



PENNAR ENGINEERED BUILDING SYSTEMS LIMITED

Q2 & H1 FY19 RESULTS PRESENTATION

NOVEMBER 2018

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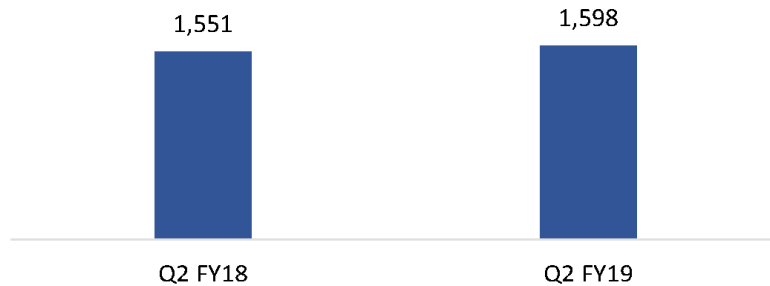
Discussion Summary

- ❖ **Quarterly Update**
- ❖ Financials
- ❖ Company Overview

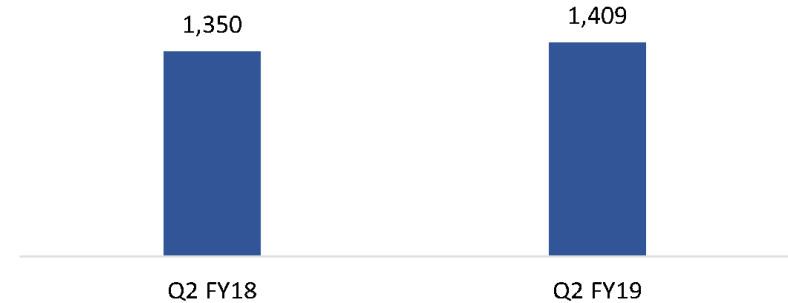
Q2 FY19: Key Result Highlights

In Rs Mn

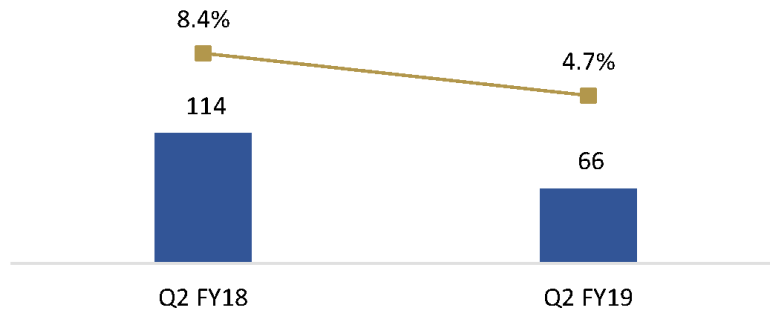
Total Income (Gross)



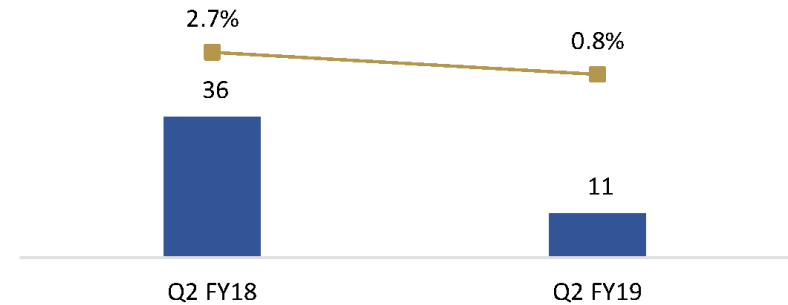
Total Income (Net of Taxes)



EBITDA & EBITDA Margin *



PAT & PAT Margin *



* Calculated on Total Income (Net)

H1 FY19: Key Result Highlights

In Rs Mn

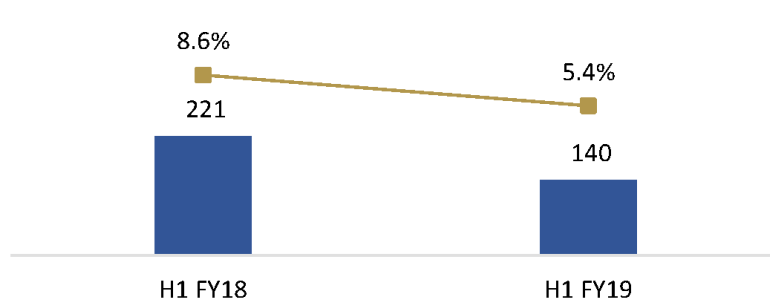
Total Income (Gross)



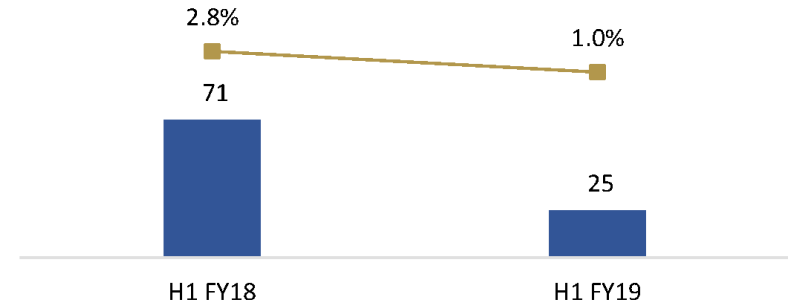
Total Income (Net)



EBITDA & EBITDA Margin *



PAT & PAT Margin *



* Calculated on Net Revenues

Q2 & H1 FY19: Business Performance

Gross Revenues (Rs Mn)	Q2 FY19	Q2 FY18	YoY %	H1 FY19	H1 FY18	YoY %
PEB	1,387	1,109	25.1%	2,547	2,043	24.7%
Solar	61	238	-74.3%	120	376	-68.1%
Engg Services	64	44	45.9%	126	77	64.9%
Erection	18	134	-87.0%	64	406	-84.3%
Total	1,530	1,526	0.3%	2,857	2,902	-1.5%

Strong Order Book: Rs 4,220 Mn



Consistent Order Inflows: Rs 1,238.6 Mn in Q2 FY19



New Order Inflow of Rs 613.7 Mn

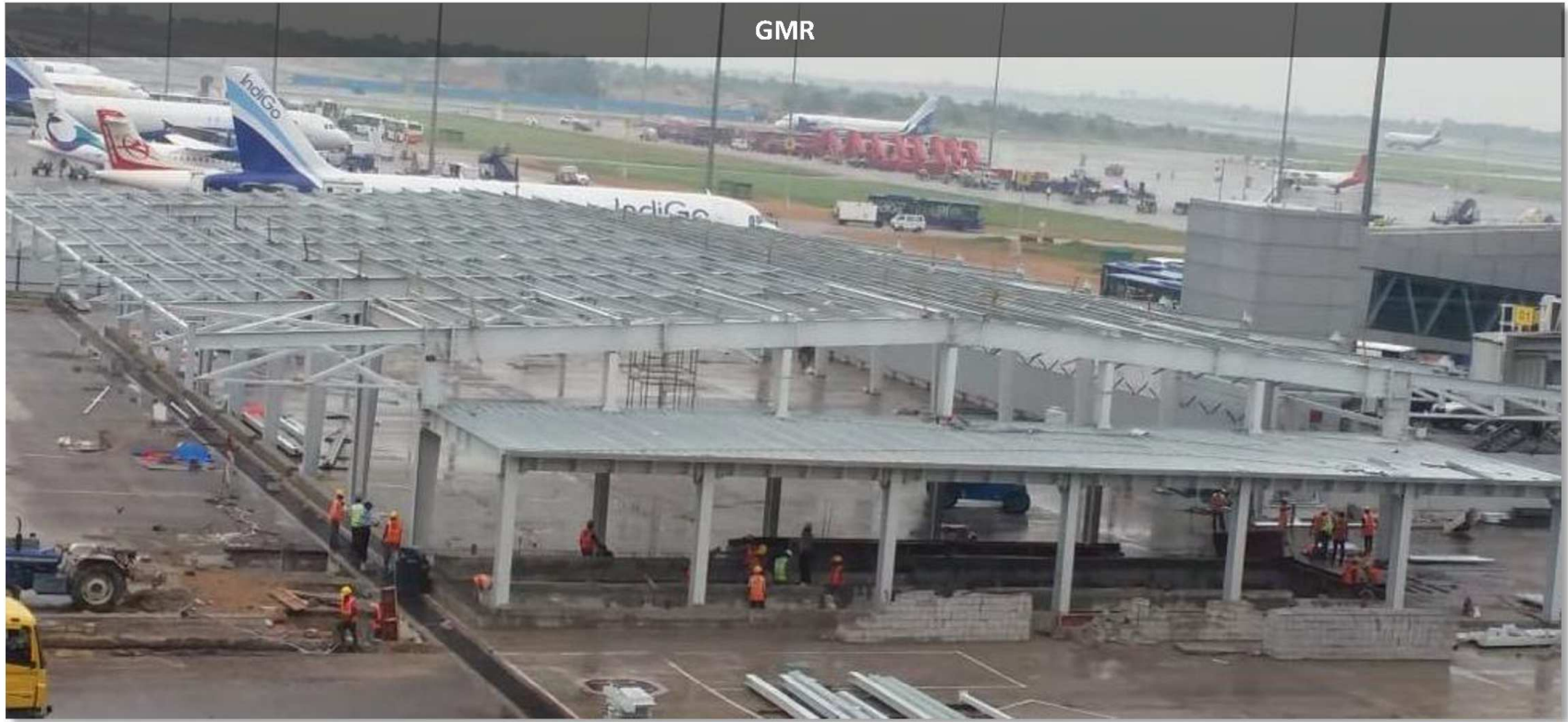
- **Welspun India Limited** for Factory at Mumbai
- **Grasim Industries Limited** for Factory at Ahmedabad
- **Twenty One Sugars Limited** for Factory at Chennai
- **Promea Therapeutics** for Factory at Hyderabad
- **RAIL - CII** for Factory at Hyderabad

Repeat Order Inflow of Rs 624.9 Mn

- **Phoenix - Trivyam** for Hi - Rise Building at Hyderabad
- **Aequis SEZ Private Limited** for Factory Building at Bangalore
- **Renaissance Infra** for Warehouse at Mumbai
- **My Home Constructions Private Limited** for Factory Building at Hyderabad
- **TCI Developers** for Warehouse at Delhi
- **Reliance Jio - GBM** for Towers at Mumbai
- **Shapoorji Pallonji & Co Private Limited** for Factory Building at Bangalore

Q2 & H1 FY19: Key Projects Under Execution





Hi-Rise Phoenix



Bosch



Discussion Summary

- ❖ Quarterly Update
- ❖ **Financials**
- ❖ Company Overview

Profit & Loss Statement

Particulars (Rs. in Mn)	Q2 FY19	Q2 FY18	YoY%	H1 FY19	H1 FY18	YoY%	FY18
Revenue from Operations	1,341.9	1,325.1	1.3%	2,477.3	2,521.4	-1.7%	5,103.6
Other Income	67.5	25.2	167.9%	98.4	35.6	176.4%	119.0
Total Income	1,409.4	1,350.3	4.4%	2,575.7	2,557.0	0.7%	5,222.6
COGS	932.9	736.4	26.7%	1,519.8	1,321.5	15.0%	2,870.9
Erection Expenses	66.4	126.5	-47.5%	174.4	316.8	-44.9%	524.4
Employee Expenses	110.2	99.9	10.3%	233.7	203.9	14.6%	418.5
Other Expenses	234.2	273.4	-14.3%	507.9	494.1	2.8%	952.9
EBITDA	65.7	114.1	-42.4%	139.9	220.7	-36.6%	455.9
EBITDA Margin %	4.7%	8.4%	-379bps	5.4%	8.6%	-320bps	8.7%
Depreciation	15.3	14.9	2.7%	28.1	29.5	-4.7%	59.7
Financial Cost	35.7	43.8	-18.5%	77.4	86.5	-10.5%	156.6
Profit Before Tax (PBT)	14.7	55.4	-73.5%	34.4	104.7	-67.1%	239.6
Tax	3.3	19.0	-82.6%	9.9	33.6	-70.5%	81.6
Profit After Tax (PAT)	11.4	36.4	-68.7%	24.5	71.1	-65.5%	158.0
PAT Margin %	0.8%	2.7%	-189bps	1.0%	2.8%	-183bps	3.0%