

Dated: 12<sup>th</sup> February, 2024  
Place: Hyderabad

<b>BSE Limited</b> Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai-400 001	<b>The National Stock Exchange of India Limited</b> 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 Q3FY'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  
Baig

Digitally signed by Mirza  
Mohammed Ali Baig  
Date: 2024.02.12  
11:03:06 +05'30'

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

## **PENNAR INDUSTRIES LIMITED**

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**Tel :** +91 40 41923108

**CIN No:** L27109TG1975PLC001919



# PENNAR INDUSTRIES LIMITED

## Q3 FY'24 INVESTOR PRESENTATION



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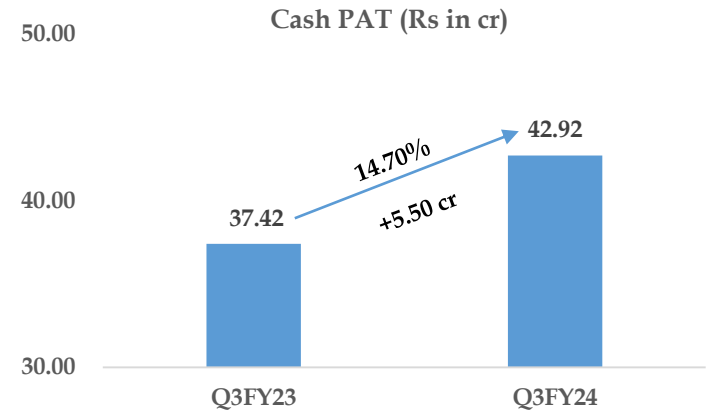
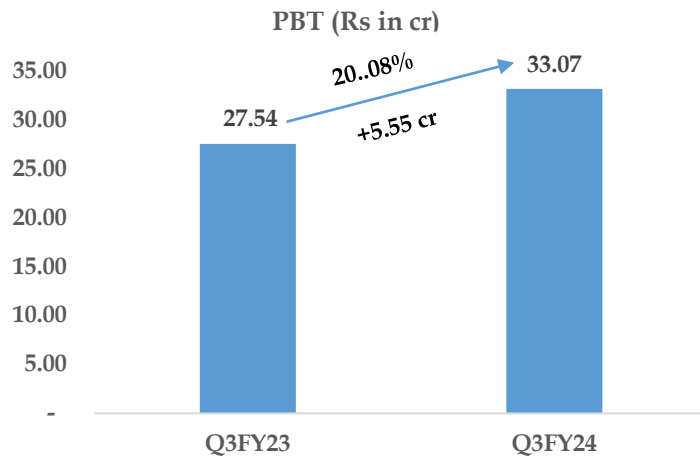
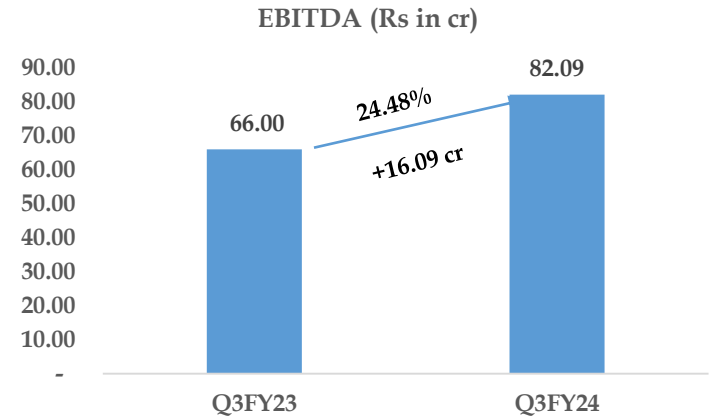
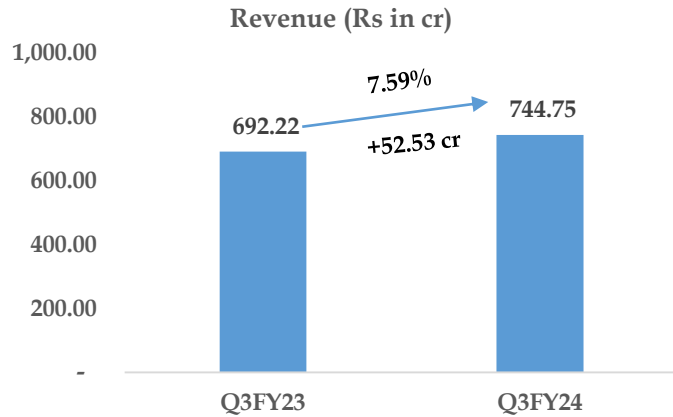
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# Discussion Summary

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

# Key Metrics – Consolidated Financials

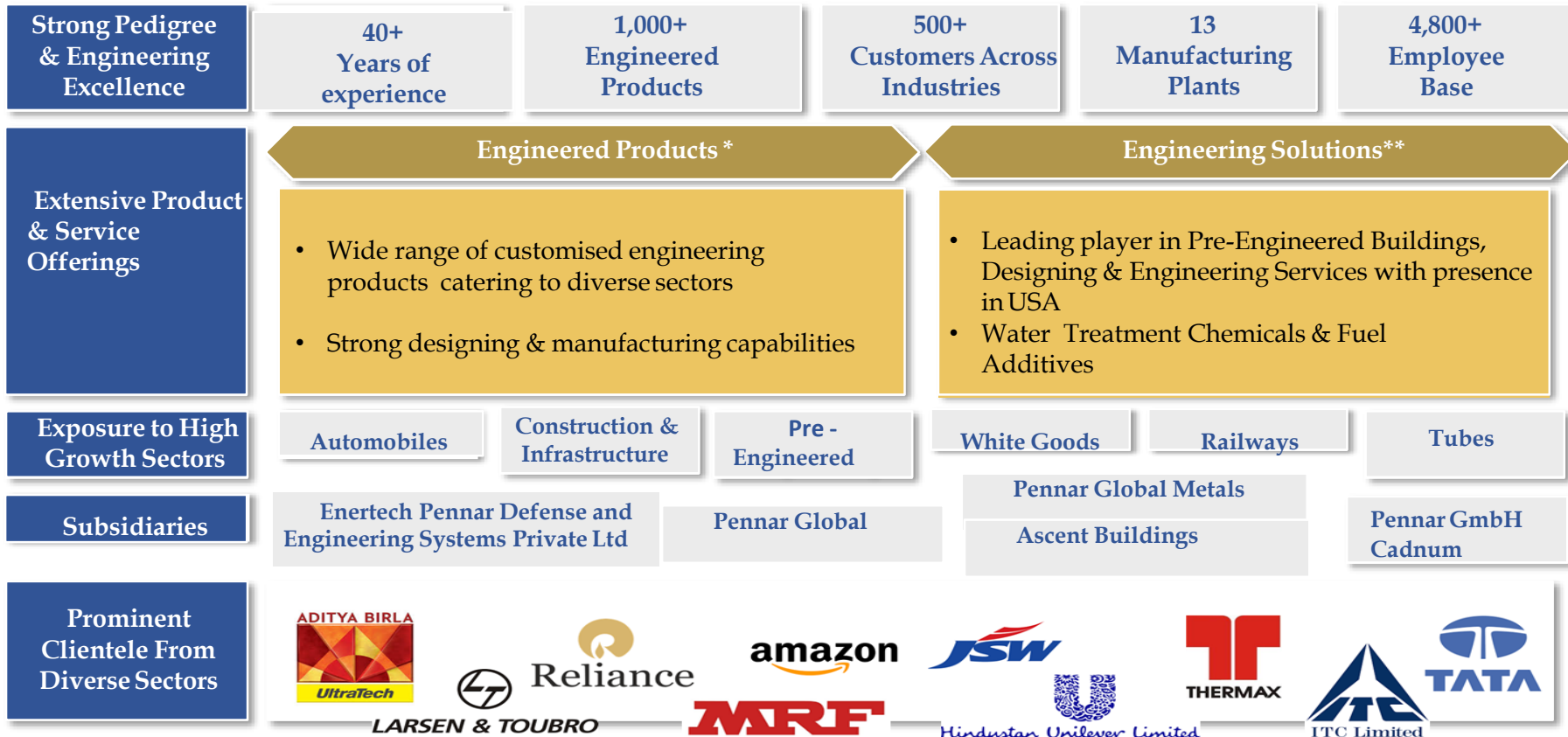


# Results Update

Particulars (Rs. in Crs)	Q3 FY24	Q3 FY23	YoY%	NME FY24	NME FY23	YoY%
Revenue From Operations (Net of Taxes)	<b>744.75</b>	<b>692.22</b>	<b>7.59%</b>	<b>2307.77</b>	<b>2226.19</b>	<b>3.66%</b>
Other Income	6.13	7.91	<b>-22.50%</b>	23.83	34.55	-31.03%
<b>Total Income</b>	<b>750.88</b>	<b>700.13</b>	<b>7.25%</b>	<b>2331.6</b>	<b>2260.74</b>	<b>3.13%</b>
COGS	452.14	417.73	<b>8.24%</b>	1419.44	1396.37	1.65%
<b>Gross Profit</b>	<b>298.74</b>	<b>282.40</b>	<b>5.79%</b>	<b>912.16</b>	<b>864.37</b>	<b>5.53%</b>
Employee Expenses	71.63	70.28	<b>1.92%</b>	229.82	228.47	0.59%
Other Expenses	145.02	146.12	<b>-0.75%</b>	450.37	452.04	-0.37%
<b>EBITDA</b>	<b>82.09</b>	<b>66.00</b>	<b>24.38%</b>	<b>231.97</b>	<b>183.86</b>	<b>26.17%</b>
Depreciation	17.55	16.3	<b>7.67%</b>	50.53	47.71	5.91%
Finance Cost	31.47	22.16	<b>42.01%</b>	89.19	68.34	30.51%
<b>PBT</b>	<b>33.07</b>	<b>27.54</b>	<b>20.08%</b>	<b>92.25</b>	<b>67.81</b>	<b>36.04%</b>
Tax expense	7.7	6.42	<b>19.94%</b>	22.71	16.23	39.93%
<b>PAT</b>	<b>25.37</b>	<b>21.12</b>	<b>20.12%</b>	<b>69.54</b>	<b>51.58</b>	<b>34.82%</b>
<b>PAT Margin %</b>	<b>3.41%</b>	<b>3.05%</b>	<b>36bps</b>	<b>3.01%</b>	<b>2.32%</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



# Products NME FY24 Highlights

- Steel Products and Profiles
  - Railways & Assembly sub parts
  - Hydraulics & Industrial Comp
  - Precision Tubes
  - BIW
  - Boilers
- ✓ The revenue for the NME FY24 under the products is Rs 1,196.5 crore.
  - ✓ Steel Products, Profiles and Boilers business unit have increased revenue.
  - ✓ Precision Tubes and BIW revenue has remained flat.



# Projects NME FY24 Highlights

## ➤ Pre Engineered Buildings

✓ The revenue for the NME FY24 under projects has increased from Rs. 1,027.4 crore to Rs. 1,115.5 crore , up by 8.6%.

## ➤ Solar Structures

✓ The order book of PEB India is Rs 580 Cr and Ascent is USD 37 Mio.

✓ Pre engineered Building revenue in India has increased during the year.

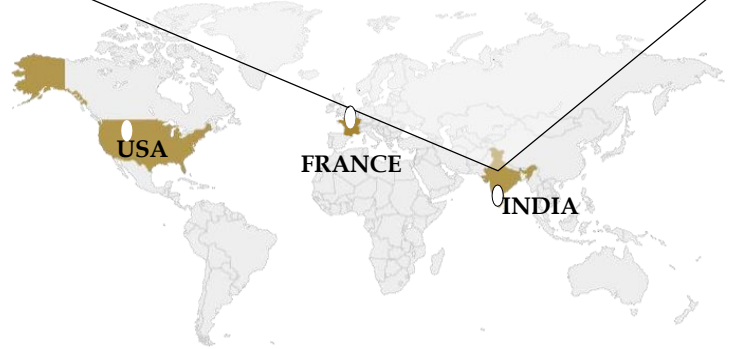
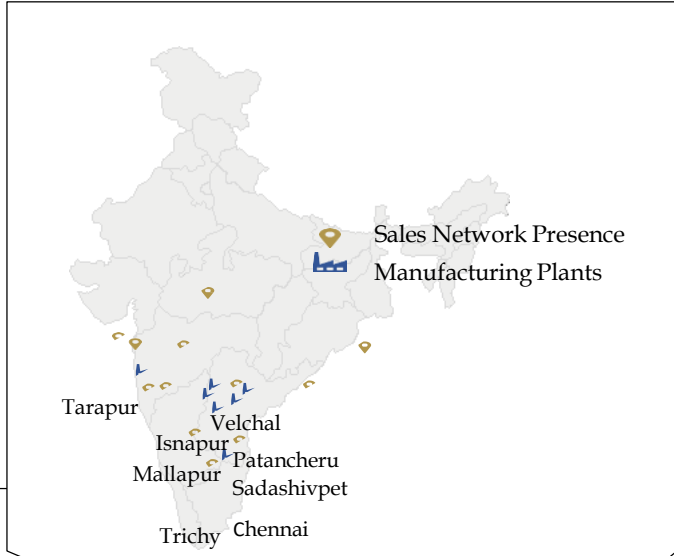
# Engineering Services NME FY24 Highlights

➤ Metal / Structural Based Engineering Services

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

- ✓ The revenue for NME FY24 under Services has increased from Rs. 62.3 crore to Rs 63.5 crore, up by 2.0%.
- ✓ Decrease on account of reduction in Metal Building Engineering Services is compensated by increase in Tech Pennar BU.

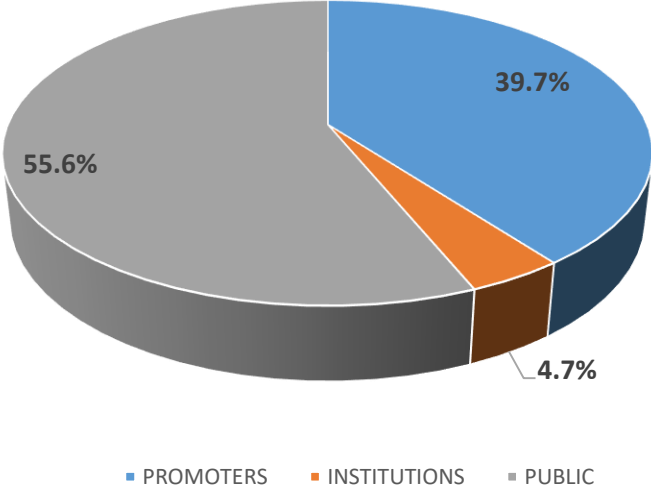
# Robust Manufacturing Facilities & Strong Sales Network



Major Location	Products
<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 31-12-2023



Source: BSE

A background image of a modern industrial factory. 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 illuminated by bright overhead lights. The overall scene conveys a sense of advanced manufacturing and automation.

# Thanking You

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