



EVEREST

EVEREST INDUSTRIES LIMITED

Q1-FY20 EARNINGS PRESENTATION

Company Overview:

Everest Industries Limited, incorporated in 1934, has a rich history in the manufacturing of Building products and Steel products. Everest offers a complete range of roofing, ceiling, wall, flooring, and cladding products distributed through a large network, as well as EPC of pre-engineered steel buildings for industrial, commercial, and residential applications. It is one of the leading building solutions providers in India, providing detailed technical assistance in the form of designs, drawings, and implementation for every project.

Q1-FY20 Business Mix (Standalone Revenue Share %):

- **Building products (73%)** – includes roofing sheets, fibre cement boards and solid wall panels.
- **Steel buildings (27%)** – offers customised building solutions like Pre-Engineered Steel Buildings and Smart Steel Buildings.

Manufacturing and Distribution Network:

- 6 Building Products plants and 2 Steel Buildings and Component Plants.
- 32 Sales Depot, over 6,000 Dealer Outlets, serving over 600 cities & 100,000 villages.

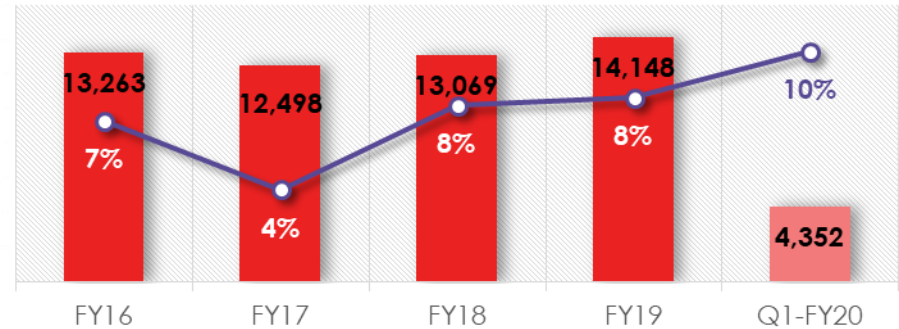
Q1-FY20 Financial Snapshot (Standalone):

Total Income*	EBITDA	Total Comprehensive Income
INR 4,344 Mn	INR 439 Mn	INR 250 Mn
Up 3.82% Y-o-Y	EBITDA Margins 10.11%	Margins 5.76%

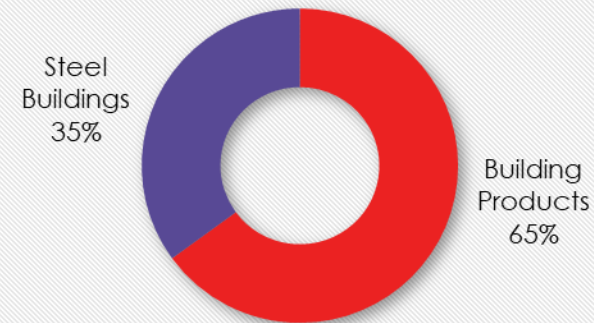
*Includes other income

- Everest Industries Limited (Everest) has over 8 decades of experience in building products and is the pioneer of fibre cement products in India.
- The company's business is built on three key pillars: Safety, Speed, and Strength.
- The vision of the company is to be the deepest penetrated housing and building solutions provider in India.
- Everest provides building products and building solutions for commercial, industrial, and residential sectors.
- The company has covered more than 1 Bn sq. mts. of industrial and residential roofs.
- The company has an impressive product range of value added products like cement boards and panels for faster and modern construction of ceilings and walls.
- It is among the largest Pre-Engineered Buildings (PEBs) companies in India, and has erected and designed more than 2,500 PEBs.

Revenue (INR Mn) and EBITDA Margin (%)*



FY19 Business Mix#



* Consolidated

Standalone

Key Financial Highlights – Standalone (INR Mn)



	Current Quarter	Previous Quarter	Current Quarter Last Year	Current Year	Last Year
Particulars	Q1-FY20	Q4-FY19	Q1-FY19	FY19	FY18
Total Income*	4,344	3,691	4,184	14,106	12,786
EBITDA	439	260	443	1,131	989
EBITDA Margin	10.11%	7.04%	10.59%	8.02%	7.73%
Net Profit (after tax)	251	147	294	642	507
PAT Margin	5.78%	3.98%	7.03%	4.55%	3.97%
Total Comprehensive Income	250	145	293	638	520
Diluted EPS (INR per share)	16.07	9.39	18.78	41.08	33.54

*Includes other income All numbers as per IND-AS

Key Financial Highlights – Consolidated (INR Mn)



	Current Quarter	Previous Quarter	Current Quarter Last Year	Current Year	Last Year
Particulars	Q1-FY20	Q4-FY19	Q1-FY19	FY19	FY18
Total Income*	4,352	3,695	4,206	14,148	13,069
EBITDA	433	260	443	1,111	999
EBITDA Margin	9.95%	7.04%	10.53%	7.85%	7.64%
Net Profit (after tax)	246	147	293	619	531
PAT Margin	5.65%	3.98%	6.97%	4.37%	4.06%
Total Comprehensive Income	245	145	292	614	544
Diluted EPS (INR per share)	15.72	9.39	18.74	39.29	35.08

*Includes other income All numbers as per IND-AS

Q1-FY20 – Standalone Income Statement (INR Mn)



Particulars	Q1-FY20	Q1-FY19	Y-o-Y	Q4-FY19	Q-o-Q
Total Income*	4,344	4,184	3.8%	3,691	17.7%
Total Expenses	3,905	3,741	4.4%	3,431	13.8%
EBITDA	439	443	(0.9)%	260	68.8%
EBITDA Margin	10.11%	10.59%	(48) Bps	7.04%	307 Bps
Depreciation	60	57	5.3%	37	62.2%
Finance Cost	16	15	6.7%	15	6.7%
Exceptional items	-	-	NA	-	NA
PBT	363	371	(2.2)%	208	74.5%
Tax	112	77	45.5%	61	83.6%
Profit After Tax	251	294	(14.6)%	147	70.7%
PAT Margin	5.78%	7.03%	(125) Bps	3.98%	180 Bps
Other Comprehensive Income	(1)	(1)	NA	(2)	NA
Total Comprehensive Income	250	293	(14.7)%	145	72.4%
Diluted EPS (INR per share)	16.07	18.78	(14.4)%	9.39	71.1%

*Includes other income

Q1-FY20 – Consolidated Income Statement (INR Mn)



Particulars	Q1-FY20	Q1-FY19	Y-o-Y	Q4-FY19	Q-o-Q
Total Income*	4,352	4,206	3.5%	3,695	17.8%
Total Expenses	3,919	3,763	4.1%	3,435	14.1%
EBITDA	433	443	(2.2)%	260	66.5%
EBITDA Margin	9.95%	10.53%	(58) Bps	7.04%	291 Bps
Depreciation	60	57	5.3%	37	62.2%
Finance Cost	16	15	6.7%	15	6.7%
Exceptional items	-	-	NA	-	NA
PBT	357	371	(3.8)%	208	71.6%
Tax	111	78	42.3%	61	82.0%
Profit After Tax	246	293	(16.0)%	147	67.3%
PAT Margin	5.65%	6.97%	(132) Bps	3.98%	167 Bps
Other Comprehensive Income	(1)	(1)	NA	(2)	NA
Total Comprehensive Income	245	292	(16.1)%	145	69.0%
Diluted EPS (INR per share)	15.72	18.74	(16.1)%	9.39	67.4%

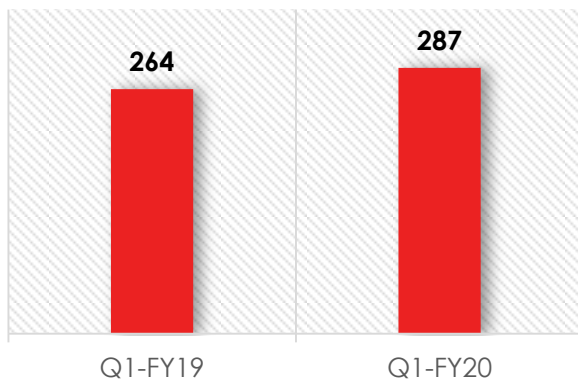
*Includes other income

- Market prices of Building products were lower during the period by 5%.
- For Steel Buildings , improved contracting resulted in improved margins.
- Relentless pursuit of value added business.
- Raw Material prices on Building Products on the rise, particularly for Fibre and Cement.
- Improved utilization of facilities.
- Expanding national footprint of building solutions business through improved distribution network and better product profile.
- Steel prices continued to be stable resulting in improved steel buildings business profitability.
- Forex rates continued to stable.

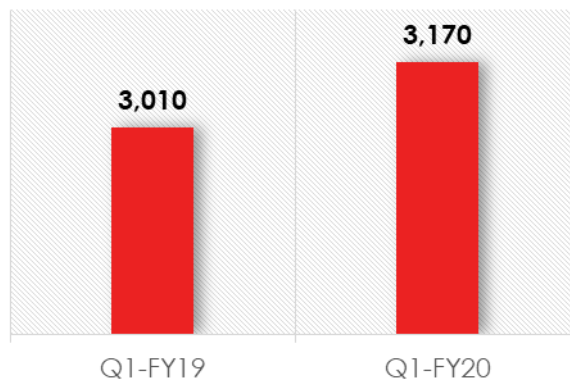
**Q1-FY20
Operational Highlights –
Building Products**



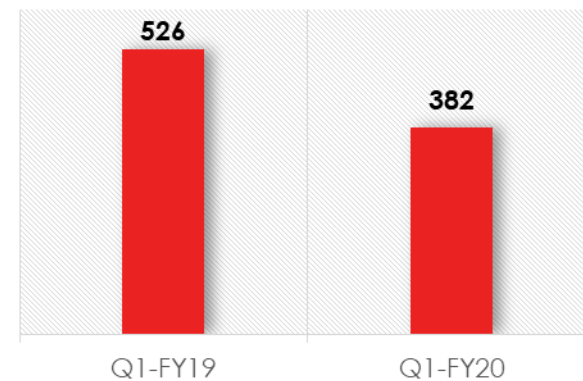
Sales (`000 MT)



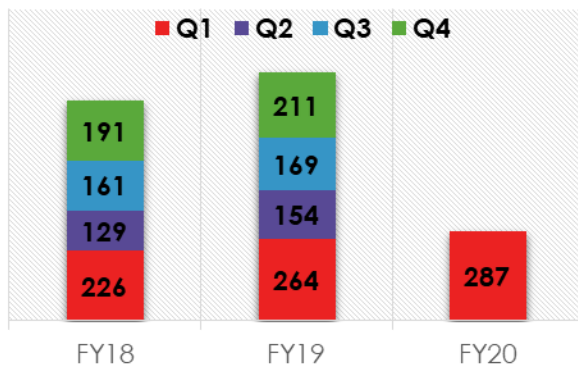
Revenue (INR Mn)



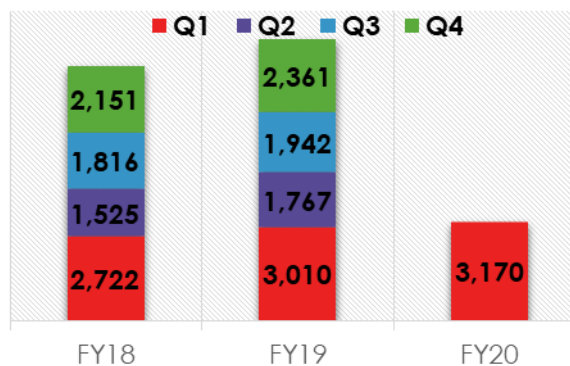
PBIT (INR Mn)



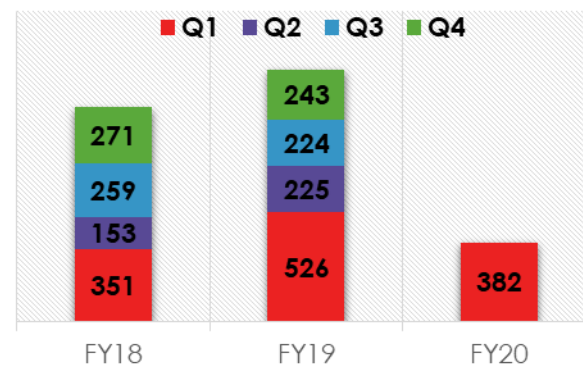
Sales (`000 MT)



Revenue (INR Mn)



PBIT (INR Mn)



Note : All numbers as per IND-AS

- Market prices of Building products were lower during the period by 5%.
- Volumes grew by 8.7%.
- Raw Material prices on Building Products on the rise, particularly for Fibre and Cement.
- Improved utilization of facilities.
- Expanding national footprint of building solutions business through improved distribution network and better product profile.
- Forex rates continued to stable.
- High inventories helped us service market needs

- Expected increase in rural disposable income through Government initiatives where there is substantial hike in Minimum Support Prices (MSP), Budget initiatives in the infrastructure sector will lead to demand for value added products.
- Government initiatives would drive additional demand for Building Products in areas of housing and infrastructure.
- Anticipated good monsoon should result in increased sales at remunerative prices.
- Exposure to global design trends is slowly pushing customers towards branded solutions providers with back-end integration to factory-based made-to-order fit-outs, which offers better cost advantages, design flexibility, uniformity, and flawless execution.
- The building solutions and interior fit-outs market should consolidate and expected to grow at about 7% until 2022, with home furnishings being the largest contributor, followed by office and institutional furniture.

Everest Roofing Products



Everest Super
Manufacturing Plant,
Gidderbaha, Punjab



Everest Super
Taran Singh Marriage Hall, Punjab



Everest Super
Farm House, Jalandar

Fibre Cement Boards and Panels



Artewood
W Hotel, Goa



Cladding
Distributor shop, Surat, Gujarat

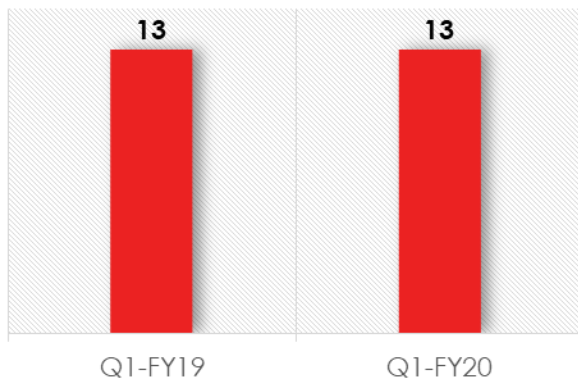


Fibre Cement Boards
Supreme Bakers, Cochin, Kerala

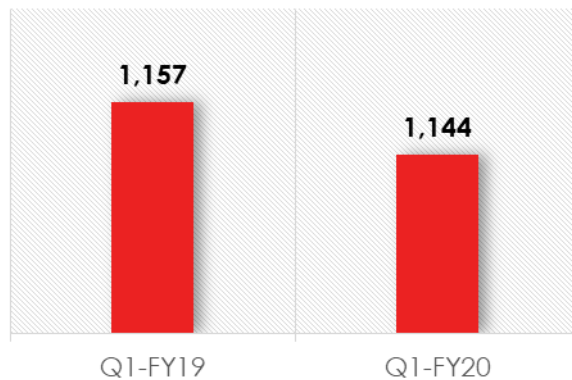
**Q1-FY20
Operational Highlights –
Steel Buildings**



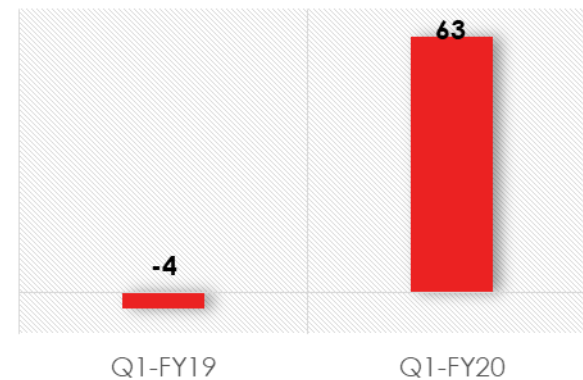
Sales (`000 MT)



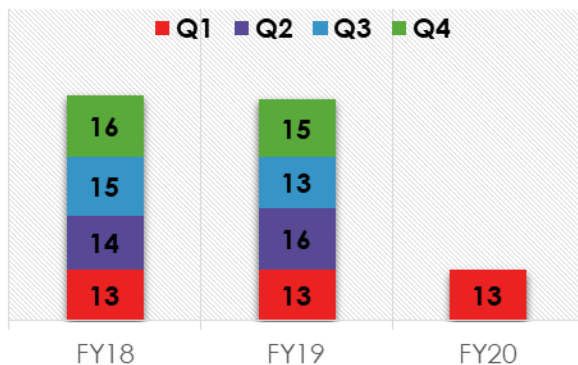
Revenue (INR Mn)



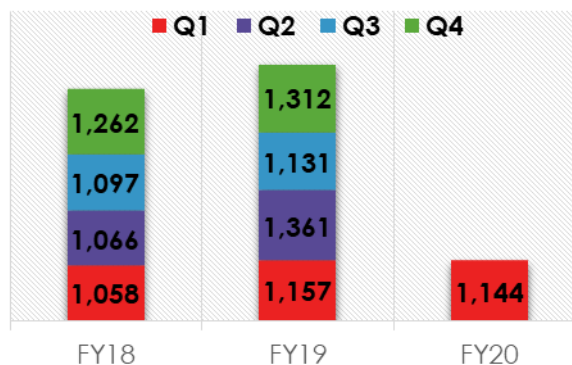
PBIT (INR Mn)



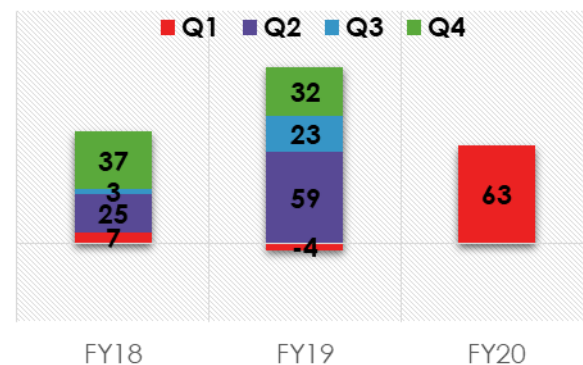
Sales (`000 MT)



Revenue (INR Mn)



PBIT (INR Mn)



Note : All numbers as per IND-AS

- Committed to timely hand over of projects to customers with Industry benchmark quality.
- Order book of 27,000 MT build turnkey projects which provides strong revenue visibility for 1-2 years; executable over 15 months.
- Execution speed is picking up as industry is expanding capacity.
- Better contract management resulted in improved profitability.
- Steel Prices continued to be Stable.
- Average order size is also increasing.

- Everest remains committed towards smarter, safer, and speedier construction technology.
- Government focus to connect Tier II and Tier III towns via air routes will help the company promote its modern Smart Steel Building Technologies.
- Focus on green buildings will benefit PEB segment as it provides construction method which is 3 times faster than the conventional construction.
- Perception shift from conventional construction to pre-engineered steel structures is helping convert Tier II and Tier III towns customers.
- Everest continues its focus on creating more brand awareness.
- Developing new applications and use of modern technology to cater to commercial customers.
- Continued focus on Larger Projects.



Tata Power – Bangalore,
Karnataka



Rockman – Tirupati,
Andhra Pradesh



Reliance – Jhajjar, Haryana



Gokaldas Warehousing
Corporation – Mewat, Haryana



Godrej Agrovet – Chintapuli
Mandal, Andhra Pradesh



Mascor Precisions Pvt Ltd –
Aurangabad, Maharashtra

Historical Financial Statements



Income Statement – Standalone (INR Mn)



Particulars	FY16	FY17#	FY18#	FY19#
Total Income*	13,263	12,372	12,786	14,106
Total Expenses	12,266	11,856	11,797	12,975
EBITDA	997	516	989	1,131
EBITDA Margin	7.52%	4.17%	7.74%	8.02%
Depreciation	256	255	236	206
Finance Cost	228	208	126	76
Exceptional Items	-	-	16	-
PBT	513	53	611	849
Tax	160	13	104	207
Profit After Tax	353	40	507	642
PAT Margin	2.66%	0.32%	3.97%	4.55%
Other Comprehensive Income	-	(2)	13	(4)
Total Comprehensive Income	353	38	520	638
Diluted EPS (INR per share)	23.00	2.48	33.54	41.08

*Total income includes other income #As per IND-As

Balance Sheet – Standalone (IND-AS)



Equities & Liabilities (INR Mn)	FY18	FY19	Assets (INR Mn)	FY18	FY19
Shareholder Funds			Non Current Assets		
Share Capital	156	156	Property, Plant and Equipment	3,385	3,355
Other Equity	3,814	4,371	Intangible Assets	21	12
Total -Shareholder Funds	3,970	4,527	Capital Work In Progress	205	260
			Other financial assets	134	141
Non Current Liabilities			Income tax assets (net)	365	215
Long Term Borrowings	511	467	Non-current investments	4	4
Deferred Tax Liabilities (Net)	288	290	Long term loans & advance	-	-
Total - Non – Current Liabilities	799	757	Other non-current assets	28	48
			Total - Non – Current Assets	4,142	4,035
Current Liabilities			Current Assets		
Short term Borrowings	258	364	Inventories	2,475	3,289
Trade Payables	1,502	1,813	Trade Receivables	661	983
Deposit from Business Partners	302	263	Cash & Bank Balances	193	179
Other Financial Liabilities	157	134	Bank balance other than above	4	4
Other Current Liabilities	736	823	Other financial assets	89	115
Short-term provisions	52	54	Short-term loans & advances	-	-
Income Tax Liability (Net)	131	252	Other current assets	343	382
Total – Current Liabilities	3,138	3,703	Total – Current Assets	3,765	4,952
GRAND TOTAL - EQUITIES & LIABILITIES	7,907	8,987	GRAND TOTAL – ASSETS	7,907	8,987

Income Statement – Consolidated



Particulars (INR Mn)	FY16	FY17#	FY18#	FY19#
Total Income*	13,263	12,498	13,069	14,148
Total Expenses	12,274	11,990	12,070	13,037
EBITDA	989	508	999	1,111
EBITDA Margin	7.46%	4.06%	7.64%	7.85%
Depreciation	256	255	235	206
Interest	228	208	126	76
PBT	505	45	638	829
Tax	160	15	107	210
Profit After Tax	345	30	531	619
PAT Margin	2.60%	0.24%	4.06%	4.37%
Other Comprehensive Income	-	(2)	13	(5)
Total Comprehensive Income	-	28	544	614
Diluted EPS (INR per share)	22.61	1.85	35.08	39.29

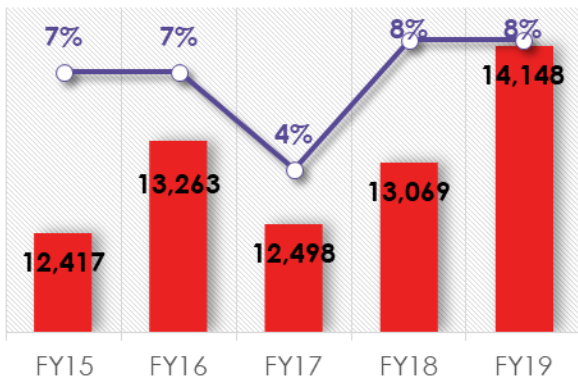
*Total income includes other income #As per IND-As

Balance Sheet – Consolidated (IND-AS)

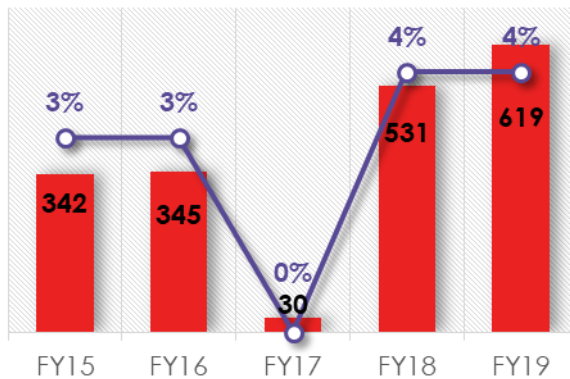


Equity & Liabilities (INR Mn)	FY18	FY19	Assets (INR Mn)	FY18*	FY19
Shareholder's Funds			Assets		
Share Capital	156	156	Non-Current Assets		
Other Equity	3,824	4,358	Property, Plant and Equipment	3,385	3,355
Minority Interest	-	-	Intangible Assets	21	13
Total Shareholder's Fund	3,980	4,514	Capital Work-in-Progress	205	260
			Other Financial Assets	134	141
Long-Term Borrowings	511	467	Long-Term Loans and Advances	-	-
Deferred Tax Liabilities (Net)	288	290	Other Non-Current Assets	28	48
Long-Term Provisions	-	-	Income Tax Assets (Net)	365	215
Non-Current Liabilities	799	757	Total Non Current Assets	4,138	4,032
Current Liabilities			Current Assets		
Short-Term Borrowings	258	364	Inventories	2,475	3,293
Trade Payables	1,578	1,837	Trade Receivables	706	993
Deposit from business partners	302	263	Cash and Cash Equivalents	226	189
Other Current Liabilities	747	828	Bank Balances Other than above	4	4
Short-Term Provisions	52	55	Short-Term Loans and Advances	-	-
Other Financial Liabilities	174	150	Other Current Assets	383	395
Income Tax Liability (Net)	131	253	Other financial assets	89	115
Total Current Liabilities	3,242	3,750	Total Current Assets	3,883	4,989
TOTAL EQUITY AND LIABILITIES	8,021	9,021	TOTAL ASSETS	8,021	9,021

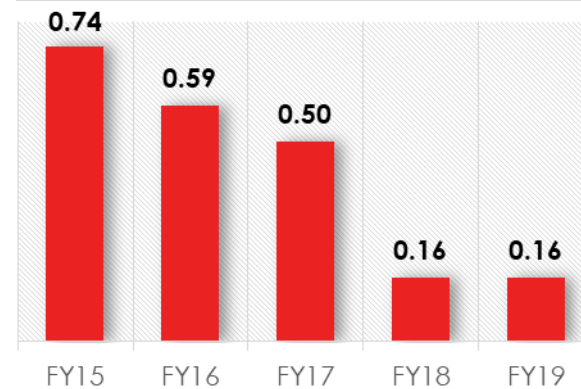
Revenue (INR Mn) and EBITDA Margin (%)



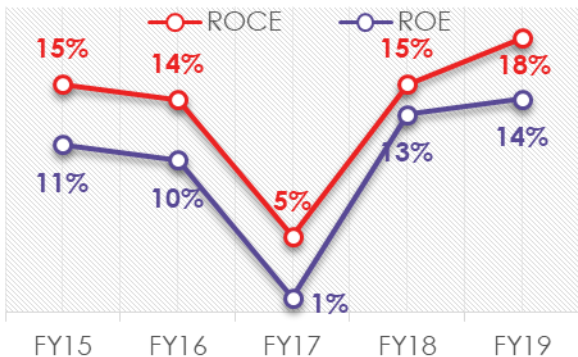
PAT (INR Mn) & PAT Margin (%)



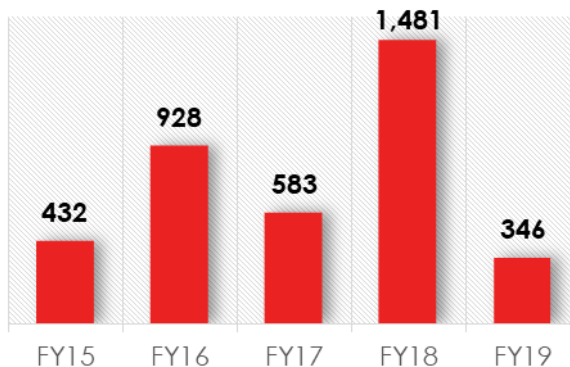
Net Debt to Equity Ratio



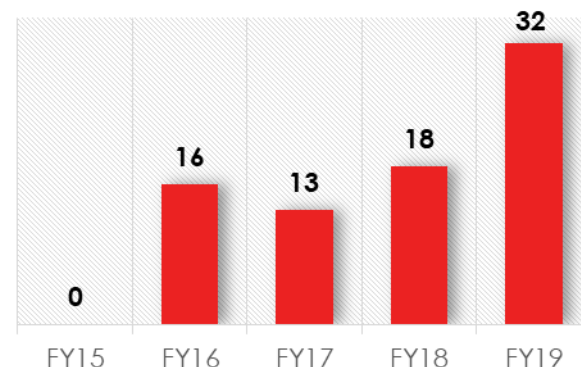
ROE & RoCE



Operating Cash Flow (INR Mn)

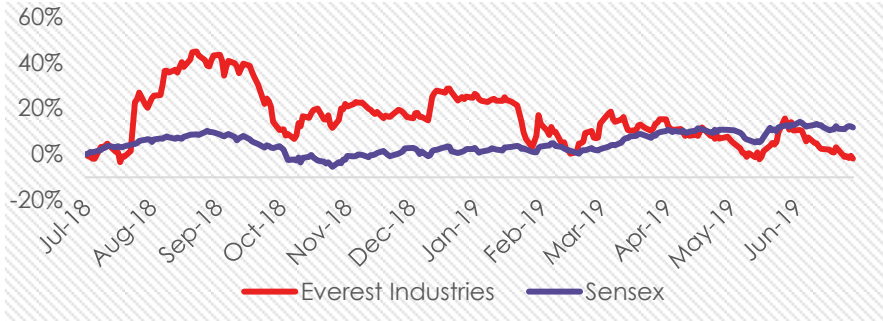


Working Capital Days



Note: FY17 and FY18 numbers As per IND-As

SHARE PRICE PERFORMANCE (AS ON 30TH JUNE, 2019)



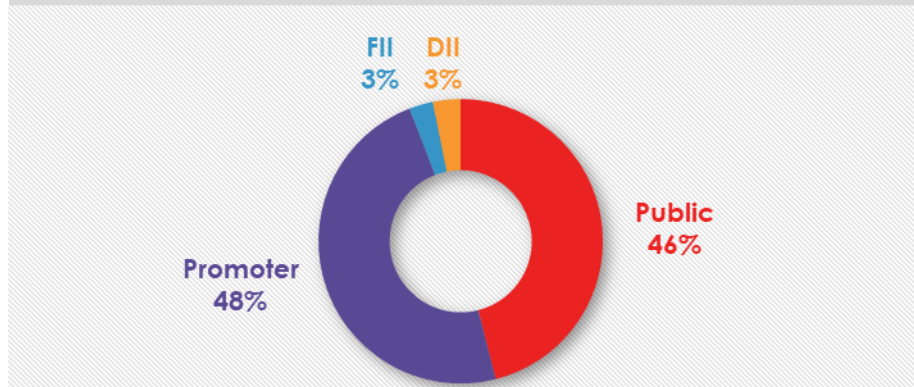
LARGEST INSTITUTIONAL INVESTORS (AS ON 30TH JUNE, 2019)

Vijay Kishanlal Kedia	6.08%
HDFC Small Cap Fund	2.63%

PRICE DATA (AS ON 30TH JUNE, 2019)

Face Value (INR)	10.00
Market Price (INR)	396.2
52 week H/L (INR)	597.5/381.0
Market Cap (INR Mn)	6,195.1
Equity Shares Outstanding (Mn)	15.6
12 Month Avg. Trading Volume ('000)	53.72

SHAREHOLDING PATTERN (AS ON 30TH JUNE, 2019)



The earnings call to discuss financial and operational performance for Q1-FY20 with Mr. Manish Sanghi, Managing Director and Mr. Nikhil Dujari, CFO will be held on:

- Date: Friday, 26th July, 2019
- Time: 11:00 AM
- Primary Dial-in Numbers: **+91 22 6280 1341**

Everest Industries Limited Disclaimer:

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Everest Industries Limited ("Company" or "Everest Industries Limited"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

For further details, please feel free to contact our Investor Relations Representatives:



Mr. Anuj Sonpal

Valorem Advisors

Tel: +91-22-4903-9500

Email: everest@valoremadvisors.com