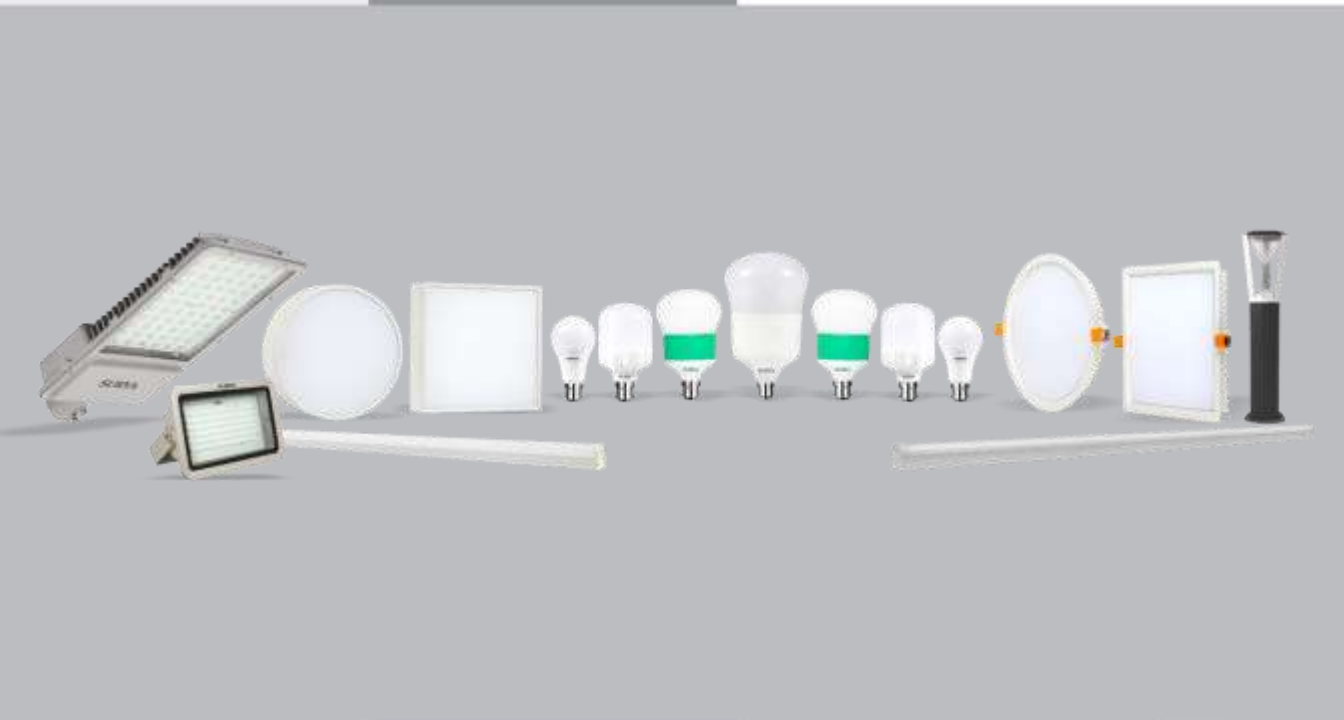




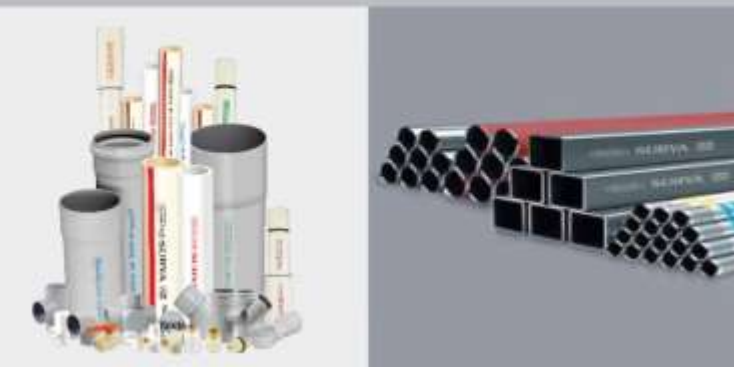
# SURYA



## Surya Roshni Limited

Investors Presentation  
February 2020

Updated 9MFY20 Results





1

**Company  
Overview**

2

**Steel Pipes  
& Strips**

3

**Lighting & Consumer  
Durables**

4

**Financial  
Highlights**

5

**Growth  
Drivers**

6

**Board of Directors and  
KMP's**

7

**Client &  
Customers**

- Established in 1973, **SURYA** spearheaded the technological revolution and evolved as one of the fully integrated Steel Pipes & Strips and Lighting & Consumer Durables conglomerate
- Strong brand and wide spread distribution network
- # 1 in India for manufacturing of ERW GI Pipes
- Largest exporter of ERW Pipes
- # 2 in India for Lighting products

**50 +**

Exports across  
countries  
globally

**100 %**

Backward  
integrated

**5 years +**

Association with  
over 50% of  
lighting distributors

**2,500 +**

Distributors

**2,50,000**

Retail/Dealer outlets  
Strong Rural Base

**FY 2018-19****Rs 59,750 million, 21% YoY ↑**

Net Revenue

**Rs 3,761 million, 8% YoY ↑**

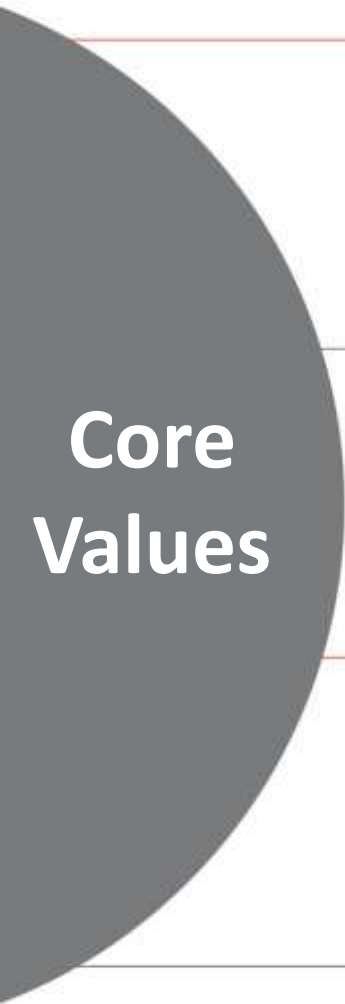
EBITDA

**9M FY 2019-20****Rs 41,324 million**

Net Revenue

**Rs 2,665 million**

EBITDA



## **Surya Parivar**

Principle-centric, Close-knit Family,  
Trust, Mutual Respect And  
Team Spirit



## **Integrity**

Moral Principles, Undivided Spirit.  
Reflects in Personal Lives, Financial  
Transactions and Business Deals.



## **Social Responsibility**

Eco-Friendly Products,  
Optimized Resources to Conserve  
the Environment.



## **Customer Satisfaction**

Customers - Guiding Stars  
Future Endeavours and Improvement.

## **Profitable growth**



Professionalism



**Product  
Development**



Productivity and  
Perfection



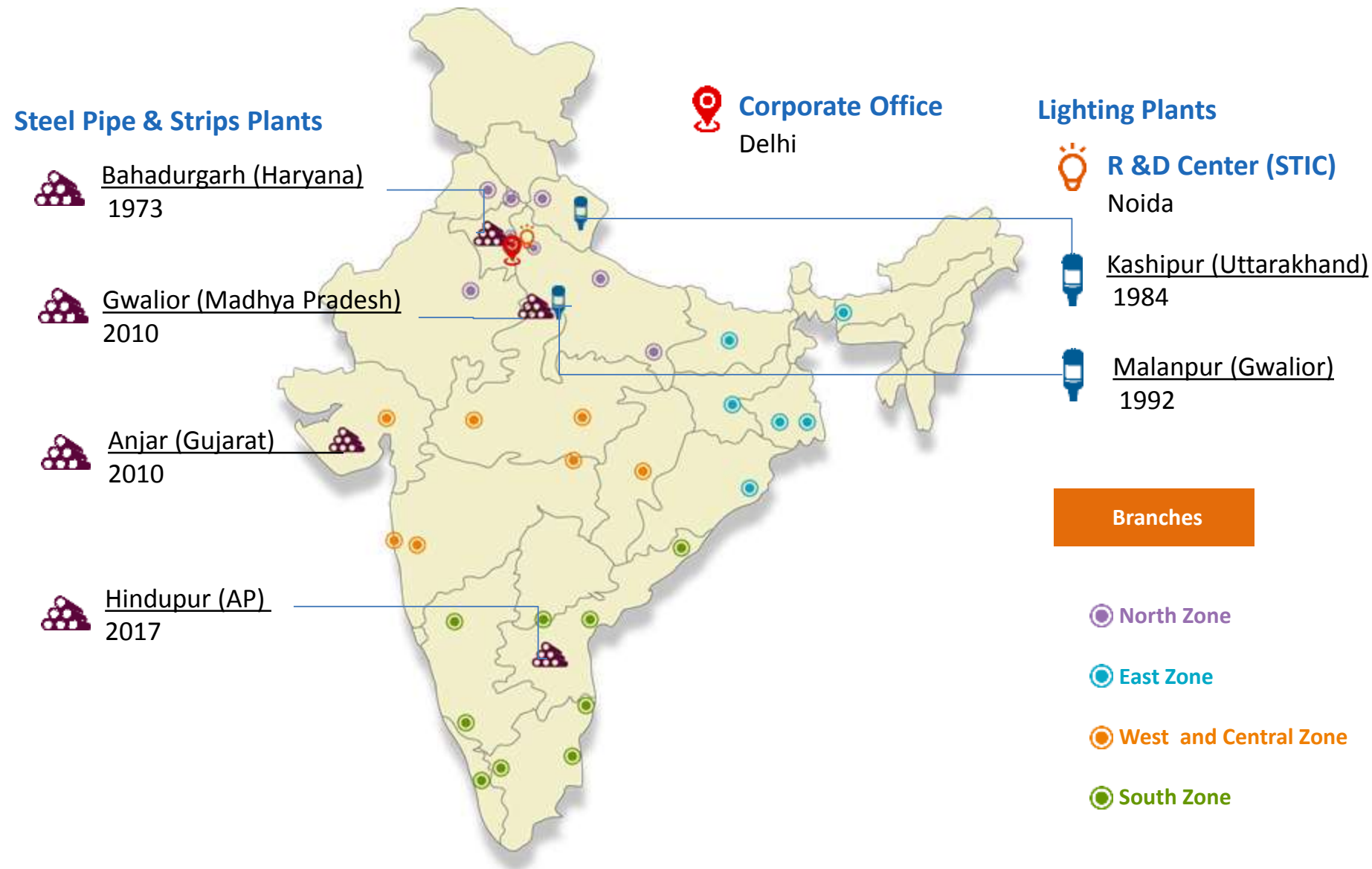
**Performance  
Evaluation**



Promotional  
Activities



**Payback on Capex**

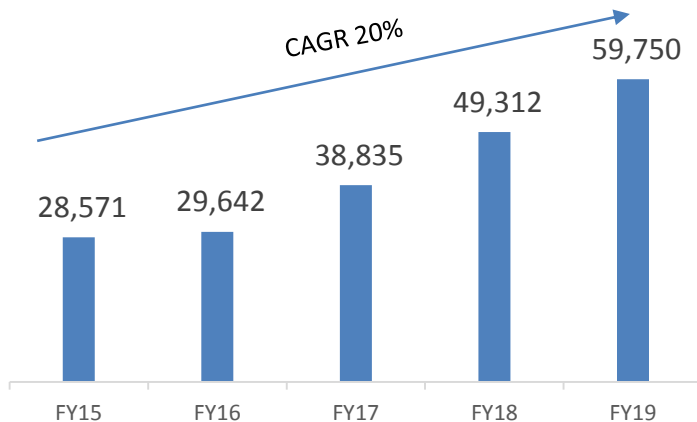


# Consistent Financial Performance – 5 Years

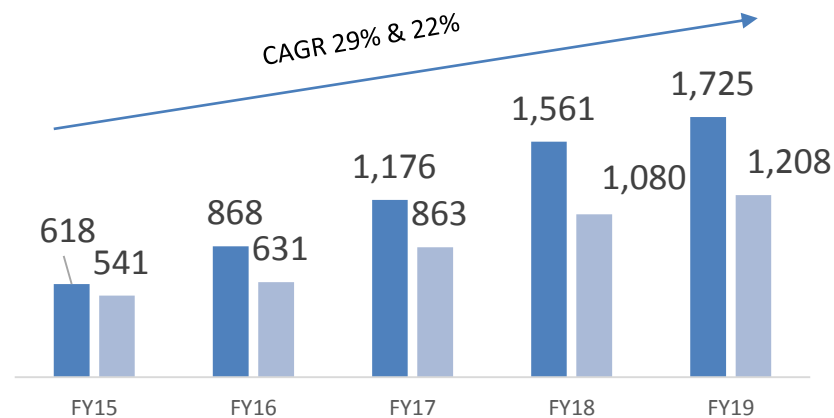
**SURYA**

(INR in million)

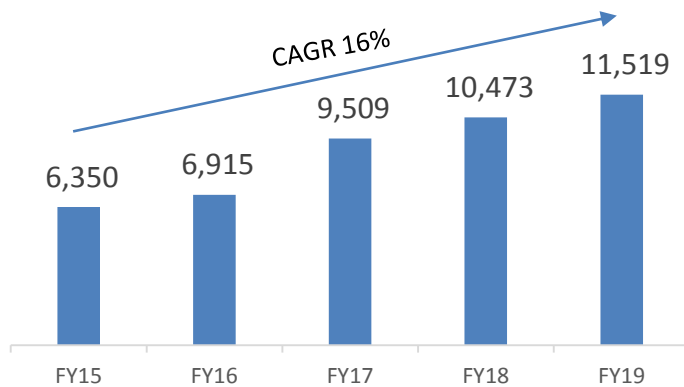
## Net Revenue



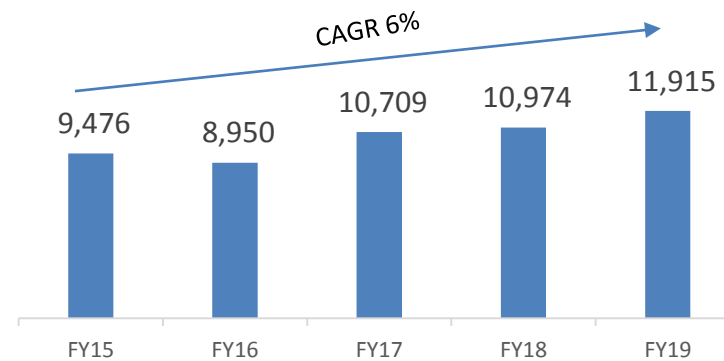
## Profit Before Tax Profit After Tax



## Net Worth



## Debt





# Steel Pipes & Strips

**Extensive Applications**



# Steel Pipes & Strips Business – leading by quality

**SURYA**

<b>Position and Brand</b>	Company is the largest exporter of ERW Pipes and largest manufacturer of ERW GI pipes in India under <b>Brand “PRAKASH SURYA”</b>			
<b>Particulars</b>	<b>2017-18</b>		<b>2018-19</b>	
<b>Turnover (Net of Taxes) (Rs. in million)</b>	<b>35,545</b>		<b>44,267</b>	
<b>Value increase (in %)</b>	<b>36%</b>		<b>25%</b>	
<b>Volume Growth (in %)</b>	<b>20%</b>		<b>10%</b>	
<b>Plant Locations</b>	Bahadurgarh (Haryana)	Gwalior (M.P.)	Anjar (Gujarat)	Hindupur (A.P)
<b>Year of Establishment</b>	<b>1973</b>	<b>2010</b>	<b>2010</b>	<b>2017</b>
<b>Products</b>	ERW Steel pipes (GI, Black, Hollow section), Spiral, API, 3LPE coated & CR sheets			
<b>Exports</b>	More than 50 countries (UAE, Australia, Egypt, EU, Canada, US etc.)			
<b>Marketing Network</b>	Over 250 Dealers and 21,000 Retailers (B2C - 70%)			
<b>Raw materials Suppliers</b>	SAIL, JSW, Hindustan Zinc, Tata Steel, Essar Steel			
	Posco, Angang, Sngang, Zaporzhstal, Hyundai, Benxi, Anchan			
<b>Production Capacity</b>	<b>Particulars</b>	<b>Capacity (p.a)</b>		
	ERW Pipes (including GI - 2,50,000 MT)	900,000 MT		
	Spiral (including offline – 1,40,000 MT)	200,000 MT		
	CR Sheets	115,000 MT		
	3 LPE Coating	External; 1,850,000 sq mtr, Internal; 1,100,000 sq. mtr.		

Surya – the only co. in India to have 30” Pipe Galvanized facility



# Steel Pipes & Strips Segment Performance Improvement

**SURYA**

(INR in million)

Particulars	Pre - Merger		Post Merger - Surya Global, Anjar (Guj)			CAGR%
	FY15	FY16	FY17	FY18	FY19	
Sales Volume (Qty in MT)	368,286	427,833	615,376	738,943	812,050	22%
Net Revenue	17,076	16,536	26,049	35,545	44,267	27%
EBITDA	879	837	1,765	2,102	2,269	27%
PBT	-122	-98	370	644	743	42%
Net Worth	3,503	3,438	5,567	6,390	6,712	18%
Debt	5,063	5,455	7,393	7,750	7,862	12%

## Steel Pipes

**GI  
(33%)**



### Applications

- Agriculture
- Casing and tubing
- Hot and Water
- Plumbing pipe
- Green Houses
- Fire Fighting
- Street Light Poles
- GP Pipes
- Solar Panels
- Spur Lines

**Black  
(24%)**



### Applications

- Construction Works
- Fabrication
- Powder Coating
- Sign Boards
- Industrial Application
- Scaffoldings
- Poles & Towers

**Hollow Section  
(19%)**



### Applications

- Engineering & Architectural Structures
- Airport, Metros, Railways infrastructure
- Urban Development
- Electrical Poles/ Telecom Towers
- Solar Structure

**API & 3 LPE Coated and Spiral Pipes  
(11%)**



### Applications

- Oil & Gas Pipelines
- Oil Well Casing
- City Gas Distribution Pipelines
- Plant Piping
- Water Pipelines – Mains
- Industrial water Lines
- Chilled water pipelines

## Cold Rolled

**CR Strips / Sheets  
(13%)**



### Applications

- Auto Components
- Electrical Motor Stamping
- Furniture & Fittings
- Domestic Appliances
- Drums and Barrels
- Cycle Rims
- Umbrella Tubes, Ribs
- Engineering Applications



Agriculture



Fire Fighting



Housing



Infrastructure



Urban



Railway



City Gas



Smart City



**Anjar, Gujarat - ERW and Spiral**

**Est 2010**

- Spread across 92 Acres to target export markets; merged with the Company w.e.f. April 2016
- Proximity to major Kandla and Mundra Ports gives strategic advantage in exports and imports
- Manufactures ERW and Spiral pipes (GI, Black, Section) and API Pipes with coating



**Hindupur, Andhra Pradesh**

**Est 2017**

- Establish for manufacturing ERW (GI, Black, Section) pipes
- Proximity to premium market of South India – savings in logistic cost; eligible for tax incentives under the A.P. State Policy
- Full utilization in first full year of operation (2018-19), expansion during current year to 200,000 MTPA



## **Bahadurgarh (NCR – Delhi)**

**Est 1973**

- Spread across 55 acres, close proximity to Bahadurgarh Metro Station and KMP
- ERW pipe plant established in 1973/ Cold Rolled (CR) Sheets plant established in 1991
- Manufactures ERW pipes (GI, Black, Section), API Pipes for CGD.
- Serves NCR and North Indian market
- Continuous thrust on efficiency and cost reduction



## **Gwalior (Madhya Pradesh)**

**Est 2010**

- Spread across 51 acres, centrally located, serving UP, MP, Rajasthan and Chhattisgarh markets
- Established for manufacturing ERW pipes (GI, Black, Section)
- Eligible for state industrial incentives upto 2025
- Ample Infrastructure facilities for future expansions
- Expanding, with state of art technology, into range of Section Pipes to capture strong demand



- The 3LPE Coating Plant from SELMERS, Netherlands, in Anjar, Gujarat, fully operational.
- Established track record, obtained accreditations, certifications of ISO 9001, 14001 & 18001
- Specialized API Pipe with 3LPE Coating, used in transportation of Petroleum & Natural Gas, City Gas Distribution and Water Pipelines
- High growth area - special thrust from Government on building modern infrastructure with low cost transportation
- **Strong demand from CGD and Oil and Gas Sector**
- Over Rs. 350 crore order book under execution, facility is fully booked for next two quarters and expecting continuous flow of orders.
- Savings in coating cost, Eligible for State Industrial Incentives. Higher capacity utilisation of the Spiral/ERW facilities





Advertisement in  
Local print Media



The International Tube and Pipe  
Trade Fair, Germany, April 2018



TV Advertisement for Prakash  
Surya Steel Pipes

- Selling with 'Prakash Surya' Brand across India via established Dealer and Distributor network.
- Strong brand leadership, historical presence, channel reach across India with strong presence in Tier II and Rural India, relationship build over decades
- Participation in events, dealer meets to engage channel partners
- Use of media, local print to build brand franchisee

## Advantage India



### Robust Demand

India is the world's third largest energy consumer globally. Demand for primary energy in India is expected to increase threefold by 2035 to 1,516 million tonnes of oil.



### Rising Investment

The oil and gas industry is growing robustly and players are undertaking investments to cater to the burgeoning demand. Foreign Investor will have opportunities to invest in project worth **US\$ 300 billion in Oil and Gas sector**



### Supportive FDI Guidelines

The government allowed 100% FDI in upstream and private sector refining projects.



### Policy Support

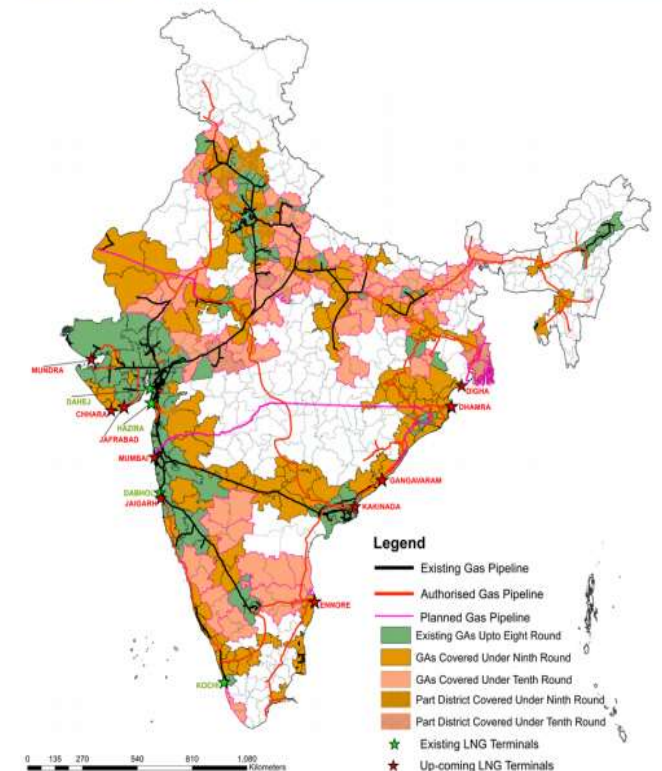
Government has enacted various policies such as the OALP and CBM policy to encourage investments.

India will see an investment of **USD 100 billion by 2024** in oil refining, pipelines, city gas distribution networks and LNG terminals.



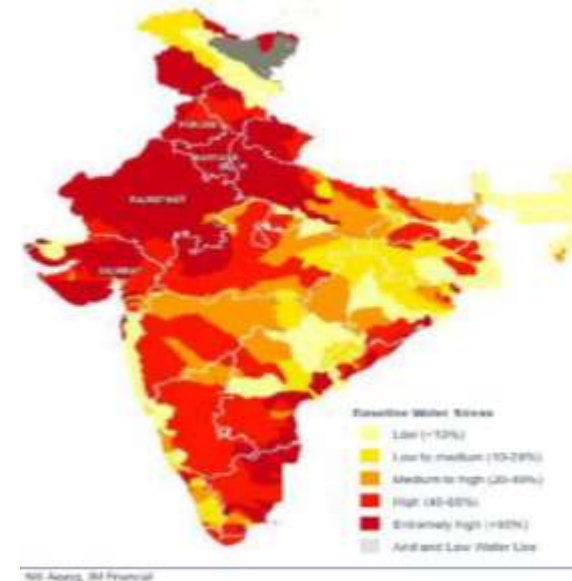
- Financial Year 2018-19 was truly a revolutionary year for City Gas Distribution (CGD) sector in India
- Proposed investment after 9<sup>th</sup> and 10<sup>th</sup> round of bidding is about **INR 1.2 lacs crores**
- Massive expansion of CGD network is a part of Govt efforts to raise the share of natural gas in the energy basket to 15% by 2030 from current 6.2%
- **Increase in the piped City Gas user:** Piped cooking gas users in India increased from 42 lacs in March 2018 to over 54 lacs till September 1, 2019. Licenses awarded further would take this number to 5 crore by 2030
- PNGRB auctioned 228 Geographical Areas covering 406 districts after 10<sup>th</sup> round of bidding, shall cover 70% of population.
- CNG Station planned to be 10,000 by 2030 from 1769
- CGD licenses awarded to IOCL, HPCL, Gujarat Gas, Adani Gas, Bharat Gas amongst others
- This should benefit ERW Steel Pipe Industry and more particularly to Surya after installation of 3LPE coating facility

Gas Infrastructure Map of India



- **India has** 16% of world's population and 15% of its livestock, while **only 4% of water resources**
- **Government thrust to provide piped water to all households by 2024, up from c18% at present.** Massive challenge to **add 150 mn households across 0.5 mn + villages** over the next five years
- **Jal Shakti** – A new ministry for unifying the water management functions
- **256 districts** to ensure five important water conservation,
  - Water conservation and rain water harvesting
  - Renovation of traditional and other water bodies/ tanks
  - Reuse and bore well recharge structures
  - Watershed development and
  - Intensive afforestation
- **Pipes** – Major sector to get benefit – Cos engaged in **GI, MS, HDPE, PVC, CPVC Pipes**
  - Main Pipelines – Connected from secondary source
  - Sub Main Pipes – Connected from main pipelines
  - Service/ branch pipes – Connected from sub-main for distribution to households
- **Budget Allocation of INR 3.6 lacs crores** over five years 2020 to 2024
- **Pipes will be @ 40%** of the total investment, followed by EPC 25%, Water Management 25%, Pumps and Valves 10%

Wide variation in water stress across region



**Major targeted states** : Uttar Pradesh, Bihar, Rajasthan, Madhya Pradesh, Andhra Pradesh, Gujarat

## Dubai EXPO 2020



Dubai Frame

## Qatar FIFA 2022



Ras Abu Aboud Stadium

- Strong Export potential
- Largest exporter of ERW Pipes and ERW Galvanized Steel Pipes (GI) from India, holds 60% share, targeting export of API Pipes
- Exports to over 50 countries including Middle East, Australia, Europe, USA, Canada, Mexico, Ghana, Nigeria, among others

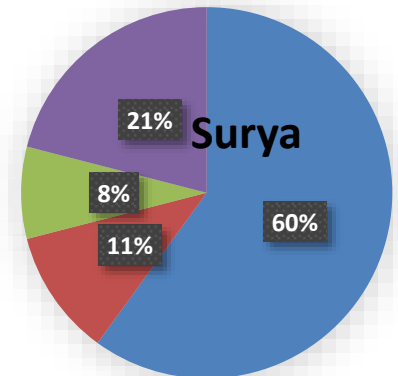


Museum of Future



Lusail Iconic Stadium

India's Export\* (ERW GI & Black Pipes)





# Lighting & Consumer Durables

# Lighting & Consumer Durables Segment – Leading by Technology and Product innovation

**SURYA**

Position and Brand	2nd Largest in Lighting – Marketing under brand “SURYA”			
Particulars	2017-18		2018-19	
Turnover (Net of Taxes) (Rs. in million)	13,833		15,534	
LED Growth (%)	45%		36%	
Plant / R&D Locations	Kashipur (Uttarakhand)	Gwalior (M.P)	Noida NCR	
Year of Establishment	1984	1992	2012	
Products	LED lights (Lamps, Street Lights, Down-lighters, Panels, Luminaires, etc.), Conventional lights (GLS, FTL, HID) and Fan & Home Appliances. Company ranked as 6th in the Fans Industry.			
Exports	To more then 40 Countries including Middle East and U.K			
Marketing Network	Over 2,500 Dealers and 2,50,000 Countrywide Retailers on <b>PAN India</b>			
Raw materials Suppliers	Hindalco, Tata , Reliance, Nichia, Mitsui, Foshan Nationstar, Dongguan, Glass Bond, MLS.			
Production Capacity (Per annum)	LED Bulbs	LED Street Lights	LED Tubes & Fittings	GLS
	90 MN PCS	3.60 MN PCS	10 MN PCS	200 MN PCS



# Offering Diverse Range of Fast Moving Electrical Goods

**SURYA**

## LEDs



**Lamps**



**Battens**



**Down Lighters**



**Luminaries**

### Revenue Split FY19

#### Lighting

LED –	72%
Conventional	28%
Lighting	100%



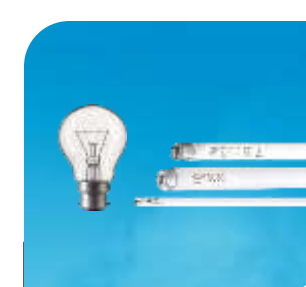
**Fans**



**Home Appliances  
& Fittings**



**PVC  
(Pipes & Fittings)**



**Conventional  
Lighting**

### Revenue Split FY19

#### Lighting & Consumer Durables Segment

Lighting –	83%
Consumer	
Durables	14%
PVC	3%
Total	100%

## Consumer Durables

## Conventional Lighting

# World-class Facilities with Innovation-driven R&D Centre **SURYA**



**Kashipur**

- Manufactures LED lights (Lamps, Street Lights, Downlighters and fittings) & Conventional Lights, filaments, PCBs & Drivers



**Gwalior**

- Lighting Glass Plant, manufacturing LED lights (lamps, street lights, decorative lighting ) and conventional lights (GLS, FTL), Caps, PCBs, Drivers, etc



## **R&D – To drive the change towards Smart Lighting**

Surya Technology & Innovation Centre (STIC) - duly approved by DSIR and NABL at Noida - was established in 2011 with a focus on development of LED Lighting products.





## Transition to LED Lighting in the Industry

- Consistent growth in LED Lighting in volumes, steep price correction, CFL phased out and FTL to follow
- Consolidation in LED to benefit large players
- Sales to EESL witnessed deferment, focusing on direct sales
- Surya ventured into LED Façade, Solar Lighting Products and Smart LED Lighting
- Executing orders for Ahmedabad, Vadodra Railway Station, Leh Palace, Delhi Street Light, Renowned Retail Chains etc.

## SURYA's Strength

- India's 2nd largest lighting products company, LEDs now constitutes 75% of total lighting
- Completely backward integrated
- Strong B2C presence in India with rural focus, major presence in B2B
- EESL – Out of 10.8 mn Street Lights installed under SLNP in India, Surya supplied 25%,
- Ujala - aims to replace 770 mn inefficient bulbs, 361 mn already distributed, 11% by Surya and out of 7.2 million LED Tube Lights, Surya contributed 40%



- Entered into the Fan business in FY 2014
- Gained No. 6 slot in the Fan market
- Provides wide categories of premium decorative and colourful range of ceiling, table, pedestal, wall mounting fans and exhaust fans
- Launched Anti Dust and other new designs of energy efficient fans

- Ventured into Domestic Appliances business in FY 2015
- Provides feature rich, contemporary range of
  - Water Heaters, Room Coolers
  - Domestic Appliances like Room Heaters, OFR, Dry Irons, Steam Irons and Immersion Heater, mixer grinders
  - Kitchen Appliances, Cooktops, hand bladder

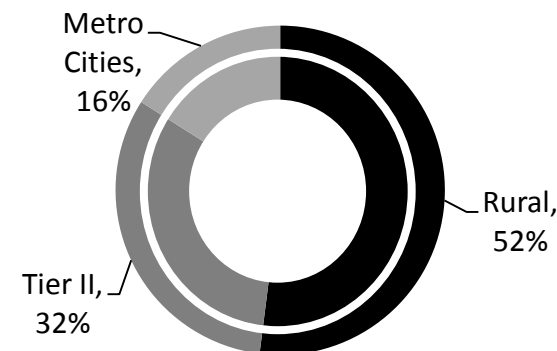


CPVC | uPVC | AGRI | SWR | COLUMN  
PIPES & FITTINGS

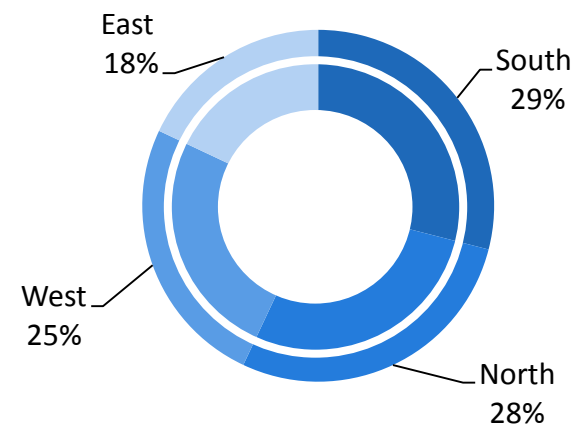
- 28% Revenue Growth in FY19, Rs. 481 mn as compared to Rs. 377 mn in FY18
- Applications: Water Management, Infrastructure, Housing Sector, Agriculture & Irrigation System, Domestic And Industrial Drainage System – Cold/ Hot Water Plumbing, Industrial Process Lines, Swimming Pool, Salt Water Lines etc
- Leverage existing distribution network
- Expanding product range with in-house manufacturing unit at Kashipur
- Capacity Expanded by 3,000 MTPA in May 2019, reaching upto 8,200 MTPA to augment stronger growth
- **Sizeable business opportunity with Strong Brand of 'Prakash Surya' and Distribution Network**

- **Rural based distribution network**, one of the largest in industry
- **2,50,000 Retail Outlets**
- Strong dealer relations (50% of B2C distributors have more than 5 years of association)
- Transparent and attractive policies, schemes, incentives and foreign tours
- Secondary Network of **300+ RTF & 2,500+ DSPs** supports primary network and promotes effective communication with the market, engagement activities with electricians and architects
- Complete product range, strong R&D and quality management teams to develop in-house solutions for specific micro markets and resolve issues timely
- **Decentralised branch / depot network system** - quick logistical movements, prompt delivery, customer feedback and satisfaction

**Revenue by Marketing  
FY19**



**Revenue by Region  
FY19**



■ Leader in various states such as AP, Telangana MP, Chhattisgarh, Uttar Pradesh and Jharkhand

■ Second in Karnataka, Delhi, Maharashtra, Bihar, Rajasthan and Uttaranchal, among others

# Enhancing Brand Visibility

**SURYA**



**Principal Sponsor Rajasthan  
Royals, IPL 2019**



Scan to view the AD



**Light India Show 2018, New  
Delhi**



**Dealer Conference, Singapore  
Cruise**



**TV Advertisement, 'Golmaal  
Again' Hindi Movie**



Scan to view the AD



**Surya Water Heater – TV  
Advertisement**



Scan to view the AD



**Surya Fans Print Add with  
celebrity**



## Growth factors:

- Indian Lighting Industry grew massively in LED lighting with major drop in conventional lighting, estimated to touch USD 5 billion, multifold growth in next 5 years.
- With 100 Smart Cities underway, India moving towards Futuristic Smart Intelligent Lighting. State Govts to focus on independent projects.

## Surya's Strategy:

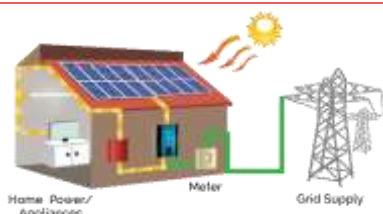
- With strong focus on expanding LED product range for both B2C and B2B, Surya works towards improving productivity, automation and cost rationalization.
- Ventured into LED Façade & Solar Lighting Products.
- GTM approach strategy for mapping of market, Sales force automation



Surya Lighting - Kumbh Mela



Surya Lighting – Kolkata Airport



Solar



Futuristic Intelligent  
Smart Lighting

# Financials



# Key Financial Performance FY2018-19

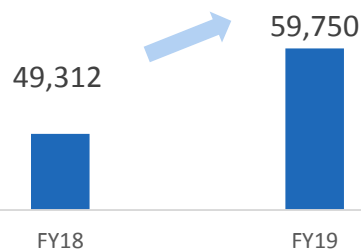
**SURYA**

## Company as a whole

(INR in million)

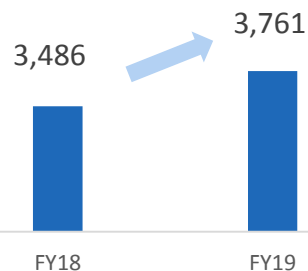
### Net Revenue

Up 21%



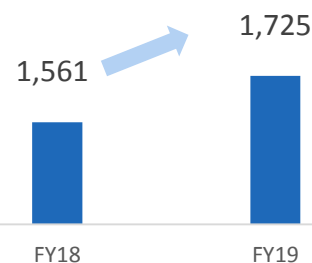
### EBITDA

Up 8%



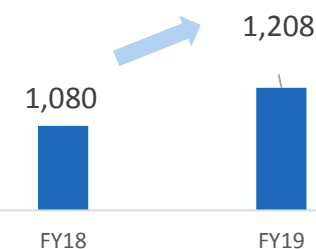
### PBT

Up 10%



### PAT

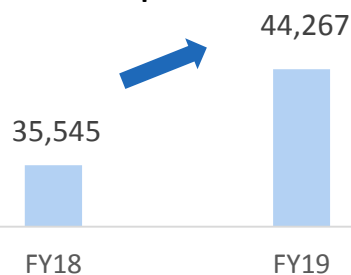
Up 12%



## Steel Pipes & Strips

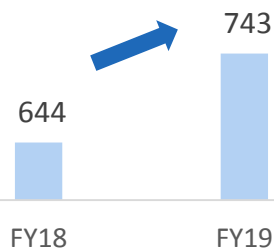
### Net Revenue

Up 25%



### PBT

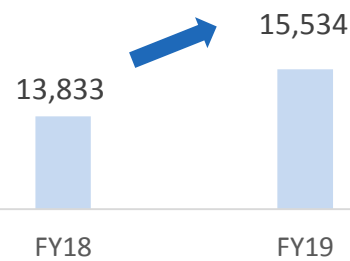
Up 15%



## Lighting & Consumer Durables

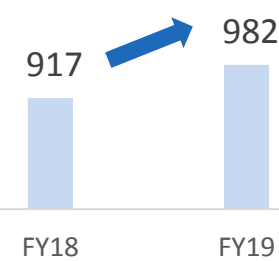
### Net Revenue

Up 12%



### PBT

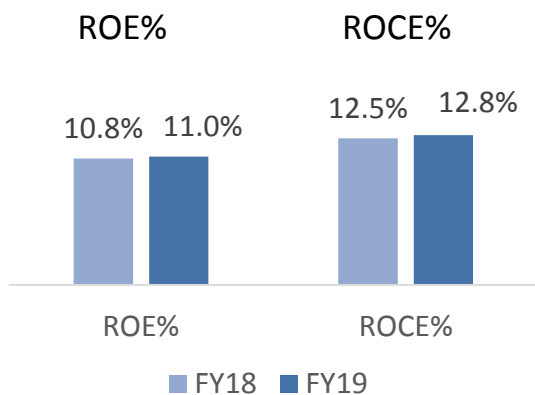
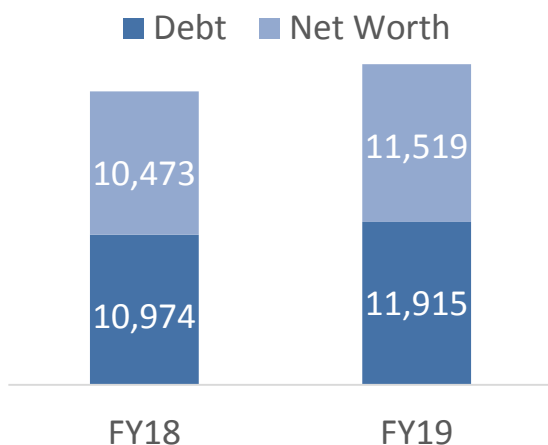
Up 7%



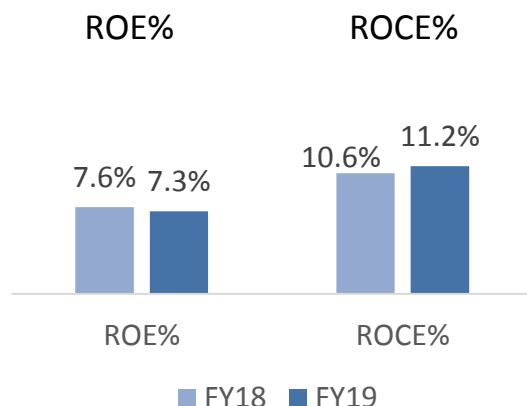
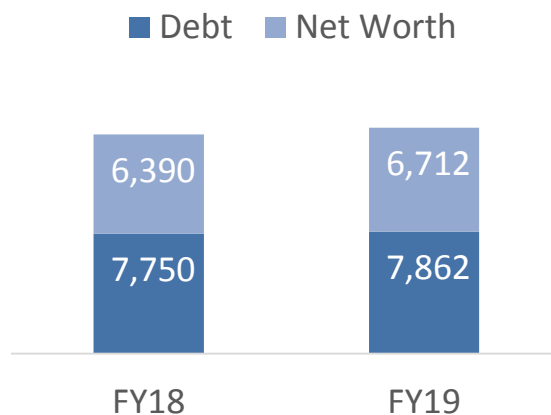
FY19 (Consolidated) includes the financials of WOS established for Odisha Street Lighting Project

# Key Financial Performance – Debt-Equity. ROE%. ROCE% **SURYA**

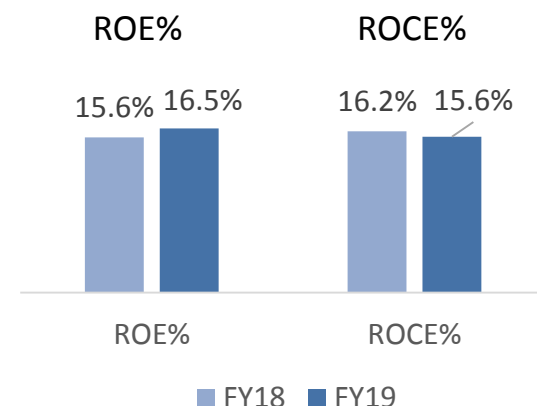
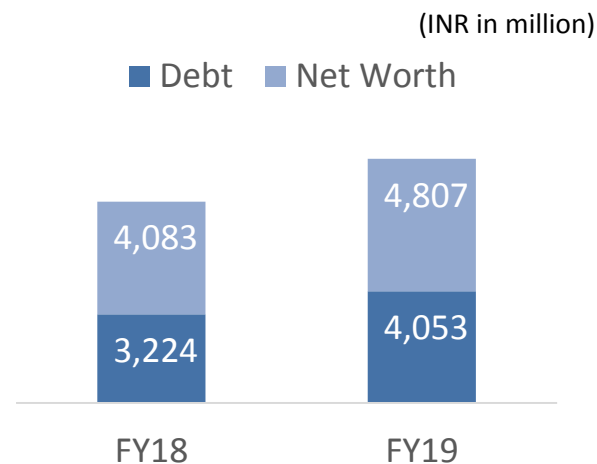
## Company as a whole



## Steel Pipes & Strips



## Lighting & Consumer Durables

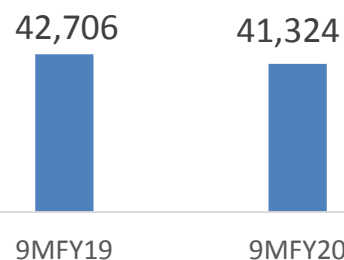


# Key Financial Performance – 9MFY20

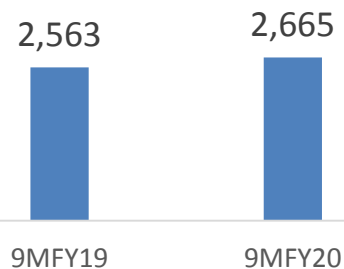
**SURYA**

## Company as a whole

### Net Revenue

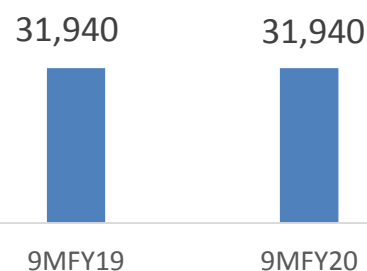


### EBITDA

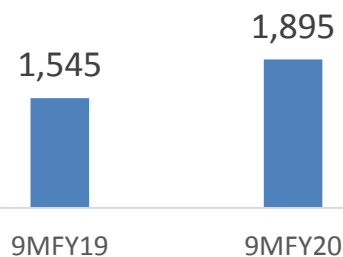


## Steel Pipes & Strips

### Net Revenue



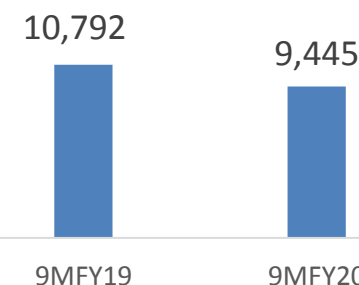
### EBITDA



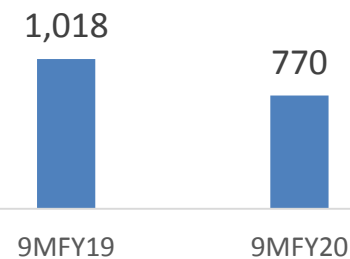
## Lighting & Consumer Durables

(INR in million)

### Net Revenue



### EBITDA



- **Surya, aggressively advertising on TV for its Steel Pipes after** being one of the principal sponsor of Rajasthan Royals IPL 2019 team
- Adopted lower income tax rates for the Financial year 2019-20

### **Steel Pipes & Strips Segment**

- **Strengthening product portfolio with higher contribution from value added products viz API & Spiral, GI Pipes.** Improving the profitability of the segment
- **12% volume growth**, EBITDA grew by 23%. During Q3FY20 **EBITDA per ton improved to Rs. 3,433 as compare to Rs. 2,879** in Q3FY19. During 9M FY20 **EBITDA per ton improved to Rs. 3,182 as compare to Rs. 2,904** in 9MFY19.
- **The segment witnessed improvement in all the divisions including trade, exports and API Pipes.**

### ■ **Lighting & Consumer Durables Segment**

- Witnessed 3% growth excluding sales of EESL and Conventional Lighting. Sales to EESL witnessed deferment, declined from Rs. 1,921 mn in 9MFY19 to Rs. 900 mn in 9MFY20.
- The conventional lighting de grew by 20% in 9MFY20.
- The higher operating cash flow of the segment has resulted into debt reduction in the company.

- Constant thrust on **Value added and Quality products in both the segment, resulting in better product mix with high margins, generate higher returns**
- Participate in the tenders for Oil & Gas as well as CGD and Water to attain maximum utilization of API pipe/ **3LPE coating facility**
- Rationalising overheads, operational efficiency by modernization, de-bottlenecking and adopting state-of-the-art technology and disciplined approach on Capex.
- **Increasing spent on advertisement and publicity on all the media in both the segments**
- Move up the value chain, ventured into **LED Façade and Solar Lighting products**. LBG division getting orders for **Smart City, Railway Stations, Flyovers, bridges, temples, Monuments and Tourists spots lighting**.
- Increase reach in metros and launching of premium categories of quality products
- Strengthen engagements with marquee customers through accreditation, improvement on cost effective product mix and timely deliveries
- Aim to receive project approvals across product categories in both the divisions
- **Strengthen capital efficiency through channel financing arrangement for dealers** (without recourse), Working Capital Management and thrust on ROCE and ROE improvement

# Chairman & Board of Directors

**SURYA**



**Shri J. P. Agarwal**  
Executive Chairman

Awarded with 'Padma Shree'. He is the driving force behind creating Surya as one of the most reputed, trusted and successful Company in both business verticals viz. Steel Pipe & Strips and Lighting & Consumer Durables.



**Shri Raju Bista**  
Managing Director

Young, Dynamic with 33 years of age, has been the growth engine for the Company. His discipline, dedication and visionary power has helped in achieving the overall development of the Company. He is President of ELCOMA. He is also the Member of Parliament.



**Smt Urmil Agarwal**  
Director

Woman director of the Company, having sound business acumen & understanding of both the businesses of the Company.



**Shri Vinay Surya**  
Whole Time Director

Possess vast experience of over 21 years in Marketing, Export, Commercial, Financial & Operational field. He has done an M.B.A. from Swinburn University, Australia.

# Key Managerial Personnel's (KMPs)

**SURYA**



**Shri R.N. Maloo**

Executive Director  
& Group CFO

A qualified CA with 33 years experience in Corporate Affairs, Finance, Commercial & Taxation. He held CFO positions in renowned companies and also in CA practice as partner with M/s Kalani & Co, Jaipur.



**Shri Tarun Baldua**

CEO – Steel Operations

A qualified Chartered Accountant with 34 years of experience in Commercial, Operations and Administration of various businesses across industries.



**Shri Ramanjit Singh**

CEO – Lighting  
Operations

A qualified MBA-operation with 34 years of experience in Operational and served on the post of Sr. Director at Philips India. He led multiple initiatives to accelerate innovation & growth in lighting industry.



**Shri B.B. Singal**

Sr. V. P.  
& Company Secretary

A qualified CA, Company Secretary and Cost Accountant having a rich experience of over 24 years in Secretarial Function, Corporate Laws, Accounts, Direct Tax & Investor Relationship.





**Shri T.S. Bhattacharya**  
Ex-MD of SBI has an illustrious professional career



**Shri Ravinder Kumar Narang -**  
Ex-Chairman of IOCL with vast experience in the field of Operations, Project Development & Marketing Network.



**Shri K.K. Narula**  
Ex-Chief General Manager from SBI Chandigarh (LHO). He is also the Chairman of the Audit Committee.



**Shri S S Khurana**  
Ex-Chairman of Railway Board and Ex-officio Principal Secretary to Government of India.



**Shri S K Awasthi**  
Ex-Managing Director of PNB Capital, worked in various Senior Level Positions



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



**Shri Kaustubh N Karmarkar –**  
**Whole time Director, with** vast experience of over 21 years in the field of Management & Human Resources and Planning

# Clients & Customers

**SURYA**



INDIAN OIL CORP. LTD.



**Shell**



A Navratna Company



दिल्ली मेट्रो रेल कॉर्पोरेशन लिमिटेड  
Delhi Metro Rail Corporation Ltd



INDRAPRASTHA  
GAS LIMITED



GAIL (India) Limited



**Marubeni**



**LARSEN & TOUBRO**



BUILDINGS & ROADS



भारतीय विमानपत्तन प्राधिकरण  
AIRPORTS AUTHORITY OF INDIA



**ADANI**



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# Thank You

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**Ph: +91-11 47108000**

**Fax no: +91-11 25789560**

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