

A photograph of a modern industrial factory floor. In the foreground, there are several large, white and grey industrial machines. One machine has a red vertical stripe and the number '200' on it. Another machine to the right has 'ELEKTRON 110' written on its side. In the background, a worker in a white uniform is visible, and there are stacks of green plastic crates. The ceiling is high with many square recessed lights. A yellow overhead crane is visible in the distance.

Shaily Engineering Plastics Limited

Result Update Presentation

Q3 & 9MFY18

February 2018

Safe Harbor

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Q3 & 9MFY18 - Financial Performance



Q3FY18 Updates

Pharma Devices Order

Received confirmation for for development & supply of Anal applicator for global markets from a large domestic Pharma company

Order for 6 different types of Pens

Received confirmation to develop & supply 6 different types of Pens for different Therapies/Customers. Expected to launch during FY2019-20

Commercialised large portion of the Rs. 60 Cr. order in Q3 FY18

Home Furnishing Order

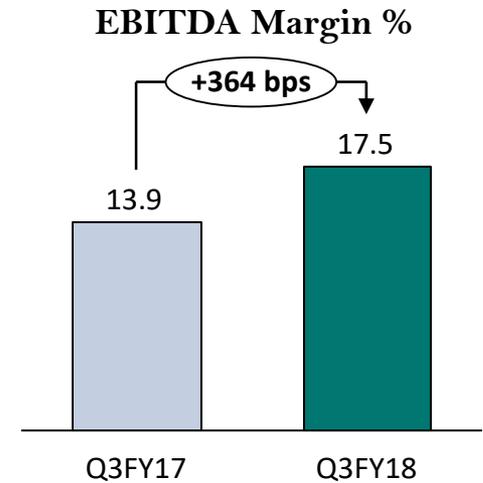
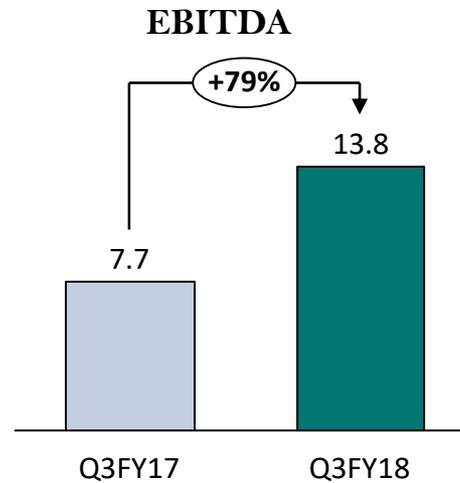
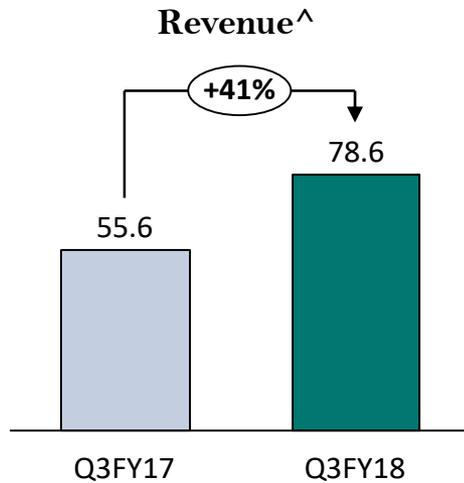
“GOLD Winner” at Platicon Awards 2018



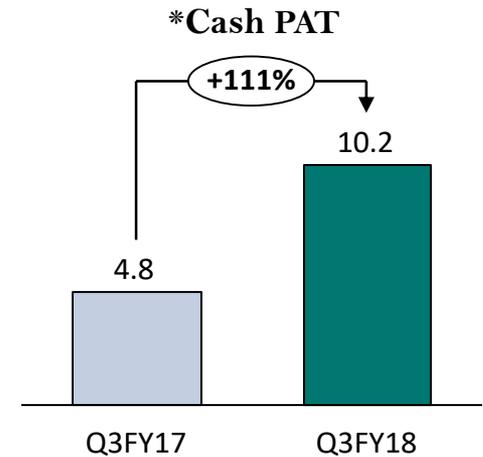
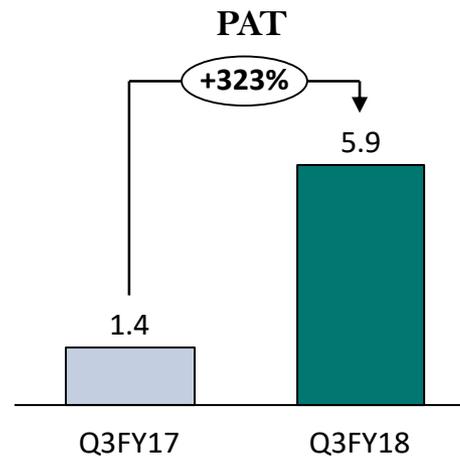
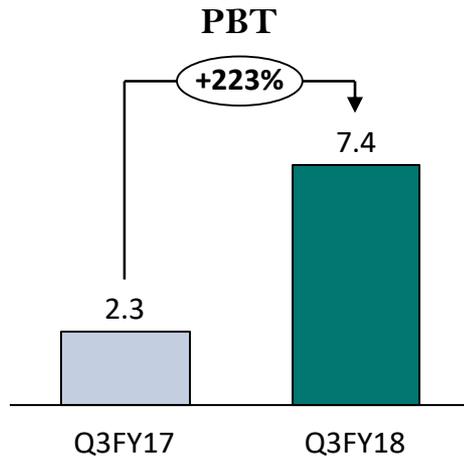
- ❖ **Shaily Engineering Plastics Ltd.** awarded “**GOLD Winner**” for outstanding **export of finished plastic goods** by **PlastIndia Foundation** on 7th Feb 2018 at **Platicon Awards 2018**
- ❖ **Plastindia Foundation** is the apex body of associations, organizations, and institutions connected with plastics, with common objectives to promote the development of the plastics industry and to assist the growth of plastics and related materials

Key Highlights – Q3FY18

(Rs. Cr.)



(Rs. Cr.)

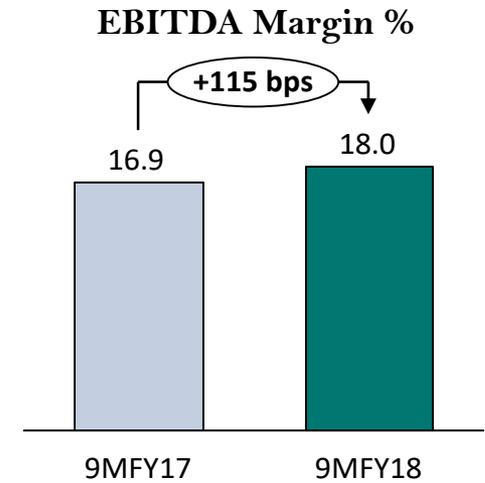
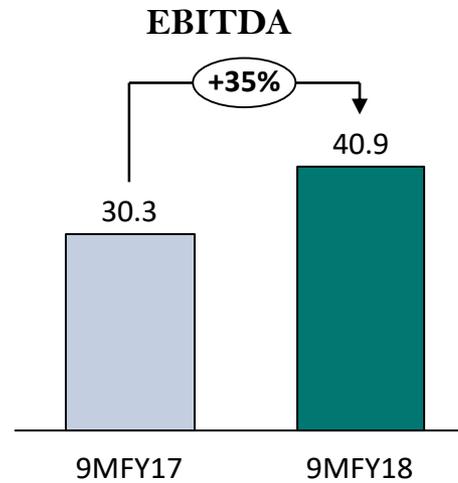
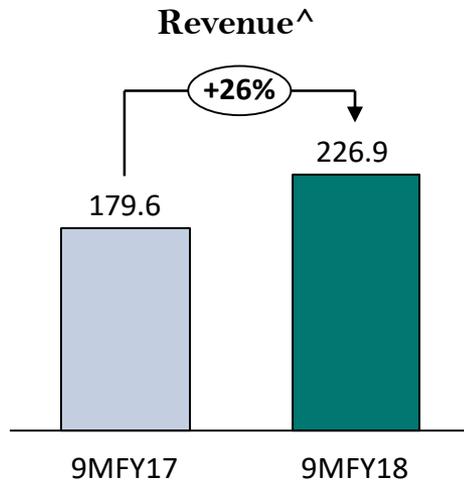


*Cash PAT includes PAT & Depreciation

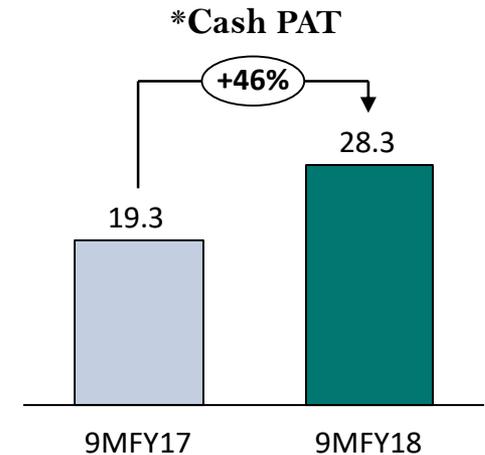
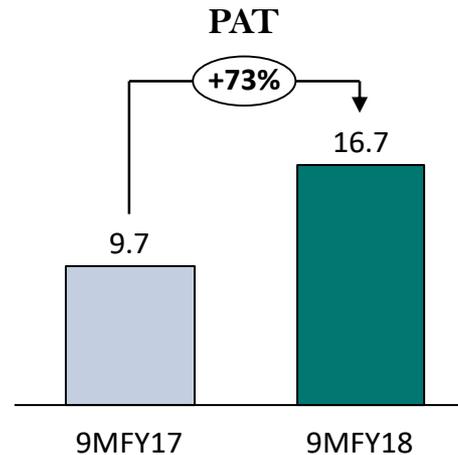
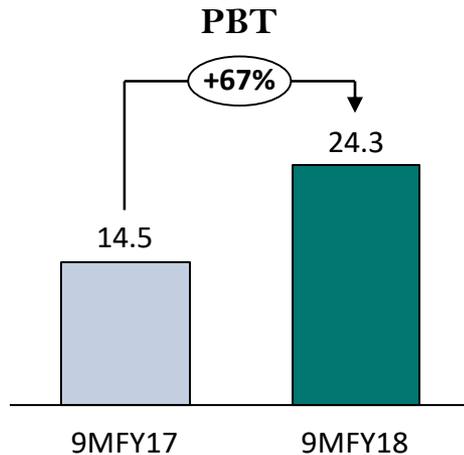
[^]Excise Duty expenses have been excluded for comparison purposes

Key Highlights – 9MFY18

(Rs. Cr.)



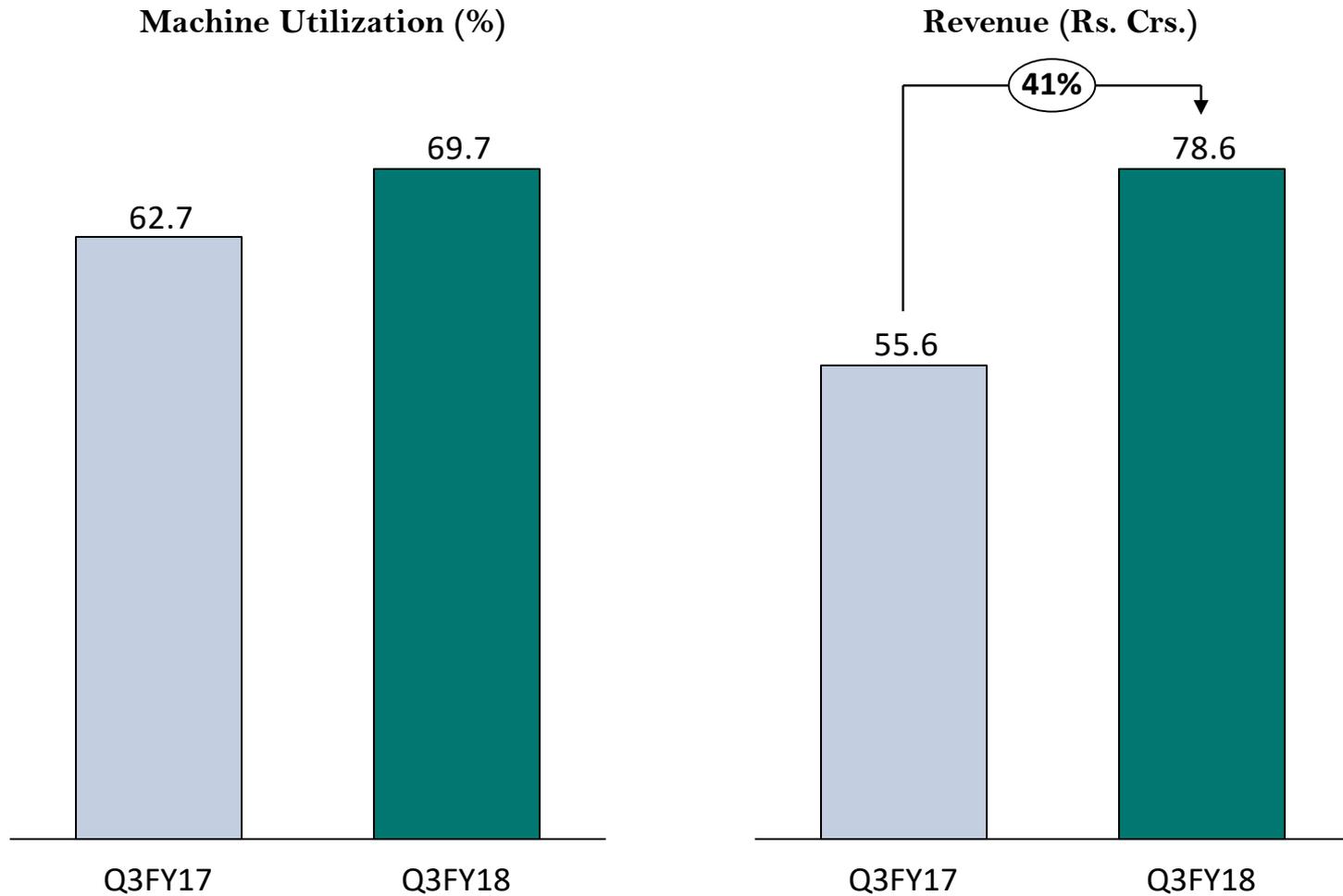
(Rs. Cr.)



*Cash PAT includes PAT & Depreciation

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

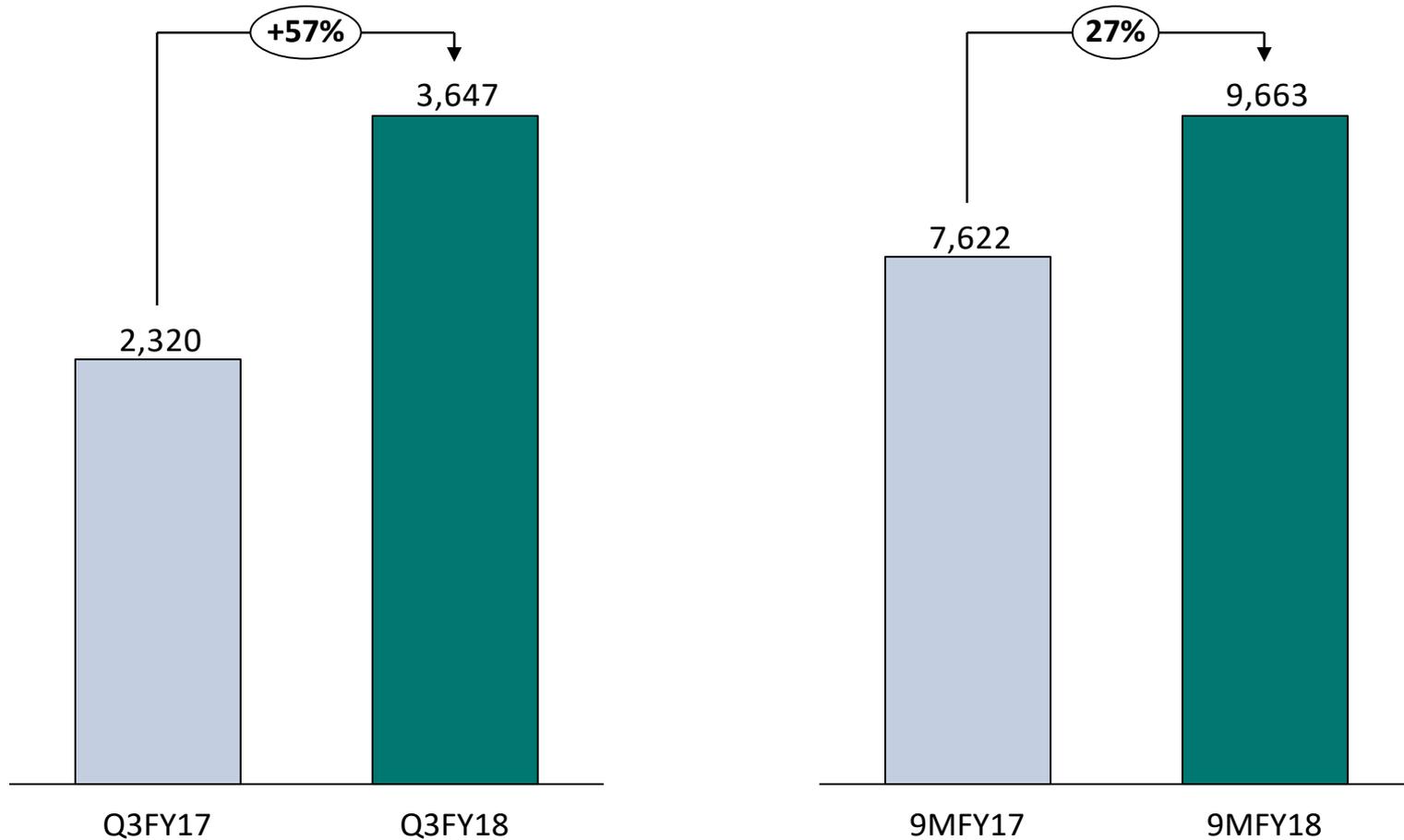
Machine Utilization – Across Plants



...Focusing on higher value add products

Volume of Polymers Processed

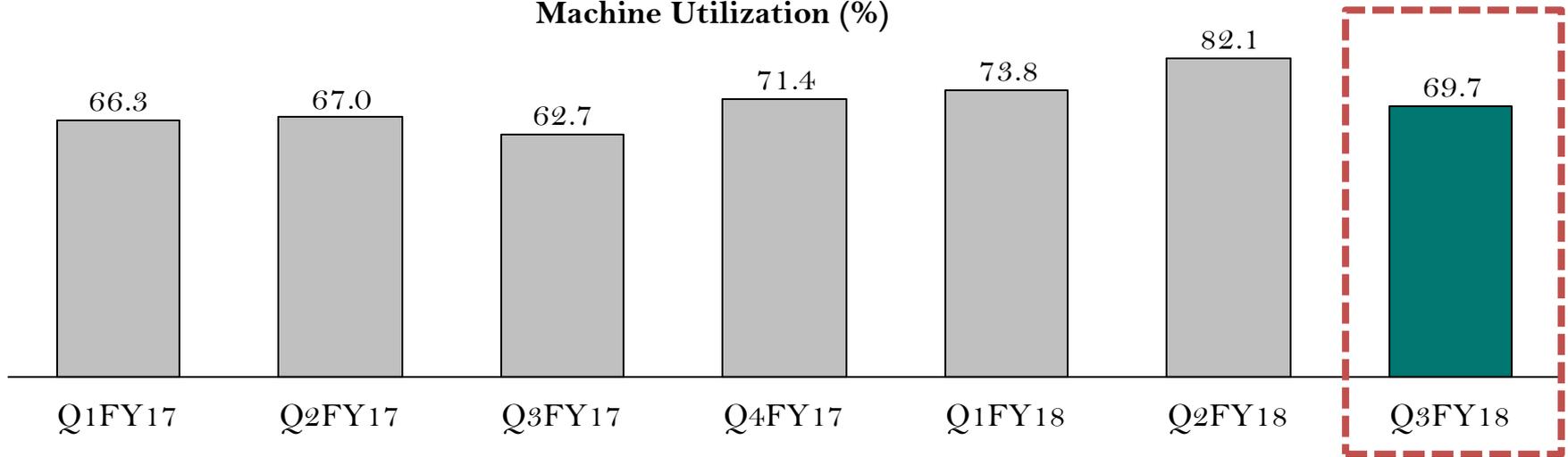
Volume in Tonnes (MT)



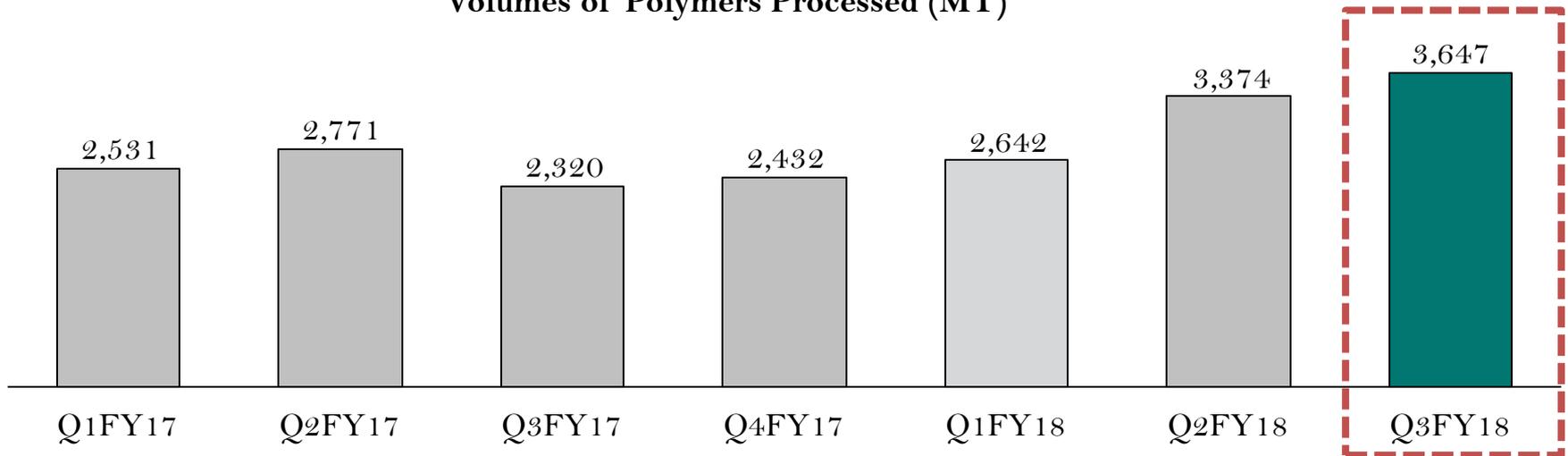
...Increase in basket of product offering and quantity

Operational Metrics

Machine Utilization (%)



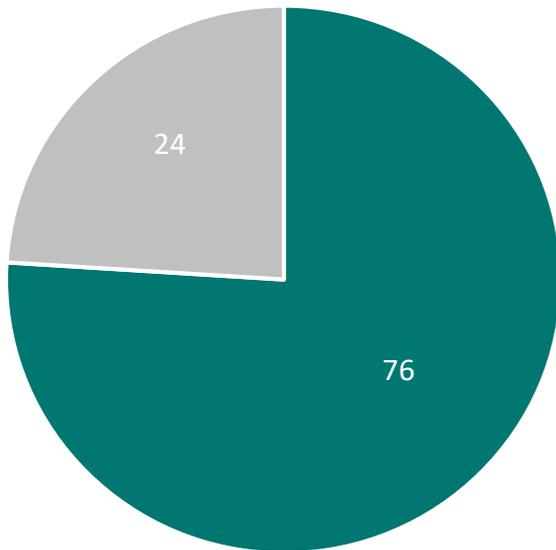
Volumes of Polymers Processed (MT)



Revenue Analysis - Domestic Vs. Exports

9MFY17 - Revenue

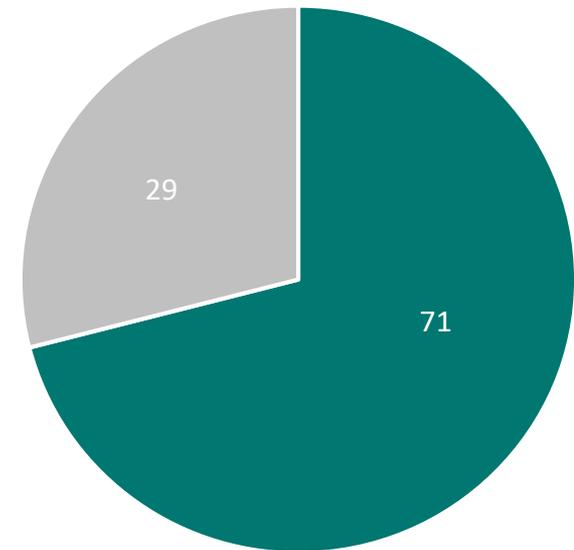
Sales



■ Foreign ■ Domestic

9MFY18 - Revenue

Sales



■ Foreign ■ Domestic



Quarterly Income Statement as per IndAS

Particulars in Rs. Crs	Q3FY18	Q3FY17	YoY %	9MFY18	9MFY17	YoY %
Revenue	78.6	55.6	41%	226.9	179.6	26%
Raw Material	48.9	34.8		141.2	110.4	
Employee Expenses	8.3	6.8		23.2	20.3	
Other Expenses	8.3	6.6		23.3	21.0	
Other Income	0.6	0.3		1.7	2.3	
EBITDA	13.8	7.7	79%	40.9	30.3	35%
<i>EBITDA Margin</i>	<i>17.5%</i>	<i>13.9%</i>		<i>18.0%</i>	<i>16.9%</i>	
Depreciation	4.3	3.4		11.5	9.6	
Finance Cost	2.1	2		5.0	6.1	
PBT	7.4	2.3	223%	24.3	14.5	67%
<i>PBT Margin</i>	<i>9.4%</i>	<i>4.1%</i>		<i>10.7%</i>	<i>8.1%</i>	
Tax	1.5	0.9		7.6	4.9	
PAT	5.9	1.4	323%	16.7	9.7	73%
<i>PAT Margin</i>	<i>7.5%</i>	<i>2.5%</i>		<i>7.4%</i>	<i>5.4%</i>	
Cash PAT*	10.2	4.8	111%	28.3	19.3	46%
<i>Cash PAT Margin</i>	<i>12.9%</i>	<i>8.7%</i>		<i>12.5%</i>	<i>10.8%</i>	

*Cash PAT includes PAT & Depreciation

Balance Sheet as per IndAS

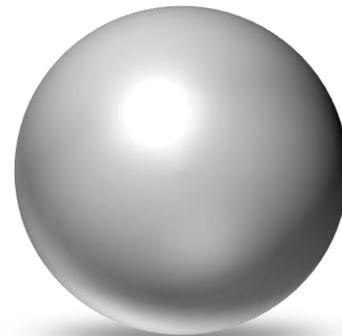
Particulars in Rs. Crs	Sept 17
Assets	
Non current Assets	124.4
Fixed Assets	
Property Plant & Equipment	92.0
Capital WIP	12.9
Intangible Assets	0.8
Intangible Assets under Development	0.9
Financial Assets	
Investments	0.2
Others	0.2
Other Non current Assets	17.5
Current Assets	125.5
Inventories	35.7
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

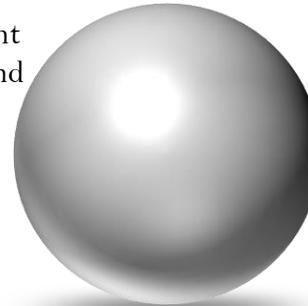
Reconciliation as per I-GAAP

Particulars in Rs. Crs	9MFY17
Net Profit for the period as per Indian GAAP	8.6
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	9.6
Items that will not be reclassified to profit or loss (Net of Tax)	-0.1
Total Comprehensive Income (Actuarial Gain on Defined Benefit Obligation)	9.5

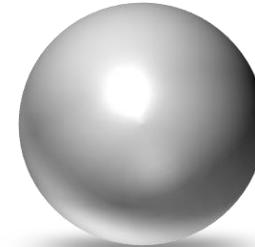
FY18 Road ahead



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



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



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



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**

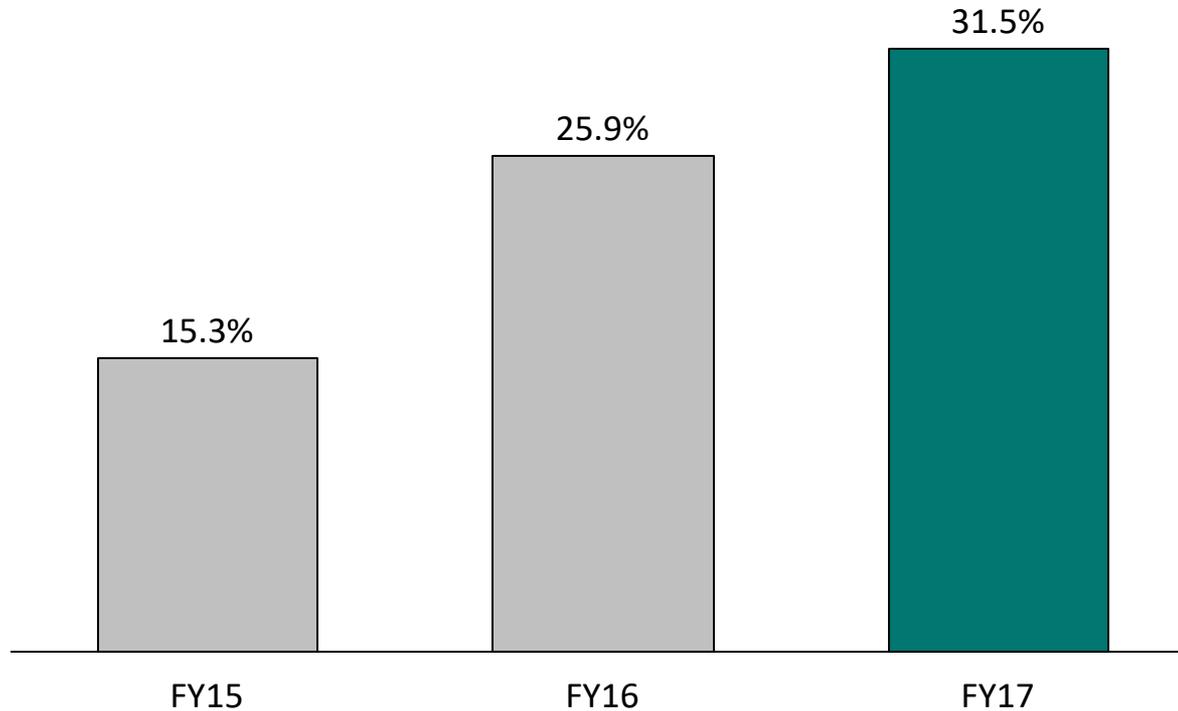
Total Revenue includes Excise duty

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



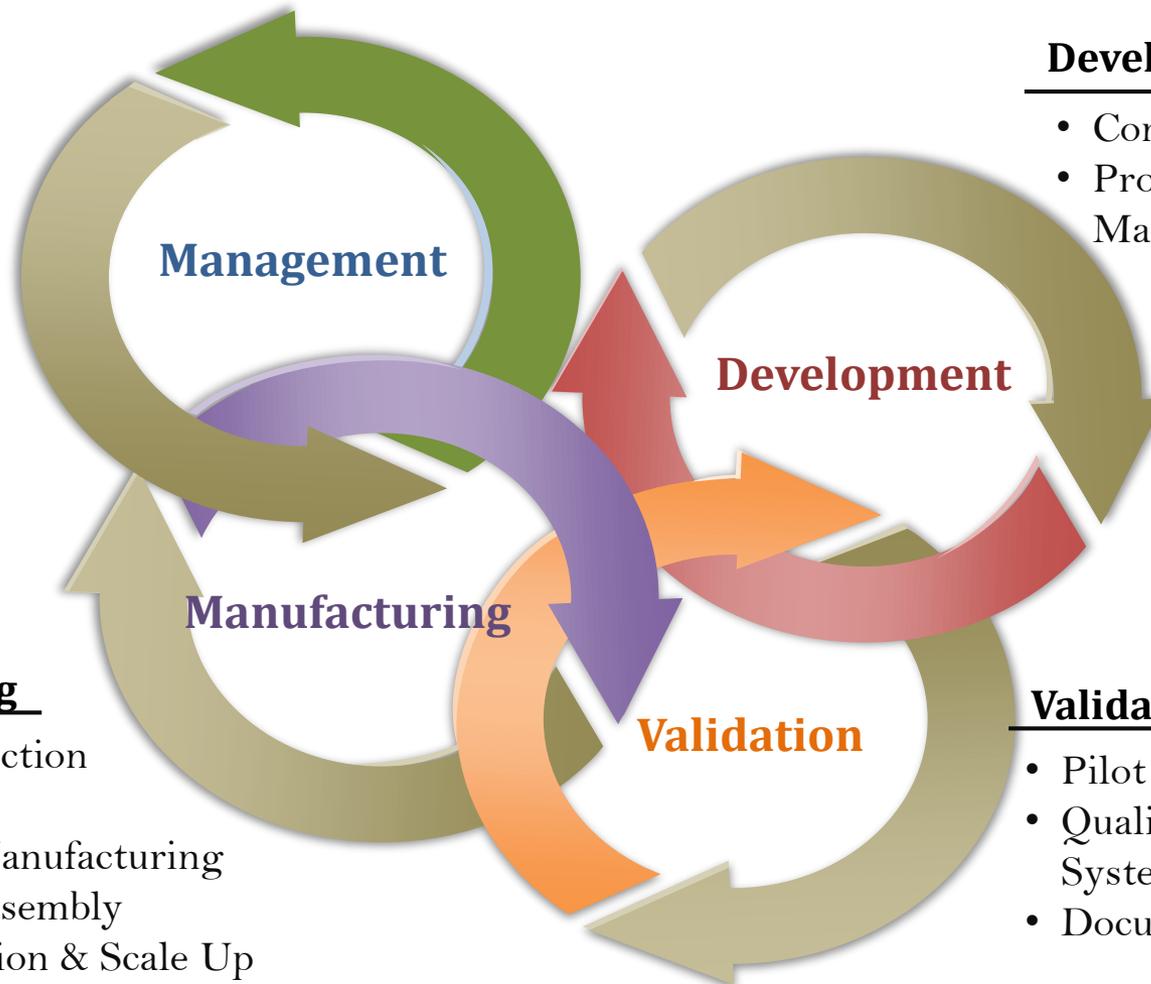
Offering Total Solutions in Plastics

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



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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