



**RIDING
INDIA'S
DEVELOPMENT
WAVE**



**2nd Quarter
FY2016-17
Presentation**



23th November 2016

HIGHLIGHTS



Revenue



Gross Sales of Rs. 348.79 Crs in Q2FY17 as compared to Rs. 354.98 Crs in Q2FY16. A fall of 1.74%.

EBIDTA



EBIDTA of Rs. 69.57Crs in Q2FY17 Crs as compared to Rs. 71.55 Crs in Q2FY16. A fall of 2.77%.

Profit



PAT After Minority of Rs. 36.89Crs in Q2FY17 Crs as compared to Rs. 36.83 Crs in Q2FY16. An increase of 0.16%.

Exports



Exports of Rs. 43.31Crs in Q2FY17 Crs as compared to Rs. 22.79Crs in Q2FY16. An increase of 90%.

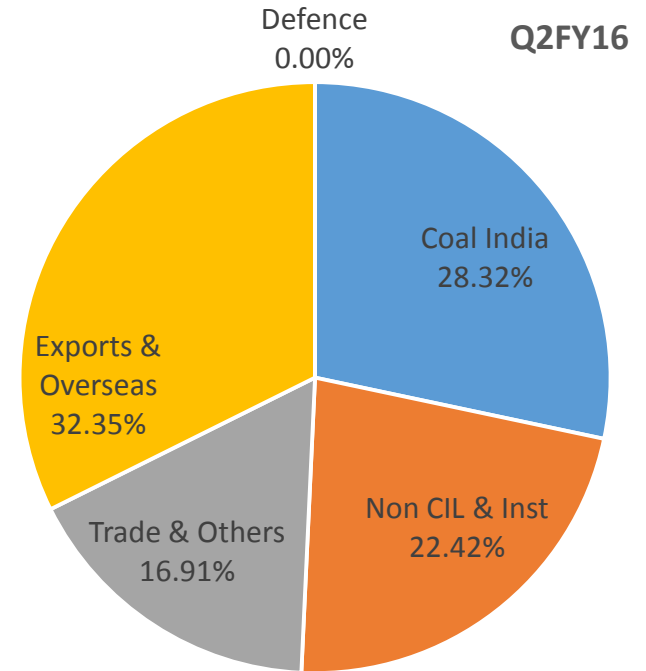
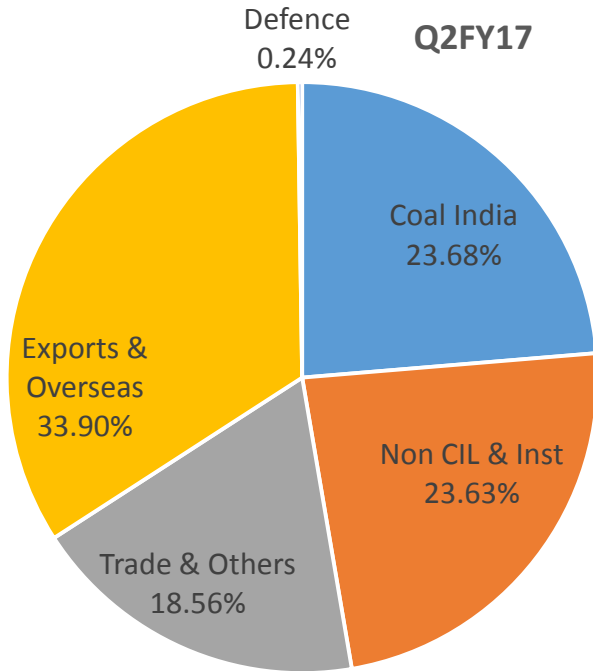
Quarterly Financials



	Rs. In Crores				% of Net Sales			
	Q1FY17	Q2FY17	Q2FY16	% Change	Q1FY17	Q2FY17	Q2FY16	% Change
Gross Sales	460.33	348.79	354.98	-1.74%				
Net Sales	423.75	326.19	329.96	-1.14%				
EBIDTA	89.71	69.57	71.55	-2.77%	21.17%	21.33%	21.68%	-0.36%
Interest/ Fin	6.55	7.30	5.87	24.36%	1.55%	2.24%	1.78%	0.46%
Depreciation	9.39	9.81	8.31	18.05%	2.22%	3.01%	2.52%	0.49%
Exceptional	0.00	0.00	0.00	0.00	0.00%	0.00%	0.00%	0.00%
PBT	73.77	52.46	57.37	-8.56%	17.41%	16.08%	17.39%	-1.30%
Tax	23.71	13.33	16.09	-17.15%	32.14%	25.41%	28.05%	-2.64%
MI	3.00	2.20	4.42	-50.23%	0.71%	0.67%	1.34%	-0.67%
PAT after MI	47.06	36.89	36.83	0.16%	11.11%	11.31%	11.16%	0.15%



Customer Bifurcation Q2FY17



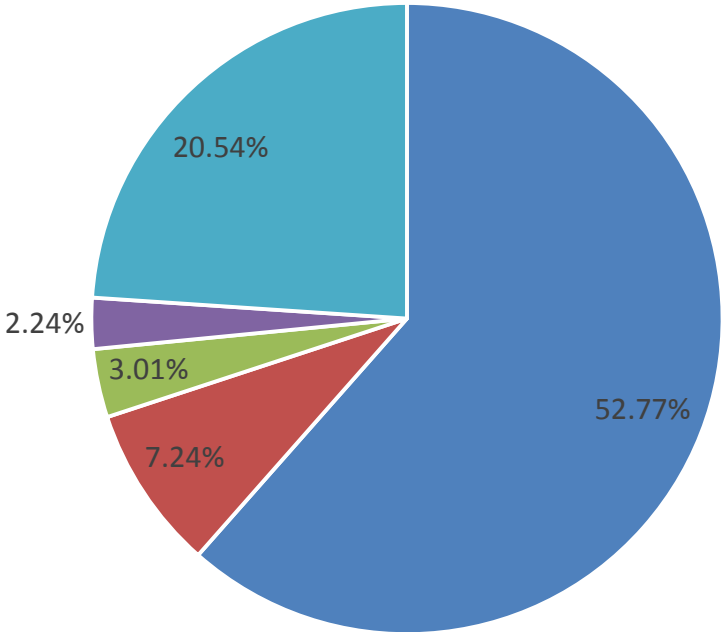
(Rs Cr)

	Q2FY17	Q2FY16	Change
Coal India	82.59	100.54	-18%
Non CIL & Inst	82.42	79.57	4%
Trade & Others	64.73	60.04	8%
Exports & Overseas	118.23	114.83	3%
Defence	0.82	0.00	
Total	348.79	354.98	

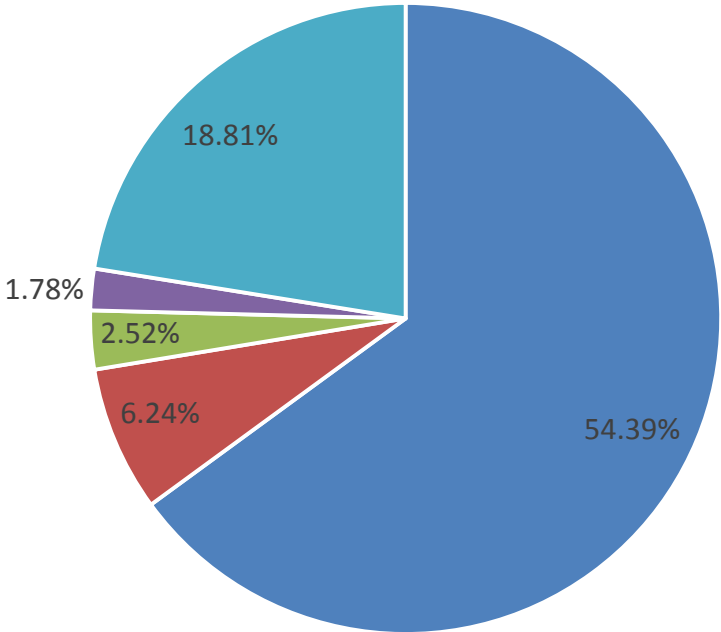
Cost Breakup Q2FY17



Q2FY17



Q2FY16



	Change %
Material Consumed	-1.62%
Employee Cost	1.00%
Depreciation	0.49%
Interest & finance Cost	0.46%
Other Expenses	1.73%

SOUTH AFRICA

Have set up a 25,000MT Bulk Plant



Water trial productions going on.
Trial Productions in 2nd half of Dec
Commercial productions will start
from 3rd week of January 2017.



0

Reportable injury received from any factory



17.19

million of accident free man-hours worked

No. of training conducted

Supervisor/Executive	Operator
98	783

No. of personnel trained

Supervisor/Executive	Operator
961	13101

Total man-hours of training

Supervisor/Executive	Operator
2453	13866

STATUTORY & REGULATORY COMPLIANCES



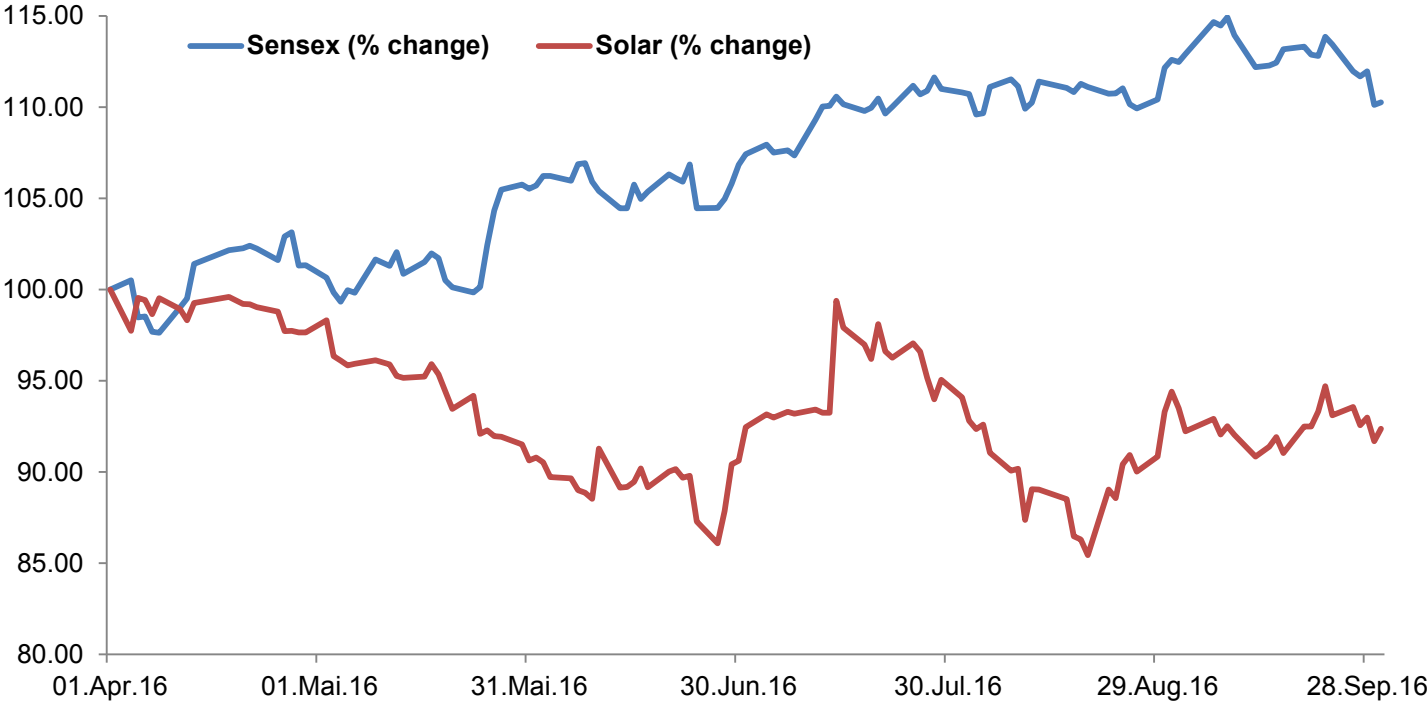
- **The regulatory and statutory compliances, like licenses, pollution, labour, insurance, excise, sales tax etc. are in line.**
- As per regulation 55A of SEBI Depositories & Participants Regulations, 1996 Reconciliation of Share Capital Audit Report was submitted to both the stock exchanges.
- During the quarter, the company has not received any complaint from shareholder.
- 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.
- **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 COMPLIANCES

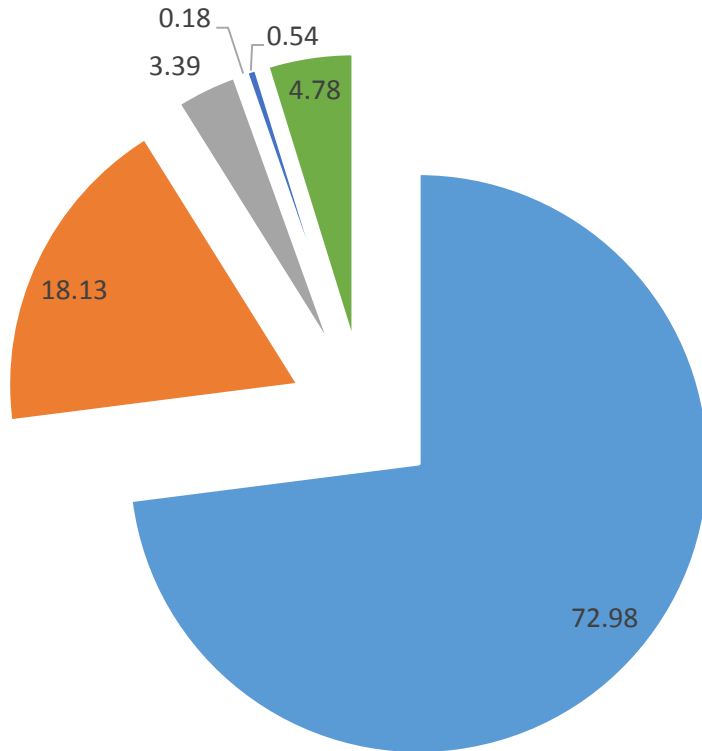


- ✓ Shareholding Pattern in compliance with Regulation 31(1)(b).
- ✓ Corporate Governance report in compliance with Regulation 27(2)(a).
- ✓ Status of Investor Complaints in compliance with Regulation 31(3).
- ✓ Intimation of Board meeting under Regulation 29(1)(a)
- ✓ Financial Results and Limited Review Report as per Regulation 33.
- ✓ Compliance under 40(9) on transfer & transmission of shares
- ✓ Compliance certificate to the exchange Reg. 7(3)

Solar Vs Sensex



SHAREHOLDING as on 30th September 2016



Mutual Fund	SBI-MF (6.08), HDFC (4.90) Kotak Fund (1.76), DSP Rock (1.76), Tata Fund (1.02), ICICI (0.92) Birla Sun life (0.80).
FII	Kotak Global Funds (0.23), Nomura Singapore Ltd (0.14)
Others	ICICI Prudential Life Insurance (2.61),

■ Promoter ■ Mutual Funds ■ Public ■ FII ■ Corporate ■ Others



THANK YOU

