



# Shaily Engineering Plastics Limited

Result Update Presentation  
Q3 / 9M FY16  
February 2016

# Safe Harbor

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# Q3/9M FY16 - Financial Performance



# Key Financial Highlights

	<u>Q3 FY16</u>	<u>9M FY16</u>
<b>Revenue</b>	Rs. 55.2 cr up <b>20.3%</b>	Rs. 171.3 cr up <b>30.8%</b>
<b>EBITDA</b>	Rs. 10.1 cr. up <b>74.1%</b> Margin at 18.2%	Rs. 29.8 cr. up <b>59.0%</b> Margin at 17.4%
<b>PBT</b>	Rs. 5.7 cr. up <b>82.7%</b> Margin at 10.4%	Rs. 17.1 cr. up <b>65.9%</b> Margin at 10.0%
<b>PAT</b>	Rs. 3.9 cr. up <b>49.4%</b> Margin at 7.0%	Rs. 11.4 cr. up <b>37.1%</b> Margin at 6.6%

# Key Development - Q3 FY16

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Started business with Gillette (Subsidiary of P & G) and supplying components for disposable razor

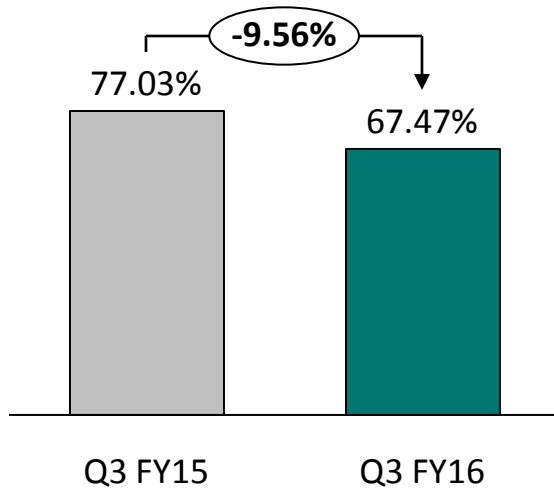
Successfully commercialized storage box in recycled raw material for a large home & furnishings major

Added 5 new injection molding machines across various facilities

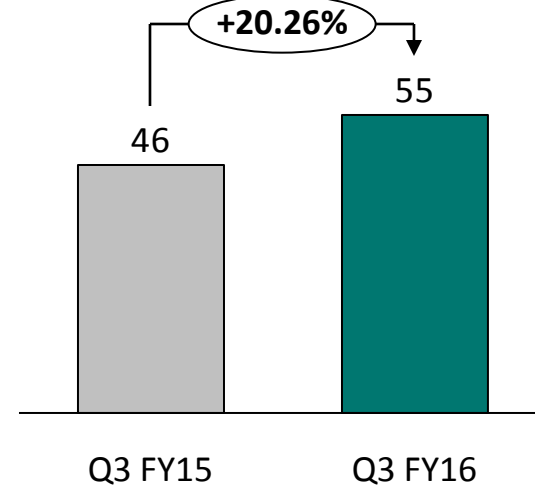
CRC Business - Product under different stages of validation/customer approval with various pharmaceutical customers

# Machine Utilization – Across Plants

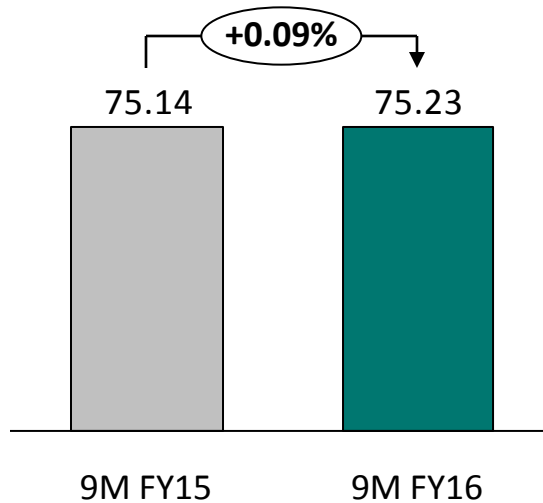
**Machine Utilization (%)**



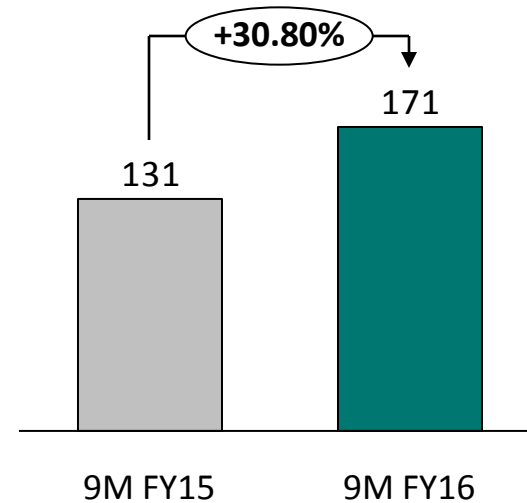
**Income (Rs. Crs)**



**Machine Utilization (%)**



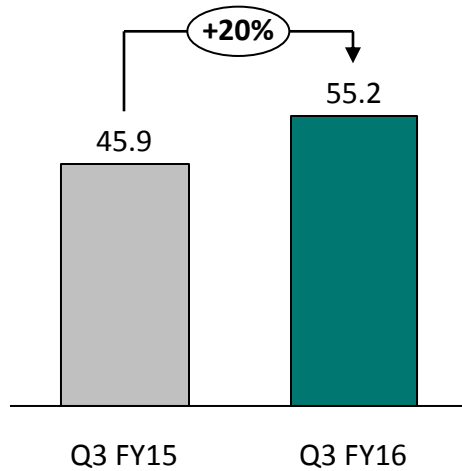
**Income (Rs. Crs)**



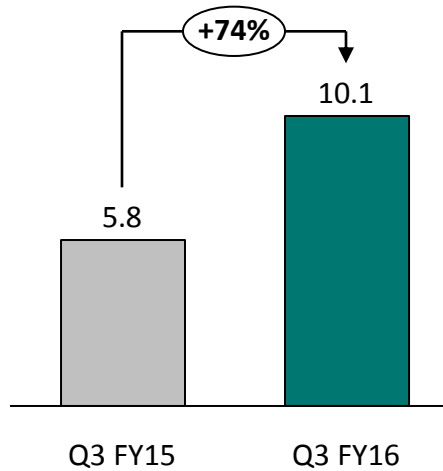
# Key Highlights – Q3 FY16

(Rs. Cr.)

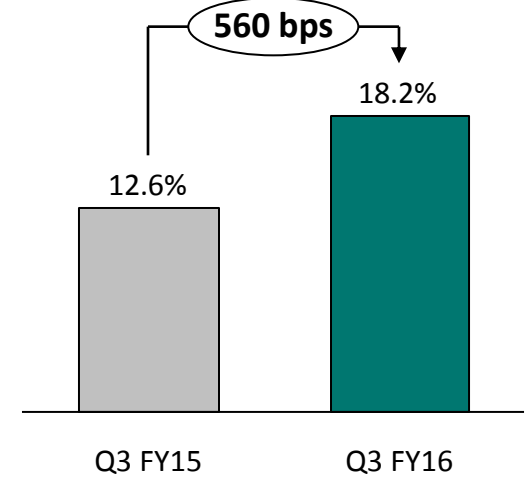
**Revenue**



**EBITDA**

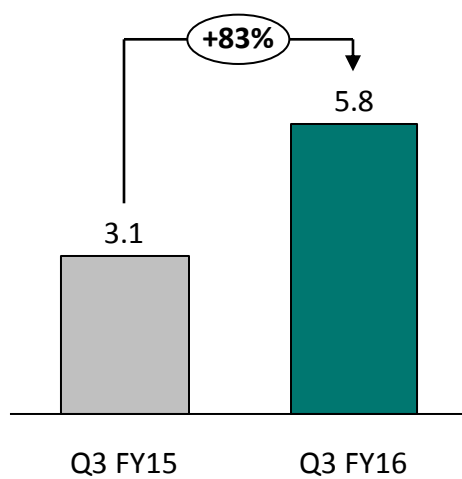


**EBITDA Margin %**

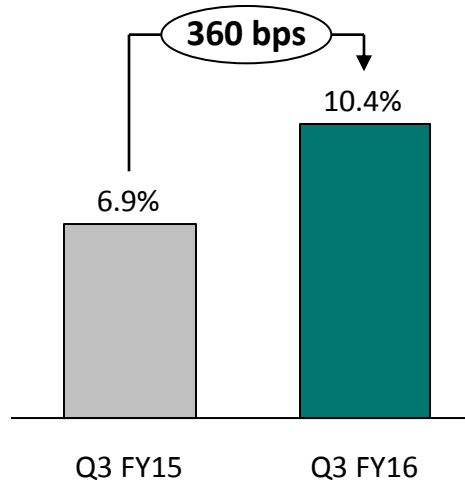


(Rs. Cr.)

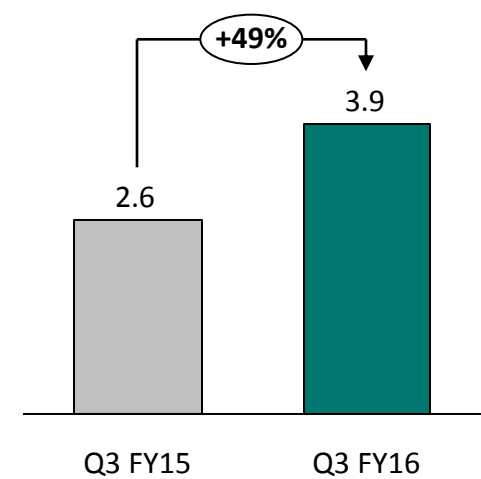
**PBT**



**PBT Margin %**



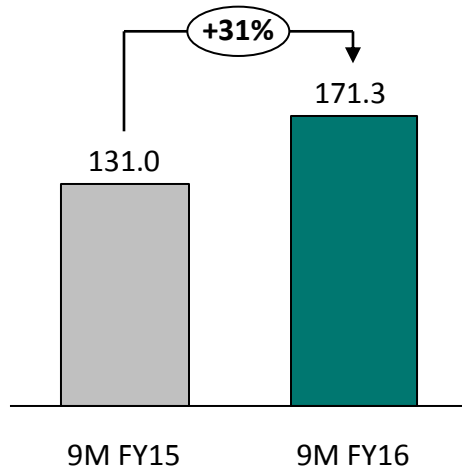
**PAT**



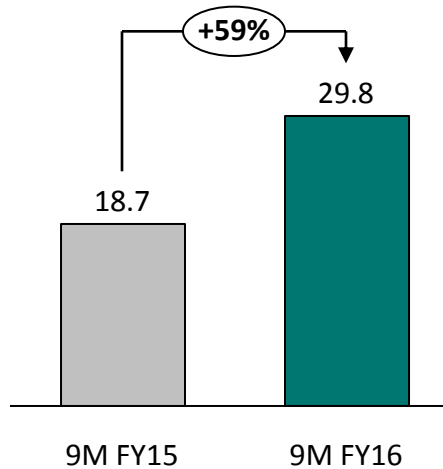
# Key Highlights – 9M FY16

(Rs. Cr.)

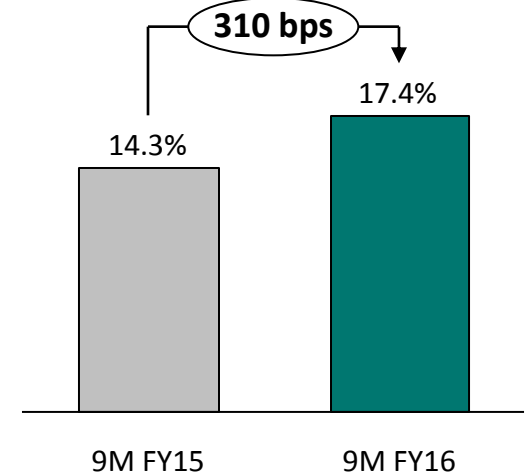
**Revenue**



**EBITDA**

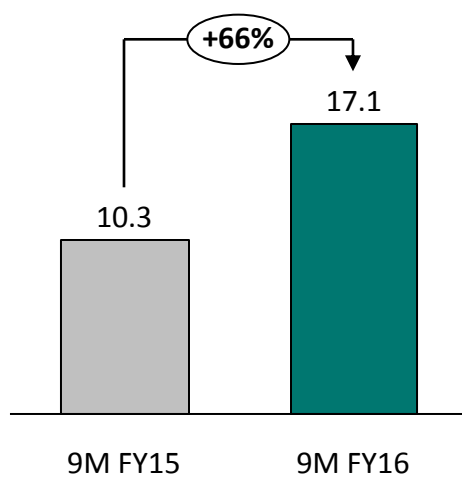


**EBITDA Margin %**

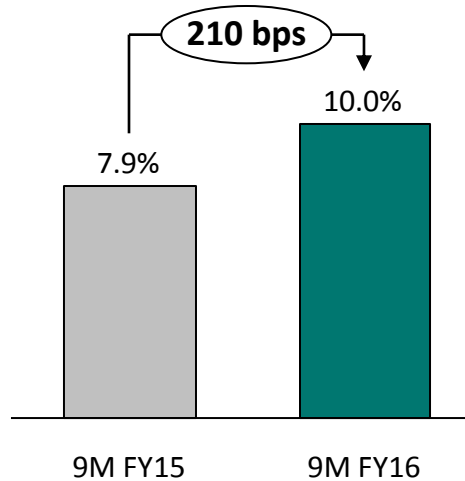


(Rs. Cr.)

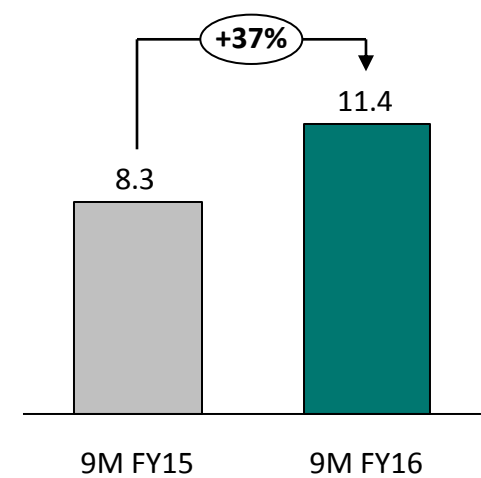
**PBT**



**PBT Margin %**



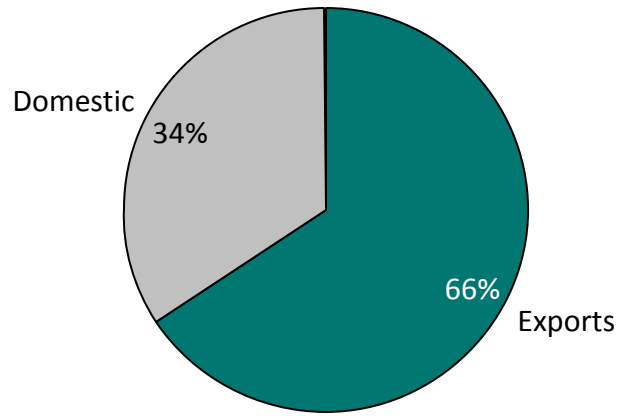
**PAT**



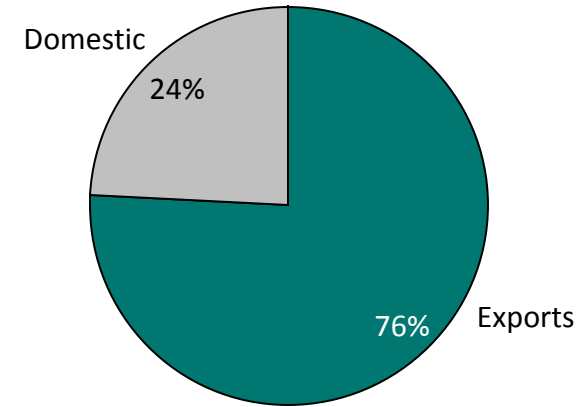


# Revenue Analysis - Domestic Vs. Exports

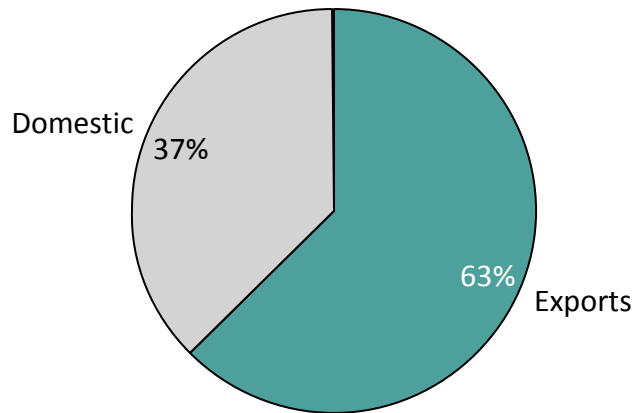
**Q3 FY15 - Revenue**



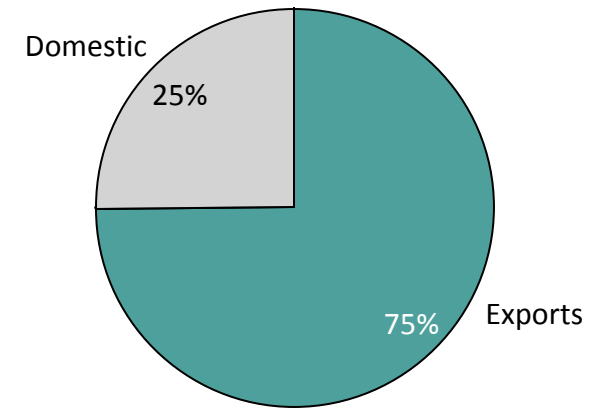
**Q3 FY16 - Revenue**



**9M FY15 - Revenue**



**9M FY16 - Revenue**



# Quarterly Income Statement

Particulars in Rs. Crs	Q3 FY16	Q3 FY15	YoY %	9M FY16	9M FY15	YoY%	FY15
<b>Total Sales Revenue</b>	<b>55.2</b>	<b>45.9</b>	<b>20.3%</b>	<b>171.3</b>	<b>131.0</b>	<b>30.8%</b>	<b>179.7</b>
Raw Material	33.4	29.5		104.5	82.5		113.4
Employee Expenses	5.9	5.0		18.1	14.5		19.5
Other Expenses	5.9	5.7		18.8	15.2		20.3
<b>EBITDA</b>	<b>10.1</b>	<b>5.8</b>	<b>74.1%</b>	<b>29.8</b>	<b>18.7</b>	<b>59.0%</b>	<b>26.5</b>
<i>EBITDA Margin</i>	<i>18.2%</i>	<i>12.6%</i>	<i>560 bps</i>	<i>17.4%</i>	<i>14.3%</i>	<i>310 bps</i>	<i>14.7%</i>
Other Income	0.2	0.1		1.1	0.4		1.6
Depreciation	2.5	1.6		6.7	4.8		6.4
Finance Cost	2.0	1.1		7.2	4.0		6.7
<b>PBT</b>	<b>5.7</b>	<b>3.1</b>	<b>82.7%</b>	<b>17.1</b>	<b>10.3</b>	<b>65.9%</b>	<b>14.9</b>
<i>PBT Margin</i>	<i>10.4%</i>	<i>6.8%</i>	<i>360 bps</i>	<i>10.0%</i>	<i>7.9%</i>	<i>210 bps</i>	<i>8.3%</i>
Tax	1.9	0.6		5.7	2.0		1.9
<b>PAT</b>	<b>3.9</b>	<b>2.6</b>	<b>49.4%</b>	<b>11.4</b>	<b>8.3</b>	<b>37.1%</b>	<b>13.0</b>
<i>PAT Margin</i>	<i>7.0%</i>	<i>5.6%</i>	<i>140 bps</i>	<i>6.6%</i>	<i>6.3%</i>	<i>30 bps</i>	<i>7.2%</i>

# Balance Sheet

Rs. Crs.	Sep-15	Mar-15
<b>Shareholder's Fund</b>	<b>85.8</b>	<b>78.3</b>
Share capital	8.3	8.3
Reserves & Surplus	77.5	70.0
<b>Non-current liabilities</b>	<b>43.6</b>	<b>40.6</b>
Long term borrowings	35.6	32.7
Deferred Tax Liabilities (net)	5.3	5.0
Other non-current liabilities	2.7	3.0
<b>Current liabilities</b>	<b>83.0</b>	<b>73.6</b>
Short term borrowings	42.6	36.9
Trade Payables	21.4	15.1
Other current liabilities	19.0	21.6
<b>Total Liabilities</b>	<b>212.4</b>	<b>192.5</b>

Rs. Crs.	Sep-15	Mar-15
<b>Non-current assets</b>	<b>99.5</b>	<b>87.0</b>
Fixed assets	88.2	77.6
Long-term loans and advances	11.0	9.4
Non-current investments	0.3	0.3
<b>Current assets</b>	<b>113.0</b>	<b>105.5</b>
Current Investments	22.5	25.4
Inventories	23.3	20.1
Trade receivables	41.5	37.2
Cash and bank balances	6.0	5.9
Short-term loans and advances	19.3	16.9
Other current assets	0.4	0
<b>Total Assets</b>	<b>212.4</b>	<b>192.5</b>

# Historical Income Statement

Particulars in Rs.Crs	FY15	FY14	FY13
<b>Total Sales Revenue</b>	<b>179.7</b>	<b>151.3</b>	<b>123.4</b>
Raw Material	113.4	86.6	69.0
Employee Expenses	19.5	16.0	13.1
Other Expenses	20.3	24.0	23.7
<b>EBITDA</b>	<b>26.5</b>	<b>24.6</b>	<b>17.6</b>
<i>EBITDA Margin</i>	<b>14.7%</b>	<b>16.3%</b>	<b>14.3%</b>
Other Income	1.6	0.0	0.0
Depreciation	6.4	6.0	5.6
Finance Cost	6.7	8.4	6.9
<b>PBT</b>	<b>14.9</b>	<b>10.2</b>	<b>5.1</b>
<i>PBT Margin</i>	<b>8.3%</b>	<b>6.8%</b>	<b>4.1%</b>
Tax	1.9	3.7	1.4
<b>PAT</b>	<b>13.0</b>	<b>6.6</b>	<b>3.6</b>
<i>PAT Margin</i>	<b>7.2%</b>	<b>4.4%</b>	<b>2.9%</b>

# Historical Balance Sheet

Rs. Crs.	FY15	FY14	FY13
<b>Shareholder's Fund</b>	<b>78.3</b>	<b>42.6</b>	<b>36.0</b>
Share capital	8.3	7.3	7.3
Reserves & Surplus	70.0	35.2	28.7
<b>Non-current liabilities</b>	<b>40.6</b>	<b>43</b>	<b>19.8</b>
Long term borrowings	32.7	38.2	15.1
Deferred Tax Liabilities (net)	5.0	3.2	3.1
Other non-current liabilities	3.0	1.9	1.6
<b>Current liabilities</b>	<b>73.6</b>	<b>57.8</b>	<b>51.5</b>
Short term borrowings	36.9	21.5	22.8
Trade Payables	15.1	27.1	18.0
Other current liabilities	21.6	9.2	10.7
<b>Total Liabilities</b>	<b>192.5</b>	<b>143.6</b>	<b>107.2</b>

Rs. Crs.	FY15	FY14	FY13
<b>Non-current assets</b>	<b>87.0</b>	<b>58.0</b>	<b>50</b>
Fixed assets	77.6	49.8	45.2
Long-term loans and advances	9.4	8.2	4.8
Non-current investments	0	0	0
<b>Current assets</b>	<b>105.5</b>	<b>85.6</b>	<b>57.2</b>
Current Investments	25.4	0	0
Inventories	20.1	15.2	12.5
Trade receivables	37.2	32.6	26.2
Cash and bank balances	5.9	24.5	6.6
Short-term loans and advances	16.9	13.2	11.8
Other current assets	0	0	0.2
<b>Total Assets</b>	<b>192.5</b>	<b>143.6</b>	<b>107.1</b>

# Shaily at Glance

5 Facilities  
in Gujarat

100+  
Injection  
Moulding  
Machines

950  
Employees



REVENUE

2 Years  
CAGR

**20 %** 

EBITDA

2 Years  
CAGR

**25 %** 

PAT

2 Years  
CAGR

**90 %** 

# Customer Trust & Relationships

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

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*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

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*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

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## 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

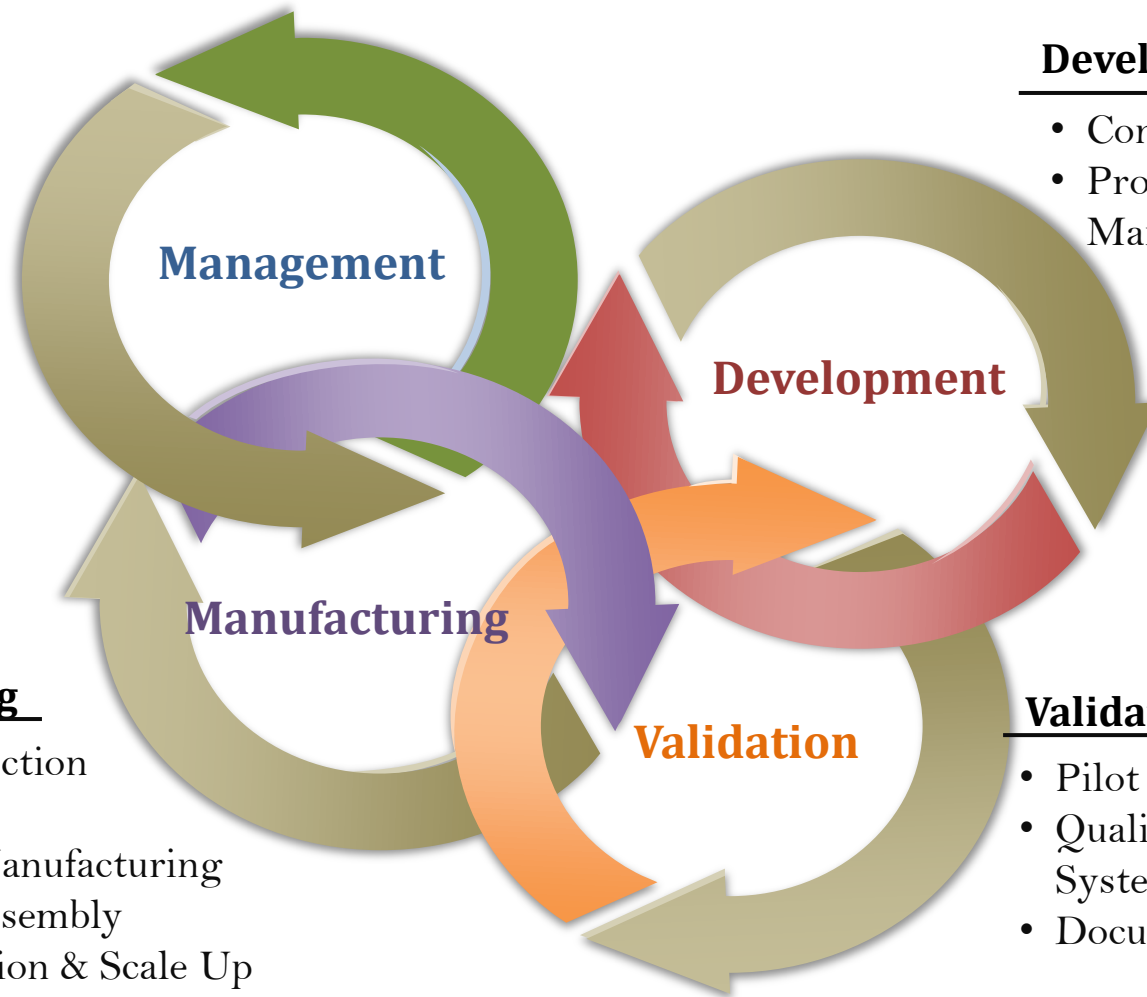
- Conceptualization
- Program Management

## 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



For further information, please contact:

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