

Dated: 9th February, 2023
Place: Hyderabad

BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai-400 001	The National Stock Exchange of India Limited Bandra Kurla Complex Bandra East Mumbai - 400 051
---	---

Dear Sir/Madam,

Sub: Investor Presentation - reg.
Ref: SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015
BSE Scrip code: 513228 / NSE Symbol: PENIND

With reference to the subject cited above, we hereby submit you the Investor Presentation for 3QFY23. The aforesaid information is also being hosted on the website of the Company viz., www.pennarindia.com.

Kindly take the same in your records.

Thanking you

Yours faithfully,

for Pennar Industries Limited

Mirza
Mohammed
Ali Baig

Digitally signed by Mirza
Mohammed Ali Baig
Date: 2023.02.09
08:45:33 +05'30'

Mirza Mohammed Ali Baig
Company Secretary & Compliance Officer
ACS 29058

PENNAR INDUSTRIES LIMITED

Corporate Office & Works : IDA, Patancheru - 502319, Sangareddy District, Telangana State, INDIA.

Tel : +91 8455 242184 to 242193, **Email :** corporatecommunications@pennarindia.com, **Website :** www.pennarindia.com

Regd. Office: 3rd Floor, DHFLVC Silicon Towers, Kondapur, Hyderabad - 500084, Telangana, INDIA.

Tel : +91 40 41923108

CIN No: L27109TG1975PLC001919



PENNAR INDUSTRIES LIMITED

Q3 FY23 INVESTOR PRESENTATION

Disclaimer

This presentation and the accompanying slides (the “Presentation”) have been prepared by Pennar Industries Limited (“Pennar” or the “Company”) solely for information purposes and do not constitute an offer to sell or, recommendation or solicitation of an offer to subscribe for or purchase any securities and nothing contained herein shall form the basis of any contract or commitment whatsoever.

The information contained in this Presentation should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date of the Presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its affiliates, advisors or representatives are under an obligation to update, revise or affirm.

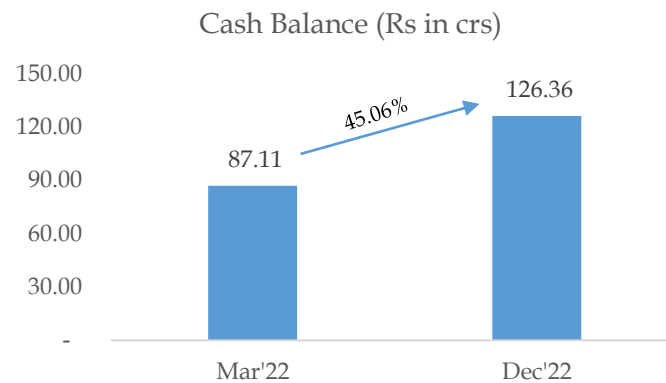
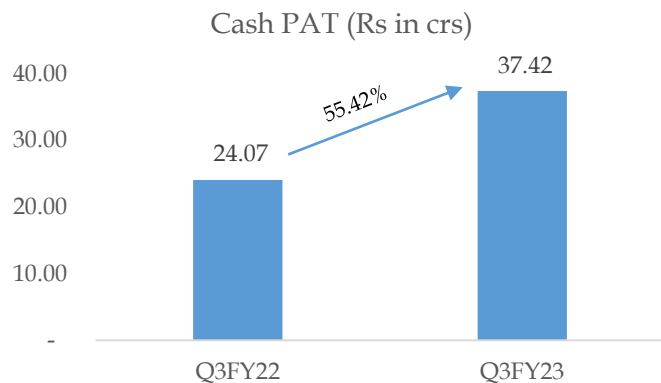
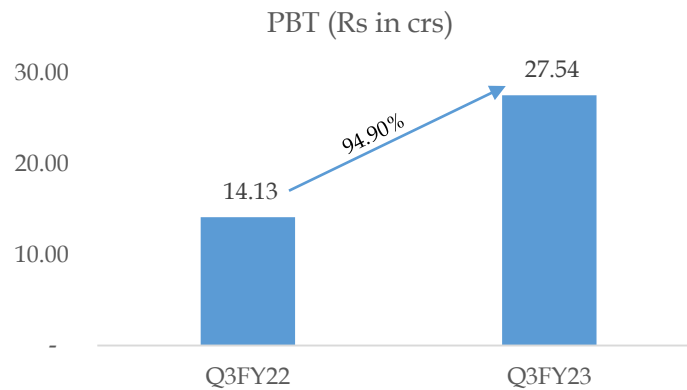
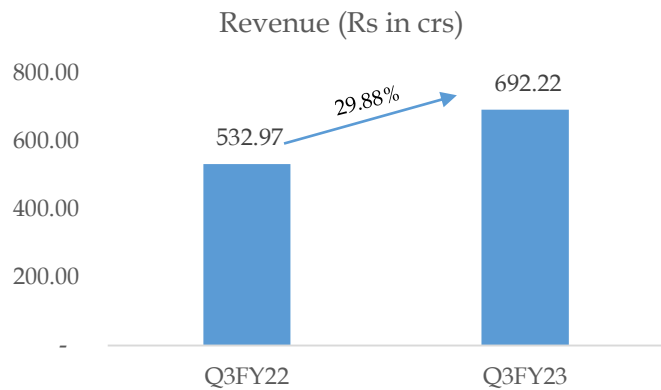
You acknowledge and agree that the Company and/or its affiliated companies and/or their respective employees and/or agents have no responsibility or liability (express or implied) whatsoever and howsoever arising (including, without limitation for any claim, proceedings, action, suits, losses, expenses, damages or costs) which may be brought against or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this Presentation and neither the Company, its affiliated companies nor their respective employees or agents accepts any liability for any error, omission or misstatement, negligent or otherwise, in this Presentation and any liability in respect of the Presentation or any inaccuracy therein or omission therefrom which might otherwise arise is hereby expressly disclaimed.

Certain statements contained in this Presentation may be statements of the Company’s beliefs, plans and expectations about the future and other forward looking statements that are based on management’s current expectations or beliefs as well as a number of assumptions about the Company’s operations and factors beyond the Company’s control or third party sources and involve known and unknown risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward looking statements. Forward looking statements contained in this Presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. There is no obligation to update or revise any forward looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward looking statements, which speak only as of the date of this Presentation.

Discussion Summary

- ❖ Key metrics
- ❖ Results Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ NME FY23 Business Highlights segment wise
- ❖ Financial Highlights
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

Key Metrics – Consolidated Financials



Results Update

Particulars (Rs. in Crs)	Q3 FY23	Q3 FY22	YoY%	NME FY23	NME FY22	YoY%
Revenue From Operations (Net of Taxes)	692.22	532.97	29.88%	2,226.19	1,572.98	41.53%
Other Income	7.91	4.41	79.37%	34.55	9.97	246.54%
Total Income	700.13	537.38	30.29%	2,260.74	1,582.95	42.82%
COGS	417.73	320.53	30.32%	1,396.37	971.77	43.69%
Gross Profit	282.40	216.85	30.23%	864.37	611.18	41.43%
Employee Expenses	70.28	54.80	28.25%	228.47	149.36	52.97%
Other Expenses	146.12	115.11	26.94%	452.04	331.31	36.44%
EBITDA	66.00	46.94	40.61%	183.86	130.51	40.88%
Depreciation	16.30	13.36	22.01%	47.71	38.88	22.71%
Finance Cost	22.16	19.45	13.93%	68.34	57.45	18.96%
PBT	27.54	14.13	94.90%	67.81	34.18	98.39%
Tax expense	6.42	3.42	87.72%	16.23	8.99	80.53%
PAT	21.12	10.71	97.20%	51.58	25.19	104.76%
PAT Margin %	3.05%	2.01%	104 bps	2.32%	1.60%	72bps

Diversified Engineering Company With End-To-End Capabilities

Wide Spectrum of Engineered Products & Customised Turnkey Engineering Solutions Across Diverse Industries

Engineering Products

- Wide range of customised engineering products catering to diverse sectors
- Strong designing & manufacturing capabilities

Engineering Projects

- Leading player in Pre-Engineered Buildings, Designing & Engineering Services with presence in USA
- Chemicals, Boilers and Fuel Additives

Engineering Services

Emerging Leader in Structural Engineering Services, BIM (Building Information Modelling), Plant-Product Engineering Services, Industrial Automation, Digital Consultancy (IoT) & Value Added Solutions

Diversified Engineering Company With End-To-End Capabilities

Wide Spectrum of Engineered Products & Customised Turnkey Engineering Solutions Across Diverse Industries

Strong Pedigree
& Engineering
Excellence

40+
Years of
experience

1,000+
Engineered
Products

500+
Customers Across
Industries

11
Manufacturing
Plants

4,800+
Employee
Base

Extensive Product
& Service
Offerings

Engineered Products *

- Wide range of customised engineering products catering to diverse sectors
- Strong designing & manufacturing capabilities

Engineering Solutions**

- Leading player in Pre-Engineered Buildings, Designing & Engineering Services with presence in USA
- Water Treatment Chemicals & Fuel Additives

Exposure to High
Growth Sectors

Automobiles

Construction &
Infrastructure

Pre-
Engineered

White Goods

Railways

PV Solar

Subsidiaries

Ascent Buildings

Pennar Global Metals

Enertech Pennar Defense and
Engineering Systems Private Ltd

Pennar GMBH
Cadnum

Pennar Global Inc

Prominent
Clientele From
Diverse Sectors



LARSEN & TOUBRO



Reliance

amazon

MRF



Hindustan Unilever Limited



ITC Limited



Products NME FY23 Highlights

➤ Industrial Components

✓ The revenue for the NME FY23 under the products has increased from Rs. 935.3 crs to Rs. 1,160.2 crs up by 24.1%

➤ Hydraulics

➤ Solar Panels

✓ Body in white business unit have increased revenue and profitability

➤ Aerospace Machined Components

✓ ECD unit has increased revenue and profitability.

➤ Automotive/ Manufacturing Engineering

✓ Steel and Railways to scale up revenue in coming quarters.

➤ Steel Products and Profiles

➤ Railway Sub Assemblies

➤ Precision Tubes

Projects NME FY23 Highlights

➤ Pre Engineered Buildings

✓ The revenue for the NME FY23 under projects has increased from Rs. 605.7 Crs to Rs. 1,001.6 Crs up by 65.4%

➤ Water Treatment

✓ Step down subsidiary Ascent Building, USA has increased order book. The revenue for the NME FY23 is Rs 439 crs and the profit is increasing.

➤ Solar Structures

✓ The order book of PEB has increased to 760Cr in India.

Engineering Services NME FY23 Highlights

➤ Structural Engineering Services

- ✓ The revenue for NME FY23 under services has increased from Rs. 32 Crs to Rs. 64.4 Crs up by 101.1%

➤ BIM(Building Information Modelling)

- ✓ Company is looking for acquisition option to increase the revenue.

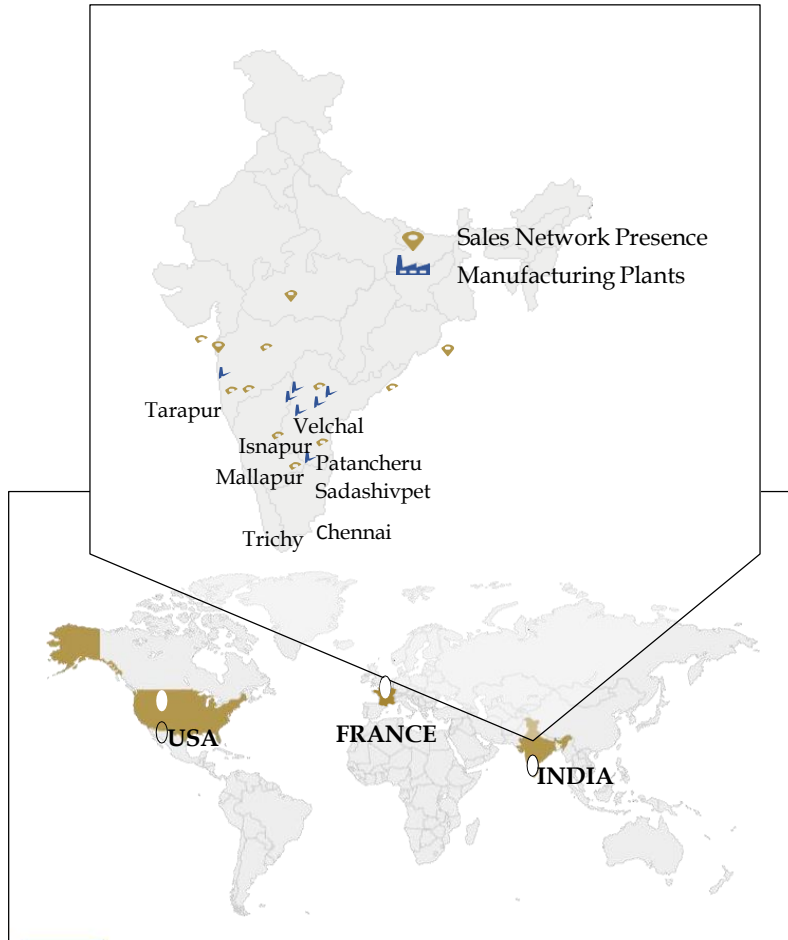
➤ Plant-Product Engineering Services

- ✓ Major growth drivers are from new customers in Europe.

➤ Industrial Automation

➤ Digital Consultancy(IOT) & Value added Solutions

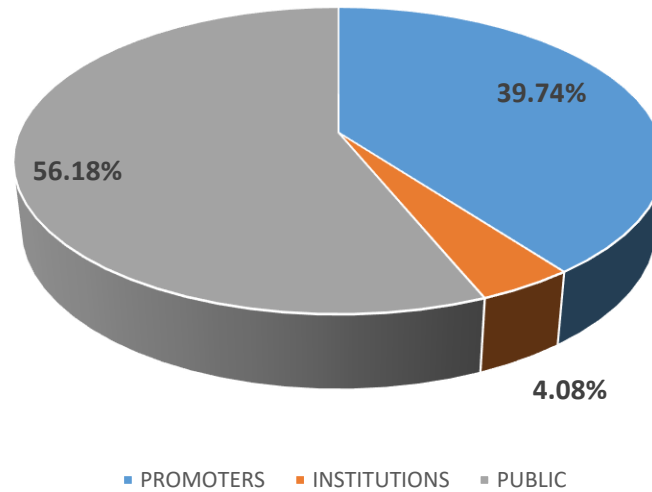
Robust Manufacturing Facilities & Strong Sales Network



Major Location	Products
Patancheru , Telangana	Press Components, Profiles, ESP / Building Products, Solar, Railway Components, CRSS, Fabrication
Chennai , Tamil Nadu	Coaches, Auto Profiles, Components / Hydraulics, Building Products, Body in white
Isnapur , Telangana	CRSS, ERW / CDW Tubes, Profiles, Solar
Velchal , Telangana	Strip Galvanizing, Hot Dip Galvanizing, Pre engineered building systems
Tarapur , Maharashtra	Solar, Building Products, Auto Profiles, ESP
Sadashivpet , Telangana	Pre-Engineered Building Systems, Steel structures and Photo voltaic Module
Trichy , Tamil Nadu	Boilers
Mallapur , Hyderabad	Fuel Additives, Water Treatment Chemicals & Solutions
Tennessee , USA	Metal Buildings
Chicago , USA	Tubes
France	Auto & Aerospace

Shareholding Structure

Shareholding pattern as on 31-12-2022



Source: BSE



Thanking You

PENNAR INDUSTRIES LIMITED

3rd Floor, DHFLVC Silicon Towers, Kondapur, Hyderabad, Telangana, India.

T: +91 40 4006 1621/22/23/24 | F: +91 40 4006 1618,

E: contact@pennarindia.com

