

Shaily Engineering Plastics Ltd

Q1FY19 Investor Presentation

Monday, 13th August 2018





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**5
Facilities in
Gujarat**

**REVENUE
5 Years CAGR
21% ↑**

**100+ Injection
Moulding
Machines**

**EBITDA
5 Years CAGR
22% ↑**

**1,100+
Employees**

**PAT
5 Years
CAGR
38% ↑**



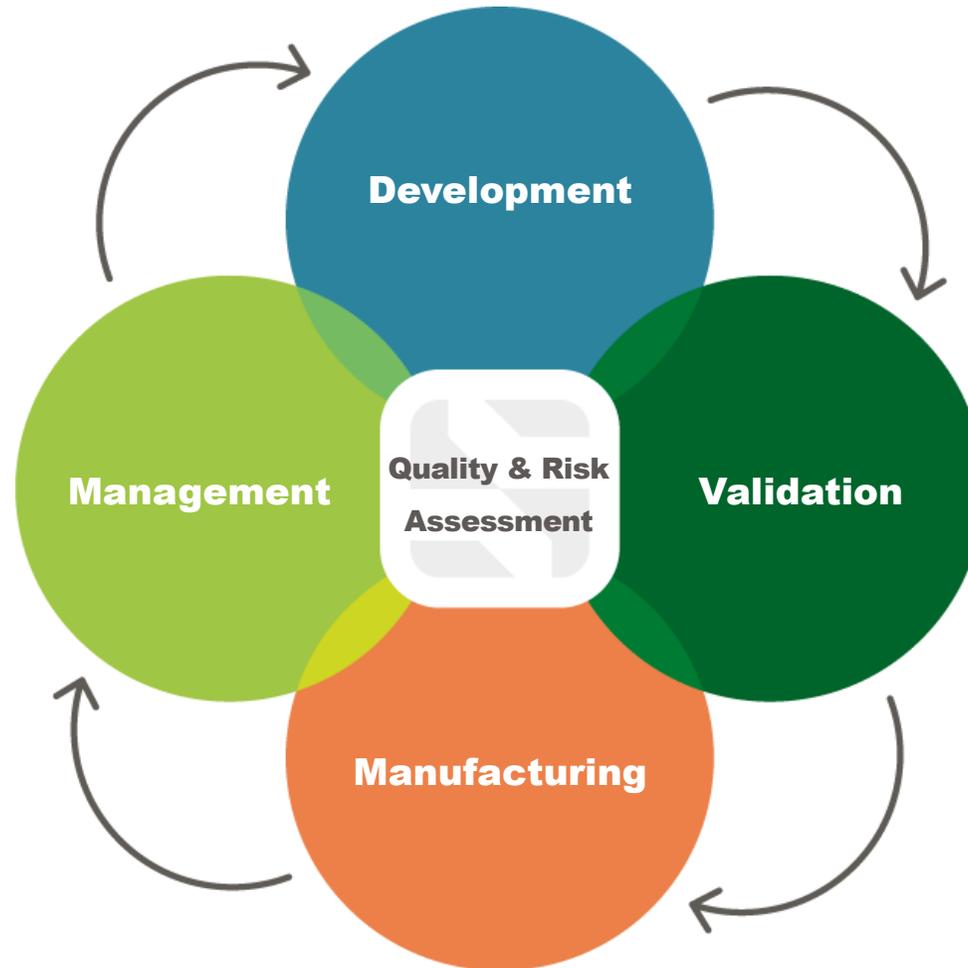
USD 100mn Revenue by 2020

Management

- Key account
- Supply chain
- Continuous improvement

Manufacturing

- Precision injection molding
- Cleanroom manufacturing
- Innovative assembly
- Industrialization and scale up



Development

- Conceptualization
- Program management

Validation

- Pilot testing
- Quality management system
- Documentation



**Our
Performance**



Leveraging Existing Customer Relationship



Order from?

Business confirmation from **Home Furnishings Major**



Product?

Manufacture & Supply of products under a **Carbon Steel Project**



Order Value?

The Estimated Sales value of the order is **Rs. 100 Crs**



No. of Products?

Start with **6 new products** which will increase in **Future**



Company Initiative?

Set up a New plant **at Halol** for this project and order to **commercialize by September 2019**



Planned Investment – Rs. 40 Crs
Represents a large Business Potential going Forward



Acquisition of Land & Arranging of Long Term Debt Financing

Acquisition of Land

- Purchased land admeasuring **17 acres** at **Halol** for future expansion requirements
- Sales deed executed and the process of completing necessary formalities for transfer of land underway

Long Term Debt Financing

- Arranged for Rs. 100 Crores of Debt finance at attractive terms



Operating Performance in Q1FY19



Revenue

89 Crores 25% YoY



EBITDA

14 Crores 14% YoY



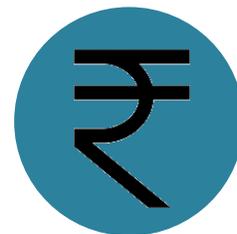
EBITDA Margin

16% 145 bps



PAT

6 Crores 29% YoY



Cash PAT

10 Crores 14% YoY



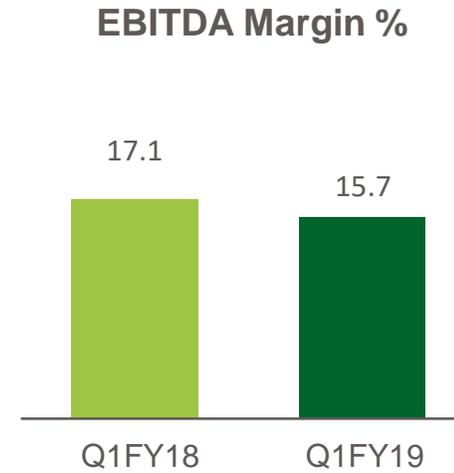
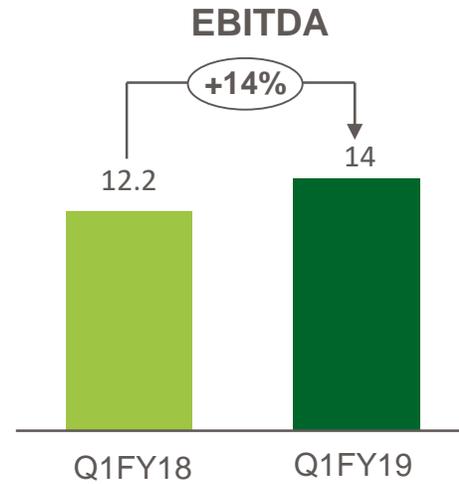
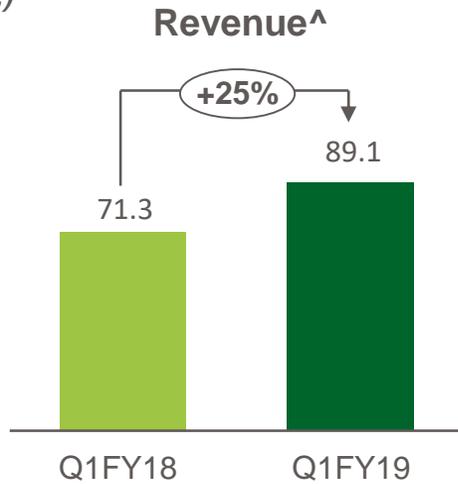
NET Debt: Equity

0.74x

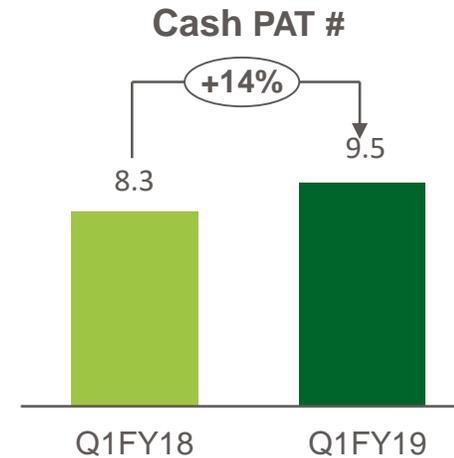
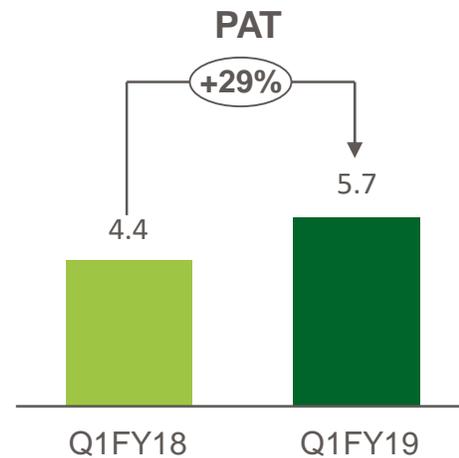
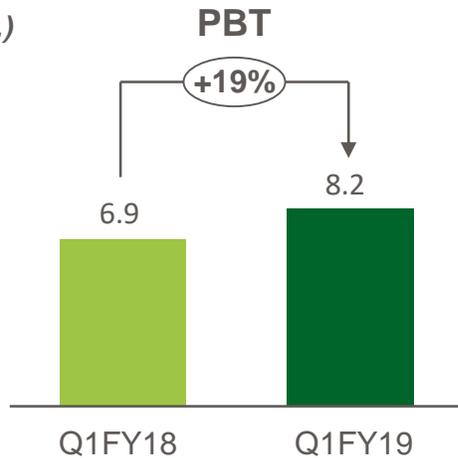
Key Highlights – Q1FY19



(Rs. Cr.)

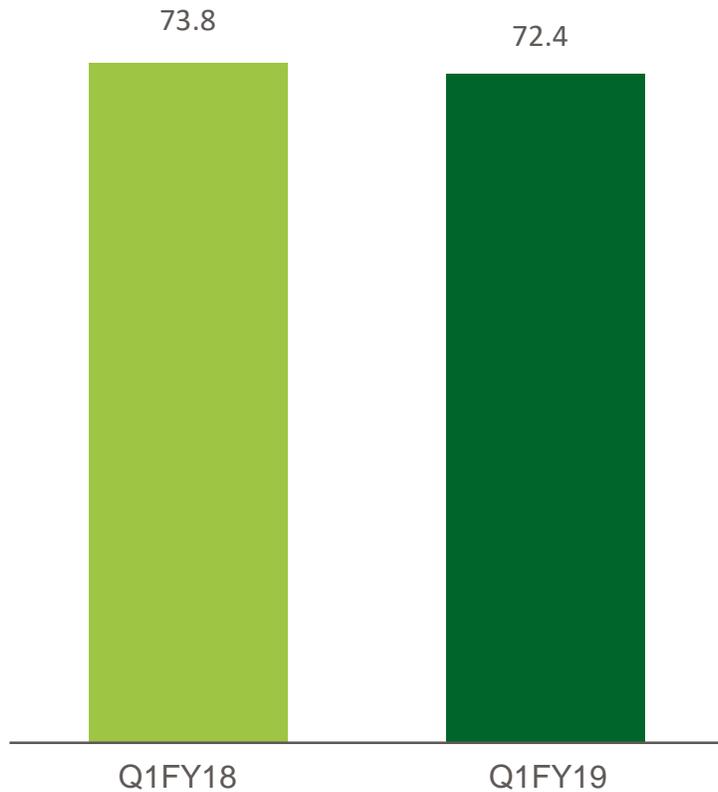


(Rs. Cr.)

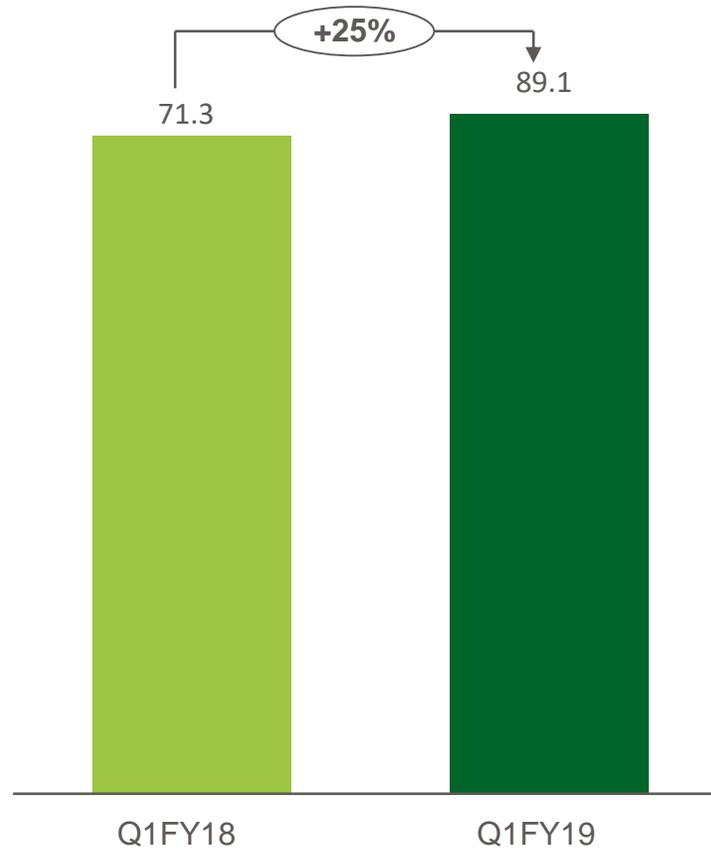


[^] Cash PAT includes PAT & Depreciation
[#] Excise Duty expenses have been excluded for comparison purposes

Machine Utilization (%)



Revenue (Rs. In Crs)

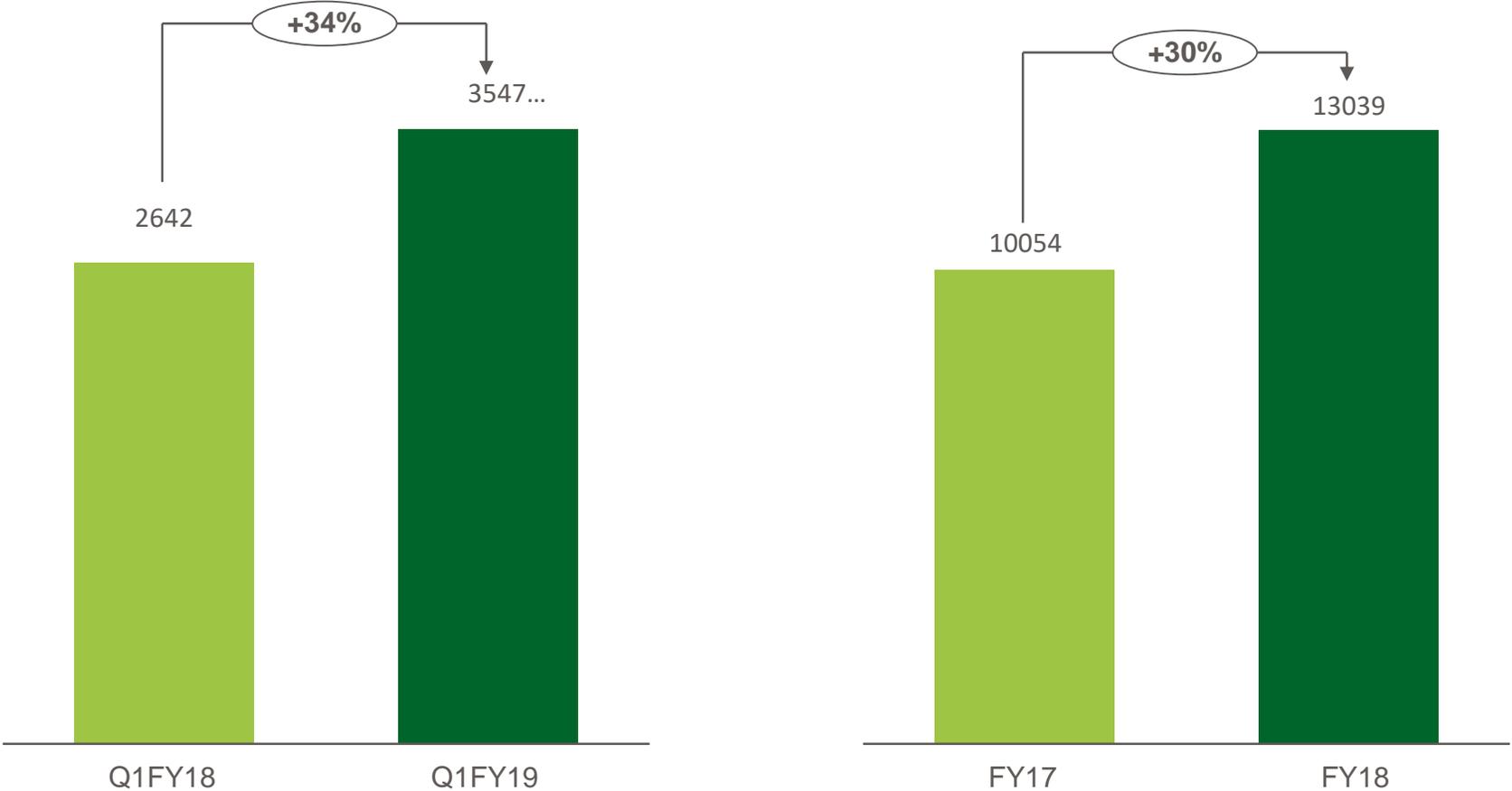


...Focusing on higher value add products

Volume of Polymers Processed

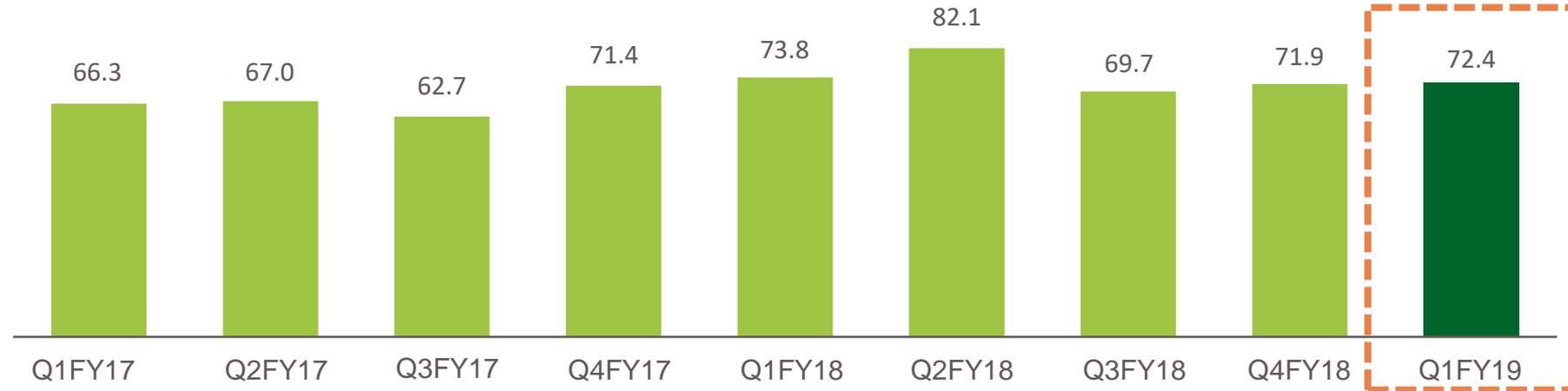


Volume in Tons

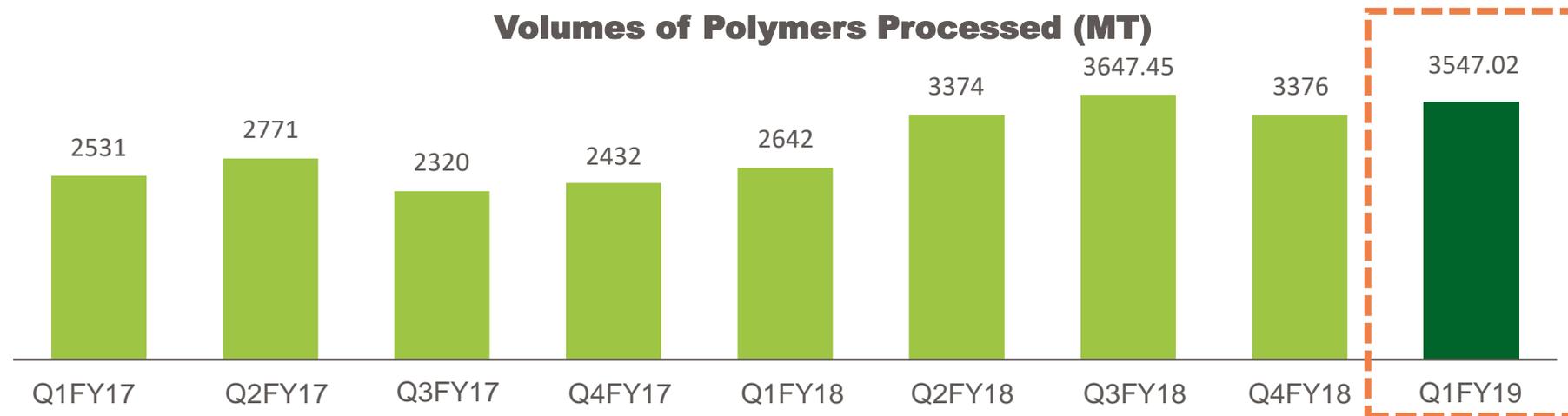


...Increase in basket of product offering and quantity

Machine Utilization (%)

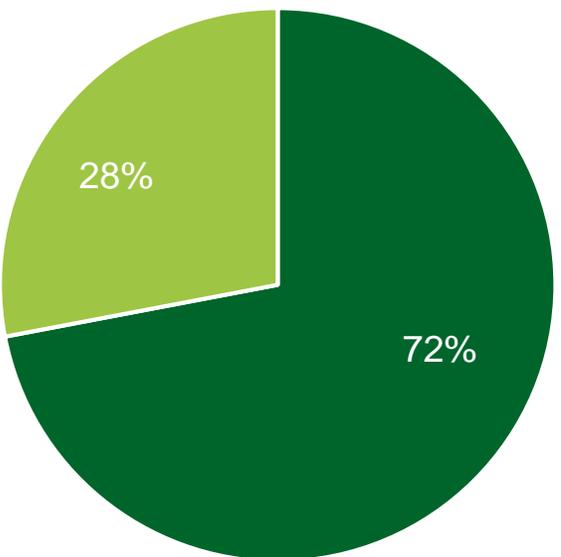


Volumes of Polymers Processed (MT)



Q1FY18

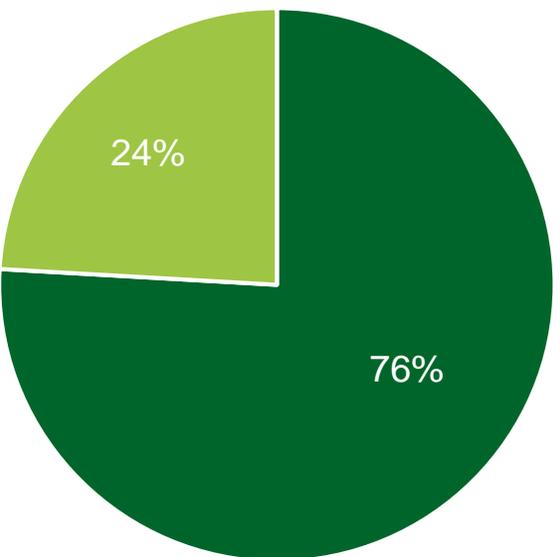
Sales



■ Foreign ■ Domestic

Q1FY19

Sales



■ Foreign ■ Domestic

Quarterly Income Statement as per IndAS



Particulars in Rs. Crs	Q1FY19	Q1FY18	YoY %	FY18
Revenue	89.1	71.3	25.0%	318.2
Raw Material	55.9	43.6		198.8
Employee Expenses	9.9	7.1		30.7
Other Expenses*	9.6	7.4		35.6
Other Income	0.4	0.5		2.3
EBITDA	14.0	12.2	14.6%	55.4
<i>EBITDA Margin</i>	<i>15.7%</i>	<i>17.1%</i>		<i>17.4%</i>
Depreciation	3.7	3.9		14.5
Finance Cost	2.1	1.5		6.7
PBT	8.2	6.9	19.1%	34.2
<i>PBT Margin</i>	<i>9.2%</i>	<i>9.6%</i>		<i>10.8%</i>
Tax	2.4	2.4		10.3
PAT	5.7	4.4	29.3%	23.9
<i>PAT Margin</i>	<i>6.4%</i>	<i>6.2%</i>		<i>7.5%</i>
Cash PAT*	9.5	8.3	14.0%	38.4
<i>Cash PAT Margin</i>	<i>10.6%</i>	<i>11.7%</i>		<i>12.1%</i>

Note: Financials are excluding Excise Duty

* Other Expenses include Power & Fuel costs

Balance Sheet as per IndAS



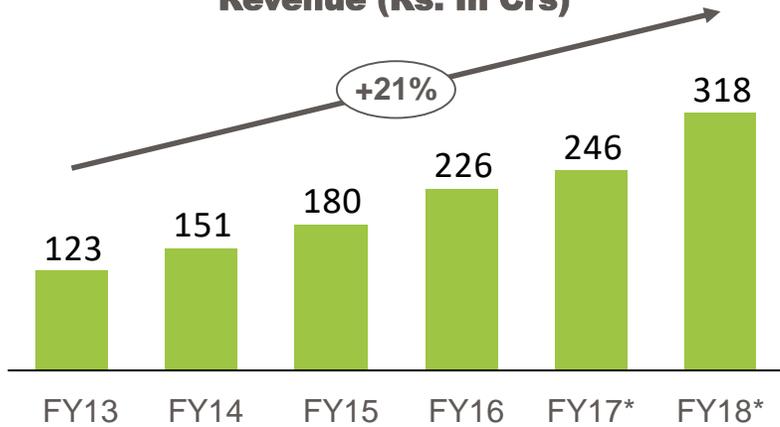
Particulars in Rs. Crs	Mar 18	Mar 17
Assets		
Non current Assets	125.9	104.3
Fixed Assets		
Property Plant & Equipment	106.4	93.8
Capital WIP	5.8	3.1
Intangible Assets	1.2	0.3
Intangible Assets under Development	-	0.6
Financial Assets		
Investments	0.2	0.2
Others	8.0	0.2
Other Non current Assets	4.4	6.2
Current Assets	158.9	96.0
Inventories	40.7	27.5
Financial Assets		
Trade Receivables	68.2	46.2
Cash & cash equivalents	0.4	0.6
Other Bank Balances	3.3	3.1
Loans	0.1	0.0
Other Financial Assets	9.7	0.0
Other Current Assets	36.6	18.5
Total Assets	284.8	200.3

Particulars in Rs. Crs	Mar 18	Mar 17
Equity & Liabilities		
Equity	124.3	105.4
Share Capital	8.3	8.3
Other Equity	115.9	97.1
Non Current Liabilities	27.0	18.8
Financial Liabilities – Borrowings	21.0	16.0
Provisions	0.9	0.9
Deferred Tax Liabilities (Net)	4.2	1.0
Other Non Current Liabilities	0.8	0.9
Current Liabilities	133.5	76.1
Financial Liabilities		
Borrowings	63.9	37.1
Trade Payables	40.5	20.0
Other Financial Liabilities	25.0	14.2
Other Current Liabilities	1.7	2.5
Provisions	0.5	0.4
Current Tax Liabilities (Net)	1.9	1.9
Total Equity & Liabilities	284.8	200.3

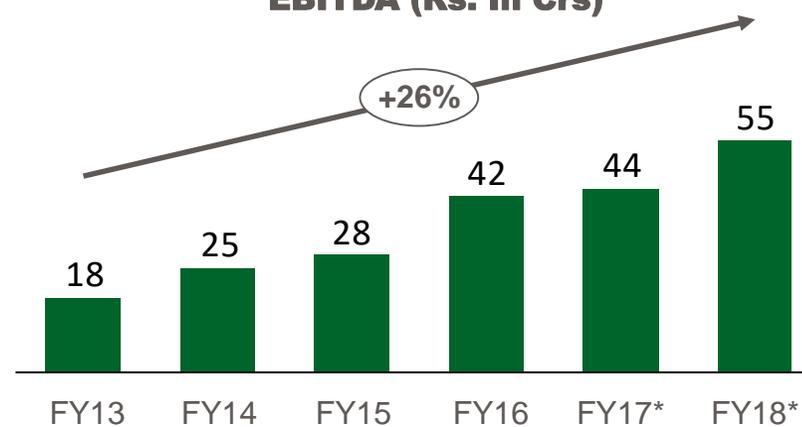
Delivering PROFITABLE GROWTH



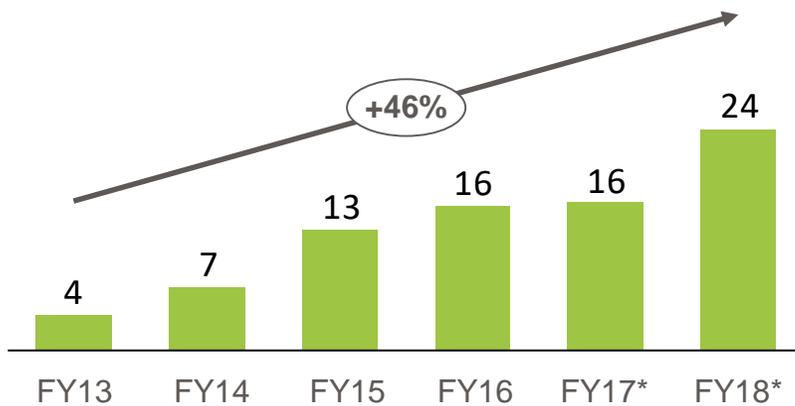
Revenue (Rs. In Crs)



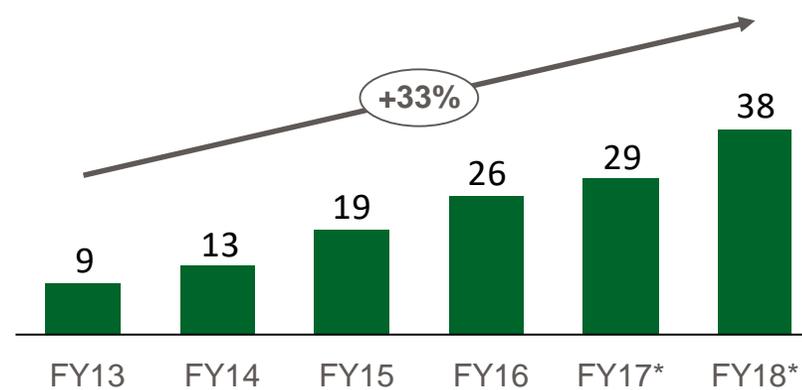
EBITDA (Rs. In Crs)



PAT (Rs. In Crs)



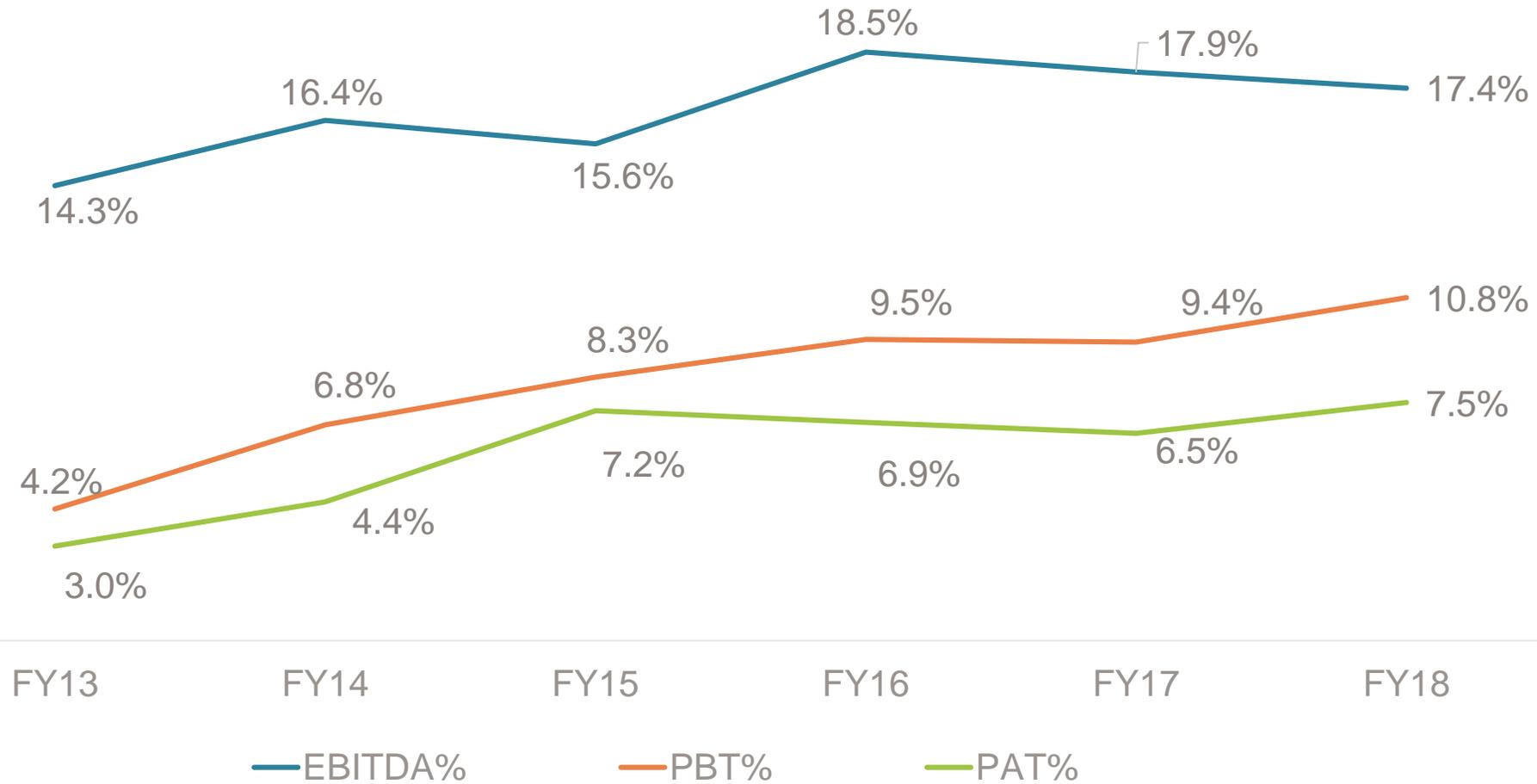
Cash PAT (Rs. In Crs)



* As per IndAS

Note: Financials are excluding Excise Duty

Improving MARGIN Profile



Note: Financials are excluding Excise Duty

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*

^ As per IndAS

Historical Balance Sheet as per I-GAAP

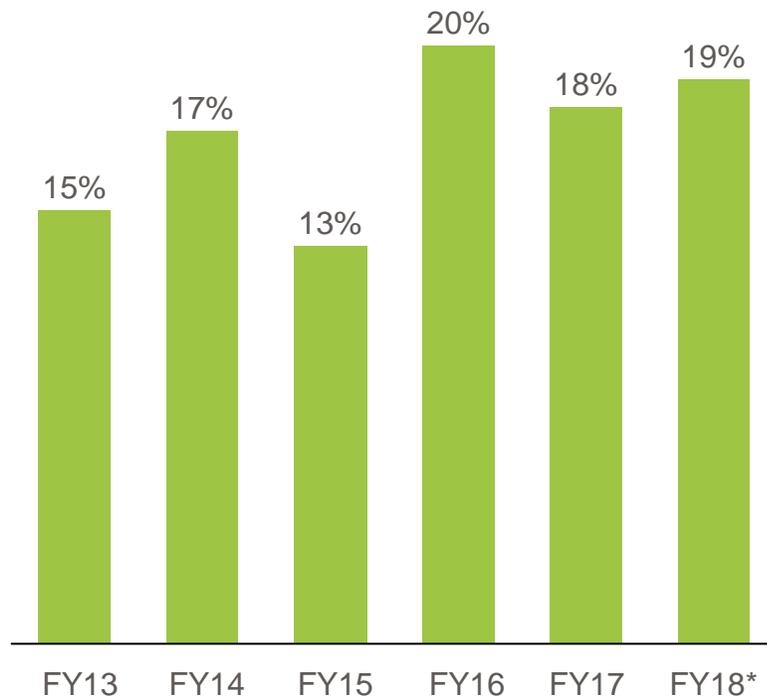


Rs. Crs.	FY17	FY16	FY15	FY14	FY13
Shareholder's Fund	105.6	89.8	78.3	42.6	36.0
Share capital	8.3	8.3	8.3	7.3	7.3
Reserves & Surplus	97.3	81.4	70.0	35.2	28.7
Non-current liabilities	24.6	39.1	40.6	43	19.8
Long term borrowings	16.4	30.9	32.7	38.2	15.1
Deferred Tax Liabilities (net)	6.3	6.3	5.0	3.2	3.1
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

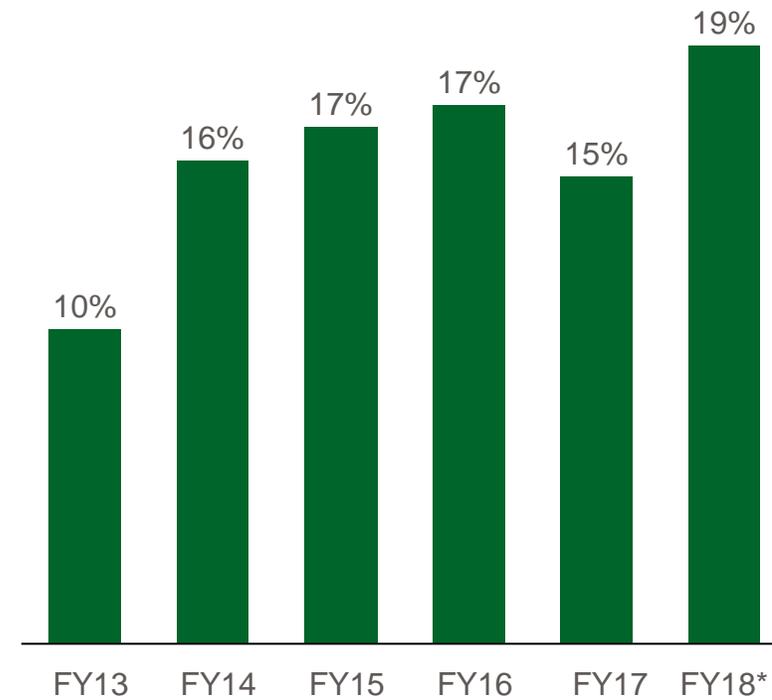
Rs. Crs.	FY17	FY16	FY15	FY14	FY13
Non-current assets	107.3	102.5	87.0	58.0	50
Fixed assets	97.7	97.7	77.6	49.8	45.2
Long-term loans and advances	9.4	4.6	9.1	8.2	4.8
Non-current investments	0.2	0.2	0.3	-	-
Current assets	98.5	88.6	105.5	85.6	57.2
Current Investments	-	-	25.4	-	-
Inventories	27.5	22.5	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

Note: Financials are excluding Excise Duty

ROCE (%)

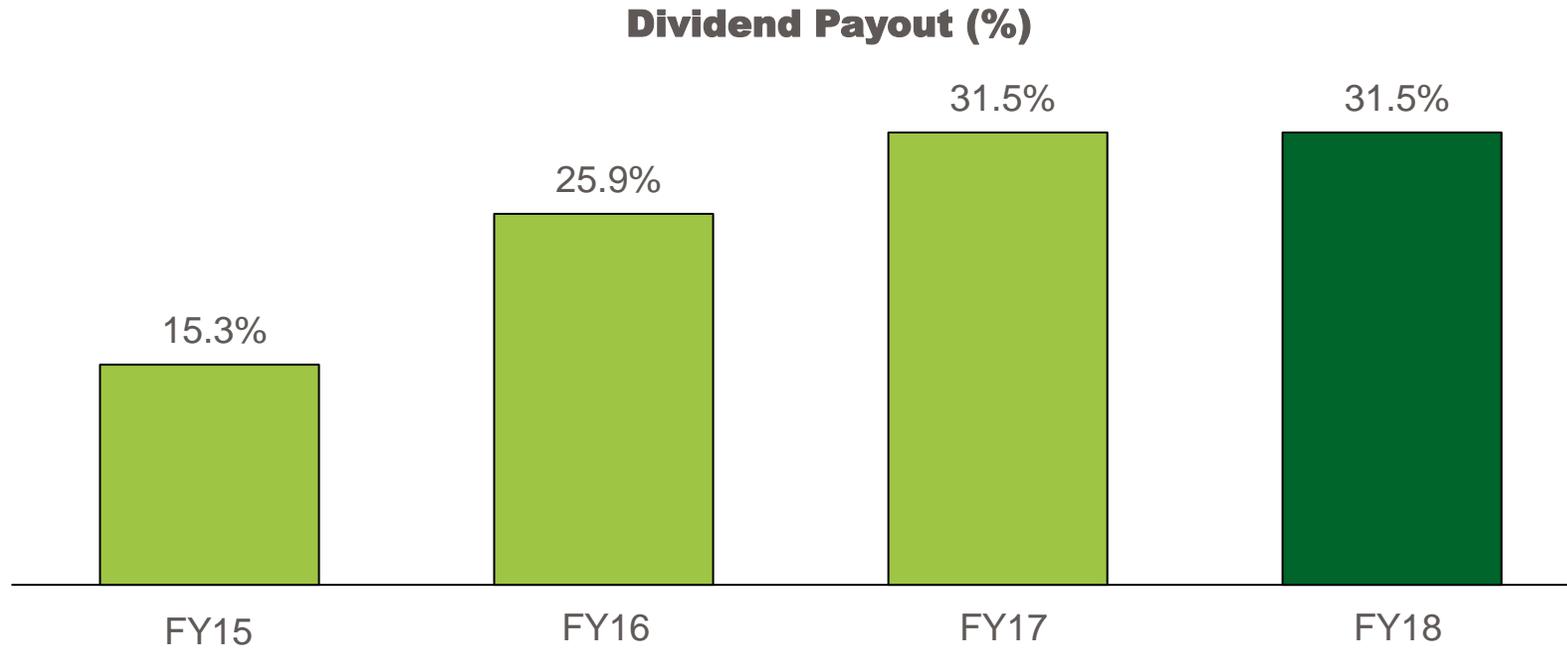


ROE (%)



* As per IndAS

Increasing DIVIDEND PAYOUT



Particulars (Rs.)	FY15	FY16	FY17	FY18
Book Value per Share	94.3	108.2	127.2	149.4
Earning Per Share	15.6	18.6	19.1	28.7
Dividend Per share	2.0	4.0	5.0	7.5
Dividend Payout including DDT	15.3%	25.9%	31.5%	31.5%

Company



Investor Relations Advisors



Company :

Investor Relations Advisors :

Shaily Engineering Plastics Ltd.
CIN – L51900GJ1980PLC065554

Strategic Growth Advisors Pvt. Ltd.
CIN - U74140MH2010PTC204285

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Thank you