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E-mail: cs@surya.in Website: www.surva.co.in

SRL/se/20-21/40 October 29, 2020

The Secretary The Stock Exchange, Mumbai New Trading Ring, 14th Floor, Rotunda Building, P.J. Towers, Dalal Street, Fort, **MUMBAI - 400 001** Scrip Code: 500336

The Manager (Listing Department) The National stock Exchange of India Ltd Exchange Plaza, 5th floor Plot No. C/1, G Block Bandra Kurla Complex, Bandra (E) Mumbai - 400 051 **NSE Symbol: SURYAROSNI**

Re

: INVESTOR PRESENTATION

Dear Sir,

In terms of Regulation 30 read with Para A of Schedule III and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed copy of the "Investor presentation – October, 2020". Copy of the same is also being uploaded on the website of the Company at, http://www.surya.co.in

Kindly take the same in your records.

Thanking you,

Yours faithfully

For Surya Roshni Limited OSHA

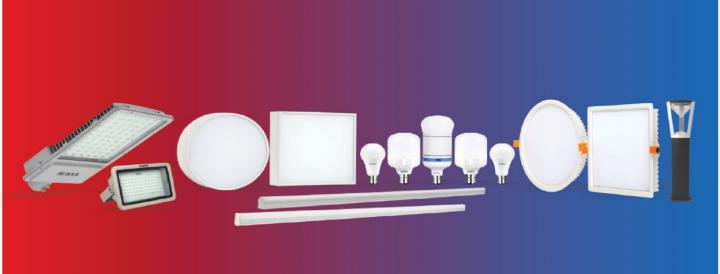
BBSINGAL

Sr. V.P & COMPANY SECRETARY

NEW DELHI

Enclosed: as above.













Surya Roshni Limited

October 2020





The Company's Promoter & Executive Chairman, Shri Jai Prakash Agarwal, was conferred with Padma Shree Award for his distinguished services in the field of Trade and Industry by the Government of India



Surya Roshni – Over Four Decade Strong Foundation...















1973

Established Steel Pipe manufacturing unit at Bahadurgarh



Brand Equity

Rs 5,471+ crores

Conglomerate as on March 31, 2020



#1

GI Pipes manufacturer











#2

Lighting company

#1

ERW Pipes exporter (50+ countries)



Interim Dividend

FY 20-21 (15%)



2,50,000+/2,500

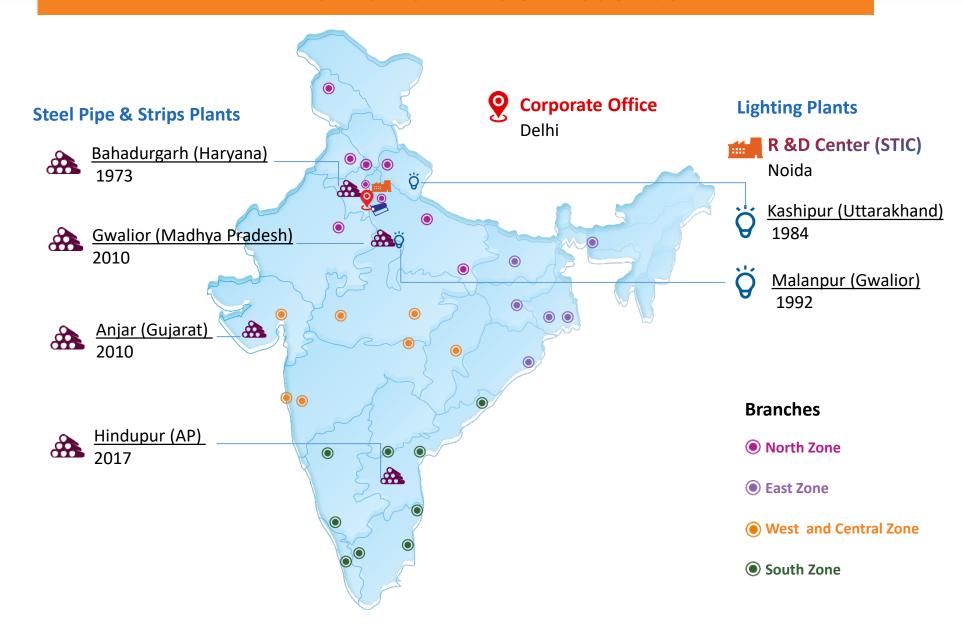
Countrywide retailers and dealers for lighting



21,000+/250+

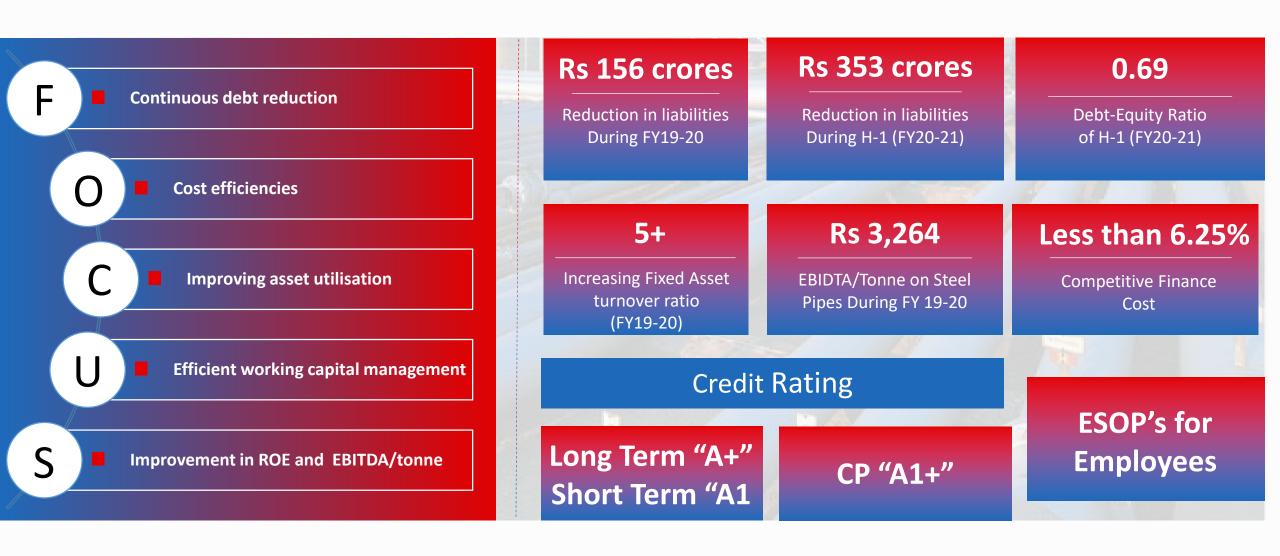
Countrywide dealers and distributors for steel tubes and strips

...With a Nation-wide Presence...











Key Highlights - Q2 (FY 2021)

- 86% growth in PAT due to improvement in Margins & reduction in Finance Cost.
- Regained the volumes in both the segments after Lockdown (Covid-19) due to dominance in rural and semi urban areas.
- Strong Cash Flow Generation from operations led to reduction in Financial Liabilities by Rs 353 crore (since March 2020).
- Extensive advertising & coverage through Print & Electronic Media.

STEEL PIPE & STRIPS SEGMENT

- 31% volume growth registered in trade.
- 8% overall growth registered in volume terms.
- Orders in hand of Rs 700 crore from Oil & Gas Sector for 3LPE Coated Pipes.
- Expansion for 3 LPE Coated pipe unit on full swing.

LIGHTING & CONSUMER DURABLES SEGMENT

- 14% growth in Conventional Lighting and 20% growth in Consumer Durables & Fittings.
- 7% overall growth in revenue to Rs. 329 crore.
- LED Lamp's replacement cost reduced by 3% on Q on Q Basis.
- Lower competition from un organized sector (China impact) & witnessing consolidation.
- EESL's Sale replaced by direct Sales.

Summary of Results - Q2 (FY-2021)

				(Rs in cr)
Particulars	Q2 FY 21	Q2 FY 20	Growth	Q1 FY 21
Revenue from Operation	1,374	1,323	4%	887
Less Material Cost	1,047	1,024	2%	699
Gross Margin	327	299	9%	188
% of Revenue	23.8%	22.6%		21.1%
Less:				
Employee Cost	78	77	1%	68
Other Expenses	148	137	8%	76
EBIDTA	101	85	19%	44
% of Revenue	7.4%	6.4%		5.0%
Less: Finance Cost	17	29	-40%	20
Cash Profit	84	56	50%	24
% of Revenue	5.4%	4.5%		2.6%
Less: Depreciation	27	26	4%	21
Profit Before Tax	57	30	90%	3
% of Revenue	4.1%	2.3%		0.3%
Tax Expenses	15	8		1
Net Profit	42	22	86%	2
% of Revenue	3.1%	1.7%		0.3%

Healthy Volume growth in both the segments.

(De in cr)

Increasing share of high margin products and cost optimization.

Due to reduction in Financial Liabilities & Cost of Borrowings.

Segment Wise Results

Steel Pipe & Strips Segment

(Rs in Cr)

Particulars	Q2 FY 21	Q2 FY20	Growth	Q1 FY21
Gross Volume (MT)	2,13,691	1,98,325	8%	1,34,944
Revenue	1048	1017	3%	702
EBIDTA	67	60	11%	32
EBIDTA PMT (Fresh Pipes)	3,311	3,242	2%	2,463
Cash Profit	53	39	35%	16
Profit Before Tax	34	21	62%	2

Lighting & Consumer Durable Segment

Particulars	Q2 FY 21	Q2 FY20	Growth	Q1 FY21
Revenue	329	307	7%	186
EBIDTA	34	25	40%	12
EBIDTA (%)	10.5%	8.0%	31%	6.7%
Cash Profit	31	17	87%	8
Profit Before Tax	23	9	153%	1

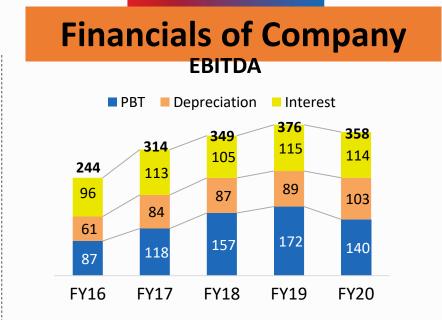
Cash Flow Highlights

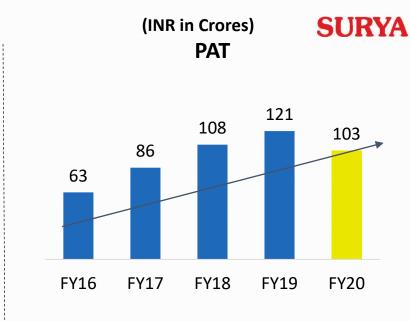


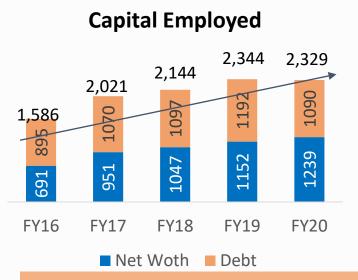
(Rs in cr)

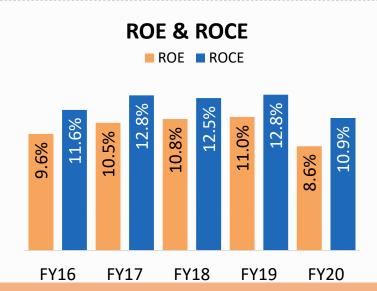
Particulars	Half Yea	r Ended	Year Ended
Particulars	30th Sept' 20	30th Sept' 19	31st Mar' 20
Profit Before Tax	60	58	140
Add :- Depreciation	48	51	103
Add :- Interest and others	34	54	107
Add :- (Increase) / Decrease In Working Capital	180	11	(35)
Less: Taxes paid	(10)	(17)	(39)
Net Cash Flow from Operating Activities	312	157	276
Cash Flow from Investing Activities			
(Purchase)/ Sales of Fixed Assets	(28)	(33)	(48)
Cash Flow from Operating and Investing Activities	284	124	228
Cash Flow Used in Financing Activities	-	_	_
Payment of Interest, Dividend and others	(60)	(72)	(127)
(Decrease) in Net Debt	(224)	(52)	(101)

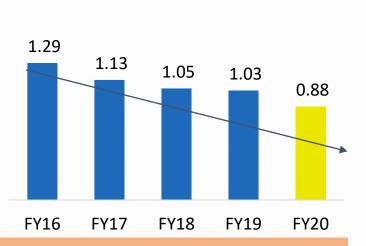
Revenue 5,975 5,471 2,964 2,964 FY16 FY17 FY18 FY19 FY20











Debt to Equity (x)

The Revenue of FY20 impacted due to decline in prices of steel and LED Street Lights & Luminaires, deferment in EESL / Government sales in lighting, outburst of COVID 19 and consequent lockdown, which also impacted the profitability in line with market conditions.



Steel Pipes & Strips

Extensive Applications

Steel Pipes & Strips Business – Leading by Value-addition



Position and Brand

Largest Exporter of ERW Pipes and largest manufacturer of ERW GI pipes in India under **Brand "PRAKASH SURYA"**

5 Year CAGR 19%

Particulars					
Plant Locations	Bahadurgarh (Haryana)	Gwalior (M.P.)	Anjar (Gujarat	t) Hindupur (A.P)	
Products	ERW Pipes (GI, Black, Section) CR Strips API Pipes	ERW Pipes (GI, Black, Section)	ERW Pipes (GI, Black, Section Spiral Pipes API Coated P	ERW Pipe (GI, Black, GP Pipe, Section)	
Accreditations & Certifications	All major PMC i.e EIL, Mecon etc; ISO Certifications - 9001, 14001 & 18001				
Marketing Network	Over 250 Dealers and 21,000 Retailers (B2C - 70%)				
Raw materials Suppliers	SAIL, JSW, Hindustan Zinc, Tata Steel, Arecelor Mittal, Posco, Hyundai				
	Particulars	rticulars Capacity (P.A.)			
Production Capacity	ERW Pipes	925,000 MT (including GI - 3,30,000 MT)			
	Spiral	200,000 MT (online 60,000 MT and offline 1,40,000 MT)			
	CR Strips	115,000 MT			
	3 LPE Coated (API)	Existing: External: 18,50,000 sq mtr, ; Internal: 11,00,000 sq. mtr. Under expansion: External: 9,00,000 sq m			

Steel Pipes & Strips – % Share and Applications



11%



Agriculture
Casing and tubing
Hot and Water
Plumbing pipe
Green Houses
Fire Fighting
Street Light Poles
GP Pipes Solar Panels
Spur Lines

Black



24%

Construction Works
Fabrication
Powder Coating
Sign Boards
Industrial Application
Scaffoldings
Poles & Towers
Industrial Sheds

Hollow Section



19%

Engineering &
Architectural
Structures Airport,
Metros,
Railways infrastructure
Urban Development
Electrical Poles/
Telecom Towers
Solar Structure

API Coated Pipes



11%

Oil & Gas Pipelines
Oil Well Casing
City Gas Distribution
Plant Piping
Water Pipelines —
Mains lines
Industrial water
Chilled water

CR Strips



Auto Components
Electrical Stamping for
Motors
Furniture & Fittings
Domestic Appliances
Drums and Barrels
Cycle Rims
Umbrella Tubes, Ribs
Engineering Applications

















City Gas

Smart City

Strategically Located Manufacturing Units

Bahadurgarh (NCR – Delhi)

Est. 1973

Gwalior (Madhya Pradesh)

Est. 2010

Anjar (Gujarat)

Est. 2010

Hindupur (Andhra Pradesh)

Est. 2017









- Spread over 53 acres, proximity to Bahadurgarh Metro Station and KMP
- ERW pipe plant 1973 (GI, Black, Section),
- Cold Rolled (CR) Strips plant
 1991
- API Pipes for CGD.
- Continuous thrust cost efficiencies

- Spread over 51 acres,centrally located, serving UP,MP, Rajasthan andChhattisgarh markets
- Manufacturing ERW pipes(GI, Black, Section)
- Eligible for state industrial incentives up to 2025
- Ample Infrastructure facilities for future expansions

- Spread over 96 Acres, proximity to Mundra Port, giving strategic advantage in exports and imports
- Manufacturing ERW andSpiral Pipes, API Coated Pipes
- Merged with the Company w.e.f. April 2016
- Expansion for 3LPE coating on full swing.

- up with capacity of 120,000 MT P.A., expanded 200,000 MT P.A. in March 2020
- Manufacturing ERW (GI, Black, Section) and GP Pipes
- Proximity to the premium market of South India savings in logistic cost and lower cost of production.

3LPE Coated Manufacturing Unit

- World-class 3LPE coating plant from SELMERS, Netherlands
- Established track record, obtained accreditations, certifications of ISO 9001, 14001 & 18001
- Application in transportation of Petroleum & Natural Gas, City Gas and Water Pipelines
- API coated pipes order of above Rs. 700 crores in hand.
- Coated Capacity fully engaged for next 15 months

Expansion

- Expansion of 3LPE coating facility by installing second line pipe facility (9,00,000 Sq Mtr)
- Estimated capex of ₹ 25 crore
- Expected completion by the end of financial year20-21
- It will utilise the existing offline capacities of the Company, resulting in cost efficiencies and improved margins





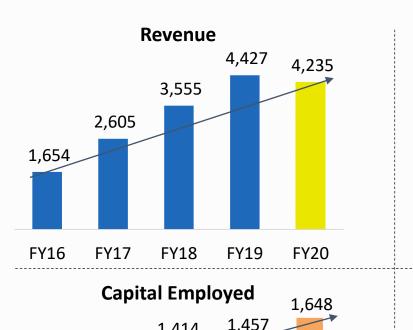


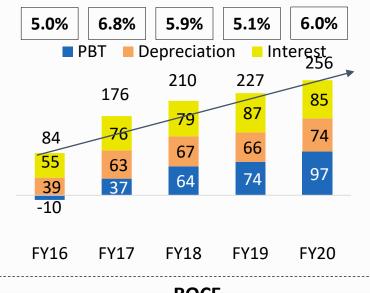
Steel Pipes & Strips Segment

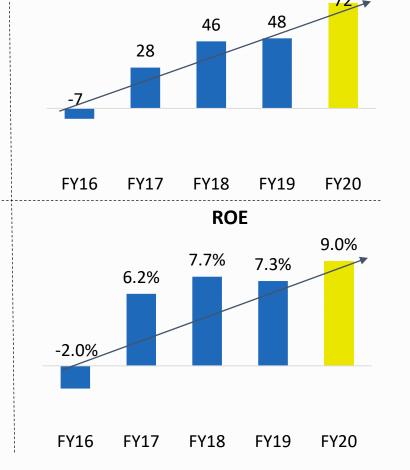
EBITDA & EBITDA Margin

SURYA

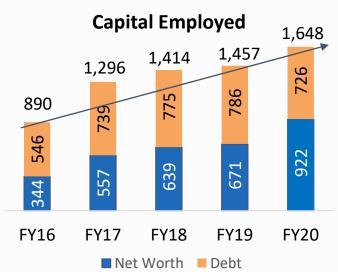
(INR in Crores)

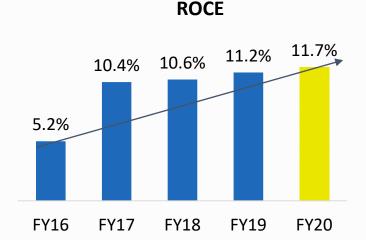






PAT



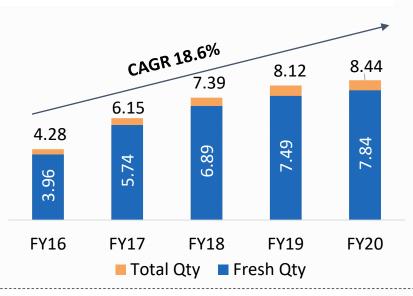


- The revenue of FY20 was impacted due to decline in prices of steel, outburst of COVID 19 and consequent lockdown.
 However with unlocking volumes surpassing the previous year and profitability improving further.
- The share of BGH unit is reducing on YOY. Further ROCE and ROE of other units increased to 16% and 19% respectively.

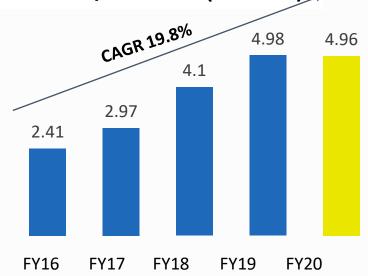
Steel Pipes & Strips Segment Performance Improvement



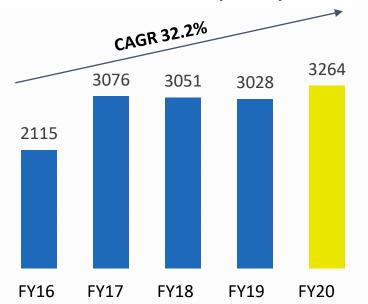




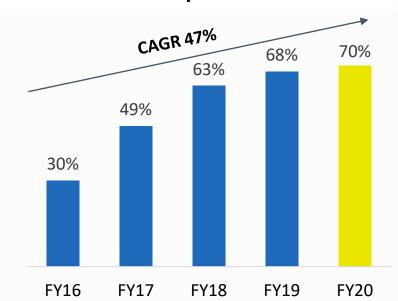
Fixed Asset/ Turnover (in Times)



EBITDA/ Tonne (In Rs.)



Sales Volume except BGH Unit



Product wise sale % and EBITDA Per Tonne



		FY 15-	16	FY 10	6-17	FY 18	8-19	FY 19	9-20	CAGR
S.No	Product Name	Share	EBITDA	Share	EBITDA	Share	EBITDA	Share	EBITDA	QTY
1	GI Pipe	25%	3,490	37%	4,620	30%	4,557	35%	4,534	29%
2	Round Pipe	32%	1,744	24%	2,144	27%	2,205	24%	2,023	10%
3	Section Pipe	19%	1,535	13%	1,888	20%	1,871	19%	1,670	20%
4	API Coated Pipe	-	-	9%	2,894	9%	4,310	11%	7,143	12%
5	CR Strips	24%	1,655	17%	1,899	13%	1,958	11%	1,586	
	Total	100%	2,115	100%	3,061	100%	3,010	100%	3,256	19%

Note:-EBIDTA/tonne (in Rs.) of Fresh Qty.

- The period of 2016-2019 was a growth phase, with setup of new plants at Hindupur (ERW Manufacturing), Anjar (Coating Plant) and Capacity expansion at existing units. This also resulted into higher requirement of working capital and now started generating substantial operating cash flows.
- The share of GI Pipe, API pipe and Exports is continuously increasing on YOY and generating high EBITDA Per Tonne.



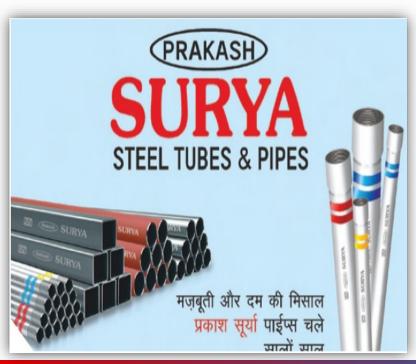


Strategies	Outcomes
Hindupur operations	Savings in logistics cost, increase in market share, economies of scale and reduced dependency on the Bahadurgarh unit.
3LPE coating facility at Anjar	Higher capacity utilization of spiral & API pipes, savings in logistics & coating charges, increase in exports of GI & value-added pipes, generating higher margins.
Alignment of production capacities	Ready to leverage emerging demands from Government's thrust on Oil & Gas, CGD, 'Nal se Jal' and 'Make in India'.
Increasing share of value-added pipes	Thrust on GI, API, Exports and other value-added pipes, leading to higher EBITDA.
Cost rationalization	Reducing overheads, improving efficiencies and asset utilization.
Increasing engagement and publicity	Improving visibility through advertisements spent and Dealers Engagement.

Leveraging Strong Brand and Distribution Network



- Selling with 'Prakash Surya' Brand across India via established Dealer and Distributornetwork.
- Strong brand leadership, historical presence, channel reach across India with strong presence in Tier II and Rural India, relationship build over decades.
- Participation in events, dealer meets to engage channel partners.
- Extensive advertising and Coverage through Print and Electronic Media.







Advertisement in Local print Media

The International Tube and Pipe Trade Fair, Germany

TV Advertisement for Prakash Surya Steel Pipes

Seeking Industrial Opportunities





Water

- 'Har Ghar Nal se Jal' mission aims to provide safe and adequate drinking water to 150 million households (approx. 0.5 million villages).
- Interlinking projects across 60 rivers through reservoirs and canals, will lead to an increase in irrigation land by about 15%.
- Impetus on water conservation across 256 districts through rain-water harvesting, renovation of water bodies, reuse and recharge structures, watershed development.

Oil and Gas

- Demand for primary energy in India is expected to increase three-folds by 2035 to 1,516 million tonnes of oil
- players are undertaking Large investments to cater to the burgeoning demand.
- Foreign Investors have will opportunities to invest in project worth US\$ 300 billion.
- The national gas pipeline network expected to increase from the current 18,000 km to 29,000 km over the next 5-7 years.



City Gas Distribution

- city gas projects geographical areas covering more than 400 districts, across states and union territories, are underway expected to cover over 70% of Population.
- It will necessitate building up of 1.6 lakhs km of gas pipeline across India.
- Government has planned investments worth USD 60 billion for developing natural gas supply and distribution infrastructure across the country.









Government's initiatives

Supplying Products to Renowned Projects Abroad



Dubai EXPO 2021



Dubai Frame

Museum of Future

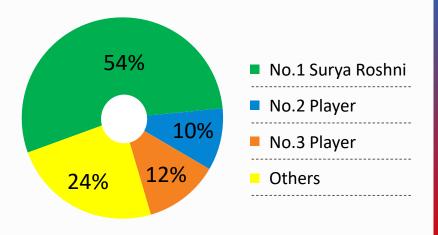
Qatar FIFA 2022



Ras Abu Aboud Stadium

Lusail Iconic Stadium

Share in India's Total Export of ERW GI & Black Pipes



- Export Growth 28% in FY20
- Largest exporter of ERW Pipes and ERW
 Galvanized Steel Pipes (GI) from India, holds
 54% share, targeting export of API Pipes.
- Exports to over 50 countries including Middle East, Australia, Europe, USA, Canada, Mexico, Ghana, Nigeria, among others.



Lighting & Consumer Durables

World-class Facilities with Innovation-driven R&D Centre



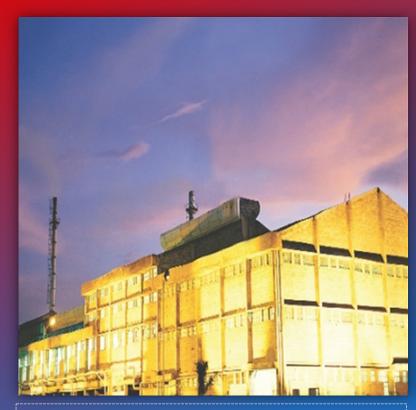
Kashipur Lighting Unit

Est. 1984

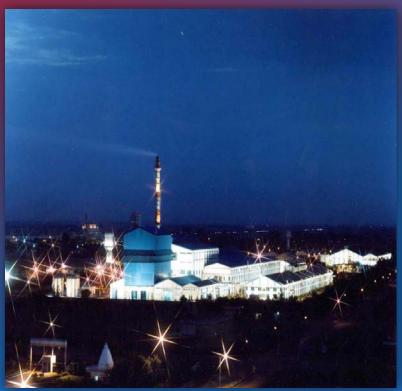
Gwalior Lighting Unit

Est. 1992

R&D – To drive the change towards Smart Lighting Est. 2013



Manufactures LED lights (Lamps, Street Lights, Downlighters and fittings) & filaments, MCPCBs & Drivers.



Lighting Glass Plant, manufacturing LED lights (lamps, street lights, decorative lighting) and conventional lights (GLS, FTL), Caps, MCPCBs, Drivers, etc



Surya Technology & Innovation Centre (STIC) - duly approved by DSIR and NABL at Noida - was established in 2012 with a focus on in-house development of LED Lighting products.

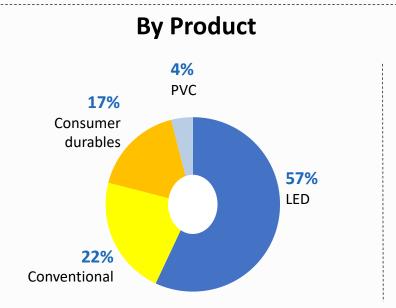
Production Capacity (Per annum)	LED Bulbs	LED Street Lights	LED Tubes & Fittings	GLS
	90 MN PCS	3.60 MN PCS	10 MN PCS	200 MN PCS

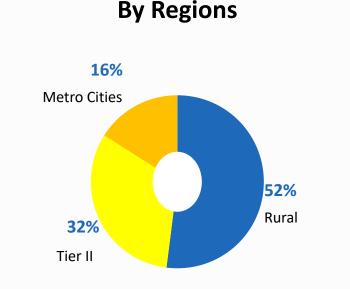
Distribution Strength - PAN India reach

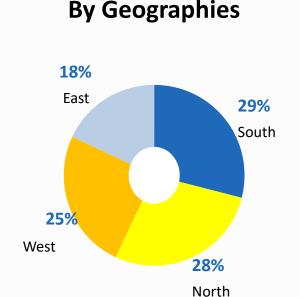


- Rural based distribution network and having 2,50,000 Retail Outlets.
- Transparent and attractive polices, schemes, incentives and foreign tours.
- Secondary Network of **300+ RTF & 2,500+ DSPs** supports primary network and promotes effective communication with the market, engagement activities with electricians and architects.
- Complete product range, strong R&D and quality management teams to develop in-house solutions.
- Decentralised branch / depot network system quick logistical movements, prompt delivery, customer feedback and satisfaction.

Revenue Split: FY 20







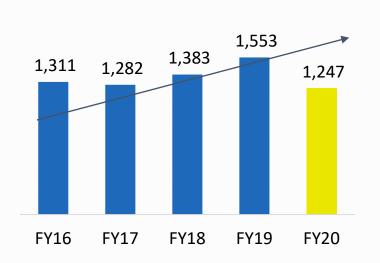
Leader in various states such as AP, Telangana MP, Chhattisgarh, UP and Jharkhand Second in Karnataka, Delhi, Maharashtra, Bihar, Rajasthan and Uttaranchal, among others

Lighting & Consumer Segment

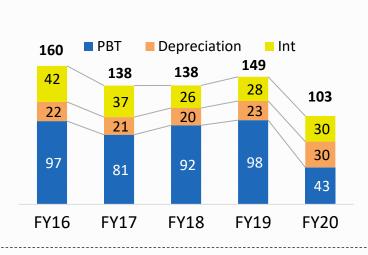


(INR in Crores)

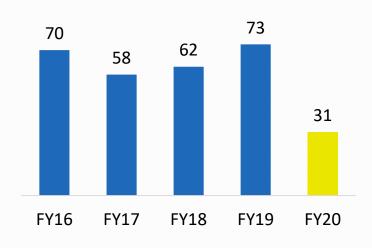




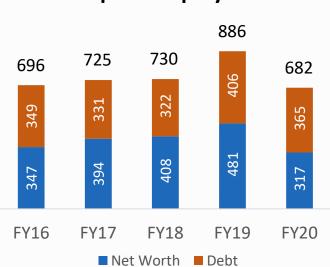
EBITDA



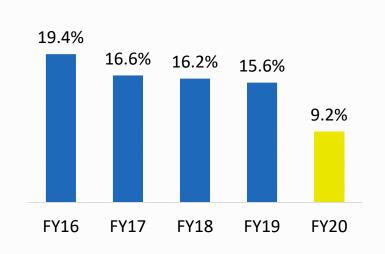




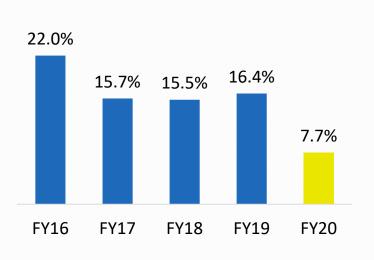
Capital Employed



ROCE



ROE



Positive Trends

- Indian Lighting Industry grew massively in LED lighting (with major drop in conventional lighting) and is estimated to touch USD 5 billion, multifold growth in next 5 years.
- With 100 Smart Cities underway, India is moving towards Futuristic Smart Intelligent Lighting.
- State Governments to focus on independent projects.
- Reducing dependence on China for components will be favorable for domestic manufacturers.
- Strong opportunities from Government's 'Make in India' drive.
- LED pricing on increasing trend now.
- Replacement warranty reduced from 2 years to 1 year, consequently replacement cost shall reduce.

Monumental Lighting in Leh Fort



Illuminating the Kumbh Mela 2019



Transition in Lighting & Consumer Durables Segment

SURYA

SI No	SI No Particular		FY 2015-16		FY 2016-17		FY 2018-19		FY 2019-20	
31110	rarticalar	Sales	EBIDTA	Sales	EBIDTA	Sales	EBIDTA	Sales	EBIDTA	
1	LED- Trade	12%	20%	24%	18%	38%	14%	49%	11%	
2	LED-EESL	7%	8%	11%	12%	<u>21%</u>	11%	8%	8%	
	Total LED (1 + 2)	19%	16%	35%	16%	60%	13%	56%	11%	
3	CFL (Peak Sale Rs. 374 Cr.)	24%	11%	10%	1%	2%	-	1%	-	
4	Conventional	42%	12%	35%	10%	22%	4%	22%	3%	
5	Consumer Durables	14%	9%	19%	7%	17%	7%	21%	7%	
	Grand Total (1 to 5)	100%	12%	100%	11%	100%	10%	100%	8%	

Navigated the transition phase of lighting and maintained leadership position by growth in LED lighting and also venturing into consumer durables. Post unlocking, witnessing double digit growth in revenue and substantial EBITDA improvement.





Strategies	Outcomes
Establishment of the R&D Centre	Growth in LED business, aligned portfolio with market opportunities and manufacture value-added new generation LEDs in-house along with LED Façade & Solar Lighting
Inclusion of consumer durables (fans and electrical appliances)	Leveraged existing distribution and retailer network leading to additional revenue stream.
Channel financing without recourse	Helped dealers and deleveraged the Company
Lower capex and reducing share of institutional sales	SLNP 28% and UJALA LED 15% Strong operating cash flows.
GTM Approach	Market mapping and Sales Force Automation
Quality improvements and focusing on R&D, component modifications and vendor terms	Reduced warranty costs



PVC Pipes – Offering Sizeable Business Opportunities





Applications:

Housing, irrigation, infrastructure, drainage and chemical transportation, among others.

17% revenue growth in FY20, Rs. 562 mn as compared to Rs. 481 mn in FY19.

The Company has already crossed approximately 70% utilisation in June 2020 and is further exploring possibilities of expanding capacities.

Sizeable business opportunity with Strong Branding of 'Prakash Surya' and Distribution Network.

Completed capacity expansion by 3,000 MTPA, reaching upto 8,200 MTPA to reach out beyond the Northern India.

Ongoing awareness for 'Swachh Bharat', 'Affordable Clean Drinking Water Supply' as well as schemes like 'Har Ghar Nal Ka Jal'.

CPVC UPVC AGRI SWR COLUMN PIPES & FITTINGS

Enhancing Brand Visibility



Principal Sponsor Rajasthan Royals, IPL 2019



Scan to view the AD



Light India Show 2018, New Delhi



Surya Fans Print Ad with celebrity



Atmanirbhar Bharat Television Ad



Atmanirbhar Bharat Print Ad



Dealer Conference, Singapore Cruise



Strong Core Values







Surya Parivar

Principle-centric, close-knit family, trust, mutual respect and team spirit



Integrity

Moral Principles, undivided spirit. reflects in personal lives, financial transactions and business deals



Social Responsibility

Eco-Friendly products, optimised resources to conserve the environment



Customer Satisfaction

Customers - Guiding Stars Future Endeavours and Improvement

Profitable growth











Promotional Activities



Payback on Capex

CSR and Surya Foundation

Bal Vikas Kendra







Our dedicated CSR arm Surya
Foundation, discharges
responsibilities in the fields of health, skill development and education.





Naturopathy and yoga





Personality Development



Our Experienced Management Team



Mr. Jai Prakash Agarwal

Promoter and Executive Chairman

Mr. Agarwal is the driving force behind creating Surya as one of the most reputed, trusted and successful companies in both business verticals viz. Steel Pipe & Strips and Lighting & Consumer Durables. He has been honored with highly prestigious Padma Shree Award for his distinguished years of service in the field of Trade and Industry by Govt. of India.



Mr. Raju Bista

Managing Director

Mr. Bista has an overall experience of over a decade at the senior management level. Under his dynamic leadership, the company has successfully forayed into the fans and home appliances segment. His discipline, dedication, visionary power and relentless efforts has helped the company in achieving new heights. He is additionally the President of ELCOMA and a Member of Parliament.



Mr. R. N. Maloo

Executive Director & Group CFO

Mr. Maloo is a qualified CA with 33 years of experience in corporate affairs, finance, commercial and taxation roles. He has held CFO positions in multiple renowned companies and was also in CA in Practice as Partner in renowned CA Firm M/s Kalani & Co, Jaipur, Rajasthan.



Mr. Tarun Baldua

CEO Steel Operations

Mr. Baldua is a qualified CA with 34 years of experience in Commercial, operational and administrative roles across several Businesses. He is also Vice President of Indian Pipe Manufacturers Association (IPMA).



Mr. Nirupam Sahay

ED & CEO Lighting Operations

Mr. Sahay is an MBA from NMIMS Mumbai, with a career spanning over 26 years and has served as Senior V.P. and Global business leader (Global Consumer lamps business and before that as President and CEO Philips Lighting (Indian sub co.). He was also president of ELCOMA from 2012-2014.

Clients & Customers

































































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Thank You

Surya Roshni Limited

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