



SURYA ROSHNI LIMITED



An IS/ISO 9001, An IS/ISO 14001
& IS: 18001 Company

CIN -L31501HR1973PLC007543

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

SRL/se/yks/24-25/10
August 09, 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 "Investor Presentation -August, 2024". Copy of the same is also being uploaded on the website of the Company at, <http://www.surya.co.in>.

The meeting commenced at 2.00 P.M. and concluded at . 2:25 P.M.

You are requested to kindly take the same on your records.

Thanking you,

Yours faithfully,
For Surya Roshni Limited

B. B. Singal
CFO & Company Secretary

Enclosed: as above

Investor PRESENTATION

AUGUST 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

Q1 FY25 Results Highlights

SURYA

Consolidated Financial Performance Highlights

Particulars (In ₹ crore)	Q1 FY25	Q1 FY24	Change
Revenue	1,893	1,875	1%
EBITDA	159	116	36%
Profit Before Tax (PBT)	123	81	52%
Profit After Tax (PAT)	92	59	56%

Results Highlights

- The company reported robust increase in EBITDA by 36% in Q1FY25 on account of sharp spurt in EBITDA/ton of our Steel Pipes & Strips business and steady uptick in operating performance of our Lighting and Consumer Durable segment
- EBITDA margins for Q1FY25 stood at 8.37% viz-a-viz 6.20% in the same quarter last year. This underscores our ability to optimize costs and improve profitability even in a challenging market environment
- Profit after tax stood at ₹ 92 crore recording a y-o-y growth of 56%
- We are a Zero-debt company and have cash surplus of ₹ 156 crore

Q1 FY25 Results Highlights

SURYA

Lighting and Consumer Durables Segment Performance

Particulars (In ₹ crore)	Q1 FY25	Q1 FY24	Change
Revenue	385	374	3%
EBITDA	35	33	5%
EBITDA Margin	9.01%	8.83%	18 bps
Profit before Tax (PBT)	26	26	-

Results Highlights

- In spite of significant price erosion in consumer lighting business, we recorded a quarterly revenue growth of 3% and stands at ₹ 385 crore in Q1FY25
- Robust volume growth, led by a better product mix in favour of higher margin value products and cost savings from backward integration driven by PLI, has led to a steady improvement in operating profitability
- EBITDA margins for Q1FY25 stood at 9.01% as against 8.83% for the same quarter last year
- Professional Lighting grew by 18% - driven by infrastructure as well as industrial projects
- Consumer lighting business witnessed double digit volume growth in most sub-categories
- The fan business has done exceedingly well in Q1FY25. It recorded a volume growth of 43%. Our margins in this business also witnessed improvement. The hot summer in India & launch of many products in previous quarter enabled us to increase our market penetration in this category
- Appliances segment witnessed volume growth of 15%

Q1 FY25 Results Highlights

SURYA

Steel Pipe and Strips Segment Performance Highlights

Particulars (In ₹ crore)	Q1 FY25	Q1 FY24	Change
Revenue	1,509	1,503	-
EBITDA	124	83	49%
EBITDA/MT (₹)	6,065	4,388	38%
Profit before Tax (PBT)	97	55	76%

Results Highlights

- Despite the slowdown in government projects and operational delays due to general elections, we achieved a healthy 7% volume growth underpinned by better product mix.
- We were able to surpass the revenue mark that we have achieved in the same period last year in spite of price erosion in steel prices
- EBITDA/Ton for the quarter stood at ₹ 6,065, up by 38%, as compared to ₹ 4,388 the same quarter last year – this is on account of better product-mix
- Value-added products (API, Spiral & Galvanized pipes) constituted about 46% of our total revenue in Q1FY25
- **Strong in - hand order book of about ₹ 600 crore as on 30th June 2024** for Oil & Gas sector, Water Sector and Exports business

SURYA – At A Glance

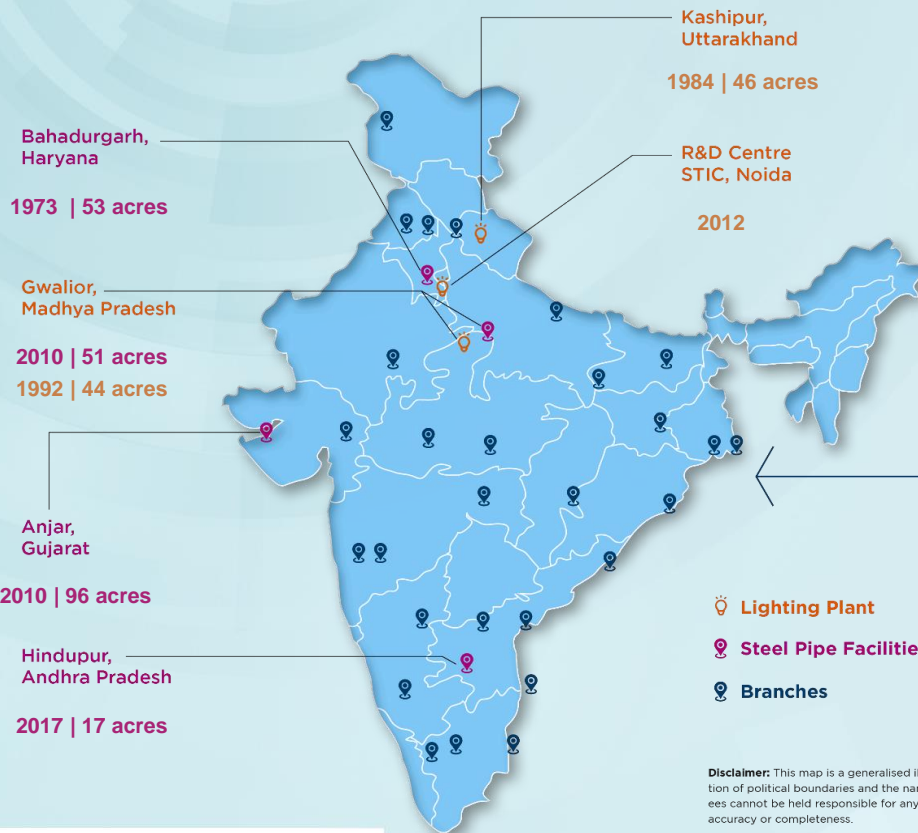
SURYA

- **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



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

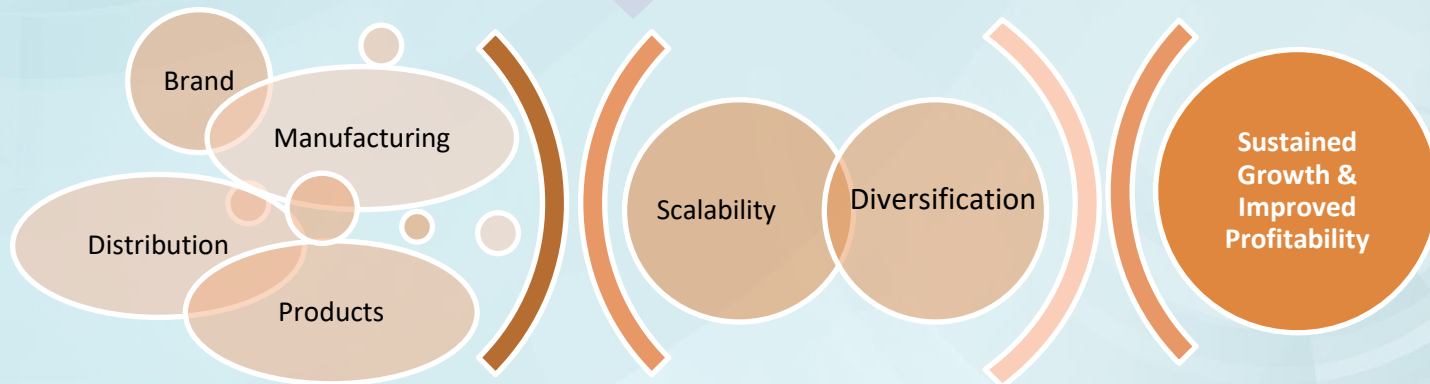
- Enhanced engagement
- Consistent policies, effective schemes
- Omni-channel presence

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

Manufacturing Facilities

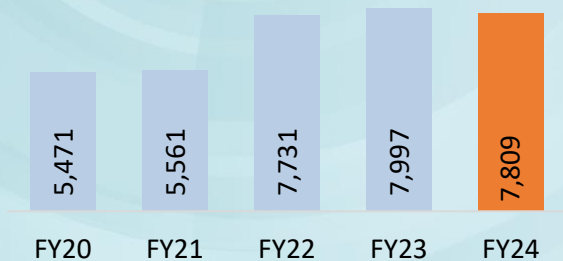
Product Range

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

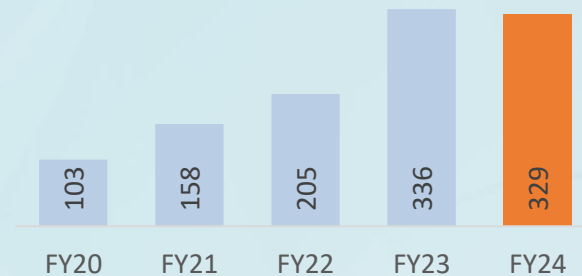


₹ in crore

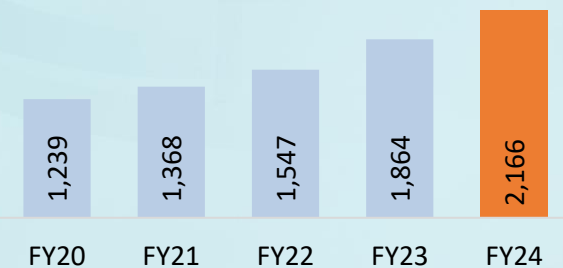
Revenue



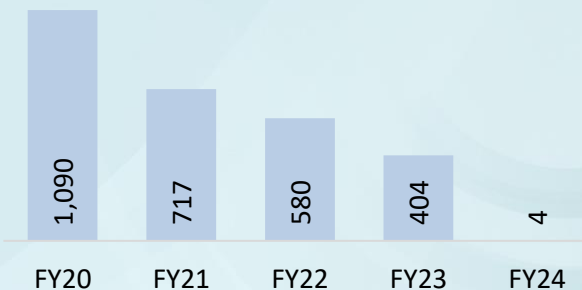
PAT



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



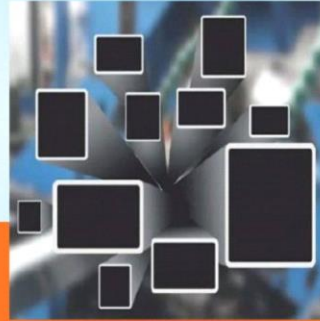
Shri Tekan Ghanshyam Keswani
Independent Director

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

45%




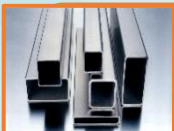
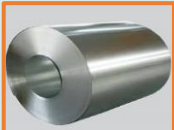
Value-Added Products of total Revenue

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>GI Pipes</p>	28%	#1 High Growth in Exports	Agriculture Irrigation, Casing and tubing, Hot Water/ Plumbing, Water pipelines, Green Houses, Fire Fighting, etc.
 <p>API/ 3LPE Coated Spiral Pipes</p>	17%	Leading API Pipe Manufacturer High Growth	Oil and Gas, Water Transportation City Gas Distribution
 <p>Black Pipes</p>	32%	Amongst Top 3	Construction, Fabrication, Fencing, Powder Coating, Sign Boards, Industrial Application, Scaffoldings
 <p>Hollow Section Pipes</p>	12%	Leading Brand + High Growth + DFT Technology	Infrastructure – Airport, Metro, Railways, Warehousing, Industrial Infrastructure, Urban Development, Solar, Poles
 <p>CR Strips</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
	Total	100%	3,256	100%	3,525	100%	4,648	100%	6,496	100%	5,401



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)

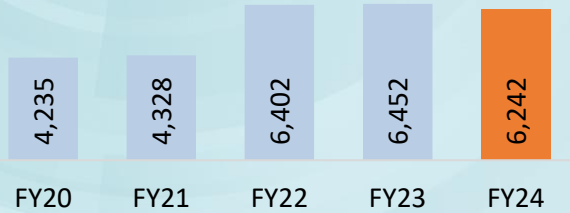


Hindupur (Andhra Pradesh)

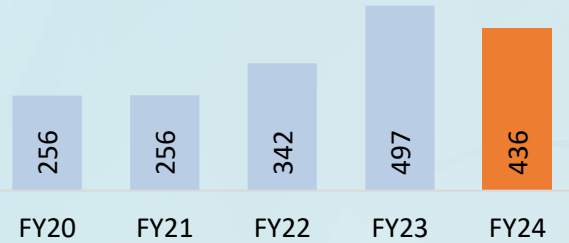


₹ in crore

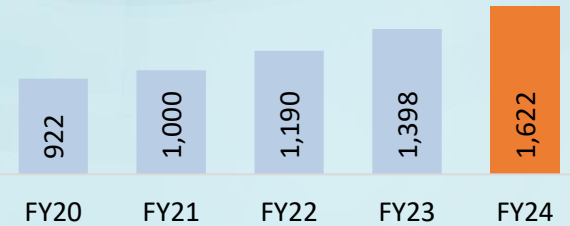
Revenue



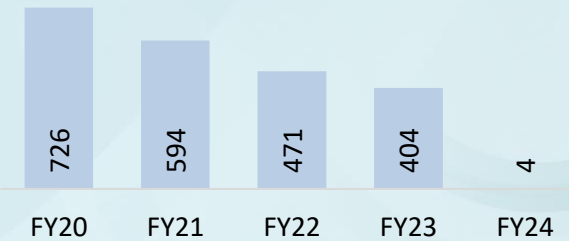
EBITDA



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**

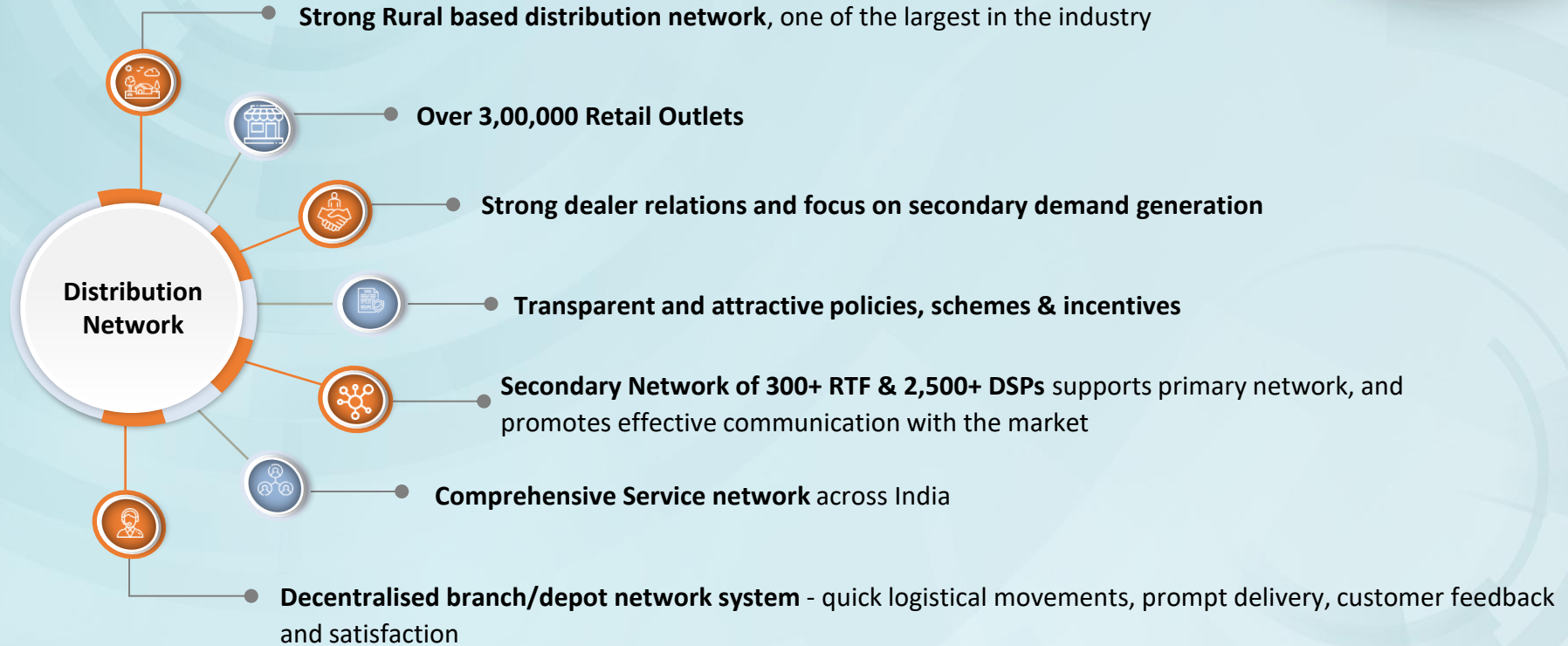
#2 Consumer Lighting Brand in India

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

SURYA

I enrich your life in a million ways



5Star Petal



Platina

Elevate your living, embrace enrichment - with Surya.
where every product is a symphony of excellence!



LIGHTING | FANS | APPLIANCES

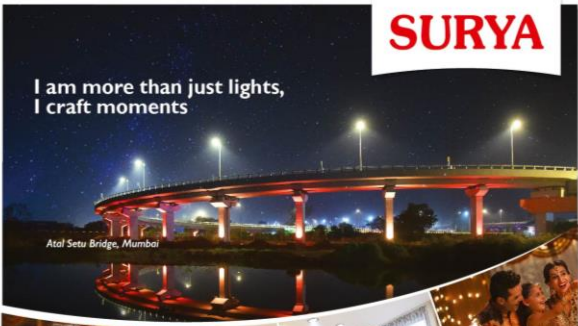
I am SURYA 50 YEARS OF TRUST

SURYA ROSHNI LIMITED
E-mail: consumercare@surya.in | www.surya.co.in | Tel: +91-1147108000


Toll Free No: 1800 102 5657
@suryalighting | #surya_roshni

SURYA

I am more than just lights,
I craft moments




Atal Setu Bridge, Mumbai



Platina Slim Trim Dazzle

Lights are the unsung storytellers of our spaces, crafting narratives of joy, comfort, and inspiration. With Surya, lighting goes beyond mere illumination; it becomes a companion in every cherished moment. From Professional Lighting that highlights the brilliance of bridges, temples, and roads to Consumer Lighting that adds warmth to family gatherings, it whispers stories of connection and care, illuminating both the grandeur of landmarks and the warmth of home.



Alpha Street Light Mega Plus Square Flood Light Linear Facade Light Downlights LED Lamps & Bulbs

I am SURYA 50 YEARS OF TRUST

SURYA ROSHNI LIMITED
consumercare@surya.in | www.surya.co.in | Tel: +91-1147108000 | @suryalighting | #surya_roshni

TOLL FREE 1800 102 5657

SURYA



I am Platina
I am the light of goodness
I am SURYA

Platina
LED Lamp



SURYA **SURYA**

7w 10w 12w 15w 25w 35w 45w

Available in B226 and E27 cap Available in B226 and E27 cap

50 YEARS OF TRUST DURABLE PRODUCTS ASSURED QUALITY

consumercare@surya.in | www.surya.co.in | @surya_roshni | #surya_roshni

TOLL FREE 1800 102 5657

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



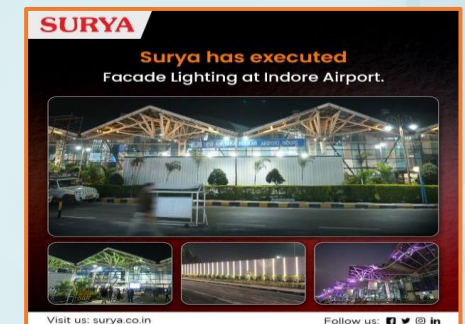
Bharat Darshan Park



Bharat Darshan Park



Indore Airport



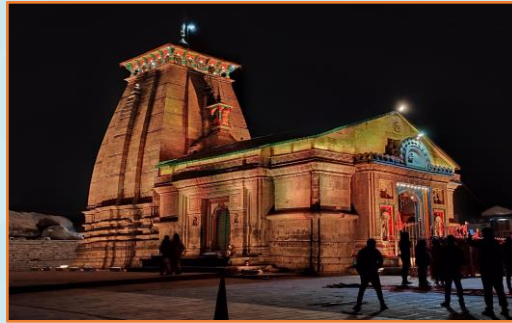
Winning in B2B - Façade Lighting

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

SURYA
POWER
SELF PRIMING MINI MONOBLOCK PUMP
0.5 HP | 1.0 HP

*Surya Water Pumps
Paani Ka Saathi*

12+6 MONTHS EXTENDED WARRANTY
100% COPPER WINDING
HEAVY DUTY FORGED BRASS IMPELLER EXTRA LIFTING CAPACITY
DOUBLE BALL BEARING

- Entered in new product segment of **Mono Block Residential Pumps** via launch of '**Surya Water Pumps**' in the month of **July 2024**.
- The market size for such pumps is **₹ 1,000 crore** and is growing fast driven by 'Har Ghar Nal Se Jal' scheme of Government of India.

Platina HW – Launched HW in Platina series after the successful launch in **lower wattages**.



Platina HW – Launched HW in Platina series after the successful launch in **lower wattages**



GeNxt –L New Flood Light
Launched in lower Wattages **30W, 50W, 70W and 100W** with surge protection upto **4KV and High Voltage protection**.



Consumer Durable New Production Innovation

SURYA

Shakti TPW Series



Warranty



400 MM



3 Speed



T.O.P. Protection

HIGH SPEED AERODYNAMIC **BLADES**
for Superior Air Circulation

Royale 5 leaf Pedestal Fan



AERODYNAMIC **5-BLADES**
FOR SUPERIOR AIR CIRCULATION

40% **more AIR**

DOUBLE BALL BEARING



Breezo Star



HIGH TORQUE MOTOR

DOUBLE BALL BEARING

POWERFUL 14 POLE MOTOR

ALL ALUMINIUM BODY



100% **COPPER WINDING**

Punch Mixer Grinder



Year Warranty on motor



Stainless Steel Jars



Year Warranty on product

 **Powerful 750W motor**



Infrared-Neo Cooktop



Year Warranty



1400 Watt



Energy Efficient



Infrared-Neo Cooktop



Year Warranty



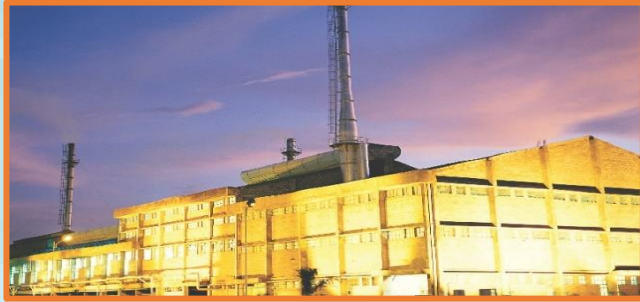
2200 Watt



Energy Efficient



Kashipur (Uttarakhand)



Gwalior (Madhya Pradesh)



R&D Centre (Delhi – NCR)





The only company in Indian Lighting Industries to achieve certificate for Manufacturing of LED Products

Awarded by National Quality Assurance, USA



QCFI Kaizen Competition, Bangalore

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 1st 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



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**



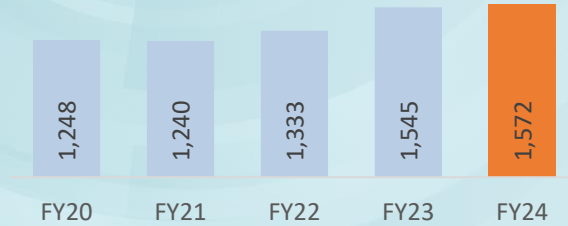
Capacity Expansion

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%	-	-	-	-	-	-
	Total LED (1 + 2)	56%	11%	54%	12%	59%	11%	64%	11%	62%	12%
3	Conventional	23%	3%	23%	9%	19%	1%	16%	-	16%	5%
4	Consumer Durables	21%	7%	23%	8%	22%	6%	20%	5%	22%	6%
	Grand Total (1 to 4)	100%	8%	100%	10%	100%	8%	100%	8%	100%	10%

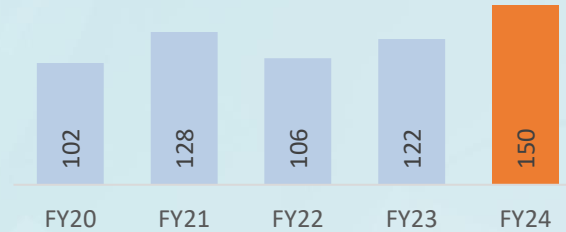
Transformed the product portfolio from conventional lighting to LED Lighting and Consumer Durables

Revenue

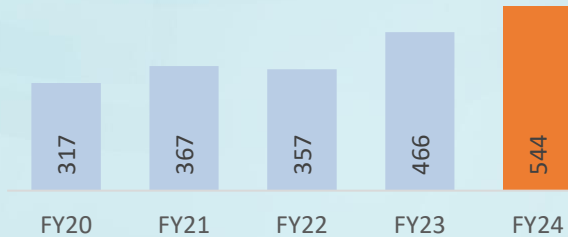


EBITDA

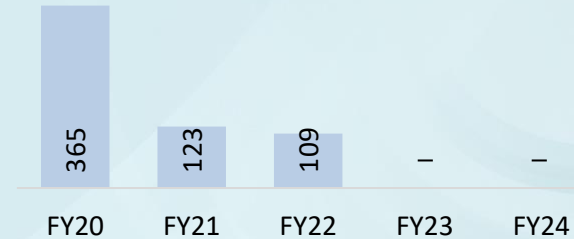
₹ in crore



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

Particulars (₹ Crores)	Q1 FY25	Q1 FY24	FY24
Total Revenue from Operations	1,893	1,875	7,809
Cost of Material Consumed	1,285	1,339	5,607
Purchase of Stock In Trade	128	110	486
Changes in Inventories	27	42	(18)
Total Raw Material	1,440	1,491	6,075
Gross Profit	453	384	1,734
Gross Profit (%)	24%	20.5%	22.2%
Employee Expenses	108	97	410
Other Expenses	194	173	752
Other Income	8	2	14
EBITDA	159	116	586
EBITDA(%)	8.4%	6.2%	7.5%
Depreciation	31	29	117
EBIT	128	87	469
EBIT(%)	6.8%	4.6%	6.0%
Finance Cost	5	6	24
Profit Before Tax	123	81	445
Tax	31	22	116
Profit After Tax	92	59	329
Profit After Tax(%)	4.9%	3.2%	4.2%

EQUITY AND LIABILITIES (₹ Crores)	Mar-24	Mar-23
(I) EQUITY		
(a) Equity Share capital	54	54
(b) Other equity	2,112	1810
Sub Total (I)	2,166	1,864
(II) LIABILITIES		
(1) Non-Current Liabilities		
(a) Financial Liabilities		
(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
Sub Total (II)	103	106
(III) Current Liabilities		
(a) Financial liabilities		
(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
Sub Total (III)	653	1,087
Total Equity & Liabilities (I+II+III)	2,922	3,057

ASSETS (₹ Crores)	Mar-24	Mar-23
(I) NON-CURRENT ASSETS		
(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	-
Financial Assets		
Other Financial Assets	50	34
Other Non - current assets	24	15
Sub Total (I)	926	970
(II) CURRENT ASSETS		
(a) Inventories	1,087	1,152
Financial Assets		
(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
Sub Total (II)	1,996	2,087
Total Assets (I+II)	2,922	3,057

Particulars (₹ Crores – Consol.)	Full Year ended 31-Mar-24	Full Year ended 31-Mar-23	Full Year ended 31-Mar-22
Profit before tax	445	459	277
<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>
Net cash inflow from operating activities (A)	540	280	285
Net cash inflow/(outflow) from investing activities (B)	(51)	(33)	(54)
Net cash flow from Operating & Investing activities (C=A+B)	489	247	231
Cashflow used in financing activities, payment of interest, dividend and others (D)	(54)	(71)	(94)
(Decrease) / Increase in Net Debt (E) = C-D	(400)	(176)	(137)
Total Cash and Bank Balance	35	-	-

- **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 Mukht Camp



Go Utpad Training



Physical Training Camp



Sainik Sanman



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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