

Pennar Engineered Building Systems Ltd.
Bags Reliance Distribution Center Order through L&T

Hyderabad, India, September 13, 2011 – Pennar Engineered Building Systems Ltd. (PEBS Pennar), a subsidiary of Pennar Industries Limited, announces receipt of a prestigious order for supply and installation of 400,000 square feet pre-engineered steel building for **Reliance Retail distribution center at Pune**. The Company received this order from L&T. Reliance Retail's Pune distribution center is the first among the many planned distribution centers across India. The timeline for execution of the project is 5 months.

Commenting on this development, **Mr. P V Rao, Executive Director of PEBS Pennar** said:

“PEBS Pennar continues to capitalize on the attractive dynamics of the Indian infrastructure sector. This new order for Reliance distribution center demonstrates the trust and confidence that we have built among our customers over a very short period of time. We have secured orders worth over Rs. 500 Crore in last 20 months since inception and added many marquee names to our list of customers. We are confident that with the increased capacity and the state of the art manufacturing facilities in place, we are well positioned to capitalize on the growth potential in the Indian pre-engineering building sector.”

PEBS Pennar, a subsidiary of the Rs. 1,370 Crore Pennar Industries Limited, was set up with a vision of being one of the most preferred producers of high quality Pre-Engineered buildings. The growth story began in 2008 when PEBS Pennar set up a world class manufacturing facility near Hyderabad (Sadashivpet, Medak District) with an initial manufacturing capacity of 30,000 metric tonnes per annum (MTPA). To meet the increasing demand and to stand by its commitment of delivering high quality products, the manufacturing capacity was expanded to 60,000 MTPA. With modern technology and high precision equipment sourced from leading suppliers all over the world, the Company's manufacturing facility is one of the best in the country.

PEBS Pennar entered into the structural steel segment to cater the Power Plants, Steel Plants, Multi Storeyed Structures and Refineries. The Company is already executing structural steel project for Aditya Aluminium smelter plant in Orissa through Hindustan Construction Company.

PEBS Pennar has developed blue chip customer base across various industry verticals. Customers include **L&T, Procter and Gamble, Dr. Reddy's Laboratories, HCC, MyHome Industries, Schneider Electric, Bosch, Toyota - SMCC, Reliance Retail and Thermax**. The various industry verticals include Pharma, Steel, Logistics, Cement, Structural Steel, Textile, Railways, Tobacco, Automotive, Glass, Sugar, Heavy Manufacturing, Electrical & Electronics, Power, Agro and Aluminum.

The Company's recent major client wins include:

- **Reliance Retail:** National Distribution Center for their Cash and Carry network. This is a 400,000 square ft building. Reliance is planning for many more such buildings in India, the first of which was awarded to the Company through L&T.
- **Ultratech Cements:** 99 metre clear span building with 27 metre peak height for stacker reclaimer shed at Kotputli, Rajasthan. This is the first of its kind of building being built by a PEB company in India.
- **Schneider Electric:** The Company has completed the Bangalore Project and has received a repeat order for their main circuit breaker plant in Chennai.
- **Bharat Biotech:** This project has multi storied steel building (G+5) which houses the R&D center.

PEBS Pennar is the first company in India to receive the prestigious **Gold Rating** from the Indian Green Building Council for its practices complying with Green Building Technology. PEBS Pennar is one of the pioneer companies to offer comprehensive solutions for LEED compliance for Green Buildings.

PEBS Pennar also received the ISO 9001:2008 certification and PEBS Pennar's flagship product **DOUBLE - LOK®** in technical association with **NCI Group USA**, received the highly acclaimed FM Approval in India.

PEBS Pennar completed its first financial year with **revenue of Rs. 166 Crore with EBIDTA of Rs 18.5 Crore and a PAT of Rs 6.50 Crore**. This is a phenomenal achievement for a Pre- Engineered Buildings company in its first fully operational year.

PEBS Pennar's expansion plans include the setting up a manufacturing facility in North India to cater to the North Indian markets and also to expand capacity at the Hyderabad Plant.

With its strong and dedicated team, market focus, diversified market penetration strategies and firm growth strategy in place, PEBS Pennar is expected to achieve a revenue of Rs. 250 Crore in FY2012 and has projected revenue of Rs. 500 Crore by FY2014.

Analyst / Investor / Media Enquiries

Ramana Raju
PEBS Pennar

+91 40 4021 0525
ivrraju@pebspennar.com

For further information on PEBS Pennar visit www.pebspennar.in