



Ref: H/ NSE/ BSE/ 68/2018
Date : October 26, 2018

1. 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
2. BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400 001.
Tel: 2272 1233/8058 Extn- 8013
Fax No. 2272 2037/2039/ 2041/ 2061

Dear Sir/ Madam,

Sub. : Presentation to Analysts

Pursuant to Regulation 30 and Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith presentation made to Analysts/ Institutional Investors on financial performance of the company for the quarter and half year ended 30th September, 2018.

Thanking you,

Yours faithfully,
For EVEREST INDUSTRIES LIMITED

NEERAJ KOHLI
COMPANY SECRETARY & HEAD – LEGAL

Everest Industries Limited

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Corporate Identity Number : L74999MH1934PLC002093



EVEREST

EVEREST INDUSTRIES LIMITED

H1 / Q2-FY19 EARNINGS PRESENTATION

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.

H1-FY19 Business Mix (Standalone Revenue Share %):

- **Building products (66%)** – includes roofing sheets, fibre cement boards and solid wall panels.
- **Steel buildings (34%)** – 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.

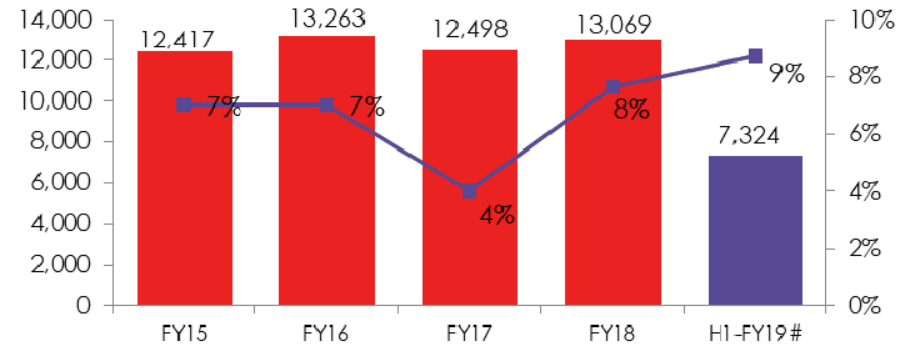
H1-FY19 Financial Snapshot (Standalone):

Total Income*	EBITDA	Total Comprehensive Income
INR 7,324 Mn	INR 639 Mn	INR 380 Mn
Up 14.30% Y-o-Y	EBITDA Margins 8.72%	Margins 5.18%

*Includes other income

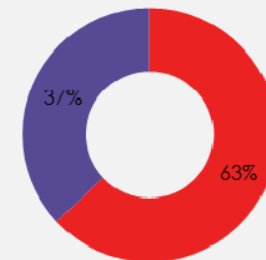
- Everest Industries Limited (Everest) has over 8 decades of experience in building products and is the pioneer of fibre cement products in India.
- The company's business is built on three key pillars: Safety, Speed, and Strength.
- The vision of the company is to be the deepest penetrated housing and 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 2,300 PEBs.

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



FY18 Business Mix*

■ Building Products ■ Steel Buildings



* Consolidated

Standalone

Key Financial Highlights – Standalone Historical (INR Mn)



	Current Quarter	Previous Quarter	Current Quarter Last Year	Current Year	Last Year
Particulars	Q2-FY19	Q1-FY19	Q2-FY18	H1-FY19	H1-FY18
Total Income*	3,140	4,184	2,615	7,324	6,408
EBITDA	195	443	144	639	481
EBITDA Margin	6.21%	10.59%	5.51%	8.72%	7.51%
Net Profit (after tax)	87	294	45	381	214
PAT Margin	2.77%	7.03%	1.72%	5.20%	3.34%
Total Comprehensive Income	86	293	51	380	225
Diluted EPS (INR per share)	5.58	18.78	3.27	24.36	14.61

*Includes other income
All numbers as per IND-AS

Particulars	Q2-FY19	Q2-FY18	Y-o-Y	Q1-FY19	Q-o-Q
Total Income*	3,140	2,615	20.1%	4,184	(25.0)%
Total Expenses	2,945	2,471	19.2%	3,741	(21.3)%
EBITDA	195	144	35.4%	443	(56.0)%
EBITDA Margin	6.21%	5.51%	70 Bps	10.59%	(438) Bps
Depreciation	56	59	(5.1)%	57	(1.8)%
Finance Cost	24	26	(7.7)%	15	60.0%
Exceptional items	-	-	NA	-	NA
PBT	115	59	94.9%	371	(69.0)%
Tax	28	14	100.0%	77	(63.6)%
Profit After Tax	87	45	93.3%	294	(70.4)%
PAT Margin	2.77%	1.72%	105 Bps	7.03%	(426) Bps
Other Comprehensive Income	(1)	6	NA	(1)	NA
Total Comprehensive Income	86	51	68.6%	293	(70.6)%
Diluted EPS (INR per share)	5.58	3.27	70.6%	18.78	(70.3)%

Particulars	H1-FY19	H1-FY18	Y-o-Y
Total Income*	7,324	6,408	14.3%
Total Expenses	6,685	5,927	12.8%
EBITDA	639	481	32.8%
EBITDA Margin	8.72%	7.51%	121 Bps
Depreciation	113	116	(2.6)%
Finance Cost	39	68	(42.6)%
Exceptional items	-	16	NA
PBT	487	281	73.3%
Tax	106	67	58.2%
Profit After Tax	381	214	78.0%
PAT Margin	5.20%	3.34%	186 Bps
Other Comprehensive Income	(1)	11	NA
Total Comprehensive Income	380	225	68.9%
Diluted EPS (INR per share)	24.36	14.61	66.7%

*Includes other income

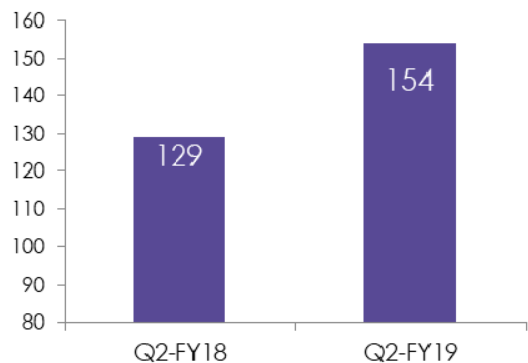
EQUITIES & LIABILITIES	H1-FY18	H1-FY19	ASSETS	H1-FY18	H1-FY19
Shareholder Funds			Non Current Assets		
Share Capital	155	156	Property, Plant and Equipment	3,364	3,408
Other Equity	3,454	4,094	Intangible Assets	5	17
Total -Shareholder Funds	3,619	4,250	Capital Work In Progress	199	198
			Other Financial assets	152	153
Non Current Liabilities			Income tax assets (net)	351	290
Long Term Borrowings	637	522	Non-current investments	159	4
Deferred Tax Liabilities (Net)	315	284	Long term loans & advance	-	-
Other Long Term liabilities	-	-	Other non-current assets	26	17
Long Term provisions	-	-	Total - Non – Current Assets	4,256	4,087
Total - Non – Current Liabilities	952	806	Current Assets		
Current Liabilities			Inventories	2,151	2,536
Short term Borrowings	679	100	Trade Receivables	907	813
Trade Payables	1,450	1,802	Cash & Bank Balances	52	305
Loans	291	268	Bank balance other than above	4	4
Other Financial Liabilities	343	241	Other financial assets	128	85
Other Current Liabilities	771	526	Short-term loans & advances	-	-
Short-term provisions	69	221	Other current assets	676	384
Total – Current Liabilities	3,603	3,158	Total – Current Assets	3,918	4,127
GRAND TOTAL - EQUITIES & LIABILITIES	8,174	8,214	GRAND TOTAL – ASSETS	8,174	8,214

- Relentless pursuit of value added business.
- Improved utilization beyond 90% from 85% in the previous year.
- Improved product mix (by increasing contribution of premium products Everest Super, Arte Wood, Everest Jaali).
- Working capital loan needs decreased due to better internal funding.
- Expanding national footprint of building solutions business through improved distribution network and better product profile.
- Steel prices continue to put pressure on steel buildings business profitability.
- Forex Fluctuation impacted the results by over Rs 5 crores.

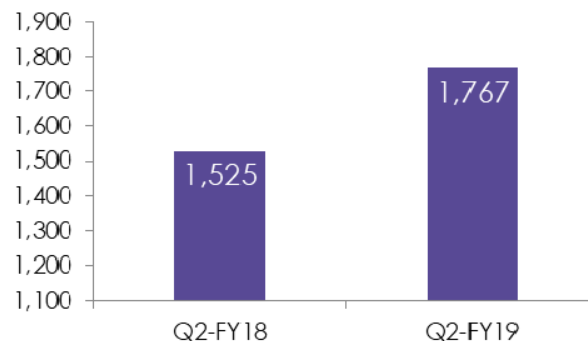
H1 / Q2-FY19 Operational
Highlights – Building
Products



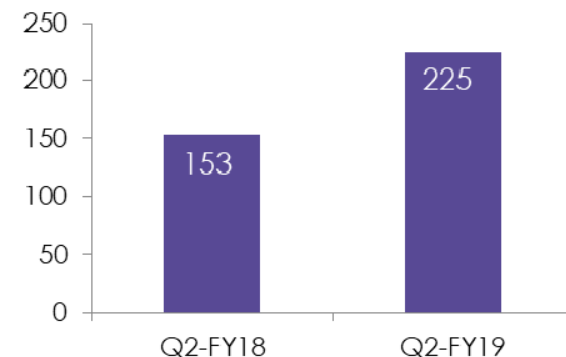
Sales (‘000 MT)



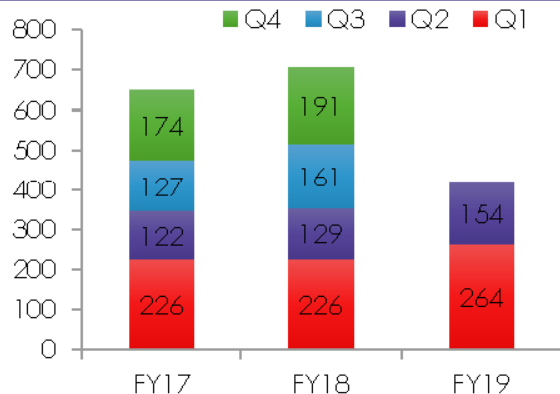
Revenue (INR Mn)



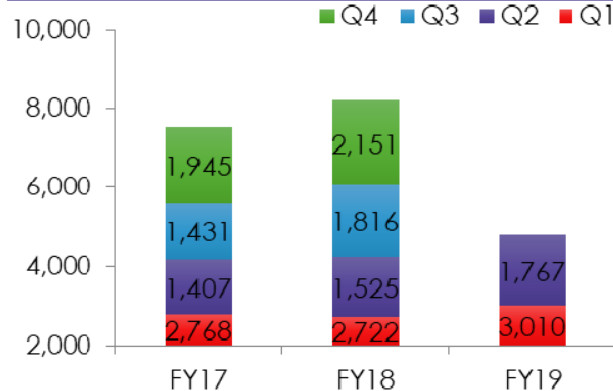
PBIT (INR Mn)



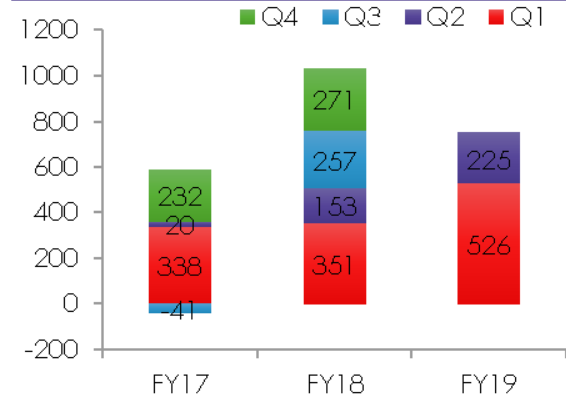
Sales (‘000 MT)



Revenue (INR Mn)



PBIT (INR Mn)



- Revenue up by 21% vis a vis Q2-FY18.
- Everest Super delivered reasonable volumes in its key markets. This waterproof and colored product is a cost effective alternative to metal roofing sheets.
- Focused marketing efforts in identified markets has led to higher volumes in roofing products.
- Expanding distribution network and reactivation of outlets in roofing products helped increase volume.
- Strong product mix (complete building solutions) with an added stimulus on value added products.
- Freight costs continue to increase in the backdrop of increasing fuel prices.
- Stronger dollar is likely to put stress on input cost.