



## SURYA ROSHNI LIMITED

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SRL/se/19-20/06

May 21, 2019

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

**The Manager**  
Listing Department  
**The National stock Exchange of India Ltd**  
Exchange Plaza, 5<sup>th</sup> floor  
Plot No. C/1, G Block  
Bandra Kurla Complex, Bandra (E)  
**Mumbai – 400 051**

**Re : PRESS RELEASE**

Dear Sir,

Please find enclosed herewith the copy of Press Release title – “SURYA ROSHNI ANNOUNCES AUDITED FINANCIAL RESULTS FOR THE 4<sup>th</sup> QUARTER AND YEAR ENDED 31<sup>ST</sup> MARCH, 2019” .

This is for your information, please.

Thanking you,

Yours faithfully

For Surya Roshni Limited



**B B SINGAL**  
**Sr. V.P & COMPANY SECRETARY**

**Enclosed: as above**

**THE COMPANY ANNOUNCES AUDITED FINANCIAL RESULTS FOR THE 4<sup>th</sup> QUARTER & YEAR ENDED 31 MARCH 2019**

Surya Roshni Limited, the largest exporter of ERW Pipes, largest producer of ERW GI pipes and second largest lighting company in India, has declared its Audited financial results for the quarter and year ended 31 March 2019 at its Board Meeting held on 21 May 2019.

**‘SURYA’ – The Brand Equity**

‘Surya’ Brand has a strong presence of more than four decades in India. It enjoys strong Pan India presence with extensive dealer network in both of its segments i.e. Steel Pipes & Strips and Lighting & Consumer Durables. To further strengthen the relationship with dealers and retailers, Surya is extensively working with market friendly policies and increasing advertisement and sales promotion activities. **Surya has been one of the Principal Sponsor of Rajasthan Royals IPL 2019 Team with visible Brand placement.**

**Consistently Improving Financial Performance (Consolidated)**

Surya remains focus on improving financial performance of the business by better utilization of its existing manufacturing units and higher returns on newly setup manufacturing facilities along with efficiency in manufacturing cost. **The financial performance of the company has been showing consistent improvement over the period with growth in topline as well as bottomline. The Net Revenue registered a growth of 20% in the current quarter and 19% growth in Profit after Tax as compared to corresponding quarter of last year.**

(Rs in crore)

	Quarter Ended			Financial Year		
	31 March 2019	31 March 2018	Growth	2018-19	2017-18	Growth
Net Revenue	1,704	1,426	20%	5,975	4,931	21%
PBT	66	53	23%	172	156	10%
PAT	44	37	19%	121	108	12%

**21% growth registered in Net Revenue during the Financial Year 2018-19 as compared to last Financial Year 2017-18 and 12% growth in PAT during the same period.**



## Steel Pipes & Strips Segment Performance:

**20% volume growth registered in Q4FY19 as compared to Q4FY18** with firm growth in export, value added products and channel sales. **The EBIDTA per ton on finished products during Q4FY19 is Rs. 3,280 as compared to Rs. 3,122 during Q4FY18.**

(Rs in crore)

	Quarter Ended			Financial Year		
	31 March 2019	31 March 2018	Growth	2018-19	2017-18	Growth
Net Revenue	1,233	1,031	20%	4,427	3,555	25%
PBT	32	22	46%	74	64	15%

**The Company has registered 10% volume growth in FY19 as compared to FY18.** The value added products having higher profitability registered strong growth on account of continuous new order booked due to Government thrust on City Gas Distribution and higher investment on Gas and Oil Transportation. The segment will get further strength with the increasing capacity utilization of existing ERW and Spiral API Pipe facilities, savings in logistic, coating charges and serving time due to installation of newly set-up 3LPE Coated Pipe Manufacturing Unit at Anjar-Kutchh (Gujarat).

**The Company has procured further order of Rs. 231.18 crore in April 2019 for supply of API 5L Grade pipes Coated/ bare from Indian Oil Corporation Ltd.** Company is expecting many more orders in times to come in view of Govt's committed approach towards Smart City, Metro Rail, and Clean Energy Promotion.

**The Steel Pipes and Strips segment looks promising** with strong industry demand, new product additions by the Company like Solar Tubes etc., high growth in value added products and efficiencies in manufacturing cost will drive continuous improvement in EBIDTA margins per ton. The Company is going for the capacity expansion across its manufacturing facilities and focussing on improving the product mix with higher contribution from premium products. Surya continues to enjoy leading position in value added products with strong thrust on export markets.



## Lighting & Consumer Durables Segment Performance:

**Strong growth of 19% registered in Q4FY19 as compared to Q4FY18. LED Lighting registered 35% growth** with continuously increasing share in overall revenue which now constitutes 75% of lighting revenue during Q4FY19.

(Rs in crore)

	Quarter Ended			Financial Year		
	31 March 2019	31 March 2018	Growth	2018-19	2017-18	Growth
Net Revenue	474	399	19%	1,553	1,383	12%
PBT	34	31	7%	98	92	7%

**LED lighting segment shows robust growth of 36% during FY19** as compared to FY18. The conventional lighting de-grew by 19% over the corresponding year. The Company feels immense pride by successful installation of LED Lighting at '**Kumbh Mela**' with specific recognition by the media. Aggressive advertisements, sponsorships and sales promotion activities have improved the Brand visibility across India.

**Surya, is evolving rapidly through the replacement of conventional products by LEDs and is now all set to move towards Smart LED Lighting.** This technology is transforming from a novelty to an indispensable daily companion through smart control devices which utilize wireless controls for dimming, colour changing and can be managed from anywhere. Together with advanced sensors, smart cameras and other device these smart lighting devices constitute an ecosystem which can enrich the lives of modern consumers who can command and control these device by using simple voice commands or apps.

With **strong foothold in rural and semi urban areas**, the Company is also now focusing on Tier-I cities to accelerate growth and introducing more value added premium range of LED Down-lighters, Battens, Lamps, Street Lights, Fittings and other decorative luminaires.

The Company has received order from Odisha Government for implementation of Greenfield Public Street Lighting Systems in the State of Odisha and thus **incorporated a wholly owned subsidiary namely "SURYA ROSHNI LED LIGHTING PROJECTS LIMITED" on 21<sup>ST</sup> January, 2019.** The joint survey for the project has been completed and the supplies will be made in financial year 2019-20. In view of this, the financial results for the quarter and year ended 31 March 2019 has been presented on consolidated and standalone basis.



*Raju*

## Future Outlook:

Going ahead, the future of both the segments is looking bright. Globally, including India, the natural gas distribution companies have revived their investment plans, which include construction of new pipelines as well as replacement of aging pipelines. The Government of India has envisaged to develop the National Gas Grid and City Gas Distribution Network in the country to enhance availability and accessibility of natural gas to public at large. City gas Distribution (CGD) refers to transportation or distribution of natural gas to consumers in domestic, commercial or industrial and transport sectors through network of pipelines. Accordingly sizeable investment opportunities are anticipated for the expansion of API pipes cross country line.

With Government thrust to strengthen the agricultural and rural economy, increasing the capacity of steel sector, generating solar power, wind power, housing for all, elevated tracks for Railways, City gas projects, infrastructure development for Expo 2020 at Dubai and 2022 FIFA World Cup in Qatar and schemes such as Bharatmala Pariyojana, Awas Yojna (building 1 crore houses) and thrust on electrification, Bijli Har Ghar Yojana (Saubhagya) to electrify 40 million families in rural and urban areas, will accelerate the Steel Pipes and Lighting & Consumer Durables businesses of the company.

**In order to reward company's shareholders, Board has recommended a dividend of Rs. 2.00 (20%) per equity share on the paid-up equity capital for the year ended 2018-19 subject to the approval of shareholders at the ensuing AGM.**

Today, Surya has emerged into a colossal of US\$ 855 million Indian manufacturing company, exporting products to over 50 countries across the globe. It has manifested, not just a strong brand image, but also an irreplaceable mark onto the minds and consideration of customers. We, as a team remain committed and confident in our ability to achieve desired goals and to create long term values for our stakeholders.

Date: 21 May, 2019  
Place: New Delhi



*Raju*

**Raju Bista**  
Managing Director  
DIN – 01299297

## Disclaimer:

We recommend that readers to refer to the detailed financial results of the company for the quarter/year as available on the website of the company – [www.surya.co.in](http://www.surya.co.in). This document contains forward looking statements about the business, financial performance, skills and prospects of the company, which should be viewed in context of many risk issues and events that could cause the actual performance to be different from that contemplated in this document. We cannot assure that outcome of these forward looking statements will be realized.