



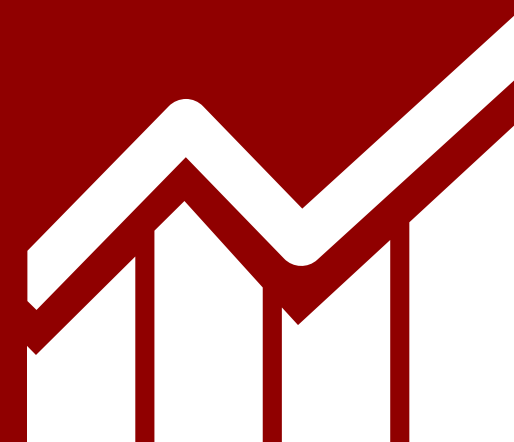
# Q4FY17 Presentation

29th May, 2017



### Performance

- Industry Growth: 5%
- Our Volume Growth: 13%
- Our Revenue Growth: 9%
- PAT Growth : 13%



### Challenges

- Translational Loss in Overseas
- Commodity Prices Declined
- Demonetisation in India



### Present Scenario

- Currency Stabilised
- Commodity Prices Stabilised
- Demonetisation Effect Neutralised



### Way Ahead

- DPP 2016
- SPP kickstarted by GOI
- Strong Demand from Infrastructure Segment
- Increased Global Footprint

# SAFETY



0

Reportable  
injury

4.25

Mn Accident Free  
Man Hours

# ■ QUARTERLY FINANCIALS



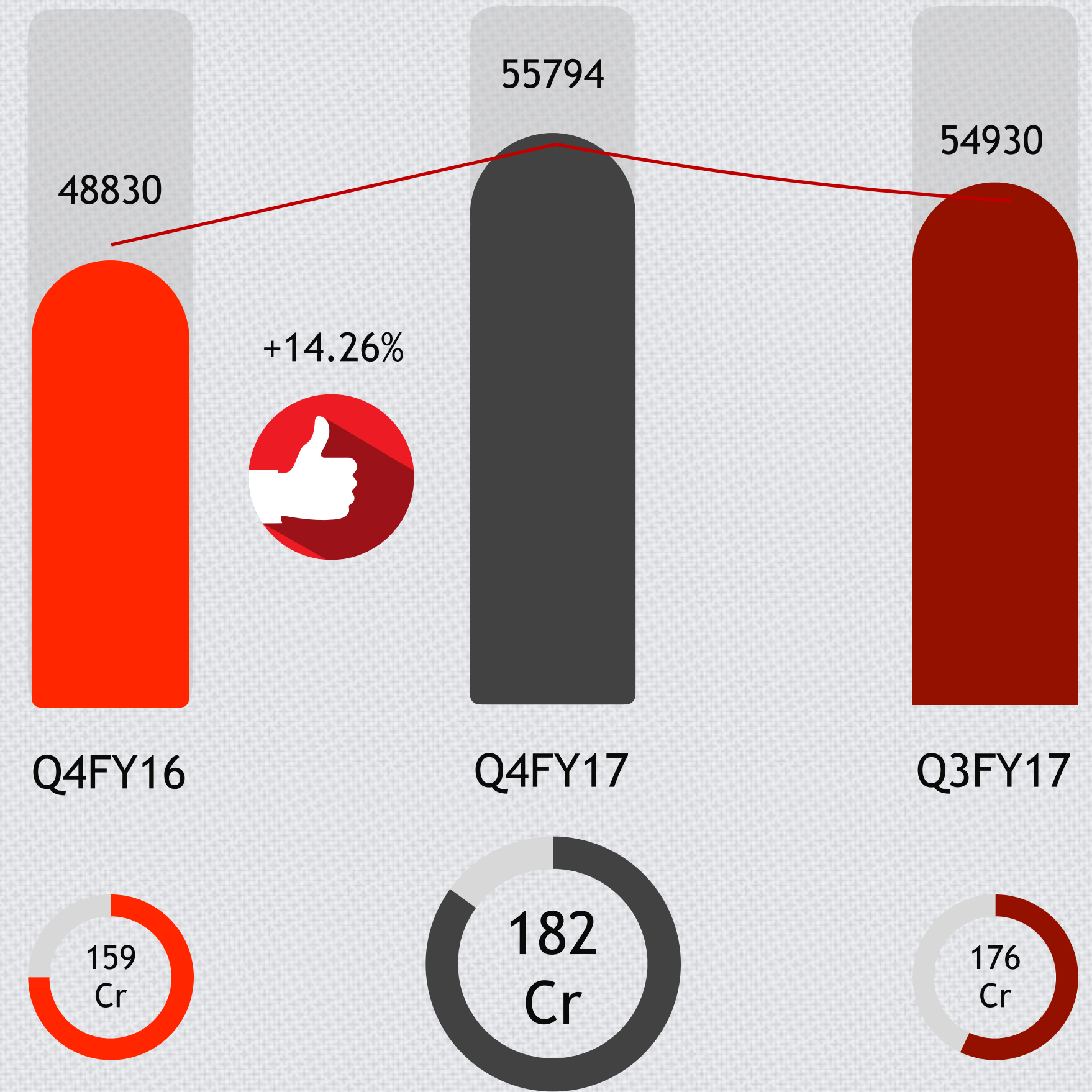
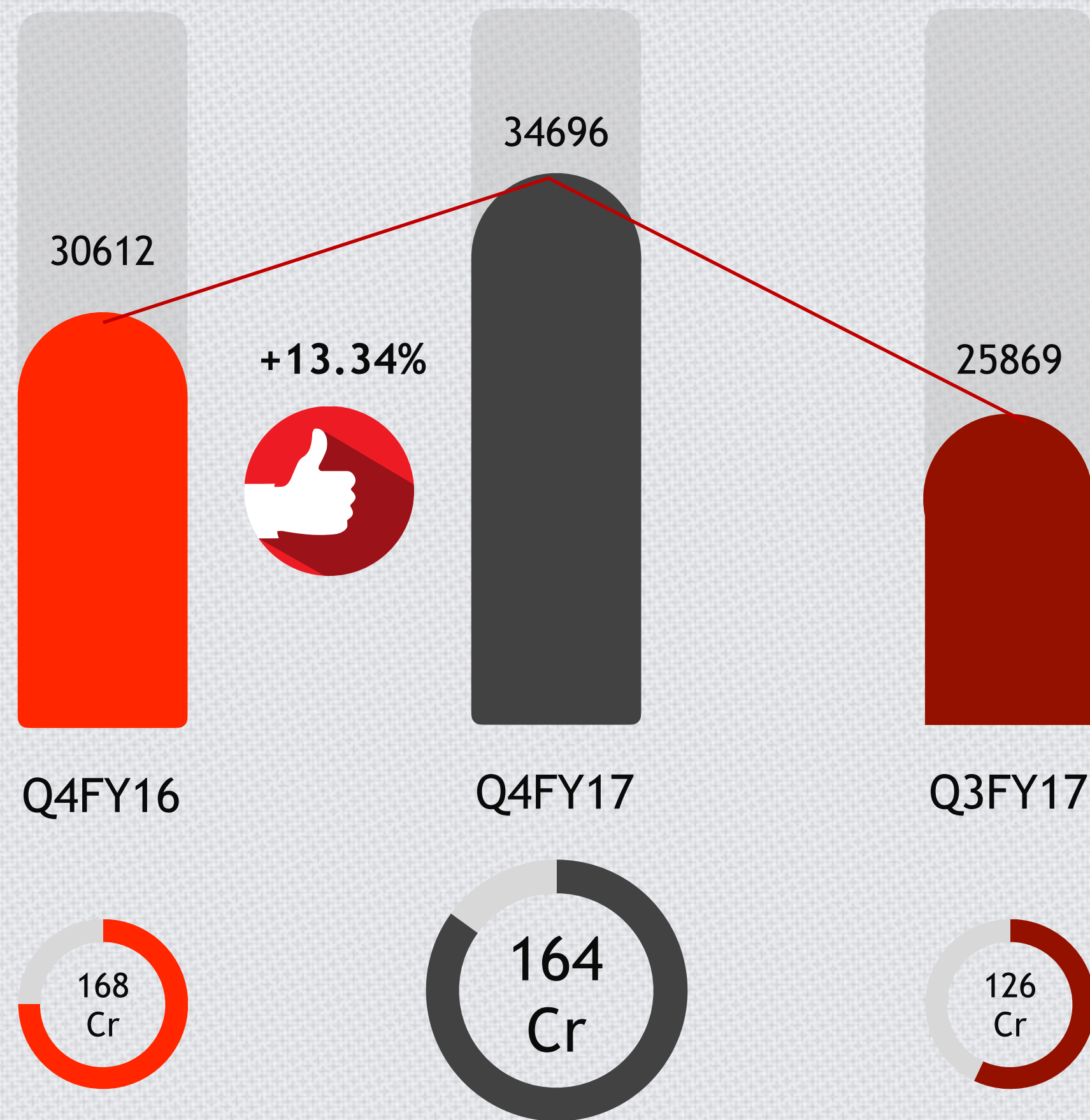
	Rs. In Crores					% of Net Sales			
	Q3FY17	Q4FY17	Q4FY16	% Change		Q3FY17	Q4FY17	Q4FY16	% Change
Gross Sales	446.70	481.43	447.71	7.53%					
Net Sales	413.92	442.10	411.02	7.56%					
EBIDTA	81.49	96.28	91.31	5.44%		19.69%	21.78%	22.22%	(0.44)
Interest/ Fin	6.76	6.28	5.59	12.34%		1.63%	1.42%	1.36%	0.06
Depreciation	9.48	10.06	8.54	17.80%		2.29%	2.28%	2.08%	0.20
PBT	65.25	79.94	77.18	3.58%		15.76%	18.08%	18.78%	(0.70)
Tax	15.73	23.97	31.54	(24.00%)		24.11%	29.98%	40.87%	(10.88)
MI	1.95	1.04	2.32			-	-	-	-
PAT After MI	47.52	53.97	43.38	24.41%		11.48%	12.21%	10.55%	1.65

# ■ QUARTERLY QUANTITY ANALYSIS



## PACKAGED EXPLOSIVES

## BULK EXPLOSIVES



# YEARLY FINANCIALS

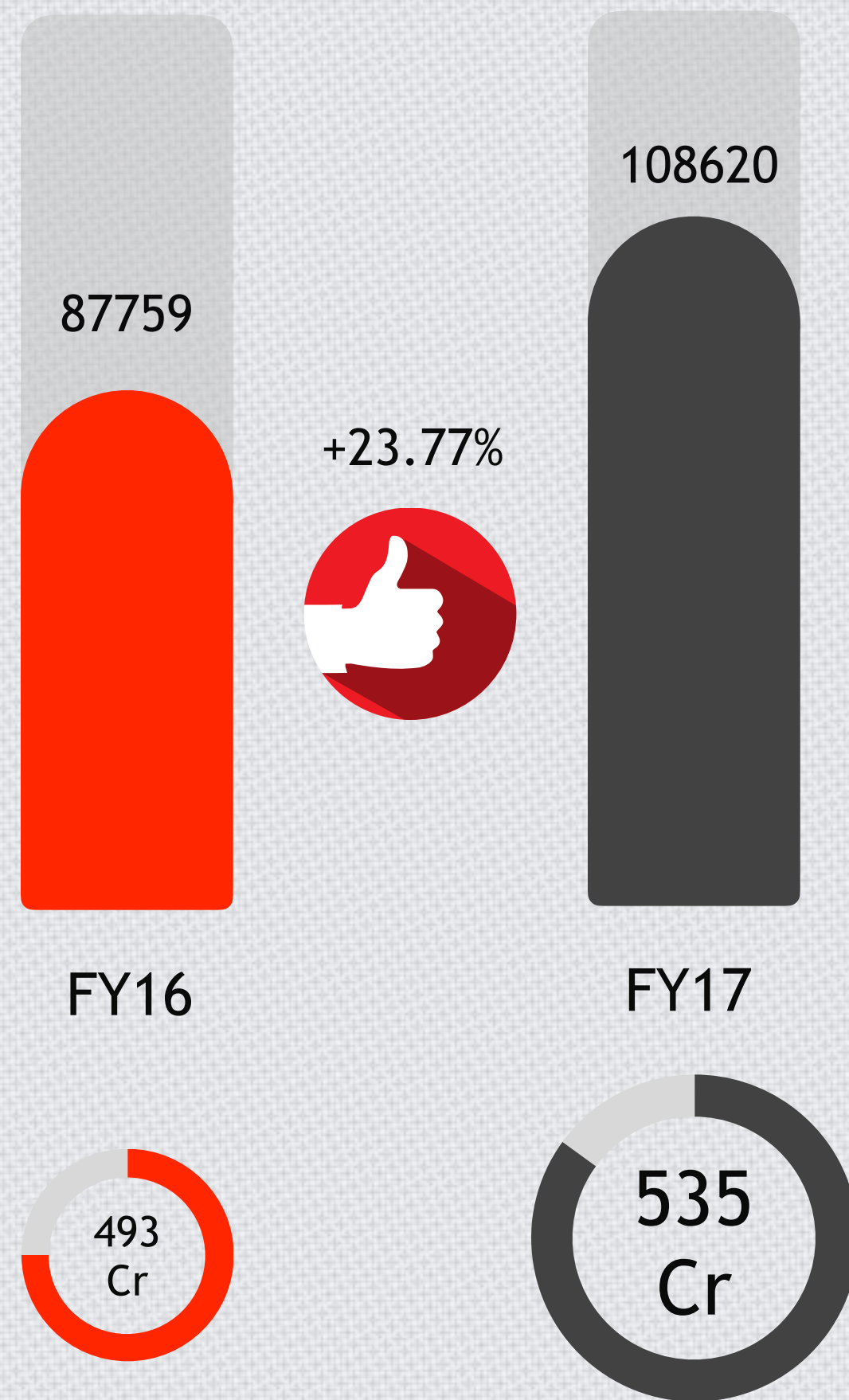


	Rs. In Crores			% of Net Sales		
	FY17	FY16	% Change	FY17	FY16	% Change
Gross Sales	1711.28	1574.01	8.72%			
Net Sales	1579.99	1448.62	9.07%			
EBIDTA	337.10	317.50	6.17%	21.34%	21.92%	(0.58)
Interest/ Fin	26.89	20.44	31.56%	1.70%	1.41%%	0.29
Depreciation	38.74	32.82	18.04%	2.45%	2.27%%	0.19
PBT	271.47	264.24	2.74%	17.18%	18.24%	(1.06)
Tax	76.74	86.74	(11.53%)	28.27%	32.83%	(4.56)
MI	8.19	13.84		-	-	-
PAT After MI	185.44	163.66	13.31	11.74	11.30	0.44

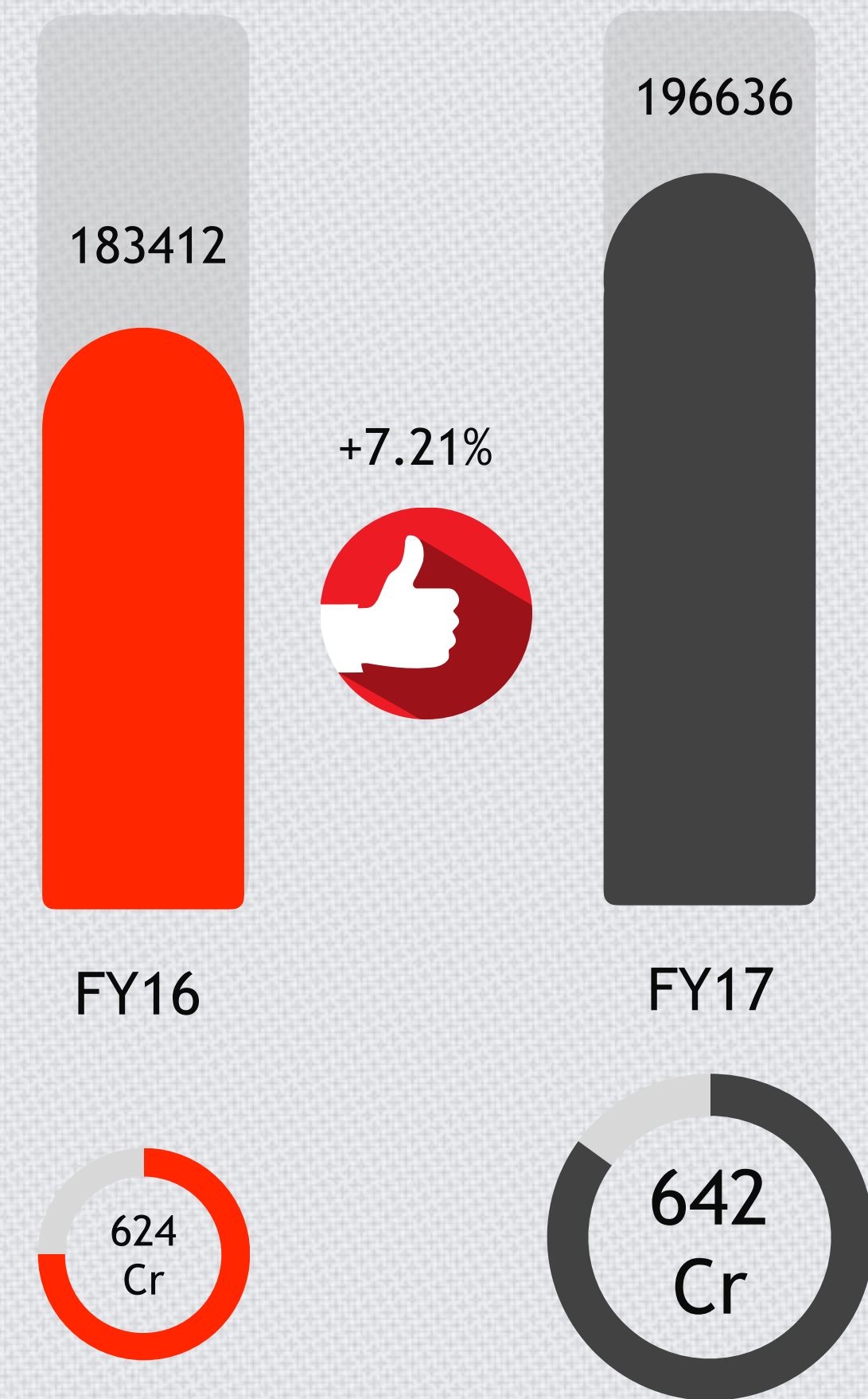
# YEARLY QUANTITY ANALYSIS



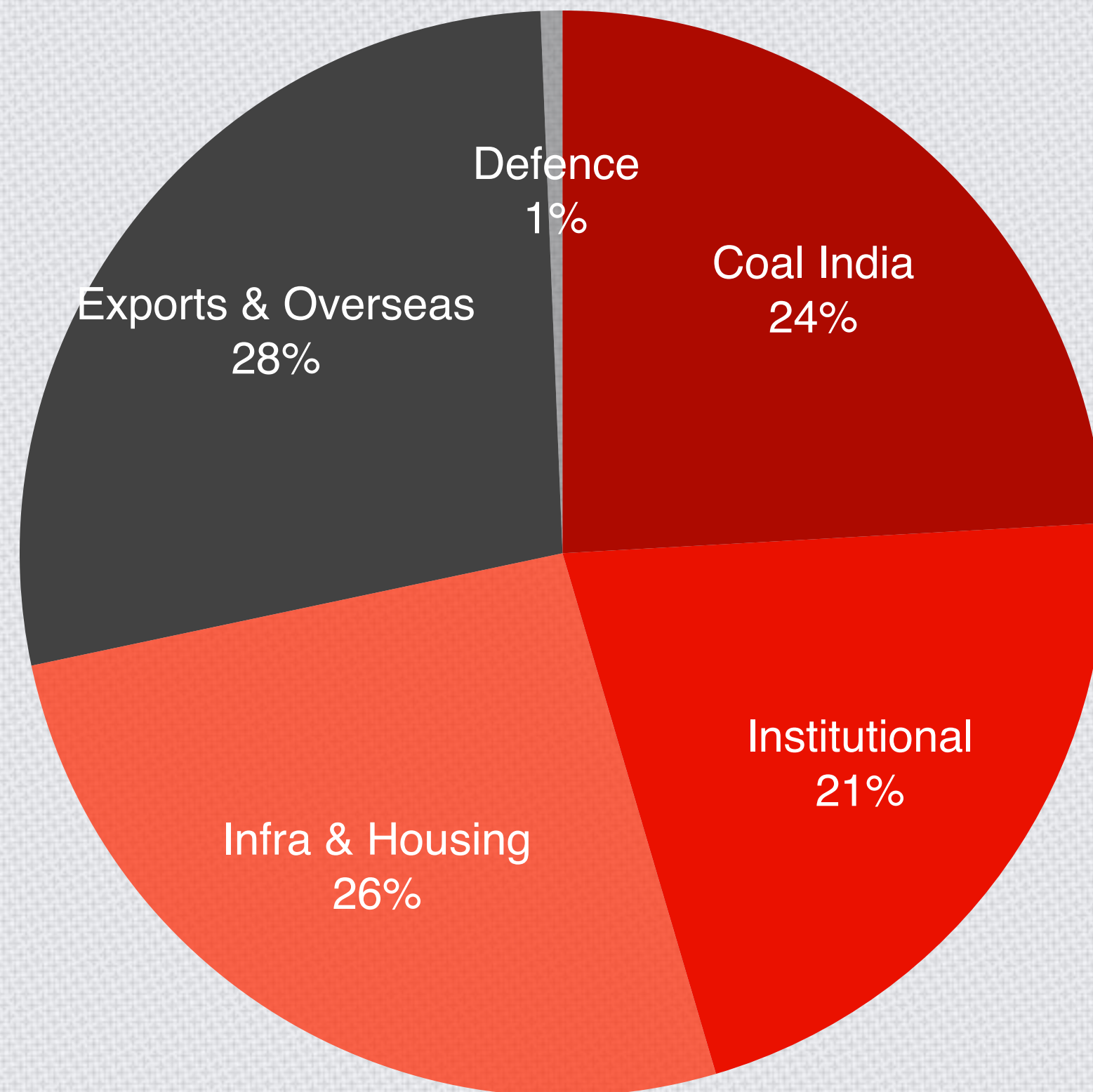
## PACKAGED EXPLOSIVES



## BULK EXPLOSIVES

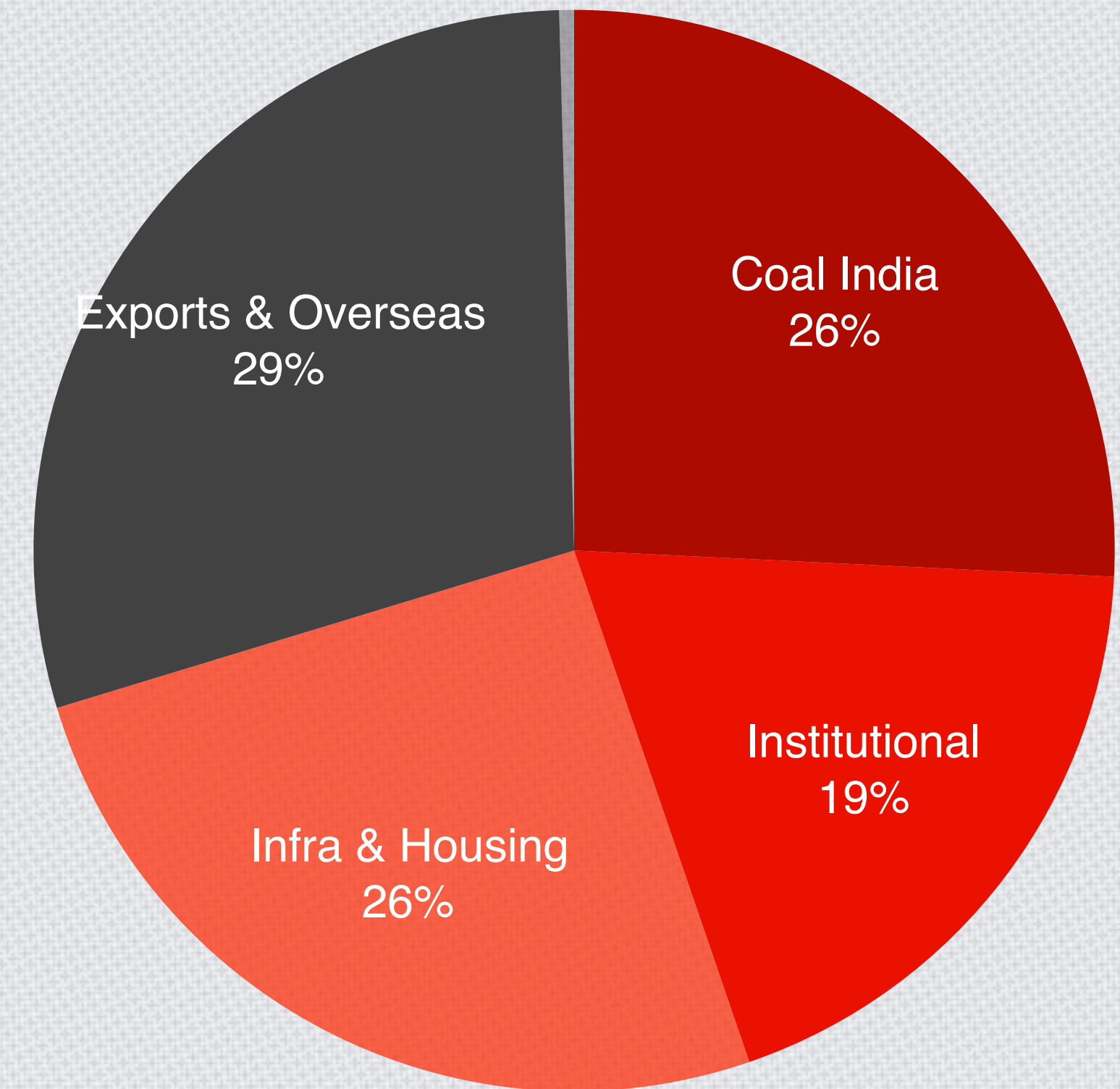


# ■ YEARLY CUSTOMER



**FY17**

Customer	FY17	FY16	Change%
CIL	412.66	405.68	1.72%
Institutional	364.91	298.60	22.21%
Infra & Housing	449.07	402.20	11.65%
Exports & Overseas	473.52	460.56	2.81%
Defence	11.13	6.97	59.74%
Total	1711.28	1574.01	8.72%



**FY16**

# BALANCE SHEET



Particulars	FY16	FY17
Net Fixed Assets	728.18	860.62
Capital Employed	1139.08	1326.53
ROCE%	24.99%	22.49%
RONW%	20.32%	19.97%
Inventory Days	67	73
Creditor Days	45	37
Debtor Days	63	67
EPS	18.09	20.49

# ■ LOAN POSITION



FY2015-16	
Working Capital ₹186.48	
Long Term	₹134.14
Total Debt	₹320.62
Cash & Investments	₹56.35
Net Debt ₹264.27	

FY2016-17	
Working Capital ₹240.18	
Long Term	₹147.35
Total Debt	₹387.53
Cash & Investments	₹75.68
Net Debt ₹311.85	

# Yearly Cost Break Up

FY17

Employee Cost

6.60%

↑ 0.55

Material Consumed

57.37%

↓ 3.14

Other Exp

15.52%

↑ 3.10

Finance

1.70%

↑ 0.29

FY16

6.05%

Employee Cost

60.52

Material Consumed

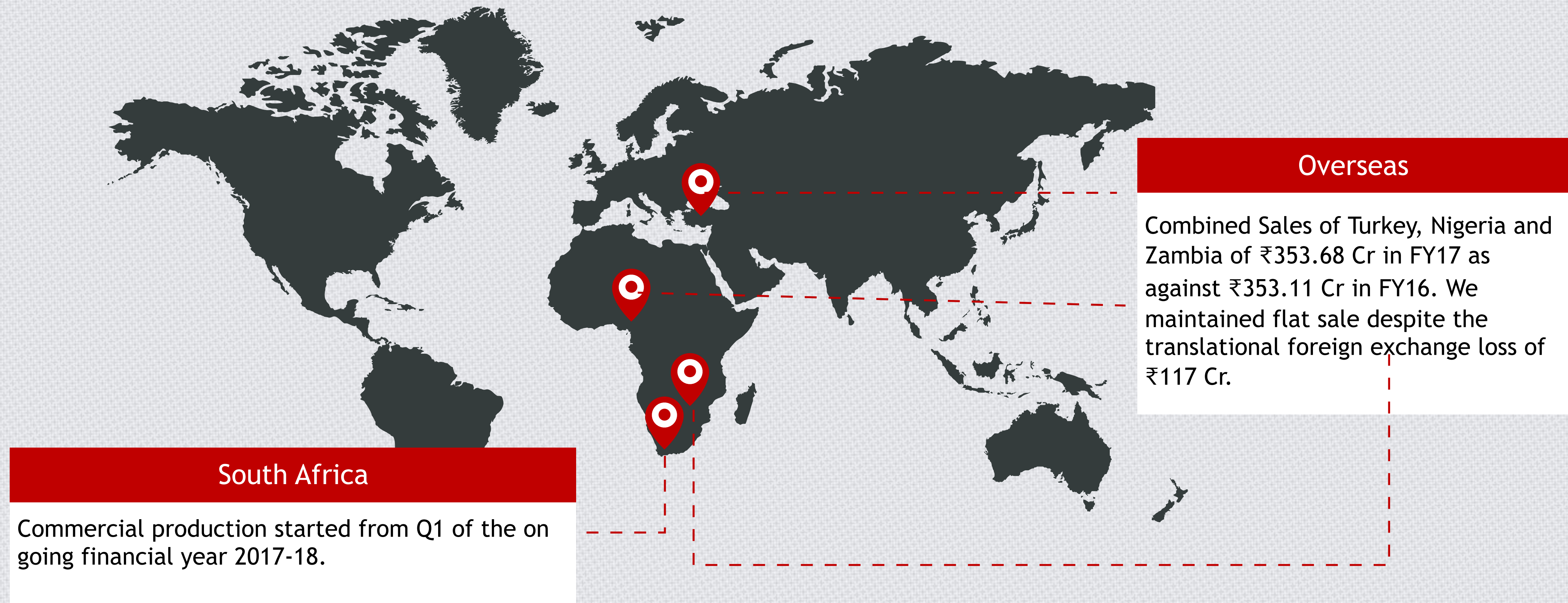
12.43%

Other Exp

1.41%

Finance

# Overseas



# ■ Defence



## Order Book

We have received additional order of ₹40 crores, bringing the total order book to ₹140 Crs.

## Sale

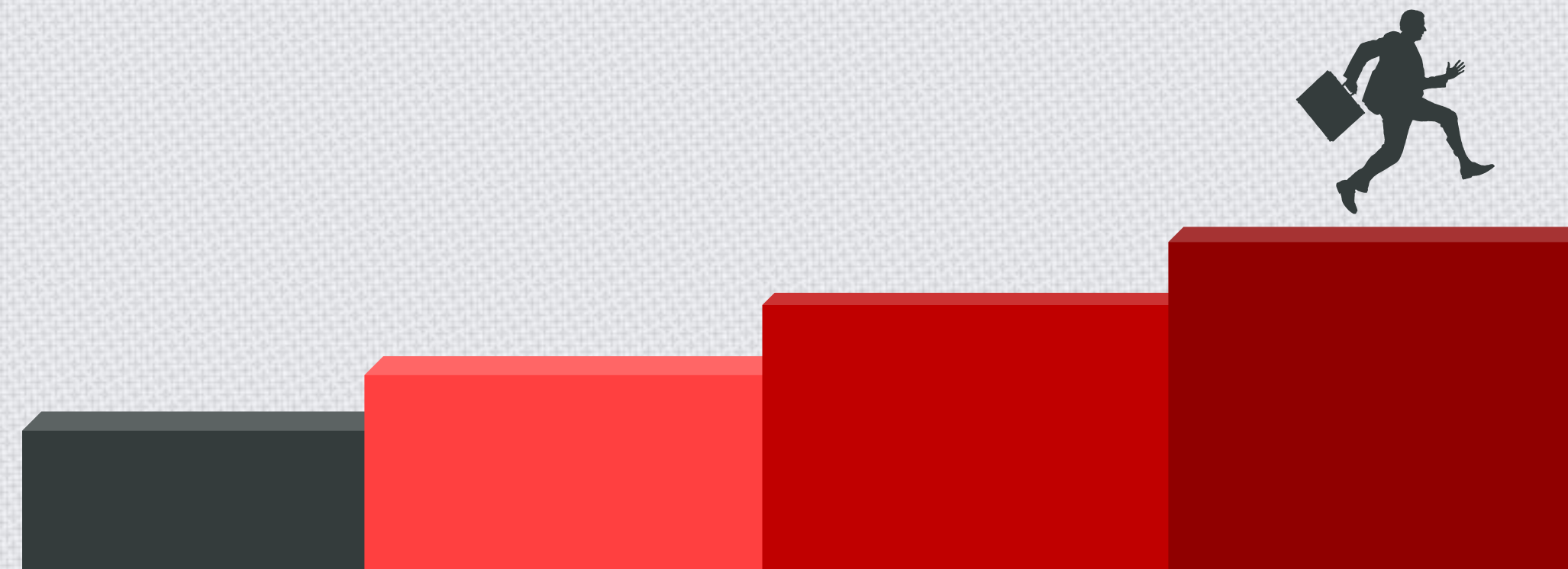
The FY17 sale to defence sector has been ₹11.13 Crs.

## Estimated FY18 Sale

We estimate the 2017-18 year ending sale of ₹100 Crs.

# ■ CAPEX

We have done a  
total CAPEX of  
₹194.71Cr in FY17.



# ■ STATUTORY & REGULATORY

1

*Shareholding Pattern in compliance with Regulation 31 (1)(b).*

2

*Corporate Governance Report in compliance with Regulation 27 (2)(a).*

3

*Financial Results and the Limited Review Report as per Regulation 33.*

4

*Intimation of Board Meeting under Regulation 29(1)(a).*

5

*Status of Investor Complaints in compliance with Regulation 13 (3). No complaints were received during the quarter.*

6

*Compliance certificate to the exchange under Regulation 7(3)*

7

*Payment of Listing Fees to NSE & BSE for the FY 2017-18 under Regulation 14.*

8

*Payment of Custodian Fees to NSDL & CDSL for the FY 2017-18.*

9

*Compliance under Regulation 40(9) & (10) on transfer & transmission of Shares.*

# ■ STATUTORY & REGULATORY

10

*Reconciliation of Share Capital Audit Report under Regulation 55A of SEBI (Depositories & Participant Regulations, 1996).*

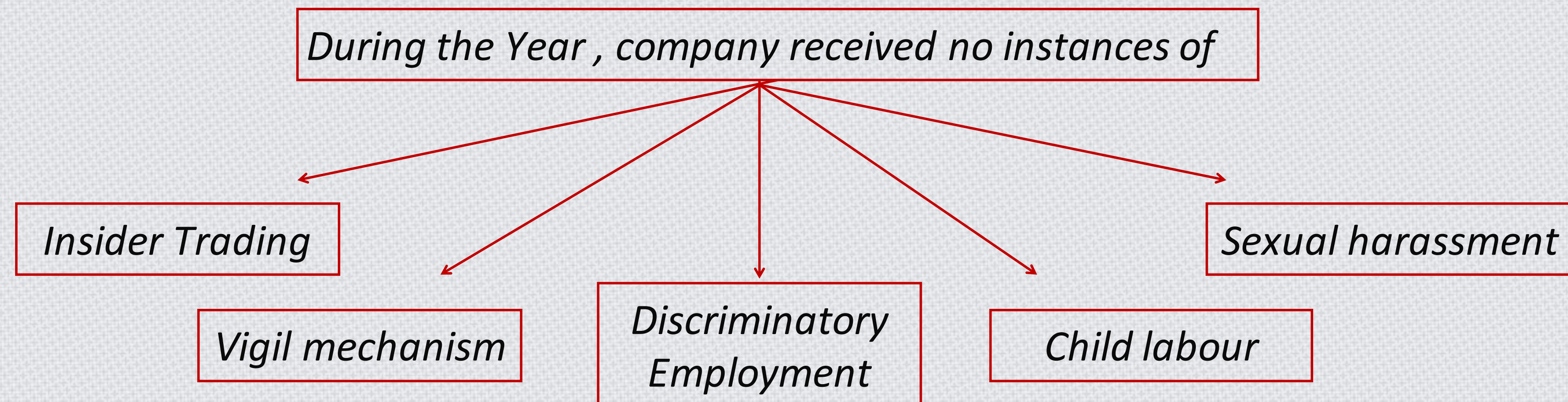
11

*Continual Disclosure under Regulation 30(2) of SEBI (Substantial Acquisition of Shares and Takeovers) Regulations 2011.*

12

*The Company intimated the stock exchanges that CRISIL has reaffirmed its rating on company's Short Term Borrowings and Commercial Paper and revised its credit rating on Long Term Borrowings to CRISIL AA/ Positive (Outlook revised from 'stable' and rating reaffirmed).*

13



# ■ STATUTORY & REGULATORY

14

*During the year 2016-17 all the information under Regulation 46 (2) of Listing Regulations and Companies Act, 2013 has been disseminated on the Company's website and is updated on regular basis.*

15

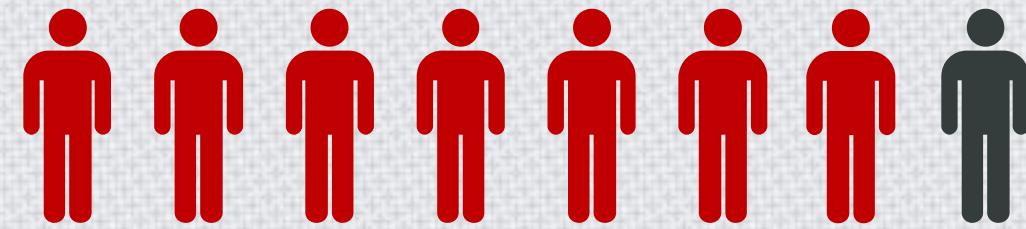
*During the year 2016-17, the company has complied with all the compliances applicable under various Acts. This was ensured by taking a Statutory Compliance Certificate from every department (Account, Finance, Taxation, Human Resource, Compliances under Explosives Act, and Secretarial & Legal).*

16

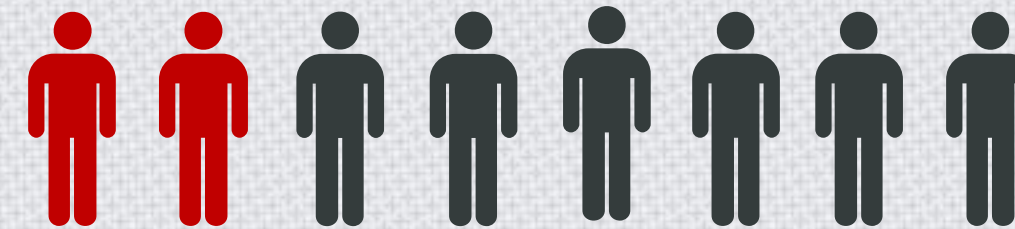
*Pursuant to SEBI's Prohibition of Insider Trading Regulations, 2015 the company along with its Registrar & Transfer Agent monitors the trading activities and ensures that there are no instances of Insider Trading.*

# ■ SHAREHOLDING

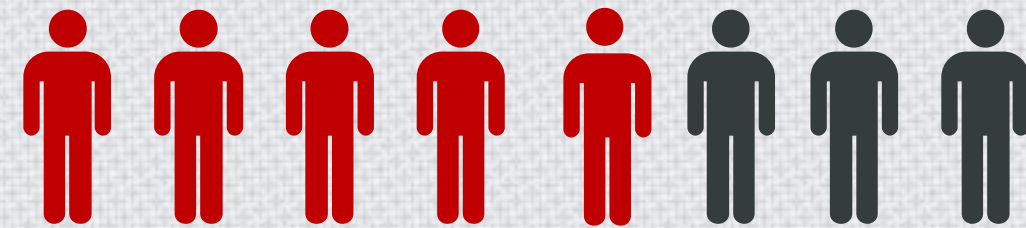
**Promoters- 73.14%**



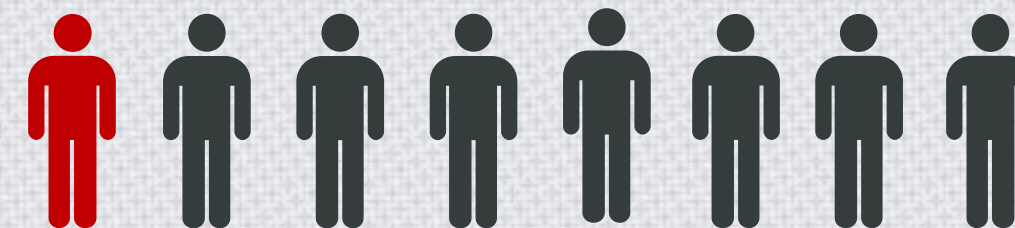
**FII- 1.37%**



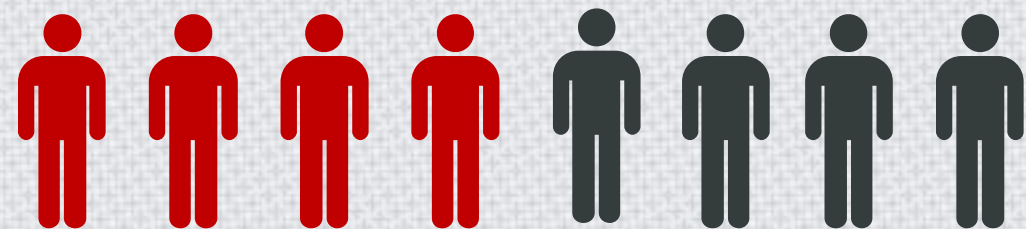
**Mutual Funds- 18.30%**



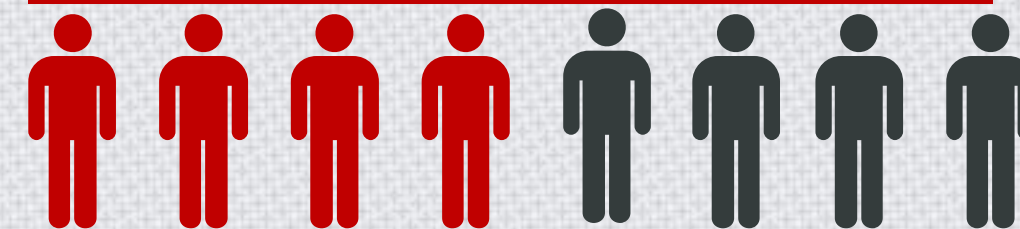
**Corporate- 0.63%**



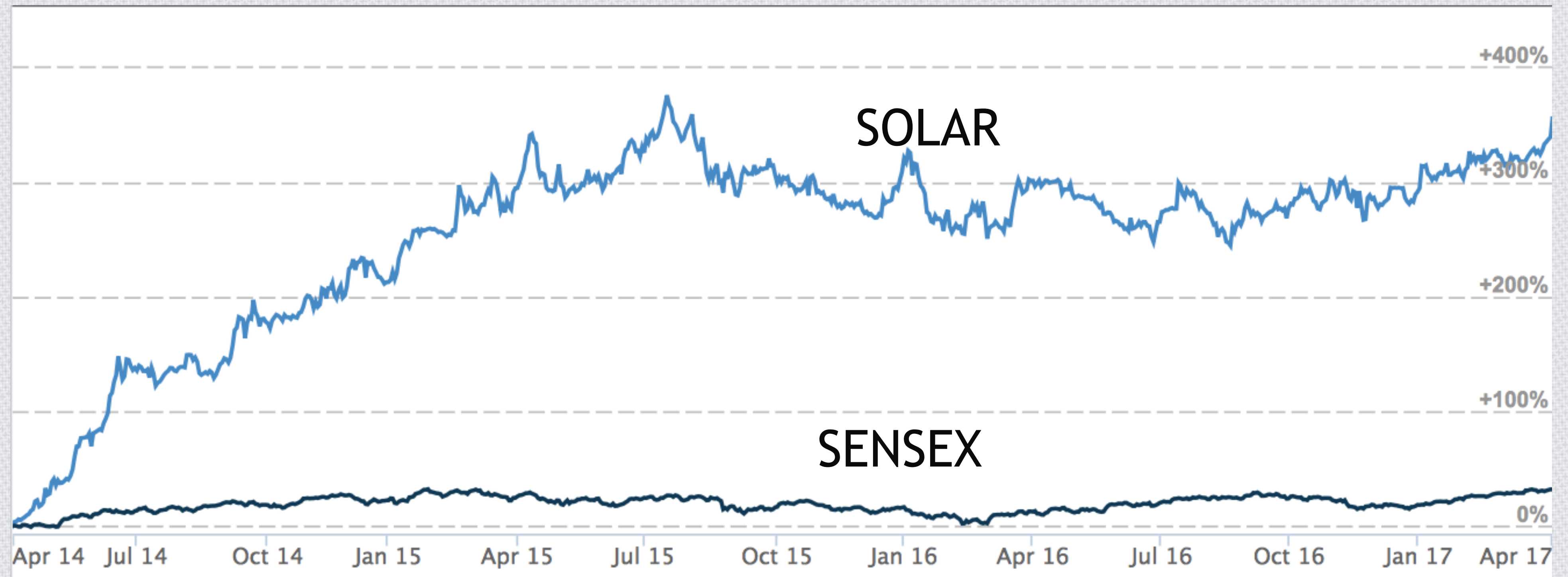
**Public- 3.44%**



**Others- 3.12%**



# SOLAR VS SENSEX





**THANK YOU**

