

CIN -L31501HR1973PLC007543

Padma Tower-1, Rajendra Place, New Delhi-110 008

Ph.: +91-11-25810093-96, 47108000 Fax: +91-11-25789560

E-mail: cs@surya.in Website: www.surya.co.in

SRL/se/yks/23-24/13 August 11, 2023

The Secretary
The Stock Exchange, Mumbai
MUMBAI - 400 001
Scrip Code: 500336

The Manager (Listing Department)
The National stock Exchange of India Ltd
Mumbai – 400 051
NSE Symbol: SURYAROSNI

Re: INVESTOR PRESENTATION

Dear Sir,

In terms of Regulation 30 read with Para A of Schedule III and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed copy of the "Investor Presentation -August, 2023". Copy of the same is also being uploaded on the website of the Company at, http://www.surya.co.in.

The meeting commenced at 2.00 P.M. and concluded at 2.00 P.M.

You are requested to kindly take the same on your records.

Thanking you,

Yours faithfully, For Surya Roshni Limited

B. B. Singal CFO & Company Secretary

Enclosed: as above



PRESENTATION AUGUST 2023













LIGHTING I APPLIANCES I FANS I STEEL & PVC PIPES

— SURYA ROSHNI LIMITED —

Awards And Accolades







Padma Shri

JAI PRAKASH AGARWAL

Shri Jai Prakash Agarwal Chairman Surya Roshni Limited has been conferred with the prestigious Padma Shri Award by President Shri Ram Nath Kovind on 8th November 2021 at Rashtrapati Bhawan, Delhi.









Financial Results Highlights







Q1 FY24 Results Highlights



Consolidated Financial Performance Highlights

Particulars (In ₹ crore)	Q1 FY24	Q1 FY23	Change
Revenue	1,875	1,840	2%
EBITDA	116	71	65%
Profit after Tax (PAT)	59	22	166%

Q1FY24 Highlights

- Company reported a sustained growth momentum on YoY basis, driven by value added products and better volumes
- With softening of commodity prices and better volume led EBITDA improving by 65% to ₹ 116 crore; EBITDA margins for the quarter stood at 6.2%
- Profit after tax stood at ₹ 59 crore reporting a growth of 166%, on account of reduced finance cost
- Debt further reduced by ₹ 171 crore and debt to equity ratio for 30th June 2023 stands at 0.12x
- Focused on innovating new-aged products, premiumization coupled with marketing and advertising campaigns and expanding geographical footprint







Q1 FY24 Results Highlights



Lighting and Consumer Durables Segment Performance

Particulars (In ₹ crore)	Q1 FY24	Q1 FY23	Change
Revenue	374	335	11.5%
EBITDA	33	22	52%
EBITDA Margins	8.83%	6.48%	235 bps
РВТ	26	14	88%

Q1FY24 Highlights

- Due to a favorable business environment in both the B2B and B2C categories, Q1FY24 revenue increased by 11.5% YoY
- On account of improved private and government expansion plans; professional lighting business grew 27% whereas B2C business registered a modest growth
- EBITDA grew by 52% and margins improved to 8.83%, on the back of better product mix
- Launched various new products in FMEG segment to capture the upcoming festive season
- LED business grew by 8% backed by a volume led growth in products like LED Battens and Downlighters
- Continued downtrend in LED lighting bulbs replacement cost stood at 4.17% vs 4.57% in Q4 FY23
- Increased investments in advertising and marketing activities to enhance market share and brand visibility. Increased dealer and distributor engagement through various initiatives







Q1 FY24 Results Highlights



Steel Pipe and Strips Segment Performance Highlights

Particulars (In ₹ crore)	Q1 FY24	Q1 FY23	Change
Revenue	1,503	1,504	-
EBITDA	83	49	70%
EBITDA/MT (Rs.)	4,388	3,103	41%
РВТ	55	16	237%

Q1FY24 Highlights

- The revenue remained flattish due to lower of steel prices; however raw material prices are expected to stabilize in coming months
- Healthy performance in terms of EBITDA/MT led by a volume growth of 20%; domestic business registered a volume growth of 27% YoY and export business registered a volume growth of 6%
- Witnessing a steady order inflow in API Pipes and other value-added products; mainly driven from Oil & Gas, CGD and Water Transportation sectors
- Continued to maintain a healthy order book of more than ₹ 500 crore from oil and gas sector as well as export market
- Capex for Large-dia pipe at Anjar and for GP and CR coils/pipe at Hindupur is ongoing







SURYA – At A Glance

SURYA

- Established in 1973, 'SURYA' is one of the most respected and trusted brand in Steel Pipes, Lighting & Consumer Durables (FMEG) and PVC pipes in India and Globally
- Leadership in Value Added Products with a comprehensive product range
- Deeply rooted distribution network up to Rural India
- Brand promotion through extensive TV & Print Advertisements, BTL activities and Digital campaigns
- Strategic Value Creation by reinforcing market leadership position and driving change through investment in value added products
- Strengthening Financials Thrust on Reducing Debt, Lean Balance Sheet; Long term-loan debt free











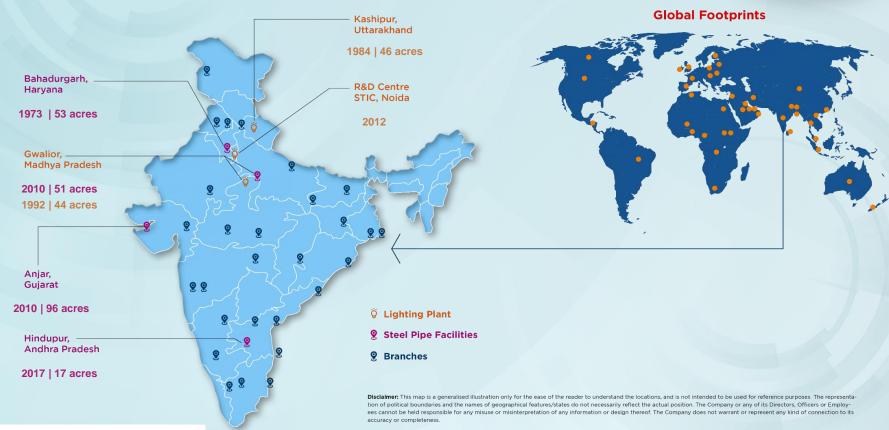






Making In India, Delivering Across the World











Reinforcing Leadership In Core



- Brand building through consistent Advertising
- ATL & BTL Activities

Brand Equity

Distribution Network

- Enhanced engagement
- Consistent policies, effective schemes
- Omni-channel presence

- Strategic Investment InTechnology upgradation
- · Strategic locations
- Strengthening Backward Integration through PLI

Manufacturing Facilities

Product Range

- Built up strong product portfolio
- Value Added products driving higher profitability





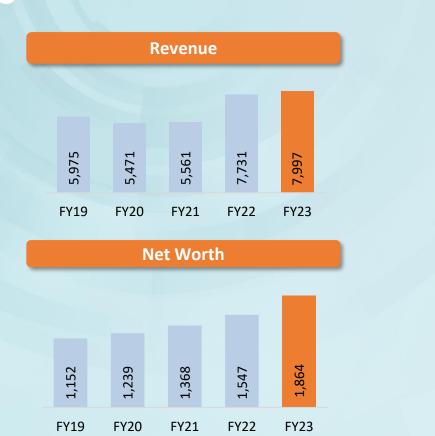


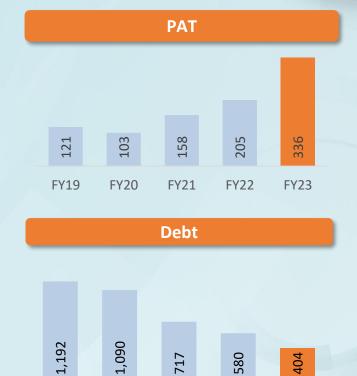


Strengthening Financials



₹ in crore





FY21

FY22

FY23

FY19

FY20







Board Of Directors





Shri J. P. Agarwal Executive Chairman

Shri J. P. Agarwal is the driving force behind creating Surya Roshni as one of the most reputed, trusted and successful companies. He has been honoured with the highly prestigious Padma Shri Award by the Government of India



Shri Raju Bista Managing Director

Shri Raju Bista is a young and dynamic leader. His discipline, dedication, visionary power and relentless efforts provided new dimensions and directions that have helped the Company in achieving new heights. He is the past President of ELCOMA, and presently a Member of Parliament



Shri Vinay Surya Managing Director

Shri Vinay Surya is an M.B.A. from Swinburn University, Australia and possesses vast experience of over 23 years in Marketing, Exports, Commercial, Financial & Operational fields



Smt Urmil Agarwal
Director

Possesses over four decades of experience with sound business acumen & understanding of both the businesses of the Company







Board Of Directors





Shri T.S. Bhattacharya Independent Director

Ex-MD, SBI has an illustrious professional career in banking and financial sector



Shri Sunil Sikka Independent Director

A post graduate in Management (FMS Delhi) and Ex-President of Havells (India) Limited & ELCOMA. During his tenure, he led multiple initiatives to accelerate growth in marketing of consumer electricals and lighting in India



Shri Kaustubh N Karmarkar Whole Time Director

Whole time Director, with vast experience of over 23 years in the field of Management & Human Resources and Planning



Shri Naresh Agarwal Independent Director

Directorship in Santosh Timber Trading Company Limited and Atlantic Wood Private Limited. 30+ years of vast business experience



Shri S S Khurana
Independent Director

Ex-Chairman of Railway Board and Ex-officio Principal Secretary to Government of India



Ms. Suruchi Aggarwal Independent Woman Director

Ms. Suruchi, a renowned and eminent practicing Advocate in the Supreme Court of India, Delhi High Court and other Courts



Shri Tekan Ghanshyam Keswani Independent Director

A post graduate in Management (FMS Delhi) and a fellow member of ICAI with 45+ years of experience in Commercial, Administration and Financial fields







SURYA

CR STRIPS



BLACK PIPES



HOLLOW SECTION PIPES





GI PIPES

COATED API & SPIRAL PIPES



STEEL PIPES AND STRIPS

Wide Range of Products

Steel Pipes & Strips – At a Glance



50

Years of Brand presence in India, under the brand 'Prakash Surya'

#1

ERW GI Pipe manufacturer in India

21,000+

Pan India Dealers/Retailers

250+

Distributors

6

Products Categories
Pipes - Structural,
GI, API Grade & Spiral, Black
And CR Strips

#1

Exporter of ERW Pipes from India (50+ Countries)

12.76 Lac

MTPA Capacity
9.61 Lac ERW Pipes
2 Lac Spiral Pipes
27.50 Lacs Sq mtrs 3LPE coating
1.15 lac CR Sheets

51%

Value Added Products of total Revenue

Commissioned Section Pipe Direct Forming
Technology (DFT) Plant

4

Manufacturing Locations in Haryana, Madhya Pradesh, Gujarat, Andhra Pradesh







Comprehensive Products Range



	Volume Share #	Market Position *	Applications
GI Pipes	26%	#1 High Growth in Exports	Agriculture Irrigation, Casing and tubing, Hot Water/ Plumbing, Water pipelines, Green Houses, Fire Fighting, etc.
API/ 3LPE Coated Spiral Pipes	17%	Leading API Pipe Manufacturer High Growth	Oil and Gas, Water Transportation City Gas Distribution
Black Pipes	33%	Amongst Top 3	Construction, Fabrication, Fencing, Powder Coating, Sign Boards, Industrial Application, Scaffoldings
Hollow Section Pipes	13%	Leading Brand + High Growth + DFT Technology	Infrastructure – Airport, Metro, Railways, Warehousing, Industrial Infrastructure, Urban Development, Solar, Poles
CR Strips	11%	Serving Delhi - NCR Region	Auto Components, Motor Stamping, Cycle Rims, Umbrella Tubes & Rips







Transition Towards Higher Margin



		FY 1	8-19	FY 19-20		FY 19-20 FY 20-21		FY 21-22		FY 22-23	
Sr. No	Product Name	Volume Share	EBITDA/ MT (Rs.)	Volume Share	EBITDA/ MT (Rs.)	Volume Share	EBITDA/ MT (Rs.)	Volume Share	EBITDA/ MT (Rs.)	Volume Share	EBITDA/ MT (Rs.)
1	GI Pipes	30%	4,557	35%	4,534	35%	4,602	33%	5,456	26%	7,737
2	Black Pipes	27%	2,205	24%	2,023	23%	2,216	24%	2,884	33%	5,021
3	Section Pipes	20%	1,871	19%	1,670	19%	1,843	13%	1,611	13%	3,415
4	API & Spiral Pipes	9%	4,310	11%	7,143	12%	7,630	18%	9,136	17%	12,134
5	CR Strips	13%	1,958	11%	1,586	11%	1,693	12%	2,627	11%	<mark>2,84</mark> 6
	Total	100%	3,010	100%	3,256	100%	3,525	100%	4,648	100%	6,496







API Pipes & 3LPE Coated Pipes







Building Strong Presence

- Gained Market Share to ~10% of Oil & Gas Transmission Pipes
 - Cross Country Land Pipes
 - City Gas Distribution (CGD)
- Water Transmission provides higher growth opportunities
- The world-class 3LPE Coating plant machinery has been procured from Selmers, Netherlands
- Installed 3LPE coating facilities of 27,50,000 sqmtr (external coating)
- Strong Order Book in hand for API Pipes
- Accreditations from major PMC such as EIL, Mecon and others

Key catalysts in the growth

- One of the fastest growing products for the company
- Enjoys higher EBITDA/Ton compared to other products
- Value accretive and contributes significantly to the profitability







Commissioned Section Pipe DFT Plant









- Commissioned the Large-dia section pipe facility with Direct Forming Technology (DFT) at Gwalior in mid-April 2022, which has also added a capacity of 36,000 MTPA of the new product categories.
- Will enable the company to further improve its presence in domestic as well as export markets.
- Key Sectors to be served: Exports and Domestic Markets serving Infrastructure and Urban Development







Setting-up Expansion Project at Hindupur, A.P.









- Project to manufacture GP and CR coils/pipe
- Setting-up expansion project with an outlay of Rs. 75 crore at Hindupur, A.P.
- **Purpose:** Presently, the company procures the GP coil and CR coil from the suppliers. The company intends to ensure availability of GP coil/ CR coil every time as per the requirement of the market along with the cost lower than the market price to cater South Indian market.







Leadership in Exports of ERW Pipes



Dubai Vision 2030





Qatar FIFA 2022





Abu Dhabi Airport



Dubai Frame



Key Highlights

- Largest exporter of ERW Pipes (GI and Black Pipes)
- Exporting to 50+ countries across the globe including USA, Australia, Canada, Mexico, Middle East, Europe and Africa

<u>Strategy</u>

- Commissioned large-dia section pipe facility (upto 300*300 mm) with Direct Forming Technology at Gwalior, to improve exports of Hollow Section Pipe worldwide
- Increase order share in Egypt for small gas paint pipes
- Focus on exporting value added products such as grooved, 30*30 section, blue painted hollow coated pipes
- Geographic expansion







Leveraging Brand and Distribution Network





Advertisements in Print Media



The International Tube and Pipe
Trade Fair, Germany



TV Advertisements for Prakash Surya Steel Pipes

- Present since 1973, 'Prakash Surya' has a strong leadership position with a major B2C contribution to the top-line
- Advertisements across TV, print, digital media, etc. to build brand franchise
- Focus on value-added products, enjoys Leadership Position in ERW GI Pipes in domestic market
- Established Dealer and Distributor network, strong presence in Tier II and Rural India
- Participation in major industry events, dealer meets and engagement with channel partners







Driving Strategic Manufacturing Benefits



Bahadurgarh (Haryana)



Gwalior (Madhya Pradesh)



Anjar (Gujarat)



Hindupur (Andhra Pradesh)





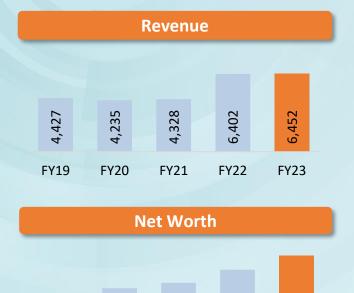




Building Financial Strength







1,000

FY21

1,190

FY22

1,398

FY23







671

FY19



922

FY20

Driving Value Creation



Technology Upgradation

 Strategic Investments technology upgradation

in

- 3LPE coating plant from Selmer, Netherlands
- Large dia section pipe facility commissioned with DFT technology at Gwalior

Increasing share of Value-added Products

High growth in API pipes and Exports of Value Added Products to improve market share, margins and profitability

Diversify Mix

Diversify Customer Mix and Product Mix helps in de-risking the Steel Price volatility



Cost Efficiencies

Continuous process improvement, energy saving and increasing yield for cost-effectiveness

Brand Equity & Distribution Network

- Continuous brand development activities
- Engagement with country-wide dealers, distributors, retailers and influencers







Robust Demand Drivers





Export Market

growth

High Demand for Steel

Pipes in various sectors

Gulf region/Europe and

USA envisage strong



Major Public and Private capex outlay in infrastructure, especially for Airport, metros, Urbanization, Jal Jeevan Mission, River Inter-Linking Projects, etc.



Oil and Gas Sector,
City Gas
Distribution, Water

B2C - Trade Demand

- Visible improvement in Indian economy, including rural
- Significant pick-up in Housing, Irrigation, Construction, etc.
- Government thrust on high investments, CGD, Smart Cities, Nal se Jal
- ₹ 5 lac crore investment expected in 5 years









PROFESSIONAL LIGHTING

PVC PIPES



CONSUMER LIGHTING

FANS





HOME APPLIANCES



LIGHTING AND CONSUMER DURABLES

Emerging FMEG

SURYA – Emerging FMEG



'SURYA' Established Lighting in 1984, has emerging as a **leading FMEG Player**

#2 Consumer Lighting Brand in India

Brand Equity through consistent advertisements, ATL and BTL activities

India's most deep rooted distribution network, major Revenue comes from Semi-urban and Rural markets.

Strong position in Professional Lighting with Smart Lighting Solutions

Successfully penetrating in FMEG categories - Fans and Home Appliances

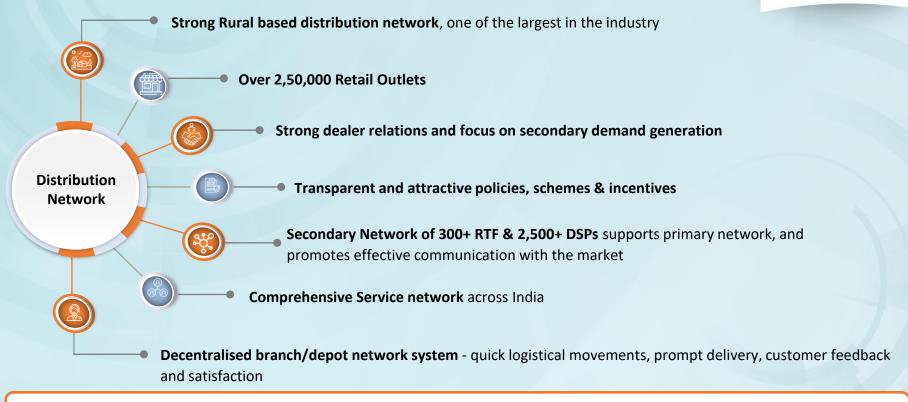






Nurturing Distribution Network





Leader in various states such as AP, Telangana MP, Chhattisgarh, Uttar Pradesh and Jharkhand Second in Karnataka, Delhi, Maharashtra, Bihar, Rajasthan and Uttarakhand, amongst others







Aggressive Brand Campaign



Extensive TV Advertisements, BTL activities, sponsorships and active online digital media campaigns







Surya is the Associate Sponsor of U Mumba kabaddi team (2022)









Winning in B2B



Expanding Capabilities

Strong Professional Lighting team in place

• Developed complete ecosystem with vendors

Developing Products & Solutions

Customized products

Integrated Solution based Smart Lighting

Strengthening Customer Relationships

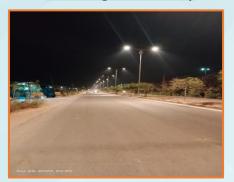
• Direct B2B projects

• Infrastructure, Monument Lighting, Airports, Bridges

Indore Airport Facade Lighting



Karimnagar Smart City



Bharuch Bridge Façade









Successfully Penetrating in FMEG





Fans -

- Leveraging strong brand and distribution network
- Pan India presence for fans
- Wide range of products including ceiling, table, pedestal, wall mounted and exhaust fans
- Focus on premium product categories to gain share in urban markets

Home Appliances -

- Leveraging strong brand and distribution network
- Wide variety of product range such as Water Heater, Room Heaters, Coolers, Dry Irons, Steam Irons, Juicer-Mixer-Grinders, Induction Cooktops
- Ecosystem already in place to capture the fast growing markets and categories
- Market leading product features and quality



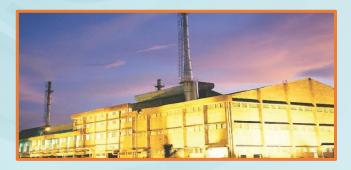




Integrated Manufacturing Units and R&D



Kashipur (Uttarakhand)



Gwalior (Madhya Pradesh)



R&D Centre (Delhi - NCR)









PLI strengthening Backward Integration



Commencement of manufacturing facility for LED components under PLI scheme for 'Large Investment' category

Objectives

To boost manufacturing of **'Components of LED Lightings'** of India, to reduce dependency on imports of components

Benefits to Surya

- Leverage own manufacturing of LED products
- Increase the level of backward integration as well as increase the OEM opportunities

Target Segment

For manufacturing 'Components of LED Lighting Products (i.e. LED Drivers, Mechanicals, Housing, Packaging, Modules, Wire Wound Inductors etc.) under Large Investment Category

Fulfilling Investment Criteria

- By investing cumulative incremental minimum investment in P&M of Rs. 25 Crores.
- Incremental Sales over the base year of Rs. 450 crores.

Quantum of Incentives

4% to 6% on sales over the base year for a period of five years subsequent to the base year







PVC Pipes –Sizeable Business Opportunities





Government initiatives such as Housing for All, 'Nal se Jal', Project AMRUT and Swachh Bharat Mission

Demand outlook for non-agricultural pipes appears to be good as the major urban real estate markets show signs of a sustained recovery

01

The sector is expected to see an average **Annual**

growth of 10%

03



Application

Housing, irrigation, infrastructure, drainage and chemical transportation, among others



Operational Performance

18% revenue growth in FY23, Rs. 91 Cr as compared to Rs. 77 Cr in FY21



@

02

Market Research

Sizeable business opportunity with Strong Branding of 'Prakash Surya' and Distribution Network



Capacity Expansion

Reached capacity of 10,200 MTPA







Transition towards LED Lighting and FMEG



		FY:	18-19	FY:	19-20	FY	20-21	FY	21-22	FY2	2-23
Sr. No	Product Name	Sales	EBITDA	Sales	EBITDA	Sales	EBITDA	Sales	EBITDA	Sales	EBITDA
1	LED- Lighting	38%	14%	49%	11%	53%	12%	59%	11%	64%	11%
2	LED-EESL	21%	11%	8%	8%	1%	11%	-	-	-	-
	Total LED (1 + 2)	60%	13%	56%	11%	54%	12%	59%	11%	64%	11%
3	CFL (Peak Sale Rs. 374 Cr.)	2%	<u>-</u>	1%	-	-	-	-	-		
4	Conventional	22%	4%	22%	3%	23%	9%	19%	1%	16%	-
5	Consumer Durables	17%	7%	21%	7%	23%	8%	22%	6%	20%	5%
	Grand Total (1 to 5)	100%	10%	100%	8%	100%	10%	100%	8%	100%	8%

Transformed the product portfolio from conventional lighting to LED Lighting and Consumer Durables







Building Financial Strength



₹ in crore











Driving Value Creation

SURYA



Product Development

Alignment with fast changing consumer preference, at high speed and premium quality



Manufacturing Capabilities

Automation, Speed, Size and backward integration. One of the largest manufacturing capacities in India for LED Lighting



Re-energizing the Surya Brand

Aligning with new age consumers, and growing LED Lighting and Consumer Durables



Distribution network

Enhancing the distribution network through omnichannel, dealers, distributors contractors, developers, architects etc.







Robust Demand Drivers





Young Demographics

- Improving lifestyles, investment in home improvement
- Emerging Lifestyles



Consumer Lighting

Faster adoption by consumers across India, including Rural



LED Professional Lighting

- Smart Integrated LED Lighting
- Presence in sunrise areas like Housing for all, Smart Cities, Street Lighting, Monumental Lighting, Industrial Lighting







New Product Launches











i-Cook Rice Cooker

- ✓ 1.8 L Bowl for Cooking
- ✓ Trivet plate for perfect rice cooking
- √ 700W auto warm mode for keeping food hot

Aqua Neo Electric Kettle

- ✓ Stainless Steel body
- √ 360-degree rotation cord less
- ✓ Wide spout for easy filling & cleaning
- ✓ Hinged lid for ease in use

Era Gold Dry Iron

- ✓ Light weight
- ✓ Premium non-stick coating
- ✓ Thermal fuse for extra safety, super smooth surface finish of sole plate
- ✓ Aerodynamic Design with metal cover body

BEE Rated Fans

- ✓ Star rated fans as per the latest BEE norms
- ✓ High Power in Low Voltage (HPLV) fans to sustain fluctuating voltages
- ✓ Stylish and trendy designs







SURYA

Financial Results Highlights







Income Statement – Q1 FY24



Particulars (Rs. Crores)	Q1 FY24	Q1 FY23	FY23
Total Revenue from Operations	1,875	1,840	7,997
Cost of Material Consumed	1,339	1,394	5,855
Purchase of Stock InTrade	110	96	429
Changes in Inventories	42	-9	-62
Total Raw Material	1,491	1481	6,222
Gross Profit	384	359	1,775
Gross Profit (%)	20.5%	19.5%	22.2%
Employee Expenses	97	85	372
Other Expenses	173	204	788
OtherIncome	2	1	5
EBITDA	116	71	620
EBITDA(%)	6.2%	3.9%	7.8%
Depreciation	29	28	115
EBIT	87	43	505
EBIT(%)	4.6%	2.3%	6.3%
Finance Cost	6	13	45
Profit Before Tax	81	30	460
Tax	22	8	124
Profit After Tax	59	22	336
Profit After Tax(%)	3.2%	1.2%	4.2%
Other Comprehensive Income	-	-	-
PAT After OCI	59	22	335







Consolidated Balance Sheet



EQUITY AND LIABILITIES (Rs. Crores)	Mar-23	Mar-22
(I)EQUITY		
(a) Equity Share capital	54	53
(b) Other equity	1810	1,494
Sub Total (I)	1,864	1,547
(II) LIABILITIES		
(1) Non-Current Liabilities		
(a) Financial Liabilities		
(a) Term Borrowings (incl. Current Maturities)	-	61
(b) Lease Liability	7	7
(c) Other Financial Liabilities	14	12
(d) Provisions	18	63
(e) Deferred Tax Liabilities (Net)	67	57
Sub Total (II)	106	200
(III) Current Liabilities		
(a) Financial liabilities		
(a) Working Capital Borrowings	404	519
(b) Lease Liability	7	6
(c) Trade Payables	406	594
(d) Other Financial Liabilities	150	145
(e) Other current liabilities	72	51
(f) Provisions & Current Tax Liabilities	48	53
Sub Total (III)	1,087	1,368
Total Equity & Liabilities (I+II+III)	3,057	3,115

ASSETS (Rs. Crores)	Mar-23	Mar-22
(I) NON-CURRENT ASSETS		
(a) Property, plant & equipment	901	932
(b) Capital work-in-progress	9	53
(d) Right to Use Asset	11	11
Financial Assets		
Other Financial Assets	34	35
Other Non - current assets	15	16
Sub Total (I)	970	1,047
(II) CURRENT ASSETS		
(a) Inventories	1,152	988
Financial Assets		
(b) Trade receivables	747	888
(c) Cash and bank balance	2	1
(d) Other Financial Assets	43	38
(f) Current Tax Assets		12
(g) Other current assets	143	141
Sub Total (II)	2,087	2,068
Total Assets (I+II)	3,057	3,115







Cashflow Statement



Particulars (Rs. Crores – Consol.)	Full Year ended 31-Mar-23	Full Year ended 31-Mar-22	Full Year ended 31-Mar-21	Full Year ended 31-Mar-20
Profit before tax	459	277	212	140
Depreciation and Interest	161	175	173	210
Operating Profit Before Working Capital Changes	620	452	385	350
Change in Working Capital	(235)	(103)	210	(35)
Cash generated from operations	385	349	595	315
Income taxes paid	(105)	(64)	(54)	(39)
Net cash inflow from operating activities (A)	280	285	541	276
Net cash inflow/(outflow) from investing activities (B)	(33)	(54)	(66)	(48)
Net cash flow from Operating & Investing activities (C=A+B)	247	231	475	228
Cashflow used in financing activities, payment of interest, dividend and others (D)	(71)	(94)	(101)	(127)
(Decrease) / Increase in Net Debt (E) = C-D	(176)	(137)	(374)	(101)







Key Takeaways



• Strong market position in Steel Pipes & Strips, and Lighting & Consumer Durables

- Investment in brand building and improving distribution
- Successfully gaining momentum in New Value Added products in both the businesses
- Rigorous financial control across the company
- Improving profitability and financial ratios
- Robust demand Drivers for both the businesses







CSR Activities

SURYA







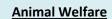




Youth & Women Empowerment, Skill Development



Our dedicated CSR arm Surya Foundation, discharges responsibilities in the fields of health, skill development and education.













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Company	Investor Relations Advisors
SURYA Energising Lifestyles	SGA Strategic Growth Advisors
CIN: L31501HR1973PLC007543	CIN: U74140MH2010PTC204285
Mr. Tarun Goel +91 9810248348 Email: tarungoel@surya.in	Mr. Jigar Kavaiya +91 99206 02034 jigar.kavaiya@sgapl.net
www.surya.co.in	www.sgapl.net





