



**EVEREST INDUSTRIES LIMITED  
ANNUAL REPORT  
2017-18**

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**Caution regarding forward-looking statements**

In this annual report we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expect', 'project', 'intend', 'plan', 'believe' and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. We undertake no obligation to publicly update any forward looking statements, whether as a result of new information, future events or otherwise.

**BOARD OF DIRECTORS**

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A V Somani, *Chairman*  
M L Gupta, *Vice Chairman*  
Amitabh Das Mundhra, *Independent Director*  
B L Taparia, *Independent Director*  
Bhavna G Doshi, *Independent Director*  
Manish Sanghi, *Managing Director*  
Y Srinivasa Rao, *Executive Director*

**COMPANY SECRETARY**

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Neeraj Kohli

**AUDITORS**

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M/s S R Batliboi & Co. LLP

**BANKERS**

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Axis Bank Limited  
DBS Bank Limited  
HDFC Bank Limited  
ICICI Bank Limited  
Kotak Mahindra Bank Limited  
State Bank of India  
Yes Bank Limited

**REGISTERED OFFICE**

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Gat 152, Lakhmapur, Taluka Dindori,  
Nashik - 422 202

**REGISTRAR AND  
SHARE TRANSFER AGENTS**

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MCS Share Transfer Agent Limited  
F-65, Okhla Industrial Area,  
Phase – I, New Delhi - 110 020

## Board of Directors

### A V Somani – Chairman

MBA from University of Pittsburgh, USA, PGDBM from SP Jain Institute of Management and Research, B.Com., M.Com from Sydenham College of Commerce & Economics. He has 27 years of experience in real estate, construction, building products, textiles and information technology management.

### M L Gupta – Vice Chairman

B.Tech. (Hons.) from IIT Kharagpur. He has 45 years of experience in Cement and Building Products industry in production and commercial decision making. He was the Managing Director of Everest from 2002 to 2010.

### Manish Sanghi – Managing Director

B.E. (Mech), PGDM (IIM-A). He has extensive marketing experience in rural and industrial marketing across a wide geography with companies like Castrol, BHEL, Eicher and General Motors. He joined Everest in 2001 as Marketing Director and is the Managing Director since 2010.

### Y Srinivasa Rao – Executive Director

B.Sc. Engg. (Mech). He worked at Samtel Group in the operations team and joined Everest in 1997 to head various plants. He is an expert in operations and project management. He has successfully enabled technology transfer from Europe and South America for fibre cement products.

### Amitabh Das Mundhra – Independent Director

As Promoter and former Whole Time Director of Simplex Infrastructure Ltd., he has rich experience in handling large infrastructure projects in real estate, transport and power sectors and managing complex commercial contracts.

### Bhavna G Doshi – Independent Director

Fellow member of Institute of Chartered Accountants of India. She is an expert in taxation, restructuring, business valuation and has contributed immensely on the Board of several Indian companies and MNCs.

### B L Taparria – Independent Director

B.com., L.L.B., F.C.S. He has more than 40 years of experience in legal, secretarial, finance and accounts, taxation and corporate governance as former Whole Time Director of Ambuja Cements Ltd.

## Key Management Personnel

### Nikhil Dujari – CFO

Member of Institute of Chartered Accountants of India. He has 20 years of experience in accounting, finance, banking and contract restructuring and has worked with E&Y, PWC, Alstom and New Holland Group.

### Neeraj Kohli – Company Secretary

B.com (Hons) from Shri Ram College Commerce, Fellow Member of the Institute of Company Secretaries of India, Associate Member of the Institute of Cost Accountants of India and LLB from Delhi University.

### Koushik Sarkar – President – Corporate Strategy

B.Tech. (Civil) from IIT Kharagpur and PGDM (IIM-B). He has 30 years of experience in manufacturing and marketing of building materials at Asian Paints, Akzo Nobel Paints, Saint Gobain and USG Boral in India and Europe.

### Rahul Chopra – Senior Vice President & Business Head – Building Products (Roofing)

B.A.(Economics). He joined Everest in Sales in 1987. He is today an expert in rural marketing, market activation, brand building and managing a large sales force and multiple products lines.

### S Krishnakumar – Senior Vice President & Business Head – Steel Buildings

BE (Mechanical) and EMBA, SPJIMR. He has 25 years of experience in manufacturing, engineering, project management and sales at L&T Heavy Engineering and Oerlikon Textile.

### Sanjay Joshi – Senior Vice President & Business Head – Building Products (Boards & Panels)

B.Sc. (Tech), PGDM (IIM-C). He has 15 years of experience in product development, marketing and sales force effectiveness at Asian Paints and SB J Von Compunders.

Last year’s results, adversely impacted by demonetization and steel price increases, spurred our resolve to bounce back smarter and stronger.

Deep soul-searching and an extremely focused effort by Team Everest to examine every cost structure, transform and evolve our business models, and reset out path forward has filled us with determination to forge ahead.

Innovation. Customer service. Value addition. Cost control. Revenue enhancement. Market leadership. Deeper penetration. Speedy execution. These words dominated every discussion and every decision. Every member of Team Everest is abuzz with renewed energy.

And here we are!

The impact is visible in this year’s result. It will be sustained in the years to come, enhanced by new initiatives in the wings.

The most exciting time in Everest’s history lies ahead. The best is yet to come...

**A V Somani**

FROM THE  
CHAIRMAN’S DESK



1934.....2005

# **In 1934 Everest started its journey as India's first manufacturer of Fibre Cement Roofing sheets.**

Over the last 8 decades, Everest has evolved to become a multi-product company and a solution provider to its customers. Today Everest offers new-age building products for walls, floors and ceilings in addition to roofs. It offers complete building solutions which have high aesthetic value, are safe, durable and enables rapid construction. The products are environment-friendly. Everest Pre-Engineered Buildings are manufactured and built as per world-class design standards. Everest retains its leadership in Roofing market and now also offers rooftop Solar solutions and is committed to provide strength, speed and safety.

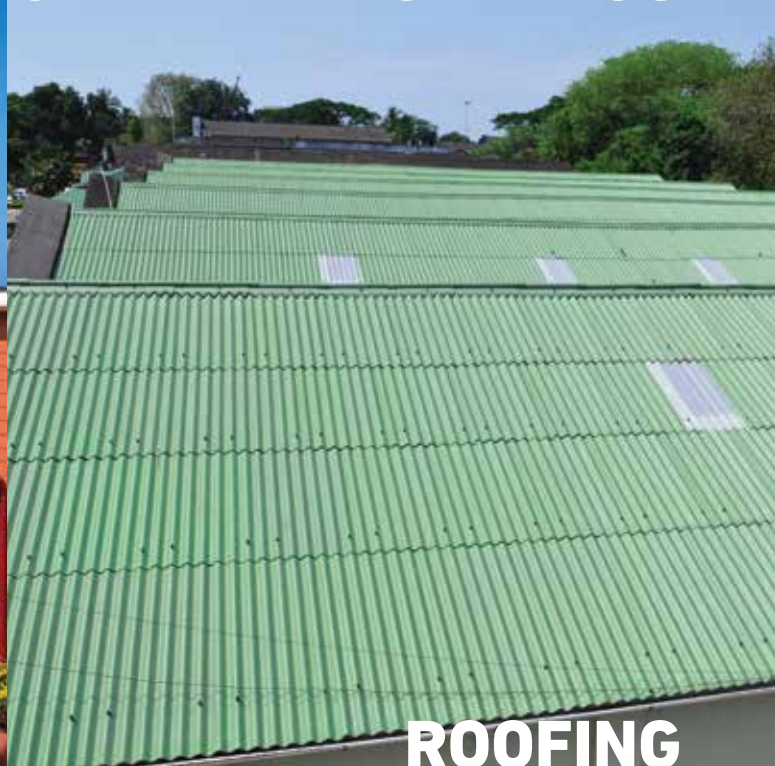
2006. . . . .



**PRE-ENGINEERED BUILDINGS**



**BOARDS**



**ROOFING**



**SMART STEEL BUILDINGS**

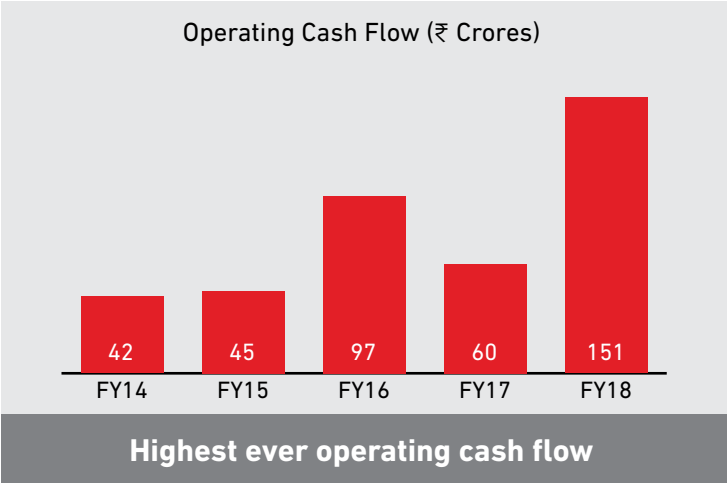
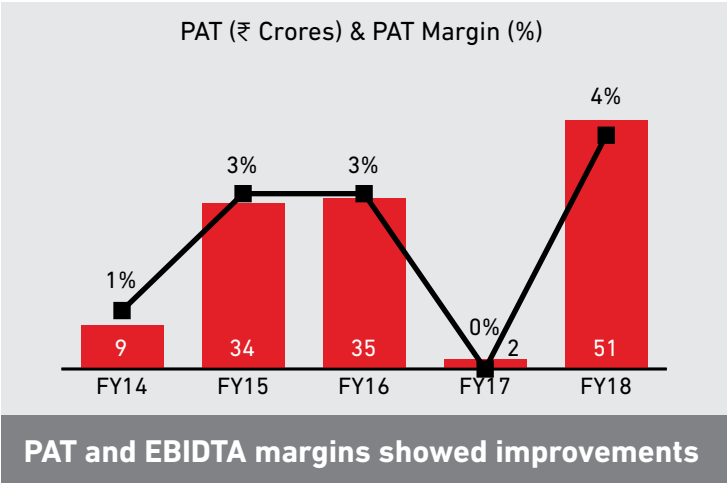
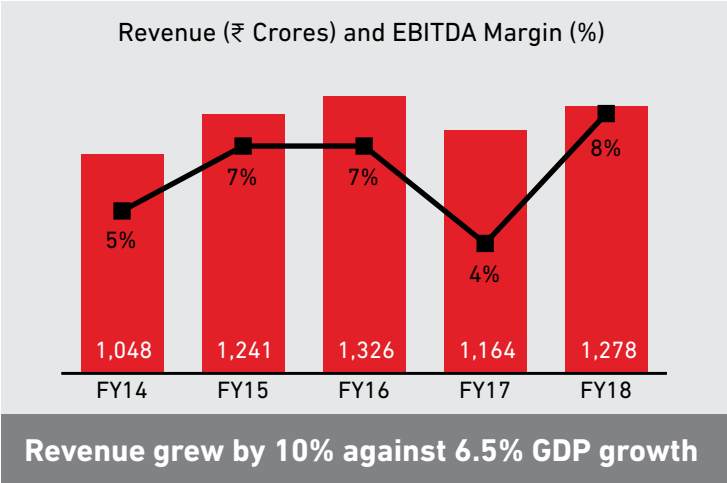
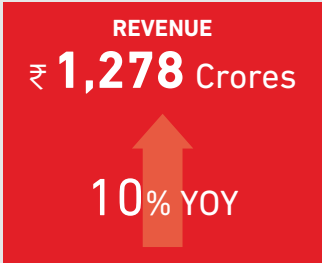


**PANELS**

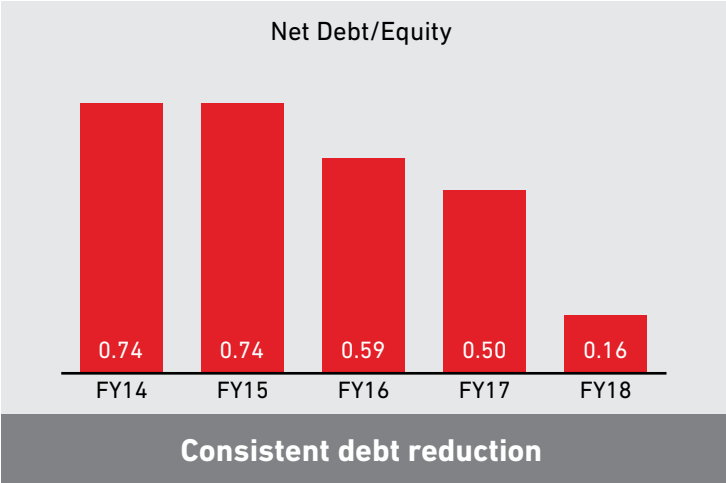


**SOLAR**

# FINANCIAL HIGHLIGHTS



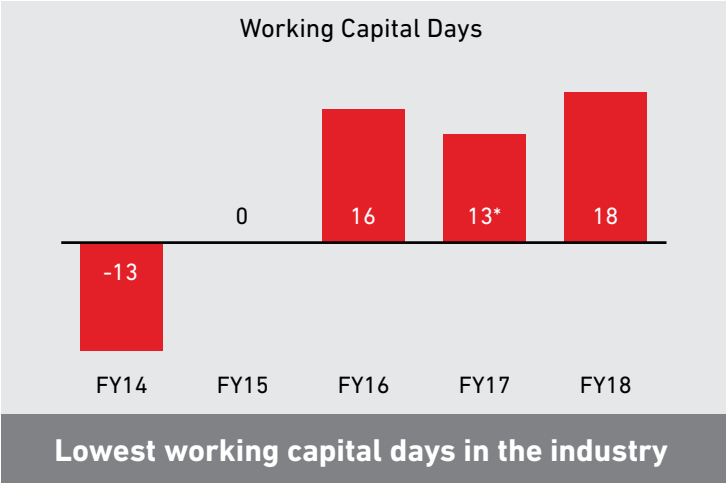
Standalone Figures for 2017-18



NET DEBT/EQUITY

0.16

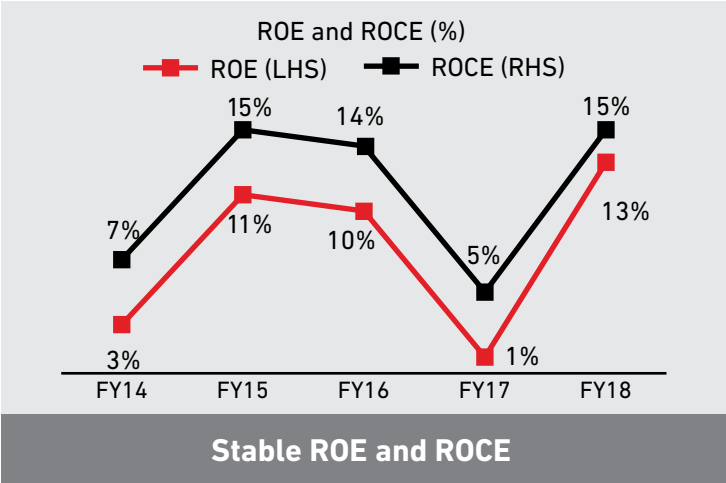
(68)% YOY



WORKING CAPITAL DAYS

18

\*As Per Ind AS



ROE

0.13%

ROCE

0.15%

Standalone Figures for 2017-18

Everest was established in 1934 and has over 8 decades of experience in building products. It is the pioneer of fibre cement products in India. The Company offers a complete range of roofing, ceiling, wall, flooring and cladding products and pre-engineered steel buildings for industrial, commercial and residential applications. The Company has introduced modern products and solutions to meet the contemporary requirements of the construction industry. The Company's building products & solutions are available in more than 1,00,000 villages and 600 cities in India and also in many countries globally. The Company has designed and erected more than 2200 Pre-Engineered Steel Buildings across 275 cities in India.

#### OUR REACH

1,00,000+

VILLAGES

600+

CITIES

2,200+

PEB PROJECTS



#### OUR VISION

Everest will be the deepest penetrated housing and building solutions provider by delivering Strength, Speed and Safety to its customers in all its target markets.

#### BUSINESS SEGMENTS

The Company has two distinct business segments – Building Products and Steel Buildings.

Our Building Products business (64% of the revenue), offers a wide range of roofing products as well as accessories and fibre cement boards and panels. They cater to rural & urban housing and commercial markets.

The Steel Buildings segment (36% of the revenue) provides unique, customised Pre-Engineered Buildings and Smart Steel Buildings for industrial, commercial and logistics applications.