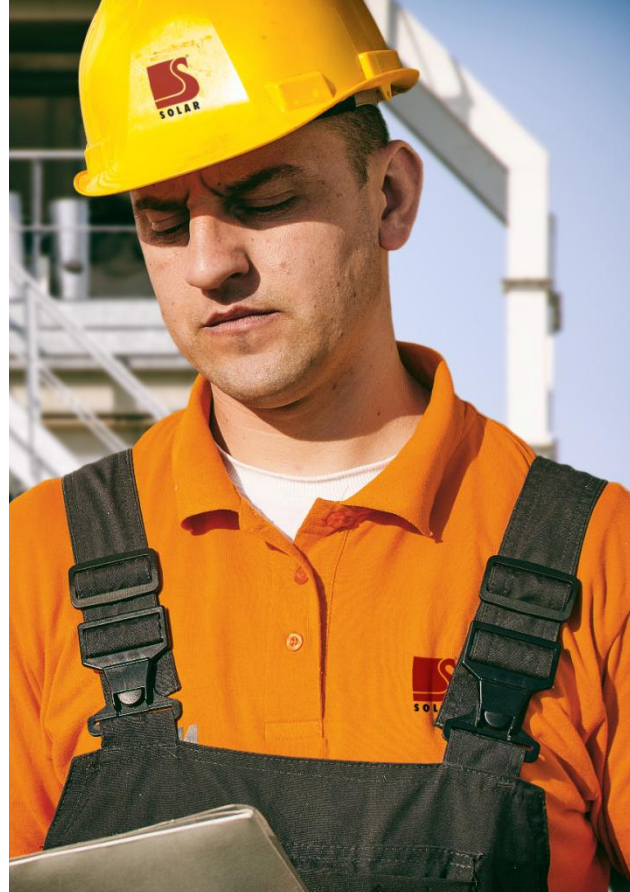


Q2 FY18 Presentation

14th November 2017

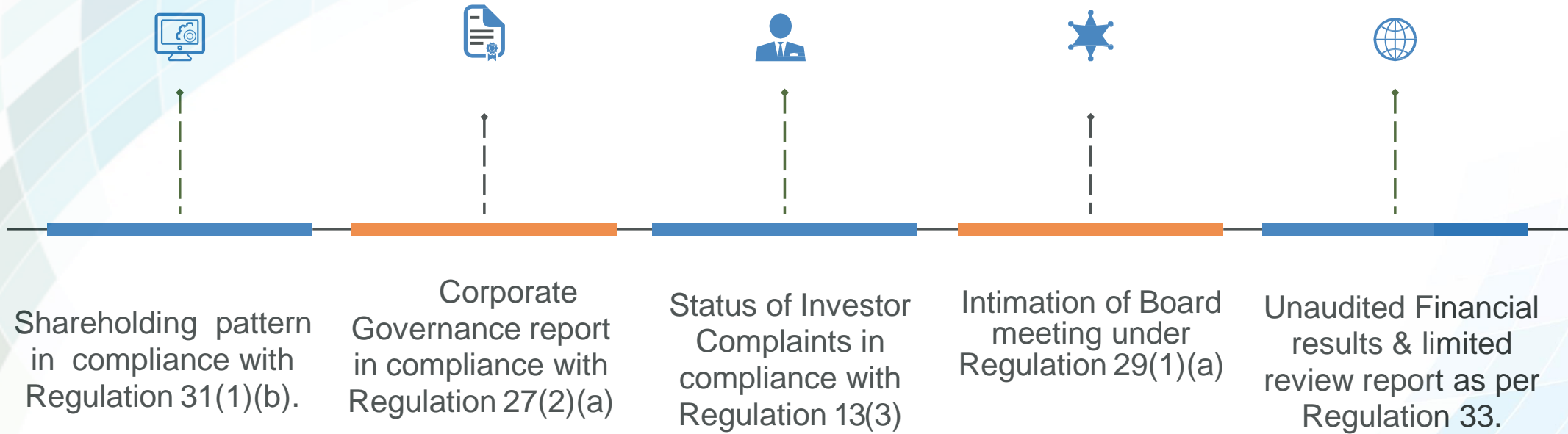
Safety & HR



8.0431

Mn Accident free
man hours till 30th
September 2017

Statutory & Regulatory



Statutory & Regulatory

1

The regulatory and statutory compliances, like licenses, pollution, labour, insurance, excise, sales tax etc. are in line.

2

As per regulation 55A of SEBI Depositories & Participants Regulations, 1996 Reconciliation of Share Capital Audit Report was submitted to both the stock exchanges.

3

During the quarter all the information under regulation 46(2) of SEBI (listing obligations and disclosure requirements) Regulations, 2015 (Listing Regulations) and Companies Act, 2013 has been disseminated on the companies website and is updated on regular basis also Quarterly compliances were submitted to both the stock exchanges.

4

Compliance under regulation 40(9) on transfer & transmission of shares

5

Compliance certificate to the exchange under regulation 7(3)

6

Intimation of outcome of board meeting under regulation 30

7

Disclosure of price sensitive information under regulation 30

8

During the quarter, the company has received one complaint from shareholder, which has been resolved.

9

AGM Compliance :
Compliance under regulation 30 & 30(6) , on proceedings of Annual General Meeting & change in Auditor respectively.

Disclosure of Voting Results & Scrutinizer's Report of AGM

Submission of Annual Report

Snapshot

Q2FY18 V/S Q2FY17

SALES

₹408.40 Cr
↑ 30 %
₹313.36Cr

EBIDTA

₹90.47 Cr
↑ 30 %
₹69.57Cr

PBT

₹69.85 Cr
↑ 33 %
₹52.46Cr

PAT

₹45.74 Cr
↑ 24%
₹36.93Cr

HYFY18 V/S HYFY17

₹875.10 Cr
↑ 22 %
₹716.38Cr

₹ 194.82Cr
↑ 22 %
₹159.33Cr

₹155.84 Cr
↑ 23 %
₹126.28Cr

₹100.52 Cr
↑ 20 %
₹84.04Cr



Quantity Analysis

All the Quarters net of Taxes



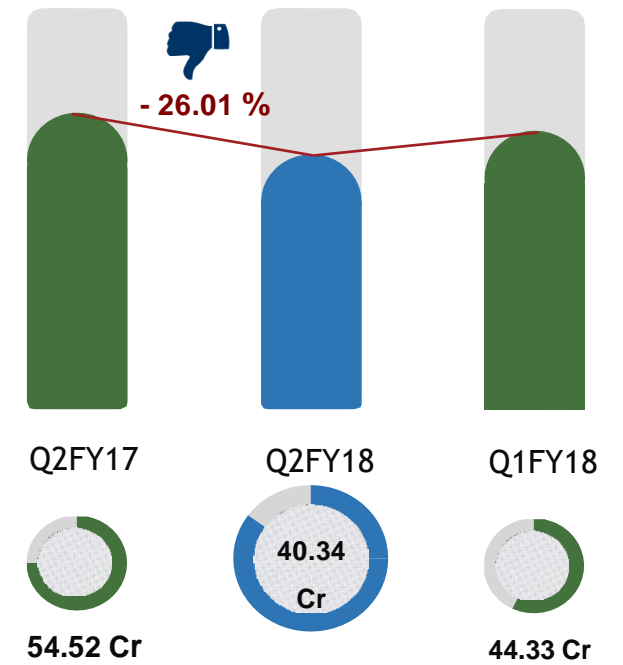
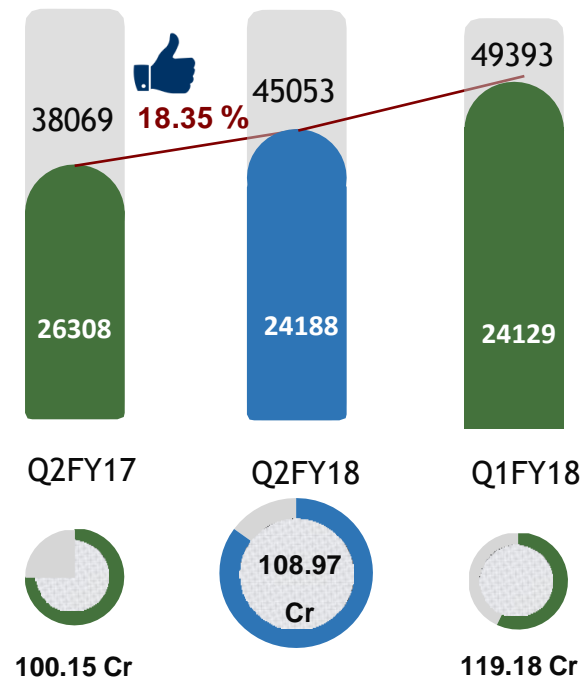
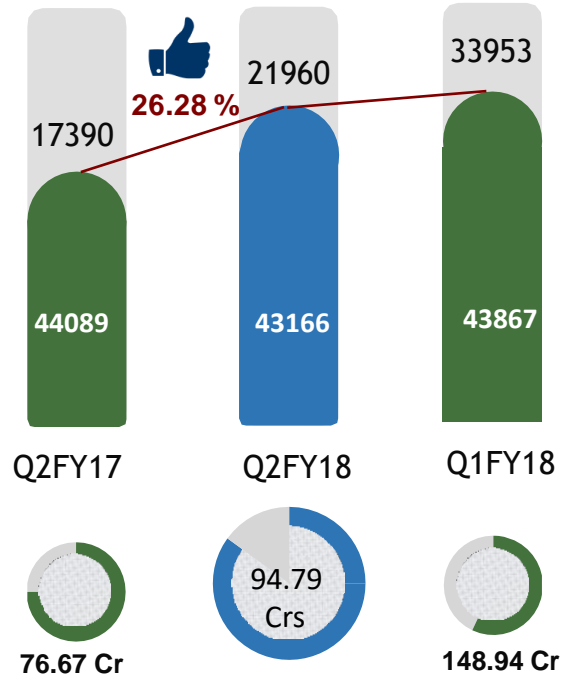
Packaged



Bulk



Initiating Systems



Quarterly Results

Rs. In Crores

	% of Net Sales							
	Q2FY18	Q2FY17	Q1FY18	% Change	Q2FY18	Q2FY17	Q1FY18	Change
Net Sales	408.40	313.36	466.65	30.33%				
EBIDTA	90.47	69.57	104.35	30.04%	22.15%	22.20%	22.36%	(0.05)
Interest/ Fin	7.86	7.30	5.84	7.67%	1.92%	2.33%	1.25%	(0.41)
Depreciation	12.76	9.81	12.52	30.07%	3.12%	3.13%	2.68%	(0.01)
PBT	69.85	52.46	85.99	33.15%	17.10%	16.74%	18.43%	0.36
Tax	21.60	13.33	26.11	62.04%	-	-	-	-
MI	2.51	2.20	5.10	14.09%	-	-	-	-
PAT After MI	45.74	36.93	54.78	23.86%	11.08%	11.77%	11.74%	(0.69)

Half Yearly Results

Rs. In Crores

	% of Net Sales					
	1HYFY18	1HYFY17	% Change	1HYFY18	1HYFY17	Change
Net Sales	875.10	716.38	22.16%			
EBIDTA	194.82	159.33	22.27%	22.26%	22.24%	0.02
Interest/ Fin	13.70	13.85	(1.08)%	1.57%	1.93%	(0.37)
Depreciation	25.28	19.20	31.67%	2.89%	2.68%	0.21
PBT	155.84	126.28	23.41%	17.81%	17.63%	0.18
Tax	47.71	37.04	28.81%	-	-	-
MI	7.61	5.20	46.35%	-	-	-
PAT After MI	100.52	84.04	19.61%	11.49%	11.73%	(0.24)

Cost-Break-Up

Q2FY18

Q2FY17

Material Consumed

51.26%

↓ 3.67

54.93%

Material Consumed

Employee Cost

7.63%

↑ 0.10

7.53%

Employee Cost

Other Exp

19.75%

↑ 3.12

16.62%

Other Exp

Finance

1.92%

↓ 0.41

2.33%

Finance

Cost-Break-Up

1HYFY18

1HYFY17

Material Consumed

54.47%

↓ 3.42

57.89%

Material Consumed

Employee Cost

7.66%

↑ 0.87

6.78%

Employee Cost

Other Exp

16.27%

↑ 2.17

14.09%

Other Exp

Finance

1.57%

↓ 0.37

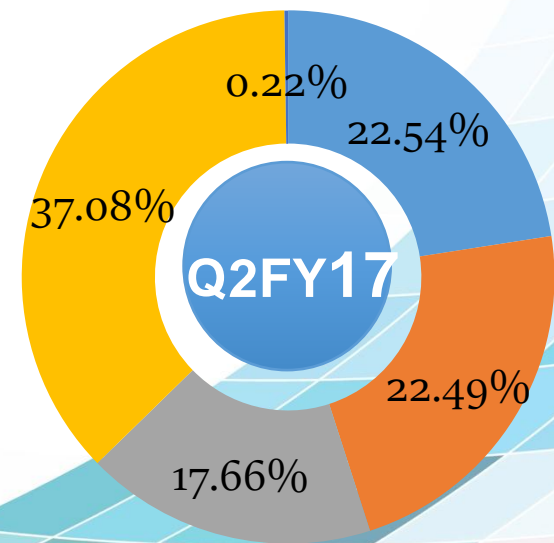
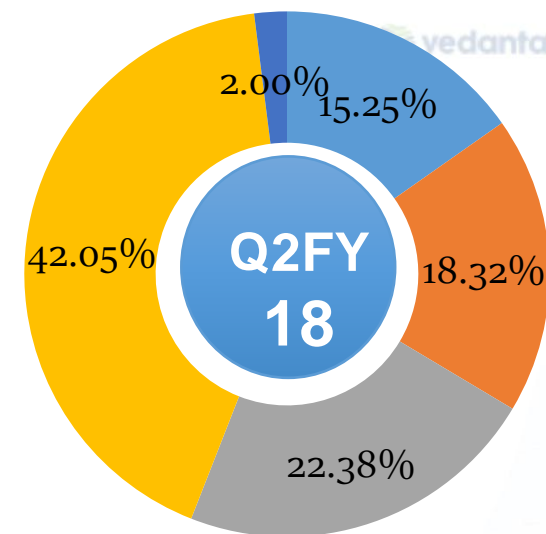
1.93%

Finance

Customers



Customer	Q1FY18	Q2FY18	Q2FY17	Change%
CIL	73.55	62.28	70.63	-11.82%
Institutional	84.89	74.80	70.48	6.13 %
Housing and Infra	128.4	91.38	55.35	65.09 %
Exports & Overseas	179.48	171.74	116.20	47.79%
Defence	0.40	8.81	0.70	1067%
Total	466.72	408.38	313.36	30%

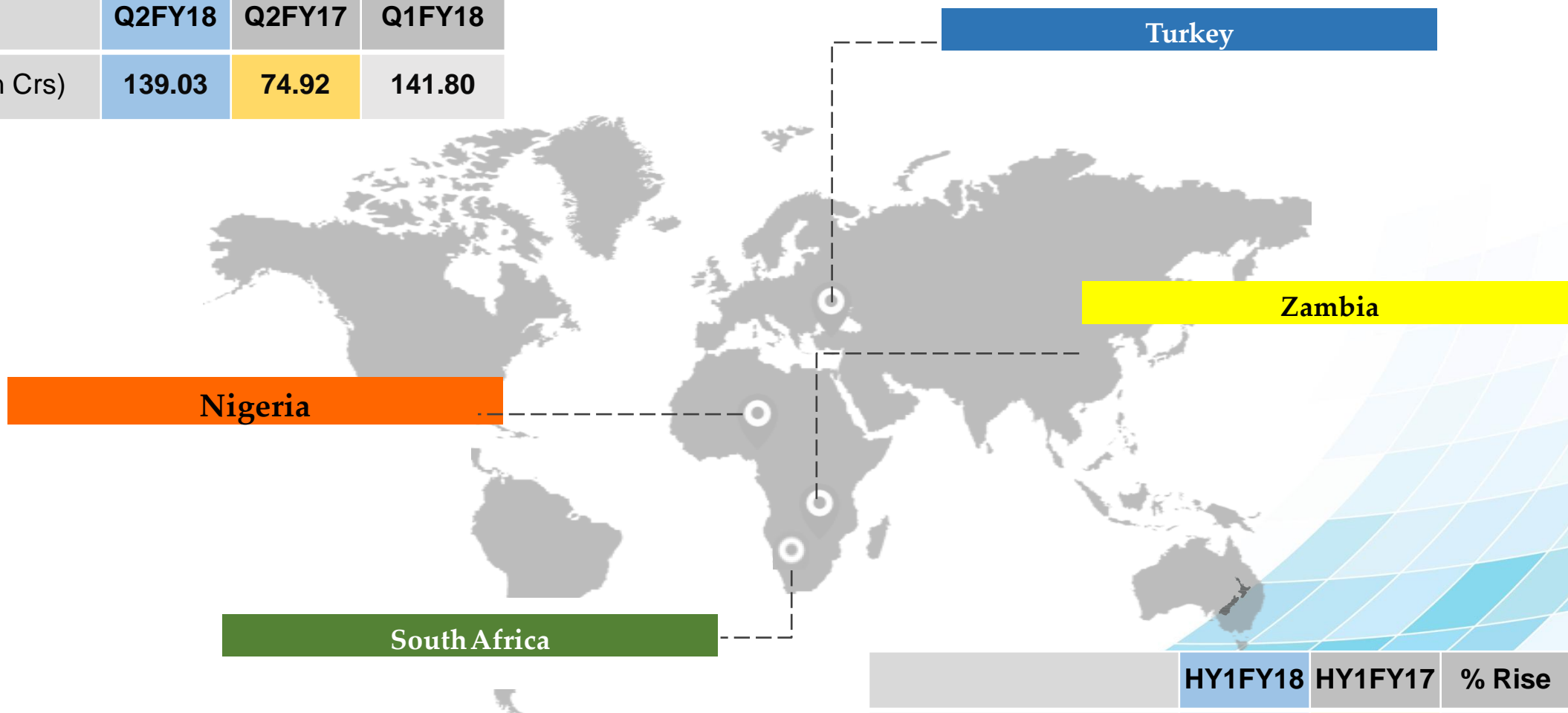


GLENCORE



Overseas

	Q2FY18	Q2FY17	Q1FY18
Turnover (in Crs)	139.03	74.92	141.80



	HY1FY18	HY1FY17	% Rise
Turnover (in Crs)	280.83	170.15	65%

Loan Position

FY 2016-17		1HY FY 18	
Working Capital	₹ 240.18	Working Capital	₹ 242.83
Domestic	₹ 83.89	Domestic	₹ 81.81
Overseas	₹ 156.29	Overseas	₹ 161.02
Long Term	₹ 239.55	Long Term	₹ 256.45
Domestic	₹ 208.67	Domestic	₹ 191.36
Overseas	₹ 30.88	Overseas	₹ 65.09
Total Debt	₹479.73	Total Debt	₹ 499.28
Cash & Investments	₹75.68	Cash & Investments	₹ 41.55
Net Debt ₹404.05		Net Debt ₹457.73	
Total Debt to Equity	0.52	Total Debt to Equity	0.51

Balance Sheet (Extract)

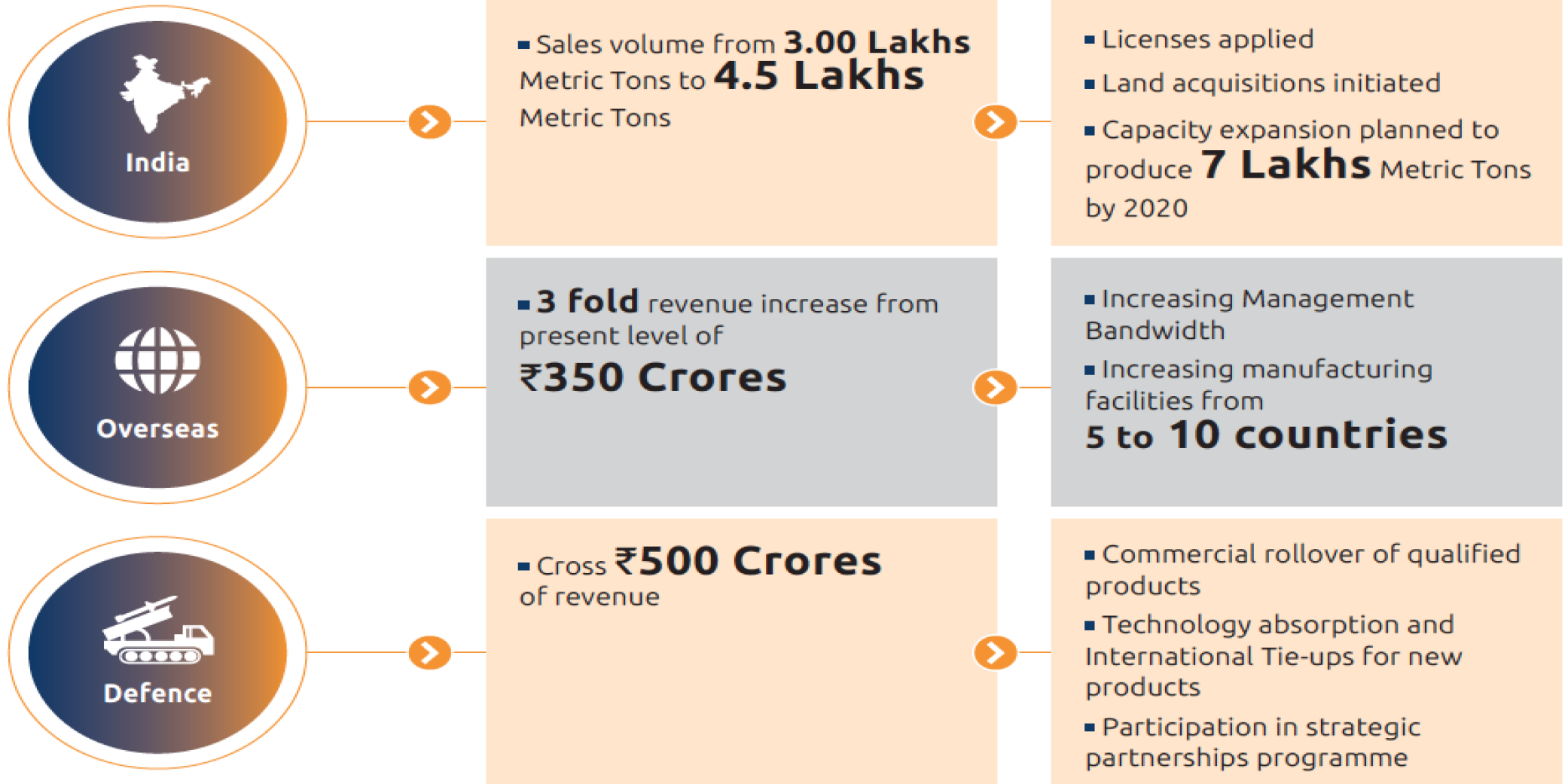
Particulars	1HYFY18	FY 16-17
Non Current Assets	1061.28	998.16
Capital Employed	1283.69	1192.68
ROCE (%)	26.41%	25.02%
ROE (%)	20.75%	20.09%
Inventory Days	85	73
Creditor Days	49	37
Debtor Days	68	68
EPS (Face Value Rs. 2)	22.22	20.61



We have done a total
CAPEX of ₹72.70 Cr in last 6 Months.

The total plan for the year is **₹250** CrS.

The Next Wave - 2020



CIL 's Revenue Plan -2020

Period	Qty (in MT)	Value (in Crs)
Nov 17 - Oct 18	182204	555.52
Nov 18 - Oct 19	193208	588.11
Total	375412	1143.63

Terms & Condition of the Contract :

- ✓ The contract shall be valid for 2 years from the date of placement of order & CIL reserves the right to extend/short close the contract(in case of breach).
- ✓ CIL & Subsidiary company reserves the right to increase/decrease the ordered/allocated quantity to the extent of 40%.
- ✓ The RC price for Bulk Explosives will be revised on quarterly basis based on the price variation formulae, which includes price of AN, HSD, AICPU for industrial workers



Order Book Status



Coal India's Order Book

375412 MT valuing approx 1143.63 Crs



SCCL's Order Book

Bulk + Accessories valuing approx 136 Crs



Export Order Book

Approx 100 Crs

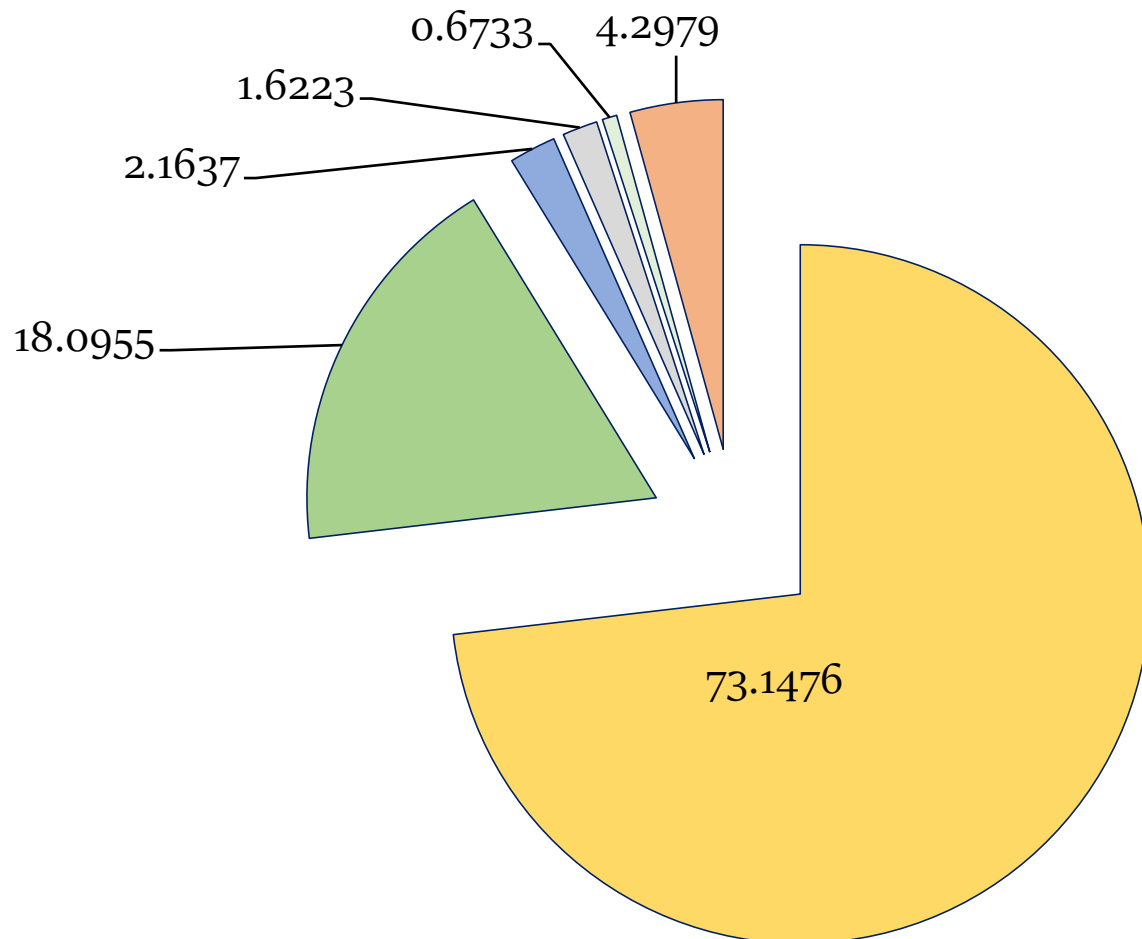


Defence Order Book

As-on-date stands at 131 Crs.



Shareholding as on 30.09.17



Mutual Funds

HDFC (7.39), SBI MF (4.78),
Kotak Fund (2.44), DSP Rock
(1.89), Others (1.59)

FII

India Midcap (Mauritius) Limited
(0.80) Fidelity Hong Kong (0.23),
DFA Investment Group (0.27)
Nomura Singapore Ltd (0.12),

GIC & Its Subsidiaries

ICICI Prudential Life Insurance (2.16)

■ Promoters
 ■ Mutual Funds
 ■ GIC & its Subsidiaries
 ■ FPI
 ■ Other body corporate
 ■ Public & Others



Thank You!

Solar Industries India Limited

Vision & Values

Our value-building
journey