



**SOLAR
INDUSTRIES
INDIA
LIMITED**

Investor Update Q2 FY15

*Spreading
Wings*





Quarterly Financials

Consolidated	Rs. in Crores				% of Net Sales			
	Q1FY15	Q2FY15	Q2FY14	% Change	Q1FY15	Q2FY15	Q2FY14	% Change
Gross Sales	373.47	317.64	272.79	16.44%				
Manufacturing	373.47	317.64	272.79	16.44%				
AN Trading	0.00	0.00	0.00	0.00%				
Net Sales	345.23	294.58	254.82	15.60%				
EBIDTA	70.41	60.16	45.99	30.83%	20.40%	20.43%	18.05%	2.38%
Interest/ Fin	4.67	4.65	4.43	4.97%	1.35%	1.58%	1.74%	-0.16%
Depreciation	6.64	6.79	5.45	24.59%	1.92%	2.30%	2.14%	0.16%
Exceptional	2.50	2.50	0.00	0.00%	0.72%	0.85%	0.00%	0.85%
PBT	56.60	46.22	36.11	28.03%	16.39%	15.69%	14.17%	1.52%
Tax	13.87	11.55	9.59	20.44%	24.51%	24.98%	26.56%	-1.58%
MI	3.05	2.42	2.31	4.76%	0.88%	0.82%	0.91%	-0.09%
PAT after MI	39.68	32.25	24.21	33.21%	11.49%	10.95%	9.50%	1.45%

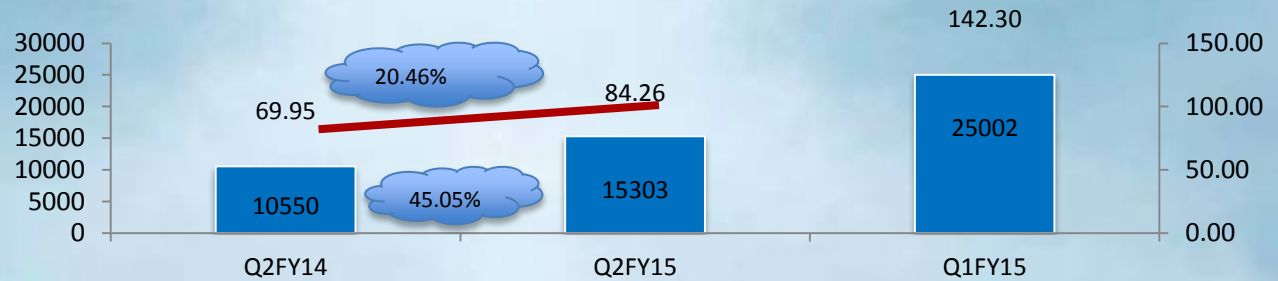


Highlights of 2nd Quarter

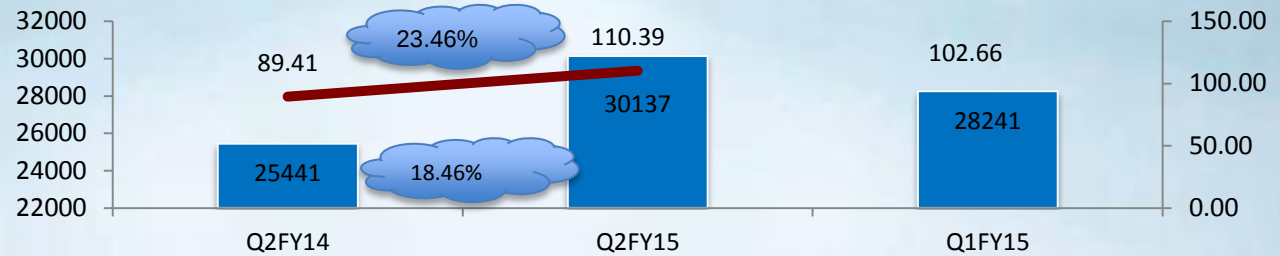
- ★ Net Sales increase by 15.60% in Q2FY15 as compared to Q2FY14.
- ★ Net Profit increase by 33.21% in Q2FY15 as compared to Q2FY14.
- ★ EBITDA increase by 30.85% in Q2FY15 as compared to Q2FY14.
- ★ The cumulative IIP growth in Mining during April-August 2014-15 has been 2.5% against the corresponding period of 2013-14.

Product Wise Quantity & Value Breakup

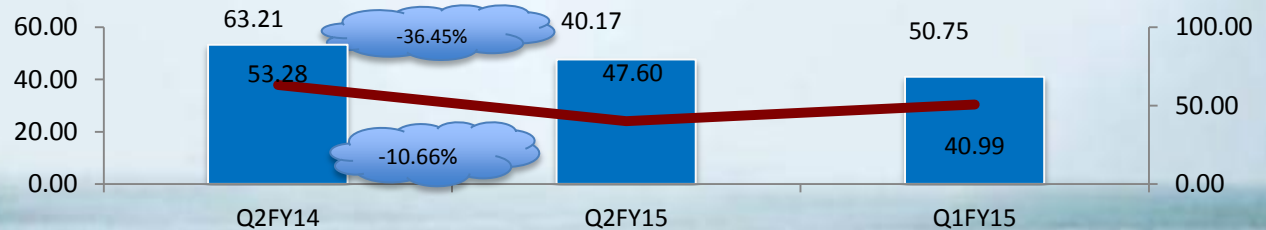
Cartridge



Bulk



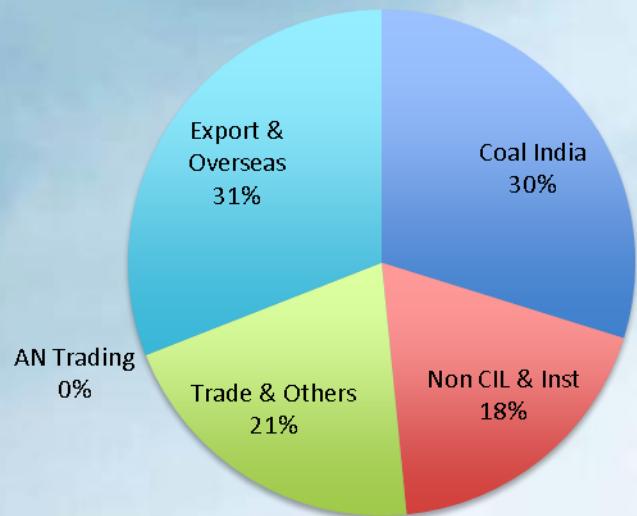
Initiating System



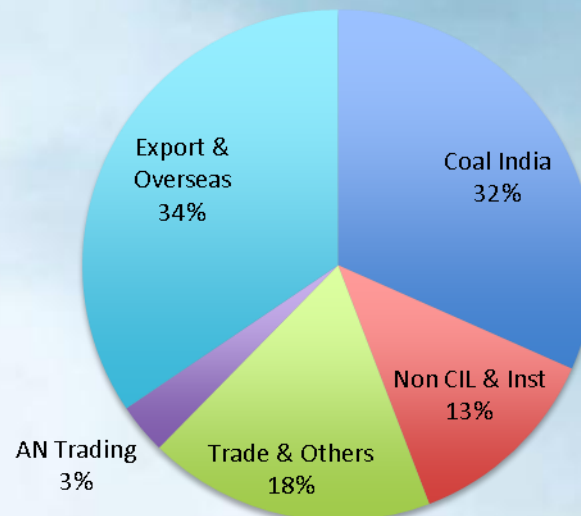
Qty in MT

Rs. In Crores

Customer Bifurcation



Q2 FY15



Q2 FY14

	Q2FY15	Q2FY14	Q1FY15
Coal India	94.80	86.30	104.24
Non CIL & Inst	59.23	34.26	47.90
Trade & Others	65.21	49.49	113.10
AN Trading	0.00	8.71	0.00
Export & Overseas	98.40	94.02	108.22
Total	317.64	272.78	373.46

Overview

Domestic

- ✳ Bulk Plant at Kothagudam - started.
- ✳ Capex continues at 2 more bulk locations, Orissa and Rajasthan, and are expected to start in the next quarter.

Overseas



Nigeria:

Plant continues to run smoothly. Increased sales expected going forward.



Zambia:

Sales have started picking up.



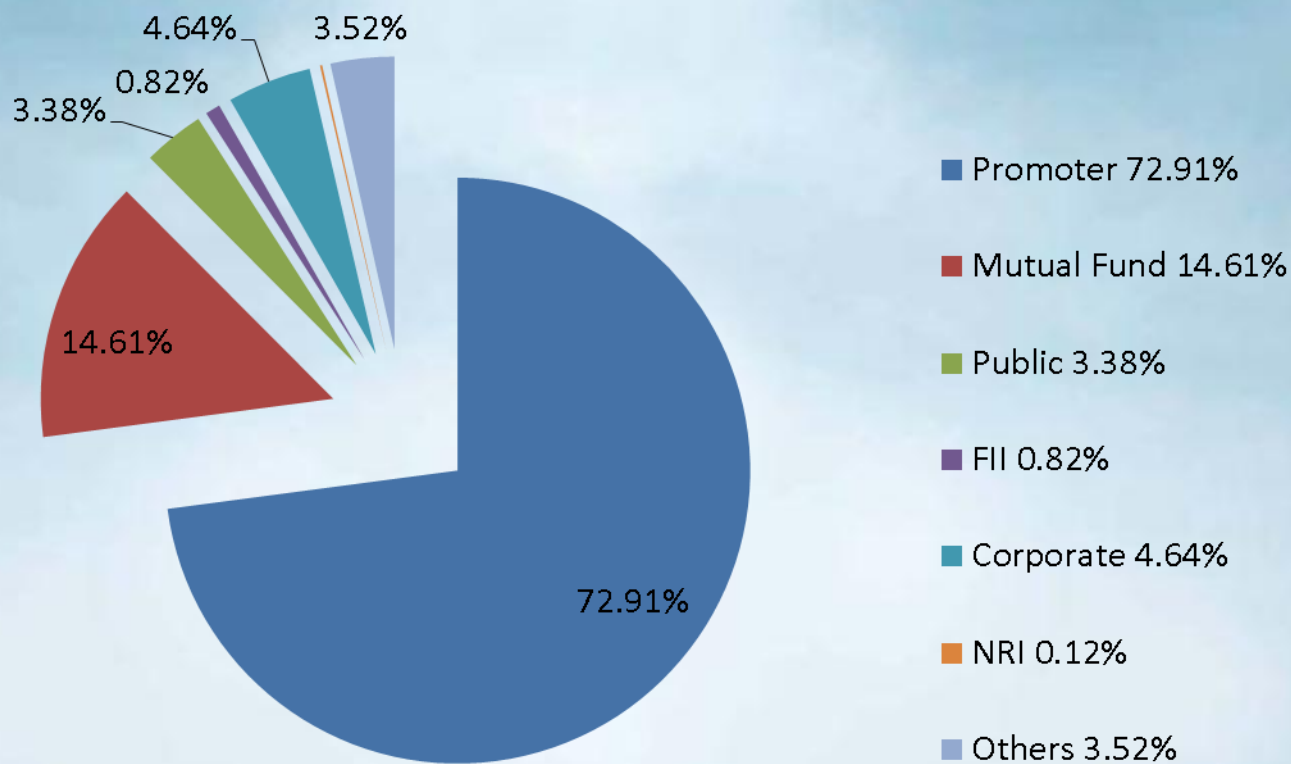
Turkey:

Commercial sales of cartridge and NONEL commences and are well accepted in the market.

Defence Projects

- **HMX** – We have participated tenders for HMX and expect to receive in Q4FY15
- **Propellants** – We have participated in Limited tender to supply 500 units of Propellants required for Pinaka. We expect order to be finalised in Q4FY15

Shareholding (as of Sep 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

Set up the facility of manufacture of Propellants

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

2002-05

Established another bulk explosive unit in Chandrapur with 7750 MT capacity

Introduced Cast boosters and PETN in the product portfolio

Started exporting and slowly gained acceptance in International market.

2001

Imported first Cartridge manufacturing machine from USA

2006

Initial public offer; gets listed

2007-14

Expands domestic operations to 19 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

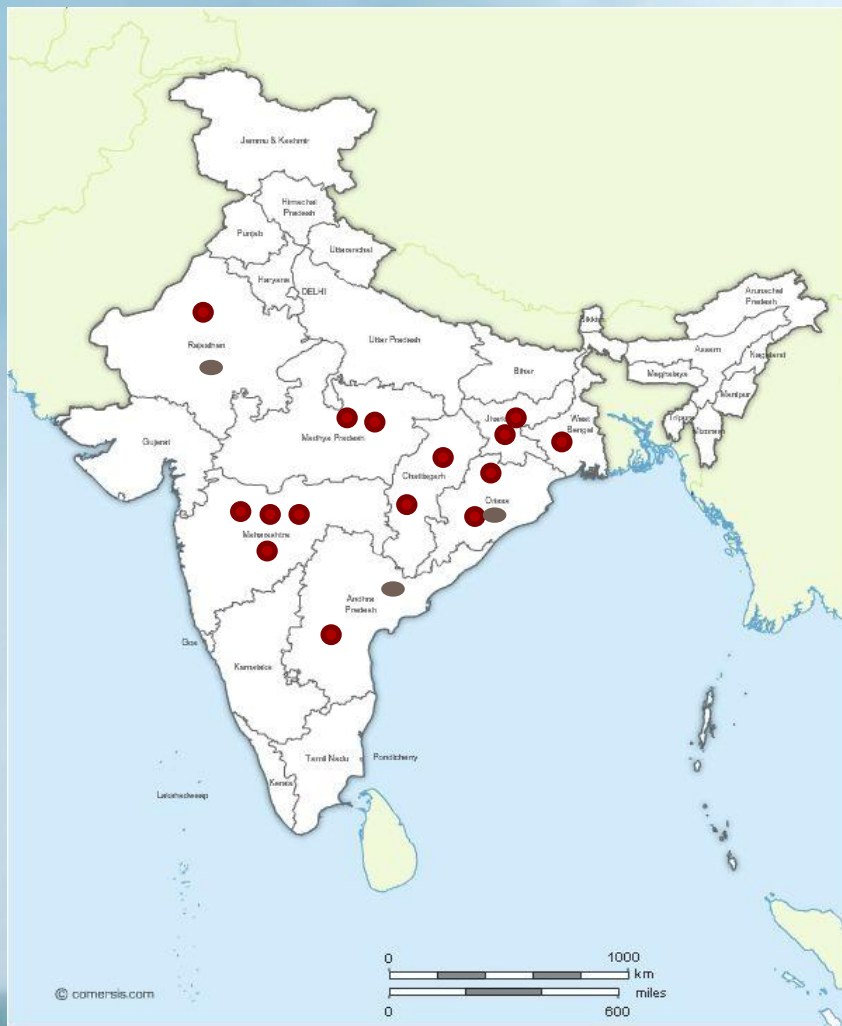


Cast Boosters

1500 MT

Largest
manufacturing
facility
In India

Our Domestic Presence



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

Existing facilities

Proposed facilities - Barbil (Odisha), Kota (Rajasthan), Kothagudem (AP)

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

Key Strengths

Enhanced systems for safety, health & environment

Backward integration of raw materials to a large extent



MARQUEE CLIENTELE



Plants are certified for ISO 14000 & 18000 OHSAS (18001-2007)

Advanced technology & R&D set-up

Experienced management team



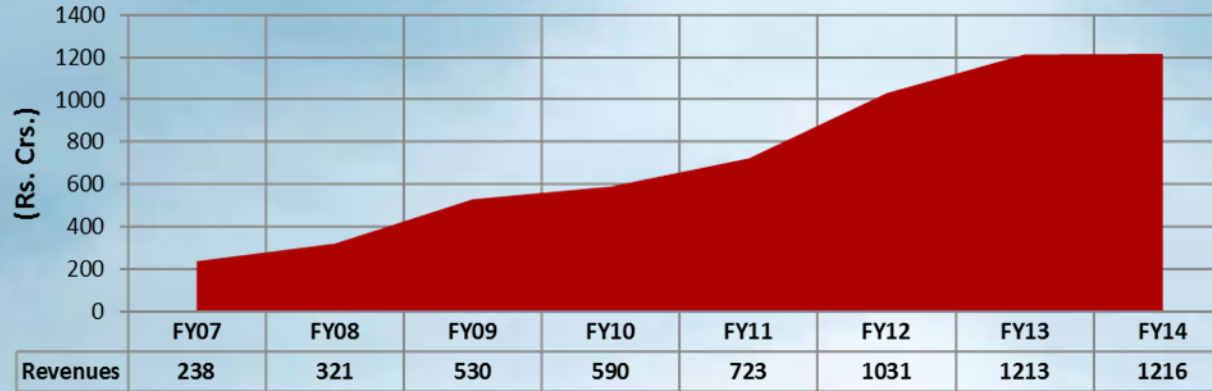
System controlled through SAP ERP

Inward & outward logistics provides a strong distribution network



Our Journey in Numbers

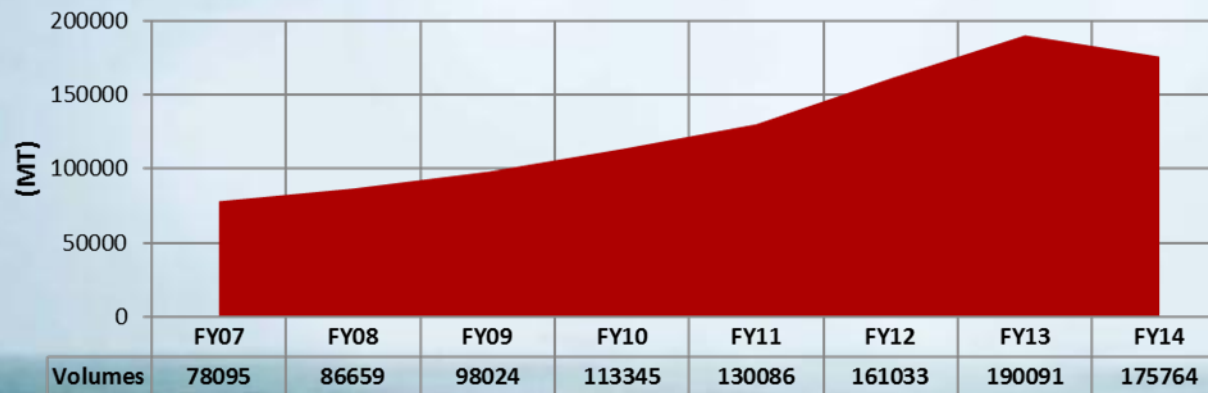
Revenues



■ Revenues

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

Volumes

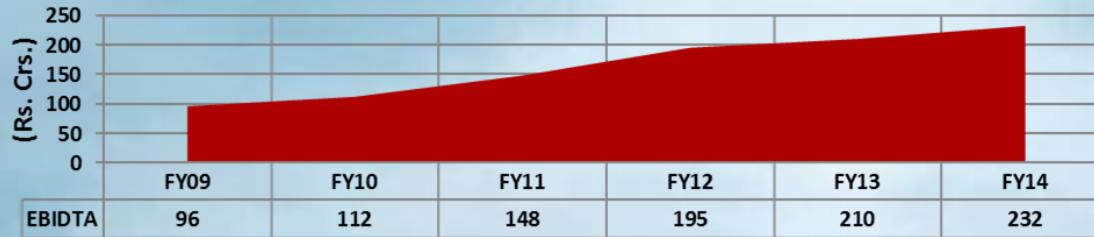


■ Volumes

Exports to **30+**
countries

Our Journey in Numbers

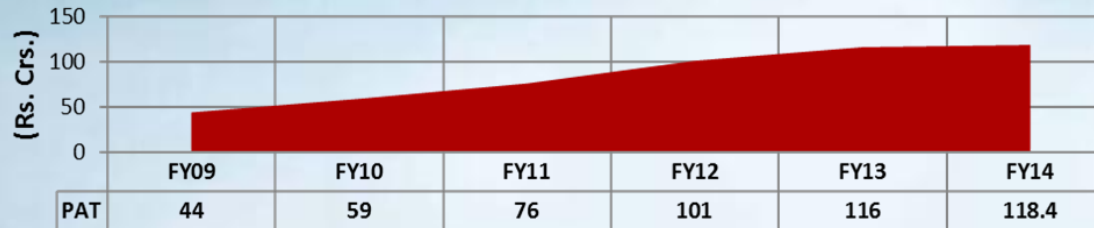
EBIDTA



■ EBIDTA

**+19%
CAGR**

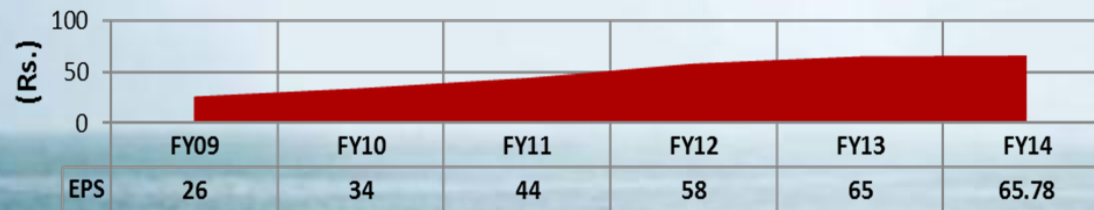
PAT



■ PAT

**+22%
CAGR**

EPS



■ EPS

**+20%
CAGR**



Thank you