

A photograph of a modern industrial factory floor. In the foreground, there are several stacks of teal-colored plastic crates, some wrapped in clear plastic. In the background, there are large industrial machines, including a white and black machine labeled 'ELEKTRON 200' and another labeled 'ELEKTRON 110'. A worker in a white uniform is visible in the distance. The ceiling is high with many recessed square lights. A yellow overhead crane is visible on the left side.

Shaily Engineering Plastics Limited

Result Update Presentation

Q2/ FY17

November 2016



Shaily Engineering
Plastics Limited

Safe Harbor

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Q2/ FY17 - Financial Performance



Key Developments

Key Events

CRC

Supplies started in October 2016 to a large Domestic Pharmaceutical company

R&D Recognition

Received Approval from DSIR giving Recognition to R&D units of Shaily Engineering

FMCG

Commenced manufacturing and supply of 2 new additional parts for Gillette in Q2

FMCG

Business Confirmation received for manufacturing and supply of packaging for one of the largest Global Skin Care Brand

Automotive

Business confirmation received for a high end plastic component from a domestic auto ancillary for supply to India's largest Automotive company

Home Furnishing

Molds received in November for manufacture and supply of household brushes. Supplies to commence from December 2016

New Business Confirmations

Creating Centers of Excellence...

Conversion of Rania
Facility in a EOU

Finishing Plant to be
converted to FMCG Plant

Pharma packaging plant
to include Medical
Device manufacturing
capabilities

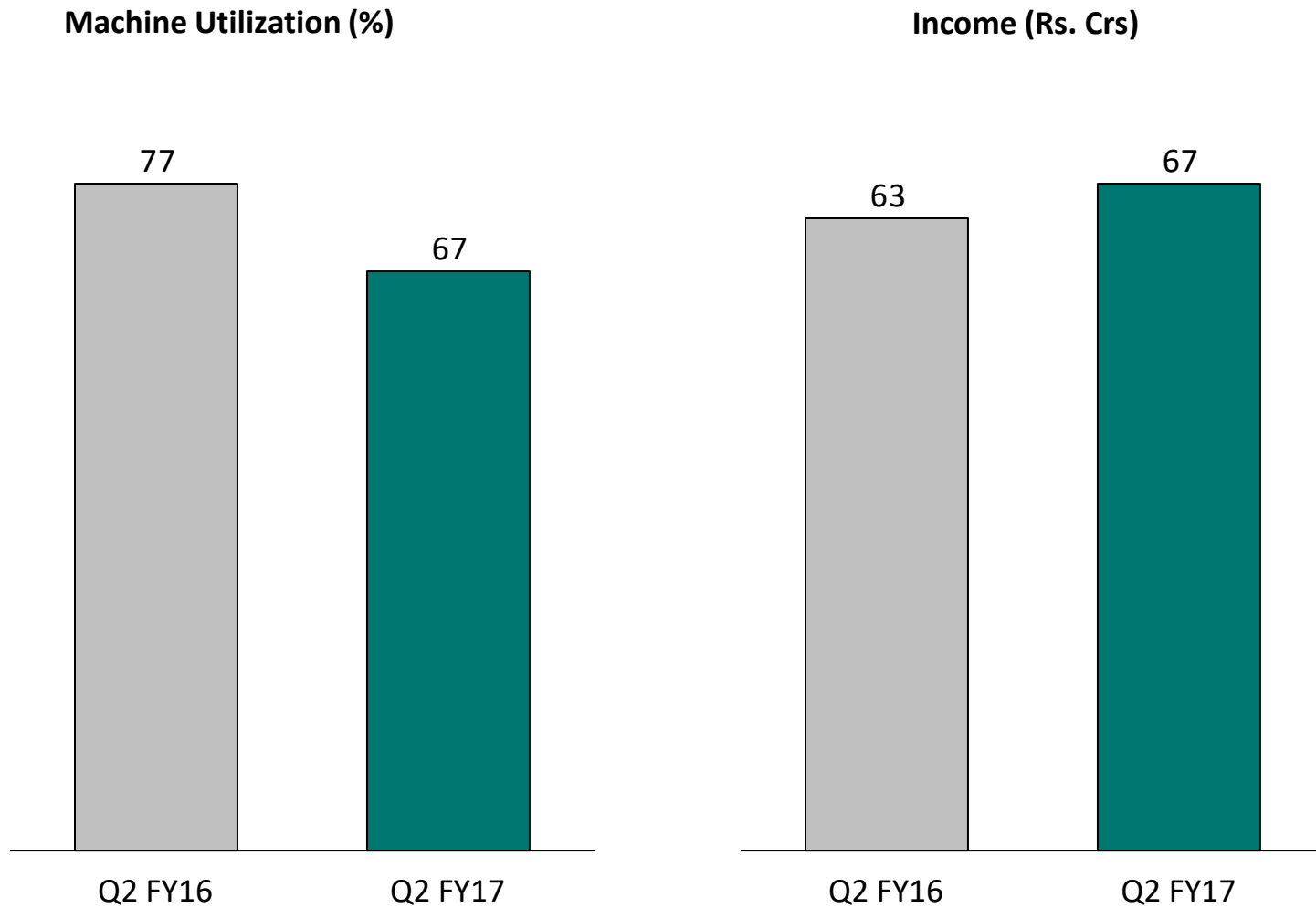
**... for Business
Segments to
strengthen our
Capabilities**

Objective to increase
share of Business
within each Client

Capex of Rs. 25
Crores to incurred

Capex to incurred in
FY17 and FY18

Machine Utilization – Across Plants

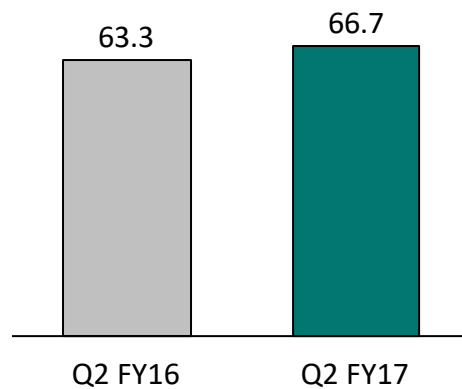


...Focusing on higher value add products

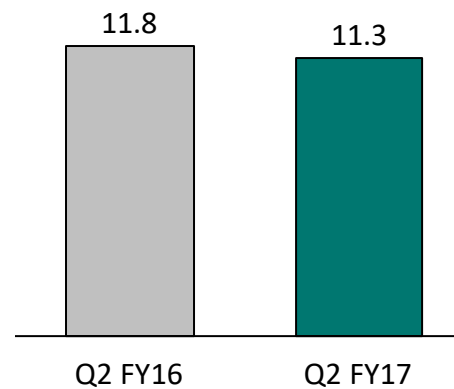
Key Highlights – Q2 FY17

(Rs. Cr.)

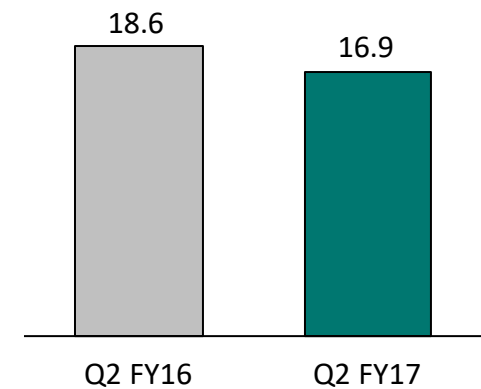
Revenue



EBITDA

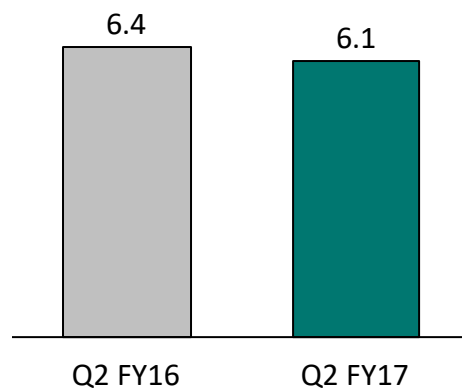


EBITDA Margin %

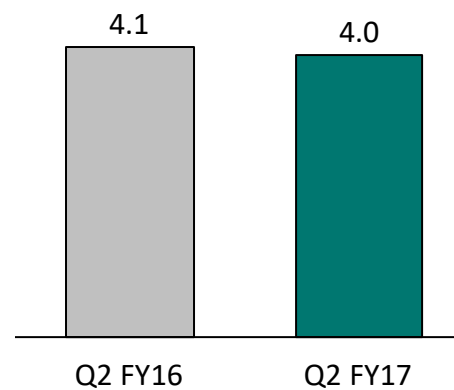


(Rs. Cr.)

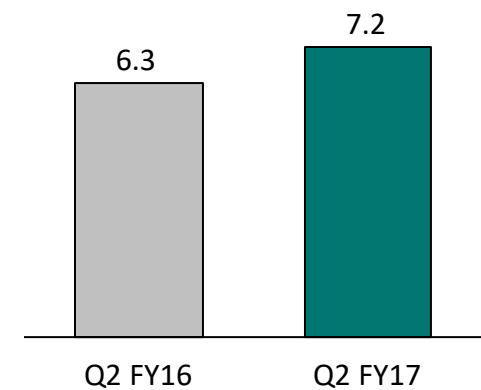
PBT



PAT



***Cash PAT**

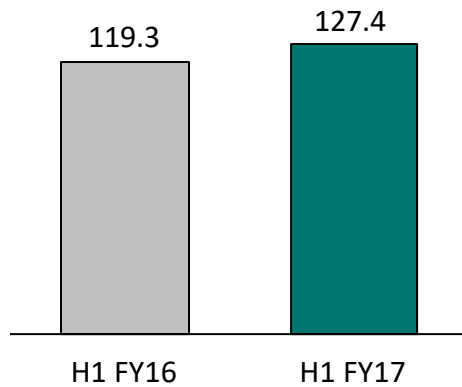


**Cash PAT includes PAT & Depreciation*

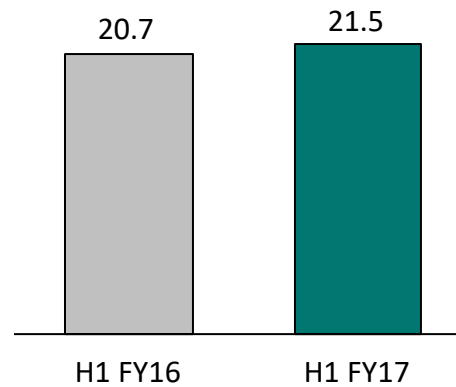
Key Highlights – H1 FY17

(Rs. Cr.)

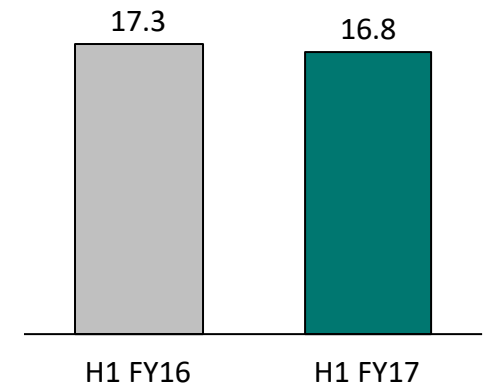
Revenue



EBITDA

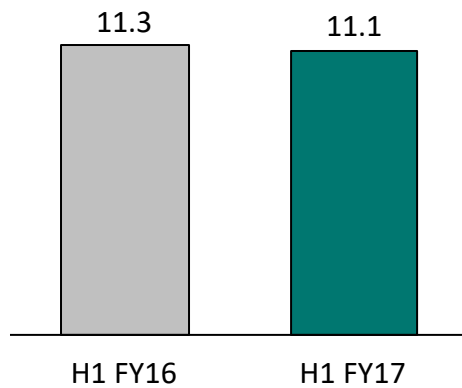


EBITDA Margin %

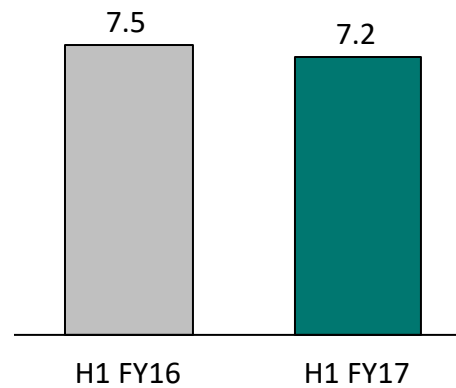


(Rs. Cr.)

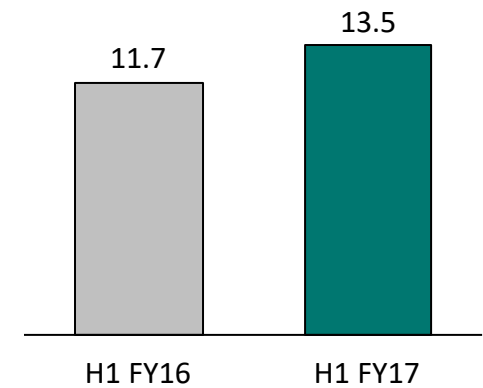
PBT



PAT



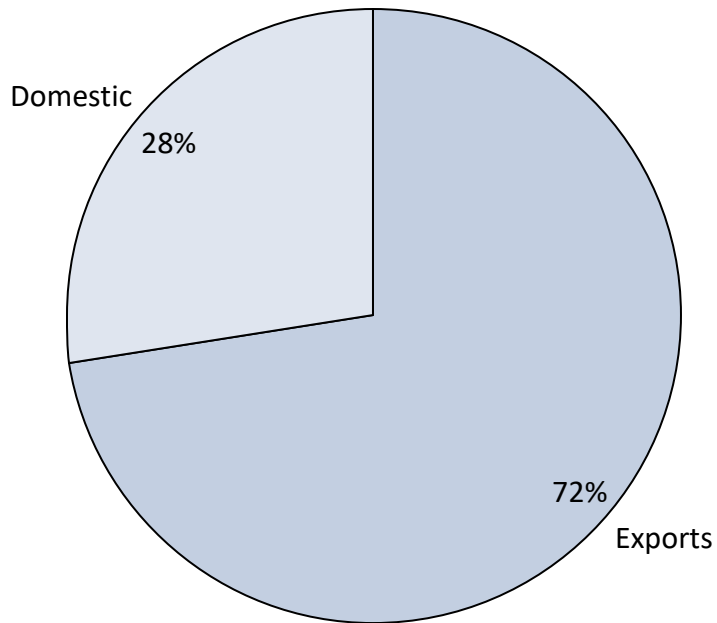
***Cash PAT**



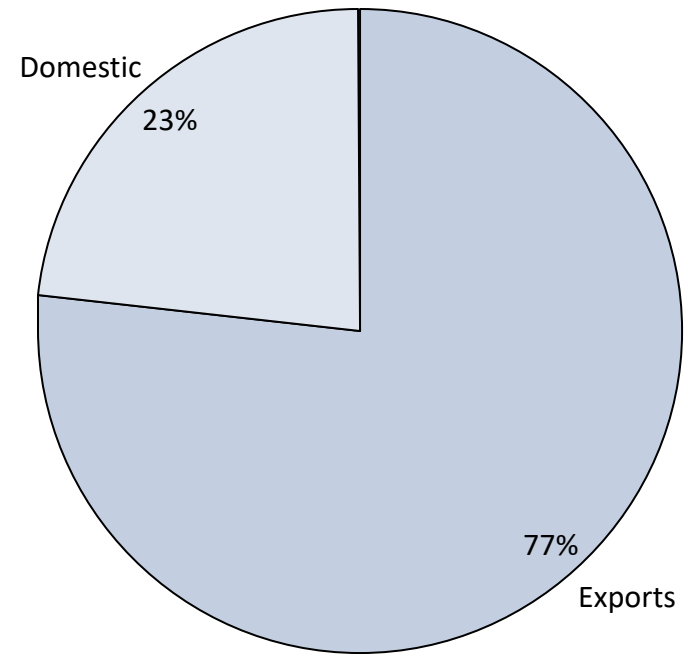
**Cash PAT includes PAT & Depreciation*

Revenue Analysis - Domestic Vs. Exports

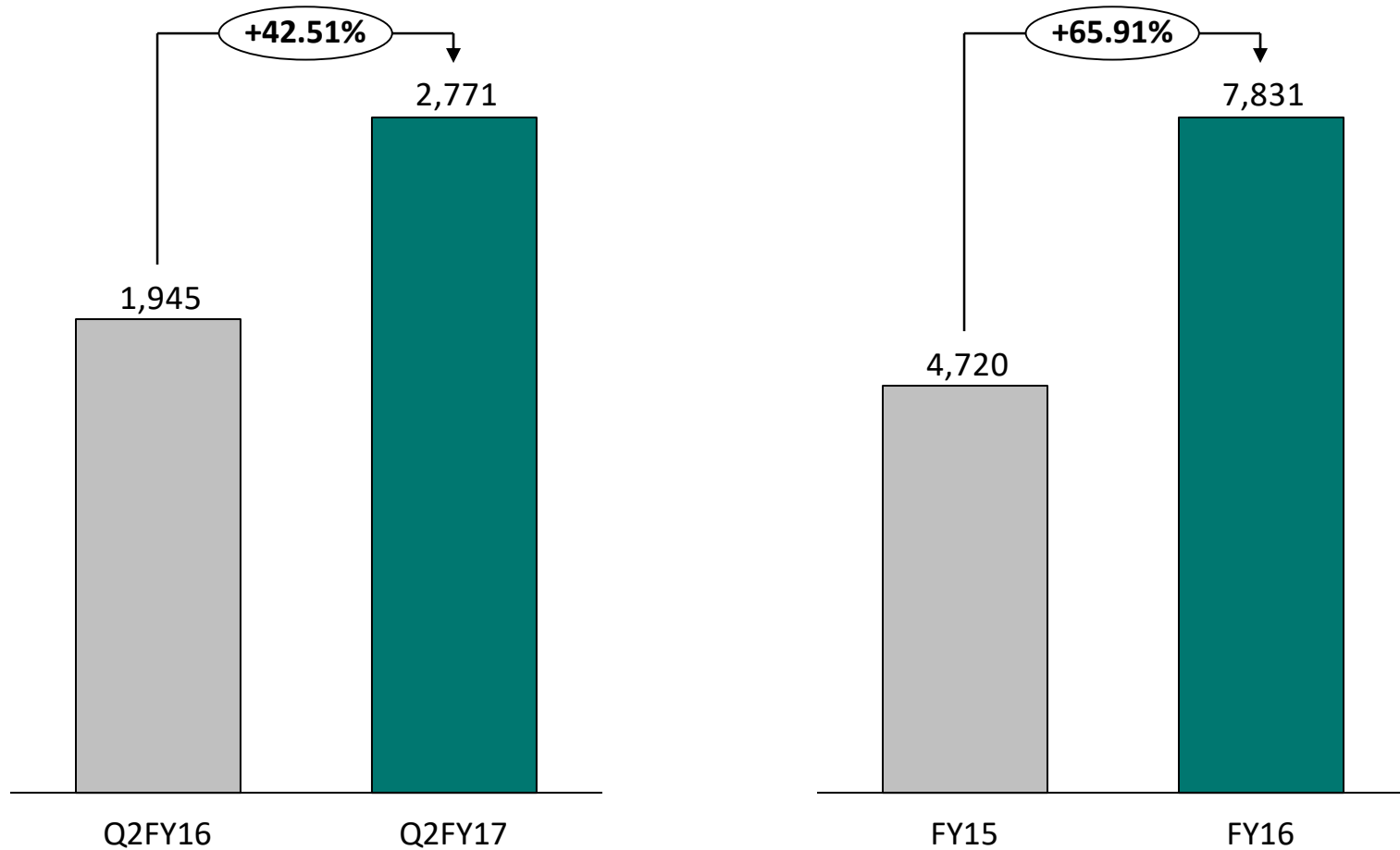
Q2 FY16 - Revenue



Q2 FY17 - Revenue



Volume of Polymers Processed



...Increase in basket of product offering and quantity

Quarterly Income Statement

Particulars in Rs. Crs	Q2 FY17	Q2 FY16	YoY %	H1 FY17	H1 FY16	YoY%
Total Revenue#	66.7	63.3	5.4%	127.4	119.3	6.8%
Raw Material	39.9	37.8		75.6	71.1	
Employee Expenses	6.9	6.2		13.6	12.2	
Excise duty Expenses	1.7	1.7		3.2	3.3	
Other Expenses	7.6	6.7		14.4	13.0	
Other Income	0.7	0.8		0.8	0.9	
EBITDA	11.3	11.8	-4.3%	21.5	20.7	3.7%
<i>EBITDA Margin</i>	<i>16.9%</i>	<i>18.6%</i>		<i>16.8%</i>	<i>17.3%</i>	
Depreciation	3.2	2.2		6.2	4.2	
Finance Cost	2.0	3.2		4.1	5.1	
PBT	6.1	6.4	-4.4%	11.1	11.3	-2.1%
<i>PBT Margin</i>	<i>9.2%</i>	<i>10.1%</i>		<i>8.7%</i>	<i>9.5%</i>	
Tax	2.1	2.3		3.9	3.8	
PAT	4.0	4.1	-3.2%	7.2	7.5	-3.8%
<i>PAT Margin</i>	<i>6.0%</i>	<i>6.5%</i>		<i>5.7%</i>	<i>6.3%</i>	
*Cash PAT	7.2	6.3	13.7%	13.5	11.7	14.9%
<i>Cash PAT Margin</i>	<i>10.8%</i>	<i>10.0%</i>		<i>10.6%</i>	<i>9.8%</i>	

***Cash PAT includes PAT & Depreciation**

#Total Revenue includes Excise Duty

Balance Sheet

Rs. Crs.	Sep-16	Mar-16
Shareholder's Fund	97.0	89.8
Share capital	8.3	8.3
Reserves & Surplus	88.7	81.4
Non-current liabilities	30.8	39.1
Long term borrowings	22.7	30.9
Deferred Tax Liabilities (net)	6.1	6.3
Other non-current liabilities	1.0	1.2
Long-term provisions	1.0	0.8
Current liabilities	92.7	62.2
Short term borrowings	48.0	20.1
Trade Payables	26.3	18.7
Other current liabilities	17.4	19.1
Short-term provisions	1.0	4.3
Total Liabilities	220.6	191.1

Rs. Crs.	Sep-16	Mar-16
Non-current assets	101.6	102.5
Fixed assets	97.4	97.7
Long-term loans and advances	4.0	4.6
Non-current investments	0.2	0.2
Current assets	118.6	88.6
Current Investments	19.2	-
Inventories	30.7	22.5
Trade receivables	42.9	36.1
Cash and bank balances	4.8	13.2
Short-term loans and advances	20.2	16.7
Other current assets	1.0	0.1
Total Assets	220.6	191.1

Historical Income Statement

Particulars in Rs. Crs	FY16	FY15	FY14	FY13
Total Revenue#	231.2	185.4	155.1	125.7
Raw Material	137.3	113.4	86.6	69.0
Employee Expenses	23.4	19.5	16.0	13.1
Excise Duty	5.6	5.7	4.3	2.9
Other Expenses	25.9	20.3	24.0	23.7
Other Income	2.8	1.6	0.5	0.6
EBITDA	41.8	28.0	24.6	17.6
<i>EBITDA Margin</i>	18.1%	15.1%	15.9%	14.0%
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>	9.3%	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>	6.7%	7.2%	4.4%	2.9%
*Cash PAT	25.7	19.4	12.6	9.2
<i>Cash PAT Margin</i>	11.1%	10.8%	8.3%	7.5%

**Cash PAT includes PAT & Depreciation*

Total Revenue includes Excise duty

Historical Balance Sheet

Rs. Crs.	FY16	FY15	FY14	FY13
Shareholder's Fund	89.8	78.3	42.6	36.0
Share capital	8.3	8.3	7.3	7.3
Reserves & Surplus	81.4	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	62.2	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	4.3	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

22.5 % ↑

EBITDA

3 Years
CAGR

33.4 % ↑

PAT

3 Years
CAGR

62.7 % ↑

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



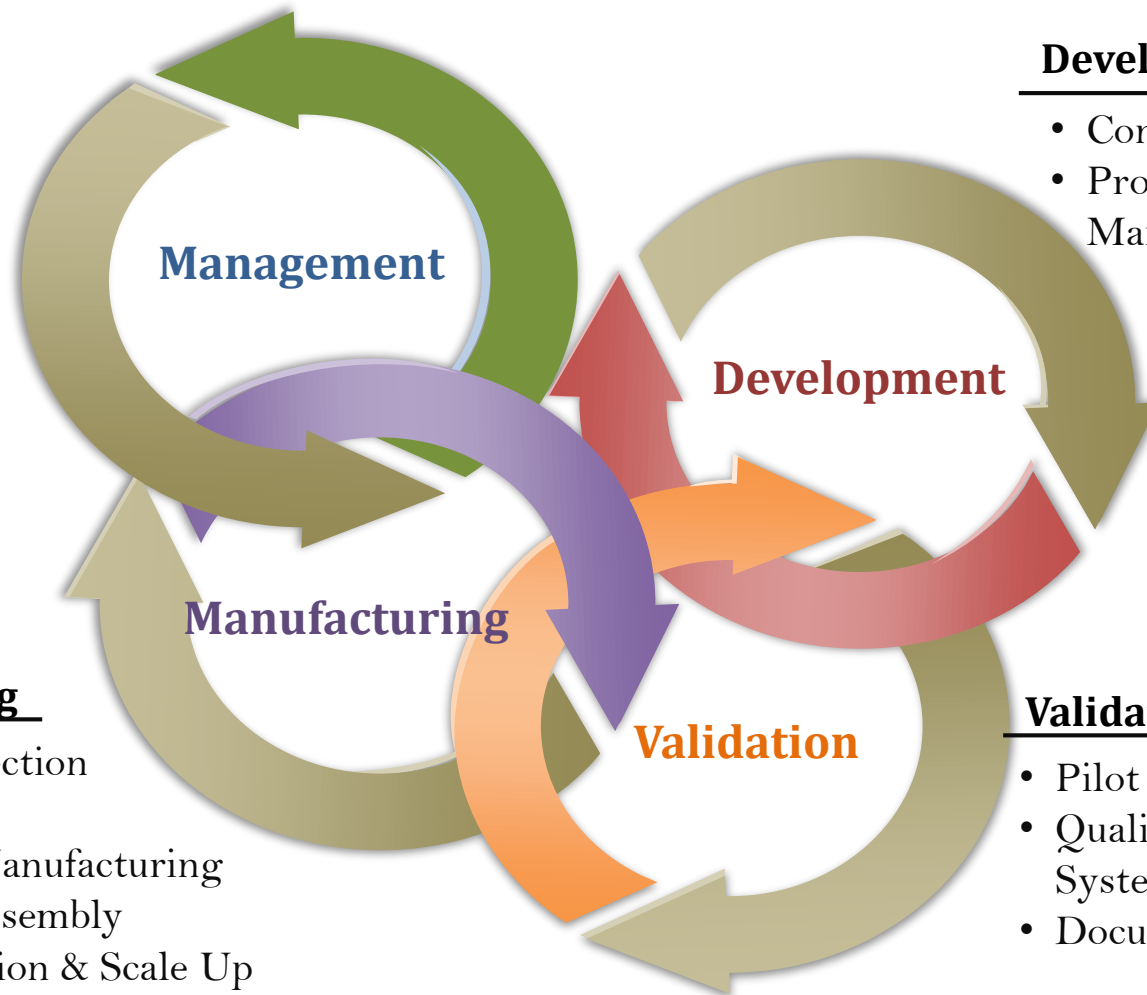
Offering Total Solutions in Plastics

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



Pharmaceutical



Automotive



Others



Multiple Industry Applications



CRC Caps



FMCG



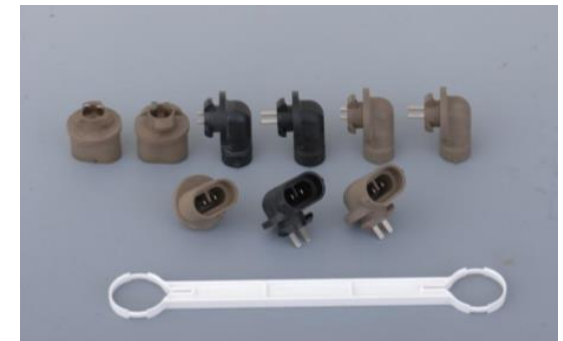
Medical



Appliances



Engineering



Automotive

State-of-the-Art Manufacturing Facilities



Rania Plant



Halol Plant



EOU Plant



Medical Devices Plant



Pharma Packaging Plant

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