

Ref: H/NK/STX/ /2018
Date: May 3, 2018



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
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Dear Sir/Madam,

Sub.: Presentation to Analysts

Pursuant to regulation 30 and Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith presentation to be made to Analysts/Institutional Investors on financial performance of the Company for the quarter and year ended 31st March, 2018.

Thanking you,

Yours faithfully,
For EVEREST INDUSTRIES LIMITED

NEERAJ KOHLI
COMPANY SECRETARY & HEAD – LEGAL

Everest Industries Limited

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Corporate Identity Number : L74999MH1934PLC002093



EVEREST INDUSTRIES LIMITED

Q4-FY18 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.

FY18 Business Mix (Standalone Revenue Share %):

- **Building products (65%)** – includes roofing sheets, fibre cement boards and solid wall panels.
- **Steel buildings (35%)** – 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.
- Export to over 35 countries (Green solutions – Fibre cement boards).

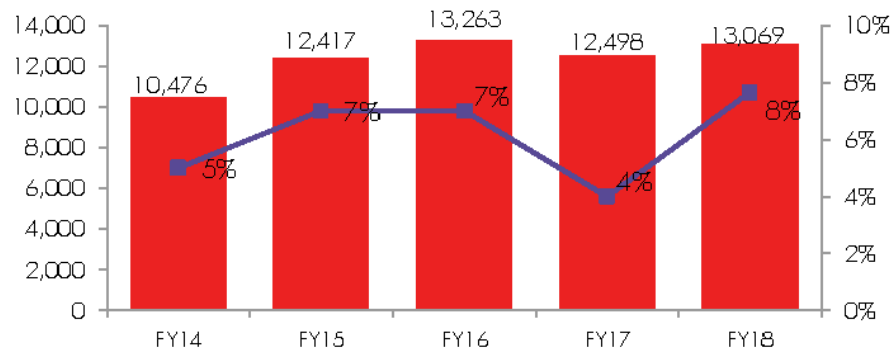
FY18 Financial Snapshot (Standalone):

Total Income*	EBITDA	Total Comprehensive Income
INR 12,786 Mn	INR 989 Mn	INR 520 Mn
Up 3.3%#	EBITDA Margins 7.7%	Margins 4.1%

*Includes other income # Up 8% on comparable basis

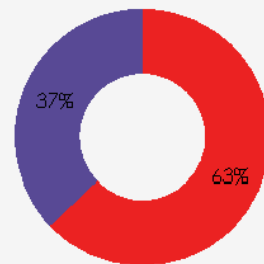
- Everest Industries Limited (Everest) has over 8 decades of experience in building products and is the pioneer of fibre cement products in India.
- The company's business is built on three key pillars: Safety, Speed, and Strength.
- The vision of the company is to be the deepest penetrated housing and 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.
- It is among the largest Pre-Engineered Buildings (PEBs) companies in India, and has erected and designed more than 2,200 PEBs.
- 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.

Revenue (INR Mn) and EBITDA Margin (%)[#]

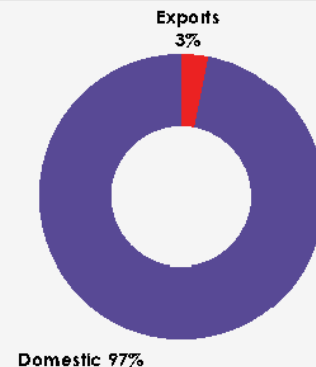


FY18 Business Mix[#]

■ Building Products ■ Steel Buildings



FY18 Geographical Mix[#]



Key Financial Highlights – Standalone Historical (INR Mn)



	Current Quarter	Previous Quarter	Current Quarter Last Year	Current Year	Last Year
Particulars	Q4-FY18 [#]	Q3-FY18 [#]	Q4-FY17 [#]	FY18 [#]	FY17 [#]
Total Income*	3,443	2,935	3,461	12,786	12,372
EBITDA	296	212	305	989	516
EBITDA Margin	8.60%	7.22%	8.81%	7.73%	4.17%
Net Profit (after tax)	198	94	140	507	40
PAT Margin	5.75%	3.20%	4.05%	3.97%	0.32%
Total Comprehensive Income	194	100	140	520	38
EPS (INR per share)	12.45	6.45	9.07	33.54	2.48

*Includes other income

[#] All numbers as per IND-AS

Particulars	Q4-FY18	Q4-FY17	Y-o-Y	Q3-FY18	Q-o-Q
Total Income*	3,443	3,461	(0.52)%	2,935	17.31%
Total Expenses	3,147	3,156	(0.28)%	2,723	15.57%
EBITDA	296	305	(2.95)%	212	39.62%
EBITDA Margin	8.60%	8.81%	(21) Bps	7.22%	138 bps
Depreciation	59	63	(6.35)%	61	(3.28)%
Finance Cost	30	39	(23.08)%	29	3.44%
Exceptional items	-	-		-	
PBT	207	203	1.97%	122	69.67%
Tax	9	63	NA	28	(67.86)%
Profit After Tax	198	140	41.43%	94	110.64%
PAT Margin	5.75%	4.05%	170 bps	3.20%	255 bps
Other Comprehensive Income	(4)	-	NA	6	NA
Total Comprehensive Income	194	140	38.57%	100	94%
EPS (INR per share)	12.45	9.07	37.27%	6.45	93.02%

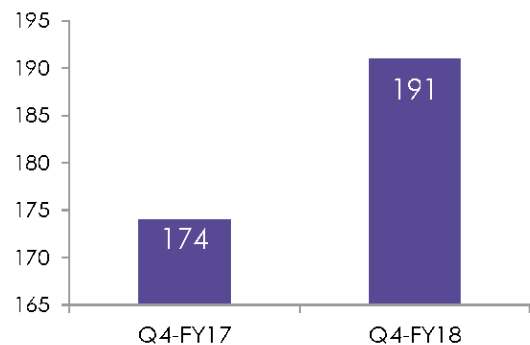
- Improved cost control has resulted in lower cost on Administrative Expenses.
- Lower Interest and Tax cost has resulted in higher disposable profit.
- Positive cash flows due to improved receivable and working capital management has resulted in the ability to minimize borrowings. Debt Equity ratio improved from 0.27 as at March 17 to 0.13 as at March 18 while the interest coverage ratio improved from 1.3 to 6.9 during the year.
- Improved / Stable raw material prices in building products segment has helped in reducing costs.
- GST has helped the company to become more competitive with metal roofing.
- Steel prices continued to rise putting pressure on steel buildings business and its profitability.
- Increased Operations Focus improved utilisations across all plants and resulted in cost benefits.



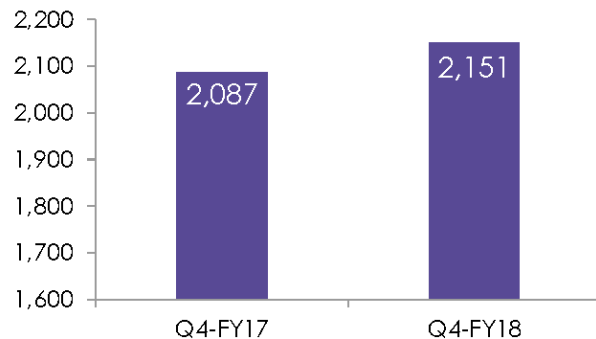
EVEREST INDUSTRIES LIMITED

Q4-FY18 Operational Highlights – Building
Products

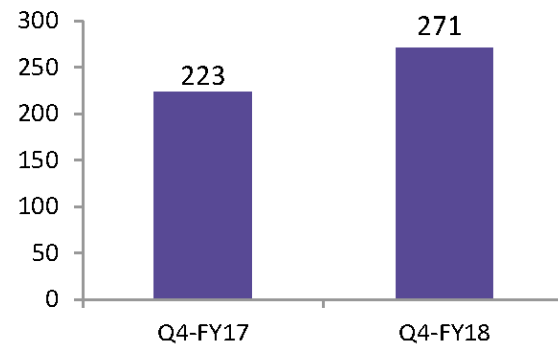
Sales (`000 MT)



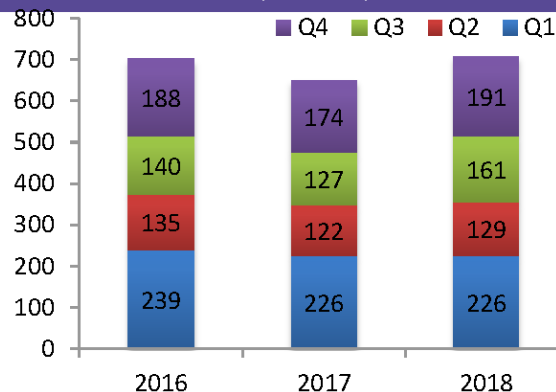
Revenue (INR Mn)



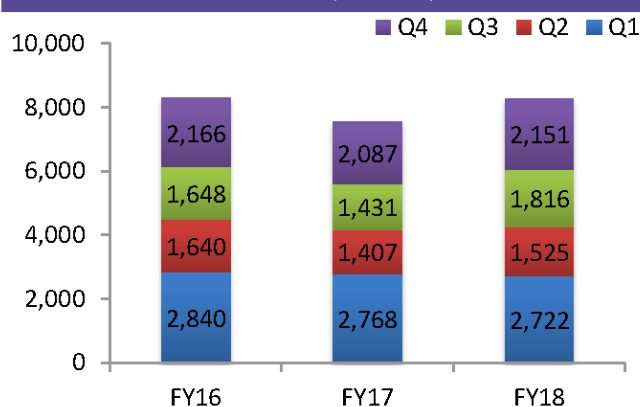
PBIT (INR Mn)



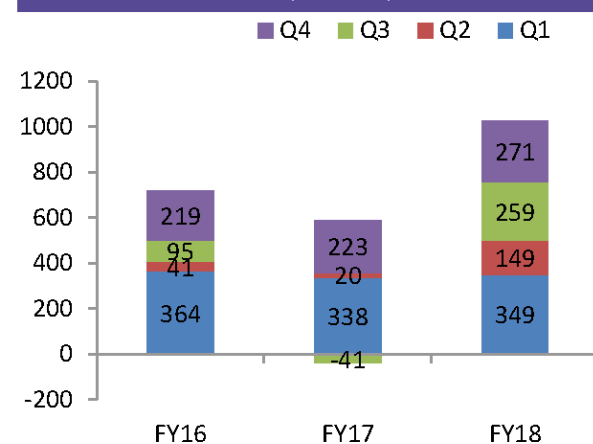
Sales (`000 MT)



Revenue (INR Mn)



PBIT (INR Mn)



- Sales increased by 10% in terms of volume compared to Q4-FY17, and revenue by 3% (8.25% on comparable basis) vis-à-vis Q4-FY17.
- Enhanced our operational utilization of plants.
- Achieved better volumes in boards and Panels as compared to Q4-FY17 and Q3-FY18 in Domestic Markets.
- Post GST, increase in tax compliance is expected to give competitive edge to organized sector.
- Continued downturn in export markets on account of poor economic conditions in Middle East.
- Introduced Everest Super in all markets.
- Set up metal roofing lines in Lakhmapur, Maharashtra.

- Everest Super likely to fulfill aspiration for colored sheet with superior features.
- Constant focus of infrastructure segment with projects like “Bharatmala Project” likely to present more opportunities in construction segment.
- Focus on speedier construction methods with emphasis on safety is likely to open more opportunities for building materials market with product innovation.
- Higher tax compliance is likely to reduce price gap between organized and unorganized players.
- Improvement in macro economical indicators like “Ease of Doing Business Ranking” and constant focus on connectivity, be it roadways, railways or waterways is likely to present more opportunities for Building Solutions Innovators.

Everest Roofing Products



Fibre Cement Boards and Panels



Supreme Court, Delhi (Extension project)
Boards for ceilings & windows



Pyra Healing Garden Resorts, Goa
Cement Wood Planks, Rapicon Walls



HCL Technologies, Noida -
Internal Partition Standard & HD Boards