



**Shaily Engineering Plastics Ltd**

Investors Presentation

May 2022

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## Key Performance Highlights

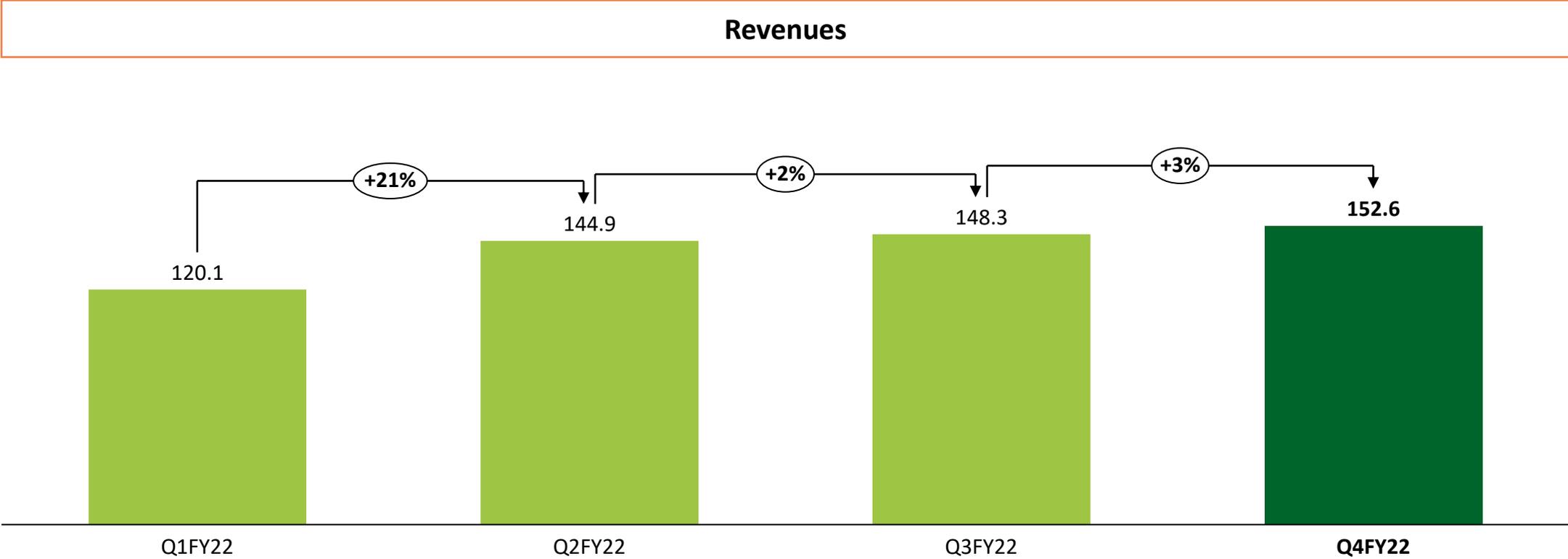


Equity shares of the company listed on the NSE

IP acquired for Pen Injector

Contract for pen injector finalised with leading Indian Pharma company





### Highest ever revenues recorded in FY22

This has been on the back of improved traction seen across segments and ramp up in projects. The visibility we have across various businesses gives immense confidence that we will be able to scale up further and grow

(Rs. Cr.)

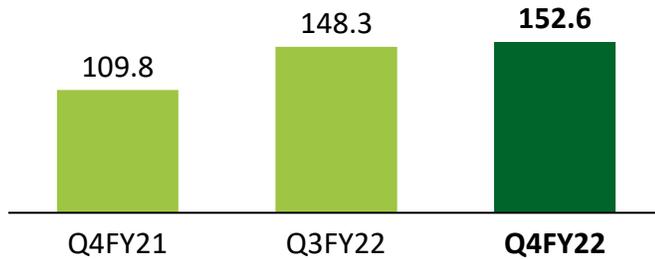


# Key Financial Highlights - Q4 FY22



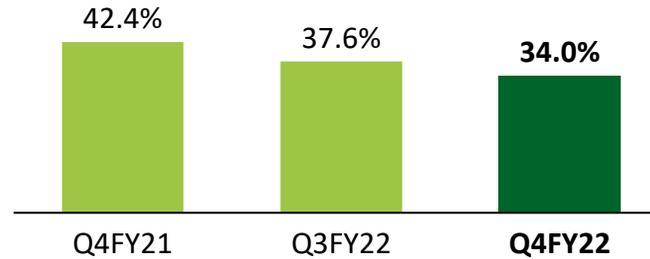
## Revenues

Highest ever quarterly revenues



## Gross Profit Margin

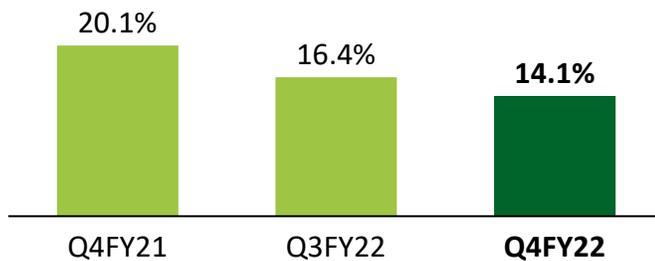
Margins in Q4FY22 were lower due to increase in raw material prices. The costs would be passed on in the coming two quarters.



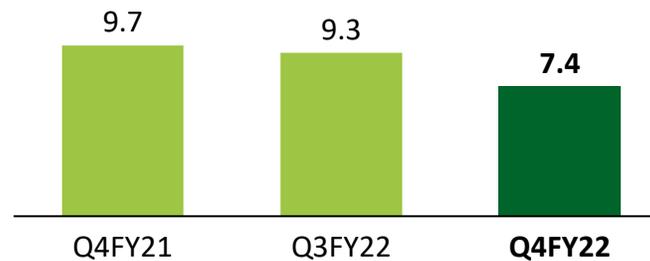
## EBITDA



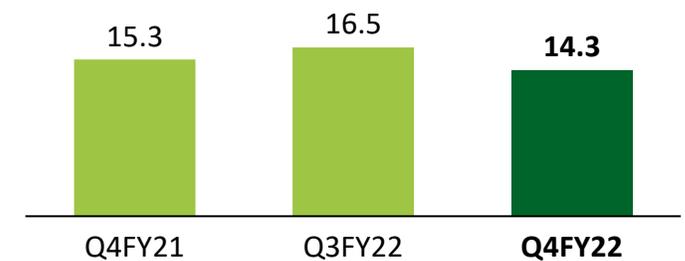
## EBITDA Margins



## Profit After Tax



## Cash PAT



(Rs. Cr.)

On Standalone basis

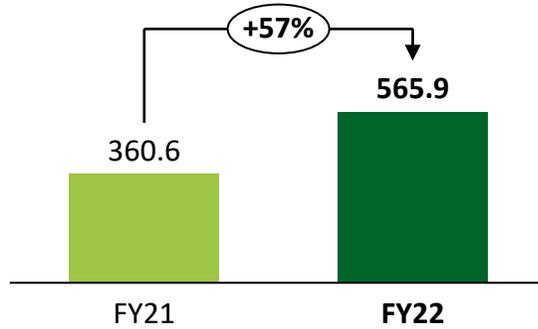
#Cash PAT includes PAT & Depreciation

# Key Financial Highlights - FY22



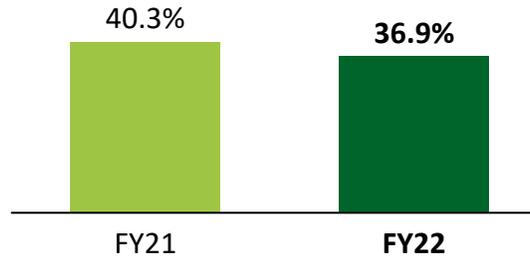
## Revenues

Highest ever revenues in FY22

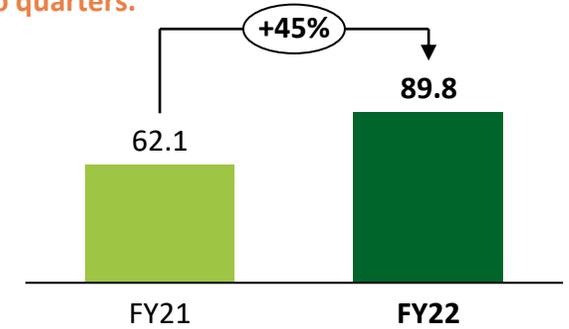


## Gross Profit Margin

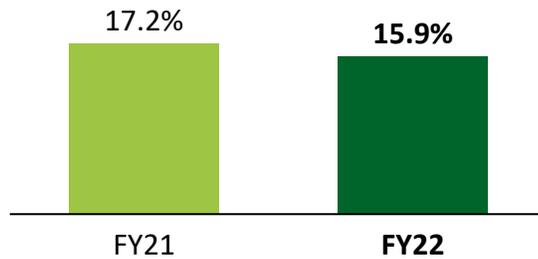
Margins in FY22, especially Q4FY22 were lower due to increase in raw material prices. The costs would be passed on in the coming two quarters.



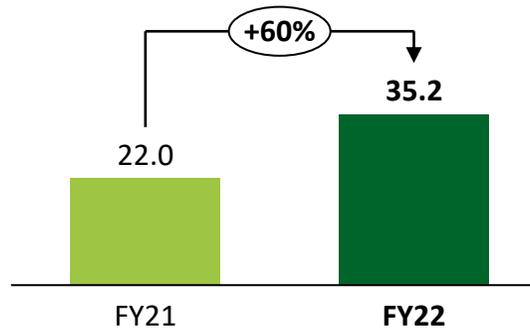
## EBITDA



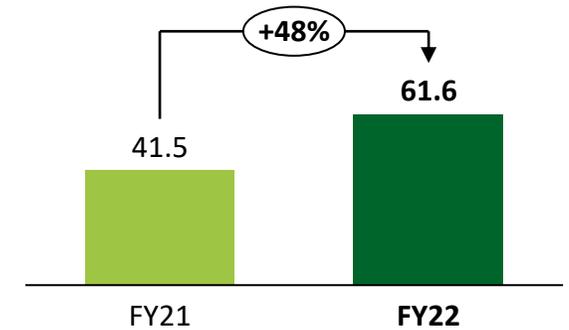
## EBITDA Margins



## Profit After Tax



## Cash PAT

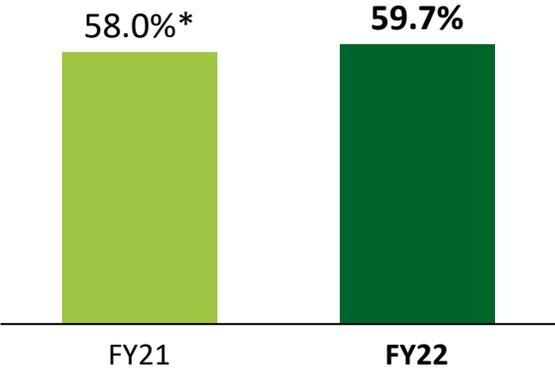
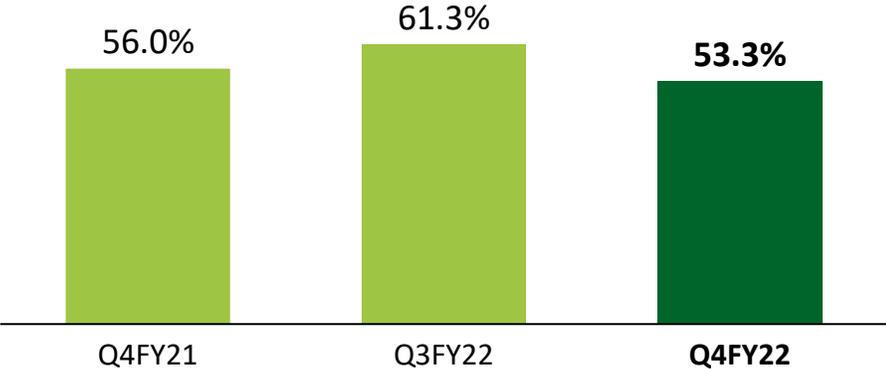


(Rs. Cr.)

On Standalone basis

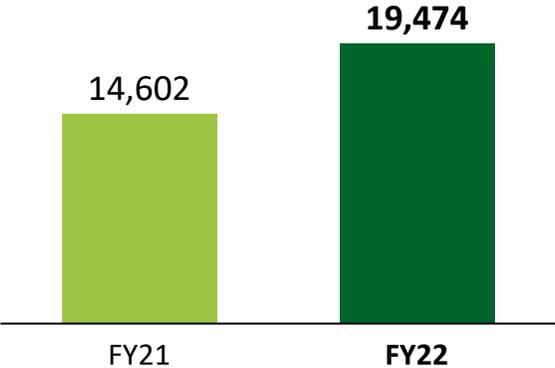
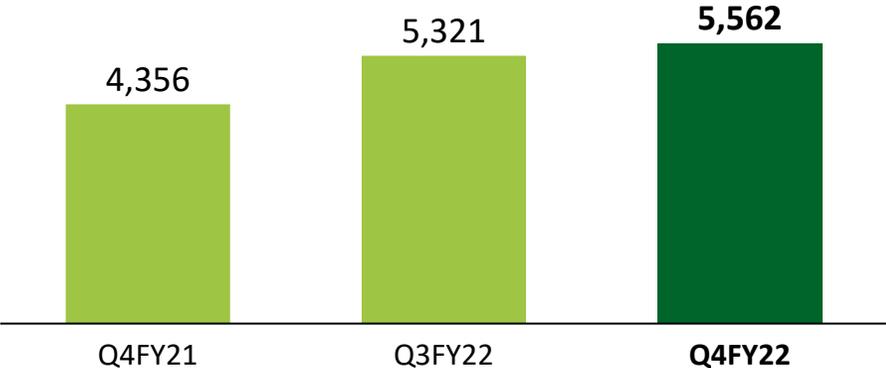
#Cash PAT includes PAT & Depreciation

Machine Utilization Across Plants (%)

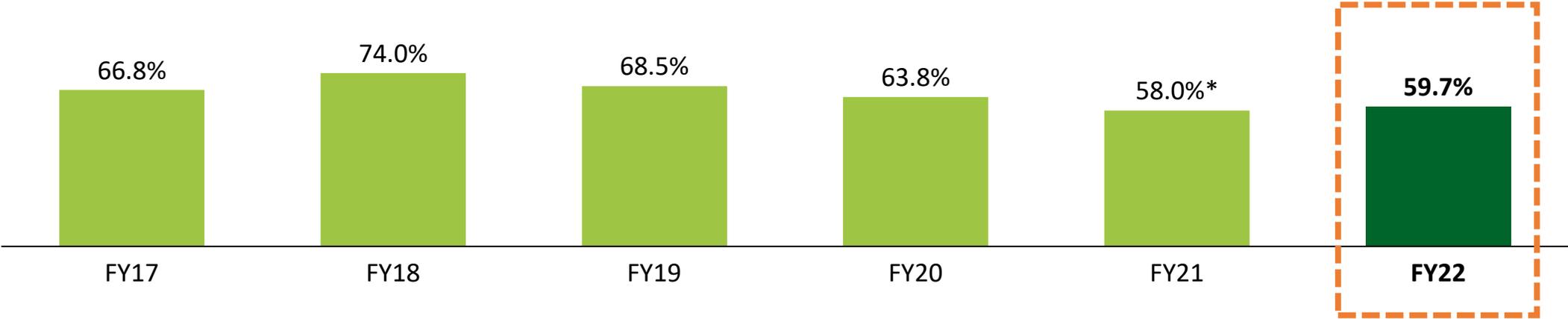


\* Owing to additional capacity in place at Rania & Halol, utilization rate had come down.

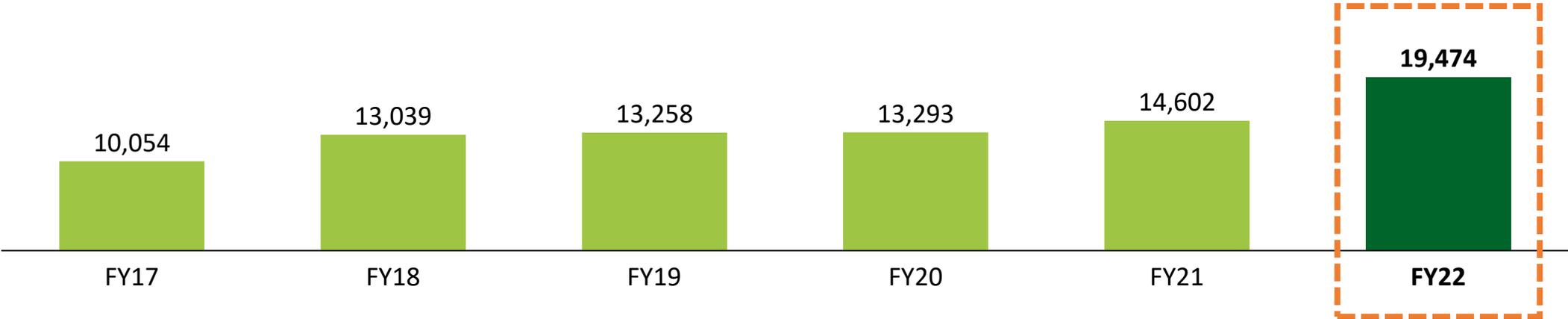
Volume of Polymers Processed (MT)



Machine Utilization  
Across Plants (%)

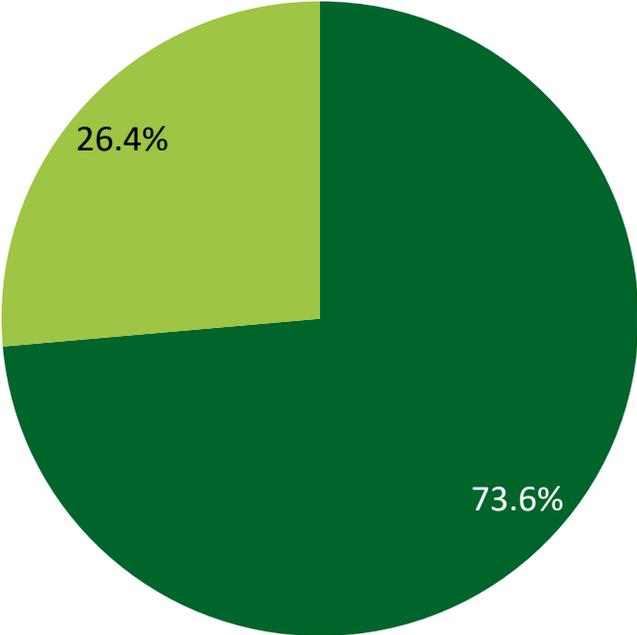


Volume of Polymers  
Processed (MT)

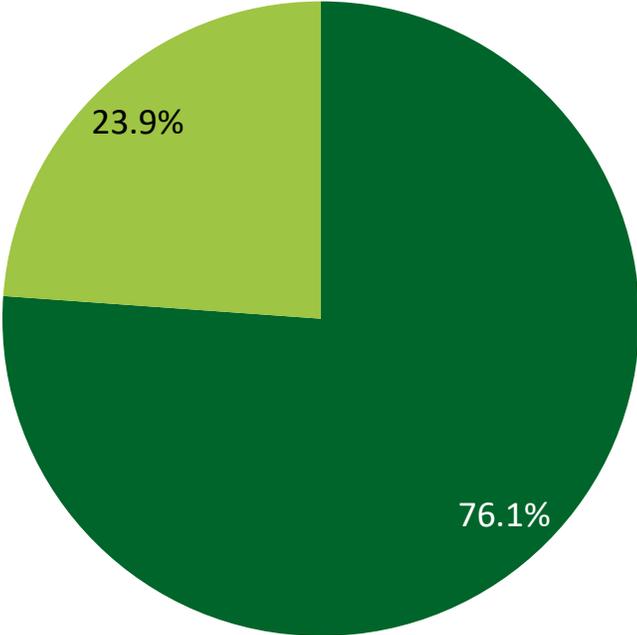


\* Owing to additional capacity in place at Rania & Halol, utilization rate has come down, it will ramp up in the coming quarters

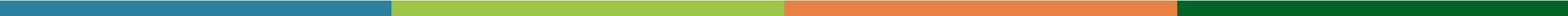
FY21



FY22



Export Domestic



# Standalone Profit & Loss Statement



Particulars (Rs. Cr.)	Q4 FY22	Q4 FY21	YoY %	FY22	FY21	YoY %
<b>Revenue</b>	<b>152.6</b>	<b>109.8</b>	<b>39%</b>	<b>565.9</b>	<b>360.6</b>	<b>57%</b>
Raw Material	100.6	63.2		356.9	215.3	
Employee Expenses	12.0	10.1		43.2	34.2	
Other Expenses*	21.3	16.8		84.7	51.6	
Other Income	2.8	2.4		8.8	2.6	
<b>EBITDA</b>	<b>21.6</b>	<b>22.1</b>	<b>-2%</b>	<b>89.8</b>	<b>62.1</b>	<b>45%</b>
<b>EBITDA Margin</b>	<b>14.1%**</b>	<b>20.1%</b>		<b>15.9%</b>	<b>17.2%</b>	
Depreciation	6.9	5.6		26.5	19.5	
Finance Cost	4.7	3.3		16.9	12.7	
<b>PBT</b>	<b>9.9</b>	<b>13.2</b>	<b>-25%</b>	<b>46.4</b>	<b>29.9</b>	<b>55%</b>
<b>PBT Margin</b>	<b>6.5%</b>	<b>12.0%</b>		<b>8.2%</b>	<b>8.3%</b>	
Tax	2.5	3.5		11.3	7.9	
<b>PAT</b>	<b>7.4</b>	<b>9.7</b>	<b>-24%</b>	<b>35.1</b>	<b>22.0</b>	<b>60%</b>
<b>PAT Margin</b>	<b>4.8%</b>	<b>8.8%</b>		<b>6.2%</b>	<b>6.1%</b>	
<b>Cash PAT<sup>^</sup></b>	<b>14.3</b>	<b>15.3</b>	<b>-7%</b>	<b>61.6</b>	<b>41.5</b>	<b>48%</b>
<b>Cash PAT Margin</b>	<b>9.4%</b>	<b>14.0%</b>		<b>10.9%</b>	<b>11.5%</b>	

\*\* Margins in Q4FY22 were under pressure due to increase in raw material prices. The costs would be passed on in the coming two quarters.

\* Other Expenses include Power & Fuel costs      ^ Cash PAT = PAT + Depreciation

# Standalone Balance Sheet

Particulars in (Rs. Cr.)	Mar-22	Mar-21
<b>Assets</b>		
<b>Non-current Assets</b>	<b>381.8</b>	<b>290.2</b>
<b>Fixed Assets</b>		
Property Plant & Equipment	323.7	220.9
Capital WIP	16.1	23.1
Intangible Assets	17.4	13.3
<b>Financial Assets</b>		
i. Investments	9.1	0.0
Long Term Loans & Advances	3.4	5.9
Other Non-current Assets	10.0	23.1
Income Tax assets (net)	2.0	4.0
<b>Current Assets</b>	<b>293.9</b>	<b>176.8</b>
Inventories	111.4	66.9
<b>Financial Assets</b>		
Trade Receivables	99.9	69.5
Cash & cash equivalents	31.4	1.0
Loans & Advances	17.0	7.1
Other Current Assets	34.3	32.4
<b>Total Assets</b>	<b>675.6</b>	<b>467.0</b>

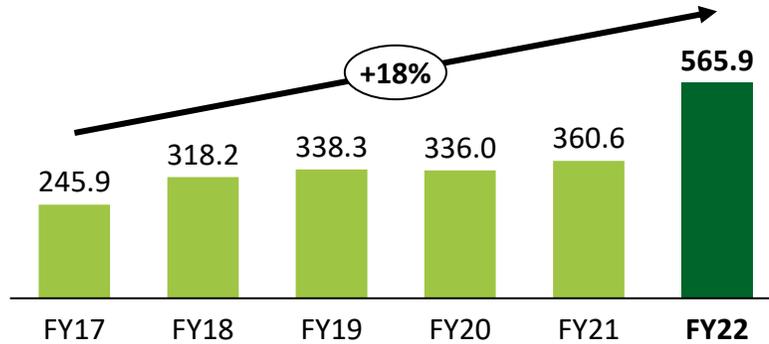
Particulars (Rs. Cr.)	Mar-22	Mar-21
<b>Equity &amp; Liabilities</b>		
<b>Equity</b>	<b>367.0</b>	<b>181.9</b>
Share Capital	9.2	8.3
Other Equity	357.8	173.5
<b>Non-Current Liabilities</b>	<b>120.6</b>	<b>142.7</b>
<b>Financial Liabilities</b>		
i. Borrowings	101.6	128.4
ii. Other financial liabilities	2.3	2.1
Deferred Tax Liabilities (Net)	13.2	10.3
Other Non-Current Liabilities	1.7	0.3
Provisions	1.8	1.6
<b>Current Liabilities</b>	<b>188.0</b>	<b>142.5</b>
<b>Financial Liabilities</b>		
Borrowings	72.2	71.2
Trade Payables	84.0	46.6
Other Financial Liabilities	7.8	13.9
Other Current Liabilities	23.1	10.0
Provisions	0.9	0.9
Current Tax Liabilities	0.0	0.0
<b>Total Equity &amp; Liabilities</b>	<b>675.6</b>	<b>467.0</b>

# Standalone Cash Flow Statement

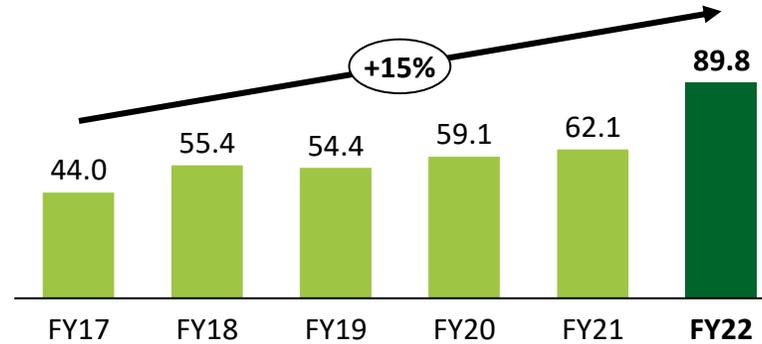


Cash Flow Statement (Rs. Crore)	FY22	FY21
Net Profit Before Tax	46.4	29.9
Adjustments for: Non - Cash Items / Other Investment or Financial Items	41.6	31.2
<b>Operating profit before working capital changes</b>	<b>88.0</b>	<b>61.0</b>
Changes in working capital	-25.3	32.6
Cash generated from Operations	62.7	28.5
Direct taxes paid (net of refund)	-6.4	-6.0
<b>Net Cash from Operating Activities</b>	<b>56.3</b>	<b>22.5</b>
<b>Net Cash from Investing Activities</b>	<b>-133.9</b>	<b>-81.9</b>
<b>Net Cash from Financing Activities</b>	<b>107.7</b>	<b>53.4</b>
Net Decrease in Cash and Cash equivalents	30.1	-6.1
Add: Cash & Cash equivalents at the beginning of the period	1.2	7.0
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>31.4</b>	<b>1.0</b>

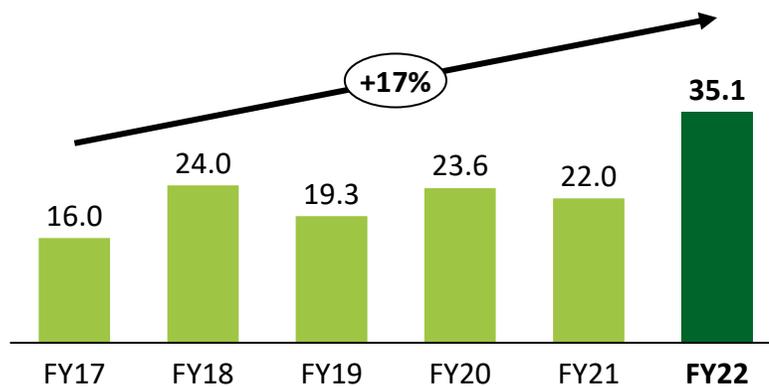
## Revenues



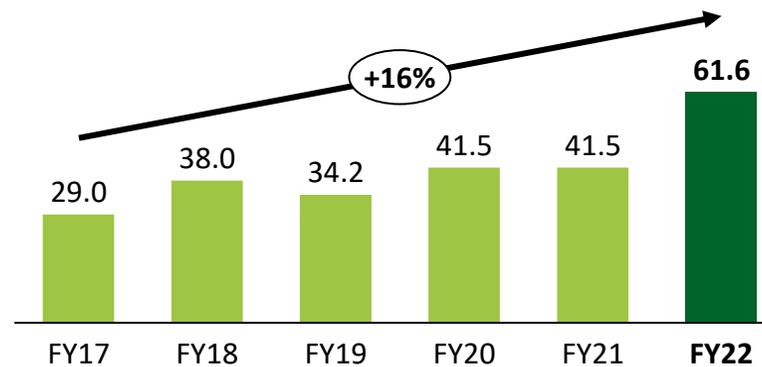
## EBITDA



## Profit After Tax



## Cash PAT

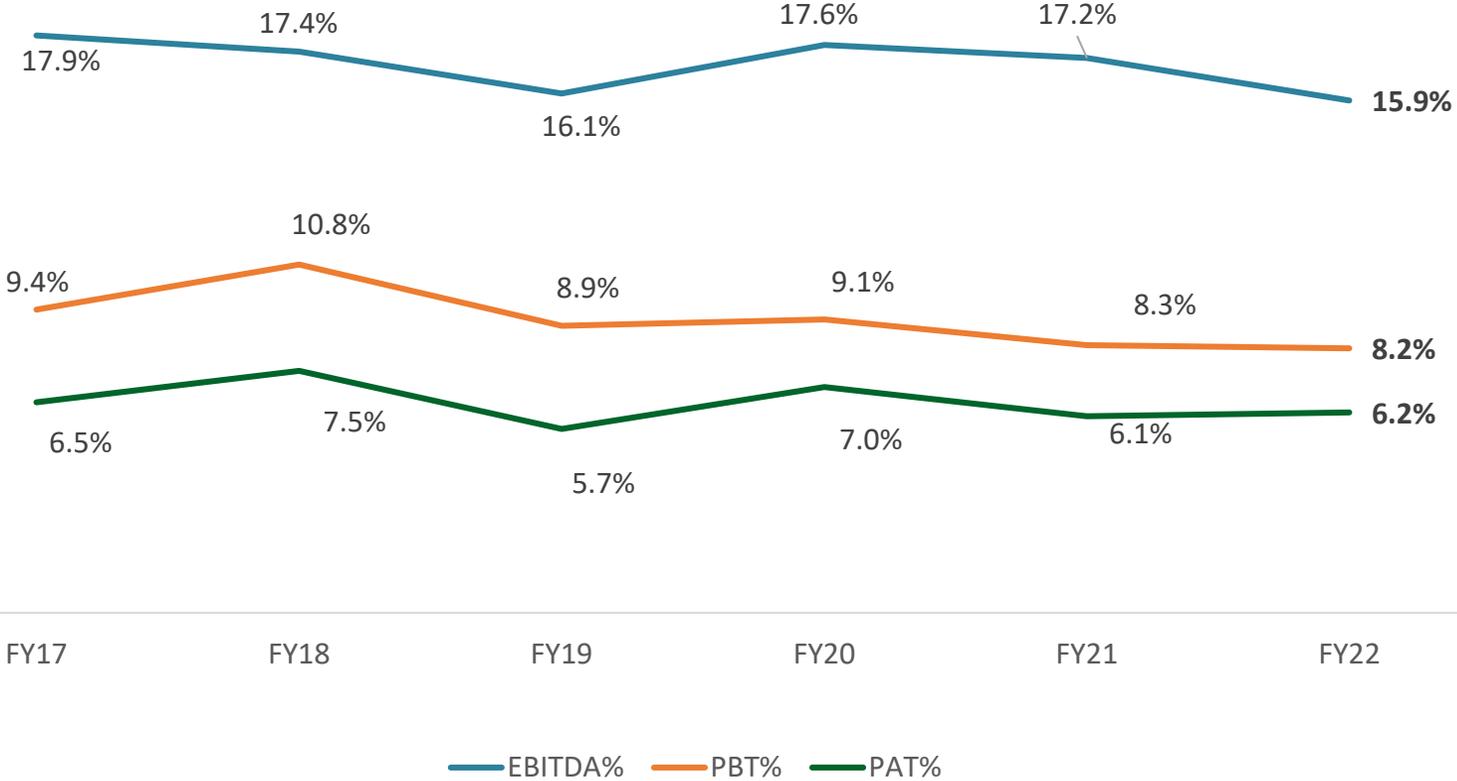


Revenue growth has been aided by growth in business across verticals especially the Healthcare & Toy segment; we have added new SKUs in Home Furnishing segment and Devices

Consistent profit aiding investment to grow business

(Rs. Cr.)

**Margin Profile**



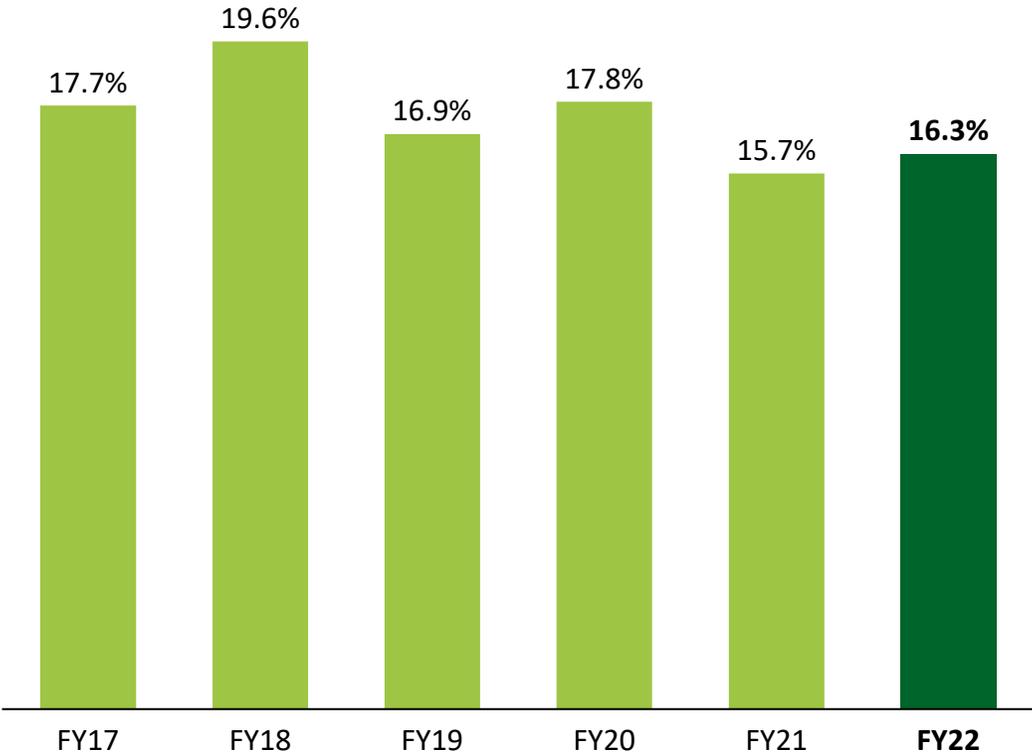
Better Product mix and economies of scale on account of raw materials have led to improvement in margin profile from FY16 to FY22

FY19 margin was profile impacted on account of labor shortage, power disruptions and change in ordering policy from a key client

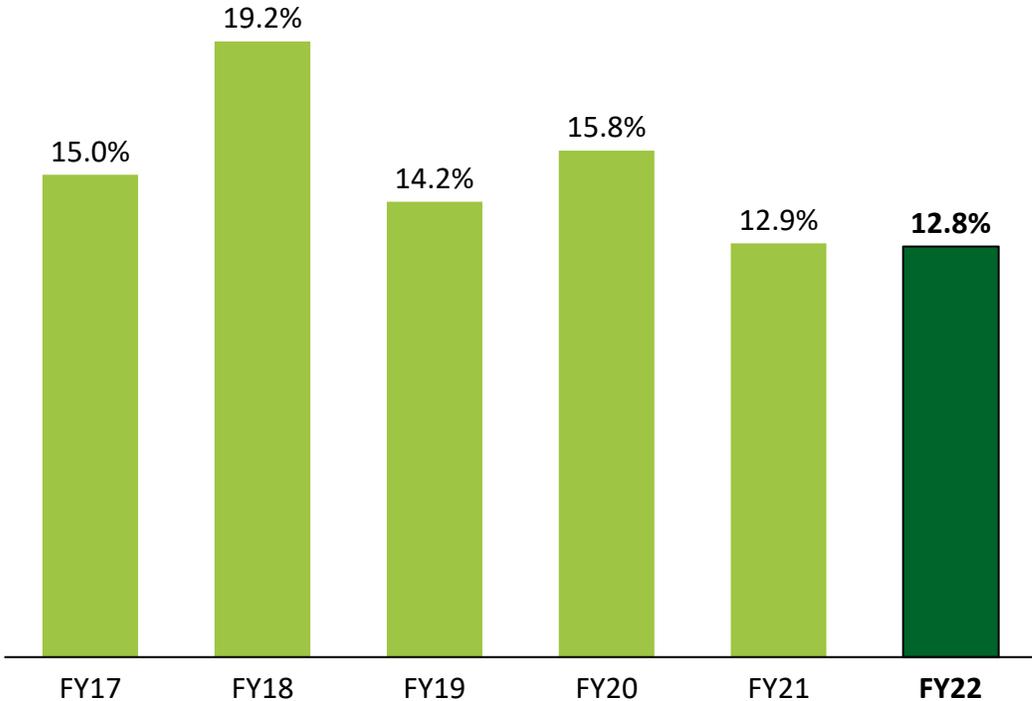
Witnessed improvement in margin from FY20 onwards on back of higher contribution from Healthcare segment and plant utilization

Margins in FY22, especially in Q4FY22 were lower due to increase in raw material prices. The costs would be passed on in the coming two quarters.

RoCE

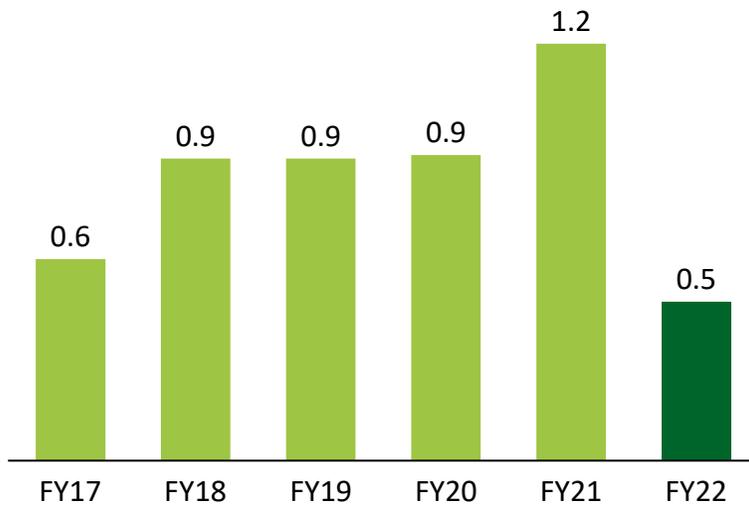


RoE

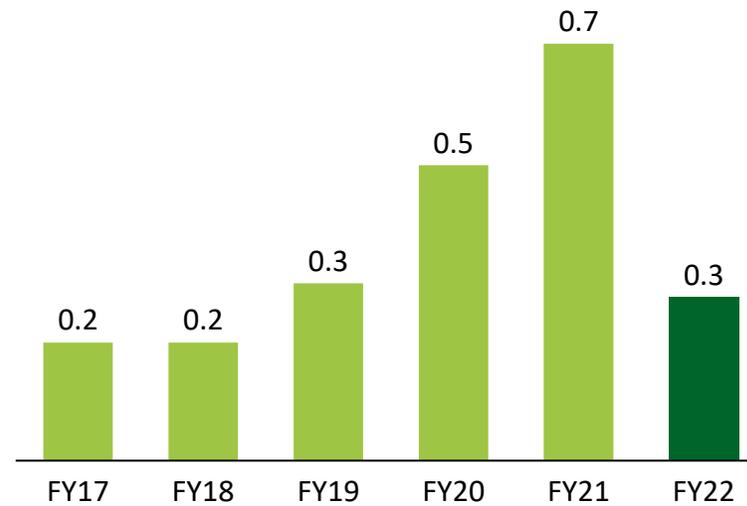


# Growth Along With Low Leverage

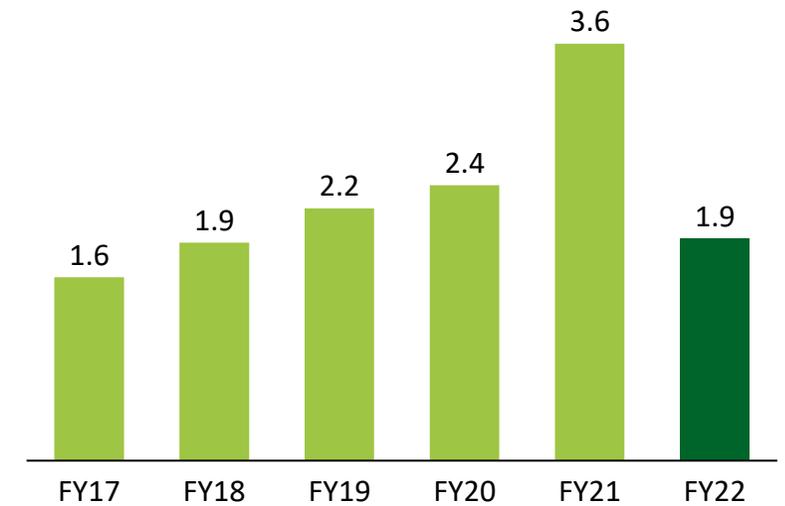
**Total Debt : Equity (x)**



**Long Term Debt : Equity (x)**



**Total Debt / EBITDA (x)**

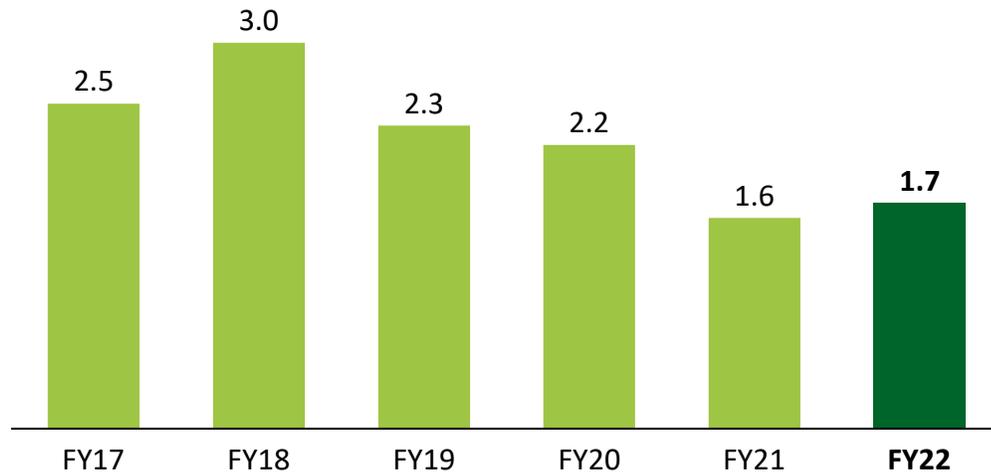


- ✓ The growth in Business has been achieved with disciplined use of capital
- ✓ The internal accruals also been utilized towards scheduled repayments of Long-term loans, which have positively impacted the credit rating therefore the borrowing costs

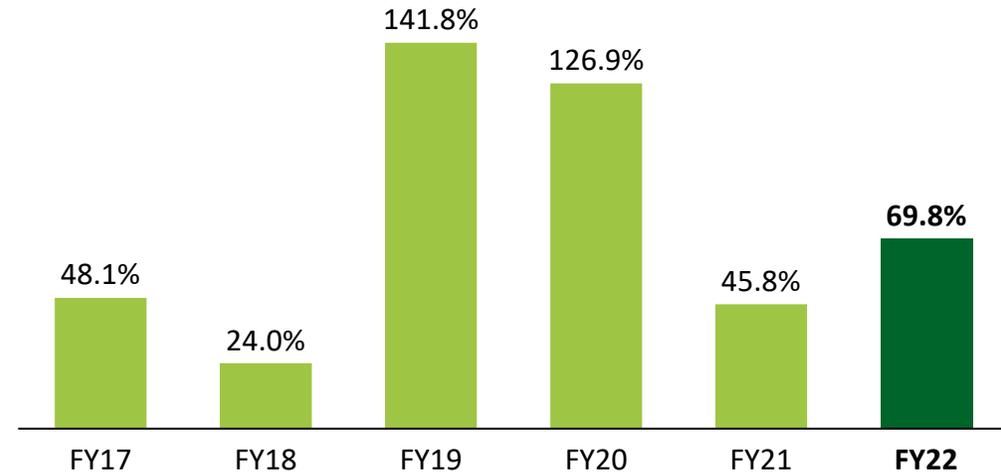
# Strong Focus on Improving Our Key Metrics



### Fixed Asset Turnover (x)



### OCF to EBITDA



- ✓ The Fixed Asset Turnover has been inching up despite continuous capex (barring FY19) on back of improving utilization levels to cater to the new business wins across multiple segments of Home Furnishing, FMCG, Pharma
- ✓ Cash flow generation has been healthy resulting in capex spends from internal accruals

# Overview



## Enriching Lives Through Plastics



Shaily was established in 1987 with just two moulding machines. Today, its facilities have grown significantly to include more than 175 machines, and Shaily plastics can be found across the globe in products as diverse as medical devices, home furnishing, Toys, Personal Care and automotive components in plastic and we have recently forayed into steel furniture.

<b>Revenue</b> <b>Rs. 566 Crores</b> FY 2021-22	<b>7 Facilities in Gujarat</b> 6 for Plastic 1 for Steel Furniture	<b>Long-standing global relationships with marquee clients</b>
<b>180+</b> Injection moulding machines	Over <b>1,500</b> employees across 7 plants	<b>De-risked Business Model</b>



# Vision, Mission & Our Values

## Vision & Mission

- ✓ To provide end-to-end solutions in plastics
- ✓ Deliver superior quality to our customers; higher profitability and value to our shareholders; and sustainability for future generations

## Our Values

**Deliver customer delight through excellence in performance**

**Build a positive team and family spirit – One Shaily**

**Never bypass systems and processes**

**Treat everyone with courtesy and respect**

**Always follow through on targets and commitments**

**Doing it right the first time**

**Be passionate, determined, proactive and ready to take on challenges**



### NPD

- Tool design
- Mold flow
- Process design
- Automation
- Polymer Selection

### Manufacturing

- Precision molding
- Decoration & Printing
- Assembly
- Automation

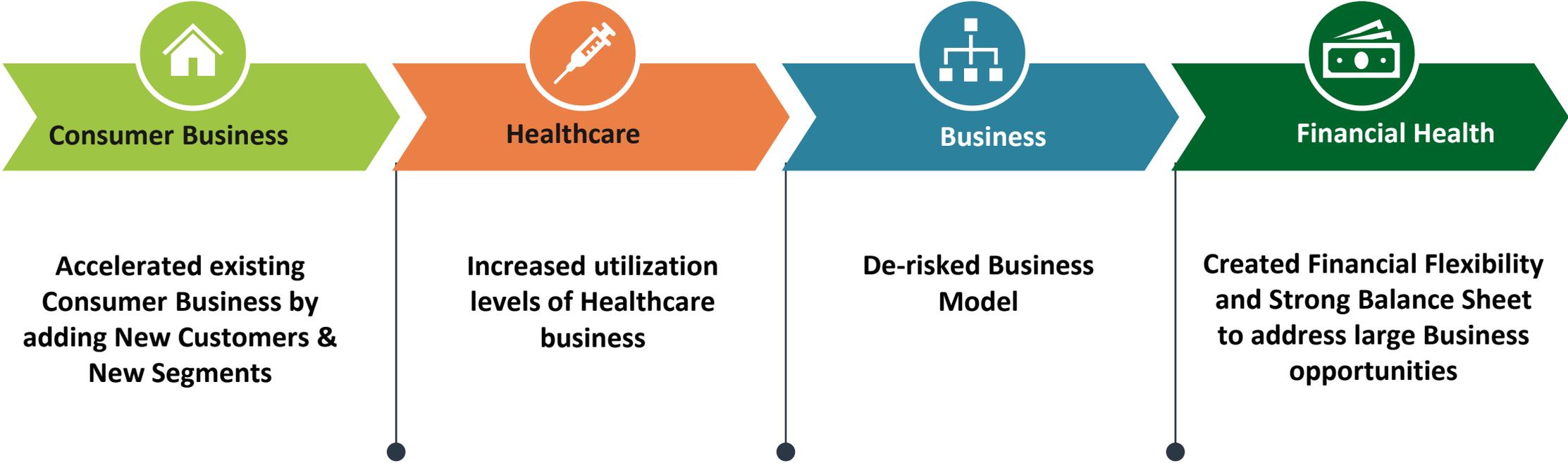
### Quality

- Regulatory compliance
- Robust QA/QC processes
- Testing protocol
- Continuous improvement

### Sustainability

- Social compliance
- Renewable energy
- Recycled / biodegradable plastics

# Our Journey from FY15 to FY22 has created a strong base



**We have developed a Strong base for growth:  
*SHAILY IS FUTURE READY***



1

## Accelerated existing business with Homes Furnishing major

- Strengthened our relationship with Swedish Home Furnishings major
- Ventured in Carbon Steel Business for the Homes Furnishing Major

3

## De-risked Business Model

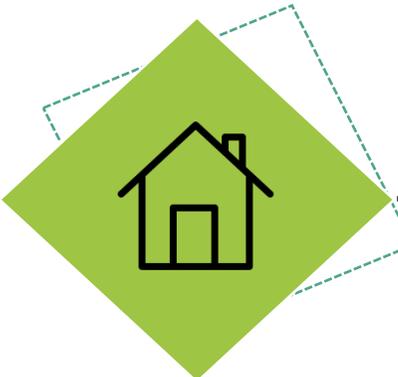
- **Focused on new business segments and customers to de-risk the business model**
- Ventured in Toys category with the addition of Toys major Spin Master
- Investment made in Carbon Steel Business to diversify concentration beyond Plastics
- By entering into Carbon Steel business, cemented relationship with existing customers and have got into Multi Material Products (combination of Plastic & Steel)

## Deepening foray in IP related products and Healthcare

- Healthcare is now the 2<sup>nd</sup> largest revenue contributing segment
- Added 12 Drug Delivery devices in commercial production
- Consolidation of Healthcare units to achieve faster breakeven and higher efficiencies
- **Built high scale to be able to achieve 2-3x revenue growth in 3-5 years**

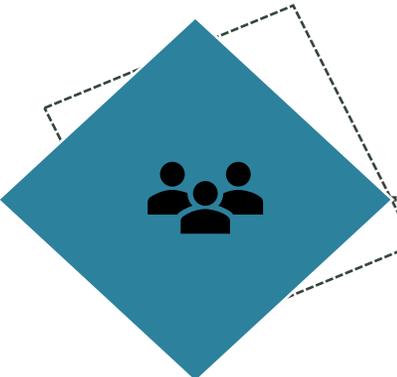
## Created Financial Flexibility and Strong Balance Sheet to address large Business opportunities

- **Funded capex of Rs. 150cr to set up Healthcare business, expansion of new SKUs for Homes Furnishing major and carbon steel business from internal cash flows and Debt**
- Despite investment in capex Debt/Equity at comfortable levels; below 1x
- A Strong Balance sheet is FUTURE READY to take advantage of 'MAKE IN INDIA'



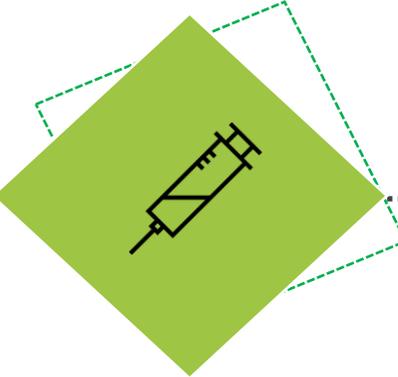
Consumer

Home Furnishings Business  
Toys Business



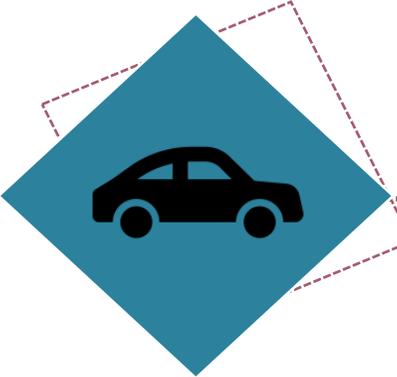
Personal Care

High Volume Molding,  
Decoration & Assembly



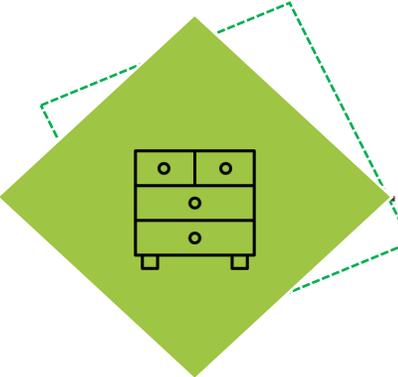
Healthcare

Drug Delivery Devices  
Pharma Packaging



Automotive & Engineering

Automotive Components  
Engineering Plastics



Steel Furniture

Carbon Steel Furniture



# Quality Certifications



**IATF 16949-2016**



**ISO 9001 : 2015**



**ISO 13485 : 2016**



**ISO 15378 : 2015**



**MDSAP**

## Security Certifications



AEO T2 Certificate

## Social Compliances Certifications



Intertek

## Social Compliances Certifications



SA-8000 2014

## Other Certifications



RD Recognition Letter



Star Export House

## Other Social Compliances Certifications

I-WAY

GMP



**The PLEX Council Award**  
Top Exporter Of Engineering Components For Eleven Consecutive Years: 2005 to 2019



**Top Exporter Award**  
(1<sup>st</sup> Position) For Exports Out Of Rct, Vadodara By Container Corporation Of India Ltd At Concor Awards, 2017



**Award for BPC**  
Piramal All India Kaizen Competition 2017-18 For Automation Of Kaizen



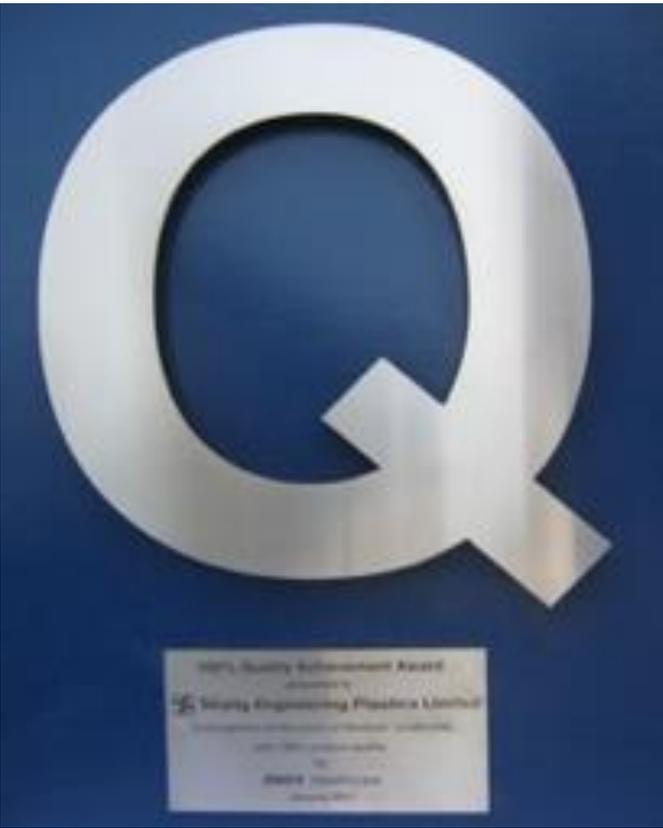
**GOLD Winner**  
For Outstanding Export Of Finished Plastic Goods By Plastindia Foundation



**Top Exporter of Engineering Components.**  
Award won consistently from 2005 – 2019



**Awarded for design of the Sanofi AllStar Pen**



**Award for two years of supplying Shellpak with 100% product quality**

# Consumer Segment

Home Furnishings Business

Toys Business

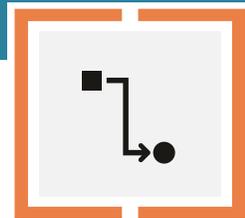


## Our Forte in Consumer Segment



### Global Quality

High Consistency in production standards and with global quality norms



### End to End Solutions

Product development capabilities from concept to final product  
Expertise in decoration & post assembly facility



### Large Volume Manufacturing

Complex Plastic engineering capabilities with deep understanding of raw materials



### Environment Friendly

Highly compliant with global norms on social and environmental norms

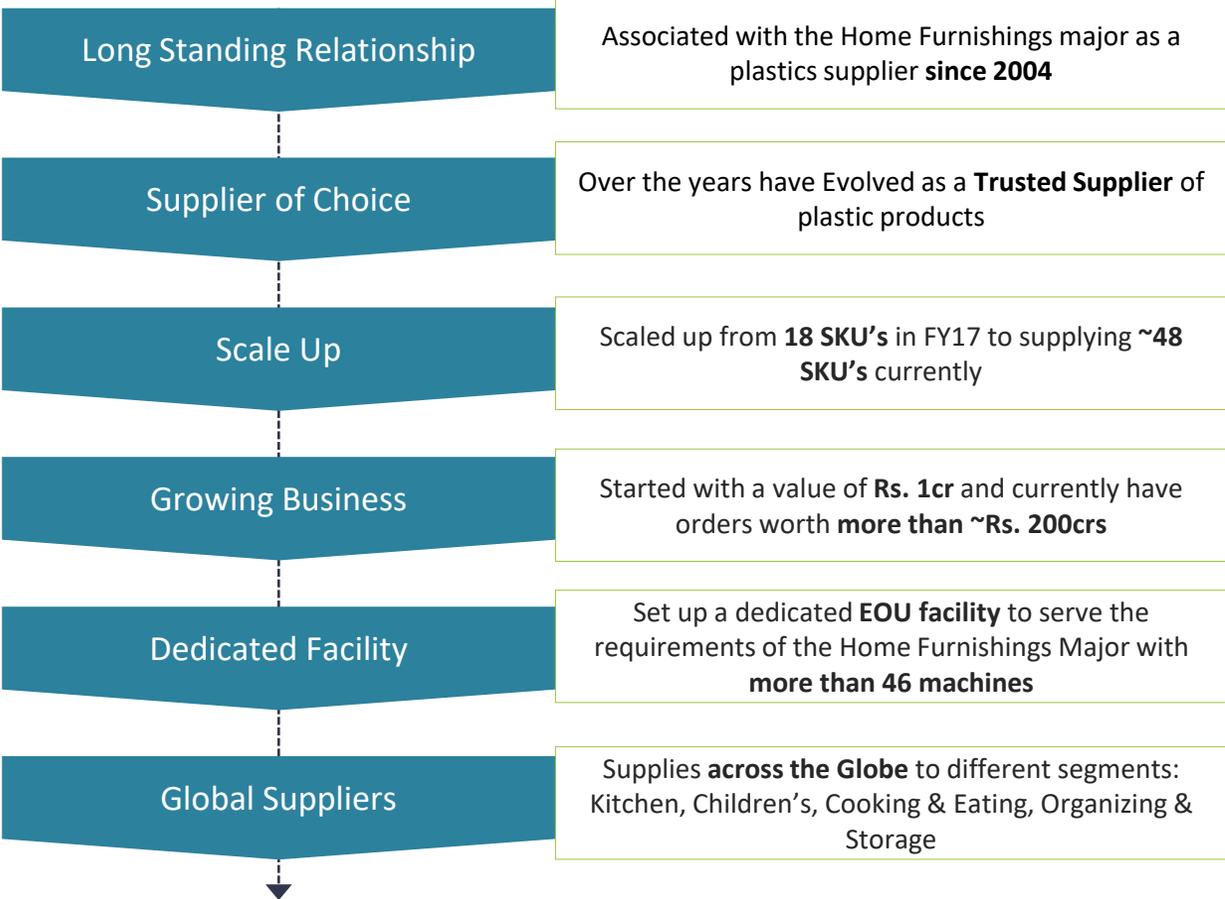


### Timely Execution

On time delivery by managing an efficient supply chain across all stages of production and final shipment to customers across the globe

## Proven execution with our major home furnishing client

Home Furnishings Major is our largest customer



## Toys Segment

### About Spin Master

Added Spin Master as our 1st client in Toys Business. Spin Master is a leading global, diversified, multi-platform and highly innovative children's entertainment company and is regarded amongst the top toy companies in the world

### Business Potential

The Toys segment possesses huge growth opportunities

### Order Flow

- ❑ Shaily received first order from Spin Master during Q1FY20
- ❑ Initial shipments were made in Q3FY20
- ❑ We expect to further ramp up this business in FY23

### Quality

Shaily manufactured Children's Products comply with the highest international standards



## Scope of growth in Toy Industry

The Global Toys market is expected to gain strong momentum in the coming decade

### Trend

The top toy companies are focusing on developing new products, mergers and acquisitions, as well as partnering with local or regional players, to optimise their offerings.

### Opportunity for Shaily

- ❑ Increasing children's programs and TV channels are expected to drive demand for toys
- ❑ Baby toys becoming smarter designed specifically for learning purposes
- ❑ Global toy companies are anticipated to diversify outsourcing to India, seen as the alternative manufacturing hub
- ❑ Products quality comply with the highest international standards, making us supplier of choice across the globe



## Personal Care



Servicing global FMCG majors such as Unilever and P&G since early 90s

### Products Manufactured

- Primary Packaging for cosmetics
- Primary Packaging for Vicks
- Razor handles for Gillette
- Trigger Sprays & Pumps

## Healthcare Segment

Pharma Devices  
Pharma Packaging



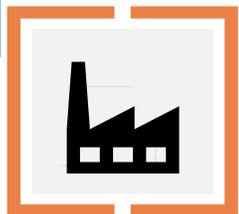
# Our Forte in Healthcare Segment



**Drug Delivery Devices**  
- Contract Manufacturing  
- IP Related Product Development



**Primary Packaging**



**Dedicated Facility  
In-House Research &  
Development Division**



**Quality & Compliance**

## One of the leading Injection Molding Companies in Medical Devices field Globally

Manufacturing of complex precision components and assemblies requiring stringent quality and tight tolerances



We have the expertise in assisting clients with Compliance & Regulatory filings



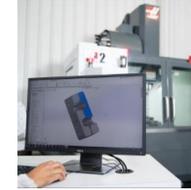
Our vision is to design, develop and manufacture high quality & cost effective healthcare devices in order to increase our customers' competitiveness



Ventured into devices segment in early 2000 and today are one of the few suppliers globally. Manufacture products like DPI's, Pen Injectors, and Primary Packaging



## Our Value Proposition



Comprehensive Design Review



Collaborative Tool Design & Manufacturing



Innovative Assembly Solutions



Efficient Supply Chain



**Shaily Tristan  
Autoinjector**

2 step Autoinjector with customization options



**ShailyPen Harmony**

0-80 IU Insulin Reusable / Disposable, Single dose and Multidose Alternate Therapies ( Semaglutide, Liraglutide )



**ShailyPen Protean**

0-60 IU Insulin Reusable / Disposable, Settable for alternate therapies – 3 dose, 2 dose and single dose GLP-1- Liraglutide, Abaloparatide )



**ShailyPen Axiom**

for hGh, FSH, PTH and GLP-1 Therapies



**ShailyPen Maxim**

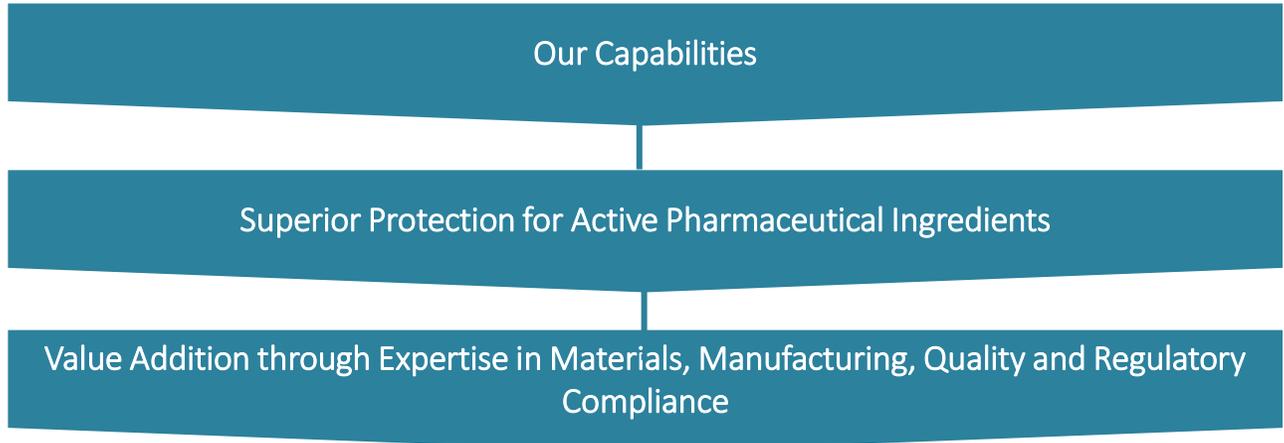
0-80 IU Insulin Reusable / Disposable, Single dose and Multidose Alternate Therapies

*Shaily offers a comprehensive range of technologies, solutions and services for patient-centric and cost-effective self-medication injection systems*

## First Non-European INSULIN PENS



- Equipped world's first Insulin Pen that is made up of 100% plastic components
- Pens were designed to meet UL & FDA approvals
- Pens are ISO 11608 1,2&3 certified
- Shaily is one of the very few manufacturers of Insulin pens in the World today
- Shaily in association with IDC designed & engineered an insulin pen for Wockhardt
- Post Wockhardt success, Shaily started manufacturing Insulin pens for Sanofi
- These are marketed by Sanofi as "AllStar pens"



**Solid Dosage Forms**

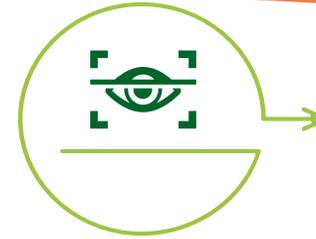


**Liquid Dosage Forms**



**Specialty Packaging**

## Our Competitive Edge



High end vision system for bottles and closures



Safer Design with Shaily CRCs



Type III Drug Master Files



US Pharmacopeia Standards

# Our Healthcare Clients





**Industry Growth**

Increasing demand for pharmaceutical devices & packaging products due to **rising geriatric population, growing chronic diseases, increasing number of diabetic patients, etc.**



**Growth Drivers**

**Expansion of the generic market, technological advancement & strict government regulations for conventional packaging** are major factors that drive market growth



**Building Strong Relationship**

Our **key partners for device development in the UK & Taiwan** continue to build upon their capabilities to ensure that they can aid Shaily in the successful & sustainable development of next generation platforms.



**Developing our R&D**

Our **ability to develop IP & our own pen injector platforms** are finally paying off  
We have a total of 5 pen injector platforms for various molecules today and are working towards developing an auto injector



**End-Market**

Capabilities include supplies to **ophthalmic brands, skin care brands & CRC and specialized packaging** applications



**Automotive & Engineering**

At Shaily our efforts in the automotive segment is geared towards light weighting the vehicle



**Automotive**

Applications in the turbo chargers of high-end luxury cars



**Engineering Plastics**

Manufacturing high value-added products from ultra-high-performance engineering plastics



**Unique Molding Process**

Proprietary molding process to manufacture components from Torlon and PEEK



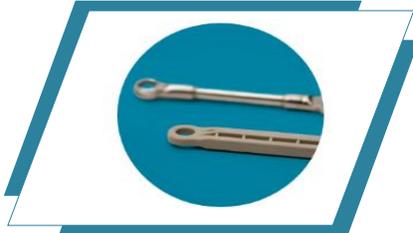
**Tooling**

Years of expertise in designing and developing moulds, with a focus on mould flow analysis and design for manufacture



**Assembly Solutions**

Complete molding and assembly solutions with manual, semi-automated and fully automated processes to reduce cost and promote quality



**Metal to Plastic Conversion**

Outstanding solutions to replace metal with high strength plastic, resulting in greater productivity and cost savings

# Our Automotive & Engineering Plastics Clients





## **Steel Furniture**

Carbon Steel Furniture



## Newly Added Business Segment

- ❑ Received confirmation for manufacture & supply of Carbon Steel products from Swedish Home Furnishings Major in Q1FY19
- ❑ Signifies immense faith placed by the customer in our capabilities and execution skills



## Facility Commissioned at Halol, Gujarat

- ❑ Investment of Rs. 55 Crs.
- ❑ Phase 1 plant is built in 70,000 sq ft area (total land of the facility is 8L sq ft)
- ❑ 600 tons of RM steel processed / annum
- ❑ Started commercial production in Q3FY21



## Order Details

- ❑ Order for 6 new products which has scope to grow in future
- ❑ Estimated sales value of the order is over Rs. 100 Crs.

## New Carbon Steel Facility at Halol



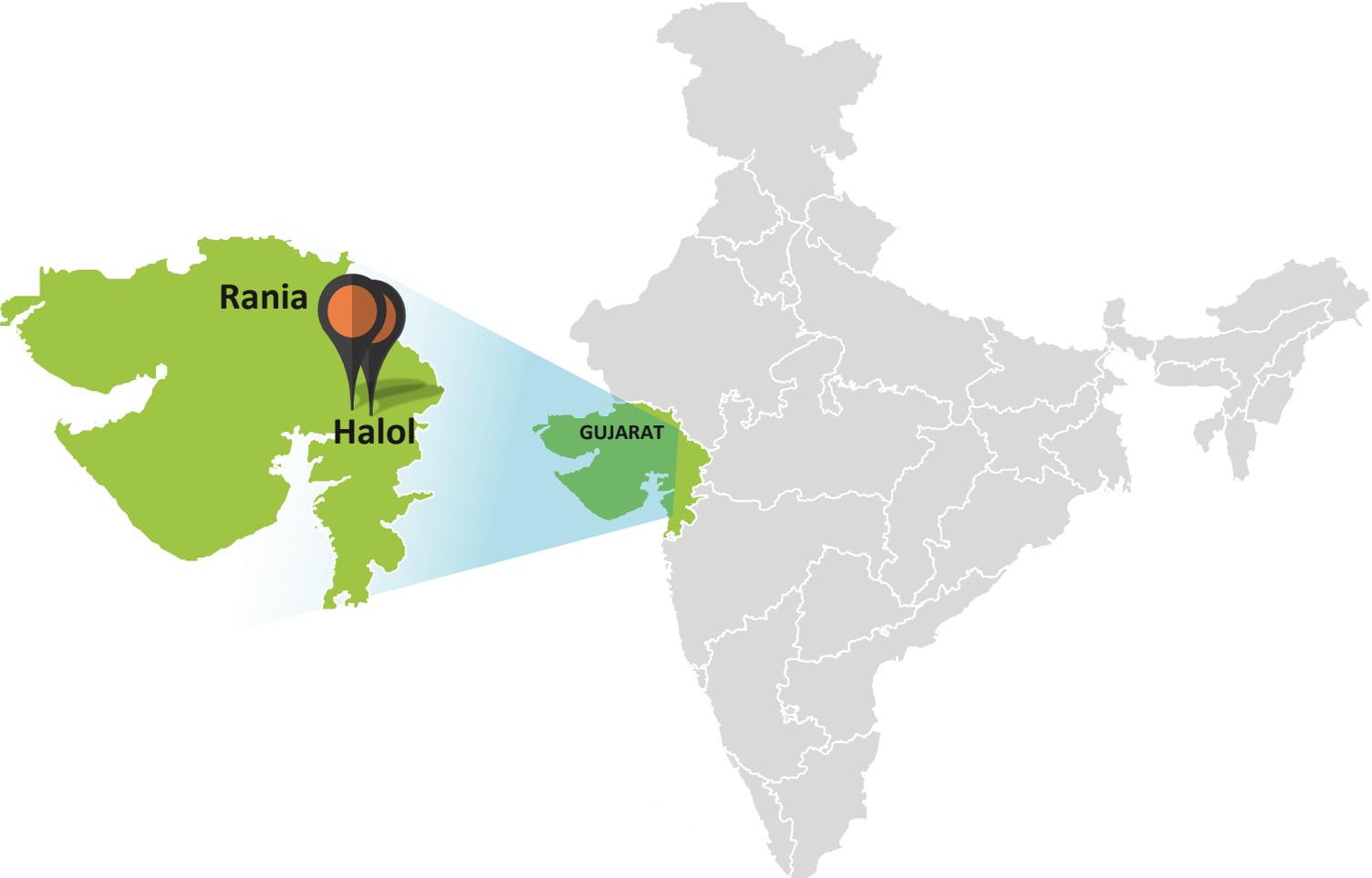
## Glimpse of our Carbon Steel Products





**Our Manufacturing Capabilities, Key  
Differentiators & Growth Drivers**

**7 Facilities with over 180 molding machines ranging from 35 tons to 1,000 tons**



### Rania

- ❖ Export Oriented Unit
- ❖ Pharma (Dedicated ISO Class 8 clean room manufacturing facility)
- ❖ Others

### Halol (Existing)

- ❖ Automotive & Engineering

### Halol (New)

- ❖ Carbon Steel
- ❖ New Plastic Facility under construction

# We are focused on Sustainable Development



We believe in Business operations that have a positive impact on the Planet and People



**SOCIALLY AND ENVIRONMENT RESPONSIBILITY IS OUR DNA**



We have also been successful in being able to convert products manufactured from virgin materials to both recycled plastics as well as bioplastics



Our Goal is to constantly improve our Processes in a way that results in reduction in power, water and other natural essential resources



Lean Sigma forms a significant part of our strategy resulting in improvement across Business landscape



In 2017, we were able to use more than 50% of our energy requirement from Renewable sources



**Executive Chairman**

**Mr. Mahendra Sanghvi**

**Whole Time Director**

**Ms. Tilottama Sanghvi**

**Managing Director**

**Mr. Amit Sanghvi**

**Executive Director**

**Mr. Laxman Sanghvi**

**Independent Director**

**Mr. Milin Mehta**

**Independent Director**

**Dr. Shailesh Ayyangar**

**Independent Director**

**Mr. Ranjit Singh**

**Independent Director**

**Mr. Samaresh Parida**

**Independent Director**

**Mrs. Sangeeta Singh**

## Independent Director

### Mr. Samaresh Parida

- ✓ Mr. Samaresh Parida is a professional with over three and a half decades of experience in leadership roles in strategy, operations, finance, M&A, business turnaround in diverse sectors and diverse geographies – India, USA, Latin America, Russia
- ✓ He currently runs a management consulting firm with clients in multiple sectors and in multiple countries
- ✓ He is an Independent Director on the Board of IDBI Bank
- ✓ He has been a senior advisor to NABARD on a national level initiative in micro finance sector with a footprint of over 100 million members
- ✓ He was Executive Director in Vodafone looking after strategy and led all growth initiatives
- ✓ He was also CFO and Finance Director for PepsiCo Inc, New York and led their global strategic initiatives across all geographies
- ✓ He holds a PGDM from IIM -Ahmedabad, with additional qualifications as a Chartered Accountant and a Cost Accountant

## Independent Director

### Mrs. Sangeeta Singh

- ✓ Mrs. Sangeeta Singh has work experience of over 35 years primarily in Human Resources but also encompassing employer branding, corporate communications and operations
- ✓ She holds a Master's Degree in Behavioral Psychology from Mumbai University and a certification in Strategic Human Resource Management from Harvard Business School, Boston
- ✓ She has also been associated with institutions working towards building women leadership and a champion of encouraging women to leadership positions in corporate India. She was also the India head of the KPMG Network of Women India chapter
- ✓ She currently holds Board positions with corporate and social organizations and currently serving as an Independent Director with: Accelya Kale Solutions Ltd; Alkem Laboratories Limited; S H Kelkar Limited; Laxmi Organic Industries Ltd; Keva Fragrances Pvt Limited; Crystal Crop Protection Ltd; and a Director on the Advisory Board for two not-for-profit organizations.

**UPGRADED Bank Facilities  
to CARE A- and CARE A2+  
with Stable Outlook**



Long and established track record in the plastic injection molding business along with experienced Promoters



Growth in Total operating income on the back of increased volumes & higher exports



Sustainable healthy operating margin along with strengthening leverage and debt coverage indicators



New business confirmations from existing clients along with addition of marquee clients across diversified industries



Sustainable healthy operating margin along with strengthening leverage and debt coverage indicators



## Revenue Growth

### **Risk**

We are a B2B player and are dependent on the success of our customers products in end products as well as Global Economic Environment

### **Mitigation Strategy:**

We have diversified our product portfolio across multiple customers, multiple SKUs and multiple business segments



## Labour and Manpower availability

### **Risks**

We have faced challenges in terms of Labour and Manpower affecting production schedules

### **Mitigation Strategy**

We have increased the mix of permanent labour and manpower in all our facilities. Further we have hired technical Manpower from ITI



## Raw Material price volatility

### **Risks**

Volatility in prices of Raw materials can create volatility in Margins

### **Mitigation Strategy**

We have a raw material price pass through with all our customers. The price pass through mechanism is varied across customers

## Revenue Uptick

Sustained uptick in Revenue based on New business confirmations, addition of new clients and increased contribution from New business segment

## Increased Healthcare Revenue

Expect 2-3x revenue growth from Healthcare segment on back of faster penetration within existing and new clients as well as large pipeline of products

## Sustainable EBITDA Margin

EBITDA margin should be sustainable on annual basis on back of higher utilizations in existing facilities and increasing contribution from Healthcare segment

## Uptick in Profitability

Limited investment in capex, faster capacity utilization in Carbon Steel business and Healthcare business to lead to an uptick in Return ratios and profitability

## Vast Experience and Capabilities

Varied manufacturing experience across multiple segments, long standing Global relationships, complex engineering capabilities and consistent delivery, we are a highly competent Manufacturer

## Benefit under Make in INDIA

Global majors to increasingly outsource manufacturing to India and create alternate manufacturing hubs





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## Company :

## Investor Relations Advisors :

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**Shaily Engineering Plastics Ltd.**  
CIN – L51900GJ1980PLC065554

**Strategic Growth Advisors Pvt. Ltd.**  
CIN - U74140MH2010PTC204285

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