Ref: H/NK/STX/ /2016
Date: September 14th, 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 14th September, 2016 at 11.00 AM at St Regis, Lower Parel, Mumbai.

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

Investor Presentation

September 2016

Safe Harbor

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Everest at a Glance

	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 Solid Wall 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

Agenda

1. Everest - " The Untapped Potential"

2. Financial Performance and Analysis

EVEREST

"The Untapped Potential"

Everest on a growth trajectory

- Building Products – Undertaken project to enhance value offering business to our stakeholders
  - Emerging thought process from products to solutions entity
  - Successfully captured 10% volume in which the value added products have been launched
  - Product quality enhancement in terms of aesthetics and quality
  - Established new benchmarks in customer service levels such as
    - Reducing turn around time
    - Significantly reducing breakage claims cycle
  - In a stagnant environment, grew in high remunerative markets
  - Enhanced production by elimination of bottlenecks

Everest on a growth trajectory

EVEREST

- Boards and Panels – A prime focus area
  - High value add through variants and solutions offerings
  - Aggressive push to capture domestic market share
  - Target to sell entire production offerings in domestic market in coming years
  - Successful in tapping demand from select rural and tier II towns – Strategically positioned to tap enormous potential
  - Increasingly being used as a substitute for plywood

Everest on a growth trajectory

EVEREST

- Pre Engineered Buildings
  - Everest currently has around 10% market share in an estimated Rs 6000 Cr Domestic market
  - Currently positioned as second largest player in the Industry
  - Domestic PEB market is estimated to crow at CAGR of over 15% over next 5 years
  - Steel Buildings provide few unique advantages over conventional construction such as
    - Converting uncertainty of site into certainty of factory
    - Offers wide usage base such as
      - Commercial space
      - Warehousing
      - Industrial expansions
    - Provide exceptional speed advantage and time saving in project completion

Everest on a growth trajectory

- Smart Steel buildings emerging as one of most preferred alternative for buildings requiring fast execution
- Sectors which have seen demand growth are
  - Startup infrastructure
  - Projects requiring extremely fast execution speed
  - Meeting light weight requirements
  - Provided solutions in some of difficult terrains such as northern hills
- Projects implemented in sectors such as
  - Schools, Universities
  - Commercial establishments
  - Hospitals, Hospitality
  - Rooftop expansions

Boards and Panels – The Untapped Potential

EVEREST

Mau - Uttar Pradesh

- **Mau one of 75 districts in UP has been generating demand of 100 MT per month**
- **Everest Boards have emerged as preferred choice material for doors**
  - Collaboration between regional dealers and Everest marketing team has led to a unique product innovation
  - Supported by superior properties against moisture, termite and chemical resistance, our board has become a runaway success in doors application
  - Educating the dealers, contractors and local architects through different forums had led to the awareness which on back of product superiority has created a new segment for Everest boards

Sangamner - Maharashtra

- **A relatively unknown town of Maharashtra has started consuming 100 MT of boards per month**
  - It all started with the efforts of Everest marketing team in collaboration with local dealer in educating the local contractors regarding superior board properties
  - Once the local contractors community and architects were made aware of resilient nature of Everest boards, it became preferred material of choice in local commercial buildings
  - Once the boards had the acceptance of local architect community, Everest panels also found way into the homes of local residents who were looking at modification, improvement in interiors

Pre Engineered Steel Buildings

EVEREST

- PEB has a potential to grow manifold as the opportunities are immense. PEB Growth is primarily driven by
  - Industrial and Infrastructure growth - Investment of 100 Lakhs Crore planned during next 5 year
  - Conversion of existing civil construction to PEB (Particularly Low rise commercial buildings)
- Conversion to PEB and new applications are expected to drive PEB growth for next 5-7 years
- at high rate.
- Currently “Speed” is the most important USP for PEB in India. Modern aesthetics and turn key
- solution are the other added advantage .
- ‘Pre Engineered Steel Buildings’ used to bring to mind the ‘Industrial’/ ‘Logistics’ Structures.
- Now no more – Newer applications have been implemented by Everest to include Corporate
- Offices/ IT Parks to name a few. A whole lot of new applications are emerging.

Key Features (Spice Board)

EVEREST

- Its a Quality evaluation Laboratory cum training center for
- Central Govt. of India at Navi Mumbai
- Building area: Total 44684 sqft. (Basement + 4 floor)
- Above Basement, all 3 floors with full Mezzanine & deck concrete slab
- Curved roof with front Glazing & ACP panel
- Total Tonnage= 318.27 MT

- **Major Scope of EIL**

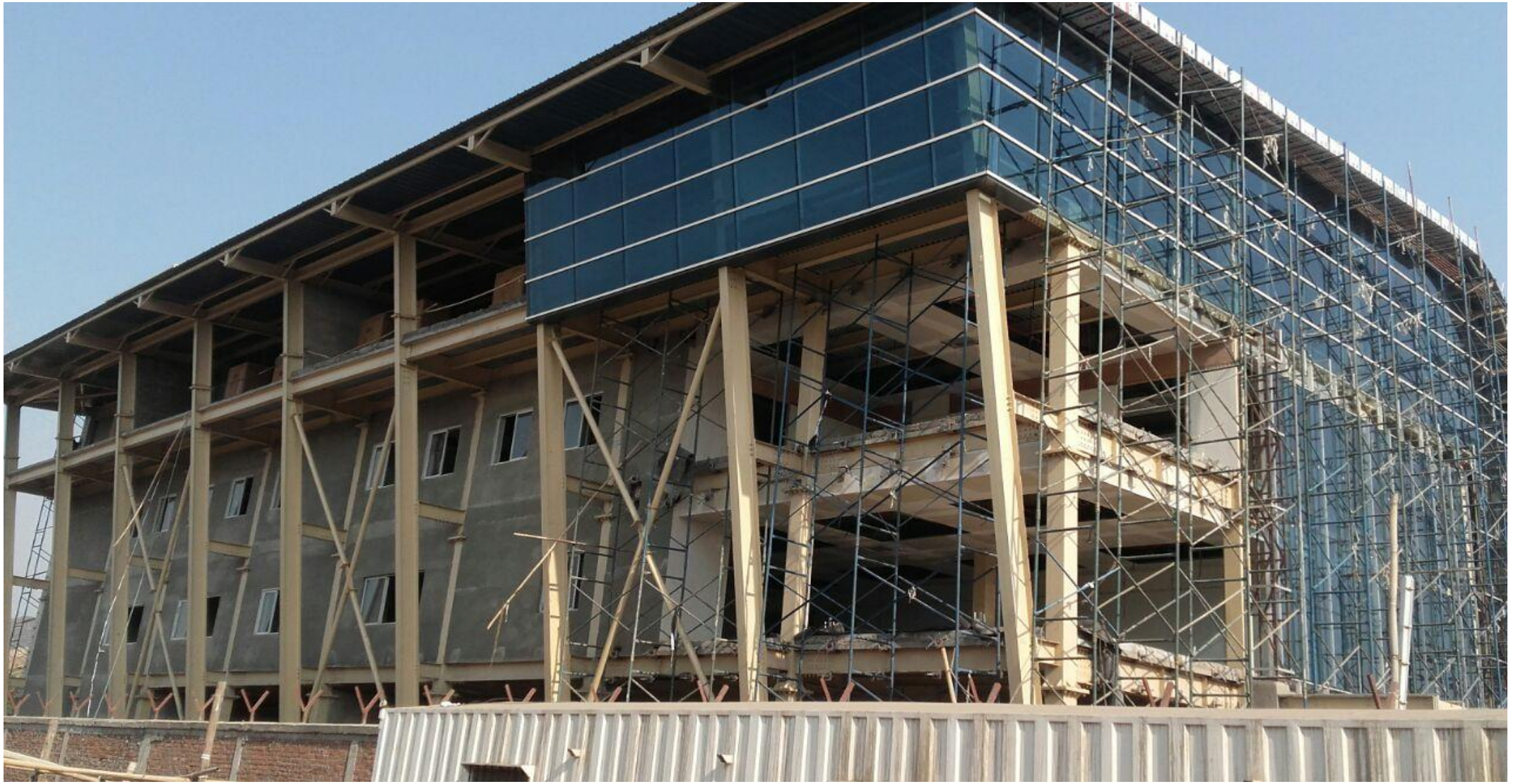
  - Civil Foundations , RCC Basement Work With PEB structure
  - All Internal walls , Partitions with all finishing & False ceiling work
  - All Electrical work From substations to Transformer (High Side) & all Low side work with all fixtures
  - Plumbing Work with fittings
  - Fire fighting work with sprinkler systems
  - VRV HVAC system supply & installation

New applications PEB

- Corporate office Spice Board Mumbai

New applications PEB

- Corporate office Spice Board Mumbai



New applications PEB

- Corporate office Spice Board Mumbai

Key Features (IT Park-3, HCL IT City)

EVEREST

- Building area: Total 2339 Sqm. (02 buildings)

- Total Tonnage= 2158 MT
-
- Ground + 2 floors with full Mezzanine & deck concrete slab
-
- Flat roof with parapet wall and four sides Glazing with ACP
- Panel

- Major Scope of EIL:

- a) Civil Foundations With PEB structure
- b) All Internal walls , Partitions including Finishing Work
- c) Plumbing Work
- d) Fire fighting work with sprinkler systems

New applications PEB

- IT Park , HCL IT City , Lucknow

New applications PEB

- IT Park , HCL IT City , Lucknow

Success Stories – Smart Steel Buildings

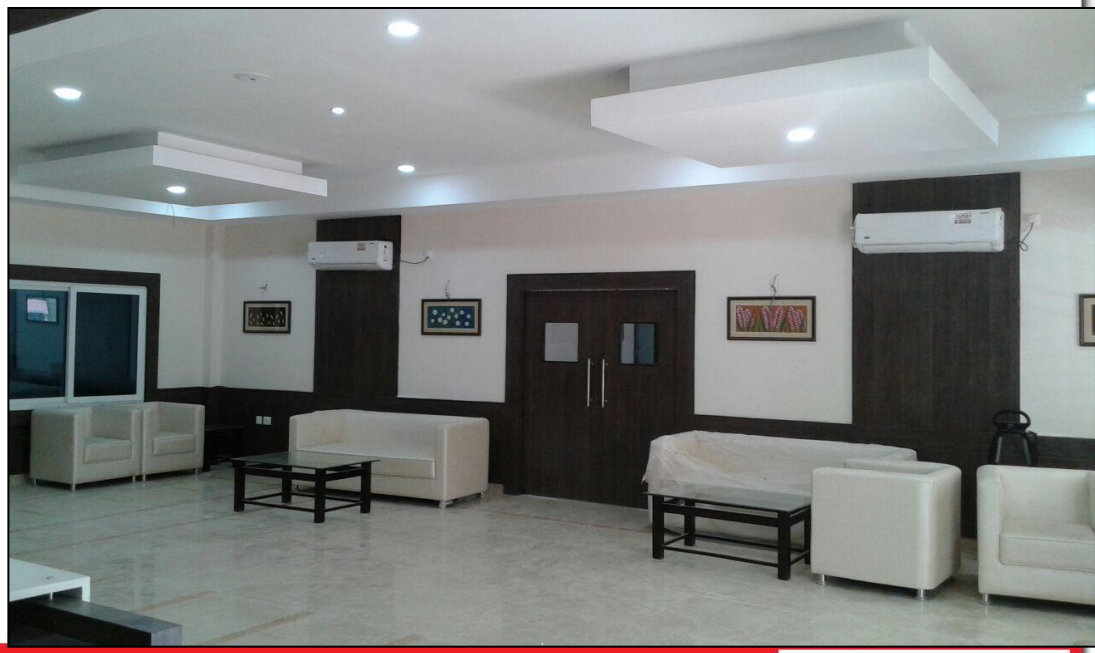
EVEREST

A House made of Steel - May be…

Some of most challenging projects undertaken by Everest Steel Buildings Solutions

- OPGC – Project Highlights
  - Location : Jharsuguda, Odhisha
  - Project Area : 10,7134 sq.ft.
  - Type of Building : G+1 Structure. Construction of Housing Colonies for Project Management Team
  - Key Features : Setting up an Housing colony with all recreational facilities with in a time span of 9 months
  - Challenges : Extremely remote location with limited access & Stringent project timelines

Odhisha Power Generation Corporation Limited



EVEREST

Success Stories – Steel Buildings

EVEREST

A Housing Cluster in 'Not so accessible' Hilly Terrain…

Some of most challenging projects undertaken by Everest Steel Buildings Solutions

- Bijoli Holi Chamba, Himachal Pradesh

•Location	:	Bijoli Holi Chamba, Himachal Pradesh
•Project Area	:	13,961 sq.ft.
•Type of Building	:	G+2 Structure for Staff Accommodation for Families
•Key Features	:	Stepped construction on hill-top. Minimal use of electricity & water
•Challenges	:	Hilly terrain with no proper access. It is ongoing project.

GMR Bijoli Holi Hydro Power Pvt. Ltd.

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POSCO Steel, Maharashtra

Project Highlights

Project Location	:	Roha, Maharashtra
Project Area	:	70,000 sqft
Project Duration	:	150 days
Key Features	:	Challenging octagonal geometry of 20 dormitory mpleted in stipulated time frame from scratch to finish

POSCO Steel, Maharashtra

EVEREST

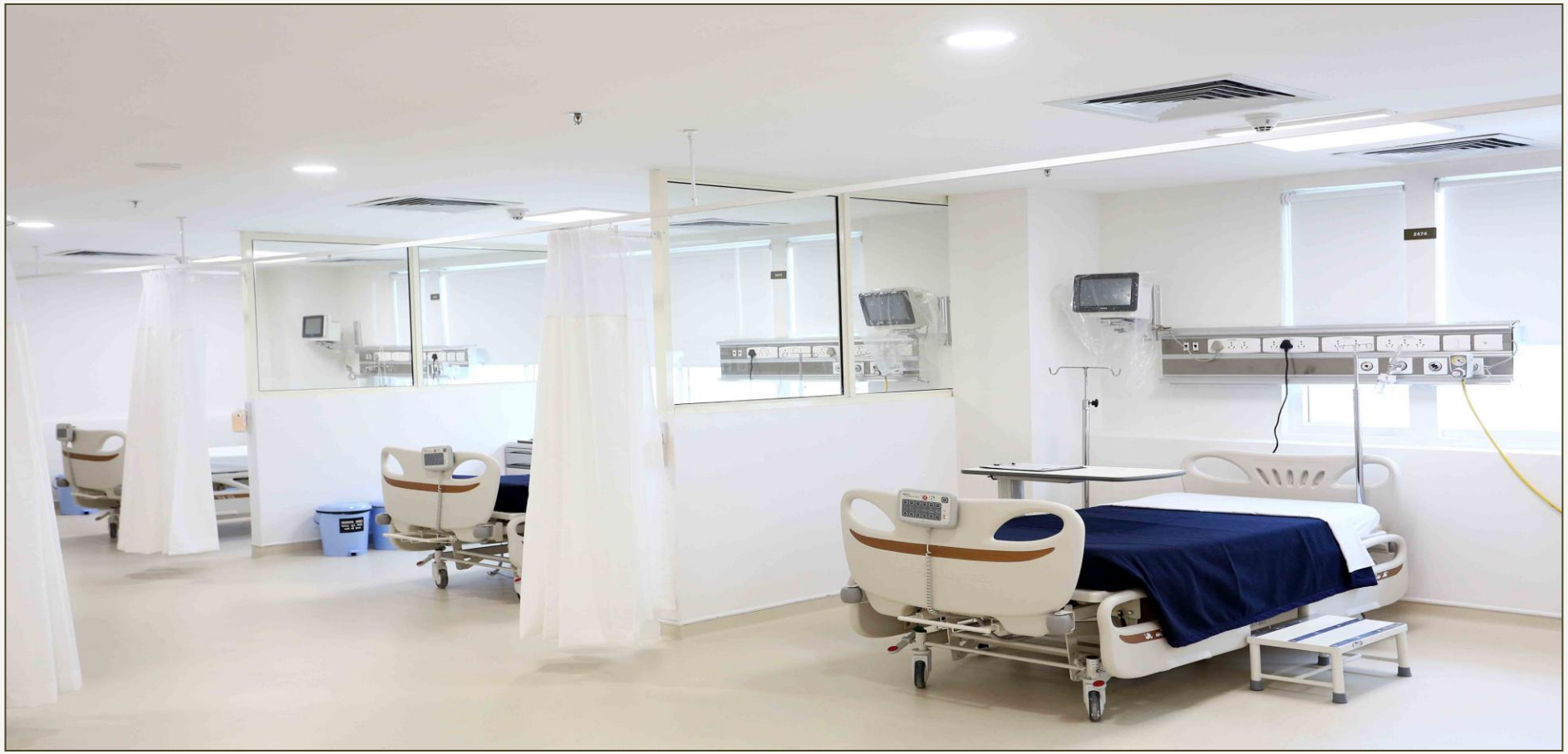
Smart Steel Roof top Extension

EVEREST

Project Highlights

Location	:	Gurugram, Haryana
Rooftop Area	:	14,445 sq ft
Completion Period	:	96 Days
Scope of Work	:	Designing the sophisticated structure, Finishing of the building as per hospital requirements
Challenges	:	Running hospital and stringent safety norms

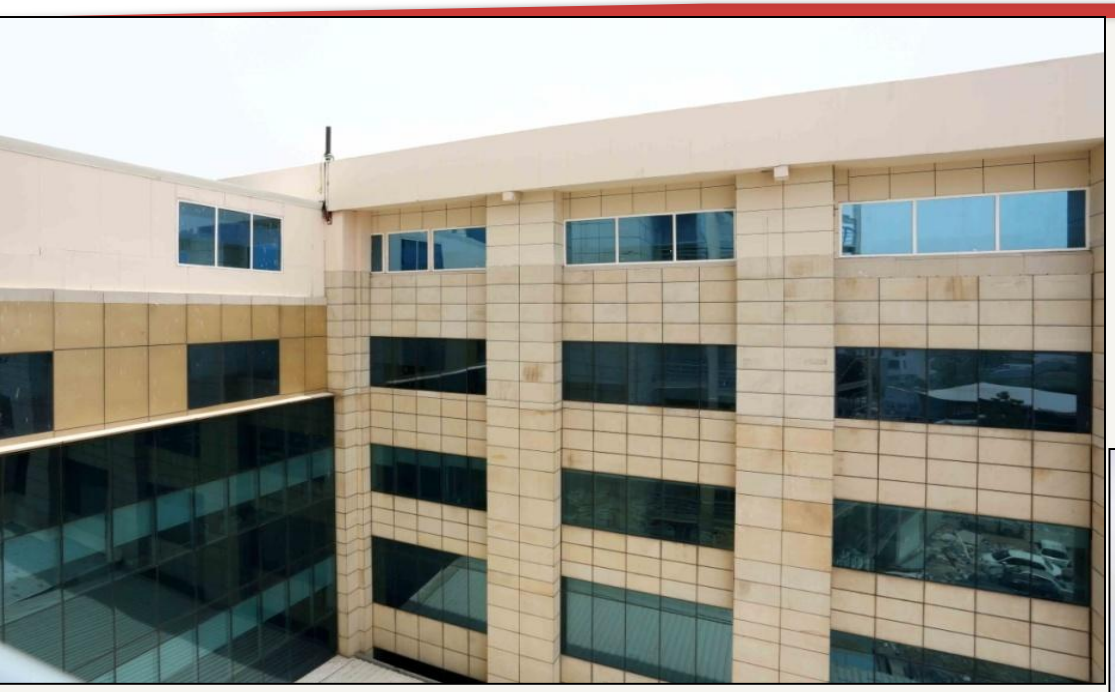
Smart Steel Roof top Extension

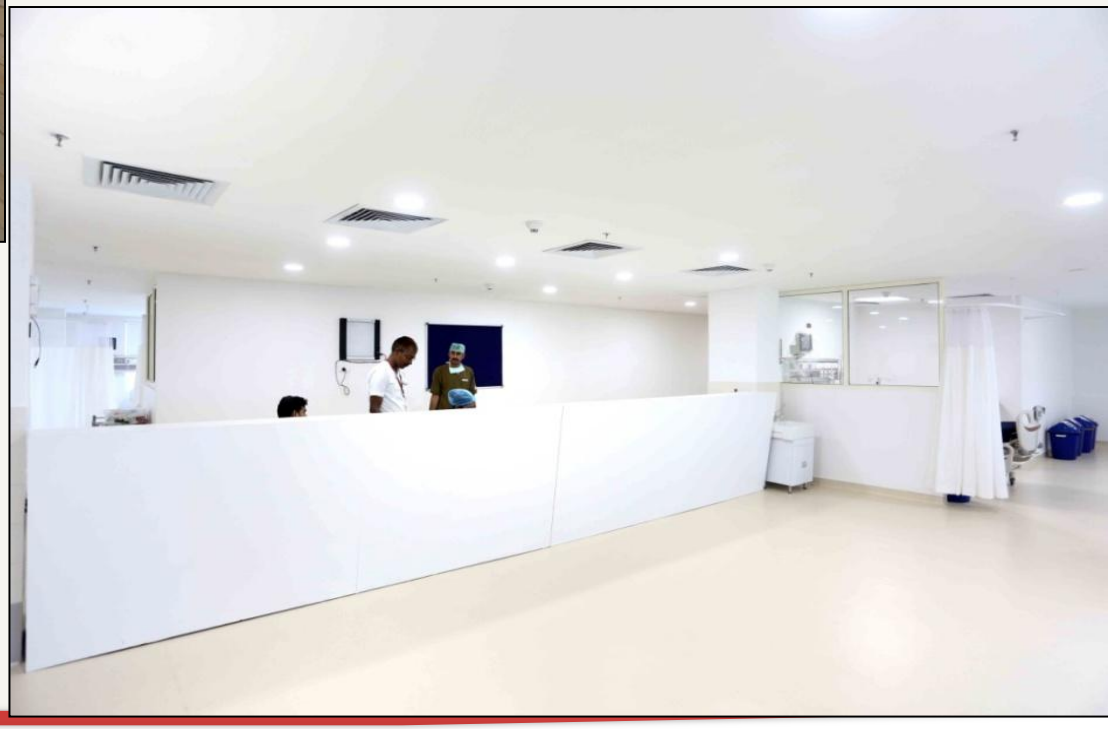


Project of Artemis Hospital –Rooftop Extension at Gurgaon, Haryana

Size : 1,324 sq meter

Smart Steel Roof top Extension





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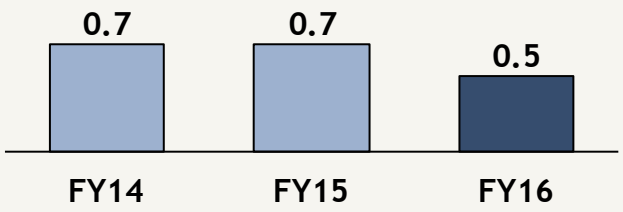
Financial Performance & Analysis

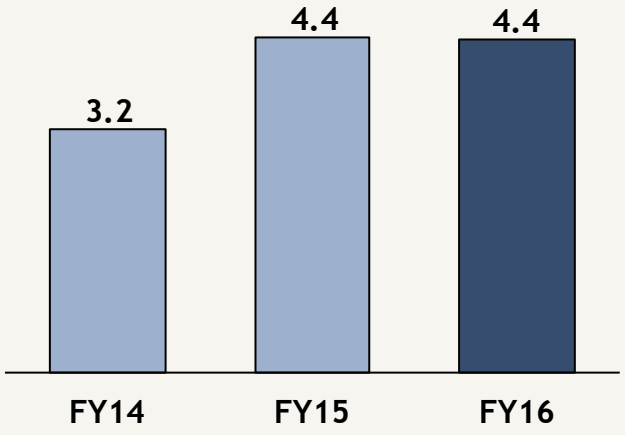
Strong Balance Sheet…

EVEREST

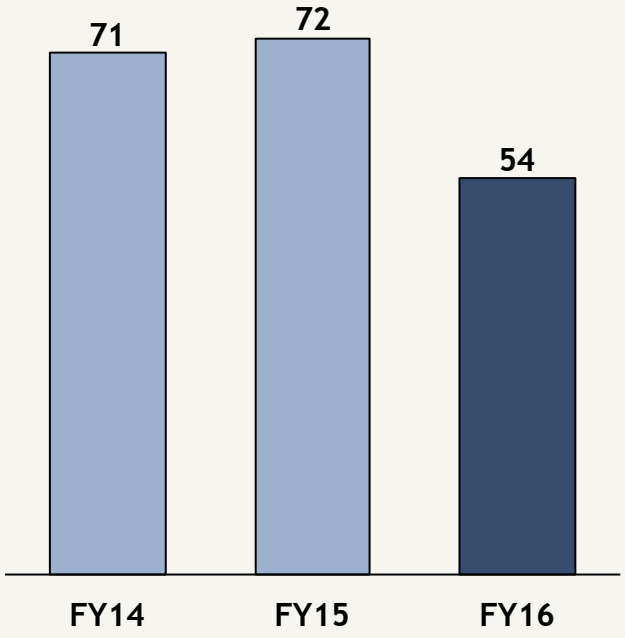
Net Debt / Equity (x)



Interest Coverage Ratio



Working Capital Days



Improvement in leverage position despite CAPEX in last 3 years

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

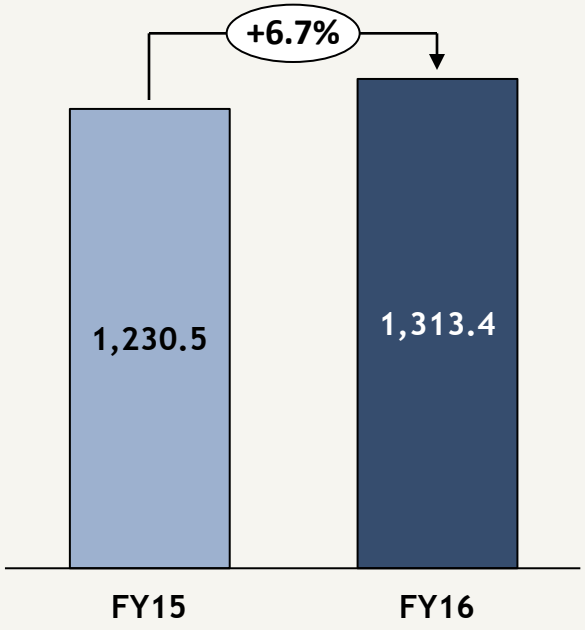
Interest Coverage : EBITDA / Interest

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

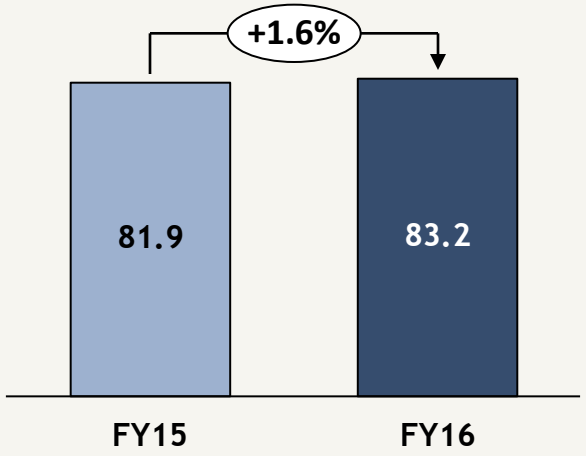
Annual Financial Highlights

EVEREST

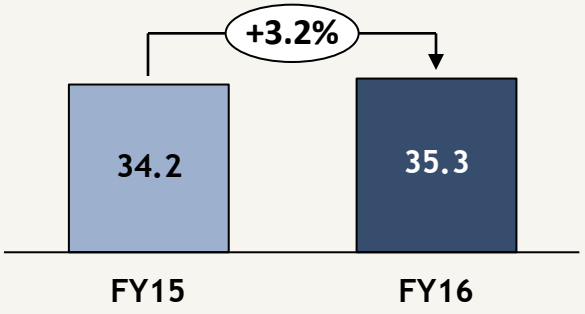
Revenues (Rs Cr)



EBITDA (Rs Cr)



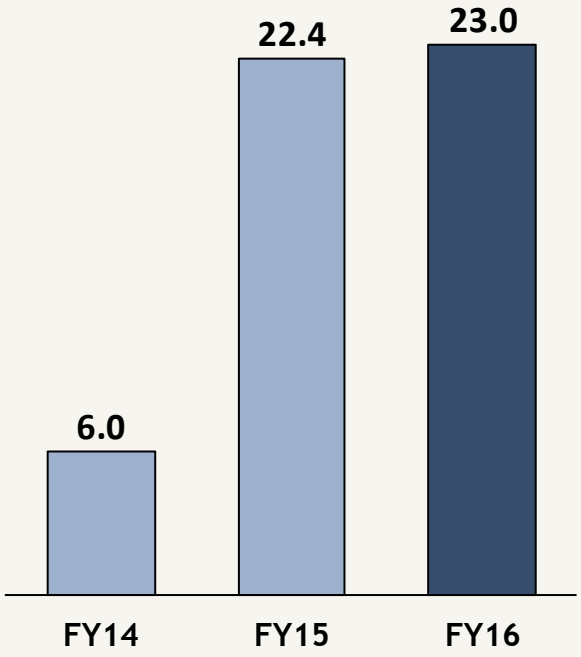
PAT (Rs Cr)



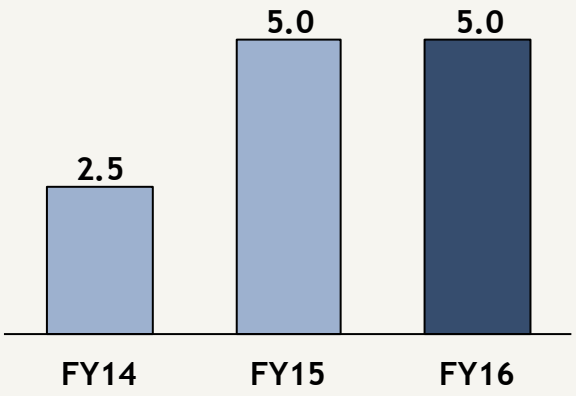
Consistent Dividend Paying Company

EVEREST

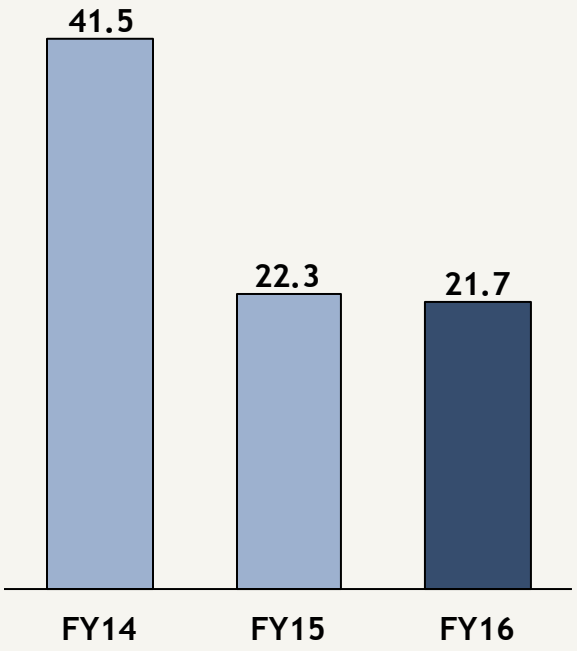
Earning Per Share (EPS)



Dividend Per Share (DPS)



Payout (%)



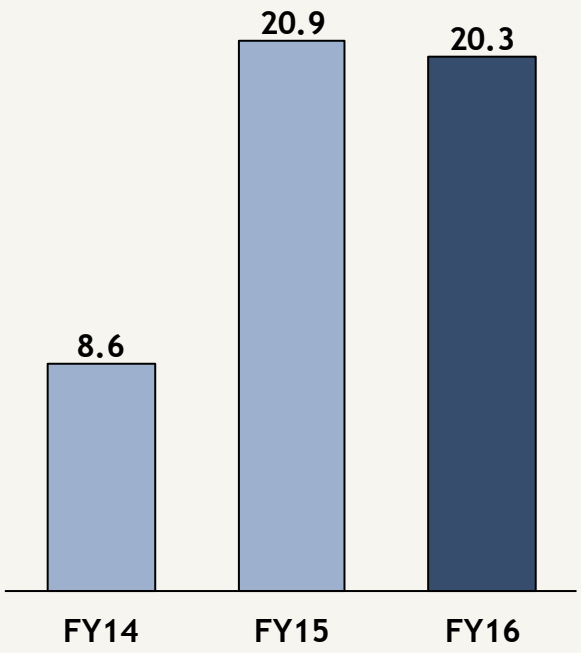
Board recommended Dividend of s. 5 per equity share for FY16

Payout : DPS / EPS

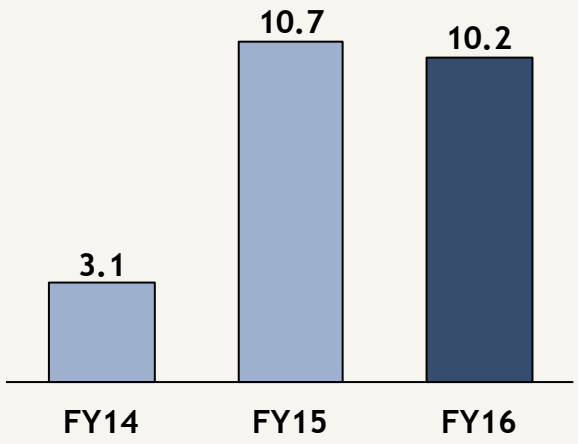
With improving Return Ratios

EVEREST

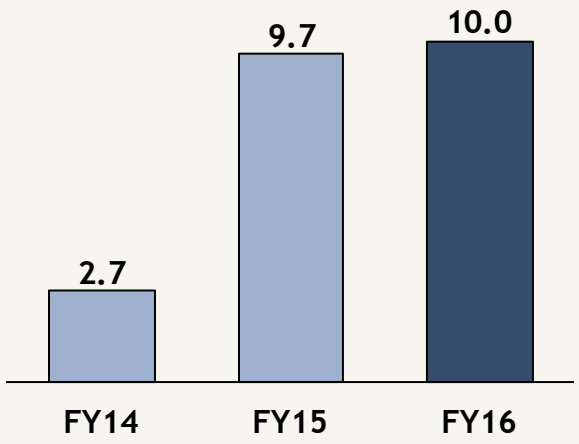
Return on Capital Employed (%)



Return on Equity (%)



Return on Assets (%)



RoCE : EBIT / Capital Employed

RoE : PAT / Networth

RoA : PAT / Fixed Assets incl. CWIP

For further information, please contact:

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