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August 3, 2021

To,  
The Executive Director  
Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex  
Bandra (E)  
Mumbai  
Symbol: "SOLARINDS"

To,  
The Executive Director  
Listing Department  
BSE Limited  
Floor No. 25, PJ Towers  
Dalal Street  
Mumbai: 400001  
Scrip Code: 532725

**Sub: Transcription of Conference Call with reference to the Unaudited Financial Results for the Quarter ended on June 30, 2021 with the Management of the Company.**

Dear Sir,

In furtherance of our letter dated **July 28, 2021**, we are forwarding herewith a copy of Transcription of Conference call hosted by ICICI Securities on **Friday, July 30, 2021 at 11:30 a.m.** to discuss the Unaudited Financial Results for the quarter ended on June 30, 2021 with the management of the Company.

This information will also be available on the website of the Company at: [www.solargroup.com](http://www.solargroup.com)

Kindly take the same on record and acknowledge.

Thanking you

Yours truly,

For Solar Industries India Limited

  
Khushboo Pasari  
Company Secretary &  
Compliance Officer



## Solar Industries India Limited

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“Solar Industries India Limited  
Q1 FY2022 Earnings Conference Call”

July 30, 2021



**ANALYST: MR. ABHIJIT MITRA - ICICI SECURITIES**

**MANAGEMENT: MR. MANISH NUWAL – CHIEF EXECUTIVE OFFICER & MANAGING DIRECTOR - SOLAR INDUSTRIES INDIA LIMITED**

**MR. SURESH MENON - EXECUTIVE DIRECTOR - SOLAR INDUSTRIES INDIA LIMITED**

**MR. MONEESH AGRAWAL - JOINT CHIEF FINANCIAL OFFICER - SOLAR INDUSTRIES INDIA LIMITED**

**MS. SHALINEE MANDHANA - JOINT CHIEF FINANCIAL OFFICER - SOLAR INDUSTRIES INDIA LIMITED**

**MS. AANCHAL – INVESTOR RELATIONS – SOLAR INDUSTRIES INDIA LIMITED**



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**Moderator:** Ladies and gentlemen, good day and welcome to Solar Industries Q1 FY2022 Earnings Conference Call. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing ‘\*’ then ‘0’ on your touchtone telephone. Please note that this conference is being recorded. I now hand the conference over to Mr. Abhijit Mitra from ICICI Securities. Thank you and over to you Sir!

**Abhijit Mitra:** Thanks operator and good morning to all the participants. Thanks for joining in. We are hosting Solar Industries India Limited Q1 FY2022 results conference call. From the management we have Mr. Manish Nuwal, CEO & MD, Mr. Suresh Menon, Executive Director, Mr. Moneesh Agrawal, Joint CFO and Ms. Shalinee Mandhana, Joint CFO. Without further ado I will hand it over to Manish Nuwal for his opening remarks. Over to you Mr. Nuwal!

**Aanchal:** Very good morning everyone and welcome to Solar’s first quarter investor conference. My name is Aanchal and I would like to welcome all of you on behalf of Solar Industries India Limited. We might make projections and other forward-looking statements regarding Q2 results and about future financial performance in this call. Please remember that such statements are only predictions, actual results may differ materially. Our website will be updated with all relevant informations. Now I would request CEO & MD, Mr. Manish Nuwal for his comments on the company’s performance for this quarter.

**Manish Nuwal:** Good morning everyone. We are pleased to inform you that your company has posted the highest ever quarterly results in its entire history after an extremely challenging FY2021, driven by the trust of our stakeholders we grew at a phenomenal pace in Q1 FY2022 registering an all time high revenue of Rs.825 Crores an increase of Rs.68000 Crores year-on-year. Our EBITDA at Rs.176 Crores registered an increase of 83% year-on-year. The highest ever quarterly performance coming in such a challenging environment demonstrates the strength and commitment of the entire Solar team. Despite the COVID related challenges we ensure optimum production meeting customers’ expectations while maintaining highest standards of quality and safety in our facilities. Our sales have shown substantial increase in market segments like Coal India, Singareni, housing and infra and international businesses. Delivery of MMHGs has also started giving the trust to the defence business. Going forward the Government of India’s strong policy support and outlays on large scale infrastructure projects, housing, mining and providing a level playing field to domestic private sectors in defence procurement augurs well for the company.



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Despite the challenges evolving around the COVID third wave and rising commodity prices we remains confident of delivering results as per the guidance given for FY2022 by the company. Now I would hand over to Aanchal for a quick review on quarterly numbers. Thank you.

**Aanchal:**

Thank you so much Sir. I am extremely happy in presenting the numbers of the record-breaking quarter. We grew at a fantastic pace in Q1 registering revenues of Rs.815.23 Crores up 50% year-on-year, EBITDA at Rs.175.52 Crores up by 83%, PAT to be Rs.100.85 Crores up by 29% year-on-year demonstrating the strength of our business and challenging environment, **(inaudible) 4:20** lockdowns and restrictions being imposed started than nationwide lockdown last year. Now let us quickly review the quarter in detail.

Explosives, the domestic volumes of the quarter are increased by 45% that is 101782 metric tonnes compared to 70287 metric tonnes and realization of explosive is up by 20% that is 41161per ton compared to 34240.per ton as such explosive revenue was up by 74% that is from Rs.240.66 Crores to Rs.418.95 Crores. Revenue from initiating systems is also up by 58% that is from Rs.60.89 Crores to Rs.96.37 Crores. The revenue from CIL was up by 45% year-on-year as Rs.142.66 Crores compared to 98.48 Crores, revenue from non-CIL and institution is up by 112% year-on-year from Rs.48.65 Crores to Rs.103.12 Crores. Revenue from housing and infra was up by 126% year-on-year from 107.28% to Rs.216.86 Crores. Export and overseas revenue grew by 55% year-on-year from Rs.207.08 Crores to Rs.311.73 Crores. Defence revenue was up by 99% that is from Rs.23.46 Crores to Rs.46.71 Crores.

Coming to our raw materials, the raw material consumption year-on-year is weak at 1.7% which is pretty marginal from 54.92 to 56.89 as a percentage of sales, in absolute terms the material cost is Rs.469.46 Crores against Rs.269.72 Crores. Coming to employee cost it has decreased by 1.71% from 9.92% to 8.24% as a percentage of sales, in absolute terms the cost is Rs.67.98 Crores against Rs.48.84 Crores.

Coming to our other expenses, the other expenses was decreased by 2.72% from 16.22% to 3.70% as a percentage of sales, in absolute terms the other expenses are Rs.113.07 Crores against Rs.80.62 Crores. EBITDA, the EBITDA for the quarter is Rs.175.52 Crores at 71.27% margin compared to Rs.95.81 Crores at 19.51% margin. Interest cost, the interest has been decreased by 1.26% from 2.50% to 1.24%, in absolute terms the cost is Rs.10.26 Crores against Rs.12.30 Crores year-on-year. Depreciation has increased from Rs.22.79 Crores to Rs.25.18 Crores on account of increased capex in the previous year. The profit tax stands at 16.97% compared to 12.36%. Coming to our PAT, the net profit in absolute terms



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up by 129% is Rs.140.08 Crores from Rs.60.72 Crores; net profit margin is up by 3.27% to 12.22 compared to 8.95 in the previous year. Now we would be happy to take questions, comments or suggestions that you may have. Over to you Abhijit!

**Moderator:** Thank you very much. Ladies and gentlemen we will now begin the question and answer session. The first question is from the line of Sujit Jain from ASK Investment Managers. Please go ahead.

**Sujit Jain:** Manish Ji and team, congratulations and complement on a very good set of numbers. Sir, I have question on consolidated minus standalone when I look at those numbers, across all quarters the raw material cost is far cheaper than what we will find in standalone so the gross margins are very high, so just to put that in context the gross margins are as high as 64%, 65% and then obviously most of these entities are overseas, the other expenditure is higher, employee cost is higher as a percentage of sales compared to the standalone, but yet the overseas margins are higher, so what explains this kind of high gross margin in overseas entity?

**Manish Nuwal:** The main reason behind increase in margins in other subsidiaries is increase in sales and what we have been sharing that sometimes there is always a lag between these raw material prices and finished goods prices, so whenever there is a lag sometimes it happens that material prices or raw material consumption analysis will reflect that prices has gone up, but otherwise by and large it is in line with our normal business guidance or results which we have been achieving over last year.

**Sujit Jain:** South Africa and Australia if you could spell the FY2021 full year profit or loss figures in that generally where are we?

**Manish Nuwal:** Those details we will be publishing our annual report which we will be releasing in a couple of days, you can see into those numbers.

**Sujit Jain:** Have they turned profitable in FY2021 and what is the guide path there?

**Manish Nuwal:** You can see in the annual results and then we will comment on if there are any queries on your side we may address that.

**Sujit Jain:** What I am trying to ask you that is there a further scope of improvement in margins in overseas entities because these entities can turn profitable?



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**Manish Nuwal:** Yes, definitely there will be scope of improvements in margin once those subsidiaries will start delivering better results and as we have been sharing that due to COVID the rollovers or expanding into the new customers in those entities was a big challenge and now we see that in a couple of months may be three months or may be four months down the line we will be able to expand our focus in those countries and those may definitely help us to improve the margins.

**Sujit Jain:** Coming back to question one is that the raw material by net sales in these entities is a much lower number compared to standalone, so what exactly the difference between the products that we sell in India and we sell overseas in terms of raw material sourcing?

**Manish Nuwal:** Basically our business is of tankers and explosives and products by and large are bulk explosives, packaged and initiating systems, so country to country it depends on the logistic cost and those were soft material, so there will be differences between those things otherwise by and large it is okay.

**Sujit Jain:** Thank you so much.

**Moderator:** Thank you very much. The next question is from the line of Abhishek Ghosh from DSP Mutual Fund. Please go ahead.

**Abhishek Ghosh:** Thank you so much for the opportunity. In the earlier conference call you had alluded to a point that **(audio cut) 12:56** FY2022 and subsequent year growth were 20% **(audio cut) 13:03** performance in Q1 despite the second wave do you want to alter that guidance and how should one look at it in terms of **(audio cut) 13:12**?

**Aanchal:** No doubt that Q1 results had been wonderful, but looking at the uncertainty of hearing third wave of COVID and commodity rising prices and monsoon, we maintain annual guidance as per the present clause.

**Abhishek Ghosh:** Okay and the other thing is you seemed to have done a very good job as far as the other expenses are concerned, so just wanted to know is there an element of some translation of currency element or is it a genuine effort of the cost initiative program that has been carried out as far as the company is concerned?

**Aanchal:** **(inaudible) 13:59** in the resource optimization and third one since the topline had increased so no doubt the other expenses will decrease as a percentage of sales.

**Abhishek Ghosh:** So this is sustainable going forward?



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- Aanchal:** Yes.
- Abhishek Ghosh:** Manish Ji just one thing, you mentioned that you could probably give us some clarity as far as the capacity expansion in the domestic segment is concerned have you able to kind of crystallize on that or is it still WIP?
- Manish Nuwal:** When we are holding the last call that we wish to expand capacity and we wish to expand the footprints in Indian markets and accordingly we are working on that to set up new plants in different parts of the country probably in the next quarterly call we will be able to share more on this.
- Abhishek Ghosh:** Overall if you look at it generally in the industry there is a lot of disruption as far as the semi-organized or the unorganized players are concerned because of the increase in raw material prices, working capital management, is that something that you are also witnessing in your segment of explosives because I think for four, five years there are a lot of smaller players especially for bulk explosives, so any color in that?
- Manish Nuwal:** Your point is quite valuable, if you see the overall phenomena which we have been observing whenever there will be dynamic challenges or dynamic changes are seen in the market definitely the weaker players being eliminated out and COVID has definitely impacted one and all, but the stronger players are efficient players are thriving and weaker players are getting weaker so that is what happening in practically all industry segments and we also believe that this phenomena will come into the explosive industry as well.
- Abhishek Ghosh:** Do you believe this can give you already a fair amount of pricing power, but that can leave you with better pricing power in times to come ahead at least in the bulk explosives?
- Manish Nuwal:** We perceive this situation in a different manner, we do not think that it gives you a pricing power, but definitely gives an opportunity to increase your market presence so that is what we are working on.
- Abhishek Ghosh:** Okay Sir. I will come back in the queue. Thank you.
- Moderator:** Thank you very much. The next question is from the line of Rohan Gupta from Edelweiss. Please go ahead.
- Rohan Gupta:** Good morning and congratulations on a solid set of numbers in the current quarter. Two to three questions from my side. Firstly just mention that in the international market and even in the domestic market we have seen some benefit coming from the rising commodity



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prices is there any inventory led gains are there which you can quantify in the current quarter?

**Manish Nuwal:** We have not said that the commodity prices has helped us in this quarter or especially in Q1, but we would like to explain that there is no significant impact of the commodity price rise on our quarterly numbers, but we have just as a matter of caution I have said that the rising commodity prices definitely will impact us in a manner that our finished goods prices may not increase in the same month or in the same quarter, but there can be some line that is why we have given that statement.

**Rohan Gupta:** Second question is on this given we are now have ambition of growing domestically as well as exports wise and globally, do you have any plans going forward and we have such a solid balance sheet in terms of any backward integration planning to get into AN to secure a raw material availability, do you have as a company any such plans going forward?

**Manish Nuwal:** We agreed that we have strong balance sheet and it is all because of our prudent financial practices, we will keep expanding our footprints in India and overseas market and our main focus is on manufacturing and making these products and supplying to the mining industry and making products for the defence applications. As of now we have no plans to enter into the backward zone which is backward integration side mainly ammonium nitrate we have no such plans.

**Rohan Gupta:** Coming on sourcing of ammonium nitrate can you just quantify that how much sourcing is happening domestically and how much we import?

**Manish Nuwal:** By and large 80% we are sourcing from the local market and 20% is from the sources especially in Russia and local.

**Rohan Gupta:** Out of the 80% local sourcing which I believe that primarily will be coming from Deepak Fertilisers because they are the largest producer of AN, how much will be coming from them Sir of this 80% sourcing locally?

**Manish Nuwal:** Our basic sourcing is mainly from Deepak Fertilizer, GNFC and RCF.

**Rohan Gupta:** This 20% imports which we are having, do you see that global logistic supply chain getting impacted because of the shipping issues, are we facing any issues on this import of raw material which are coming from the global market?





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- Manish Nuwal:** We have faced the impact of this disruption in global supply chain especially in Q3 and Q4 of the previous financial year, but now these things are well settled and we do not foresee any major challenge in the supply chain.
- Rohan Gupta:** As far as the pricing of AN is concerned, how frequently the pricing of AN is renegotiated with the supplies or whether it is a monthly contract 15 days or spot contract, how the pricing happen Sir?
- Manish Nuwal:** Pricing normally happens on spot quarterly and annually, it depends on each contract we have with our vendors, so we have the flexibility of fixing the prices as per the contractual terms with those suppliers.
- Rohan Gupta:** It is on both spot also and on a long term contracts also?
- Manish Nuwal:** Yes.
- Rohan Gupta:** Can you just quantify how much will be right now on a long term contract and till how long the prices have been locked at what level of AN, it will be possible to share those information Sir?
- Manish Nuwal:** No, we cannot share this information.
- Rohan Gupta:** Another question is on our market share, so as far as I think CIL is concerned, Coal India, I think that 30% of requirement of CIL is met through us, am I right on that number Sir?
- Manish Nuwal:** It is almost 28% to 30%.
- Rohan Gupta:** In terms of institutional and housing and infra, can you just give us our market share, how much market share we will have in institutional and how much in housing and infra?
- Manish Nuwal:** It is almost the same 28%, 29%, something like that is infra and institutional sector.
- Rohan Gupta:** If I can take the liberty of going on asking for more questions and if you are not comfortable I can come back in queue and ask another time.
- Manish Nuwal:** Sure we can have this call separately with you.
- Rohan Gupta:** Sure Sir. Thank you so much.



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**Moderator:** Thank you very much. The next question is from the line of Pankaj Tibrewal from Kotak Mutual Fund. Please go ahead.

**Pankaj Tibrewal:** Good morning Manish Ji and the entire team and congratulations on a very strong set of numbers in these challenging times. Manish Ji if I recall three years back in 2018 annual report we spoke of our vision of 2020 of different divisions achieving a scale, yes in between a lot of disruptions have happened, COVID has happened, would you like to refresh that and just to give you a vision of the next two, three years for the company, how do you see defence scaling up, how do you see exports scaling up and with cyclical uptick in the economy in housing and infra how do you see the domestic part playing out that would be the first part, on the second in terms of capital allocation we have about now Rs.780 Crores of debt and the way first quarter reflected very strong profitability even if we account for the capex which we will be left with decent amount of surplus, so if you can just throw some light on your thoughts on capital allocation going forward. These are my two questions? Thank you.

**Manish Nuwal:** Like you said that what is the growth outlook and business outlook for the next two, three years I will address like this. My point of insight like we have almost Rs.160 Crores in the last financial year and in this year we have given a target of almost Rs.300 Crores and if we go down for the next two years we are expecting that from Rs.300 Crores we should definitely reach to Rs.600 Crores this is as far as defence is concerned. As far as explosives for mining applications are concerned, we believe that this year we will definitely grow by almost 25% and in the coming three years we would like to grow, our plans are increased which can give us a growth of almost 20% in the next three years, so that will definitely help the company. As far as capital allocation is concerned, definitely the major capex programs which was in place in last three, four years are almost over, but definitely capacity expansions, addition of products in the defence section and increasing the geographical footprints in various parts of the world will always keep going, so that has to be there and we believe that the net cash flow will be better and definitely it will be more than what we will be spending on our capex program. The first target for us in next two, three years to make the company debt free and we will follow the same conservative approach of capital allocation as far as expansions and all those things are concerned, but this is by and large our policy and we will be following this.

**Pankaj Tibrewal:** Quite heartening to get this. If I can followup with one more question, so when you are talking about defence getting scaled up to about Rs.600 Crores odd and probably this year Rs.300 Crores plus, the capital investment which has gone into defence has been quite a substantial number if I recollect it was Rs.500 Crores, Rs.600 Crores which was now



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generating commensurate revenue, now with defence scaling up which should reflect on your return on capital, is that the right thought and right understanding?

**Manish Nuwal:** Yes, like we have been saying that the return on capital employed will keep improving always, based on the quarterly numbers you can see that ROCE has almost crossed 25% and we believe that it will keep improving in the next three years.

**Pankaj Tibrewal:** Thank you Manish and wish you guys all the best.

**Moderator:** Thank you very much. We have the next question is from the line of Suhrid Deorah from Paladin Capital. Please go ahead.

**Suhrid Deorah:** Good morning Sir. I just wanted to understand how the demand shape up in the current month in July, is there any seasonal weakness or any other weakness that you have seen in the economy post the second wave?

**Manish Nuwal:** We do not see any deviations in the market, the demand in the month of July except the effect of monsoon so that was expected on the expected line, so July, August, September is considered as monsoon season so to that extent the demand is in line with our expected line.

**Suhrid Deorah:** Thank you so much.

**Moderator:** Thank you very much. The next question is from the line of Nilesh Jagdish from Envision Capital. Please go ahead.

**Nilesh Jagdish:** Thanks for the opportunity. Sir, my first question was on the export side, to understand our export mix, we export to South Africa and Australia, can you give some quantum on what is the mix between these two countries and with any other countries?

**Aanchal:** Around 55 countries all over the world, for South Africa and Australia we have a plant in South Africa and Australia will be coming up in a year and we have subsidiaries in various countries so that from India we will supply to those subsidiaries.

**Nilesh Jagdish:** Second question would be around our current capacity utilization levels, so can you give some understanding on what are our current capacity utilization levels are and what are the status of the new expansion you are planning which got delayed due to pandemic?

**Manish Nuwal:** The major capacity expansions which got impacted due to COVID was in the international market, we have already started the facility in South Africa, but the Greenfield facility in



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the new countries like Australia, Tanzania, Indonesia have got impacted due to COVID, so now we have seen that in Tanzania the things are progressing well, so we are likely to start the facility in the next month and Australia is again impacted due to COVID, so these things are impacting us badly as far as rolling over the new facilities is concerned, but as far as the capacity expansion in the domestic market is concerned, we have been impacted due to COVID, but by and large things are very much in control and we are expanding our facilities mainly for initiating systems and adding the facilities for the defence products so that is going on well, but like we have said that we are planning to expand the two new facility in different parts of the country that got impacted due to COVID.

**Nilesh Jagdish:** What would be our current utilization levels?

**Manish Nuwal:** Capacity utilization is concerned since the product and portfolio is very large and very wide it is not possible to pinpoint any single figure for capacity utilization.

**Nilesh Jagdish:** This year target of around Rs.300 Crores of capex it is largely for the international expansion and some for the defence segment?

**Manish Nuwal:** Mainly for expanding the capacities of initiating systems and defence and some portion for the international business.

**Nilesh Jagdish:** Since you touched upon to point on the defence, just last quarter we were discussing we are developing certain products for the defence segments, so any status on that?

**Manish Nuwal:** Basically what you wish to understand is because what we have told you that we are working on various programs along with DRDO and lot of products have already been developed and reached the production level, so this is a regular process and we are moving on commercialization of those products now.

**Nilesh Jagdish:** Understood and Sir last question was on the growth in the non-CIL and the institutional side, when I see the Y-o-Y growth it is more than 100%, so any guidance on the new mine yields which were released in the last one year or maybe 18 months are we getting good traction on that going forward how can we expect a mix from CIL and non-CIL to actually be equal some color on the same?

**Manish Nuwal:** Mr. Menon has already explained we will explain on those points again.

**Suresh Menon:** We see lot of private coal mines being opening up so this year growth potential coming from there. We also see push from the government on right from housing, road and river



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linking projects, so we see this growth being maintained and including the new mine setup coming up in the next one year we do not see any lull and also the private coal mines would be tracking up, some may have got delayed due to COVID, but I think they should be all coming on stream and this will help us to increase our reach and our volume.

**Nilesh Jagdish:** I talked about products which you supply to CIL are this largely pre-decided prices or this price has changed as per the price of the commodity raw material movement?

**Suresh Menon:** We have tender through CIL and so we have price which comes out through a tender, but there is a quarterly escalation clause where we are able to pass on any commodity price increase or decrease to CIL.

**Nilesh Jagdish:** Understood, in case of non-CIL related products?

**Suresh Menon:** Most of the companies we have an escalation clause some are monthly, some are quarterly and some are annually.

**Nilesh Jagdish:** Understood, okay Sir, those are my questions. Thank you so much.

**Moderator:** Thank you very much. The next question is from the line of Abhijit Mitra from ICICI Securities. Please go ahead Sir.

**Abhijit Mitra:** Thanks for taking my questions. I have three questions actually first on the net debt if you can tell me your net debt and gross debt for the quarter ending?

**Aanchal:** The gross debt can be Rs.782 Crores this year as compared to Rs.788 Crores and the net debt is around Rs.650 Crores.

**Abhijit Mitra:** If you can also speak a little about your existing defence order book because I could **(audio cut) 35:20** coal and the defence order book this time, so some light on that it would be great?

**Aanchal:** The selling order book stands at Rs.630 Crores and coal and Singareni combined stands around Rs.1000 Crores.

**Abhijit Mitra:** Okay, great, also last question is on overseas and the export segment, so despite COVID if I look at your quarterly run rate it is almost 60% increase from two years back, so majority of this increase would have come from which region just on a conceptual level if you can help us in a direct, is it from new regions that you are seeing this majority of this 60% growth



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almost Rs.100 Crores plus quarterly Rs.100 Crores or is it old regions which are contributing to the maximum, how do you sort of break it up?

**Manish Nuwal:**

The major increase in the export and overseas is coming due to the maturity of those businesses especially in Turkish market, two, three years back there was a big turmoil in the local markets and things are very bad so those things have improved although COVID has impacted the business in Turkey. Second positive aspect which we have shared in last call also that we have started the business in Ghana and now that has reached to a good level that has helped to increase our sales. In Tanzania also last two years back we have acquired a company there and that is also operational and doing well and our facility will also start in next month, so these three things coupled with the increase in business in South Africa and Australia it is also helping us. In Nigeria also in the last two years there was a big impact due to the lower prices of crude and nonavailability of currency, but now things are improving and all these factors are resulting into good numbers from exports in overseas and on this quarter like you said that we have almost Rs.300 Crores and we are expecting that this run rate should continue for next few quarters I think we matured our business in South Africa and Australia.

**Abhijit Mitra:**

That is all from my side. Thanks a lot for that.

**Moderator:**

Thank you. As there are no further questions from the participants I would now like to hand the conference over to the management for closing comments.

**Aanchal:**

We thank everyone for participating in this first investor conference call of Solar Industries India Limited. We look forward to welcome you again in the second quarter of FY2021-2022. Thank you.

**Moderator:**

Thank you very much participants. On behalf of ICICI Securities that concludes this conference call. Thank you for joining us and you may now disconnect your lines.