



Safety • Quality • Reliability

July 31, 2020

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: Fact Sheet - Presentation on Audited Financial Results (Standalone & Consolidated) for the quarter and year ended on March 31, 2020.**

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 Audited Financial Results (Standalone & Consolidated) of the Company for the quarter and year ended on March 31, 2020.


The above information is also available on the website of the Company i.e. [www.solargroup.com](http://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

## Solar Industries India Limited

Regd. Office : "Solar" House, 14, Kachimet, Amravati Road, Nagpur-440023, INDIA

☎ (+91)712-6634555/567 📠 (+91)712-2500200-201 ✉ solar@solargroup.com

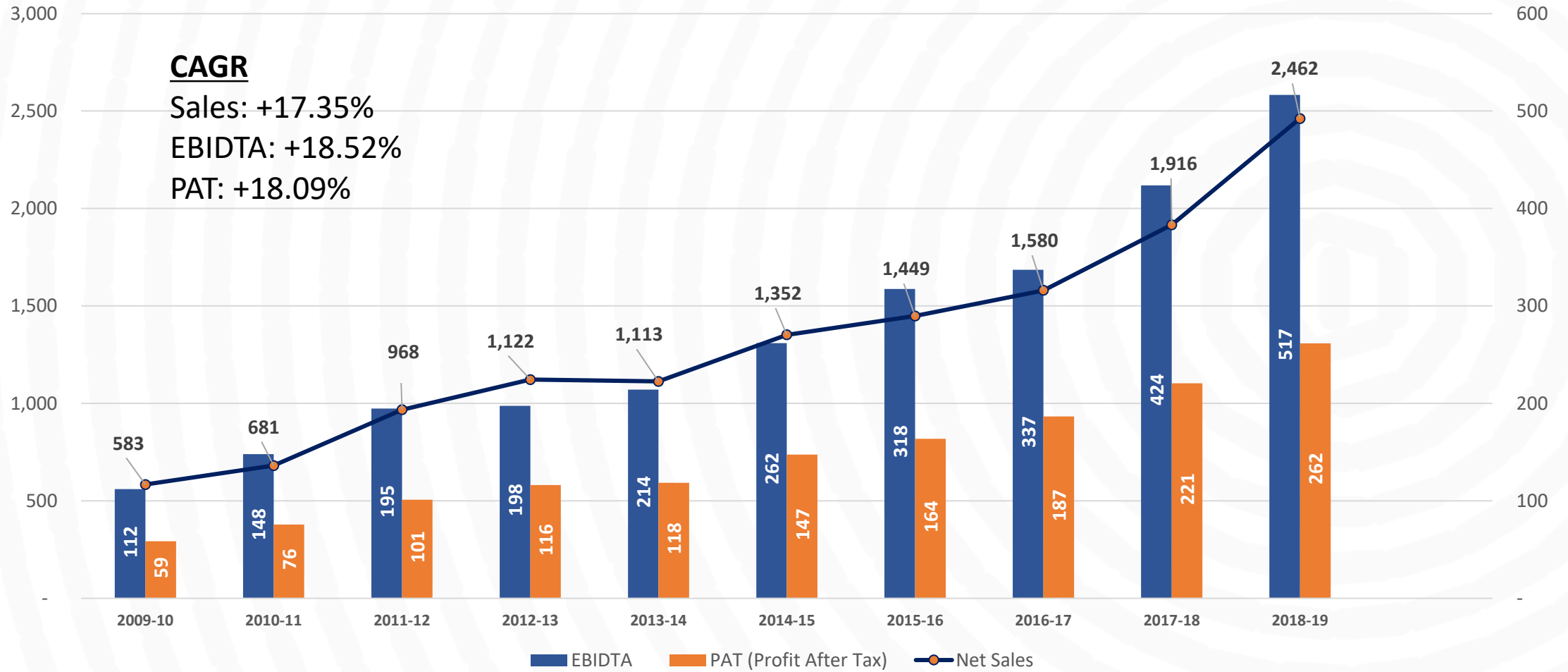
CIN : L74999MH1995PLC085878 🌐 [www.solargroup.com](http://www.solargroup.com)



# Delivering Value Through **Excellence**

**Q4&FY20**

# 10 Years At A Glance



\*2019-20 was an exceptional year



## Consolidated Yearly Results

	Rs. In Crores			% of Net Sales		
	<b>FY20</b>	FY19	Change yoy	<b>FY20</b>	FY19	<b>Change</b>
Net Sales	<b>2237.30</b>	2461.57	(9.11%)	-	-	
EBIDTA	<b>475.37</b>	516.66	(7.99%)	21.25	20.99	0.26
Interest/ Fin	<b>55.04</b>	49.87	10.37%	2.46	2.03	0.43
Depreciation	<b>84.53</b>	58.89	43.54%	3.78	2.39	1.39
PBT	<b>335.80</b>	407.90	(17.68%)	15.01	16.57	(1.56)
Tax	<b>57.13</b>	125.05	(54.31%)	17.01	30.66	(13.65)
MI	<b>11.24</b>	15.19	(26.00%)	-	-	-
PAT	<b>278.67</b>	276.80	0.68%	12.46	11.24	1.22



## FY20 v/s FY19

Quantity (MT) Explosives

-6.03% ↓

337456 Over FY20

359116 Over FY19

Rate

Explosives

-5.42% ↓

33521 Over FY20

35442 Over FY19

Value (Cr) Explosives

-11.1% ↓

1131 crs Over FY20

1273 crs Over FY19

Value (Cr)

Accessories

15.4% ↑

296 crs Over FY20

257 crs Over FY19



# Cost-Break-Up

## FY20

54.31% Material Consumed

9.24% Employee Cost

17.05% Other Exp

2.46% Finance

↓ 2.60

↑ 1.75

↑ 1.84

↑ 0.43

## FY19

Material Consumed 56.91%

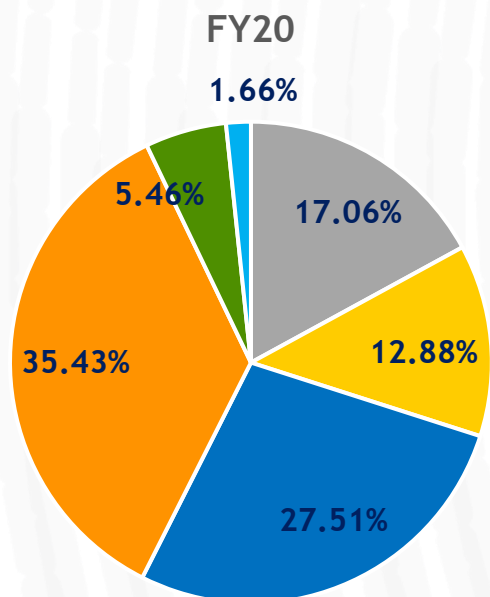
Employee Cost 7.48%

Other Exp 15.21%

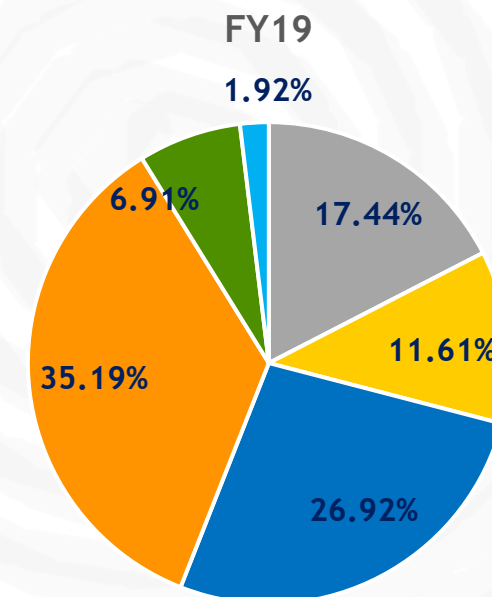
Finance 2.03%



# Customers



Customer	FY20	% of Sales	FY19	% of Sales	Growth
CIL	381.57	17.06%	429.23	17.44%	-11.10%
Non CIL & Institutional	288.27	12.88%	285.79	11.61%	0.87%
Housing & Infra	615.42	27.51%	662.77	26.92%	-7.14%
Exports & Overseas	792.74	35.43%	866.34	35.19%	-8.50%
Defence	122.17	5.46%	170.20	6.91%	-28.22%
Others	37.13	1.66%	47.24	1.92%	-21.40%
<b>Total</b>	<b>2237.30</b>		<b>2461.57</b>		<b>-9.11%</b>





# Consolidated Quarterly Results

	Rs. In Crores				% of Net Sales			
	Q3FY20	<b>Q4FY20</b>	Q4FY19	Change yoy	Q3FY20	<b>Q4FY20</b>	Q4FY19	Change
<b>Net Sales</b>	563.23	<b>547.48</b>	672.95	(18.64)%				
<b>EBIDTA</b>	122.74	<b>109.56</b>	144.88	(24.38)%	21.79%	20.01%	21.53%	(1.52)
<b>Interest/ Fin</b>	14.11	<b>14.42</b>	10.63	35.65%	2.51%	2.63%	1.58%	1.05
<b>Depreciation</b>	22.03	<b>22.14</b>	14.82	49.39%	3.91%	4.04%	2.20%	1.84
<b>PBT</b>	86.60	<b>73.00</b>	119.43	(38.88)%	15.38%	13.33%	17.75%	(4.42)
<b>Tax</b>	21.55	<b>19.82</b>	38.15	(48.05)%	24.88%	27.15%	31.94%	(4.79)
<b>MI</b>	3.07	<b>3.22</b>	3.68	(12.50)%	-	-	-	-
<b>PAT</b>	65.05	<b>53.18</b>	75.23	(29.31)%	11.55%	9.71%	11.18%	(1.47)





## Q4FY20 v/s Q4FY19

Quantity (MT) Explosives

**-10%** ↓

94927 Over FY20

105245 Over FY19

Rate

Explosives

**-15%** ↓

31027 Over FY20

36342 Over FY19

Value (Cr) Explosives

**-23%** ↓

295 crs Over FY20

382 crs Over FY19

Value (Cr)

Accessories

**-4%** ↓

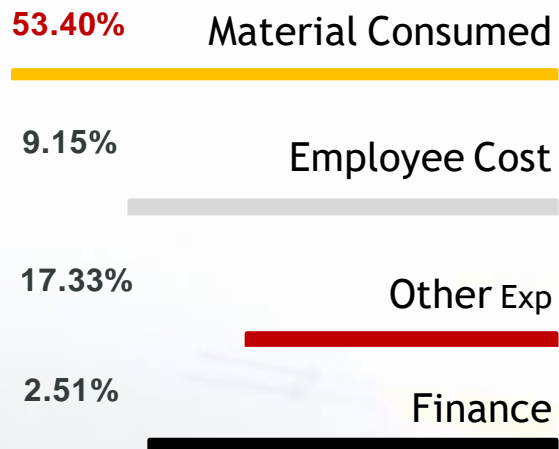
73 crs Over FY20

76 crs Over FY19

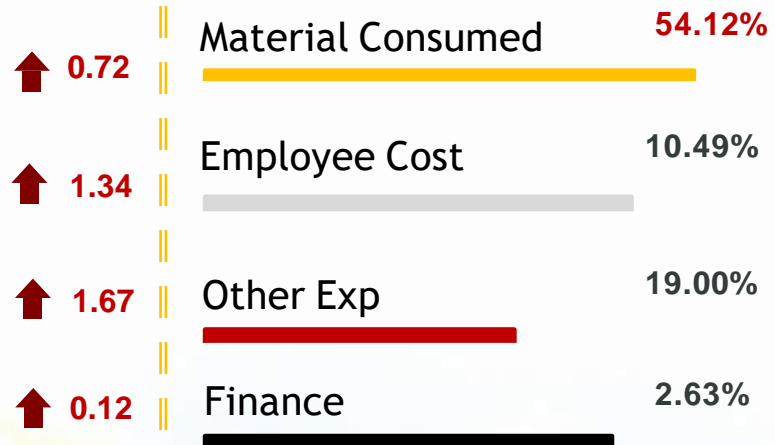


# Cost-Break-Up

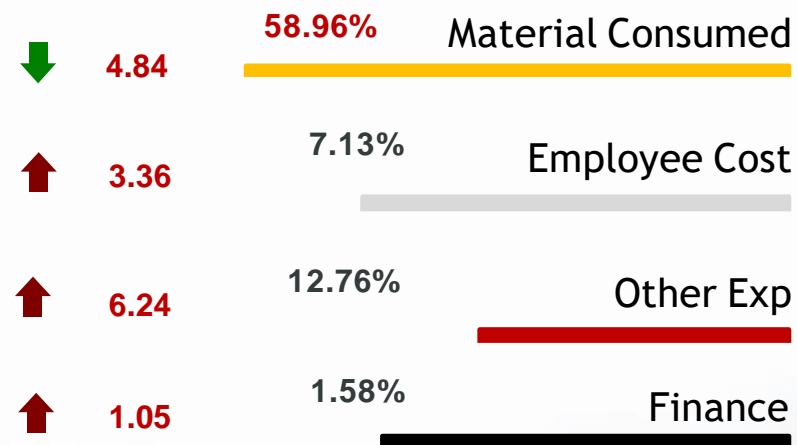
## Q3FY20



## Q4FY20



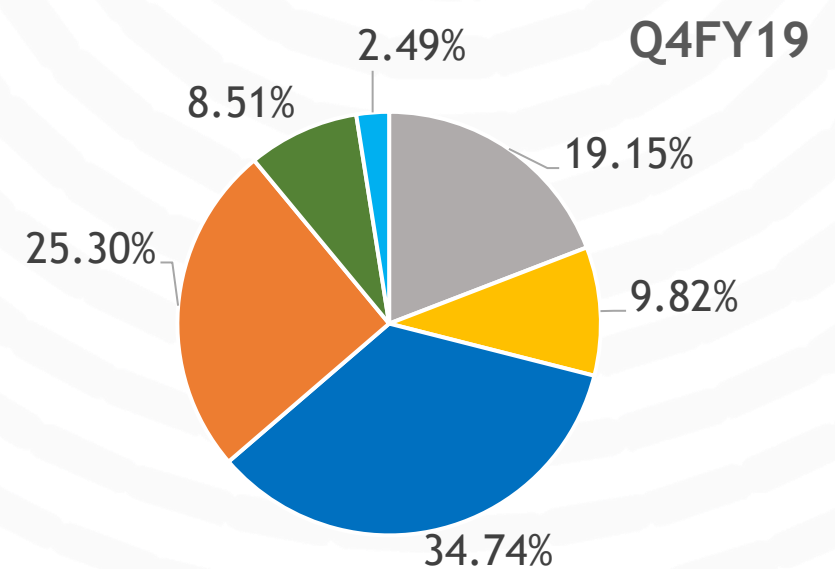
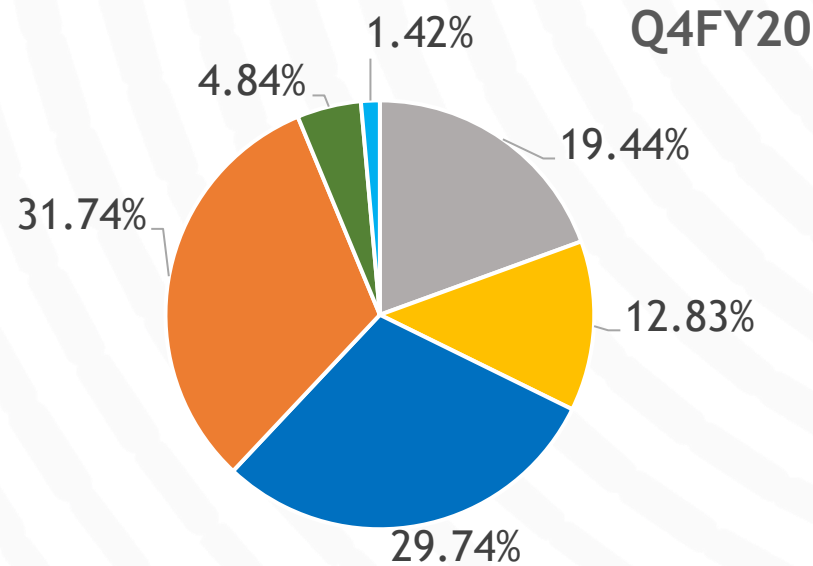
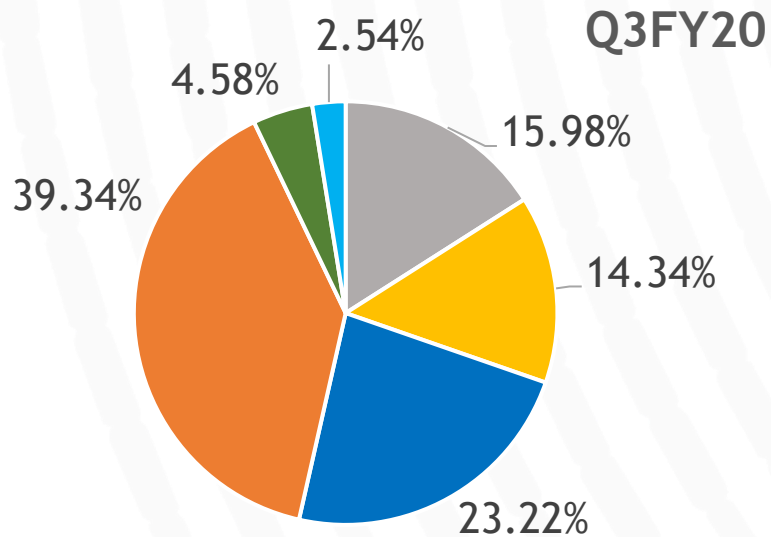
## Q4FY19





# Customers

	Q3FY20	% of Sales	Q4FY20	% of sales	Q4FY19	% of sales
CIL	89.99	15.98%	106.43	19.44%	128.84	19.15%
Institutional	80.74	14.34%	70.23	12.83%	66.06	9.82%
Housing & Infra	130.77	23.22%	162.81	29.74%	233.75	34.74%
Exports & Overseas	221.59	39.34%	173.77	31.74%	170.28	25.30%
Defence	25.79	4.58%	26.48	4.84%	57.27	8.51%
Others	14.35	2.54%	7.76	1.42%	16.75	2.49%
<b>Total</b>	<b>563.23</b>		<b>547.48</b>		<b>672.95</b>	





## Loan Position

### FY2019-20

Working Capital	₹ 357.37
Domestic	₹ 66.89
Overseas	₹ 290.48
Term Loan	₹ 350.80
Domestic	₹ 215.36
Overseas	₹ 135.44
<b>Total Debt</b>	<b>₹ 708.17</b>

Total Debt to Equity	<b>0.51</b>
Net Debt to Equity	<b>0.45</b>

### FY2018-19

Working Capital	₹ 312.93
Domestic	₹ 45.21
Overseas	₹ 267.72
Term Loan	₹ 290.00
Domestic	₹ 203.77
Overseas	₹ 86.23
<b>Total Debt</b>	<b>₹ 602.93</b>

Total Debt to Equity	<b>0.49</b>
Net Debt to Equity	<b>0.41</b>



## Balance Sheet (Extract)

Particulars	FY20	FY19
Capital Employed	1685	1430
Net Worth	1380	1238
ROCE (%)	23.19%	32.02%
ROE (%)	19.38%	21.13%
Debtor Days	60	59
Inventory Days	99	74
Creditor Days	46	43
Working Capital Days	113	90
EPS (Face Value Rs. 2)	29.55	28.91

# Order Book Status

The total order book in hand is 1304 crores



Coal India's

**Approx 808 Crs**



SCCL's

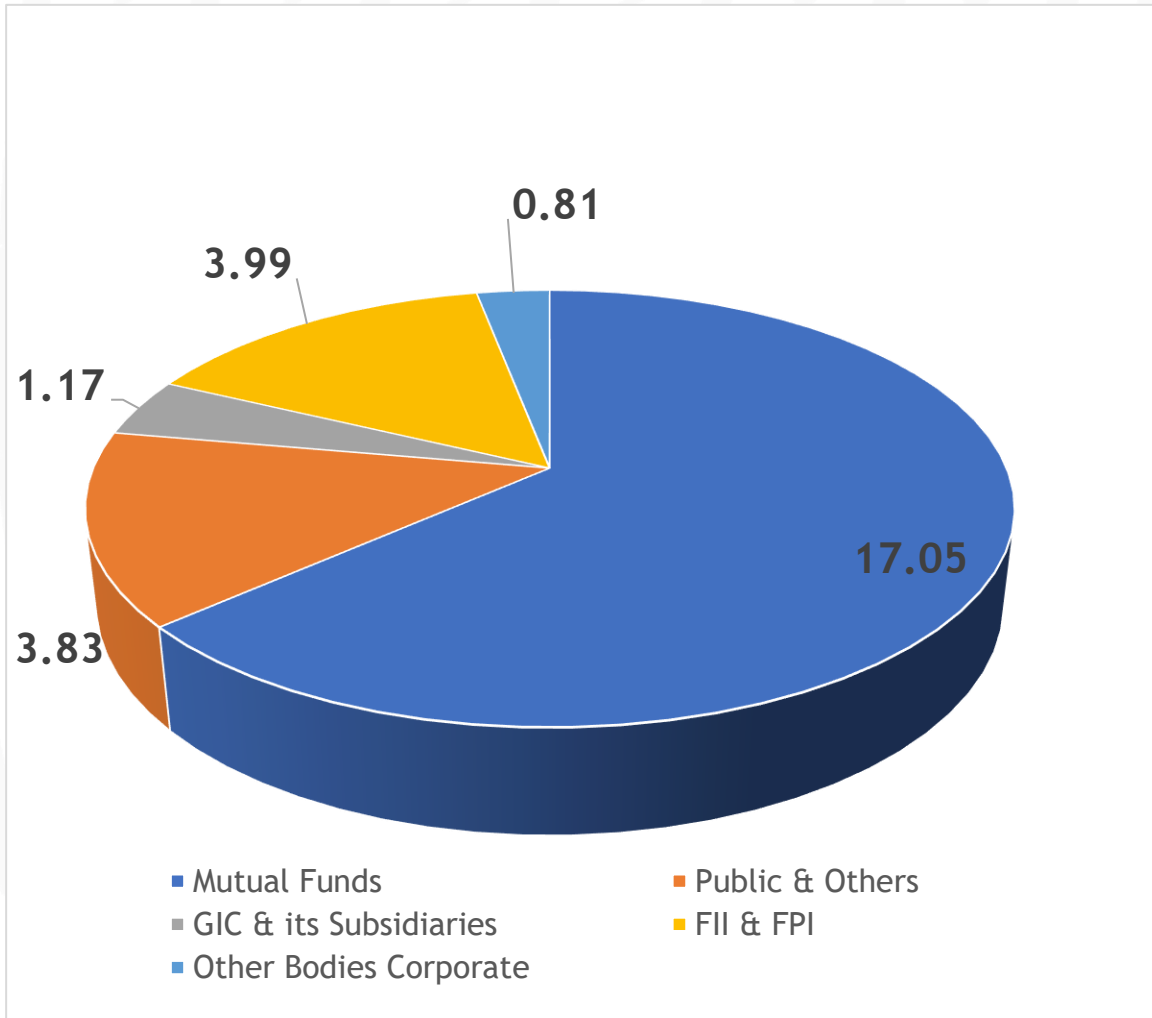
**Bulk + Accessories valuing approx 134 Crs**



Defence

**As-on-date stands at approx 362 Crs.**

## Shareholding as on 31.03.20



### Mutual Funds :17.05

SBI MF (5.94), Kotak Fund (4.01), HDFC (3.53), DSP (2.40), Canera Robeco (0.27) Others (0.89)

### FPI : 3.99

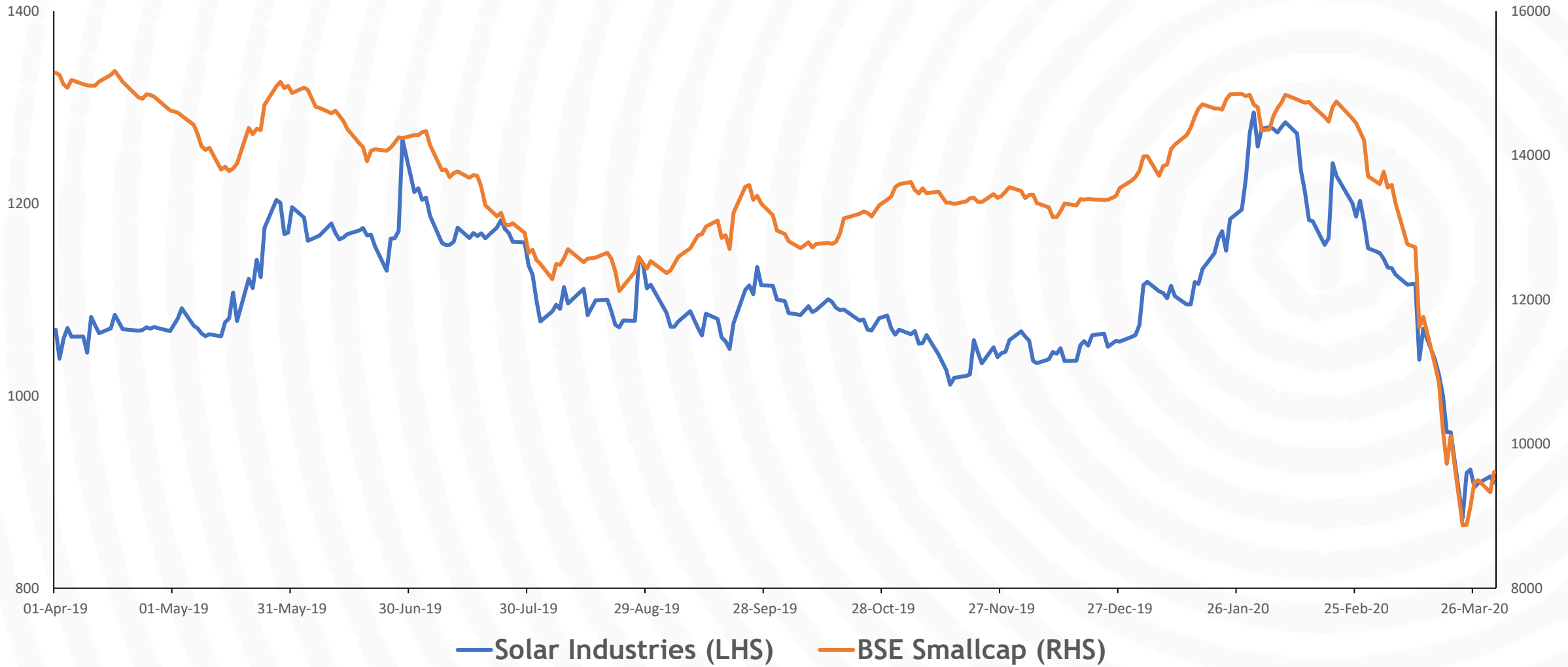
Fidelity (2.16), India Midcap (Mauritius) Limited (0.76), DFA Investment Group (0.32), Others (0.73)

### GIC & Its Subsidiaries

ICICI Prudential Life Insurance (1.17)



# Solar Industries vs. BSE Small cap for the year



-15%

-37%





**Thank You**  
**Solar Industries India Limited**