



**SOLAR
INDUSTRIES
INDIA
LIMITED**

REGD.OFFICE :
11, ZADE LAYOUT, BHARAT NAGAR,
NAGPUR - 440 033, (M.S.) INDIA.
PHONES : +91-712-2561000, 2560010, 6681888
FAX : +91-712-2560202
CIN : L74999MH1995PLC085878
e-mail : solar@solargroup.com
website : www.solargroup.com

8th February, 2018

To,
The Executive Director
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (E)
Mumbai.
Scrip Code: 532725
Through: NEAPS

To,
The Executive Director
Listing Department
Bombay Stock Exchange Limited
Floor No. 25, PJ Towers
Dalal Street
Mumbai : 400001
Symbol: "SOLARINDS EQ"
Through: BSE Listing Centre

Sub: Fact Sheet- Presentation on Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2017.

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Regulations & Disclosure requirements) Regulations, 2015, we are enclosing herewith a copy of the presentation to analysts/investors on Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2017.

The above information is also available on the website of the Company i.e. www.solargroup.com

This is for your information and record.

Kindly acknowledge the receipt of the same.

Yours truly,

For Solar Industries India Limited


(Khushboo Pasari)
Company Secretary &
Compliance Officer

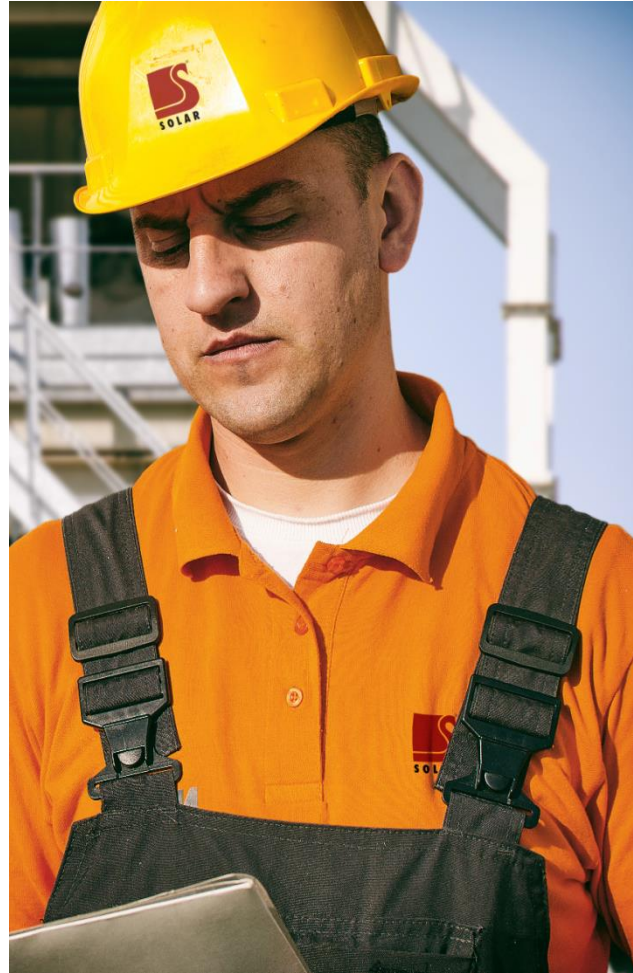


Encl.: As above

Q3 FY18 Presentation

7th February 2018

Safety & HR



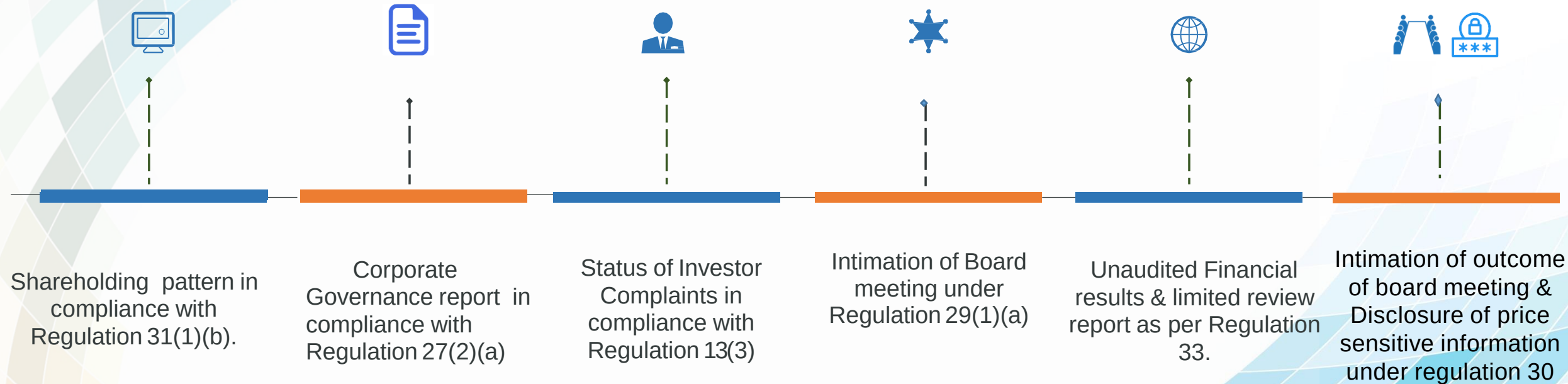
10.1076

Mn Accident free
man hours till 31st
December 2017

Statutory & Regulatory

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

During the quarter the company has complied with all the Stock Exchange compliances mentioned below and the same are also available on Company's Website



Snapshot

Q3FY18 V/S Q3FY17

SALES

₹465.68 Cr
↑ 10 %
₹421.51 Cr

EBIDTA

₹106.93 Cr
↑ 31 %
₹81.49 Cr

PBT

₹82.58 Cr
↑ 27 %
₹65.25Cr

PAT

₹54.15 Cr
↑ 14%
₹47.57 Cr

9MFY18 V/S 9MFY17

₹1340.78Cr
↑ 18 %
₹1137.89Cr

₹ 301.75Cr
↑ 25 %
₹240.82Cr

₹238.42 Cr
↑ 24 %
₹191.53 Cr

₹154.67Cr
↑ 18 %
₹131.61Cr



Q3FY18 V/S Q3FY17

Quantity (MT)

Packaged	Bulk
31749 ↑ 23 % 25860	51788 ↓ -6 % 54930

Rate

Packaged	Bulk
₹39819 ↓ -8 % ₹43155	₹23320 ↓ -7 % 25179

Value (Cr)

Packaged	Bulk	Accessories
₹126.42 ↑ 13 % ₹111.60	120.77 ↓ -13% 138.31	51.07 ↑ 6% 48.32

9MFY18 V/S 9MFY17

Quantity (MT)

Packaged	Bulk
87662 ↑ 19 % 73879	146234 ↑ 4 % 140842

Rate

Packaged	Bulk
₹42225 ↓ -5 % ₹44400	₹23861 ↓ -6 % 25387

Value (Cr)

Packaged	Bulk	Accessories
₹370.15 ↑ 13 % ₹328.02	₹348.92 ↓ -2% ₹357.56	₹135.75 ↓ -7% ₹ 146.70

Quarterly Results

Rs. In Crores

	% of Net Sales					
	Q3FY18	Q3FY17	% Change	Q3FY18	Q3FY17	Change
Net Sales	465.68	421.51	10.48%			
EBIDTA	106.93	81.49	31.22%	22.96%	19.33%	3.63
Interest/ Fin	10.64	6.76	57.40%	2.28%	1.60%	0.68
Depreciation	13.71	9.48	44.62%	2.94%	2.25%	0.69
PBT	82.58	65.25	26.56%	17.73%	15.48%	2.25
Tax	24.90	15.73	58.30%	30.15%	24.11%	6.05
MI	3.53	1.95	81.03%	-	-	-
PAT After MI	54.15	47.57	13.83%	11.42%	11.27%	0.15

9 Monthly Results

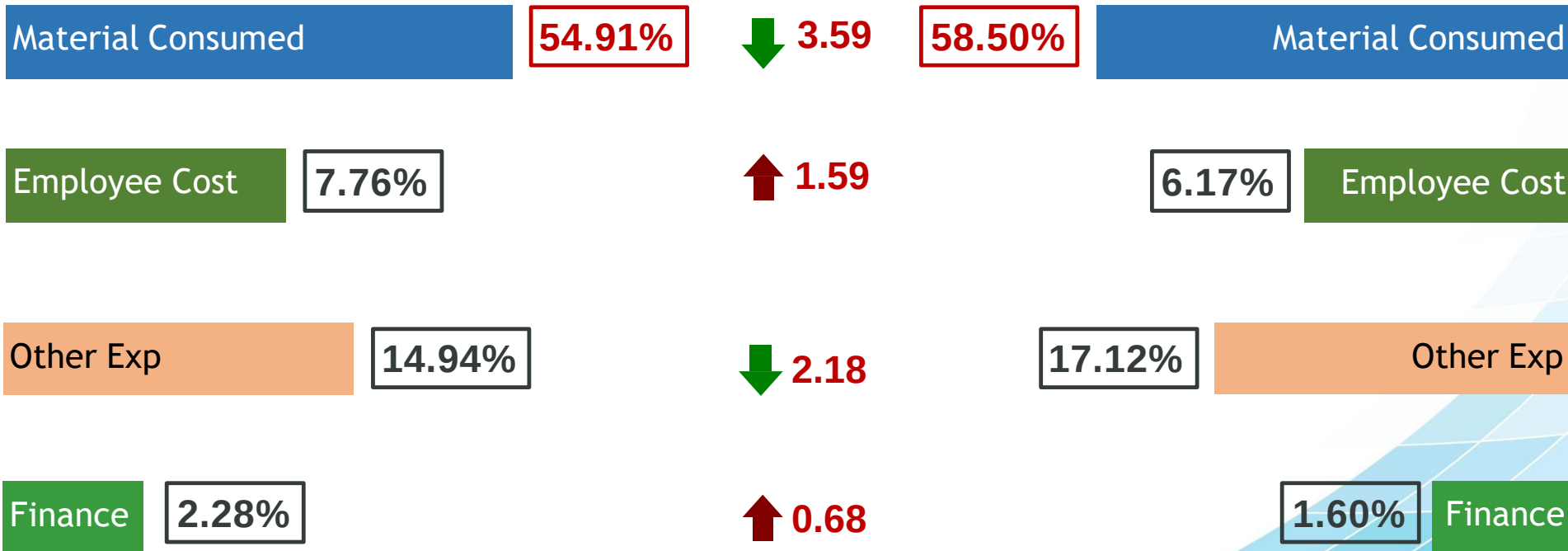
Rs. In Crores

% of Net Sales						
	9MFY18	9MFY17	% Change	9MFY18	9MFY17	Change
Net Sales	1340.78	1137.89	17.83%			
EBIDTA	301.75	240.82	25.30%	22.51%	21.16%	1.34
Interest/ Fin	24.34	20.61	18.10%	1.82%	1.81%	0.01
Depreciation	38.99	28.68	35.95%	2.91%	2.52%	0.39
PBT	238.42	191.53	24.48%	17.78%	16.83%	0.95
Tax	72.61	52.77	37.60%	30.45%	27.55%	2.90
MI	11.14	7.15	55.80%	-	-	-
PAT After MI	154.67	131.61	17.52%	11.54%	11.57%	(0.03)

Cost-Break-Up

Q3FY18

Q3FY17



Cost-Break-Up

9MFY18

9MFY17

Material Consumed

54.62%

↓ 3.50

58.12%

Material Consumed

Employee Cost

7.69%

↑ 1.14

6.56%

Employee Cost

Other Exp

15.81%

↑ 0.41

15.40%

Other Exp

Finance

1.82%

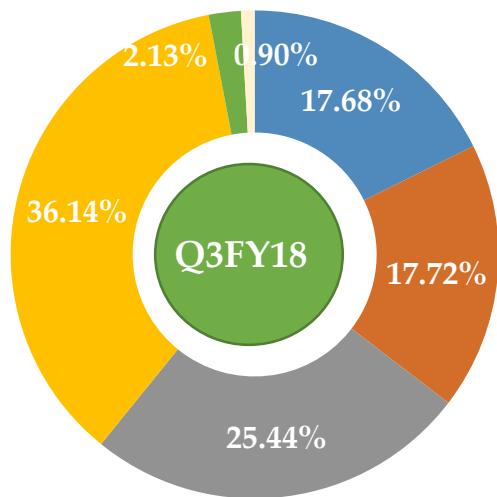
↑ 0.01

1.81%

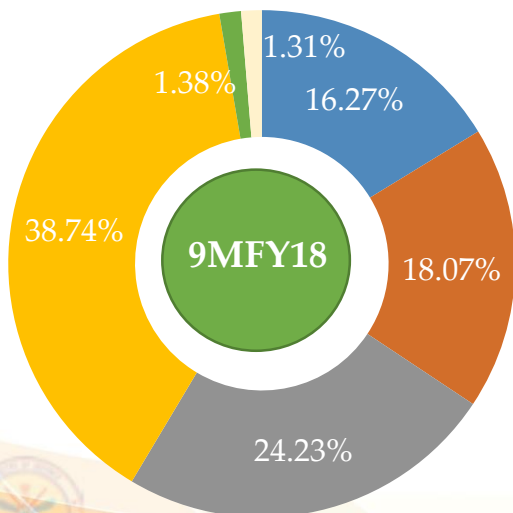
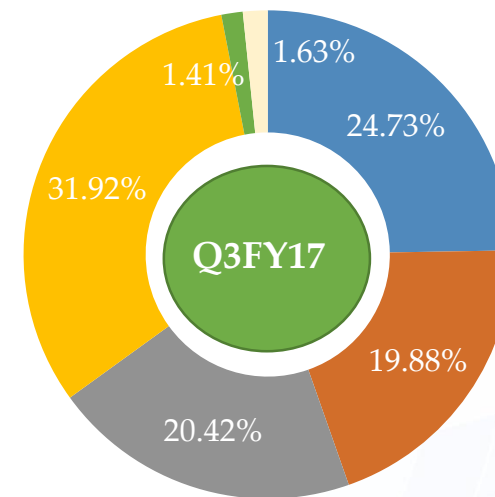
Finance

Customers

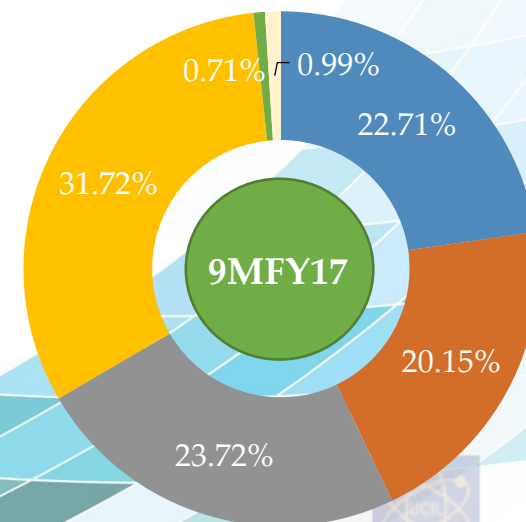
All the Quarters net of Taxes



Customer	Q3FY18	Q3FY17	Change%
CIL	82.31	104.24	-21.04%
Institutional	82.54	83.81	-1.52 %
Housing & Infra	118.46	86.06	37.65 %
Exports & Overseas	168.28	134.55	25.07%
Defence	9.90	5.96	65.99%
Others	4.19	6.89	-39.19%
Total	465.68	421.52	10.48%



Customer	9MFY18	9MFY17	Change%
CIL	218.14	258.42	-15.59%
Institutional	242.22	229.32	5.62%
Housing & Infra	324.89	269.94	20.36%
Exports & Overseas	519.45	360.90	43.93%
Defence	18.48	8.10	128.03%
Others	17.54	11.21	56.46%
Total	1340.72	1137.90	17.82%



Loan Position

FY 2016-17		9MFY18	
Working Capital	₹ 240.18	Working Capital	₹ 269.34
Domestic	₹ 83.89	Domestic	₹ 101.73
Overseas	₹ 156.29	Overseas	₹ 167.61
Long Term	₹ 239.55	Long Term	₹ 269.94
Domestic	₹ 208.67	Domestic	₹ 188.87
Overseas	₹ 30.88	Overseas	₹ 81.07
Total Debt	₹ 479.73	Total Debt	₹ 539.28
Cash & Investments	₹ 75.68	Cash & Investments	₹ 65.95
Net Debt ₹ 404.05		Net Debt ₹ 473.33	
Total Debt to Equity	0.52	Total Debt to Equity	0.53



Capex till 31.12.17 (Rs in Crs)			
Domestic	Overseas	Defence	Total
57.45	34.07	39.12	130.64

The total plan for the year is **₹175** CrS.

Order Book Status



Coal India's Order Book

398975 MT valuing approx 1053 Crs



SCCL's Order Book

Bulk + Accessories valuing approx 92 Crs



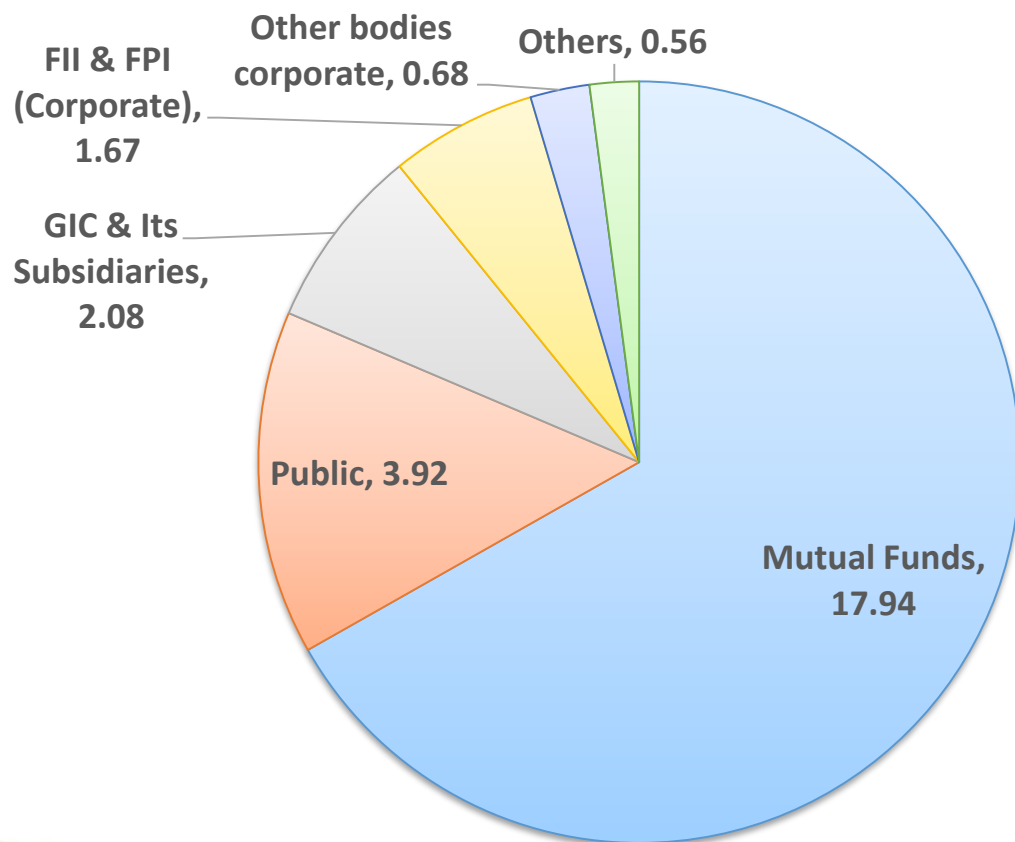
Defence Order Book

As-on-date stands at 161 Crs.

Shareholding as on 31.12.17



Promoters Holding- 73.15



Mutual Funds

HDFC (7.39), SBI MF (4.66), Kotak Fund (2.43), DSP Rock (1.88), Others (1.59)

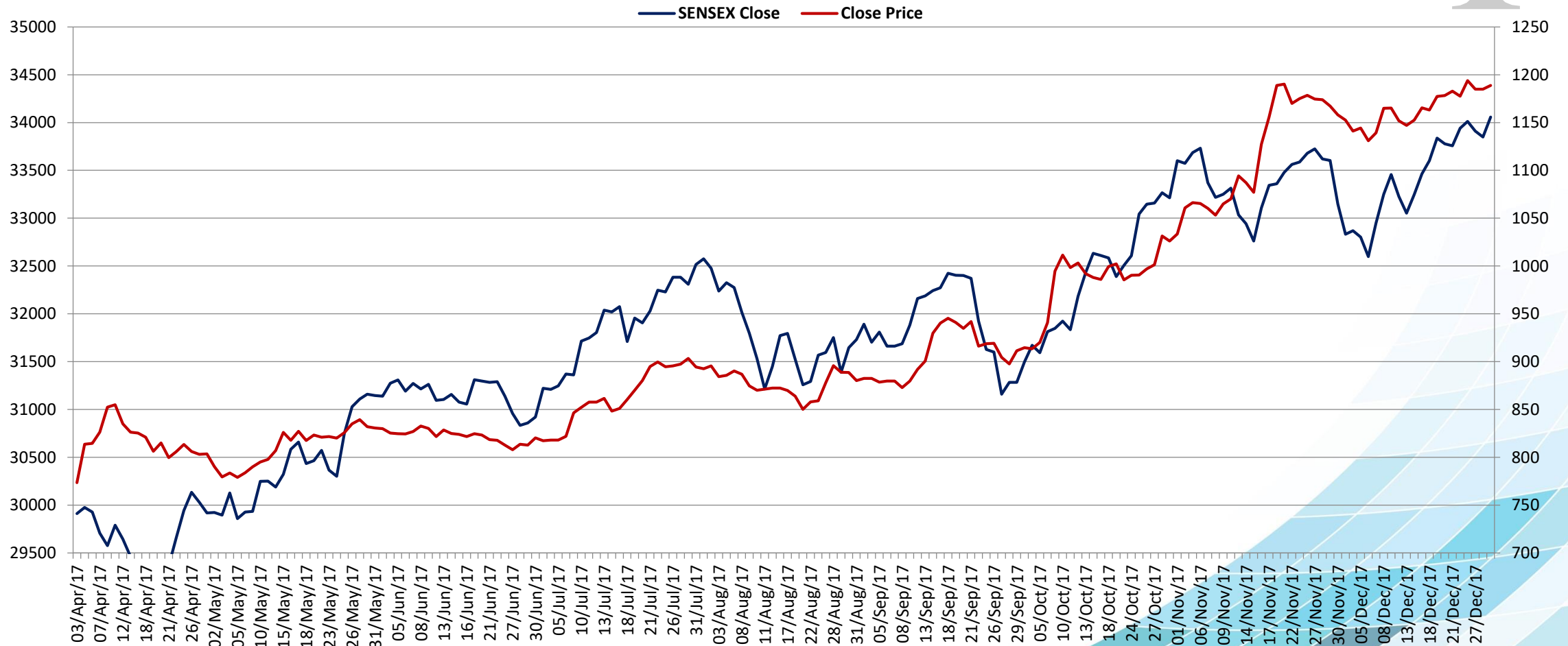
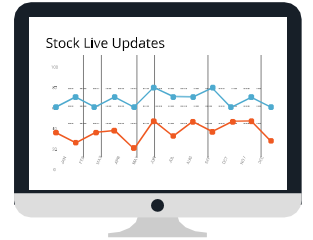
FPI & FII

India Midcap (Mauritius) Limited (0.80) DFA Investment Group (0.28), Fidelity Hong Kong (0.20), Nomura Singapore Ltd (0.11), India Value Investments Ltd (0.049)

GIC & Its Subsidiaries

ICICI Prudential Life Insurance (2.084)

Solar v/s Sensex – Qtr Year





Thank You!

Solar Industries India Limited

Vision & Values

Our value-building
journey