

Dated: 10th August, 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 Q1FY'24. 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

Mirza Mohammed Ali Baig

Company Secretary & Compliance Officer

ACS 29058

Digitally signed by Mirza
Mohammed Ali Baig
Date: 2023.08.10
09:46:20 +05'30'

PENNAR INDUSTRIES LIMITED

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

Tel : +91 8455 242184 to 242193, **Email :** corporatecommunications@pennarinda.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

Q1 FY'24 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.

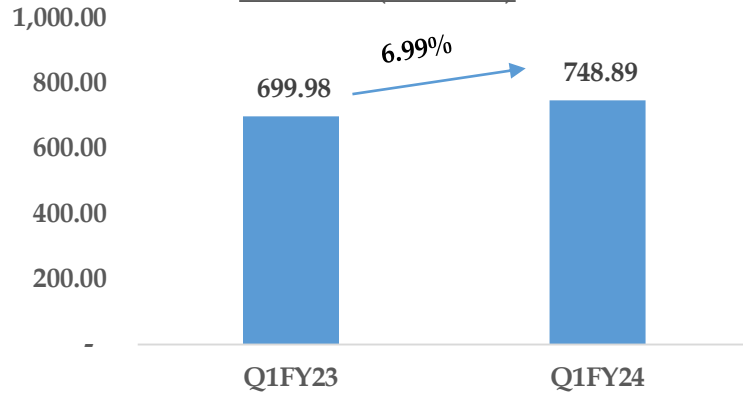
Certain statements contained in this Presentation may be statements of the Company’s beliefs, plans and expectations about the future and other forward looking statements that are based on management’s current expectations or beliefs as well as a number of assumptions about the Company’s operations and 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

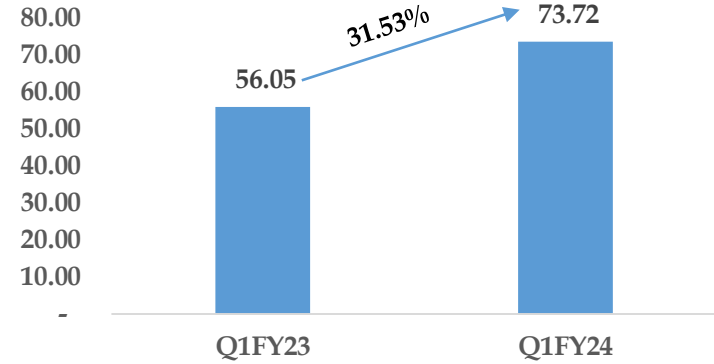
- ❖ Key metrics
- ❖ Results Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ Q1 FY24 Business Highlights segment wise
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

Key Metrics - Growth

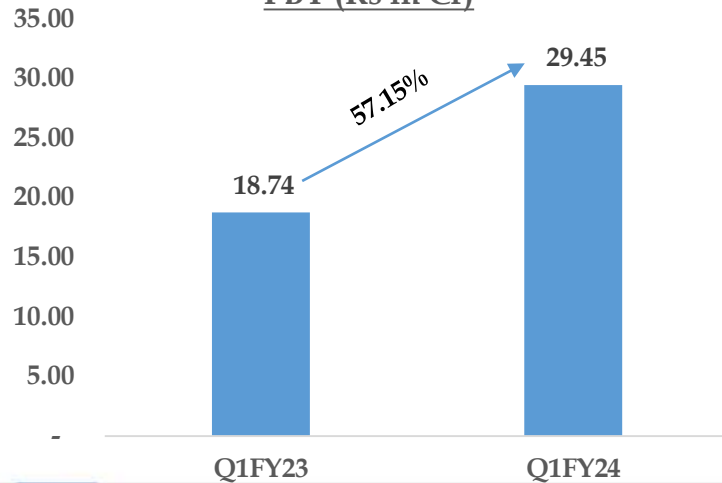
Revenue (Rs in Cr)



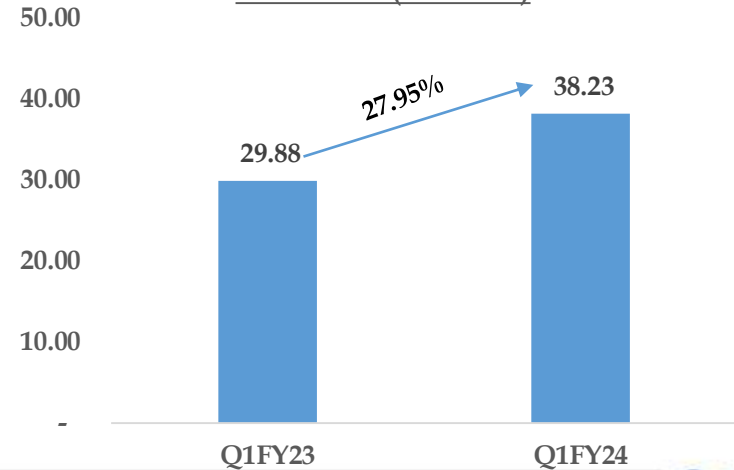
EBITDA (Rs in Cr)



PBT (Rs in Cr)



Cash PAT (Rs in Cr)



Results Update

Particulars (Rs. in Crs)	Q1 FY24	Q1 FY23	YoY ⁰ %
Revenue From Operations (Net of Taxes)	748.89	699.98	6.99%
Other Income	11.79	11.02	6.99%
Total Income	760.68	711.00	6.99%
COGS	464.70	446.05	4.18%
Gross Profit	295.98	264.95	11.71%
Employee Expenses	80.52	69.57	15.74%
Other Expenses	141.74	139.33	1.73%
EBITDA	73.72	56.05	31.53%
Depreciation	16.42	15.80	3.92%
Finance Cost	27.85	21.51	29.47%
PBT	29.45	18.74	57.15%
Tax expense	7.64	4.66	63.95%
PAT	21.81	14.08	54.90%
PAT Margin %	2.91%	2.01%	90 bps

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

Tubes

Subsidiaries

Enertech Pennar Defense and
Engineering Systems Private Ltd

Pennar Global

Pennar Global Metals

Ascent Buildings

Pennar GmbH
Cadnum

Prominent
Clientele From
Diverse Sectors



Hindustan Unilever Limited



ITC Limited



Products Q1 FY24 Highlights

➤ Industrial Components

✓ The revenue for the Q1FY24 under the products has increased from Rs 399.3 Cr to Rs 417.9 Cr, up by 4.66%

➤ Hydraulics

➤ Solar Panels

➤ Aerospace Machined Components

✓ Railways and Body in white business unit have increased revenue

➤ Automotive/ Manufacturing Engineering

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

➤ Steel Products and Profiles

➤ Railway Sub Assemblies

➤ Precision Tubes

Projects Q1 FY24 Highlights

➤ Pre Engineered Buildings

- ✓ The revenue for the Q1 FY24 under projects has increased from Rs 286.7 Cr to Rs. 325.9, up by 13.64%

➤ Water Treatment

- ✓ The order book of PEB is Rs 600 Cr in India.

➤ Solar Structures

- ✓ Pre engineered Building revenue has increased in India and US
- ✓ Step down subsidiary Ascent Building, USA has hit the revenue
- ✓ Need to realize the current assets of module mounting structures MMS and water EPC business resulting in increased finance costs.

Engineering Services Q1 FY24 Highlights

➤ Structural Engineering Services

- ✓ The revenue for Q1 FY24 under Services has increased from Rs 13.9 Cr to Rs 29.9 Cr, up by 115.4%

➤ BIM(Building Information Modelling)

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

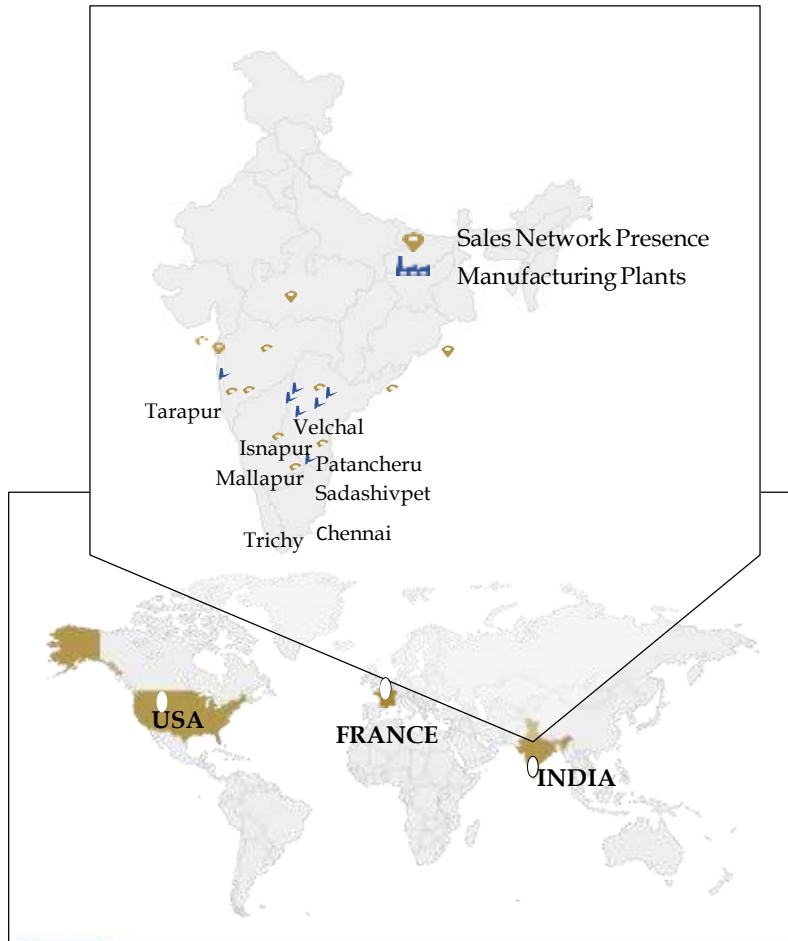
➤ Plant-Product Engineering Services

- ✓ Decrease in Structural Engineering Services revenue in US

➤ Industrial Automation

➤ Digital Consultancy(IOT) & Value added Solutions

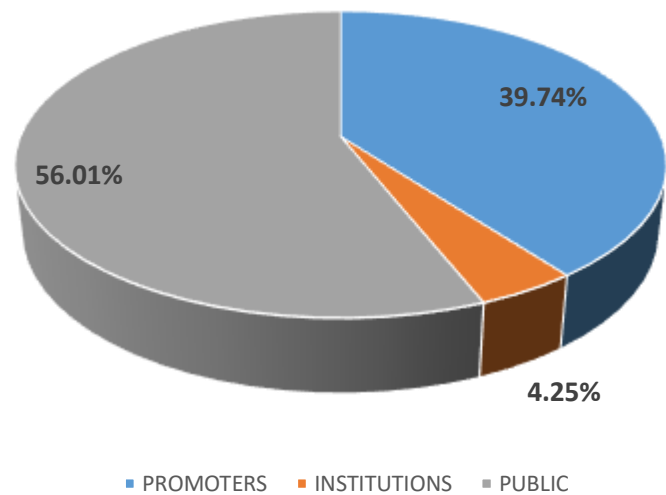
Robust Manufacturing Facilities & Strong Sales Network



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 30-06-2023



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

