



pebs ™
pennar

SHAPING YOUR IMAGINATION



Pennar Engineered Building Systems Limited
Investor Presentation Q4FY17/FY17

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 Company Strategy

4 Marquee Projects



Financial Performance

Q4FY17

- ▣ Gross Revenues at INR 171.3 crores, up 10% YoY.
- ▣ Net Revenues at INR 150.0 crores, up 9% YoY.
- ▣ EBITDA at INR 14.21 crores.
- ▣ PAT at INR 8.77 crores.

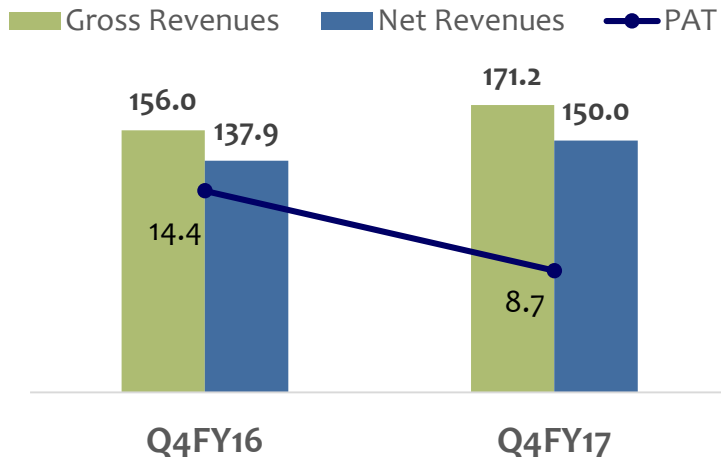
FY17

- ▣ Gross Revenues at INR 570.3 crores, up 11% YoY.
- ▣ Net Revenues at INR 502.5 crores, up 12% YoY.
- ▣ EBITDA at INR 56.3 crores
- ▣ PAT at INR 24.4 crores.

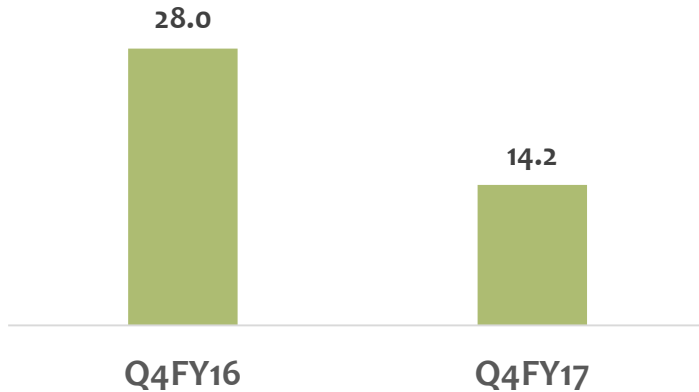
Performance Snapshot

In Rs Crs

Q4FY17 Performance

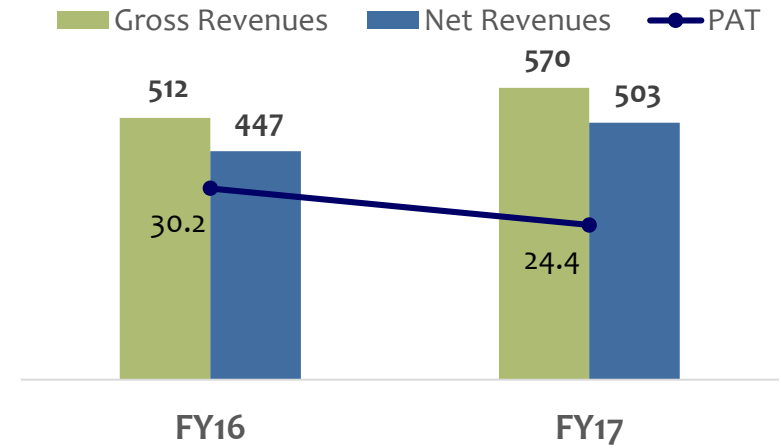


EBITDA

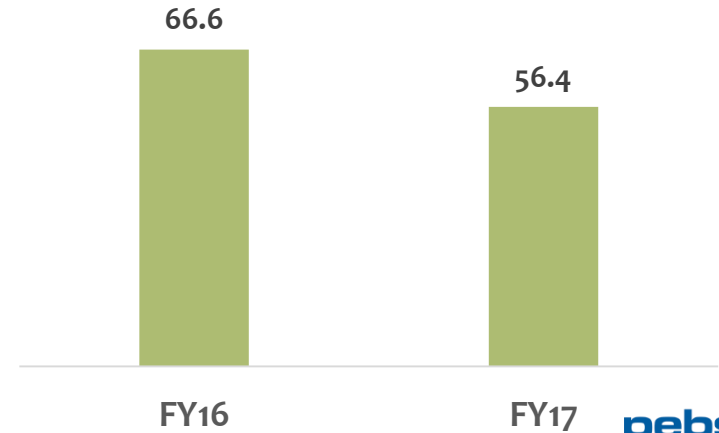


In Rs Crs

FY17 Performance



EBITDA



Agenda

1 Financial Performance

2 Business Highlights

3 Company Strategy

4 Marquee Projects



Business Highlights and FY18 outlook

- Robust Order Book.
- Engineering Services
 - Increased number of hours
 - Revenue increase substantial
 - Adding new clients
- New initiatives in high rise, telecom towers
- Exports to be a big thrust area
- Focus on improving margins in FY18

Robust Order Book

Order Book	Order Book as of 31 st March, 2017 at Rs. 372 Crores
New Orders	JSW Paint Amplus Energy Solutions Power band Industries Kashyap Infra Walmart India Pvt. Ltd Nipha Enterprise
Repeat Orders	JSW Cement Hetero Drugs Shapoorji & Pallonji Aequs SEZ Pvt Ltd

Engineering Services Division Update

- The Engineering Services Business continues to scale up well in terms of number of hours, sales and billing per hour.
- Number of hours increased by 10,612 hours (83%) from 2,333 hrs in Q4FY16 to 12,727 hrs in Q4FY17.
- Revenue increased by 133% from \$221K in Q4FY16 to \$513K in Q4FY17.
- Revenue for FY17 is Rs. 10 crores.

New Initiatives

- High Rise Buildings
 - Presently executing six residential towers and one commercial tower
- Telecom Towers
 - Developing models
- Exports
 - Executed orders worth Rs. 6 Crores
 - Signed an agreement with the Andhra Pradesh Government for building a 75-Seater engineering office facility in Vizag (Andhra Pradesh) under the Software Export Promotion Program, over a period of one year, in a phased manner.

Agenda

1 Financial Performance

2 Business Highlights

3 **Company Strategy**

4 Marquee 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

Agenda

1 Financial Performance

2 Business Highlights

3 Company Strategy

4 **Projects**



Projects

Phoenix - Trivium



Phoenix – Hyderabad



Olympus



Projects

Coca Cola



Hetero



Projects

HIL



Snay Buildmate



Schindler



Texport



Projects

Shapoorji & Pallonji



Indus Projects



TVS Infra



Vee Rubber



Projects

Ultratech - Tadipatri



Siriji



JSSL



Tain



Projects

Amplus



Greenko - Karnataka



Investor Contacts



Investor Relations - cs@pebspennar.com

Contact Details:

Pennar Engineered Building Systems Ltd.

Floor: 9, DHFLVC Silicon Towers

Kondapur, Hyderabad - 500 084, Telangana

CIN : L45400TG2008PLC057182