



Pennar Engineered Building Systems Limited

Investor Presentation Q2FY18

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



Q2FY18 - Financial Performance

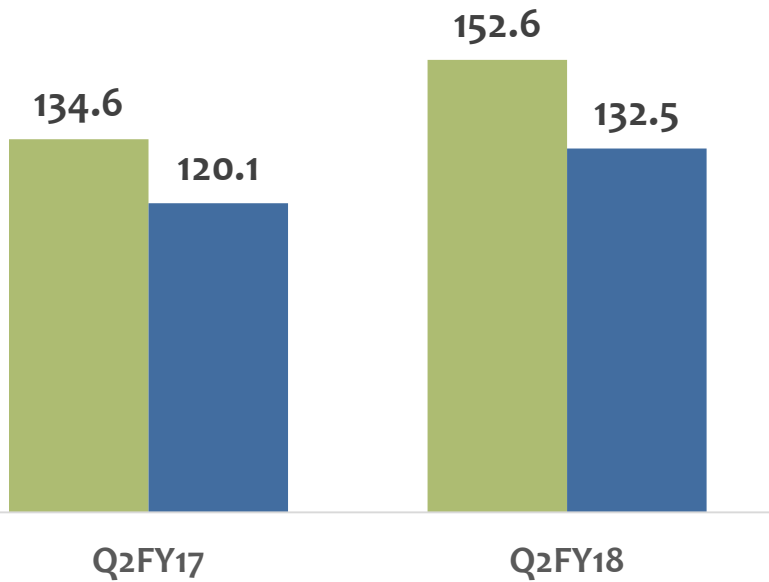
- Gross Revenues at Rs. 153 Crores, up 13% YoY
- Net Revenues at Rs. 133 Crores, up 11% YoY
- EBITDA at Rs. 11.41 Crores
- PAT at Rs. 3.64 Crores

Performance Snapshot

In Rs Crs

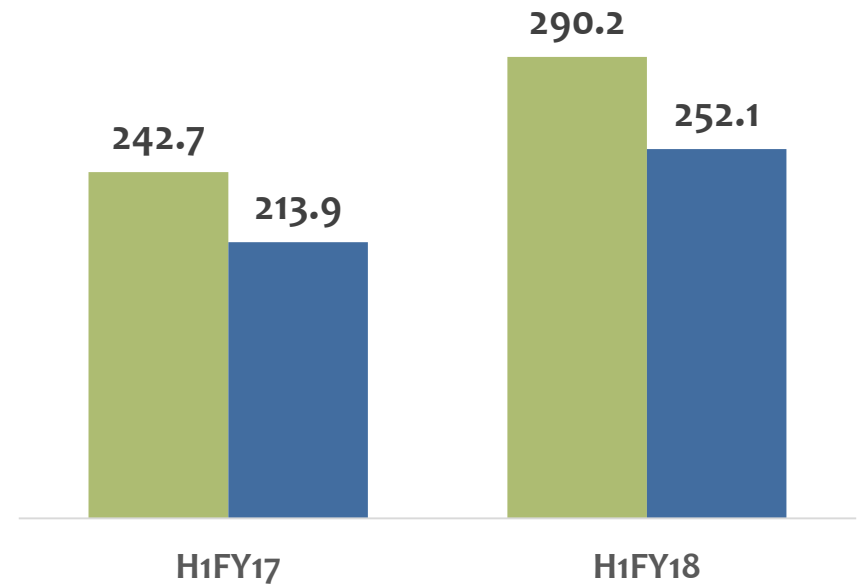
Q2FY18

■ Gross Revenues ■ Net Revenues



H1FY18

■ Gross Revenues ■ Net Revenues



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Business Highlights

- Robust order book.
- Engineering Services -
 - Revenue increased to 4.4 crores, up 68% YoY.
 - Current average revenue per month is Rs. 1.47 crs.
- Solar division: The revenue in Q2FY18 increased to Rs. 25.72 crores, up by 98% YoY from Rs. 12.97 crores in Q2FY17.

Robust Order Book

Order Book

Current Order Book at Rs. 363 crores

Major Orders

- **RVNL** for wagon manufacturing unit through URC
- **Alstom** for railway engines assembly unit through Tata Projects Ltd.
- Multiple orders from **TVS Infra** for warehouse building
- **SS Developers** for warehouse building
- **IBC Solar Projects** for MMS
- **Clean Max** for MMS
- **Taein Construction** for auto components unit
- **SVS Warehouse Tech** for warehouse building
- **RKV Developers** for warehouse building
- **Satara Geo Systems** for factory building

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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

Indus



Hetero



Haier



Projects

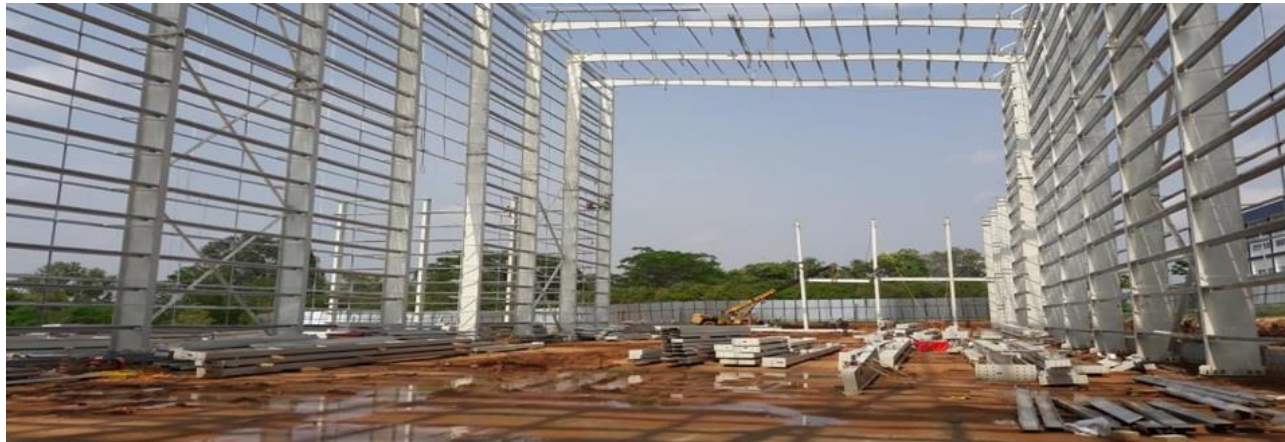
Essae Teraoka



Shriji Polymers



Strides



Schindler

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