



SURYA ROSHNI LIMITED

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/23-24/04

April 27, 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: PRESS RELEASE- Q4 & FY23 RESULTS HIGHLIGHTS

Dear Sirs,

This is with reference to our letter dated 20th April, 2023 intimating the date of the Board Meeting of Surya Roshni Limited, wish to intimate the Outcome of Board Meeting held on 27th April, 2023, wherein the Company has approved the following:

- Audited Financial Results (Standalone and Consolidated) for the fourth quarter/financial year ended 31st March, 2023 along with Auditors' Report with unmodified opinion on the aforesaid Standalone and Consolidated Financial Results from the Statutory Auditors, M/s. Ashok Kumar Goyal & Co.

In this regard please find attached the Press Release titled:

Surya Roshni Limited announces Q4 & FY23 Results

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

Encl: as above

Surya Roshni Limited announces Q4 & FY23 Results

- ✓ Achieved highest ever EBITDA/MT of ₹ 9,868 for Q4FY23 in Steel Pipes and Strips
- ✓ Lean Balance Sheet with a consistent reduction in debt, reduction of ₹ 176 crore in FY23
- ✓ Recommended dividend of ₹ 4 per share for FY23 in addition to interim dividend of ₹ 3 per share already paid in February 2023

New Delhi, April 27, 2023: Surya Roshni Limited, the largest exporter of ERW Pipes, largest producer of ERW GI pipes and one of the largest Lighting Companies in India, has declared its audited financial results for the quarter and financial year ended March 31, 2023.

Consolidated Financial Performance Highlights

Particulars (In ₹ crore)	Q4 FY23	Q4 FY22	Change	Q3 FY23	FY23	FY22	Change
Revenue	2,151	2,301	(7)%	2,021	7,997	7,731	3%
EBITDA	254	154	64%	164	620	449	38%
Profit after Tax (PAT)	156	83	88%	90	336	205	64%

Q4FY23 Highlights

- **88%** growth in PAT due to reduced finance costs and improved product mix of value-added products
- ROCE improved by 1,650 bps YoY, from 23.6% to **40.1%** and ROE improved by 1,280 bps YoY, from 22.0% to **34.8%**

FY23 Yearly Highlights

- Revenue of ₹ **7,997 crore** in FY23 as compared to ₹ 7,731 crore in FY22, a growth of 3%
- Cash Profit grew by **49%** to ₹ **575 crore** in FY23 as compared to ₹ 385 crore in FY22
- PAT grew by **64%** to ₹ **336 crore** in FY23 as compared to ₹ 205 crore in FY22. The company reported a healthy profitability growth notwithstanding the inflationary pressure and commodity price fluctuations
- Continued focus on premiumization, innovative and trendy product launches, aggressive marketing campaigns and geographical expansion
- ROCE improved by 670 bps YoY, from 16.2% to **22.9%** and ROE improved by 560 bps YoY, from 14.1% to **19.7%**
- Reduction of debt by ₹ 176 crore in FY23. Similarly, the finance cost reduced by 30% in FY23 in spite of the increasing interest rate trend. Debt equity ratio reduced to 0.22x as on 31st March 2023 as compared to 0.37x as on 31st March 2022

Lighting and Consumer Durables Segment Performance

Particulars (In ₹ crore)	Q4 FY23	Q4 FY22	Change	Q3 FY23	FY23	FY22	Change
Revenue	431	404	7%	396	1,545	1,333	16%
EBITDA	42	34	23%	27	122	106	15%
PBT	35	25	36%	19	90	72	25%

Q4FY23 Highlights

- Q4FY23 growth was driven by B2B as well B2C business divisions on YoY as well as sequential basis. This growth was mainly driven by improved product demand along with the overall healthy product mix. This also resulted into EBITDA margins improvement.
- **16%** growth in LED Lighting revenue on a YoY basis. Share of value-added products like LED battens and Down-lighters improved along with volume growth
- Professional lighting grew 28% YoY. The business division is witnessing robust order inflow
- Working Capital days have improved during FY23 to **53 days** from 60 days in FY22

FY23 Yearly Highlights

- LED lighting witnessed strong revenue growth of **27%** during FY23, with growth in both B2C and B2B
- Consumer Lighting grew by **12%**, along with higher growth for value added products
- Professional Lighting witnessed **38%** growth YoY in revenue, with robust order inflow
- With addition of new products, home appliances grew by 25% YoY in revenue
- Continued downtrend in LED lighting bulbs replacement cost (~457 bps from 678 bps)
- Remarkable growth is witnessed in new age smart LED products
- Greater thrust on advertising and marketing activities to enhance market share and brand visibility. Increased dealer and distributor engagement through various initiatives

Steel Pipe and Strips Segment Performance Highlights

Particulars (In ₹ crore)	Q4 FY23	Q4 FY22	Change	Q3 FY23	FY23	FY22	Change
Revenue	1,721	1,898	(9)%	1,626	6,452	6,402	1%
EBITDA	212	120	76%	136	497	342	45%
EBITDA/MT (Rs.)	9,868	5,605	76%	6,733	6,496	4,648	40%
PBT	181	86	110%	104	369	204	80%

Q4FY23 Highlights

- Highest ever EBITDA/MT in Q4FY23 at ₹ **9,868** as compared to ₹ 5,605 in Q4FY22
- Improvement in overall product mix with higher growth in value-added products and markets including API & Spiral Pipes and Exports and improvement on market realization.
- Consistent inflow and enquiry generation for value added products
- Optimal working capital management with net working capital days at 61 days

FY23 Yearly Highlights

- Revenue of ₹ **6,452 crore** in FY23 as compared to ₹ 6,402 crore in FY22
- For FY23, Steel pipes Trade Business grew 19%, Spiral Pipe by 8% and API Exports by 211%
- The total orderbook in-hand exceeds ₹ **850 crore** at the end of FY23
- EBITDA/MT for FY23 improved to ₹ 6,496 as compared to ₹ 4,648 YoY, an account of favorable product mix of value added products and exports
- Launched 30" Galvanized Pipe in India and 2" SCT pipe for Exports
- Continued focus on exporting value added products along with further expansion of geographical footprint
- Expansion at Hindupur is under execution as per schedule
- Setting up of ERW pipe mill of 18" up to 24" large dia pipes at existing facilities with a capex of ₹ 75 crore

Commenting on the results, Company's Managing Director, Mr. Raju Bista, said

"The company continued to achieve a sustainable growth on quarterly and annual basis and the current EBITDA level has been established as a benchmark for future growth. Our financial performance this year has been exceptional, with record revenue and growth in profitability. We have also made significant progress in achieving our long-term strategic goals, positioning it well for continued success in the future.

Our success is a reflection of our unwavering commitment in delivering the best possible products and services to our customers. We have made significant investments in technology, infrastructure, and talent and remained focused on innovation, efficiency, and collaboration which has helped us to stay ahead of the competition.

For FY23, the EBITDA grew at a healthy pace of 38%, due to improved product mix across all business verticals. The company's debt cost has reduced significantly owing to the complete repayment of long term debt. The company will continue to utilize funds judiciously with optimal capital allocation strategy.

In Lighting and Consumer Durables, the company has reported revenue growth in LED Lighting with 7% in Q4 and 16% in FY23. New age lighting solutions such as LED battens and LED down-lighters registered volume growth of 16% and 47% respectively. The company has launched multiple products in these categories which are well accepted in the market. The company remains well-positioned to leverage severe heatwave across the country for Fans segment.

The company's productivity and efficiency improvement programs along with the adaption of latest tech solutions have augured well and are contributing significantly towards cost reduction as well as faster turnaround time. The company's sharp focus on advertising and branding activities are further improving the brand equity along with increased customer awareness. The company is investing heavily in visibility enhancement through store excellence, in-house merchandizing, in-store displays and direct engagement with the electricians.

The company will further enhance the outreach program through various ATL and BTL campaigns in FY24. The company also strengthened further the semi-urban and urban distribution network, which is now one of the largest in the industry.

The company is witnessing good enquiry order inflow and will continue to focus on participating in multiple Smart Lighting projects in Professional Lighting. The professional lighting has delivered multiple prestigious projects during the year. The company has a strong orderbook in place and will continue to build this orderbook aggressively in FY24 as well.

***In the Steel Pipes and Strips**, the company reported a robust **PBT growth of 110% in Q4 and 80% in FY23**. This growth was contributed by higher share of value added products especially in API coated pipes and exports. The company's recently commissioned large dia DFT facility is expected to accelerate the growth and profitability.*

Over the decade, the company had faced multiple headwinds. With operational excellence and effective de-bottlenecking at Hindupur, Malanpur and Anjar plants, the company was able to enhanced product visibility, margins and savings in overhead cost. This in turn helped the company with a better mix and healthy profitability.

*Effective capacity utilization for manufacturing of premium value added products leading to improved EBITDA/ton over years. The company has reduced its debt significantly owing to the complete repayment of long term debts. With only ₹ 404 crore of debt, **the company aims to be zero debt company by next two years.***

As we look ahead to the future, we are excited about the opportunities that lie ahead. We remain dedicated to driving innovation, improving efficiency, and fostering collaboration across our organization to continue delivering best-in-class solutions to our customers. We are confident that our continued focus on these core values will position us for continued success in the years to come. We look forward to the future with great optimism and enthusiasm, and we are confident that we will continue to deliver exceptional results for our shareholders, our customers, and our stakeholders."

Adding further, Mr. Vinay Surya – Managing Director said,

"I am thrilled to announce that our company has achieved outstanding results for FY23. Our team has worked tirelessly to deliver exceptional performance across all areas of our business, and I am incredibly proud of the dedication and hard work they have shown.

***In Lighting and Consumer Durables**, the latest and trendy product lines especially in the LED Battens and Downlighters and Consumer Durables reported a strong uptick during FY23. This growth was mainly due to our strong brand equity built over decades along with company's aggressive strategy in Advertising and Marketing. For FY24, the company will focus on market share expansion, further geographic penetration, distribution network augmentation, increasing wallet share of newer categories and growth of Professional Lighting.*

As a company, we remain committed to delivering innovative solutions that meet the evolving needs of our customers. Our investment in technology, coupled with our focus on collaboration and efficiency, has helped us to achieve these outstanding results.

In the Steel Pipes and Strips, the growth in FY23 was mainly driven by all business verticals of B2B and B2C businesses. The robust orderbook for exports, API coated pipes and spiral pipes provides strong revenue visibility for FY24. The revenue as well as realizations will be further accelerated by our Large-dia section pipe facility with DFT at Gwalior.

In addition to our focus on innovation and efficiency, we also recognize the importance of building strong relationships with our customers. We are proud to have developed strong partnerships with our clients, and we remain committed to delivering exceptional customer service and support.

In order to reward the company's shareholders, the Board has recommended a final dividend of ₹ 4 (40%) per equity share on the paid-up equity capital for the year 2022-23 subject to the approval of shareholders.

Moving forward, we are committed to building upon this success and achieving even greater results in the years to come. We will continue to invest in our people, technology, and processes to ensure that we remain at the forefront of our industry."

Commenting on the financial performance, Mr. Bharat Bhushan Singal – CFO said,

"For the **quarter**, **EBITDA and PAT grew by 64% and 88%** on YoY basis to ₹ 254 crore and ₹ 156 crore respectively. For the full year, the revenue was ₹ 7,997 crore as compared to ₹ 7,731 crore. EBITDA and PAT stood at ₹ 620 crore and ₹ 336 crore as compared to ₹ 449 crore and ₹ 205 crore, respectively.

In Lighting & Consumer Durables, for the quarter, the revenue stood at ₹ 431 crore as against ₹ 404 crore. EBITDA and PBT stood at ₹ 42 crore and ₹ 35 crore, respectively. For the full year, the revenue stood at ₹ 1,545 crore as against ₹ 1,333 crore. EBITDA and PBT stood at ₹ 122 crore and ₹ 90 crore, respectively.

In the Steel Pipes and Strips, during Q4FY23, the company witnessed EBITDA growth of 76% YoY. Similarly, EBITDA/MT stood at ₹ 9,868 compared to ₹ 5,605 YoY. **For FY23**, revenue grew by 4% YoY, to ₹ 6,452 crore while EBITDA/MT stood at ₹ 6,496 as against ₹ 4,648 YoY.

During FY23, the company reduced debt by ₹ 176 crore and continued to remain long term debt free, thus reducing the interest expenses to great extent. This has resulted into a reduction of debt to equity ratio from 0.37x in March 2022 to 0.22x in March 2023. RoCE has improved by 670 basis points to 22.9% for FY23 from 16.2% in FY22, while RoE has improved by 560 basis points to 19.7% in FY23 from 14.1% in FY22".

About Surya Roshni Limited

Since its inception in 1973, Surya Roshni has transformed into an organization that has developed its Lighting & Consumer Durables business and built a stronghold in the Steel Pipes & Strips business. The company started with manufacturing of steel tubes in 1973, it then diversified by foraying into Lighting in 1984, PVC pipes in 2010 and into Consumer Durables like Fans and Home Appliances in 2014-15.

The Steel Pipes & Strips business manufactures a wide range of products and is the largest manufacturer of GI pipes in India and is the largest Exporter of ERW Pipes. The business has further strengthened with set-up of 3LPE Coating facility unit in 2018 (mainly to Oil & Gas and CGD sector) and Direct Forming Technology (DFT) in April 2022, whereas being one of the largest Lighting Companies in India, the Lighting business manufactures an array of conventional to modern LED lighting. The Consumer Durable business offers a variety of Fans and Home Appliances.

'Surya' Brand and 'Prakash Surya' have a strong presence of more than four decades in India. It enjoys strong Pan India presence with extensive dealer network in both of its businesses i.e. Steel Pipes & Strips and Lighting & Consumer Durables.

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further information, please contact:

Company	Investor Relations Advisors
 <i>Energising Lifestyles</i> CIN: L31501HR1973PLC007543	 CIN: U74140MH2010PTC204285
Mr. Tarun Goel +91 9810248348 tarungoel@surya.in www.surya.co.in	Mr. Jigar Kavaiya / Mr. Chinmay Madgulkar +91 99206 02034 / +91 98600 88296 jigar.kavaiya@sgapl.net / chinmay.m@sgapl.net www.sgapl.net