



Formerly Known as-
Bansal Roofing Products Private Limited
Bansal Roofing Private Limited



Bansal Roofing Products Ltd.

The roofing people...

NSIC-CRISIL Rated Company, An ISO 9001-2008 Company

Registered Office : 3/2, Labdhi Industrial Estate, Acid Mill Compound, Ranmukteshwar Road, Pratapnagar, Vadodara-390 004, Gujarat-India.
(L) : +91-265-2580178 Telefax: +91-265-2581365, (M) : +91-9909002682 Email : cs@bansalroofing.com
CIN No. L25206GJ2008PLC053761, Website : www.bansalroofing.com

Date: 08.11.2016

**To,
General Manager
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001**

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith investor presentation for the half year ended on 30th September, 2016. The same will be simultaneously uploaded on our website.

The same may please be taken on record and suitably disseminated to all concerned.

For Bansal Roofing Products Limited

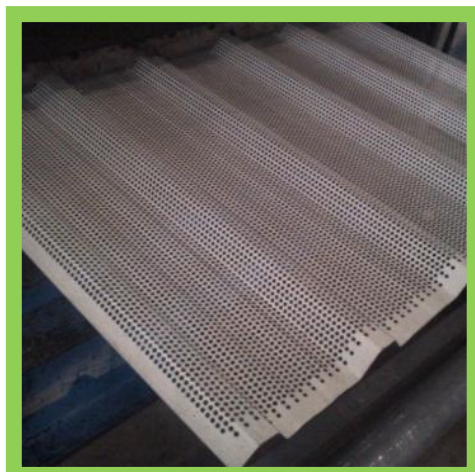
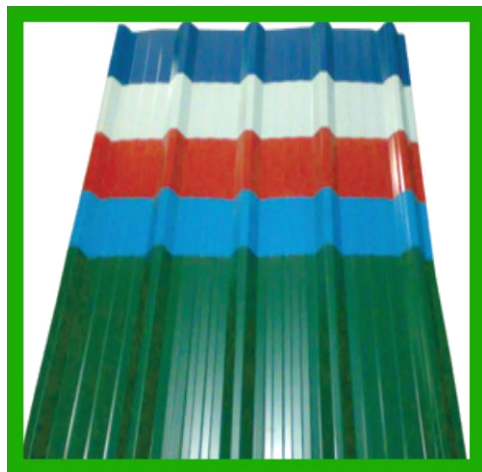
**Krupali Joshi
Company Secretary and Compliance Officer
Encl: As below**





Bansal Roofing Products Ltd.

H1-FY17 Earnings Presentation



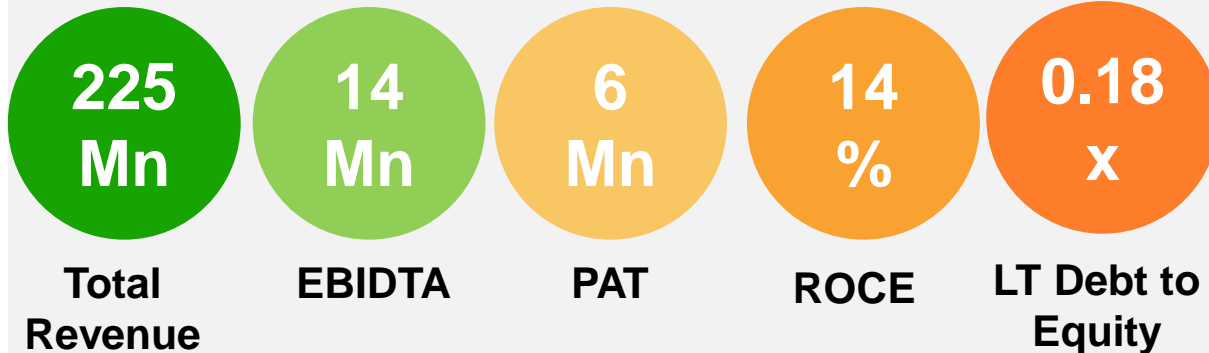
Executive Summary



Overview

- Bansal Roofing Products Ltd. was established in the year 2008 by experienced technocrats having 20 years of experience in the field of Production, Marketing, and Projects Management. It is listed on SME platform of Bombay Stock Exchange(BSE)
- The Company was incorporated in 2008, initially foraying into business of marketing of roofing sheets. It then moved into trading and later on into manufacturing of roofing & accessories.
- The company started their commercial production in the year 2012. Since then they have grown rapidly to become a one-stop solution provider for all roofing requirements.

Key Financial Highlights (INR) :



Key Strength:

- Experienced Management Team
- Necessary qualifications in place for tender business
- Strong Range of Products, Strong Brand Image
- One-stop solution for roofing requirements
- Extensive and Cost beneficial Manufacturing Facility
- Quality Assurance and Standards
- Recently forayed into Pre-engineered structures to expand the product basket

Product Basket

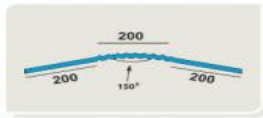
“BRPL” is a quality manufacturer of roofing products like:

- Color Coated Metal sheets (PPGI, PPGL, Bare galvalume, Aluminum)
- Flashing/ Accessories
- FRP Plain & Profile sheets
- Polycarbonate sheets
- Perforated sheets
- Turbo ventilators
- “Z and C” purlin
- Metal Deck sheets
- Pre-engineered building

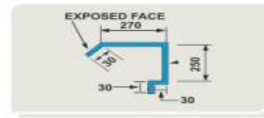
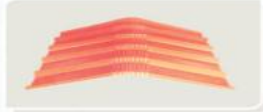
■ ■ ■ ■ About Bansal Roofing Products Limited



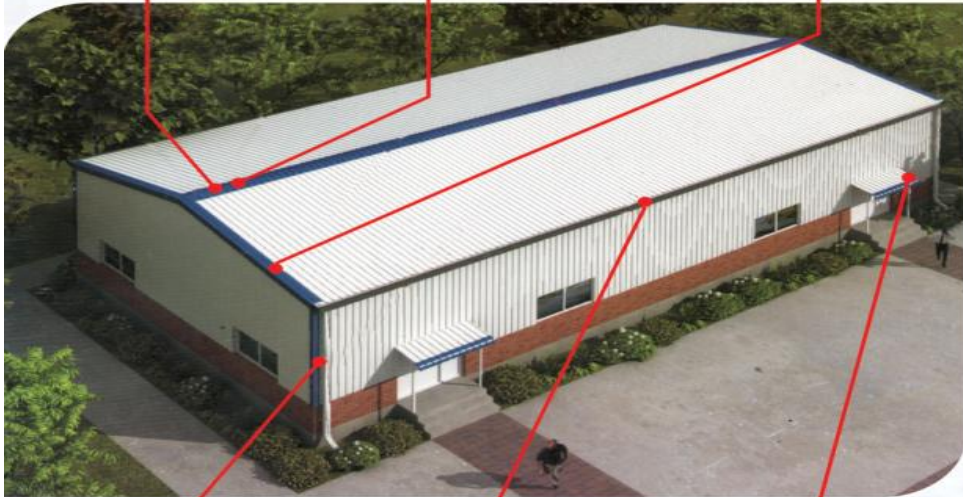
Plain Ridge



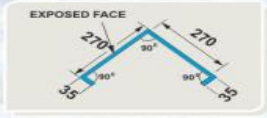
Crimped Ridge



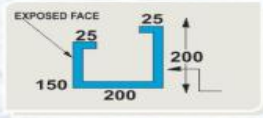
Gable End Flashing



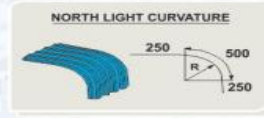
Corner Flashing



Roof Gutter



North Light Curvature



The company is mainly a manufacturer of roofing sheets and roofing accessories such as Colour Coated Roof Sheets, FRP Roof Sheets, Polycarbonate Sheets. It also manufacture Eco Ventilators and other miscellaneous Roofing Accessories and provide all roofing solutions our valuable customers, under one roof.

The company commenced manufacturing and fabrication of pre-engineered building (PEB) in 2014- 15.

Company's manufacturing facility is situated near Vadodara, Gujarat. The products manufactured by the Company are made on automatic and semi automatic Roll forming machine, Crimping Machine, Shearing Machine and folding machine.

The company has installed capacity to manufacture 1700 tones on a monthly basis. The company is currently utilizing 35 per cent of its total installed capacity.

Bansal Roofing Products Limited (BRPL) is a CRISIL rated SME Company having "SE-2B" rating which means High Performance Capacity & Moderate Financial Strength. "BRPL" has been awarded with SKOCH ORDER OF – MERIT as INDIA'S BEST SMEs in March, 2015.

"BRPL" is also ISO 9001:2008 certified company and was listed on BSE SME exchange dated 14th July, 2014.

Key products manufactured by BRPL are Metal Roofing sheets, Pre-engineered building and allied products.

Our Facilities



State: Gujarat
District: Vadodara
Capacity: 1700 tonnes pm.
Number of Employees: 41



Our Facilities



Shearing Machine



Roll Forming Machine



Z & C Machine



Crimping Machine



Folding Machine



Gang Slitting Machine

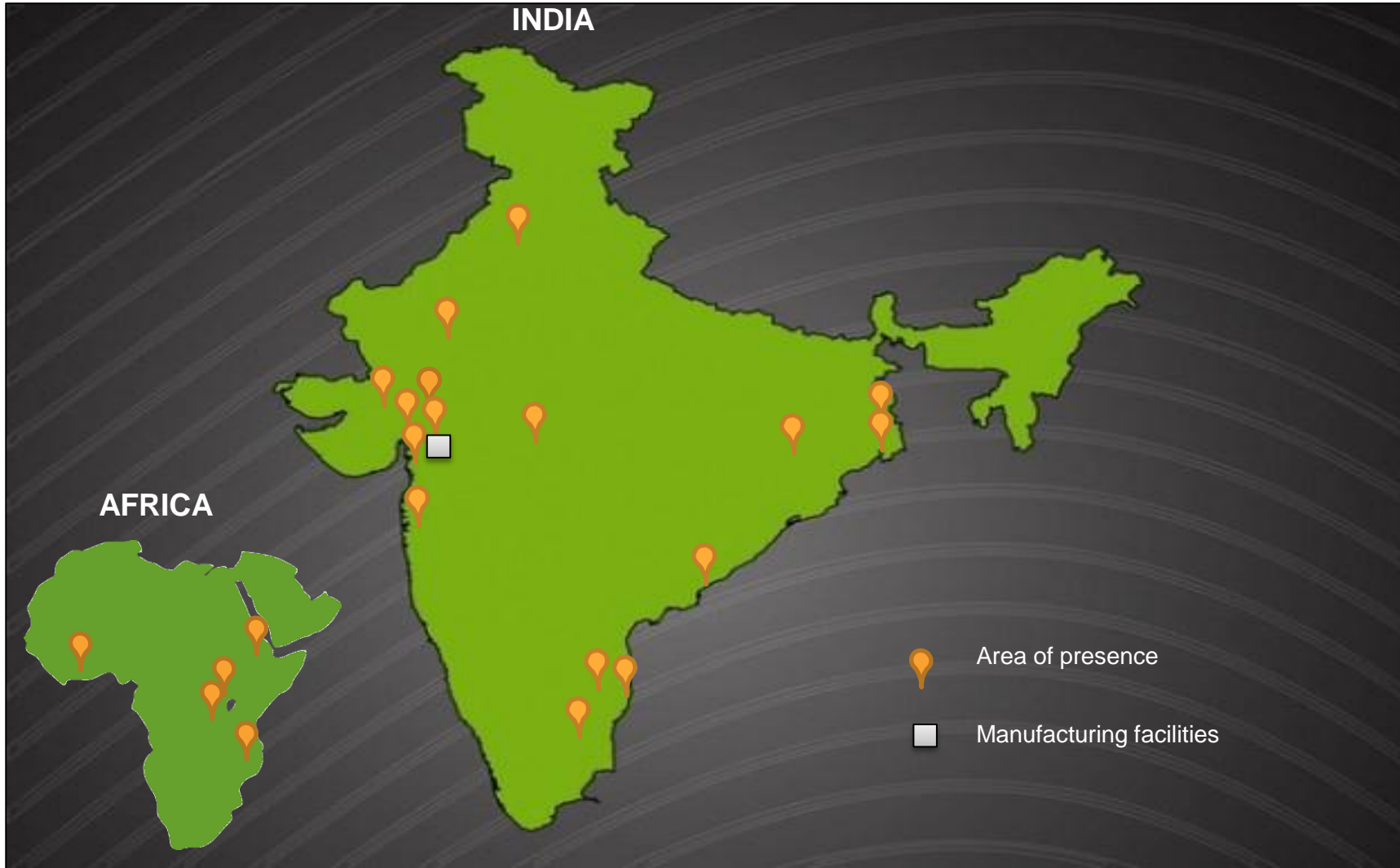


Hydraulic Press Machine



De Coiler

Geographical Presence



Region	State
Trichy Ranipet Vishakhapatnam	Telangana
Bhopal	Madhya Pradesh
Haldia Kolkata	West Bengal
Beawar	Rajasthan
Mumbai	Maharashtra
Nandesari Dahej Ahmedabad Mehsana Ekalbara Padra	Gujarat
Chennai	Tamil Nadu
Joda	Orissa
Hisar	Haryana

- East African Countries - Uganda, Ethiopia, Tanzania, Rwanda.
- West African Countries - Ghana

Future Strategy



Future Strategy:

- Focus on high margin products and reduce revenue share of low margin products
- Increased focus on exports
- Increase the productivity further by 40-50%
- Improve Utilisations

Revenue Targets:

- FY 16-17: 30Cr
- FY 17-18: 40Cr
- FY 18-19: 50Cr

Profit Targets:

- FY20 to improve profitability by 5X from current levels

Key Strengths



H1FY17 Key Financial Highlights

H1-FY17 performance:

- **Total Income*** - INR 152 Mn, growth of 44.46% YoY
- **EBITDA** - INR 8 Mn, growth of 60.00% YoY
- **EBITDA Margin** - 5.3%
- **Net Profit** - INR 4 Mn, growth of 100 % YoY
- **Diluted EPS** - 3.62

Key Operational Highlights for H1FY17:

- There has been concerted efforts towards achieving higher targets.
- There has been steady flow of orders from the PEB Segment which has been introduced during the second half of FY16 and has contributed well in H1FY17.
- Keeping more stock has resulted into timely delivery of orders.

■ ■ ■ ■ H1FY17- Income Statement



PARTICULARS (INR MN.)	H1FY17	H1FY16	Y-o-Y
Total Revenue	152	105	44.76%
Total Expenses	144	100	44.00%
EBITDA	8	5	60.00%
<i>EBITDA Margins (%)</i>	5.3%	4.76%	54 bps
Depreciation	1	1	0
Finance Cost	1	1	0
PBT	6	3	100%
Tax	2	1	100%
PAT	4	2	100%
<i>PAT Margins (%)</i>	2.63%	1.90%	73 bps
Diluted EPS	3.62	1.82	98.90%

Income Statement

PARTICULARS (INR MN.)	FY14	FY15	FY16	H1FY17
Total Revenue	192	245	225	152
Total Expenses	181	234	211	144
EBITDA	11	11	14	8
<i>EBITDA Margins (%)</i>	5.73%	4.49%	6.22%	5.3%
Depreciation	1	2	2	1
Finance Cost	1	1	2	1
Misc. Expenses written off	0	1	1	0
PBT	9	7	9	6
Tax	3	2	3	2
PAT	6	5	6	4
<i>PAT Margins (%)</i>	3.13%	2.04%	2.68%	2.63%
Diluted EPS	4.35	2.39	2.93	3.62

Balance Sheet

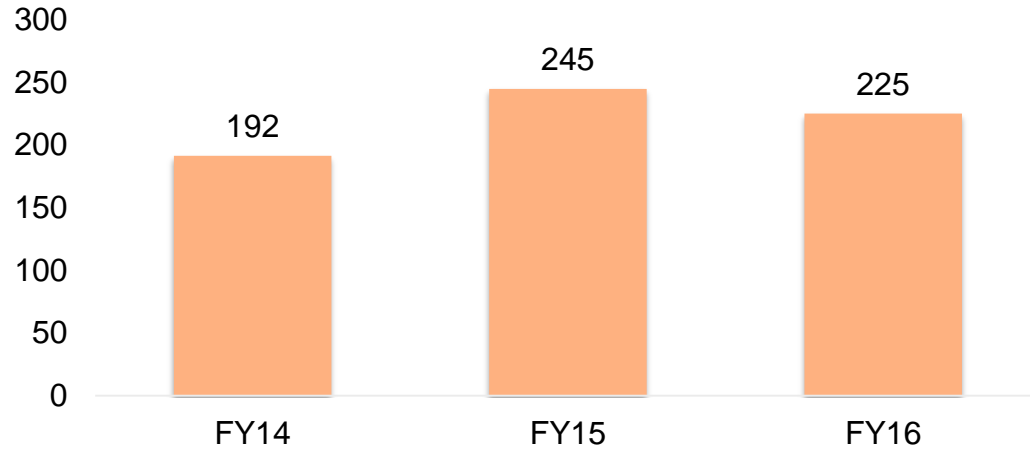


PARTICULARS (INR Mn)	FY14	FY15	FY16	H1FY17	PARTICULARS (INR Mn)	FY14	FY15	FY16	H1FY17
EQUITIES & LIABILITIES					ASSETS				
Shareholder Funds					Non-current Assets				
(A) Share Capital	15.2	22.0	22.0	21.9	(A) Fixed Assets				
(B) Reserves & Surplus	7.3	25.7	32.1	36.1	Tangible Assets	16.4	20.3	32.4	33.6
Non-current Liabilities					(B) Other Non Current Assets	1.7	4.2	3.1	2.6
(A) Long-term Borrowings	8.2	5.4	9.9	8.7	Current Assets				
(B) Deferred Tax Liabilities	0.9	1.0	1.3	1.7	(A) Inventories	41.0	42.8	32.7	41.9
Current Liabilities					(B) Trade Receivables	5.0	10.9	14.0	6.3
(A) Short term Borrowings	8.8	15.8	25.2	16	(C) Deposits	0.0	0.2	0.0	0.0
(B) Trade Payables	24.0	10.0	4.7	12.6	(D) Cash & Bank Balances	1.3	1.5	4.2	3.1
(C) Other Current Liabilities	4.2	5.1	4.3	4.5	(E) Short-term loans & advances	2.6	5.6	4.3	5.1
(D) Short-term provisions	0.5	1.0	0.9	2.1	(F) Other Current Assets	1.0	0.5	9.7	11.0
GRAND TOTAL - EQUITIES & LIABILITIES	69	86	100	103.6	GRAND TOTAL – ASSETS	69	86	100	103.6

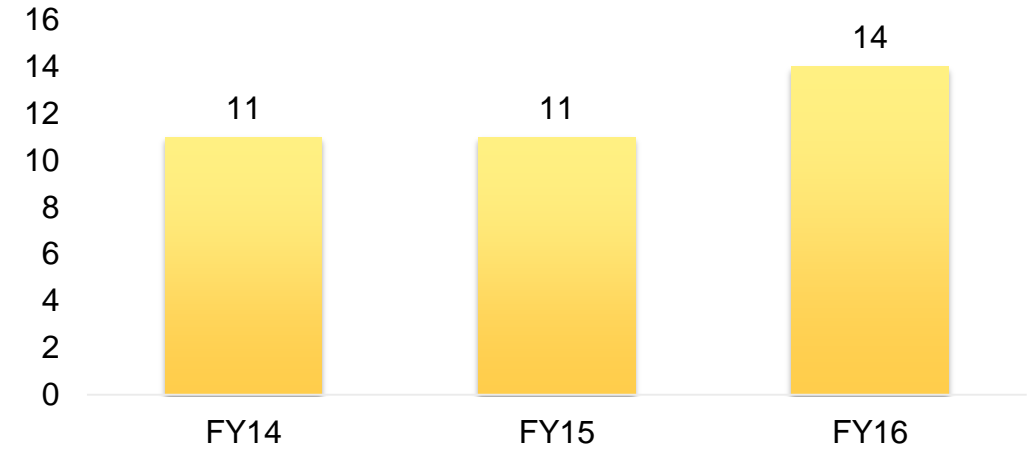
Financial Overview – Financial Charts



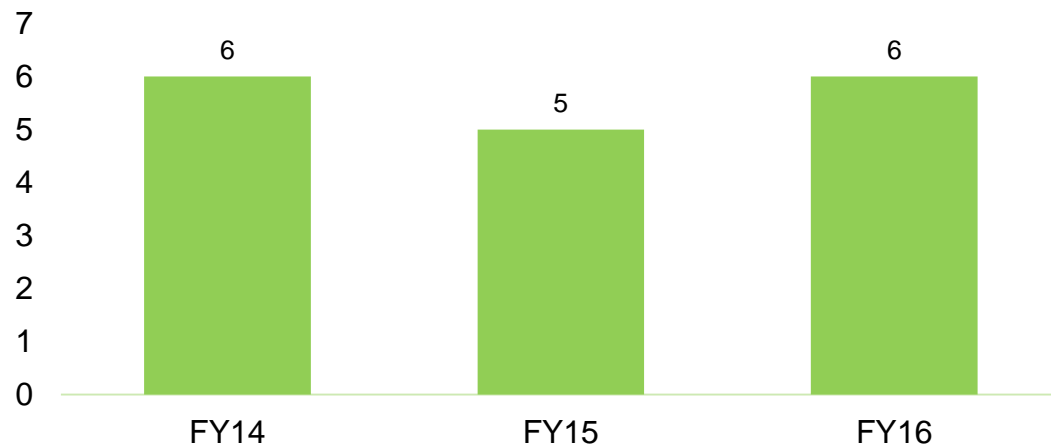
Total Revenue (INR Mn)



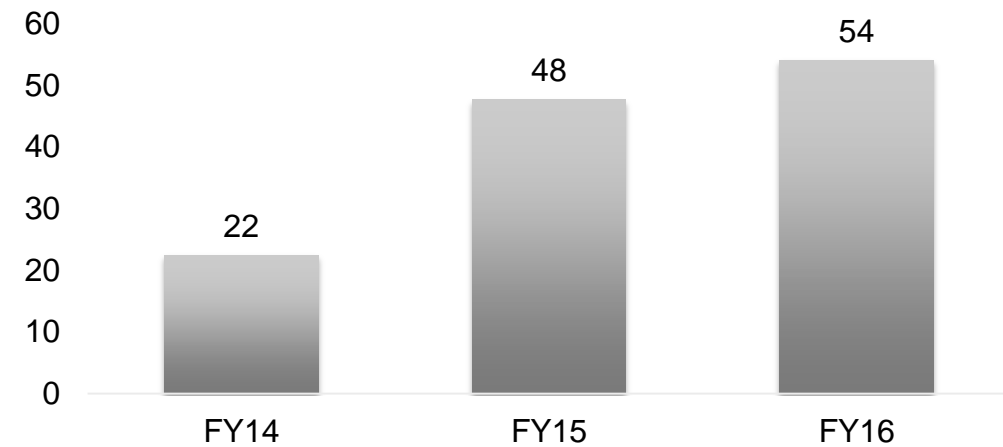
EBITDA (INR Mn)



PAT (INR Mn)



Net Worth (INR Mn)



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Thank You

