

Pennar Industries Limited



Investor Presentation Q4FY18/ FY18



PENNAR INDUSTRIES LIMITED

This presentation contains “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Pennar Industries Limited and its subsidiary companies’ (“Pennar”) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Pennar undertakes no obligation to periodically revise any forward looking statements to reflect future / likely events or circumstances.



Q4FY18/ FY18 Snapshot



Q4FY18 Financial Performance



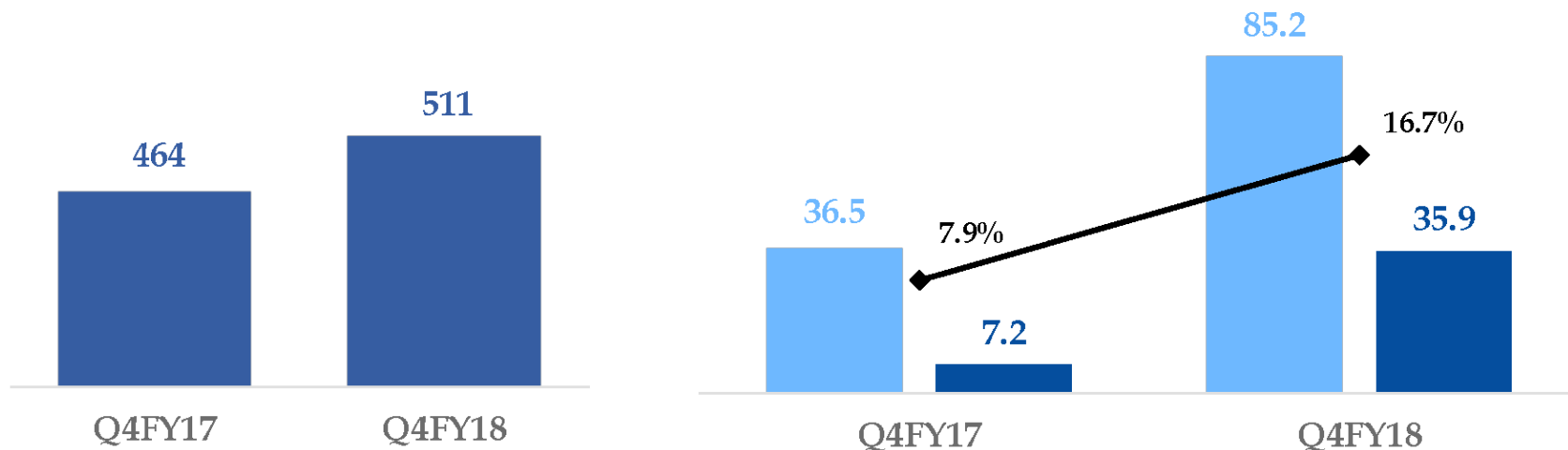
Consolidated (Rs. Crs)

Net Revenue

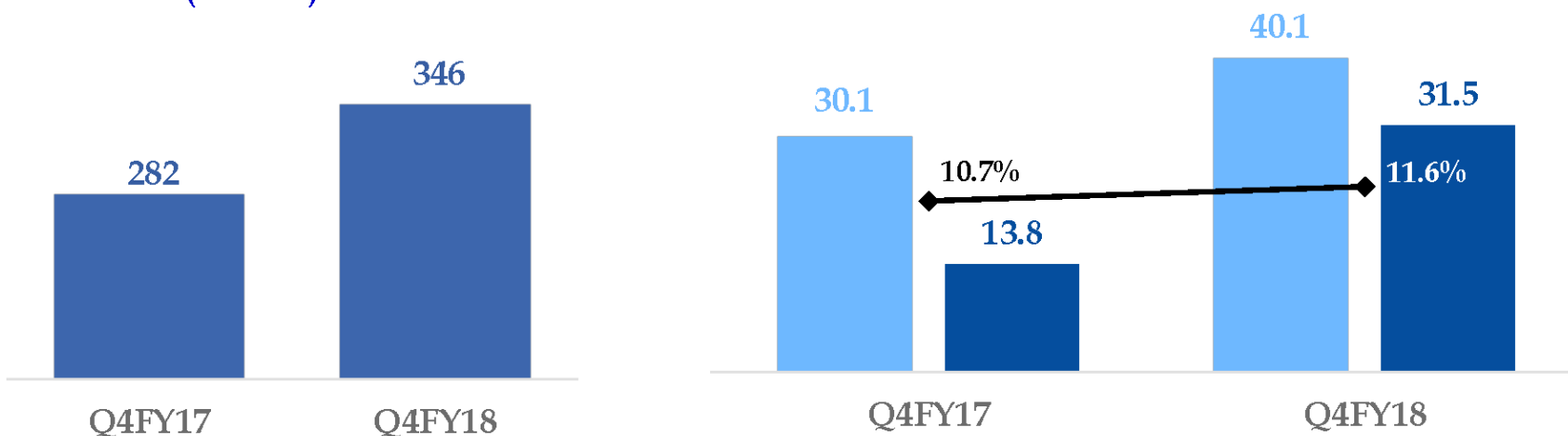
EBITDA

PAT

EBITDA Margin



Standalone (Rs. Crs)



FY18 Financial Performance



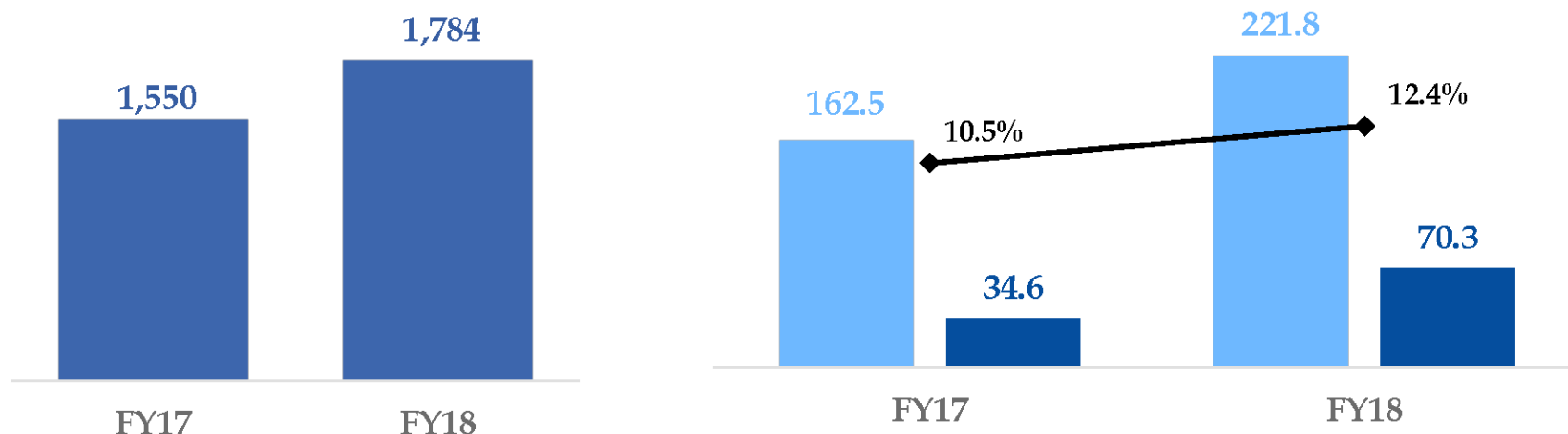
Consolidated (Rs. Crs)

Net Revenue

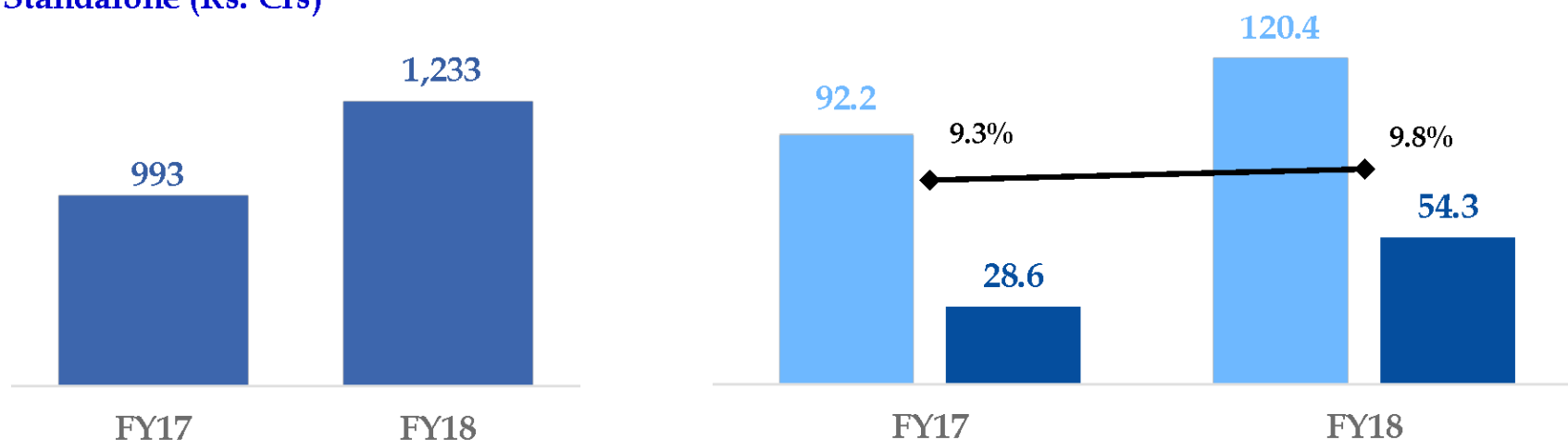
EBITDA

PAT

EBITDA Margin



Standalone (Rs. Crs)

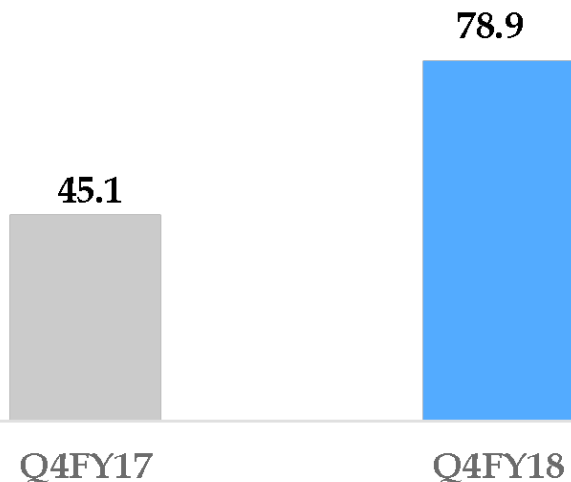


Segment Performance – Q4FY18

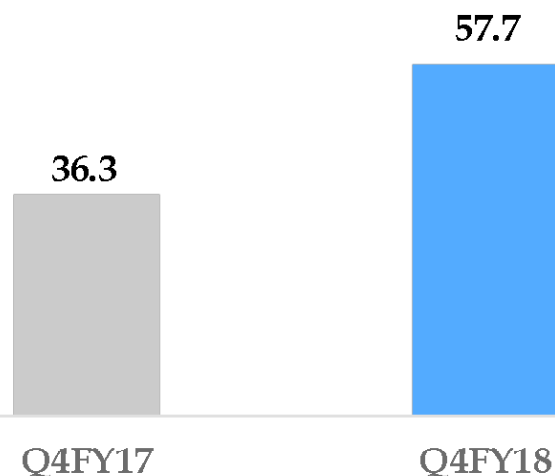


Net Revenues (Rs crs)

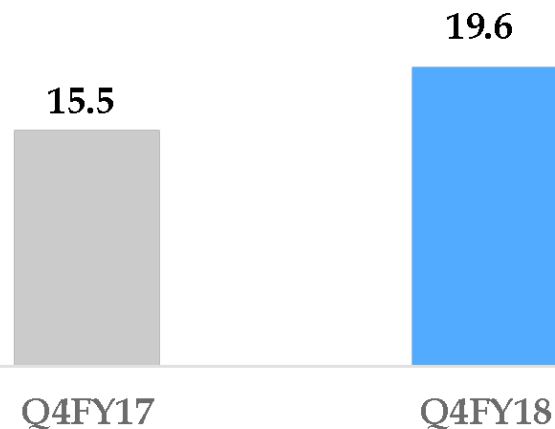
Railways



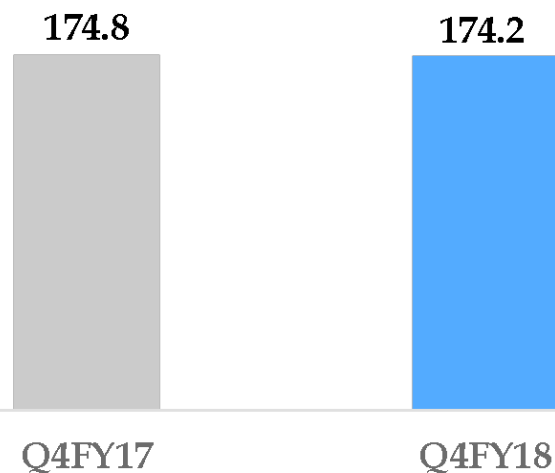
Tubes



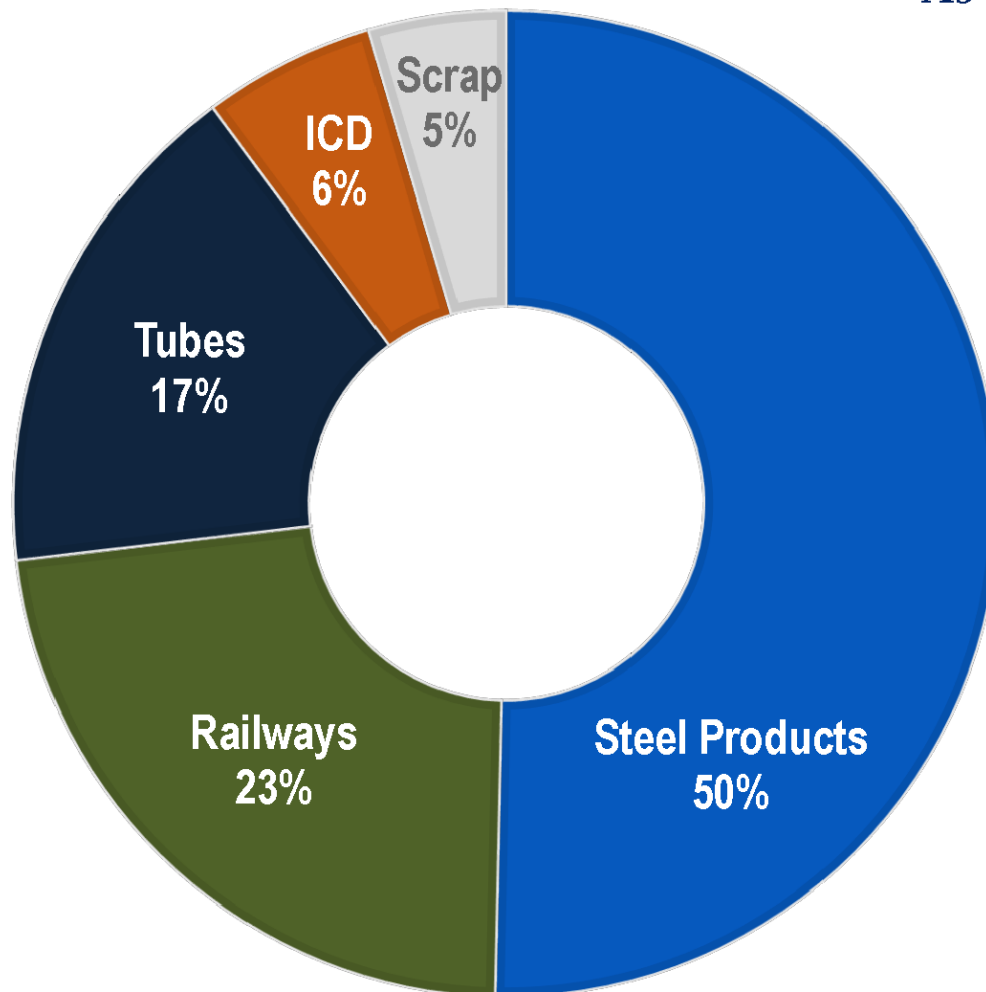
Industrial Components



Steel Products



As on 31st March, 2018



As a Percentage of Standalone Revenues for Q4FY18



Segment Highlights



Segment-wise Business Review

Railways



**INR 78.9
crores**
net revenue

74.8% YoY
growth

Updates:

- Repeat orders were received for Stainless Steel Sidewall and Roof Assemblies, for CRF and Fabrication items of Mild Steel and Stainless Steel and for CRF sections for Metro Coaches.
- 27 Customers – some of our customers are Integral Coach Factory - Chennai, Modern Coach Factory - Rae Bareli, Texmaco Rail & Engineering Ltd. - Kolkata, Hindustan Engineering India Ltd. - Kolkata, Cimmco Ltd. - Kolkata, BEML Ltd - Bangalore.

New products:

- Under frame Assemblies.

Segment-wise Business Review

Tubes



**INR 57.7
crores**
net revenue

58.8% YoY
growth

Updates:

- This division has more than 350 customers in domestic and exports, covering the following industries - Auto, Power, Gen Engineering, Textile and, Earth-moving equipment.
- Major customers include VECV, Mahindra, Gabriel, Yamaha, Bridgestone, Endurance, Royal Enfield, Magna closures, Bajaj, Hyundai, TVS, Thermax, Reiter, LMW, Isgec, Rajwest, Hindalco, Tata Vendors among others.
- Received export orders for CDW tubes from USA, Europe, and South Africa. Pennar is in the process of adding a new customer from USA.
- CDW capacity expansion from existing 1,000T to 1,500T is expected by end of May '18.
- 5th tube mill is expected to be ready in FY19.

Segment-wise Business Review

Industrial components



**INR 19.6
crores**
net revenue

**26.1% YoY
growth**

Updates:

- The division received new orders for hydraulic cylinders and tie rod cylinders.
- Commercial vehicles in the automotive segment have seen excellent traction and demand for white goods continues to remain upbeat.
- Added 5 new customers in the Hydraulics segment.

New Products:

Dump Hoist assembly



Segment-wise Business Review

Steel Products



INR 174.2
crores
net revenue

Updates:

- CRFS orders came in Buildings and ESP.
- Repeat Orders came from regular schedules of Auto & ESP for various projects.
- Received orders in Solar and CRSS in addition to monthly schedule from regular customers.



New Products: Grade: GP 90GSM/ 245 mpa