

Dated: 15.02.2025

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 |
|--|--|

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'25. 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
Company Secretary & Compliance Officer
ACS 29058

PENNAR INDUSTRIES LIMITED

Corporate Office & Works : IDA, Patancheru - 502319, Sangareddy District, Telangana State, INDIA.

Tel : +91 8455 242184 to 242193, **Email :** corporatecommunications@pennarindia.com, **Website :** www.pennarindia.com

Regd. Office: 2-91/14/8/PIL/10&11, 7th Floor, White Fields, Kondapur, Serilingampally, Hyderabad - 500084, Rangareddy Dist. Telangana, India.

Tel : +91 40 41923108

CIN No: L27109TG1975PLC001919



PENNAR INDUSTRIES LIMITED

Q3 FY25 INVESTOR PRESENTATION



Disclaimer

This presentation and the accompanying slides (the “Presentation”) have been prepared by Pennar Industries Limited (“Pennar” or the “Company”) solely for information purposes and do not constitute an offer to sell or, recommendation or solicitation of an offer to subscribe for or purchase any securities and nothing contained herein shall form the basis of any contract or commitment whatsoever.

The information contained in this Presentation should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date of the Presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its affiliates, advisors or representatives are under an obligation to update, revise or affirm.

You acknowledge and agree that the Company and/or its affiliated companies and/or their respective employees and/or agents have no responsibility or liability (express or implied) whatsoever and howsoever arising (including, without limitation for any claim, proceedings, action, suits, losses, expenses, damages or costs) which may be brought against or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this Presentation and neither the Company, its affiliated companies nor their respective employees or agents accepts any liability for any error, omission or misstatement, negligent or otherwise, in this Presentation and any liability in respect of the Presentation or any inaccuracy therein or omission therefrom which might otherwise arise is hereby expressly disclaimed.

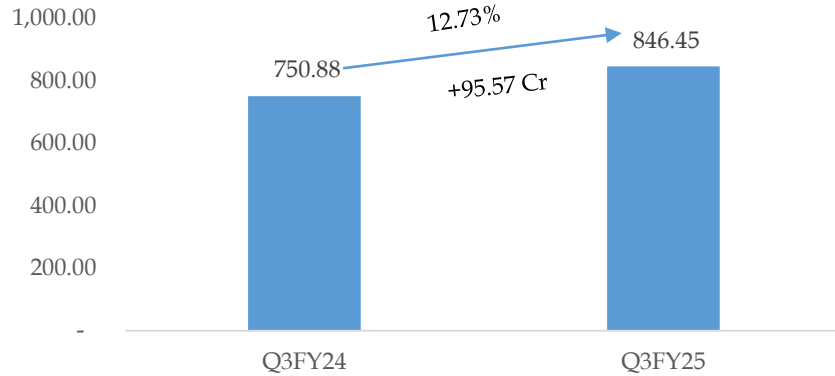
Certain statements contained in this Presentation may be statements of the Company’s beliefs, plans and expectations about the future and other forward looking statements that are based on management’s current expectations or beliefs as well as a number of assumptions about the Company’s operations and factors beyond the Company’s control or third party sources and involve known and unknown risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward looking statements. Forward looking statements contained in this Presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. There is no obligation to update or revise any forward looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward looking statements, which speak only as of the date of this Presentation.

Discussion Summary

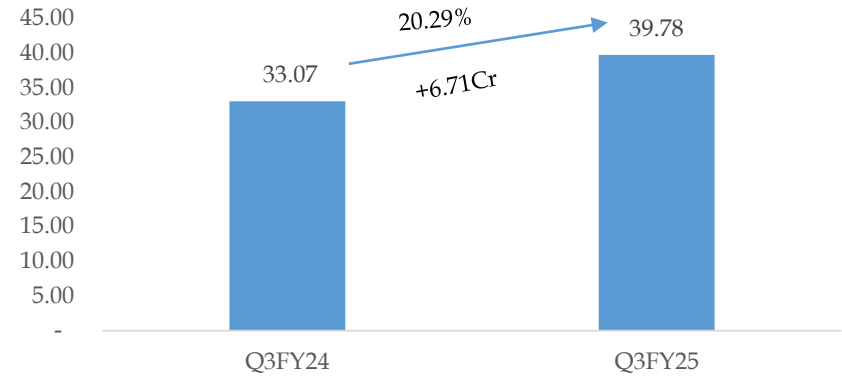
- ❖ Key metrics
- ❖ Results Update
- ❖ Diversified Engineering Company With End-To-End Capabilities
- ❖ Q3 FY25 Business Highlights segment wise
- ❖ Robust Manufacturing Facilities & Strong Sales Network
- ❖ Shareholding Structure

Key Metrics (Q3FY25) – Growth

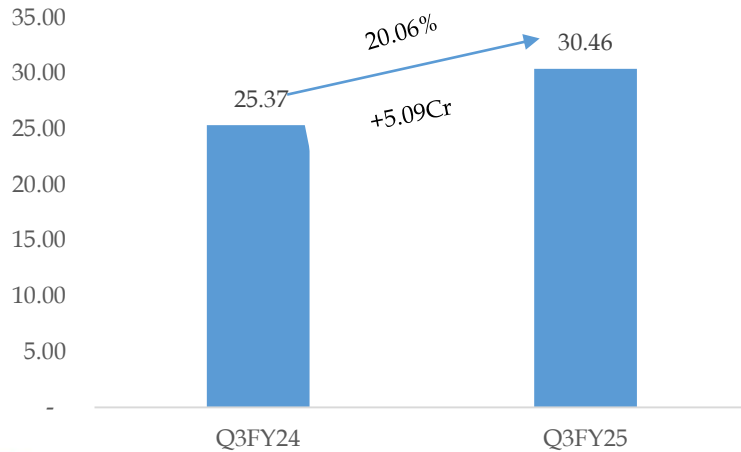
Total Income (Rs in crs)



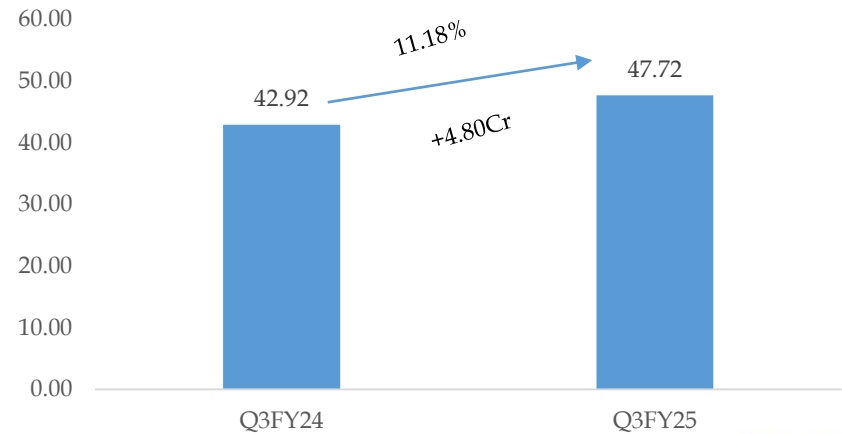
PBT (Rs in crs)



PAT (Rs in crs)



Cash PAT



Results Update

| Particulars (Rs. in Crs) | Q3 FY25 | Q3 FY24 | YoY% | NME FY25 | NME FY24 | YoY% |
|--------------------------|---------|---------|--------|----------|----------|--------|
| Total Income | 846.45 | 750.88 | 12.73% | 2,340.87 | 2,331.60 | 0.40% |
| COGS | 516.89 | 452.14 | 14.32% | 1,393.29 | 1,419.44 | -1.84% |
| Gross Profit | 322.83 | 292.61 | 10.33% | 927.49 | 888.33 | 4.41% |
| Employee Expenses | 89.95 | 71.63 | 25.58% | 246.96 | 229.82 | 7.46% |
| Other Expenses | 151.31 | 145.02 | 4.34% | 452.13 | 450.37 | 0.39% |
| EBITDA | 88.30 | 82.09 | 7.56% | 248.49 | 231.97 | 7.12% |
| Depreciation | 17.26 | 17.55 | -1.65% | 51.24 | 50.53 | 1.41% |
| Finance Cost | 31.26 | 31.47 | -0.67% | 85.99 | 89.19 | -3.59% |
| PBT | 39.78 | 33.07 | 20.29% | 111.26 | 92.25 | 20.61% |
| PBT Margin % | 4.74% | 4.44% | 30bps | 4.79% | 4.00% | 79bps |
| Tax expense | 9.32 | 7.70 | 21.04% | 27.53 | 22.71 | 21.22% |
| PAT | 30.46 | 25.37 | 20.06% | 83.73 | 69.54 | 20.41% |
| PAT Margin % | 3.63% | 3.41% | 22bps | 3.61% | 3.01% | 60bps |

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

Diversified Engineering

Custom Designed Building Solutions & Auxiliaries

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

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

Exposure to High Growth Sectors

Automobiles

Construction & Infrastructure

Pre - Engineered

White Goods

Railways

Tubes

Subsidiaries

Enertech Pennar and Pennar Metals

Pennar Global Pennar FZCO

Ascent Buildings Pennar Global Metals Pennar Investments

Pennar GmbH Cadnum Sarl

Prominent Clientele From Diverse Sectors



LARSEN & TOUBRO



Hindustan Unilever Limited

ITC Limited

Diversified Engineering – Q3 FY25 Highlights

- Steel Products and Profiles
- Railways & Assembly sub parts
- Industrial Components
- Precision Tubes
- Boilers
- BIW
- Engineering Services

- ✓ The Diversified Engineering revenue for Q3 FY25 is Rs. 415.60 crore compared to Rs. 380.60 crore in Q3 FY24.
- ✓ Received major orders from Tata Power, Toyota, IFB, Kriloaskar, KEC International, LGB, ALF Engineering, Kriloskar, Wabco, Yamaha, Ashok Leyland, Thermax, Saint Gobain, IFB, Rays Power, Emerson, Endurance, Haldex, Tecumseh, ICF, Wabtec, Texmaco, among others.

Custom Designed Building Solutions & Auxiliaries - Q3 FY25 Highlights

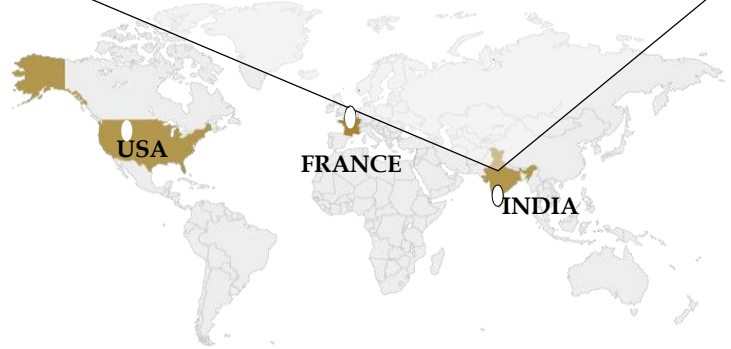
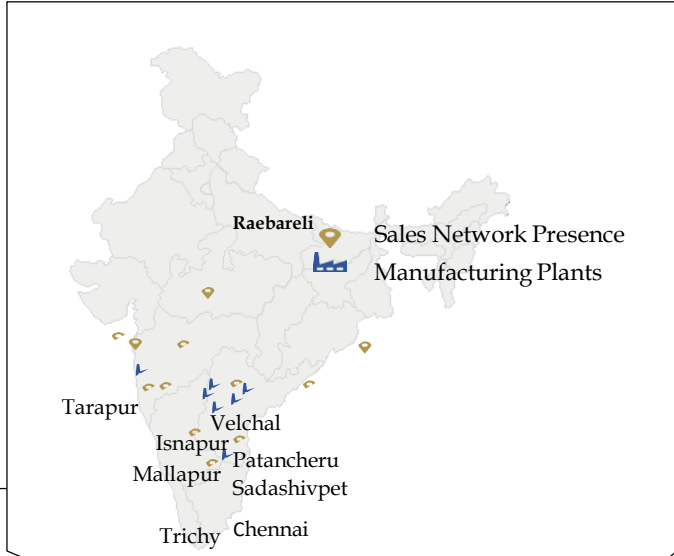
➤ PEB India

➤ Structural Steel

➤ Ascent USA

- ✓ The Custom Designed Building Solutions & Auxiliaries revenue for Q3 FY25 is Rs. 441.29 crore compared to Rs. 387.79 crore in Q3 FY24.
- ✓ Received major orders from Tata Electronics, Asian Paints, Reliance Industries, Jindal, Hindalco Industries, Godrej, Indospace, SLMG Beverages, TPL Micron and others, for Ascent USA from Sons Construction, Brownlee Construction, L& G Metal among others.
- ✓ The order book of PEB India is Rs. 811+ Cr and
- ✓ The order book of PEB US is USD 50+ Mn.

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 |
| Raebareli, Uttar Pradesh | Pre-Engineered Building Systems |
| Sadashivpet, Telangana | Pre-Engineered Building Systems, Steel structures and Photo voltaic Module |
| Trichy, Tamil Nadu | Heating Process Equipment |
| Mallapur, Hyderabad | Fuel Additives, Water Treatment Chemicals & Solutions |
| Tennessee, USA | Metal Buildings |
| Chicago, USA | Tubes |
| France | Auto & Aerospace |

Thank You