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Date : May 4th, 2016



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.: Presentation on Financial Results made to Analysts

Pursuant to regulation 30 and Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Presentation on Financial Results for the quarter and the year ended 31st March, 2016 made to the Analysts.

Thanking you,

Yours faithfully,
For EVEREST INDUSTRIES LIMITED


NEERAJ KOHLI
COMPANY SECRETARY & HEAD – LEAL

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Corporate Identity Number : L74999MH1934PLC002093



Everest Industries Limited
Result Presentation
Q4 & FY 2016



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Key Financial Highlights & Analysis

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Company Overview



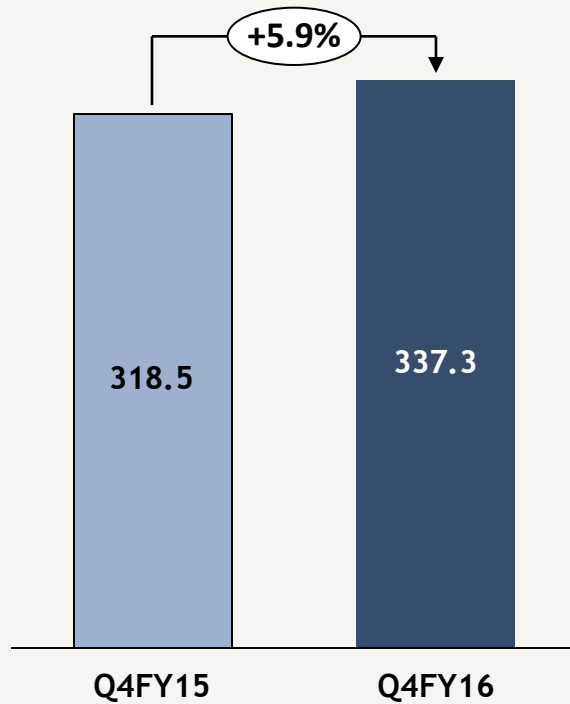
	Building Products		Pre Engineered Building
Demand	Rural and Semi-urban	Urban	Industrial, Logistics, Commercial, Institutional and Infrastructure
Products	Roofing Sheets & Accessories	Boards, Solid Wall Panels & Grids	Pre-engineered Steel Buildings Smart Steel Buildings
Capacity	865,000 MTPA		72,000 MTPA
Manufacturing Facilities	6 manufacturing plants located across India (7 roofing lines - including 1 dual use line, 3 Boards lines and 2 Panel lines)		3 manufacturing plants (2 steel building plants, 1 metal roofing plant)
Distribution Network	40 Sales Depot & over 6,000 Dealer Outlets Serving over 600 cities & 100,000 villages Export to over 25 countries		>1,600 Projects executed till date; Despatched 1 building every working day

Key Highlights - Q4 & FY 2016

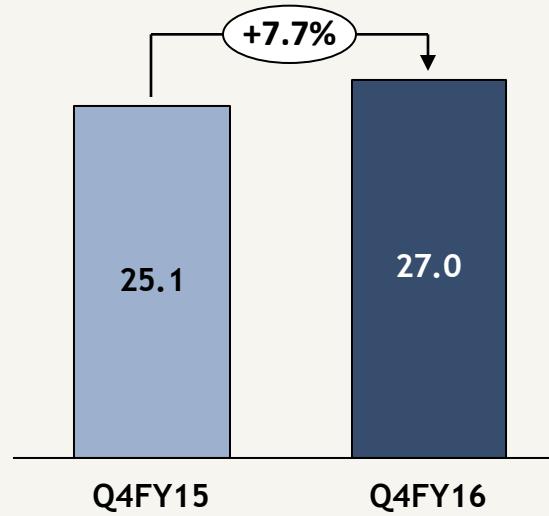


Q4 FY16 - Financial Highlights

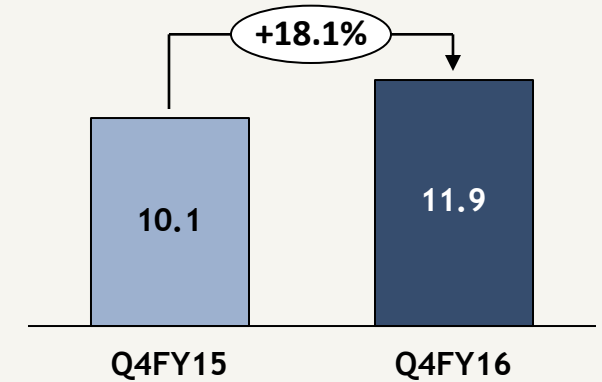
Revenues (Rs Cr)



EBITDA (Rs Cr)

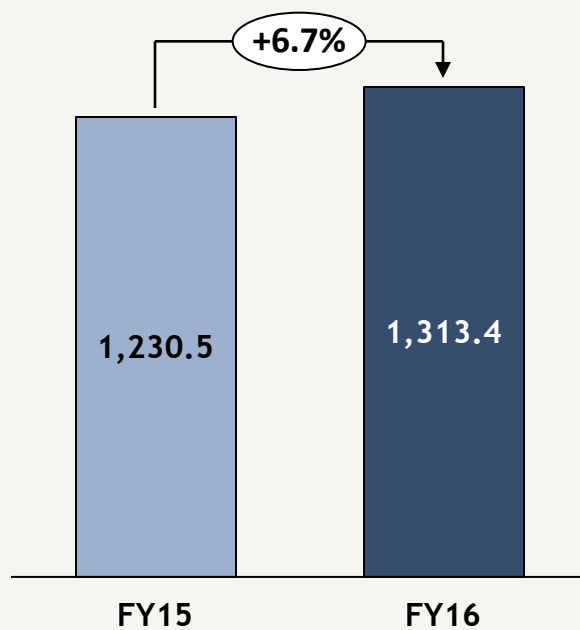


PAT (Rs Cr)

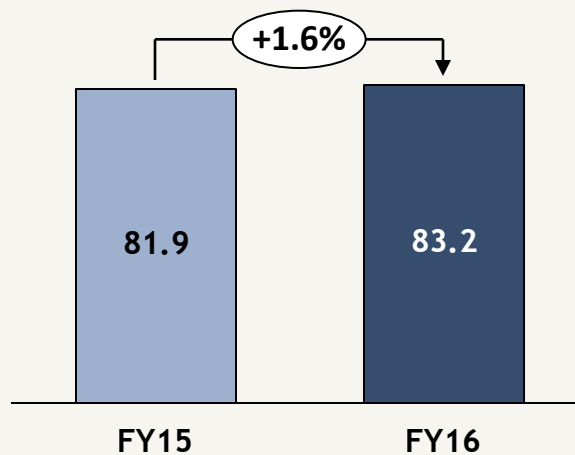


FY16 – Annual Financial Highlights

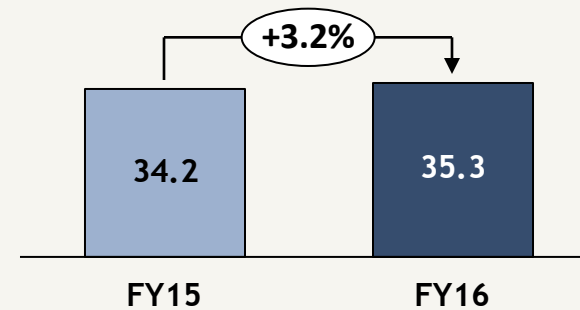
Revenues (Rs Cr)



EBITDA (Rs Cr)



PAT (Rs Cr)



Profitability Highlights



Rs. in Cr	Q4FY16	Q4FY15	YoY	FY16	FY15	YoY
Revenues	337.3	318.5	5.9%	1,313.4	1,230.5	6.7%
Raw Material	175.5	172.1	2.0%	732.3	706.3	3.7%
Manpower Cost	29.4	26.9	9.3%	127.1	109.1	16.5%
Other Operating Expenses	105.3	94.3	11.6%	370.8	333.2	11.3%
EBITDA	27.0	25.1	7.7%	83.2	81.9	1.6%
EBITDA Margin	8.0%	7.9%		6.3%	6.7%	
Other Income	1.6	3.1	-48.4%	12.9	10.5	23.3%
Depreciation	6.3	6.7	-7.3%	25.6	25.4	0.8%
Interest	5.1	7.3	-29.9%	19.1	18.7	2.2%
Profit Before Tax	17.3	14.3	21.4%	51.4	48.3	6.4%
Tax	5.4	4.2	29.4%	16.0	14.1	14.0%
Net Profit	11.9	10.1	18.1%	35.3	34.2	3.2%
Net Profit Margin	3.5%	3.2%		2.7%	2.8%	
Earning Per Share (EPS)	7.7	6.6		23.0	22.4	

Balance Sheet Highlights



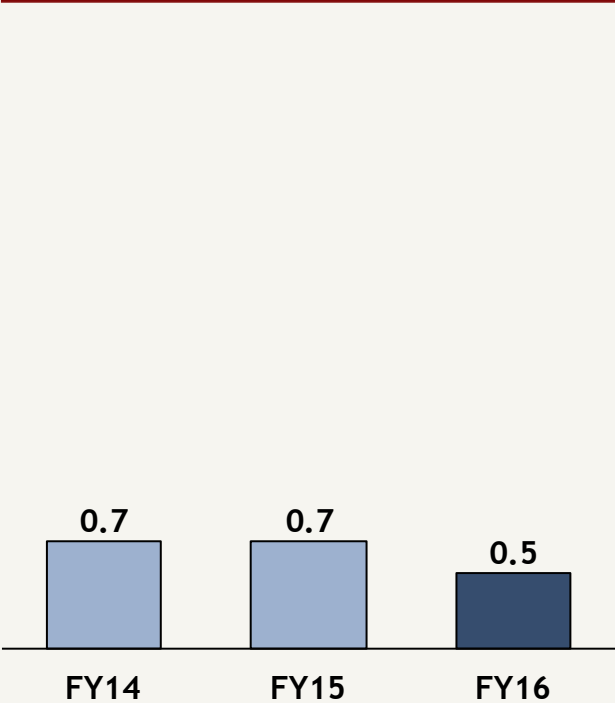
Rs. in Cr	Mar-16	Mar-15
Shareholder's Fund	347.4	319.7
Share capital	15.4	15.3
Reserves & Surplus	332.1	304.4
Non-current liabilities	155.0	130.3
Long term borrowings	118.2	94.8
Other non-current liabilities	36.8	35.5
Current liabilities	431.8	500.0
Short term borrowings	112.5	185.7
Other current liabilities	319.3	314.3
Total Liabilities	934.2	950.0

Rs. in Cr	Mar-16	Mar-15
Non-current assets	443.6	449.4
Fixed assets (inc. CWIP)	351.5	351.2
Long-term loans and advances	92.1	98.2
Current assets	490.6	500.6
Inventories	252.5	271.9
Trade receivables	113.1	104.3
Cash and bank balances	52.1	63.6
Other current assets	72.9	60.8
Total Assets	934.2	950.0

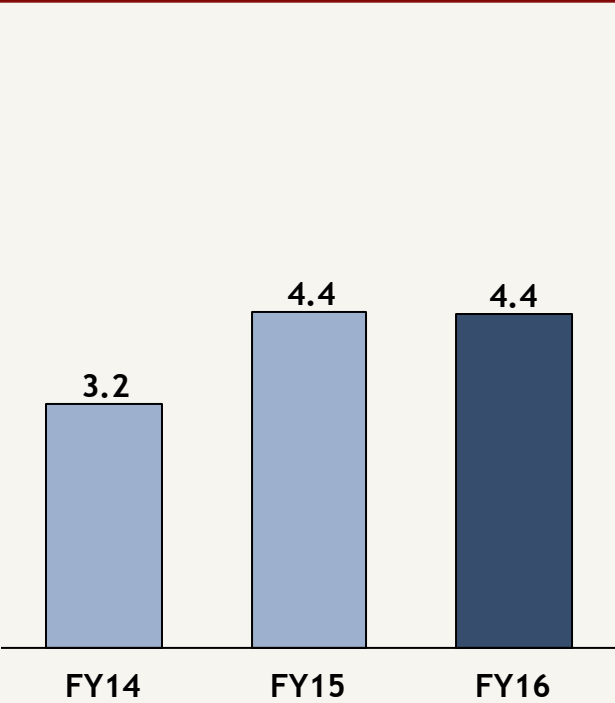
Strong Balance Sheet...



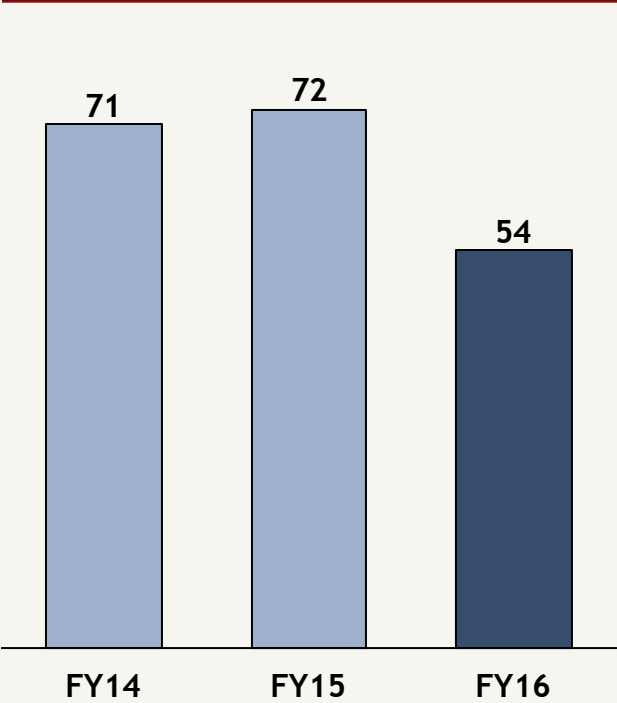
Net Debt / Equity (x)



Interest Coverage Ratio



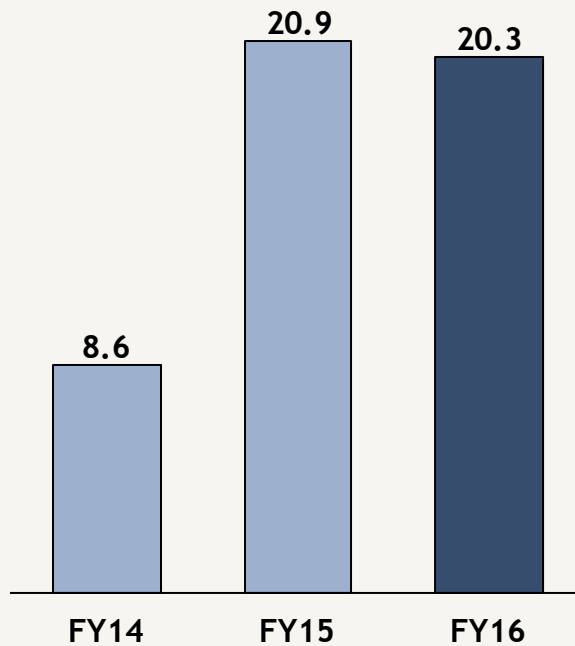
Working Capital Days



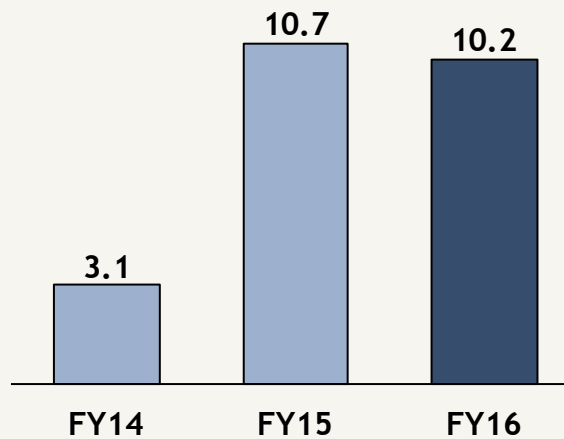
Improvement in leverage position despite CAPEX in last 3 years

With improving Return Ratios

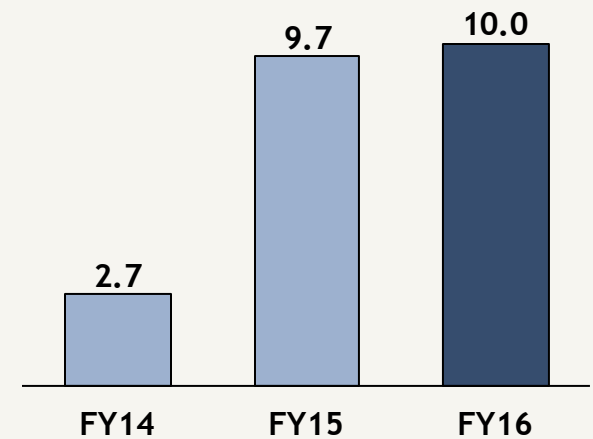
Return on Capital Employed (%)



Return on Equity (%)



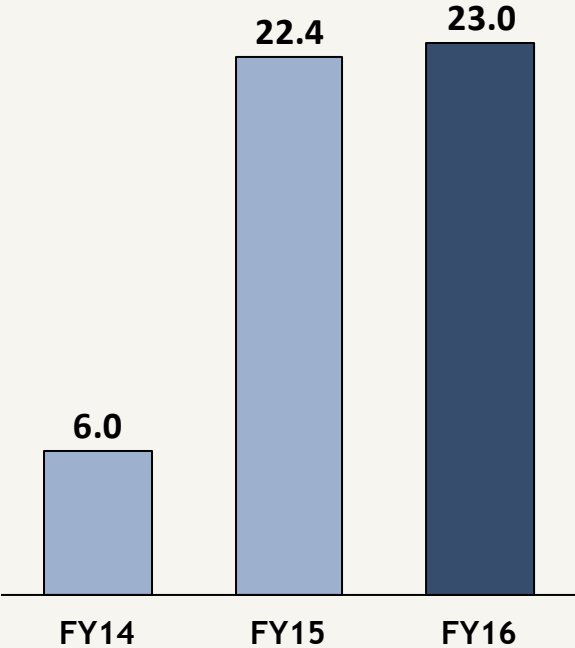
Return on Assets (%)



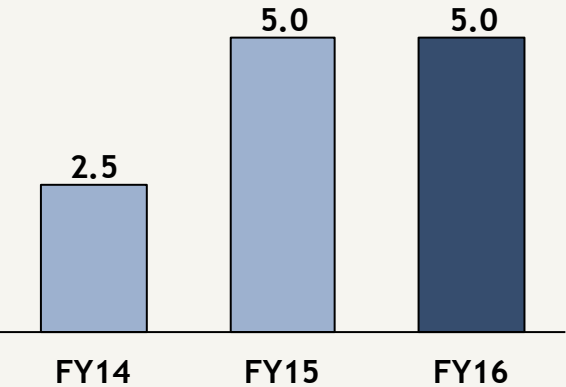
Consistent Dividend Paying Company



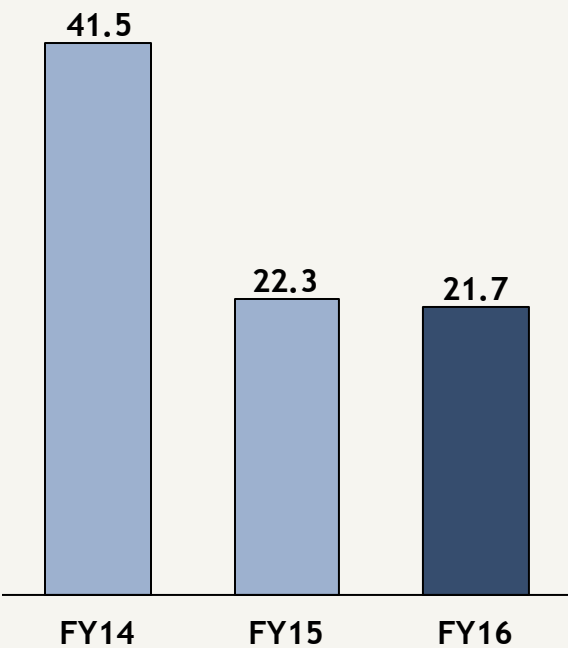
Earning Per Share (EPS)



Dividend Per Share (DPS)



Payout (%)



Board recommended Dividend of Rs. 5 per equity share for FY16

- **2015-16 a challenging year for building products**
 - Low steel prices prompting movement to colored roofing
 - Volatile INR Impacting Raw Material
 - Bad monsoon impacting rural buying power

- **Major performance enhancement initiative undertaken**
 - Be closest to the customer compared to any other brand
 - Centralized purchasing
 - Strong review and monitoring mechanism

- **Steel Building Segment registered significant growth in performance;**
 - Increase in Capacity post commencement of Gujarat plant

- **Board plant at UAE;**
 - Due to prevailing slowdown in Middle East region, project execution deferred by one year

Building Products to benefit from uplift in rural demand

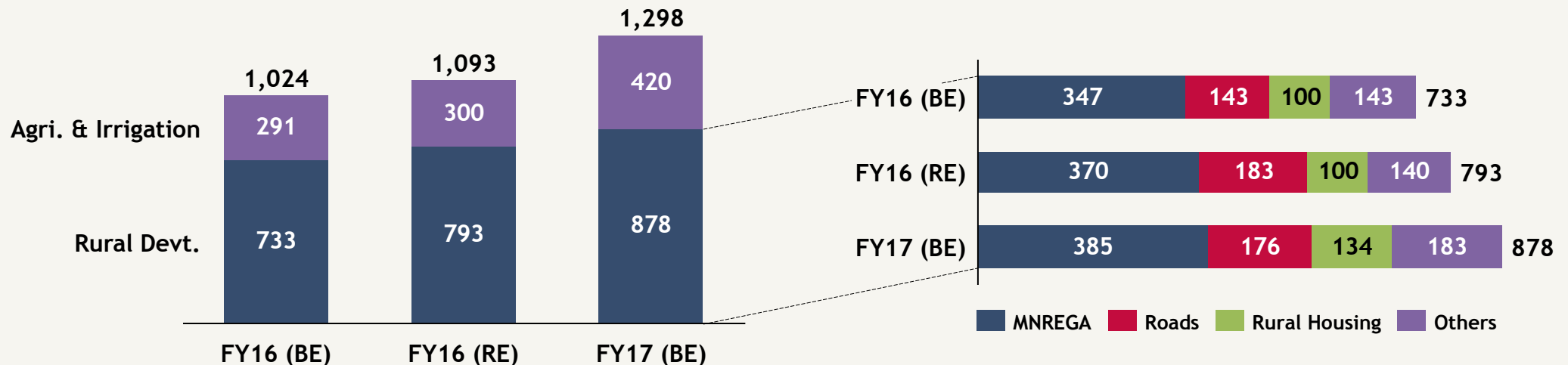
Better monsoon forecasted...

- IMD expects above normal monsoon at 106% of Long Period Average (LPA)
- Above normal monsoon in 2016 after two consecutive years of deficient rainfall may provide healthy impetus to growth momentum in the economy

... Supported by Government focus

- Allocation for rural sector - Rs. 878 billion, 94% increase in farm sector allocation in Union Budget 2016-17
- Schemes such as MNREGA, Pradhan Mantri Gram Sadak Yojana, Rural electrification, Pradhan Mantri Krishi Sinchai Yojana to generate employment and increase in income

... Increasing Rural Development Spending Significantly



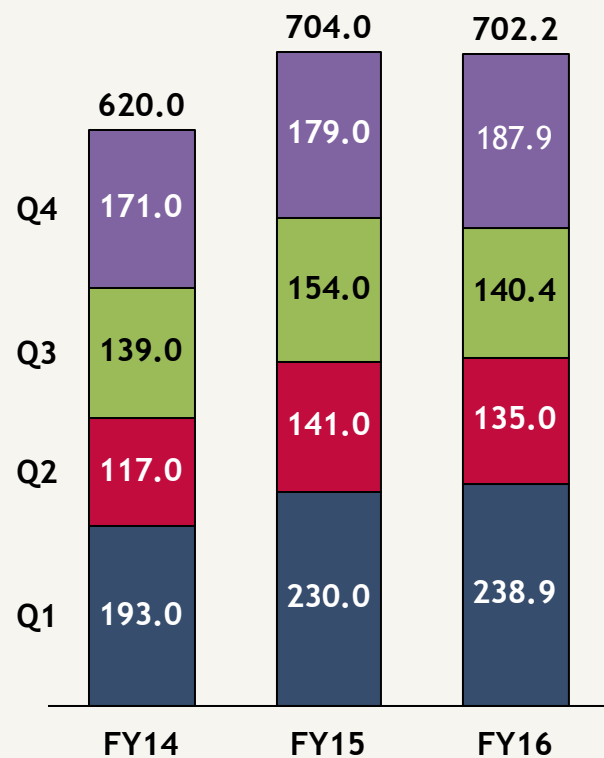
A dark teal banner with a light blue arrow pointing to the right, containing the text "Building Product Segment" in a white, serif font.

Building Product Segment

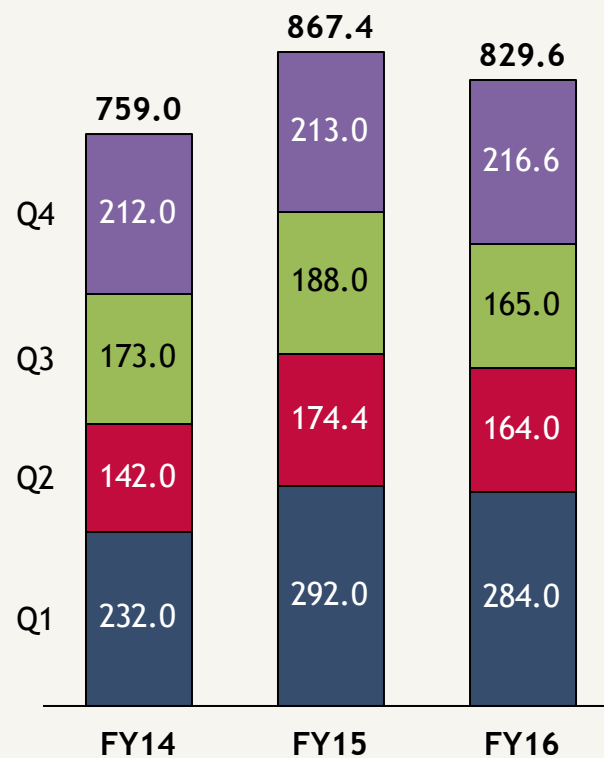
Building Products Performance



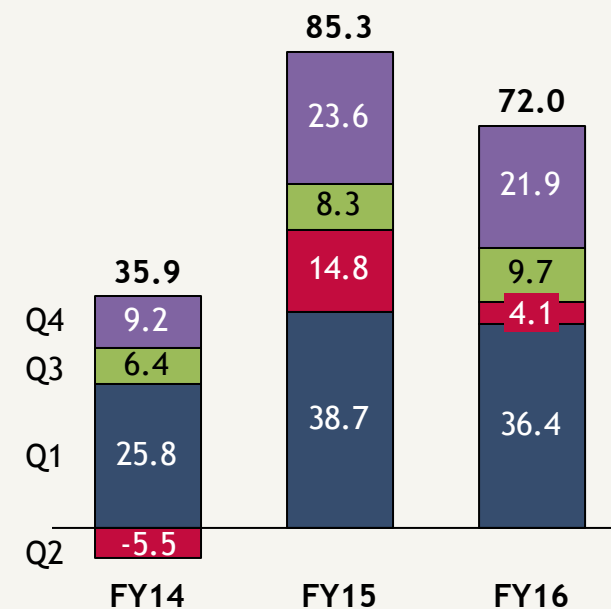
Sales ('000 MT)



Revenues (Rs Cr)



EBIT(Rs Cr)



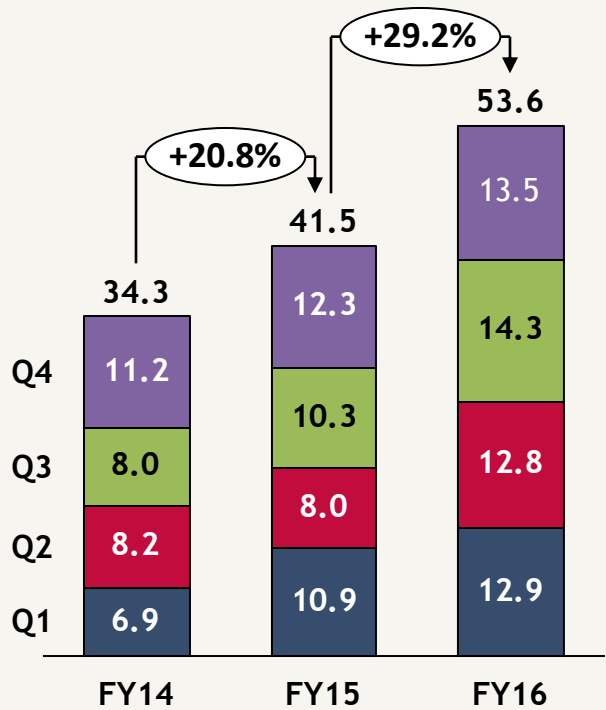
A large-scale construction site showing the steel framework of a building. The structure is composed of numerous vertical and horizontal steel beams, creating a complex grid. Several cranes are visible, including a prominent green one in the foreground and a red one in the background. The sky is clear and blue. A teal banner with white text is overlaid on the right side of the image.

Steel Building Segment

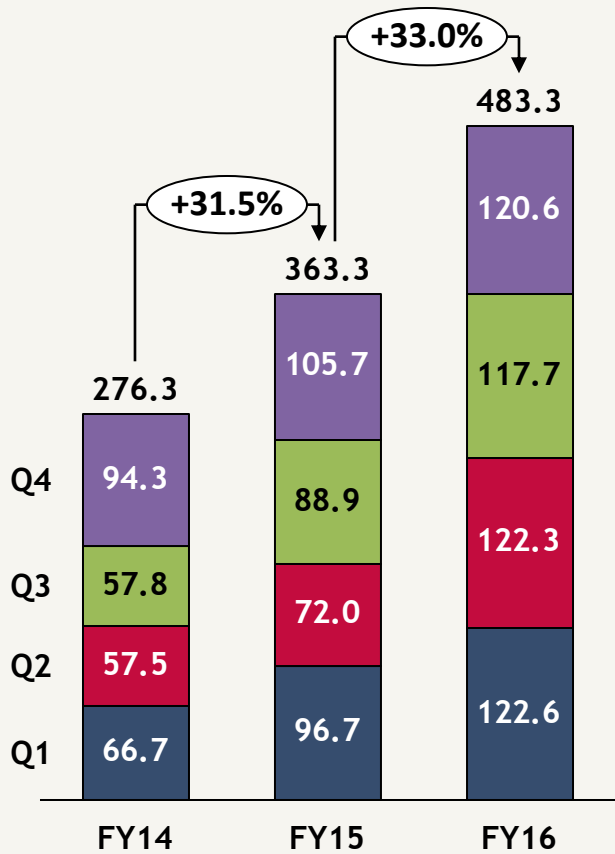
Steel Building Performance



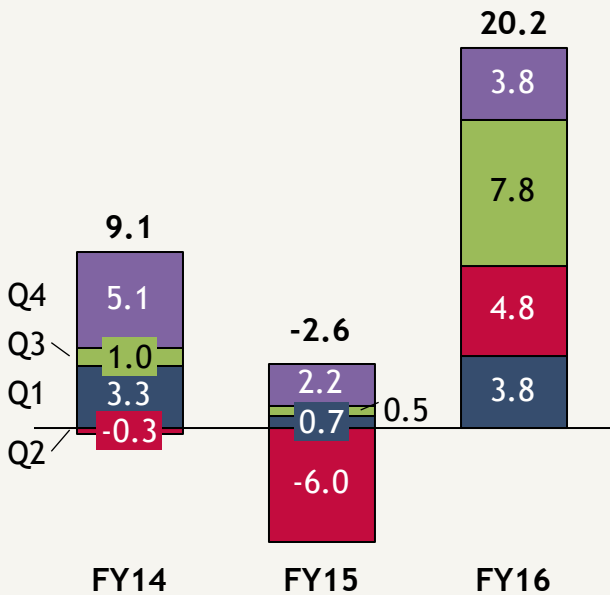
Sales ('000 MT)



Revenues (Rs Cr)



EBIT(Rs Cr)



Steel Building – Major projects in Quarter

Customer name	Location	State	Value (Rs. Lacs)
Goa Shipyard	Goa	Goa	5,200
HCL IT City	Lucknow	Uttar Pradesh	4,100
Tata Power	Bengaluru	Karnataka	3,300
Vijay Logistic	Pune	Maharashtra	650
Britannia	Coimbatore	Tamil Nadu	500
Perfect Belts	Jalandhar	Punjab	325



Steel Building – Major projects in Quarter



Project of National Kannada Educational Society - India's Largest Rooftop Extension at Wadala, Mumbai

Size : 23,700 sq feet

Steel Building – Major projects in Quarter



Project of Army Habitat Shelter construction - 13,170 feet above sea level, Nyoma

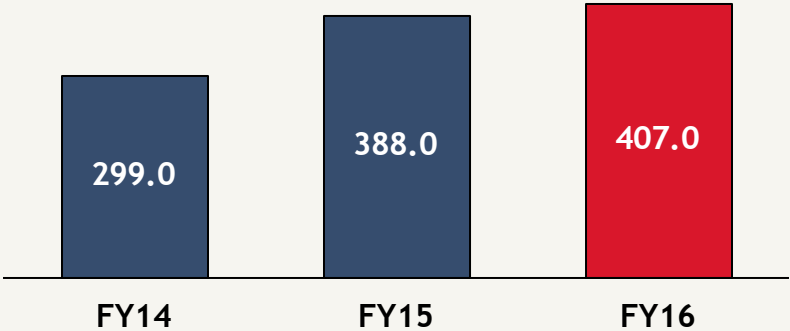
Size : 75,000 sq ft

Annexure

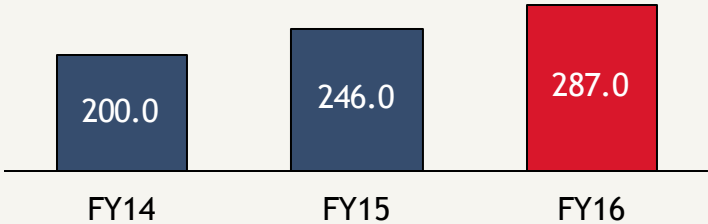
Quarterly Revenue Trend



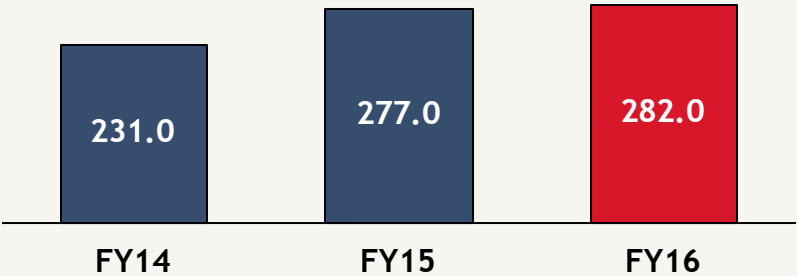
Quarter 1



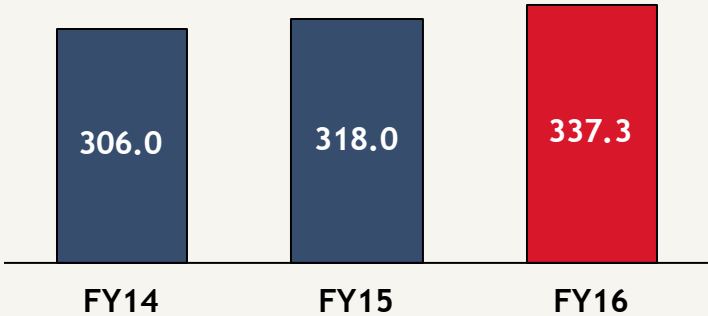
Quarter 2



Quarter 3



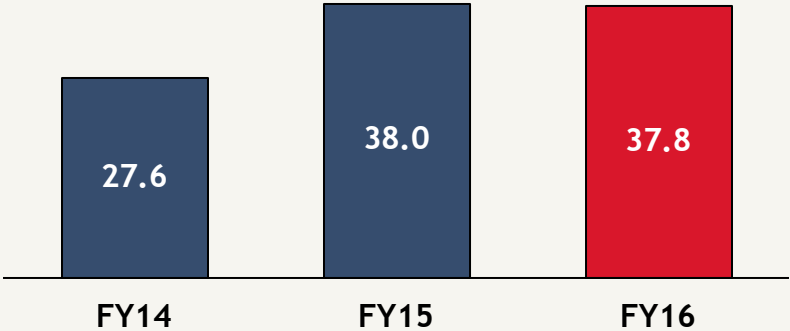
Quarter 4



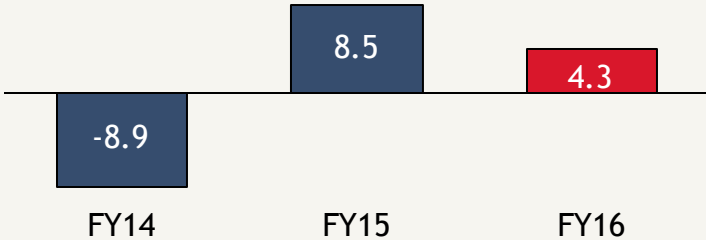
Quarterly EBITDA Trend



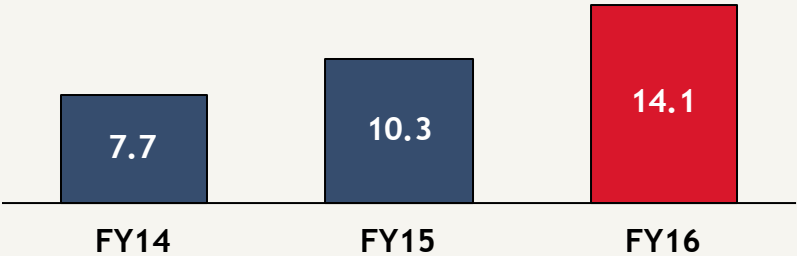
Quarter 1



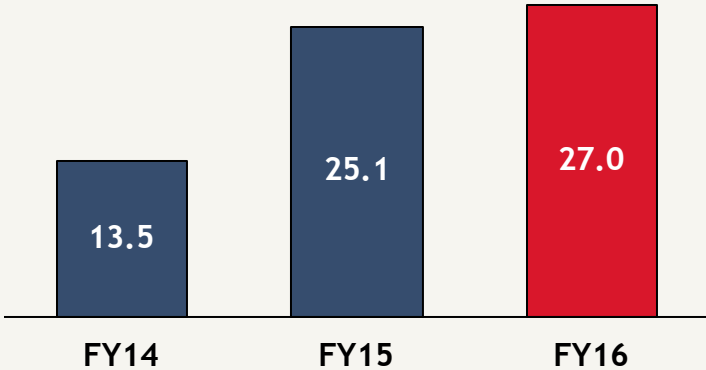
Quarter 2



Quarter 3



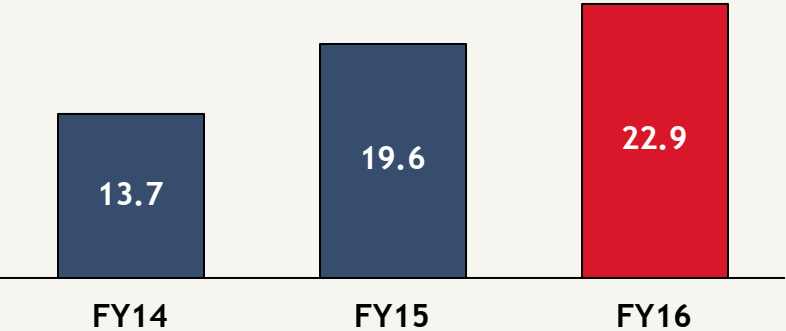
Quarter 4



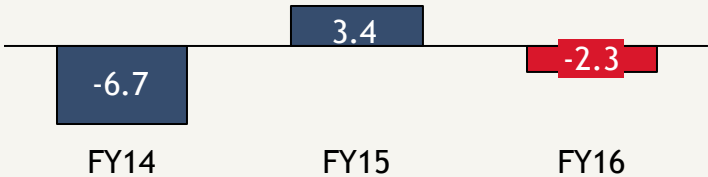
Quarterly PAT Trend



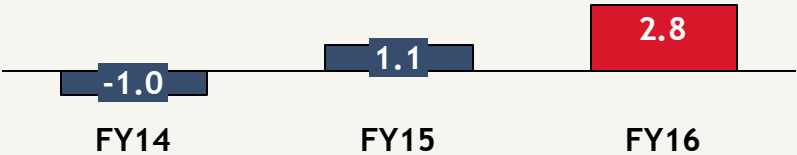
Quarter 1



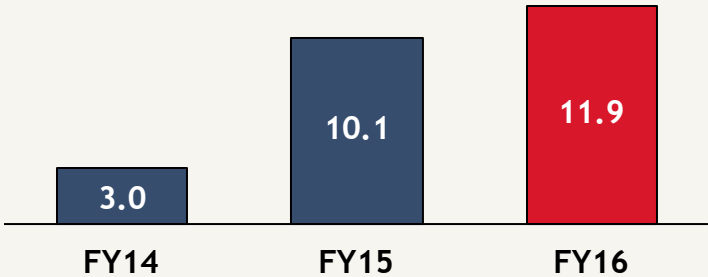
Quarter 2



Quarter 3



Quarter 4



The earning call to discuss financial performance for the Q4FY16 and annual results of FY16 with Mr. Manish Sanghi, Managing Director & Mr. Rakesh Gupta, CFO is on:

- **Date: Tuesday, 3 May, 2016**
- **Time: 11.30 AM**
- **Dial-in Numbers: +91 22 3960 0659 / +91 22 6746 5959**

For further information, please contact:



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