



**Date: 14/05/2026**

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 Audited financial results for the Quarter and Year ended on March 31, 2026.**

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 Audited financial results for the quarter and year ended on March 31, 2026.

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.

**For INTERARCH BUILDING SOLUTIONS LIMITED  
(Formerly known as Interarch Building Products Limited)**

**ARVIND NANDA  
MANAGING DIRECTOR  
DIN: 00149426**

**INTERARCH BUILDING SOLUTIONS LIMITED**  
(Formerly known as Interarch Building Products Limited)

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

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# INTERARCH BUILDING SOLUTIONS LIMITED

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May 2026



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# Performance Highlights Q4 & FY26

"FY26 marked a milestone year for the Company, as we delivered our highest-ever performance, supported by improving private sector capex trends in India. Private investments re-emerged as the key driver of the capital expenditure cycle during the year, contributing over 70% of new project investments across the country, creating strong momentum across our core end markets. Reflecting our strong financial performance and confidence in the business outlook, we have also declared a final dividend of INR 12.50 per equity share for FY26.

As part of its long-term expansion strategy, the Company acquired land adjacent to its Andhra Pradesh facility to expand into heavy steel structures, further consolidating its position in high-rise steel buildings. Additionally, the Company acquired land in Gujarat for a new PEB manufacturing facility strategically located within a major industrial cluster, enabling it to cater to emerging sectors such as electric vehicles and semiconductors. Construction activities at both the Andhra Pradesh and Gujarat facilities are progressing well, and the Company remains confident of commissioning both plants by Q2FY27.

Our order book remains strong at INR 1,703 Cr., supported by a healthy and diversified order pipeline, providing strong visibility for sustained growth in the coming quarters. While we may witness certain near-term headwinds driven by external market factors, we remain confident in our long-term growth outlook, backed by strong industry fundamentals, expanding capacities, and continued customer demand.

On the exports front, the Company secured export orders worth INR 40 crores during FY26, reflecting its continued focus on expanding its international presence and strengthening its global customer base. Alongside this, the Company continues to focus on operational excellence through manufacturing optimization, automation, and efficient project execution, driving improvements in quality, productivity, cost efficiency, and safety standards.

To further strengthen our exports, we have entered into a MoU with ER Steel for strategic collaboration in the structural steel and pre-engineered buildings business across Canada and North America. We have also entered an MoU with ER Steel for the exploration and development of the Open Web Steel Joists (OWSJ) business, which we believe will further strengthen our product portfolio and create new growth opportunities across global markets.

Looking ahead, the Company remains confident in its growth outlook, supported by a robust order pipeline, strong customer relationships, a net cash positive balance sheet, disciplined working capital management, and healthy cash flows. The Company will continue to focus on timely execution, capacity expansion, and strengthening its capabilities to sustain long-term growth momentum."

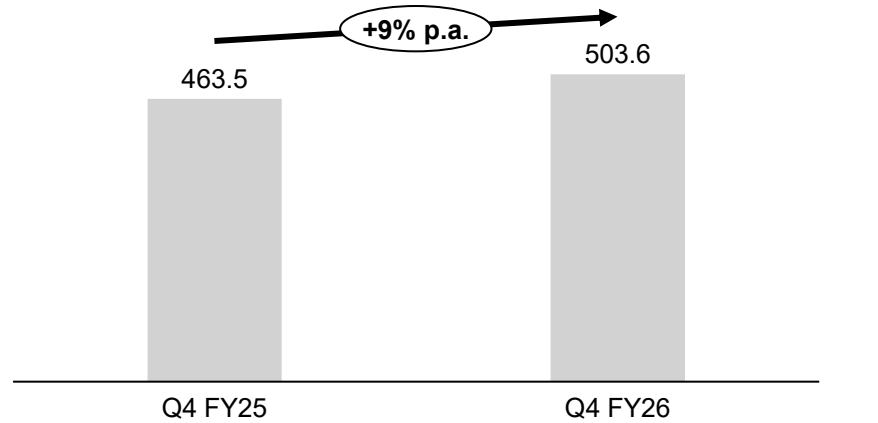
**Arvind Nanda**  
**Managing Director**



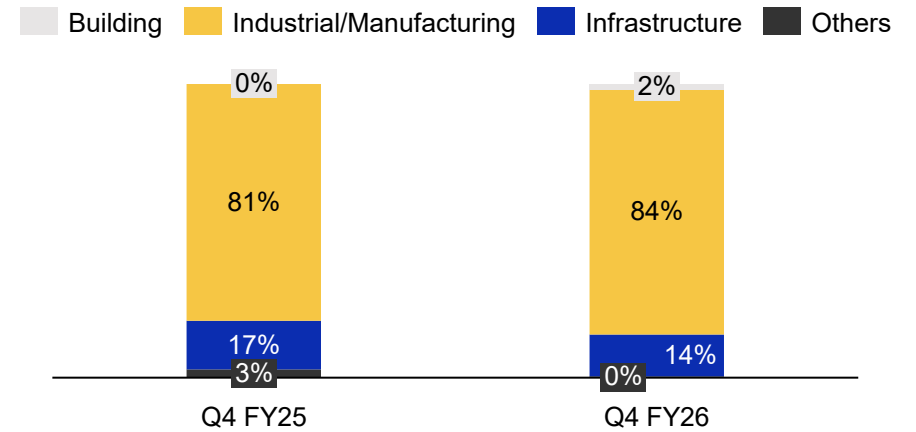
# Q4 FY26 Performance Highlights



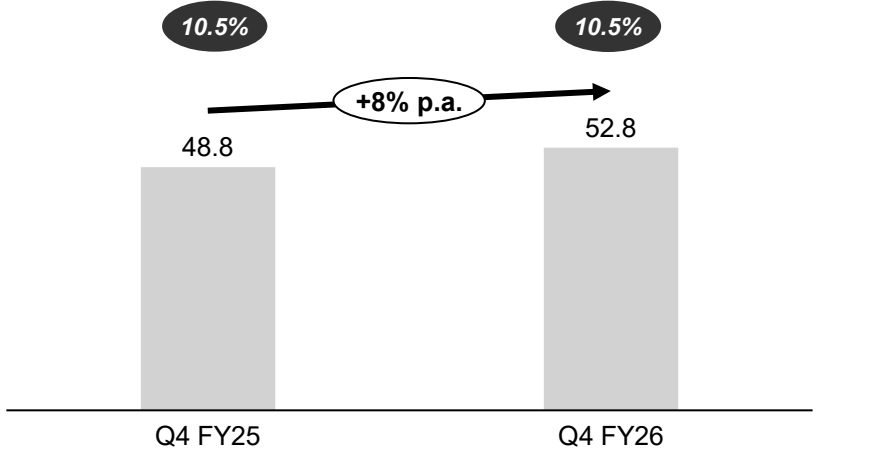
Revenue (INR Cr.)



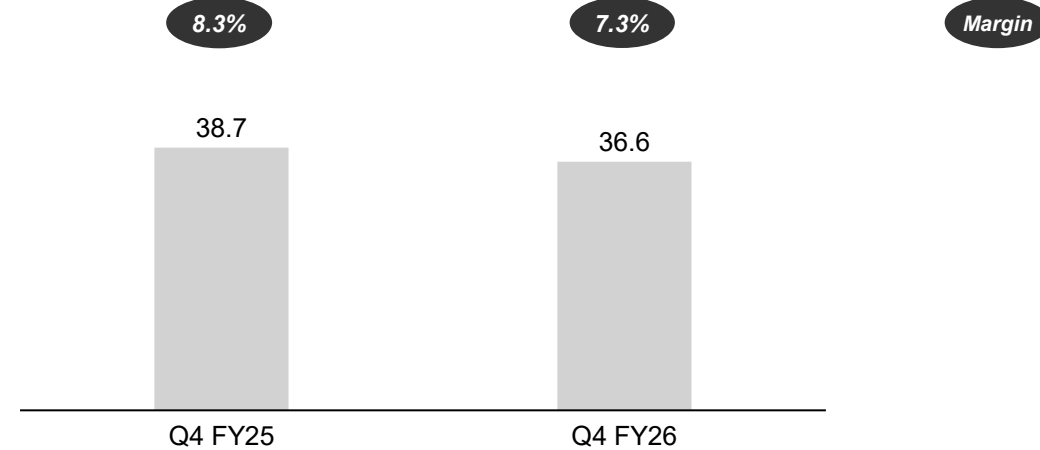
Revenue Breakup – End User Industry (%)



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



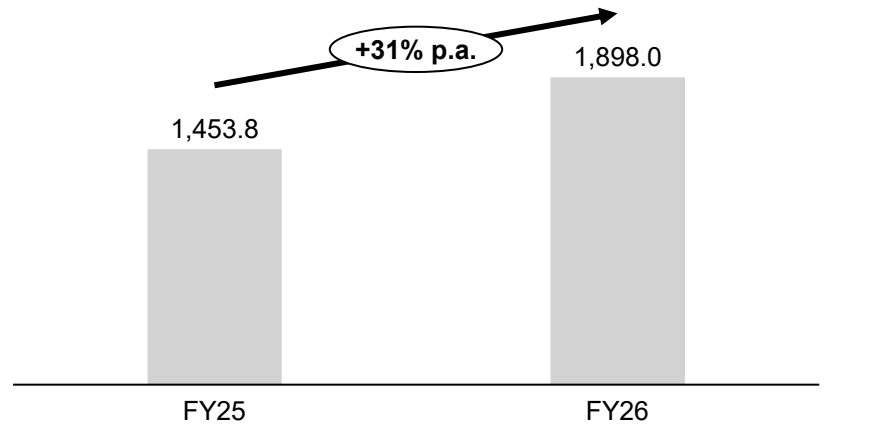
PAT (INR Cr.) & PAT Margins (%)



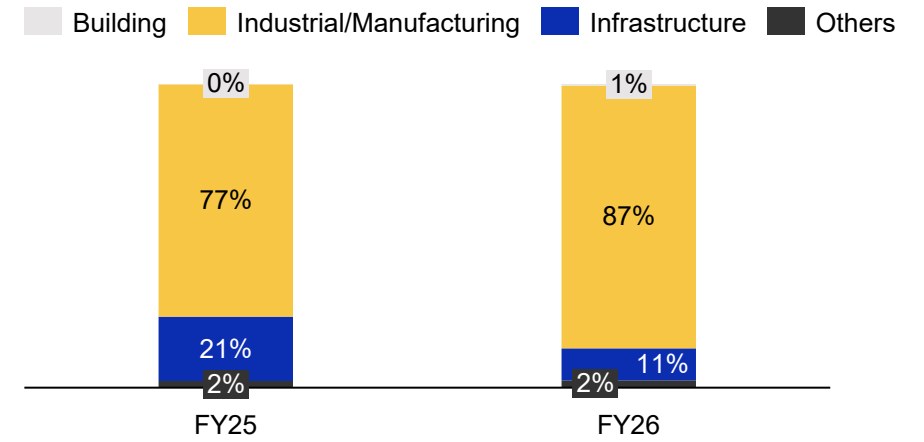
# FY26 Performance Highlights



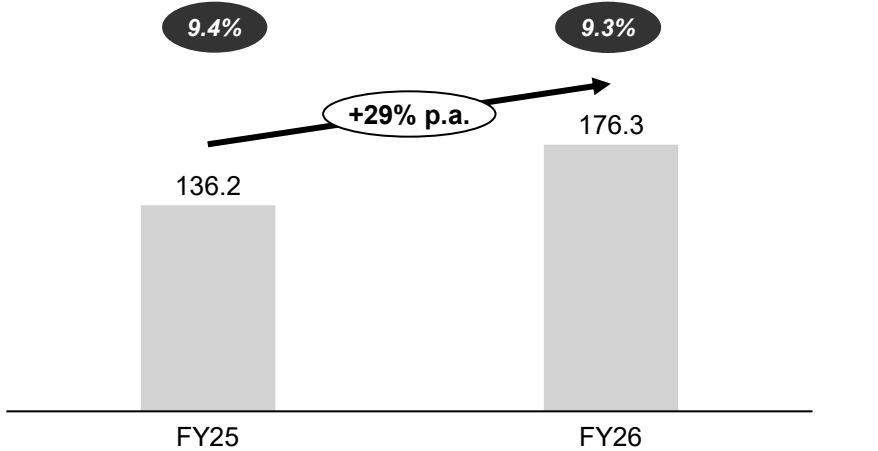
Revenue (INR Cr.)



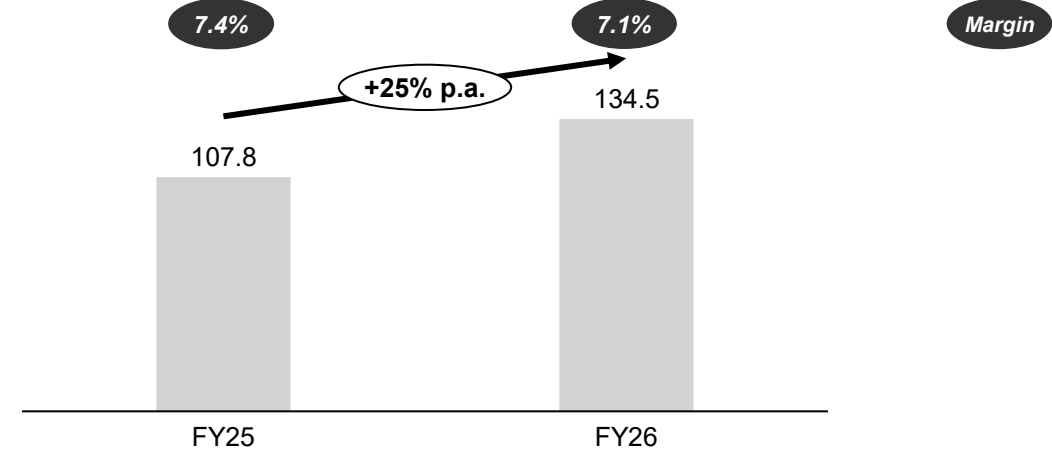
Revenue Breakup – End User Industry (%)



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



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

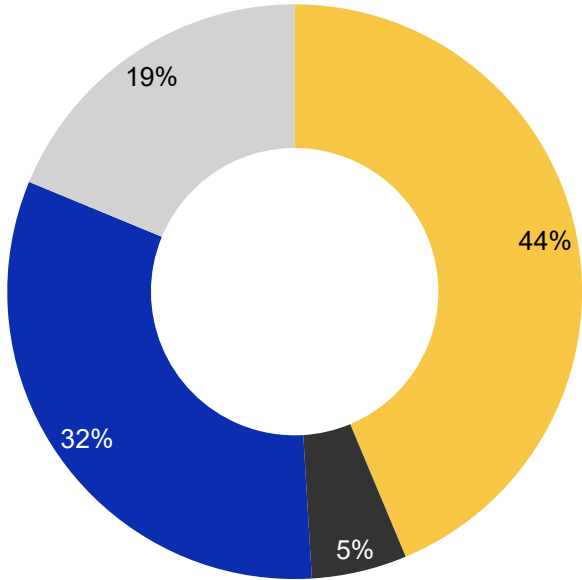




Order Wins	(Rs in Crs)
Orders booked between 01 <sup>st</sup> February 2026 and 30 <sup>th</sup> April 2026	476

### Major Customers – End User Industry

Industrial Logistics Infrastructure Renewables



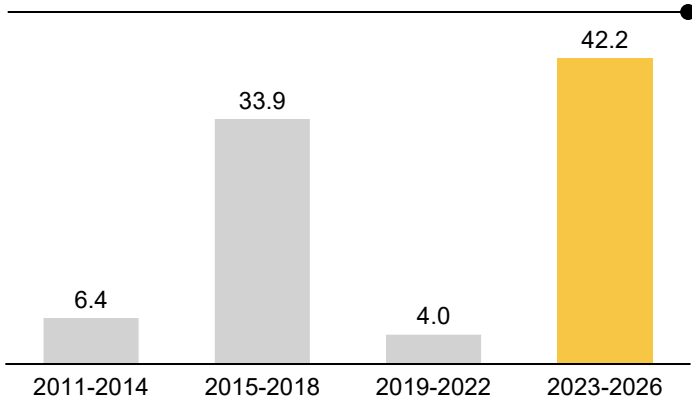
Order wins from Key Customers	
CESC Green Power	Lodha Industrial Logistics Park
L&T Construction	PMI Engineering Exports
Suraj Buildcon	Luxor Writing Instruments
Bhuvaneshwari Foods & Beverages	Indo Autotech
Havells India	Craftsman Automation
Indo Asia Copper	

**Total Order book as on 30<sup>th</sup> April 2026, is INR 1,703 Cr.**

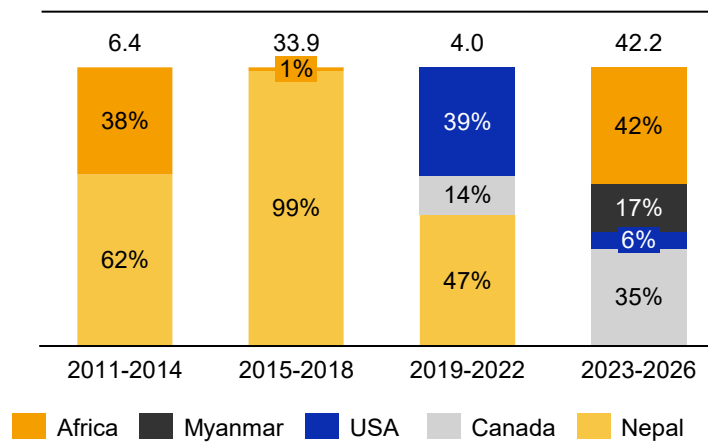
# Expanding Global Footprint Through Strong Export Order Momentum



Historical Export Orders Trend (Rs in Crs)



Export Orders by Geography



Total Orders above 100 MT

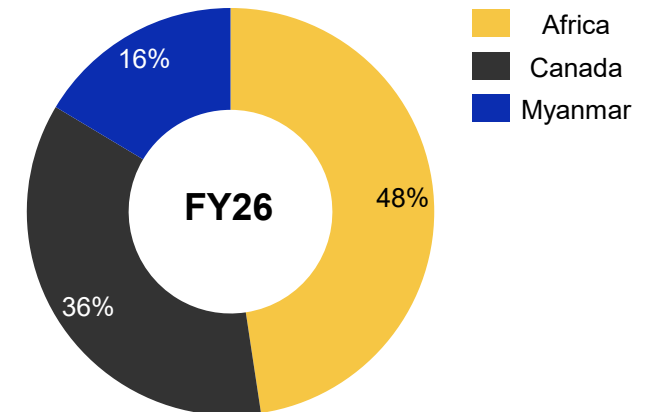
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Export Orders for FY26 (Rs in Crs)

Sr No	Country / Region	Industry Sector	Order Value (₹ Crores)
1	Nairobi, Kenya	Steel / Healthcare / Pharma	12.7
2	Canada		10.9
3	Canada		3.6
4	Myanmar		6.6
5	Ghana		6.5
	<b>Total</b>		<b>40.2</b>

Region Wise Export Orders



Export orders for FY26 reflect company's continued focus on expanding our international presence and strengthening our global customer base



*Strategic collaboration for Structural Steel and Pre-Engineered Building business development in Canada and North America*

*Exploration and development of Open Web Steel Joists (OWSJ) business for North America and Canada*



- Collaboration is expected to strengthen company's market presence in Canada and North America by leveraging ER Steel's local market access and customer relationships, while supporting scalable export growth and long-term international expansion.
- It will encompass end-to-end coverage of the OWSJ value chain, including engineering & detailing, manufacturing, supply & logistics and customer-specific technical support. The collaboration aims to establish a cost efficient and scalable supply platform in India leveraging Interarch's engineering and manufacturing capabilities along with ER Steel's market presence and customer relationships in North America.



## Strategic Capacity Expansion:

- Invested over **INR 127.8 crores** towards capacity expansion including **Andhra Pradesh, Kiccha, and Gujarat facilities** to support future growth opportunities.



## Export Certifications & Order Wins:

- Successfully secured **export certifications for Canada and the USA**, with export orders worth over **INR 40 crores** received during the last 12 months.



## Strengthening Export Presence:

- Entered into a strategic **MoU with ER Steel** to support manufacturing and export-focused opportunities across **North America**.



## Scaling Heavy Structures Business:

- Planning further **large-scale expansion of heavy steel structure facilities** over the next 18 months to cater to anticipated demand across infrastructure and industrial sectors.



# Profit & Loss Statement - Q4 & FY26



Particulars (INR Cr.)	Q4 FY26	Q4 FY25	YoY	Q3 FY26	QoQ	FY26	FY25	YoY
Revenue from Operations	503.6	463.5	8.7%	522.5	-3.6%	1,898.0	1,453.8	30.6%
Cost of Goods Sold	293.5	285.1		323.3		1,143.4	889.1	
Employee Cost	42.2	39.8		43.0		169.8	147.0	
Erection and Installation Charges	51.6	38.4		47.5		176.2	123.2	
Job Work Charges	16.3	17.0		18.0		68.9	46.8	
Other Expenses	47.3	34.5		40.5		163.5	111.5	
<b>EBITDA</b>	<b>52.8</b>	<b>48.8</b>	<b>8.1%</b>	<b>50.3</b>	<b>5.0%</b>	<b>176.3</b>	<b>136.2</b>	<b>29.4%</b>
<b>EBITDA Margin</b>	<b>10.5%</b>	<b>10.5%</b>	<b>-6 bps</b>	<b>9.6%</b>	<b>86.3 bps</b>	<b>9.3%</b>	<b>9.4%</b>	<b>-8.0 bps</b>
Other Income	5.1	7.1		7.6		28.6	20.7	
Depreciation	4.0	4.9		3.8		14.4	11.8	
Finance Cost	0.2	0.7		0.7		2.3	2.4	
Exceptional Item Gain / (Loss)*	0.0	0.0		-3.2		-3.2	0.0	
<b>Profit before Tax</b>	<b>53.6</b>	<b>50.4</b>		<b>50.1</b>		<b>185.0</b>	<b>142.7</b>	
<b>Profit before Tax Margin</b>	<b>10.6%</b>	<b>10.9%</b>		<b>9.6%</b>		<b>9.7%</b>	<b>9.8%</b>	
Tax	17.0	11.7		12.8		50.5	34.9	
<b>Profit After Tax</b>	<b>36.6</b>	<b>38.7</b>	<b>-5.4%</b>	<b>37.3</b>	<b>-1.8%</b>	<b>134.5</b>	<b>107.8</b>	<b>24.8%</b>
<b>Profit After Tax Margin</b>	<b>7.3%</b>	<b>8.3%</b>	<b>-107.8 bps</b>	<b>7.1%</b>	<b>13.6 bps</b>	<b>7.1%</b>	<b>7.4%</b>	<b>-32.9 bps</b>
<b>Basic EPS (Rs.)</b>	<b>21.82</b>	<b>23.25</b>		<b>22.22</b>		<b>80.41</b>	<b>68.51</b>	

The Board of Directors has recommended a Final Dividend of Rs. 12.5 /- per Equity Share of Rs. 10/- each for FY 26, subject to shareholders' approval.

\*One time statutory impact of new Labour Codes

# Balance Sheet Statement



Assets (INR Cr.)	FY26	FY25	Equity & Liabilities (INR Cr.)	FY26	FY25
<b>Non - Current Assets</b>	<b>510.2</b>	<b>354.8</b>	<b>Total Equity</b>	<b>881.1</b>	<b>751.4</b>
Property Plant & Equipment	219.4	149.4	Share Capital	16.8	16.6
Capital work-in-progress	56.5	13.5	Other Equity	864.3	734.8
Investment Property	2.6	2.7	<b>Non-Current Liabilities</b>	<b>14.7</b>	<b>10.3</b>
Intangible assets	0.5	0.4	<b>Financial Liabilities</b>		
Right of use assets	64.6	65.3	Borrowings	0.0	0.3
Intangible assets under development	1.3	0.0	Lease Liabilities	2.1	2.3
<b>Financial Assets</b>			Government Grants	0.0	0.0
Investments	32.5	35.9	Employee Benefit Obligation	0.0	0.0
Trade Receivables	111.0	66.6	Deferred Tax Liabilities	12.7	7.7
Loans	0.5	0.6	<b>Current Liabilities</b>	<b>405.1</b>	<b>352.3</b>
Other Financial Assets	5.8	2.2	Contract Liabilities	183.2	164.1
Other Non - Current Tax Assets	1.6	2.0	<b>Financial Liabilities</b>		
Other Non-Current Assets	13.9	16.3	Borrowings	15.0	16.9
<b>Current Assets</b>	<b>790.7</b>	<b>759.2</b>	Trade Payables	161.2	120.7
Inventories	215.0	165.7	Lease Liabilities	0.5	0.4
Contract assets	85.0	48.9	Other Financial Liabilities	28.5	25.6
<b>Financial Assets</b>			Provisions	2.1	3.9
Investments	14.1	5.0	Government Grants	0.0	0.0
Trade receivables	288.2	211.0	Employee defined benefit liabilities (net)	2.6	3.2
Cash and cash equivalents	20.6	84.7	Other Current Liabilities	11.1	17.6
Bank balances other than cash and cash equivalents	60.6	114.1	Current tax liabilities (net)	1.0	-
Loans	0.6	0.5	<b>Total Equity &amp; Liabilities</b>	<b>1,301.0</b>	<b>1,114.0</b>
Others Financial Assets	64.1	94.7			
Other Current Tax Assets	0.0	0.5			
Current tax assets	42.6	34.1			
<b>Total Assets</b>	<b>1,301.0</b>	<b>1,114.0</b>			

# Cash Flow Statement



Particulars (INR Cr.)	FY26	FY25
<b>Profit Before Tax</b>	<b>185.0</b>	<b>142.7</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	5.5	5.1
<b>Operating profit before working capital changes</b>	<b>190.4</b>	<b>147.8</b>
Changes in working capital	-164.6	-61.6
<b>Cash generated from Operations</b>	<b>25.9</b>	<b>86.2</b>
Direct taxes paid (net of refund)	-44.7	-33.1
<b>Net Cash from Operating Activities</b>	<b>-18.8</b>	<b>53.1</b>
<b>Net Cash from Investing Activities</b>	<b>-22.8</b>	<b>-221.7</b>
<b>Net Cash from Financing Activities</b>	<b>-22.5</b>	<b>191.2</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>-64.1</b>	<b>22.6</b>
Add: Cash & Cash equivalents at the beginning of the period	84.7	62.1
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>20.6</b>	<b>84.7</b>



# 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

### 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



### 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

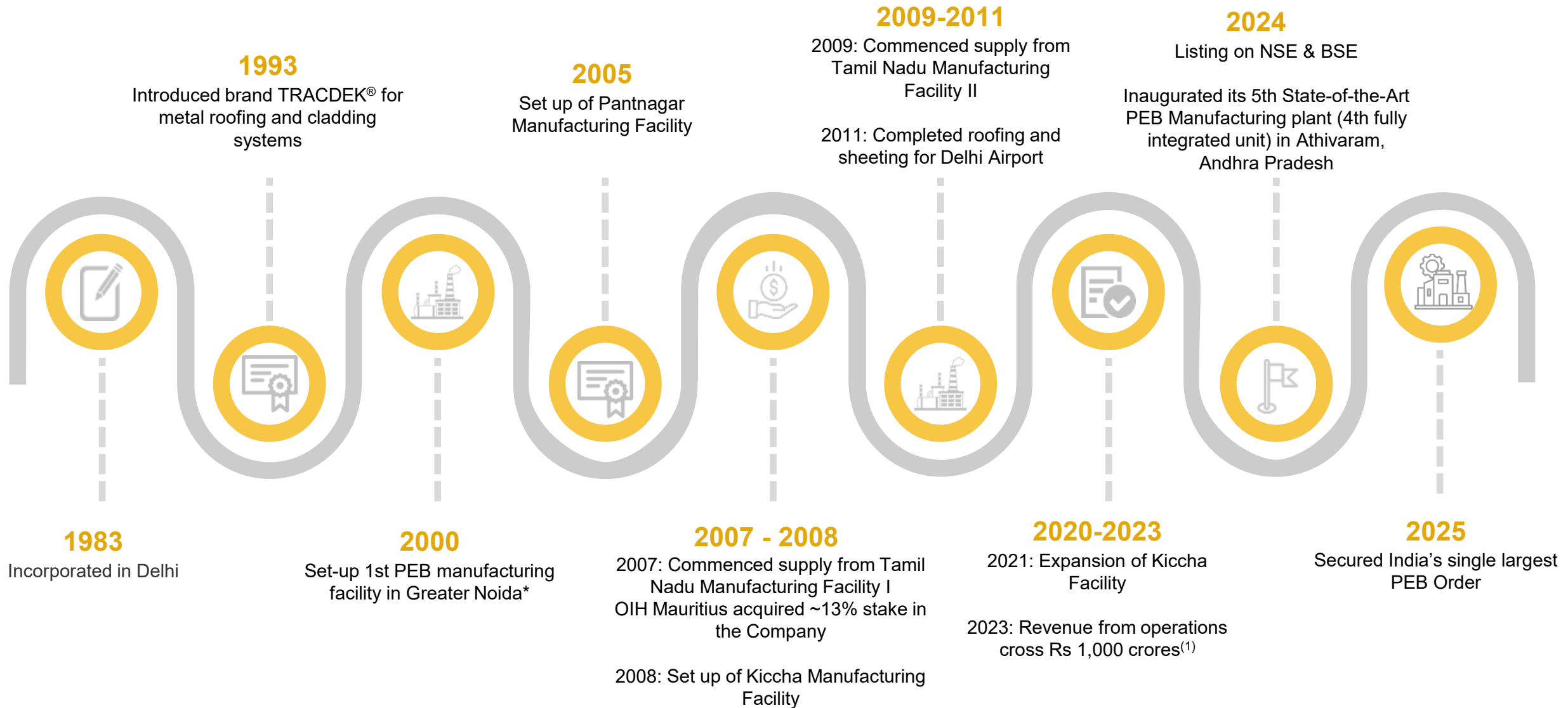
### Agreement Terms:

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



# 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 201,000 MTPA among integrated PEB players in India



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

Ranked among integrated PEB players in India in FY25



**850+**

Completed execution of PEB Contracts from FY15 to FY26



**5**

5 Existing Plants and 2 Plants under construction, 1 PEB Plant in Gujarat and 1 Heavy Steel structures Plant in Andhra Pradesh.



**155+**

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



**INR 1,898 Cr**

Revenue from Operations in FY26



**72%**

Repeat Orders in FY26<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

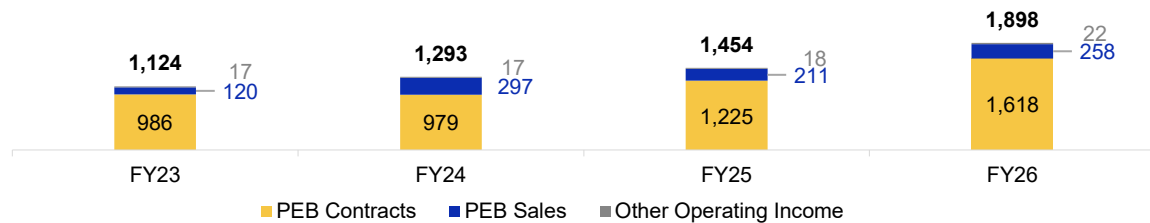


Complete PEBs on a turn-key basis with on-site project management capabilities for the installation & erection of PEBs

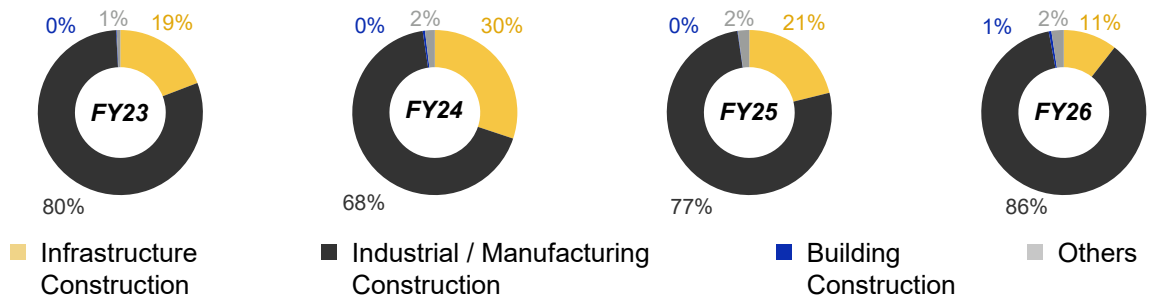


Estimation, designing, engineering, manufacturing and supply of PEBs

### Revenue from Operations (Rs crs)



### Revenue from Operations by End-Use Sector



# Key Certifications Received



**Certificate for Inspection Program for Manufacturer of Metal Building System issued by IAS used to supply the pre-engineered buildings in USA**

1



**ISO 45001 : 2018 – International Certificate for Occupational Health and Safety (OH&S) Management**

2



**ISO 14001 :2015 - International Certificate for Environmental Management Systems (EMS).**

3



**International Code Council – Certificate issued to supply LGFS products in the USA**

4



# Key Strengths

# Key Strengths



***Presence of over 40 years in the PEB industry and Building Products 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 201,000 MTPA among integrated PEB players in India

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

Ranked among integrated PEB players in India

**6.5%**

Market share among integrated PEB players in India

**850+**

Completed execution of PEB Contracts from FY15 to FY26

**40+ Years**

Presence in the PEB and Building Products Industry



Extensive track record



Domain experience



Established brand presence and market position



Integrated facilities for design and engineering, manufacture

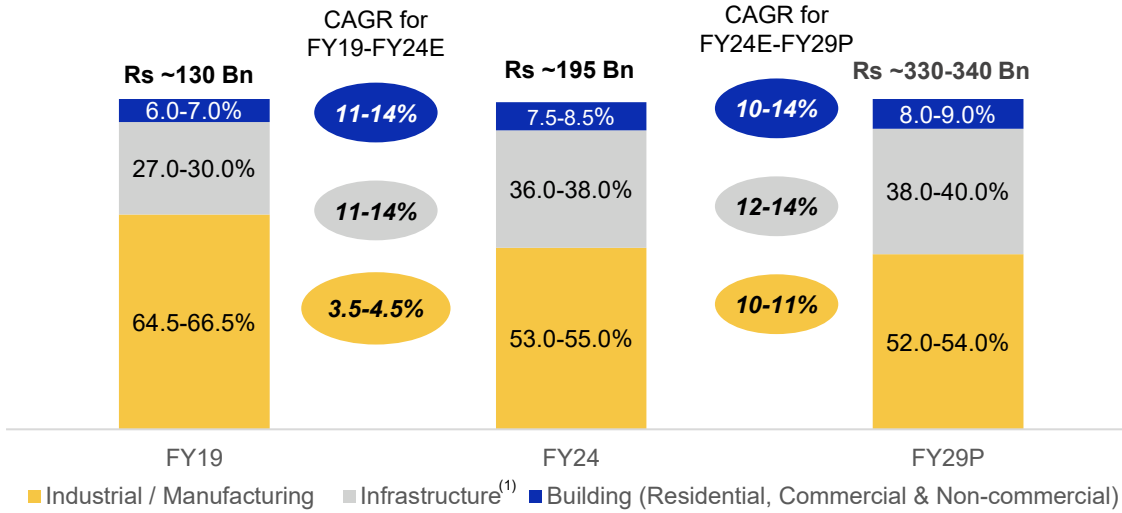


On-site project management capabilities

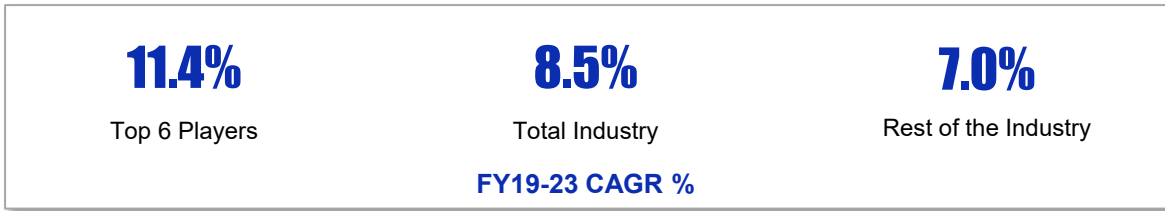
# Market Position and Established Brand Presence in The Growing Pre-engineered Steel Building Industry in India (2/2)



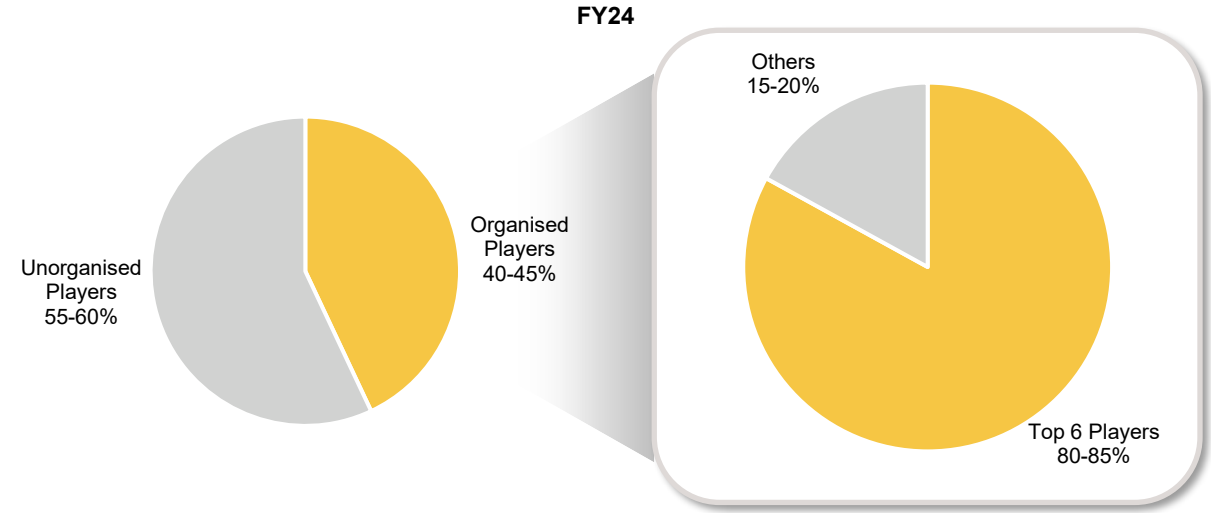
## The PEB Market in India – Segments



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



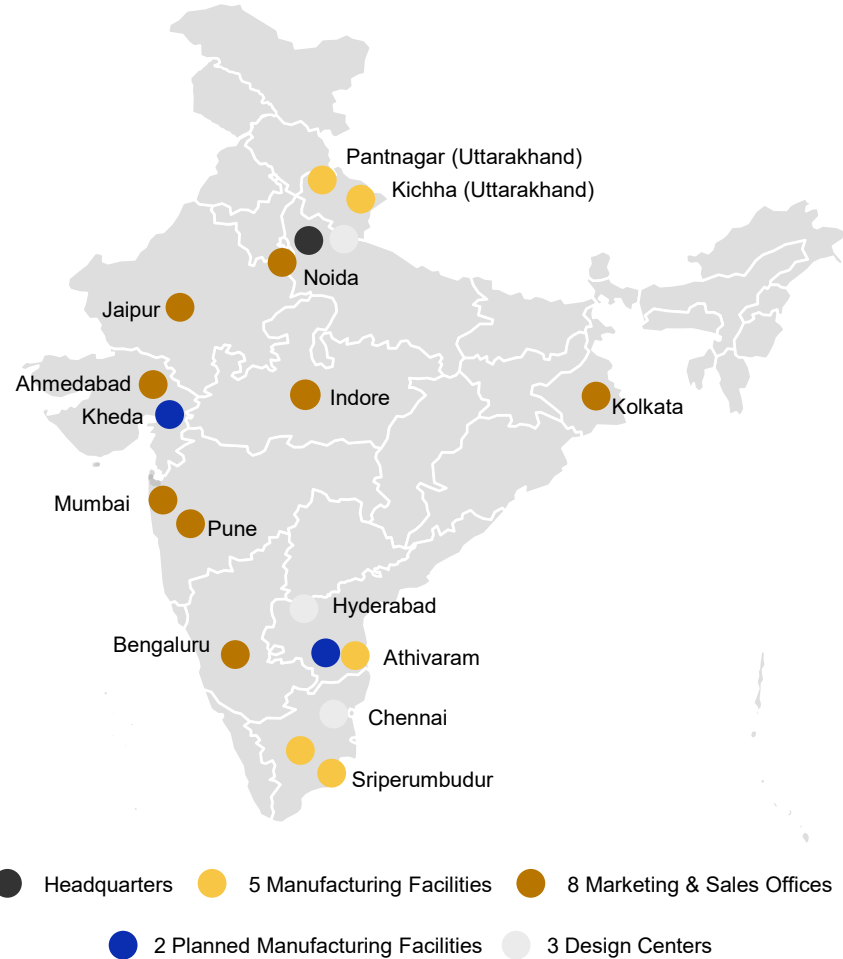
Maximised Supply Chain Capabilities



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 Strong 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)
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	2024	20,000	~17,000
Andhra Pradesh Phase 2 + Kiccha Line (Comissioned)	2025	40,000	~32,000
Andhra Pradesh (Heavy Steel Structures)	Q2FY27	25,000	~20,000
Kheda, Gujarat Facility (PEB)	Q2FY27	40,000	~32,000
Andhra Pradesh Phase 2 (Heavy Steel Structures)	Q4FY27	24,000	~20,000
<b>Total Existing Capacity<sup>(1)</sup></b>		<b>2,01,000</b>	<b>~1,67,500</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 **155+ 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 **90+ 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 October, 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



**FOOD PROCESSING MANUFACTURING**

At Muzaffarnagar, Uttar Pradesh



**INDUSTRIAL & LOGISTICS PARK**

In Haryana, Punjab, Maharashtra, Tamil Nadu



**PACKAGING MANUFACTURING**

At Greater Noida, Uttar Pradesh



**PLASTIC PRODUCTS MANUFACTURING**

At Roorkee, Uttarakhand



**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**  
*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**  
*Executive Director and 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



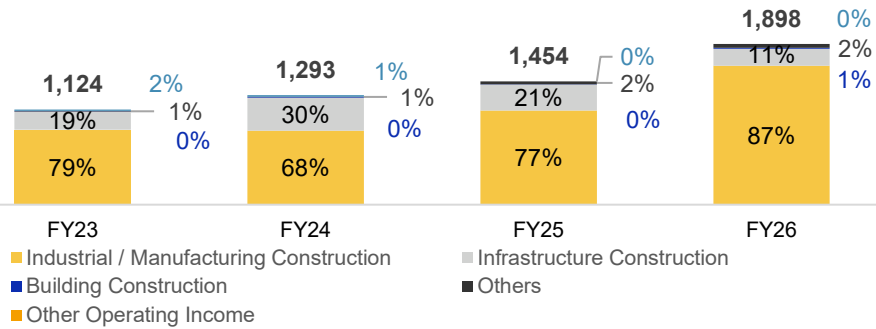
**NIDHI GOEL**  
*Company Secretary and Compliance Officer*

- 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

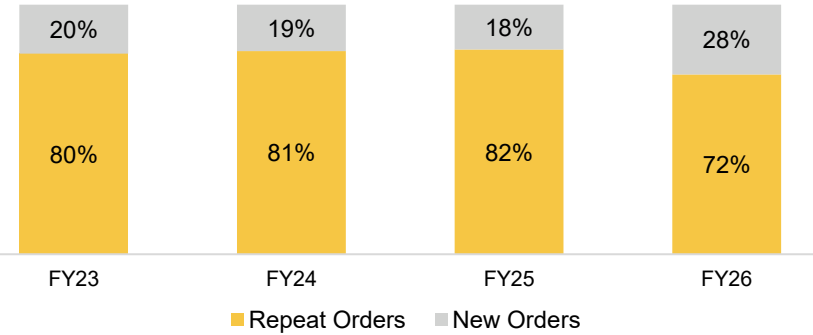


## Revenue from Operations by End-use Sectors

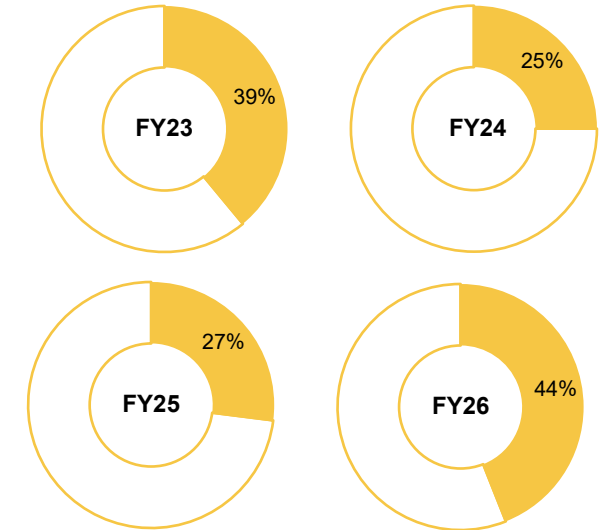


## Repeat Orders as a % of Revenue from Operations<sup>(1)</sup>

Diverse Customer Groups featuring in Repeat Orders



## Revenue from Top 5 Customer Groups



## Key Customers



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

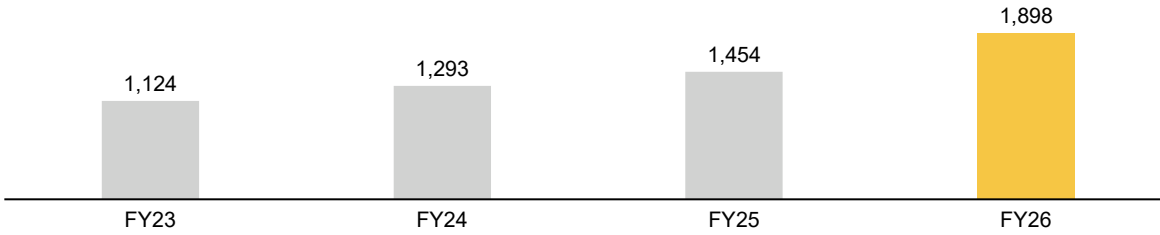
**Considering the critical nature of the use cases of PEBs, customer standards, requirements and required service levels are stringent and accordingly, consider the quality, durability and reliability of PEBs as essential to maintaining customer relationships**

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

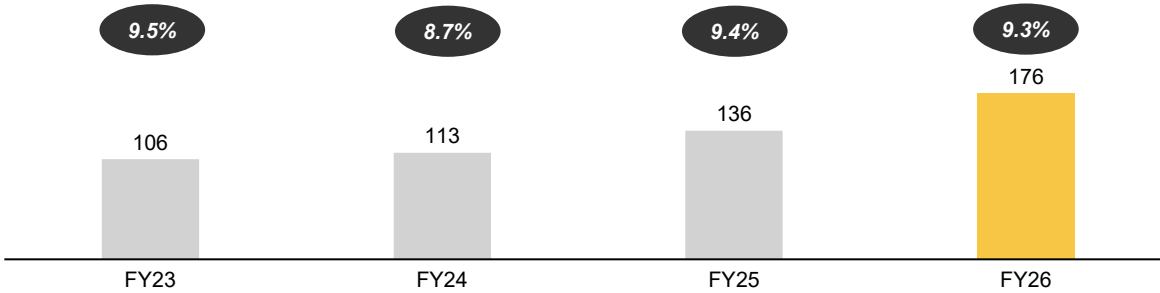
# Debt-free company with high cash reserves and strong financial performance.



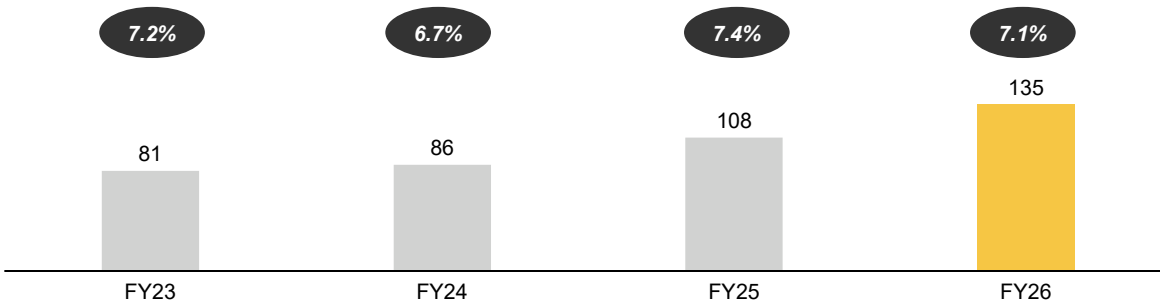
Revenue from Operations (INR Cr.) & Growth



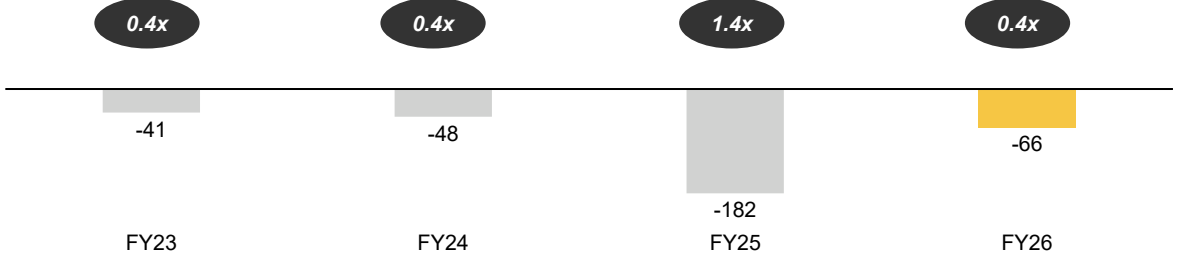
EBITDA (INR Cr.) & EBITDA Margin



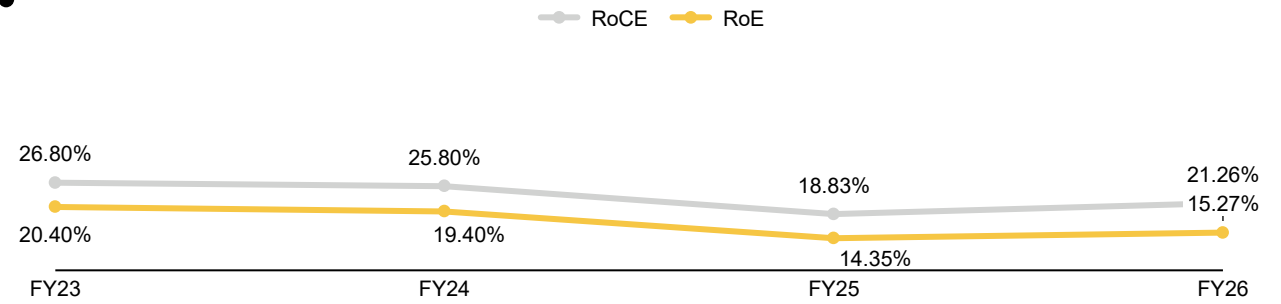
Profit for the Year (INR Cr.) & Profit Margin



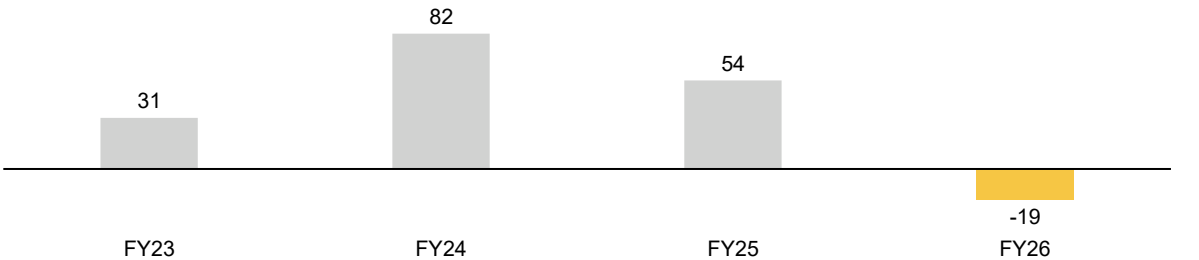
Net Debt (INR Cr.) & Net Debt / EBITDA Ratio



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.**



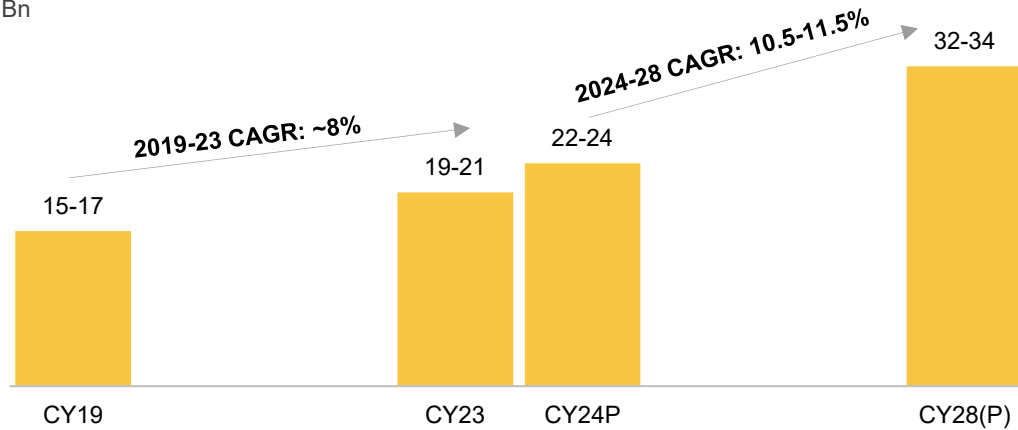
# Industry Overview

# 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

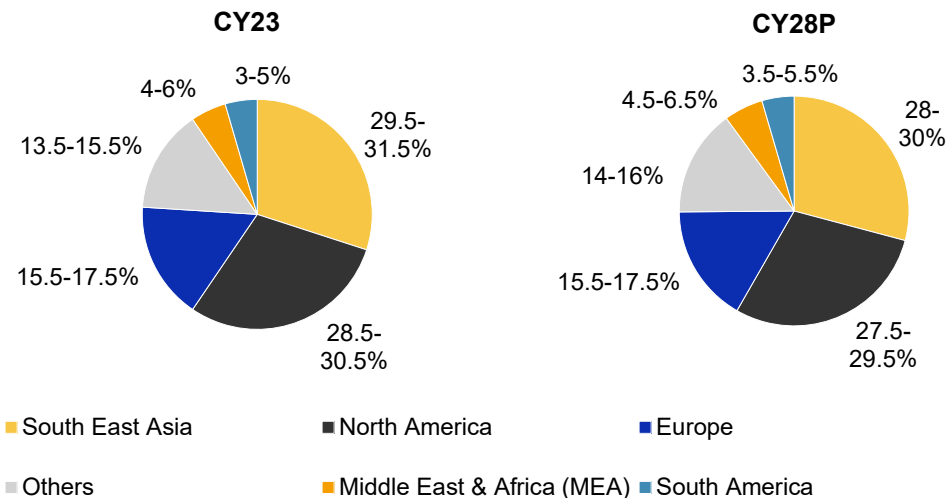


Increasing investments in public infrastructure, growing urbanisation and increasing awareness of benefits of pre-engineered construction vis-à-vis the traditional onsite model



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

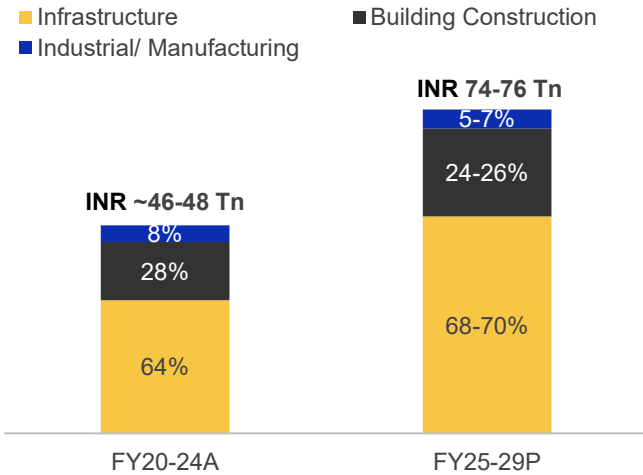


Tourism and e-commerce sectors are expected to boost demand for commercial and industrial structures such as warehouses, restaurants, hotels, etc.

# 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

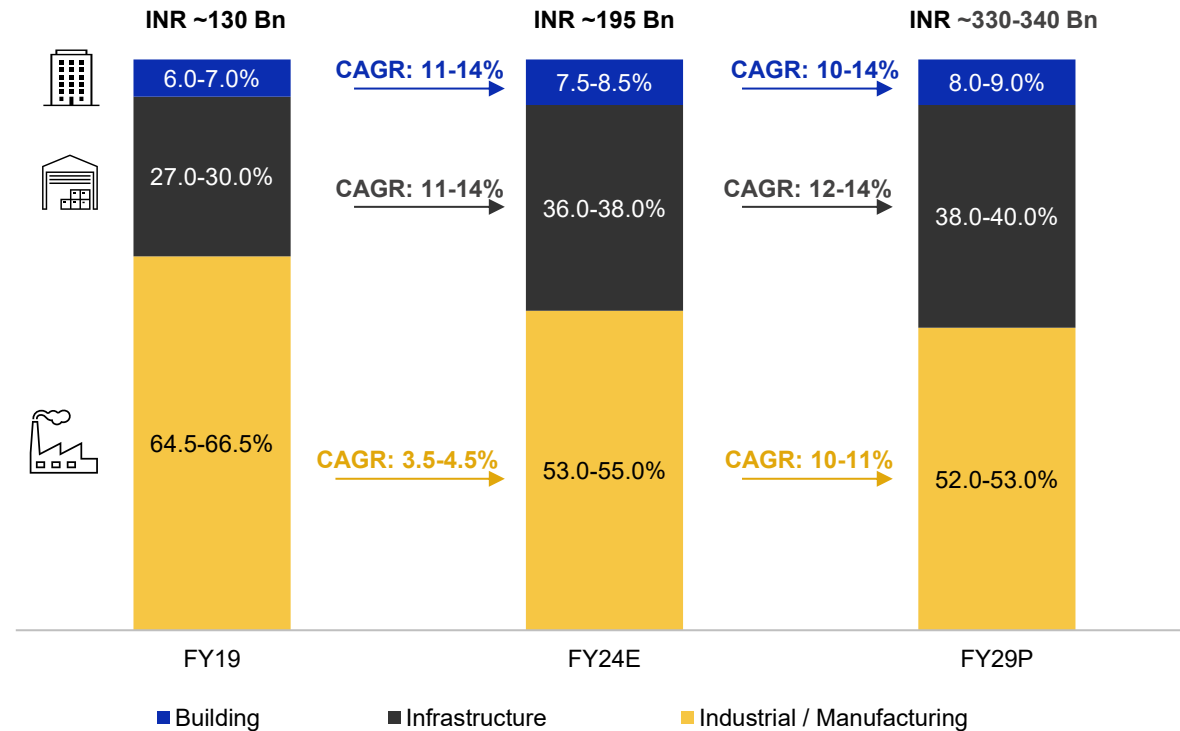
Initiative	Overview
<b>PLI SCHEME</b>	<ul style="list-style-type: none"> <li>✓ Boost domestic manufacturing, attract investments and enhance exports by offering incentives</li> <li>✓ Financial limits of <b>INR 1.97 Tn</b> for implementation across 14 sectors</li> <li>✓ The scheme will also provide a 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

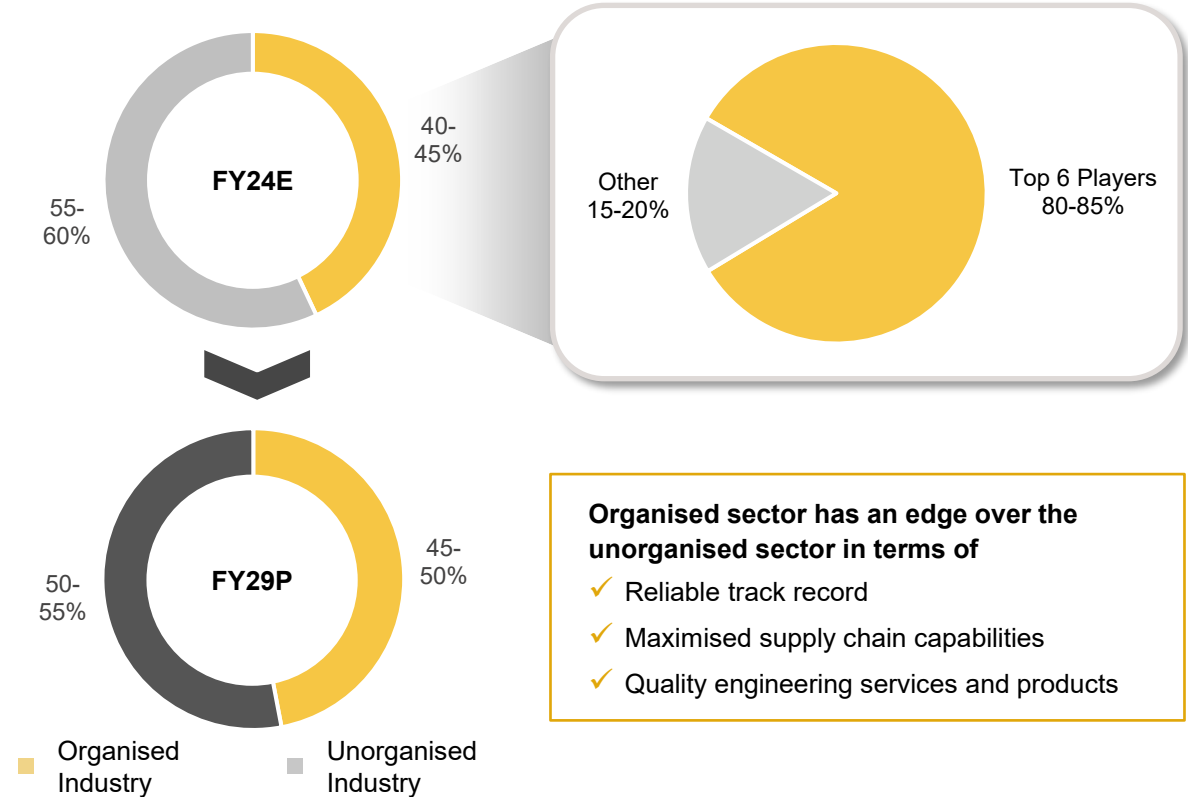


## Pre-engineered Steel Building Industry in India



- ✓ 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

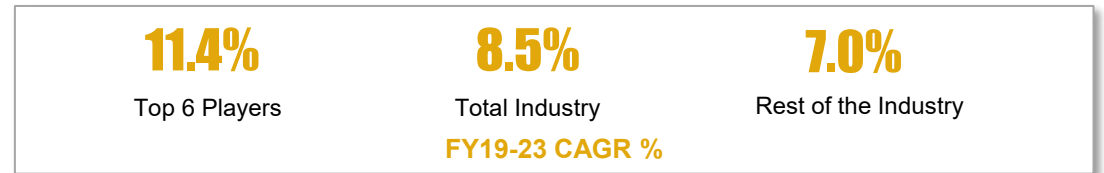
## Organised Sector Remains Superior to Unorganised Sector



**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**

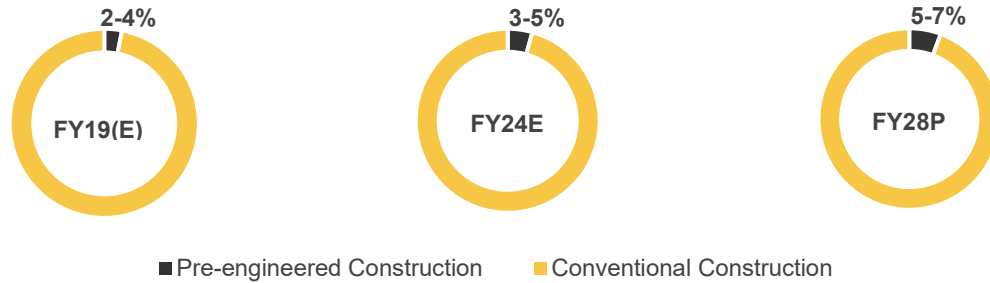


# India's Pre-engineered Steel Buildings Market – Growth Drivers



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

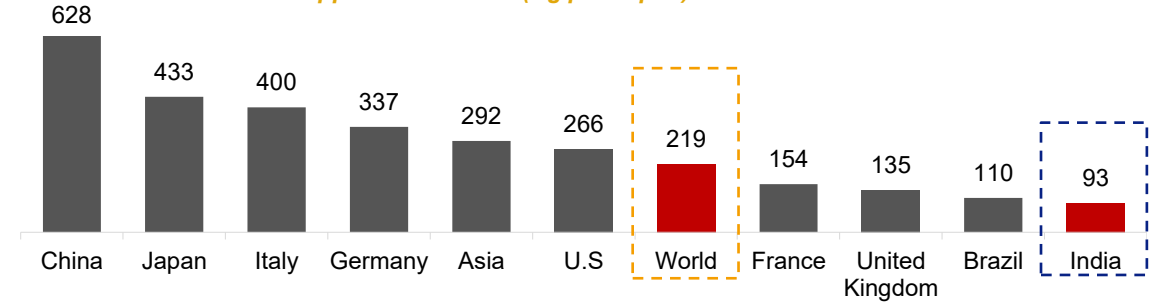
- ✓ PEBs support deconstruction and reconstruction, enabling the building components to be reused or recycled
- ✓ Growing shift of logistics players towards green logistics

## 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

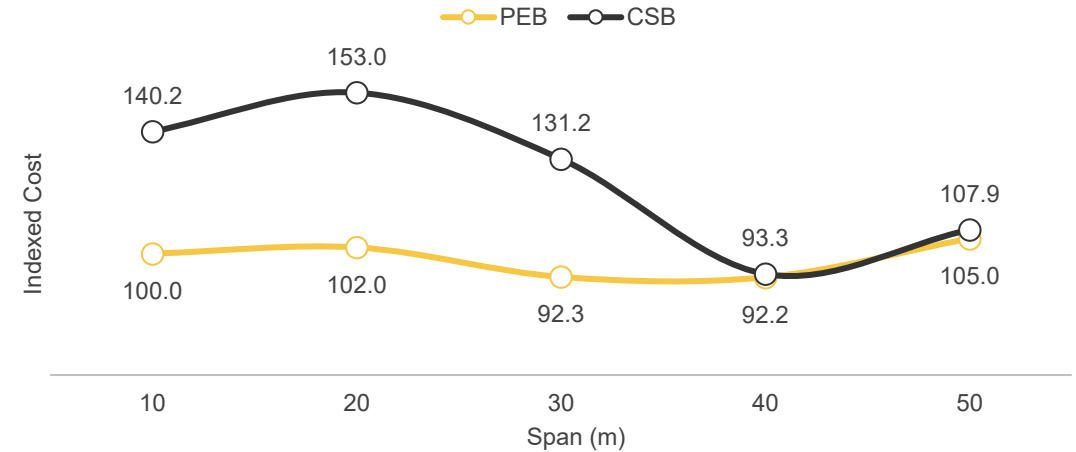


### FASTER CONSTRUCTION TIMELINES & COST OPTIMISATION

- ✓ 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%

- ✓ 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



# Historical Financials

# Profit & Loss Statement



Particulars (INR Cr.)	FY26	FY25	FY24	FY23	FY22
<b>Revenue from Operations</b>	<b>1,898.0</b>	<b>1,453.8</b>	<b>1,293.3</b>	<b>1,123.9</b>	<b>834.9</b>
Cost of Goods Sold	1,143.4	889.1	823.8	732.5	564.8
Employee Cost	169.8	147.0	119.0	93.4	89.2
Other Expenses	408.6	281.5	237.6	191.7	148.0
<b>EBITDA</b>	<b>176.3</b>	<b>136.2</b>	<b>113.0</b>	<b>106.4</b>	<b>32.9</b>
<b>EBITDA Margin</b>	<b>9.3%</b>	<b>9.4%</b>	<b>8.7%</b>	<b>9.5%</b>	<b>3.9%</b>
Other Income	28.6	20.7	13.0	12.5	5.9
Depreciation	14.4	11.8	8.0	7.3	11.8
Finance Cost	2.3	2.4	2.2	2.6	4.5
Exceptional Item Gain / (Loss)	-3.2	0.0	0.0	0.0	0.0
<b>Profit before Tax</b>	<b>185.0</b>	<b>142.7</b>	<b>115.9</b>	<b>109.0</b>	<b>22.6</b>
Tax	50.5	34.9	29.6	27.5	5.5
<b>Profit After Tax</b>	<b>134.5</b>	<b>107.8</b>	<b>86.3</b>	<b>81.5</b>	<b>17.1</b>
<b>Profit After Tax Margin</b>	<b>7.1%</b>	<b>7.4%</b>	<b>6.7%</b>	<b>7.2%</b>	<b>2.1%</b>
EPS (Rs.)	80.41	68.51	58.68	54.31	11.42

# Balance Sheet Statement



Assets (INR Cr.)	FY26	FY25	FY24	FY23	FY22	Equity & Liabilities (INR Cr.)	FY26	FY25	FY24	FY23	FY22
<b>Non - Current Assets</b>	<b>510.2</b>	<b>354.8</b>	<b>240.4</b>	<b>211.3</b>	<b>190.2</b>	<b>Total Equity</b>	<b>881.1</b>	<b>751.4</b>	<b>444.6</b>	<b>399.3</b>	<b>318.3</b>
Property Plant & Equipment	219.4	149.4	106.4	103.9	99.0	Share Capital	16.8	16.6	14.4	15.0	15.0
Capital work-in-progress	56.5	13.5	12.7	0.0	0.0	Other Equity	864.3	734.8	430.2	384.3	303.3
Investment Property	2.6	2.7	2.8	2.8	3.1	<b>Non-Current Liabilities</b>	<b>14.7</b>	<b>10.3</b>	<b>10.2</b>	<b>21.9</b>	<b>27.5</b>
Intangible assets	0.5	0.4	0.2	0.0	0.1	<b>Financial Liabilities</b>					
Right of use assets	64.6	65.3	56.5	53.6	52.6	Borrowings	0.0	0.3	0.6	1.1	1.0
Intangible assets under development	1.3	0.0	0.0	0.0	0.0	Lease Liabilities	2.1	2.3	2.7	5.8	4.1
<b>Financial Assets</b>						Government Grants	0.0	0.0	0.0	0.1	0.1
Investments	32.5	35.9	5.4	5.0	0.0	Employee Benefit Obligation	0.0	0.0	1.1	9.1	19.7
Trade Receivables	111.0	66.6	48.1	38.4	28.0	Deferred Tax Liabilities	12.7	7.7	5.7	5.9	2.5
Loans	0.5	0.6	0.5	0.0	0.0	<b>Current Liabilities</b>	<b>405.1</b>	<b>352.3</b>	<b>300.2</b>	<b>253.9</b>	<b>198.0</b>
Other Financial Assets	5.8	2.2	2.8	1.6	4.1	Contract Liabilities	183.2	164.1	116.4	106.0	87.6
Other Non - Current Tax Assets	1.6	2.0	2.4	1.9	1.4	<b>Financial Liabilities</b>					
Other Non-Current Assets	13.9	16.3	2.7	4.1	1.9	Borrowings	15.0	16.9	9.6	10.3	2.3
<b>Current Assets</b>	<b>790.7</b>	<b>759.2</b>	<b>514.6</b>	<b>463.7</b>	<b>353.5</b>	Trade Payables	161.2	120.7	133.6	103.7	80.5
Inventories	215.0	165.7	146.8	137.0	134.1	Lease Liabilities	0.5	0.4	0.5	0.6	0.3
Contract assets	85.0	48.9	35.3	27.9	21.2	Other Financial Liabilities	28.5	25.6	17.1	11.9	11.1
<b>Financial Assets</b>						Employee defined benefit liabilities (net)	2.6	3.2	11.9	8.0	1.5
Investments	14.1	5.0	0.0	0.0	0.0	Other Current Liabilities	11.1	17.6	9.4	12.0	12.4
Trade receivables	288.2	211.0	170.8	158.7	85.7	Current tax liabilities (net)	1.0	0.0	0.0	0.0	1.1
Cash and cash equivalents	20.6	84.7	62.1	58.7	40.1	Governments Grants	0.0	0.0	0.0	0.0	0.0
Bank balances other than cash and cash equivalents	60.6	114.1	76.5	60.5	51.7	Provisions	2.1	3.9	1.7	1.4	1.2
Loans	0.6	0.5	0.6	0.3	0.3	<b>Total Equity &amp; Liabilities</b>	<b>1,301.0</b>	<b>1,114.0</b>	<b>755.0</b>	<b>675.0</b>	<b>543.8</b>
Others Financial Assets	64.1	94.7	0.4	1.0	1.2						
Current Tax Assets (Net)	0.0	0.5	0.0	0.0	5.6						
Other Current Assets	42.6	34.1	22.1	19.6	13.6						
<b>Total Assets</b>	<b>1,301.0</b>	<b>1,114.0</b>	<b>755.0</b>	<b>675.0</b>	<b>543.8</b>						

# Cash Flow Statement



Particulars (INR Cr.)	FY26	FY25	FY24	FY23	FY22
<b>Profit Before Tax</b>	<b>185.0</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	5.5	5.6	1.0	0.5	17.6
<b>Operating profit before working capital changes</b>	<b>190.4</b>	<b>148.3</b>	<b>116.9</b>	<b>109.5</b>	<b>40.20</b>
Changes in working capital	-164.6	-61.6	-5.0	-58.4	-6.0
<b>Cash generated from Operations</b>	<b>25.9</b>	<b>86.6</b>	<b>111.9</b>	<b>51.1</b>	<b>34.2</b>
Direct taxes paid (net of refund)	-44.7	-33.1	-30.3	-19.8	-8.0
<b>Net Cash from Operating Activities</b>	<b>-18.8</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>-22.8</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>-22.5</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>-64.1</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	84.7	62.1	58.7	40.1	5.0
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>20.6</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
- Expanding sales & marketing team, including to service customers in Maharashtra
- Expanding sales & marketing network to Central & West Asia, South East Asia & Africa
- Continue to evaluate strategic partnerships in India and Overseas



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

- Strong existing customer relationships helping to generate Repeat Orders
- Continuous efforts to increase sales, marketing and business development teams
- Focus on customers engaged in electric vehicle manufacturing, renewable power & data centre
- Foray into multi-storey and heavy steel structures plant with groundbreaking of new plant at Athivaram, Andhra Pradesh.



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

- Continue to invest in technology infrastructure
- Identify opportunities to implement manufacturing improvements & dedicate design & engineering resources
- Continues investment in design & engineering capabilities. As of October 2025, we have in-house design and engineering team of **155+ qualified structural design engineers and detailers**

# Thank You



## **Interarch Building Solutions Ltd.**

CIN – L45201DL1983PLC017029

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