SOLAR

Q3FY17 Presentation

14th Feb, 2017

Sales

A 12.32% Growth Y-o-Y from ₹412.68Cr in Q3FY16 to ₹463.53Cr in Q3FY17

COAL

A 35% increase in sales to CIL and SCCL combined.

EBIDTA

A 2.72% Growth Y-o-Y from ₹79.33Cr in Q3FY16 to ₹81.49Cr in Q3FY17

PAT

A 14.45% Growth Y-o-Y from ₹41.52Cr in Q3FY16 to ₹47.52Cr in Q3FY17

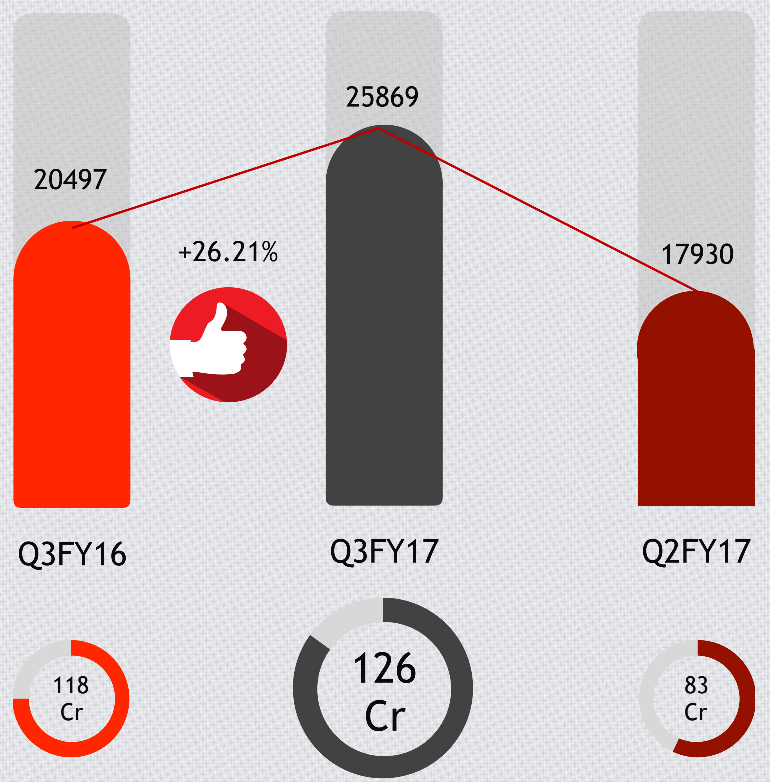
QUARTERLY FINANCIALS

SOLAR

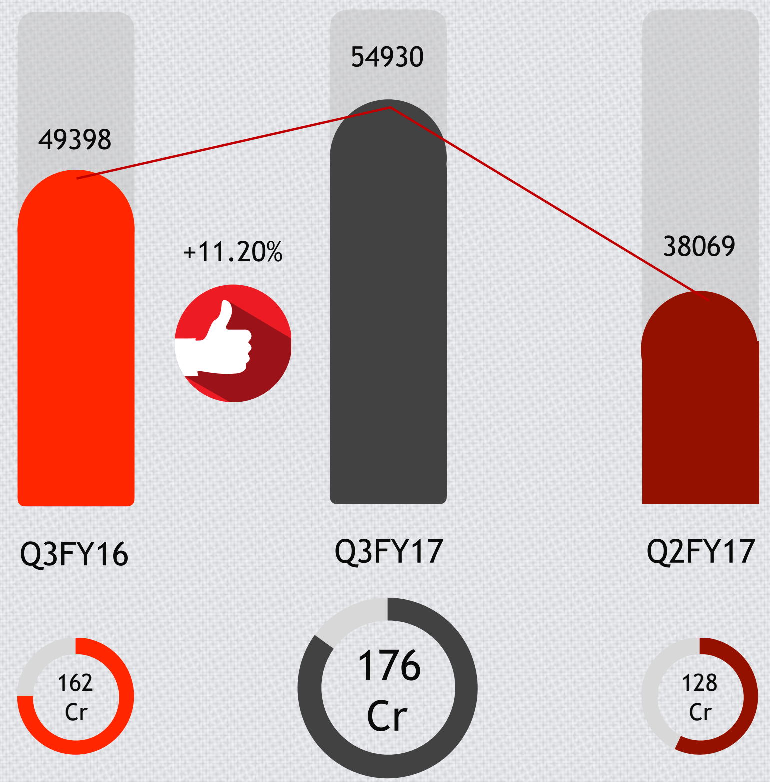
	Rs. In Crores				% of Net Sales			
	Q2FY17	Q3FY17	Q3FY16	% Change	Q2FY17	Q3FY17	Q3FY16	% Change
Gross Sales	348.79	463.53	412.68	12.32%				
Net Sales	326.19	430.75	380.73	13.14%				
EBIDTA	69.57	81.49	79.33	2.72%	21.33%	18.92%	20.84%	(1.92)
Interest/ Fin	7.30	6.76	4.72	43.22%	2.24%	1.57%	1.24%%	0.33
Depreciation	9.81	9.48	7.94	19.40%	3.01%	2.20%	2.09%%	0.11
PBT	52.46	65.25	66.67	(2.13%)	16.08%	15.15%	17.51%	(2.36)
Tax	13.33	15.73	22.14	(28.95%)	25.41%	24.11%	33.21%	(9.10)
MI	2.20	1.95	3.01	(35.22%)	-	-	-	-
PAT After MI	36.89	47.52	41.52	14.45%	11.31%	11.03%	10.91%	0.12

QUANTITY ANALYSIS

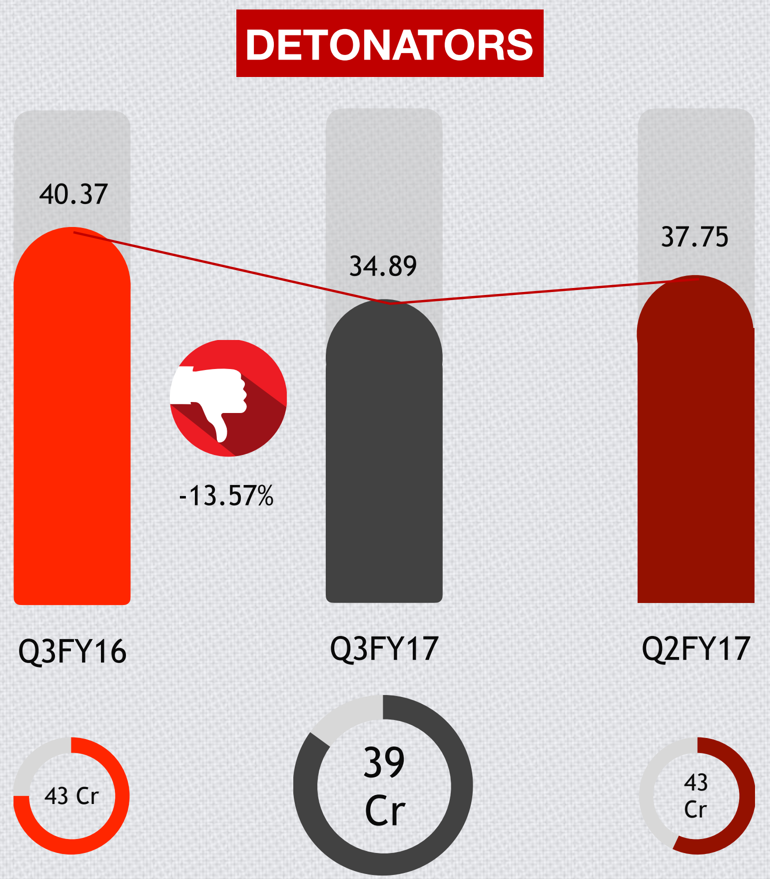
CARTRIDGE EXPLOSIVES

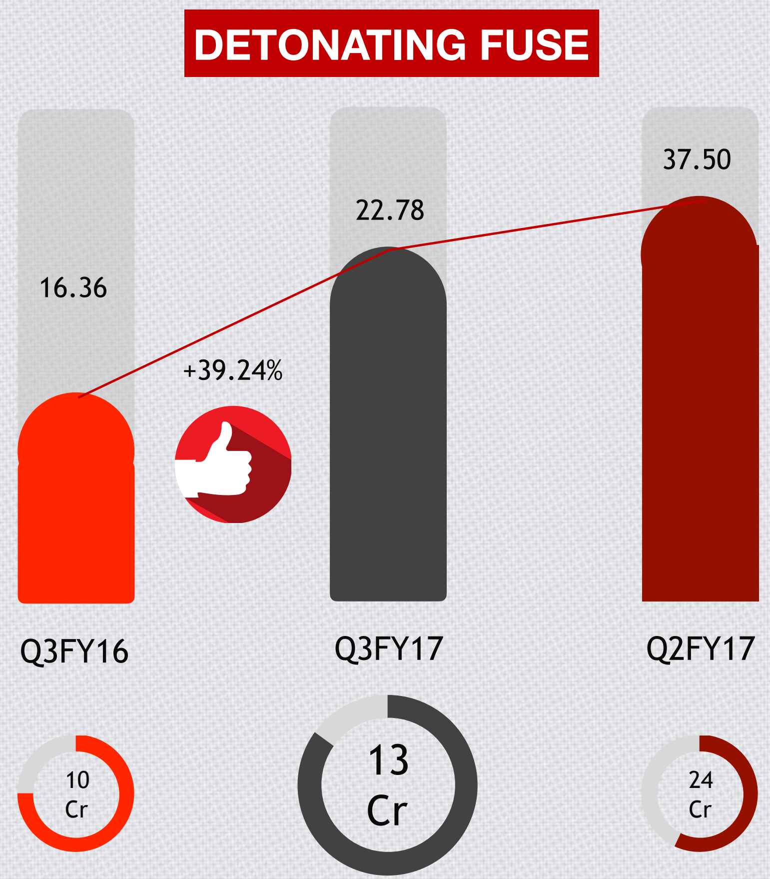


BULK EXPLOSIVES



QUANTITY ANALYSIS

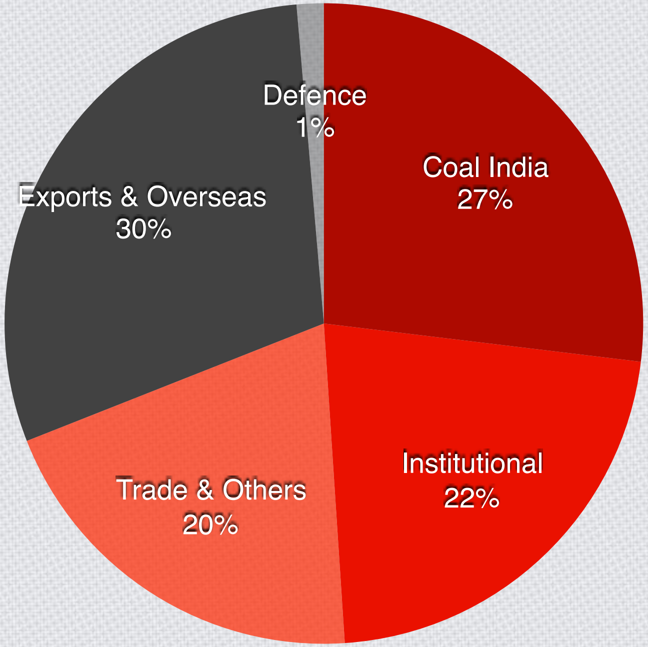




Cost Break Up

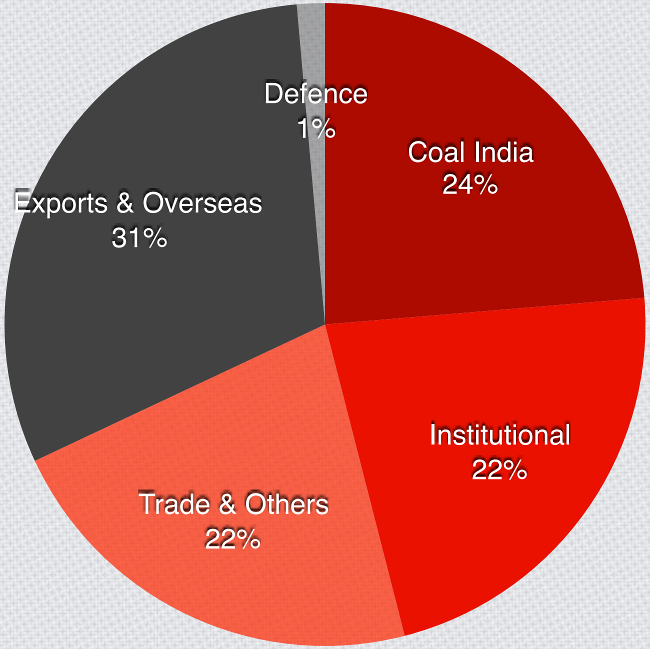
Q3FY17		Change	Q3FY16	
Employee Cost	6.04%	0.12	5.92%	Employee Cost
Material Consumed	57.25%	0.77	56.48%	Material Consumed
Other Exp	18.73%	1.26	17.47%	Other Exp
Finance	1.57%	0.33	1.24%	Finance

CUSTOMER



Q3FY17

Customer	Q3FY17	Q3FY16	Change%
CIL	124.71	96.94	29%
Institutional	102.20	92.34	11%
Trade & Others	93.03	91.13	2%
Exports & Overseas	137.22	126.44	9%
Defence	6.35	5.83	9%
Total	463.53	412.68	12%



Q3FY16

Overseas

Overseas

Combined Sales of Turkey, Nigeria and Zambia of ₹102.67 Cr in Q3FY17 as against ₹92.17 Cr in Q3FY16. An Increase of 11%.

South Africa

Manufacturing license received. Commercial production will commence from March 2017.

Defence

Order Book

We have received additional order of ₹30 crores, bringing the total order book to ₹102 Crs. More orders are in Pipeline.

Sale

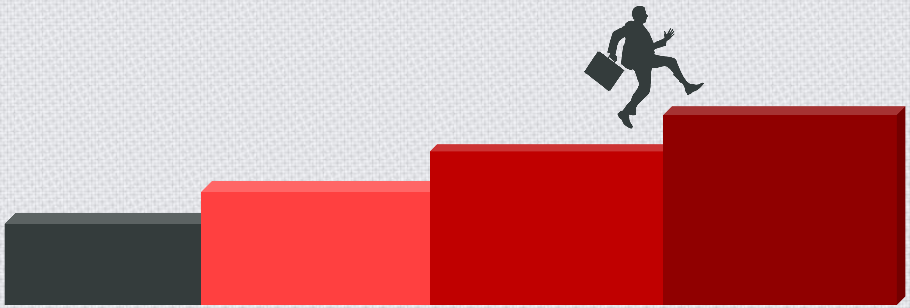
The 9MFY17 sale to defence sector has been ₹8.82Crs.

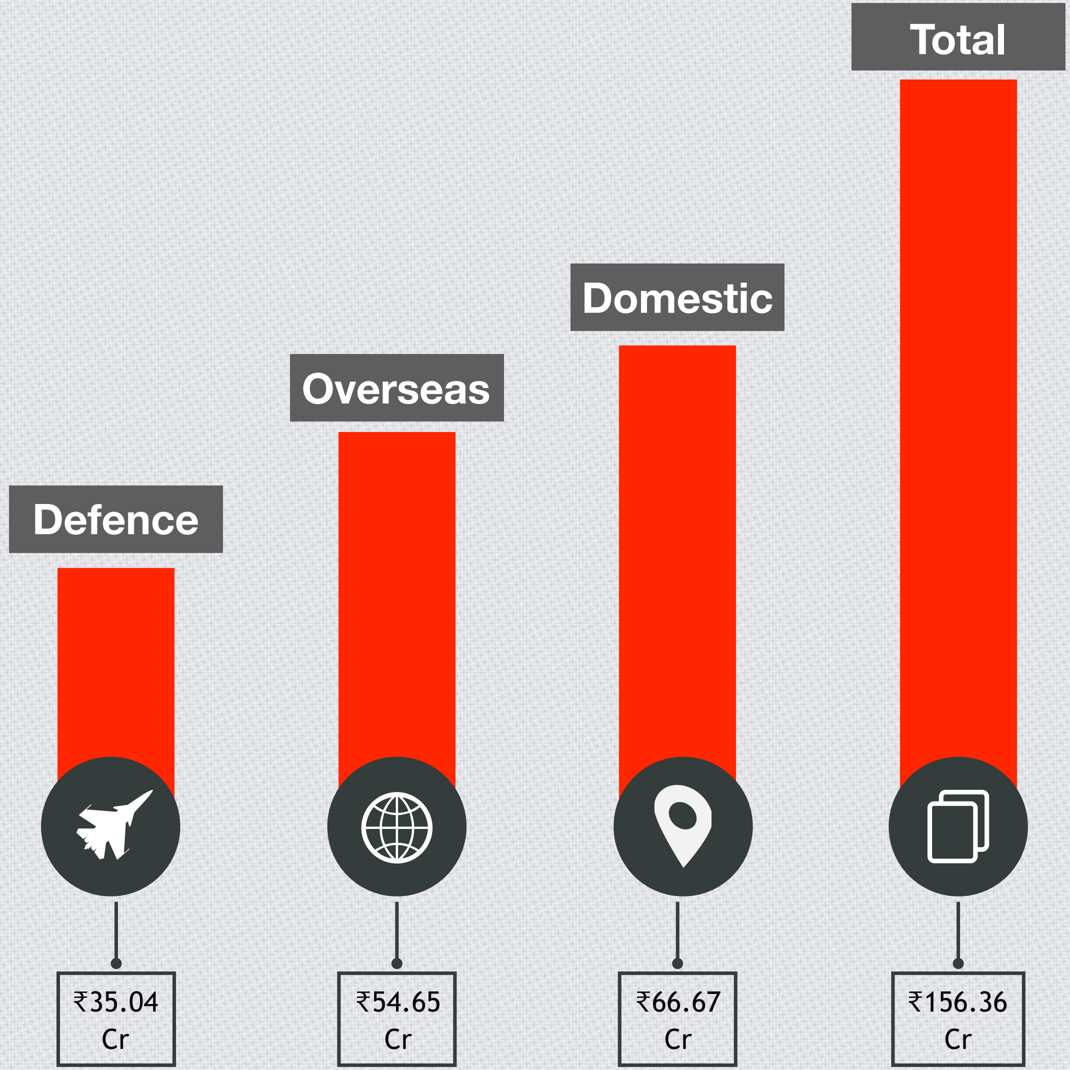
Estimated FY17 Sale

We estimate the 2016-17 year ending sale of ₹20 Crs.

CAPEX

We have done a total CAPEX of ₹156.36Cr in 9MFY17. The total plan for the year is ₹175Cr.





SAFETY & HR

Training

35 Supervisor/ Executive

575 Operators

Personnel

465 Supervisor/ Executive

9786 Operators

Man Hours

883 Supervisor/ Executive

9357 Operators

0

Reportable injury

1.83

Mn Accident Free Man Hours Worked Since last lost time

STATUTORY & REGULATORY

ONE

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

TWO

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

THREE

During the quarter, the company has not received any complaint from shareholder.

FOUR

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.

FIVE

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

SOLAR

- 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 13(3)
- Intimation of Board meeting under Regulation 29(1)(a)
- Financial Results and Limited Review Report as per Regulation 33.

SHAREHOLDING

Promoters- 72.98%

FII- 1.39%

Mutual Funds- 18.45%

Corporate- 0.61%

Public- 3.49%

Others- 3.08%

Mutual Funds

SBI-MF (6.13), HDFC (4.82) Kotak Fund (1.77),DSP Rock (1.77), Tata Fund (1.02), ICICI (1.26) Birla Sun life (0.80).

FII

Kotak Global Funds (0.20), Nomura Singapore Ltd (0.14), Fidelity Hong Kong (0.05)

Others

ICICI Prudential Life Insurance (2.61)


SOLAR
THANK YOU