

A photograph of a modern industrial manufacturing facility. In the foreground and middle ground, there are large, white and grey industrial machines, likely injection molding presses. One machine has 'ELEKTRON 200' written on it, and another further back has 'ELEKTRON 110'. The machines are equipped with various sensors, cables, and mechanical arms. The floor is light-colored and polished. In the background, there are more machines and a yellow overhead crane system. The ceiling is high with several square recessed lights. A diagonal white line cuts across the image from the top left towards the bottom right.

Shaily Engineering Plastics Limited

**Result Update Presentation
Q4 / FY16
May 2016**



**Shaily Engineering
Plastics Limited**

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Q4/ FY16 - Financial Performance



Key Financial Highlights

	<u>FY16</u>	<u>Q4 FY16</u>
Revenue	Rs. 225.5 cr. up 25.5%	Rs. 54.2 cr. up 11.2%
EBITDA	Rs. 41.8 cr. up 49.1% Margin at 18.5%	Rs. 10.9 cr. up 22.1% Margin at 20.1%
PBT	Rs. 21.4 cr. up 43.8% Margin at 9.5%	Rs. 4.3 cr. down (5.8%) Margin at 8.0%
PAT	Rs. 15.5 cr. up 19.1% Margin at 6.9%	Rs. 4.1 cr. down (12.7%) Margin at 7.6%
*Cash PAT	Rs. 25.7 cr. up 32.5% Margin at 11.4%	Rs. 7.7 cr. up 22.4% Margin at 14.2%

**Cash PAT includes PAT & Depreciation*

Key Developments

During the quarter, Started supplies to CORVI an innovative LED lighting manufacturer

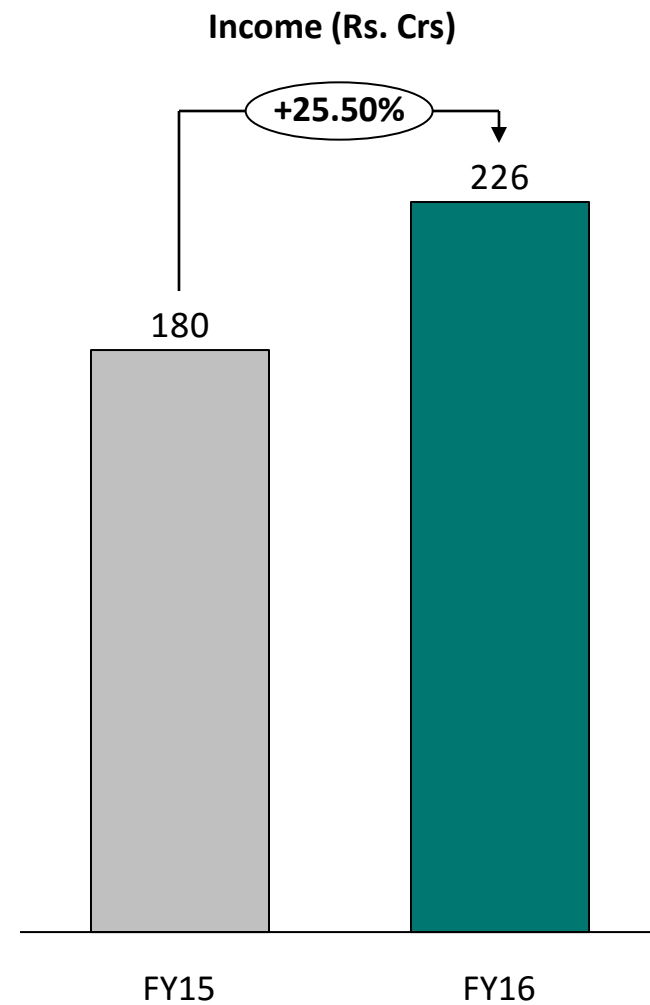
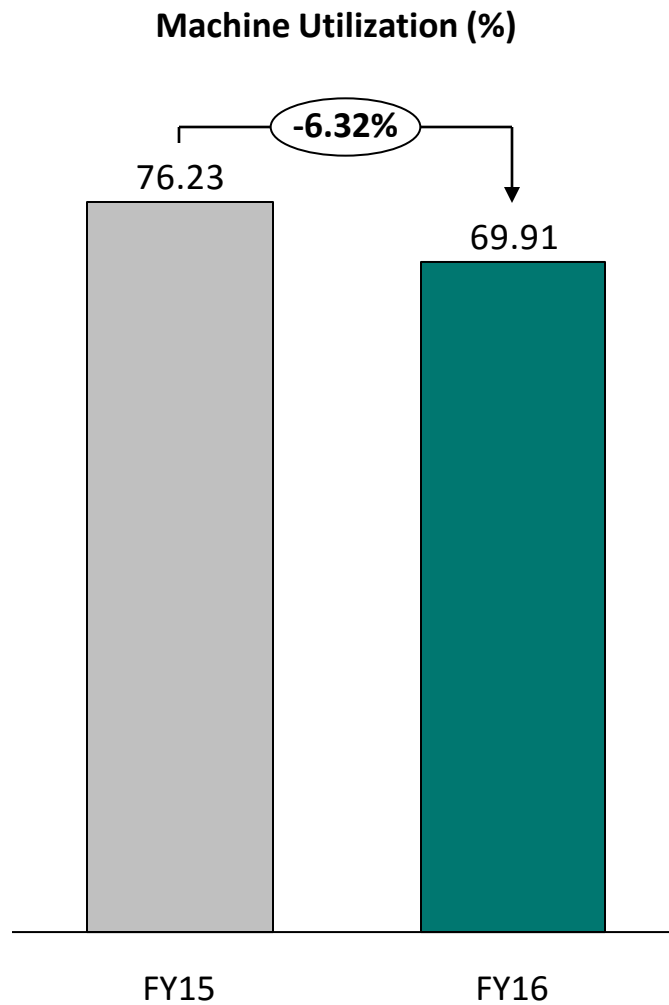
Appointed Mr. Dilip G Shah a senior professional from Pharmaceutical industry as an Independent Director. Mr. Shah had been on the Board of Pfizer India for over 30 years and currently is CEO of Vision Consulting Group. Mr. A S Anandkumar has resigned

CRC business – Approvals received from 2 major pharma companies in the quarter. Sales expected to start from Q1FY17

Company has declared a final dividend of Rs. 4 per equity share (i.e. 40%) for FY16 subject to shareholder approval

FY16 has seen growth in turnover and margins. Increased from Rs. 179.70 cr to Rs. 225.5 cr up by 25 % over last year. This is inspite of reduction in raw material prices in FY16 which translated in lower prices to customers

Machine Utilization – Across Plants

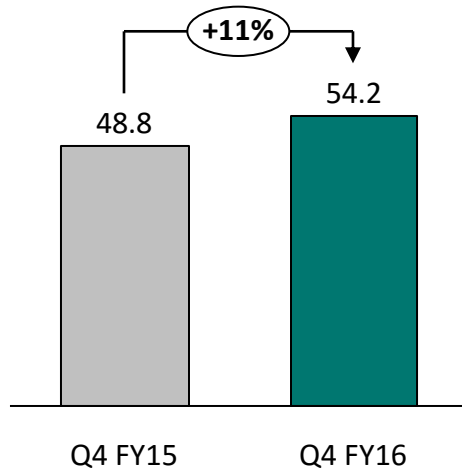


...Focusing on higher value add products

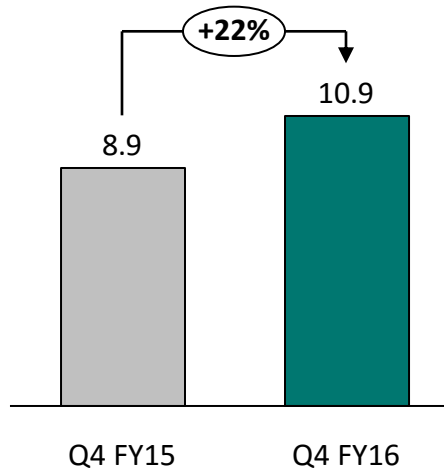
Key Highlights – Q4 FY16

(Rs. Cr.)

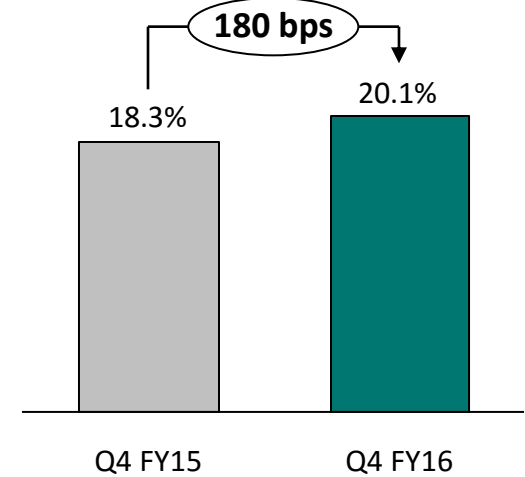
Revenue



EBITDA

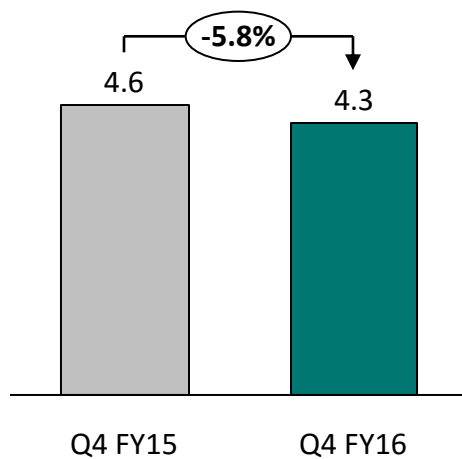


EBITDA Margin %

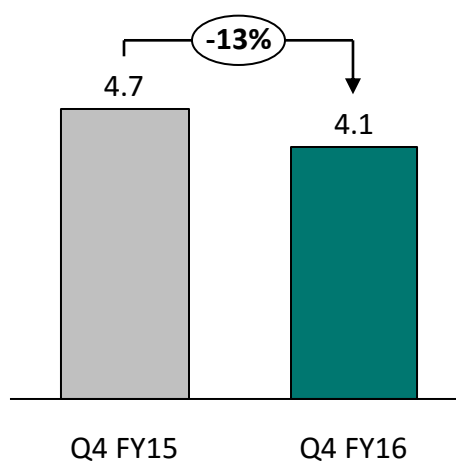


(Rs. Cr.)

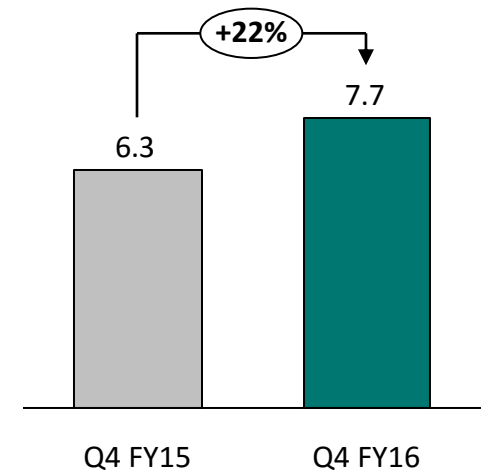
PBT



PAT



***Cash PAT**

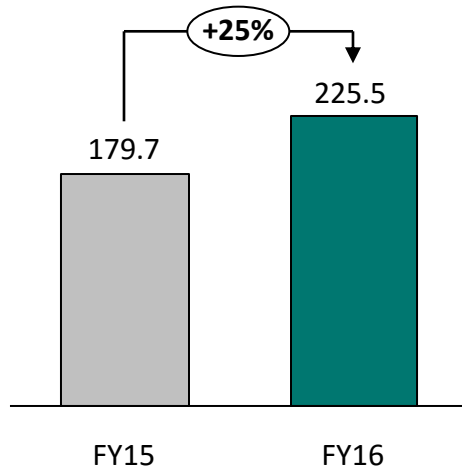


**Cash PAT includes PAT & Depreciation*

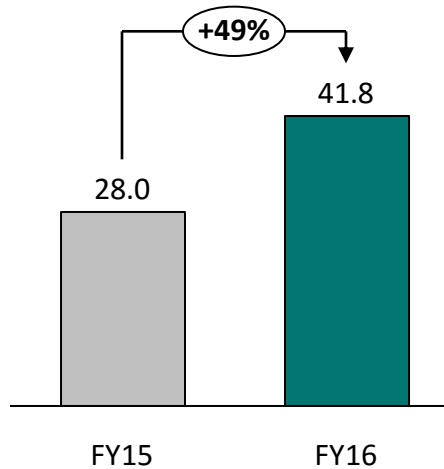
Key Highlights – FY16

(Rs. Cr.)

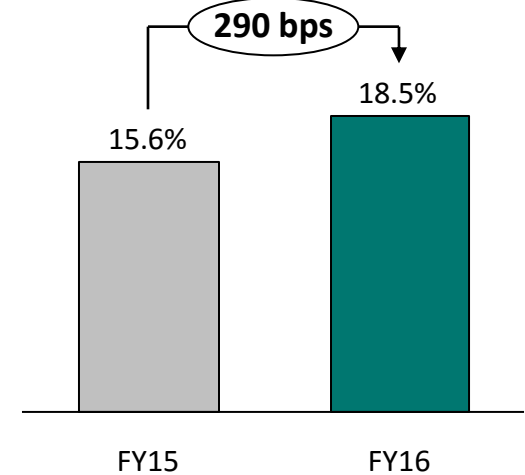
Revenue



EBITDA

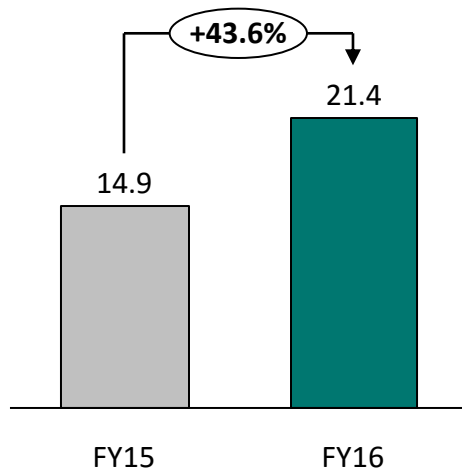


EBITDA Margin %

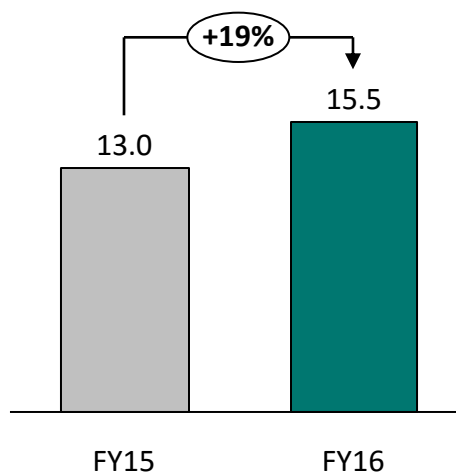


(Rs. Cr.)

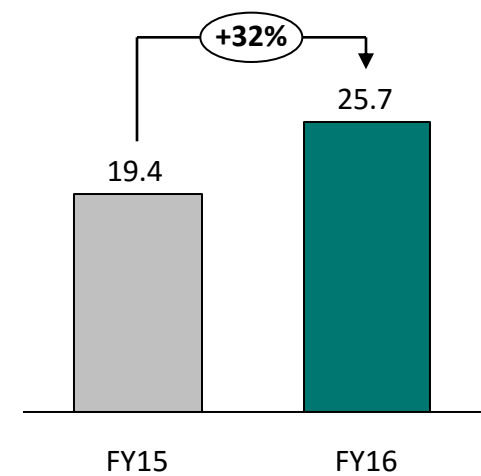
PBT



PAT



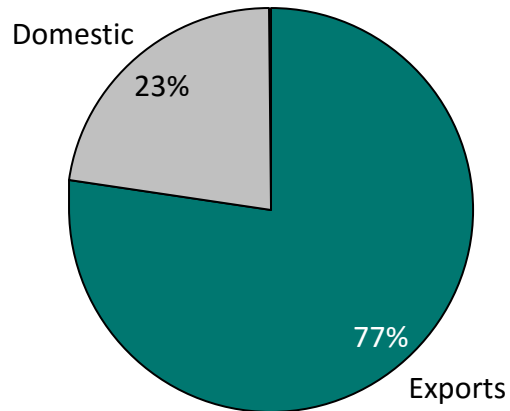
***Cash PAT**



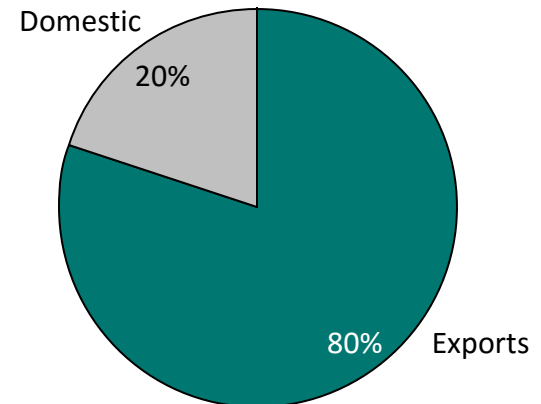
***Cash PAT includes PAT & Depreciation**

Revenue Analysis - Domestic Vs. Exports

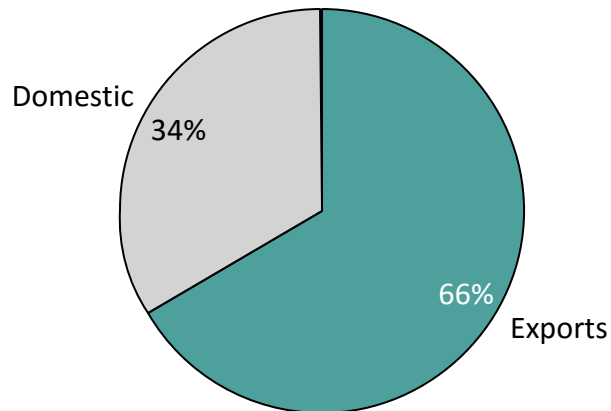
Q4 FY15 - Revenue



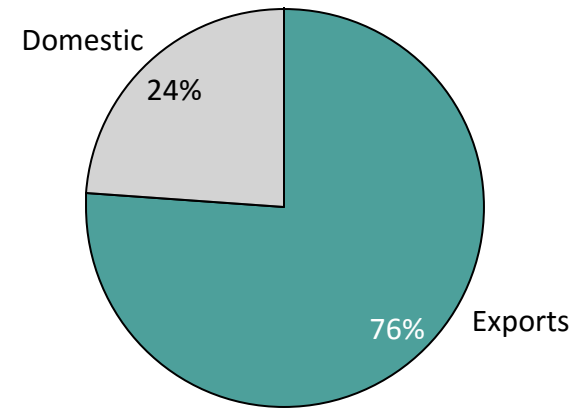
Q4 FY16 - Revenue



FY15 - Revenue



FY16 - Revenue



Quarterly Income Statement

Particulars in Rs. Crs	Q4 FY16	Q4 FY15	YoY %	FY16	FY15	YoY%
Total Sales Revenue	54.2	48.7	11.2%	225.5	179.7	25.5%
Raw Material	32.7	31.0		137.3	113.4	
Employee Expenses	5.3	5.0		23.4	19.5	
Other Expenses	7.0	5.1		25.8	20.3	
Other Income	1.7	1.2		2.8	1.6	
EBITDA	10.9	8.9	22.1%	41.8	28.0	49.1%
<i>EBITDA Margin</i>	<i>20.1%</i>	<i>18.3%</i>	<i>180 bps</i>	<i>18.5%</i>	<i>15.6%</i>	<i>290 bps</i>
Depreciation	3.6	1.6		10.3	6.4	
Finance Cost	3.0	2.7		10.1	6.7	
PBT	4.3	4.6	(5.8%)	21.4	14.9	43.8%
<i>PBT Margin</i>	<i>8.0%</i>	<i>9.4%</i>		<i>9.5%</i>	<i>8.3%</i>	
Tax	0.2	(0.1)		5.9	1.9	
PAT	4.1	4.7	(12.7%)	15.5	13.0	19.1%
<i>PAT Margin</i>	<i>7.6%</i>	<i>9.7%</i>		<i>6.9%</i>	<i>7.2%</i>	
*Cash PAT	7.7	6.3	22.4%	25.7	19.4	32.5%
<i>Cash PAT Margin</i>	<i>14.2%</i>	<i>12.9%</i>	<i>130 bps</i>	<i>11.4%</i>	<i>10.8%</i>	<i>60 bps</i>

***Cash PAT includes PAT & Depreciation**

Balance Sheet

Rs. Crs.	Mar-16	Mar-15
Shareholder's Fund	93.8	78.3
Share capital	8.3	8.3
Reserves & Surplus	85.4	70.0
Non-current liabilities	39.1	40.6
Long term borrowings	30.9	32.7
Deferred Tax Liabilities (net)	6.3	5.0
Other non-current liabilities	1.2	2.0
Long-term provisions	0.8	0.8
Current liabilities	58.2	73.6
Short term borrowings	20.1	36.9
Trade Payables	18.7	15.1
Other current liabilities	19.1	19.5
Short-term provisions	0.3	2.1
Total Liabilities	191.1	192.5

Rs. Crs.	Mar-16	Mar-15
Non-current assets	102.5	87.0
Fixed assets	97.7	77.6
Long-term loans and advances	4.6	9.1
Non-current investments	0.2	0.3
Current assets	88.6	105.5
Current Investments	-	25.4
Inventories	22.5	20.1
Trade receivables	36.1	37.2
Cash and bank balances	13.2	5.9
Short-term loans and advances	16.7	16.9
Other current assets	0.1	0.0
Total Assets	191.1	192.5

Historical Income Statement

Particulars in Rs.Crs	FY16	FY15	FY14	FY13
Total Sales Revenue	225.5	179.7	151.3	123.4
Raw Material	137.3	113.4	86.6	69.0
Employee Expenses	23.4	19.5	16.0	13.1
Other Expenses	25.8	20.3	24.0	23.7
Other Income	2.8	1.6	0.0	0.0
EBITDA	41.8	28.0	24.6	17.6
<i>EBITDA Margin</i>	18.5%	15.6%	16.3%	14.3%
Depreciation	10.3	6.4	6.0	5.6
Finance Cost	10.1	6.7	8.4	6.9
PBT	21.4	14.9	10.2	5.1
<i>PBT Margin</i>	9.5%	8.3%	6.8%	4.1%
Tax	5.9	1.9	3.7	1.4
PAT	15.5	13.0	6.6	3.6
<i>PAT Margin</i>	6.9%	7.2%	4.4%	2.9%
*Cash PAT	25.7	19.4	12.6	9.2
<i>Cash PAT Margin</i>	11.4%	10.8%	8.3%	7.5%

**Cash PAT includes PAT & Depreciation*

Historical Balance Sheet

Rs. Crs.	FY16	FY15	FY14	FY13
Shareholder's Fund	93.8	78.3	42.6	36.0
Share capital	8.3	8.3	7.3	7.3
Reserves & Surplus	85.4	70.0	35.2	28.7
Non-current liabilities	39.1	40.6	43	19.8
Long term borrowings	30.9	32.7	38.2	15.1
Deferred Tax Liabilities (net)	6.3	5.0	3.2	3.1
Other non-current liabilities	1.2	2.0	1.9	1.6
Long-term provisions	0.8	0.8	-	-
Current liabilities	58.2	73.6	57.8	51.5
Short term borrowings	20.1	36.9	21.5	22.8
Trade Payables	18.7	15.1	27.1	18.0
Other current liabilities	19.1	19.5	9.2	10.7
Short-term provisions	0.3	2.1	-	-
Total Liabilities	191.1	192.5	143.6	107.2

Rs. Crs.	FY16	FY15	FY14	FY13
Non-current assets	102.5	87.0	58.0	50
Fixed assets	97.7	77.6	49.8	45.2
Long-term loans and advances	4.6	9.1	8.2	4.8
Non-current investments	0.2	0.3	0	0
Current assets	88.6	105.5	85.6	57.2
Current Investments	-	25.4	0	0
Inventories	22.5	20.1	15.2	12.5
Trade receivables	36.1	37.2	32.6	26.2
Cash and bank balances	13.2	5.9	24.5	6.6
Short-term loans and advances	16.7	16.9	13.2	11.8
Other current assets	0.1	0	0	0.2
Total Assets	191.1	192.5	143.6	107.1

Shaily at Glance

5 Facilities
in Gujarat

100+
Injection
Moulding
Machines

950
Employees



REVENUE

3 Years
CAGR

22.3 % ↑

EBITDA

3 Years
CAGR

33.4 % ↑

PAT

3 Years
CAGR

62.4 % ↑

Customer Trust & Relationships

Producing & Supplying Shellpak with zero-defect for over 2 years



I would like to express my deepest appreciation to you and the Shaily team for over 2 years of quality production to MWV, shipping over 75 million units to MWV customers!!

It is therefore with pleasure that we present this quality recognition award to Shaily...



MWV Healthcare

Producing & Supplying Knobs to GE Appliances for over 18 years



To date Shaily has provided parts to our plants at a PPM level of zero. Deliveries also are being maintained even though some of our plants have increased schedules quite unexpectedly. This has required some real dedication and customer focus on the part of Shaily.

At GE Appliances, I feel we now have a solid quality partner with Shaily Engineering



G.E. Appliances, U.S.A.

Vision & Mission

Vision

Become a USD 100 million plastics manufacturer with a Global footprint by 2020”

Mission

“ To Provide end to end solutions in plastics while delivering superior quality to our customers, higher profitability and value to our Shareholders, and Sustainability for future generations”

Pioneers in Engineering Plastics

We have to our Credit an Experience of Decades and an Expertise of manufacturing Complex Precision Components & Assemblies

Modified Vicks 5/10 gm container design to ensure leak proof in extreme climatic conditions



Pepsi Aquafina – Designed first of its kind truly tamper evident cap which has now been taken globally by Pepsi

ABB – Commercialized all Low Voltage Switchgear products in India



Sanofi Insulin pen – First innovators pen manufactured & launched from India for global markets



Offering Total Solutions in Plastics

Management

- Key Account
- Supply Chain
- Continuous Improvement

Development

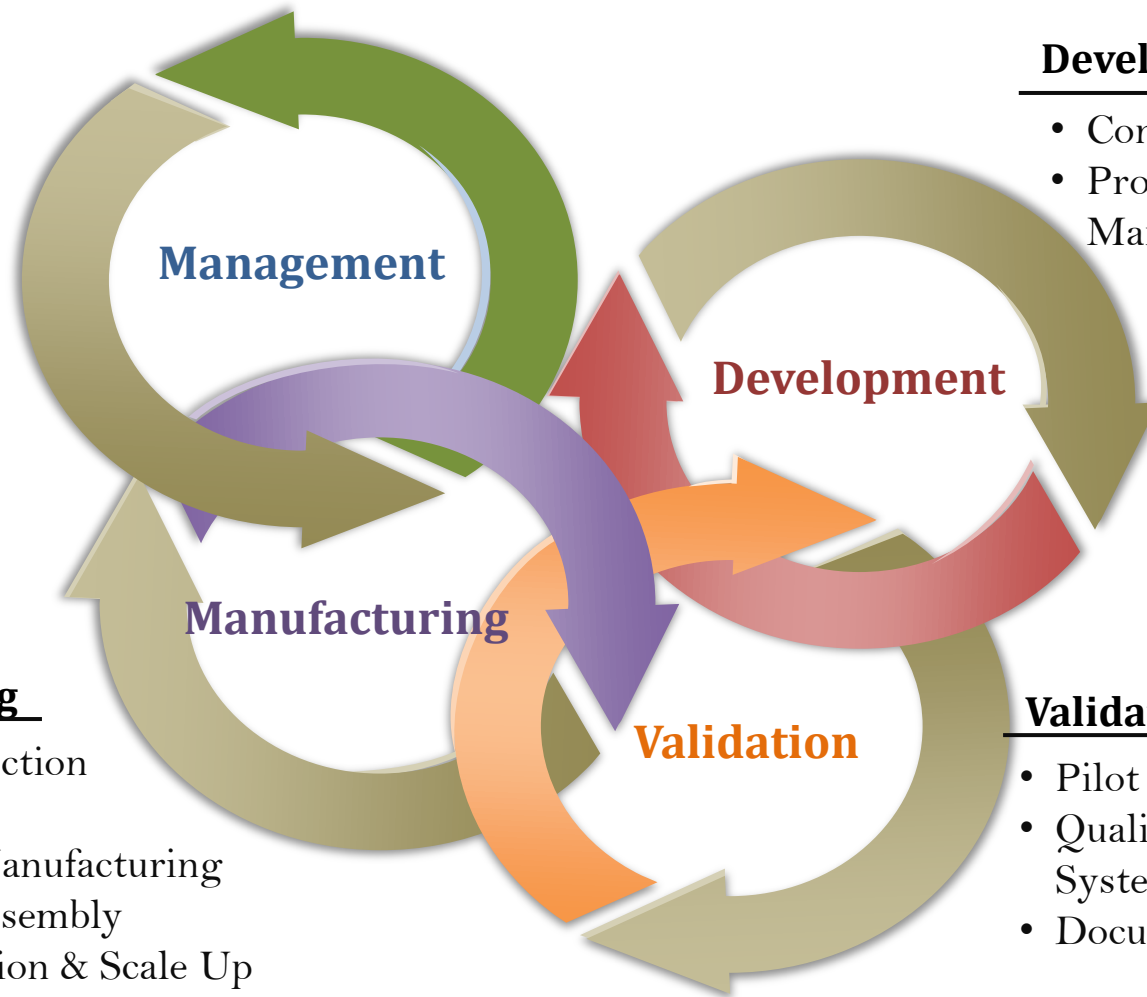
- Conceptualization
- Program Management

Manufacturing

- Precision Injection Moulding
- Cleanroom Manufacturing
- Innovative Assembly
- Industrialization & Scale Up

Validation

- Pilot Testing
- Quality Management System
- Documentation



Concept to Commercialization

Catering to Fortune 100 Companies

Consumer &
FMCG



Gillette™

P&G



Pharmaceutical



Automotive



Honeywell



FAG

ABB

Others



SIEMENS

mabe



Electrolux



LARSEN & TOUBRO
It's all about Imagination



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