



**SOLAR
INDUSTRIES
INDIA
LIMITED**

REGD.OFFICE :
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FAX : +91-712-2560202
CIN : L74999MH1995PLC085878
e-mail : solar@solargroup.com
website : www.solargroup.com

11th May, 2018

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

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

Sub: Fact Sheet - Presentation on Audited Financial Results for the quarter and year ended on March 31, 2018.

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 of the Company for the quarter and year ended on March 31, 2018.

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



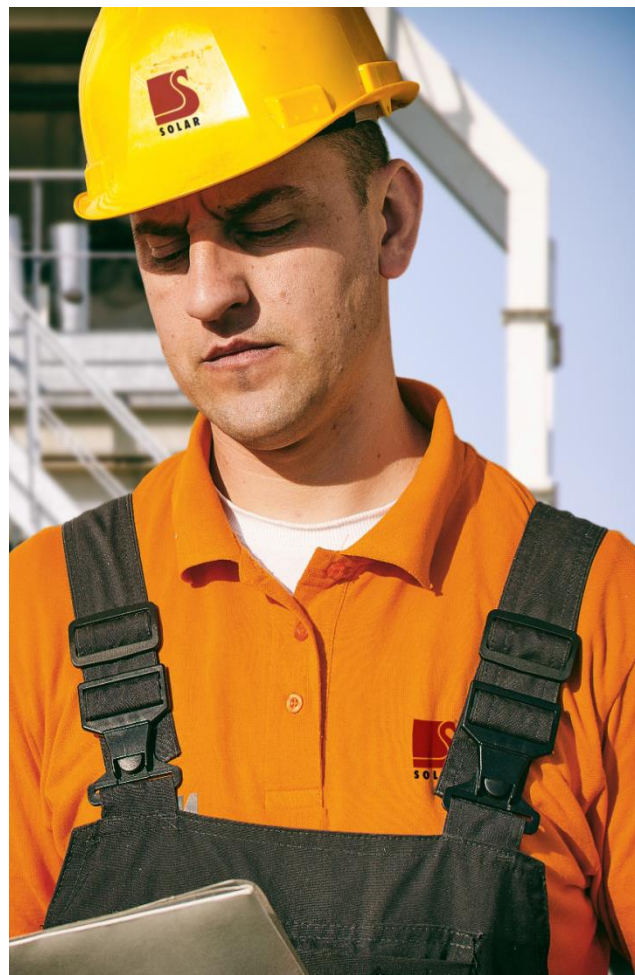
Vision & Values

Our value-building journey

Q4 FY18 Presentation

11th May 2018

Safety & HR



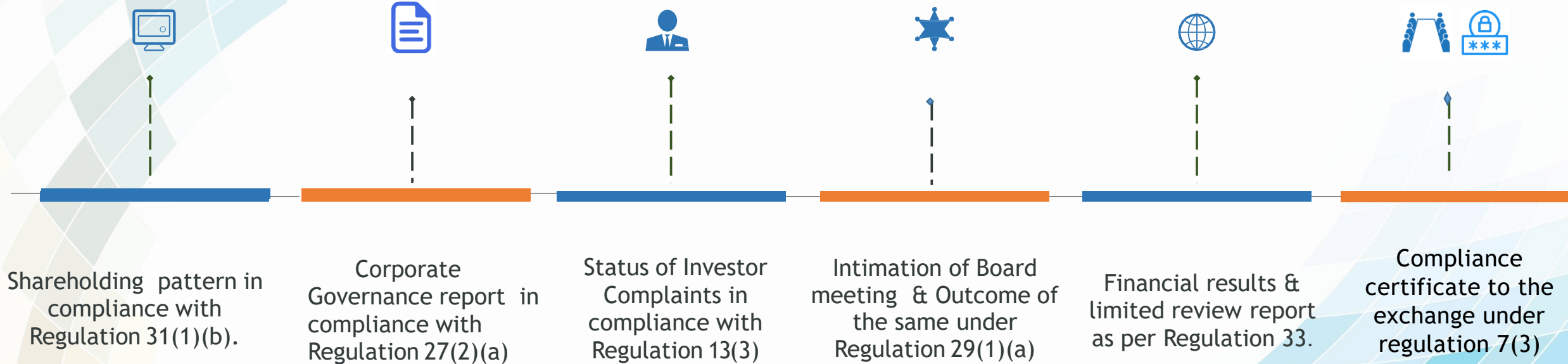
12.20

Mn Accident free
man hours till 31st
March 2018

Statutory & Regulatory

During the year 2017-2018 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 Stock Exchange compliances mentioned below and the same are also available on Company's Website:



During the year 2017-18, the company has complied with all the compliances applicable under various Acts .

Snapshot

Q4FY18 V/S Q4FY17

SALES

₹575.34 Cr
↑ 30 %
₹442.10 Cr

EBIDTA

₹121.90 Cr
↑ 27 %
₹96.28 Cr

PBT

₹101.22 Cr
↑ 27 %
₹79.94Cr

PAT

₹65.88Cr
↑ 20%
₹54.93 Cr

FY18 V/S FY17

₹1916.12Cr
↑ 21 %
₹1579.99Cr

₹ 423.65Cr
↑ 26 %
₹337.10Cr

₹339.64 Cr
↑ 25 %
₹271.47 Cr

₹220.55Cr
↑ 18 %
₹186.54Cr



Q4FY18 V/S Q4FY17

Quantity (MT)

Packaged	Bulk
41709 ↑ 20 % 34696	54348 ↓ -3 % 55794

Rate

Packaged	Bulk
₹46346 ↑ 12% ₹41518	₹25298 ↓ -2% 25793

Value (Cr)

Packaged	Bulk	Accessories
₹193.68 ↑ 34% ₹144.05	137.49 ↓ -5% 143.91	61.51 ↑ 15% 53.43

FY18 V/S FY17

Quantity (MT)

Packaged	Bulk
129371 ↑ 19 % 108575	200582 ↑ 2% 196636

Rate

Packaged	Bulk
₹43583 ↑ 0.2% ₹43479	₹24250 ↓ -5% 25502

Value (Cr)

Packaged	Bulk	Accessories
₹563.83 ↑ 19 % ₹472.07	₹486.41 ↓ -3% ₹501.47	₹197.26 ↓ -1% ₹ 200.13



Quarterly/Yearly Results

Rs. In Crores

	Q4FY18	Q4FY17	FY18	FY17
Net Sales	575.34	442.10	1916.12	1579.99
EBIDTA	121.90	96.28	423.65	337.10
Interest/ Fin	8.38	6.28	32.72	26.89
Depreciation	12.30	10.06	51.29	38.74
PBT	101.22	79.94	339.64	271.47
Tax	33.44	23.97	106.05	76.74
MI	1.90	1.04	13.04	8.19
PAT After MI	65.88	54.93	220.55	186.54



Cost-Break-Up

Q4FY18

Q4FY17

Material Consumed	57.57%	↑ 2.11	55.46%	Material Consumed
Employee Cost	5.28%	↓ 1.44	6.72%	Employee Cost
Other Exp	16.61%	↓ 0.41	17.02%	Other Exp
Finance	1.46%	↑ 0.04	1.42%	Finance



Cost-Break-Up

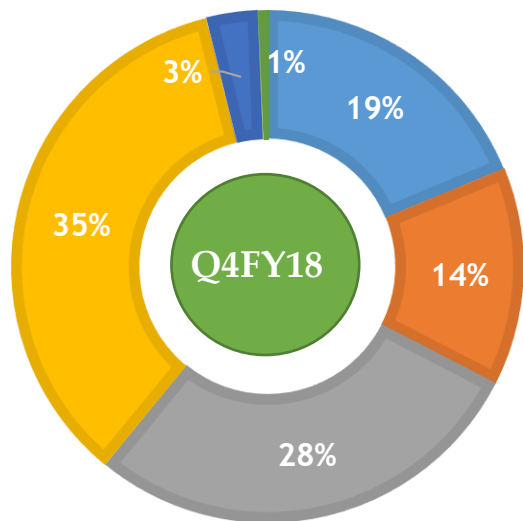
FY18

FY17

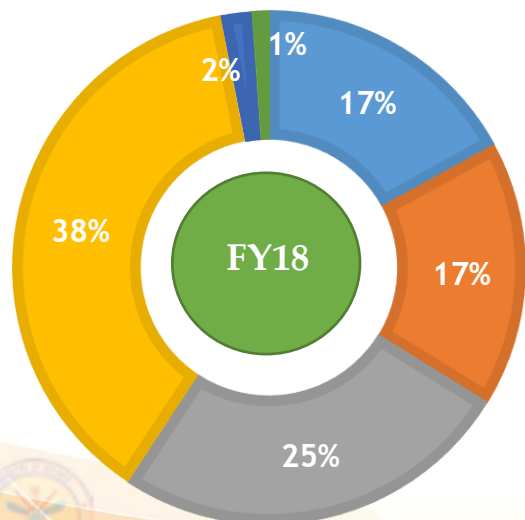
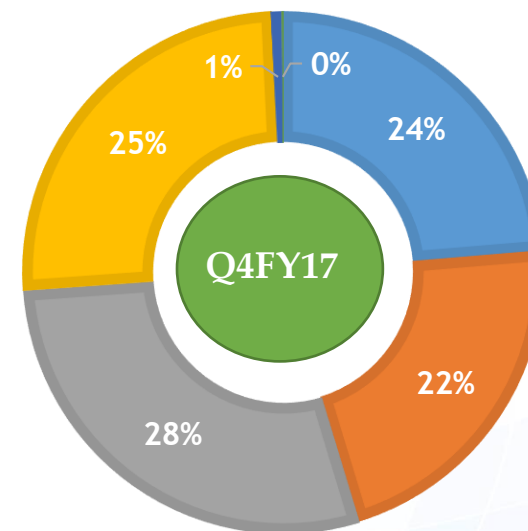
Material Consumed	55.51%	↓ 1.87	57.37%	Material Consumed
Employee Cost	6.97%	↑ 0.36	6.60%	Employee Cost
Other Exp	16.05%	↑ 0.53	15.52%	Other Exp
Finance	1.71%	↑ 0.01	1.70%	Finance

Customers

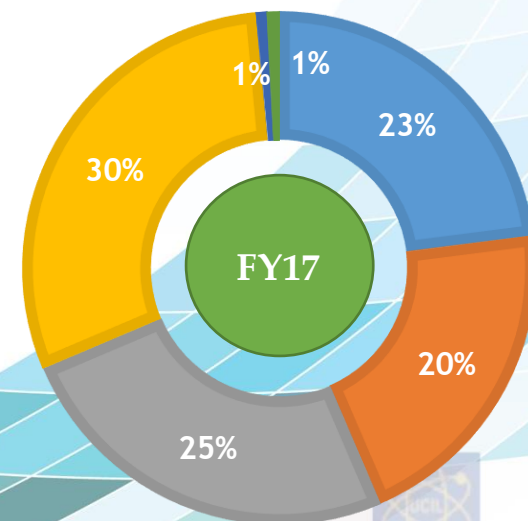
All the Quarters net of Taxes



Customer	Q4FY18	Q4FY17	Change%
CIL	108.04	104.68	3.21%
Institutional	79.42	95.61	-16.94%
Housing & Infra	163.37	126.31	29.34 %
Exports & Overseas	202.72	112.14	80.77%
Defence	18.68	2.86	553.87%
Others	3.17	0.50	538.54%
Total	575.4	442.10	30.15%



Customer	FY18	FY17	Change%
CIL	326.18	363.10	-10.17%
Institutional	321.64	324.94	-1.01%
Housing & Infra	488.26	396.25	23.22%
Exports & Overseas	722.17	473.04	52.67%
Defence	37.16	10.96	239.02%
Others	20.71	11.71	76.91%
Total	1916.12	1580.00	21.27%



Loan Position

FY 2016-17		FY 2017-18	
Working Capital	₹ 240.18	Working Capital	₹ 226.36
Domestic	₹ 83.89	Domestic	₹ 26.65
Overseas	₹ 156.29	Overseas	₹ 199.71
Long Term	₹ 239.55	Long Term	255.05
Domestic	₹ 208.67	Domestic	₹195.97
Overseas	₹ 30.88	Overseas	₹ 59.08
Total Debt	₹479.73	Total Debt	₹ 481.41
Cash & Investments	₹75.68	Cash & Investments	₹ 66.49
Net Debt	₹ 404.05	Net Debt	₹ 414.92
Total Debt to Equity	0.52	Total Debt to Equity	0.44



The total capex for the year 2017-18 is **₹215** Crs.

The total plan for the next year is **₹300** Crs.

Order Book Status



Coal India's Order Book

Approx 782 Crs



SCCL's Order Book

Bulk + Accessories valuing approx 55 Crs



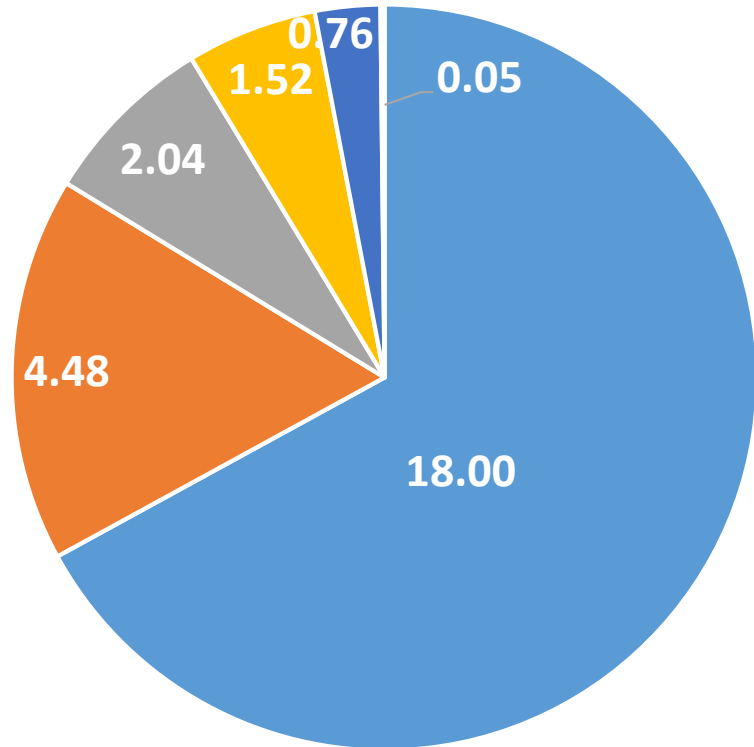
Defence Order Book

As-on-date stands at 255Crs.

Shareholding as on 31.03.18



Promoters Holding- 73.15



- Mutual Funds
- Public
- GIC & Its Subsidiaries
- Foreign Portfolio Investors (Corporate)
- Other Bodies Corporate
- Others

Mutual Funds

HDFC (7.32), SBI MF (4.66), Kotak Fund (2.69), DSP Rock (1.84), Others (0.37)

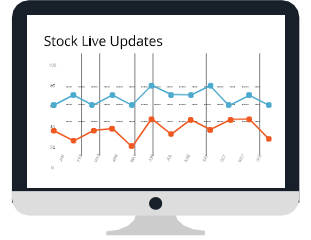
FPI & FII

India Midcap (Mauritius) Limited (0.80)
 DFA Investment Group (0.28), Fidelity Hong Kong (0.20), Nomura Singapore Ltd (0.11), Others (0.32)

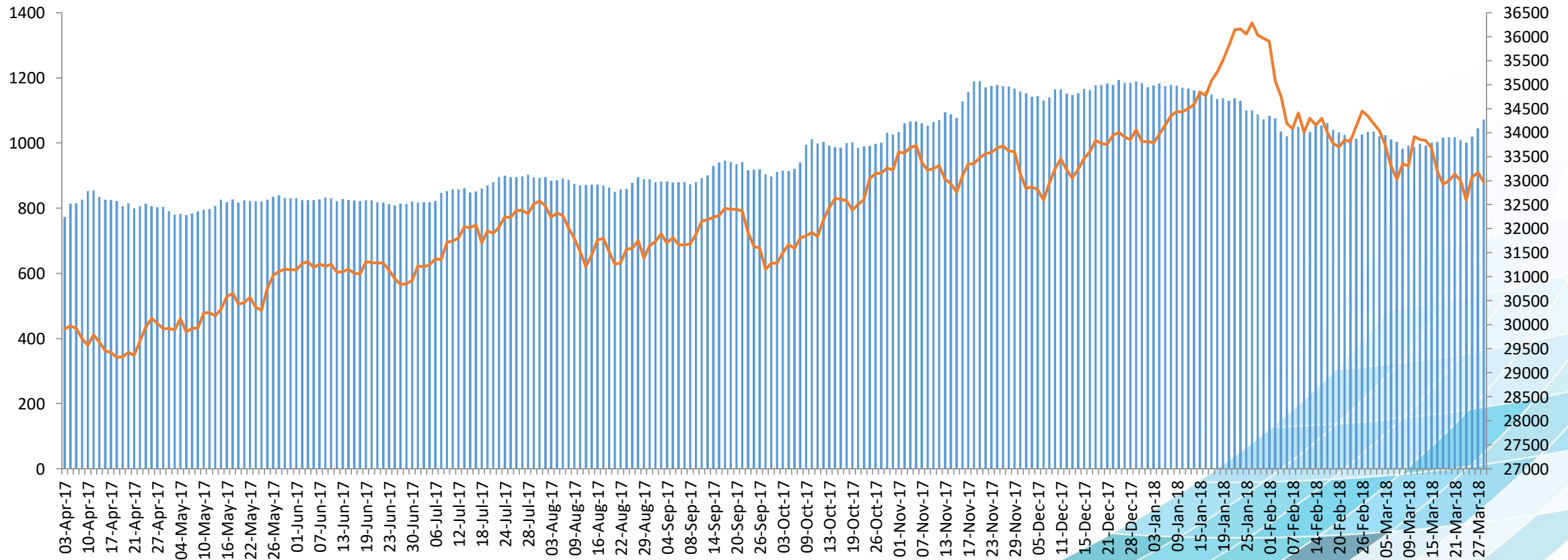
GIC & Its Subsidiaries

ICICI Prudential Life Insurance (2.04)

Solar v/s Sensex - Year



■ Close Price — SENSEX Close



Percentage Returns	38.73%	10.23%
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Thank You!

Solar Industries India Limited

Vision & Values

Our value-building
journey