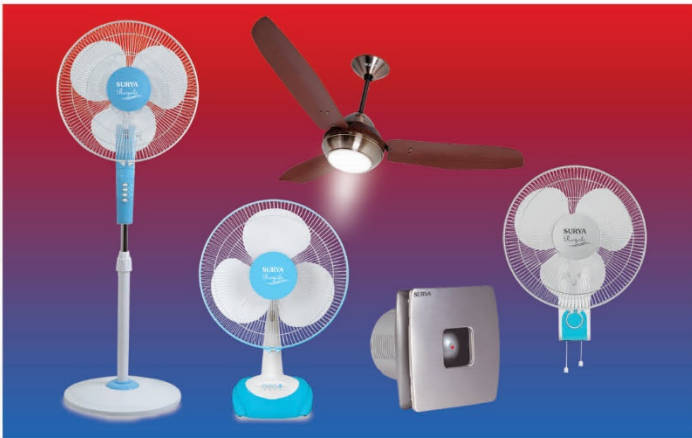
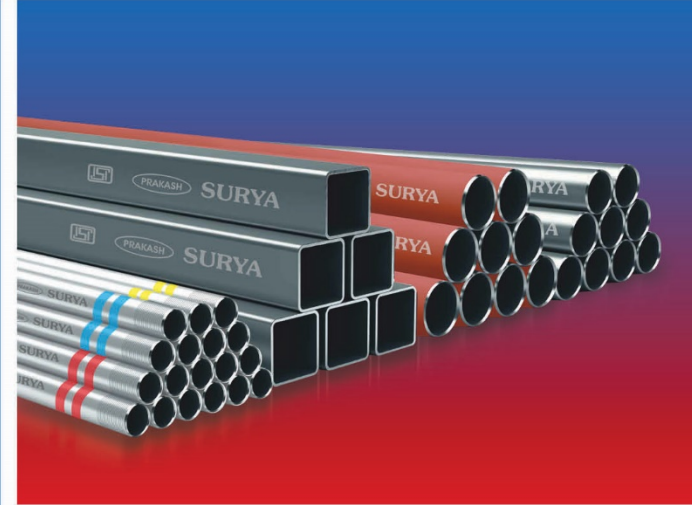
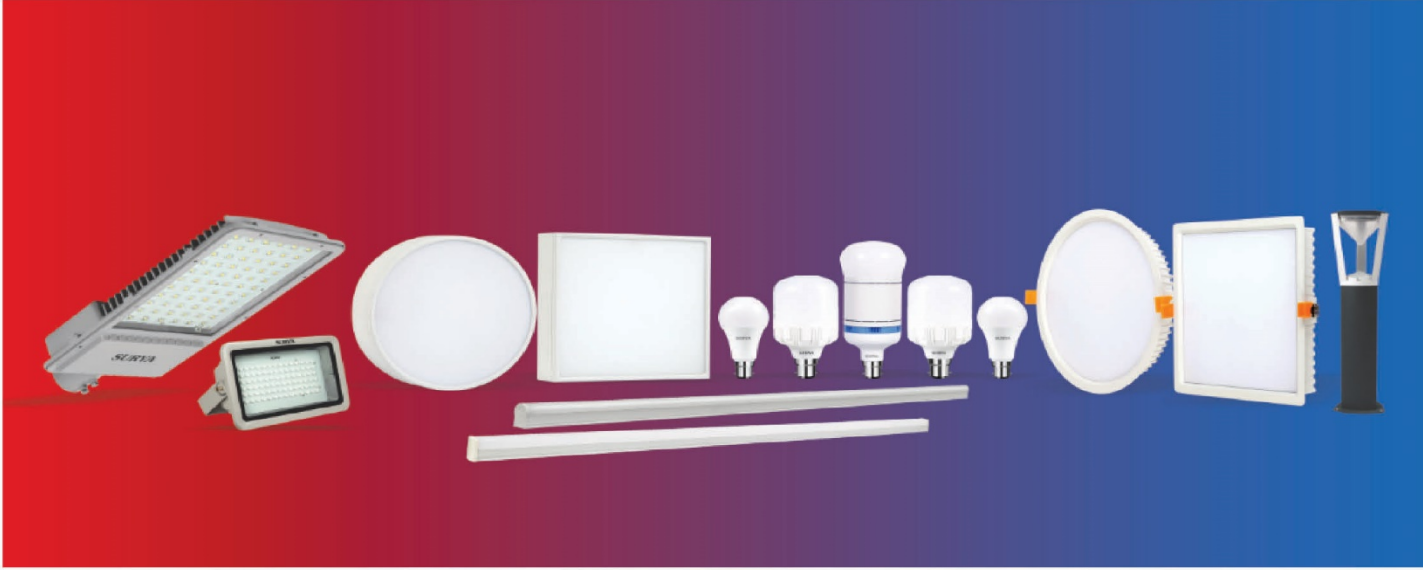




SURYA



Surya Roshni Limited

Investors Presentation
October 2020



Index

Business Highlights Historical Financials Q2FY21 Results
Steel Pipes & Strips Lighting and Consumer Durables
Leadership Team Customers and Clients



The Company's Promoter & Executive Chairman, Shri Jai Prakash Agarwal, was conferred with Padma Shree Award for his distinguished services in the field of Trade and Industry by the Government of India



SURYA
Energising Lifestyles

THE ECONOMIC TIMES
CHAMPIONS
OF
RURAL MARKETS

Surya Roshni – Over Four Decade Strong Foundation...

SURYA



1973

Established Steel Pipe
manufacturing unit at Bahadurgarh

SURYA
Enriching Lifestyles



PRAKASH
SURYA
STEEL TUBES & PIPES

45 years+

Brand Equity



Rs 5,471+ crores

Conglomerate as on March 31,
2020



#1

GI Pipes manufacturer



#2

Lighting company



#1

ERW Pipes exporter (50+
countries)



Interim Dividend

FY 20-21 (15%)



2,50,000+/2,500

Countrywide retailers and
dealers for lighting

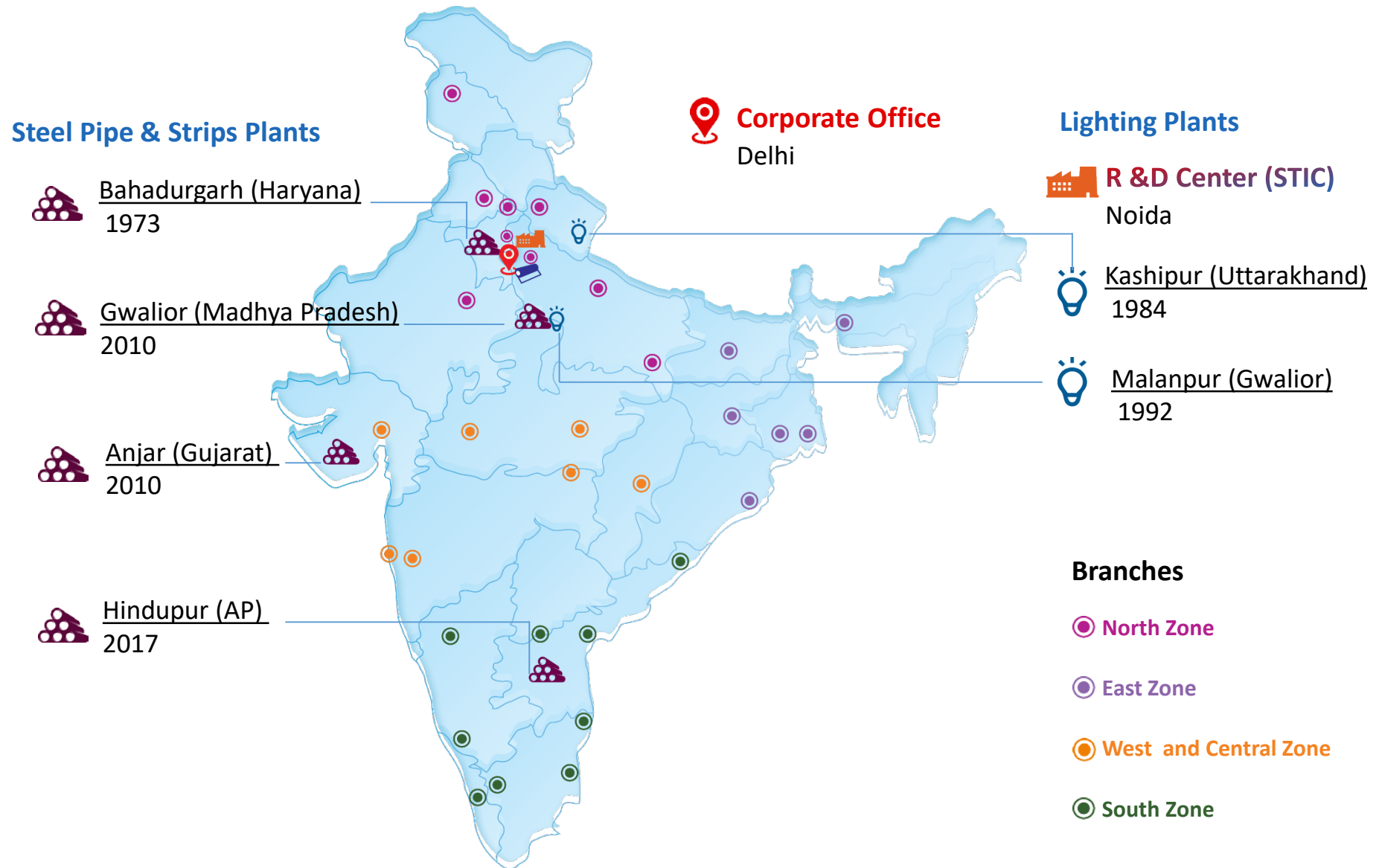


21,000+/250+

Countrywide dealers and distributors
for steel tubes and strips

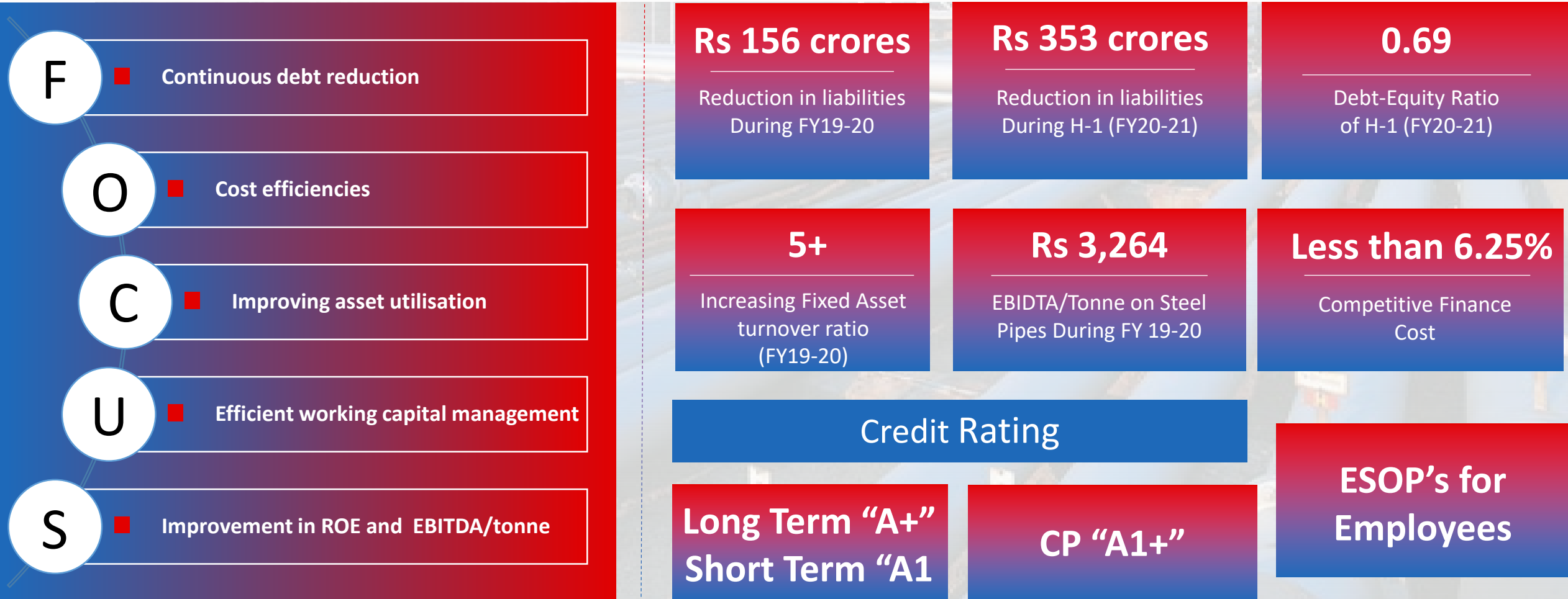
...With a Nation-wide Presence...

SURYA



... Driven by Focus on Improving Value Creation

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Key Highlights - Q2 (FY 2021)

SURYA

- 86% growth in PAT due to improvement in Margins & reduction in Finance Cost.
- Regained the volumes in both the segments after Lockdown (Covid-19) due to dominance in rural and semi urban areas.
- Strong Cash Flow Generation from operations led to reduction in Financial Liabilities by Rs 353 crore (since March 2020).
- Extensive advertising & coverage through Print & Electronic Media.

STEEL PIPE & STRIPS SEGMENT

- 31% volume growth registered in trade.
- 8% overall growth registered in volume terms.
- Orders in hand of Rs 700 crore from Oil & Gas Sector for 3LPE Coated Pipes.
- Expansion for 3 LPE Coated pipe unit on full swing.

LIGHTING & CONSUMER DURABLES SEGMENT

- 14% growth in Conventional Lighting and 20% growth in Consumer Durables & Fittings.
- 7% overall growth in revenue to Rs. 329 crore.
- LED Lamp's replacement cost reduced by 3% on Q on Q Basis.
- Lower competition from un organized sector (China impact) & witnessing consolidation.
- EESL's Sale replaced by direct Sales.

Summary of Results - Q2 (FY-2021)

SURYA

	(Rs in cr)				
Particulars	Q2 FY 21	Q2 FY 20	Growth	Q1 FY 21	
Revenue from Operation	1,374	1,323	4%	887	Healthy Volume growth in both the segments.
Less Material Cost	1,047	1,024	2%	699	
Gross Margin	327	299	9%	188	
% of Revenue	23.8%	22.6%		21.1%	
Less:					
Employee Cost	78	77	1%	68	
Other Expenses	148	137	8%	76	
EBIDTA	101	85	19%	44	Increasing share of high margin products and cost optimization.
% of Revenue	7.4%	6.4%		5.0%	
Less: Finance Cost	17	29	-40%	20	Due to reduction in Financial Liabilities & Cost of Borrowings.
Cash Profit	84	56	50%	24	
% of Revenue	5.4%	4.5%		2.6%	
Less: Depreciation	27	26	4%	21	
Profit Before Tax	57	30	90%	3	
% of Revenue	4.1%	2.3%		0.3%	
Tax Expenses	15	8		1	
Net Profit	42	22	86%	2	
% of Revenue	3.1%	1.7%		0.3%	

Segment Wise Results

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Steel Pipe & Strips Segment

(Rs in Cr)

Particulars	Q2 FY 21	Q2 FY20	Growth	Q1 FY21
Gross Volume (MT)	2,13,691	1,98,325	8%	1,34,944
Revenue	1048	1017	3%	702
EBIDTA	67	60	11%	32
EBIDTA PMT (Fresh Pipes)	3,311	3,242	2%	2,463
Cash Profit	53	39	35%	16
Profit Before Tax	34	21	62%	2

Lighting & Consumer Durable Segment

Particulars	Q2 FY 21	Q2 FY20	Growth	Q1 FY21
Revenue	329	307	7%	186
EBIDTA	34	25	40%	12
EBIDTA (%)	10.5%	8.0%	31%	6.7%
Cash Profit	31	17	87%	8
Profit Before Tax	23	9	153%	1

Cash Flow Highlights

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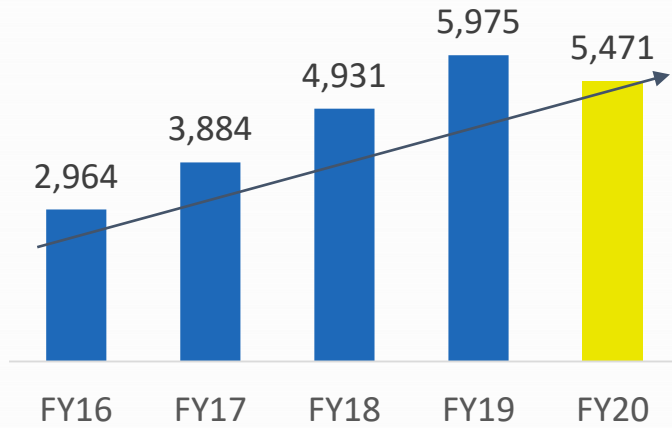
(Rs in cr)

Particulars	Half Year Ended		Year Ended
	30th Sept' 20	30th Sept' 19	31st Mar' 20
Profit Before Tax	60	58	140
Add :- Depreciation	48	51	103
Add :- Interest and others	34	54	107
Add :- (Increase) / Decrease In Working Capital	180	11	(35)
Less: Taxes paid	(10)	(17)	(39)
Net Cash Flow from Operating Activities	312	157	276
Cash Flow from Investing Activities			
(Purchase)/ Sales of Fixed Assets	(28)	(33)	(48)
Cash Flow from Operating and Investing Activities	284	124	228
Cash Flow Used in Financing Activities	-	-	-
Payment of Interest, Dividend and others	(60)	(72)	(127)
(Decrease) in Net Debt	(224)	(52)	(101)

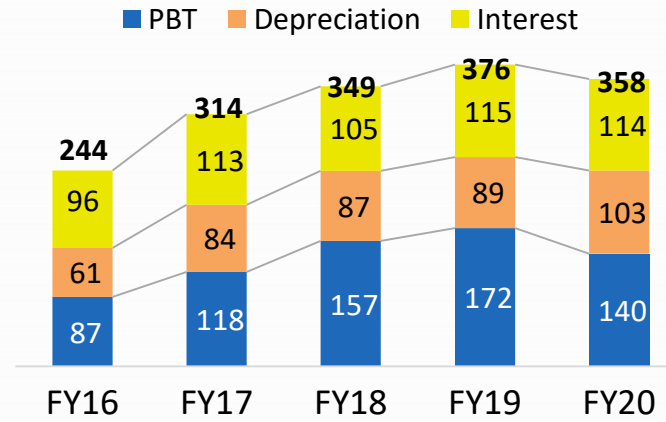
Financials of Company

SURYA

Revenue

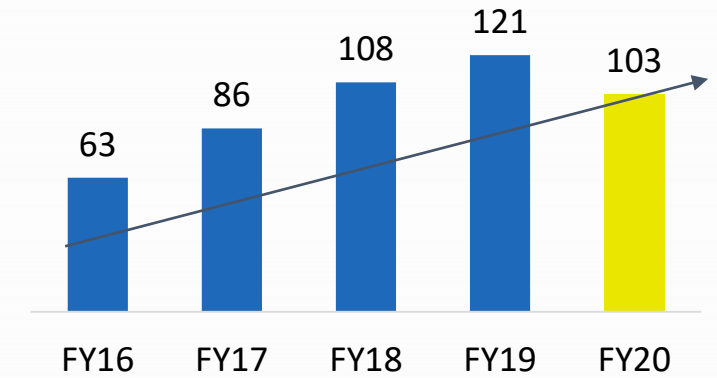


EBITDA

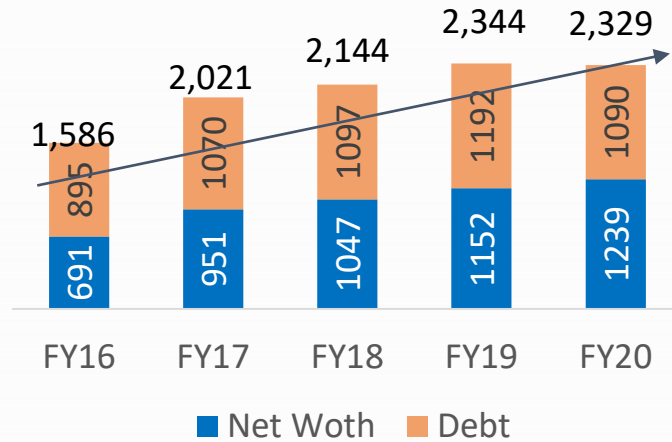


(INR in Crores)

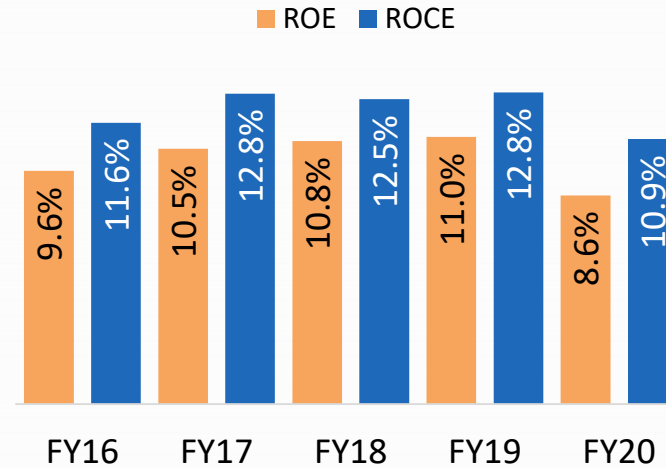
PAT



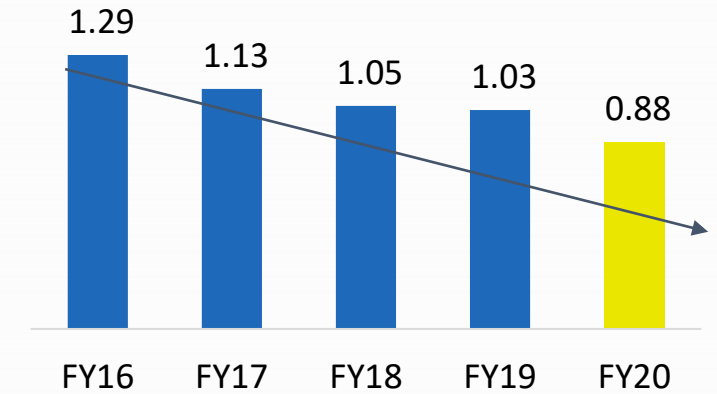
Capital Employed



ROE & ROCE



Debt to Equity (x)



The Revenue of FY20 impacted due to decline in prices of steel and LED Street Lights & Luminaires, deferment in EESL / Government sales in lighting, outburst of COVID 19 and consequent lockdown, which also impacted the profitability in line with market conditions.



Steel Pipes & Strips

Extensive Applications

Steel Pipes & Strips Business – Leading by Value-addition

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Position and Brand

Largest Exporter of ERW Pipes and largest manufacturer of ERW GI pipes in India under Brand **“PRAKASH SURYA”**

**5 Year CAGR
19%**

Particulars				
Plant Locations	Bahadurgarh (Haryana)	Gwalior (M.P.)	Anjar (Gujarat)	Hindupur (A.P)
Products	ERW Pipes (GI, Black, Section) CR Strips API Pipes	ERW Pipes (GI, Black, Section)	ERW Pipes (GI, Black, Section Spiral Pipes API Coated Pipe	ERW Pipe (GI, Black, GP Pipe, Section)
Accreditations & Certifications	All major PMC i.e EIL, Mecon etc; ISO Certifications - 9001, 14001 & 18001			
Marketing Network	Over 250 Dealers and 21,000 Retailers (B2C - 70%)			
Raw materials Suppliers	SAIL, JSW, Hindustan Zinc, Tata Steel, Arcelor Mittal, Posco, Hyundai			
Production Capacity	Particulars	Capacity (P.A.)		
	ERW Pipes	925,000 MT (including GI - 3,30,000 MT)		
	Spiral	200,000 MT (online 60,000 MT and offline 1,40,000 MT)		
	CR Strips	115,000 MT		
	3 LPE Coated (API)	Existing: External: 18,50,000 sq mtr, ; Internal: 11,00,000 sq. mtr.		Under expansion: External: 9,00,000 sq mtr

Steel Pipes & Strips – % Share and Applications

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Galvanised (GI)

35%



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

Black

24%



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

Hollow Section

19%



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

API Coated Pipes

11%



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

CR Strips

11%



Auto Components
Electrical Stamping for
Motors
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

Strategically Located Manufacturing Units

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Bahadurgarh (NCR – Delhi)

Est. 1973



- Spread over 53 acres, proximity to Bahadurgarh Metro Station and KMP
- ERW pipe plant 1973 (GI, Black, Section),
- Cold Rolled (CR) Strips plant 1991
- API Pipes for CGD.
- Continuous thrust cost efficiencies

Gwalior (Madhya Pradesh)

Est. 2010



- Spread over 51 acres, centrally located, serving UP, MP, Rajasthan and Chhattisgarh markets
- Manufacturing ERW pipes (GI, Black, Section)
- Eligible for state industrial incentives up to 2025
- Ample Infrastructure facilities for future expansions

Anjar (Gujarat)

Est. 2010



- Spread over 96 Acres, proximity to Mundra Port, giving strategic advantage in exports and imports
- Manufacturing ERW and Spiral Pipes, API Coated Pipes
- Merged with the Company w.e.f. April 2016
- Expansion for 3LPE coating on full swing.

Hindupur (Andhra Pradesh)

Est. 2017



- State-of-the-art facility set up with capacity of 120,000 MT P.A., expanded 200,000 MT P.A. in March 2020
- Manufacturing ERW (GI, Black, Section) and GP Pipes
- Proximity to the premium market of South India – savings in logistic cost and lower cost of production.

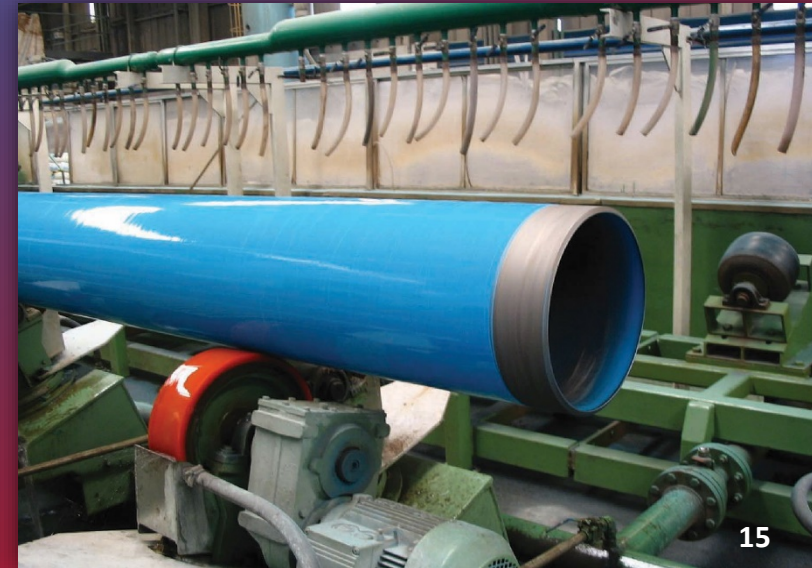
3LPE Coated Manufacturing Unit

SURYA

- World-class 3LPE coating plant from SELMERS, Netherlands
- Established track record, obtained accreditations, certifications of ISO 9001, 14001 & 18001
- Application in transportation of Petroleum & Natural Gas, City Gas and Water Pipelines
- API coated pipes order of above Rs. 700 crores in hand.
- Coated Capacity fully engaged for next 15 months

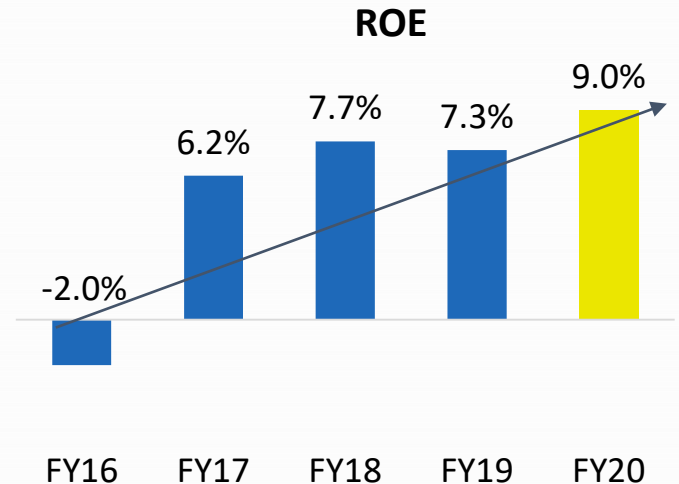
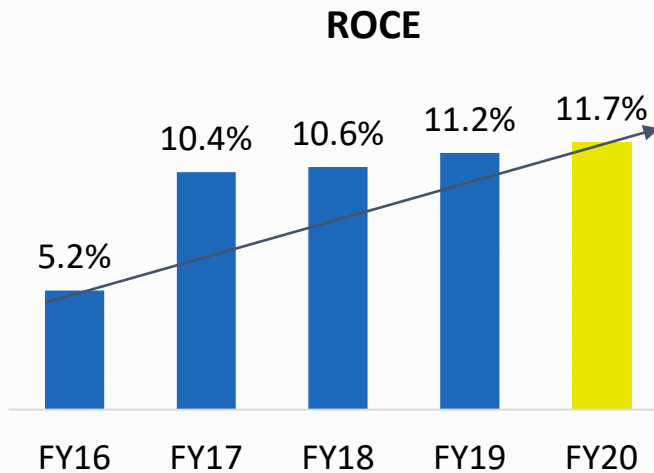
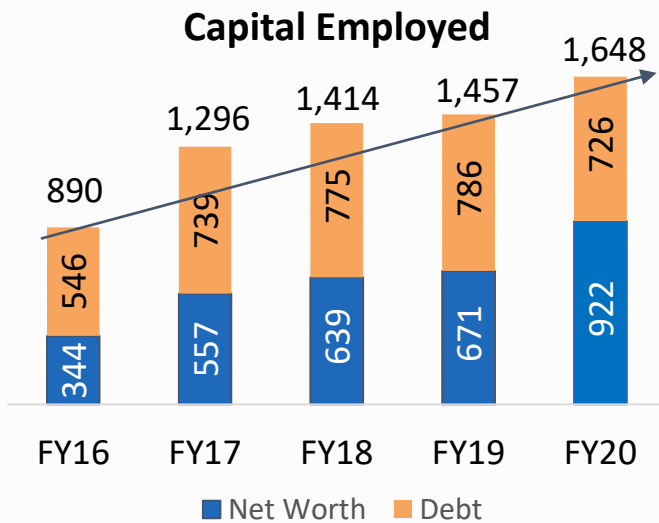
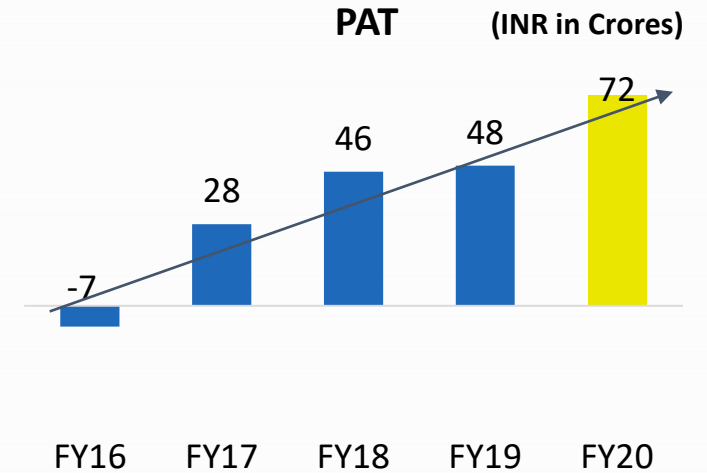
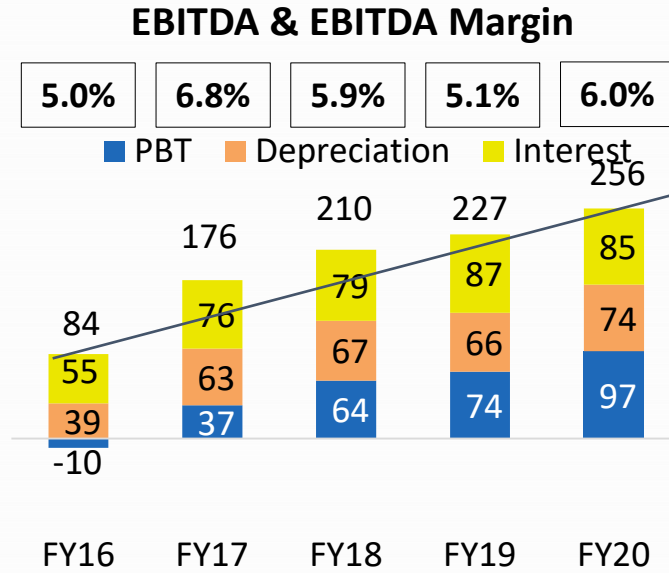
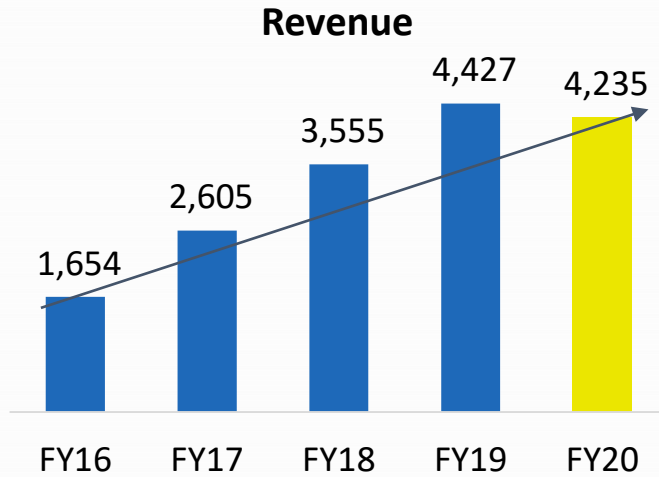
Expansion

- Expansion of 3LPE coating facility by installing second line pipe facility (9,00,000 Sq Mtr)
- Estimated capex of ₹ 25 crore
- Expected completion by the end of financial year 20-21
- It will utilise the existing offline capacities of the Company, resulting in cost efficiencies and improved margins



Steel Pipes & Strips Segment

SURYA

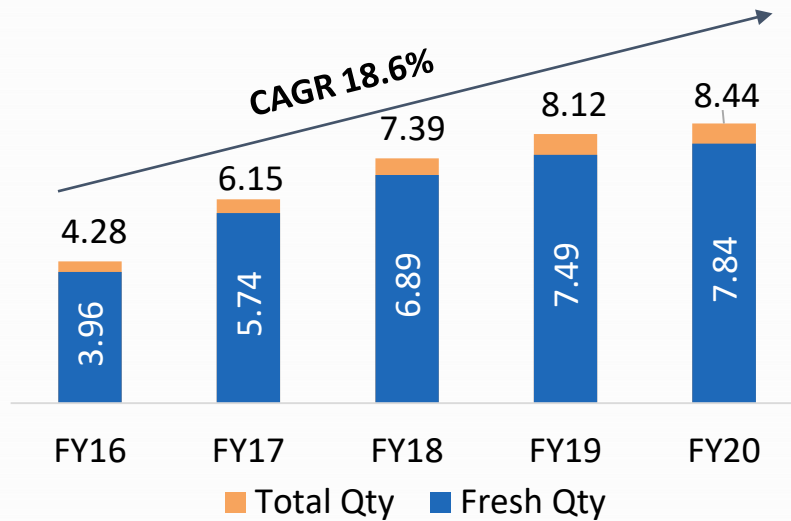


- The revenue of FY20 was impacted due to decline in prices of steel, outburst of COVID 19 and consequent lockdown. However with unlocking volumes surpassing the previous year and profitability improving further.
- The share of BGH unit is reducing on YOY. Further ROCE and ROE of other units increased to 16% and 19% respectively.

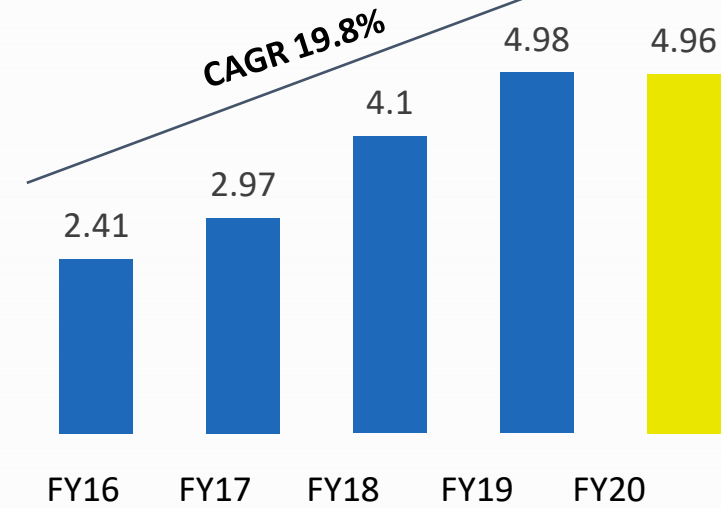
Steel Pipes & Strips Segment Performance Improvement

SURYA

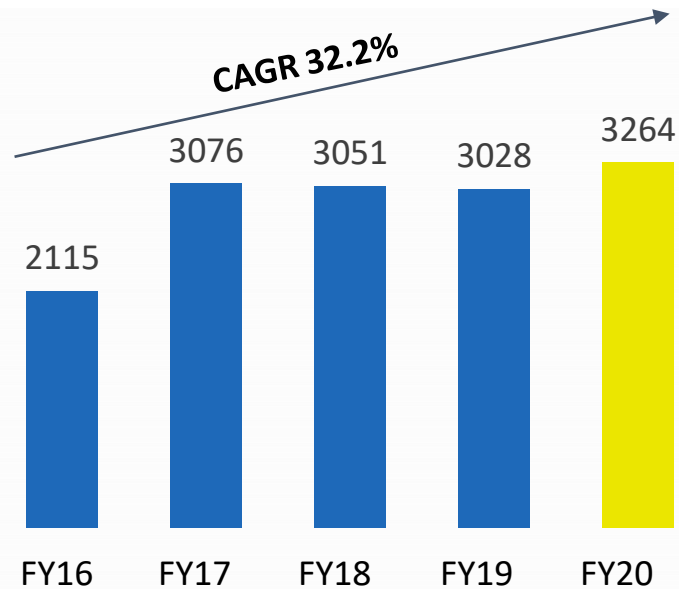
Total QTY Vs Fresh QTY (in MT)



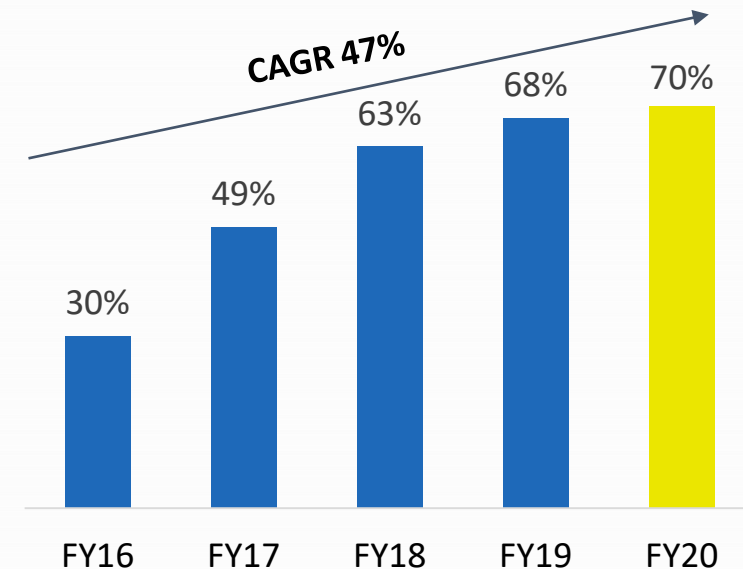
Fixed Asset/ Turnover (in Times)



EBITDA/ Tonne (In Rs.)



Sales Volume except BGH Unit



Product wise sale % and EBITDA Per Tonne

SURYA

		FY 15-16		FY 16-17		FY 18-19		FY 19-20		CAGR
S.No	Product Name	Share	EBITDA	Share	EBITDA	Share	EBITDA	Share	EBITDA	QTY
1	GI Pipe	25%	3,490	37%	4,620	30%	4,557	35%	4,534	29%
2	Round Pipe	32%	1,744	24%	2,144	27%	2,205	24%	2,023	10%
3	Section Pipe	19%	1,535	13%	1,888	20%	1,871	19%	1,670	20%
4	API Coated Pipe	-	-	9%	2,894	9%	4,310	11%	7,143	12%
5	CR Strips	24%	1,655	17%	1,899	13%	1,958	11%	1,586	
	Total	100%	2,115	100%	3,061	100%	3,010	100%	3,256	19%

Note:-EBIDTA/tonne (in Rs.) of Fresh Qty.

- The period of 2016-2019 was a growth phase, with setup of new plants at Hindupur (ERW Manufacturing), Anjar (Coating Plant) and Capacity expansion at existing units. This also resulted into higher requirement of working capital and now started generating substantial operating cash flows.
- The share of GI Pipe, API pipe and Exports is continuously increasing on YOY and generating high EBITDA Per Tonne.

Value accretive strategies and outcomes

Strategies

Outcomes

Hindupur operations

Savings in logistics cost, increase in market share, economies of scale and reduced dependency on the Bahadurgarh unit.

3LPE coating facility at Anjar

Higher capacity utilization of spiral & API pipes, savings in logistics & coating charges, increase in exports of GI & value-added pipes, generating higher margins.

Alignment of production capacities

Ready to leverage emerging demands from Government's thrust on Oil & Gas, CGD, 'Nal se Jal' and 'Make in India'.

Increasing share of value-added pipes

Thrust on GI, API, Exports and other value-added pipes, leading to higher EBITDA.

Cost rationalization

Reducing overheads, improving efficiencies and asset utilization.

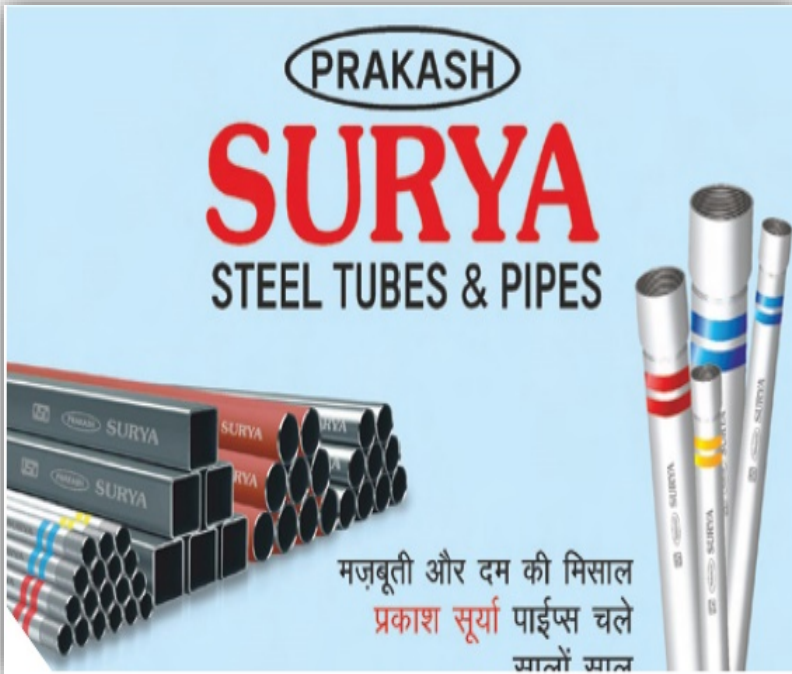
Increasing engagement and publicity

Improving visibility through advertisements spent and Dealers Engagement.

Leveraging Strong Brand and Distribution Network

SURYA

- 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.
- Extensive advertising and Coverage through Print and Electronic Media.



Advertisement in
Local print Media



The International Tube and Pipe
Trade Fair, Germany



TV Advertisement for
Prakash Surya Steel Pipes

Seeking Industrial Opportunities

SURYA



Water

- **'Har Ghar Nal se Jal' mission** aims to provide safe and adequate drinking water to 150 million households (approx. 0.5 million villages).
- Interlinking projects across 60 rivers through reservoirs and canals, will lead to an increase in irrigation land by about 15%.
- Impetus on water conservation across 256 districts through rain-water harvesting, renovation of water bodies, reuse and recharge structures, watershed development.



Oil and Gas

- Demand for primary energy in India is expected to increase three-folds by 2035 to 1,516 million tonnes of oil
- Large players are undertaking investments to cater to the burgeoning demand.
- Foreign Investors will have opportunities to invest in project worth US\$ 300 billion.
- The national gas pipeline network expected to increase from the current **18,000 km to 29,000 km over the next 5-7 years.**



City Gas Distribution

- The city gas projects in 232 geographical areas covering more than 400 districts, across states and union territories, are underway expected to cover over 70% of Population.
- It will necessitate building up of 1.6 lakhs km of gas pipeline across India.
- Government has planned **investments worth USD 60 billion** for developing natural gas supply and distribution infrastructure across the country.



Robust Demand



Rising Investment



Supportive FDI Guidelines



Government's initiatives

Supplying Products to Renowned Projects Abroad

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Dubai EXPO 2021



Dubai Frame



Museum of Future

Qatar FIFA 2022

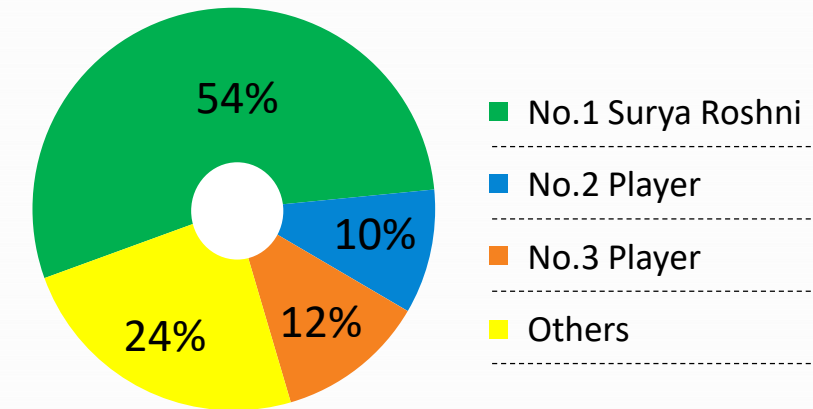


Ras Abu Aboud Stadium



Lusail Iconic Stadium

Share in India's Total Export of ERW GI & Black Pipes



- **Export Growth 28% in FY20**
- **Largest exporter of ERW Pipes and ERW Galvanized Steel Pipes (GI) from India, holds 54% share, targeting export of API Pipes.**
- **Exports to over 50 countries** including Middle East, Australia, Europe, USA, Canada, Mexico, Ghana, Nigeria, among others.



Lighting & Consumer Durables

World-class Facilities with Innovation-driven R&D Centre

SURYA

Kashipur Lighting Unit

Est. 1984

Gwalior Lighting Unit

Est. 1992

R&D – To drive the change towards Smart Lighting
Est. 2013



Manufactures LED lights (Lamps, Street Lights, Downlighters and fittings) & filaments, MCPCBs & Drivers.



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



Surya Technology & Innovation Centre (STIC) - duly approved by DSIR and NABL at Noida - was established in 2012 with a focus on in-house development of LED Lighting products.

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

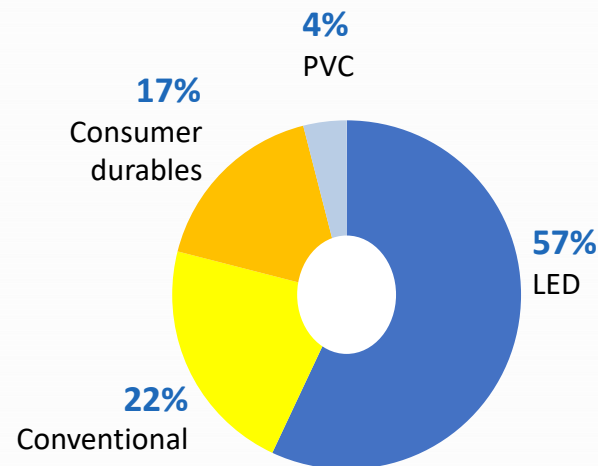
Distribution Strength – PAN India reach

SURYA

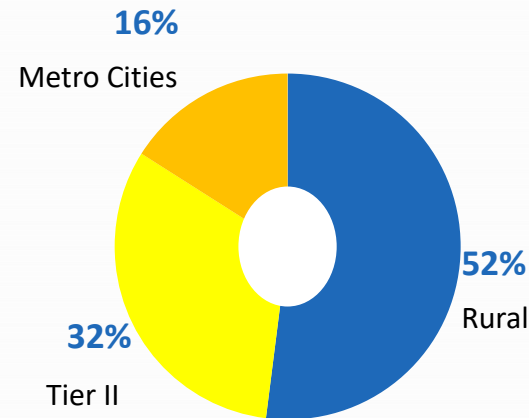
- **Rural based distribution network** and having **2,50,000 Retail Outlets** .
- Transparent and attractive policies, schemes, incentives and foreign tours.
- Secondary Network of **300+ RTF & 2,500+ DSPs** supports primary network and promotes effective communication with the market, engagement activities with electricians and architects.
- Complete product range, strong R&D and quality management teams to develop in-house solutions.
- **Decentralised branch / depot network system** - quick logistical movements, prompt delivery, customer feedback and satisfaction.

Revenue Split: FY 20

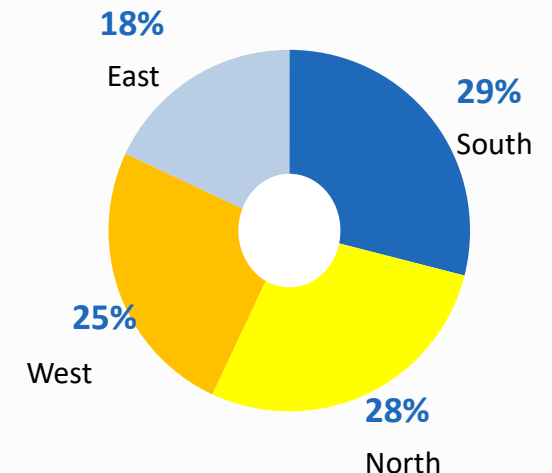
By Product



By Regions



By Geographies



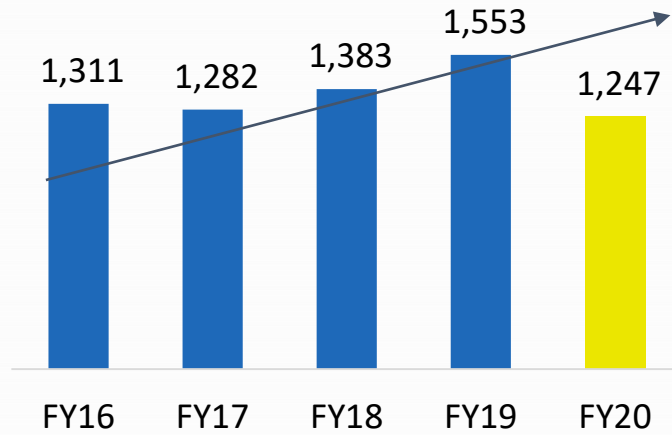
Leader in various states such as AP, Telangana MP, Chhattisgarh, UP and Jharkhand
Second in Karnataka, Delhi, Maharashtra, Bihar, Rajasthan and Uttaranchal, among others

Lighting & Consumer Segment

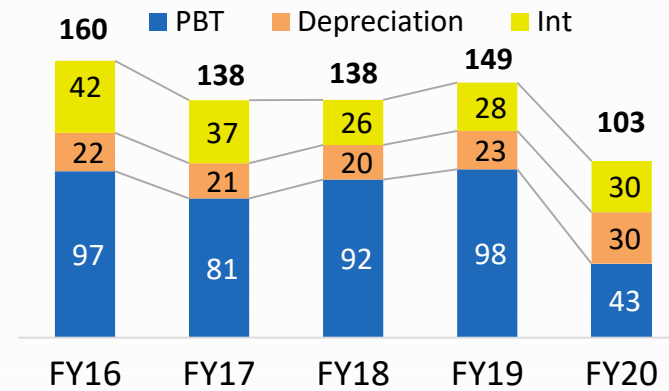
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(INR in Crores)

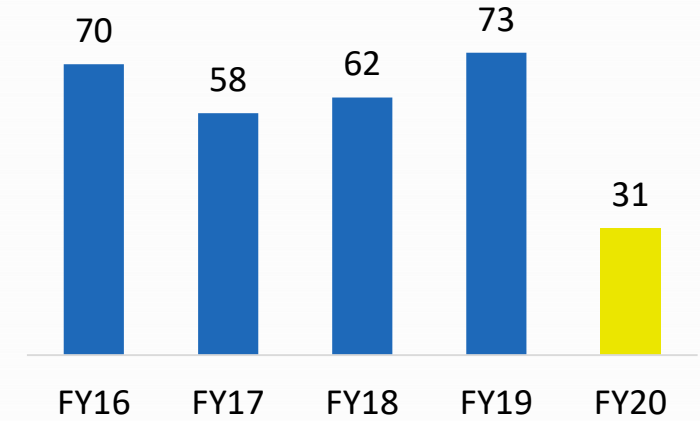
Revenue



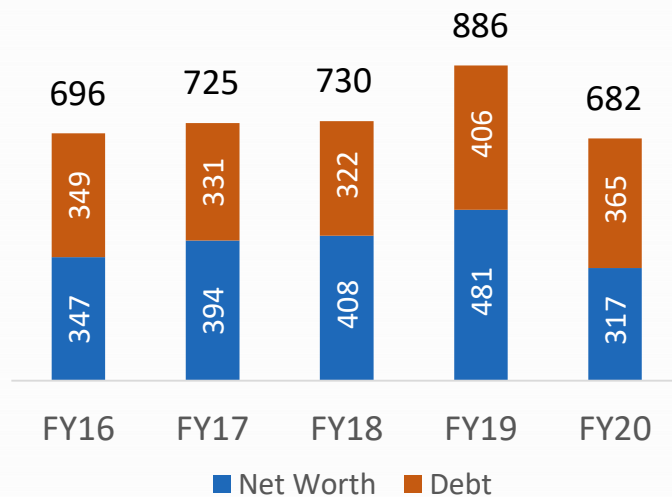
EBITDA



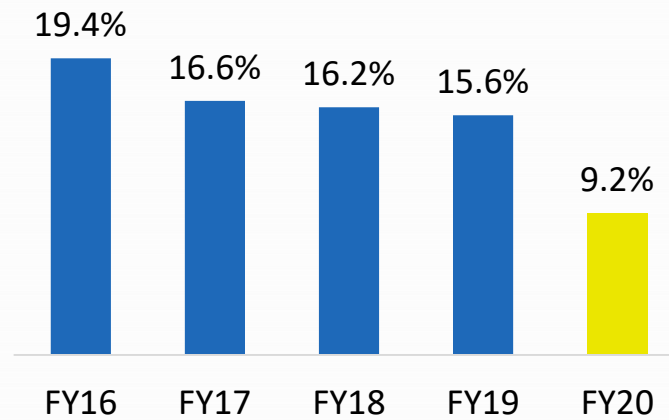
PAT



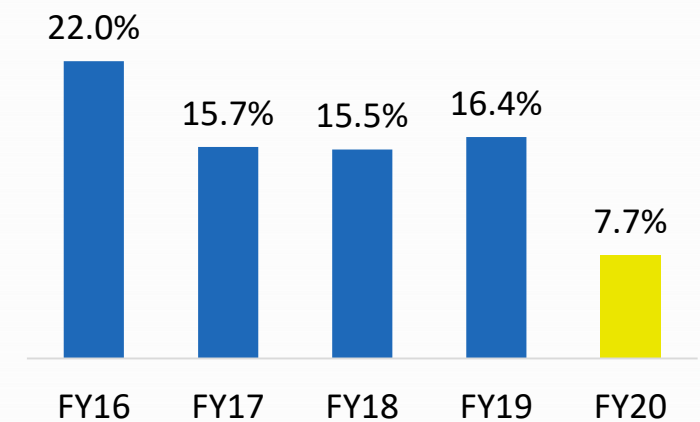
Capital Employed



ROCE



ROE



- Indian Lighting Industry grew massively in LED lighting (with major drop in conventional lighting) and is estimated to touch USD 5 billion, multifold growth in next 5 years.
- With 100 Smart Cities underway, India is moving towards Futuristic Smart Intelligent Lighting.
- State Governments to focus on independent projects.
- Reducing dependence on China for components will be favorable for domestic manufacturers.
- Strong opportunities from Government's 'Make in India' drive.
- LED pricing on increasing trend now.
- Replacement warranty reduced from 2 years to 1 year, consequently replacement cost shall reduce.

Monumental Lighting in Leh Fort



Illuminating the Kumbh Mela 2019



Transition in Lighting & Consumer Durables Segment

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Sl No	Particular	FY 2015-16		FY 2016-17		FY 2018-19		FY 2019-20	
		Sales	EBIDTA	Sales	EBIDTA	Sales	EBIDTA	Sales	EBIDTA
1	LED- Trade	12%	20%	24%	18%	38%	14%	49%	11%
2	LED-EESL	7%	8%	11%	12%	21%	11%	8% ↓	8%
	Total LED (1 + 2)	19%	16%	35%	16%	60%	13%	56%	11%
3	CFL (Peak Sale Rs. 374 Cr.)	24%	11%	10%	1%	2%	-	1% ↓	-
4	Conventional	42%	12%	35%	10%	22%	4%	22% ↓	3%
5	Consumer Durables	14%	9%	19%	7%	17%	7%	21% ↑	7%
	Grand Total (1 to 5)	100%	12%	100%	11%	100%	10%	100%	8%

Navigated the transition phase of lighting and maintained leadership position by growth in LED lighting and also venturing into consumer durables. Post unlocking, witnessing double digit growth in revenue and substantial EBITDA improvement.

Value accretive strategies and outcomes

Strategies

Outcomes

Establishment of the R&D Centre

Growth in LED business, aligned portfolio with market opportunities and manufacture value-added new generation LEDs in-house along with LED Façade & Solar Lighting

Inclusion of consumer durables (fans and electrical appliances)

Leveraged existing distribution and retailer network leading to additional revenue stream.

Channel financing without recourse

Helped dealers and deleveraged the Company

Lower capex and reducing share of institutional sales

SLNP 28% and UJALA LED 15% Strong operating cash flows.

GTM Approach

Market mapping and Sales Force Automation

Quality improvements and focusing on R&D, component modifications and vendor terms

Reduced warranty costs



PVC Pipes – Offering Sizeable Business Opportunities

SURYA



Applications:
Housing, irrigation, infrastructure, drainage and chemical transportation, among others.

17% revenue growth in FY20, Rs. 562 mn as compared to Rs. 481 mn in FY19.

The Company has already crossed approximately 70% utilisation in June 2020 and is further exploring possibilities of expanding capacities.

Sizeable business opportunity with Strong Branding of 'Prakash Surya' and Distribution Network.

Completed capacity expansion by 3,000 MTPA, reaching upto 8,200 MTPA to reach out beyond the Northern India.

Ongoing awareness for 'Swachh Bharat', 'Affordable Clean Drinking Water Supply' as well as schemes like 'Har Ghar Nal Ka Jal'.

**CPVC UPVC AGRI SWR COLUMN
PIPES & FITTINGS**

Enhancing Brand Visibility

SURYA

Principal Sponsor Rajasthan Royals,
IPL 2019



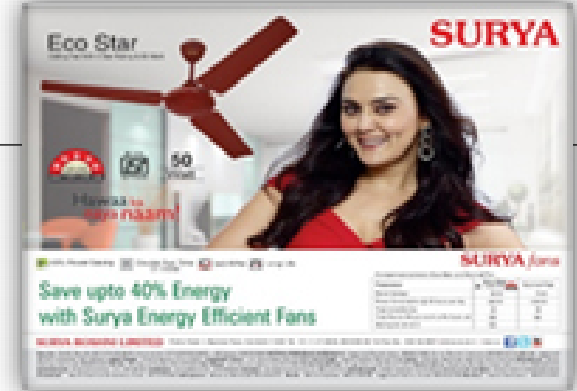
Scan to view the AD



Light India Show 2018, New Delhi



Surya Fans Print Ad with celebrity



Atmanirbhar Bharat Television Ad



Atmanirbhar Bharat Print Ad



Dealer Conference, Singapore Cruise



Strong Core Values

CORE VALUES



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, optimised 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



Naturopathy and yoga



Personality Development



Our dedicated CSR arm **Surya Foundation**, discharges responsibilities in the fields of health, skill development and education.

Our Experienced Management Team

SURYA



Mr. Jai Prakash Agarwal

Promoter and Executive Chairman

Mr. Agarwal is the driving force behind creating Surya as one of the most reputed, trusted and successful companies in both business verticals viz. Steel Pipe & Strips and Lighting & Consumer Durables. He has been honored with highly prestigious Padma Shree Award for his distinguished years of service in the field of Trade and Industry by Govt. of India.



Mr. Raju Bista

Managing Director

Mr. Bista has an overall experience of over a decade at the senior management level. Under his dynamic leadership, the company has successfully forayed into the fans and home appliances segment. His discipline, dedication, visionary power and relentless efforts has helped the company in achieving new heights. He is additionally the President of ELCOMA and a Member of Parliament.



Mr. R. N. Maloo

Executive Director & Group CFO

Mr. Maloo is a qualified CA with 33 years of experience in corporate affairs, finance, commercial and taxation roles. He has held CFO positions in multiple renowned companies and was also in CA in Practice as Partner in renowned CA Firm M/s Kalani & Co, Jaipur, Rajasthan.



Mr. Tarun Baldua

CEO Steel Operations

Mr. Baldua is a qualified CA with 34 years of experience in Commercial , operational and administrative roles across several Businesses. He is also Vice President of Indian Pipe Manufacturers Association (IPMA).



Mr. Nirupam Sahay

ED & CEO Lighting Operations

Mr. Sahay is an MBA from NMIMS Mumbai, with a career spanning over 26 years and has served as Senior V.P. and Global business leader (Global Consumer lamps business and before that as President and CEO Philips Lighting (Indian sub co.). He was also president of ELCOMA from 2012-2014.

Clients & Customers



Disclaimer

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Thank You

Surya Roshni Limited

Regd. Office

Prakash Nagar, Sankhol Bahadurgarh Distt. Jhajjar, Haryana: 124 507

CIN: L31501HR1973PLC007543

Corporate Office

Padma Tower - 1, Rajendra Place, New Delhi - 110008 (INDIA)

Ph: +91-11 47108000

Fax no: +91-11 25789560

Website

www.surya.co.in

Contact Detail

B.B. Singhal: +91 9810123337

Tarun Goel: +91 9810248348