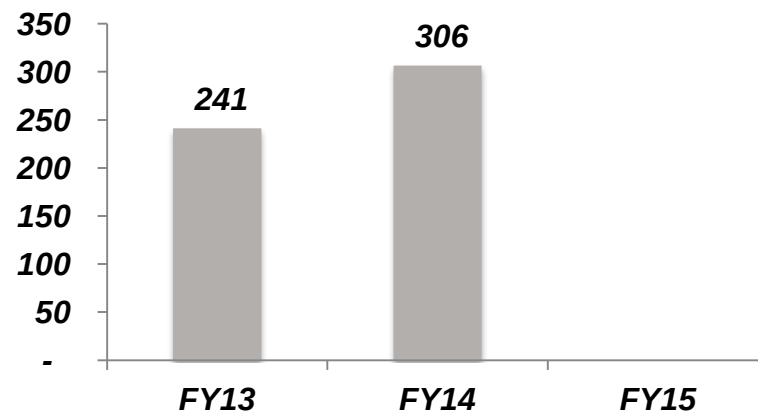
Quarter 2



Quarter 3



Quarter 4

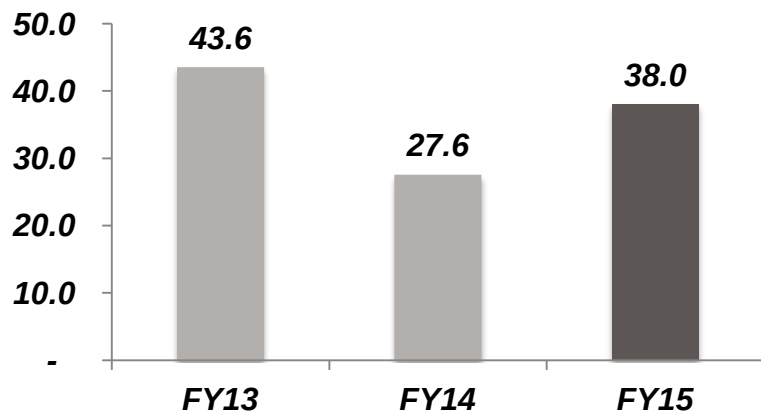


All numbers are in Rs. Crores

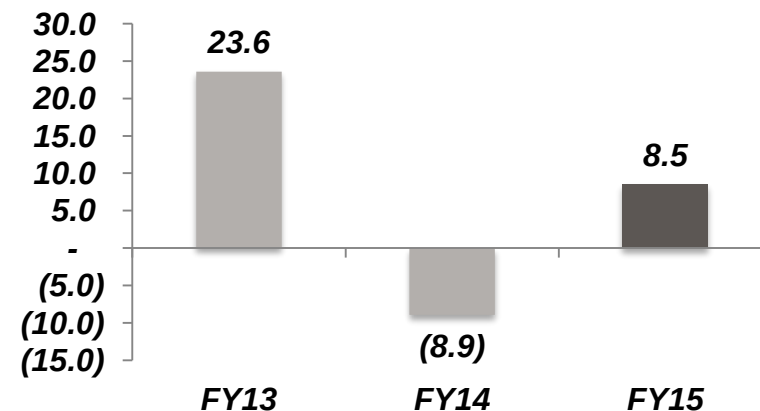
Quarterly EBIDTA



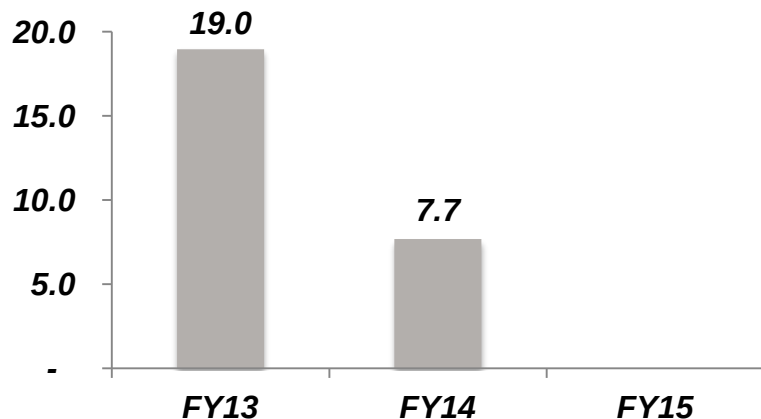
Quarter 1



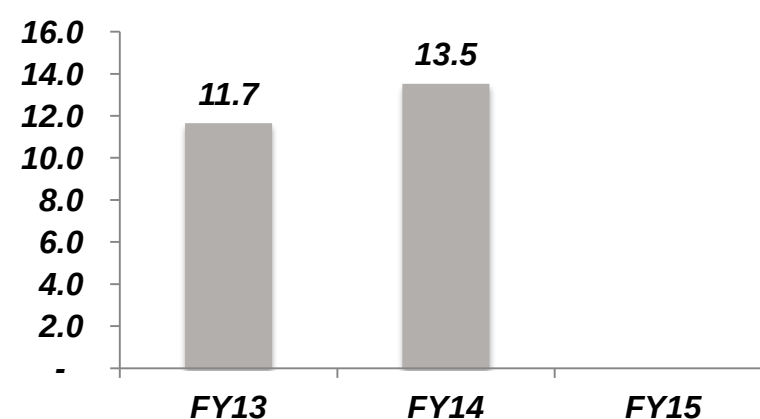
Quarter 2



Quarter 3

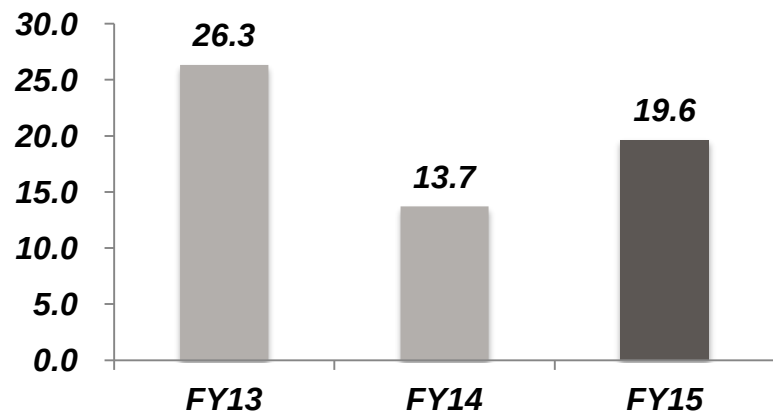


Quarter 4

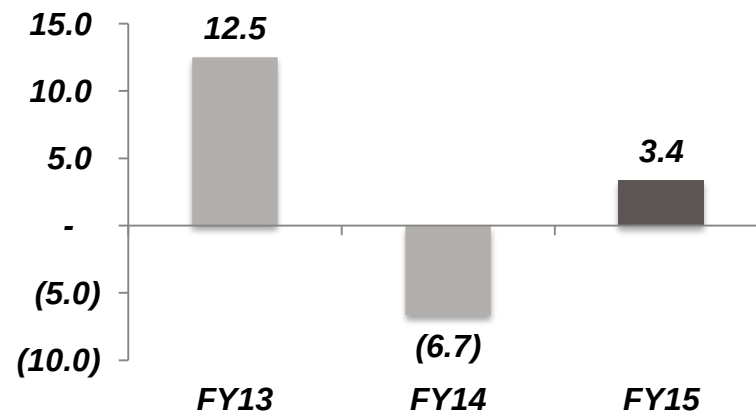


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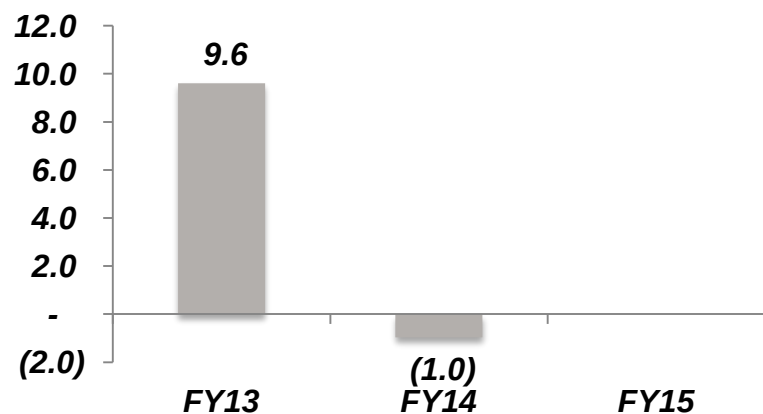
Quarter 1



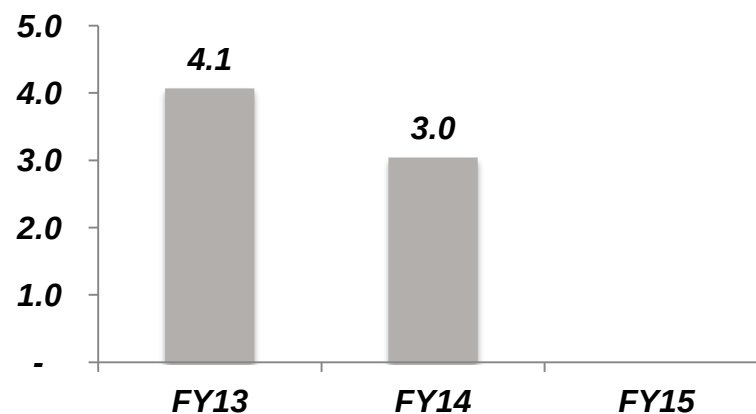
Quarter 2



Quarter 3



Quarter 4

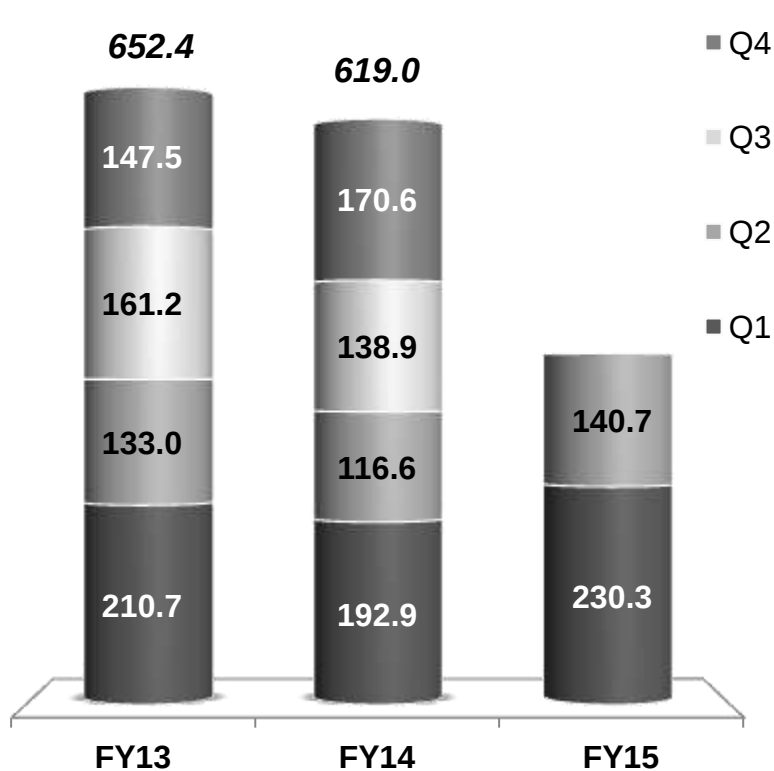


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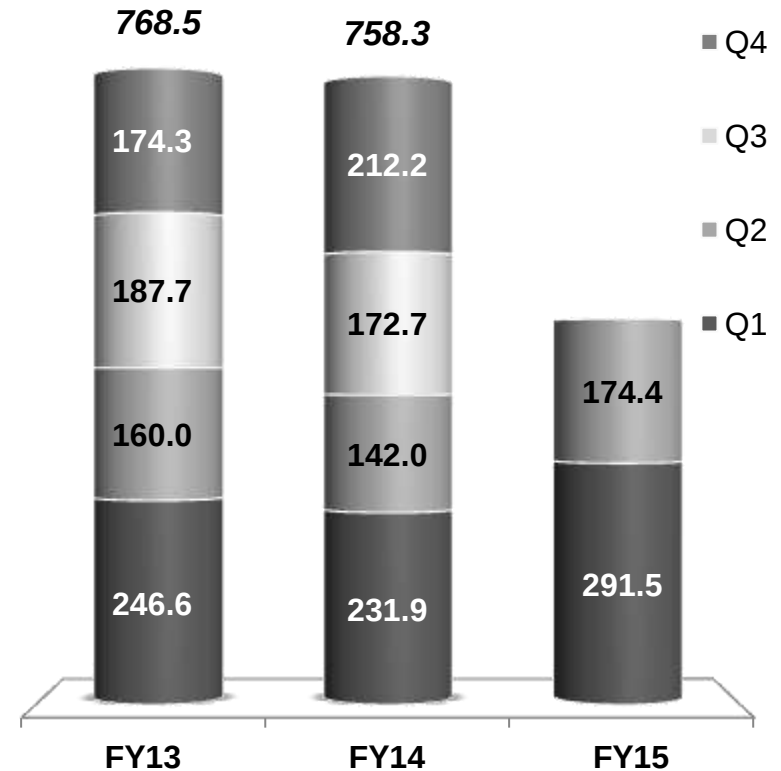
Building Products Segment



Sales ('000 MT)



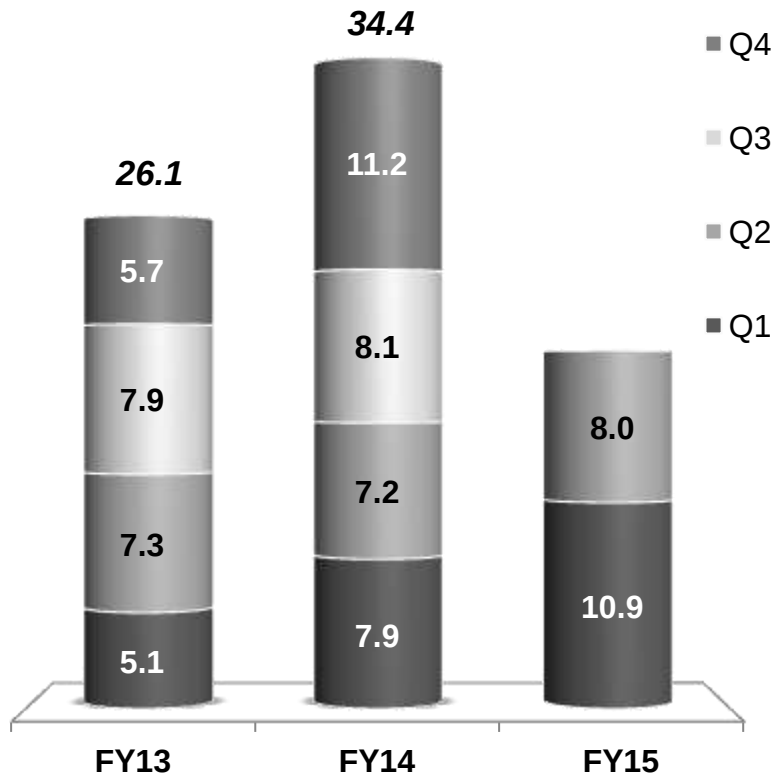
Revenue (Rs. Crores)



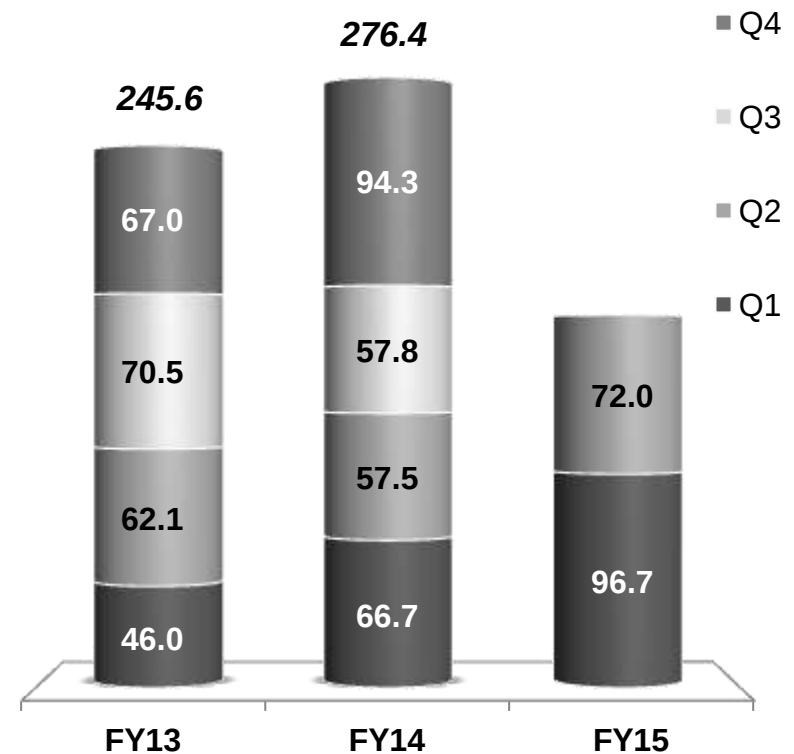
Steel Buildings Segment



Sales ('000 MT)



Revenue (Rs. Crores)



The Earnings Call to discuss the Financial Performance for the quarter and six months ended September 30, 2014 is on

Date: 21st October (Tuesday)

Time: 11:00 am

Dial-in Numbers: +91 22 3960 0711 / +91 22 6746 8311

The Company will be represented by Mr. Manish Sanghi, Managing Director and Mr. Rakesh Gupta, CFO.

For further information, please contact:

Company :

Everest Industries Ltd.
CIN: L74999MH1934PLC002093

Mr. Rakesh Gupta
rakeshgupta@everestind.com

www.everestind.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

Mr. Jigar Kavaiya / Mr. Gaurang Vasani
kjigar@sgapl.net / vgaurang@sgapl.net

www.sgapl.net