Ref: H/NK/STX/ /2016
Date: October 25th, 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

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 Analyst Meet with the officials of the Company is scheduled on 25th October, 2016 at 11.30 AM on Telephonic conference call.

Please find enclosed herewith presentation to be made to the Analysts.

Thanking you,

Yours faithfully,
For EVEREST INDUSTRIES LIMITED

NEERAJ KOHLI
COMPANY SECRETARY & HEAD – LEAL

EVEREST

Everest Industries Limited

Result Presentation Q2 FY17

October 25, 2016

Safe Harbor

EVEREST

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EVEREST

Business Update

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

Everest at a Glance

OUR RANGE OF PRODUCTS

Roofing I Walls I Ceilings I Cladding I Steel Buildings

EVEREST

Financial Performance & Analysis

Profitability Highlights

EVEREST

Rs. in Cr	Q2FY17	Q2FY16	H1 FY17	H1 FY16
Revenues	***226.9***	***286.7***	***580.4***	***693.7***
Raw Material	114.9	161.2	312.7	403.2
Manpower Cost	33.5	33.3	66.3	65.3
Other Operating Expenses	84.6	87.9	182.9	183.2
EBITDA	***(6.1)***	***4.3***	***18.5***	***42.1***
EBITDA Margin (%)	-	***1.5%***	***3.2%***	***6.1%***
Other Income	2.1	2.4	5.2	10.1
Depreciation	6.4	6.3	13.0	13.1
Interest	4.7	4.3	8.9	8.2
Profit Before Tax	***(15.0)***	***(3.9)***	***1.7***	***30.8***
Tax	(5.7)	(1.6)	(0.7)	10.1
Net Profit	***(9.4)***	***(2.3)***	***2.4***	***20.7***

Balance Sheet Highlights

EVEREST

Rs. in Cr	Sep-16	Mar-16
Shareholder's Fund	***349.9***	***347.4***
Share capital	15.4	15.4
Reserves & Surplus	334.5	332.1
Non-current liabilities	***152.7***	***155.0***
Long term borrowings	117.6	118.2
Other non-current liabilities	35.1	36.8
Current liabilities	***390.4***	***431.8***
Short term borrowings	95.2	112.5
Other current liabilities	295.2	319.3
Total Liabilities	**893.0**	**934.2**

Rs. in Cr	Sep-16	Mar-16
Non-current assets	***441.0***	***443.6***
Fixed assets (inc. CWIP)	344.1	351.5
Long-term loans and advances	96.9	92.1
Current assets	***452.0***	***490.6***
Inventories	246.2	252.5
Trade receivables	89.9	113.1
Cash and bank balances	44.2	52.1
Other current assets	71.8	72.9
Total Assets	**893.0**	**934.2**

Balance Sheet fundamentals continue to be strong:

- Low leverage
- Inventory and trade receivables reduced
- Reduction in short term borrowing

Performance Analysis – Q2 FY17

EVEREST

- One time revenue expenditure of Rs. 230 lacs in Q2 and Rs. 695 lacs in H1 on 'Project Parivartan'
- Export of Boards during Q2 were lower by Rs. 1,025 Lacs (drop from Rs.1,584 Lacs in the LY to Rs. 559 Lacs in the CY) resulting in drop in contribution by around Rs. 320 Lacs, In H1 the drop was by Rs. 2,423 Lacs (drop from Rs. 4,108 Lacs to in the LY to Rs. 1,685 Lacs in the CY) resulting in drop in contribution by around Rs. 800 Lacs
- H1 profit lower than LY on account of a one time IT refund interest of Rs. 602 Lacs in LY

Performance Analysis – Q2 FY17

Steel Building impacted by

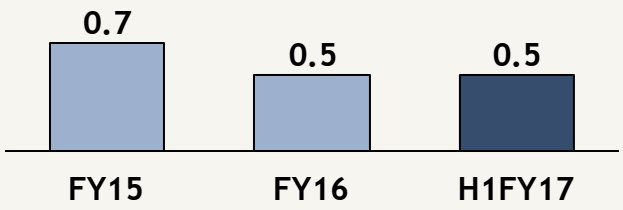
- Low dispatches by 3,726 MT during H1 due to:
  - excessive rains impacting site readiness putting projects on hold
  - slower project off-take on account of sluggish industrial environment

  Impacting contribution by around Rs. 800 Lacs
- Unprecedented increase in Raw-Material prices by around Rs. 6,000/ MT due to imposition of MIP impacting contribution adversely as our sales contracts are at fixed prices

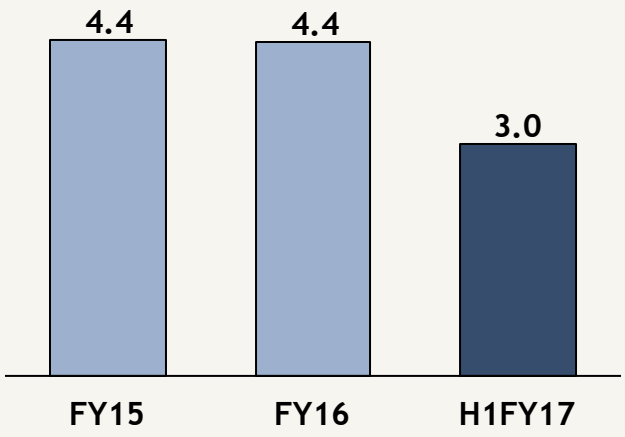
Strong Balance Sheet

EVEREST

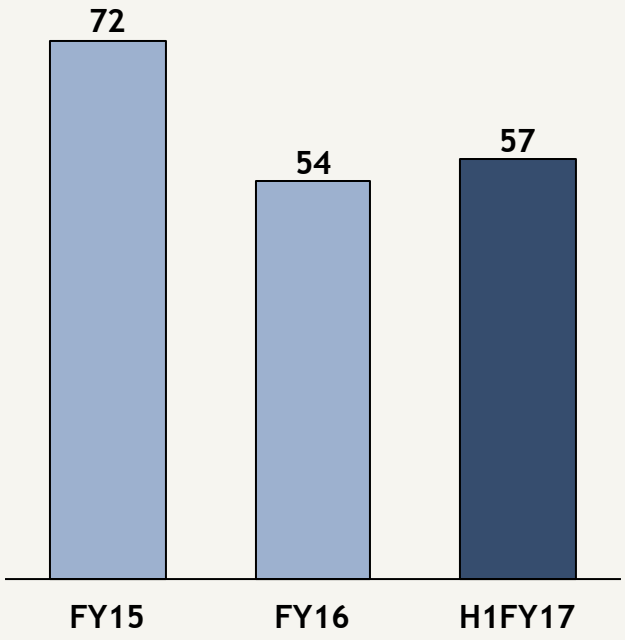
Net Debt / Equity (x)



Interest Coverage Ratio *



Working Capital Days *



Improvement in leverage position despite CAPEX in last 3 years

* Computed on Trailing Twelve Month Basis

Net Debt/Equity : (Total Debt-cash) / Networth

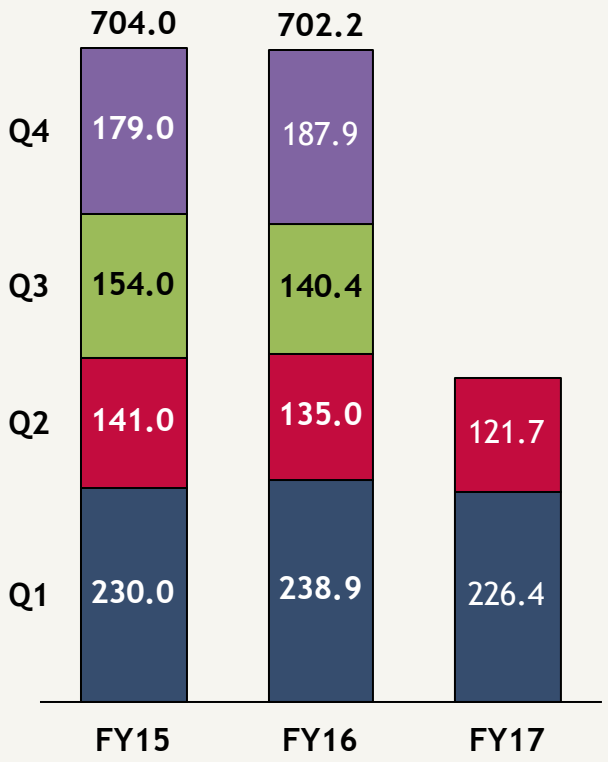
Interest Coverage : EBITDA / Interest

Working Capital Days :
Debtor Days + Inventory Days - Payable Days

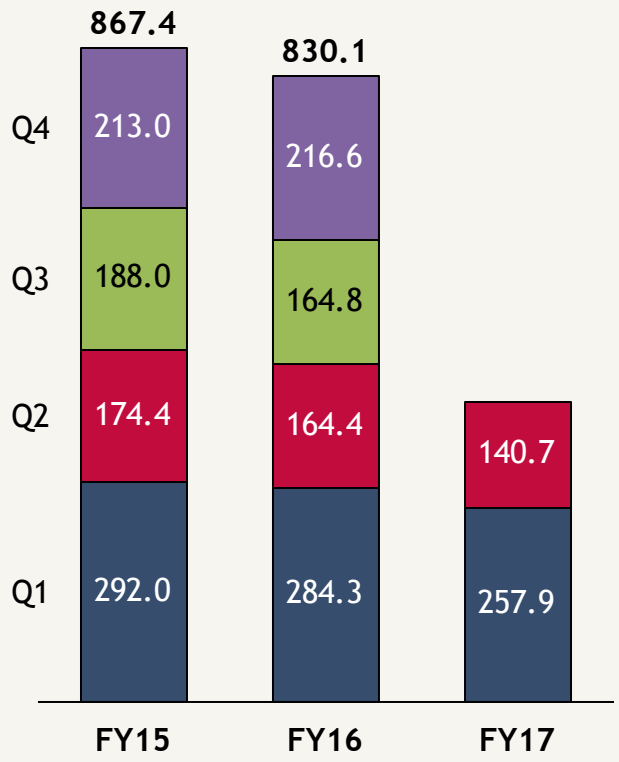
Building Products Performance

EVEREST

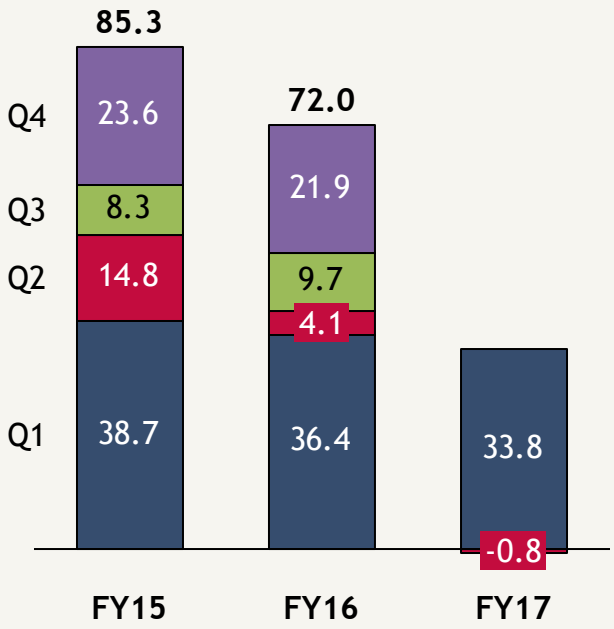
Sales ('000 MT)



Revenues (Rs Cr)



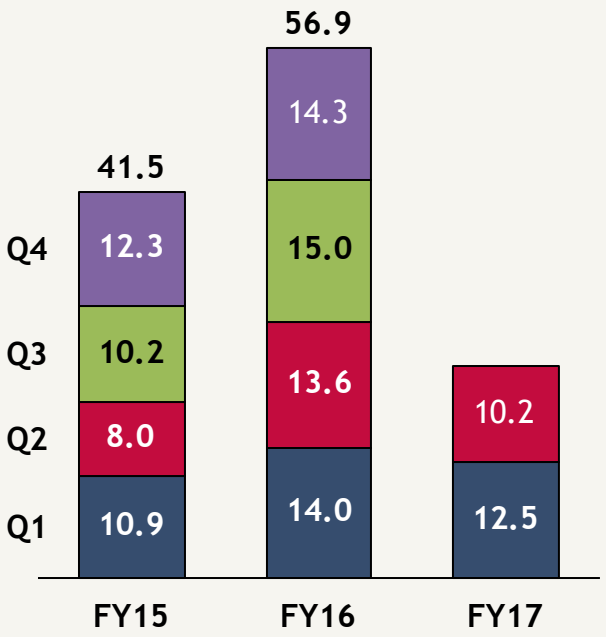
EBIT(Rs Cr)



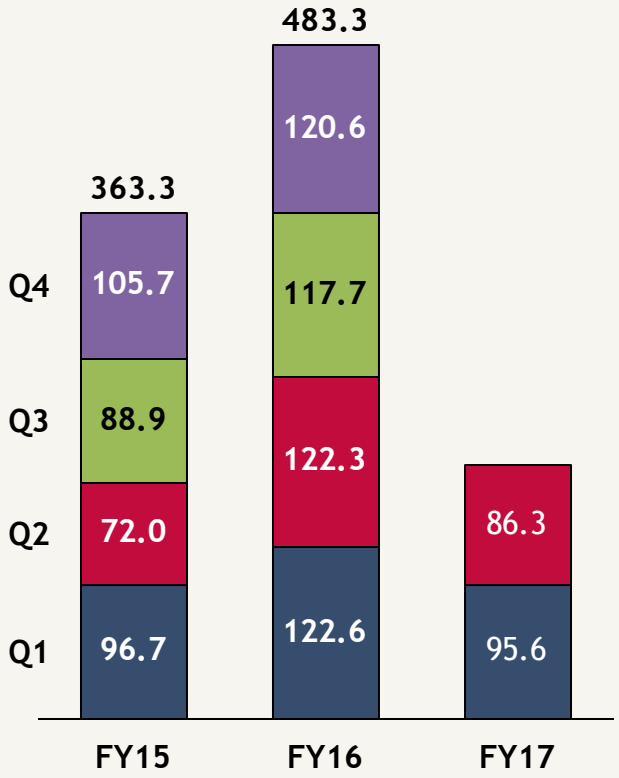
Steel Building Performance

EVEREST

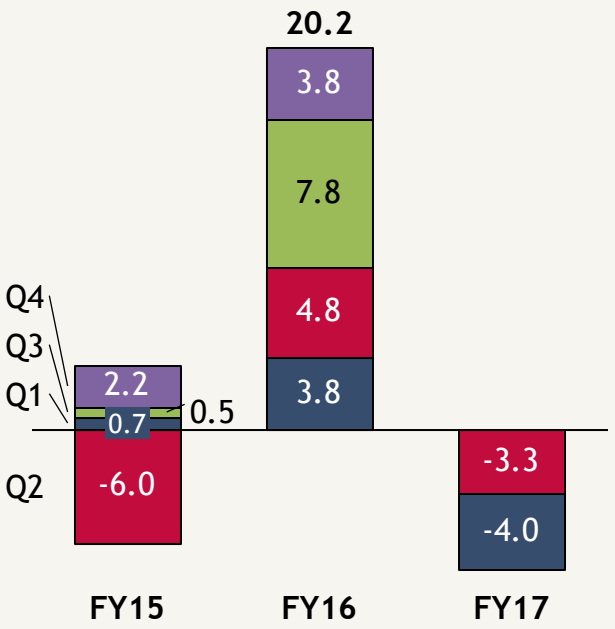
Sales ('000 MT)



Revenues (Rs Cr)



EBIT(Rs Cr)

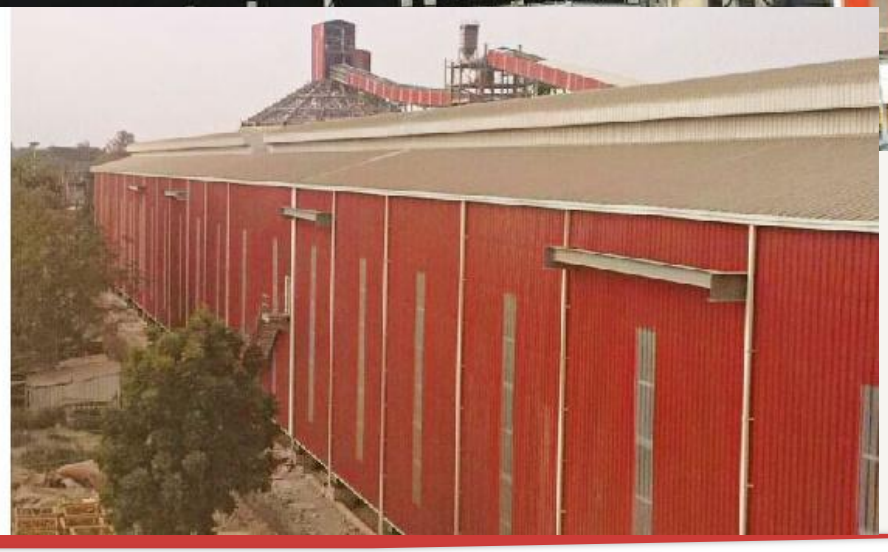


Steel Building – Major projects handed over in Quarter 2

	Customer Name	Location	State	₹ Crores
1	JMD Enterprises	Bihta	Bihar	3.6
2	Loreal India	Baddi	Himachal Pradesh	4.5
3	ACC Limited	Sindhri	Jharkhand	18.1
4	M.M. Yarns Pvt Ltd	Rajkot	Gujarat	7.6
5	Adani Wilmar Ltd	Haldia	West Bengal	3.6
6	L & T -MHPS Boiler Pvt Ltd	Surat	Gujarat	8.2
7	Emami Cement Ltd	Baloda Bazar	Chattisgarh	20.8

ACC LIMITED

EVEREST



1,66,743 Sq Ft, constructed at a cost of Rs. 14 crores in Sindhri, Jharkhand

EMAMI CEMENT

EVEREST

5,18,653 Sq Ft, constructed at a cost of Rs. 20.75 crores in Baloda Bazar, Raipur

Steel Building – Major project in Quarter 2

Project of HCL IT City , Chack Gajaria Farms, Lucknow, Uttar Pradesh, Size : 2,00,000 sq feet.

Project handed over to customer as per schedule on 6 October 2016.

Way forward - Roofing

- Launched Everest Parivartan- a business wide initiative to enhance sales, reduce costs and increase productivity
- Launch of Everest Super Roofing – a feature rich aesthetic fibre cement roofing sheet in Southern India
  - Launch targets successfully met and product will be rolled out pan India.
- Good monsoon and good crops should result in increased sales at remunerative prices.
- Strengthening steel prices should push the category.

Way forward – Boards and Panels

- Team strengthened with induction of senior professional from a well known consumer products company
- Export markets continue to stagnate at low levels
- Domestic markets expanding with
  - Penetration into smaller towns
  - New applications like Mezzanine flooring, wet area lining
  - New fibre cement players entering the market
- Investment planned for significant improvement in product offering to meet market aspirations

Way forward – Steel Buildings

EVEREST

- Market showing positive signs of recovery
  - Increased number of enquires
  - Better conversion of enquires to order
  - Healthier Current order book at 37,000 MT
- Impact of MIP (Minimum Import Price) of steel has been significantly absorbed
- Expect stable steel price scenario
- Successfully executed non industrial PEB structures thus expanding the market

Post results earnings call

The earning call to discuss financial performance for Q2FY17 with Mr. Manish Sanghi, Managing Director & Mr. Rakesh Gupta, CFO is on:

- Date: **Tuesday, 25 October, 2016**
- Time: **11.30 AM**
- Dial-in Numbers: **+91 22 3960 0659 / +91 22 6746 5959**

For further information, please contact:

Company :	Investor Relations Advisors :
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