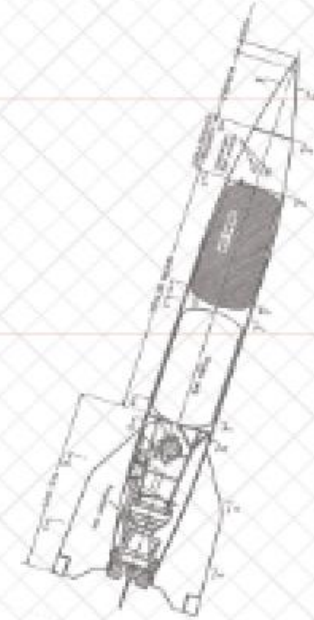




Investor Présentation

Q2FY19

Our Journey Towards
Excellence



Safety & HR



	Q2FY19		HYFY19	
	Supervisor	Operator	Supervisor	Operator
No. of training conducted	59	455	130	1014
Nos trained	1277	8166	2644	18259
Total Man Hours of training	2330	6859	5202	17838

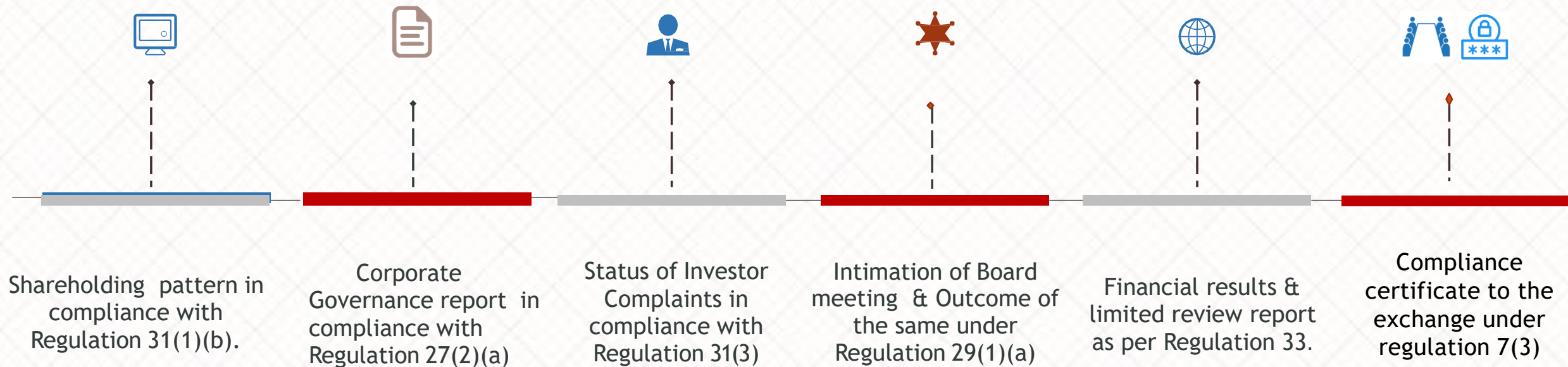
2.98 Mn

Accident free man hours
till 30th Sep 2018

Statutory & Regulatory

During the Quarter all the information under Regulation 46(2) of Listing Regulations and Companies Act, 2013 has been disseminated on the Company's Website and is updated on regular basis.

During the quarter the company has complied with all the compliances applicable under various Acts & Stock Exchange compliances mentioned below and the same are also available on Company's Website:

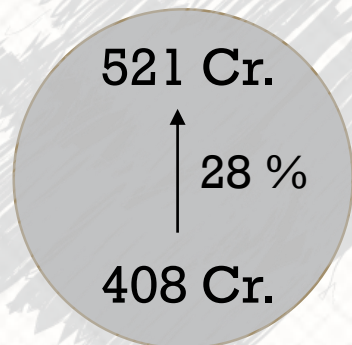


Compliance under Regulation 40(9) & (10) on transfer & transmission of Shares

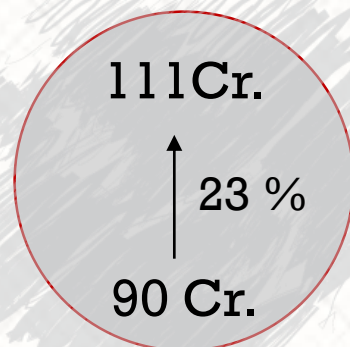
Consolidated Snapshot

Q2FY19 V/S Q2FY18

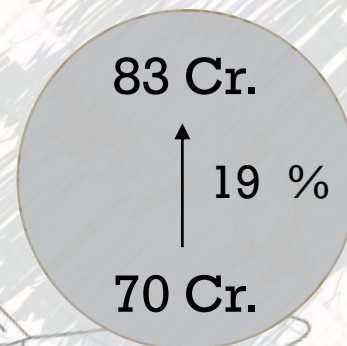
SALES



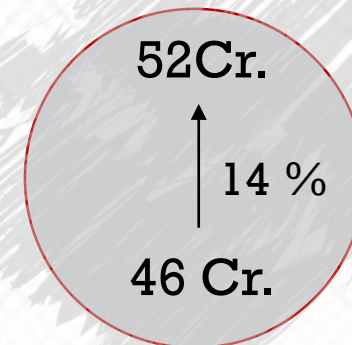
EBITA



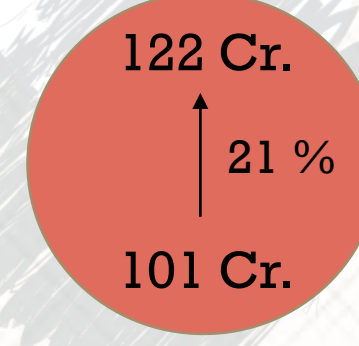
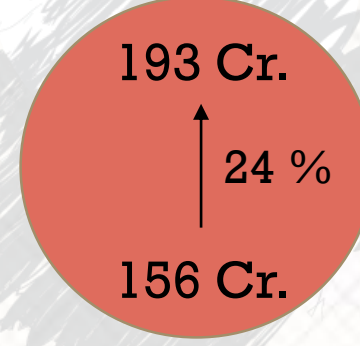
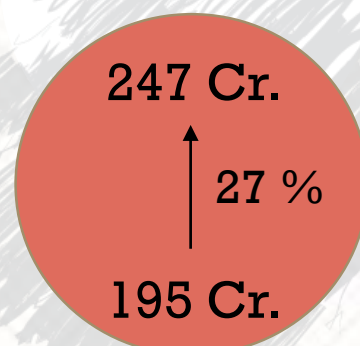
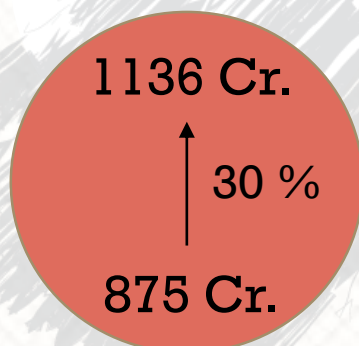
PBT



PAT



1HY19 V/S 1HY18





Consolidated Half-Yearly Results

	Rs. In Crores			% of Net Sales		
	HYFY19	HYFY18	% Change	HYFY19	HYFY18	Change
Net Sales	1135.58	875.10	29.77%			
EBIDTA	246.94	194.82	26.75%	21.75%	22.26%	(0.52)
Interest/ Fin	24.60	13.70	79.56%	2.17%	1.57%	0.60
Depreciation	29.11	25.28	15.15%	2.56%	2.89%	(0.33)
PBT	193.23	155.84	23.99%	17.02%	17.81%	(0.79)
Tax	65.33	47.71	36.93%	33.81%	30.61%	3.19
MI	6.39	7.61	(16.03)%	-	-	-
PAT After MI	121.51	100.52	20.88%	10.70%	11.49%	(0.79)



Consolidated Quarterly Results

	Rs. In Crores				% of Net Sales			
	Q1FY19	Q2FY19	Q2FY18	% Change	Q1FY19	Q2FY19	Q2FY18	Change
Net Sales	614.72	520.86	408.40	27.54%	-	-	-	-
EBIDTA	135.88	111.06	90.47	22.76%	22.10%	21.32%	22.15%	(0.83)
Interest/ Fin	11.92	12.68	7.86	61.32%	1.94%	2.43%	1.92%	0.51
Depreciation	13.97	15.14	12.76	18.65%	2.27%	2.91%	3.12%	(0.22)
PBT	109.99	83.24	69.85	19.17%	17.89%	15.98%	17.10%	(1.12)
Tax	37.07	28.26	21.60	30.83%	33.70%	33.95%	30.92%	3.03
MI	3.35	3.04	2.51	21.12%	-	-	-	-
PAT After MI	69.57	51.94	45.74	13.55%	11.32%	9.97%	11.20%	(1.23)

1HFY19 VS 1HFY18



Rate
Explosives

33948
↑ 8%
31384

Quantity (MT)
Explosives

158152
↑ 5%
150359

Value (Cr)
Explosives Accessories

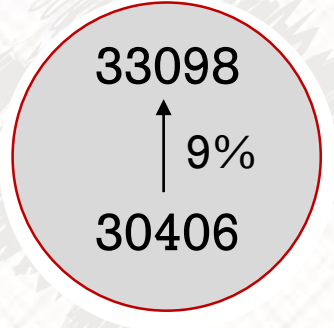
537
↑ 14 %
472

117
↑ 39%
85

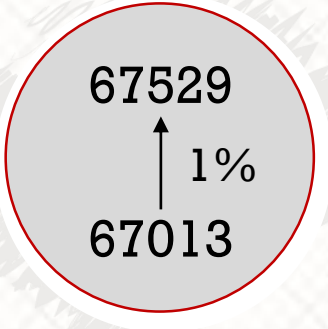
Q2FY19 v/s Q2FY18



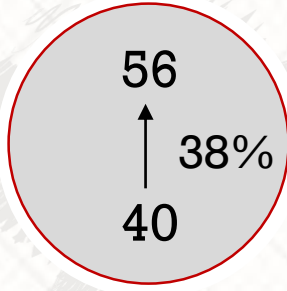
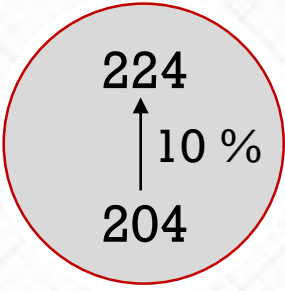
Rate
Explosives



Quantity (MT)
Explosives

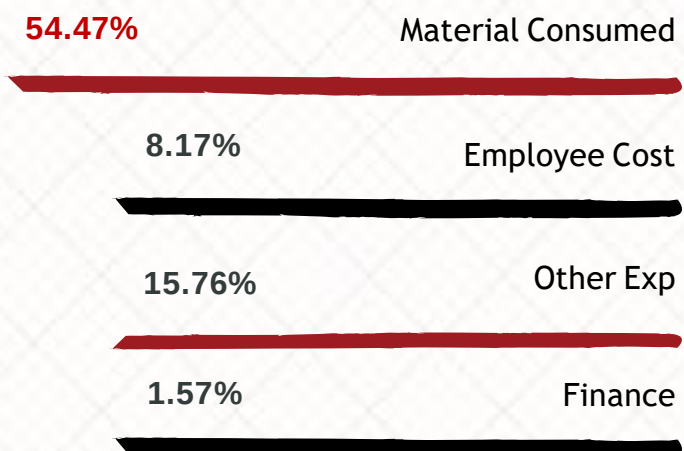


Value (Cr)
Explosives Accessories



Cost-Break-Up

1HYFY18



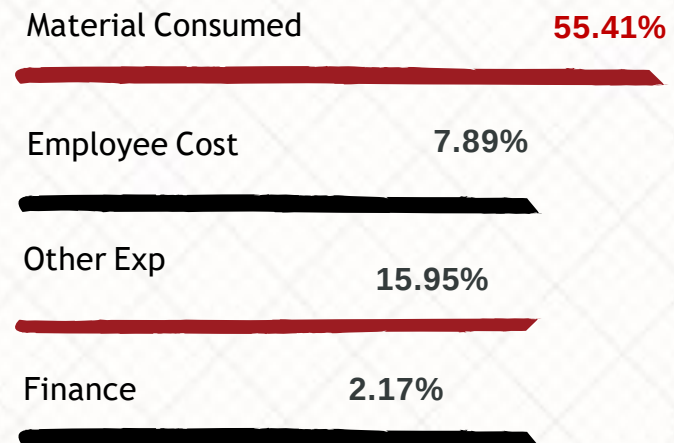
↑ 0.95

↓ 0.28

↑ 0.20

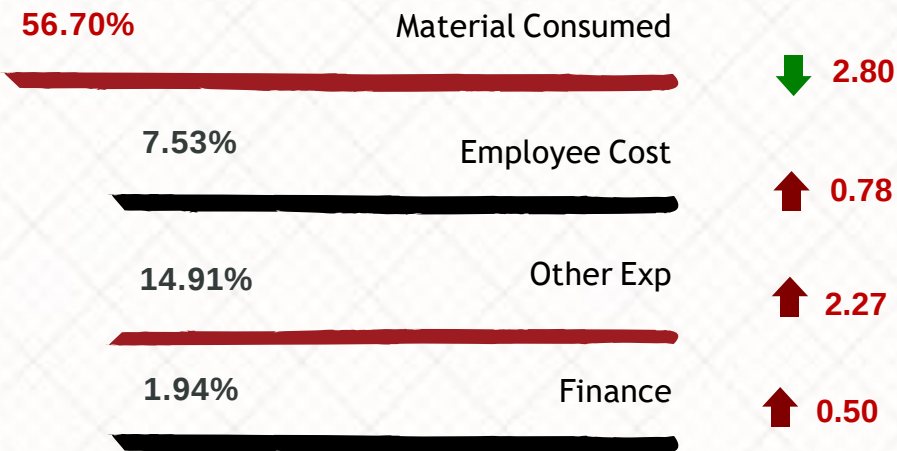
↑ 0.60

1HYFY19

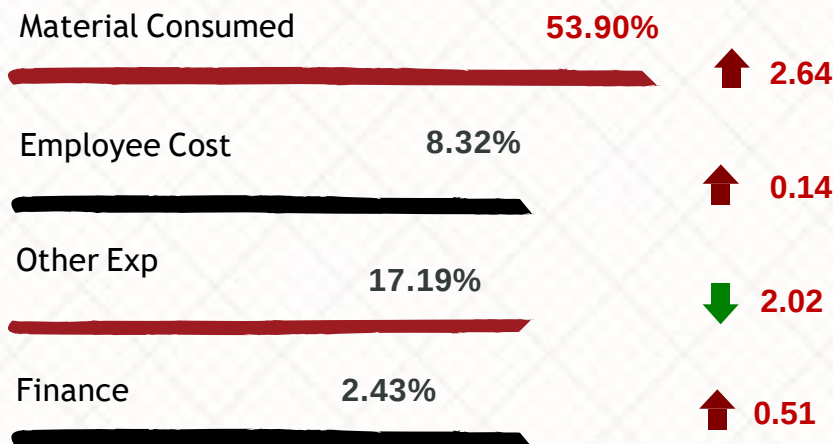


Cost-Break-Up

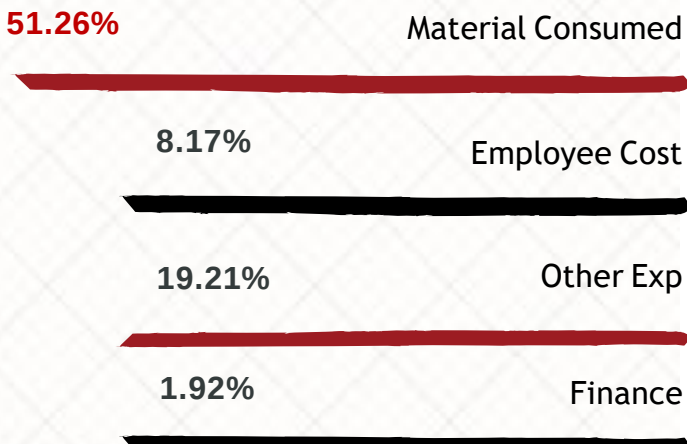
Q1FY19



Q2FY19

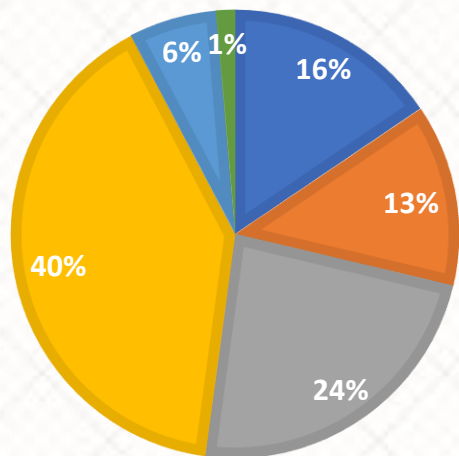


Q2FY18



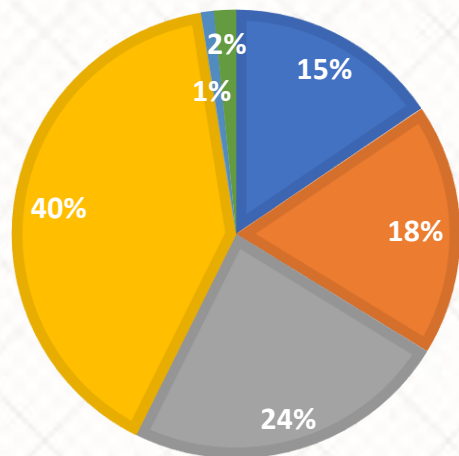
Customers

HY19



Customer	HY19	% of Sales	HY18	% of sales	Growth
CIL	176.48	15.54%	135.83	15.52%	29.93%
Institutional	149.51	13.17%	159.68	18.25%	-6.37%
Housing & Infra	266.05	23.43%	206.43	23.59%	28.88%
Exports & Overseas	456.57	40.21%	351.17	40.13%	30.01%
Defence	72.01	6.34%	8.58	0.98%	739.28%
Others	14.95	1.32%	13.35	1.53%	11.99%
Total	1135.58		875.10		29.77%

HY18

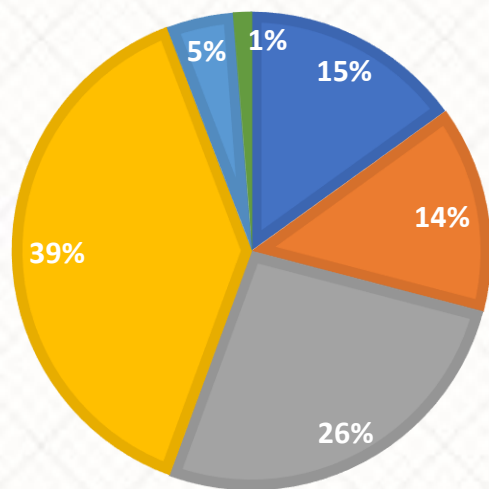


Customers

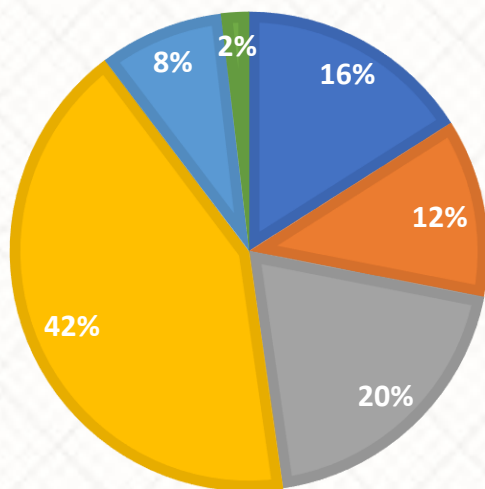
All the Quarters net of Taxes

Customer	Q1FY19	% of Sales	Q2FY19	% of sales	Q2FY18	% of sales	Growth
CIL	92.72	15.08%	83.76	16.08%	62.28	15.25%	34.49%
Institutional	86.38	14.05%	63.13	12.12%	74.80	18.32%	-15.60%
Housing & Infra	163.30	26.56%	102.75	19.73%	83.74	20.50%	22.70%
Exports & Overseas	236.93	38.74%	219.66	42.17%	171.75	42.06%	27.89%
Defence	27.98	4.55%	44.03	8.45%	8.18	2.00%	438.26%
Others	7.41	1.21%	7.53	1.45%	7.64	1.87%	-1.44%
Total	614.72		520.86		408.40		27.54%

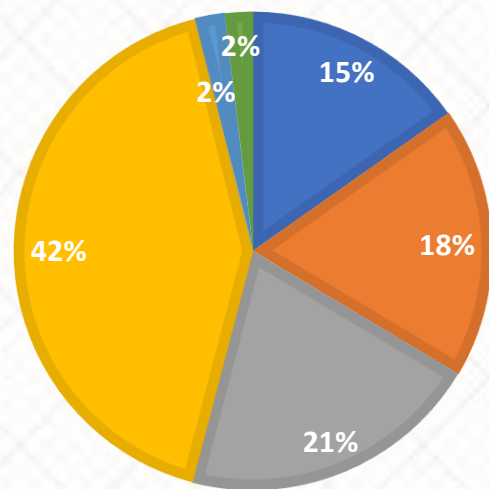
Q1FY19



Q2FY19



Q2FY18



CIL

Institutional

Housing & Infra

Exports & Overseas

Defence

Others

Loan Position

FY 2017-18

Working Capital	₹ 226.36
Domestic	₹ 26.65
Overseas	₹ 199.71
Long Term	₹ 255.05
Domestic	₹ 195.97
Overseas	₹ 59.08

Total Debt	₹ 481.41
Cash & Investments	₹ 66.49

Net Debt ₹ 414.92

Total Debt to Equity 0.44

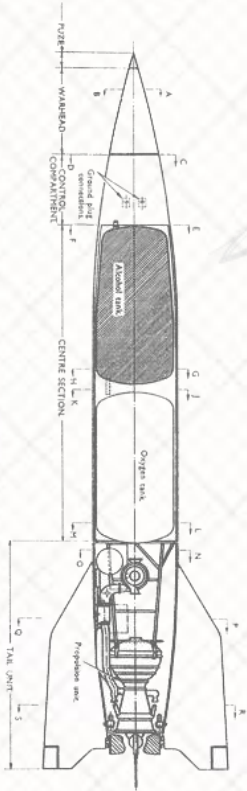
HY19

Working Capital	₹ 326.81
Domestic	₹ 54.19
Overseas	₹ 272.62
Long Term	₹ 248.03
Domestic	₹ 193.3
Overseas	₹ 54.73

Total Debt	₹ 574.84
Cash & Investments	₹ 32.33

Net Debt ₹ 542.51

Total Debt to Equity 0.52



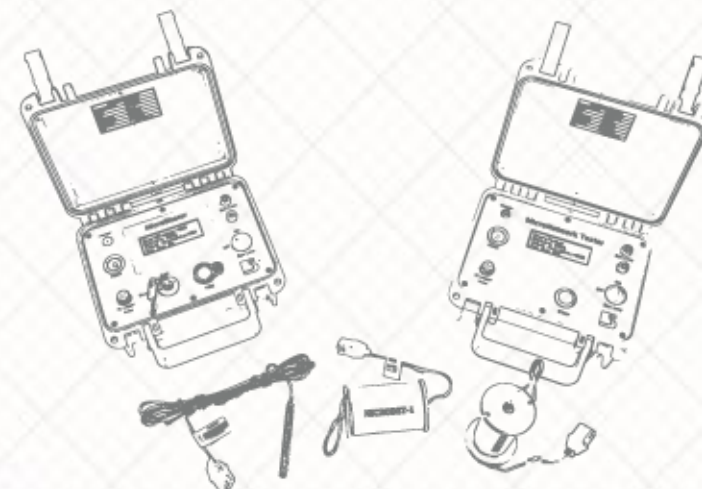
Balance Sheet (Extract)

Particulars	HYFY19	FY 17-18
Non Current Assets	1260.69	1169.71
Capital Employed	1404.19	1421.00
ROCE (%)	31.03%	26.20%
ROE (%)	22.13%	20.35%
Debtor Days	65	69
Inventory Days	81	80
Creditor Days	54	44
Working Capital Days	92	105
EPS (Face Value Rs. 2)	26.85	24.37

CAPEX

Capex till 30.09.2018 Rs.144.84 Crs

The total plan for this year is ₹ **300** Crs.



Order Book



Coal India's Order Book

Approx 732 Crs



SCCL's Order Book

Bulk + Accessories valuing approx 327 Crs

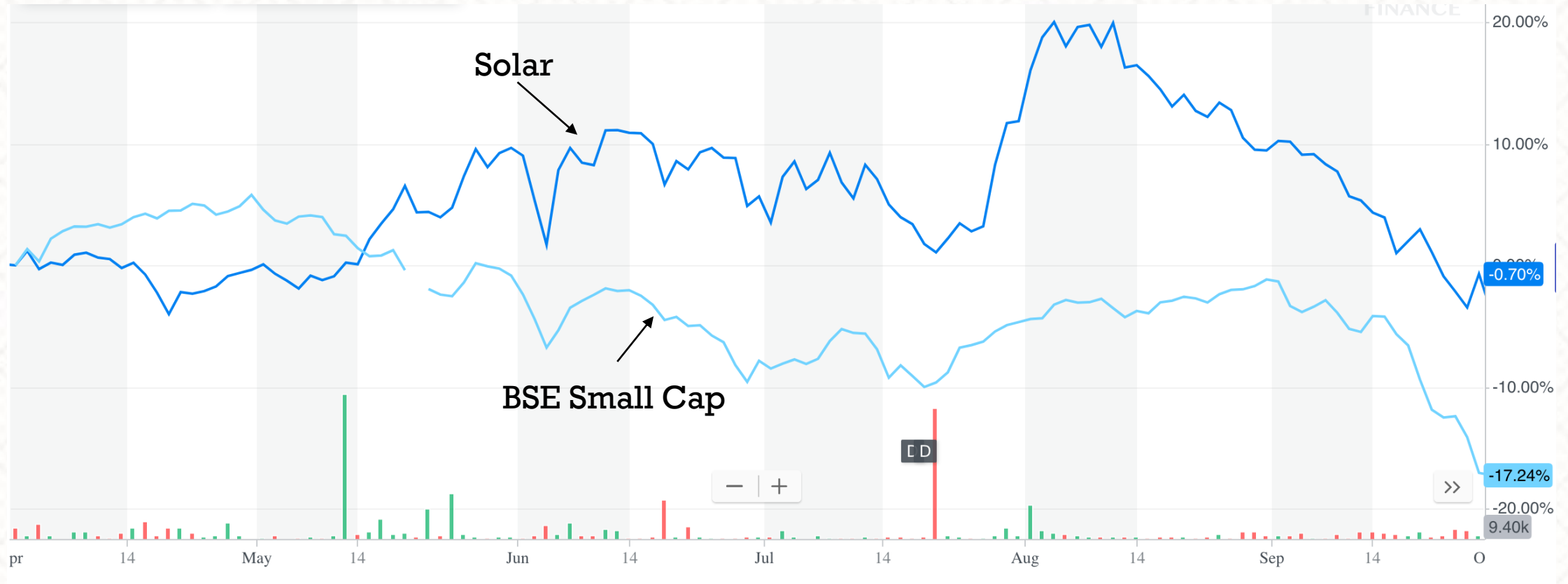
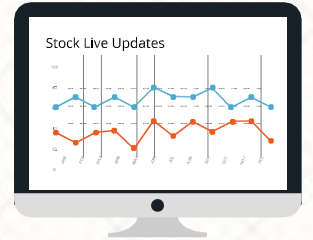


Defence Order Book

As-on-date stands at 471 Crs.



Solar v/s BSE Small Cap April - Sept 2018



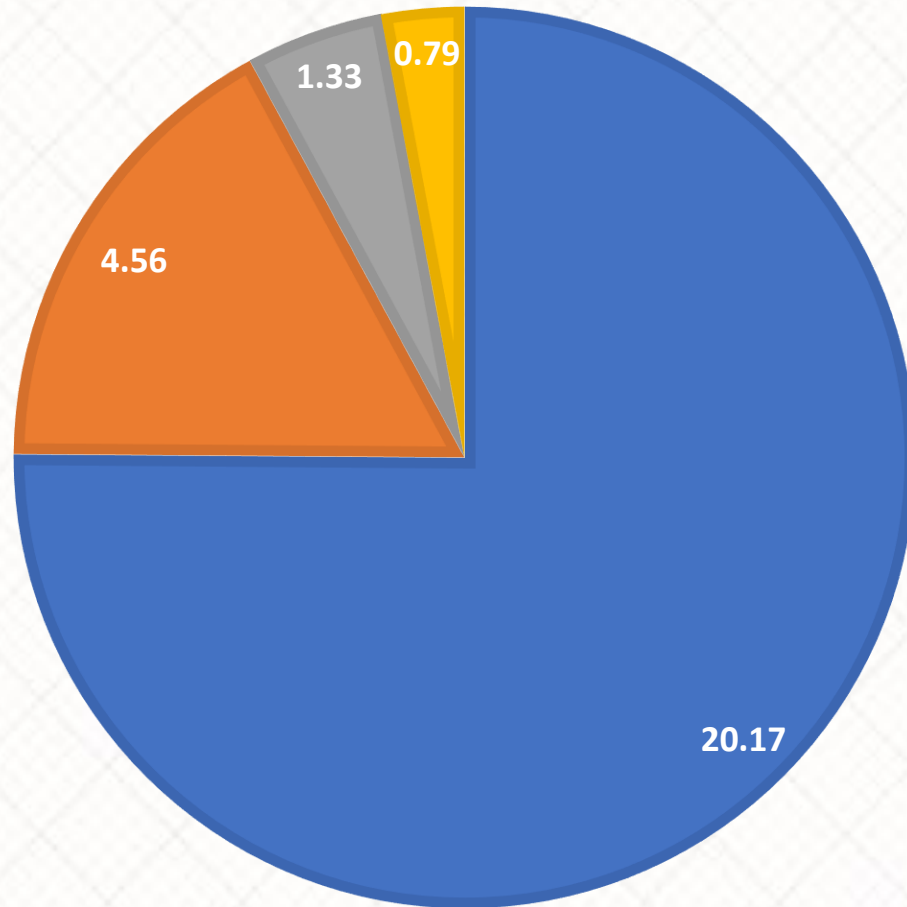
Percentage Returns

-0.70%

-17.24%

Shareholding as on 30.09.18

■ Mutual Funds ■ Public & Others ■ FPI & FI ■ Other





Thank You!

Solar Industries India Limited