

Dated: 23<sup>rd</sup> May, 2024

Place: Hyderabad

<p>BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai-400 001</p>	<p>The National Stock Exchange of India Limited Bandra Kurla Complex Bandra East Mumbai - 400 051</p>
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Dear Sir/Madam,

Sub: Investor Presentation - reg.

Ref: SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

BSE Scrip code: 513228 / NSE Symbol: PENIND

With reference to the subject cited above, we hereby submit you the Investor Presentation for FY'24. The aforesaid information is also being hosted on the website of the Company viz., [www.pennarindia.com](http://www.pennarindia.com).

Kindly take the same in your records.

Thanking you

Yours faithfully,

**for Pennar Industries Limited**

**Mirza Mohammed Ali Baig**  
**Company Secretary & Compliance Officer**  
**ACS 29058**

**PENNAR INDUSTRIES LIMITED**

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**CIN No:** L27109TG1975PLC001919



# PENNAR INDUSTRIES LIMITED

## FY'24 INVESTOR PRESENTATION



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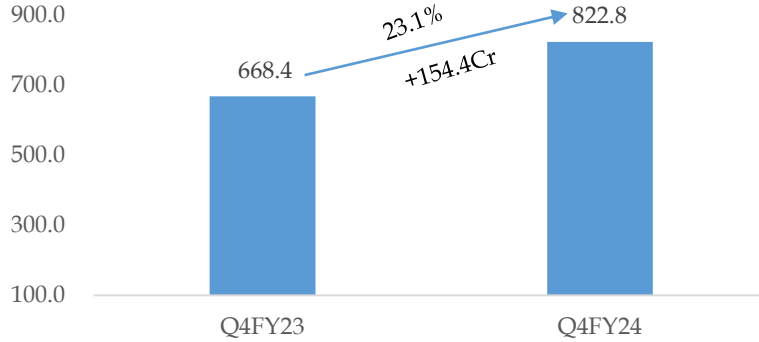
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# Discussion Summary

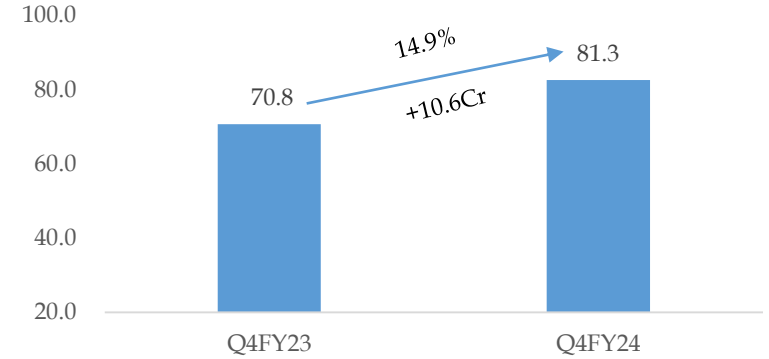
- ❖ Key metrics
- ❖ Results Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ FY24 Business Highlights segment wise
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

# Key Metrics (Q4FY24) - Growth

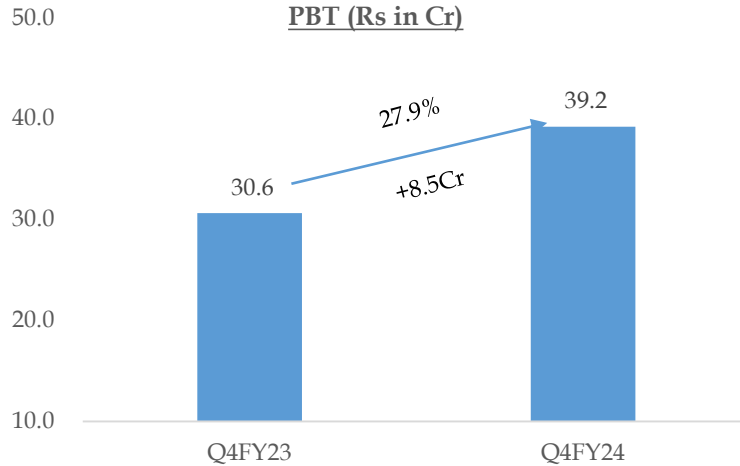
Revenue (Rs in Cr)



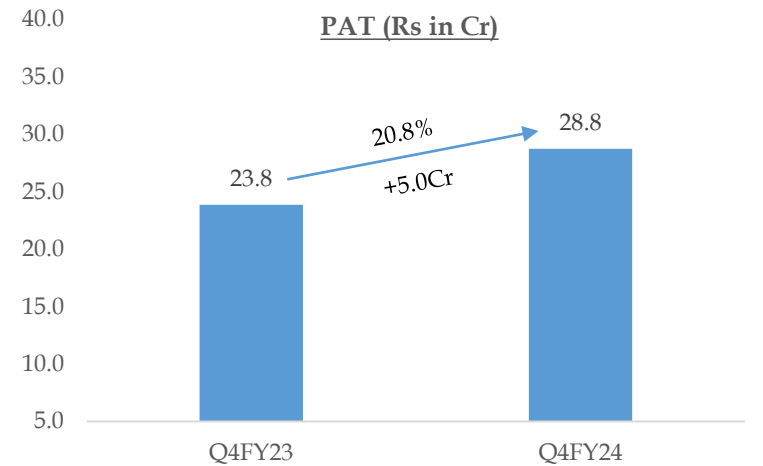
EBITDA (Rs in Cr)



PBT (Rs in Cr)



PAT (Rs in Cr)




# Results Update

Particulars (Rs. in Crs)	Q4 FY24	Q4 FY23	YoY%	FY24	FY23	YoY%
Revenue From Operations (Net of Taxes)	<b>822.80</b>	<b>668.43</b>	<b>23.09%</b>	<b>3,130.57</b>	<b>2,894.62</b>	<b>8.15%</b>
COGS	518.28	405.03	<b>27.96%</b>	1,937.72	1,801.40	7.57%
<b>Gross Profit</b>	<b>321.00</b>	<b>265.78</b>	<b>20.78%</b>	<b>1,233.16</b>	<b>1,126.65</b>	9.45%
Employee Expenses	80.15	81.84	<b>-2.07%</b>	309.97	310.31	-0.11%
Other Expenses	159.54	113.18	<b>40.96%</b>	609.91	561.72	8.58%
<b>EBITDA</b>	<b>81.31</b>	<b>70.76</b>	<b>14.91%</b>	<b>313.28</b>	<b>254.62</b>	23.04%
Depreciation	15.97	17.26	<b>-7.47%</b>	66.50	64.97	2.35%
Finance Cost	26.17	22.87	<b>14.43%</b>	115.36	91.21	26.48%
<b>PBT</b>	<b>39.17</b>	<b>30.63</b>	<b>27.88%</b>	<b>131.42</b>	<b>98.44</b>	33.50%
<b>PBT Margin %</b>	<b>4.76%</b>	<b>4.58%</b>	<b>18bps</b>	<b>4.20%</b>	<b>3.40%</b>	<b>80bps</b>
Tax expense	10.36	6.78	<b>52.80%</b>	33.07	23.01	43.72%
<b>PAT</b>	<b>28.81</b>	<b>23.85</b>	<b>20.80%</b>	<b>98.35</b>	<b>75.43</b>	30.39%
<b>PAT Margin %</b>	<b>3.50%</b>	<b>3.57%</b>	<b>36bps</b>	<b>3.14%</b>	<b>2.61%</b>	<b>69 bps</b>

# Diversified Engineering Company With End-To-End Capabilities

Wide Spectrum of Engineered Products & Customised Turnkey Engineering Solutions Across Diverse Industries

Strong Pedigree & Engineering Excellence	40+ Years of experience	1,000+ Engineered Products	500+ Customers Across Industries	13 Manufacturing Plants	4,800+ Employee Base	
Extensive Product & Service Offerings	Engineered Products *			Engineering Solutions**		
	<ul style="list-style-type: none"> <li>Wide range of customised engineering products catering to diverse sectors</li> <li>Strong designing &amp; manufacturing capabilities</li> </ul>			<ul style="list-style-type: none"> <li>Leading player in Pre-Engineered Buildings, Designing &amp; Engineering Services with presence in USA</li> </ul>		
Exposure to High Growth Sectors	Automobiles	Construction & Infrastructure	Pre - Engineered	White Goods	Railways	Tubes
Subsidiaries	Enertech Pennar and Pennar Metals		Pennar Global	Ascent Buildings Pennar Global Metals Pennar Investments		Pennar GmbH Cadnum
Prominent Clientele From Diverse Sectors						

# Diversified Engineering - FY24 Highlights

- Steel Products and Profiles
  - Railways & Assembly sub parts
  - Industrial Comp
  - Precision Tubes
  - BIW
  - Metal/Structural Based Engineering Services
  - BIM (Building Information Modelling)
- ✓ The Diversified Engineering revenue for FY24 is Rs. 1,641.37 crore compared to Rs. 1,511.29 crore in FY23, up by 8.61%
  - ✓ Steel Products, Railways, Tubes, BIW and Boilers business units have increased revenue.



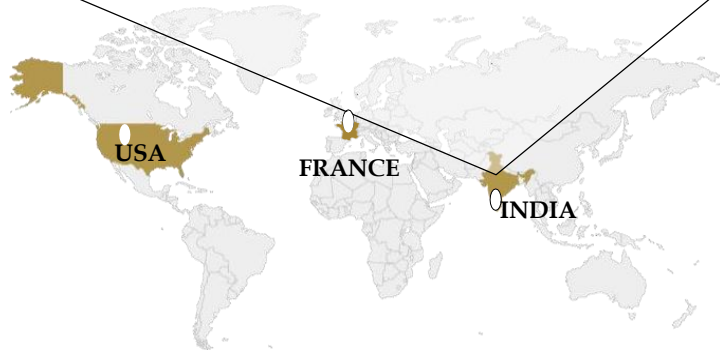
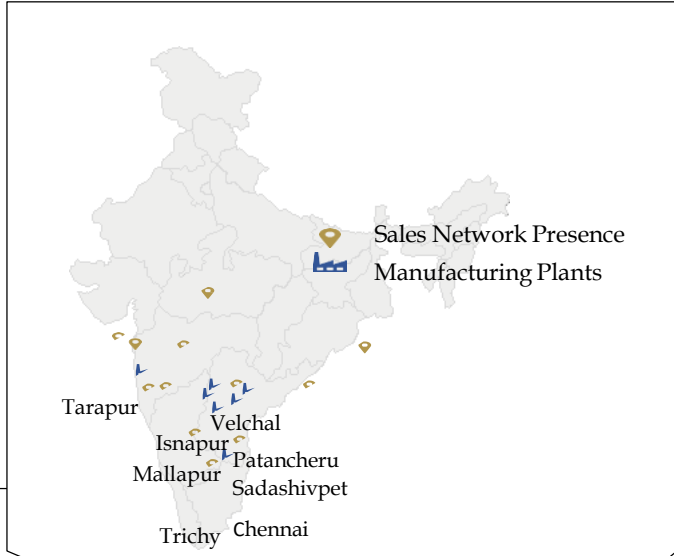
# Custom Designed Building Solutions & Auxiliaries - FY24 Highlights

## ➤ Pre Engineered Buildings

## ➤ Structural Steel

- ✓ The Custom Designed Building Solutions & Auxiliaries revenue for FY24 is Rs. 1,583.91 crore compared to Rs. 1,505.01 crore in FY23, up by 5.24%.
- ✓ The order book of PEB India is Rs. 750 Cr and Ascent is USD 44 Mn.
- ✓ Pre engineered Building revenue in India has increased during the year.

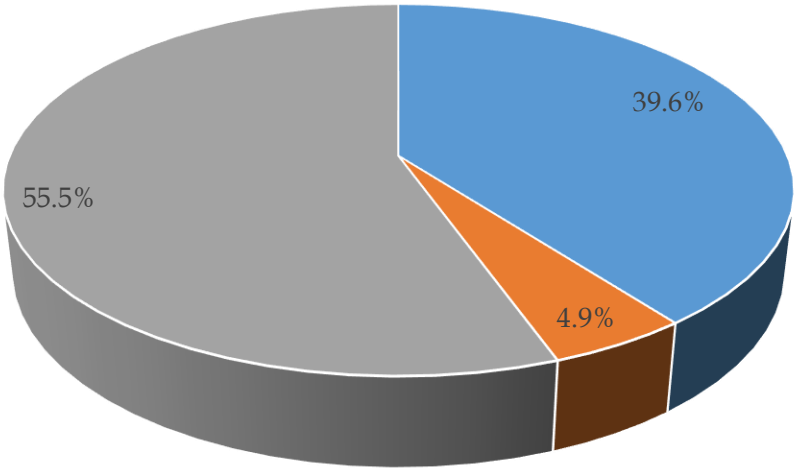
# Robust Manufacturing Facilities & Strong Sales Network



Major Location	Products
<b>Patancheru, Telangana</b>	Press Components, Profiles, ESP / Building Products, Solar, Railway Components, CRSS, Fabrication
<b>Chennai, Tamil Nadu</b>	Coaches, Auto Profiles, Components / Hydraulics, Building Products, Body in white
<b>Isnapur, Telangana</b>	CRSS, ERW / CDW Tubes, Profiles, Solar
<b>Velchal, Telangana</b>	Strip Galvanizing, Hot Dip Galvanizing, Pre engineered building systems
<b>Tarapur, Maharashtra</b>	Solar, Building Products, Auto Profiles, ESP
<b>Sadashivpet, Telangana</b>	Pre-Engineered Building Systems, Steel structures and Photo voltaic Module
<b>Trichy, Tamil Nadu</b>	Boilers
<b>Mallapur, Hyderabad</b>	Fuel Additives, Water Treatment Chemicals & Solutions
<b>Tennessee, USA</b>	Metal Buildings
<b>Chicago, USA</b>	Tubes
<b>France</b>	Auto & Aerospace

# Shareholding Structure

Shareholding % as on 31-03-2024



■ Promoters ■ Institutions ■ Public

Source: BSE

**Thank You**