



# PENNAR INDUSTRIES LIMITED

*Q3FY22 INVESTOR PRESENTATION*

*FEBRUARY 2022*



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## Discussion Summary

- ❖ Results Update
- ❖ Covid Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ Segmental Revenue
- ❖ Q3FY22 Business Highlights segment wise
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

# Results Update



Particulars (Rs. in Mn)	Q3 FY22	Q3 FY21	YoY%	NME FY22	NME FY21	YoY%
Revenue From Operations (Net of Taxes)	5,330	4,119	29.4%	15,730	9,686	62.4%
Other Income	44	47	-5.4%	100	97	3.1%
<b>Total Income</b>	<b>5,374</b>	<b>4,166</b>	<b>29.0%</b>	<b>15,830</b>	<b>9,782</b>	<b>61.8%</b>
COGS	3,205	2,477	29.4%	9,718	5,792	67.8%
<b>Gross Profit</b>	<b>2,169</b>	<b>1,689</b>	<b>28.4%</b>	<b>6,112</b>	<b>3,990</b>	<b>53.2%</b>
<b>Gross Margin %</b>	<b>40.4%</b>	<b>40.5%</b>	<b>-20 bps</b>	<b>38.6%</b>	<b>40.8%</b>	<b>-218 bps</b>
Employee Expenses	548	376	45.7%	1,494	1,030	45.1%
Other Expenses	1,151	938	22.7%	3,313	2,391	38.5%
<b>EBITDA</b>	<b>469</b>	<b>375</b>	<b>25.0%</b>	<b>1,305</b>	<b>569</b>	<b>129.2%</b>
<b>EBITDA Margin %</b>	<b>8.7%</b>	<b>9.0%</b>	<b>-28 bps</b>	<b>8.2%</b>	<b>5.8%</b>	<b>242 bps</b>
Depreciation	134	121	10.1%	389	364	6.9%
Finance Cost	195	220	-11.5%	575	616	-6.7%
<b>PBT</b>	<b>141</b>	<b>34</b>	<b>312.9%</b>	<b>342</b>	<b>-410</b>	<b>-183.3%</b>
Tax expense	34	7	395.7%	90	-103	-187.5%
<b>PAT Before MI</b>	<b>107</b>	<b>27</b>	<b>291.9%</b>	<b>252</b>	<b>-307</b>	<b>-181.9%</b>
<b>PAT Margin %</b>	<b>2.0%</b>	<b>0.7%</b>	<b>134 bps</b>	<b>1.6%</b>	<b>-3.1%</b>	<b>473 bps</b>

## Covid Update



- The company has opened all its manufacturing units, offices across India.
- All the covid protocols are followed to ensure safety of our employees, customers, vendors and all other stakeholders.
- As an organization we are 97%+ fully vaccinated
- We had 180 Cases in 3<sup>rd</sup> wave, none of them are serious. Presently active cases are reduced below 40.
- We are conducting various health camps for all of our employees so that they are aware of the standard operating procedure to follow.

## Engineering Products

- Wide range of customised engineering products catering to diverse sectors
- Strong designing & manufacturing capabilities

## Engineering Projects

- Leading player in Pre-Engineered Buildings, Solar EPC, Designing & Engineering Services with presence in USA
- Water Treatment Solutions (EPC + O&M), Water Treatment Chemicals & 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

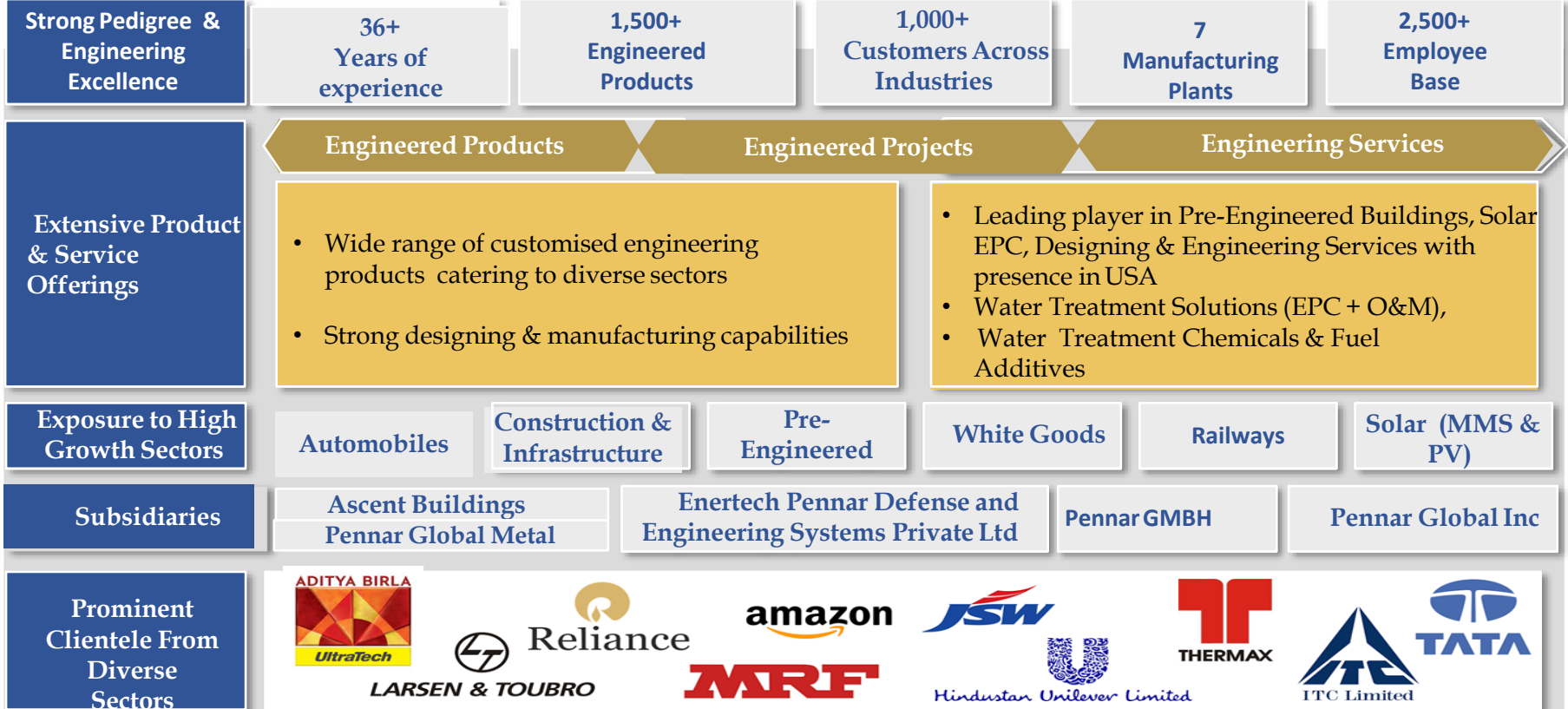
Diversified Engineering Company With  
End-To-End Capabilities

Wide Spectrum of Engineered Products  
& Customised Turnkey Engineering  
Solutions Across Diverse Industries

**Extensive Product & Service  
Offerings**

# Diversified Engineering Company With End-To-End Capabilities

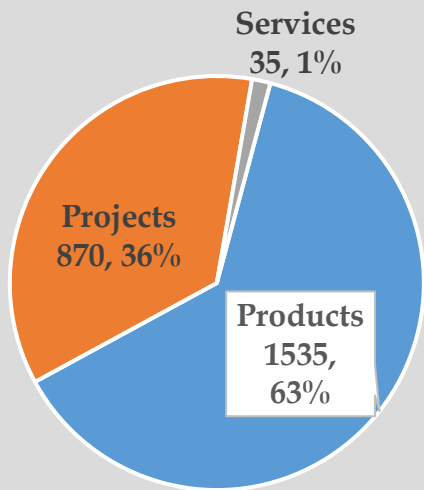
Wide Spectrum of Engineered Products & Customised Turnkey Engineering Solutions Across Diverse Industries



# Segmental Revenue

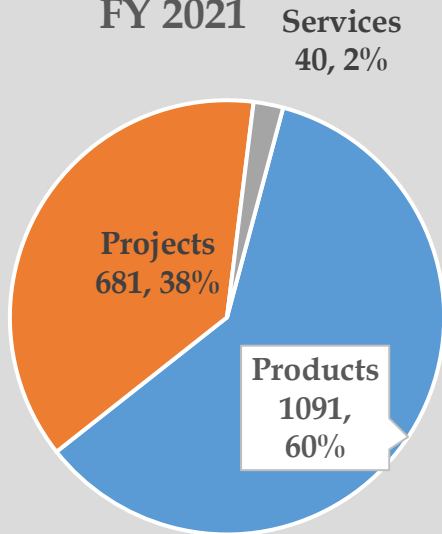


FY 2020



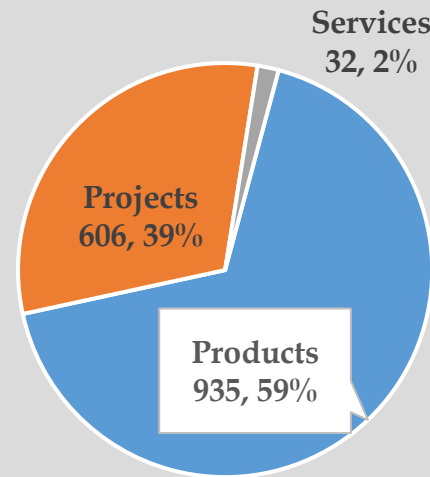
■ Products ■ Projects ■ Services

FY 2021



■ Products ■ Projects ■ Services

NME 2022



■ Products ■ Projects ■ Services



## Products Q3-FY22 Highlights

- Industrial Components
- Hydraulics
- Solar Panels
- Aerospace Machined Components
- Automotive/ Manufacturing Engineering
- Steel Products and Profiles
- Railway Sub Assemblies
- Precision Tubes

- The revenue for the NME FY22 under the Products has increased from Rs.540.43 Crs to Rs.935.25 Crs up by 73.1%
- The company is in the stage of setting up Body in white manufacturing plant in Chennai, expected to start the commercial production in Q1FY23.

## Projects Q3-FY22 Highlights

### Projects include

- Pre Engineered Buildings
- Water Treatment
- Solar Structures

- The revenue for the NME under the projects increased from Rs.361.51 Crs in NME FY21 to 605.74 Crs in NME FY22 up by 68%
- Step down subsidiary Ascent Building, USA has started its commercial production and became profitable.
- The orderbook in the PEB division has reached 400 Crs.

## Engineering Services Q3-FY22 Highlights



➤ Structural Engineering Services

➤ BIM( Building Information Modelling)

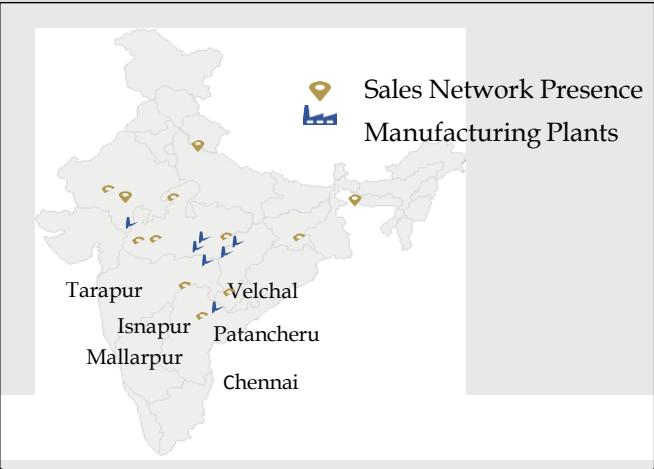
➤ Plant-Product Engineering Services

➤ Industrial Automation

➤ Digital Consultancy(IOT) & Value added Solutions

- The revenue for Services is at 32 Crs in NME FY22
- We have added few customers in BIM Engineering based out of USA
- We have added few customers in Industrial Automation business based out of Europe.
- We have started providing services under Automotive Product Engineering.

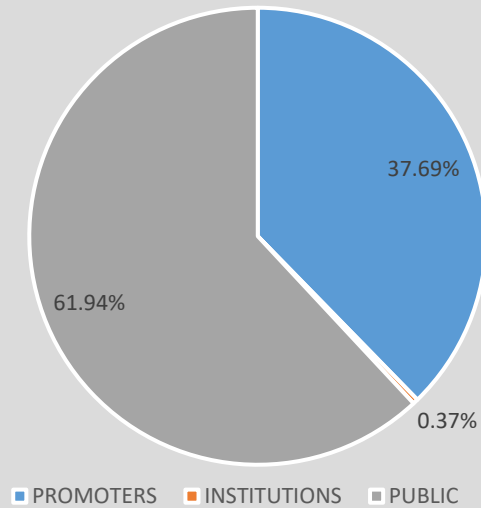
# Robust Manufacturing Facilities & Strong Sales Network



Locations	Products
<b>Patancheru,</b> Andhra Pradesh	Press Components, Profiles, ESP / Building Products, Sheet Piles / Solar, Railway Components, CRSS, Fabrication
<b>Chennai,</b> Tamil Nadu	Coaches, Auto Profiles, Components / Hydraulics, Building Products, Body in white goods
<b>Isnapur,</b> Andhra Pradesh	CRSS, ERW / CDW Tubes, Profiles, Solar
<b>Velchal,</b> Telangana	Strip Galvanizing, Hot Dip Galvanizing, Pre engineered building systems
<b>Tarapur,</b> Maharashtra	Solar, Building Products, Auto Profiles, ESP
<b>Sadashivpet,</b> Telangana	Pre-Engineered Building Systems, Steel structures and Photo voltaic Module
<b>Mallarapur,</b> Hyderabad	Fuel Additives, Water Treatment Chemicals & Solutions

## Shareholding Structure

Shareholding pattern as on 31-12-2021



Source: BSE

A background image of a modern industrial factory. In the foreground, a yellow robotic arm is visible, with the text 'PENNAR INDUSTRIES' printed on its side. The factory interior features a complex network of metal beams, pipes, and overhead lighting. In the background, other robotic arms and machinery are visible, along with a glass safety enclosure on the right side of the frame. The overall scene is brightly lit, showcasing a high-tech manufacturing environment.

# Thank You

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