



Ref: H/NK/STX/ /2016

Date : July 28<sup>th</sup>, 2016

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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Dear Sir/Madam,

**Sub.: Schedule of Analyst Meet & Presentation on Financial Results to be made to Analysts**

Pursuant to regulation 30 and Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that Analyst Meet with the officials of the Company is scheduled on 29.07.2016 at 11.30 AM on Telephonic conference call.

Please find enclosed herewith invite for conference call and presentation on Financial Results for the quarter ended 30<sup>th</sup> June, 2016 to be made to the Analysts.

Thanking you,

Yours faithfully,  
For EVEREST INDUSTRIES LIMITED

  
NEERAJ KOHLI  
COMPANY SECRETARY & HEAD – LEAL

**Everest Industries Limited**

D-206 Sector-63 Noida- 201301 Tel +(91)-120-4791800 India  
Helpline 09958037777 info@everestind.com www.everestind.com

Regd. Office GAT No. 152 Lakhmapur Taluka Dindori Nashik 422 202 Maharashtra Tel +91 2557 250375/462 Fax +91 2557 250376

Corporate Identity Number : L74999MH1934PLC002093



**Everest Industries Limited** Cordially invites you to **Q1 FY17 Result Conference Call** to discuss the Quarterly financial performance of the Company.

**Management Represented By:**

**Mr. Manish Sanghi, Managing Director**  
**Mr. Rakesh Gupta, Chief Financial Officer**

**Conference Call Details:**

Date: **Friday, 29 July, 2016**  
Time: **11.30 AM**

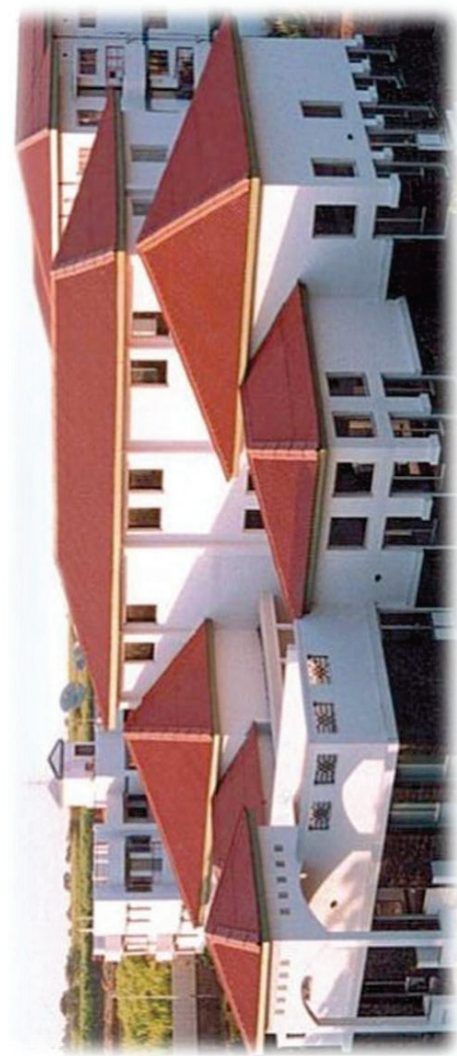
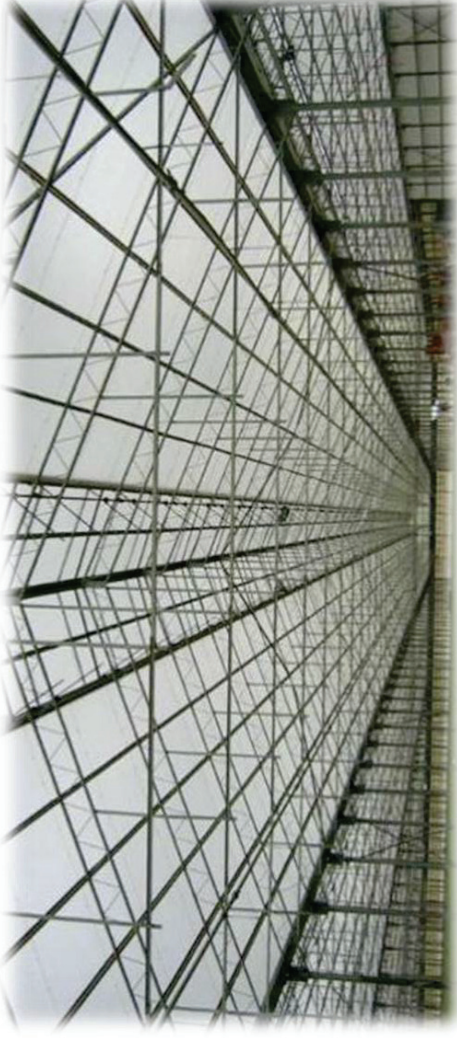
<b>Access Numbers</b>	
Primary Number:	<b>+91 22 3960 0659</b>
Secondary Number:	<b>+91 22 6746 5959</b>
Toll Free Number:	<b>USA: 1 866 746 2133</b>
	<b>UK: 0 808 101 1573</b>
	<b>Singapore: 800 101 2045</b>
	<b>Hong Kong: 800 964 448</b>

Please dial the above number 5-10 minutes prior to Conference Call to ensure you are connected to the call in time.

We look forward to your participation.

**RSVP:**

**Vikash Verma**  
**Stellar IR Advisors Private Limited**  
Contact: +91 22 2823 0380



**EVEREST**

**Everest Industries Limited**  
**Result Presentation**  
**Q1 FY17**



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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

# Agenda



**1**

**Business Update**

**2**

**Financial Performance & Analysis**

**3**

**Financial Highlights**



## Business Update

# Company Overview



	Building Products		Pre Engineered Building
Demand	Rural and Semi-urban	Urban	Industrial, Logistics, Commercial, Institutional and Infrastructure
Products	Roofing Sheets & Accessories	Boards, Solid Wall Panels & Grids	Pre-engineered Steel Buildings Smart Steel Buildings
Capacity	865,000 MTPA		72,000 MTPA
Manufacturing Facilities	6 manufacturing plants located across India (7 roofing lines - including 1 dual use line, 3 Boards lines and 2 Panel lines)		3 manufacturing plants (2 steel building plants, 1 metal roofing plant )
Distribution Network	40 Sales Depot & over 6,000 Dealer Outlets Serving over 600 cities & 100,000 villages Export to over 25 countries		>1,600 Projects executed till date; Despatched 1 building every working day

## Steel Building – Major projects in Quarter



Customer name	Location	State	Value (Rs. Lacs)
Karnataka Rural Infrastructure Development	Lingadheeranhalli	Karnataka	1,772
Richland Developers	Bhiwadi	Rajasthan	277
Flexituff International	Kashipur	Uttarakhand	270
Somany Ceramics	Bahadurgarh	Haryana	227
Jindal Mectec Pvt Ltd	Indore	Madhya Pradesh	179
BHEL	Bhopal	Madhya Pradesh	94





## Steel Building – Major projects in Quarter



Project of Artemis Hospital -Rooftop Extension at Gurgaon, Haryana

Size : 1,324 sq meter

## Steel Building – Major projects in Quarter



Project of HCL IT City , Chack Gajaria Farms, Lucknow, Uttar Pradesh  
Size : 3,200 sq meter

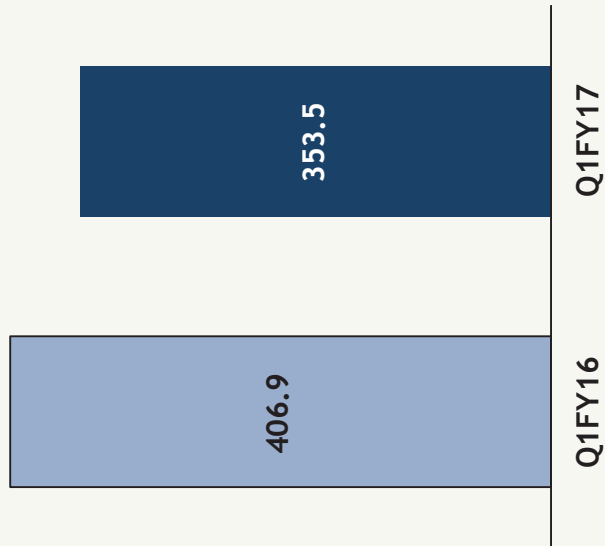


# Financial Performance & Analysis



## Q1 FY17 - Financial Highlights

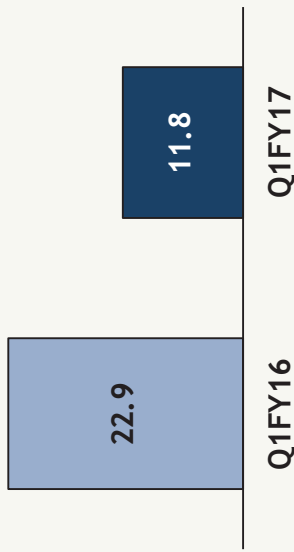
### Revenues (Rs Cr)



### EBITDA (Rs Cr)



### PAT (Rs Cr)



## Profitability Highlights

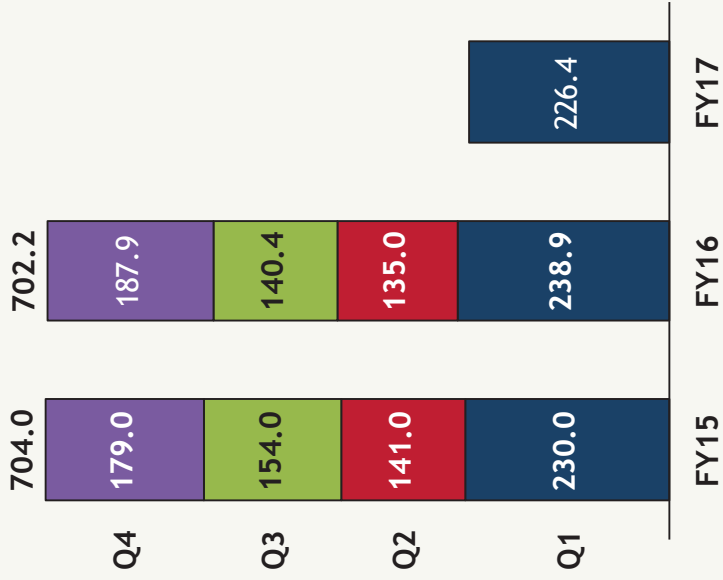


Rs. in Cr	Q1FY17	Q1FY16	YoY	FY16	FY15	YoY
<b>Revenues</b>	<b>353.5</b>	<b>406.9</b>	<b>(13.1%)</b>	<b>1,313.4</b>	<b>1,230.5</b>	<b>6.7%</b>
Raw Material	197.8	241.9		732.3	706.3	
Manpower Cost	32.8	31.9		127.1	109.1	
Other Operating Expenses	98.3	95.3		370.8	333.2	
<b>EBITDA</b>	<b>24.6</b>	<b>37.8</b>	<b>(35.0%)</b>	<b>83.2</b>	<b>81.9</b>	<b>1.6%</b>
<b>EBITDA Margin (%)</b>	<b>6.9%</b>	<b>9.3%</b>		<b>6.3%</b>	<b>6.7%</b>	
Other Income	3.0	7.7		12.9	10.5	
Depreciation	6.6	6.8		25.6	25.4	
Interest	4.2	4.0		19.1	18.7	
<b>Profit Before Tax</b>	<b>16.8</b>	<b>34.7</b>	<b>(51.7%)</b>	<b>51.3</b>	<b>48.3</b>	<b>6.4%</b>
Tax	5.0	11.7		16.0	14.1	
<b>Net Profit</b>	<b>11.8</b>	<b>22.9</b>	<b>(48.7%)</b>	<b>35.3</b>	<b>34.2</b>	<b>3.2%</b>
<b>Net Profit Margin (%)</b>	<b>3.3%</b>	<b>5.6%</b>		<b>2.7%</b>	<b>2.8%</b>	
Earning Per Share (Rs.)	7.7	15.0		23.0	22.4	

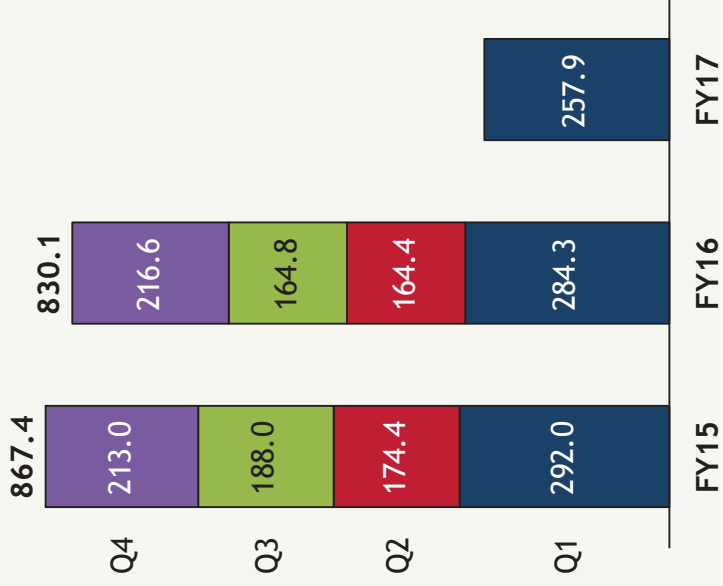
## Building Products Performance



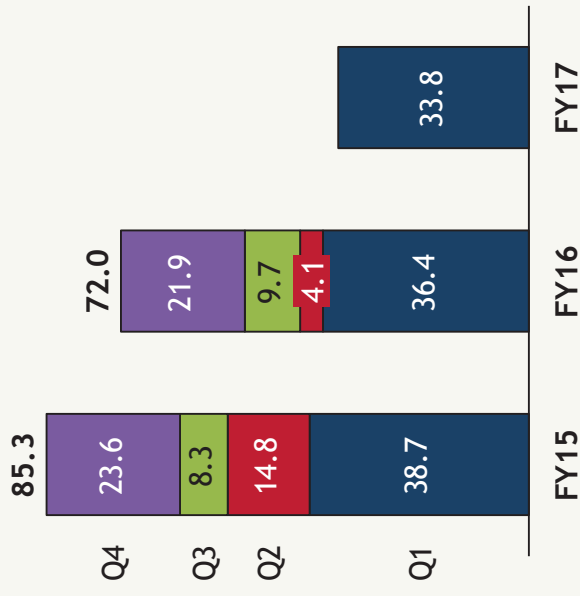
Sales ('000 MT)



Revenues (Rs Cr)



EBIT (Rs Cr)



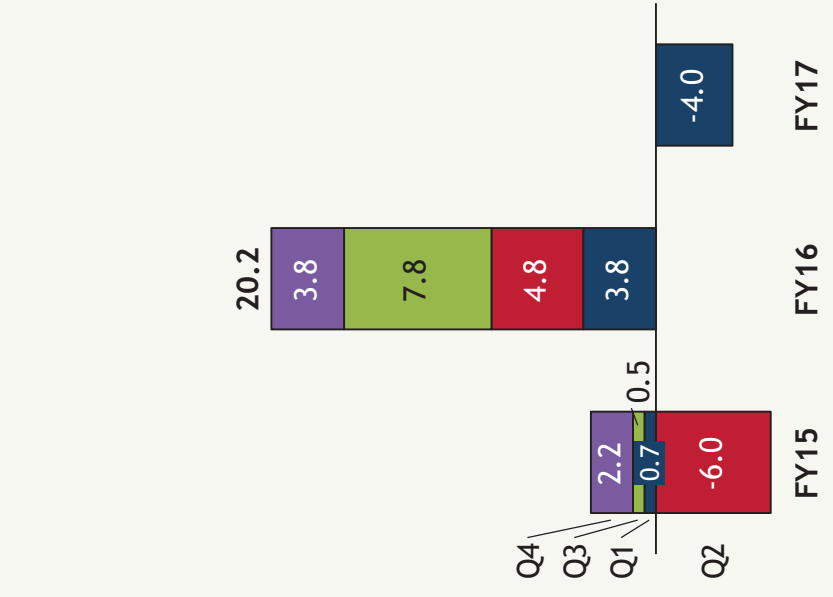
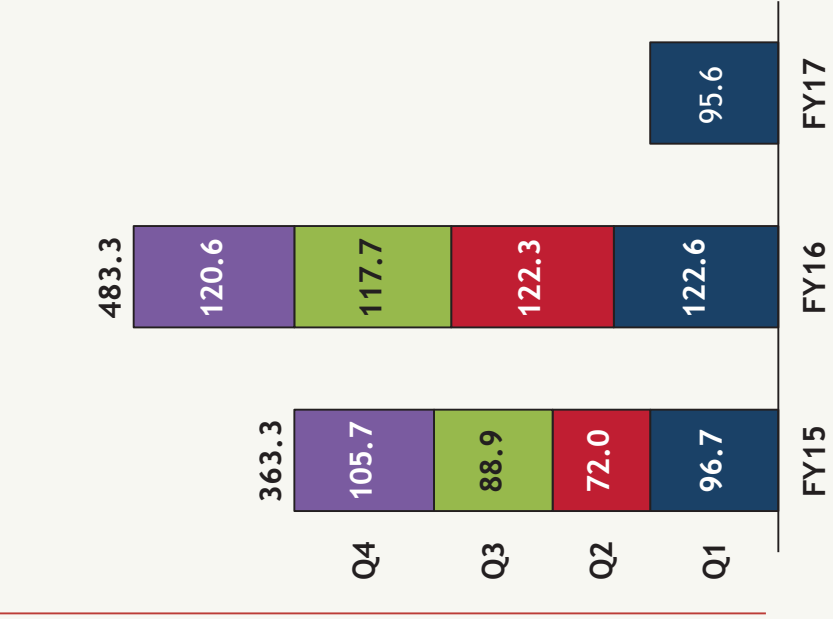
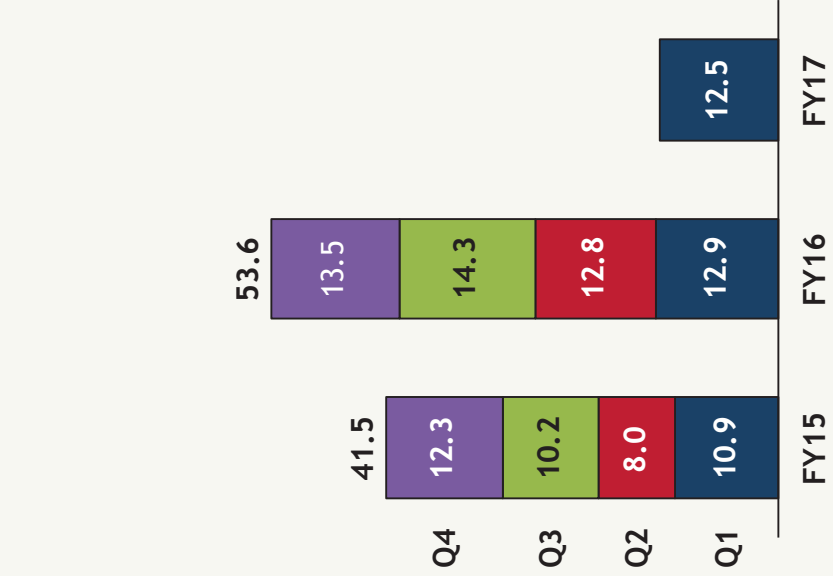
# Steel Building Performance



Sales ('000 MT)

Revenues (Rs Cr)

EBIT(Rs Cr)



# Performance Analysis – Q1 FY17



## Building Products

- Revenue at Rs. 257.9 Cr lower by 9.3% YoY, EBIT at Rs. 33.8 Cr lower by 7.1% YoY primarily due to:
  - Lower demand due to sub-optimal monsoon in two consecutive previous years
  - Softer prices of competing products
  - Exports of the Company's non-chrysolite products were impacted by the continuing slow down in the Middle East markets both in volume and realisation

## Steel Buildings

- Revenue at Rs. 95.6 Cr lower by 22.0% YoY , EBIT at - Rs. 4.0 Cr primarily due to:
  - Sluggishness in the capital goods segment resulted in lower order intake during Q4 FY16
  - Higher average raw material costs on account of sharp increase in steel prices post implementation of Minimum Import Price (MIP) in February 2016
  - Fixed price clause in the contracts leaving little scope for passing on the increased costs to customers



# Improving Business Environment



## Building Products - Growth Drivers

- **Government focus on Housing for All**
  - Housing shortage in rural India is estimated at 43.67 million units
  - 54% of population living under Kuccha roof are gradually migrating towards Pucca roof such as fibre cement roofing and metal roofing
  - Government initiatives such as (i) Pradhan Mantri Awas Yojana where 1 crore households to be provided assistance for construction of Pucca house, and (ii) Affordable houses & Housing for All for a target of building 20 million houses by 2022

## ➤ Rural growth to uplift disposable income

- Above normal monsoon predicted by MET department in 2016 after two consecutive years of deficient rainfall likely to push consumption in rural India
- Government's focus towards improving rural economy and generating employment through schemes such as MNRGA, Pradhan Mantri Gram Sadak Yojana, Rural electrification, Pradhan Mantri Krishi Sinchai Yojana

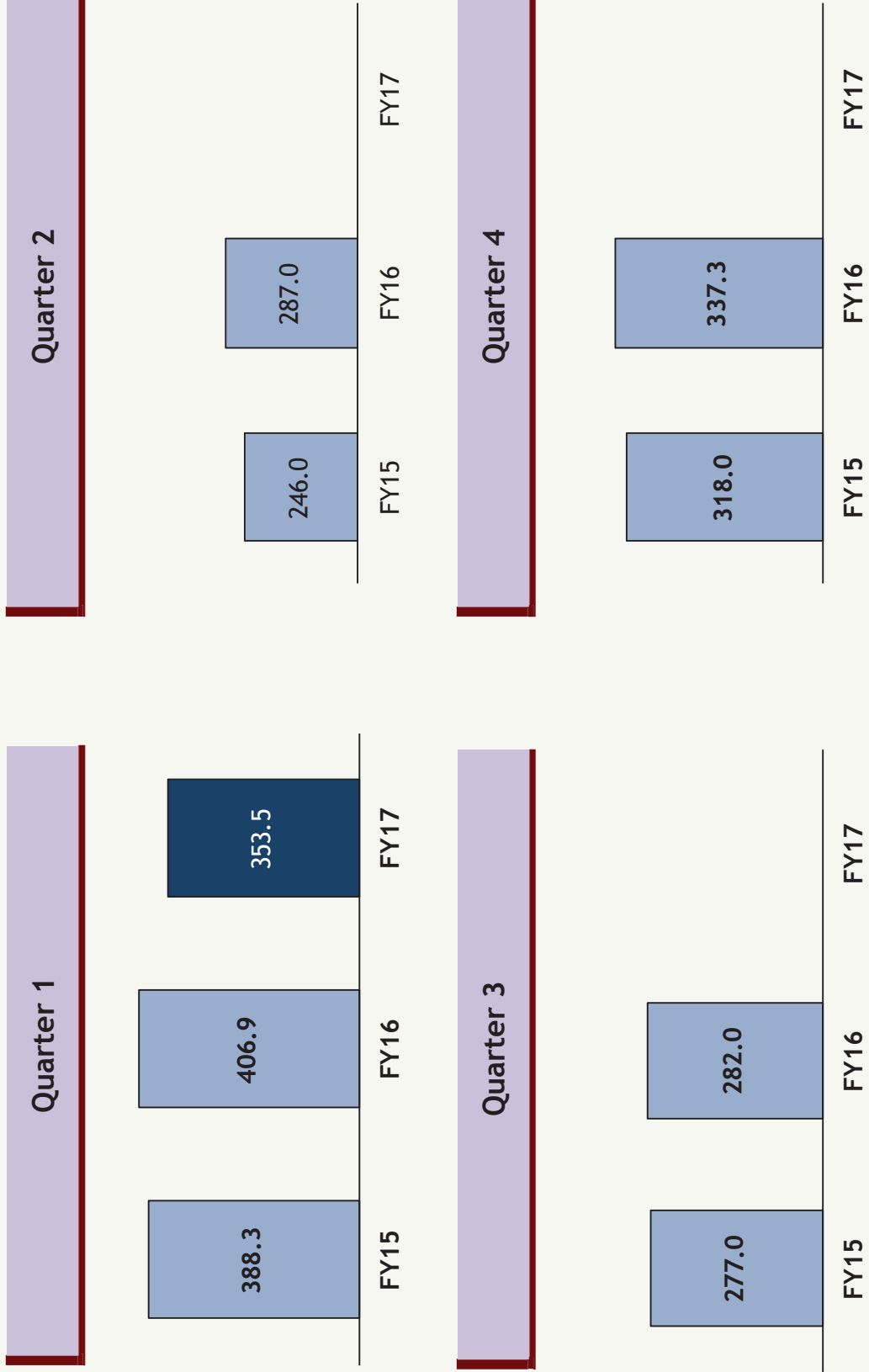
## Large opportunity in PEB segment

- **Government focus on Make in India**
  - Paving way for infrastructure and industrial boom in India - will create robust demand for Pre-Engineered Buildings
- **E-Commerce / Online shopping growth in India**
  - Rise of e-commerce/online purchase creating warehousing & logistics opportunity in India
  - As per CBRE, warehousing is expected to be major growth driver with more than 100 mn sqft of space being added every year
- **Acceptance across industries**
  - PEBs are cost effective and completed faster than traditional construction methods thus attracting businesses which requires faster execution
  - Well accepted across various industries like Logistics, FMCG, Automobiles, Pharma, Capital Goods, Power, Manufacturing with increasing demand from Airports, Metro Stations, multi-storey buildings, stadiums

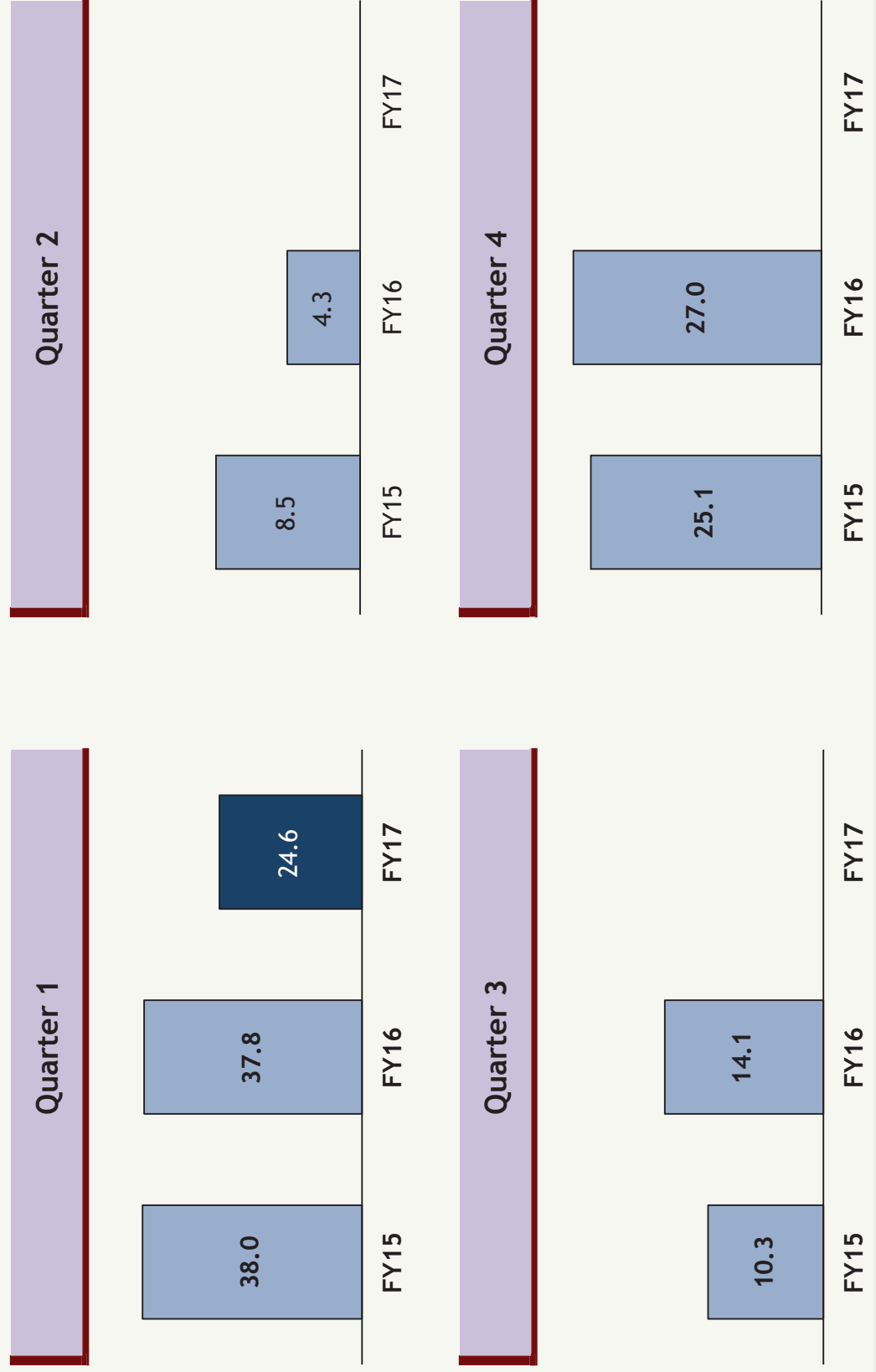


## Financial Highlights

# Quarterly Revenue Trend



# Quarterly EBITDA Trend



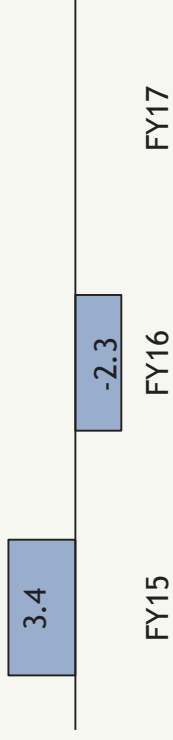
# Quarterly PAT Trend



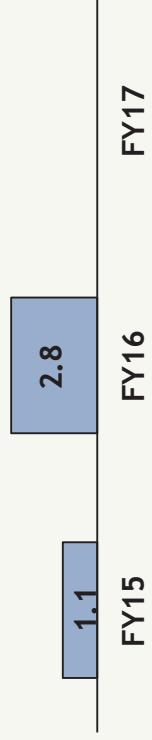
## Quarter 1



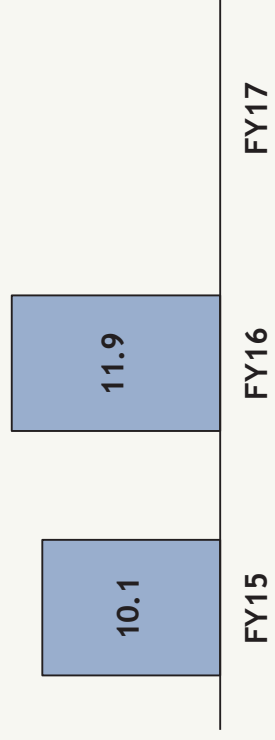
## Quarter 2



## Quarter 3



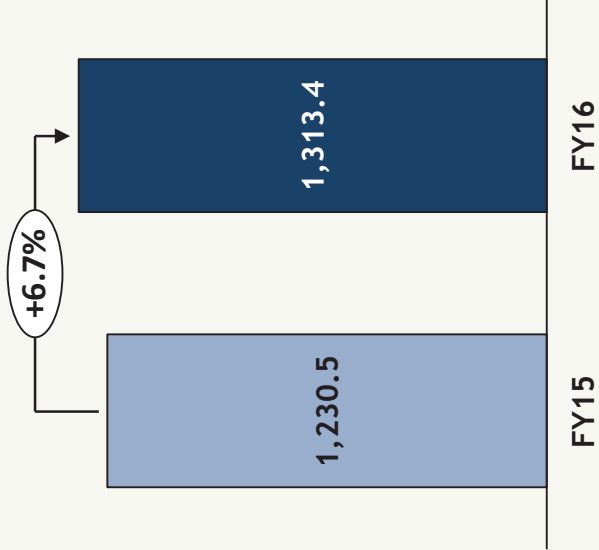
## Quarter 4



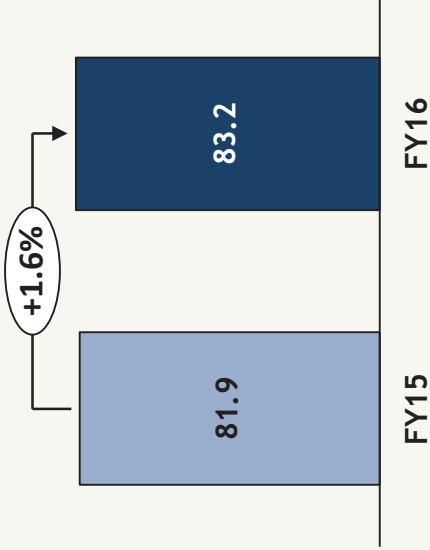
# Annual Financial Highlights



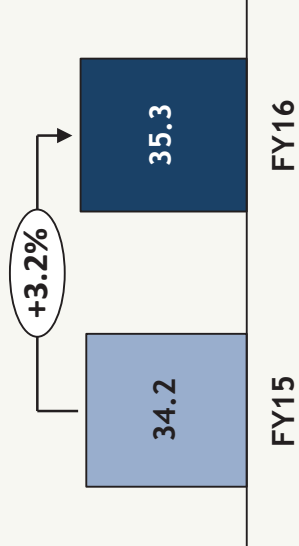
Revenues (Rs Cr)



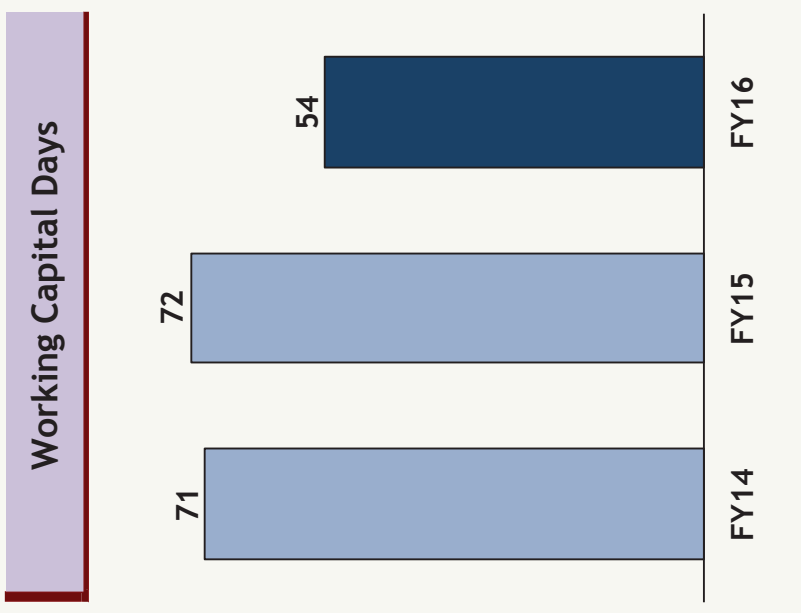
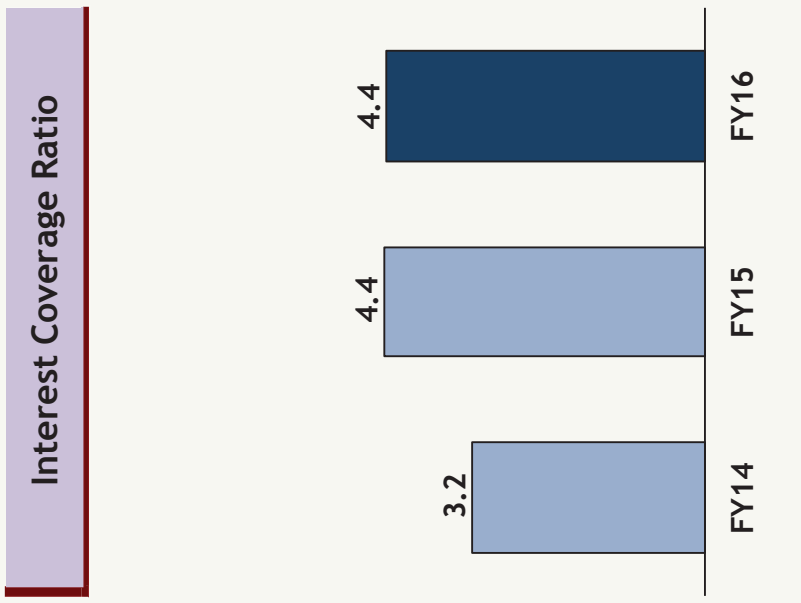
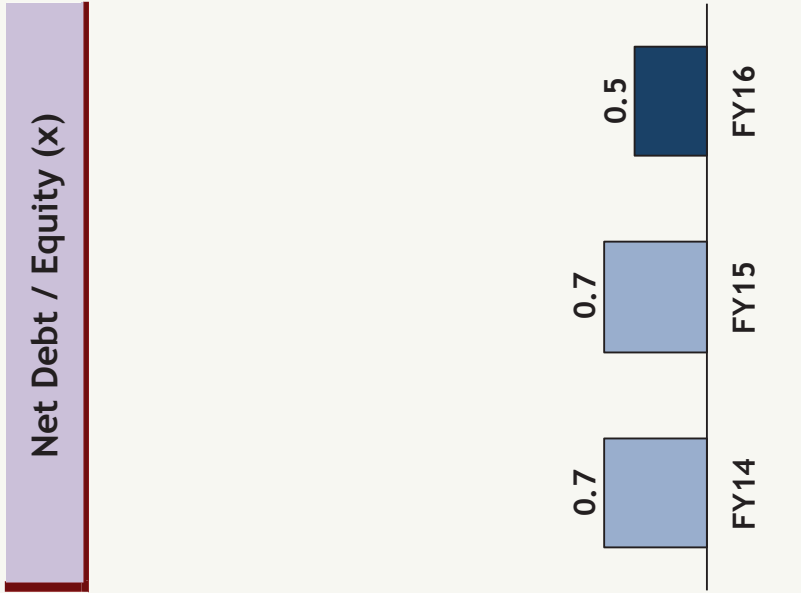
EBITDA (Rs Cr)



PAT (Rs Cr)



# Strong Balance Sheet...



**Improvement in leverage position despite CAPEX in last 3 years**

Net Debt/Equity : (Total Debt-cash) / Networth

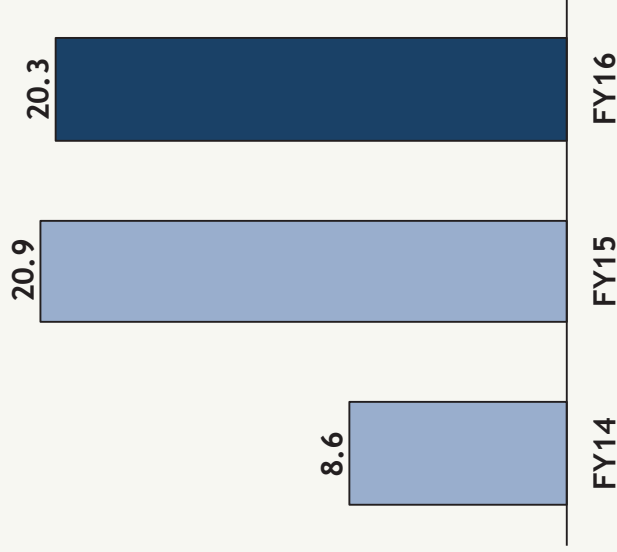
Interest Coverage : EBITDA / Interest

Working Capital Days : Debtor Days + Inventory Days - Payable Days

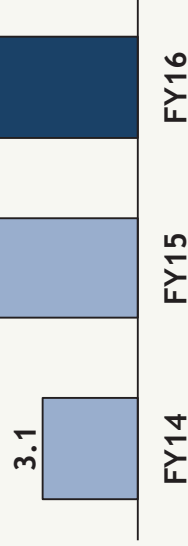
## With improving Return Ratios



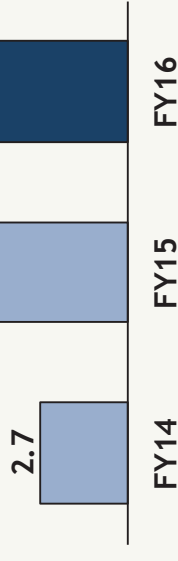
Return on Capital Employed (%)



Return on Equity (%)



Return on Assets (%)



RoCE : EBIT / Capital Employed

RoE : PAT / Networth

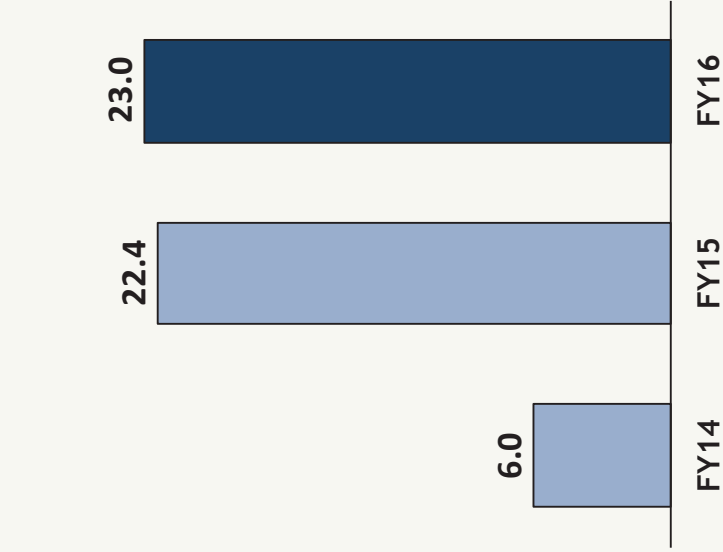
RoA : PAT / Fixed Assets incl. CWIP



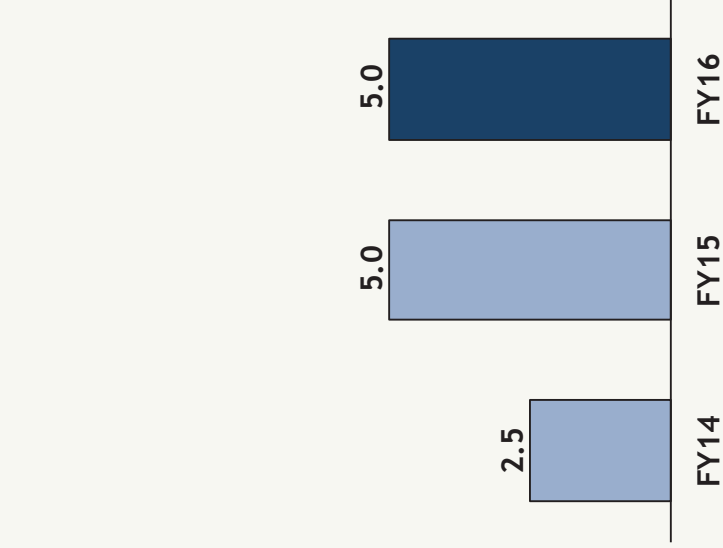
# Consistent Dividend Paying Company



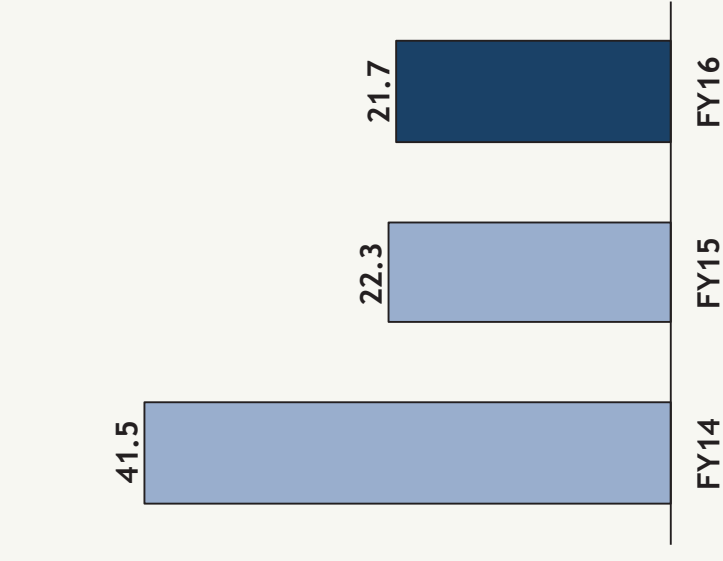
Earning Per Share (EPS)



Dividend Per Share (DPS)



Payout (%)



**Board recommended Dividend of Rs. 5 per equity share for FY16**

## Balance Sheet Highlights



Rs. in Cr	Mar-16	Mar-15	Rs. in Cr	Mar-16	Mar-15
<b>Shareholder's Fund</b>	<b>347.4</b>	<b>319.7</b>	<b>Non-current assets</b>	<b>443.6</b>	<b>449.4</b>
Share capital	15.4	15.3	Fixed assets (inc. CWIP)	351.5	351.2
Reserves & Surplus	332.1	304.4	Long-term loans and advances	92.1	98.2
<b>Non-current liabilities</b>	<b>155.0</b>	<b>130.3</b>	<b>Current assets</b>	<b>490.6</b>	<b>500.6</b>
Long term borrowings	118.2	94.8	Inventories	252.5	271.9
Other non-current liabilities	36.8	35.5	Trade receivables	113.1	104.3
<b>Current liabilities</b>	<b>431.8</b>	<b>500.0</b>	Cash and bank balances	52.1	63.6
Short term borrowings	112.5	185.7	Other current assets	72.9	60.8
Other current liabilities	319.3	314.3	<b>Total Assets</b>	<b>934.2</b>	<b>950.0</b>
<b>Total Liabilities</b>	<b>934.2</b>	<b>950.0</b>			

## Post results earnings call



The earning call to discuss financial performance for Q1FY17 with Mr. Manish Sanghi, Managing Director & Mr. Rakesh Gupta, CFO is on:

- **Date: Friday, 29 July, 2016**
- **Time: 11.30 AM**
- **Dial-in Numbers: +91 22 3960 0659 / +91 22 6746 5959**

**For further information, please contact:**



Company :	Investor Relations Advisors :
Everest Industries Ltd. CIN: L74999MH1934PLC002093	Stellar IR Advisors Pvt. Ltd. CIN: U74900MH2014PTC259212
Mr. Rakesh Gupta <a href="mailto:rakeshgupta@everestind.com">rakeshgupta@everestind.com</a>	Mr. Gaurang Vasani / Mr. Vikash Verma <a href="mailto:vgaurang@stellar-ir.com">vgaurang@stellar-ir.com</a> <a href="mailto:vikash.verma@stellar-ir.com">vikash.verma@stellar-ir.com</a>
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