

A photograph of a modern industrial factory floor. In the foreground, there are several 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'. There are also green plastic crates, some of which are covered with clear plastic film. The ceiling is high with many square light fixtures. A yellow overhead crane is visible in the background.

Shaily Engineering Plastics Limited

Result Update Presentation
Q2 & H1FY18
November 2017



Shaily Engineering
Plastics Limited

Safe Harbor

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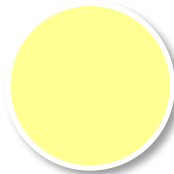
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Q2 & H1FY18 - Financial Performance



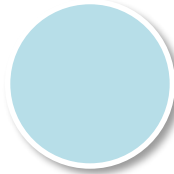
Q2FY18 Updates

New Business Confirmations & Updates



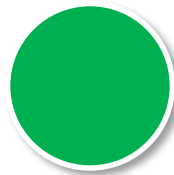
New Business Confirmation

Received Business Confirmation from 3 large Pharma Companies for Pen Devices for different applications



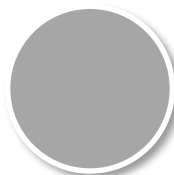
Commercialization from earlier Business confirmations

- Commercialized a part of the order worth Rs. 60 Cr received from the Home Furnishing major in Q2 & remaining part to be commercialized in Q3
- Also, Successfully launched Skin care for 5 pharmaceutical companies



Business Updates

Successfully converted a Metal part to Plastic for Honeywell

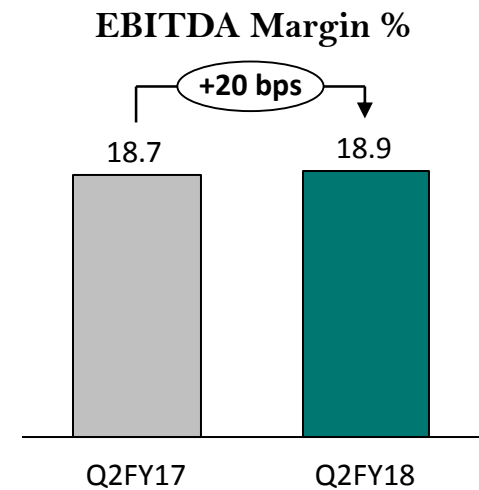
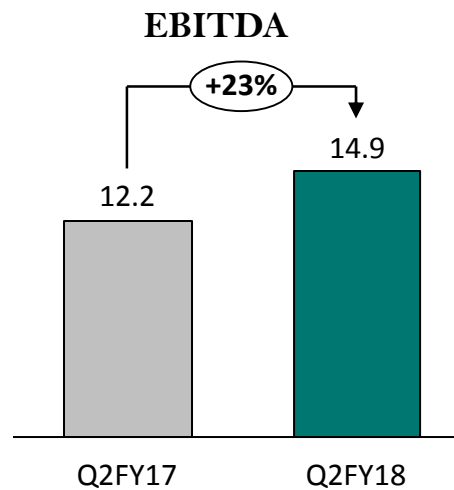
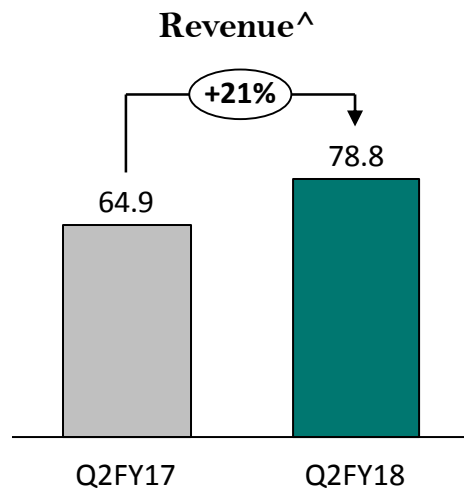


Award and Credit Rating

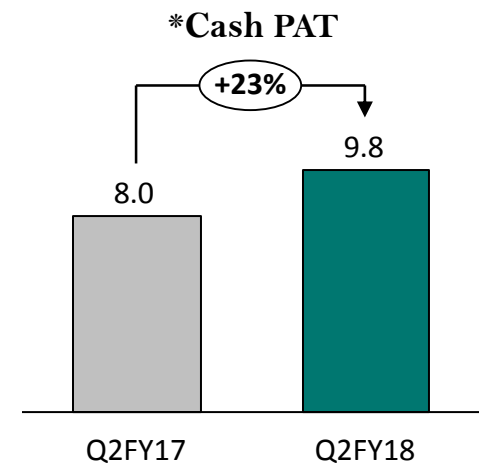
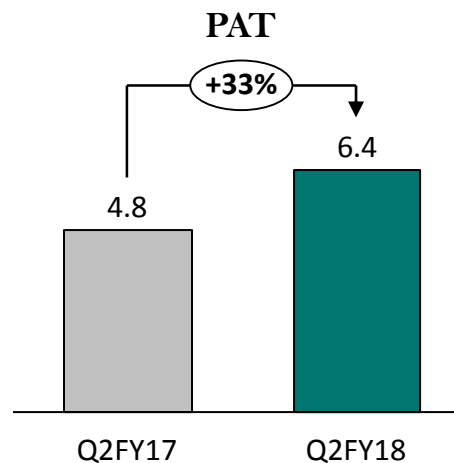
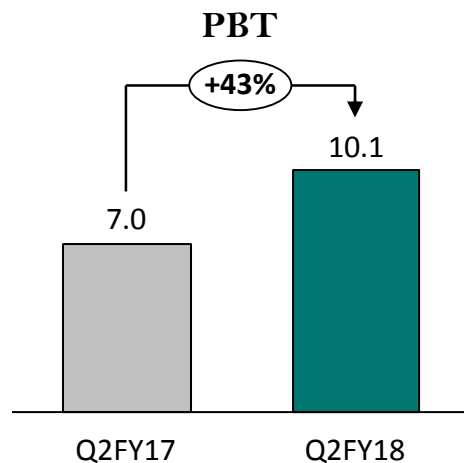
- Top Exporter from Inland Container Depot, Vadodara
- **Credit Rating Upgrade:**
Long-Term Bank loan rating upgraded from **BBB+** to **A-** and Short-Term rating upgraded **A2** from **A2+**

Key Highlights – Q2FY18

(Rs. Cr.)



(Rs. Cr.)

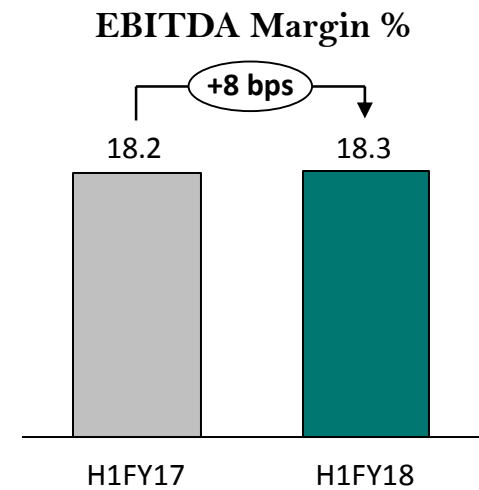
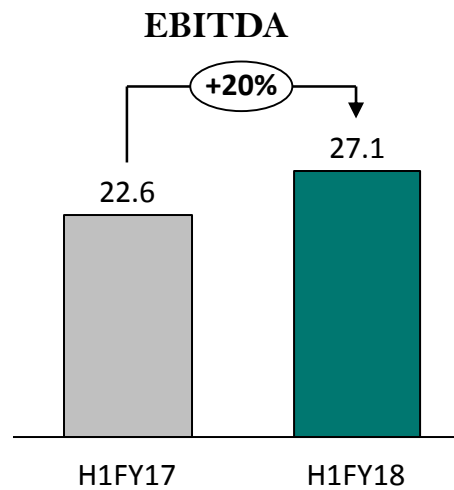
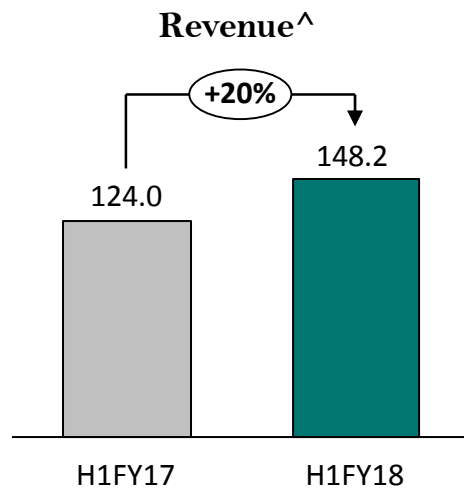


**Cash PAT includes PAT & Depreciation*

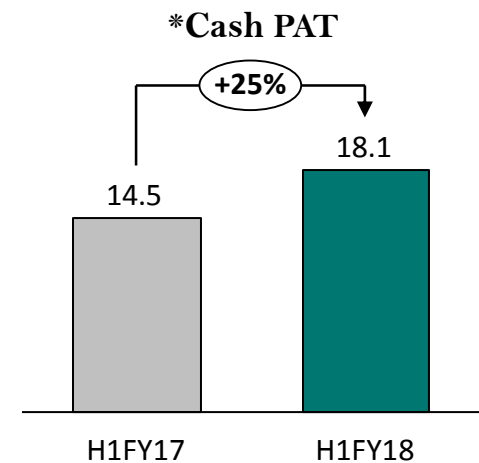
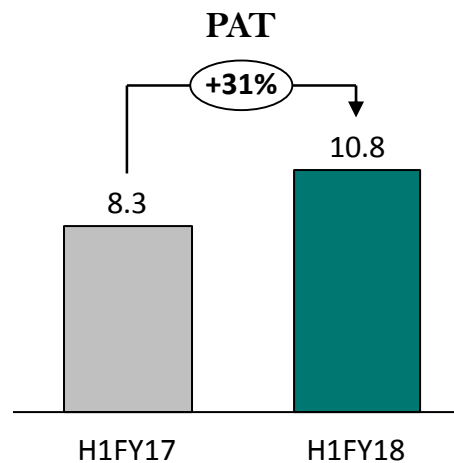
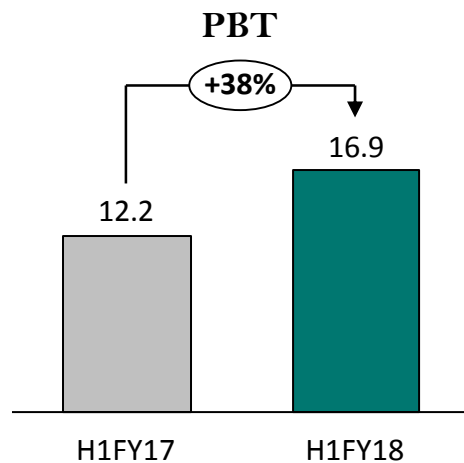
[^]Excise Duty expenses have been excluded for comparison purposes

Key Highlights – H1FY18

(Rs. Cr.)



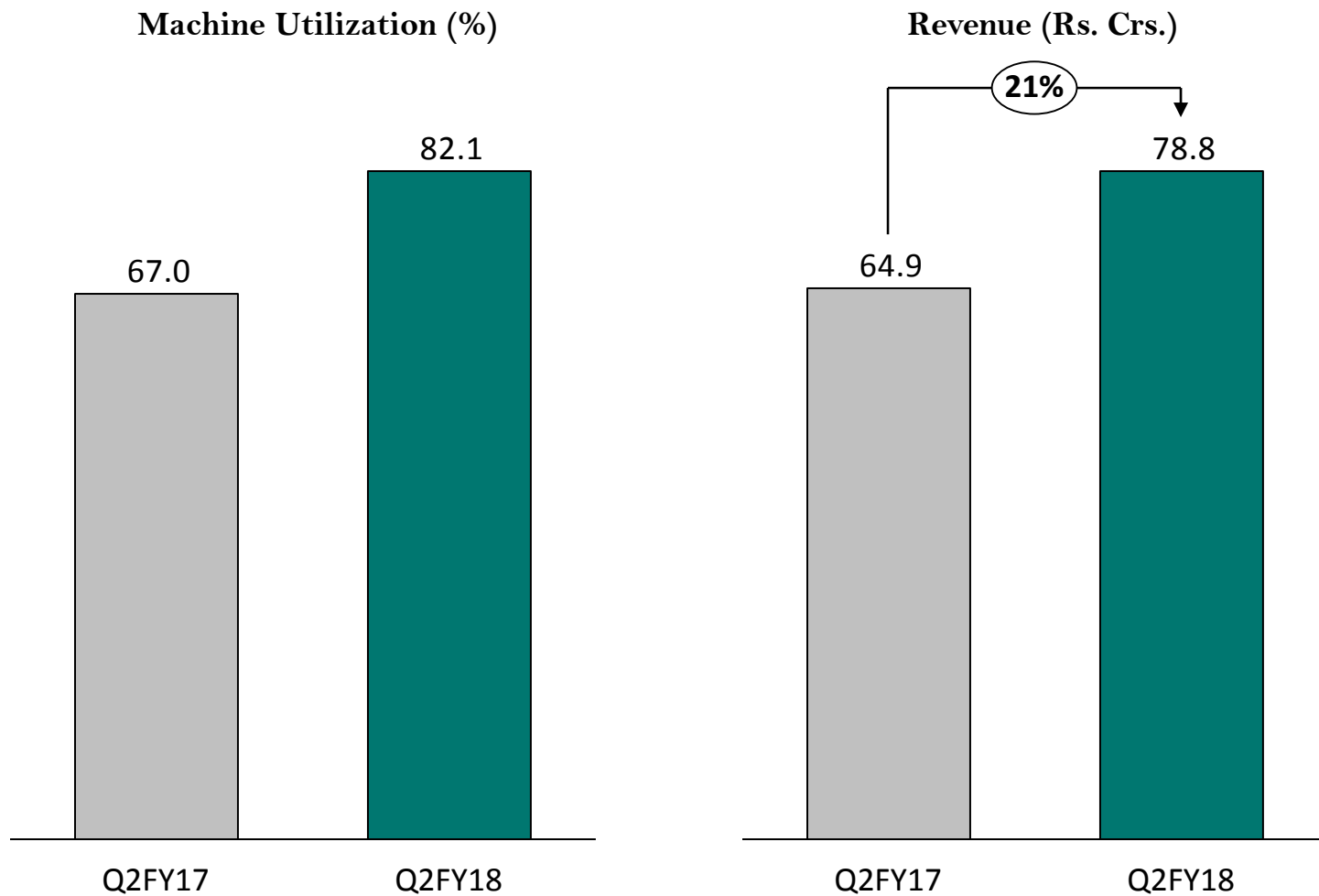
(Rs. Cr.)



**Cash PAT includes PAT & Depreciation*

[^] Excise Duty expenses have been excluded for comparison purposes

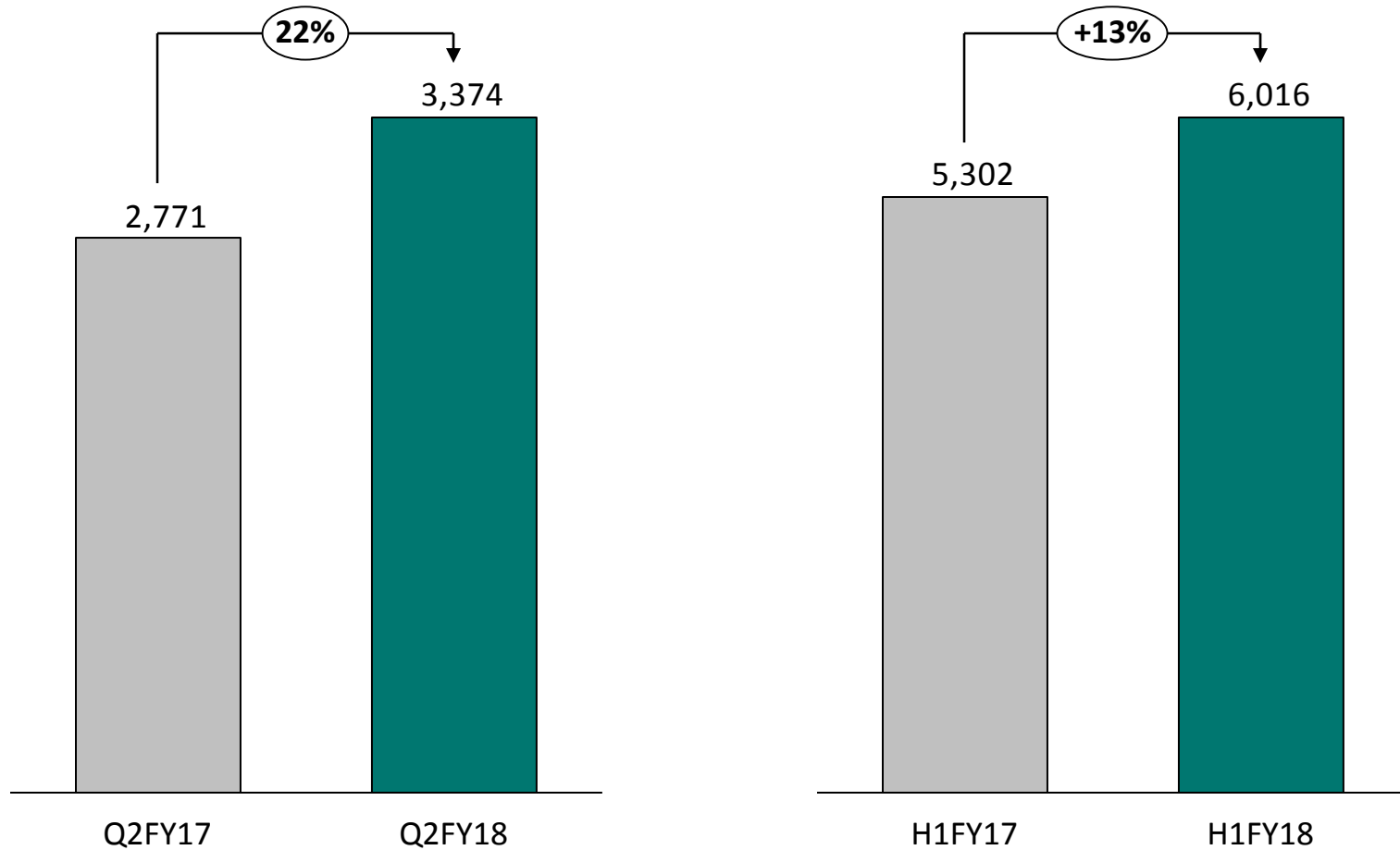
Machine Utilization – Across Plants



...Focusing on higher value add products

Volume of Polymers Processed

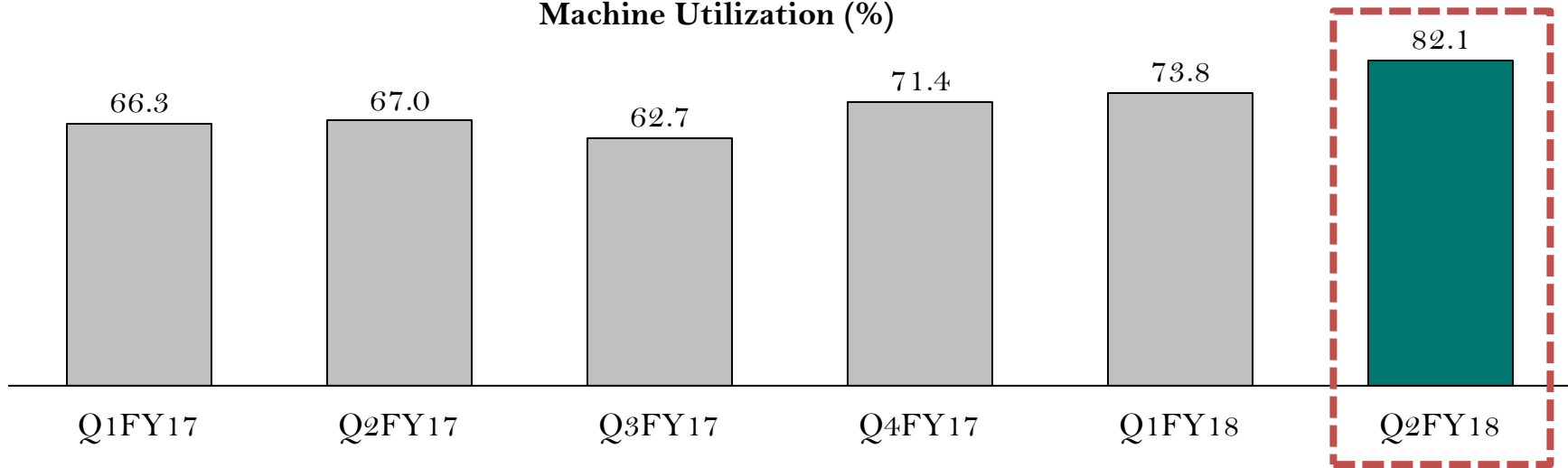
Volume in Tonnes (MT)



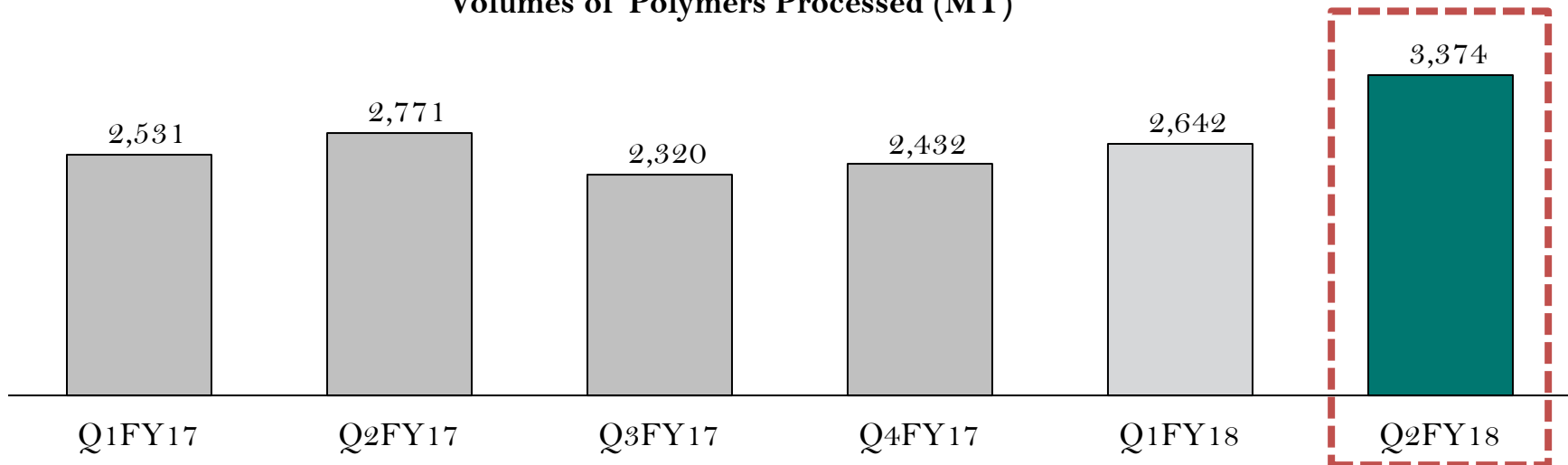
...Increase in basket of product offering and quantity

Witnessing Tailwinds

Machine Utilization (%)

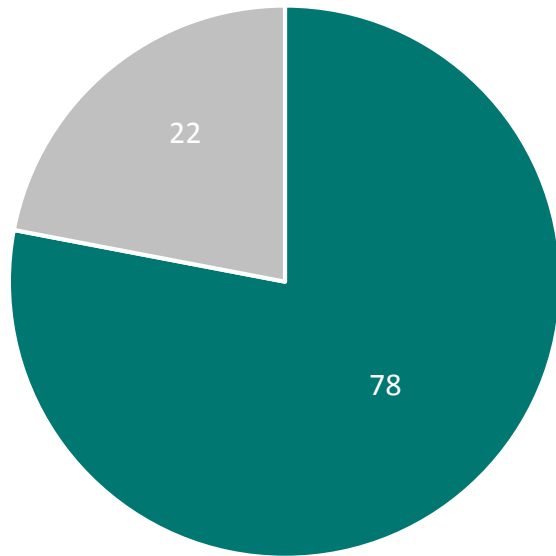


Volumes of Polymers Processed (MT)



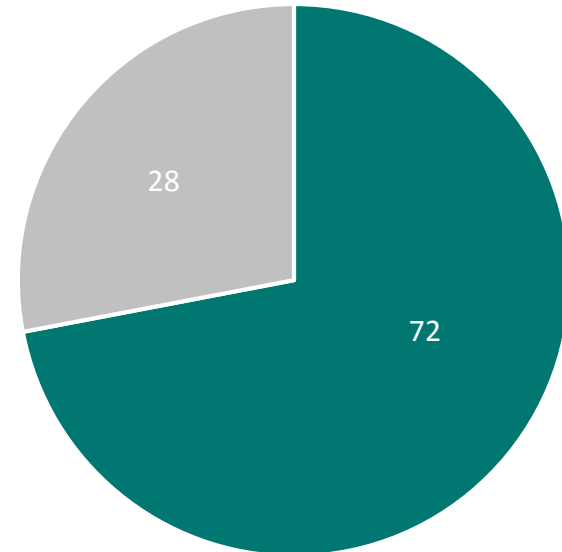
Revenue Analysis - Domestic Vs. Exports

H1FY17 - Revenue
Sales



■ Foreign ■ Domestic

H1FY18 - Revenue
Sales



■ Foreign ■ Domestic



Quarterly Income Statement as per IndAS

| Particulars in Rs. Crs | Q2FY18 | Q2FY17 | YoY % | H1FY18 | H1FY17 | YoY % |
|------------------------|--------------|--------------|------------|--------------|--------------|------------|
| Revenue | 78.8 | 64.9 | 21% | 148.2 | 124.0 | 20% |
| Raw Material | 49.1 | 39.9 | | 92.3 | 75.6 | |
| Employee Expenses | 7.8 | 6.8 | | 14.9 | 13.5 | |
| Other Expenses | 7.6 | 7.6 | | 15.0 | 14.4 | |
| Other Income | 0.5 | 1.6 | | 1.1 | 2.1 | |
| EBITDA | 14.9 | 12.2 | 23% | 27.1 | 22.6 | 20% |
| <i>EBITDA Margin</i> | <i>18.9%</i> | <i>18.7%</i> | | <i>18.3%</i> | <i>18.2%</i> | |
| Depreciation | 3.4 | 3.2 | | 7.3 | 6.2 | |
| Finance Cost | 1.4 | 2.0 | | 2.9 | 4.1 | |
| PBT | 10.1 | 7.0 | 43% | 16.9 | 12.2 | 38% |
| <i>PBT Margin</i> | <i>12.8%</i> | <i>10.8%</i> | | <i>11.4%</i> | <i>9.9%</i> | |
| Tax | 3.7 | 2.2 | | 6.1 | 4.0 | |
| PAT | 6.4 | 4.8 | 33% | 10.8 | 8.3 | 31% |
| <i>PAT Margin</i> | <i>8.1%</i> | <i>7.4%</i> | | <i>7.3%</i> | <i>6.7%</i> | |
| Cash PAT* | 9.8 | 8.0 | 23% | 18.1 | 14.5 | 25% |
| <i>Cash PAT Margin</i> | <i>12.4%</i> | <i>12.3%</i> | | <i>12.2%</i> | <i>11.7%</i> | |

***Cash PAT includes PAT & Depreciation**

Balance Sheet as per IndAS

| Particulars in Rs. Crs | Sept 17 |
|-------------------------------------|--------------|
| Assets | |
| Non current Assets | 124.4 |
| Fixed Assets | |
| Property Plant & Equipment | 92.0 |
| Capital WIP | 12.9 |
| Intangible Assets | 0.8 |
| Intangible Assets under Development | 0.9 |
| Financial Assets | |
| Investments | 0.2 |
| Others | 0.2 |
| Other Non current Assets | 17.5 |
| Current Assets | 125.5 |
| Inventories | 35.7 |
| Financial Assets | |
| Trade Receivables | 55.9 |
| Cash & cash equivalents | 0.8 |
| Other Bank Balances | 2.5 |
| Loans | 0.1 |
| Other Financial Assets | 1.1 |
| Other Current Assets | 29.4 |
| Total Assets | 249.9 |

| Particulars in Rs. Crs | Sept 17 |
|---------------------------------------|--------------|
| Equity & Liabilities | |
| Equity | 111.3 |
| Share Capital | 8.3 |
| Other Equity | 103.0 |
| Non Current Liabilities | 28.3 |
| Financial Liabilities – Borrowings | 20.6 |
| Provisions | 1.2 |
| Deferred Tax Liabilities (Net) | 5.8 |
| Other Non Current Liabilities | 0.7 |
| Current Liabilities | 110.4 |
| Financial Liabilities | |
| Borrowings | 52.4 |
| Trade Payables | 37.2 |
| Other Financial Liabilities | 17.4 |
| Other Current Liabilities | 2.3 |
| Provisions | 0.6 |
| Current Tax Liabilities (Net) | 0.5 |
| Total Equity & Liabilities | 249.9 |

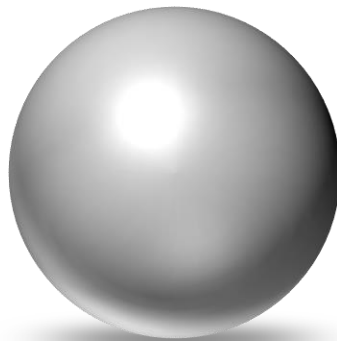
Reconciliation as per I-GAAP

| Particulars in Rs. Crs | H1FY17 |
|--|------------|
| Net Profit for the period as per Indian GAAP | 7.3 |
| Fair Valuation of Financial Assets - Investment in mutual funds | 1.2 |
| Adjustment on account of provision for expected credit loss | (0.2) |
| Re-measurement of post employment benefit obligations | 0.1 |
| Adjustment of borrowings at amortized cost using effective interest rate method | (0.0) |
| Tax Impact on above | -0.1 |
| Total IND-AS Adjustments | 1.0 |
| Net Profit for the period as per IND-AS | 8.3 |
| Items that will not be reclassified to profit or loss (Net of Tax) | (0.0) |
| Total Comprehensive Income (Actuarial Gain on Defined Benefit Obligation) | 8.2 |

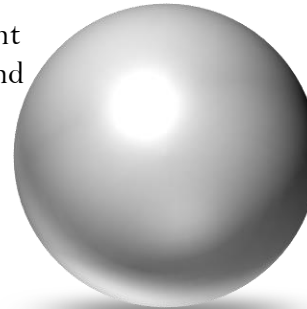
FY18 Road ahead



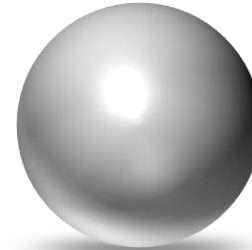
CRC Plant -Increased utilisation of the CRC plant with current orders on hand



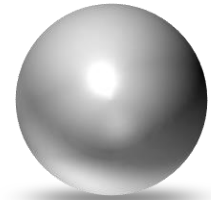
Tooling Investment -Investing in tooling for couple of large customers. Investment expected to be recovered over part supplies in 2-3 years



Expansion Plans -Expansion of plants & consolidation of business within plants underway. Major expansion expected to be completed by Q2 FY18



Commercialisation of Home Furnishings Order - Expect to fully commercialise the Rs. 60Cr. Order by end of Q2FY18



Historical Income Statement as per I-GAAP

| Particulars in Rs. Crs. | FY17 | FY16 | FY15 | FY14 | FY13 |
|-------------------------|--------------|--------------|--------------|--------------|--------------|
| Total Revenue# | 252.6 | 231.2 | 185.4 | 155.1 | 125.7 |
| Raw Material | 151.1 | 137.3 | 113.4 | 86.6 | 69.0 |
| Employee Expenses | 26.6 | 23.4 | 19.5 | 16.0 | 13.1 |
| Excise Duty | 6.2 | 5.6 | 5.7 | 4.3 | 2.9 |
| Other Expenses | 27.5 | 25.9 | 20.3 | 24.0 | 23.7 |
| Other Income | 3.4 | 2.8 | 1.6 | 0.5 | 0.6 |
| EBITDA | 44.4 | 41.8 | 28.0 | 24.6 | 17.6 |
| <i>EBITDA Margin</i> | 17.6% | 18.1% | 15.1% | 15.9% | 14.0% |
| Depreciation | 13.3 | 10.3 | 6.4 | 6.0 | 5.6 |
| Finance Cost | 7.9 | 10.1 | 6.7 | 8.4 | 6.9 |
| PBT | 23.2 | 21.4 | 14.9 | 10.2 | 5.1 |
| <i>PBT Margin</i> | 9.2% | 9.3% | 8.3% | 6.8% | 4.1% |
| Tax | 7.3 | 5.9 | 1.9 | 3.7 | 1.4 |
| PAT | 15.9 | 15.5 | 13.0 | 6.6 | 3.6 |
| <i>PAT Margin</i> | 6.3% | 6.7% | 7.2% | 4.4% | 2.9% |
| *Cash PAT | 29.2 | 25.7 | 19.4 | 12.6 | 9.2 |
| <i>Cash PAT Margin</i> | 11.6% | 11.1% | 10.8% | 8.3% | 7.5% |

***Cash PAT includes PAT & Depreciation**

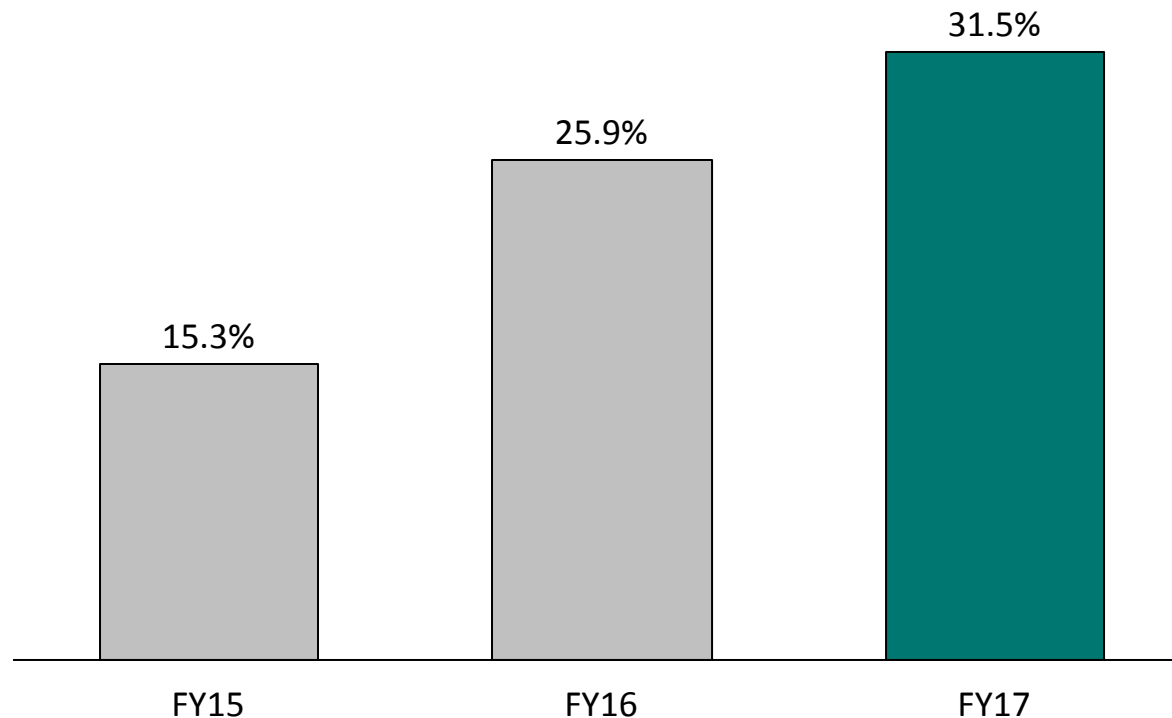
Total Revenue includes Excise duty

Historical Balance Sheet as per I-GAAP

| Rs. Crs. | FY17 | FY16 | FY15 | FY14 | FY13 |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|
| Shareholder's Fund | 105.6 | 89.8 | 78.3 | 42.6 | 36.0 |
| Share capital | 8.3 | 8.3 | 8.3 | 7.3 | 7.3 |
| Reserves & Surplus | 97.3 | 81.4 | 70.0 | 35.2 | 28.7 |
| Non-current liabilities | 24.6 | 39.1 | 40.6 | 43 | 19.8 |
| Long term borrowings | 16.4 | 30.9 | 32.7 | 38.2 | 15.1 |
| Deferred Tax Liabilities (net) | 6.3 | 6.3 | 5.0 | 3.2 | 3.1 |
| Other non-current liabilities | 0.9 | 1.2 | 2.0 | 1.9 | 1.6 |
| Long-term provisions | 0.9 | 0.8 | 0.8 | - | - |
| Current liabilities | 75.6 | 62.2 | 73.6 | 57.8 | 51.5 |
| Short term borrowings | 37.1 | 20.1 | 36.9 | 21.5 | 22.8 |
| Trade Payables | 19.9 | 18.7 | 15.1 | 27.1 | 18.0 |
| Other current liabilities | 15.6 | 19.1 | 19.5 | 9.2 | 10.7 |
| Short-term provisions | 3.0 | 4.3 | 2.1 | - | - |
| Total Liabilities | 205.8 | 191.1 | 192.5 | 143.6 | 107.2 |

| Rs. Crs. | FY17 | FY16 | FY15 | FY14 | FY13 |
|-------------------------------|--------------|--------------|--------------|--------------|--------------|
| Non-current assets | 107.3 | 102.5 | 87.0 | 58.0 | 50 |
| Fixed assets | 97.7 | 97.7 | 77.6 | 49.8 | 45.2 |
| Long-term loans and advances | 9.4 | 4.6 | 9.1 | 8.2 | 4.8 |
| Non-current investments | 0.2 | 0.2 | 0.3 | - | - |
| Current assets | 98.5 | 88.6 | 105.5 | 85.6 | 57.2 |
| Current Investments | - | - | 25.4 | - | - |
| Inventories | 27.5 | 22.5 | 20.1 | 15.2 | 12.5 |
| Trade receivables | 46.4 | 36.1 | 37.2 | 32.6 | 26.2 |
| Cash and bank balances | 3.7 | 13.2 | 5.9 | 24.5 | 6.6 |
| Short-term loans and advances | 20.8 | 16.7 | 16.9 | 13.2 | 11.8 |
| Other current assets | - | 0.1 | - | - | 0.2 |
| Total Assets | 205.8 | 191.1 | 192.5 | 143.6 | 107.1 |

Increasing Dividend Payouts



| Particulars (Rs.) | FY15 | FY16 | FY17 |
|-------------------------------|-------|-------|-------|
| Book Value per Share | 94.3 | 108.2 | 127.2 |
| Earning Per Share | 15.6 | 18.6 | 19.1 |
| Dividend Per share | 2.0 | 4.0 | 5.0 |
| Dividend Payout including DDT | 15.3% | 25.9% | 31.5% |

Shaily at Glance

5 Facilities
in Gujarat



100+
Injection
Moulding
Machines



950
Employees

REVENUE

3 Years
CAGR

18.6% 

EBITDA

3 Years
CAGR

29.6% 

PAT

3 Years
CAGR

10.5% 

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

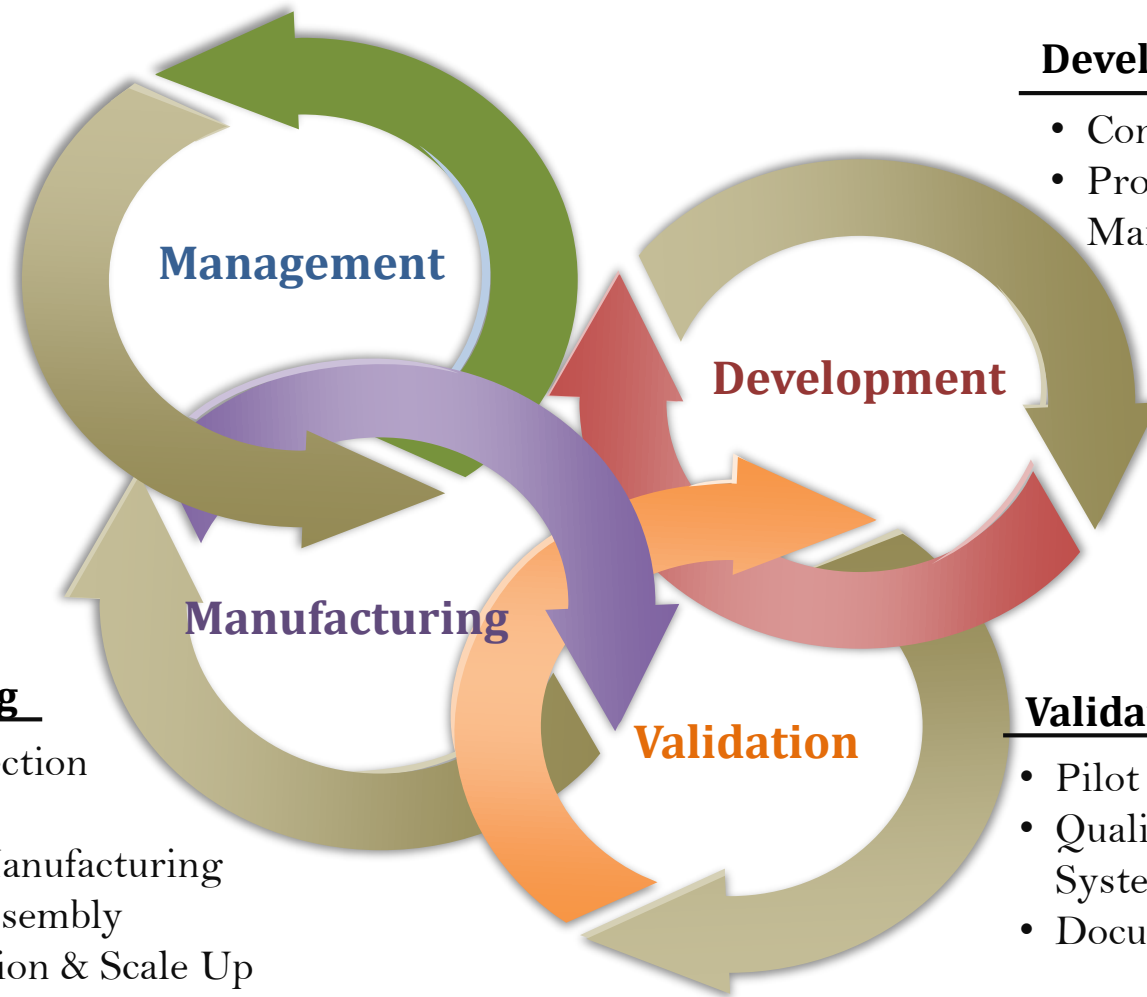
- Conceptualization
- Program Management

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

WOCKHARDT | LIFE WINS

LUPIN
PHARMACEUTICALS, INC.



Zydu
dedicated to life



Automotive



Honeywell



FAG
ABB

Others



SIEMENS

mabe

Schneider
Electric



LARSEN & TOUBRO
It's all about Imagineering

Corvi
LED LIGHT

EMERSON

PHOENIX MECANO

INTEGRA
Engineering

Multiple Industry Applications



CRC Caps



FMCG



Medical



Appliances



Engineering



Automotive

State-of-the-Art Manufacturing Facilities



Rania Plant



Halol Plant



EOU Plant



Medical Devices Plant



Pharma Packaging Plant

For further information, please contact:

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