



Date: 29/10/2024

**Listing Compliance Department**

To, National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 NSE Scrip Symbol: INTERARCH	To, BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001 BSE Scrip Code 544232
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Subject: Investor/analyst presentation on unaudited financial results for the quarter and half yearly ended on September 30, 2024

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is the investor/analyst presentation with respect to unaudited financial results for the Quarter and half yearly ended on September 30, 2024.

The above information is also available on the website of the Company [www.interarchbuildings.com](http://www.interarchbuildings.com).

This is for your information and records.

Thanking You,

**For INTERARCH BUILDING PRODUCTS LIMITED**

**ARVIND NANDA**  
**MANAGING DIRECTOR**  
**DIN: 00149426**

**INTERARCH BUILDING PRODUCTS LIMITED**

(Formerly known as Interarch Building Products Private Limited)

Head Office : B-30, Sector 57, Noida - 201301, India.

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# INTERARCH BUILDING PRODUCTS LIMITED

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October 2024



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# Performance Highlights Q2 & H1FY25

“We are pleased to report a steady business growth for the second quarter of FY25 backed by higher volume growth of 17.6% as compared to revenue growth due to softening of steel prices. Total revenue grew by 8.5% on YoY basis to INR 323 Cr. inching our EBITDA and PAT by 32% and 36% respectively on YoY basis. Based on our inquiries and pipeline, we anticipate revenue growth of around 10% majorly driven by decent volume growth for the current financial year i.e FY25 and followed by 10-15% for the next fiscal year i.e FY26.

Our recently commissioned Phase-1 of our 5th PEB manufacturing unit in Athivaram, Andhra Pradesh is ramping up well and the capacity expansion as planned at Andhra Pradesh and Kicha is underway and when ready sometime in the first quarter of FY26 it would add around 40,000 MT installed capacity to already existing 1,61,000 MT , taking the total installed capacity to around 2,00,000MT. With this expansion, we are setting new industry standards in quality, innovation, and customer satisfaction. This new facility not only broadens our geographic reach but also strengthens our commitment to innovation, quality, and sustainability.

Also, recently we have acquired land in Gujarat, which is a significant milestone for us as we continue to expand our operational base across India. With this investment, we aim to boost our production capabilities and cater to the rising demand for high-quality pre-engineered building solutions in key markets. Our endeavor has always been to provide customer delight, and this is a significant step in that direction.

Our balance sheet remains robust, as we maintain a zero-debt status and net cash positive, supported by an efficient working capital cycle and strong cash flow generation. As pioneers in the Pre-Engineered buildings sector, we have excelled over the years, building a trusted customer base and a dependable team that has contributed to our success. Looking ahead, we aim to sustain our growth trajectory and are targeting to double our revenue over the next 3-4 years.”

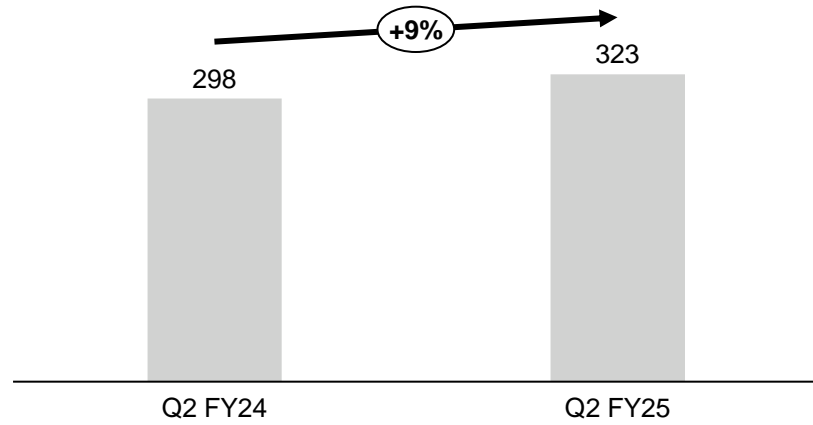
**Mr. Arvind Nanda**  
**Managing Director**



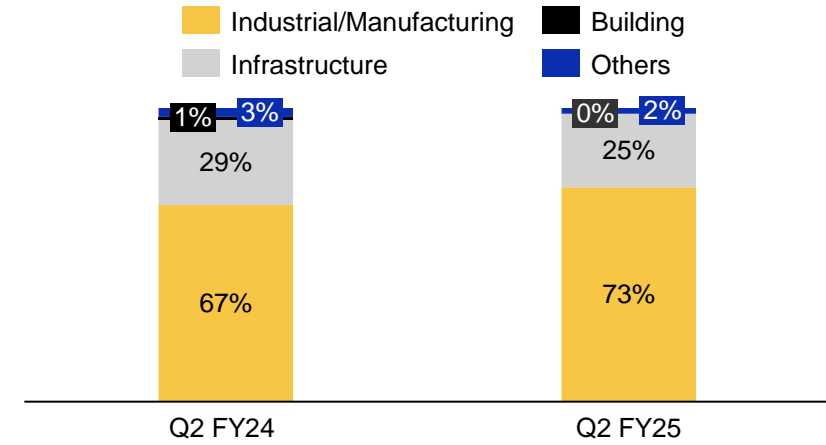
# Q2FY25 Performance Highlights



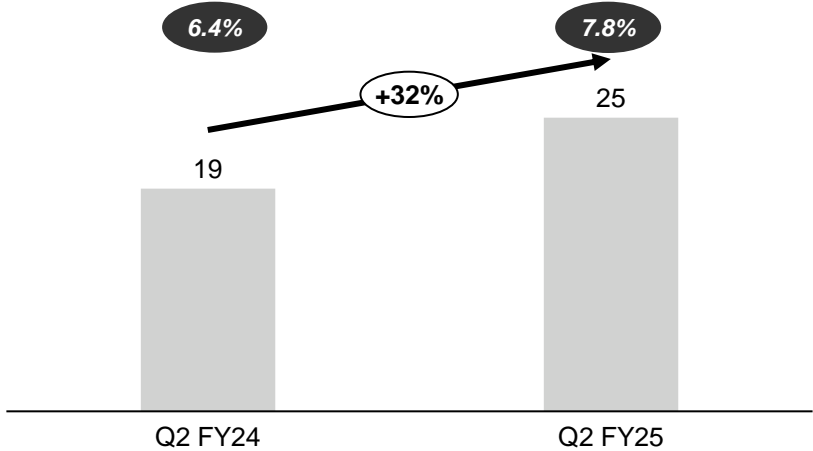
Revenue (INR Cr.)



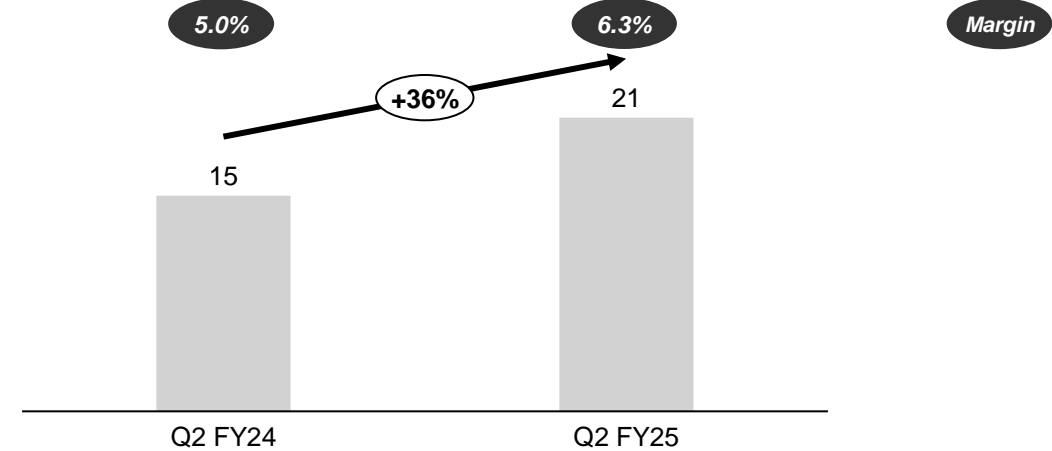
Revenue Breakup – End User Industry (%)



EBITDA (INR Cr.) & EBITDA Margins (%)



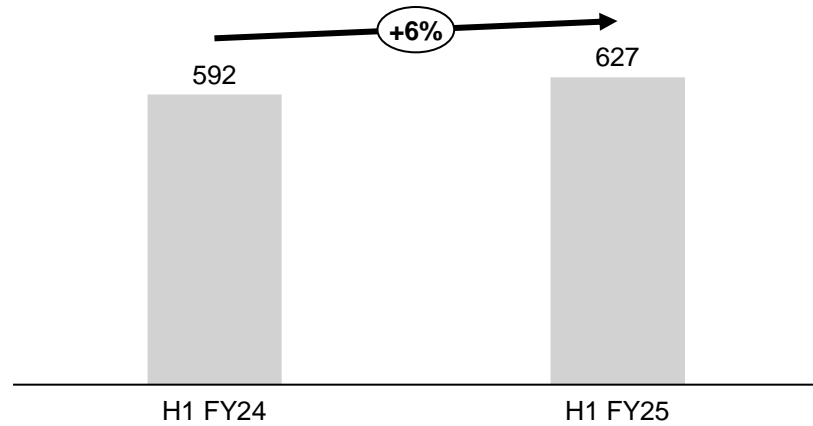
PAT (INR Cr.) & PAT Margins (%)



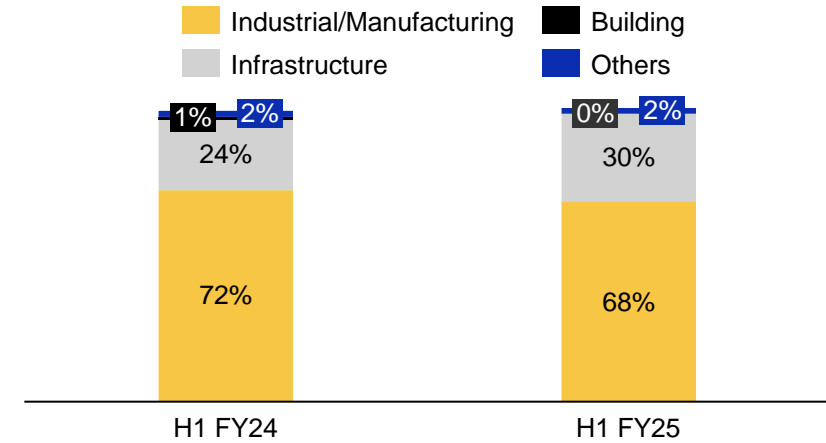
# H1FY25 Performance Highlights



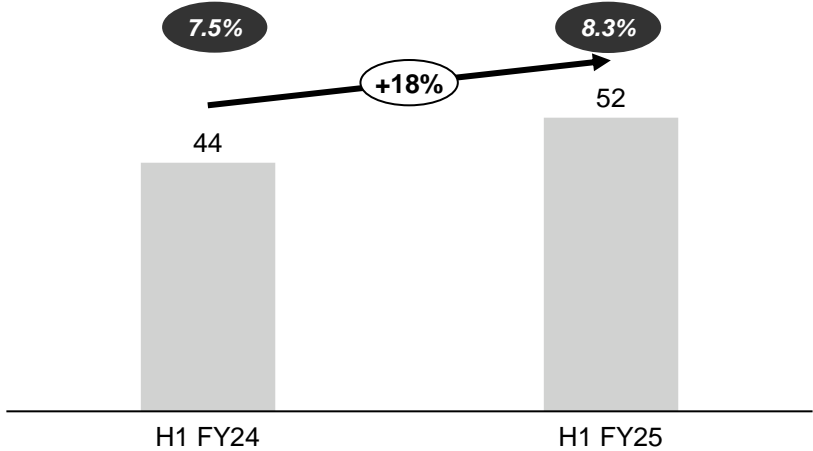
Revenue (INR Cr.)



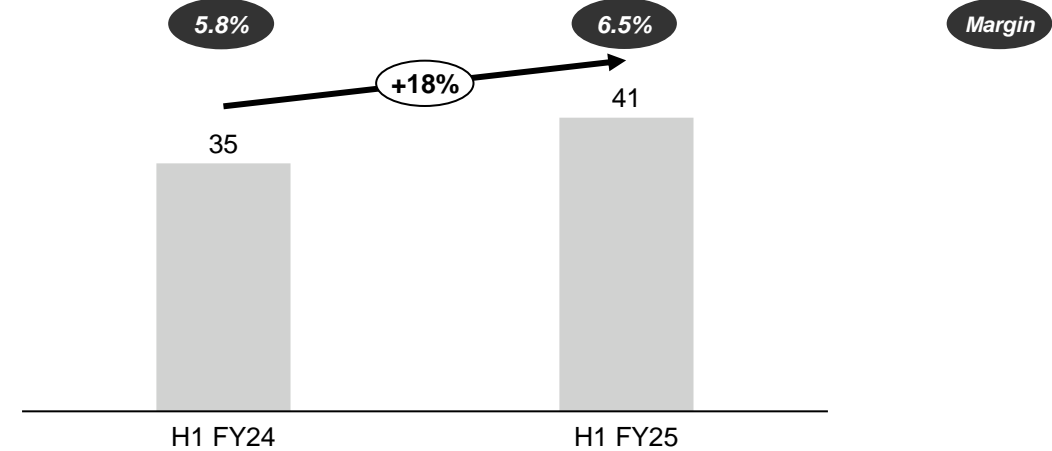
Revenue Breakup – End User Industry (%)



EBITDA (INR Cr.) & EBITDA Margins (%)



PAT (INR Cr.) & PAT Margins (%)



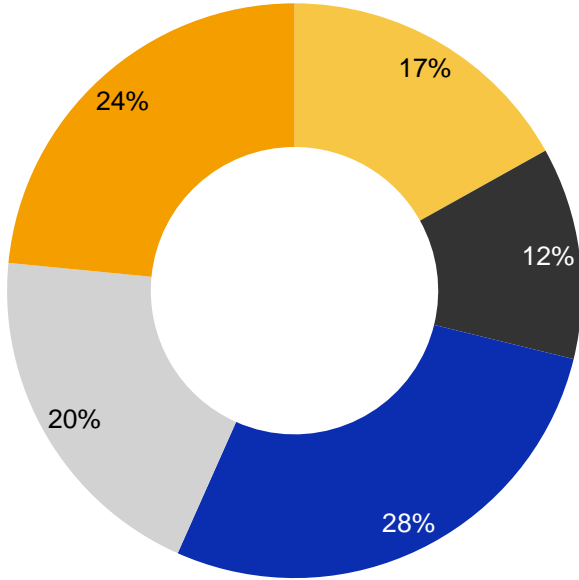




Order Wins	(Rs in Crs)
In Q2FY25	250
Post Q2FY25 (Till 28 <sup>th</sup> October, 2024)	214
<b>Total Order Wins</b>	<b>464</b>

### Major Customers – End User Industry

- Infrastructure
- Industrial
- Renewable
- Auto
- Logistics



Order wins from Key Customers	
Vinplex India	Horizon Industrial Parks
Vallam Logistics Park	Airtech Composite India
Maccabee India	Avaada Venture
Brit Logistics	Ashirvad Pipes
Ashok Leyland	Amar Raja Infra

**Total Order book as on October 28, 2024, is INR 1,303Cr.**

## Recently Inaugurated Phase 1 of its 5th State-of-the-Art PEB Manufacturing plant (4th fully integrated unit) in Athivaram, Andhra Pradesh

### Phase 1 – Commissioned on September 04, 2024

- Phase 1 covers 4 acres out of the 10 acres of the plot and has been built at an investment of INR 40 Cr. (including cost of land).
- Funded by internal Accruals and will increase the installed capacity by 20,000 MTPA.
- Expected to create approx 250 jobs

### Phase 2 , Andhra Pradesh & capacity expansion at Kichha plant – Construction started

- The capacity expansion as planned at AP and Kichha is underway and when ready sometime in the first quarter of FY26 it would add around 40,000 MT installed capacity to already existing 1,61,000 MT , taking the total installed capacity to around 2,00,000 MT
- Expected to be commissioned in next 7-9 months at a cost of INR 57 Cr. funded through IPO proceeds
- To generate approximately 500 job opportunities



# Profit & Loss Statement - Q2 & H1FY25



Particulars (INR Cr.)	Q2 FY25	Q2 FY24	YoY	H1 FY25	H1 FY24	YoY
Revenue from Operations	<b>323.3</b>	<b>297.8</b>	<b>8.5%</b>	<b>626.7</b>	<b>591.5</b>	<b>5.9%</b>
Cost of Goods Sold	190.5	189.5		381.5	373.8	
Employee Cost	37.0	29.1		68.7	55.3	
Other Expenses	70.6	60.1		124.2	118.1	
<b>EBITDA</b>	<b>25.2</b>	<b>19.2</b>	<b>31.7%</b>	<b>52.3</b>	<b>44.3</b>	<b>17.9%</b>
<b>EBITDA Margin</b>	<b>7.8%</b>	<b>6.4%</b>	<b>137 bps</b>	<b>8.3%</b>	<b>7.5%</b>	<b>85 bps</b>
Other Income	5.0	3.6		7.9	6.7	
Depreciation	2.3	2.0		4.5	3.9	
Finance Cost	0.4	0.5		1.0	1.0	
Exceptional Item Gain / (Loss)	0.0	0.0		0.0	0.0	
<b>Profit before Tax</b>	<b>27.4</b>	<b>20.3</b>		<b>54.8</b>	<b>46.1</b>	
Tax	6.8	5.1		13.8	11.6	
<b>Profit After Tax</b>	<b>20.7</b>	<b>15.2</b>	<b>36.2%</b>	<b>41.0</b>	<b>34.6</b>	<b>18.4%</b>
<b>Profit After Tax Margin</b>	<b>6.3%</b>	<b>5.0%</b>	<b>126 bps</b>	<b>6.5%</b>	<b>5.8%</b>	<b>67 bps</b>
<b>EPS (Rs.)</b>	<b>13.54</b>	<b>10.14</b>		<b>27.59</b>	<b>23.07</b>	

# Balance Sheet Statement



Assets (INR Cr.)	Sept – 24	Mar – 24	Equity & Liabilities (INR Cr.)	Sept – 24	Mar – 24
<b>Non - Current Assets</b>	<b>296.8</b>	<b>240.4</b>	<b>Total Equity</b>	<b>676.4</b>	<b>444.6</b>
Property Plant & Equipment	146.3	106.4	Share Capital	16.6	14.4
Capital work-in-progress	0.1	12.7	Other Equity	659.7	430.2
Investment Property	2.7	2.8	Non-Controlling Interest	0.0	0.0
Intangible assets	0.2	0.2	<b>Non-Current Liabilities</b>	<b>8.1</b>	<b>10.2</b>
Right of use assets	66.0	56.5	<b>Financial Liabilities</b>		
<b>Financial Assets</b>			Borrowings	0.5	0.6
Investments	5.6	5.4	Lease Liabilities	2.5	2.7
Trade Receivables	66.0	48.1	Government Grants	0.0	0.0
Loans	0.5	0.5	Employee Benefit Obligation	1.9	1.1
Other Financial Assets	5.0	2.8	Deferred Tax Liabilities	3.2	5.7
Other Non - Current Tax Assets	2.4	2.4	<b>Current Liabilities</b>	<b>422.6</b>	<b>300.2</b>
Other Non-Current Assets	2.0	2.7	Contract Liabilities	183.0	116.4
<b>Current Assets</b>	<b>810.3</b>	<b>514.6</b>	<b>Financial Liabilities</b>		
Inventories	191.8	146.8	Borrowings	16.8	9.6
Contract assets	41.6	35.3	Trade Payables	144.1	133.6
<b>Financial Assets</b>			Lease Liabilities	0.3	0.5
Trade receivables	166.9	170.8	Other Financial Liabilities	51.3	17.2
Cash and cash equivalents	132.3	61.6	Provisions	2.2	1.7
Bank balances other than cash and cash equivalents	253.4	76.1	Government Grants	0.0	0.0
Loans	0.7	0.6	Employee defined benefit liabilities (net)	13.0	11.9
Others	7.5	1.4	Other Current Liabilities	11.1	9.4
Other Current Assets	16.0	22.0	Current tax liabilities (net)	0.8	0.0
<b>Total Assets</b>	<b>1,107.1</b>	<b>755.0</b>	<b>Total Equity &amp; Liabilities</b>	<b>1,107.1</b>	<b>755.0</b>

# Cash Flow Statement



Particulars (INR Cr.)	Sept – 24	Sept – 23
<b>Profit Before Tax</b>	<b>54.8</b>	<b>46.1</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	1.1	3.8
<b>Operating profit before working capital changes</b>	<b>55.9</b>	<b>49.9</b>
Changes in working capital	40.3	22.5
<b>Cash generated from Operations</b>	<b>96.3</b>	<b>72.4</b>
Direct taxes paid (net of refund)	-15.6	-16.4
<b>Net Cash from Operating Activities</b>	<b>80.7</b>	<b>56.0</b>
<b>Net Cash from Investing Activities</b>	<b>-213.2</b>	<b>-19.9</b>
<b>Net Cash from Financing Activities</b>	<b>203.2</b>	<b>-51.6</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>70.8</b>	<b>-15.5</b>
Add: Cash & Cash equivalents at the beginning of the period	61.6	58.7
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>132.3</b>	<b>43.1</b>



# Proposed Utilisation of IPO Proceeds



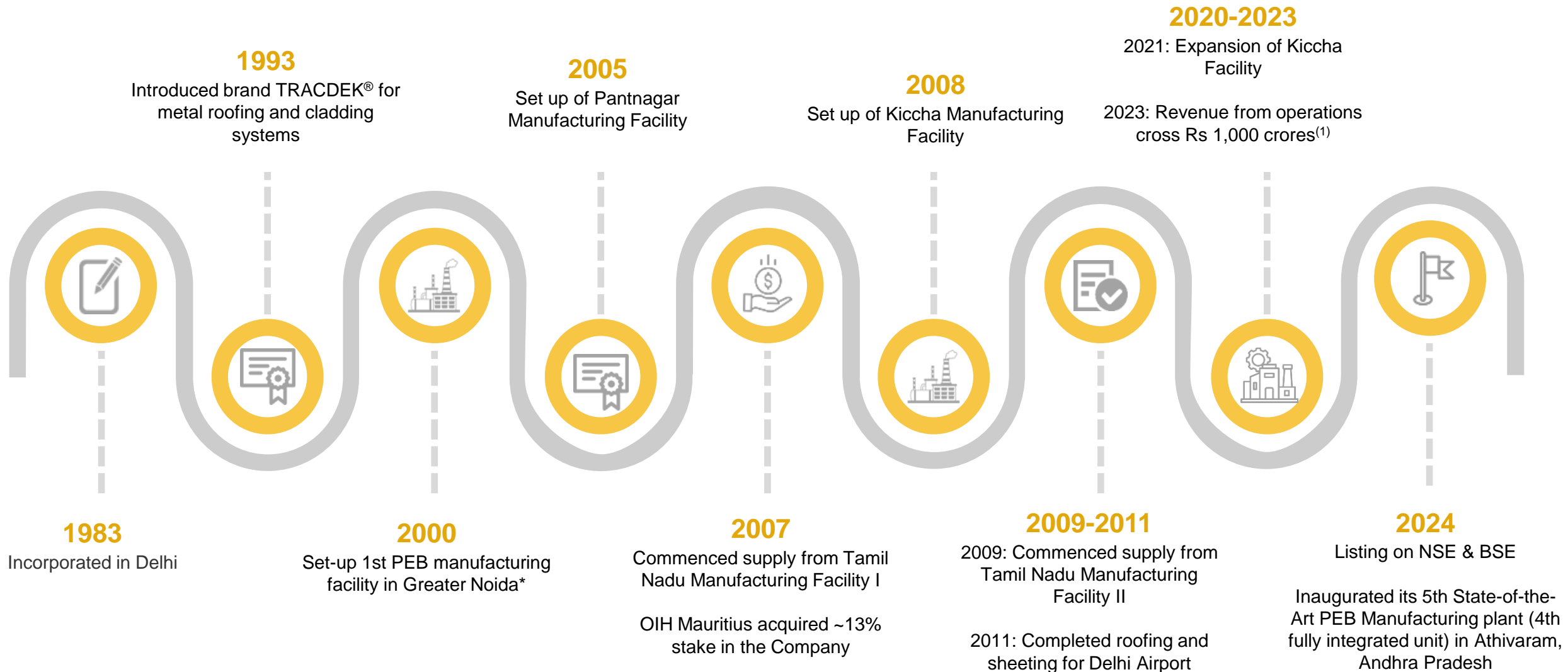
Particulars (INR Cr.)	Amount to be funded from Net Proceeds*	Proposed Utilization in FY25	Proposed Utilization in FY26
Financing the capital expenditure towards setting up the Project	58.5	53.6	5.0
Financing the capital expenditure towards upgradation of the Kichha Manufacturing Facility, Tamil Nadu Manufacturing Facility I, Tamil Nadu Manufacturing Facility II and Pantnagar Manufacturing Facility	19.2	13.2	6.0
Funding investment in information technology assets for upgradation of existing information technology infrastructure of our Company	11.4	11.4	-
Funding incremental working capital requirements	55.0	25.0	30.0
General Corporate Purpose	43.0	43.0	-
<b>Total</b>	<b>187.1</b>	<b>146.2</b>	<b>41.0</b>

Note: \* Net of Offer Expenses



# Company Overview

# Company Evolution



Note: \* Subsequently closed; <sup>(1)</sup> in FY23

**One of the leading turnkey pre-engineered steel construction solutions providers in India with integrated facilities for design and engineering, manufacturing, on-site project management capabilities for the installation and erection of pre-engineered steel buildings ("PEB")**



**2<sup>nd</sup>**

Largest aggregate installed capacity of 161,000 MTPA among integrated PEB players in India<sup>(1)</sup>



**3<sup>rd</sup>**

Ranked among integrated PEB players in India in FY23



**677**

Completed execution of PEB Contracts from FY15 to FY24



**5**

Manufacturing facilities in Uttarakhand, Andhra Pradesh & Tamil Nadu and 1 planned facilities in Gujarat



**119**

Qualified structural design engineers and detailers<sup>(2)</sup>



**INR 1,293 Cr**

Revenue from Operations in FY24



**81%**

Repeat Orders in FY24<sup>(3)</sup>



**3 of 5**

Customer Groups have been associated for over five years



## PEB Contracts

### PEB Sales

#### 1. Metal Ceilings & Roofing

- ✓ TRAC® – Metal suspended ceiling systems
- ✓ TRACDEK® – Metal roofing & cladding systems
- ✓ TRACDEK® Bold Rib – Permanent / metal decking (lost shuttering) over steel framing

#### 2. PEB Steel Structures

- ✓ **Primary Framing Systems:** including primary load bearing frames, end-wall frames, wind bracings, crane brackets and mezzanine beams & joints
- ✓ **Secondary Framing Systems** such as Roof purlins, wall girts, eave struts and clips
- ✓ **Interarch Life (Non-industrial buildings):** Complete PEBs for erection with installations by third party builders / erectors which include customization to specifications

#### 3. Light Gauge Framing Systems

- ✓ Comprising primary framing systems, secondary framing systems & metal ceiling and / or corrugated roofing

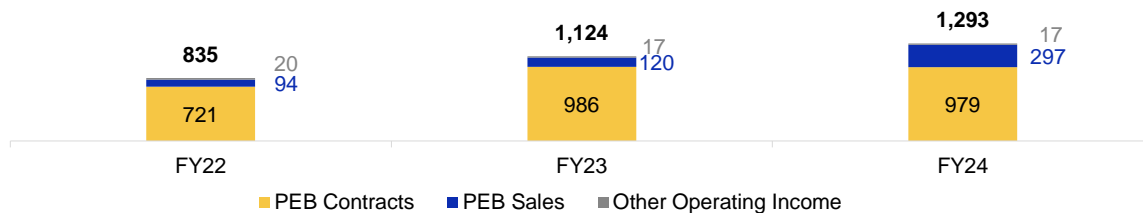


Complete PEBs on a turn-key basis with on-site project management capabilities for the installation & erection of PEBs

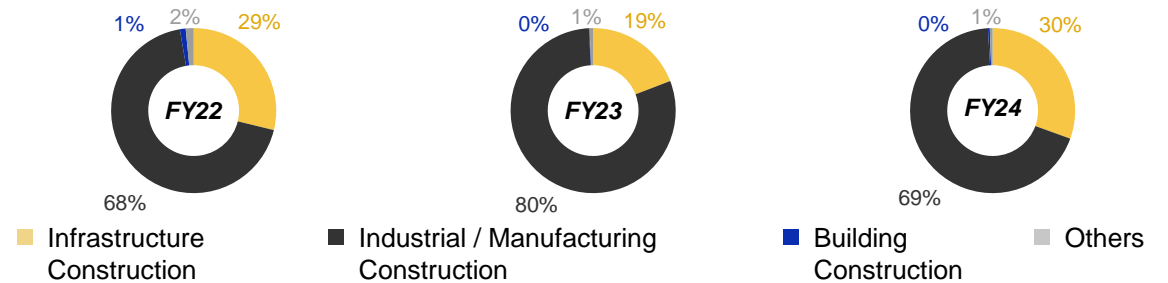


Estimation, designing, engineering, manufacturing and supply of PEBs

### Revenue from Operations (Rs crs)



### Revenue from Operations by End-Use Sector







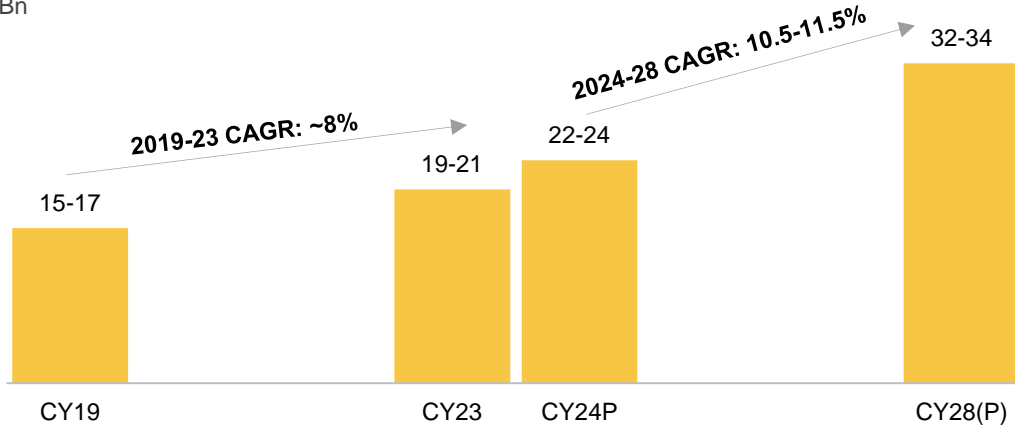
# Industry Overview

# Global Pre-engineered Steel Buildings Market – Overview



## Global Pre-engineered Steel Buildings Market

USD Bn



### Key Growth Drivers



The industrial and commercial sector, the mainstay of the global PEBs market, is expected to drive demand for pre-engineered steel buildings

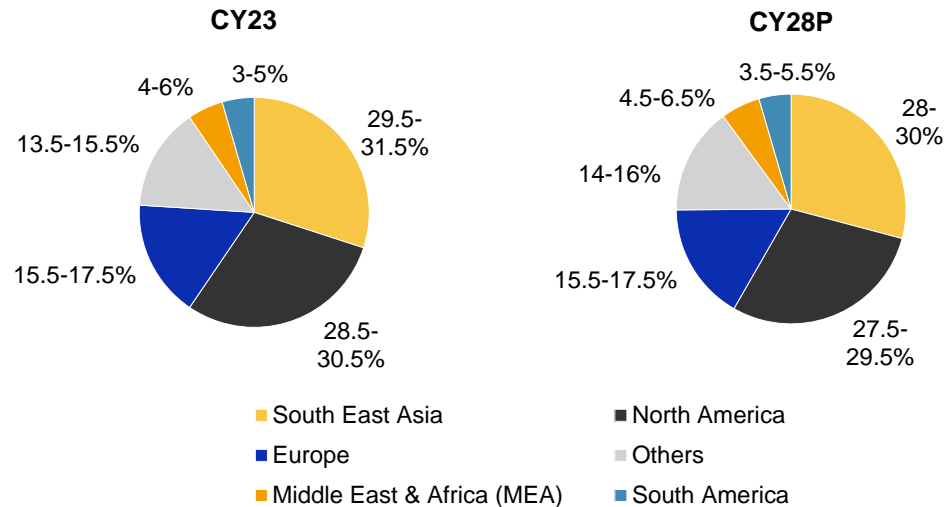


Increasing investments in public infrastructure, growing urbanisation and increasing awareness of benefits of pre-engineered construction vis-à-vis the traditional onsite model



Increasing awareness regarding modern off-site construction techniques as well as rising demand for green buildings globally

## Key geographies in global pre-engineered steel building in CY23 and CY2028P



As of 2023, South East Asia region had the largest share of pre-engineered steel building at 29.5-31.5%, followed by North America at 28.5-30.5%

### Key Factors



Rapid industrialisation, urbanisation and the high adoption rate of advanced construction practices

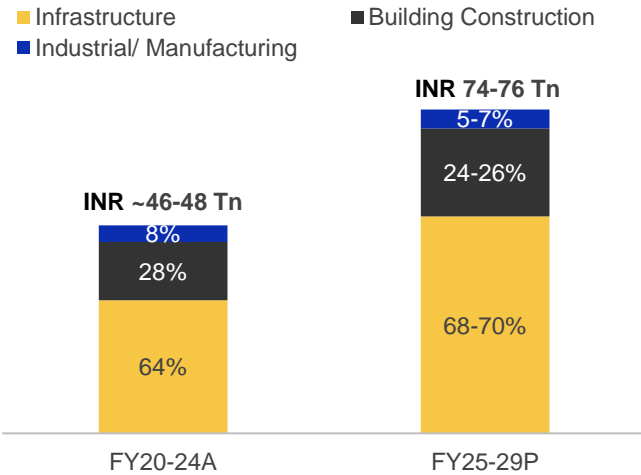


Tourism and e-commerce sectors are expected to boost demand for commercial and industrial structures such as warehouses, restaurants, hotels, etc.

# Indian Construction Sector – Overview



## Breakup of the Domestic Construction Sector



## Growth Drivers



### Increased Urbanisation

- ✓ Increased demand for affordable housing
- ✓ Better public infrastructure connectivity



### Smart City Mission

- ✓ Smart Cities Mission to develop 100 smart cities across India



### Growing Investments in Renewable Energy

- ✓ Surge in the construction of solar & wind power projects



### Increased Spending on Warehousing

- ✓ Rapid growth of the e-commerce sector, leading to a surge in demand for efficient warehousing & cold storage facilities



### Favourable Government Initiatives

- ✓ Various initiatives have led to an increase in capex investments

## Major Government Initiatives

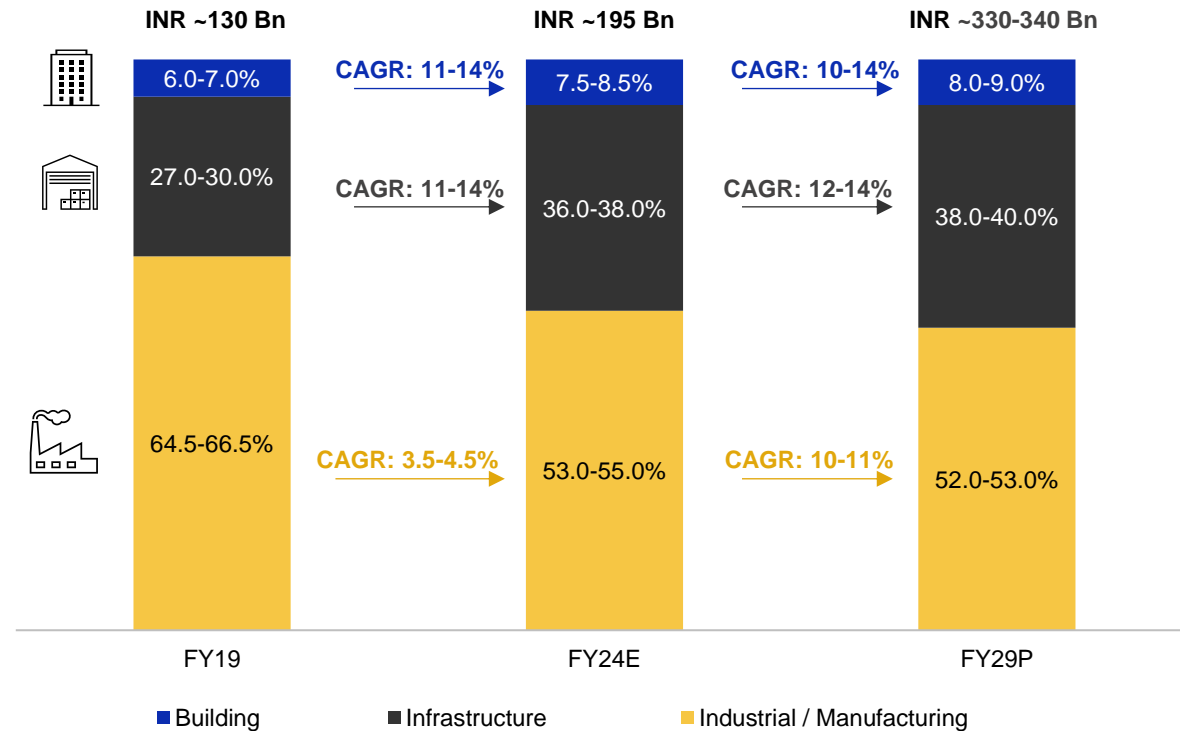
Initiative	Overview
<b>PLI SCHEME</b>	<ul style="list-style-type: none"> <li>✓ Boost domestic manufacturing, attract investments and enhance exports by offering incentives</li> <li>✓ Financial limits of <b>INR 1.97 Tn</b> for implementation across 14 sectors</li> <li>✓ The scheme will also provide a fillip to the Industrial sector</li> </ul>
<b>NATIONAL STEEL POLICY</b>	<ul style="list-style-type: none"> <li>✓ Aims to increase per capita steel consumption to <b>160 kgs by 2030</b></li> <li>✓ Aims to boost steel consumption in infrastructure sector and is expected to positively impact PEBs</li> </ul>
<b>NIP</b>	<ul style="list-style-type: none"> <li>✓ Projected infrastructure investment of around <b>INR 111 Tn</b> over FY20-25</li> <li>✓ 9,288 projects with a total investment of more than INR 108 Tn</li> </ul>

Initiative	Overview
<b>PRADHAN MANTRI AWAS YOJANA - URBAN (PMAY-U)</b>	<ul style="list-style-type: none"> <li>✓ Housing for all initiative with fast-paced execution of <b>~0.95 Mn</b> units in FY24</li> </ul>
<b>ATMANIRBHAR BHARAT ABHIYAN</b>	<ul style="list-style-type: none"> <li>✓ Strong emphasis on infrastructure development, including roads, highways, bridges, airports and urban projects</li> </ul>
<b>URBAN INFRA PROJECTS</b>	<ul style="list-style-type: none"> <li>✓ Strong growth due to urban infra such as AMRUT, Smart Cities Mission and the implementation of metro projects</li> </ul>
<b>SAGARMALA</b>	<ul style="list-style-type: none"> <li>✓ 839 projects at an estimated cost of <b>~INR 5.8 Tn</b> have been identified to promote port-led development</li> </ul>
<b>BHARATMALA PARIYOJANA</b>	<ul style="list-style-type: none"> <li>✓ <b>34,800 km</b> of National Highway Length planned for Phase 1, with 76% awarded for construction and <b>INR 4.23 Tn</b> spent till Dec 23</li> </ul>

# India's Pre-engineered Steel Buildings Market - Overview

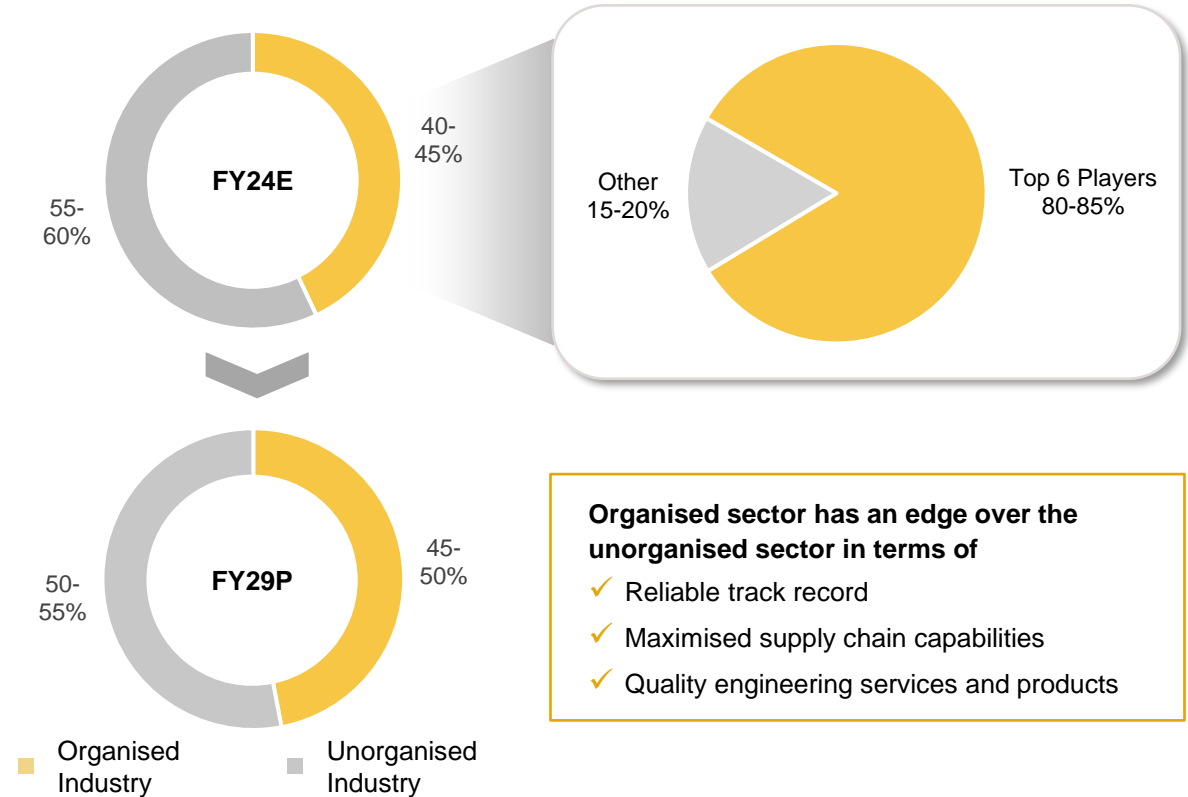


## Pre-engineered Steel Building Industry in India



- ✓ The industrial sector's share in the PEB market is led by higher penetration in the automobile, cement and oil & gas markets amongst others
- ✓ Infrastructure segment is growing at a faster rate led by increased adoption of PEBs in warehouses, cold storage facilities and data centers, power plants, aircraft hangers and railway yards
- ✓ The growth in the building sector share will be led by growing adoption of pre-engineered steel buildings

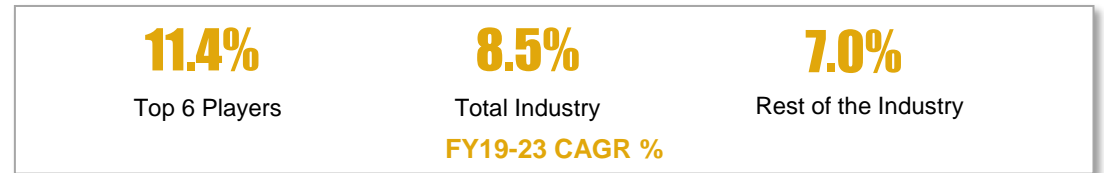
## Organised Sector Remains Superior to Unorganised Sector



**Organised sector has an edge over the unorganised sector in terms of**

- ✓ Reliable track record
- ✓ Maximised supply chain capabilities
- ✓ Quality engineering services and products

✓ **Large, organised players grow at faster clip than overall pre-engineered steel building industry**

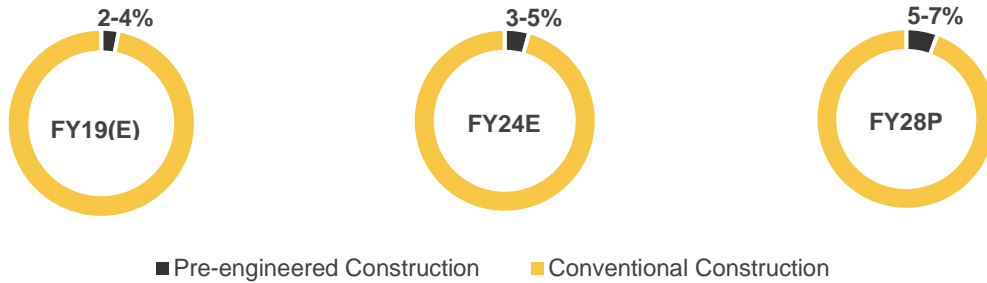


# India's Pre-engineered Steel Buildings Market – Growth Drivers



Low share of pre-engineered construction in overall construction indicates high growth potential

Share of pre-engineered construction in overall construction



Low share of PEBs in India combined with the increasing awareness of benefits of pre-engineered buildings over RCC, provides a substantial growth potential

Shift from RCC to PEB due to growing awareness of pre-engineered structures

- ✓ Helps in expediting the project timelines and more sustainable due to less wastage
- ✓ Expected to serve as a catalyst for the growth of pre-engineered structures in the construction industry

## INDUSTRIAL

- Inclusion of the PLI scheme in the capex investments
- Increasing popularity of green and sustainable buildings
- Construction investments in Industrial, Oil & Gas sectors

Increasing popularity of green and sustainable buildings

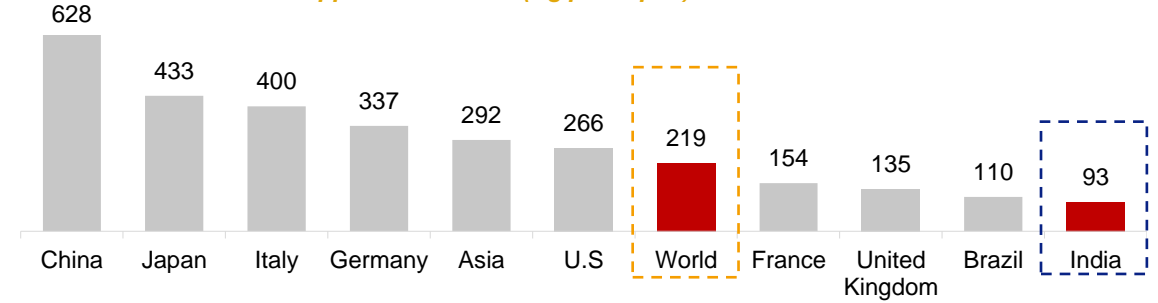
- ✓ PEBs support deconstruction and reconstruction, enabling the building components to be reused or recycled
- ✓ Growing shift of logistics players towards green logistics

## INFRASTRUCTURE

- Growing demand from warehouses and cold storage
- Increase in the demand of data centres India
- Growing focus on renewable energy capacity additions

Low steel consumption in India

Apparent steel use (Kg per capita) for CY23



Domestically Manufactured Iron & Steel Products (DMI&SP) policy for promoting Made in India steel for Government procurement

Rise in government-led innovative construction projects

- ✓ Policy & regulatory factors will play a crucial role in shaping the demand, growth and adoption of prefabrication and pre-engineering in the construction sector

## BUILDING

- Low share of pre-engineered construction in building construction (residential + commercial + non-commercial)
- Increasing awareness of PEBs in India
- Rise in government-led innovative construction projects



# Pre-engineered Steel Buildings – Advantages and Cost Savings



## Advantages of Pre-engineered Steel Buildings over Traditional Construction



### TECHNICAL DIFFICULTIES AND SHORTAGE OF LABOUR IN TRADITIONAL CONSTRUCTION

- ✓ Majority of the construction is done in controlled factory environments, reducing the need for on-site labour
- ✓ Achieves economies of scale with improved manufacturing



### MORE SUSTAINABLE

- ✓ Causes less disturbance to the construction site's surroundings
- ✓ Reduces the carbon footprint due to standardised processes and streamlined procedures

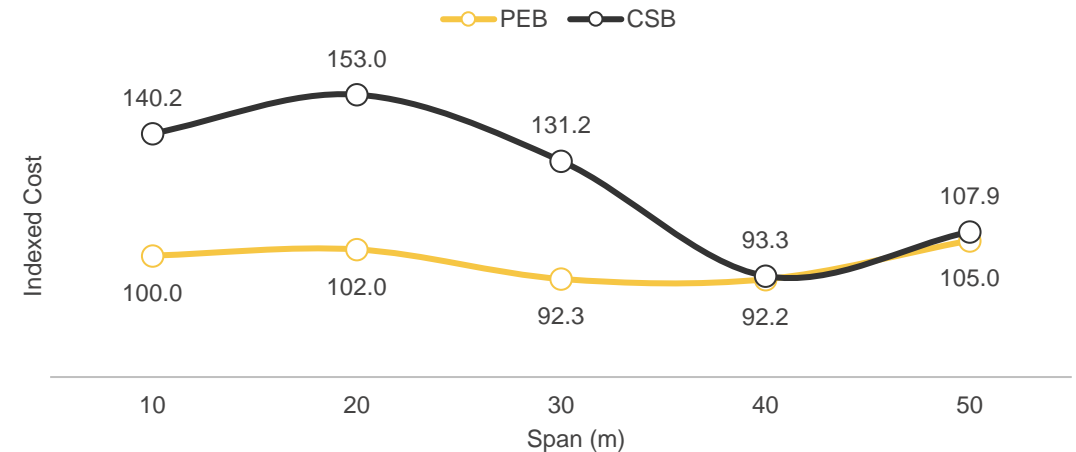


### FASTER CONSTRUCTION TIMELINES & COST OPTIMISATION

- ✓ Allows simultaneous preparation of the foundation at the construction site
- ✓ Helps accelerate project timelines and allows cost optimisation

## Cost Saving

- ✓ Cost-saving advantages of PEB increases as the span of the structure increases till an inflection point, after which cost savings diminish



Cost Saving %




40.2%	50.0%	42.1%	1.2%	2.8%
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- ✓ Significant inflection point at 50m span, where the cost-saving benefit of PEB diminishes considerably, offering only marginal savings of approximately 2.8% compared to conventional steel structures

**Low share of pre-engineered buildings in India combined with the increasing of awareness of benefits & cost savings in pre-engineered buildings over RCC, provides a substantial growth potential of pre-engineered buildings in India**

# Comparison Between RCC and Pre-engineered Steel Construction



Parameter	Traditional RCC Construction	Pre-engineered Steel Construction
 <b>MAJOR COMPONENT</b>	✓ Concrete and reinforced steel bars	✓ Steel and metal accessories
 <b>RAW MATERIALS USED</b>	✓ Cement, steel, sand, bricks, etc	✓ Steel, anchors, channels, coils etc
 <b>CONSTRUCTION LOCATION</b>	✓ Completely on site	✓ Manufactured in controlled environments such as factories, only assembling of structures happens onsite.
 <b>CONSTRUCTION TIME</b>	✓ Takes more construction time than PEB construction	✓ 40%-50% lesser time than RCC as majority of components are manufactured in a controlled environment and only assembling of parts takes place on site
 <b>MANPOWER</b>	✓ Demands a substantial workforce since the entire construction process, including moulding and shaping concrete, occurs on-site	✓ Approximately 25% lesser than the conventional method as only assembling of the final structure happens on site
 <b>APPLICATIONS</b>	✓ Residential as well as industrial; even infrastructural	✓ Largely industrial and warehouse or shed requirements at infrastructure setup
 <b>EFFECT ON ENVIRONMENT</b>	✓ More adverse environmental impact owing to the generation of significant waste and landfill mass during on-site construction activities	✓ Owing to the streamlined nature of construction, it minimises its environmental footprint by minimising wastage, less air pollution
 <b>MODIFICATIONS</b>	✓ Challenges in modifications once the concrete has hardened, making alterations complex & costly	✓ Offers flexibility as modifications involve changing the assembly of prefabricated components, adjusting to make it more manageable & cost-effective
 <b>COST EFFICIENCY</b>	✓ highly labour-intensive work in an uncontrolled environment, which makes it more costly than PEB structures	✓ Comparatively lighter, requires less material, needs shorter construction time, less labour on-site, contributing to lower cost



# Key Strengths



# Key Strengths



***Presence of over 30 years in the PEB industry and has worked with industry leaders in project development & construction, providing support to critical industrial, commercial and infrastructure projects***

# Market Position and Established Brand Presence in The Growing Pre-engineered Steel Building Industry in India (1/2)



**2<sup>nd</sup>**

Largest aggregate installed capacity of 161,000 MTPA among integrated PEB players in India<sup>(1)</sup>

**3<sup>rd</sup>**

Ranked among integrated PEB players in India

**6.5%**

Market share among integrated PEB players in India

**677**

Completed execution of PEB Contracts from FY15 to FY24

**30+ Years**

Presence in the PEB industry



Extensive track record



Domain experience



Established brand presence and market position



Integrated facilities for design and engineering, manufacture



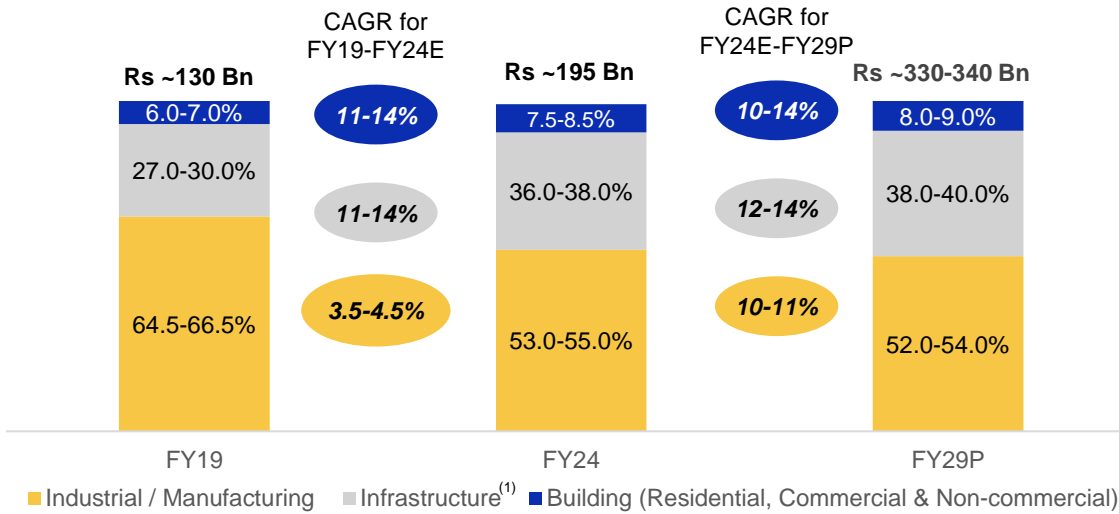
On-site project management capabilities



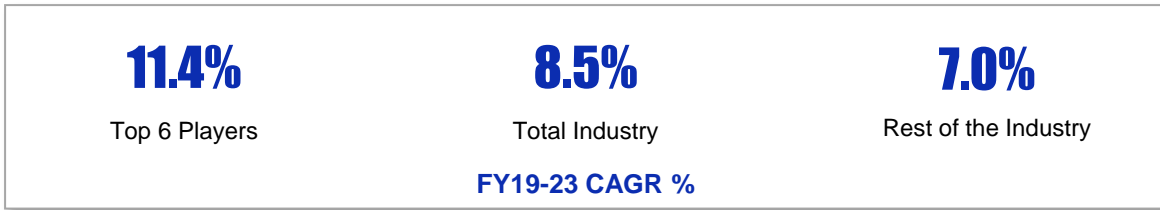
# Market Position and Established Brand Presence in The Growing Pre-engineered Steel Building Industry in India (2/2)



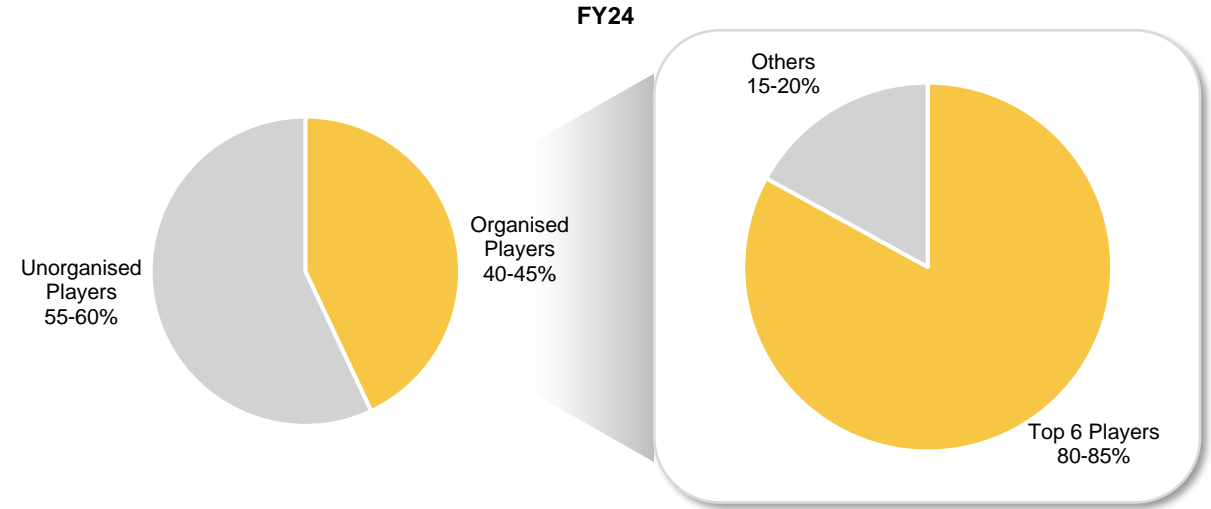
## The PEB Market in India – Segments



Top six players in the industry have grown at a faster rate than rest of the players



## Growing Shift towards the Organised Sector



Organised sector has an edge over the unorganised sector in terms of



Reliable Track Record



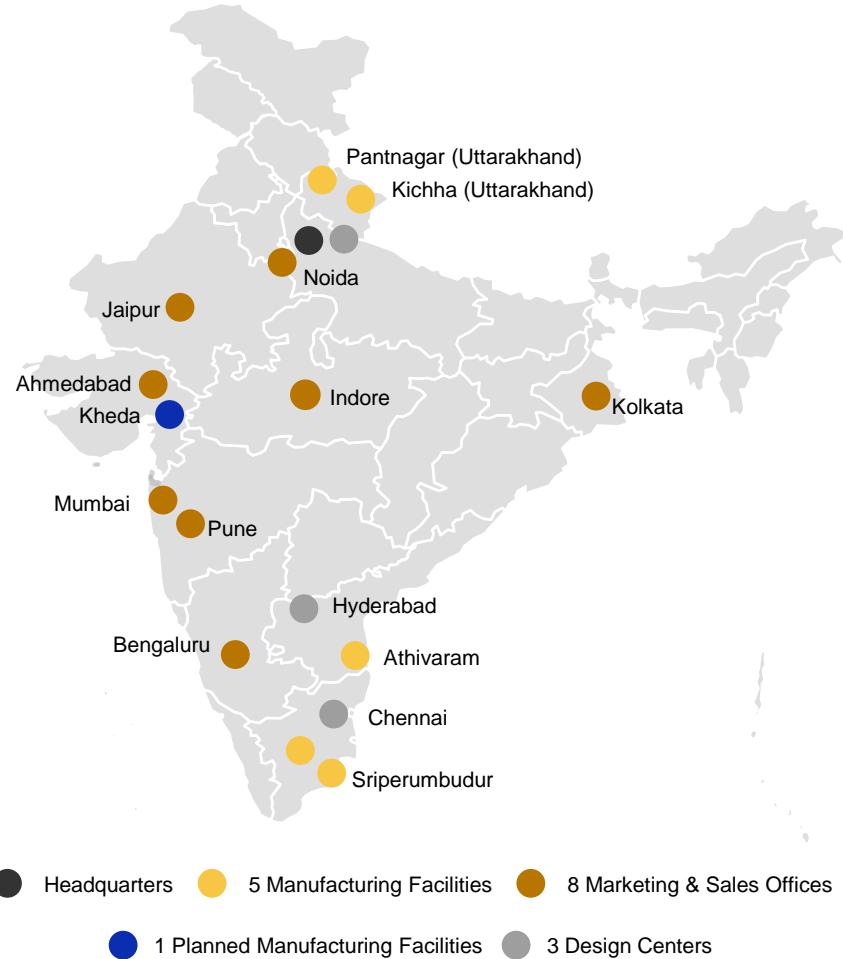
Maximised Supply Chain Capabilities



Quality Engineering Services and Products

**Extensive track record & domain experience, established brand presence & market position, integrated facilities for design & engineering, manufacture, on-site project management expertise for installation and erection of PEBs position us to benefit from growth of the PEB industry**

# Significantly Integrated Manufacturing Operations, Backed by In-house Design and Engineering, On-site Project Management and Sales & Marketing Capabilities



## Manufacturing Facilities

Facility	Set up Year	Installed capacity (MTPA) <sup>(1)</sup>	Utilizable capacity (MTPA)
<b>Pantnagar Manufacturing Facility</b>	2005	31,000	~26,000
<b>Kiccha Manufacturing Facility</b>	2008	59,500	~50,000
<b>Tamil Nadu Manufacturing Facility I</b>	2007	10,000	~8,500
<b>Tamil Nadu Manufacturing Facility II</b>	2009	40,500	~34,000
<b>Andhra Pradesh Phase 1 (Commissioned)</b>	2024	20,000	~17,000
<b>Andhra Pradesh Phase 2 (Planned)</b>	Jun-25	40,000	~32,000
<b>Gujarat (Planned)</b>	-	-	-
<b>Total<sup>(1)</sup></b>		<b>1,61,000</b>	<b>~1,35,500</b>

## Design & Engineering Centers

- ✓ Supported by dedicated design and engineering centers in Noida, Uttar Pradesh; Chennai, Tamil Nadu and Hyderabad, Telangana
- ✓ In-house design and engineering team of **119** qualified structural design engineers and detailers<sup>(4)</sup>
- ✓ Computer aided design technologies including Staad Pro, MBS, FrameCad, Tekla, Auto Cad and ZWCAD

## Project Management

- ✓ Dedicated team of 49 project managers, augmented by a network of **65** empanelled and approved builders / erectors
- ✓ Established dedicated safety & quality control teams to oversee each stage of the erection process

**Vertically integrated manufacturing operations with presence across the product lifecycle of PEBS – estimation, designing, engineering & fabrication of PEBS, on-site project management of the installation and erection of PEBS**

# Demonstrated Track Record of Execution Backed by On-site Project Management Capabilities



Extensive Track Record of Delivering Significant / Complex Projects across India



**AIRPORT**  
At Delhi



**AIR CONDITIONING MANUFACTURING UNIT**  
At Sri City Andhra Pradesh



**PAINTS MANUFACTURING**  
In Haryana, Punjab, Karnataka, Tamil Nadu and West Bengal

***On-site project management capabilities, together with process-driven operations; lean corporate structure and coordination efforts between internal departments, suppliers and customers have contributed towards our demonstrated track record of executing PEB Contracts***

# Experienced & Qualified Promoters and Management Team



## Promoters



**ARVIND NANDA**  
*Managing Director*

- Responsible for overall business decision-making and financial oversight of operational Management
- Bachelor's degree in Commerce (Honours) from University of Delhi, New Delhi, India
- Admitted as an associate of the Institute of Chartered Accountants in England and Wales



**GAUTAM SURI**  
*Whole-time Director*

- Responsible for critical technical business decisions
- Bachelor's degree in technology in mechanical engineering from Indian Institute of Technology Delhi, New Delhi India
- Nearly 30 years of experience in the pre-engineered steel buildings industry with the company



**VIRAJ NANDA**  
*Non-Executive Director*

- Bachelors' degree in tourism and hospitality management from William Angliss Institute, Melbourne, Australia
- Diploma in CAD from CADD Centre Training Services, New Delhi, India
- Associated with the Company since February 14, 2017



**ISHAAN SURI**  
*Non-Executive Director*

- Bachelor's degree in science from the London School of Economics and Political Science, University of London, London, United Kingdom
- Associated with the Company since September 26, 2011

## Key Managerial Personnel



**MANISH KUMAR GARG**  
*Chief Executive Officer*

- Diploma in civil engineering from the Board of Technical Education, Delhi, India
- Senior executive leadership program from Harvard Business School, Boston, Massachusetts, United States
- Previously associated with Everest Industries Limited and Safal Building System Limited



**PUSHPENDRA KUMAR BANSAL**  
*Chief Financial Officer*

- Bachelor's degree in commerce from Ajmer University, Rajasthan, India and has been admitted as a fellow of the ICAI
- Previously associated with Action Construction Equipment Limited, Omax Autos Limited, Jakson Limited and Microtek International Private Limited



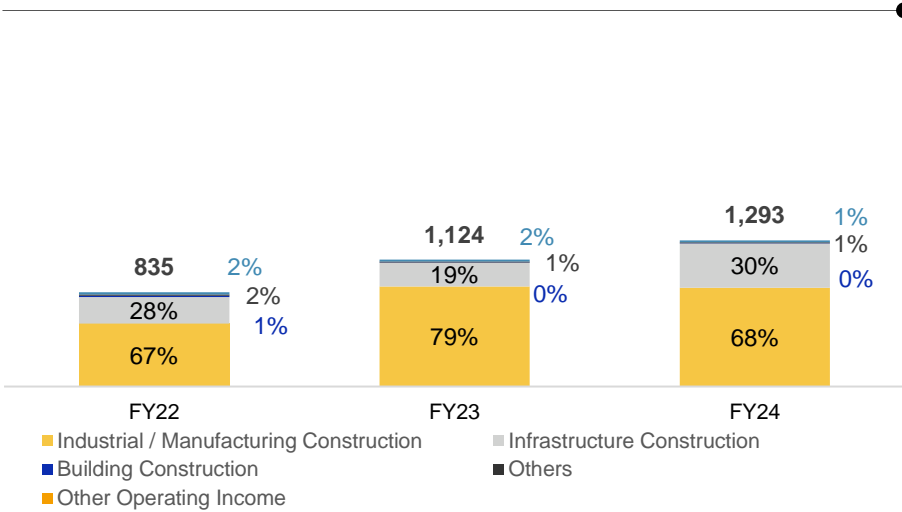
**NIDHI GOEL**  
*Company Secretary and Compliance Officer*

- Appointed as the Company Secretary on April 24, 2006 and as the Compliance Officer on January 15, 2024
- Holds Bachelor's degree in Commerce (Honours) from the University of Delhi, New Delhi, India
- Admitted as an associate of the Institute of Company Secretaries of India

# Diverse Customer Base and Long-standing Relationships with Key Customers

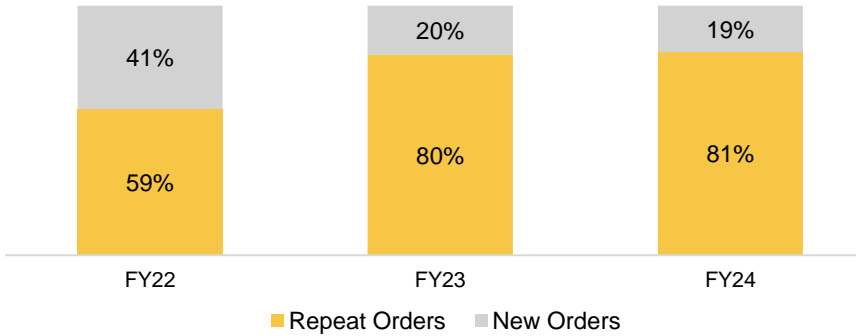


## Revenue from Operations by End-use Sectors

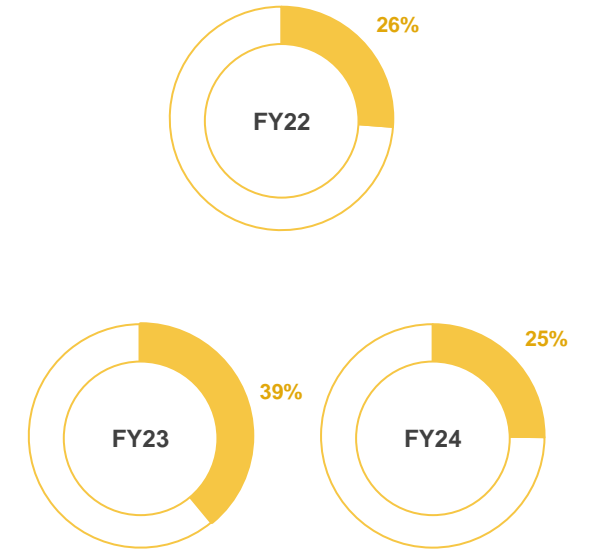


## Repeat Orders as a % of Revenue from Operations<sup>(1)</sup>

Diverse Customer Groups featuring in Repeat Orders



## Revenue from Top 5 Customer Groups



## Key Customers

Indian AC manufacturing company

Global manufacturer of bearings & power transmission products

Indian logistics & supply chain company

Industrials

Infrastructure



3 of top 5 Customer Groups have been associated with our Company for over 5 years<sup>(3)</sup>

**Considering the critical nature of the use cases of PEBs, customer standards, requirements and required service levels are stringent and accordingly, consider the quality, durability and reliability of PEBs as essential to maintaining customer relationships**

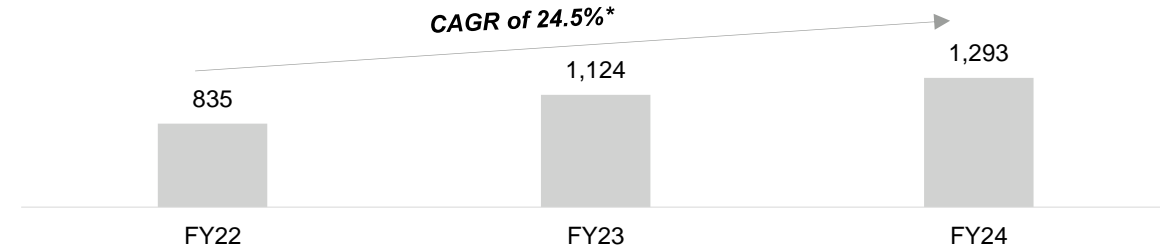
Notes: <sup>(1)</sup> Repeat orders are orders which we identify as orders placed by customers or Customer Groups that have placed orders with us previously



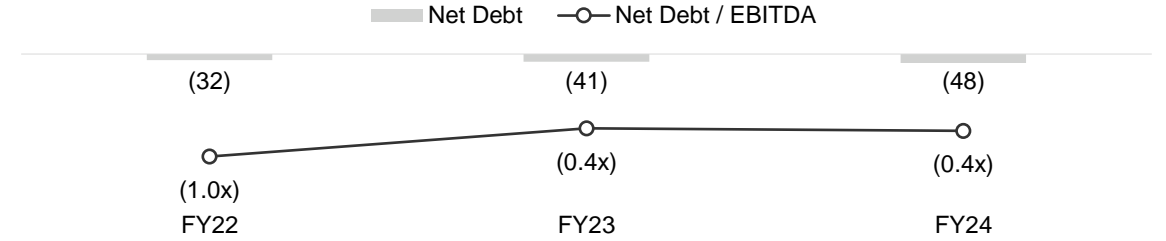
# Demonstrated Financial Performance and A Robust Order Book



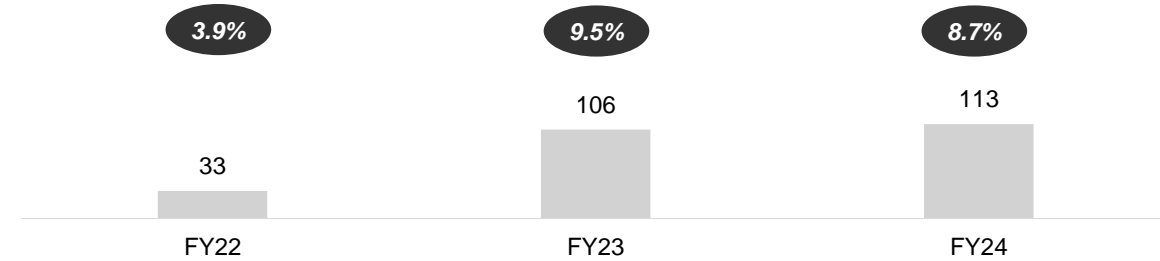
Revenue from Operations (INR Cr.) & Growth



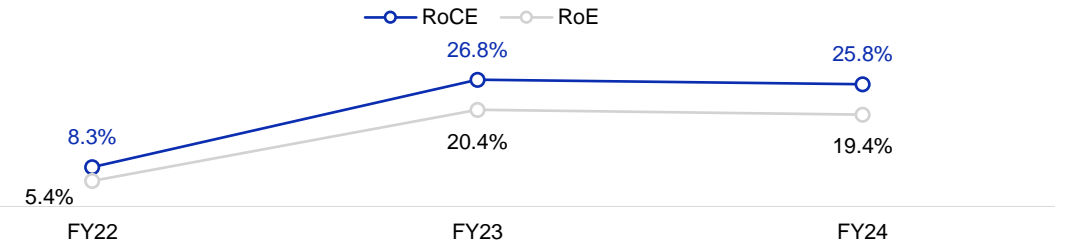
Net Debt (INR Cr.) & Net Debt / EBITDA Ratio



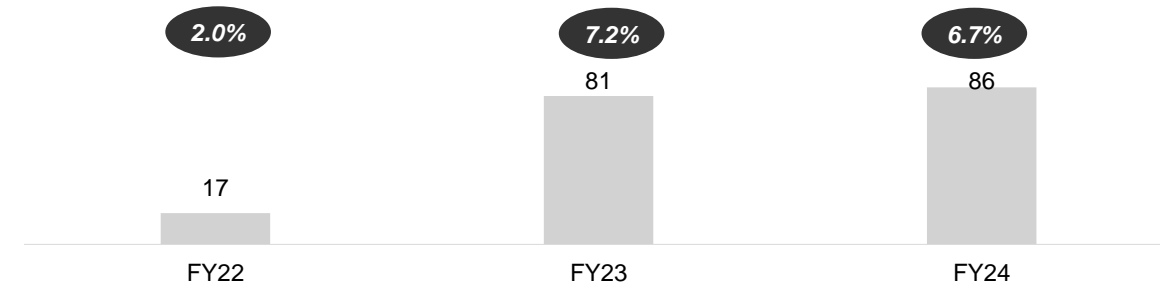
EBITDA (INR Cr.) & EBITDA Margin



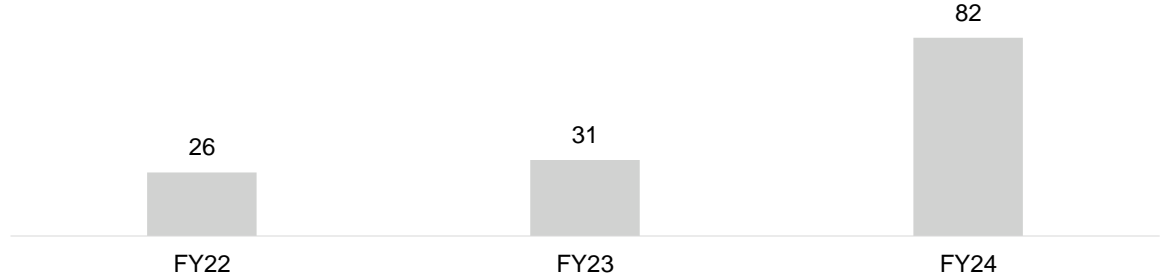
RoCE & RoE



Profit for the Year (INR Cr.) & Profit Margin



Net Cash Generated from Operating Activities (INR Cr.)



**Order book of INR 1,219 Cr.<sup>(1)</sup> demonstrating reputation & brand image, ability to acquire new customers and ability to successfully win new projects**

Notes:; <sup>(1)</sup> As on June 30, 2024

# Profit & Loss Statement



Particulars (INR Cr.)	FY24	FY23	FY22
<b>Revenue from Operations</b>	<b>1,293.3</b>	<b>1,123.9</b>	<b>834.9</b>
Cost of Goods Sold	823.8	732.5	564.8
Employee Cost	119.0	93.4	89.2
Other Expenses	237.6	191.7	148.0
<b>EBITDA</b>	<b>113.0</b>	<b>106.4</b>	<b>32.9</b>
<b>EBITDA Margin</b>	<b>8.7%</b>	<b>9.5%</b>	<b>3.9%</b>
Other Income	13.0	12.5	5.9
Depreciation	8.0	7.3	11.8
Finance Cost	2.2	2.6	4.5
Exceptional Item Gain / (Loss)	0.0	0.0	0.0
<b>Profit before Tax</b>	<b>115.9</b>	<b>109.0</b>	<b>22.6</b>
Tax	29.6	27.5	5.5
<b>Profit After Tax</b>	<b>86.3</b>	<b>81.5</b>	<b>17.1</b>
<b>Profit After Tax Margin</b>	<b>6.7%</b>	<b>7.2%</b>	<b>2.1%</b>
<b>EPS (Rs.)</b>	<b>58.68</b>	<b>54.31</b>	<b>11.42</b>

# Balance Sheet Statement



Assets (INR Cr.)	FY24	FY23	FY22	Equity & Liabilities (INR Cr.)	FY24	FY23	FY22
<b>Non - Current Assets</b>	<b>240.4</b>	<b>211.3</b>	<b>190.2</b>	<b>Total Equity</b>	<b>444.6</b>	<b>399.3</b>	<b>318.3</b>
Property Plant & Equipment	106.4	103.9	99.0	Share Capital	14.4	15.0	15.0
Capital work-in-progress	12.7	0.0	0.0	Other Equity	430.2	384.3	303.3
Investment Property	2.8	2.8	3.1	Non-Controlling Interest	0.0	0.0	0.0
Intangible assets	0.2	0.0	0.1	<b>Non-Current Liabilities</b>	<b>10.2</b>	<b>21.9</b>	<b>27.5</b>
Right of use assets	56.5	53.6	52.6	<b>Financial Liabilities</b>			
<b>Financial Assets</b>				Borrowings	0.6	1.1	1.0
Investments	5.3	5.0	0.0	Lease Liabilities	2.7	5.8	4.1
Trade Receivables	48.6	38.4	28.0	Government Grants	0.0	0.1	0.1
Other Financial Assets	2.8	1.6	4.1	Employee Benefit Obligation	1.1	9.1	19.7
Other Non - Current Tax Assets	2.4	1.9	1.4	Deferred Tax Liabilities	5.7	5.9	2.5
Other Non-Current Assets	2.7	4.1	1.9	Other Non Current Liabilities	0.0	0.0	0.0
<b>Current Assets</b>	<b>514.6</b>	<b>463.7</b>	<b>353.5</b>	<b>Current Liabilities</b>	<b>300.2</b>	<b>253.9</b>	<b>198.0</b>
Inventories	146.8	137.0	134.1	Contract Liabilities	116.4	106.0	87.6
Contract assets	35.3	27.9	21.2	<b>Financial Liabilities</b>			
<b>Financial Assets</b>				Borrowings	9.6	10.3	2.3
Trade receivables	170.8	158.7	85.7	Trade Payables	133.6	103.7	80.5
Cash and cash equivalents	61.6	58.7	40.1	Lease Liabilities	0.5	0.6	0.3
Bank balances other than cash and cash equivalents	76.1	60.5	51.7	Other Financial Liabilities	17.2	11.9	11.1
Loans	0.6	0.3	0.3	Other Current Liabilities	21.2	20.0	13.9
Others	1.4	1.0	1.2	Current tax liabilities (net)	0.0	0.0	1.1
Current Tax Assets (Net)	0.0	0.0	5.6	Provisions	1.7	1.4	1.2
Other Current Assets	22.0	19.6	13.6	<b>Total Equity &amp; Liabilities</b>	<b>755.0</b>	<b>675.0</b>	<b>543.8</b>
<b>Total Assets</b>	<b>755.0</b>	<b>675.0</b>	<b>543.8</b>				

# Cash Flow Statement



Particulars (INR Cr.)	FY24	FY23	FY22
<b>Profit Before Tax</b>	<b>115.9</b>	<b>109.0</b>	<b>22.60</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	1.0	0.5	17.6
<b>Operating profit before working capital changes</b>	<b>116.9</b>	<b>109.5</b>	<b>40.20</b>
Changes in working capital	-5.0	-58.4	-6.0
<b>Cash generated from Operations</b>	<b>111.9</b>	<b>51.1</b>	<b>34.2</b>
Direct taxes paid (net of refund)	-30.3	-19.8	-8.0
<b>Net Cash from Operating Activities</b>	<b>81.5</b>	<b>31.3</b>	<b>26.1</b>
<b>Net Cash from Investing Activities</b>	<b>-32.8</b>	<b>-19.0</b>	<b>9.2</b>
<b>Net Cash from Financing Activities</b>	<b>-45.8</b>	<b>6.3</b>	<b>-0.1</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>3.0</b>	<b>18.6</b>	<b>35.1</b>
Add: Cash & Cash equivalents at the beginning of the period	58.7	40.1	5.0
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>61.6</b>	<b>58.7</b>	<b>40.1</b>





# Growth Strategies





## *Capitalize on industry tailwinds, including through proposed expansion and upgradation of our Manufacturing Facilities*

- ❑ The industry growing at a 11.0-12.0% CAGR between FY24-29
- ❑ Government policies to create a technologically advanced & globally competitive steel industry
- ❑ Upgradation of Kichha Manufacturing Facility, Pantnagar Manufacturing Facility and Tamil Nadu Manufacturing Facilities
- ❑ Proposes to set-up planned Gujarat Manufacturing Facility



## *Expanding geographical footprint to cater to strategic markets in India and overseas*

- ❑ Enhance manufacturing presence in South, Eastern India and Western India
- ❑ Proposes to expand sales & marketing team, including to service customers in Maharashtra
- ❑ Evaluating expanding sales & marketing network to Central & West Asia, South East Asia & Africa



## *Expand customer base and increase sales to existing customers*

- ❑ Intends to rely on existing customer relationships to generate Repeat Orders
- ❑ Proposes to expand sales, marketing and business development teams
- ❑ Intends to focus on customers engaged in electric vehicle manufacturing, renewable power & data centre
- ❑ Intends to foray into multi-storey commercial buildings, residential buildings and institutional buildings



## *Continue to invest in our technology infrastructure to enhance in-house design and engineering and manufacturing capabilities and thereby improve operational efficiencies*

- ❑ Intends to continue to invest in technology infrastructure
- ❑ Aims to identify opportunities to implement manufacturing improvements & dedicate design & engineering resources
- ❑ Intends to rely on investment in design & engineering capabilities

# Thank You



## **Interarch Building Products Ltd.**

CIN – L45201DL1983PLC017029

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## **Investor Relations Advisors :**

**SGA** Strategic Growth Advisors

## **Strategic Growth Advisors Pvt. Ltd.**

CIN - U74140MH2010PTC204285

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