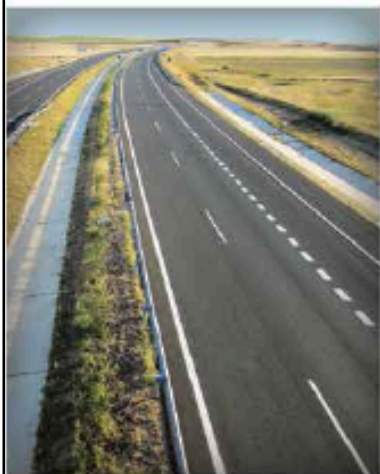




**RIDING
INDIA'S
DEVELOPMENT
WAVE**



**1st Quarter
FY2016-17**

Board Meeting Presentation

7th September 2016

OUR PERFORMANCE SCORECARD



Gross Sales

A Y-o-Y Increase of **11%**
from 414.90Cr in Q1FY16 to
460.33Cr in Q1FY17.



EBIDTA

A Y-o-Y Increase of **19%**
from 75.31Cr in Q1FY16 to
89.76Cr in Q1FY17.

Profit Before Tax

A Y-o-Y Increase of **18%**
from 62.79Cr in Q1FY16 to
73.82Cr in Q1FY17.



Net Profit

A Y-o-Y Increase of **13%**
from 41.62Cr in Q1FY16 to
47.06Cr in Q1FY17.

FINANCIAL RESULT



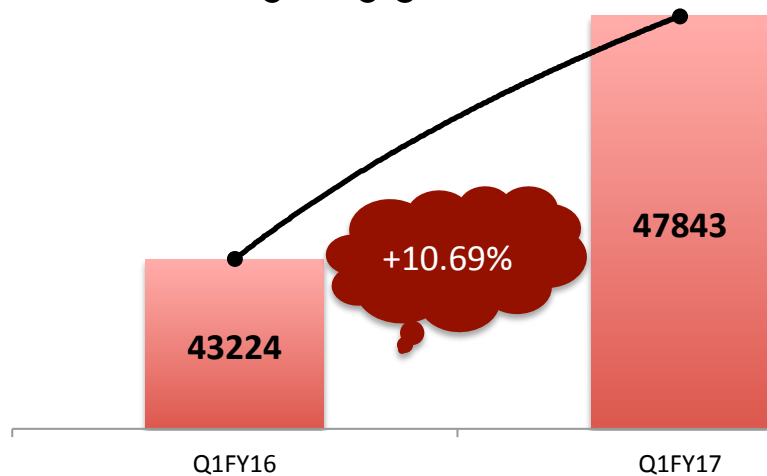
| Consolidated | Quarterly comparison (Rs. In Crs) | | | Margins (%) | | |
|---------------|-----------------------------------|--------|--------------|-------------|--------|----------|
| | Q1FY17 | Q1FY16 | % YoY Change | Q1FY17 | Q1FY16 | % Change |
| Gross Sales | 460.33 | 414.90 | 10.95 | - | - | - |
| EBIDTA | 89.76 | 75.31 | 19.19 | 19.50 | 18.15 | 1.35 |
| Interest/ Fin | 6.55 | 4.26 | 53.76 | 1.42 | 1.03 | 0.40 |
| Depreciation | 9.39 | 8.26 | 13.68 | 2.04 | 1.99 | 0.05 |
| PBT | 73.82 | 62.79 | 17.57 | 16.04 | 15.13 | 0.90 |
| Tax | 23.71 | 17.05 | 39.06 | 32.12 | 27.15 | 4.96 |
| MI | 3.00 | 4.10 | (26.83) | 0.65 | 0.99 | (0.34) |
| PAT after MI | 47.06 | 41.62 | 13.07 | 10.23 | 10.03 | 0.20 |

Interest & Finance increased due to increase in term loan and other borrowing cost.

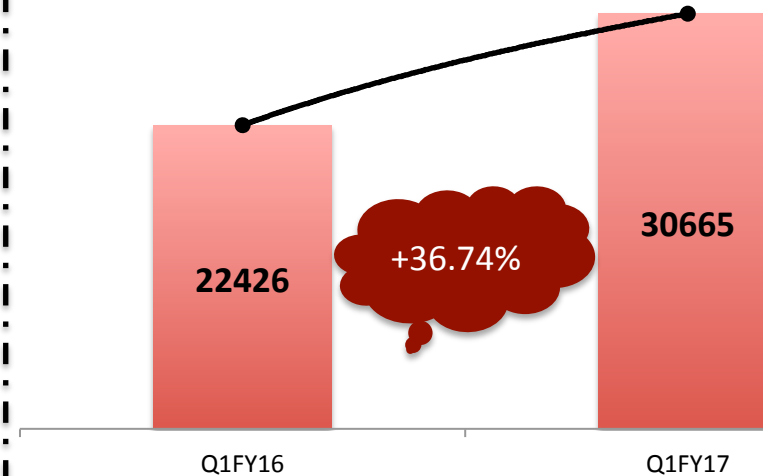
QUANTITY ANALYSIS



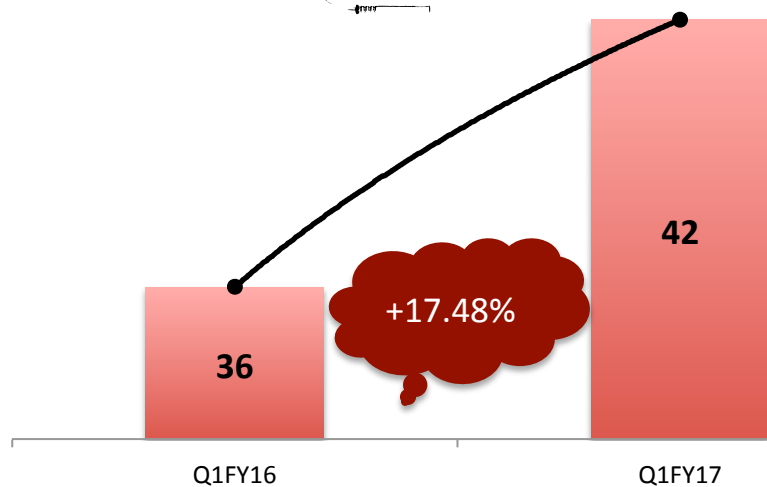
Bulk



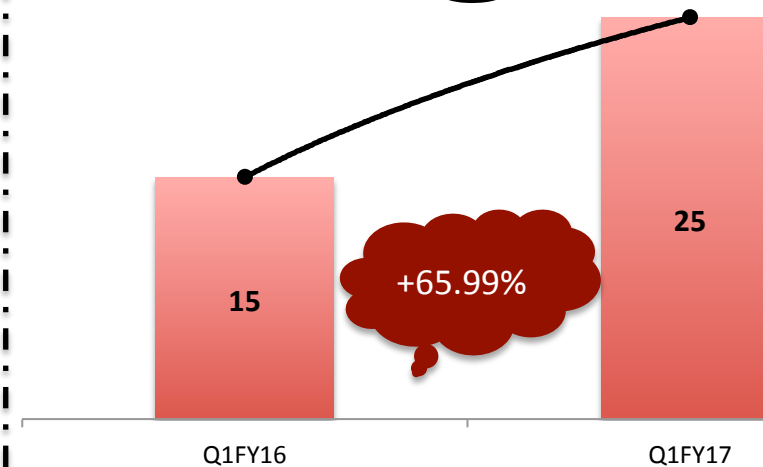
Cartridge



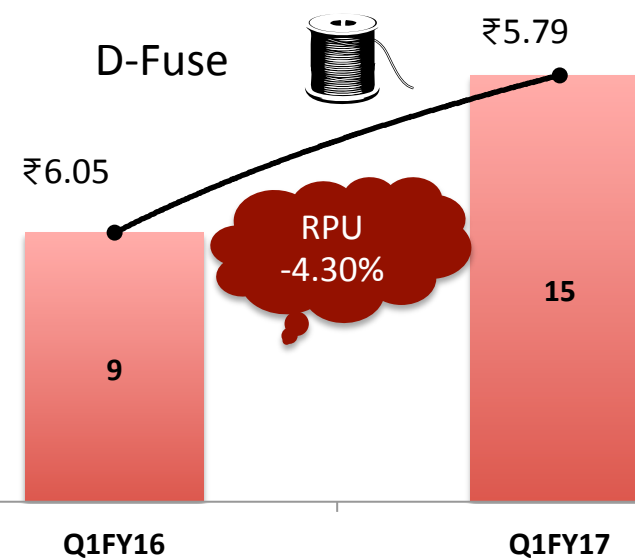
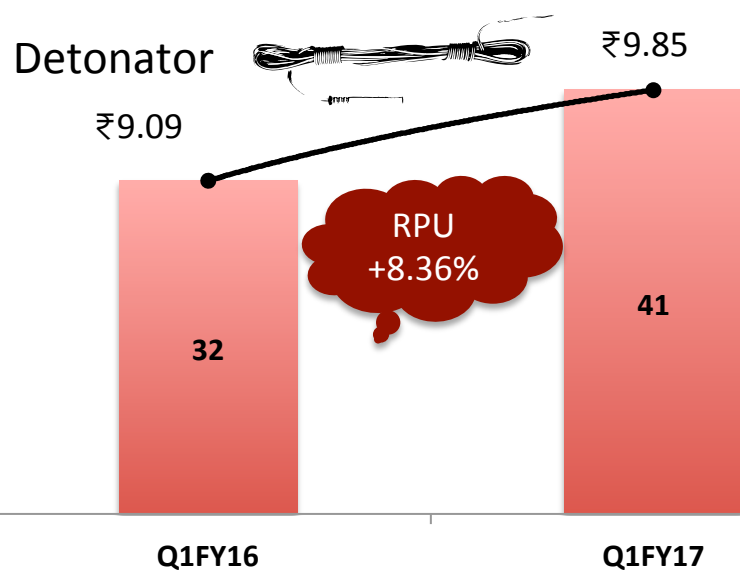
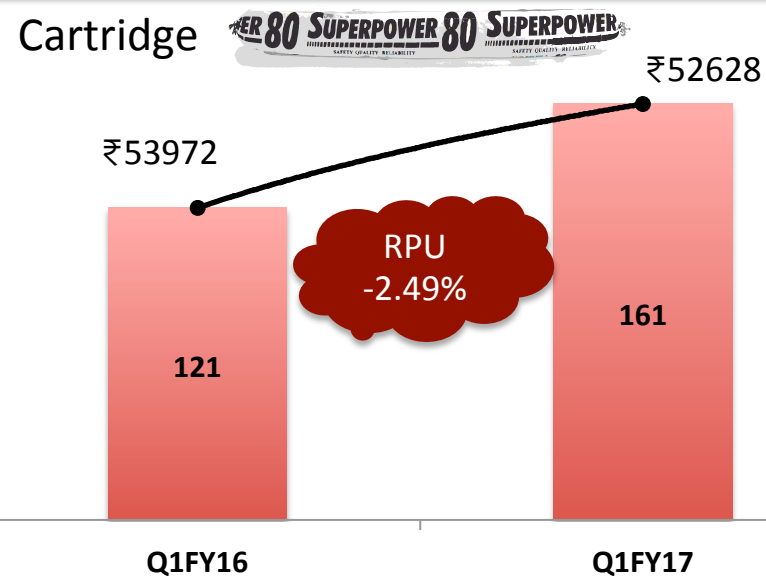
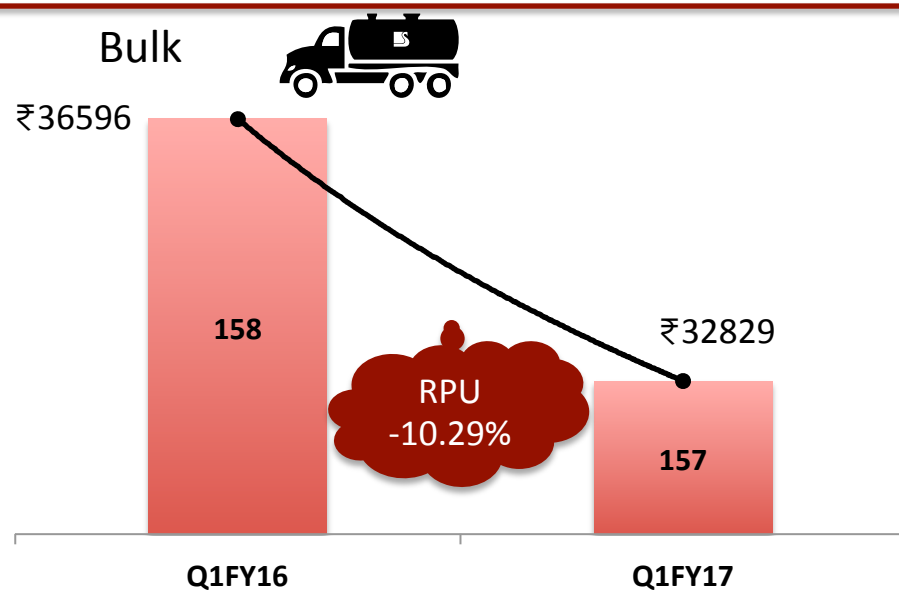
Detonator



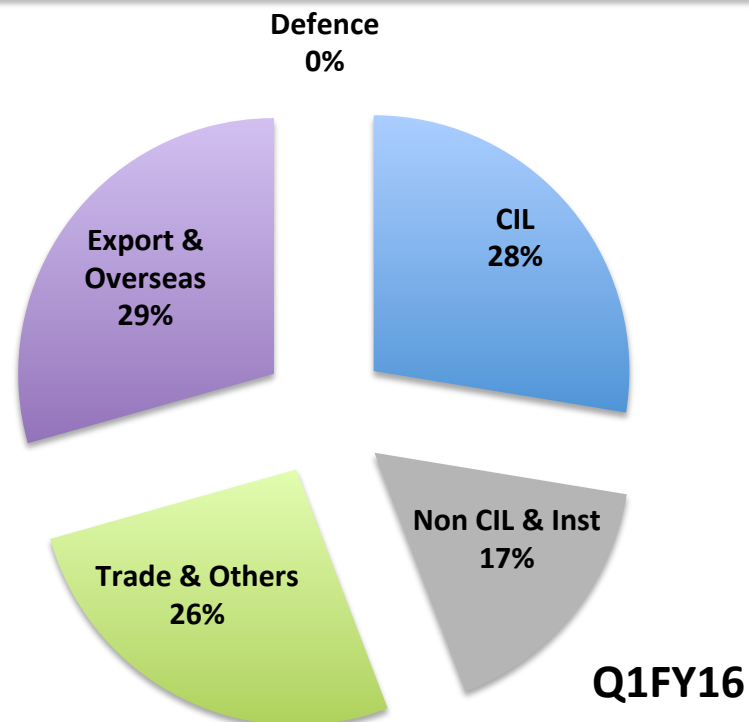
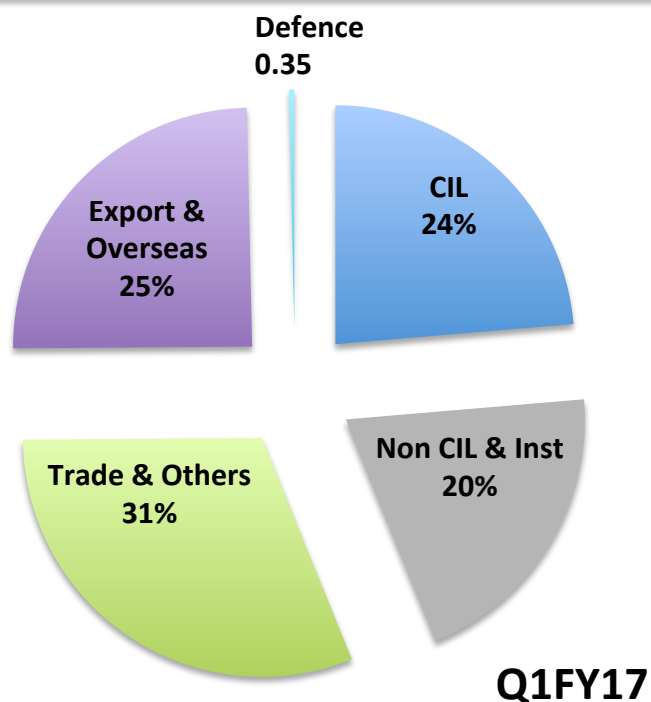
D-Fuse



VALUEWISE BREAK-UP

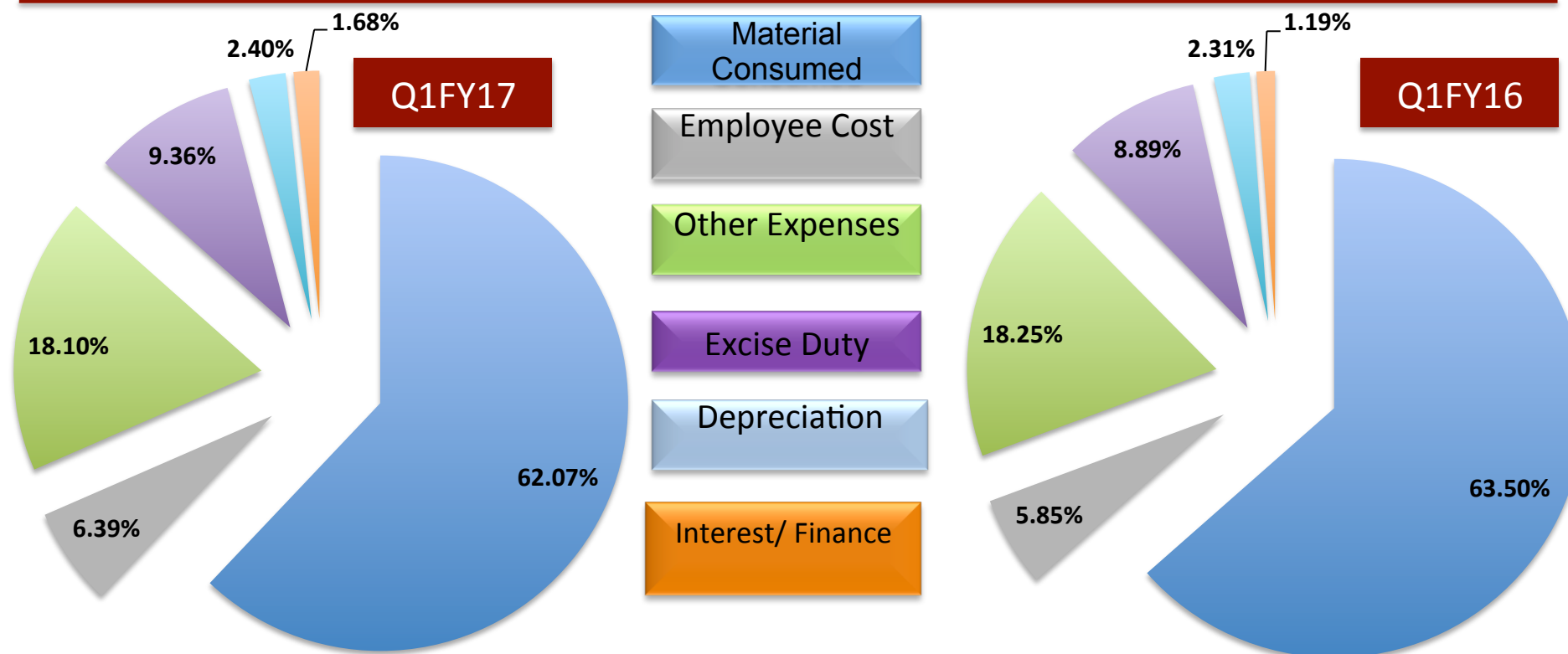


CUSTOMER BIFURCATION



| Particulars | Q1FY17 | Q1FY16 | % Change |
|-------------------|---------------|---------------|----------|
| Coal India | 108.90 | 114.51 | (4.90) |
| Non CIL & Inst | 92.98 | 68.82 | 35.11 |
| Trade & Others | 142.83 | 109.67 | 30.24 |
| Export & Overseas | 113.97 | 121.90 | (6.51) |
| Defence | 1.65 | 0 | - |
| Total | 460.33 | 414.90 | |

COST BREAKUP



| Particulars | YoY % change |
|---------------------------|--------------|
| Material Consumed | (1.44) |
| Employee Cost | 0.54 |
| Other Expenses | (0.15) |
| Excise Duty | 0.47 |
| Depreciation | 0.09 |
| Interest & Financial Cost | 0.48 |

OVERSEAS- SOUTH AFRICA



We expect the commercial production to commence from Q4FY17



Our Progress



SAFETY & HR



0

Reportable
injury received
from any factory



17.171

million of accident free
man-hours worked since
last Lost time accident on
24.03.2013

| No. of training conducted | | No. of personnel trained | | Total man-hours of training | |
|------------------------------|----------|------------------------------|----------|--------------------------------|----------|
| Supervisor/ Executive | Operator | Supervisor / Executive | Operator | Supervisor/ Executive | Operator |
| 47 | 384 | 440 | 6625 | 1082 | 6880 |

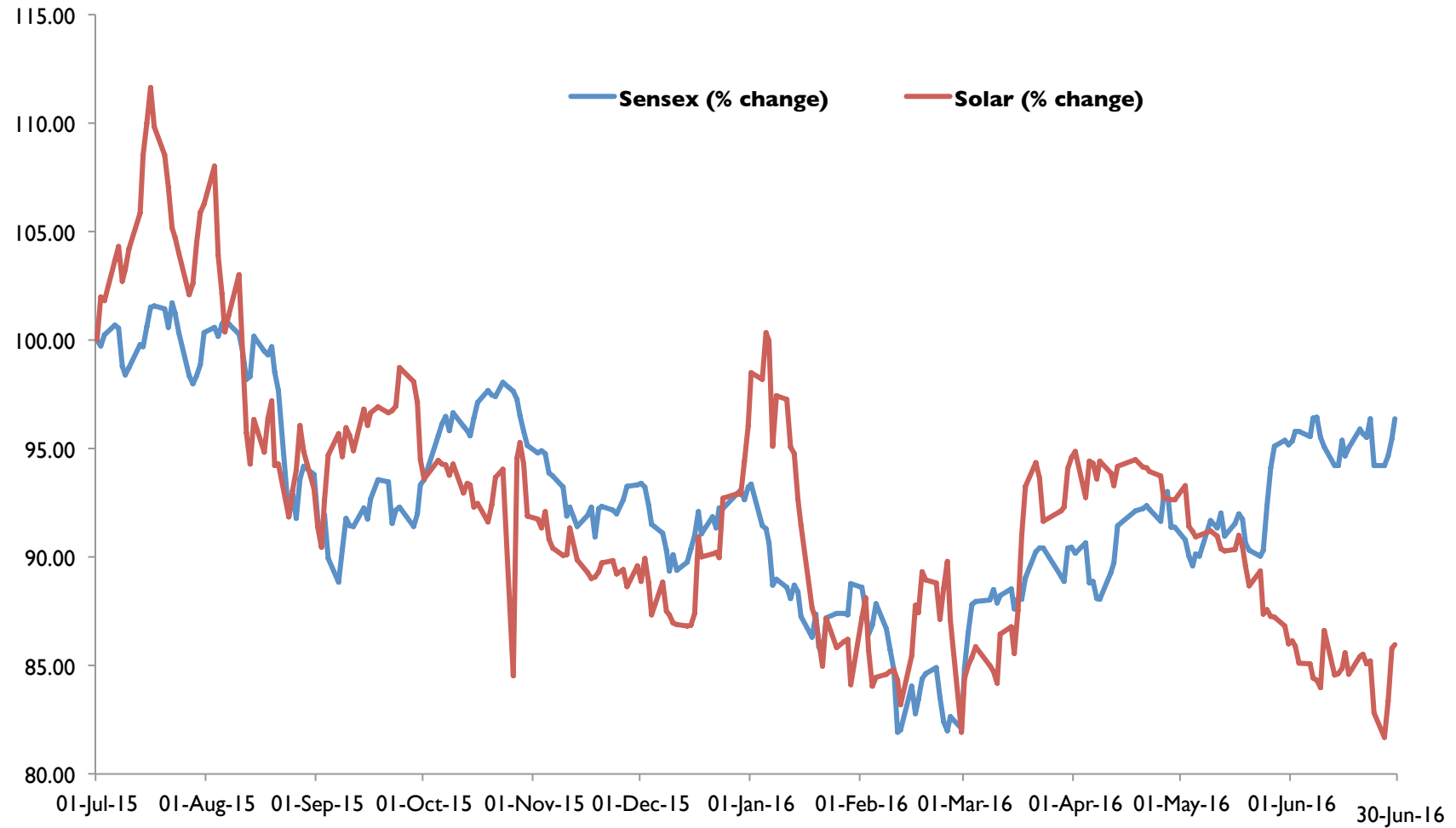
STATUTORY & REGULATORY COMPLIANCES

- **The regulatory and statutory compliances, like licenses, pollution, labour, insurance, excise, sales tax etc. are in line.**
- As per regulation 55A of SEBI Depositories & Participants Regulations, 1996 Reconciliation of Share Capital Audit Report was submitted to both the stock exchanges.
- During the quarter, the company has not received any complaint from shareholder.
- Company's website has all the details on investor relations and is updated with Financial results, shareholding pattern and corporate governance report and all the other documents required as per the Companies Act, 2013 and Listing Regulations.
- **As per Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations") following Quarterly compliances were submitted to both stock exchanges.**

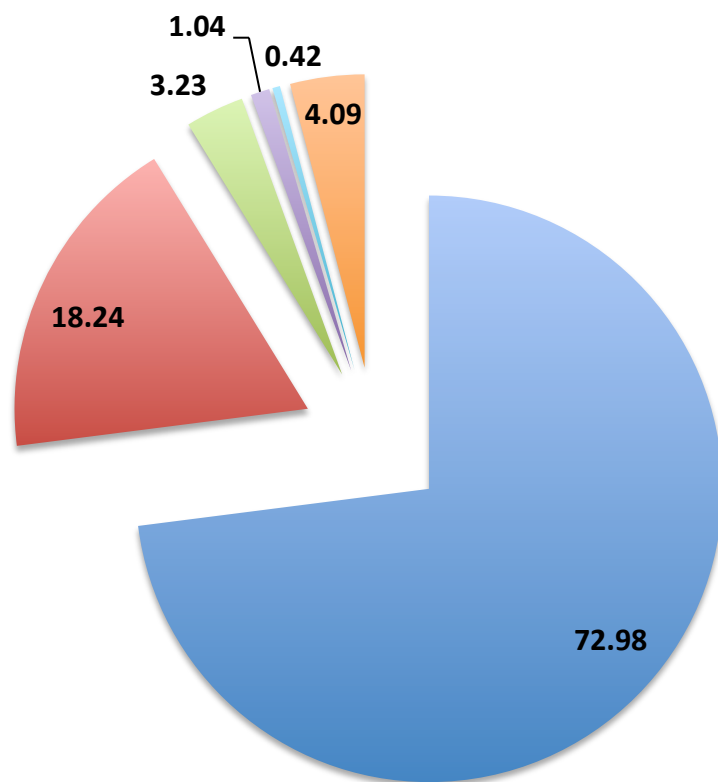
STATUTORY & REGULATORY COMPLIANCES

- ✓ Shareholding Pattern in compliance with Regulation 31(1)(b).
- ✓ Corporate Governance report in compliance with Regulation 27(2)(a).
- ✓ Status of Investor Complaints in compliance with Regulation 31(3).
- ✓ Intimation of Board meeting under Regulation 29(1)(a)
- ✓ Financial Results and Limited Review Report as per Regulation 33.
- ✓ Compliance under 40(9) on transfer & transmission of shares

SENSEX VS SOLAR



SHAREHOLDING as on 30th June 2016



| | |
|-------------|---|
| Mutual Fund | HDFC Fund (6.06), SBI-MF (5.98), Kotak Fund (1.56), DSP Rock (1.43), Tata Fund (1.07), Birla Sun life (0.80). |
| FII | Kotak Global Funds (0.88), Nomura Singapore Ltd (0.11), Fidelity Investment Trust & Emerging Market Fund (0.03) |
| Others | ICICI Prudential Life Insurance (2.66), |

■ Promoter
 ■ Mutual Funds
 ■ Public
 ■ FII
 ■ Corporate
 ■ Others



THANK YOU

