

Q1 FY18 Update

2nd August 2017

Overview

SALES

**A 14.21% Growth Y-o-Y from
₹439.60 Cr in Q1FY17 to
₹502.05 Cr in Q1FY18**



EBIDTA

**A 15.01 % Growth Y-o-Y
from ₹89.96 Cr in Q1FY17
to ₹103.46Cr in Q1FY18**



PAT

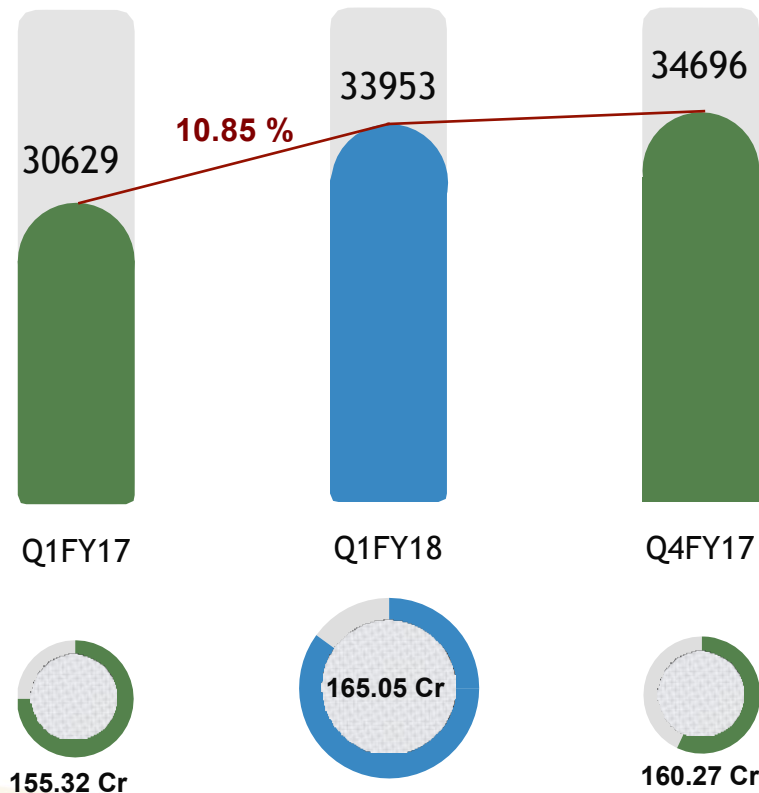
**A 16.28 % Growth Y-o-Y from
₹47.11Cr in Q1FY17
to ₹54.78Cr in Q1FY18**



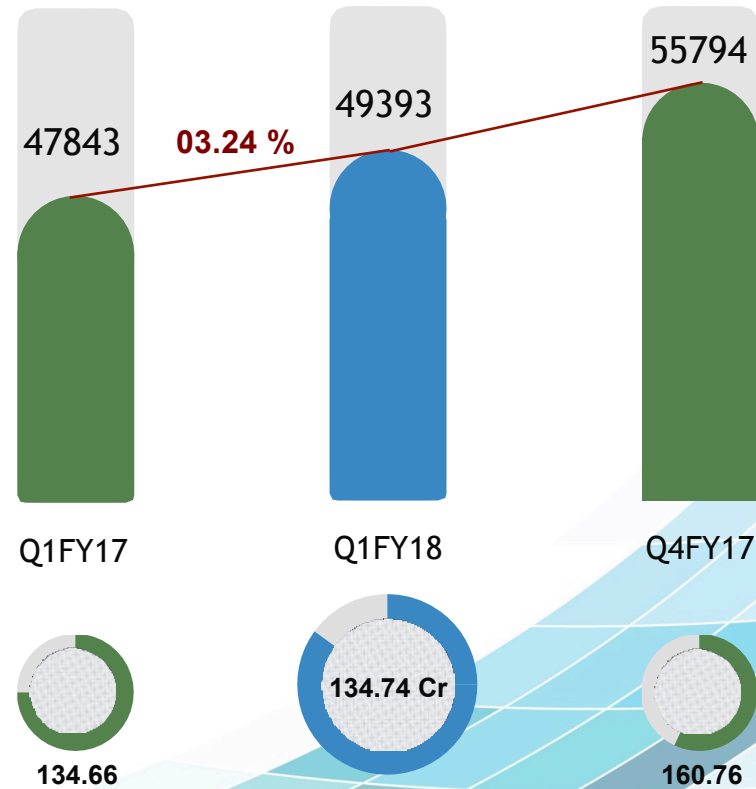
Quantity Analysis



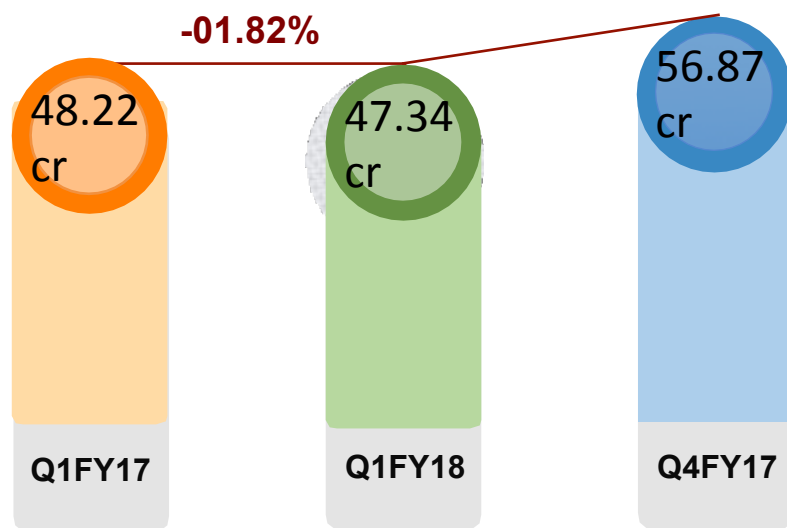
Packaged



Bulk

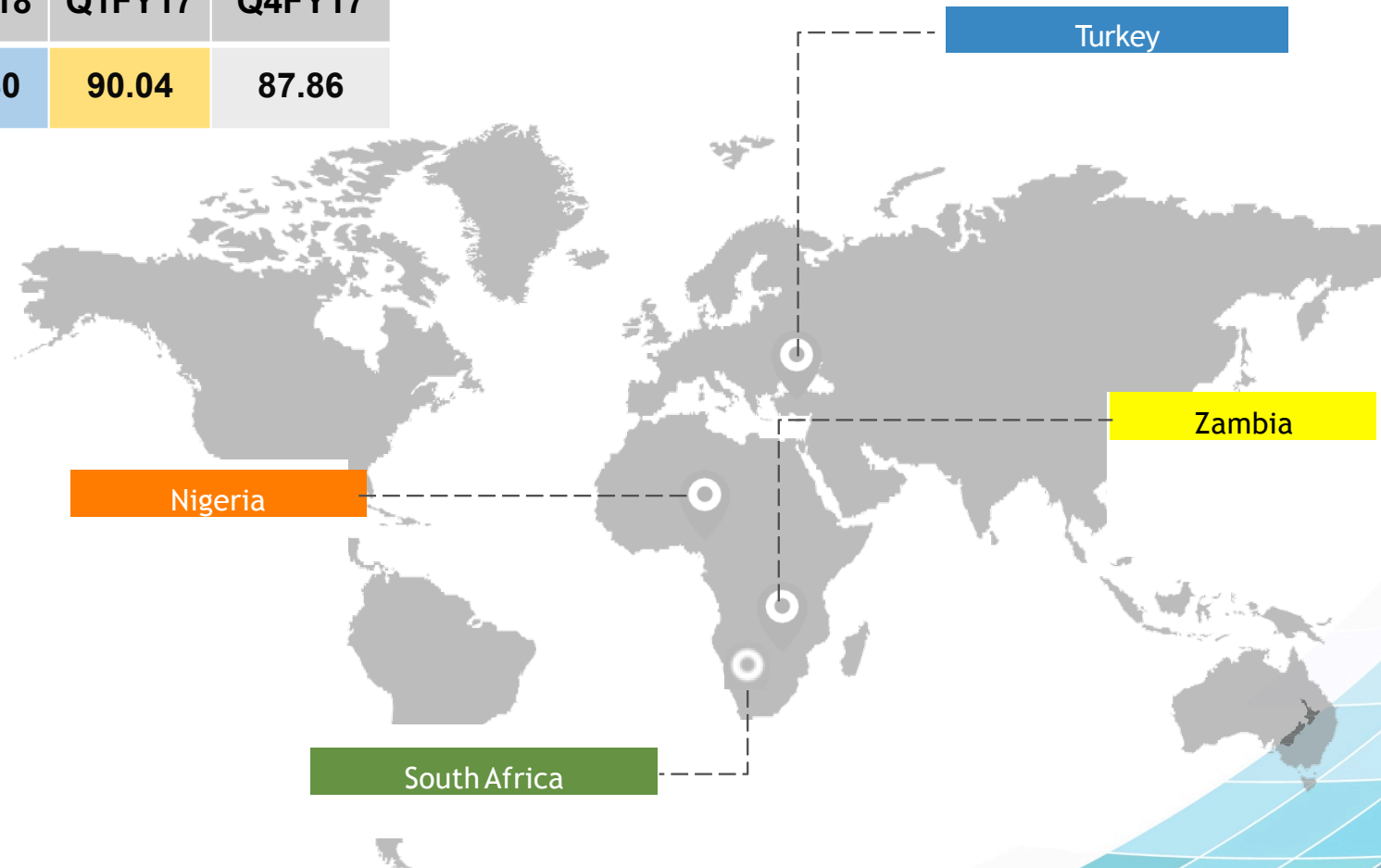


Initiating Systems



Overseas

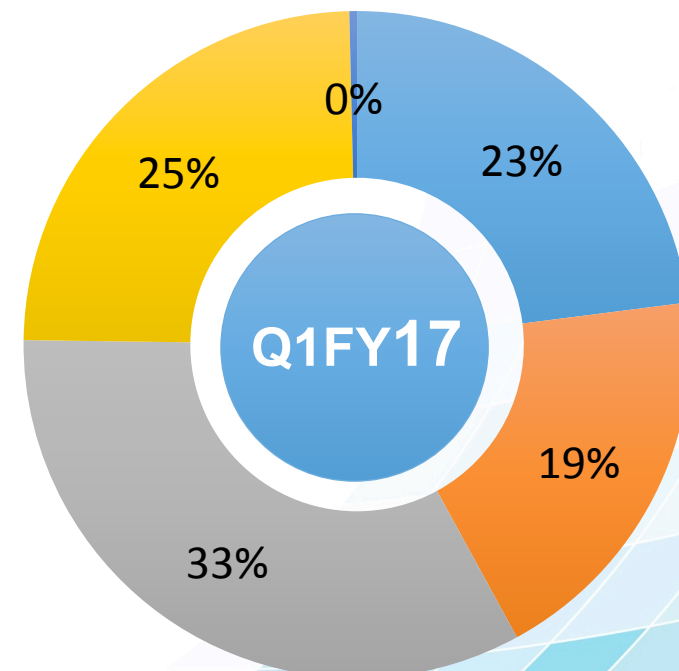
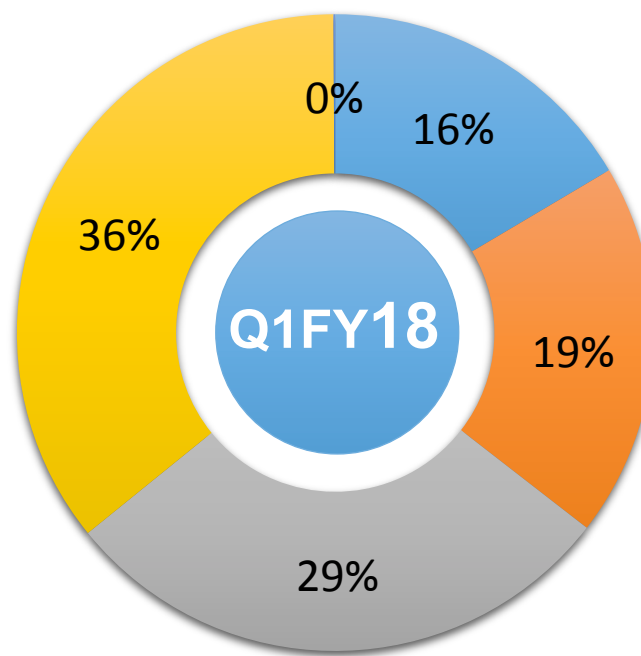
	Q1FY18	Q1FY17	Q4FY17
Turnover in Crs	141.80	90.04	87.86



Customers



Customer	Q1FY18	Q1FY17	Change%
CIL	82.74	101.05	-18 %
Institutional	95.50	83.78	14 %
Housing and Infra	143.87	145.81	-1 %
Exports & Overseas	179.48	107.33	67 %
Defence	0.45	1.63	-72 %
Total	502.04	439.60	14%



Quarterly Results

	Rs. In Crores				% of Net Sales			
	Q1FY18	Q4FY17	Q1FY17	% Change	Q1FY18	Q4FY17	Q1FY17	Change
Gross Sales	502.05	481.43	439.60	14.21%				
Net Sales	466.65	442.10	403.02	15.79%				
EBIDTA	103.46	93.99	89.96	15.01%	22.17%	21.26%	22.32%	(0.15)
Interest/ Fin	4.95	3.99	6.75	(26.67)%	1.06%	0.90%	1.67%	(0.61)
Depreciation	12.52	10.06	9.39	33.33%	2.68%	2.28%	2.33%	0.35
PBT	85.99	79.94	73.82	16.49%	18.43%	18.08%	18.32%	0.11
Tax	26.11	23.97	23.71	10.12%	30.36%	29.98%	32.12%	(1.75)
MI	5.10	1.04	3.00	70.00%	-	-	-	-
PAT After MI	54.78	54.93	47.11	16.28%	11.74%	12.42%	11.69%	0.05

Cost-Break-Up

Q1_{FY}18

Material Consumed

57.27%

↓ 2.92

60.19%

Employee Cost

7.67%

↑ 1.48

6.20%

Employee Cost

Other Exp

13.42%

↑ 1.33

12.08%

Other Exp

Finance

1.06%

↓ 0.61

1.67%

Finance

Defence



Order Book

The Order Book as-on-date stands at 140 Crs.



Target

We expect to cross 100 Crs this Financial Year.



We have done a total
CAPEX of ₹22.23 Cr in last 3 Months.

Loan Position

FY 2016-17		Q1 FY 18	
Working Capital	₹ 240.18	Working Capital	₹ 225.52
Domestic	₹ 83.89	Domestic	₹ 52.85
Overseas	₹ 156.29	Overseas	₹ 172.67
Long Term	₹ 239.55	Long Term	₹ 238.55
Domestic	₹ 208.67	Domestic	₹ 207.80
Overseas	₹ 30.88	Overseas	₹ 30.75
Total Debt	₹479.73	Total Debt	₹ 464.07
Cash & Investments	₹75.68	Cash & Investments	₹ 77.45
Net Debt	₹404.05	Net Debt	₹386.62



Thank You!

Solar Industries India Limited

Vision & Values

Our value-building
journey