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Date: March 23rd, 2017



National Stock Exchange of India Limited Exchange Plaza Plot No. C/1, G Block Bandra – Kurla Complex Bandra (E), Mumbai - 400 051 Tel.: 2659 8452 Fax No.: 2659 8237-38	BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001 Tel.: 2272 1233/8058 Extn – 8013 Fax No. : 2272 2037/2039/2041/2061
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Dear Sir/Madam,

Sub.: Schedule of Analyst Meet & Presentation

Pursuant to regulation 30 and Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that members of senior management of the Company will meet Analysts/ Institutional Investors at the Valorem Week Analyst Conference 2017 on Monday, 27th March, 2017 at Mumbai.

Please find enclosed herewith presentation to be made to the Analysts/Institutional Investors.

Thanking you,

Yours faithfully,
For EVEREST INDUSTRIES LIMITED

A handwritten signature in blue ink, appearing to read "Neeraj Kohli".

NEERAJ KOHLI
COMPANY SECRETARY & HEAD – LEAL

Everest Industries Limited

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Corporate Identity Number : L74999MH1934PLC002093



EVEREST

EVEREST INDUSTRIES LIMITED

INVESTOR PRESENTATION MARCH 2017

Company Overview:

Everest Industries Limited manufactures Ready-To-Install Building products. Everest offers a range of long lasting roofing, ceiling, wall, flooring and cladding products distributed through a large all India network, and modern pre-engineered steel buildings for industrial, commercial and residential applications. It is one of the leading building solution brands in India and provides detailed technical assistance in the form of designs, drawings and implementation for every project.

Everest customers (Architects, Consultants, Contractors and Project managers) value the **strength** of Everest products, the **speed** of construction and the **safety** measures in project management.

Business Mix (Revenue Share %):

- **Building products (63%)** – includes fibre cement corrugated roofing sheets, fibre cement flat boards, solid wall panels for rapid construction
- **Steel buildings (37%)** – offers customised building solutions like Pre-Engineered Steel Buildings, Smart Steel Buildings, metal roofing sheets and cladding

Manufacturing and Distribution Networks:

- 6 Building Products plants and 3 Steel Building Plants
- 42 Sales Depot, over 6,000 Dealer Outlets, serving over 600 cities & 100,000 villages
- Export to over 35 countries (Green solutions – Fibre cement boards)

FY16 Financial Snapshot:

Total Income

INR 13,263 Mn

3 Years CAGR

9%

EBITDA

INR 952 Mn

EBITDA Margins

7.2%

Net Profit

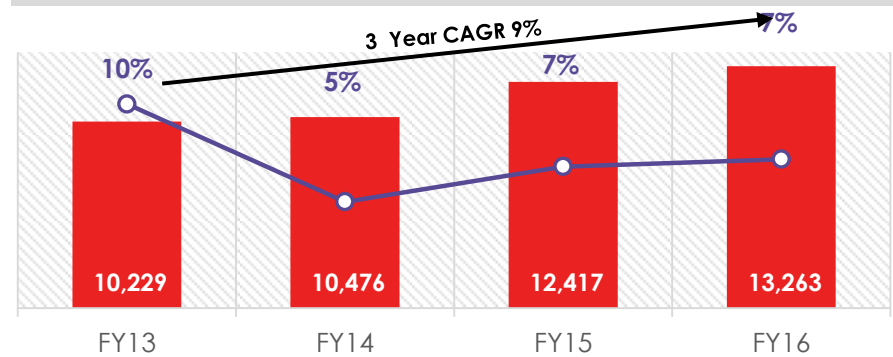
INR 344 Mn

PAT Margins

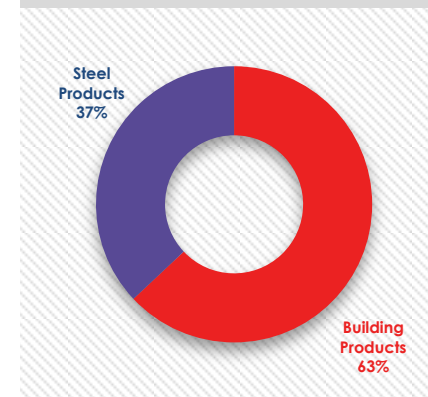
2.6%

- Everest Industries Limited (Everest) has over 8 decades of experience in the business of building products and is a pioneer of fibre cement products in India.
- The company's business is built on three key customer offerings: Speed, Strength and Safety.
- The vision of the company is to be the deepest penetrated housing and building solutions provider in India.
- Everest provides a range of building products and building solutions for commercial, industrial and residential sectors.
- The company has covered more than 1 billion sq. mtrs. of industrial and residential roofs.
- It is one of the Top 3 Pre-Engineered Buildings (PEBs) company in India, and has erected and designed more than 2,000 PEBs for well known companies.

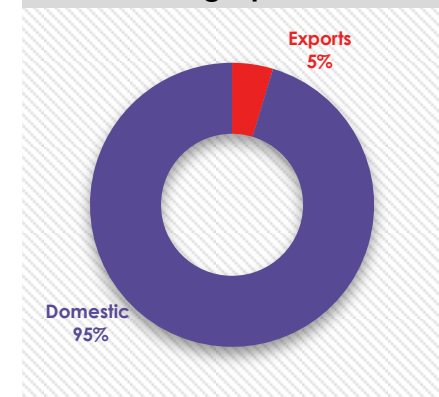
Revenue (INR Mn) and EBITDA Margin (%)

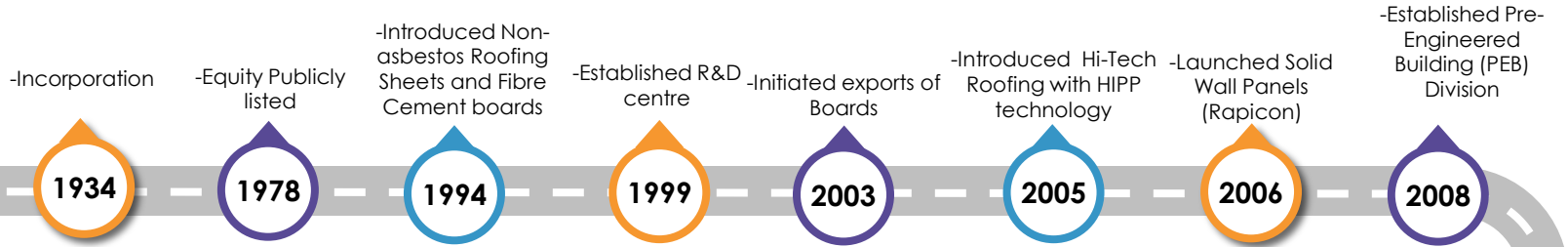


FY16 Business Mix

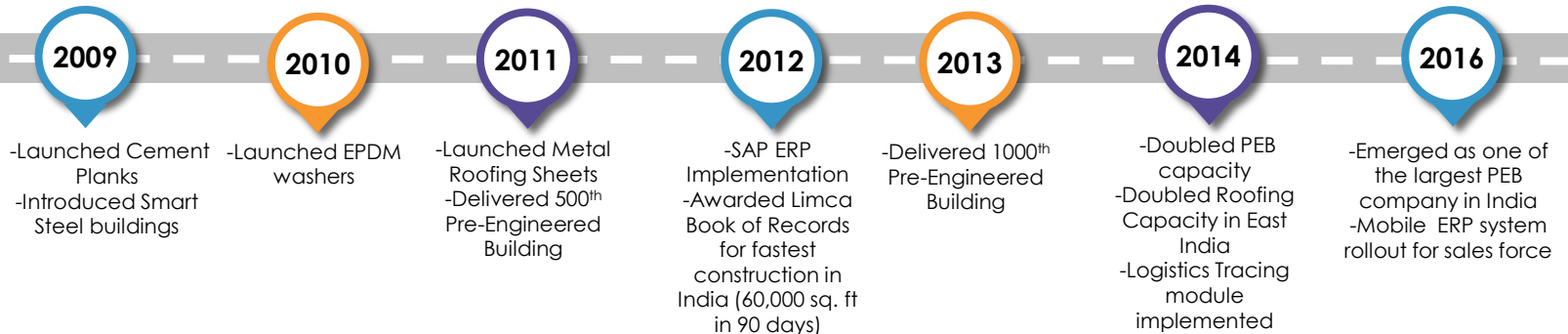


FY16 Geographical Mix





JOURNEY SO FAR



A V Somani – Chairman

- MBA from University of Pittsburgh, USA, PGDBM from SP Jain Institute of Management and Research, M.Com
- 25 years of experience in business of real estate, construction, building products, textiles and information management

M L Gupta - Vice Chairman

- B.Tech.(Hons) from IIT Kharagpur
- Top executive positions in ACC Ltd for 34 years
- MD of Everest from 2002 to 2010

Amitabh Das Mundhra - Independent Director

- B.com
- Whole time director of Simplex Infrastructure Limited
- Vast experience in commercial and project management

Bhavna G Doshi - Independent Director

- Chartered Accountant and fellow member of Institute of Chartered Accountants of India
- Expert in taxation, restructuring, and business valuation
- 25 years experience as an advisor to KPMG

B L Taparia - Independent Director

- B.com, LL.B., F.C.S.
- 40 Years experience in fields of Legal, Secretarial, Finance ,Accounts and Taxation
- 29 years with Ambuja Cements including Whole Time Director for 10 Years

Mr. Manish Sanghi – Managing Director

- B.E. (Mech), PGDM(IIM-A)
- Joined the company in 2001 as Marketing Director
- 30 Years experience in Castrol, BHEL, Eicher, General Motors

Mr. Y Srinivasa Rao – Executive Director

- B.Sc. Engg.(Mech)
- Joined the company in 1997 with hands-on experience of handling manufacturing, project management, technology transfer, etc
- Experience of 30 years in a multi-cultural and international environment

Mr. Nikhil Dujari – CFO

- B.com. (Hons.), member of Institute of Chartered Accountants of India and the Institute of Cost Accountants of India
- Experience of over 20 years in fields of business, accounting, controlling, taxes and others
- He worked with New Holland, Alstom, PricewaterhouseCoopers, E&Y

Mr. Neeraj Kohli, Company Secretary

- B.com(Hons), FCS, ACMA, LLB
- 27 years in the fields of secretarial and Legal

Distribution Network

Sales Depots

42

Dealer Outlets

6,000

Serving Cities

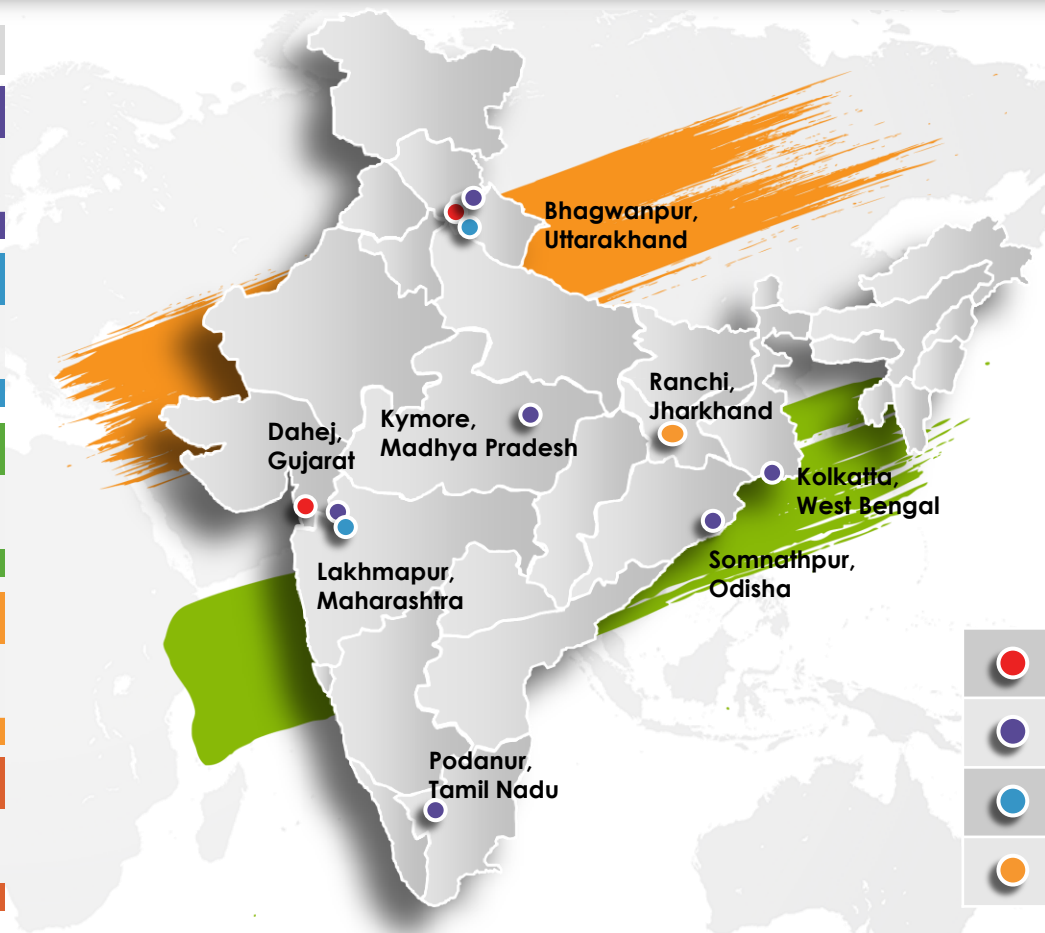
600+

Serving Villages

100,000+

Exports to Countries

35+



Total Capacity (MTPA)

Steel Building Plants

72,000 MT

Building Product Plants

8,65,000 MT



Steel Building Plants



Fibre Cement Roofing Sheets



Boards & Panels



Metal Roofing



Reliance
Industries Limited



Walmart
Save money. Live better.

IFB

ACC



Mahindra

HYATT
CAPITAL
GATE
ABU DHABI

Pidilite

TATA



Marriott
HOTELS & RESORTS

ITC
ITC Limited

Whirlpool
CORPORATION

RELIANCE

BRITANNIA
Eat Healthy, Think Better

DLF

DLF
BUILDING INDIA

एन बी सी सी
NBCC
A Navratna CPSE

Cipla

Coca-Cola

VIDEOCON

Delivering Strength, Speed and Safety to its customers

- Focus on executing projects with speed, strength and safety

Complete Building Solutions Provider

- Strong portfolio of products and solutions

High growth business opportunity

- Participating in INDIA growth story



Trusted brand for over 8 decades

- Commands market share of 18% in Building Products and one of the largest in PEB

State-of-the-art manufacturing facilities

- 8 State-of-the-art manufacturing facilities which offers significant logistic advantage

Professional corporate structure

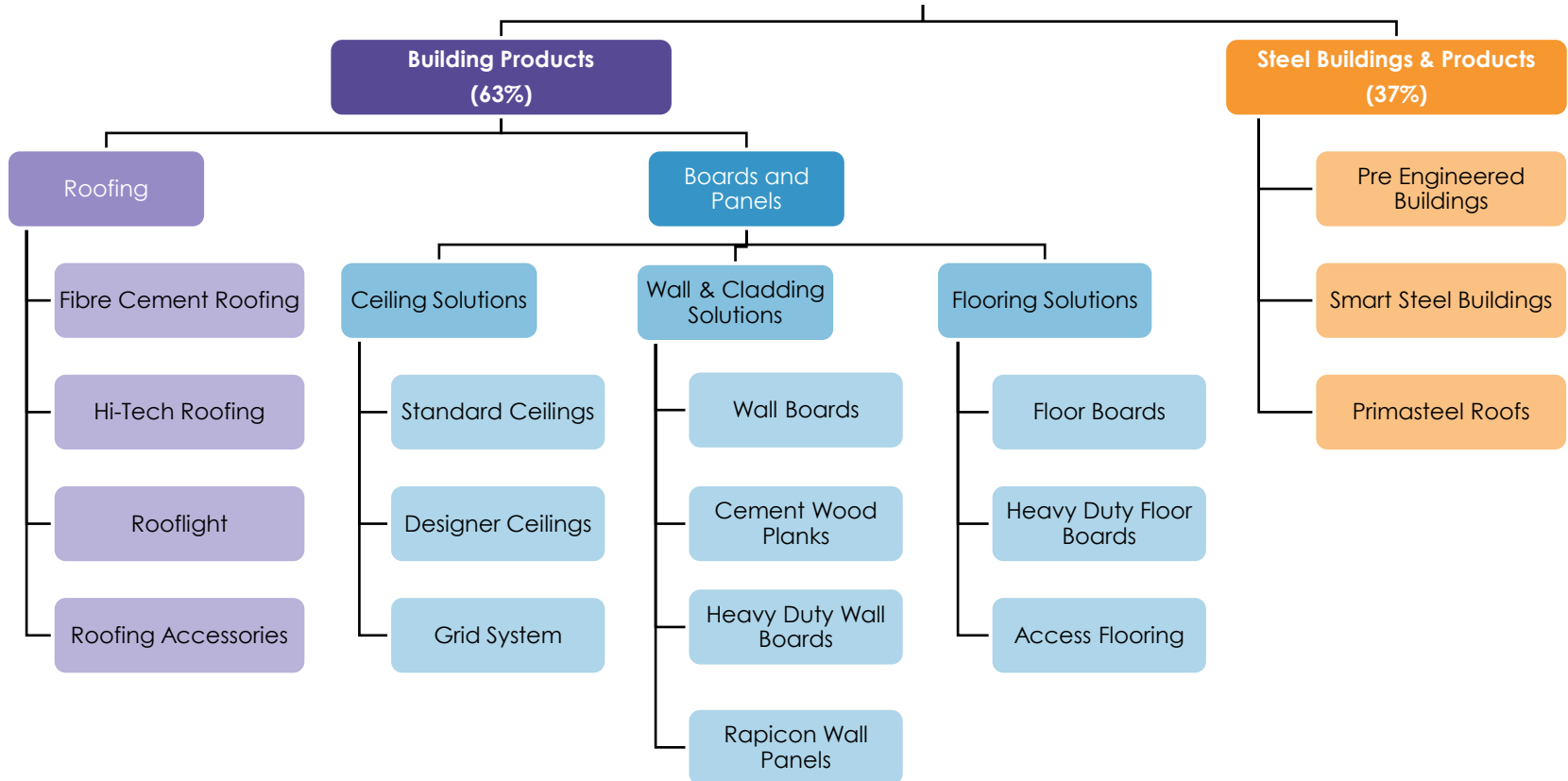
- Experienced management professionals & independent board of directors

Wide distribution network

- Pan India presence and Export to more than 35 countries

Business Overview





- Everest offers a wide range of building products & solutions to meet the requirements of both, commercial and residential segments.
- Manufacturing presence across 8 states in India provides logistical advantage to the company as these products have significant freight costs.
- Manufacturing facilities include 7 roofing lines; 3 Boards lines and 2 Rapicon lines (Capacity – 8,65,000 MTPA).

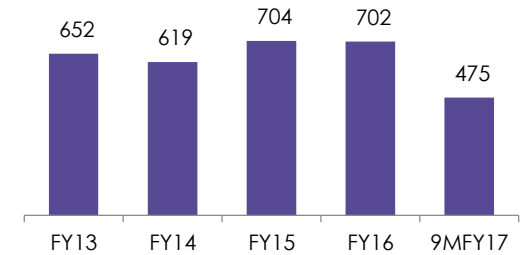
Roofing Products (A well established product)

- AC and Non AC roofing sheets provide value-for-money shelters in rural, commercial and industrial setups.
- Established new benchmarks in customer service levels such as reducing delivery turn around time and claims cycle.
- In a stagnant environment, grew in high remunerative markets through deeper penetration.
- Increased production by eliminating bottlenecks and plant balancing.
- Enhanced products in terms of aesthetics and quality.

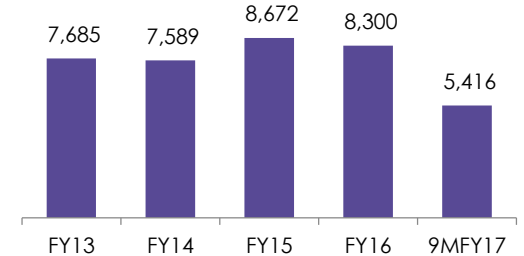
Boards & Panels (A prime focus area)

- Boards are manufactured from a homogenous mixture of Portland cement, treated cellulose fibres, finely ground silica quartz and other minerals.
- These products are increasingly being used as a substitute for plywood for partitions, bricks for walls and for internal ceilings and cladding as per international trends (Europe, Thailand, USA, Australia).
- High value add through variants and solutions offerings.
- Successful in tapping demand from rural and Tier II towns .
- Strategically positioned to tap enormous growing market potential .

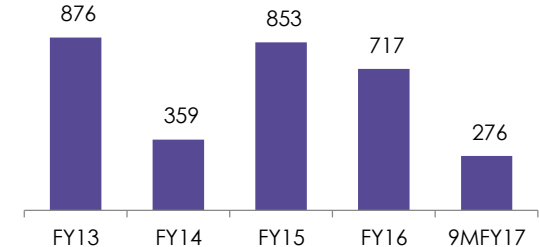
Building products-Sales (`000 MT)



Building products*-Revenue (INR Mn)



Building products*-PBIT (INR Mn)



* Standalone

Everest Fibre Cement Roofing

Everest corrugated sheets are made from the highest quality cement and fibre through a specially developed fibre orientation process assuring a longer life and a greater durability.

Benefits

- Fire, Moisture and termite resistant
- Non – Corrosive
- High Strength to Weight Ratio
- Low Thermal Conductivity – helps to keep the room cool
- More economical Pakka roof option

Application

- Residences
- Warehouses
- Workshops
- Factories
- Power Plants



Bahar Mazbooti Andar Araam

Everest Hi-Tech Roofing

Everest Corrugated cement Hi-Tech roofing sheet are non asbestos, reinforced with imported High Impact Polypropylene (HIPP) fibres with technology from Saint Gobain. PVA fibres replace Asbestos and impart high impact resistance.

Benefits

- High impact resistance to weather, sunshine, UV Rays, Algae
- Conforms to highest international standards
- Provides product option to customers

Application

- Manufacturing units
- Export units
- Warehouses



Everest Rooflight & Accessories

Everest Rooflights are High quality polycarbonate roofing sheet manufactured using virgin polycarbonate resins through the co-extrusion process. Uniform thickness, excellent UV resistance, great strength and longer life.

Benefits

- Virgin raw material used instead of recycled material
- Excellent light transmission
- Excellent UV resistance

Application

- Industrial Buildings
- Canteens and Warehouses
- Greenhouses



Growth Drivers

- As per census of India, 60% of rural people use thatched roof/tiles which are kuccha and need replacement every 2-3 years.
- AC Roofing is the most long lasting and affordable roofing option for people.
- As per the National Housing Board, Roofing caters to the basic human requirement of providing shelter in the form of a pucca roof and is a key agenda for the government.
- Push towards affordable housing through Pradhan Mantri Awas Yojana in Union Budget for FY 2018.
- The growth in the GDP and the agricultural economy in particular will lead to a sustained demand from the rural markets which will lead to an increase in the number of houses being erected.
- The regular increase in the Minimum Support Price announced by the government for the agricultural produce will also increase the rural demand for houses.
- Infrastructure status being accorded to the affordable housing sector in budget 2018 is a big boost to the entire low cost housing segment.
- Increased allocation to the MGNREGA scheme from INR 385,000 Mn to INR 480,000 in Budget 2018 will increase the income in the hands of the rural population and thereby generate demand.
- Increased allocation for Pradhan Mantri Awaas Yojana (Gramin) from INR 150,000 Mn to INR 230,000 Mn in Budget 2018 and proposal to complete 10 Mn houses by 2019 for the homeless and people living in kutchha houses will drive demand from the rural economy.

Everest wall solutions are made from High Pressure Steam Curing technology. They offer Dry Wall construction capabilities. They can be combined with Timber, Steel or Aluminum framework to provide strength to dry wall construction. These solutions offer Fast and Hassle Free construction solutions.

Everest Standard Boards

The new age Everest standard boards is made using the revolutionary HPSC technology making them moisture, Termite and fire resistant.

Benefits

- Resistant to weather conditions
- Excellent fire resistant properties
- Moisture resistant and termite free through life of product
- Provides natural thermal insulation
- Ideal for INDIAN conditions
- Very popular in (Thailand, UAE,USA, Europe).

Application

- False ceilings
- Internal walls-half height/ full height
- Internal wall lining
- Pre-fabricated shelter-internal/external walls



Everest Smart Walls

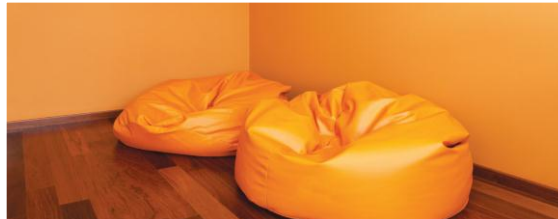
Everest Smart Walls are lightweight, slim, solid, faster-to-erect and eco-friendly solution to replace brickwork and block work. More importantly, these allow you to build without the hassle of chiseling as seen in brickwork.

Benefits

- Space saving, rooms thus have more carpet area
- Strong walls thus less maintenance of walls
- Require just 10% water of brickwork thus saving water. Good solution for water scarce areas

Application

- Interior space partitions for residential and commercial areas



Everest Designer Boards

Made of high-quality Fibre cement boards, Everest Designer Boards come with superior attributes that enhance the aesthetics of your living and working space besides promising a lifelong performance.

Benefits

- Unique embossed texture
- Pre-finished
- Primered
- Moisture resistant
- Fire resistant

Application

- Offices
- Residence
- Showrooms/shopping centers
- Hotels and resorts
- Shopping malls



Everest wall solutions are made from High Pressure Steam Curing technology. They offer Dry Wall construction capabilities. They can be combined with Timber, Steel or Aluminum framework to provide strength to dry wall construction. These solutions offer Fast and Hassle Free construction solutions.

Everest Heavy Duty Boards

Everest Heavy Duty Boards help create both internal and external load-bearing walls and floors that are more strong and long-lasting!

Benefits

- Resistant to weather conditions.
- Excellent fire resistant properties.
- Moisture resistant and termite free through life.
- Provides natural thermal insulation.
- Cost savings on foundations due to Light weight.
- Space saving due to thinner wall size.

Application

- Internal Walls
- Prefabricated Shelter
- Wall Linings, Cladding & Wet area lining

Everest Cement Wood Planks

Enjoy the rich aesthetics of wood with strength of cement. They are manufactured using the ultra modern plant using state-of-the-art Hatscheck process.

Benefits

- Resist termite and moisture, do not rot or deteriorate.
- Low maintenance and weather resistance .
- Superior cost advantage over wood and veneer products.
- Dimensionally stable.
- Lower cost than real wood but same look and finish.

Application

- Internal walls
- External walls and facades

Everest Rapicon Wall Solutions

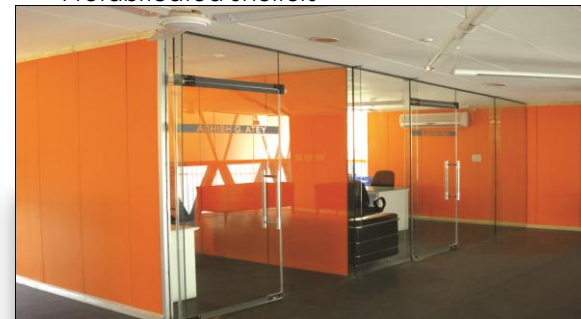
Everest Rapicon walls are Sandwich Panels made from Aerated Cement Concrete and Everest Wall Boards. Dry wall construction technology for easy installation. Excellent wall finish with zero maintenance.

Benefits

- Unique joining system for rapid construction.
- Less thickness then conventional brick wall thus maximizing space utilization
- Excellent fire and moisture resistant properties.
- Termite resistant throughout life of product
- Cost savings on foundation due to light weight.

Application

- Internal & External Walls
- Prefabricated Shelters



The new-age Everest Fibre Cement Board is manufactured using the revolutionary HPSC technology, which makes them totally resistant against moisture, fire and termites. Allowing the finish of your choice, Everest Fibre Cement Boards give you the ideal solutions- from ceilings to floors-across residential, commercial and industrial usage.

Everest Standard Ceiling Solutions

Manufactured using High Pressure Steam Curing Technology. This makes them more thermal resistant and provides dimensional stability even if exposed to prolonged moisture exposure.

Benefits

- Used in moisture prone areas
- Conceal wires and Ducts
- Strength and Durability

Application

- Kitchens
- Porticos
- Sport Complexes



Everest Designer Ceiling Solutions

- Aesthetically designed self embossed ceiling, they can be made in abstract patterns and textures which make them visually appealing. These are easy to install and remove.

Benefits

- Pre painted offering higher aesthetics
- Low on Maintenance
- Strong and Durable

Application

- Offices
- Showrooms
- Recreational Facilities



Everest Mezzanine Floors

Everest mezzanine floors are ideal for building Load Bearing Floors to create new area for working space, storage and offices.

Benefits

- Termite, moisture and fire resistant
- Quick and easy installation with minimum disruption
- Superior load-bearing capacity

Application

- Showrooms/shops/offices



Everest Access floors

- Everest Access floors are liftable floor tiles and grid adjustable height pedestals.

Benefits

- Cable management
- LEED compliant
- Significantly reduce disruption during maintenance
- Design flexibility & excellent relocability

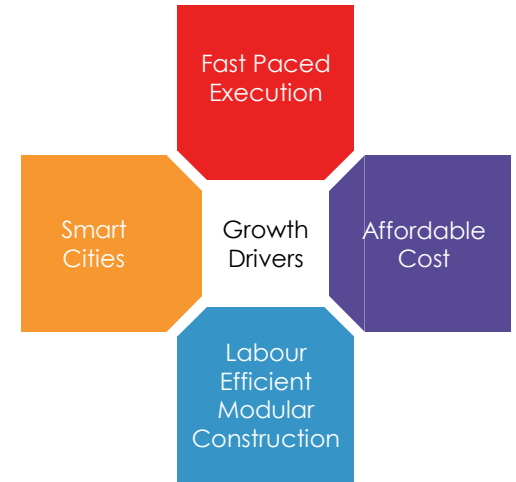
Application

- Data centre and server rooms
- Casinos
- Conference room
- Showrooms

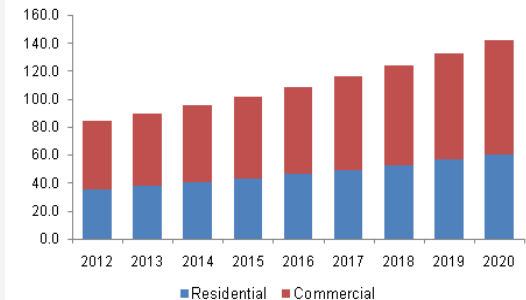


Growth Drivers

- The Indian Boards & Panels industry is dominated by wood based products like plywood, MDF, particle boards. New age material like fibre cement boards and gypsum boards are becoming popular.
- There are 4 significant players in the industry producing identical or similar products with an annual capacity of 396,000 MT.
- The industry size for Board & Panels in India is estimated at INR 35,000 crore.
- The industry is witnessing high growth due to the ease and convenience which it offers vis-a-vis the traditional methods of construction.
- Infrastructure status being accorded to the affordable housing sector in budget 2018 is a big boost to the entire low cost housing segment.
- Fibre Cement Boards (FCB) are environment friendly, save time, cost effective as well as a good substitute for wood and thus help in reducing deforestation.
- The product has Triple advantages of Fire, Water and termite resistance. FCB lends itself to any type of finish – paint, laminate, wall paper, tiles, marble etc.
- The Fibre cement boards market in India has almost doubled in the last 2 years owing to increasing demand for the modern quick-to-install building materials.
- FCB are strong and sturdy but installation and workability requires electric marble cutter unlike a wood saw which is manual. So increasing access to electric power is boosting sales of boards.



India wood flooring market revenue by application, 2012-2020, (USD Mn)



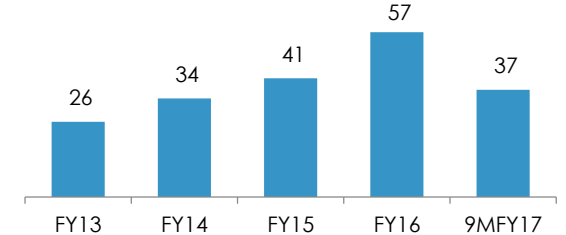
Pre Engineered Buildings

- Everest is one of the largest players in the Pre-Engineered Buildings industry in India.
- 3 manufacturing plants – 2 Steel building plants, 1 metal roofing plant (Capacity – 72,000 MTPA).
- More than 2,000 projects executed till date; Despatched 1 building per day.
- High strength steel and tapered built-up sections which are optimized by the computerized design program and the use of continuous light gauge secondary steel sections, there is an overall reduction in steel weight, cost and time relative to conventional construction.
- Pre-Engineered Buildings are about 30% lighter than conventional structures. Hence, the foundations are of simple design, easy to construct and lighter weights and the number of foundation pillars required are less.
- As buildings are manufactured completely in the factory under controlled conditions, quality and timely delivery is assured and risk associated with on-site work is minimized.

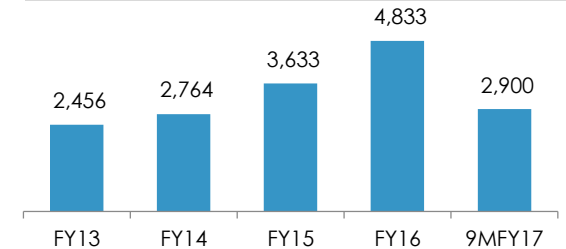
Smart Steel Buildings

- Ideal for commercial buildings that require faster execution.
- They are light and allow quick erection without heavy tools or equipment.
- It is able to shape itself to any form and can be clad and insulated with a wide range of materials.
- It is easy to change or modify this construction at any point in its lifespan.
- Light gauge steel structures do not rot, shrink, warp, or decompose like wood structures, and can be used in areas where there is a probability of termite attack.
- Requirement of light foundation.
- Easy to transport to difficult terrains and geographies.

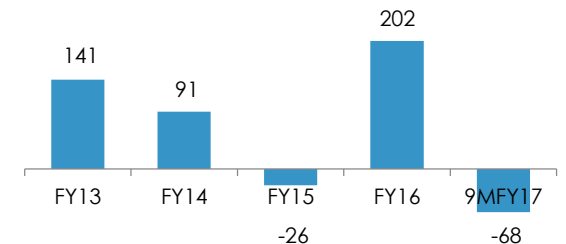
Steel buildings - Sales (`000 MT)



Steel buildings*- Revenue (INR Mn)



Steel buildings* - PBIT (INR Mn)



Pre-engineered Buildings (PEB)

Pre-engineered buildings are pre fabricated and ready to install buildings. Each building is fine tuned as per clients requirements and converts uncertainty of site to certainty of factory fabrication. Steel is the primary raw material which provides superior strength and ease of maintenance.

Benefits

- Reduced Construction Time
- Significant saving in site erection cost
- Experience of buying a single unit through single party as against multiple transactions in conventional construction

Application

- Construction of Factory Buildings
- Warehouse construction
- Navigation Hangers
- Military Buildings
- Offices, Schools, Hospital and residential complexes



Smart Steel Buildings

100% customized steel Buildings. Light gauge steel structures do not rot, shrink, warp, or decompose like wood structures, and can be used in areas where there is a probability of termite attack. It is able to shape itself to any form, and can be clad and insulated with a wide range of materials.

Benefits

- Great seismic resistance
- Predictability of build time and cost
- Requirement of light foundation
- Ease of construction in difficult terrain where movement of goods is challenging

Application

- Commercial Buildings
- Office Buildings
- Industrial Utility Buildings
- Automobile Showrooms



Growth Drivers

- Global PEB market expected to grow at a CAGR of 12% during the 2016 – 2020 period.
- Conversion to PEB and new applications are expected to drive PEB growth in INDIA for next 5-7 years at a much higher rate.
- Growth is primarily driven by Industrial and Infrastructure growth – Investment of 100 lakhs crore planned during next 5 years.
- With exposure and positive experiences, architects, structural contractors and Project Heads in INDIA are now predisposed to designing projects using PEBs. Earlier they depended on conventional RCC construction.
- With the country's five year plan catering for infrastructure addition in the form of airports, metros and bridges ,sector differentiation is expected to separate industrial buildings and building systems.
- Government push to develop Smart Cities and infrastructure will require fast construction of infrastructure to support it.
- Domestic market is estimated to grow at a CAGR of ~15% over the next 5 years.



Current domestic industry size ~
INR 60,000 Mn

Iron / Steel & Steel Structures

Policy Support

- Large infrastructure projects in the PPP mode are formed.
- National steel policy implemented to encourage the industry to reach global benchmarks
- Launched Auto Mission plan 2016-26 with target to grow automotive industry 3.5-4 times to \$260-300 bn

Competitive Advantage

- India is the world's 4th largest producer of crude steel and is poised to become the 2nd largest producer
- Easy availability of low-cost manpower and presence of abundant reserves make India competitive in the global setup

Increasing Investments

- Intended steel capacity build-up in India is set to result in investments in the range of USD 104.2 Billion to USD 208.3 billion by 2030
- 301 MoU's have been signed with various states for planned capacity of about 488.6 MT

Robust Demand

- Demand would be supported by growth in domestic market
- Infrastructure, oil & gas and automotive would drive the growth of the industry

Strategic Overview



Changing Trends

- **Conventional Products to Superior Quality Products:** With the focus of the government on providing low cost housing, focus is now on supplying building products that are cost effective, long lasting and superior in quality as compared to using conventional or Kuccha structures
- **Conventional technology to Newer cost efficient technology:** Use of PEBs in the construction industry leads to reducing the time of construction as well as the risks and cost involved in construction sites

Building Products

- Speed of construction through ready to install products
- Improving prosperity of the rural population
- Government thrust on rural housing
- AC sheets cost just 30% of the cost of an traditional RCC Roofing
- Light weight and Long life
- Large export market
- Shift from *Kuccha* houses and thatched roofs to *Pakka* houses

Steel Buildings

- Increased requirement of speedy yet safe construction
- Competitive to conventional construction
- Light weight structures
- Greater preference for steel buildings
- Less issues of labour unrest and safety since number of workers required is less
- Offers end to end solutions
- Cost competitive when compared to traditional brick and mortar structures

Building Products

- Deeper penetration to popularise use of dry wall construction, rapid wall erection, ceilings solutions and moisture protection, by upgrading construction techniques to western lifestyle and product usage.
- Increase sales in international markets – the company already has a presence across 35 countries and will to tap the export market further with more innovative products.
- Improve logistics costs - the company has a pan India presence which helps it to reduce logistics cost and reaching the customer early.
- Leveraging Brand Everest and the strong distribution network for new products.
- Introducing a range of value added products for specific applications.
- Reduce the large revenue dependence on AC Roofing by growing other segments.

Steel Buildings

- Optimise utilisation of existing capacity.
- Increasing Market share in PEBs while improving Operating efficiencies and profitability.
- Premium for better quality workmanship, assured speed of delivery and ability to undertake complex projects and challenges.

Financial Overview



Historical Income Statement – Standalone (INR Mn)



Particulars	FY13	FY14	FY15	FY16	9MFY17
Total Income*	10,229	10,476	12,410	13,263	8,390
Total Expenses	9,163	9,954	11,486	12,266	8,229
EBITDA	1,066	522	924	997	161
EBITDA Margin	10.4%	4.9%	7.5%	7.5%	1.9%
Depreciation	220	267	254	256	188
Finance Cost	56	126	187	228	153
PBT	789	129	483	513	(180)
Tax	264	38	141	160	(64)
Profit After Tax	525	91	342	353	(116)
PAT Margin	5.2%	0.9%	2.8%	2.7%	(1.4)%
EPS	34.70	6.02	22.45	23.00	(7.56)

*Total income includes other income

Historical Balance Sheet – Standalone (INR Mn)



EQUITIES & LIABILITIES	FY14	FY 15	FY16	H1 FY17	ASSETS	FY14	FY15	FY16	H1 FY17
Shareholder Funds					Non Current Assets				
Share Capital	152	153	154	154	Tangible Assets	2,692	3,138	3,472	3,441
Reserves & Surplus	2,793	3,044	3,320	3,345	(Intangible Assets)	126	71	25	
Total -Shareholder Funds	2,945	3,197	3,474	3,499	Capital Work In Progress	610	303	18	
					Non-current investments	6	77	279	279
Non Current Liabilities					Long term loans & advance	745	871	610	660
Long Term Borrowings	513	948	1,182	1176	Other non-current assets	3	34	32	30
Deferred Tax Liabilities (Net)	283	295	323	304					
Other Long Term liabilities	-	-	-	-	Total - Non – Current Assets	4,182	4,494	4,436	4,410
Long Term provisions	61	60	46	47					
Total - Non – Current Liabilities	857	1,303	1,551	1,527	Current Assets				
Current Liabilities					Inventories	2,421	2,718	2,525	2,462
Short term Borrowings	1,655	1,857	1,125	952	Trade Receivables	807	1,043	1,131	899
Trade Payables	1,229	1,322	1,729	1,498	Cash & Bank Balances	251	636	521	442
Other Current Liabilities	1,292	1,352	1,161	1,257	Short-term loans & advances	608	598	720	706
Short-term provisions	297	469	302	197	Other current assets	6	11	9	11
Total – Current Liabilities	4,473	5,000	4,317	3,904	Total – Current Assets	4,093	5,006	4,906	4,520
GRAND TOTAL - EQUITIES & LIABILITIES	8,275	9,500	9,342	8,930	GRAND TOTAL – ASSETS	8,275	9,500	9,342	8,929

Historical Income Statement – Consolidated (INR Mn)



Particulars	FY13	FY14	FY15	FY16
Total Income*	10,229	10,476	12,417	13,263
Total Expenses	9,163	9,955	11,493	12,311
EBITDA	1,066	521	924	952
EBITDA Margin	10.4%	5.0%	7.4%	7.2%
Depreciation	221	267	254	256
Interest	56	126	187	191
PBT	789	128	483	505
Tax	264	38	141	161
Profit After Tax	525	90	342	344
PAT Margin	5.1%	0.9%	2.8%	2.6%
EPS	34.70	5.94	22.46	22.61

*Total income includes other income

Balance Sheet – Consolidated (INR Mn)

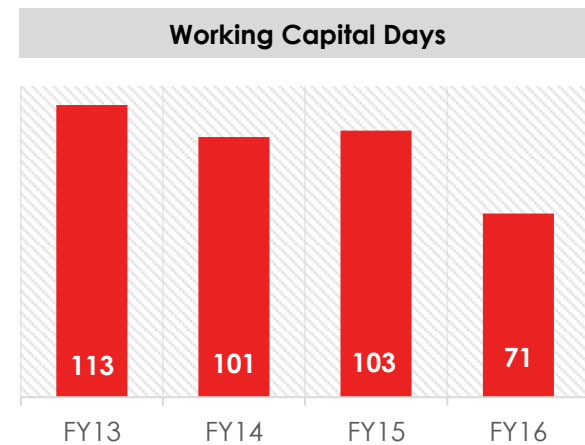
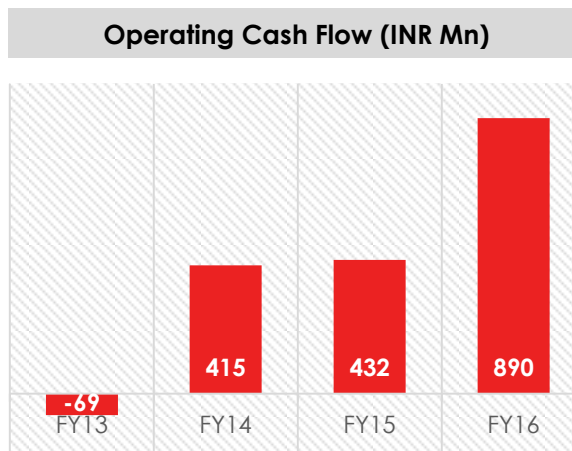
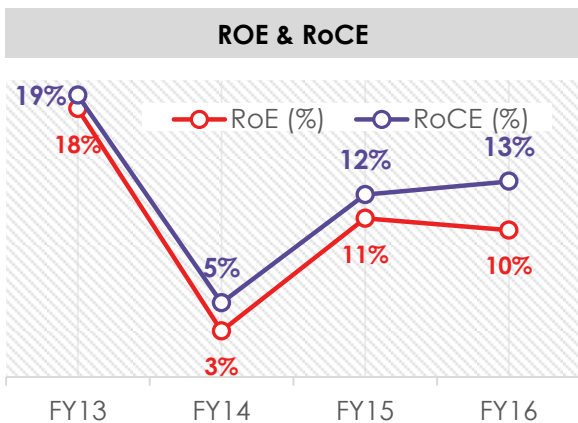
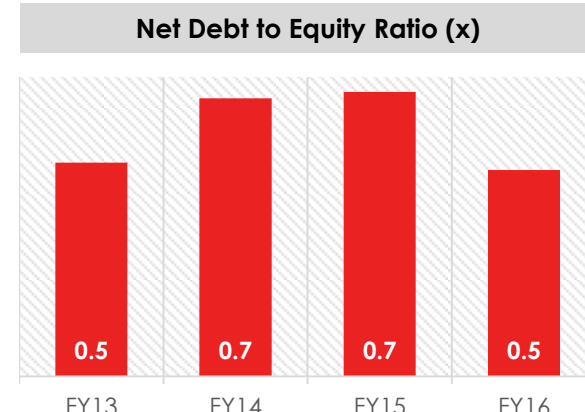
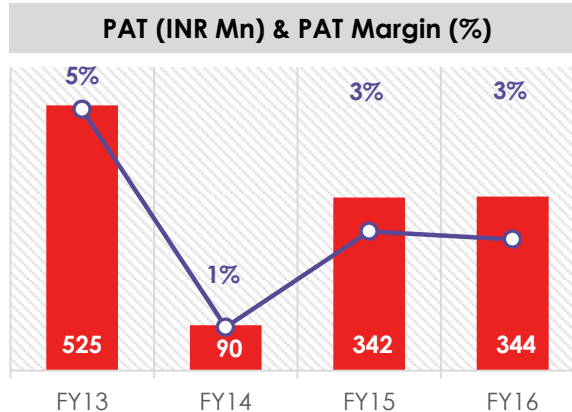
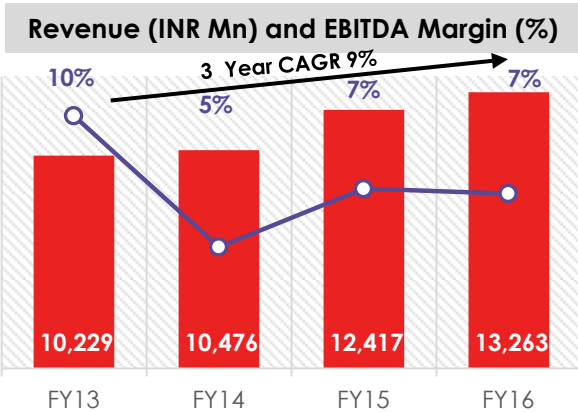


Equity & Liabilities	FY13	FY14	FY15	FY16	Assets	FY13	FY14	FY15	FY16
Shareholder's Funds					Non-Current Assets				
Share Capital	152	152	153	154	Fixed Assets				
Reserves and Surplus	2,747	2,792	3,042	3,312	Tangible Assets	2,065	2,691	3,138	3,478
Minority Interest	-	-	-	9	Intangible Assets	49	126	71	25
Total Shareholder's Fund	2,899	2,944	3,195	3,475	Capital Work-in-Progress	371	610	322	94
					Investments	0	0	0	0
Long-Term Borrowings	591	513	948	1,182	Long-Term Loans and Advances	433	745	874	621
Deferred Tax Liabilities (Net)	246	283	295	323	Other Non-Current Assets	1	3	34	32
Long-Term Provisions	75	61	60	45	Total Non Current Assets	2,919	4,176	4,438	4,250
Non-Current Liabilities	912	857	1,303	1,550					
					Inventories	2,542	2,421	2,718	2,525
Short-Term Borrowings	952	1,656	1,857	1,125	Trade Receivables	523	807	1,043	1,131
Trade Payables	1,089	1,229	1,322	1,731	Cash and Cash Equivalents	529	255	679	633
Other Current Liabilities	959	1,292	1,352	1,161	Short-Term Loans and Advances	487	610	610	796
Short-Term Provisions	202	297	470	302	Other Current Assets	13	5	10	9
Current Liabilities	3,202	4,473	5,000	4,320	Total Current Assets	4,094	4,099	5,060	5,095
TOTAL EQUITY AND LIABILITIES	7,013	8,274	9,498	9,345	TOTAL ASSETS	7,013	8,274	9,498	9,345

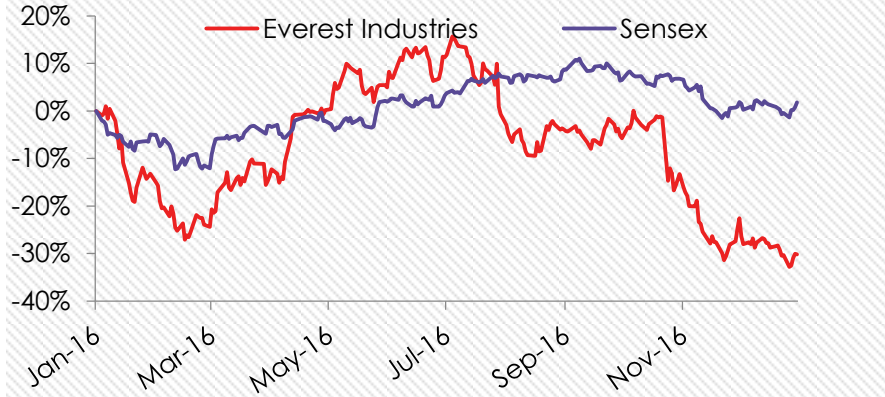
Cash Flow Statement – Consolidated (INR Mn)



Particulars	FY13	FY14	FY15	FY16
Cash and Cash Equivalents at Beginning of the year	289	384	228	652
Cash Flow From Operating Activities	-69	415	432	890
Cash Flow from Investing Activities	-514	-1,014	-363	-198
Cash Flow From Financing Activities	678	443	355	-747
Net Inc./ (Dec.) in Cash and Cash Equivalent	95	-156	424	-55
Cash and Cash Equivalents at End of the year	384	228	652	598



SHARE PRICE PERFORMANCE (30TH DECEMBER, 2016)



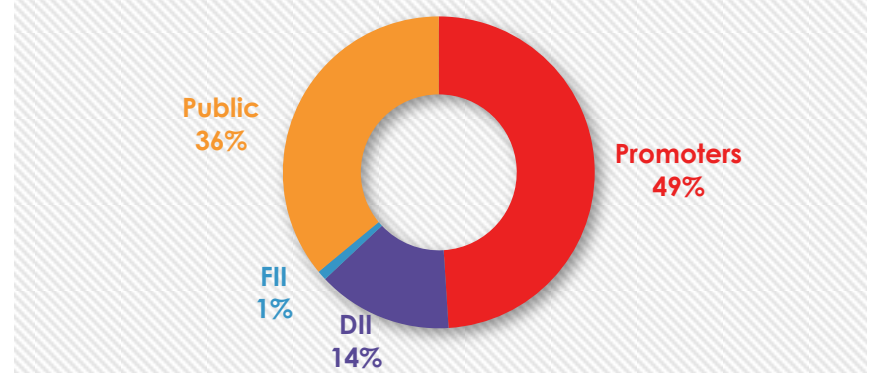
PRICE DATA (AS ON 30TH DECEMBER, 2016)

Face Value (INR)	10.00
Market Price (INR)	191.95
52 week H/L (INR)	328/182
Market Cap (INR Mn)	2953.9
Equity Shares Outstanding (Mn)	15.4
12 Month Avg. Trading Volume ('000)	28.3

MARQUEE INSTITUTIONAL INVESTORS (30TH DECEMBER, 2016)

SBI Mutual Fund	7.18%
HDFC Mutual Fund	5.86%
Morgan Stanley Asia (Singapore) Pte.	1.04%

SHAREHOLDING PATTERN (30TH DECEMBER, 2016)



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THANK YOU