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# **Pennar Engineered Building Systems Limited**

**Investor Presentation Q1FY18**

# Disclaimer

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*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



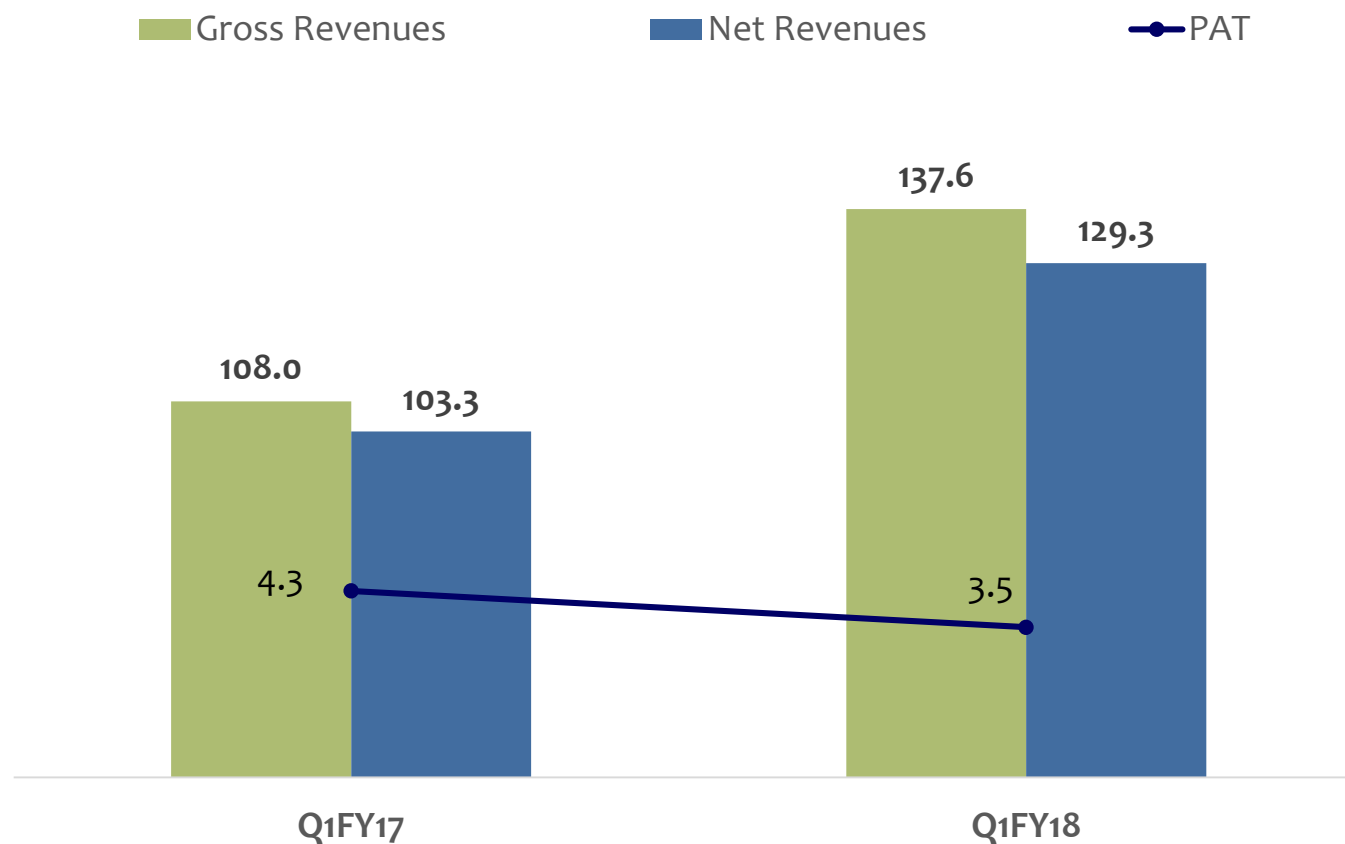
# Q1FY18 - Financial Performance

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- Gross Revenues at Rs. 138 Crores, up 27% YoY
- Net Revenues at Rs. 129 Crores, up 25% YoY
- EBITDA at Rs. 10.66 Crores
- PAT at Rs. 3.47 Crores

# Q1FY18 - Performance Snapshot

In Rs Crs





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# Business Highlights

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- Robust Order Book.
- Engineering Services -
  - Revenue increased to 3.27 crores, up 54% YoY.
  - Current average revenue per month is 1.09 Crs.
- Solar division: The revenue in Q1FY18 increased to Rs. 17.96 crores, up by 332% YoY from Rs. 4.15 Crores in Q1FY17.

# Robust Order Book

## Order Book

Current Order Book at Rs. 380 Crores

## New Orders

- JSW Cement - Factory building in Karnataka
- Welspun India - Factory building in Gujarat
- KIA Motors - Automotive plant at Hindupur
- CFCL - Factory building in Maharashtra
- Ikea - Warehouse building at Hyderabad
- Phoenix - Multi-storey building at Hyderabad
- Asian Fabtech - Solar module mounting structures in Karnataka.



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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



**Mylan Labs - Indore**





# Projects

## Kongavi



## Amazon, Hyderabad





# Projects

## ETNA, Hyderabad



## HIL, Odisha





# Projects

## Indus

## Toyo Engineering



# Investor Contacts

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