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Date: November 07, 2016

To,

M/s. Bombay Stock Exchange of India Limited
PJ Towers, Dalal Street
Mumbai Samachar Marg, Mumbai - 400 001

M/s. National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (E), Mumbai-400051

Dear Sir/Madam,

Subject: Investor Presentation

Reference: Company Name: Pennar Engineered Building Systems Limited
Security ID/ Symbol: PENPEBS
Security Code: 539333
ISIN: INE455O01019

Dear Sir/Madam,

With reference to our letter dated November 02, 2016, we are submitting Investor Presentation.

Thanking you,

For Pennar Engineered Building Systems Limited

Subhash Kishan Kandrapu
Company Secretary & Compliance Officer
ACS 32743

Pennar Engineered
Building Systems Limited
9th Floor (West Wing)
DHFLVC Silicon Towers
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CIN: U45400AP2008PLC057182

Pennar Engineered Building Systems Limited

Investor Presentation
Q2FY17

Disclaimer

This presentation contains "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Pennar Engineered Building Systems Limited'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, macro-economic, 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 Engineered Building Systems Limited undertakes no obligation to periodically revise any forward looking statements to reflect future / likely events or circumstances.

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Agenda

1 **Financial Performance**

2 Business Highlights

3 Strategy

4 Projects

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Q2FY17 Financial Performance Highlights

- Gross Revenues at Rs. 136 crores, up 11.1% YoY
- Net Revenues at Rs. 120.1 crores, up 8.7% YoY
- EBITDA (incl. Other Income) at Rs. 14.9 crores
- EBIDTA Margin at 12.45%.
- PAT at Rs. 6 crores, up 37.6% YoY
- Procured higher raw material this quarter owing to increase in steel prices, larger order book and increased capacities in Hyderabad and Baroda.

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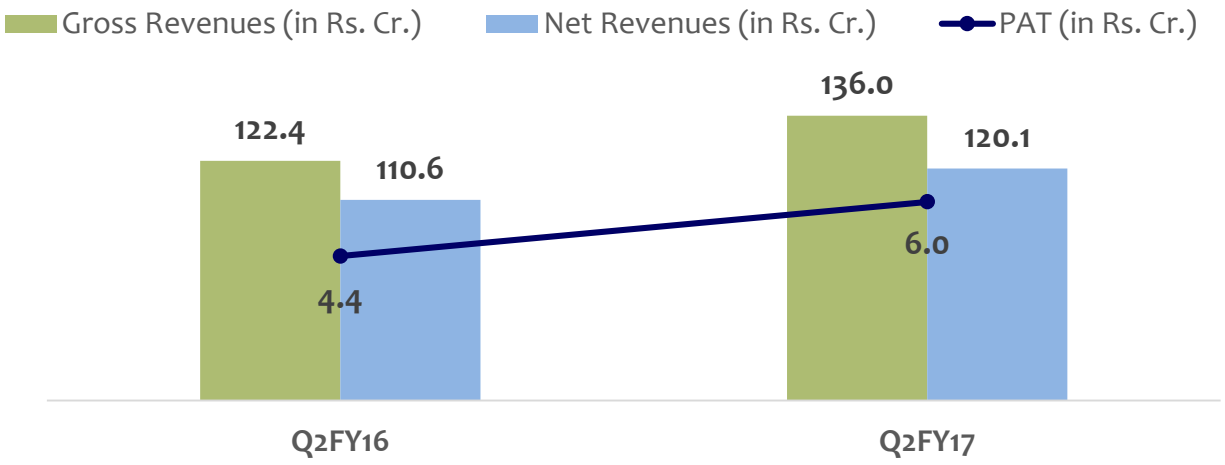
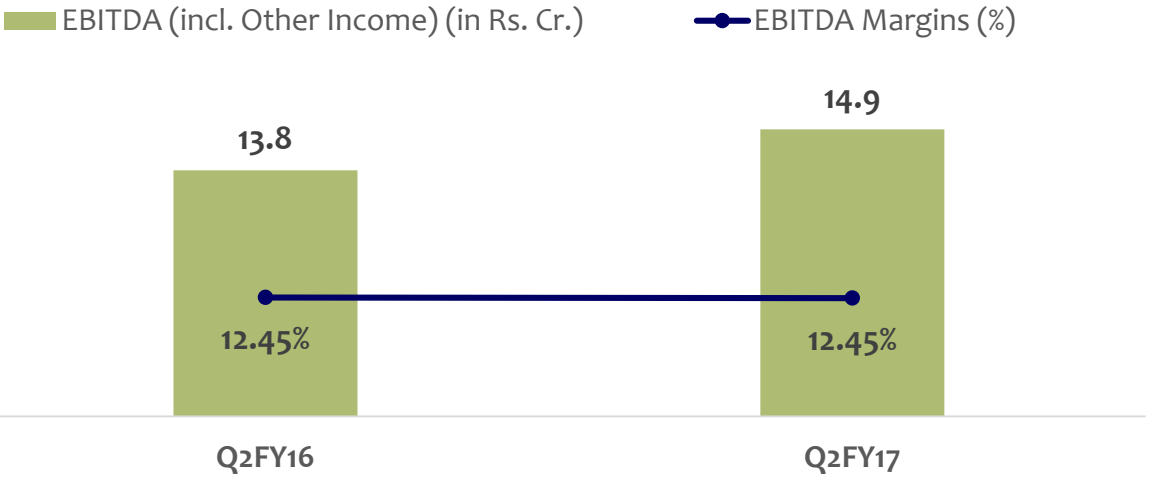
Q2FY17 Performance Snapshot





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Business Highlights

- Robust Order Book
- Engineering Services Division gaining traction
  - Increase in the number of billable hours
  - Healthy growth in Revenue
  - New client wins
- New capacity at Baroda scaling well
- Improved Working Capital Cycle

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Robust Order Book

Order Book	Order Book as of 30th September, 2016 at Rs. 431 Crores
New Orders	Received major orders from : Toyo – manufacturing unit. End user is Chambal Fertilizers. KMV – End user is Aamazon Texport Hero Future Shapoorji Pallonji – Factory in Pune – End user is Haier Schindler – Training Center in Pune
Repeat Orders	Repeat Orders received from : Phoenix – end user is Genpact RKV Developers - warehouse Sterling & Wilson - Malani Foams Shapoorji Pallonji

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Engineering Services Division gaining traction

- Number of billable hours increased by 105% from 10,277 hours in Q2FY16 to 21,166 hours in Q2FY17.
- Number of clients increased from 8 in Q2FY16 to 11 in Q2FY17.

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New Capacity at Baroda scaling well

- This plant was taken on a job-work basis and production began in May 2016.
- Catering to orders in and around Madhya Pradesh, Gujarat and North India.
- Monthly production achieved as of September 30, 2016 is 1000 MT.
- The plant is operating at almost full capacity.
- Additional beam line to be added.

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Improved Working Capital Cycle

- Reduction in Accounts Receivable to Rs. 121 Crores as of September 30, 2016 from Rs. 140 Crores as of March 31, 2016.
- Working Capital Borrowing reduced to Rs. 30 Crores as of September 30, 2016 from Rs. 54 Crores as of March 31, 2016.
- Going forward, further improvement in the working capital cycle is expected.

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Awards

- Received Top Challenger award 2015-16 from Construction world.
- Received PEB Project of the year – Runner up award from Construction Week India 2016.
- Received Industrial Building (Implementation Excellence) award from Dun & Bradstreet Infra awards 2016.

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Five Year Strategy Plan : Creating value for shareholders

- Build a high-growth Technology Company
- Adopt, Develop products in PEB Space
- Strong Engineering capabilities in Steel, Concrete & Composite Construction
- Build world class Engineering, R&D team for high growth
- Global Presence

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Projects

Azure Power

Kanchipuram Galvanization

Kannur International Airport

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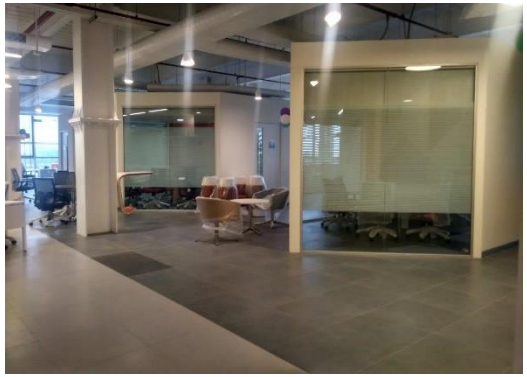
Projects

Kongavi Electronics

National Polyplast

Reliance Data Center



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Projects

Pokarana

Reliance NDC

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Investor Contacts

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CIN : L45400TG2008PLC057182