



Result Update

May 2014

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- ▶ **India's leading player in providing complete building solution**

- ▶ **Wide product portfolio**
 - Building Products: Roofing Sheets, Fibre Cement Boards and Solid Wall Panels
 - Pre-engineered Steel Buildings (PEB)

- ▶ **Well spread manufacturing facilities across India**
 - Building Products: 8,10,000 MT
 - Steel Building: 30,000 MT, expanding to 60,000 MT

- ▶ **Pan India sales & distribution network**
 - 38 Sales Depots
 - Over 6,000 Retail Points across India

Everest Industries

Building Products

Roofing Products

- Fibre Cement Roofing
- Polycarbonate Roofing
- Roofing Accessories

Boards & Panels

- Ceilings, Flooring
- Walling, Claddings
- Panels
- Access Flooring

Steel Buildings

Pre-Engineered Buildings

Smart Steel Buildings

Metal Roofing

Building Products

Roofing Products

- Rural housing & cattle/ poultry sheds
- Factories, warehouses, logistic parks
- Rural prosperity, Govt. thrust on rural housing
- ~33% cost of an RCC roofing

Boards & Panels

- Alternative to Conventional Construction
- High Speed Construction, Light Weight and Long life
- Large Export Market

Steel Buildings

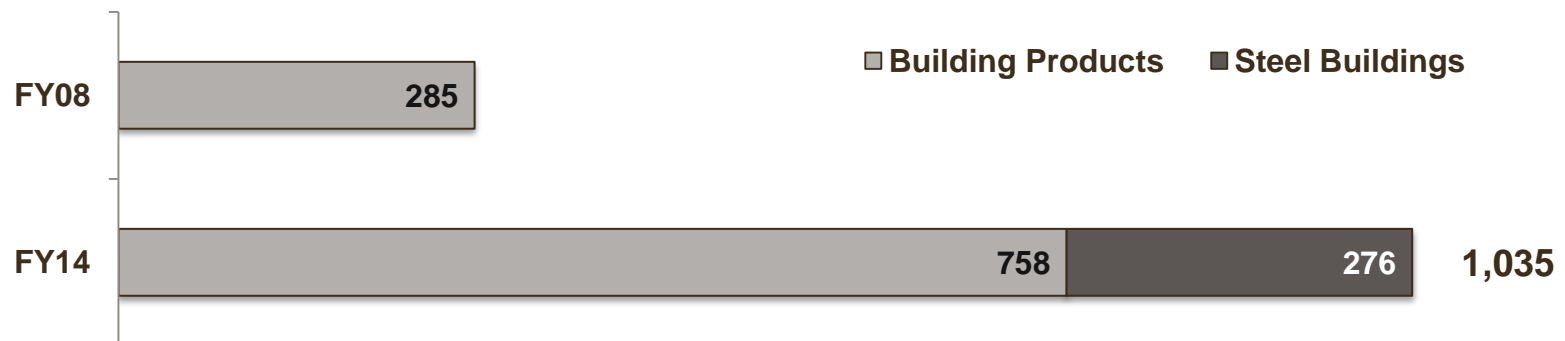
Pre-engineered Buildings

- Factories, warehouse, logistic parks, shopping malls
- Fast Speed of construction
- Competitive to conventional construction

Smart Steel Buildings

- Commercial, residential, academic
- Light weight structures

Revenue Growth – Segment wise (Rs. Crores)



Key Highlights & Developments



Looks like **wood**.
Works like **cement**.

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▶ Trial Production commenced at 30,000 MT facility at Dahej, Gujarat

- ▶ Healthy (>one year) order book necessitated the need for a new plant
- ▶ Total Cost of Project – Rs. 50 Crores
- ▶ Plant building completed, equipment installation under progress
- ▶ Trial production commenced in Q4 FY14
- ▶ Advantages of new plant
 - State of the art plant
 - Will cater to orders for Western & Southern India
 - Savings in Freight Cost & Improved customer service including faster deliveries to customers



Post expansion the total capacity of the PEB Business will reach 60,000 MT

- ▶ **Current Order book of PEB Segment ~33,000 MT, valued at ~Rs. 270 Crores**

- ▶ **Developing export market**
 - Everest's largest ever export order for Kanoria Textile to Ethiopia, Africa – supply completed
 - Supply for Bhutan Hydro Power Project completed (JV between Bhutan Govt. & Alstom)

- ▶ **Landmark projects**
 - ACC Project at Jamul - 56m X 1.1km - Largest clear span building
 - Completed erection of 6 storied cold storage building for B K Industries in Samstipur, Bihar



Profitability Statement - Quarterly



Rs. in Crores	Q4 FY14	Q4 FY13	YoY%	Q3 FY14	QoQ%
Revenues	306.5	241.3	27%	230.5	33%
Raw Material	193.0	144.9		125.3	
Manpower Cost	18.6	23.5		26.2	
Other Operating Expenses	81.3	61.2		71.4	
EBITDA	13.5	11.7	16%	7.7	76%
EBITDA Margin	4.4%	4.8%		3.3%	
Other Income	3.2	3.2		1.4	
Depreciation	7.6	5.8		7.2	
Interest	4.6	1.4		4.0	
Tax	1.5	3.6		-1.2	
Net Profit	3.0	4.1	-25%	-1.0	--
Net Profit Margin	1.0%	1.7%		-0.4%	
Earning Per Share (EPS) ^	2.00	2.68		-0.6	

^ - Not Annualised

Profitability Statement - Annual



Rs. in Crores	FY14	FY13	YoY
Revenues	1,035.3	1,014.1	2%
Raw Material	603.4	561.8	
Manpower Cost	97.0	92.1	
Other Operating Expenses	295.1	262.4	
EBITDA	39.9	97.8	-59%
EBITDA Margin	3.8%	9.6%	
Other Income	12.3	8.8	
Depreciation	26.7	22.1	
Interest	12.6	5.6	
Tax	3.8	26.4	
Net Profit	9.2	52.5	-83%
Net Profit Margin	0.9%	5.2%	
Earning Per Share (EPS)	6.02	34.70	

Balance Sheet

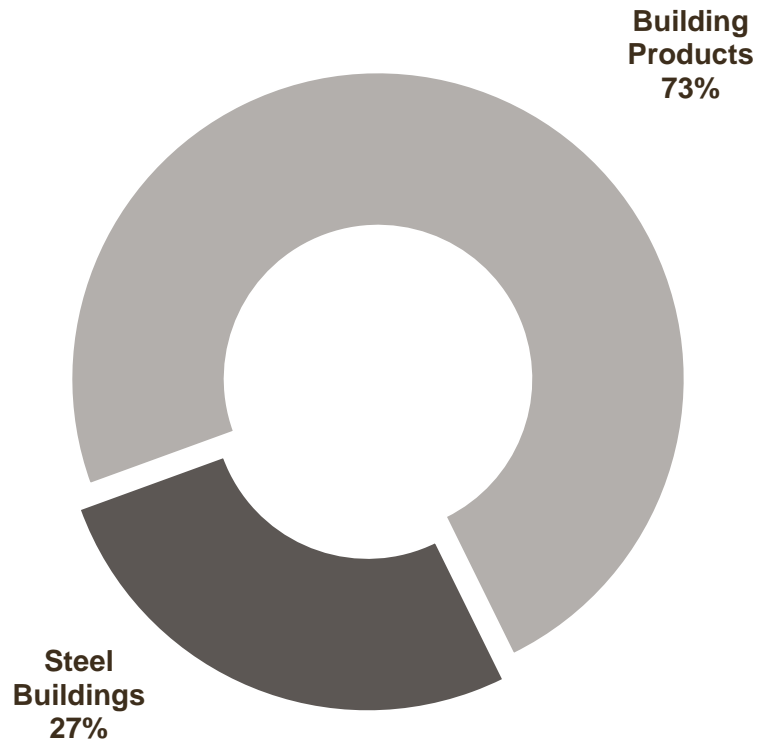


Rs. in Crores	March-14	March-13
Shareholder's Fund	295	290
Share capital	15	15
Reserves & Surplus	279	275
Non-current liabilities	86	91
Long term borrowings	51	59
Other non-current liabilities	34	32
Current liabilities	447	320
Short term borrowings	166	95
Other current liabilities	282	225
Total Liabilities	828	701
Non-current assets	418	292
Fixed assets (inc. CWIP)	343	248
Long-term loans and advances	75	43
Current assets	409	409
Inventories	242	254
Trade receivables	81	52
Cash and bank balances	25	53
Other current assets	61	50
Total Assets	828	701

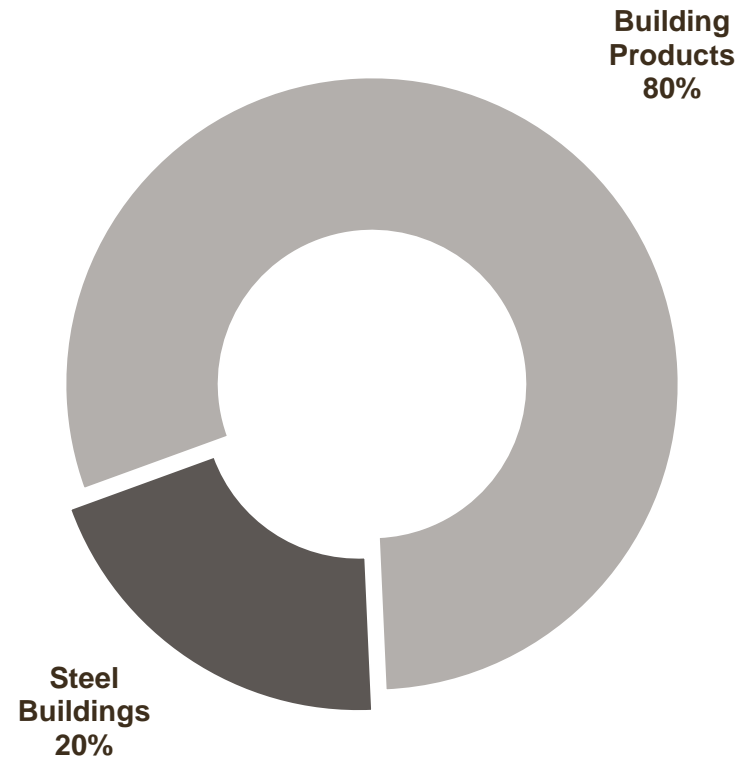
Segment wise distribution



FY14 Revenue (Rs. 1,035 Crores)



FY14 EBIT (Rs. 45.0 Crores)



- ▶ **Highest ever quarterly Revenue of Rs. 306 Crores in Q4**
 - Strong volume growth in Building Products
 - Highest ever sales in Steel Building

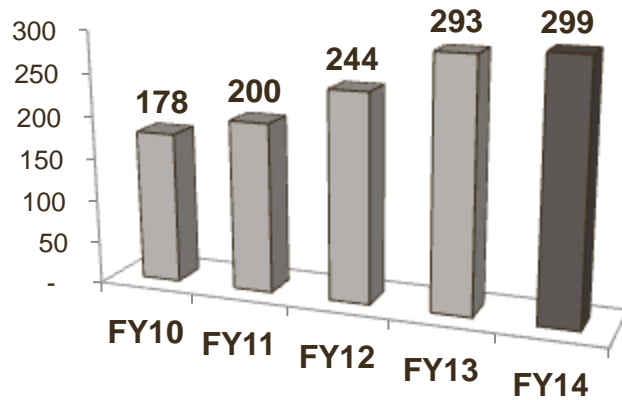
- ▶ **EBIDTA of Rs. 14 Crores increase of 16% YoY and 76% QoQ mainly due to Strong Volume in Building Products and Steel Building and despite;**
 - Rupee Depreciation led to Significant increase in Raw Material cost for roofing
 - Chrysotile fibre which is imported and constitute 65-70% of Raw Material cost
 - Increase in Steel Prices affected profitability of Steel Building

- ▶ **Finance Cost of Rs. 4.6 Crores, increase mainly due to;**
 - Capitalization of 100,000 MT facility at Baleshwar, Odisha and ERP System

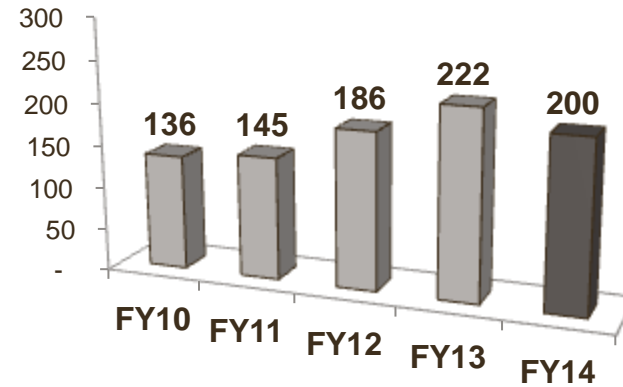
Quarterly Revenue



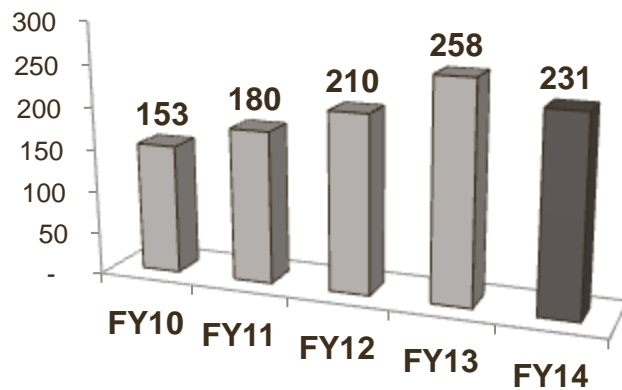
Quarter 1



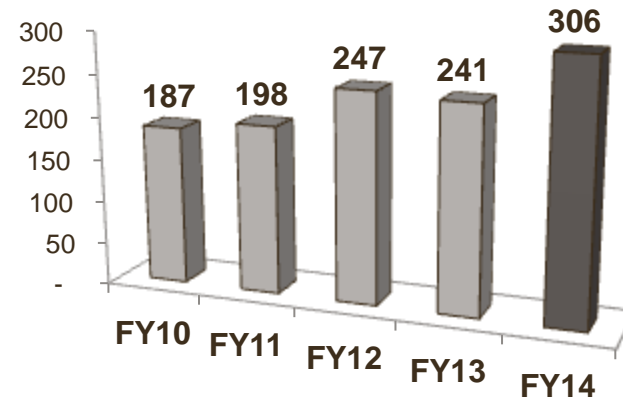
Quarter 2



Quarter 3

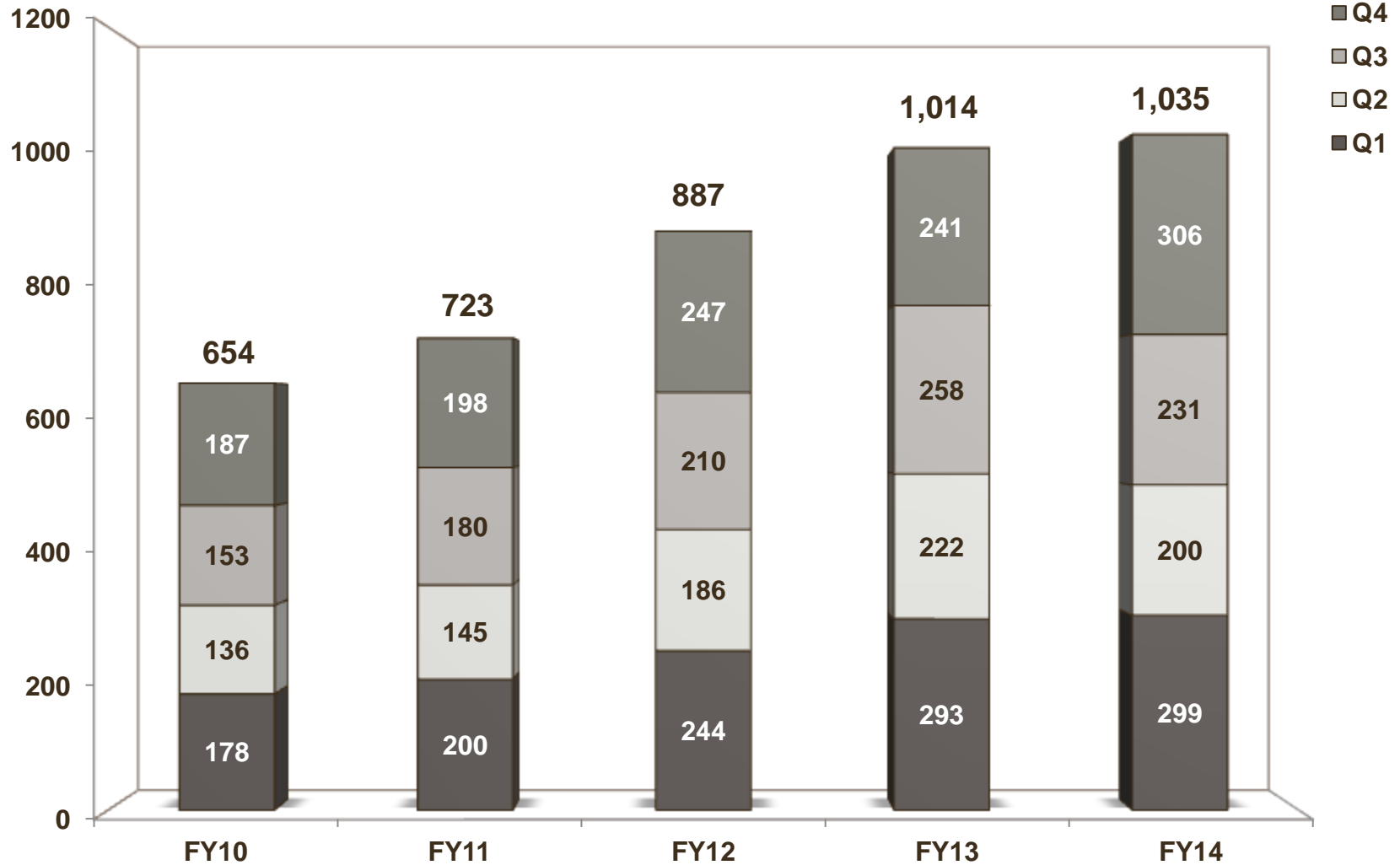


Quarter 4



All numbers are in Rs. Crores

Quarterly Revenue

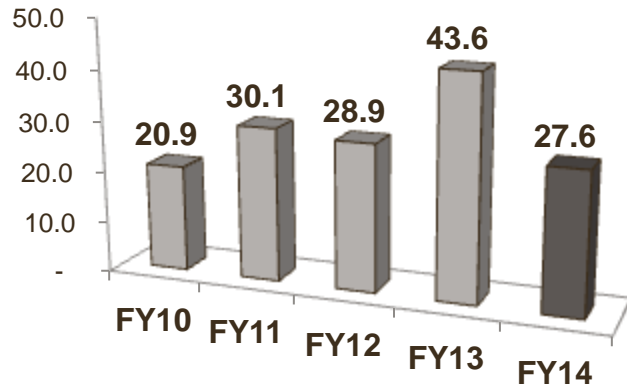


All numbers are in Rs. Crores

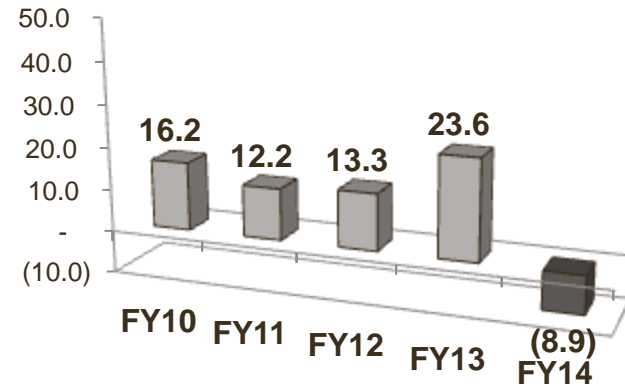
Quarterly EBITDA



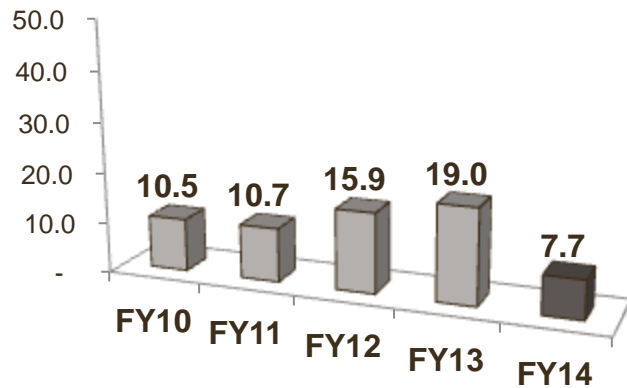
Quarter 1



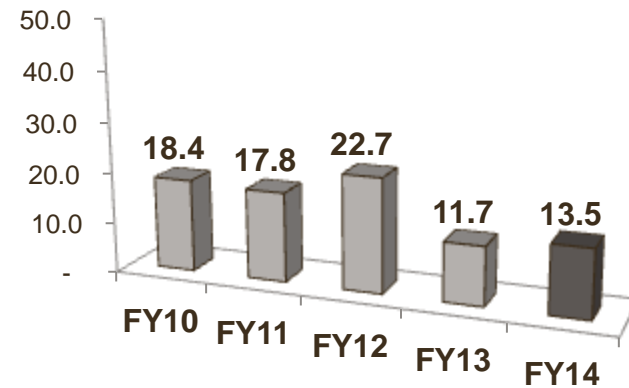
Quarter 2



Quarter 3

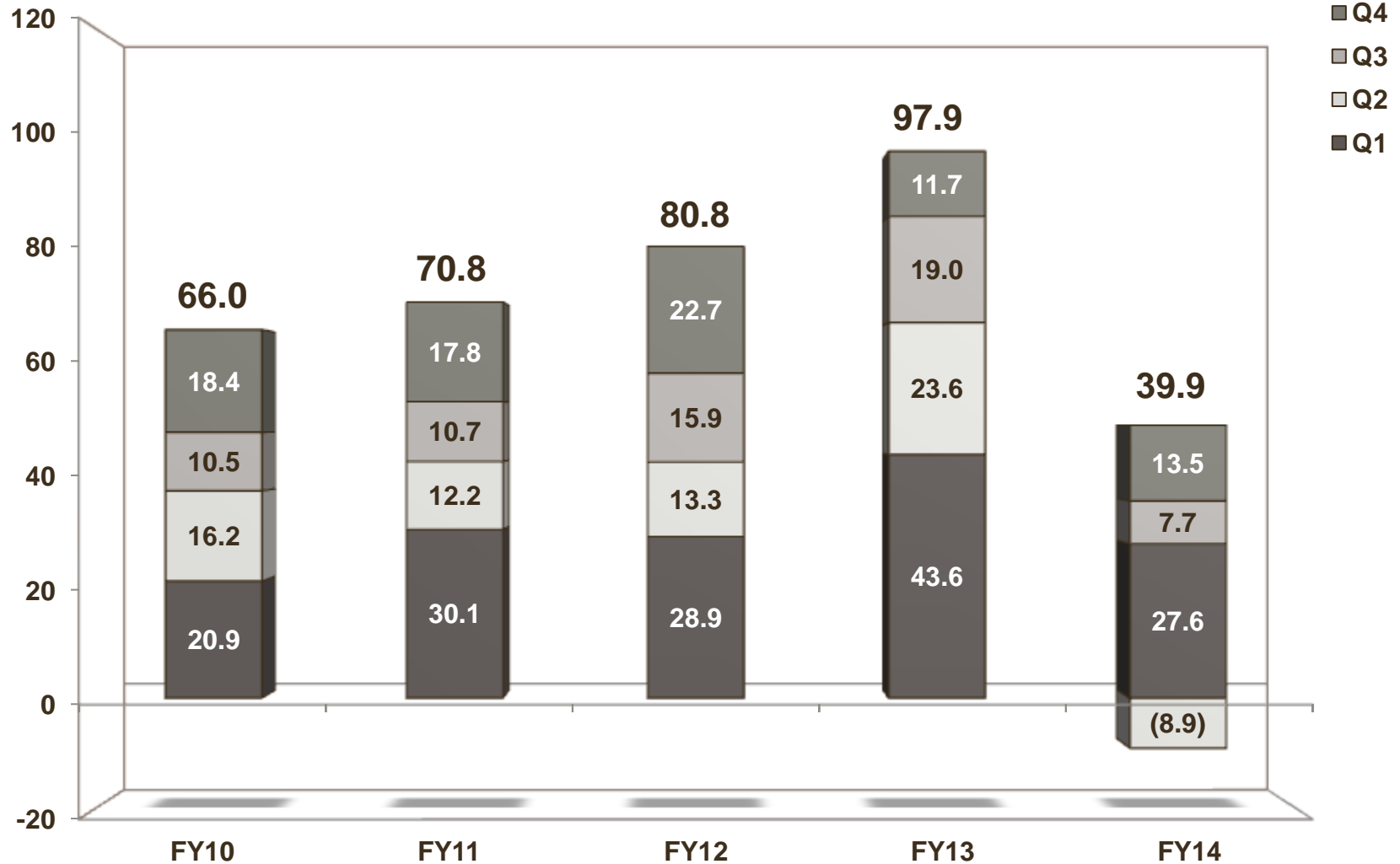


Quarter 4



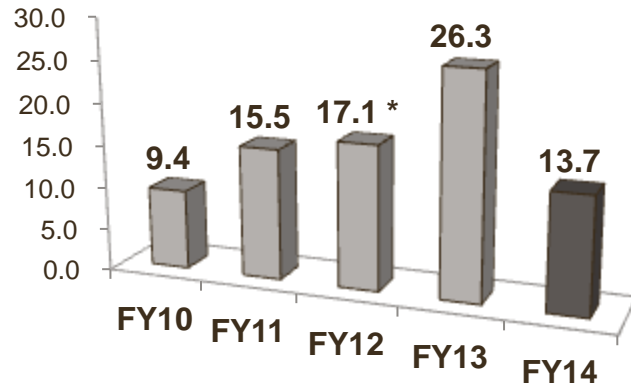
All numbers are in Rs. Crores

Quarterly EBITDA

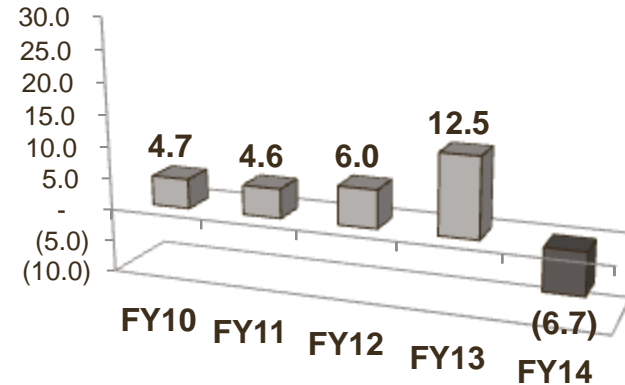


All numbers are in Rs. Crores

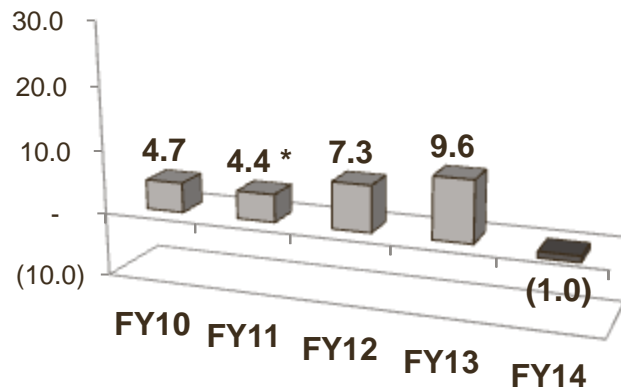
Quarter 1



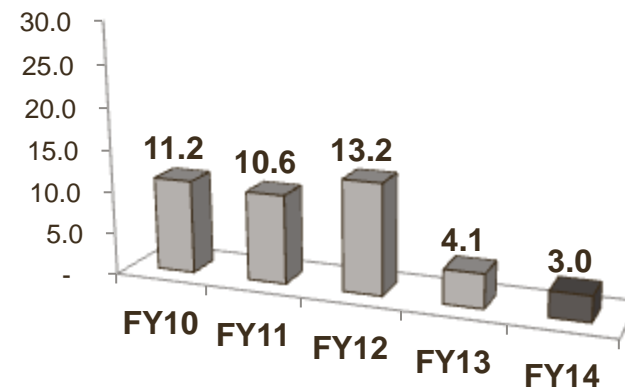
Quarter 2



Quarter 3



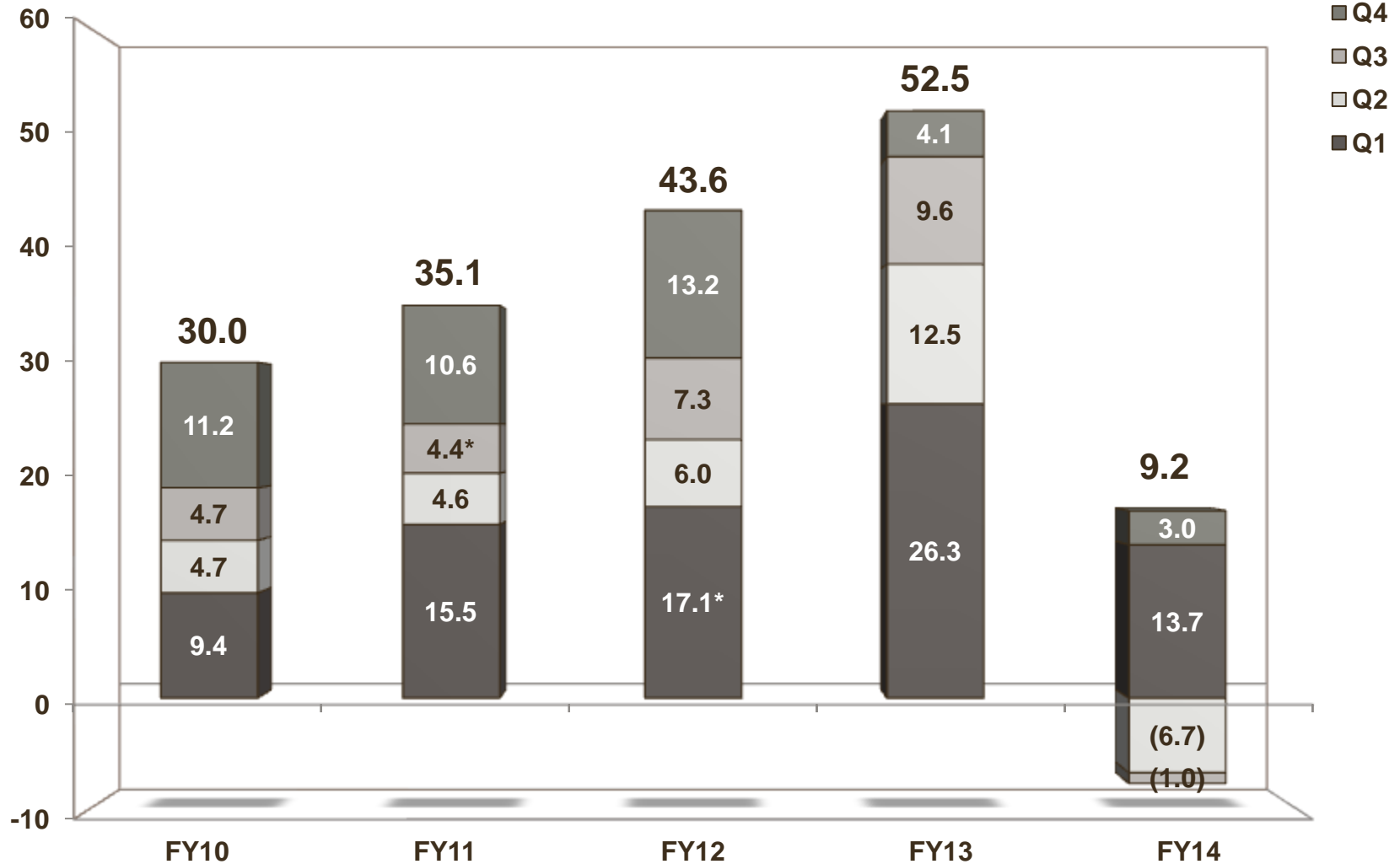
Quarter 4



All numbers are in Rs. Crores

* Adjusted for Income after Tax due to Sale of Land of Rs. 9.15 Crores in Q1 FY12 and Rs. 5.6 Crores in Q3 FY11

Quarterly PAT



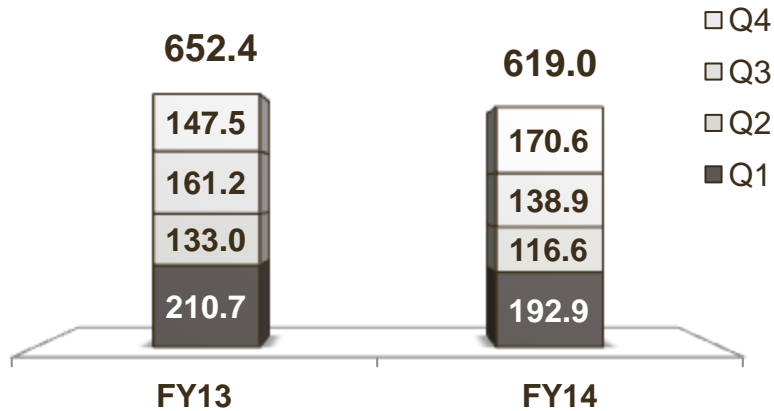
All numbers are in Rs. Crores

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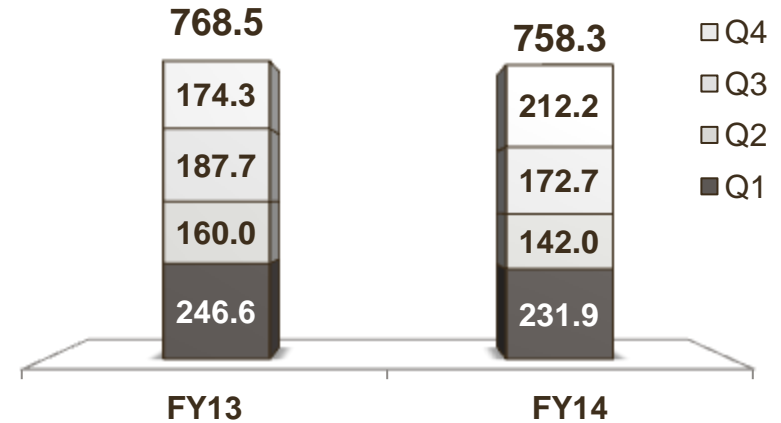
Building Products Segment



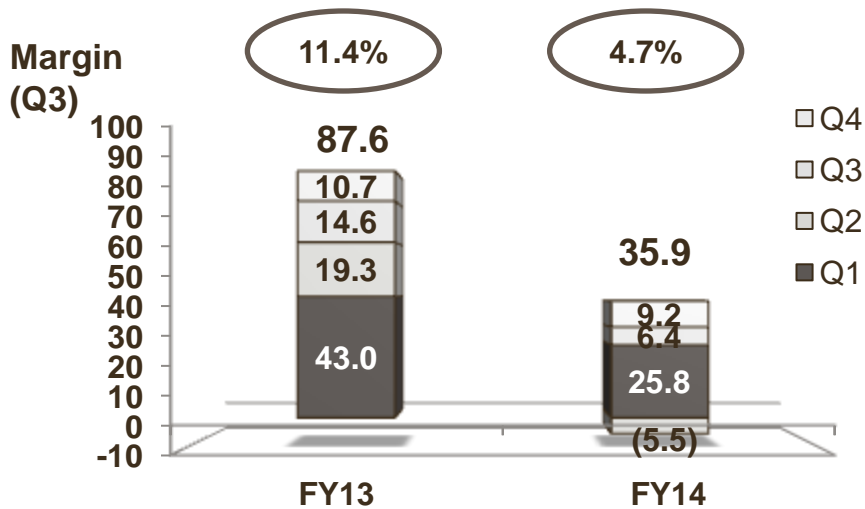
Sales ('000 MT)



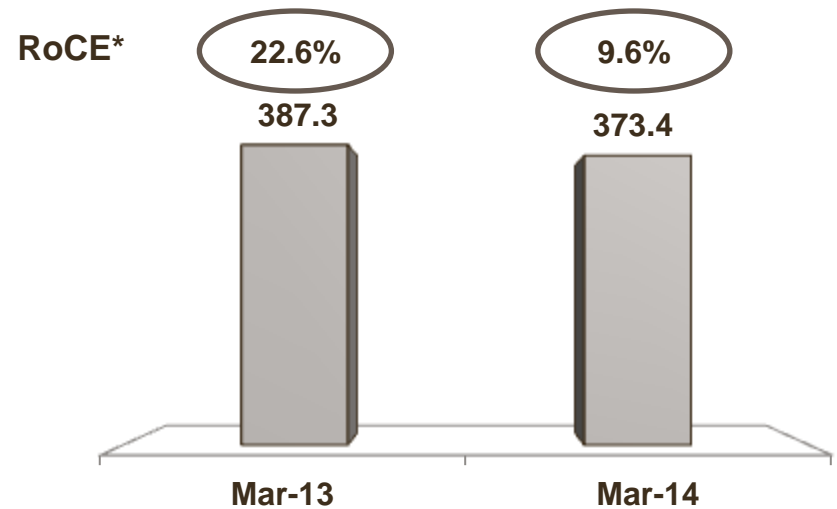
Revenue (Rs. Crores)



EBIT (Rs. Crores)



Capital Employed (Rs. Crores)

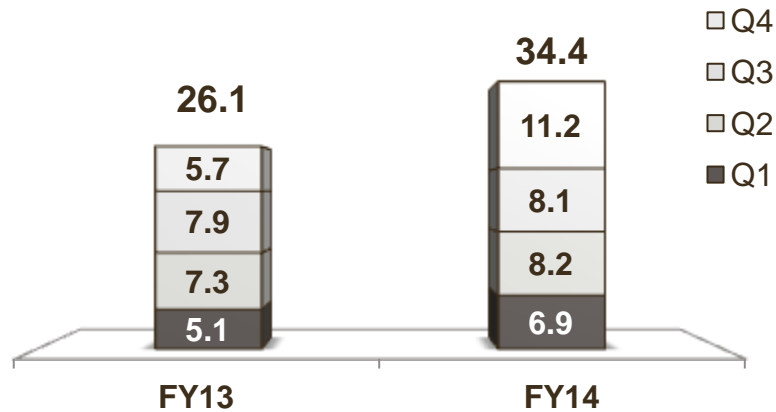


* -Based on Trailing Twelve Months (TTM)

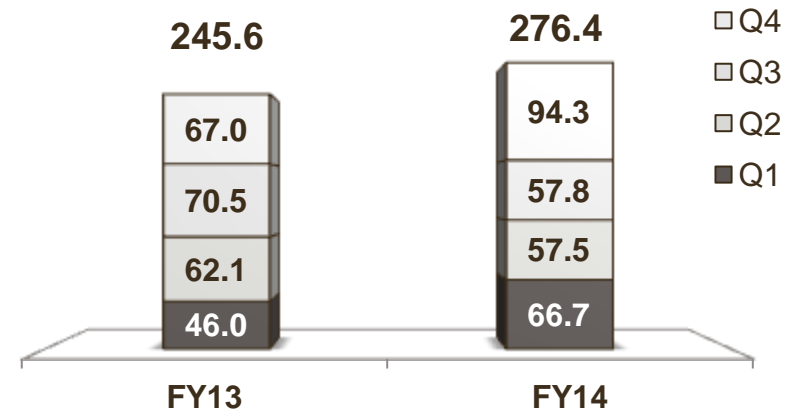
Steel Buildings Segment



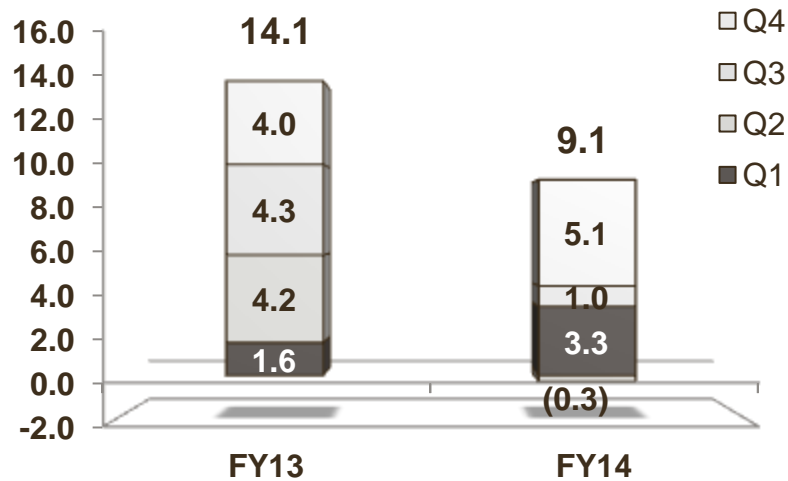
Sales ('000 MT)



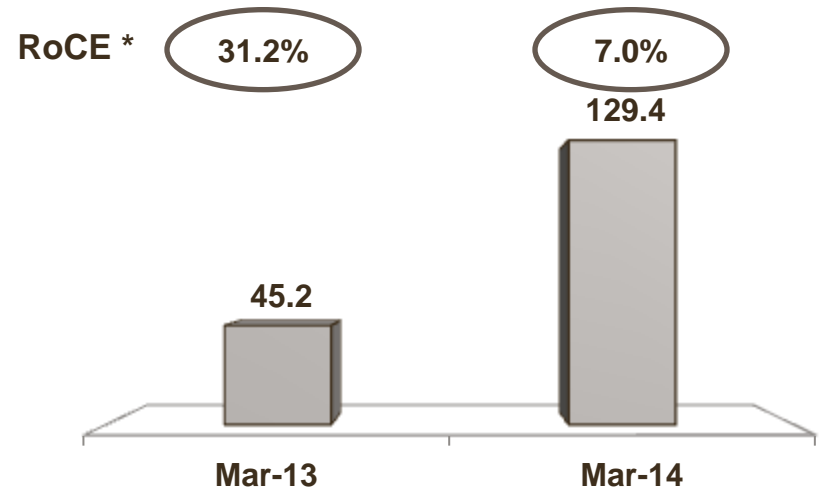
Revenue (Rs. Crores)



EBIT (Rs. Crores)



Capital Employed (Rs. Crores)



* -Based on Trailing Twelve Months (TTM)

The Earnings Call to discuss the Financial Performance for the quarter and year ended March 31, 2014 is on

Date: 2nd May 2014 (Friday)

Time: 11:00 am

Dial-in Numbers: +91 22 3960 0711 / +91 22 6746 8311

The Company will be represented by Mr. Manish Sanghi, Managing Director and Mr. Rakesh Gupta, CFO.

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