SOLAR INDUSTRIES INDIA LIMITED

# Investor Update
# Q3 FY15

*Spreading Wings*

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# Financials – Q3FY15

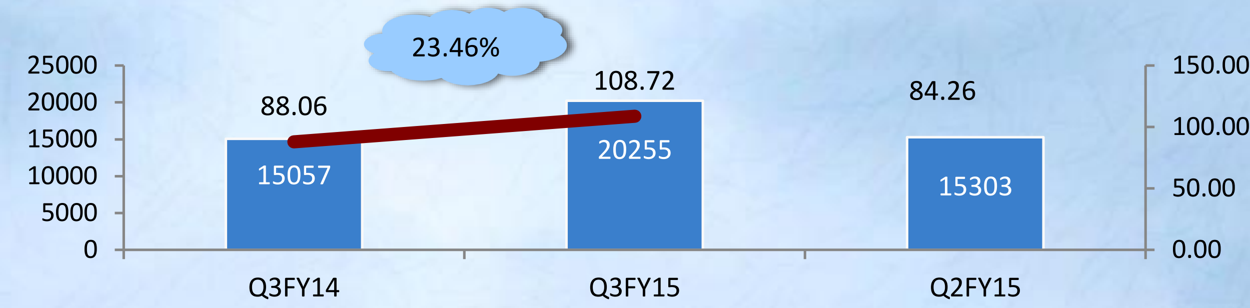
| Consolidated | Rs. In Crores | Column1 | Column2 | *Column3* | % of Net Sales | Column4 | Column5 | *Column6* |
|---|---|---|---|---|---|---|---|---|
| | Q2FY15 | Q3FY15 | Q3FY14 | *% Change* | Q2FY15 | Q3FY15 | Q3FY14 | *% Change* |
| Gross Sales | 317.64 | 346.48 | 305.25 | *13.51%* | | | | |
| Manufacturing | 317.64 | 346.48 | 305.25 | *13.51%* | | | | |
| AN Trading | 0.00 | 0.00 | 0.00 | *0.00%* | | | | |
| Net Sales | 294.58 | 318.80 | 283.26 | *12.55%* | | | | |
| EBIDTA | 60.16 | 61.11 | 55.27 | *10.56%* | 20.43% | 19.17% | 19.51% | *-0.34%* |
| Interest/ Fin | 4.65 | 5.26 | 6.19 | *-14.95%* | 1.58% | 1.65% | 2.18% | *-0.53%* |
| Depreciation | 6.79 | 6.61 | 5.88 | *12.27%* | 2.31% | 2.07% | 2.08% | *-0.01%* |
| Exceptional | 2.50 | 2.50 | 0.00 | *0.00%* | 0.85% | 0.78% | 0.00% | *0.78%* |
| PBT | 46.22 | 46.74 | 43.19 | *8.20%* | 15.69% | 14.66% | 15.25% | *-0.59%* |
| Tax | 11.55 | 9.79 | 11.54 | *-15.18%* | 25.00% | 20.95% | 26.72% | *-5.77%* |
| MI | 2.42 | 1.58 | 2.58 | *-38.99%* | 0.82% | 0.49% | 0.91% | *-0.42%* |
| PAT after MI | 32.25 | 35.37 | 29.07 | *21.68%* | 10.95% | 11.09% | 10.26% | *0.83%* |

# Highlights – Q3FY15

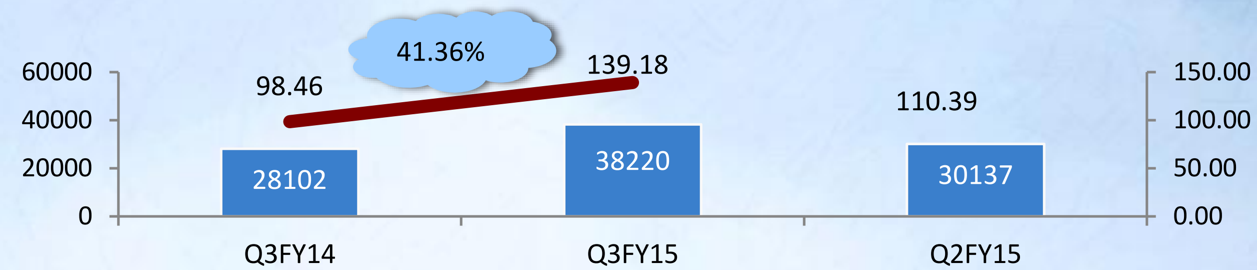
- Net Sales increased by 12.55% in Q3FY15 as compared to Q3FY14.
- Net Profit increased by 21.68% in Q3FY15 as compared to Q3FY14.
- EBITDA increased by 10.56% in Q3FY15 as compared to Q3FY14.
- Our Sales are affected by Rs 15.53 Crs, EBITA by Rs 2.10 Crs & PAT by 1.22 Crs due to currency Devaluation of Nigeria, Zambia & Turkey.

# Product Wise Quantity & Value Break-Up (Q3FY15)

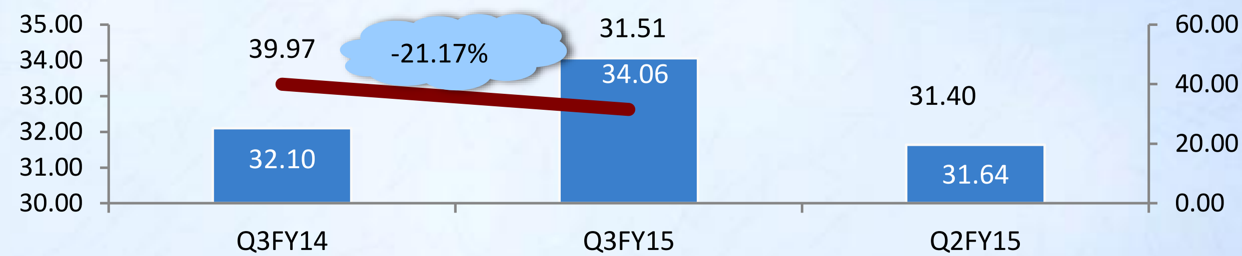
Cartridge



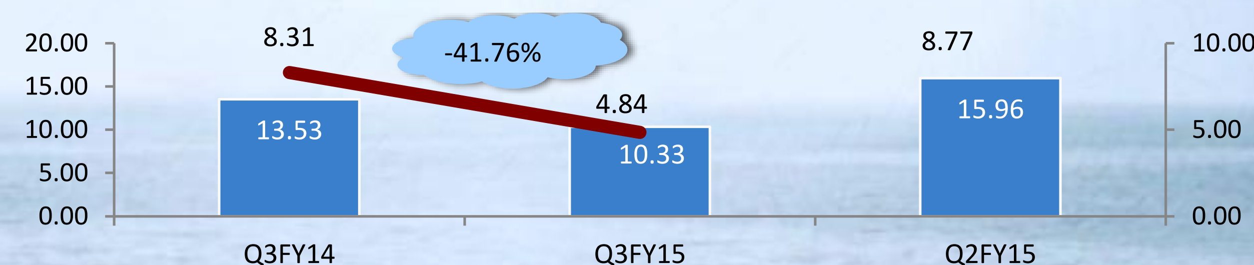

Bulk



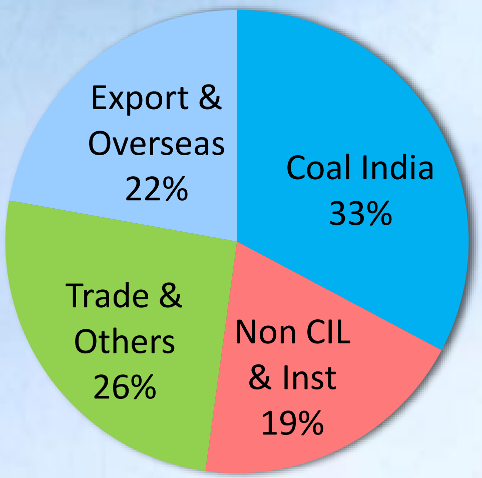

Detonator



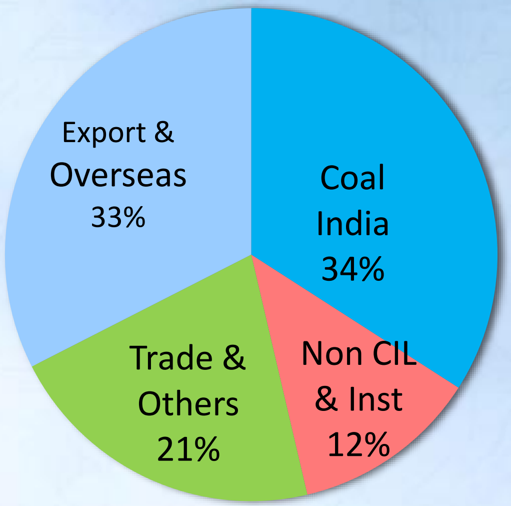

D - Fuse



# Customer Bifurcation (Q3FY15)




**Q3 FY15**




**Q3 FY14**

| (Rs. Crore) | Q3FY15 | Q3FY14 | Q2FY15 |
|---|---|---|---|
| Coal India | 113.76 | 104.03 | 94.80 |
| Non CIL & Inst | 67.38 | 37.42 | 59.23 |
| Trade & Others | 88.42 | 64.60 | 65.21 |
| AN Trading | 0.00 | 0.00 | 0.00 |
| Export & Overseas | 76.92 | 99.20 | 98.40 |
| Total | 346.48 | 305.25 | 317.64 |

# Overview

**Domestic** - The civil construction for our Bulk Plant at **Barbil** and **Kota** is completed. Expected to start production in Q4FY15.

**Overseas** - Our Overseas Subsidiaries are running smoothly. The Turnover of the Subsidiaries for 9MFY15 is Rs 241.74 Crs against 9MFY15 is Rs 165.45 Crs

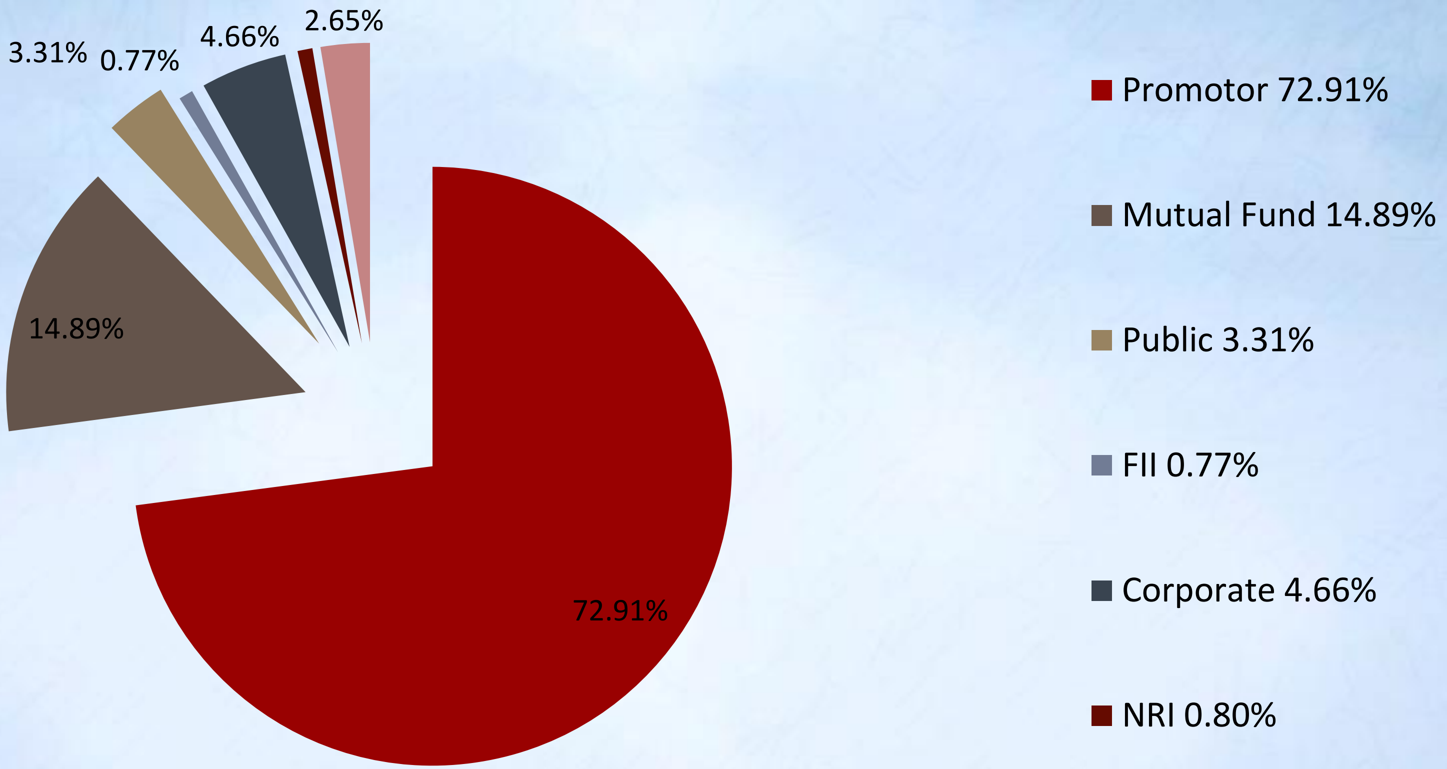
**HMX** - Following Tenders / Enquiries have been received:

| Product | Enquiry Qty | Buyer | Tenor | Order Expected |
|---|---|---|---|---|
| HMX - OCTOL | 10 MT | Ordinance Factory, Khamaria | 1 Year | Q4FY15 |
| HMX | 3 MT | TBRL, Chandigarh | 2 Years | Order Received |

**Propellants** –

- We have participated in Limited tender floated by Ordinance Factory, Chanda to supply 500 units of Pinaka Propellants. We expect order to be finalised in Q4FY15.
- Participated in Tender to set-up a new plant for Bimodular Charge System (BMCS) at Nalanda. Technical offer evaluation process in progress by Ordnance Factory Board. Expected to be finalised in Q4FY15.
- Company has invested Rs 160.39 Crs in defence project against the planned capex of Rs 220 Crs.

# Shareholding (as of Dec 2014 )



# WHO WE ARE

# We are...

Largest manufacturer of Industrial Explosives and Initiating Systems in India

Largest Cartridge manufacturing facility in a single location, globally

One of the largest Manufacturing Facilities of Detonating Cord and Cast Boosters in the world

**30%**
share of domestic market in 2014

**60%**
market share in industrial explosive exports from India in 2014

Complete product range with presence across the product value chain

India’s First Private company to obtain a license for setting up manufacturing facilities of HMX

Commissioned manufacturing facilities for Propellants and HMX

# Milestones

**1984**
Commenced business as a Trader in Explosives

**1996**
Started production of explosives with a license capacity of 6000 MT

**1998**
Commenced production of Detonators

**2000**
Started plants in Waidhan for production of bulk explosives

**2001**
Imported first Cartridge manufacturing machine from USA

**2002-05**

- Started exporting and slowly gained acceptance in International market.
- Introduced Cast boosters and PETN in the product portfolio
- Established another bulk explosive unit in Chandrapur with 7750 MT capacity

**2006**
Initial public offer; gets listed

**2007-14**

- Expands domestic operations to19 locations
- Starts exporting to 25 countries
- Manufacturing units in Zambia ,Nigeria & Turkey
- Expansion in Zambia
- Sets up manufacturing facilities of HMX & Propellant

# Product Range & Licensed Capacities

### Bulk explosives

**2,16,107 MT**

Licensed capacity Installed across locations in India

Locational proximity to the mines

**All units located at 50-60 kms radius from the major mining regions**

**Largest manufacturing capacity in India**


### Cartridge explosives

**74,655 T**

Licensed capacity installed in **Nagpur**

**Largest cartridge manufacturing facility at a single location in the world**

### Detonators

**190 Mi Pcs.**

Well poised to cater to rising demand from Indian and overseas mining & infrastructure Industries

Among the larger manufacturing Capacities in India

### Detonating Cord

**75 Mi Mtrs.**

Licensed capacity installed in **Nagpur**

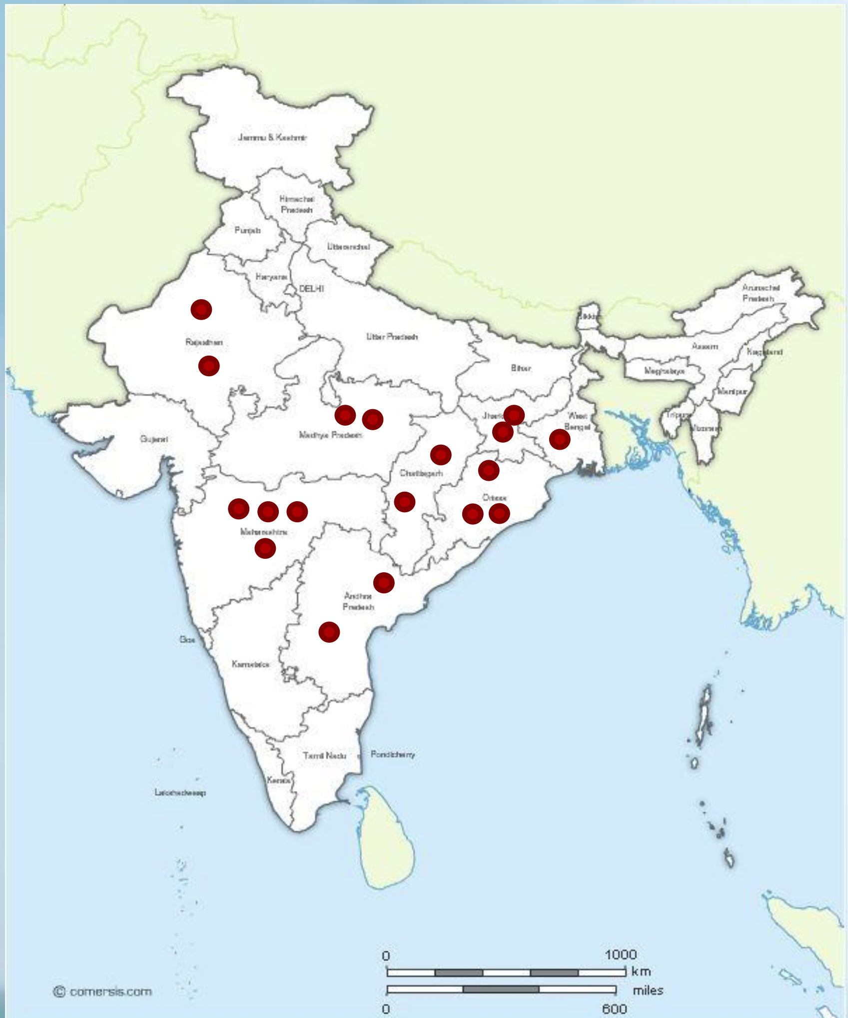
**Largest manufacturing facility In India**

### Cast Boosters

**1500 MT**

**Largest manufacturing facility In India**

# Our Domestic Presence



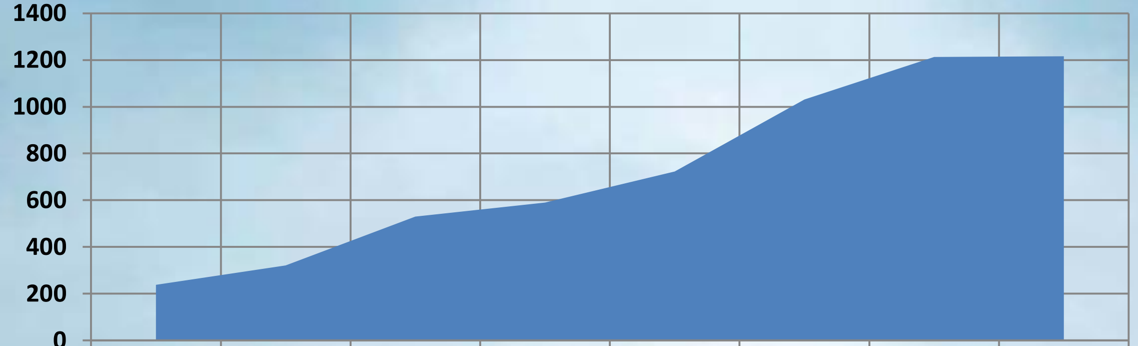

| No. of Plants | State | Clients served |
|---|---|---|
| 4 | Maharashtra | 1. Western Coalfield Ltd.<br>2. SCCL |
| 2 | MP | 1. Northern Coalfield Ltd<br>2. Reliance power (sasan) |
| 2 | Chattisgarh | 1. South Eastern Coalfiel Ltd.<br>2. Jindal Power, Sharda energy, Lafarge, Parsak (Adani group) |
| 2 | Jharkhand | 1. Tisco<br>2. Central Coalfield Ltd, Bharat Coking Coalfield Ltd . |
| **3** | Odhisha | 1. Mahanadi Coalfield Ltd.<br>2. Tisco |
| 2 | AP | 1.SCCL<br>2.Kothagundam |
| **2** | Rajasthan | Hindustan Zinc, Jindal Saw |
| 1 | West Bengal | Eastern Coalfield Ltd |

● Existing facilities

Nagpur facility supplies cartridge explosives and detonators all over India. The rest of the plants supply bulk explosives in their resp. states

# Our Journey in Numbers

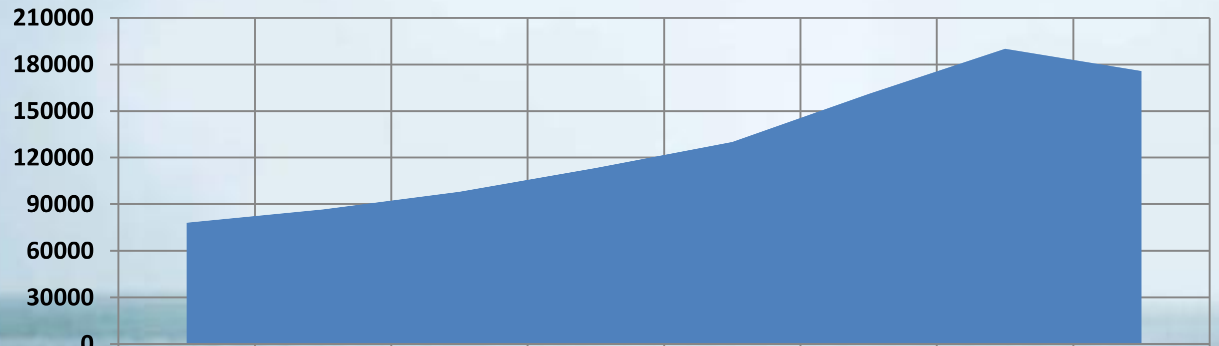
## Revenues




| | FY07 | FY08 | FY09 | FY10 | FY11 | FY12 | FY13 | FY14 |
|---|---|---|---|---|---|---|---|---|
| Revenues (Rs. Crs.) | 238 | 321 | 530 | 590 | 723 | 1031 | 1213 | 1216 |

**Overseas manufacturing in 3 countries Nigeria, Zambia & Turkey**

## Volumes

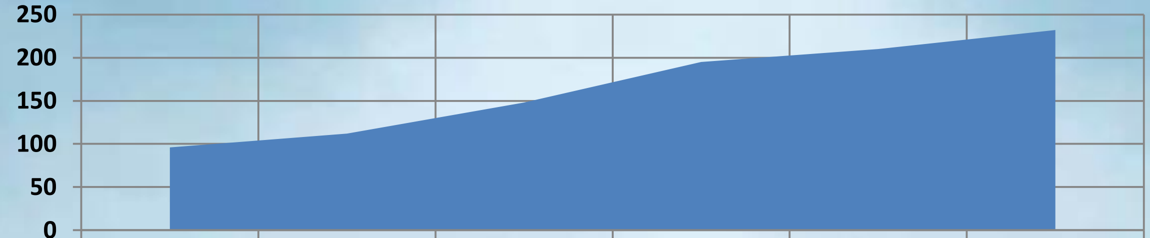



| | FY07 | FY08 | FY09 | FY10 | FY11 | FY12 | FY13 | FY14 |
|---|---|---|---|---|---|---|---|---|
| Volumes (MT) | 78095 | 86659 | 98024 | 113345 | 130086 | 161033 | 190091 | 175764 |

**Exports to 25+ countries**

# Our Journey in Numbers

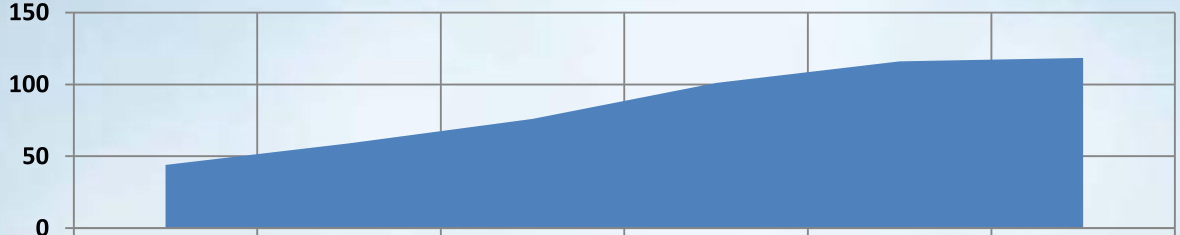
## EBITDA




| | FY09 | FY10 | FY11 | FY12 | FY13 | FY14 |
|---|---|---|---|---|---|---|
| EBIDTA (Rs. Crs.) | 96 | 112 | 148 | 195 | 210 | 232 |

**+19% CAGR**

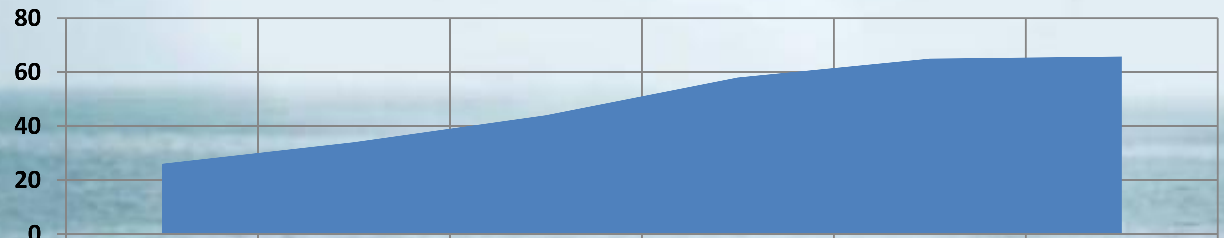
## PAT




| | FY09 | FY10 | FY11 | FY12 | FY13 | FY14 |
|---|---|---|---|---|---|---|
| PAT (Rs. Crs.) | 44 | 59 | 76 | 101 | 116 | 118.4 |

**+22% CAGR**

## EPS




| | FY09 | FY10 | FY11 | FY12 | FY13 | FY14 |
|---|---|---|---|---|---|---|
| EPS (Rs.) | 26 | 34 | 44 | 58 | 65 | 65.78 |

**+20% CAGR**

# THANK YOU!!!

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