



# INTERARCH BUILDING SOLUTIONS LIMITED

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May 2025



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# Performance Highlights Q4 & FY25



“We are delighted to report the highest-ever quarterly and annual financial performance in Interarch’s history, marked by robust volume growth and improved order execution. The declaration of our maiden dividend of INR 12.5/- per equity share, subject to shareholders approval underscores our robust financial health and our consistent focus on rewarding shareholders. Total revenue for FY25 grew by 12% year-on-year to INR 1,454 crore, driving a 21% increase in EBITDA and a 25% rise in PAT. Backed by a healthy order book and inquiry, we expect the growth momentum to continue in FY26.

The year gone by marks a significant milestone with our strategic partnerships with Jindal Steel and Power and Moldtek Technologies, aimed at transforming urban infrastructure and expanding our global footprint. These collaborations are aligned with our vision to promote steel as the material of choice for high-rise buildings, data centers, and heavy industrial structures. Together, we seek to advance innovation and sustainable practices within the construction industry.

Operationally, Phase-1 of our 5th Pre-Engineered Building (PEB) manufacturing unit at Athivaram, Andhra Pradesh, is progressing well. Further, our planned capacity expansions — Phase-2 at Athivaram and the facility at Kiccha, Uttarakhand — are on track and scheduled to become operational in Q1 FY26. These developments will enhance our total installed capacity by 40,000 MT, increasing it from 1,61,000 MT to approximately 2,00,000 MT.

We have also acquired additional land of 20 acres land adjoining our existing Andhra Pradesh facility to set up a dedicated facility for pre-engineered heavy steel structures. This unit will enable us to undertake and deliver complex, large-scale projects in emerging sectors such as data centers, semiconductor and renewable energy manufacturing facilities.

We have fostered long-term relationships and closely collaborated with our customers to meet their evolving needs. Our zero-net debt status, net cash-positive position, efficient working capital cycle, and robust cash flows provide us with a strong foundation to scale further. Looking ahead, we remain committed to sustaining our growth momentum and have set an ambitious target to double our revenues over the next 3–4 years.”

**Arvind Nanda**  
**Managing Director**



# Highest Ever Quarterly and Annual Performance




## Q4FY25

### Revenue

Rs. 463.5 Crs  **20%**  
YoY

### EBITDA

Rs. 48.8 Crs  **29%**  
YoY


### EBITDA Margin


10.5%  **74**  
bps

### PAT

Rs. 38.7 Crs  **30%**  
YoY

## FY25

Rs. 1,453.8 Crs  **12%**  
YoY

Rs. 136.2 Crs  **20%**  
YoY

9.4%  **63**  
bps

Rs. 107.8 Crs  **25%**  
YoY

*The Board of Directors has recommended a Final Dividend of Rs. 12.5 /- per Equity Share of Rs. 10/- each, subject to shareholders' approval.*



## **Secured India's single largest PEB Order**

The company has secured the largest-ever single PEB order in the Indian PEB industry, valued at over Rs 300 crore.



## **Capacity Expansion**

The Company is on track to commence production at Andhra Pradesh Phase-2 and the new Kicha line by June 2025, thereby enhancing the overall production capacity to 2,00,000 MT



## **Setting up of Heavy Steel Structures Capacity**

Setting up of Heavy Steel Structures plant on the recently acquired 20-acre land adjoining our existing Andhra Pradesh facility. The plant is expected to be commercialized by September 2026, supporting growth in large-scale fabrication capabilities



## **Further strengthening of Capabilities**

In line with company's strategy to strengthen engineering excellence, the company plans to set up two new engineering offices in India during the current financial year to enhance design and technical capabilities



## **Sustainability Initiatives**

As part of our sustainability initiatives, the company has set up rooftop solar units under opex model at Kichha and Pantnagar plants with a combined capacity of 1 MW, leading to reductions in power costs. Work is in advance stage for similar set up at Chennai and Andhra Pradesh Plant



Order Wins (Rs in Crs)

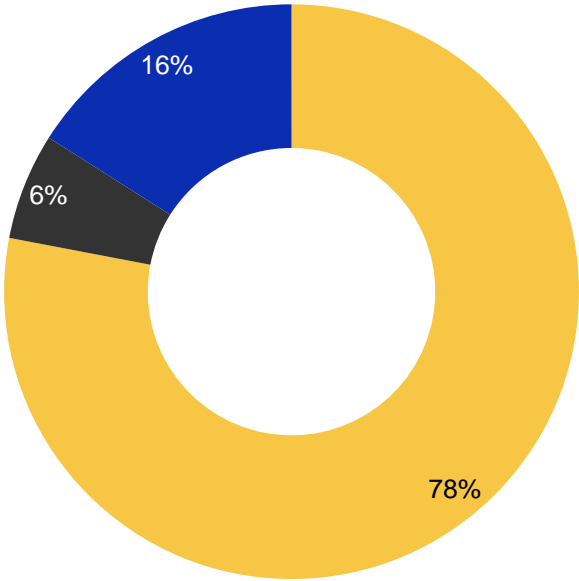
Orders booked between 01<sup>st</sup> February 2025 and 30<sup>th</sup> April 2025 750

Major Customers – End User Industry

- Industrial
- Renewable
- Logistics

Order wins from Key Customers

VSL Green Power Pvt Ltd	Havells India Limited
Indospace Industrial Park	Saatvik Solar Industries Pvt Ltd
Saint Gobain Limited	Reliance Industries Limited
Balrampur Chini Mills Ltd	Kiswok Industries Pvt Ltd
Continental Engines Pvt Ltd	Systematic Conscom Pvt Ltd



Total Order book as on 30<sup>th</sup> April 2025, is INR 1,646 Cr.





## R&D Work done in Engineering Department

- Development of customized tools to automate various tasks being done manually.
- This will result into increased efficiencies and productivity in engineering



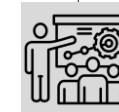
## Optimizing Logistic Operations and Costs

- Introduction of new procurement platforms like Ariba.
- Identification of new and capable logistic partners, primarily the ones having their own fleet.



## Capability Building in Engineering/Projects and Design

- Continual implementation of GET / PGET initiatives in inducting, training, and mentoring the fresh talent.
- This will enhance our manpower and talent pipeline, to support our future growth



## Active participation to upgrade IS Codes

Actively contributing to upgradation & revision of IS codes, for steel usage.

- IS800(General Construction in Steel–Code of Practice)
- IS801(Code of Practice for Use of Cold - Formed Light Gauge Steel Structural Members)
- National Building Code (NBC) and more



# Profit & Loss Statement – Q4 & FY25



Particulars (INR Cr.)	Q4 FY25	Q4 FY24	YoY	FY25	FY24	YoY
Revenue from Operations	463.5	385.5	20.2%	1,453.8	1,293.3	12.4%
Cost of Goods Sold	285.1	250.6		889.1	823.8	
Employee Cost	39.8	32.2		147.0	119.0	
Other Expenses	89.8	64.9		281.5	237.6	
<b>EBITDA</b>	<b>48.8</b>	<b>37.8</b>	<b>29.3%</b>	<b>136.2</b>	<b>113.0</b>	<b>20.6%</b>
<b>EBITDA Margin</b>	<b>10.5%</b>	<b>9.8%</b>		<b>9.4%</b>	<b>8.7%</b>	
Other Income	7.1	4.8		20.7	13.0	
Depreciation	4.9	2.0		11.8	8.0	
Finance Cost	0.7	0.6		2.4	2.2	
Exceptional Item Gain / (Loss)	0.0	0.0		0.0	0.0	
<b>Profit before Tax</b>	<b>50.4</b>	<b>39.9</b>		<b>142.7</b>	<b>115.9</b>	
Tax	11.7	10.2		34.9	29.6	
<b>Profit After Tax</b>	<b>38.7</b>	<b>29.7</b>	<b>30.3%</b>	<b>107.8</b>	<b>86.3</b>	<b>25.0%</b>
<b>Profit After Tax Margin</b>	<b>8.3%</b>	<b>7.7%</b>		<b>7.4%</b>	<b>6.7%</b>	
<b>EPS (Rs.)</b>	<b>23.25</b>	<b>20.60</b>		<b>68.51</b>	<b>58.68</b>	

# Balance Sheet Statement



Assets (INR Cr.)	FY25	FY24	Equity & Liabilities (INR Cr.)	FY25	FY24
<b>Non - Current Assets</b>	<b>354.8</b>	<b>240.4</b>	<b>Total Equity</b>	<b>751.4</b>	<b>444.6</b>
Property Plant & Equipment	149.4	106.4	Share Capital	16.6	14.4
Capital work-in-progress	13.5	12.7	Other Equity	734.8	430.2
Investment Property	2.7	2.8	Non-Controlling Interest	0.0	0.0
Intangible assets	0.4	0.2	<b>Non-Current Liabilities</b>	<b>10.3</b>	<b>10.2</b>
Right of use assets	65.3	56.5	<b>Financial Liabilities</b>		
<b>Financial Assets</b>			Borrowings	0.3	0.6
Investments	35.9	5.4	Lease Liabilities	2.3	2.7
Trade Receivables	67.2	48.6	Government Grants	0.0	0.0
Other Financial Assets	2.2	2.8	Employee Benefit Obligation	0.0	1.1
Other Non - Current Tax Assets	2.0	2.4	Deferred Tax Liabilities	7.7	5.7
Other Non-Current Assets	16.3	2.7	Other Non Current Liabilities	0.0	0.0
<b>Current Assets</b>	<b>759.2</b>	<b>514.6</b>	<b>Current Liabilities</b>	<b>352.3</b>	<b>300.2</b>
Inventories	165.7	146.8	Contract Liabilities	164.1	116.4
Contract assets	48.9	35.3	<b>Financial Liabilities</b>		
<b>Financial Assets</b>			Borrowings	16.9	9.6
Investments	5.0	-	Trade Payables	120.7	133.6
Trade receivables	211.0	170.8	Lease Liabilities	0.4	0.5
Cash and cash equivalents	84.7	62.1	Other Financial Liabilities	25.6	17.1
Bank balances other than cash and cash equivalents	114.1	76.5	Other Current Liabilities	20.7	21.3
Loans	0.5	0.6	Current tax liabilities (net)	0.0	0.0
Other Current Assets	128.7	22.5	Provisions	3.9	1.7
Current Tax Assets (Net)	0.5	-			
<b>Total Assets</b>	<b>1,114.0</b>	<b>755.0</b>	<b>Total Equity &amp; Liabilities</b>	<b>1,114.0</b>	<b>755.0</b>

# Cash Flow Statement



Particulars (INR Cr.)	FY25	FY24
<b>Profit Before Tax</b>	<b>142.7</b>	<b>115.9</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	5.6	1.0
<b>Operating profit before working capital changes</b>	<b>148.3</b>	<b>116.9</b>
Changes in working capital	-61.6	-5.0
<b>Cash generated from Operations</b>	<b>86.6</b>	<b>111.9</b>
Direct taxes paid (net of refund)	-33.1	-30.3
<b>Net Cash from Operating Activities</b>	<b>53.6</b>	<b>81.5</b>
<b>Net Cash from Investing Activities</b>	<b>-223.1</b>	<b>-32.2</b>
<b>Net Cash from Financing Activities</b>	<b>192.1</b>	<b>-45.9</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>22.6</b>	<b>3.5</b>
Add: Cash & Cash equivalents at the beginning of the period	62.1	58.7
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>84.7</b>	<b>62.1</b>

# Continuous Capacity Expansion will drive the Growth



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).

## Phase 2 , Andhra Pradesh & capacity expansion at Kichha plant – Nearing Completion

- The capacity expansion as planned at AP and Kichha is underway and expected to commercialize by Q1FY26.
- Post commercialization, 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







# Key Collaborations

# Enhancing Export Presence Through Strategic Collaboration with Mold-Tek Technologies (MTTL)



## Interarch Building Solutions Limited



## Mold-Tek Technologies Limited (MTTL)



Collaboration will focus on global markets, with a strong emphasis on driving export orders

### Key Rationale:

Interarch will handle manufacturing, logistics, while Mold-Tek Technologies will provide detailing for PEB and structural steel projects



### Consideration Details:

Interarch will pay MTTL a commission on export orders generated through MTTL's efforts, with rates adjustable by mutual agreement to facilitate order conversion

### Scope of Business:

Interarch and MTTL will jointly assess client requirements for building, pricing, and delivery under a two-year business plan, extendable by mutual consent

### Agreement Terms:

Both companies will work exclusively with each other on projects introduced by MTTL, ensuring a dedicated partnership for these initiatives

# Strategic Partnership with Jindal Steel & Power for Urban Infrastructure (JSPL)



## Interarch Building Solutions Limited

Interarch is a leader in turnkey pre-engineered steel construction solutions (PEBs). The company caters to a broad spectrum of industrial and non-industrial construction needs.



## Jindal Steel and Power Limited

Jindal Steel and Power is an industrial powerhouse with a dominant presence in the steel, mining, and infrastructure sectors. The company continually enhances its capacity utilization and efficiency, driving towards a self-reliant India.



## To Promote

Steel as preferred material for multi-story buildings, data centers, and heavy structures, redefining India's urban infrastructure.

## Areas of Collaboration

1. Marketing Awareness Campaign
2. Technical Expertise & Training
3. Advocacy & Policy Support

## Key rationale

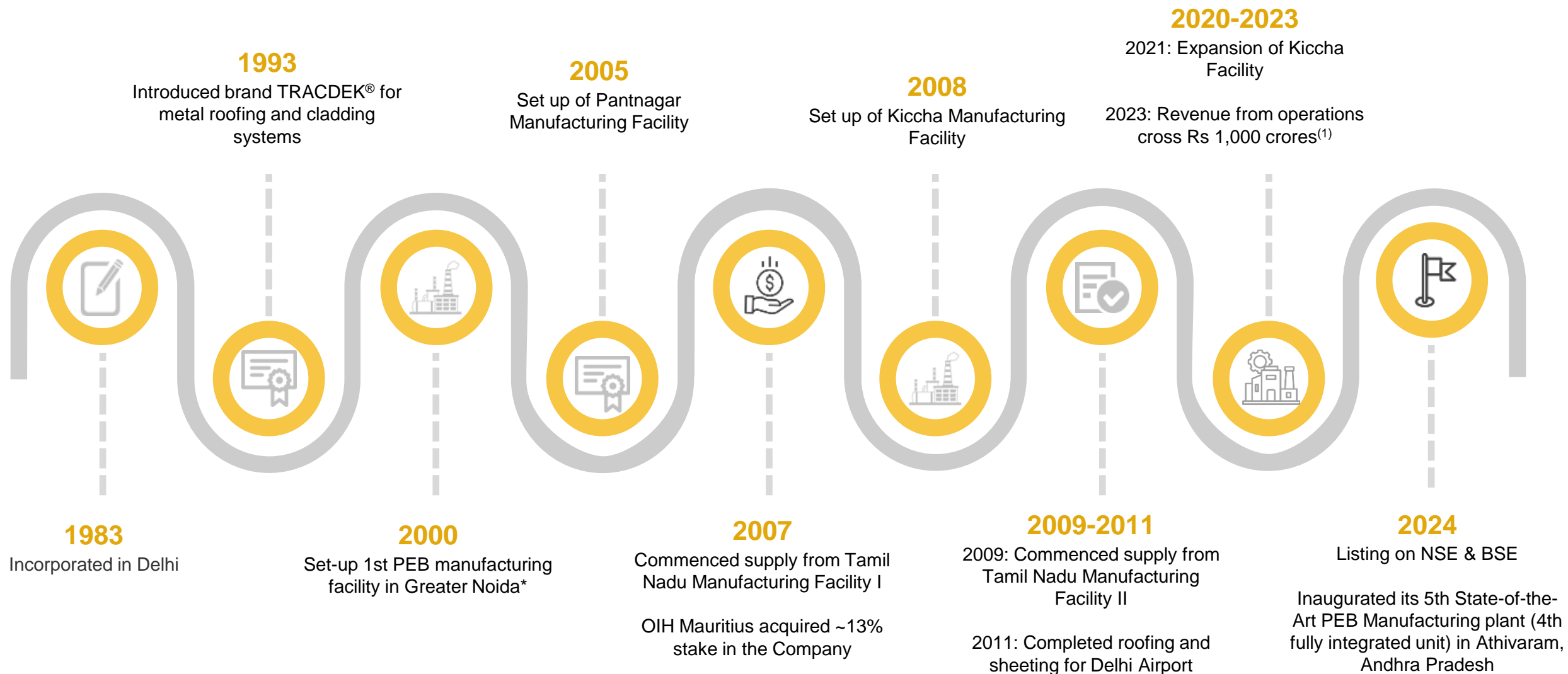
- **Steel** is the **preferred material** for **modern urban construction** due to its speed, strength, flexibility, and sustainability
- The **partnership combines expertise in PEB construction with advanced steel production** to meet growing demands
- This **collaboration combines company's expertise in design, engineering, manufacturing** and project management with **JSPL's advanced manufacturing facilities for heavy structures**, creating high-performance steel solutions
- Together, they **aim to drive innovation** and promote sustainable, efficient urban development

***To enter into multi story buildings & heavy building structure and offer a comprehensive solution to customers***





# Company Overview



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



**756**

Completed execution of PEB Contracts from FY15 to FY25



**5**

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



**128**

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



**INR 1,454 Cr**

Revenue from Operations in FY25



**82%**

Repeat Orders in FY25<sup>(3)</sup>



**3 of 5**

Customer Groups have been associated for over five years

**Notes::** <sup>(1)</sup> As on September 04<sup>th</sup>, 2024 <sup>(2)</sup> As on March 31, 2025; <sup>(3)</sup> Repeat orders are orders which we identify as orders placed by customers or Customer Groups that have placed orders with us previously



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

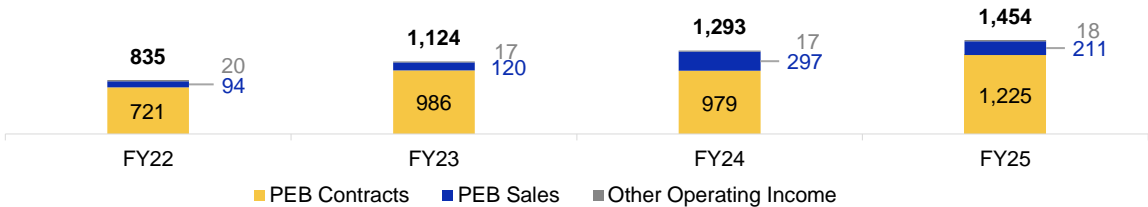


Complete PEBs on a turn-key basis with on-site project management capabilities for the installation & erection of PEBs

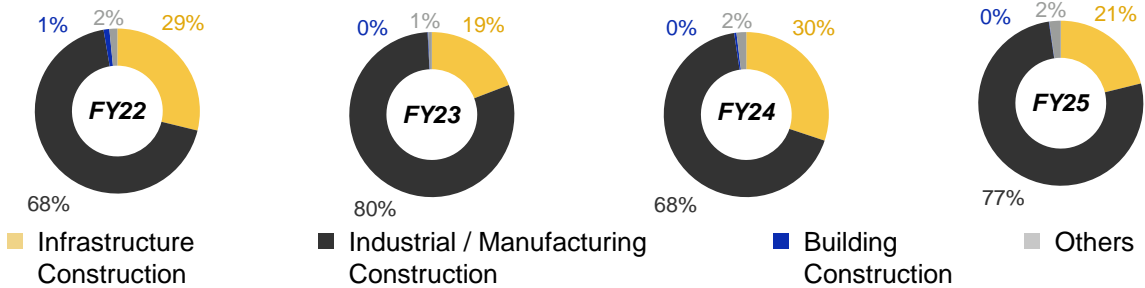


Estimation, designing, engineering, manufacturing and supply of PEBs

Revenue from Operations (Rs crs)



Revenue from Operations by End-Use Sector





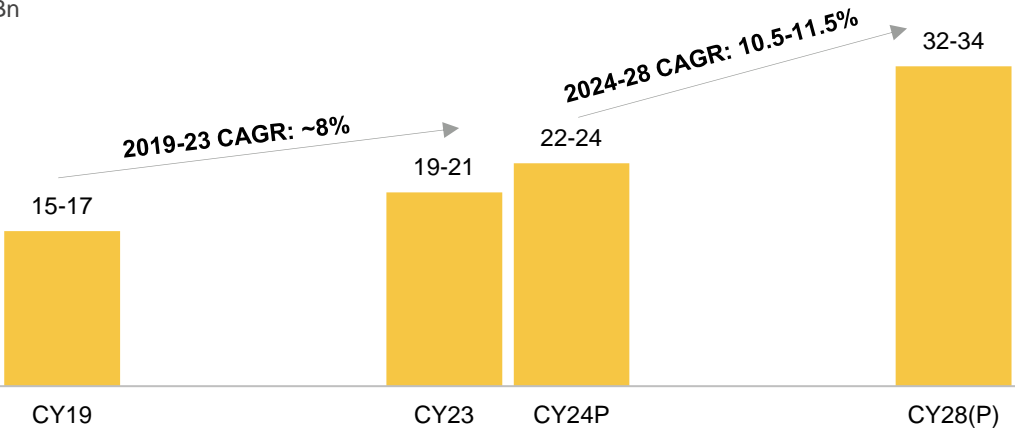
# Industry Overview

# 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

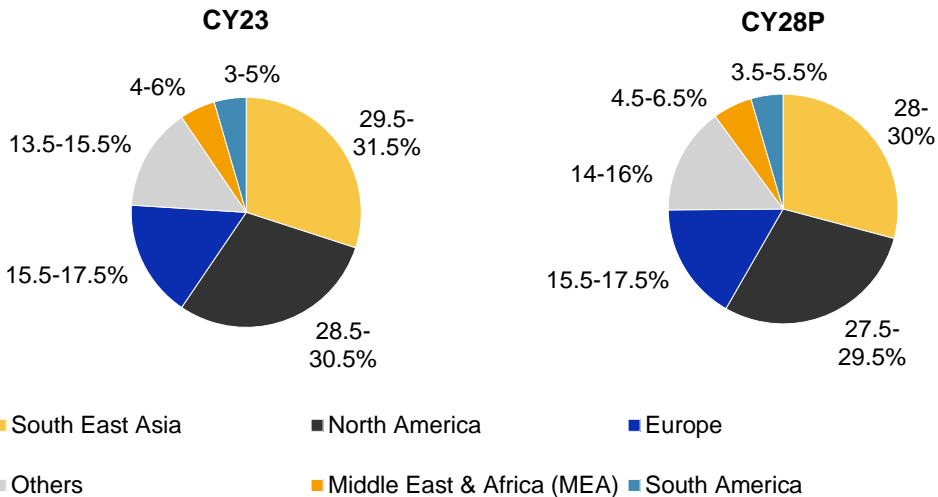


Increasing investments in public infrastructure, growing urbanisation and increasing awareness of benefits of pre-engineered construction vis-à-vis the traditional onsite model



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

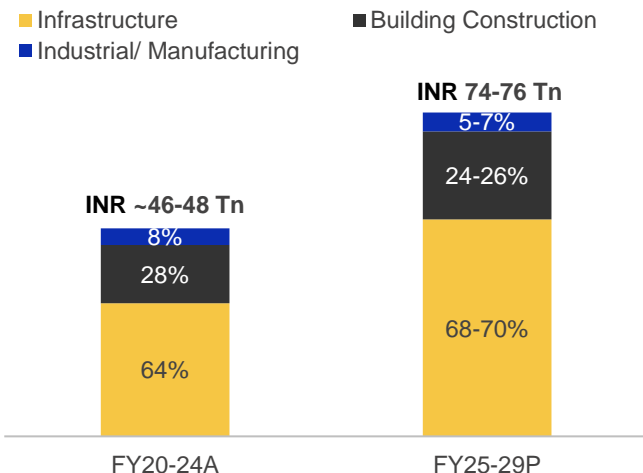


Tourism and ecommerce sectors are expected to boost demand for commercial and industrial structures such as warehouses, restaurants, hotels, etc.

# 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>

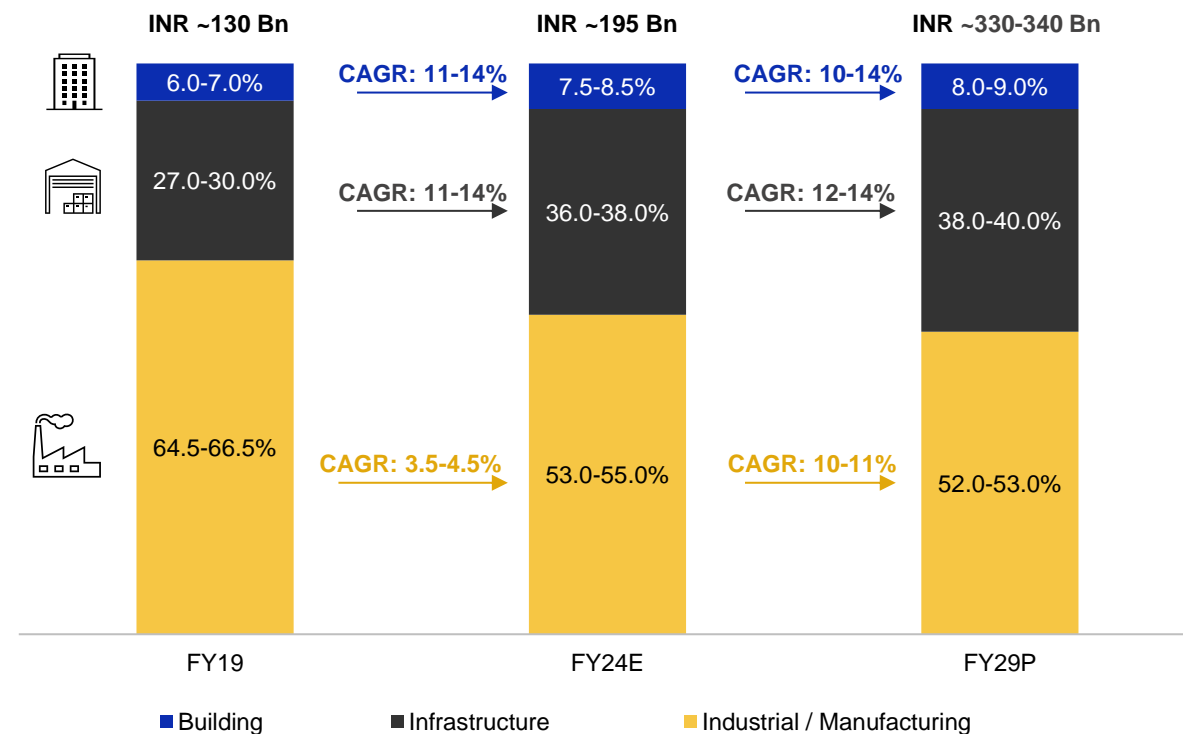
Initiative	Overview
<b>PRADHAN MANTRI AWAS YOJANA - URBAN (PMAY-U)</b>	<ul style="list-style-type: none"> <li>✓ Housing for all initiative with fast-paced execution of <b>~0.95 Mn</b> units in FY24</li> </ul>
<b>ATMANIRBHAR BHARAT ABHIYAN</b>	<ul style="list-style-type: none"> <li>✓ Strong emphasis on 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

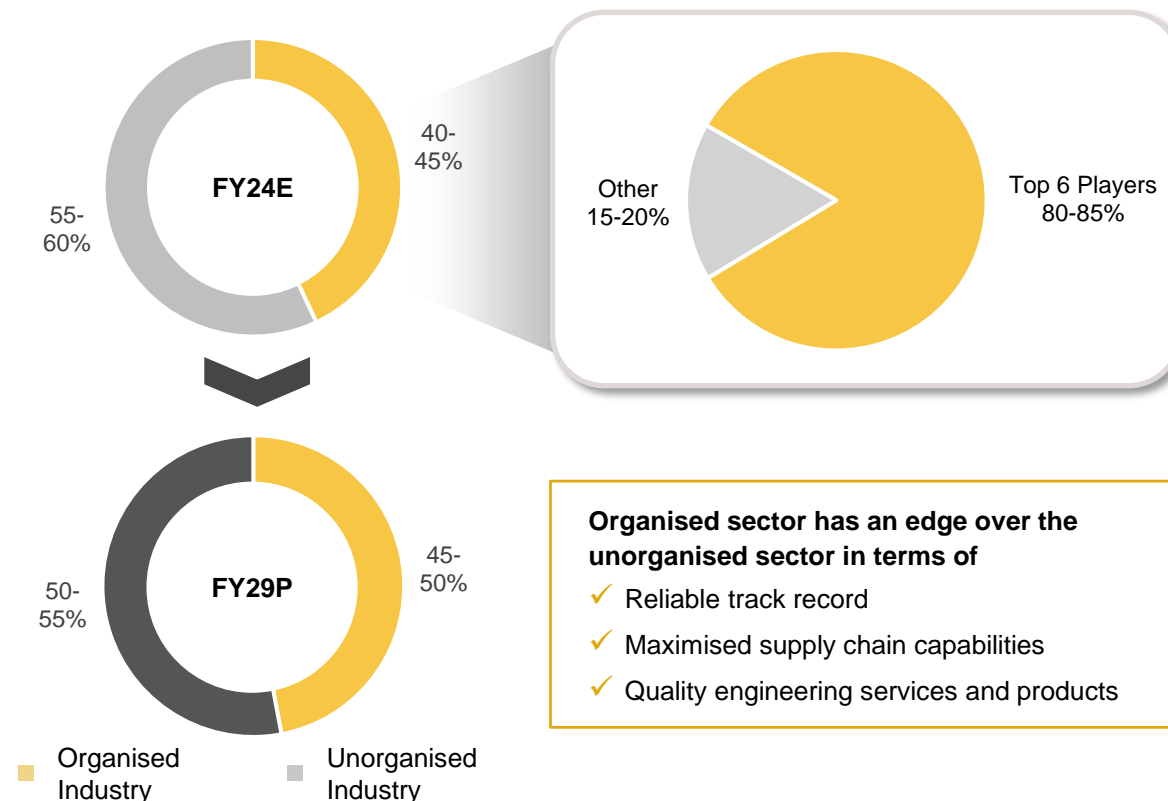


## Pre-engineered Steel Building Industry in India



- ✓ 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**

**11.4%**

Top 6 Players

**8.5%**

Total Industry

**7.0%**

Rest of the Industry

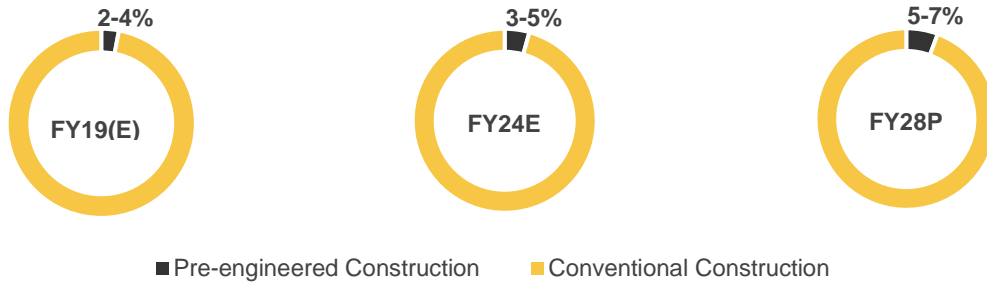
**FY19-23 CAGR %**

# 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



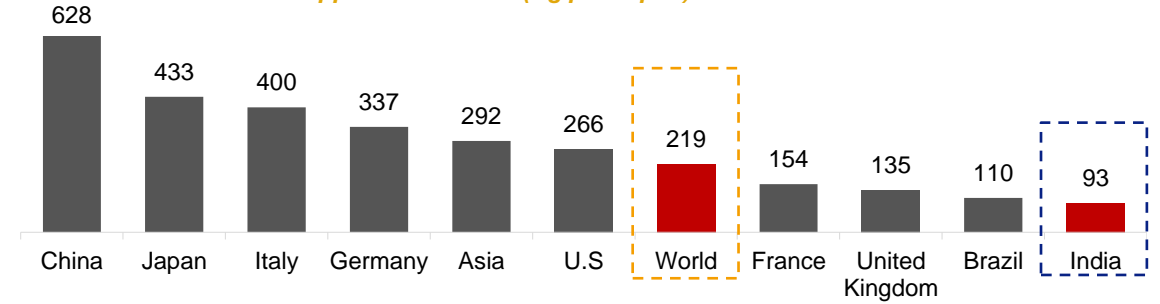
Increase in the demand of data centres India



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

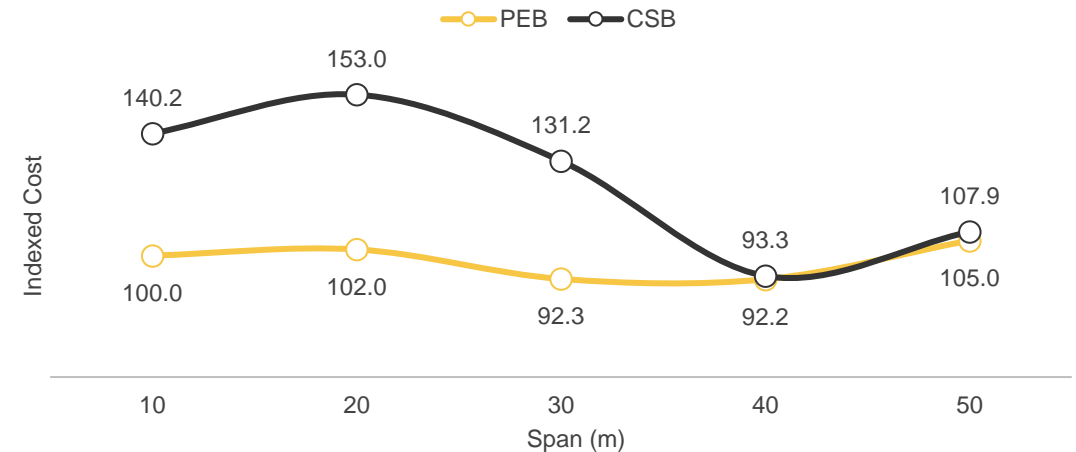


### FASTER CONSTRUCTION TIMELINES & COST OPTIMISATION

- ✓ 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 %

Span (m)	Cost Saving %
10	40.2%
20	50.0%
30	42.1%
40	1.2%
50	2.8%

- ✓ 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 40 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

**756**

Completed execution of PEB Contracts from FY15 to FY25

**40+ Years**

Presence in the PEB industry



Extensive track record



Domain experience



Established brand presence and market position

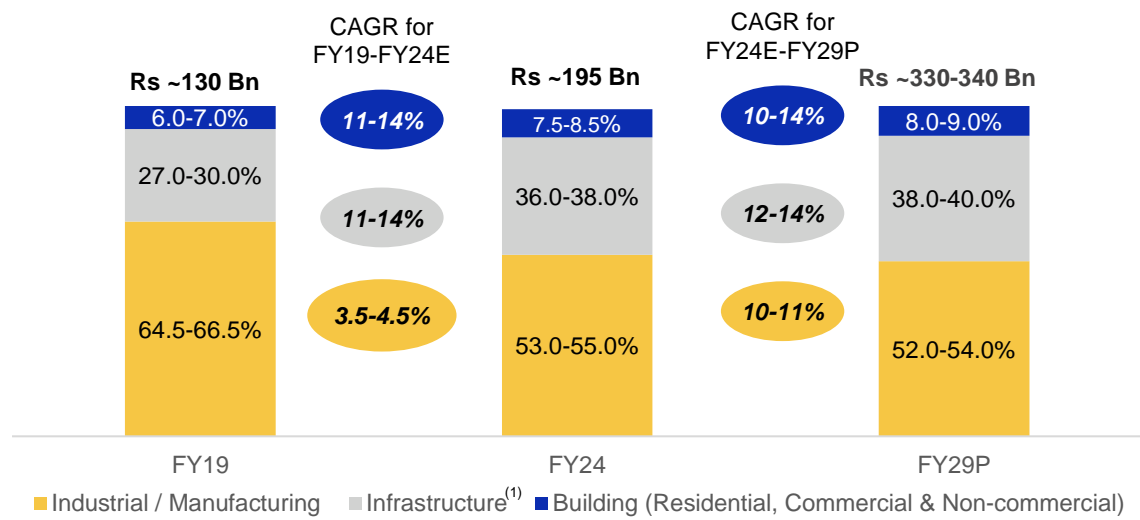


Integrated facilities for design and engineering, manufacture

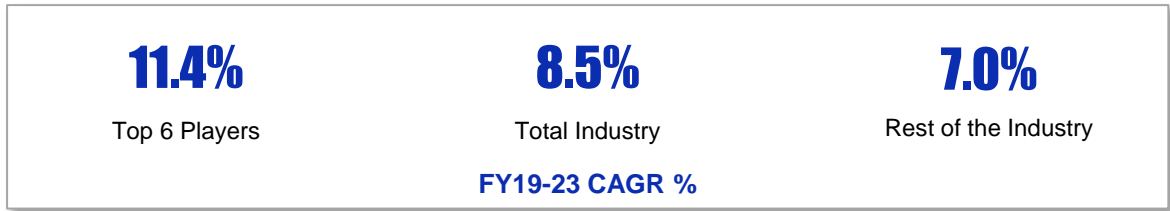


On-site project management capabilities

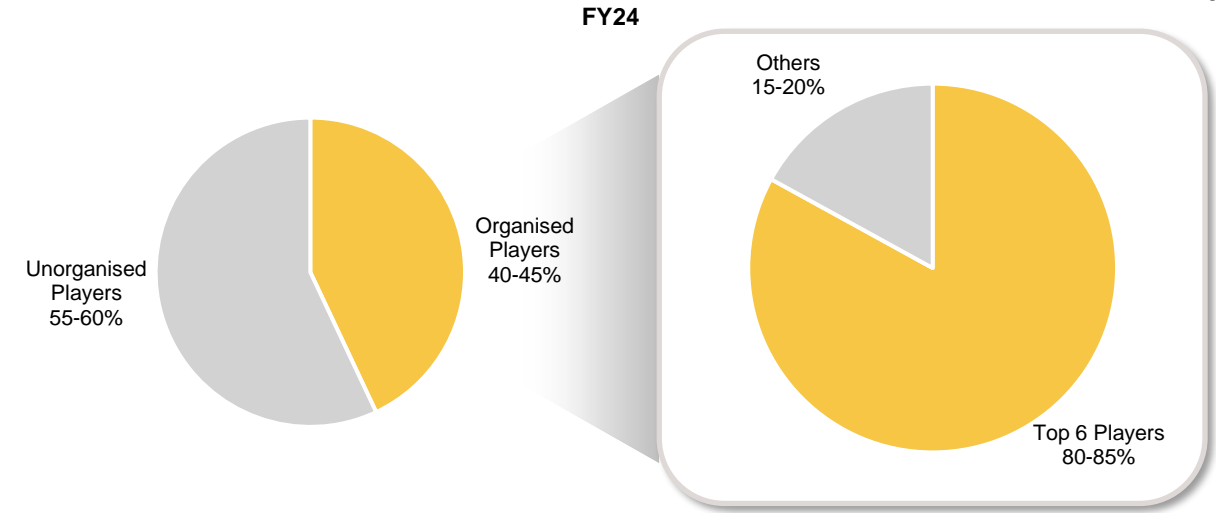
The PEB Market in India – Segments



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

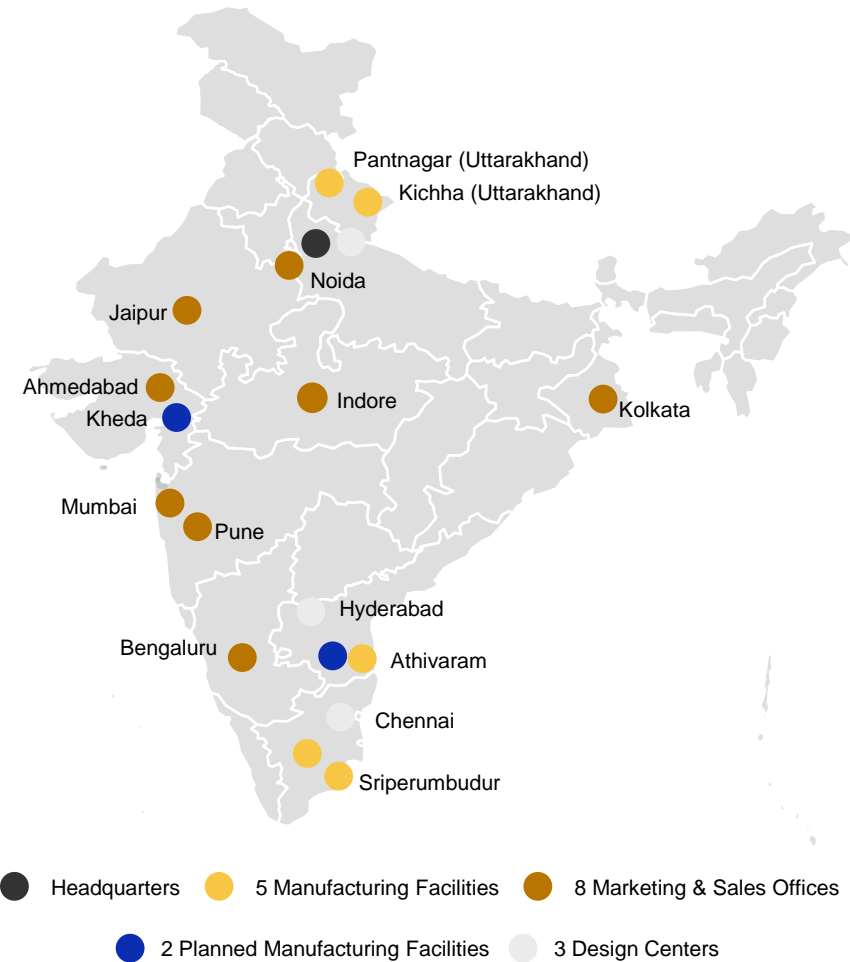


Maximised Supply Chain Capabilities



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



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

### 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
- ✓ 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

Notes: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness; <sup>(1)</sup> As on March, 2025

# 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



**HOSPITAL BUILDING**

In Bangalore, Karnataka



**TYRE MANUFACTURING**

At Chennai, Tamil Nadu



**INDUSTRIAL & LOGISTICS PARK**

In Haryana, Punjab, Maharastra, Tamil Nadu



**AIR CONDITIONING MANUFACTURING**

At Sri City Andhra Pradesh



**FMCG MANUFACTURING**

At Sumerpur, Uttar Pradesh



**SOLAR PV MODULES MANUFACTURING**

In Dholera, Gujarat & Jaipur, Rajasthan



**DATA CENTER BUILDING**

In Navi Mumbai, Maharashtra

***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



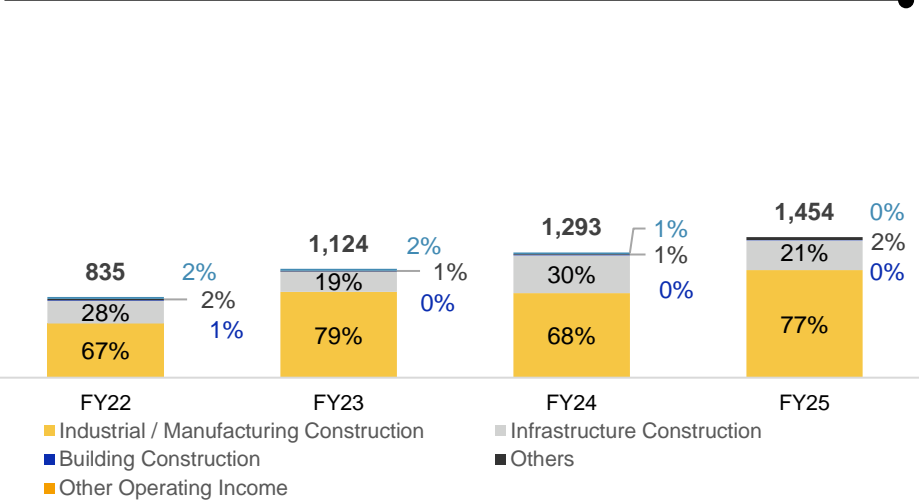
**NIDHI GOEL**  
*Company Secretary and Compliance Officer*

- 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



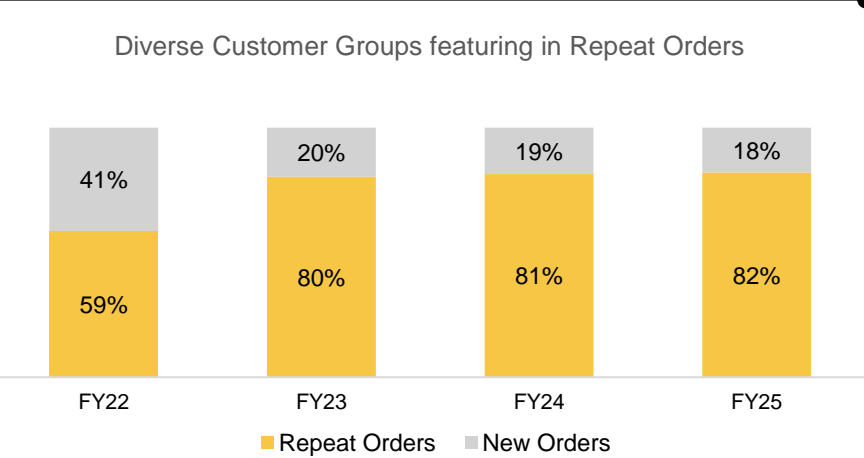
Revenue from Operations by End-use Sectors



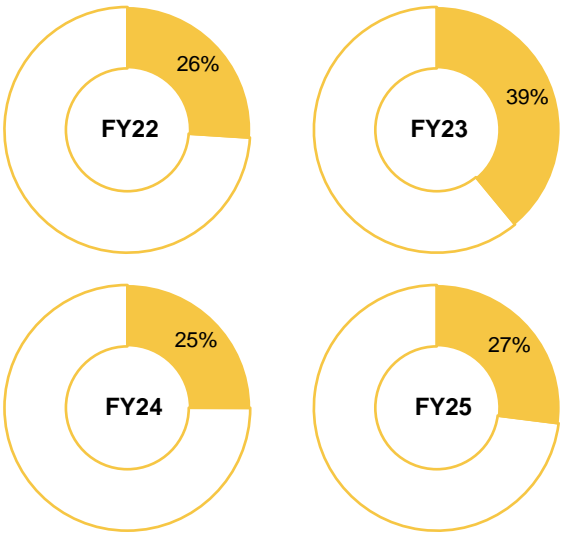
Key Customers



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



Revenue from Top 5 Customer Groups



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

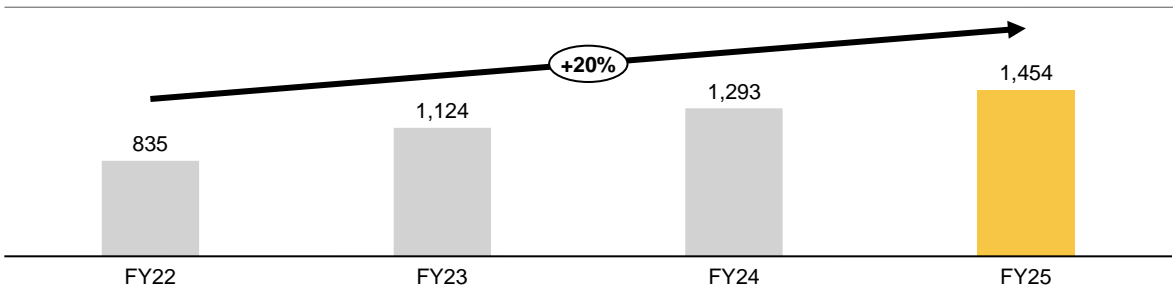
**Considering the critical nature of the use cases of PEBs, customer standards, requirements and required service levels are stringent and accordingly, consider the quality, durability and reliability of PEBs as essential to maintaining customer relationships**

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. Logos displayed are for representation purposes only and remain the property of their respective owners

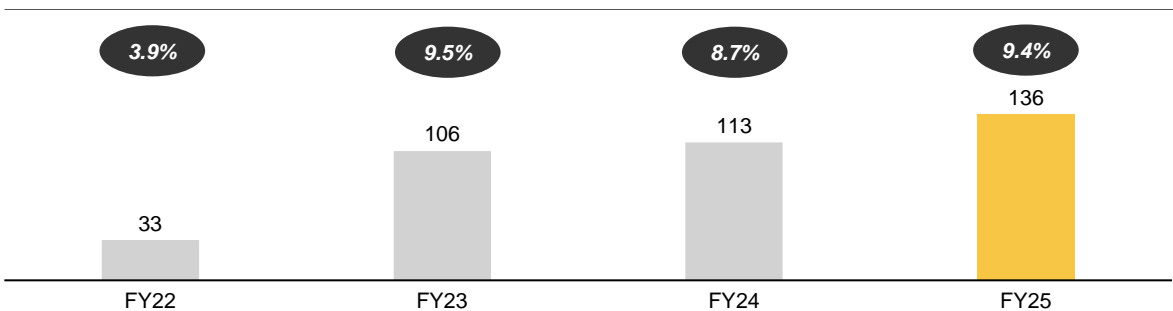
Debt-free company with high cash reserves and strong financial performance.



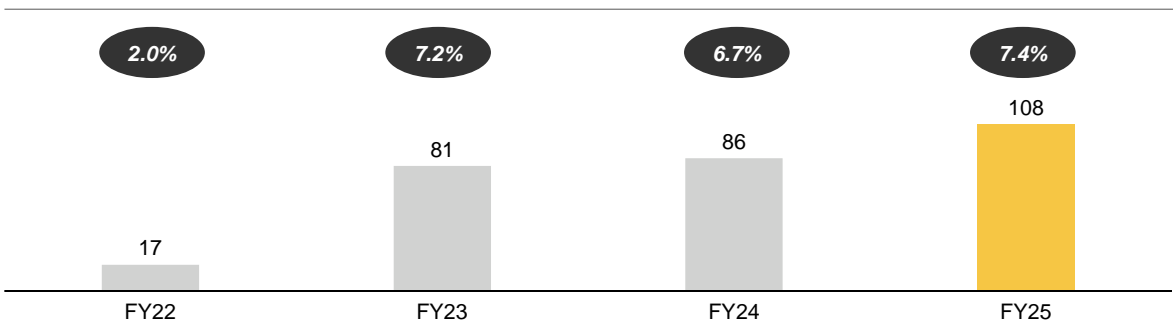
Revenue from Operations (INR Cr.) & Growth



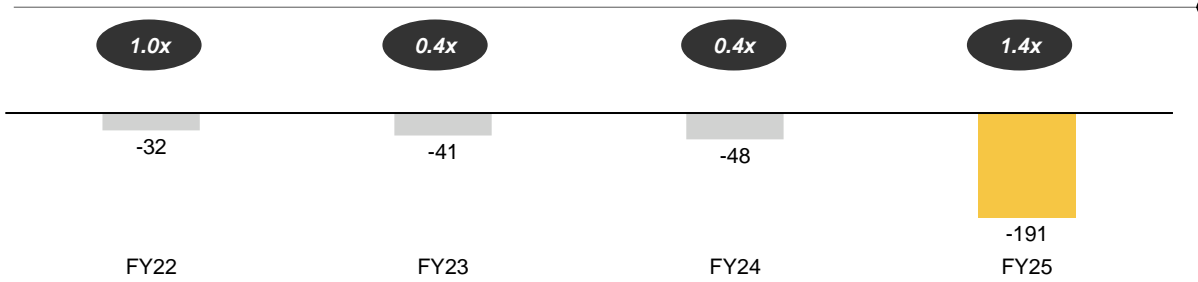
EBITDA (INR Cr.) & EBITDA Margin



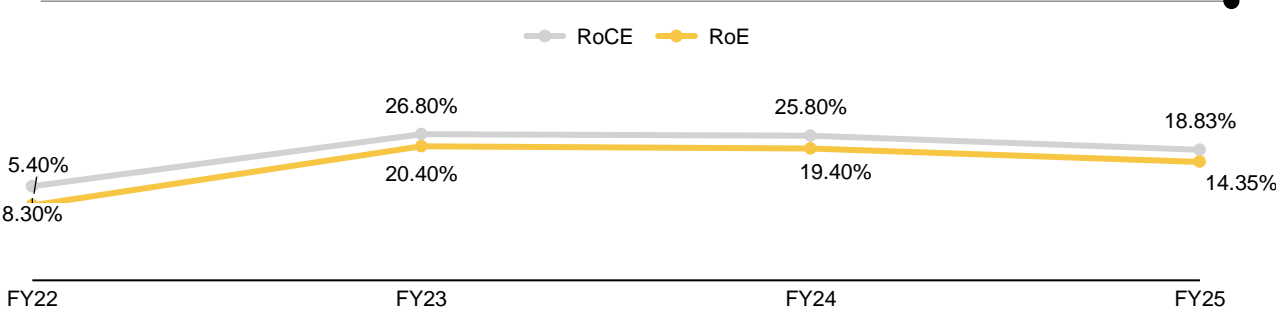
Profit for the Year (INR Cr.) & Profit Margin



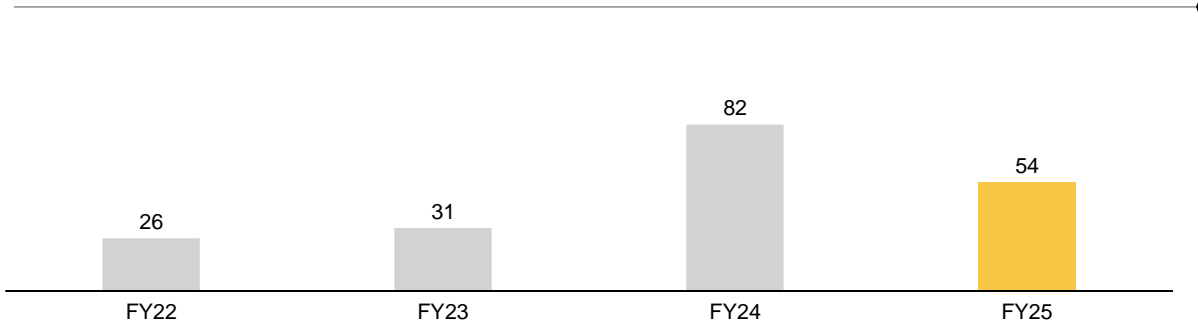
Net Debt (INR Cr.) & Net Debt / EBITDA Ratio



RoCE & RoE



Net Cash Generated from Operating Activities (INR Cr.)



A debt-free company with a high cash reserve demonstrating strong financial stability and growth potential.

# Profit & Loss Statement



Particulars (INR Cr.)	FY25	FY24	FY23	FY22
<b>Revenue from Operations</b>	<b>1,453.8</b>	<b>1,293.3</b>	<b>1,123.9</b>	<b>834.9</b>
Cost of Goods Sold	889.1	823.8	732.5	564.8
Employee Cost	147.0	119.0	93.4	89.2
Other Expenses	281.5	237.6	191.7	148.0
<b>EBITDA</b>	<b>136.2</b>	<b>113.0</b>	<b>106.4</b>	<b>32.9</b>
<b>EBITDA Margin</b>	<b>9.4%</b>	<b>8.7%</b>	<b>9.5%</b>	<b>3.9%</b>
Other Income	20.7	13.0	12.5	5.9
Depreciation	11.8	8.0	7.3	11.8
Finance Cost	2.4	2.2	2.6	4.5
Exceptional Item Gain / (Loss)	0.0	0.0	0.0	0.0
<b>Profit before Tax</b>	<b>142.7</b>	<b>115.9</b>	<b>109.0</b>	<b>22.6</b>
Tax	34.9	29.6	27.5	5.5
<b>Profit After Tax</b>	<b>107.8</b>	<b>86.3</b>	<b>81.5</b>	<b>17.1</b>
<b>Profit After Tax Margin</b>	<b>7.4%</b>	<b>6.7%</b>	<b>7.2%</b>	<b>2.1%</b>
<b>EPS (Rs.)</b>	<b>68.51</b>	<b>58.68</b>	<b>54.31</b>	<b>11.42</b>



# Balance Sheet Statement



Assets (INR Cr.)	FY25	FY24	FY23	FY22	Equity & Liabilities (INR Cr.)	FY25	FY24	FY23	FY22
<b>Non - Current Assets</b>	<b>354.8</b>	<b>240.4</b>	<b>211.3</b>	<b>190.2</b>	<b>Total Equity</b>	<b>751.4</b>	<b>444.6</b>	<b>399.3</b>	<b>318.3</b>
Property Plant & Equipment	149.4	106.4	103.9	99.0	Share Capital	16.6	14.4	15.0	15.0
Capital work-in-progress	13.5	12.7	0.0	0.0	Other Equity	734.8	430.2	384.3	303.3
Investment Property	2.7	2.8	2.8	3.1	Non-Controlling Interest	0.0	0.0	0.0	0.0
Intangible assets	0.4	0.2	0.0	0.1	<b>Non-Current Liabilities</b>	<b>10.3</b>	<b>10.2</b>	<b>21.9</b>	<b>27.5</b>
Right of use assets	65.3	56.5	53.6	52.6	<b>Financial Liabilities</b>				
<b>Financial Assets</b>					Borrowings	0.3	0.6	1.1	1.0
Investments	35.9	5.4	5.0	0.0	Lease Liabilities	2.3	2.7	5.8	4.1
Trade Receivables	67.2	48.6	38.4	28.0	Government Grants	0.0	0.0	0.1	0.1
Other Financial Assets	2.2	2.8	1.6	4.1	Employee Benefit Obligation	0.0	1.1	9.1	19.7
Other Non - Current Tax Assets	2.0	2.4	1.9	1.4	Deferred Tax Liabilities	7.7	5.7	5.9	2.5
Other Non-Current Assets	16.3	2.7	4.1	1.9	Other Non Current Liabilities	0.0	0.0	0.0	0.0
<b>Current Assets</b>	<b>759.2</b>	<b>514.6</b>	<b>463.7</b>	<b>353.5</b>	<b>Current Liabilities</b>	<b>352.3</b>	<b>300.2</b>	<b>253.9</b>	<b>198.0</b>
Inventories	165.7	146.8	137.0	134.1	Contract Liabilities	164.1	116.4	106.0	87.6
Contract assets	48.9	35.3	27.9	21.2	<b>Financial Liabilities</b>				
<b>Financial Assets</b>					Borrowings	16.9	9.6	10.3	2.3
Investments	5.0	0.0	0.0	0.0	Trade Payables	120.7	133.6	103.7	80.5
Trade receivables	211.0	170.8	158.7	85.7	Lease Liabilities	0.4	0.5	0.6	0.3
Cash and cash equivalents	84.7	62.1	58.7	40.1	Other Financial Liabilities	25.6	17.1	11.9	11.1
Bank balances other than cash and cash equivalents	114.1	76.5	60.5	51.7	Other Current Liabilities	20.7	21.3	20.0	13.9
Loans	0.5	0.6	0.3	0.3	Current tax liabilities (net)	0.0	0.0	0.0	1.1
Others	0.0	0.0	1.0	1.2	Provisions	3.9	1.7	1.4	1.2
Current Tax Assets (Net)	0.5	0.0	0.0	5.6	<b>Total Equity &amp; Liabilities</b>	<b>1,114.0</b>	<b>755.0</b>	<b>675.0</b>	<b>543.8</b>
Other Current Assets	128.7	22.5	19.6	13.6					
<b>Total Assets</b>	<b>1,114.0</b>	<b>755.0</b>	<b>675.0</b>	<b>543.8</b>					

# Cash Flow Statement



Particulars (INR Cr.)	FY25	FY24	FY23	FY22
<b>Profit Before Tax</b>	<b>142.7</b>	<b>115.9</b>	<b>109.0</b>	<b>22.60</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	5.6	1.0	0.5	17.6
<b>Operating profit before working capital changes</b>	<b>148.3</b>	<b>116.9</b>	<b>109.5</b>	<b>40.20</b>
Changes in working capital	-61.6	-5.0	-58.4	-6.0
<b>Cash generated from Operations</b>	<b>86.6</b>	<b>111.9</b>	<b>51.1</b>	<b>34.2</b>
Direct taxes paid (net of refund)	-33.1	-30.3	-19.8	-8.0
<b>Net Cash from Operating Activities</b>	<b>53.6</b>	<b>81.5</b>	<b>31.3</b>	<b>26.1</b>
<b>Net Cash from Investing Activities</b>	<b>-223.1</b>	<b>-32.2</b>	<b>-19.0</b>	<b>9.2</b>
<b>Net Cash from Financing Activities</b>	<b>192.1</b>	<b>-45.9</b>	<b>6.3</b>	<b>-0.1</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>22.6</b>	<b>3.5</b>	<b>18.6</b>	<b>35.1</b>
Add: Cash & Cash equivalents at the beginning of the period	62.1	58.7	40.1	5.0
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>84.7</b>	<b>62.1</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
- ❑ Evaluating strategic partnerships in India and Overseas



*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 Solutions 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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