



Ref. : NSE/BSE/46/2019
Date : 18th September, 2019

National Stock Exchange of India Limited Exchange Plaza Plot No. C/1, G Block Bandra - Kurla Complex Bandra (E), Mumbai - 400 051 Tel.: 2659 8452 Fax No.: 2659 8237-38	BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai - 400 001 Tel.: 2272 1233/8058 Extn - 8013 Fax No. : 2272 2037/2039/2041/2061
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Sub. : Presentation to Analyst/Institutional Investors

Dear Sir/Madam,

In furtherance to our letter dated September 17, 2019 regarding group meeting with the Investors/Analysts to be held on 18th September, 2019 at 9.00 a.m. pursuant to regulation 30 read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith presentation to be made in the meeting.

This is for your information and records.

Thanking You

Yours faithfully,
For EVEREST INDUSTRIES LIMITED


NEERAJ KOHLI
COMPANY SECRETARY & HEAD - LEGAL



Everest Industries Limited

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Helpline 1800 41 91 991 info@everestind.com www.everestind.com

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Corporate Identity Number : L74999MH1934PLC002093



EVEREST

EVEREST INDUSTRIES LIMITED

INVESTOR PRESENTATION – SEPTEMBER 2019

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.

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.

FY19 Financial Snapshot (Standalone):

Total Income*	EBITDA	Total Comprehensive Income
INR 14,106 Mn	INR 1,131 Mn	INR 638 Mn
Up 10.32% Y-o-Y	EBITDA Margins 8.02%	Margins 4.52%

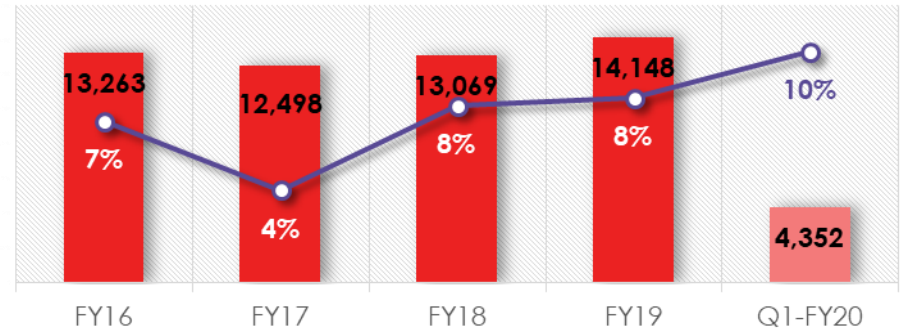
*Includes other income

Company Overview

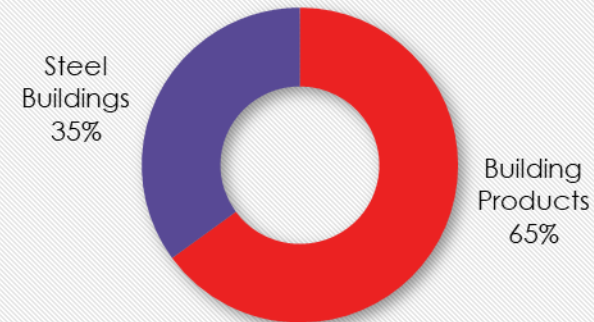


- Everest Industries Limited (Everest) has over 8 decades of experience in building products and is the pioneer of fibre cement products in India.
- The company's business is built on three key pillars: Safety, Speed, and Strength.
- The vision of the company is to be the deepest penetrated housing and 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 2,500 PEBs.

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

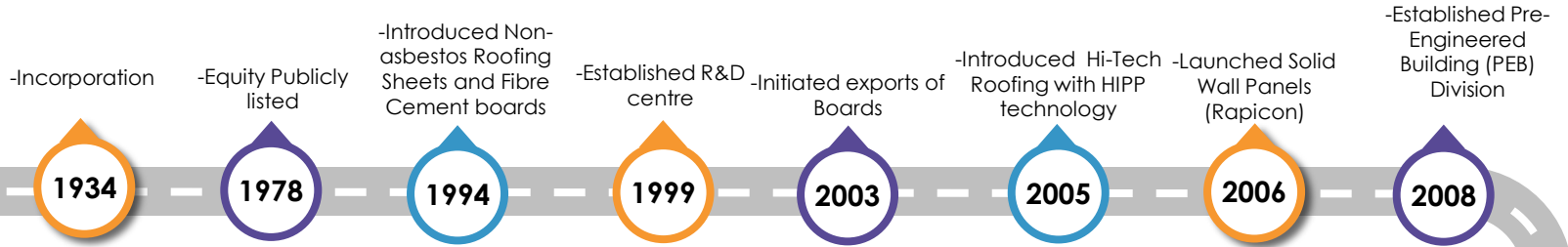


FY19 Business Mix#

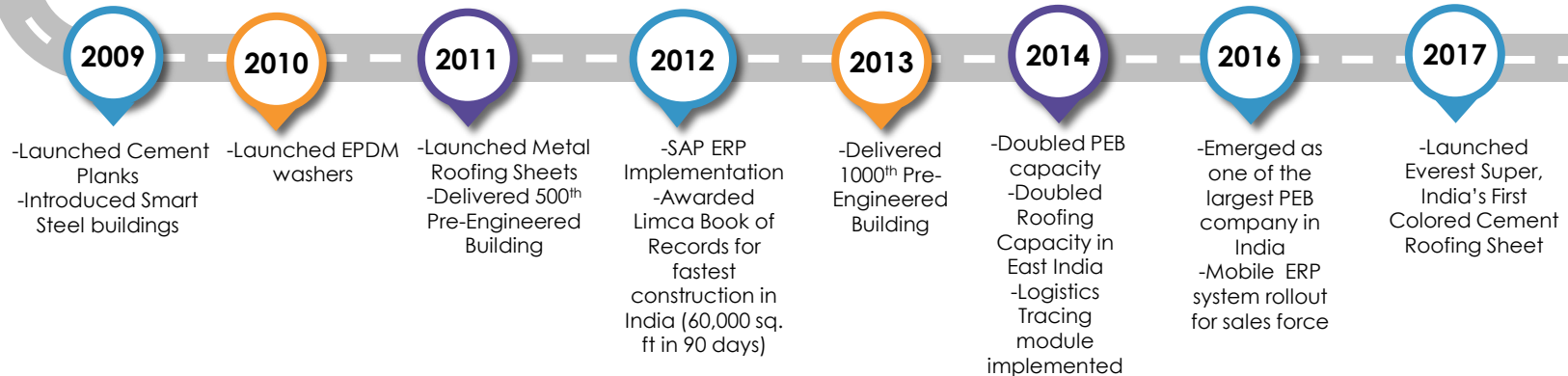


* Consolidated

#Standalone



JOURNEY SO FAR



Mr. Narotam Sekhsaria - Director

- Bachelor's in Chemical Engineering from UDCT
- Doyen of the Indian Cement Industry. He introduced new standards in manufacturing, management, marketing efficiency and corporate social responsibility to an industry he has helped transform.

Mrs. Padmini Somani - Director

- Bachelor's in Arts in Economics, Post Graduate Diploma in Economics from London School of Economics, MSc in Financial Economics, University of London
- Experienced in sectors including technology, human capital, financial intermediation, retail and general management.
- Active in the philanthropic and development space. She has been recognised for her work in youth education, health, and skilling programmes with vulnerable and marginal populations

Mr. Manish Sanghi – Managing Director

- B.E. (Mech), PGDM(IIM-A)
- Joined the company in 2001 as Marketing Director
- 30 Years experience in Castrol, BHEL, Eicher, General Motors

M L Gupta - Vice Chairman

- B.Tech.(Hons) from IIT Kharagpur
- Top executive positions in ACC Ltd for 34 years
- MD of Everest from 2002 to 2010

Mr. Y Srinivasa Rao – Executive Director

- B.Sc. Engg.(Mech)
- Joined the company in 1997 with hands-on experience of handling manufacturing, project management, technology transfer, etc
- Experience of 30 years in a multi-cultural and international environment

B L Taparia - Independent Director

- B.com, LL.B., F.C.S.
- 40 Years experience in fields of Legal, Secretarial, Finance ,Accounts and Taxation
- 29 years with Ambuja Cements including Whole Time Director for 10 Years

Bhavna G Doshi - Independent Director

- Chartered Accountant and fellow member of Institute of Chartered Accountants of India
- Expert in taxation, restructuring, and business valuation
- 25 years experience as an advisor to KPMG

Mr. Alok Nanda - Independent Director

- Founder and CEO of Alok Nanda & Company Communications Pvt. Ltd. – a creative brand consultancy.
- He has advised some of India's leading brands and companies which includes Lodha – India's largest real estate developer, Marico, Unilever, Ambuja Cements, Taj Hotels, Quikr, IDFC Bank, TrueNorth – a leading private equity firm and Kotak Bank.

Mr. Rajendra P Chitle - Independent Director

- Chartered Accountant & LL.B
- Managing Partner of M/s Chitale & Associates, a leading boutique international structuring, tax and legal advisory firm, and MP Chitale & Co, a reputed accounting firm.
- He has been part of several prestigious committees, including the Insurance Advisory Committee of the Insurance and Regulatory Development Authority of India, the Company Law Advisory Committee, Government of India, the Takeover Panel of the Securities and Exchange Board of India, the Advisory Committee on Regulations of the Competition Commission of India, and the Maharashtra Board for Restructuring of State Enterprises, Government of Maharashtra.

Mr. Nikhil Dujari – CFO

- B.com. (Hons.), member of Institute of Chartered Accountants of India and the Institute of Cost Accountants of India
- Experience of over 20 years in fields of business, accounting, controlling, taxes and others
- He worked with New Holland, Alstom, PricewaterhouseCoopers, E&Y

Mr. Neeraj Kohli, Company Secretary

- B.com(Hons), FCS, ACMA, LLB
- 27 years in the fields of secretarial and Legal

Distribution Network

Sales Depots

32

Dealer Outlets

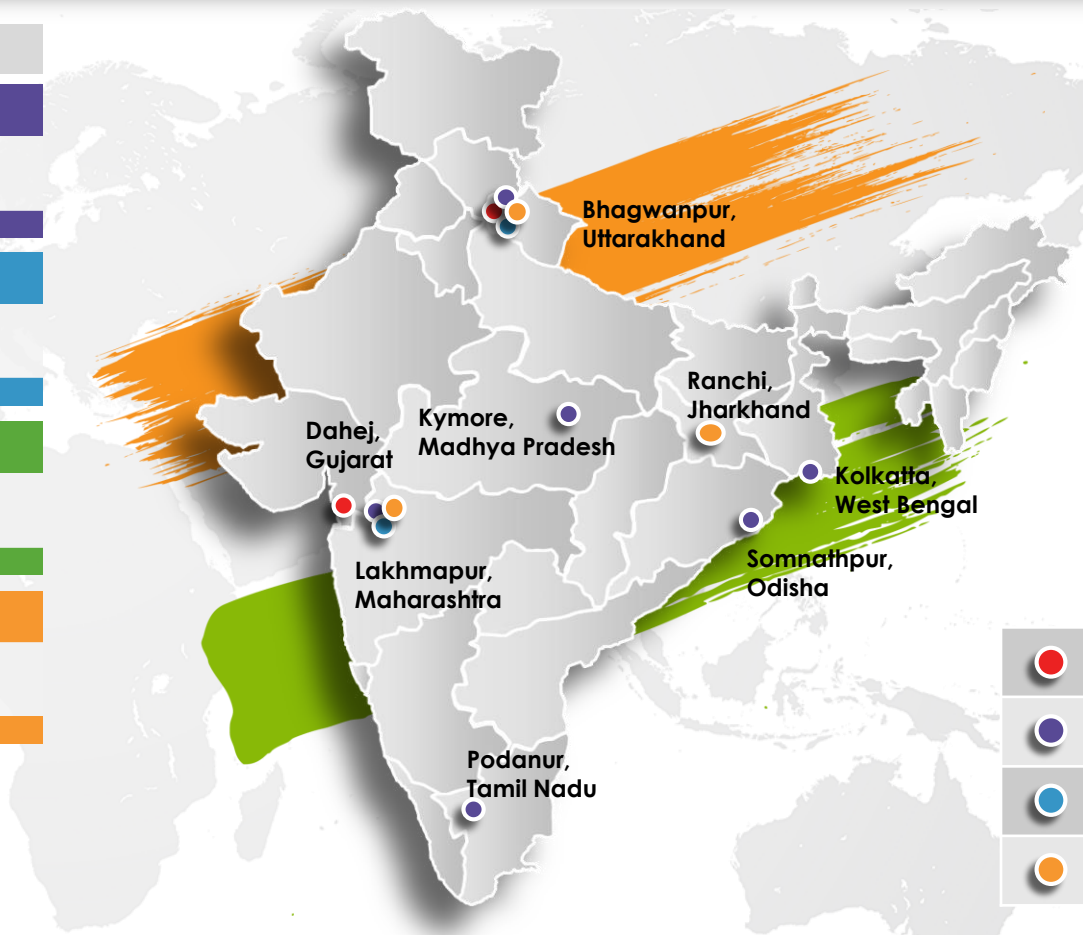
6,000

Serving Cities

600+

Serving Villages

100,000+



Total Capacity (MTPA)

Steel Building Plants

72,000 MT

Building Product Plants

9,50,000 MT

	Steel Building Plants
	Fibre Cement Roofing Sheets
	Boards & Panels
	Metal Roofing



Delivering Strength, Speed and Safety to its customers

- Focus on executing projects with speed, strength and safety

Complete Building Solutions Provider

- Strong portfolio of products and solutions

High growth business opportunity

- Participating in INDIA growth story



Trusted brand for over 8 decades

- Commands market share of 18% in Building Products and one of the largest in PEB

State-of-the-art manufacturing facilities

- 8 State-of-the-art manufacturing facilities which offers significant logistic advantage

Professional corporate structure

- Experienced management professionals & independent board of directors

Wide distribution network

- Pan India presence and Export to more than 35 countries



Everest Foundation has received the prestigious **“Mahatma Gandhi Tobacco Free Service Award”** from the Government of Maharashtra for its good work done in Nashik.



Everest Foundation has been recognized by Government of India as a progressive training partner in the field of Skills Training by the **Construction Industry Development Council (CIDC)**



Everest Foundation's initiative 'Anna Daan' was recognized by the **“Food Banking Network”**



Everest Foundation, received for its skill building endeavor in Roorkee from TV100, the **TV100 Excellence Award** under the Training & Livelihood category which was handed over by Hon'ble Chief Minister of Uttarakhand, Sri Harish Rawat



Fortune India The Next 500

Everest ranks 143rd in the latest list of **Fortune India Next 500** companies, 2017. This is the third consecutive year Everest made it to the coveted Fortune list of top 500 Mid Size companies



Everest has been recognised as India's one of top 100 Architecture and Design brands by **Economic Times**, 2015.



Everest was awarded the **challenger Trophy** at **Construction World Awards 2018**.



Everest SUPER TV Campaign in Tamil Nadu garnered **1100+ GRPs**.



Boards & Panels team displayed entire solutions range at **Guwahati Exhibition** engaging key architects.



Everest SUPER brand visibility activities across West Bengal during Durga Puja.

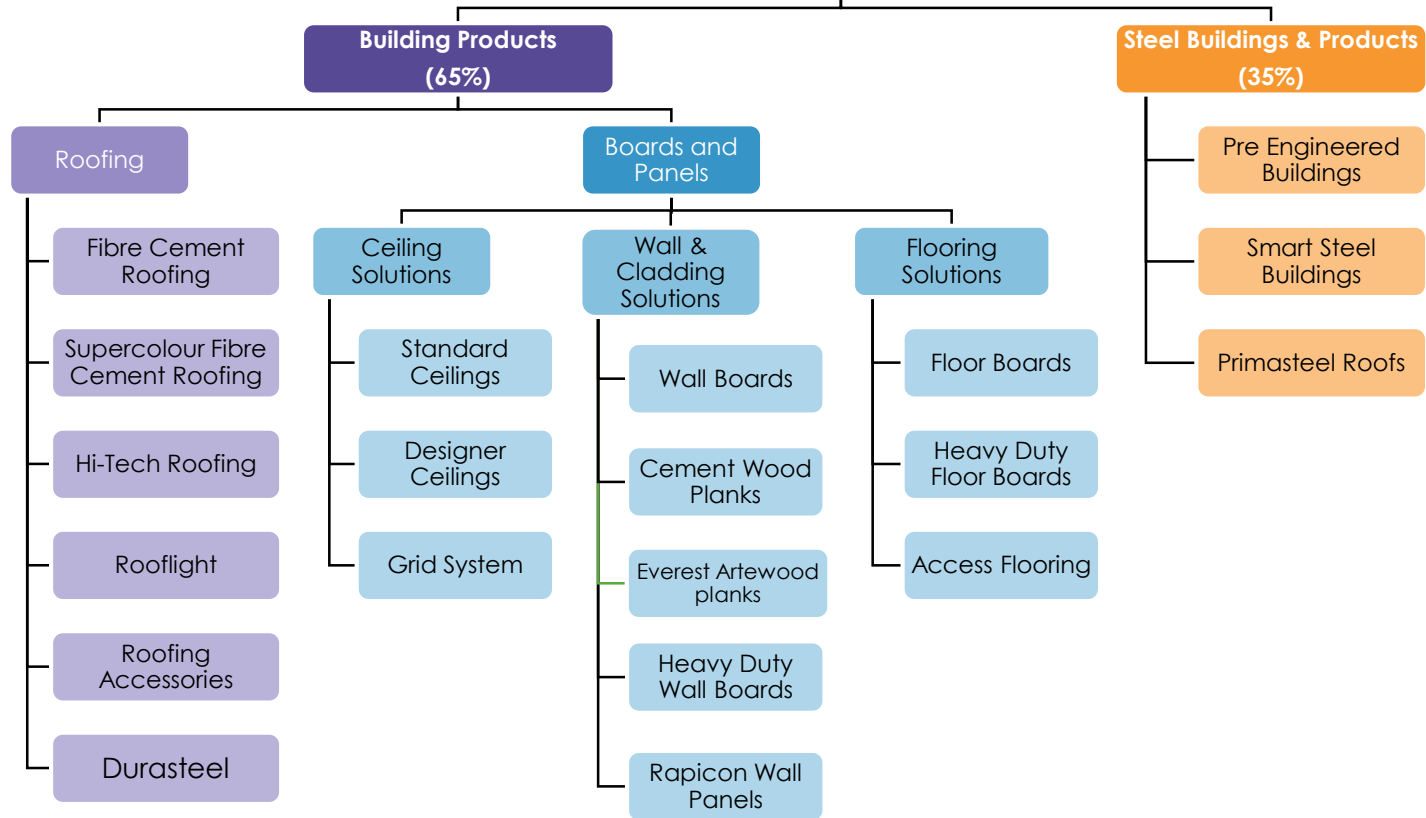


Under **Rebuild Kerala project**, Everest donated petty shops to flood affected Families.

Business Overview



- **IMF, in its latest Update, has forecast that India will grow at 7.2% in 2020.**
 - Services expected to grow at 8% plus
 - Exports has increased 8.73% y-o-y in 2018-2019 (up to February 2019) to USD 484 Bn and expected to reach 540 by 2018-2019 end.
- Government is committed to the welfare of farmers and doubling farmers' income by 2022
 - MSP for all unannounced kharif crops to be kept atleast one and half times of their production cost
 - Volume of institutional credit for agriculture sector increased to INR 10 lakh crore in 2017-18 to INR 11 lakh crore for the year 2018-19
- For creation of livelihood and infrastructure in rural areas, total amount to be spent by the Ministries will be INR 14.34 lakh crore for below results:
 - 321 crore person days of work
 - 3.17 lakh kilometers of rural roads
 - 51 lakh new rural houses
 - 1.88 crore toilets, and provide
 - 1.75 crore new household electric connections
- Budgetary allocation on infrastructure for 2018-19 to INR 5.97 lakh crore against estimated expenditure of INR 4.94 lakh crore in 2017-18.
- **Housing for all by 2022**
 - Target of one crore houses under PMAY (Pradhan Mantri Awas Yojana)
 - Dedicated housing fund under the National Housing Board for priority sector lending



- Everest offers a wide range of building products & solutions to meet the requirements of both, commercial and residential segments.
- Manufacturing presence across 8 states in India provides logistical advantage to the company as these products have significant freight costs.
- Manufacturing facilities include 7 roofing lines; 3 Boards lines and 2 Rapicon lines (Capacity – 9,50,000 MTPA).

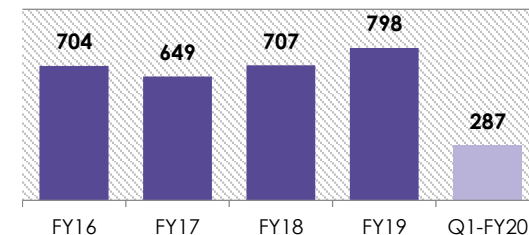
Roofing Products (A well established product)

- AC and Non AC roofing sheets provide value-for-money shelters in rural, commercial and industrial setups.
- Established new benchmarks in customer service levels such as reducing delivery turn around time and claims cycle.
- In a stagnant environment, grew in high remunerative markets through deeper penetration.
- Increased production by eliminating bottlenecks and plant balancing.
- Commercially launched an enhanced product “Everest Super”, which has superior aesthetics and qualities.

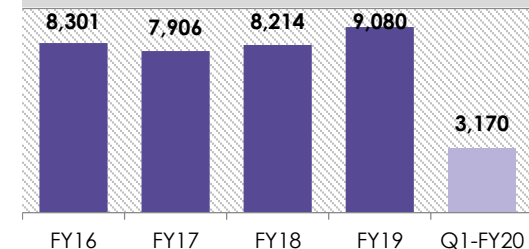
Boards & Panels (A prime focus area)

- Boards are manufactured from a homogenous mixture of Portland cement, treated cellulose fibres, finely ground silica quartz and other minerals.
- These products are increasingly being used as a substitute for plywood for partitions, bricks for walls and for internal ceilings and cladding as per international trends (Europe, Thailand, USA, Australia).
- High value add through variants and solutions offerings.
- Successful in tapping demand from rural and Tier II towns .
- Strategically positioned to tap enormous growing market potential .

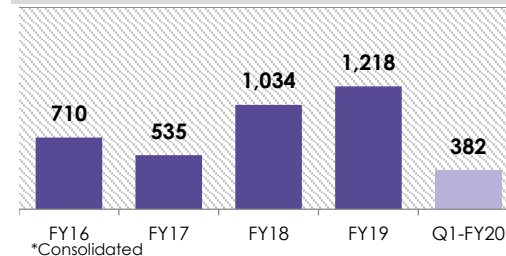
Building products*-Sales (` 000 MT)



Building products*-Revenue (INR Mn)



Building products*-PBIT (INR Mn)



*Consolidated

Everest Fibre Cement Roofing

Everest corrugated sheets are made from the highest quality cement and fibre through a specially developed fibre orientation process assuring a longer life and a greater durability.

Benefits

- Fire, Moisture, termite resistant
- Non-corrosive
- High Strength to Weight Ratio
- Low Thermal Conductivity – helps to keep the room cool
- Most economical Pakka roof option

Application

- Residences
- Warehouses
- Workshops
- Factories
- Power Plants
- Railway Platforms
- Stadiums



Everest Super Colour Fibre Cement Roofing

Everest Super Colour Roofs brings India's first coloured corrugated fibre cement roofs that come with a durable colour coating and strong anti-fungal coating while being highly economical.

Benefits

- Available in various colours
- Zero water absorption
- Highly resistant to algae and fungus
- Undamaged by rain and sun
- Superior quality translates to longer life
- Aesthetically pleasing.

Application

- Residences
- Warehouses
- Workshops
- Factories
- Railway Platforms



Everest Hi-Tech Roofing

Everest Corrugated cement Hi-Tech roofing sheet are non asbestos, reinforced with imported High Impact Polypropylene (HIPP) fibres with technology from Saint Gobain. PVA fibres replace Asbestos and impart high impact resistance.

Benefits

- High impact resistance to weather, sunshine, UV Rays, Algae
- Conforms to highest international standards
- Provides product option to customers

Application

- Manufacturing units
- Export units
- Warehouses
- Factory Sheds



Everest Rooflight & Accessories

Everest Rooflights are High quality polycarbonate roofing sheets manufactured using virgin polycarbonate resins through the co-extrusion process. Uniform thickness, excellent UV resistance, great strength and longer life.

Benefits

- Virgin raw material used instead of recycled material
- Excellent light transmission
- Excellent UV resistance

Application

- Industrial Buildings
- Canteens and Warehouses
- Greenhouses



Growth Drivers

- As per census of India 2011, ~54% of rural people use thatched roof/tiles which are kuccha and need replacement every 2-3 years.
- AC Roofing is the most long lasting and affordable roofing option for people.
- As per the National Housing Board, roofing caters to the basic human requirement of providing shelter in the form of a pucca roof and is a key agenda for the government.
- With a successful GST roll out and a favourable tax slab rate, demand anticipated to spur in roofing segment. Post GST, markets which were inaccessible before have become accessible.
- The growth in the GDP and the agricultural economy in particular will lead to a sustained demand from the rural markets which will lead to an increase in the number of houses being erected.
- The regular increase in the Minimum Support Price announced by the government for the agricultural produce will also increase the rural demand for houses.

Everest wall solutions are made from High Pressure Steam Curing technology. They offer Dry Wall construction capabilities. They can be combined with Timber, Steel or Aluminum framework to provide strength to dry wall construction. These solutions offer Fast and Hassle Free construction solutions.

Everest Standard Boards

The new age Everest standard boards is made using the revolutionary HPSC technology making them moisture, Termite and fire resistant.

Benefits

- Resistant to weather conditions
- Excellent fire resistant properties
- Moisture resistant and termite free through life of product
- Provides natural thermal insulation
- Ideal for INDIAN conditions
- Very popular in (Thailand, UAE, USA, Europe).

Application

- False ceilings
- Internal walls-half height/ full height
- Internal wall lining
- Pre-fabricated shelter - internal/external walls



Everest Smart Walls

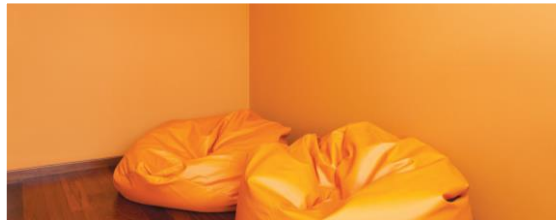
Everest Smart Walls are lightweight, slim, solid, faster-to-erect and eco-friendly solution to replace brickwork and block work. More importantly, these allow you to build without the hassle of chiseling as seen in brickwork.

Benefits

- Space saving, rooms thus have more carpet area
- Strong walls thus less maintenance of walls
- Require just 10% water of brickwork thus saving water. Good solution for water scarce areas

Application

- Interior space partitions for residential and commercial areas



Everest Designer Boards

Made of high-quality Fibre cement boards, Everest Designer Boards come with superior attributes that enhance the aesthetics of your living and working space besides promising a lifelong performance.

Benefits

- Unique embossed texture
- Pre-finished
- Primered
- Moisture resistant
- Fire resistant

Application

- Offices
- Residence
- Showrooms/shopping centers
- Hotels and resorts
- Shopping malls



Everest wall solutions are made from High Pressure Steam Curing technology. They offer Dry Wall construction capabilities. They can be combined with Timber, Steel or Aluminum framework to provide strength to dry wall construction. These solutions offer Fast and Hassle Free construction solutions.

Everest Heavy Duty Boards

Everest Heavy Duty Boards help create both internal and external load-bearing walls and floors that are more strong and long-lasting!

Benefits

- Resistant to weather conditions.
- Excellent fire resistant properties.
- Moisture resistant and termite free through life.
- Provides natural thermal insulation.
- Cost savings on foundations due to Light weight.
- Space saving due to thinner wall size.

Application

- Internal Walls
- Prefabricated Shelter
- Wall Linings, Cladding & Wet area lining



Everest Cement Wood Planks

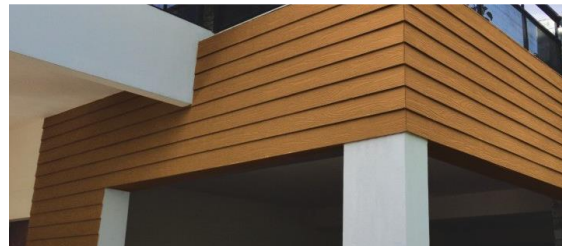
Enjoy the rich aesthetics of wood with strength of cement. They are manufactured using the ultra modern plant using state-of-the-art Hatscheck process.

Benefits

- Resist termite and moisture, do not rot or deteriorate.
- Low maintenance and weather resistance.
- Superior cost advantage over wood and veneer products.
- Dimensionally stable.
- Lower cost than real wood but same look and finish.

Application

- Internal walls
- External walls and facades



Everest Rapicon Wall Solutions

Everest Rapicon walls are Sandwich Panels made from Aerated Cement Concrete and Everest Wall Boards. Dry wall construction technology for easy installation. Excellent wall finish with zero maintenance.

Benefits

- Unique joining system for rapid construction.
- Less thickness than conventional brick wall thus maximizing space utilization
- Excellent fire and moisture resistant properties.
- Termite resistant throughout life of product
- Cost savings on foundation due to light weight.

Application

- Internal & External Walls
- Prefabricated Shelters



The new-age Everest Fibre Cement Board is manufactured using the revolutionary HPSC technology, which makes them totally resistant against moisture, fire, and termites. Allowing the finish of your choice, Everest Fibre Cement Boards give you the ideal solutions – from ceilings to floors across residential, commercial and industrial usages.

Everest Standard Ceiling Solutions

Manufactured using High Pressure Steam Curing Technology. This makes them more thermal resistant and provides dimensional stability even if exposed to prolonged moisture exposure.

Benefits

- Used in moisture prone areas
- Conceal wires and Ducts
- Strength and Durability

Application

- Kitchens
- Porticos
- Sport Complexes



Everest Designer Ceiling Solutions

Aesthetically designed self embossed ceiling, they can be made in abstract patterns and textures which make them visually appealing. These are easy to install and remove.

Benefits

- Pre painted offering higher aesthetics
- Low on Maintenance
- Strong and Durable

Application

- Offices
- Showrooms
- Recreational Facilities



Everest Mezzanine Floors

Everest mezzanine floors are ideal for building Load Bearing Floors to create new area for working space, storage and offices.

Benefits

- Termite, moisture and fire resistant
- Quick and easy installation with minimum disruption
- Superior load-bearing capacity

Application

- Showrooms/shops/offices



Everest Access floors

Everest Access floors are liftable floor tiles and grid adjustable height pedestals.

Benefits

- Cable management
- LEED compliant
- Significantly reduce disruption during maintenance
- Design flexibility & excellent relocability

Application

- Data centre and server rooms
- Casinos
- Conference room
- Showrooms





Everest Artewood Planks

- Manufactured using state-of-the art technology, Artewood planks are fine specimens of new-age building materials that are responsible, revolutionary, and eco-friendly.
- Available in 3 different colours, Everest Artewood is a luxury product that provides unmatched value and aesthetics with the elegance of natural wood.

Everest Roofing Products



Everest Super
Manufacturing Plant,
Gidderbaha, Punjab



Everest Super
Taran Singh Marriage Hall, Punjab



Everest Super
Farm House, Jalandar

Fibre Cement Boards and Panels



Artewood
W Hotel, Goa



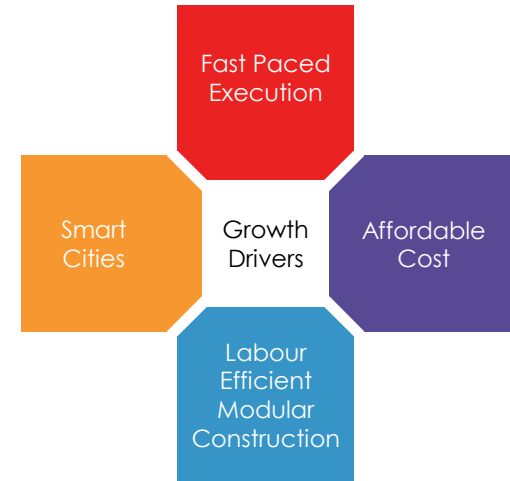
Cladding
Distributor shop, Surat, Gujarat



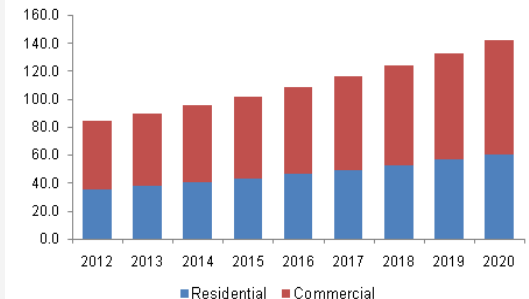
Fibre Cement Boards
Supreme Bakers, Cochin, Kerala

Growth Drivers

- The Indian Boards & Panels industry is dominated by wood based products like plywood, MDF, particle boards. New age material like fibre cement boards and gypsum boards are becoming popular.
- There are 4 significant players in the industry producing identical or similar products with an annual capacity of 470,000 MT.
- The industry size for Board & Panels in India is estimated at INR 35,000 crore.
- The industry is witnessing high growth due to the ease and convenience which it offers vis-a-vis the traditional methods of construction.
- Infrastructure status being accorded to the affordable housing sector in budget 2018 is a big boost to the entire low cost housing segment.
- Fibre Cement Boards (FCB) are environment friendly, save time, cost effective as well as a good substitute for wood and thus help in reducing deforestation.
- The product has Triple advantages of Fire, Water and termite resistance. FCB lends itself to any type of finish – paint, laminate, wall paper, tiles, marble etc.
- The Fibre cement boards market in India has almost doubled in the last 2 years owing to increasing demand for the modern quick-to-install building materials.
- FCB are strong and sturdy but installation and workability requires electric marble cutter unlike a wood saw which is manual. So increasing access to electric power is boosting sales of boards.



India wood flooring market revenue by application, 2012-2020, (USD Mn)



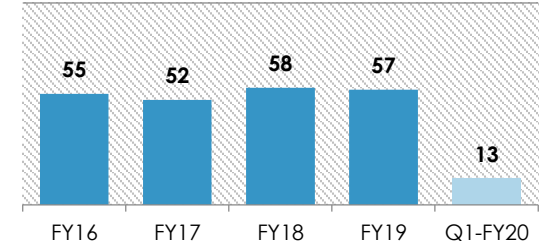
Pre Engineered Buildings

- Everest is one of the largest players in the Pre-Engineered Buildings industry in India.
- 3 manufacturing plants – 2 Steel building plants, 1 metal roofing plant (Capacity – 72,000 MTPA).
- More than 2,300 projects executed till date; Despatched 1 building per day.
- High strength steel and tapered built-up sections which are optimized by the computerized design program and the use of continuous light gauge secondary steel sections, there is an overall reduction in steel weight, cost, and time relative to conventional construction.
- Pre-Engineered Buildings are about 30% lighter than conventional structures. Hence, the foundations are of simple design, easy to construct, lighter, and the number of foundation pillars required are less.
- As buildings are manufactured completely in the factory under controlled conditions, quality and timely delivery is assured and risk associated with on-site work is minimized.

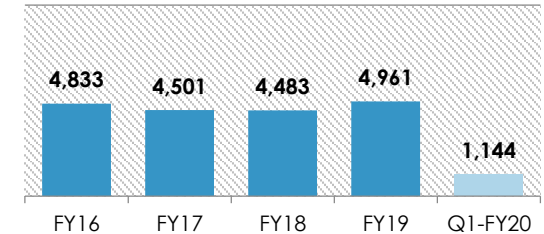
Smart Steel Buildings

- Ideal for commercial buildings that require faster execution.
- They are light and allow quick erection without heavy tools or equipment.
- It is able to shape itself to any form and can be clad and insulated with a wide range of materials.
- It is easy to change or modify this construction at any point in its lifespan.
- Light gauge steel structures do not rot, shrink, warp, or decompose like wood structures, and can be used in areas where there is a probability of termite attack.
- Requirement of light foundation.
- Easy to transport to difficult terrains and geographies.

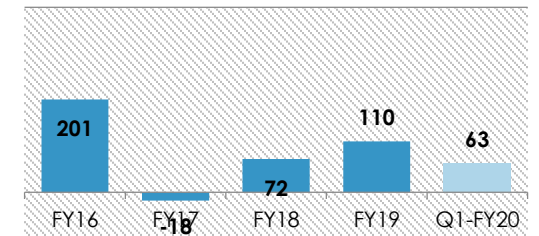
Steel buildings* - Sales (` 000 MT)



Steel buildings*- Revenue (INR Mn)



Steel buildings* - PBIT (INR Mn)



*Consolidated

Pre-engineered Buildings (PEB)

Pre-engineered buildings are pre fabricated and ready to install buildings. Each building is fine tuned as per clients requirements and converts uncertainty of site to certainty of factory fabrication. Steel is the primary raw material which provides superior strength and ease of maintenance.

Benefits

- Reduced Construction Time
- Significant saving in site erection cost
- Experience of buying a single unit through single party as against multiple transactions in conventional construction

Application

- Construction of Factory Buildings
- Warehouse construction
- Navigation Hangers
- Military Buildings
- Offices, Schools, Hospital and residential complexes



Smart Steel Buildings

100% customized steel Buildings. Light gauge steel structures do not rot, shrink, warp, or decompose like wood structures, and can be used in areas where there is a probability of termite attack. It is able to shape itself to any form, and can be clad and insulated with a wide range of materials.

Benefits

- Great seismic resistance
- Predictability of build time and cost
- Requirement of light foundation
- Ease of construction in difficult terrain where movement of goods is challenging

Application

- Commercial Buildings
- Office Buildings
- Industrial Utility Buildings
- Automobile Showrooms





Tata Power – Bangalore,
Karnataka



Rockman – Tirupati,
Andhra Pradesh



Reliance – Jhajjar, Haryana



Gokaldas Warehousing
Corporation – Mewat, Haryana



Godrej Agrovet – Chintapuli
Mandal, Andhra Pradesh



Mascor Precisions Pvt Ltd –
Aurangabad, Maharashtra

Growth Drivers

- Global PEB market expected to grow at a CAGR of 12% during the 2016 – 2020 period.
- Conversion to PEB and new applications are expected to drive PEB growth in INDIA for next 5-7 years at a much higher rate.
- Growth is primarily driven by Industrial and Infrastructure growth – Investment of 100 lakhs crore planned during next 5 years.
- Consolidation of the Warehousing and logistics sector in post GST scenario will provide opportunity to showcase design and deliver customized storage solutions at an exceptional speed and with high safety standards.
- With exposure and positive experiences, architects, structural contractors and Project Heads in INDIA are now predisposed to designing projects using PEBs. Earlier they depended on conventional RCC construction.
- With the country's five year plan catering for infrastructure addition in the form of airports, metros and bridges ,sector differentiation is expected to separate industrial buildings and building systems.
- Government push to develop Smart Cities and infrastructure will require fast construction of infrastructure to support it.
- Domestic market is estimated to grow at a CAGR of ~15% over the next 5 years.



Current
domestic
industry size ~
INR 100,000
Mn

Iron / Steel & Steel Structures

Policy Support

- Large infrastructure projects in the PPP mode are formed.
- National steel policy implemented to encourage the industry to reach global benchmarks
- Launched Auto Mission plan 2016-26 with target to grow automotive industry 3.5-4 times to \$260-300 bn

Competitive Advantage

- India is the world's 4th largest producer of crude steel and is poised to become the 2nd largest producer
- Easy availability of low-cost manpower and presence of abundant reserves make India competitive in the global setup

Increasing Investments

- Intended steel capacity build-up in India is set to result in investments in the range of USD 104.2 Billion to USD 208.3 billion by 2030
- 301 MoU's have been signed with various states for planned capacity of about 488.6 MT

Robust Demand

- Demand would be supported by growth in domestic market
- Infrastructure, oil & gas and automotive would drive the growth of the industry

Strategic Overview



Changing Trends

- **Conventional Products to Superior Quality Products:** With the focus of the government on providing low cost housing, focus is now on supplying building products that are cost effective, long lasting and superior in quality as compared to using conventional or Kuccha structures
- **Conventional technology to Newer cost efficient technology:** Use of PEBs in the construction industry leads to reducing the time of construction as well as the risks and cost involved in construction sites

Building Products

- Speed of construction through ready to install products
- Improving prosperity of the rural population
- Government thrust on rural housing
- AC sheets cost just 30% of the cost of an traditional RCC Roofing
- Light weight and Long life
- Large export market
- Shift from *Kuccha* houses and thatched roofs to *Pakka* houses

Steel Buildings

- Increased requirement of speedy yet safe construction
- Competitive to conventional construction
- Light weight structures
- Greater preference for steel buildings
- Less issues of labour unrest and safety since number of workers required is less
- Offers end to end solutions
- Cost competitive when compared to traditional brick and mortar structures

Building Products

- Deeper penetration to popularise use of dry wall construction, rapid wall erection, ceilings solutions and moisture protection, by upgrading construction techniques to western lifestyle and product usage.
- Increase sales in international markets – the company already has a presence across 35 countries and will to tap the export market further with more innovative products.
- Improve logistics costs - the company has a pan India presence which helps it to reduce logistics cost and reaching the customer early.
- Leveraging Brand Everest and the strong distribution network for new products.
- Introducing a range of value added products for specific applications.
- Reduce the large revenue dependence on AC Roofing by growing other segments.

Steel Buildings

- Optimise utilisation of existing capacity.
- Increasing Market share in PEBs while improving Operating efficiencies and profitability.
- Premium for better quality workmanship, assured speed of delivery and ability to undertake complex projects and challenges.

Financial Overview



Income Statement – Standalone (INR Mn)



Particulars	FY17#	FY18#	FY19#	Q1-FY20#
Total Income*	12,372	12,786	14,106	4,344
Total Expenses	11,856	11,797	12,975	3,905
EBITDA	516	989	1,131	439
EBITDA Margin	4.17%	7.74%	8.02%	10.11%
Depreciation	255	236	206	60
Finance Cost	208	126	76	16
Exceptional Items	-	16	-	-
PBT	53	611	849	363
Tax	13	104	207	112
Profit After Tax	40	507	642	251
PAT Margin	0.32%	3.97%	4.55%	5.78%
Other Comprehensive Income	(2)	13	(4)	(1)
Total Comprehensive Income	38	520	638	250
Diluted EPS (INR per share)	2.48	33.54	41.08	16.07

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

Balance Sheet – Standalone (INR Mn) IND-AS



Equities & Liabilities	FY18	FY19	Assets	FY18	FY19
Shareholder Funds			Non Current Assets		
Share Capital	156	156	Property, Plant and Equipment	3,385	3,355
Other Equity	3,814	4,371	Intangible Assets	21	12
Total -Shareholder Funds	3,970	4,527	Capital Work In Progress	205	260
			Other financial assets	134	141
Non Current Liabilities			Income tax assets (net)	365	215
Long Term Borrowings	511	467	Non-current investments	4	4
Deferred Tax Liabilities (Net)	288	290	Long term loans & advance	-	-
Total - Non – Current Liabilities	799	757	Other non-current assets	28	48
			Total - Non – Current Assets	4,142	4,035
Current Liabilities			Current Assets		
Short term Borrowings	258	364	Inventories	2,475	3,289
Trade Payables	1,502	1,813	Trade Receivables	661	983
Deposit from Business Partners	302	263	Cash & Bank Balances	193	179
Other Financial Liabilities	157	134	Bank balance other than above	4	4
Other Current Liabilities	736	823	Other financial assets	89	115
Short-term provisions	52	54	Short-term loans & advances	-	-
Income Tax Liability (Net)	131	252	Other current assets	343	382
Total – Current Liabilities	3,138	3,703	Total – Current Assets	3,765	4,952
GRAND TOTAL - EQUITIES & LIABILITIES	7,907	8,987	GRAND TOTAL – ASSETS	7,907	8,987

Historical Income Statement – Consolidated (INR Mn)



Particulars	FY17#	FY18#	FY19#	Q1-FY20
Total Income*	12,498	13,069	14,148	4,352
Total Expenses	11,990	12,070	13,037	3,919
EBITDA	508	999	1,111	433
EBITDA Margin	4.06%	7.64%	7.85%	9.95%
Depreciation	255	235	206	60
Interest	208	126	76	16
PBT	45	638	829	357
Tax	15	107	210	111
Profit After Tax	30	531	619	246
PAT Margin	0.24%	4.06%	4.37%	5.65%
Other Comprehensive Income	(2)	13	(5)	(1)
Total Comprehensive Income	28	544	614	245
Diluted EPS (INR per share)	1.85	35.08	39.29	15.72

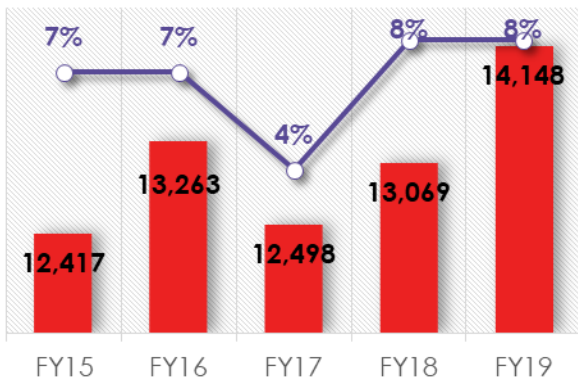
*Total income includes other income #As per IND-As

Balance Sheet – Consolidated (INR Mn) IND-AS

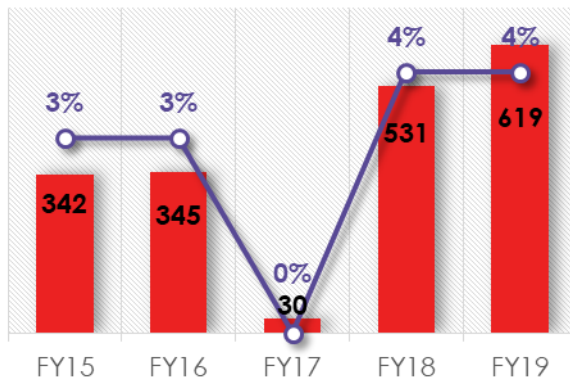


Equity & Liabilities	FY18	FY19	Assets	FY18	FY19
Shareholder's Funds			Assets		
Share Capital	156	156	Non-Current Assets		
Other Equity	3,824	4,358	Property, Plant and Equipment	3,385	3,355
Minority Interest	-	-	Intangible Assets	21	13
Total Shareholder's Fund	3,980	4,514	Capital Work-in-Progress	205	260
			Other Financial Assets	134	141
Long-Term Borrowings	511	467	Long-Term Loans and Advances	-	-
Deferred Tax Liabilities (Net)	288	290	Other Non-Current Assets	28	48
Long-Term Provisions	-	-	Income Tax Assets (Net)	365	215
Non-Current Liabilities	799	757	Total Non Current Assets	4,138	4,032
Current Liabilities			Current Assets		
Short-Term Borrowings	258	364	Inventories	2,475	3,293
Trade Payables	1,578	1,837	Trade Receivables	706	993
Deposit from business partners	302	263	Cash and Cash Equivalents	226	189
Other Current Liabilities	747	828	Bank Balances Other than above	4	4
Short-Term Provisions	52	55	Short-Term Loans and Advances	-	-
Other Financial Liabilities	174	150	Other Current Assets	383	395
Income Tax Liability (Net)	131	253	Other financial assets	89	115
Total Current Liabilities	3,242	3,750	Total Current Assets	3,883	4,989
TOTAL EQUITY AND LIABILITIES	8,021	9,021	TOTAL ASSETS	8,021	9,021

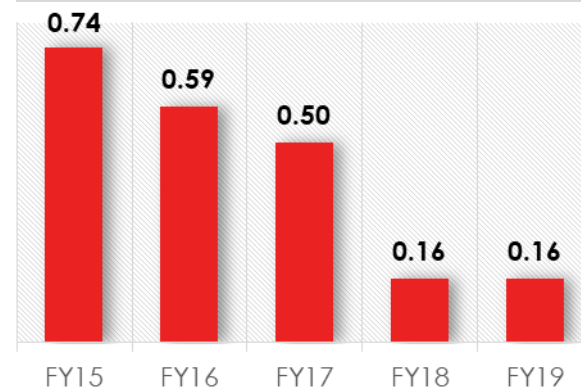
Revenue (INR Mn) and EBITDA Margin (%)



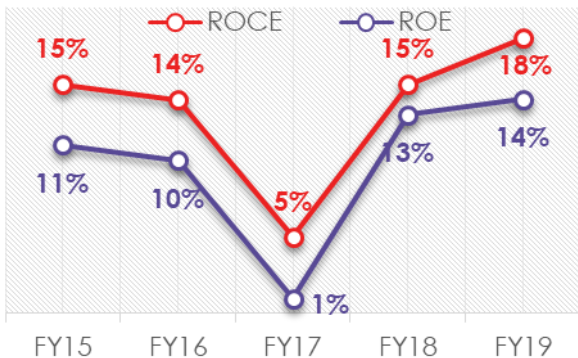
PAT (INR Mn) & PAT Margin (%)



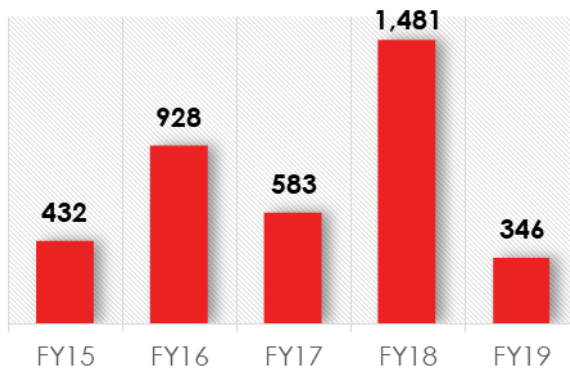
Net Debt to Equity Ratio



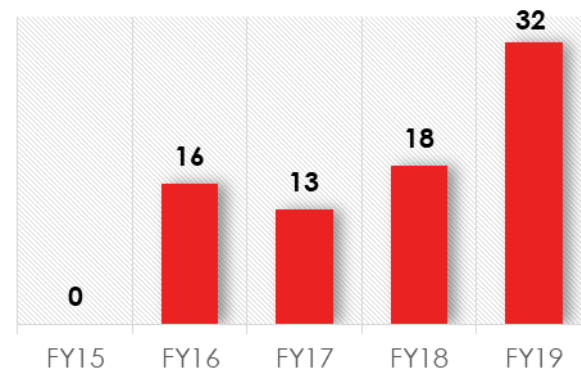
ROE & RoCE



Operating Cash Flow (INR Mn)

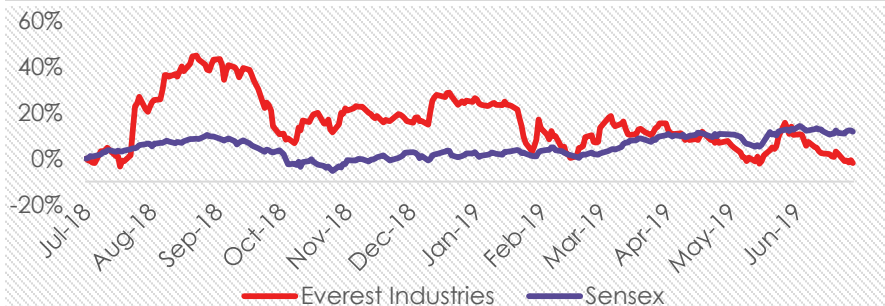


Working Capital Days



Note: FY17 and FY18 numbers As per IND-As

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



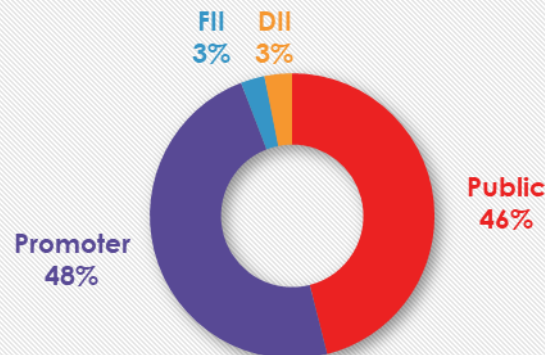
LARGEST INSTITUTIONAL INVESTORS (AS ON 30TH JUNE, 2019)

Vijay Kishanlal Kedia	6.08%
HDFC Small Cap Fund	2.63%

PRICE DATA (AS ON 30TH JUNE, 2019)

Face Value (INR)	10.00
Market Price (INR)	396.2
52 week H/L (INR)	597.5/381.0
Market Cap (INR Mn)	6,195.1
Equity Shares Outstanding (Mn)	15.6
12 Month Avg. Trading Volume ('000)	53.7

SHAREHOLDING PATTERN (AS ON 30TH JUNE, 2019)



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THANK YOU