

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 word 'ELEKTRON' with the number '200' in red. Another machine to the right has 'ELEKTRON 110' in red. The machines are surrounded by stacks of green plastic crates, some of which are covered with clear plastic. The ceiling is high with many square fluorescent lights. A yellow overhead crane is visible in the background.

# Shaily Engineering Plastics Limited

Result Update Presentation

Q4 FY17

May 2017



Shaily Engineering  
Plastics Limited

# Safe Harbor

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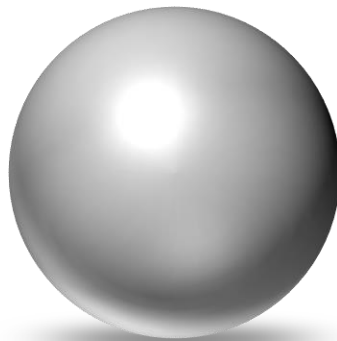
# Q4 FY17 - Financial Performance



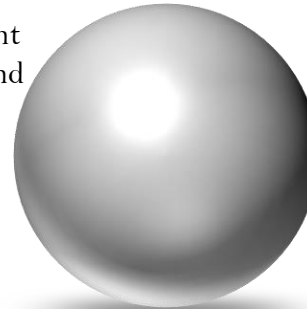
# FY18 Road ahead



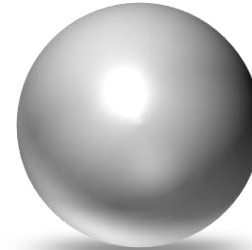
**CRC Plant** -Increased utilisation of the CRC plant with current orders on hand



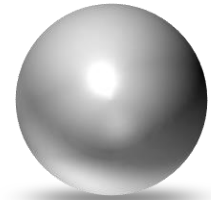
**Tooling Investment** -Investing in tooling for couple of large customers. Investment expected to be recovered over part supplies in 2-3 years



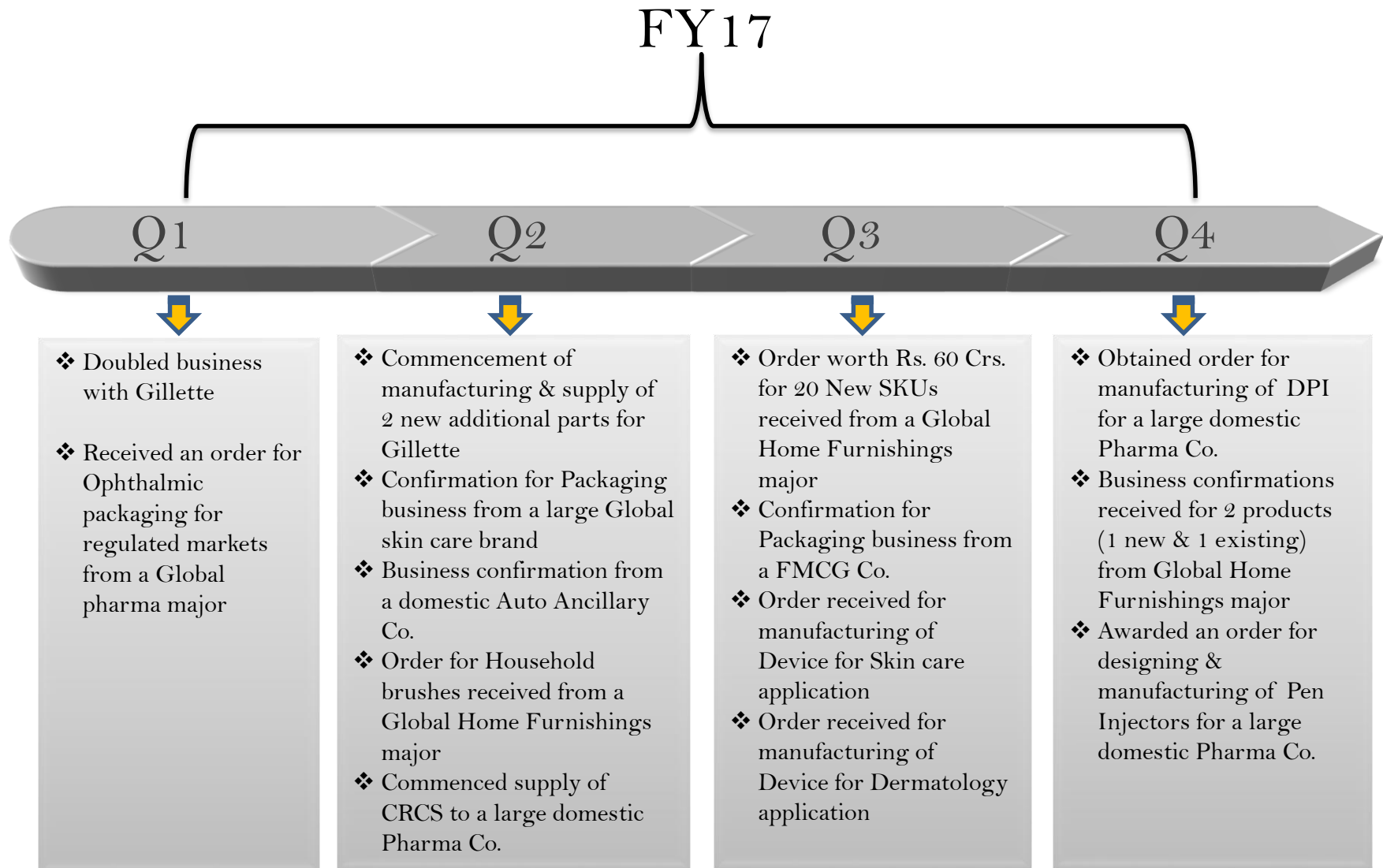
**Expansion Plans** -Expansion of plants & consolidation of business within plants underway. Major expansion expected to be completed by Q2 FY18



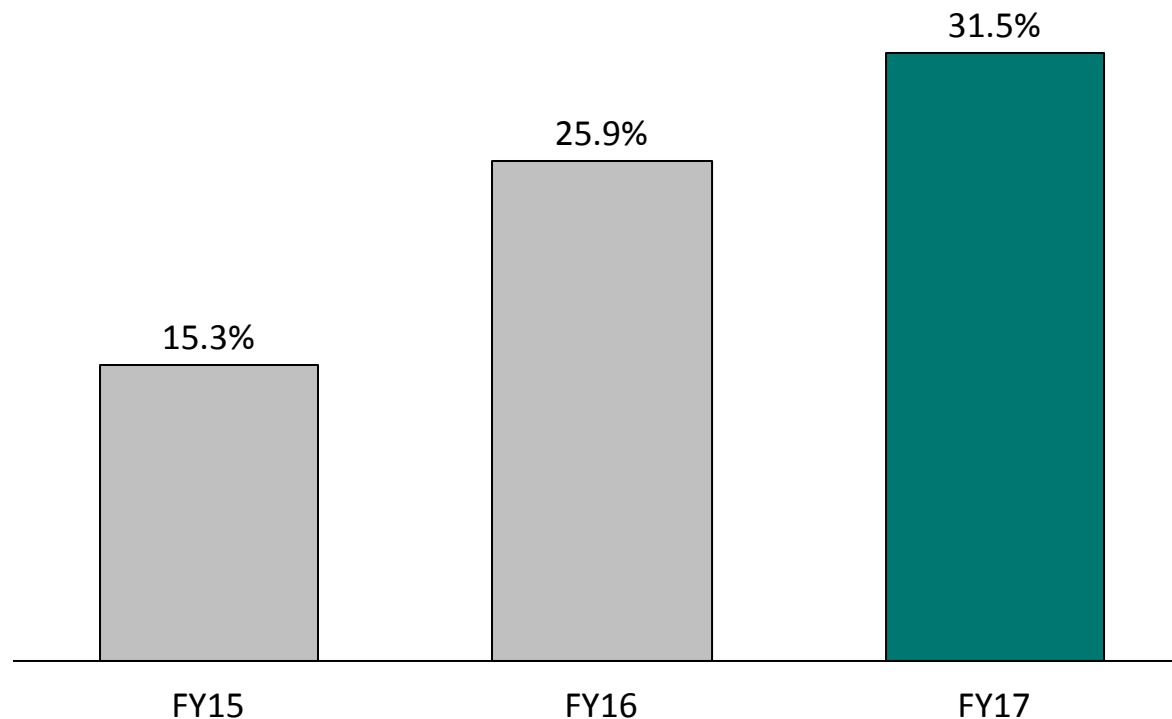
**Commercialisation of Home Furnishings Order** - Expect to fully commercialise the Rs. 60Cr. Order by end of Q2FY18



# Steady Order In-flow in FY17 to lead Growth

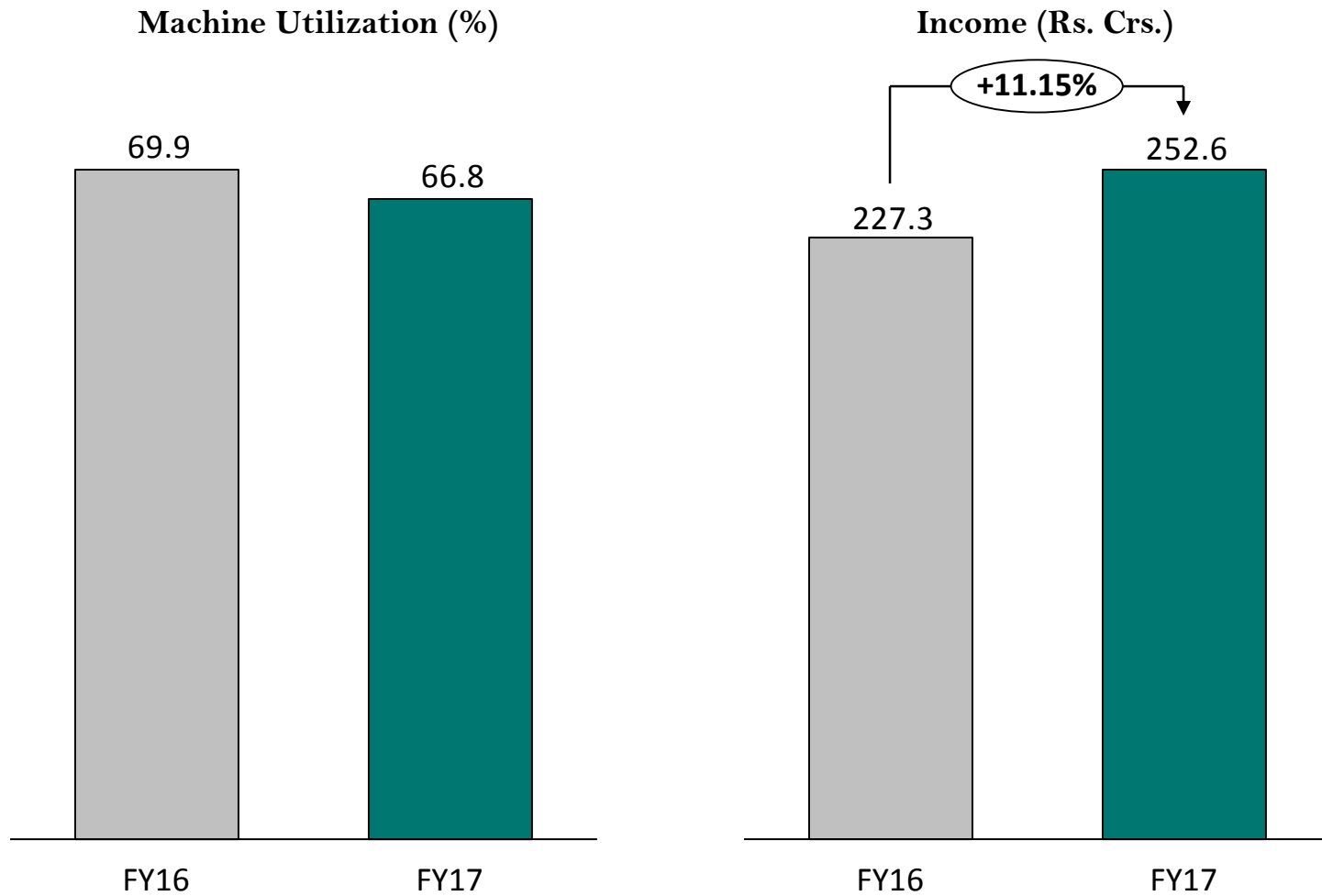


# Increasing Dividend Payouts



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%

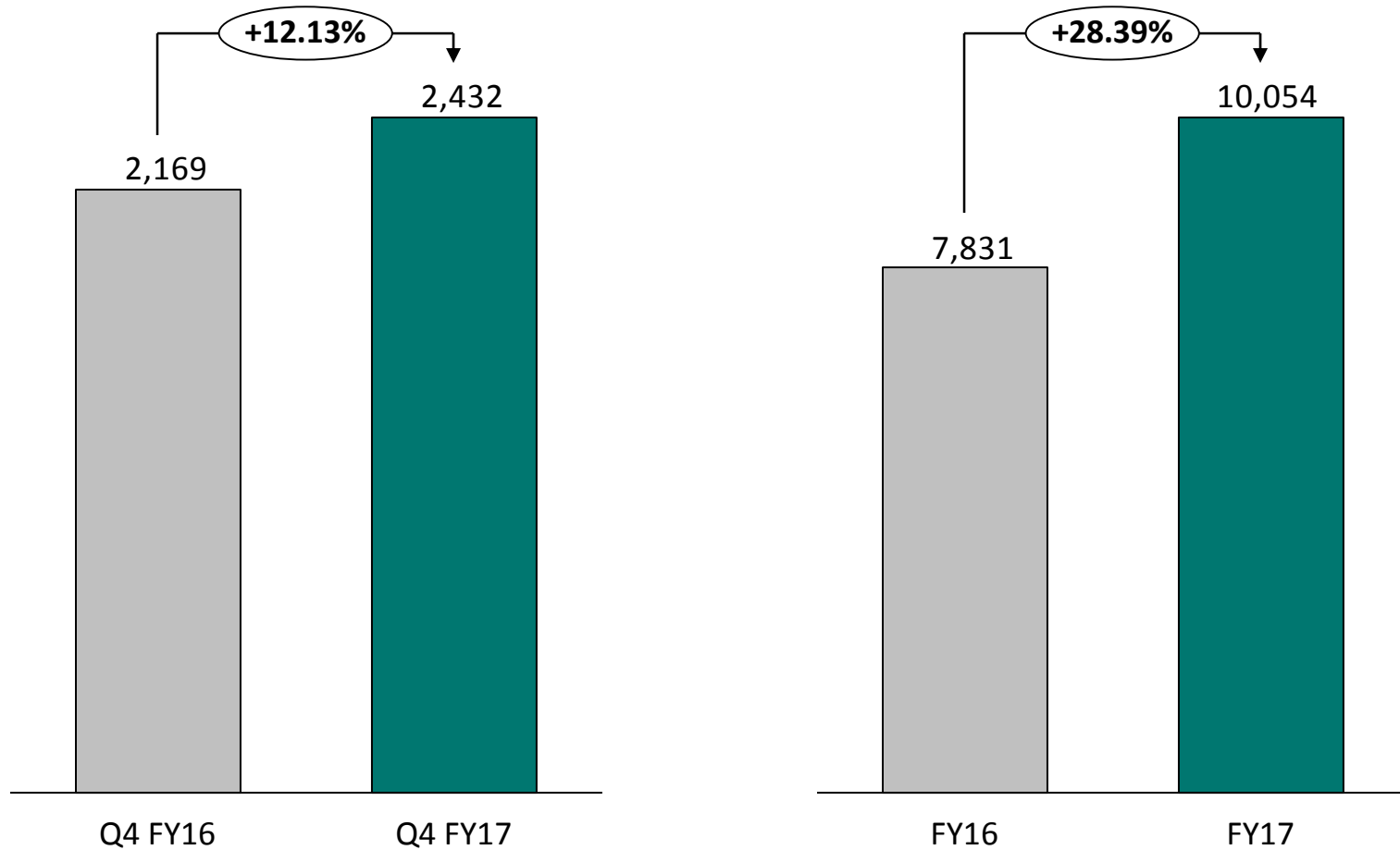
# Machine Utilization – Across Plants



...Focusing on higher value add products

# Volume of Polymers Processed

Volume in Tons

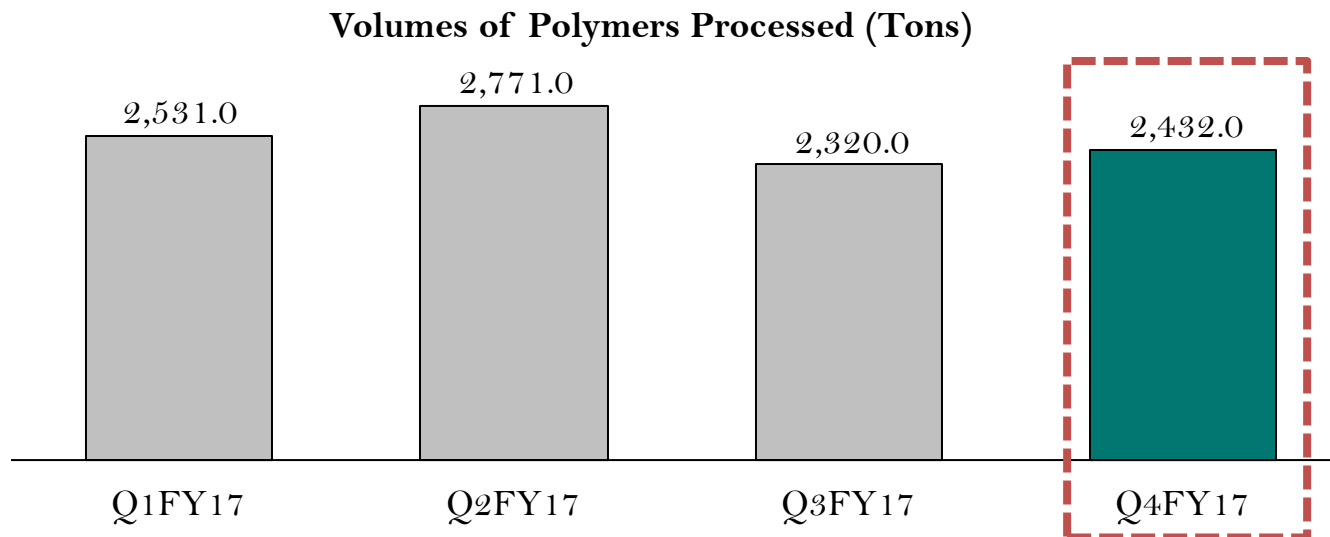
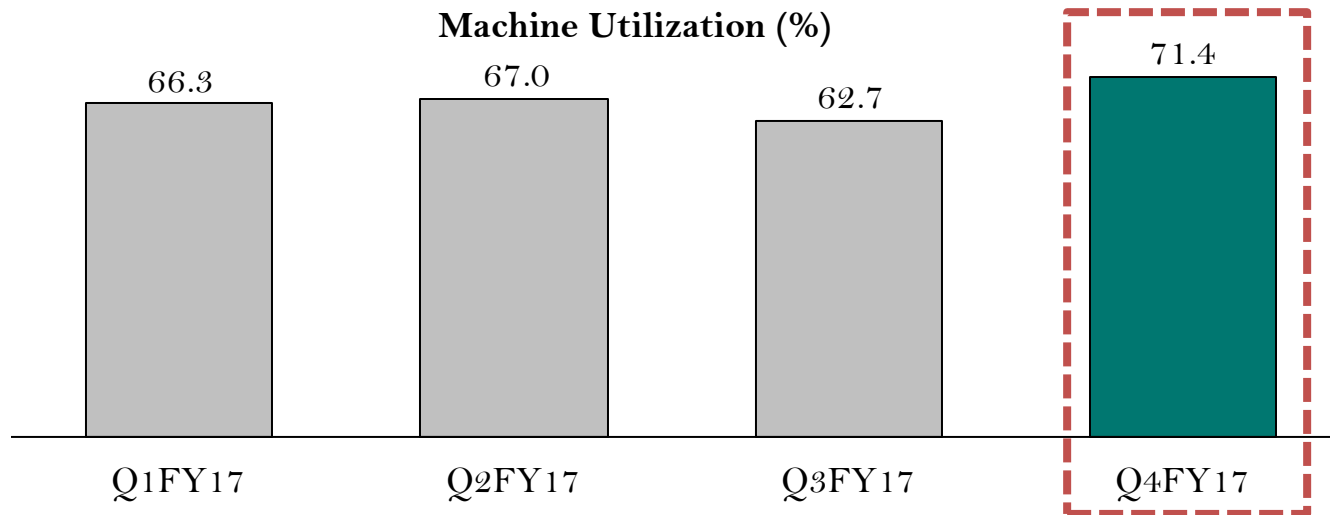


**...Increase in basket of product offering and quantity**

\*Volume in Tonnes

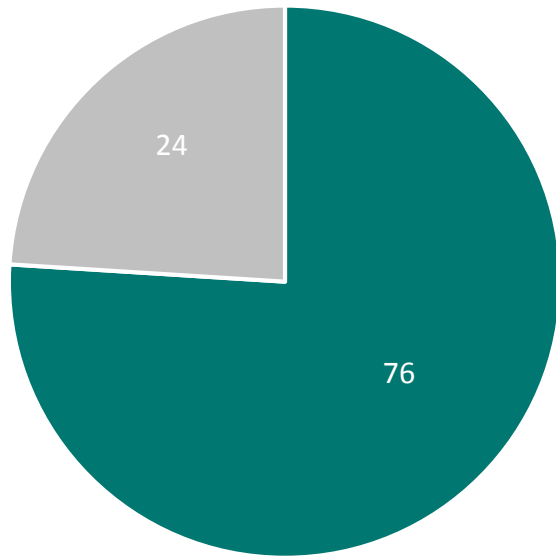


# Witnessing Tailwinds



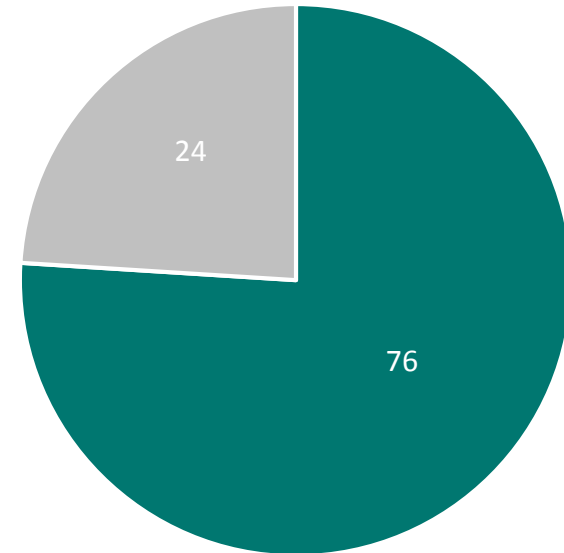
# Revenue Analysis - Domestic Vs. Exports

**FY16 - Revenue  
Sales**



■ Foreign ■ Domestic

**FY17 - Revenue  
Sales**



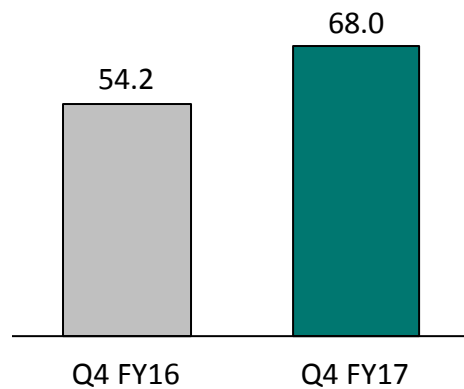
■ Foreign ■ Domestic



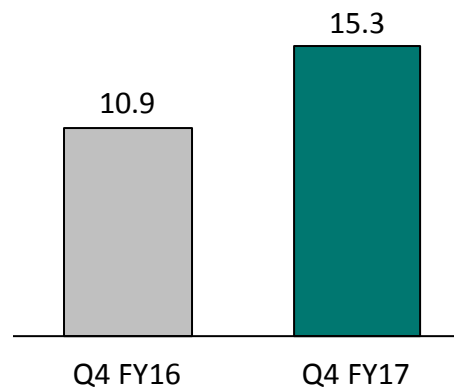
# Key Highlights – Q4 FY17

(Rs. Cr.)

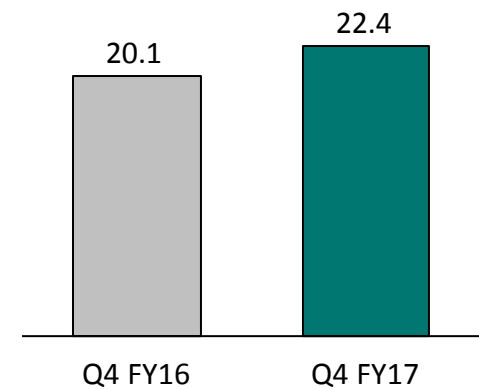
## Revenue



## EBITDA

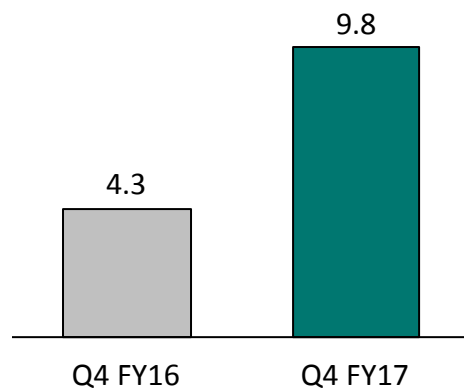


## EBITDA Margin %

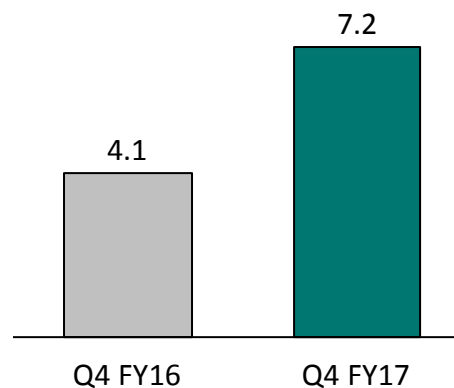


(Rs. Cr.)

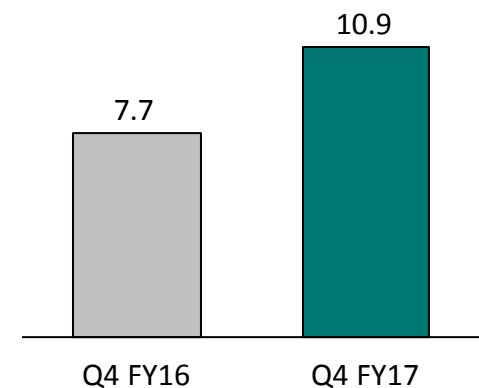
## PBT



## PAT



## \*Cash PAT

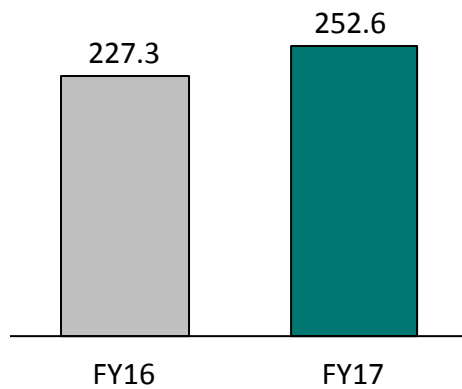


*\*Cash PAT includes PAT & Depreciation*

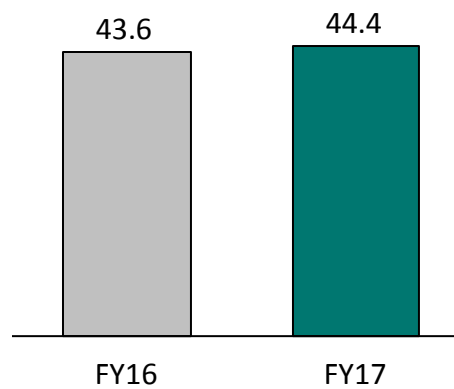
# Key Highlights – FY17

(Rs. Cr.)

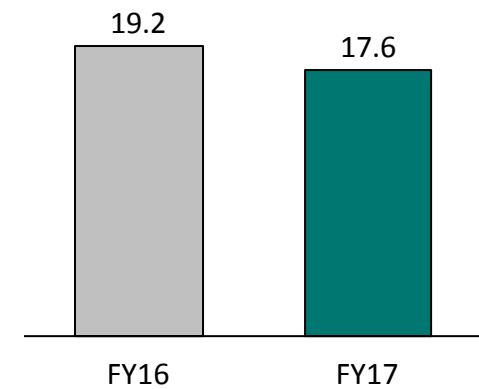
## Revenue



## EBITDA

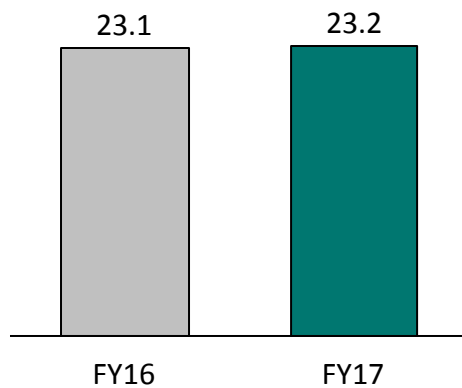


## EBITDA Margin %

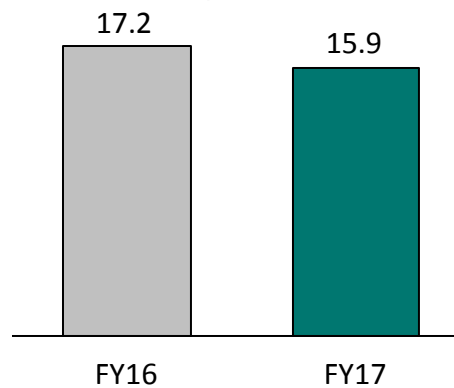


(Rs. Cr.)

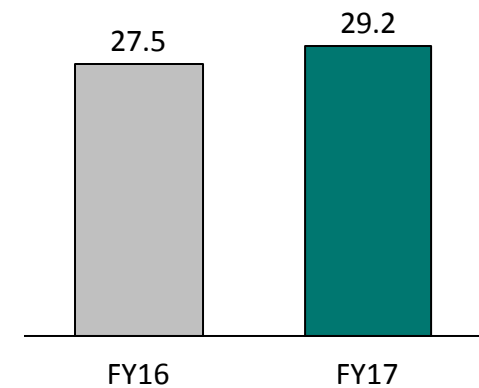
## PBT



## PAT



## \*Cash PAT



*\*Cash PAT includes PAT & Depreciation*

# Quarterly Income Statement

Particulars in Rs. Crs	Q4 FY17	Q4 FY16	YoY %	FY17	FY16	YoY%
<b>Total Revenue#</b>	<b>68.0</b>	<b>54.2</b>	<b>25.5%</b>	<b>252.6</b>	<b>227.3</b>	<b>11.1%</b>
Raw Material	40.7	32.7		151.1	137.3	
Employee Expenses	6.3	5.3		26.6	23.4	
Excise duty Expenses	1.5	-		6.2	-	
Other Expenses	6.5	7.0		27.5	25.8	
Other Income	2.3	1.7		3.4	2.9	
<b>EBITDA</b>	<b>15.3</b>	<b>10.9</b>	<b>40.0%</b>	<b>44.4</b>	<b>43.6</b>	<b>1.9%</b>
<i>EBITDA Margin</i>	<i>22.4%</i>	<i>20.1%</i>		<i>17.6%</i>	<i>19.2%</i>	
Depreciation	3.7	3.6		13.3	10.2	
Finance Cost	1.8	3.0		7.9	10.2	
<b>PBT</b>	<b>9.8</b>	<b>4.3</b>	<b>125.9%</b>	<b>23.2</b>	<b>23.1</b>	<b>0.4%</b>
<i>PBT Margin</i>	<i>14.4%</i>	<i>8.0%</i>		<i>9.2%</i>	<i>10.2%</i>	
Tax	2.6	0.2		7.3	5.9	
<b>PAT</b>	<b>7.2</b>	<b>4.1</b>	<b>76.0%</b>	<b>15.9</b>	<b>17.2</b>	<b>-7.7%</b>
<i>PAT Margin</i>	<i>10.6%</i>	<i>7.6%</i>		<i>6.3%</i>	<i>7.6%</i>	
<b>*Cash PAT</b>	<b>10.9</b>	<b>7.7</b>	<b>42.0%</b>	<b>29.2</b>	<b>27.5</b>	<b>6.5%</b>
<i>Cash PAT Margin</i>	<i>16.1%</i>	<i>14.2%</i>		<i>11.6%</i>	<i>12.1%</i>	

**\*Cash PAT includes PAT & Depreciation**

**#Total Revenue includes Excise Duty**

# Balance Sheet

Rs. Crs.	Mar-17	Mar-16
<b><i>Shareholder's Fund</i></b>	<b><i>105.6</i></b>	<b><i>89.8</i></b>
Share capital	8.3	8.3
Reserves & Surplus	97.3	81.4
<b><i>Non-current liabilities</i></b>	<b><i>24.3</i></b>	<b><i>39.1</i></b>
Long term borrowings	16.2	30.9
Deferred Tax Liabilities (net)	6.3	6.3
Other non-current liabilities	0.9	1.2
Long-term provisions	0.9	0.8
<b><i>Current liabilities</i></b>	<b><i>75.9</i></b>	<b><i>62.2</i></b>
Short term borrowings	37.1	20.1
Trade Payables	19.9	18.7
Other current liabilities	15.9	19.1
Short-term provisions	3.0	4.3
<b>Total Liabilities</b>	<b>205.8</b>	<b>191.1</b>

Rs. Crs.	Mar-17	Mar-16
<b><i>Non-current assets</i></b>	<b><i>107.3</i></b>	<b><i>102.5</i></b>
Fixed assets	97.7	97.7
Long-term loans and advances	9.4	4.6
Non-current investments	0.2	0.2
<b><i>Current assets</i></b>	<b><i>98.5</i></b>	<b><i>88.6</i></b>
Current Investments	-	-
Inventories	27.5	22.5
Trade receivables	46.4	36.1
Cash and bank balances	3.7	13.2
Short-term loans and advances	20.8	16.7
Other current assets	-	0.1
<b>Total Assets</b>	<b>205.8</b>	<b>191.1</b>

# Historical Income Statement

Particulars in Rs. Crs.	FY17	FY16	FY15	FY14	FY13
<b>Total Revenue#</b>	<b>252.6</b>	<b>231.2</b>	<b>185.4</b>	<b>155.1</b>	<b>125.7</b>
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
<b>EBITDA</b>	<b>44.4</b>	<b>41.8</b>	<b>28.0</b>	<b>24.6</b>	<b>17.6</b>
<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
<b>PBT</b>	<b>23.2</b>	<b>21.4</b>	<b>14.9</b>	<b>10.2</b>	<b>5.1</b>
<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
<b>PAT</b>	<b>15.9</b>	<b>15.5</b>	<b>13.0</b>	<b>6.6</b>	<b>3.6</b>
<i>PAT Margin</i>	6.3%	6.7%	7.2%	4.4%	2.9%
<b>*Cash PAT</b>	<b>29.2</b>	<b>25.7</b>	<b>19.4</b>	<b>12.6</b>	<b>9.2</b>
<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

Rs. Crs.	FY17	FY16	FY15	FY14	FY13
<b>Shareholder's Fund</b>	<b>105.6</b>	<b>89.8</b>	<b>78.3</b>	<b>42.6</b>	<b>36.0</b>
Share capital	8.3	8.3	8.3	7.3	7.3
Reserves & Surplus	97.3	81.4	70.0	35.2	28.7
<b>Non-current liabilities</b>	<b>24.3</b>	<b>39.1</b>	<b>40.6</b>	<b>43</b>	<b>19.8</b>
Long term borrowings	16.2	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	-	-
<b>Current liabilities</b>	<b>75.9</b>	<b>62.2</b>	<b>73.6</b>	<b>57.8</b>	<b>51.5</b>
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	15.9	19.1	19.5	9.2	10.7
Short-term provisions	3.0	4.3	2.1	-	-
<b>Total Liabilities</b>	<b>205.8</b>	<b>191.1</b>	<b>192.5</b>	<b>143.6</b>	<b>107.2</b>

Rs. Crs.	FY17	FY16	FY15	FY14	FY13
<b>Non-current assets</b>	<b>107.3</b>	<b>102.5</b>	<b>87.0</b>	<b>58.0</b>	<b>50</b>
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	-	-
<b>Current assets</b>	<b>98.5</b>	<b>88.6</b>	<b>105.5</b>	<b>85.6</b>	<b>57.2</b>
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
<b>Total Assets</b>	<b>205.8</b>	<b>191.1</b>	<b>192.5</b>	<b>143.6</b>	<b>107.1</b>



# 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

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## Producing & Supplying Shellpak with zero-defect for over 2 years

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*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

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*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

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## 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

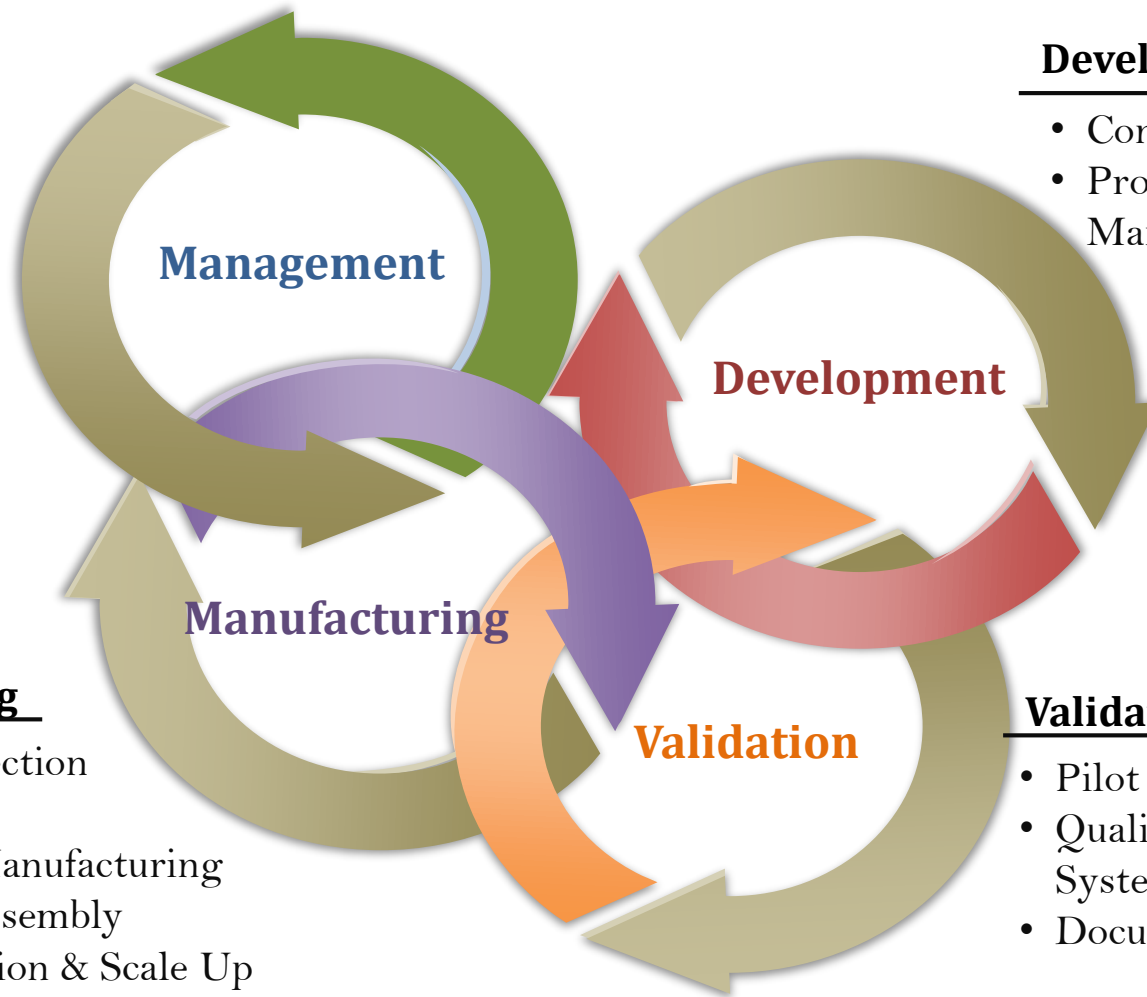
- Conceptualization
- Program Management

## 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



Automotive



**Honeywell**



Others



**SIEMENS**

**mabe**





# 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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