

Dated: 10th November, 2023
Place: Hyderabad

BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai-400 001	The National Stock Exchange of India Limited Bandra Kurla Complex Bandra East Mumbai - 400 051
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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 Q2FY'24. The aforesaid information is also being hosted on the website of the Company viz., www.pennarindia.com.

Kindly take the same in your records.

Thanking you

Yours faithfully,

for Pennar Industries Limited

Mirza

Mohammed Ali

Baig

Mirza Mohammed Ali Baig

Company Secretary & Compliance Officer

ACS 29058

Digitally signed by Mirza Mohammed Ali Baig
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serialNumber=144745464609629925df5a8820,
2.5.4.20=7666464609629925df5a8820, email=mirza@pennarindia.com,
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Date: 2023.11.10 10:46:18 +05'30'

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CIN No: L27109TG1975PLC001919



PENNAR INDUSTRIES LIMITED

Q2 FY'24 INVESTOR PRESENTATION



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Discussion Summary

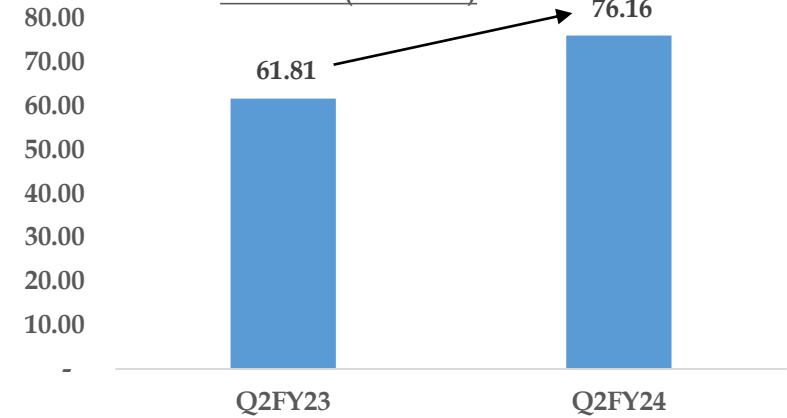
- ❖ Key metrics
- ❖ Results Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ Q2 FY24 Business Highlights segment wise
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

Key Metrics - Growth

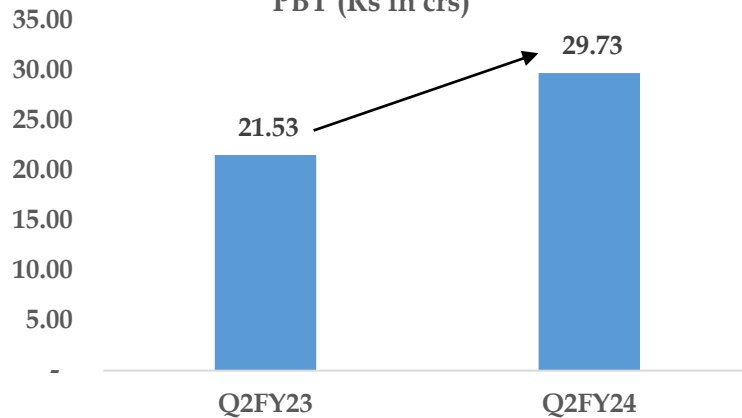
Revenue (Rs in crs)



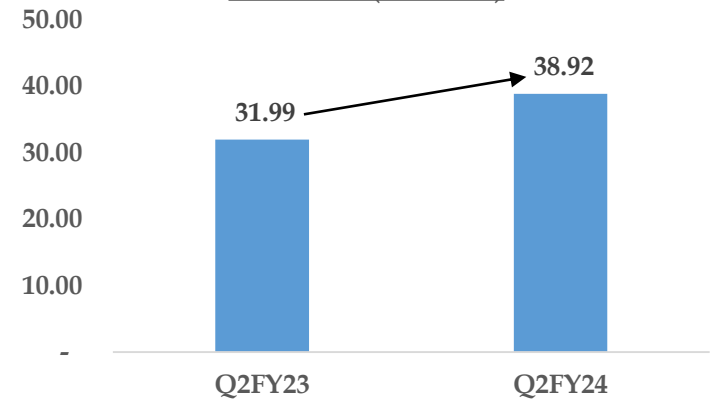
EBITDA (Rs in crs)



PBT (Rs in crs)



Cash PAT (Rs in crs)



Results Update

Particulars (Rs. in Crs)	Q2 FY24	Q2 FY23	YoY%	H1FY24	H1FY23	YoY%
Revenue From Operations (Net of Taxes)	814.13	833.99	-2.38%	1563.02	1533.97	1.89%
Other Income	5.91	15.62	-62.16%	17.7	26.64	-33.56%
Total Income	820.04	849.61	-3.48%	1580.72	1560.61	1.29%
COGS	502.6	532.59	-5.63%	967.3	978.64	-1.16%
Gross Profit	317.44	317.02	0.13%	613.42	581.97	5.40%
Employee Expenses	77.67	88.62	-12.36%	158.19	158.19	0.00%
Other Expenses	163.61	166.59	-1.79%	305.35	305.92	-0.19%
EBITDA	76.16	61.81	23.22%	149.88	117.86	27.17%
Depreciation	16.56	15.61	6.09%	32.98	31.41	5.00%
Finance Cost	29.87	24.67	21.08%	57.72	46.18	24.99%
PBT	29.73	21.53	38.09%	59.18	40.27	46.96%
Tax expense	7.37	5.15	43.11%	15.01	9.81	53.01%
PAT	22.36	16.38	36.51%	44.17	30.46	45.01%
PAT Margin %	2.75%	1.96%	78bps	2.83%	1.99%	84 bps

Diversified Engineering Company With End-To-End Capabilities

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

Engineering Products

- Wide range of customised engineering products catering to diverse sectors
- Strong designing & manufacturing capabilities

Engineering Projects

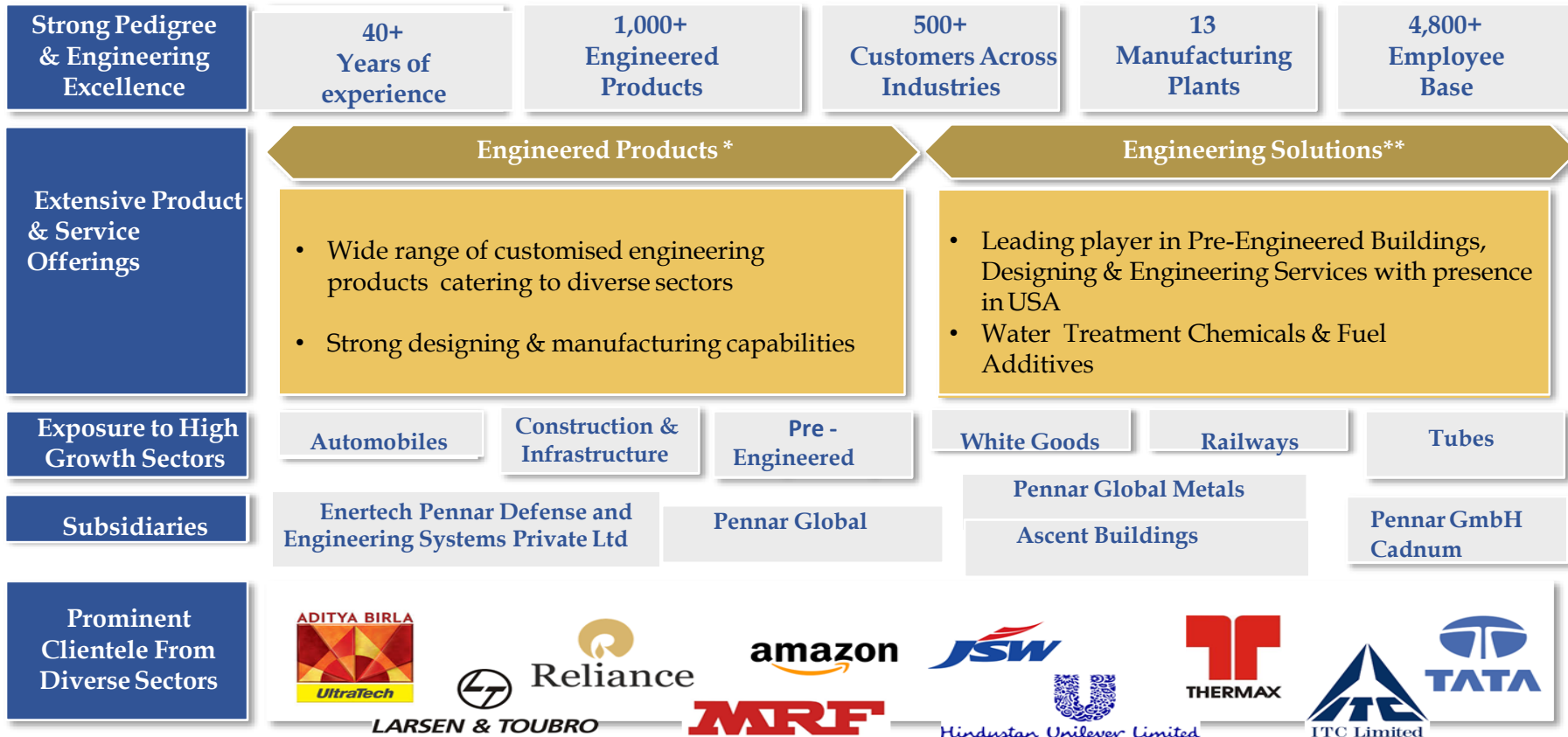
- Leading player in Pre-Engineered Buildings, Designing & Engineering Services with presence in USA
- Chemicals and Boilers

Engineering Services

Emerging Leader in Structural Engineering Services, BIM (Building Information Modelling), Plant-Product Engineering Services, Industrial Automation, Digital Consultancy (IoT) & Value Added Solutions

Diversified Engineering Company With End-To-End Capabilities

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



Products Q2 FY24 Highlights

- Steel Products and Profiles ✓ The revenue for the Q2FY24 under the products is Rs 426.5Cr.
- Railways & Assembly sub parts ✓ Body in white business unit have increased revenue.
- Hydraulics & Industrial Comp
- Precision Tubes
- BIW

Projects Q2 FY24 Highlights

➤ Pre Engineered Buildings

➤ Solar Structures

- ✓ The revenue for the Q2 FY24 under projects has increased from Rs 361.5 Cr to Rs. 368.8, up by 2.0%.
- ✓ The order book of PEB India is Rs 550 Cr and Ascent is USD 40 Mio.
- ✓ Pre engineered Building revenue in India and step down subsidiary Ascent Building, USA has increased during the year.

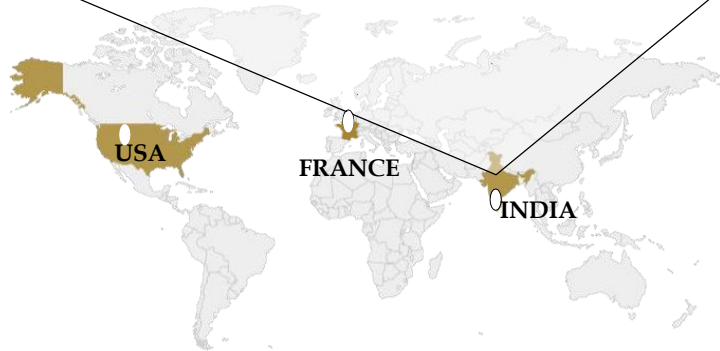
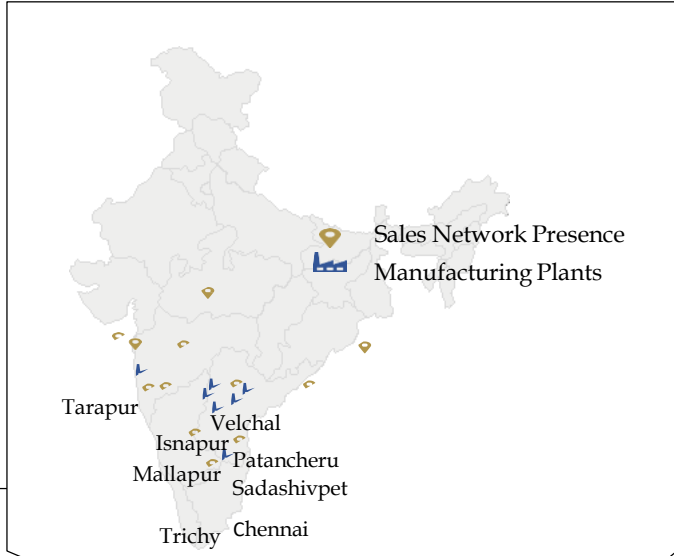
Engineering Services Q2 FY24 Highlights

➤ Metal / Structural Based Engineering Services

➤ BIM (Building Information Modelling), Plant-Product Engineering Services, Industrial Automation, Digital Consultancy & Value Added Solutions

- ✓ The revenue for Q2 FY24 under Services has increased from Rs 18.8 Cr to Rs 18.9 Cr, up by 0.6%.
- ✓ Decrease on account of reduction in Metal Building Engineering Services is compensated by increase in Tech Pennar BU.

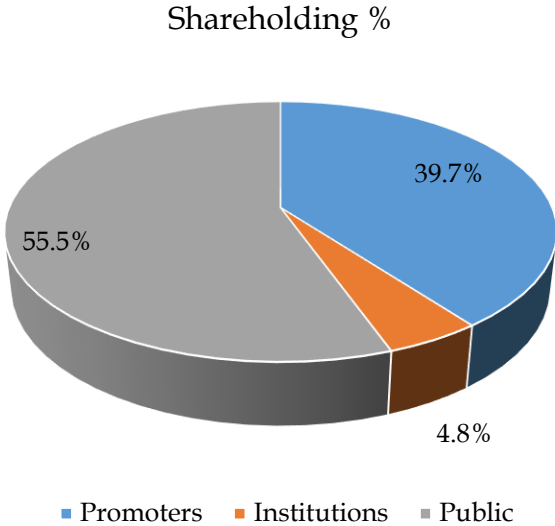
Robust Manufacturing Facilities & Strong Sales Network



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

Shareholding Structure

Shareholding % as on 30-09-2023



Source: BSE

A photograph of a modern industrial factory interior. In the foreground, a yellow robotic arm is visible, reaching towards the center. The background shows a complex network of metal structures, pipes, and other machinery, all under bright, overhead industrial lighting. The overall scene conveys a sense of advanced manufacturing and automation.

Thanking You

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