

Date: November 07, 2016

To,

M/s. Bombay Stock Exchange of India Limited
PJ Towers, Dalal Street
Mumbai Samachar Marg, Mumbai - 400 001

M/s. National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (E), Mumbai-400051

Dear Sir/Madam,

Subject: Investor Presentation

Reference: Company Name: Pennar Engineered Building Systems Limited

Security ID/ Symbol: PENPEBS

Security Code: 539333

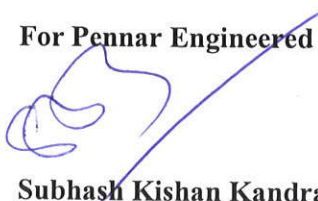
ISIN: INE455O01019

Dear Sir/Madam,

With reference to our letter dated November 02, 2016, we are submitting Investor Presentation.

Thanking you,

For Pennar Engineered Building Systems Limited



Subhash Kishan Kandrapu
Company Secretary & Compliance Officer
ACS 32743



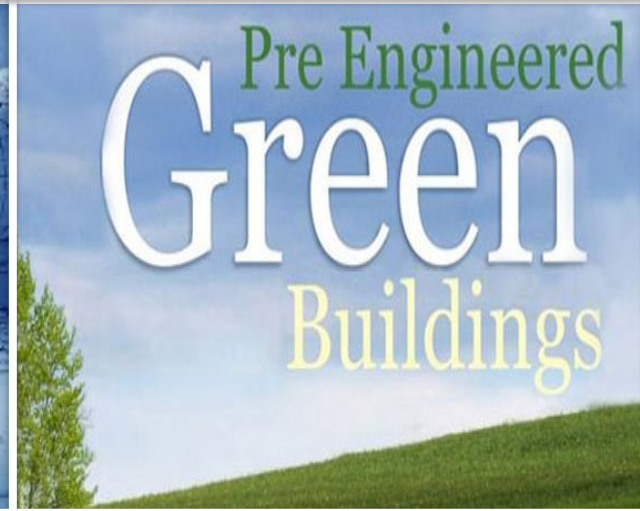
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Pennar Engineered Building Systems Limited

Investor Presentation Q2FY17



Disclaimer

This presentation contains “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Pennar Engineered Building Systems Limited’s 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 Engineered Building Systems Limited undertakes no obligation to periodically revise any forward looking statements to reflect future / likely events or circumstances.

Agenda

1 Financial Performance

2 Business Highlights

3 Strategy

4 Projects

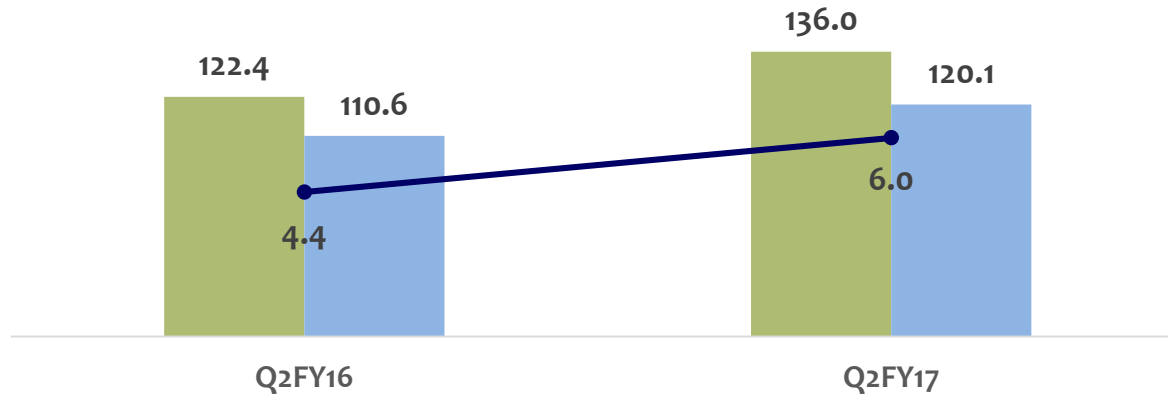


Q2FY17 Financial Performance Highlights

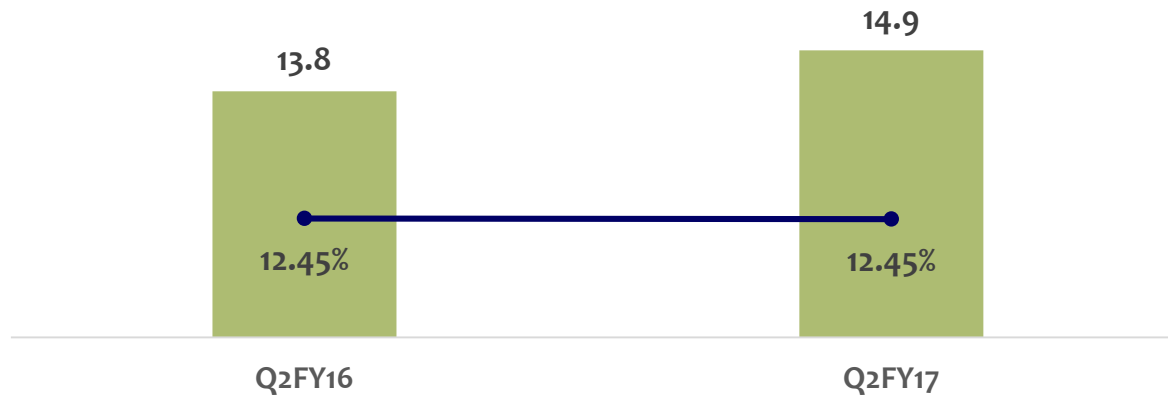
- Gross Revenues at Rs. 136 crores, up 11.1% YoY
- Net Revenues at Rs. 120.1 crores, up 8.7% YoY
- EBITDA (incl. Other Income) at Rs. 14.9 crores
- EBIDTA Margin at 12.45%.
- PAT at Rs. 6 crores, up 37.6% YoY
- Procured higher raw material this quarter owing to increase in steel prices, larger order book and increased capacities in Hyderabad and Baroda.

Q2FY17 Performance Snapshot

■ Gross Revenues (in Rs. Cr.) ■ Net Revenues (in Rs. Cr.) ● PAT (in Rs. Cr.)



■ EBITDA (incl. Other Income) (in Rs. Cr.) ● EBITDA Margins (%)



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Business Highlights

- ▣ Robust Order Book
- ▣ Engineering Services Division gaining traction
 - Increase in the number of billable hours
 - Healthy growth in Revenue
 - New client wins
- ▣ New capacity at Baroda scaling well
- ▣ Improved Working Capital Cycle

Robust Order Book

Order Book

Order Book as of 30th September, 2016 at Rs. 431 Crores

New Orders

Received major orders from :

Toyo – manufacturing unit. End user is Chambal Fertilizers.

KMV – End user is Amazon

Texport

Hero Future

Shapoorji Pallonji – Factory in Pune – End user is Haier

Schindler – Training Center in Pune

Repeat Orders

Repeat Orders received from :

Phoenix – end user is Genpact

RKV Developers - warehouse

Sterling & Wilson -

Malani Foams

Shapoorji Pallonji

Engineering Services Division gaining traction

- Number of billable hours increased by 105% from 10,277 hours in Q2FY16 to 21,166 hours in Q2FY17.
- Number of clients increased from 8 in Q2FY16 to 11 in Q2FY17.

New Capacity at Baroda scaling well

- ▣ This plant was taken on a job-work basis and production began in May 2016.
- ▣ Catering to orders in and around Madhya Pradesh, Gujarat and North India.
- ▣ Monthly production achieved as of September 30, 2016 is 1000 MT.
- ▣ The plant is operating at almost full capacity.
- ▣ Additional beam line to be added.

Improved Working Capital Cycle

- Reduction in Accounts Receivable to Rs. 121 Crores as of September 30, 2016 from Rs. 140 Crores as of March 31, 2016.
- Working Capital Borrowing reduced to Rs. 30 Crores as of September 30, 2016 from Rs. 54 Crores as of March 31, 2016.
- Going forward, further improvement in the working capital cycle is expected.

Awards

- Received Top Challenger award 2015-16 from Construction world.
- Received PEB Project of the year – Runner up award from Construction Week India 2016.
- Received Industrial Building (Implementation Excellence) award from Dun & Bradstreet Infra awards 2016.

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2 Business Highlights

3 **Company Strategy**

4 Projects



Five Year Strategy Plan : Creating value for shareholders

Build a high-growth Technology Company

Adopt, Develop products in PEB Space

Strong Engineering capabilities in Steel, Concrete & Composite Construction

Build world class Engineering, R&D team for high growth

Global Presence

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4 **Projects**



Projects

Azure Power



Kannur International Airport



Kanchipuram Galvanization

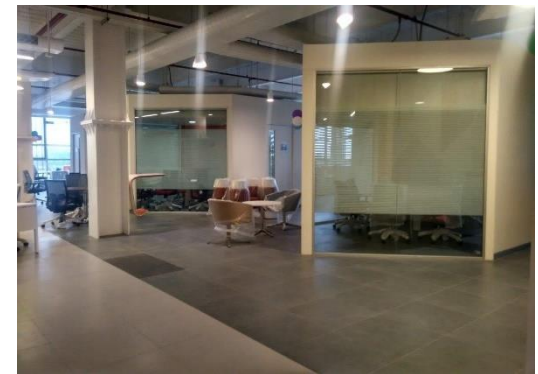


Projects

Kongavi Electronics



Reliance Data Center



National Polyplast



Projects

Pokarana



Reliance NDC



Investor Contacts



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