



EVEREST INDUSTRIES LIMITED

H1 / Q2-FY20 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.

H1-FY20 Business Mix (Standalone Revenue Share %):

- **Building products (68%)** – includes roofing sheets, fibre cement boards and solid wall panels.
- **Steel buildings (32%)** – offers customised building solutions like Pre-Engineered Steel Buildings and Smart Steel Buildings.

Manufacturing and Distribution Network:

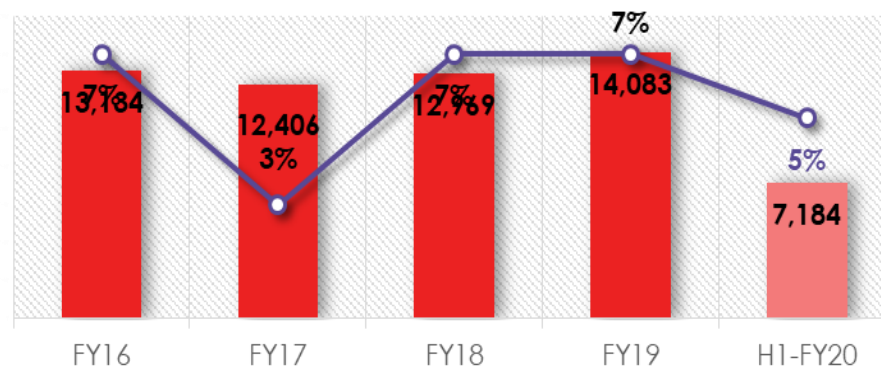
- 6 Building Products plants and 2 Steel Buildings and Component Plants.
- 32 Sales Depot, over 6,500 Dealer Outlets, serving over 600 cities & 100,000 villages.

H1-FY20 Financial Snapshot (Standalone):

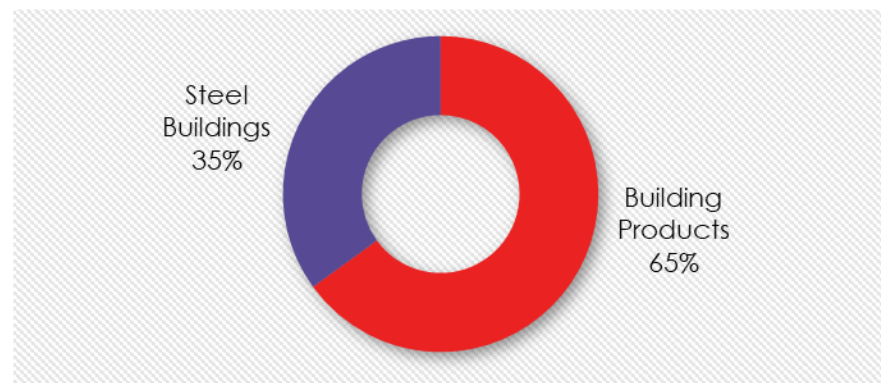
Operational Income	EBITDA	Total Comprehensive Income
INR 7,178 Mn	INR 392 Mn	INR 185 Mn
Up (1.6)% Y-O-Y	EBITDA Margins 5.46%	Margins 2.58%

- 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 3,000 PEBs.

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



FY19 Business Mix#



* Consolidated

Standalone

Key Financial Highlights – Standalone (INR Mn)



	Current Quarter	Previous Quarter	Current Quarter Last Year	Current Year	Last Year
Particulars	Q2-FY20	Q1-FY20	Q2-FY19	H1-FY20	H1-FY19
Operational Income	2,863	4,315	3,128	7,178	7,295
EBITDA	(18)	409	183	392	610
EBITDA Margin	-	9.48%	5.85%	5.46%	8.36%
Net Profit (after tax)	(64)	251	87	187	381
PAT Margin	-	5.82%	2.78%	2.61%	5.22%
Total Comprehensive Income	(65)	250	87	185	380
Diluted EPS (INR per share)	(4.12)	16.07	5.58	11.95	24.36

Key Financial Highlights – Consolidated (INR Mn)



	Current Quarter	Previous Quarter	Current Quarter Last Year	Current Year	Last Year
Particulars	Q2-FY20	Q1-FY20	Q2-FY19	H1-FY20	H1-FY19
Operational Income	2,862	4,322	3,137	7,184	7,326
EBITDA	(23)	403	176	381	603
EBITDA Margin	-	9.32%	5.61%	5.30%	8.23%
Net Profit (after tax)	(66)	246	81	179	374
PAT Margin	-	5.69%	2.58%	2.49%	5.10%
Total Comprehensive Income	(67)	245	81	178	374
Diluted EPS (INR per share)	(4.25)	15.72	5.19	11.48	33.54

All numbers as per IND-AS

Q2-FY20 – Standalone Income Statement (INR Mn)



Particulars	Q2-FY20	Q2-FY19	Y-o-Y	Q1-FY20	Q-o-Q
Operational Income	2,863	3,128	(8.5)%	4,315	(33.7)%
Total Expenses	2,881	2,945	(2.2)%	3,906	(26.2)%
EBITDA	(18)	183	NA	409	NA
EBITDA Margin	-	5.85%	NA	9.48%	NA
Other Income	25	12	NA	30	(16.7)%
Depreciation	59	56	5.4%	60	(1.7)%
Finance Cost	24	24	NA	16	50.0%
Exceptional items	-	-	NA	-	NA
PBT	(76)	115	NA	363	NA
Tax	(12)	28	NA	112	NA
Profit After Tax	(64)	87	NA	251	NA
PAT Margin	-	2.78%	NA	5.82%	NA
Other Comprehensive Income	(1)	-	NA	(1)	NA
Total Comprehensive Income	(65)	87	NA	250	NA
Diluted EPS (INR per share)	(4.12)	5.58	NA	16.07	NA

All numbers as per IND-AS

Particulars	H1-FY20	H1-FY19	Y-o-Y
Operational Income	7,178	7,295	(1.6)%
Total Expenses	6,786	6,685	1.5%
EBITDA	392	610	(35.7)%
EBITDA Margin	5.46%	8.36%	(290) Bps
Other Income	55	29	89.7%
Depreciation	119	113	5.3%
Finance Cost	41	39	5.1%
Exceptional items	-	-	
PBT	287	487	(41.1)%
Tax	100	106	(5.7)%
Profit After Tax	187	381	(50.9)%
PAT Margin	2.61%	5.22%	(261)Bps
Other Comprehensive Income	(2)	(1)	NA
Total Comprehensive Income	185	380	(51.3)%
Diluted EPS (INR per share)	11.95	24.36	(50.9)%

Q2-FY20 – Consolidated Income Statement (INR Mn)



Particulars	Q2-FY20	Q2-FY19	Y-o-Y	Q1-FY20	Q-o-Q
Operational Income	2,862	3,137	(8.8)%	4,322	(33.8)%
Total Expenses	2,885	2,961	(2.6)%	3,919	(26.4)%
EBITDA	(23)	176	NA	403	NA
EBITDA Margin	-	5.61%	NA	9.32%	NA
Other Income	28	12	NA	30	(6.7)%
Depreciation	59	56	5.4%	60	(1.7)%
Finance Cost	24	23	4.3%	16	50.0%
Exceptional items	-	-	NA	-	NA
PBT	(78)	109	NA	357	NA
Tax	(12)	28	NA	111	NA
Profit After Tax	(66)	81	NA	246	NA
PAT Margin	-	2.58%	NA	5.69%	NA
Other Comprehensive Income	(1)	-	NA	(1)	NA
Total Comprehensive Income	(67)	81	NA	245	NA
Diluted EPS (INR per share)	(4.25)	5.19	NA	15.72	NA

All numbers as per IND-AS

H1-FY20 – Consolidated Income Statement (INR Mn)



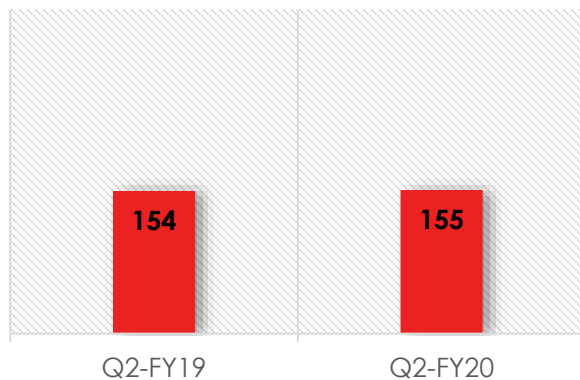
Particulars	H1-FY20	H1-FY19	Y-o-Y
Operational Income	7,184	7,326	(1.9)%
Total Expenses	6,803	6,723	1.2%
EBITDA	381	603	(36.8)%
EBITDA Margin	5.30%	8.23%	(293) Bps
Other Income	58	29	100.0%
Depreciation	119	113	5.3%
Finance Cost	41	39	5.1%
Exceptional items	-	-	NA
PBT	279	480	(41.9)%
Tax	100	106	(5.7)%
Profit After Tax	179	374	(52.1)%
PAT Margin	2.49%	5.10%	(261) Bps
Other Comprehensive Income	(1)	-	NA
Total Comprehensive Income	178	374	(52.4)%
Diluted EPS (INR per share)	11.48	33.54	(65.8)%

All numbers as per IND-AS

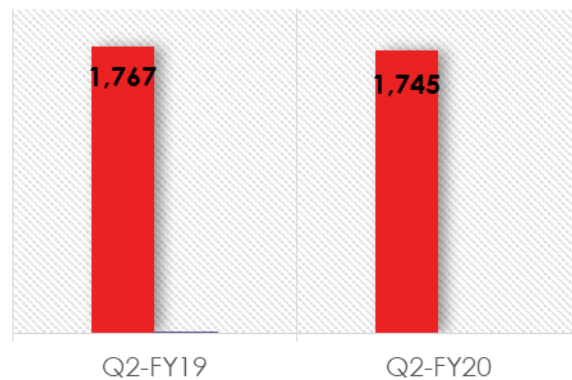
Q2-FY20
Operational Highlights –
Building Products



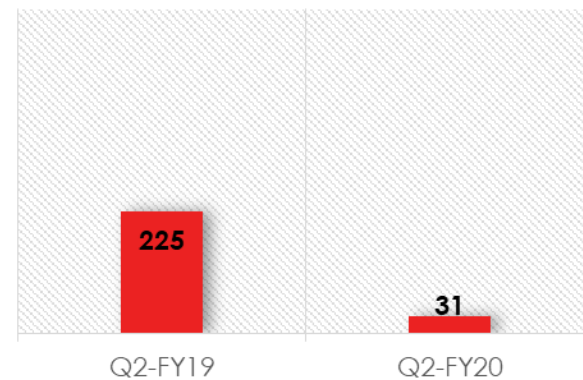
Sales (`000 MT)



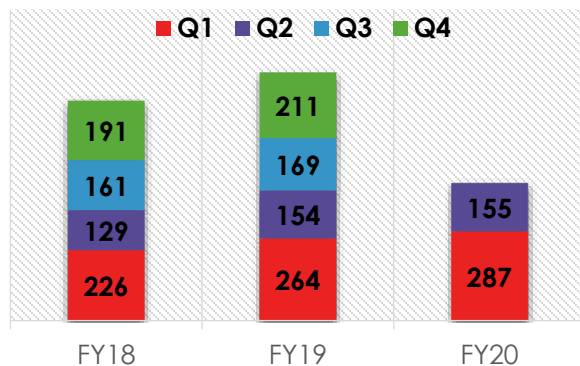
Revenue (INR Mn)



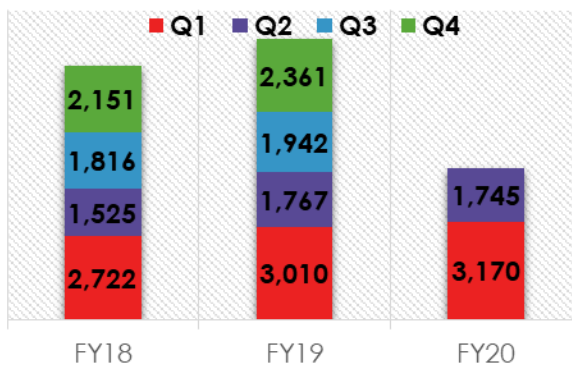
PBIT (INR Mn)



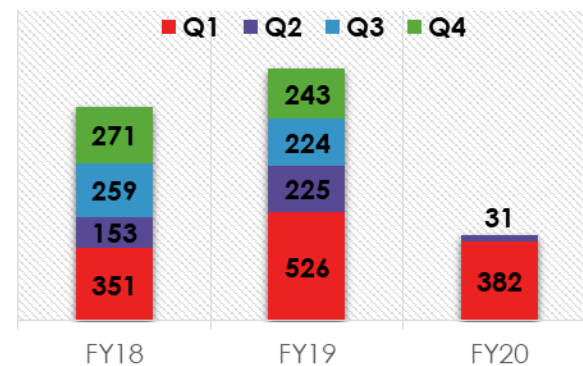
Sales (`000 MT)



Revenue (INR Mn)



PBIT (INR Mn)



- Market prices of Building products were lower during the half year by 5%.
- Expanding national footprint of building solutions business through improved distribution network and better product profile.
- Forex rates remained volatile during the quarter.
- Modernization on certain Building product lines to improve productivity.
- Production was rationalised during the quarter in line with weak demand.
- Raw Material prices on Building Products on the rise, particularly for Fibre and Cement
- Steel Prices declined during the quarter resulting in alternative products becoming competitive.

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



Cement Board

Trade Centre, Sikkim



Cladding

Residential Site, Srinagar



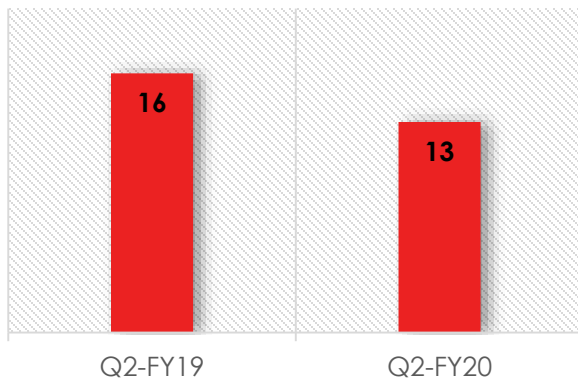
Rapicon wall

Machan Resort, Mumbai

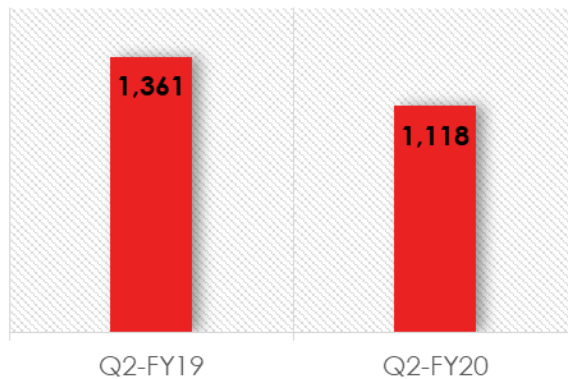
Q2-FY20
Operational Highlights –
Steel Buildings



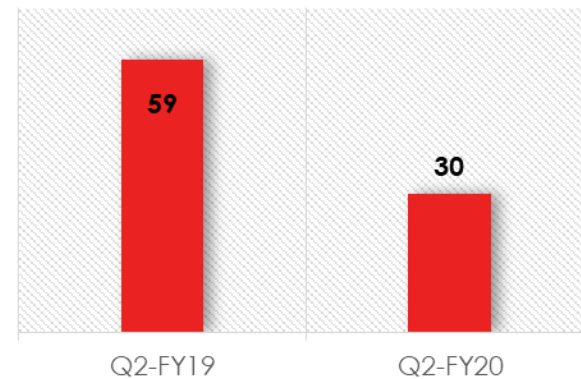
Sales (`000 MT)



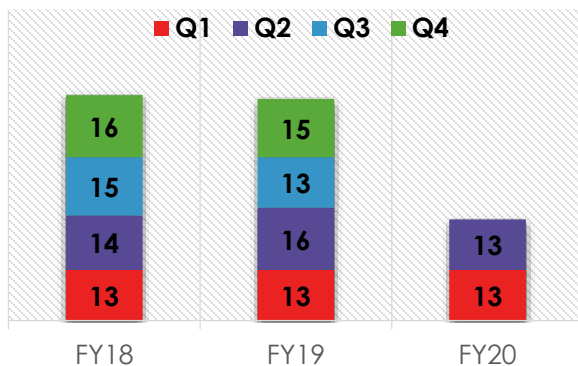
Revenue (INR Mn)



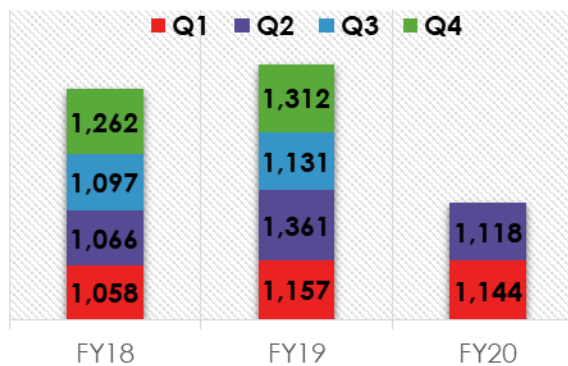
PBIT (INR Mn)



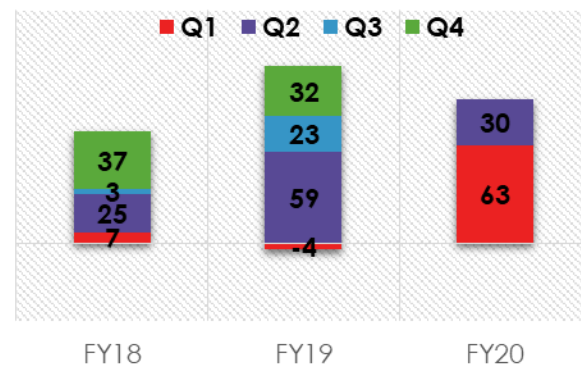
Sales (`000 MT)



Revenue (INR Mn)



PBIT (INR Mn)



- Committed to timely hand over of projects to customers with Industry benchmark quality.
- Order book of 22,000 MT.
- Execution speed is picking up as industry is expanding capacity.
- The Company is working towards enhancing utilization across plants.
- Better contract management resulted in improved profitability.
- Steel Prices declined during the quarter.



A. P. Organics Ltd – Sangrur,
Punjab



Acrysil Limited –
Bhavnagar, Gujarat



S1 International Tractors –
Hoshiyarpur, Punjab



Devigiri Forgings Pvt Ltd –
Aurangabad, Maharashtra



S1 Max Polyfims – Ropar, Punjab



Mascor Precisions Pvt Ltd –
Aurangabad, Maharashtra

Historical Financial Statements



Income Statement – Standalone (INR Mn)



Particulars	FY17	FY18	FY19	H1-FY20
Operational Income	12,281	12,712	14,041	7,178
Total Expenses	11,856	11,797	12,975	6,786
EBITDA	425	915	1,066	392
EBITDA Margin	3.46%	7.20%	7.59%	5.46%
Other Income	91	74	65	55
Depreciation	255	235	206	119
Finance Cost	208	126	76	41
Exceptional Items	-	17	-	-
PBT	53	611	849	287
Tax	13	104	207	100
Profit After Tax	40	507	642	187
PAT Margin	0.32%	3.99%	4.57%	2.61%
Other Comprehensive Income	(2)	13	(4)	(2)
Total Comprehensive Income	38	520	638	185
Diluted EPS (INR per share)	2.48	33.54	41.08	11.95

All numbers as per IND-AS

Balance Sheet – Standalone (IND-AS)



Equities & Liabilities (INR Mn)	FY18	FY19	H1-FY20	Assets (INR Mn)	FY18	FY19	H1-FY20
Shareholder Funds				Non Current Assets			
Share Capital	156	156	156	Property, Plant and Equipment	3,385	3,355	3,432
Other Equity	3,814	4,371	4,430	Intangible Assets	21	12	9
Total -Shareholder Funds	3,970	4,527	4,586	Right to use asset			81
				Capital Work In Progress	205	260	258
Non Current Liabilities				Other financial assets	134	141	150
Long Term Borrowings	511	467	441	Income tax assets (net)	365	215	254
Deferred Tax Liabilities (Net)	288	290	327	Non-current investments	4	4	4
Finance Lease Liability	-	-	45	Long term loans & advance	-	-	-
Total - Non – Current Liabilities	799	757	813	Other non-current assets	28	48	21
				Total - Non – Current Assets	4,142	4,035	4,209
Current Liabilities				Current Assets			
Short term Borrowings	258	364	186	Inventories	2,475	3,289	2,940
Trade Payables	1,502	1,813	1,508	Trade Receivables	661	983	1,025
Deposit from Business Partners	302	263	295	Cash & Bank Balances	193	179	81
Financial lease liability	-	-	27	Bank balance other than above	4	4	4
Other Financial Liabilities	157	210	207	Other financial assets	89	115	72
Other Current Liabilities	736	747	735	Short-term loans & advances	-	-	-
Short-term provisions	52	54	60	Other current assets	343	382	415
Income Tax Liability (Net)	131	252	329	Total – Current Assets	3,765	4,952	4,537
Total – Current Liabilities	3,138	3,703	3,347	GRAND TOTAL – ASSETS	7,907	8,987	8,746
GRAND TOTAL - EQUITIES & LIABILITIES	7,907	8,987	8,746				

Income Statement – Consolidated



Particulars (INR Mn)	FY17	FY18	FY19	H1-FY20
Operational Income	12,406	12,969	14,083	7,184
Total Expenses	11,989	12,070	13,037	6,803
EBITDA	417	899	1,046	381
EBITDA Margin	3.36%	6.93%	7.43%	5.30%
Other Income	91	100	65	58
Depreciation	255	235	206	119
Interest	208	126	76	41
PBT	45	638	829	279
Tax	15	107	210	100
Profit After Tax	30	531	619	179
PAT Margin	0.24%	4.09%	4.40%	2.49%
Other Comprehensive Income	(2)	13	(5)	(1)
Total Comprehensive Income	28	544	614	178
Diluted EPS (INR per share)	1.85	35.08	39.29	11.48

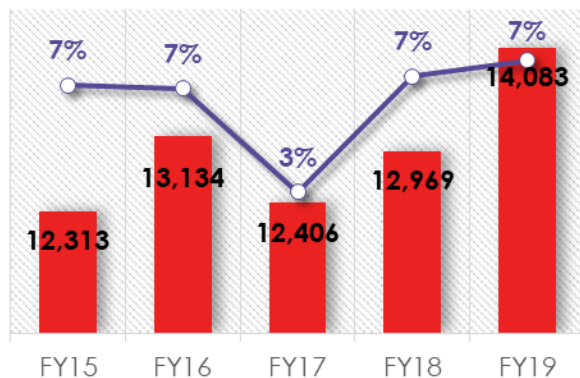
All numbers as per IND-AS

Balance Sheet – Consolidated (IND-AS)

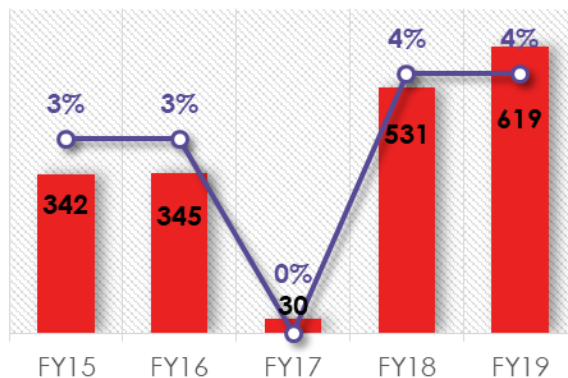


Equities & Liabilities (INR Mn)	FY18	FY19	H1-FY20	Assets (INR Mn)	FY18	FY19	H1-FY20
Shareholder Funds				Non Current Assets			
Share Capital	156	156	156	Property, Plant and Equipment	3,385	3,355	3,432
Other Equity	3,824	4,358	4,410	Intangible Assets	21	13	9
Total -Shareholder Funds	3,980	4,514	4,566	Right to use asset			81
				Capital Work In Progress	205	260	258
Non Current Liabilities				Other financial assets	134	141	150
Long Term Borrowings	511	467	441	Income tax assets (net)	365	215	254
Deferred Tax Liabilities (Net)	288	290	327	Non-current investments	4	-	-
Finance Lease Liability	-	-	45	Long term loans & advance	-	-	-
Total - Non – Current Liabilities	799	757	813	Other non-current assets	28	48	20
				Total - Non – Current Assets	4,138	4,032	4,204
Current Liabilities				Current Assets			
Short term Borrowings	258	364	186	Inventories	2,475	3,293	2,940
Trade Payables	1,578	1,837	1,517	Trade Receivables	706	993	1,024
Deposit from Business Partners	302	263	295	Cash & Bank Balances	226	189	91
Financial lease liability	-	-	26	Bank balance other than above	4	4	4
Other Financial Liabilities	174	226	221	Other financial assets	89	115	72
Other Current Liabilities	747	752	740	Short-term loans & advances	-	-	-
Short-term provisions	52	55	60	Other current assets	383	395	421
Income Tax Liability (Net)	131	253	332	Total – Current Assets	3,883	4,989	4,552
Total – Current Liabilities	3,242	3,750	3,377	GRAND TOTAL – ASSETS	8,021	9,021	8,756
GRAND TOTAL - EQUITIES & LIABILITIES	8,021	9,021	8,756				

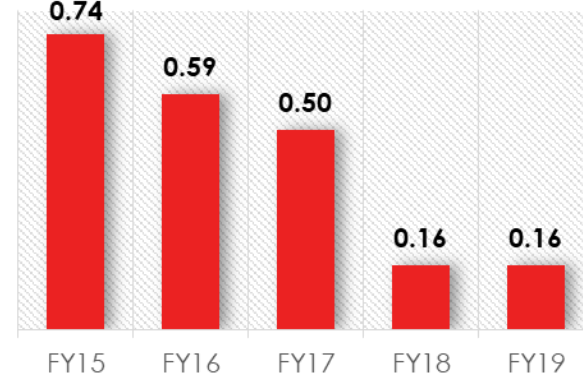
Operational Revenue (INR Mn) and EBITDA Margin (%)



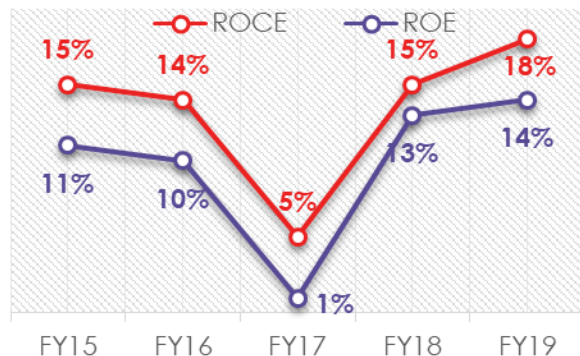
PAT (INR Mn) & PAT Margin (%)



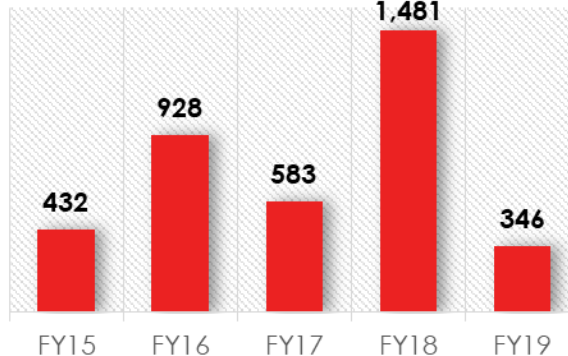
Net Debt to Equity Ratio



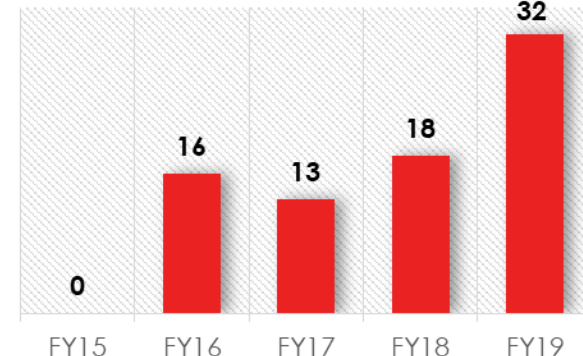
ROE & RoCE



Operating Cash Flow (INR Mn)

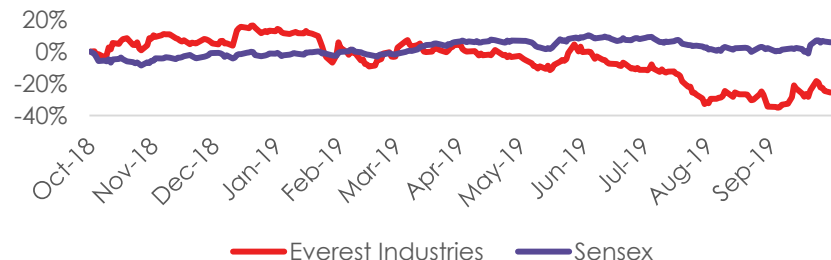


Working Capital Days



Note: FY17 and FY18 numbers As per IND-As

SHARE PRICE PERFORMANCE (AS ON 30TH SEPTEMBER, 2019)



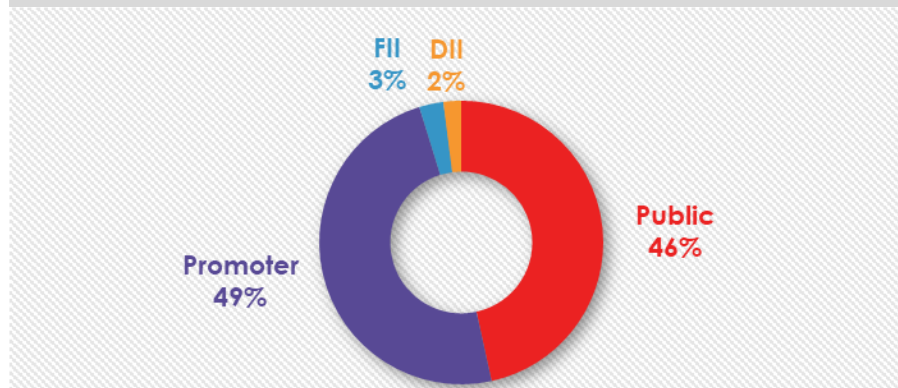
PRICE DATA (AS ON 30TH SEPTEMBER, 2019)

Face Value (INR)	10.00
Market Price (INR)	332.5
52 week H/L (INR)	531.9/283.0
Market Cap (INR Mn)	5,198.3
Equity Shares Outstanding (Mn)	15.6
12 Month Avg. Trading Volume ('000)	35.23

LARGEST INSTITUTIONAL INVESTORS (AS ON 30TH SEPTEMBER, 2019)

Vijay Kishanlal Kedia & Associates	4.89%
Kedia Securities Private Limited	1.19%
HDFC Small Cap Fund	2.63%

SHAREHOLDING PATTERN (AS ON 30TH SEPTEMBER, 2019)



The earnings call to discuss financial and operational performance for Q2-FY20 with Mr. Manish Sanghi, Managing Director and Mr. Nikhil Dujari, CFO will be held on:

- Date: 25th October, 2019
- Time: 12:30 PM
- Primary Dial-in Numbers: **+91 22 6280 1341**

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