



# SURYA ROSHNI LIMITED

CIN -L31501HR1973PLC007543

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Ph.: +91-11-25810093-96, 47108000 Fax : +91-11-25789560  
E-mail : cs@surya.in Website : www.surya.co.in

SRL/se/yks/24-25/05  
May 14, 2024

**The Secretary**  
The Stock Exchange, Mumbai  
MUMBAI - 400 001  
Scrip Code: 500336

**The Manager (Listing Department)**  
The National stock Exchange of India Ltd  
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 updated "Investor Presentation - May, 2024". 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**

**B. B. SINGAL**  
CFO & Company Secretary

Encl: as above

# Investor PRESENTATION

May 2024

# SURYA



LIGHTING | APPLIANCES | FANS | STEEL & PVC PIPES

— SURYA ROSHNI LIMITED —



**PADMA  
SHRI  
2020**

*Padma Shri*

**JAI PRAKASH AGARWAL**

Shri Jai Prakash Agarwal Chairman Surya Roshni Limited has been conferred with the prestigious Padma Shri Award by President Shri Ram Nath Kovind on 8th November 2021 at Rashtrapati Bhawan, Delhi.

# Financial Results Highlights

# Q4 FY24 Results Highlights

**SURYA**

## Consolidated Financial Performance Highlights

Particulars (In ₹ crore)	Q4 FY24	Q4 FY23	Change	Q3 FY24	Change	FY24	FY23	Change
Revenue	<b>2,080</b>	2,151	<b>(3%)</b>	1,938	<b>7%</b>	<b>7,809</b>	7,997	<b>(2%)</b>
EBITDA	<b>173</b>	254	<b>(32%)</b>	158	<b>9%</b>	<b>586</b>	620	<b>(5%)</b>
Profit Before Tax (PBT)	<b>139</b>	215	<b>(35%)</b>	121	<b>15%</b>	<b>445</b>	459	<b>(3%)</b>
Profit After Tax (PAT)	<b>104</b>	156	<b>(33%)</b>	90	<b>15%</b>	<b>329</b>	336	<b>(2%)</b>

## Results Highlights

- The company reported slight dip in revenue by 2% & EBITDA by 5% in FY24 on account of significant headwinds
- EBITDA margins for Q4FY24 and FY24 stood at 8.30% and 7.51%, respectively
- We are now a Zero-debt company. We reduced our debt by ₹ 400 crore in FY24 and have cash surplus of ₹ 65 crore

# Q4 FY24 Results Highlights

# SURYA

## Lighting and Consumer Durables Segment Performance

Particulars (In ₹ crore)	Q4 FY24	Q4 FY23	Change	Q3 FY24	Change	FY24	FY23	Change
Revenue	418	431	(3%)	403	4%	1,572	1,545	2%
EBITDA	45	42	5%	38	17%	150	122	23%
EBITDA Margin	10.66%	9.84%	81 bps	9.33%	133 bps	9.57%	7.92%	165 bps
Profit before Tax (PBT)	36	35	5%	30	21%	120	90	32%

## Results Highlights

- In spite of significant price erosion in consumer lighting business, we recorded an annual revenue growth of 2% and stands at ₹ 1,572 crore in FY24
- Strong volume growth coupled with better product-mix in favor of higher margin value products and cost savings on back of PLI led backward integration resulted in strong operating profitability
- EBITDA margins for Q4FY24 stood at 10.66% as against 9.84% for the same quarter last year
- Professional lighting business has witnessed high-teen digit growth in Q4 and more than 20% in FY24 driven by infrastructure as well as industrial projects
- Led Batten & LED Downlighter verticals saw healthy volume growth in FY24
- In FY24, the fan business recorded mid-teens growth, while the appliances segment grew by robust 20%
- Net Working Capital: 76 days in Q4FY24 as against 70 days in Q3FY24

# Q4 FY24 Results Highlights

**SURYA**

## Steel Pipe and Strips Segment Performance Highlights

Particulars (In ₹ crore)	Q4 FY24	Q4 FY23	Change	Q3 FY24	Change	FY24	FY23	Change
Revenue	1,665	1,721	(3%)	1,536	8%	6,242	6,452	(3%)
EBITDA	128	212	(39%)	121	6%	436	497	(12%)
EBITDA/MT (₹)	5,877	9,868	(40%)	6,156	(5%)	5,401	6,496	(17%)
Profit before Tax (PBT)	103	181	(43%)	91	13%	325	369	(12%)

### Results Highlights

- In Q4FY24, the steel pipes segment recorded its highest ever quarterly volumes of 2.36 lakh tons and witnessed a volume growth of 4% in Q4FY24 and growth of 6% in FY24 inspite of the B2B business witnessed a temporary slowdown on account of General Elections
- Despite significant reduction in steel prices in Q4FY24, we witnessed only a slight dip in our overall sales revenue
- Exports registered a volume growth of 12% in FY24
- EBITDA/Ton for the quarter stood at ₹ 5,877, as compared to ₹ 9,868 the same quarter last year – this is on account of muted value-added product sales & loss in inventory
- Strong in - hand order book of ₹ 800 crore as on 31st March 2024 for Oil & Gas sector, Water Sector and Exports business
- Net Working Capital: 55 days in Q4FY24 as against 69 days in Q3FY24

# SURYA – At A Glance

# SURYA

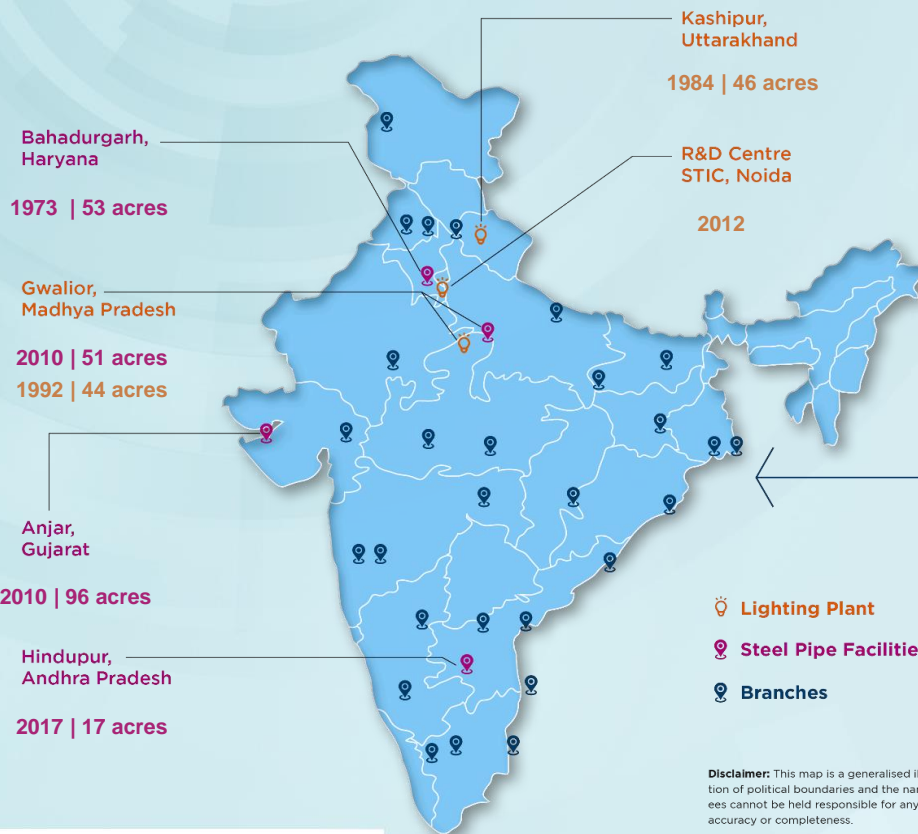
- **Established in 1973, 'SURYA' is one of the most respected and trusted brand** in Steel Pipes, Lighting & Consumer Durables (FMEG) and PVC pipes in India and Globally
- **Leadership in Value-Added Products** with a comprehensive product range
- **Deeply rooted distribution network** up to Rural India
- **Brand promotion** through extensive TV & Print Advertisements, BTL activities and Digital campaigns
- **Strategic Value Creation** by reinforcing market leadership position and driving change through investment in value-added products
- **Strengthening Financials** – Strong financials with No Debt, Lean Balance Sheet; Long term-loan debt free





# Making In India, Delivering Across the World

# SURYA



## Global Footprints



**Disclaimer:** This map is a generalised illustration only for the ease of the reader to understand the locations, and is not intended to be used for reference purposes. The representation of political boundaries and the names of geographical features/states do not necessarily reflect the actual position. The Company or any of its Directors, Officers or Employees cannot be held responsible for any misuse or misinterpretation of any information or design thereof. The Company does not warrant or represent any kind of connection to its accuracy or completeness.



- Brand building through consistent Advertising
- ATL & BTL Activities

**Brand Equity**

**Distribution Network**

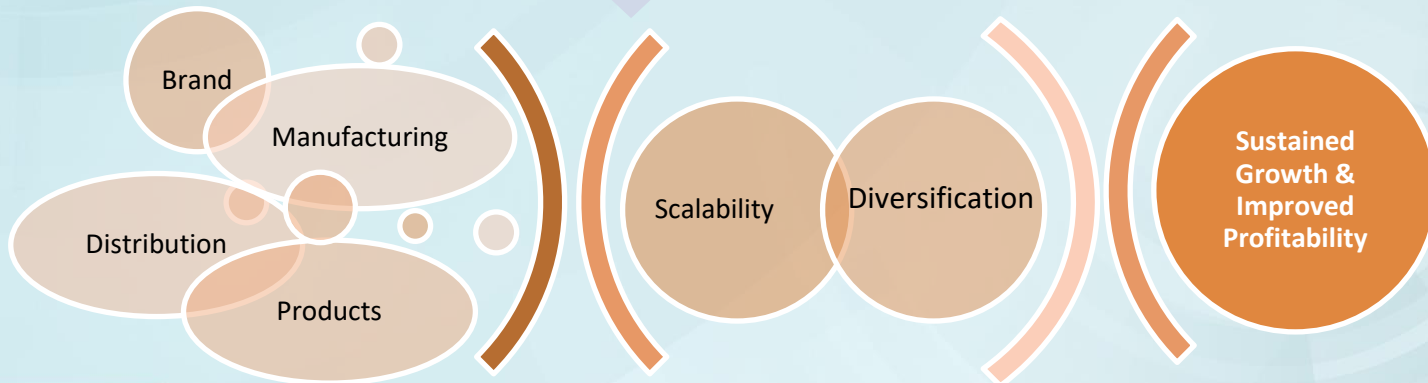
- Enhanced engagement
- Consistent policies, effective schemes
- Omni-channel presence

- Strategic Investment InTechnology upgradation
- Strategic locations
- Strengthening Backward Integration through PLI

**Manufacturing Facilities**

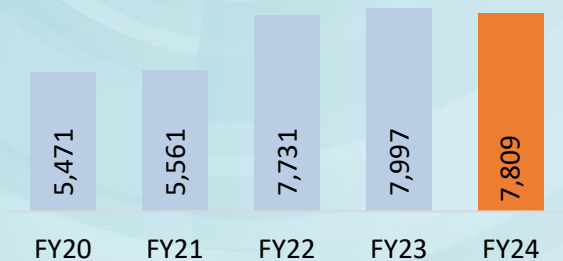
**Product Range**

- Built up strong product portfolio
- Value-Added products driving higher profitability

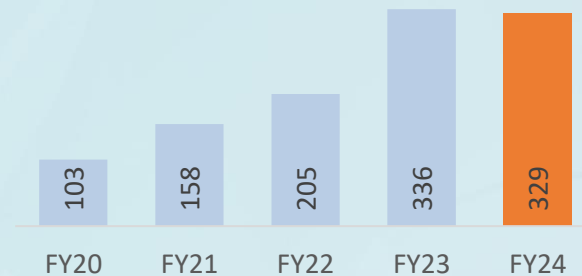


₹ in crore

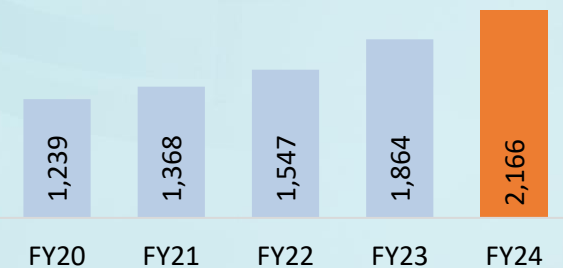
## Revenue



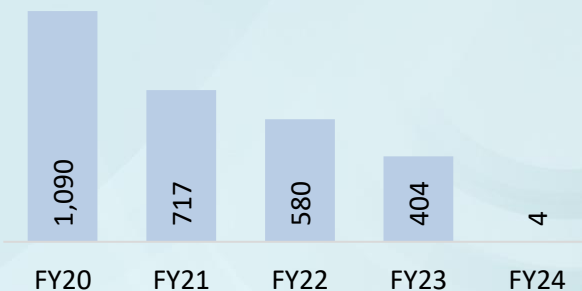
## PAT



## Net Worth



## Debt





**Shri J. P. Agarwal**  
Executive Chairman

Shri J. P. Agarwal is the driving force behind creating Surya Roshni as one of the most reputed, trusted and successful companies. He has been honoured with the highly prestigious Padma Shri Award by the Government of India



**Shri Raju Bista**  
Managing Director

Shri Raju Bista is a young and dynamic leader. His discipline, dedication, visionary power and relentless efforts provided new dimensions and directions that have helped the Company in achieving new heights. He is the past President of ELCOMA, and presently a Member of Parliament



**Shri Vinay Surya**  
Managing Director

Shri Vinay Surya is an M.B.A. from Swinburn University, Australia and possesses vast experience of over 24 years in Marketing, Exports, Commercial, Financial & Operational fields



**Smt Urmil Agarwal**  
Director

Possesses over four decades of experience with sound business acumen & understanding of both the businesses of the Company



**Shri T.S. Bhattacharya**  
Independent Director

Ex-MD, SBI has an illustrious professional career in banking and financial sector



**Shri Sunil Sikka**  
Independent Director

A post graduate in Management (FMS Delhi) and Ex-President of Havells (India) Limited & ELCOMA. During his tenure, he led multiple initiatives to accelerate growth in marketing of consumer electricals and lighting in India



**Shri Kaustubh N Karmarkar**  
Whole Time Director

Whole time Director, with vast experience of over 24 years in the field of Management & Human Resources and Planning



**Shri Naresh Agarwal**  
Independent Director

Directorship in Santosh Timber Trading Company Limited and Atlantic Wood Private Limited. 30+ years of vast business experience



**Shri S S Khurana**  
Independent Director

Ex-Chairman of Railway Board and Ex-officio Principal Secretary to Government of India



**Ms. Suruchi Aggarwal**  
Independent Woman Director

Ms. Suruchi, a renowned and eminent practicing Advocate in the Supreme Court of India, Delhi High Court and other Courts



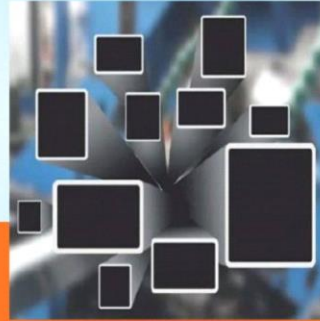
**Shri Tekan Ghanshyam Keswani**  
Independent Director

A post graduate in Management (FMS Delhi) and a fellow member of ICAI with 45+ years of experience in Commercial, Administration and Financial fields

CR STRIPS



HOLLOW SECTION PIPES



BLACK PIPES



GI PIPES



COATED API & SPIRAL PIPES



## STEEL PIPES AND STRIPS

Wide Range of Products

# Steel Pipes & Strips – At a Glance

**SURYA**

**50**

Years of Brand presence in India, under the brand 'Prakash Surya'

**#1**

ERW GI Pipe manufacturer in India

**21,000+**

Pan India Dealers/Retailers

**250+**

Distributors

**6**

Products Categories  
Pipes - Structural,  
GI, API Grade & Spiral, Black  
And CR Strips

**#1**

Exporter of ERW Pipes from India  
(50+ Countries)

**12.76 Lac**

MTPA Capacity  
9.61 Lac ERW Pipes (with DFT)  
2 Lac Spiral Pipes  
27.50 Lacs Sq mtrs 3LPE coating  
1.15 lac CR Sheets

**51%**


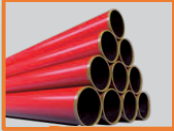

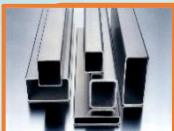
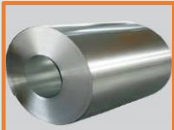
Value-Added Products of total Revenue

**Ongoing brownfield expansion at company's existing steel plants**

**4**

Manufacturing Locations in  
Haryana, Madhya Pradesh, Gujarat, Andhra Pradesh



	Volume Share #	Market Position *	Applications
 <p><b>GI Pipes</b></p>	28%	#1 High Growth in Exports	Agriculture Irrigation, Casing and tubing, Hot Water/ Plumbing, Water pipelines, Green Houses, Fire Fighting, etc.
 <p><b>API/ 3LPE Coated Spiral Pipes</b></p>	17%	Leading API Pipe Manufacturer High Growth	Oil and Gas, Water Transportation City Gas Distribution
 <p><b>Black Pipes</b></p>	32%	Amongst Top 3	Construction, Fabrication, Fencing, Powder Coating, Sign Boards, Industrial Application, Scaffoldings
 <p><b>Hollow Section Pipes</b></p>	12%	Leading Brand + High Growth + DFT Technology	Infrastructure – Airport, Metro, Railways, Warehousing, Industrial Infrastructure, Urban Development, Solar, Poles
 <p><b>CR Strips</b></p>	11%	Serving Delhi - NCR Region	Auto Components, Motor Stamping, Cycle Rims, Umbrella Tubes & Rips

# as of FY24

\* Market Position is as per Management View



# Transition Towards Higher Margin

**SURYA**

		FY 19-20		FY 20-21		FY 21-22		FY 22-23		FY 23-24	
Sr. No	Product Name	Volume Share	EBITDA/ MT (₹)	Volume Share	EBITDA/ MT (₹)	Volume Share	EBITDA/ MT (₹)	Volume Share	EBITDA/ MT (₹)	Volume Share	EBITDA/ MT (₹)
1	GI Pipes	35%	4,534	35%	4,602	33%	5,456	26%	7,737	28%	6,474
2	API & Spiral Pipes	11%	7,143	12%	7,630	18%	9,136	17%	12,134	17%	10,495
3	Black Pipes	24%	2,023	23%	2,216	24%	2,884	33%	5,021	32%	4,488
4	Section Pipes	19%	1,670	19%	1,843	13%	1,611	13%	3,415	12%	1,872
5	CR Strips	11%	1,586	11%	1,693	12%	2,627	11%	2,846	11%	1,156
	<b>Total</b>	<b>100%</b>	<b>3,256</b>	<b>100%</b>	<b>3,525</b>	<b>100%</b>	<b>4,648</b>	<b>100%</b>	<b>6,496</b>	<b>100%</b>	<b>5,401</b>



## Building Strong Presence

- Gained **Market Share to ~10%** of Oil & Gas Transmission Pipes
  - Cross Country Land Pipes
  - City Gas Distribution (CGD)
- **Water Transmission provides higher growth opportunities**
- The world-class 3LPE Coating plant machinery has been procured from Selmers, Netherlands
- Installed 3LPE coating facilities of 27,50,000 sqmtr (external coating)
- Strong Order Book in hand for API Pipes
- Accreditations from major PMC such as EIL, Mecon and others

## Key catalysts in the growth

- One of the fastest growing products for the company
- Enjoys higher EBITDA/Ton compared to other products
- Value accretive and contributes significantly to the profitability



- **Project to manufacture GP and CR coils/pipe**
- **Setting-up expansion project with an outlay of ₹ 75 crore at Hindupur, A.P.**
- **Purpose:** Presently, the company procures the GP coil and CR coil from the suppliers. The company intends to ensure availability of GP coil/ CR coil every time as per the requirement of the market along with the cost lower than the market price to cater South Indian market.

Dubai Vision 2030



Abu Dhabi Airport



Qatar FIFA



Dubai Frame

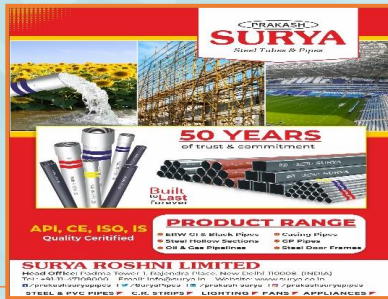


## Key Highlights

- **Largest exporter of ERW Pipes (GI and Black Pipes)**
- **Exporting to 50+ countries** across the globe including USA, Australia, Canada, Mexico, Middle East, Europe and Africa

## Strategy

- **Commissioned large-dia section pipe facility** (upto 300\*300 mm) with Direct Forming Technology at Gwalior, to improve exports of Hollow Section Pipe worldwide
- **Increase order share in Egypt** for small gas paint pipes
- **Focus on exporting value-added products** such as grooved, 30\*30 section, blue painted hollow coated pipes
- **Geographic expansion**



Advertisements in Print Media



The International Tube and Pipe Trade Fair, Germany



TV Advertisements for Prakash Surya Steel Pipes

- Present since 1973, 'Prakash Surya' has a strong leadership position with a major B2C contribution to the top-line
- Advertisements across TV, print, digital media, etc. to build brand franchise
- Focus on value-added products, **enjoys Leadership Position in ERW GI Pipes in domestic market**
- Established Dealer and Distributor network, strong presence in Tier II and Rural India
- Participation in major industry events, dealer meets and engagement with channel partners



**Tube & Pipe Fair 2023 - Pragati Maidan, New Delhi**

- In October, we participated in Tube & Pipe Fair 2023, an International Exhibition, which is India's premier wire and cable expo on the Indian tube and pipe industry focusing on technology, and value enhancement from raw material sourcing to production and delivery of the finished products to the consumers
- The expo attracts more than 10,000 quality visitors and is a platform for a wide range of exhibits presented by around 300 leading brands from India and around the world

# Driving Strategic Manufacturing Benefits

# SURYA

Bahadurgarh (Haryana)



Anjar (Gujarat)



Gwalior (Madhya Pradesh)

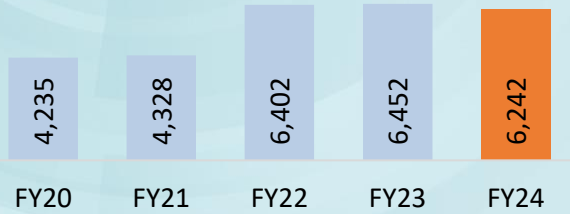


Hindupur (Andhra Pradesh)

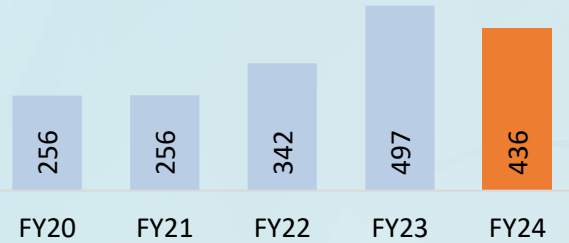


₹ in crore

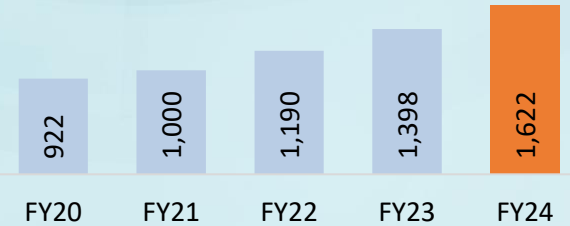
## Revenue



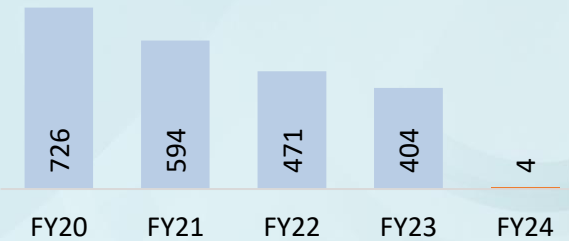
## EBITDA



## Net Worth



## Debt





## Technology Upgradation

- Strategic Investments in technology upgradation
- 3LPE coating plant from Selmer, Netherlands
- Large dia section pipe facility commissioned with DFT technology at Gwalior

## Increasing share of Value-added Products

High growth in API pipes and Exports of Value-Added Products to improve market share, margins and profitability

## Diversify Mix

Diversify Customer Mix and Product Mix helps in de-risking the Steel Price volatility



## Cost Efficiencies

Continuous process improvement, energy saving and increasing yield for cost-effectiveness

## Brand Equity & Distribution Network

- Continuous brand development activities
- Engagement with country-wide dealers, distributors, retailers and influencers



PVC PIPES



CONSUMER LIGHTING



PROFESSIONAL LIGHTING



FANS



HOME APPLIANCES



## LIGHTING AND CONSUMER DURABLES

Emerging FMEG

'SURYA' Established Lighting in 1984,  
has emerging as a **leading FMEG  
Player**

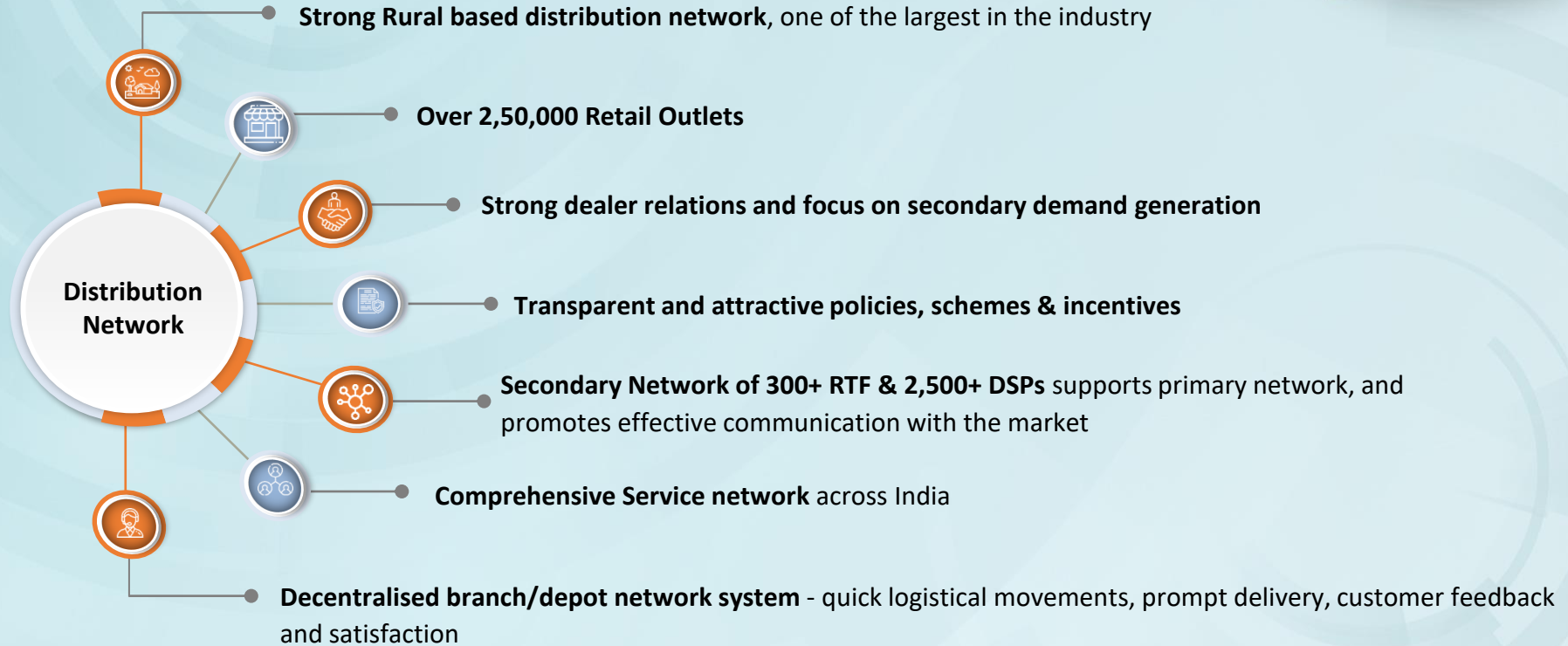
**#2** Consumer Lighting Brand in India

**Brand Equity** through consistent  
advertisements, ATL and BTL activities

**India's most deep rooted distribution  
network**, major Revenue comes from  
Semi-urban and Rural markets.

**Strong position** in Professional  
Lighting with Smart Lighting Solutions

Successfully penetrating in **FMEG  
categories - Fans and Home  
Appliances**



Leader in various states such as AP, Telangana MP, Chhattisgarh, Uttar Pradesh and Jharkhand  
Second in Karnataka, Delhi, Maharashtra, Bihar, Rajasthan and Uttarakhand, amongst others

- Extensive TV Advertisements, BTL activities, sponsorships and active online digital media campaigns

**SURYA**  
Smart Lighting

Surya ke naye smart lights  
**Sabko mood mein le aaye**

- Warm to Cool Light
- Control Light Intensity
- Remote Controlled

COMPACT TUNABLE (2700K-6500K)

A lifestyle scene showing a man playing guitar and a family sitting on a sofa, with a hand holding a remote control. Below the scene are icons for various lighting products: a ceiling light, a recessed light, two smart bulbs, and a strip light.

**SURYA fans**

Chahiye **Hawaan SURYA** ki

- 2 YEAR WARRANTY
- 100% EFFICIENCY
- 100% COPPER

**SURYA ROSHNI LIMITED** | [www.surya.co.in](http://www.surya.co.in) | Toll free No. : 1800 102 5627

An advertisement for Surya fans featuring a large ceiling fan and three smaller table fans. The text highlights a 2-year warranty, 100% efficiency, and 100% copper construction.

**SURYA**  
APPLIANCES

Surya ke naye low noise mixer grinders  
**Sabko mood mein le aaye**

- Low Noise
- Low Vibrations
- Fine Grinding

A woman is shown smiling while using a red and white Surya mixer grinder. The advertisement emphasizes low noise, low vibrations, and fine grinding capabilities.

## Para Games (2023)

**SURYA**

HONOURING THE **SOLID GRIT** OF OUR PARA-ATHLETES

**SURYA**  
PROUDLY CO-SPONSORS

1<sup>st</sup> **KHELO INDIA** PARA GAMES 2023

10<sup>th</sup> - 17<sup>th</sup> OCTOBER 2023, LEH  
CHAMPIONS BEYOND LIMITS

I am **SURYA** 50 YEARS OF TRUST

SAI, Ministry of Sports, Government of India, and other logos are visible at the top.

A vibrant advertisement for Surya's sponsorship of the 1st Khelo India Para Games 2023. It features a para-athlete in a wheelchair celebrating with arms raised against a colorful, abstract background. The text honors the 'Solid Grit' of para-athletes and lists the event dates and location (Leh).

Expanding Capabilities

- Strong Professional Lighting team in place
- Developed complete ecosystem with vendors

Developing Products & Solutions

- Customized products
- Integrated Solution based Smart Lighting

Strengthening Customer Relationships

- Direct B2B projects
- Infrastructure, Monument Lighting, Airports, Bridges

**Atal Setu  
Mumbai, Maharashtra**



**Shri Sanwariya Seth Temple  
Chittorgarh, Rajasthan**



# Winning in B2B - Façade Lighting

# SURYA

Adivasi Godavari Bridge, Nagpur



Tawi Bridges Jammu



Bullet Train Station, Ahemdabad



Bharat Darshan Park



Bharat Darshan Park



Indore Airport





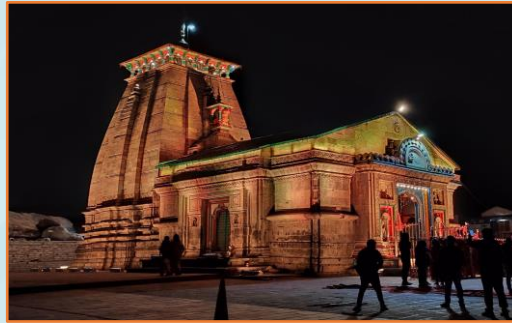
# Winning in B2B - Façade Lighting

# SURYA

Sodala Bridge, Jaipur



Shri Kedarnath Temple



Leh Palace



Municipal Corporation, Chandigarh



Om Statue, Shri Kedarnath Temple



Shri Sanwariya Seth Temple





## Fans -

- Leveraging strong brand and distribution network
- Pan India presence for fans
- Wide range of products including ceiling, table, pedestal, wall mounted and exhaust fans
- Focus on premium product categories to gain share in urban markets

## Home Appliances -

- Leveraging strong brand and distribution network
- Wide variety of product range such as Water Heater, Room Heaters, Coolers, Dry Irons, Steam Irons, Juicer-Mixer-Grinders, Induction Cooktops
- Ecosystem already in place to capture the fast growing markets and categories
- Market leading product features and quality



## 5 Star Petal *Induction* Motor FAN



## INDIA'S First BEE Star Rated WALL & Pedestal Fan

### Royale



## Spark-SS 2 Burner Cooktop



## Sparkle-SS 3 Burner Cooktop



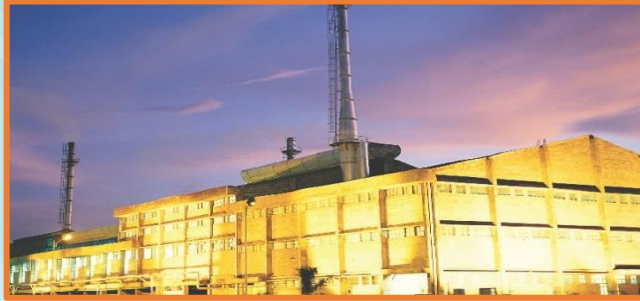
## Spark-SS 2 Burner Cooktop



## Industrial Cooler



Kashipur (Uttarakhand)



Gwalior (Madhya Pradesh)



R&D Centre (Delhi – NCR)



Commencement of manufacturing facility for LED components under PLI scheme for 'Large Investment' category

## Benefits to Surya

- Leverage own manufacturing of LED products
- Increase the level of backward integration as well as increase the OEM opportunities

## Fulfilling Investment Criteria

- By investing cumulative incremental minimum investment in P&M of ₹ 25 Crores.
- Incremental criteria is fulfilled and claim of 1<sup>st</sup> year received.

## Objectives

To boost manufacturing of '**Components of LED Lightings**' of India, to reduce dependency on imports of components

## Target Segment

For manufacturing '**Components of LED Lighting Products** (i.e. LED Drivers, Mechanicals, Housing, Packaging, Modules, Wire Wound Inductors etc.) under **Large Investment Category**

## Quantum of Incentives

**4% to 6% on sales** over the base year for a period of five years subsequent to the base year



# PVC Pipes –Sizeable Business Opportunities

**SURYA**

**Growth Drivers**

Government initiatives such as **Housing for All, 'Nal se Jal', Project AMRUT and Swachh Bharat Mission**

01

Demand outlook for **non-agricultural pipes appears to be good** as the **major urban real estate markets** show signs of a **sustained recovery**

02

The sector is expected to see an average **Annual growth of 10%**

03



## Application

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



## Operational Performance

Revenue of ₹ 92 Cr as compared to ₹ 91 Cr in FY23



## Market Research

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



## Capacity Expansion

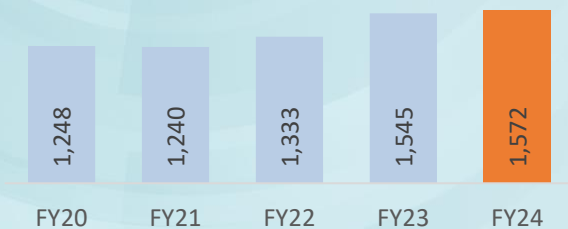
Reached capacity of **12,500 MTPA**



Sr. No	Product Name	FY 19-20		FY 20-21		FY 21-22		FY22-23		FY23-24	
		Sales	EBITDA	Sales	EBITDA	Sales	EBITDA	Sales	EBITDA	Sales	EBITDA
1	LED- Lighting	49%	11%	53%	12%	59%	11%	64%	11%	62%	12%
2	LED-EESL	8%	8%	1%	11%	-	-	-	-	-	-
	<b>Total LED (1 + 2)</b>	<b>56%</b>	<b>11%</b>	<b>54%</b>	<b>12%</b>	<b>59%</b>	<b>11%</b>	<b>64%</b>	<b>11%</b>	<b>62%</b>	<b>12%</b>
3	Conventional	23%	3%	23%	9%	19%	1%	16%	-	16%	5%
4	Consumer Durables	21%	7%	23%	8%	22%	6%	20%	5%	22%	6%
	<b>Grand Total (1 to 4)</b>	<b>100%</b>	<b>8%</b>	<b>100%</b>	<b>10%</b>	<b>100%</b>	<b>8%</b>	<b>100%</b>	<b>8%</b>	<b>100%</b>	<b>10%</b>

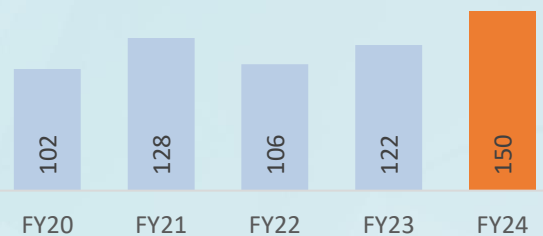
Transformed the product portfolio from conventional lighting to LED Lighting and Consumer Durables

## Revenue

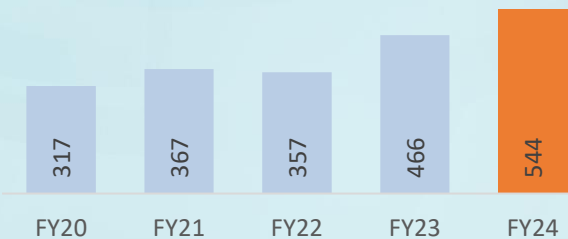


## EBITDA

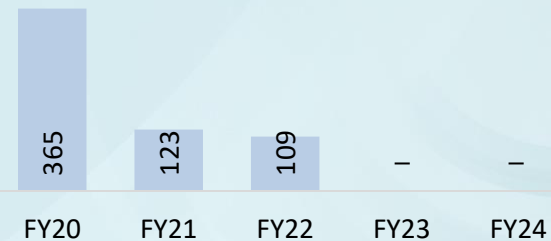
₹ in crore



## Net Worth



## Debt





## Product Development

Alignment with fast changing consumer preference, at high speed and premium quality



## Manufacturing Capabilities

Automation, Speed, Size and backward integration.  
One of the largest manufacturing capacities in India for LED Lighting



## Re-energizing the Surya Brand

Aligning with new age consumers, and growing LED Lighting and Consumer Durables



## Distribution network

Enhancing the distribution network through omnichannel, dealers, distributors contractors, developers, architects etc.



## Young Demographics

- Improving lifestyles, investment in home improvement
- Emerging Lifestyles



## Consumer Lighting

- Faster adoption by consumers across India, including Rural



## LED Professional Lighting

- Smart Integrated LED Lighting
- Presence in sunrise areas like Housing for all, Smart Cities , Street Lighting, Monumental Lighting, Industrial Lighting

## Financial Results Highlights

# Income Statement – Q4 & FY24

# SURYA

Particulars (₹ Crores)	Q4 FY24	Q4 FY23	FY24	FY23
<b>Total Revenue from Operations</b>	2,080	2,151	7,809	7,997
Cost of Material Consumed	1,446	1,541	5,607	5,855
Purchase of Stock In Trade	130	131	486	429
Changes in Inventories	24	(63)	(18)	(62)
<b>Total Raw Material</b>	1,600	1,609	6,075	6,222
<b>Gross Profit</b>	<b>480</b>	<b>542</b>	<b>1,734</b>	<b>1,775</b>
<b>Gross Profit (%)</b>	<b>23.1%</b>	<b>25.2%</b>	<b>22.2%</b>	<b>22.2%</b>
Employee Expenses	108	101	410	372
Other Expenses	207	189	752	788
Other Income	7	2	14	5
<b>EBITDA</b>	<b>172</b>	<b>254</b>	<b>586</b>	<b>620</b>
<b>EBITDA(%)</b>	<b>8.3%</b>	<b>11.8%</b>	<b>7.5%</b>	<b>7.8%</b>
Depreciation	29	29	117	115
<b>EBIT</b>	<b>143</b>	<b>225</b>	<b>469</b>	<b>505</b>
<b>EBIT(%)</b>	<b>6.9%</b>	<b>10.5%</b>	<b>6.0%</b>	<b>6.3%</b>
Finance Cost	4	10	24	45
<b>Profit Before Tax</b>	<b>139</b>	<b>215</b>	<b>445</b>	<b>460</b>
Tax	35	59	116	124
<b>Profit After Tax</b>	<b>104</b>	<b>156</b>	<b>329</b>	<b>336</b>
<b>Profit After Tax(%)</b>	<b>5.0%</b>	<b>7.3%</b>	<b>4.2%</b>	<b>4.2%</b>

# Consolidated Balance Sheet

# SURYA

EQUITY AND LIABILITIES (₹ Crores)	Mar-24	Mar-23
<b>(I) EQUITY</b>		
(a) Equity Share capital	54	54
(b) Other equity	2,112	1810
<b>Sub Total (I)</b>	<b>2,166</b>	<b>1,864</b>
<b>(II) LIABILITIES</b>		
<b>(1) Non-Current Liabilities</b>		
<b>(a) Financial Liabilities</b>		
(a) Term Borrowings (incl. Current Maturities)	-	-
(b) Lease Liability	6	7
(c) Other Financial Liabilities	20	14
(d) Provisions	21	18
(e) Deferred Tax Liabilities (Net)	56	67
<b>Sub Total (II)</b>	<b>103</b>	<b>106</b>
<b>(III) Current Liabilities</b>		
<b>(a) Financial liabilities</b>		
(a) Working Capital Borrowings	4	404
(b) Lease Liability	6	7
(c) Trade Payables	369	406
(d) Other Financial Liabilities	171	150
(e) Other current liabilities	60	72
(f) Provisions & Current Tax Liabilities	43	48
<b>Sub Total (III)</b>	<b>653</b>	<b>1,087</b>
<b>Total Equity &amp; Liabilities (I+II+III)</b>	<b>2,922</b>	<b>3,057</b>

ASSETS (₹ Crores)	Mar-24	Mar-23
<b>(I) NON-CURRENT ASSETS</b>		
(a) Property, plant & equipment	822	901
(b) Capital work-in-progress	17	9
(d) Right to Use Asset	11	11
(d) Other Intangible Assets	2	-
<b>Financial Assets</b>		
Other Financial Assets	50	34
Other Non - current assets	24	15
<b>Sub Total (I)</b>	<b>926</b>	<b>970</b>
<b>(II) CURRENT ASSETS</b>		
(a) Inventories	1,087	1,152
<b>Financial Assets</b>		
(b) Trade receivables	718	747
(c) Cash and bank balance	46	2
(d) Other Financial Assets	24	43
(f) Current Tax Assets	-	-
(g) Other current assets	121	143
<b>Sub Total (II)</b>	<b>1,996</b>	<b>2,087</b>
<b>Total Assets (I+II)</b>	<b>2,922</b>	<b>3,057</b>

Particulars (₹ Crores – Consol.)	Full Year ended 31-Mar-24	Full Year ended 31-Mar-23	Full Year ended 31-Mar-22
<b>Profit before tax</b>	<b>445</b>	<b>459</b>	<b>277</b>
<i>Depreciation and Interest</i>	<i>138</i>	<i>161</i>	<i>175</i>
Operating Profit Before Working Capital Changes	583	620	452
<i>Change in Working Capital</i>	<i>89</i>	<i>(235)</i>	<i>(103)</i>
Cash generated from operations	672	385	349
<i>Income taxes paid</i>	<i>(132)</i>	<i>(105)</i>	<i>(64)</i>
<b>Net cash inflow from operating activities (A)</b>	<b>540</b>	<b>280</b>	<b>285</b>
<b>Net cash inflow/(outflow) from investing activities (B)</b>	<b>(51)</b>	<b>(33)</b>	<b>(54)</b>
<b>Net cash flow from Operating &amp; Investing activities (C=A+B)</b>	<b>489</b>	<b>247</b>	<b>231</b>
<b>Cashflow used in financing activities, payment of interest, dividend and others (D)</b>	<b>(54)</b>	<b>(71)</b>	<b>(94)</b>
<b>(Decrease) / Increase in Net Debt (E) = C-D</b>	<b>(400)</b>	<b>(176)</b>	<b>(137)</b>
<b>Total Cash and Bank Balance</b>	<b>35</b>	<b>-</b>	<b>-</b>



- **Strong market position** in Steel Pipes & Strips, and Lighting & Consumer Durables
- **Investment in brand building** and improving distribution
- **Successfully gaining momentum in New Value-Added products** in both the businesses
- **Rigorous financial control** across the company
- **Improving profitability and financial ratios**
- **Robust demand Drivers for both the businesses**

Kishan Goshthi



Mini Personality Development Camp



Rog Mukh Camp



Sainik Sanman



Physical Training Camp



Nutrition Camp



Run of Unity



## Sports Tournament



## Yoga



## Swachhata Abhiyan



## Teacher's Personality Development Camp (TPDC)



## TPDC - Hindupur



## TPDC - MP



## TPDC - Bhuj



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