

# New Age Building Solutions

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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.

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CORPORATE INFORMATION

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BOARD OF DIRECTORS

M L Gupta - Vice Chairman and Director  
Narotam Sekhsaria - Director  
Padmini Somani - Director  
B L Taparia - Director  
Bhavna G Doshi - Director  
Rajendra Prabhakar Chitale - Director  
Alok Mahinder Nanda - Director  
Manish Sanghi - Managing Director  
Y Srinivasa Rao - Executive Director

COMPANY SECRETARY

Neeraj Kohli

AUDITORS

M/s S R Batliboi & Co. LLP

BANKERS

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

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

REGISTRAR AND  
SHARE TRANSFER AGENTS

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

# [ MANAGEMENT ]

## BOARD OF DIRECTORS

### M L Gupta - Vice Chairman and Director

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.

### Narotam Sekhsaria - Director

Bachelors in Chemical Engineering from Institute of Chemical Technology, Mumbai. A doyen of the Indian Industry and one of the most respected business personalities in India, he introduced new standards in manufacturing, management, marketing efficiency and corporate social responsibility to an industry he has helped transform. He successfully built Ambuja Cement into the most efficient and profitable cement company in India.

### Padmini Somani - Director

M.Sc. in Financial Economics from University of London. She has experience in multiple sectors including technology, human capital, financial intermediation, retail and general management. She has been active in the philanthropic and development space. She has been recognised for her work in youth education, health and livelihood programmes.

### B L Taparia - Director

B.Com., L.L.B., F.C.S. He has more than 40 years of experience in legal, secretarial, finance and accounts, taxation, procurement, internal audit, HR, health and safety, sustainability areas and corporate governance.

### Bhavna G Doshi - Director

Fellow member of institute of Chartered Accountants of India. An expert in taxation, restructuring, business valuation, she has contributed immensely to several Indian companies and MNCs over the last 3 decades.

### Rajendra Prabhakar Chitale - Director

Chartered Accountant & LL.B, Managing Partner of M/s Chitale & Associates, a leading boutique international structuring, tax and legal advisory firm and MP Chitale & Co., a reputed accounting firm. He has been part of several prestigious committees, including the Insurance Advisory Committee of the IRDA, the Company Law Advisory Committee, Government of India, the Takeover Panel of the SEBI, the Advisory Committee on Regulations of the Competition Commission of India.

### Alok Mahinder Nanda - Director

Founder and CEO of Alok Nanda & Company Communications Pvt. Ltd, a creative brand consultancy. He has advised some of India's leading brands and companies which includes Lodha – India's largest real estate developer, Marico, Unilever, Ambuja Cements, Taj Hotels, Quikr, IDFC Bank, TrueNorth – a leading private equity firm and Kotak Bank.

### Manish Sanghi - Managing Director

B.E. (Mech), PGDM (IIM-A). Joined the company in 2001 as Marketing Director and took over as Managing Director in 2010. Prior to this he has worked with Castrol, BHEL, Eicher and Delphi Automotive.

### 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.

# [ MANAGEMENT ]

## MANAGEMENT TEAM

### **Nikhil Dujari – Chief Financial Officer**

B Com. (Hons) and Chartered Accountant. He is an expert in business accounting, internal control, taxation, banking and treasury, audit and contract structuring. He comes with 22 years of experience of working with reputed organisations like E&Y, PWC, Alstom and New Holland Group.

### **Neeraj Kohli – Company Secretary and Head Legal**

B.com (Hons) from Shri Ram College of Commerce, Delhi University, Fellow Member of the Institute of Company Secretaries of India, Associate Member of the Institute of Cost Accountants of India and LL.B. from Delhi University. He has rich experience of 29 years in Secretarial and Legal matters.

### **Rahul Chopra – Business Head – Building Products (Boards and Panels)**

B.A.(Economics). He has been with Everest since 1987. He is an expert in Building Products marketing, Business operations, Market activation, Brand building and handling large sales force.

### **S Krishnakumar – Business Head – (Steel Buildings)**

BE (Mechanical) and EMBA from SPJIMR. He has over 25 years of experience across domains of manufacturing, engineering, project management and sales and marketing. Prior to joining Everest, he was with L&T Heavy Engineering as Head of International Business and Marketing.

### **Neelabh Kumar Singh - Business Head – Building Products (Roofing)**

MBA in Marketing. In his career span of 25 years, he has spent 20 years in the Building Material Industry. His rich experience has made him an expert in marketing, specially in Rural India and consumer service sector.

# New Age Building Solutions

Today, Everest is a complete building solutions provider. The company offers a wide range of roofing, ceiling, wall, flooring and cladding products in its building products segment. The company has consistently introduced new age building products like, Pre-engineered steel buildings for the industrial and commercial sector and solar rooftop solutions. The company has also introduced India's first coloured fibre cement roofing sheet.

Artewood

Pre-Engineered Buildings



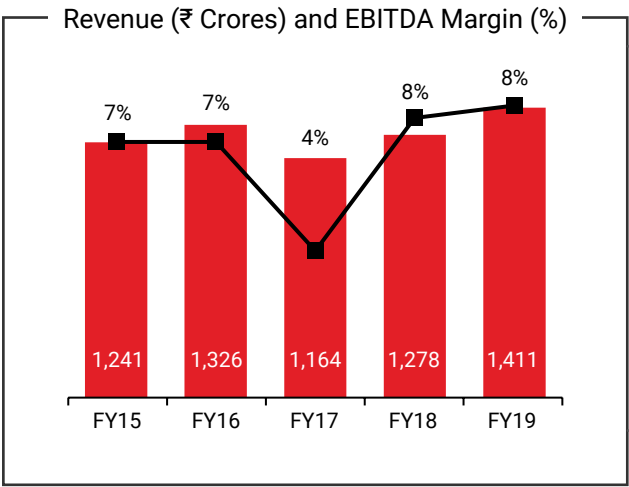




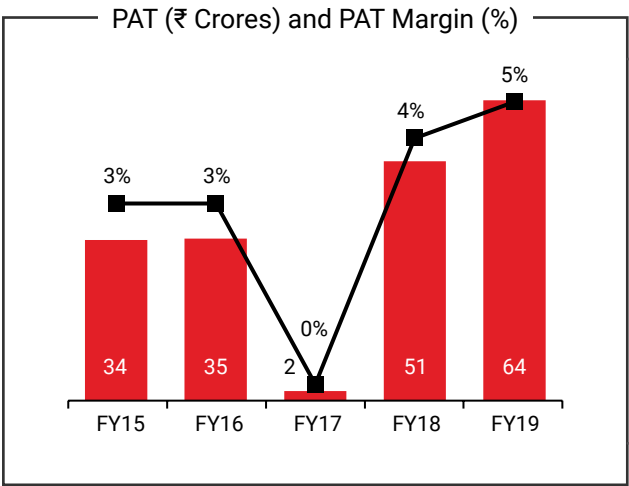
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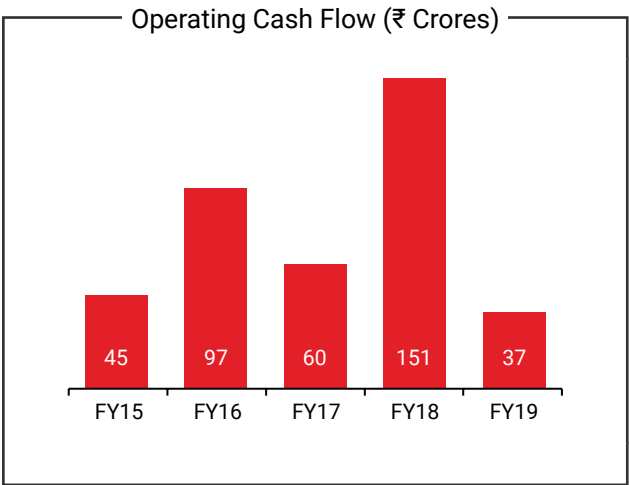
[ FINANCIAL HIGHLIGHTS ]



Revenue  
₹ 1,411 Crores  
Growth 10%



PAT  
₹ 64 Crores  
Growth 27%



Operating Cash Flow  
₹ 37 Crores



# [ FINANCIAL HIGHLIGHTS ]



## [ ABOUT EVEREST ]

Established in 1934, Everest has transitioned from a roofing company to a comprehensive building solutions provider, with a constant endeavour to innovate and pioneer new age building solutions. Today, the company offers a wide range of roofing, ceiling, wall, flooring and cladding products in its Building Products segment. The company has consistently introduced new age building products like, Pre-engineered steel buildings for the industrial and commercial sector and solar rooftop solutions. The company has also introduced India's first coloured fibre cement roofing sheet. Everest is one of the largest Pre-engineered steel building providers in India and has designed and installed more than 2500 Pre-engineered steel buildings.



### BUSINESS SEGMENTS

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

The Building Products business caters to rural and urban, housing and commercial markets. Today 64 % of the revenue comes from the building products division which offers a wide range of roofing products as well as accessories and fibre cement boards and panels.

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

### 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.

6,000+

Dealers

1,00,000+

Villages

600+

Cities

2,500+

Pre-Engineered  
Steel Buildings

