

March 5, 2012

Pennar Industries Limited

Highest ever consolidated monthly revenues of ₹140 Crore and targets ₹400 Crore revenues in Q4 FY12

Hyderabad, India, March 5, 2012 – Pennar Industries Limited (referred to as “Pennar” or the “Company”, BSE: 513228, NSE: PENIND), one of India’s leading industrial companies engaged in the production and marketing of specialized and engineered metal products, and pre-engineered buildings, presents the investors/analysts/media update.

Commenting on the past month’s developments, **Mr. Nrupender Rao, Chairman of Pennar Industries** said:

“Pennar is pleased to announce receipt of a number of prestigious orders across various verticals and geographies. The PEBS division continues its robust growth momentum. Our new businesses including Solar Structural Framing Systems, Specialised Precision Tubes and Auto Components have built a significant order book. The railways segment, which was under pressure in the last quarter, has seen order inflows from major players. We have achieved the highest ever gross consolidated monthly revenues of ₹140 Crore in the month of February. We are confident that Pennar is on track to deliver its best ever quarterly performance with gross consolidated revenues of over ₹400 Crore in Q4 FY2012.”

Pennar Industries has regular customers including Tata Motors, Ashok Leyland and Texmaco who give continuous orders every month. For new products developed by it, orders received are mentioned below:

Receipt of three orders worth ₹16 Crore by Pennar Industries

February 28, 2012

- Orders for Air Pre-Heater Tubes to prestigious customers including BGR Energy, GEI Industrial Systems, FIVESCAIL - KCP and Nu-way Heattransfer
- Orders for Solar Structural Framing Systems to prestigious EPC contractors including Moser Baer and Indu Projects. The total value of these orders is ₹10 Crore. Pennar has recently executed an order for L&T and Tata BP Solar worth ₹10 Crore
- Orders for Brake Components for Endurance Technologies

Orders received by PEBS during the month for manufacture of buildings include:

Receipt of five orders worth ₹22 Crore by PEBS

February 14, 2012

- Order from L&T for roofing of a Renault-Nissan automobile manufacturing facility in Chennai. The project will cover an area of 39,000 sqm and is expected to be completed by July 2012
- Order from AMR Constructions for four warehouses spread across Andhra Pradesh covering an area of 11,400 sqm. The project is expected to be completed in six months. The warehouses are the first set among a number of warehouses planned across the state
- Order from Cosmic Ferro for its factory in West Bengal. The factory will be spread in an area of around 7,000 sqm, with multi spans and 30 MT cranes. The project is expected to be completed in six months
- Order from Lotus Warehousing for its warehouse in Bangalore covering an area of around 8,500 sqm. The project is expected to be completed in three months

- Order from Pragati Developers for its warehouse in Bhiwandi, Maharashtra covering an area of around 5,300 sqm. The project is expected to be completed in four months

Receipt of two orders worth ₹13 Crore by PEBS

February 27, 2012

- Order from Continental India, a subsidiary of Continental (Germany) for supply and installation of three buildings at their tyres manufacturing plant in Meerut (UP). The project will cover an area of 10,640 sqm and will use the PEBS Pennar's 100% leak proof Double-Lok® roofing system. L&T (IES) is the consultant for this project. The project is to be completed in five months
- Order from Utkal Green Energy for supply and installation of three buildings for their upcoming plant at Choudwar (Orissa) for manufacturing of Ash Based Light Weight Aggregates. The project will cover an area of 5,093 sqm

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Pennar Industries: Fact Sheet

Pennar is one of India's leading industrial companies engaged in the production and marketing of specialized and engineered steel solutions. The Company is a leading manufacturer of profiles and components in various grades of steel and stainless steel. It caters to the auto, white goods, railways and infrastructure sectors. The Company is also a leading manufacturer of pre-engineered buildings.

The Company has over 30 years of experience and more than 1,000 precision engineered products, 2,500 tools and dies and over 300 customers. Pennar currently has six manufacturing plants located at Patancheru, Sadashivpet and Isnapur, Chennai, Tarapur (Maharashtra) and Hosur (Tamil Nadu) with a total capacity of ~ 300,000 TPA.

Pennar commenced manufacture of cold rolled steel strips in 1988 at Isnapur (45 km from Hyderabad) which currently has a capacity of 67,000 TPA. In 1997, the Company acquired Nagarjuna Steel, Patancheru (32 km from Hyderabad) and in 1999, acquired Press Metal, a unit of Tube Investment (TI), at Tarapur near Mumbai.

Pennar's blue chip customer base includes firms such as Alstom Power, Ashok Leyland, BEMBL, BPL, Copeland, HCC, Honda, Moser Baer, Reliance Retail, Indian Railways, ITC, Integral Coach Factory, L&T, Tata Motors, Toyotsu and Voltas.

The Company operates in four divisions and a subsidiary company:

Engineered Products: Provides automobile products, pressed steel components, CDW and ERW tubes for consumer appliances, automobile and general engineering sectors.

Cold Rolled Steel Strips (CRSS): Provides CRSS for automobile, white goods, electrical and engineering companies

Heavy Engineering Products: Addresses the specific requirements of the railway sector and manufactures floors, side walls, end walls, and underframe components for rail wagons and coaches.

Infrastructure Products: Manufactures diverse products for the building sector like purlins, roofing sheets and deck plates. It also manufactures crash barriers for road safety and fabricated structural products for various engineering industries.

Pre-Engineered Buildings: Operates through its subsidiary, Pennar Engineered Building Systems Ltd. to manufacture pre-engineered building structures. PEBS manufactures modular steel constructions of open-span built up sections, purlins, girts, roofing and wall panels. PEBS has a technical collaboration with NCI Group, a global leader in pre-engineered structures, which enables the Company to provide world class weather proof building.

Safe Harbour

This release contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Pennar’s future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macroeconomic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. Pennar undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.