

A photograph of a modern industrial manufacturing facility. In the foreground and middle ground, there are large, white and grey industrial machines, likely injection molding presses. One machine is labeled 'ELEKTRON 200' and another 'ELEKTRON 110'. A red vertical strip is visible on the side of the 'ELEKTRON 200' machine. In the background, there are more machines and a yellow overhead crane. The floor is light-colored, and several green plastic storage bins are visible. The ceiling has recessed square lights. A diagonal white line runs across the image from the top left towards the bottom right.

Shaily Engineering Plastics Limited

**Result Update Presentation
Q3 FY17
February 2017**



**Shaily Engineering
Plastics Limited**

Safe Harbor

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Q3 FY17 - Financial Performance



Q3FY17 Performance Commentary

Home Furnishings

One-off impact in current quarter on account of sluggish delivery schedule of Home Furnishings Major. To Return to normalcy in Q4FY17 and grow Business by Q1FY18

Tax Provision

Profits impacted by higher Tax Provision in Q3FY17 which is expected to be adjusted in Q4FY17

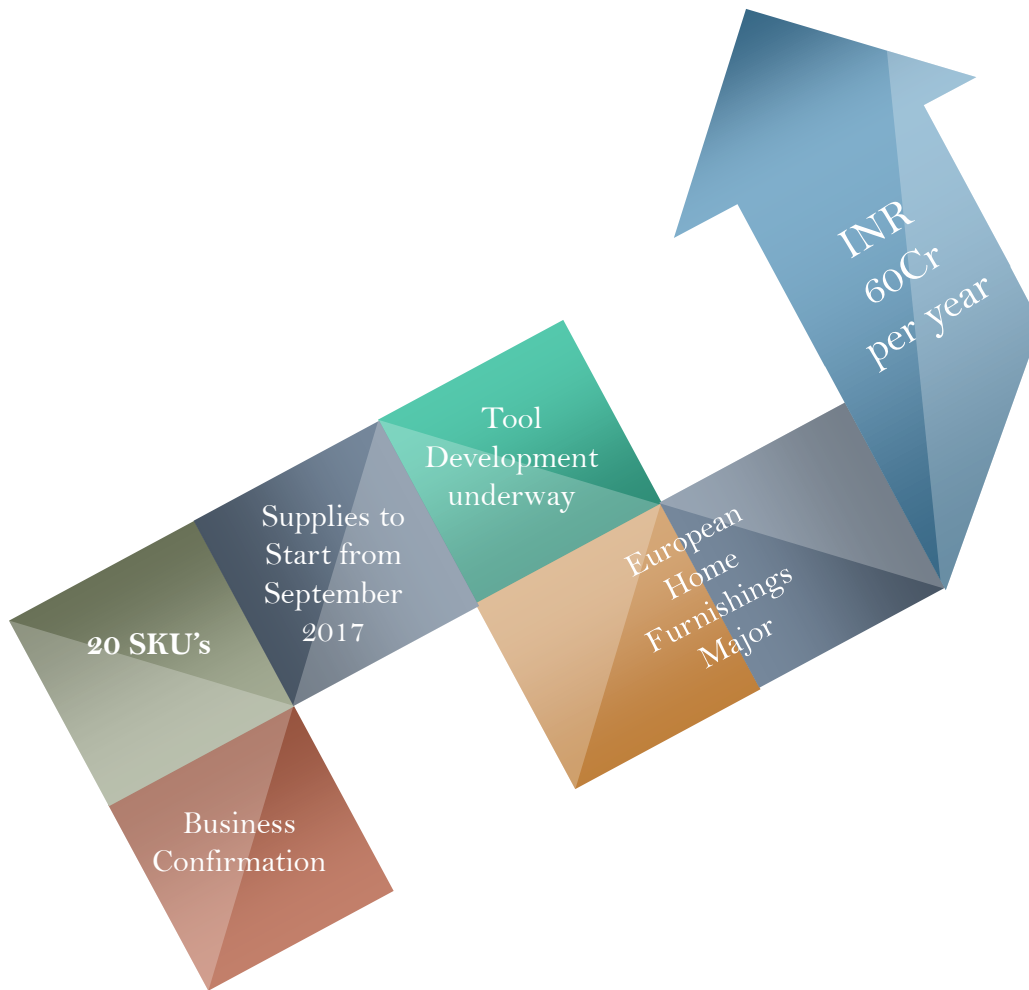
Slow off-take in FMCG

Witnessed Slow off-take in Q3FY17 in Domestic Sales especially in FMCG segment. Q4FY17 witnessing a re-bound

Design Change by Customer

Large new projects with key customers across pharmaceutical devices & automotive delayed due to design change at the eventual customer after approval / additional testing required

New Order in Home Furnishings



- One of the largest Orders received from European Home Furnishings Major
- Instills confidence in our capabilities to be a major supplier for their Global Stores
- Strengthens relationship and is a testimony to our systems and processes

New Business Confirmations



FMCG

New packaging business confirmed with one of the largest FMCG company for their largest selling brand in India



SKIN CARE
APPLICATION
DEVICE

New Business Confirmation received for manufacturing of Device for Skin Care Application from Global Company. Tool Development underway

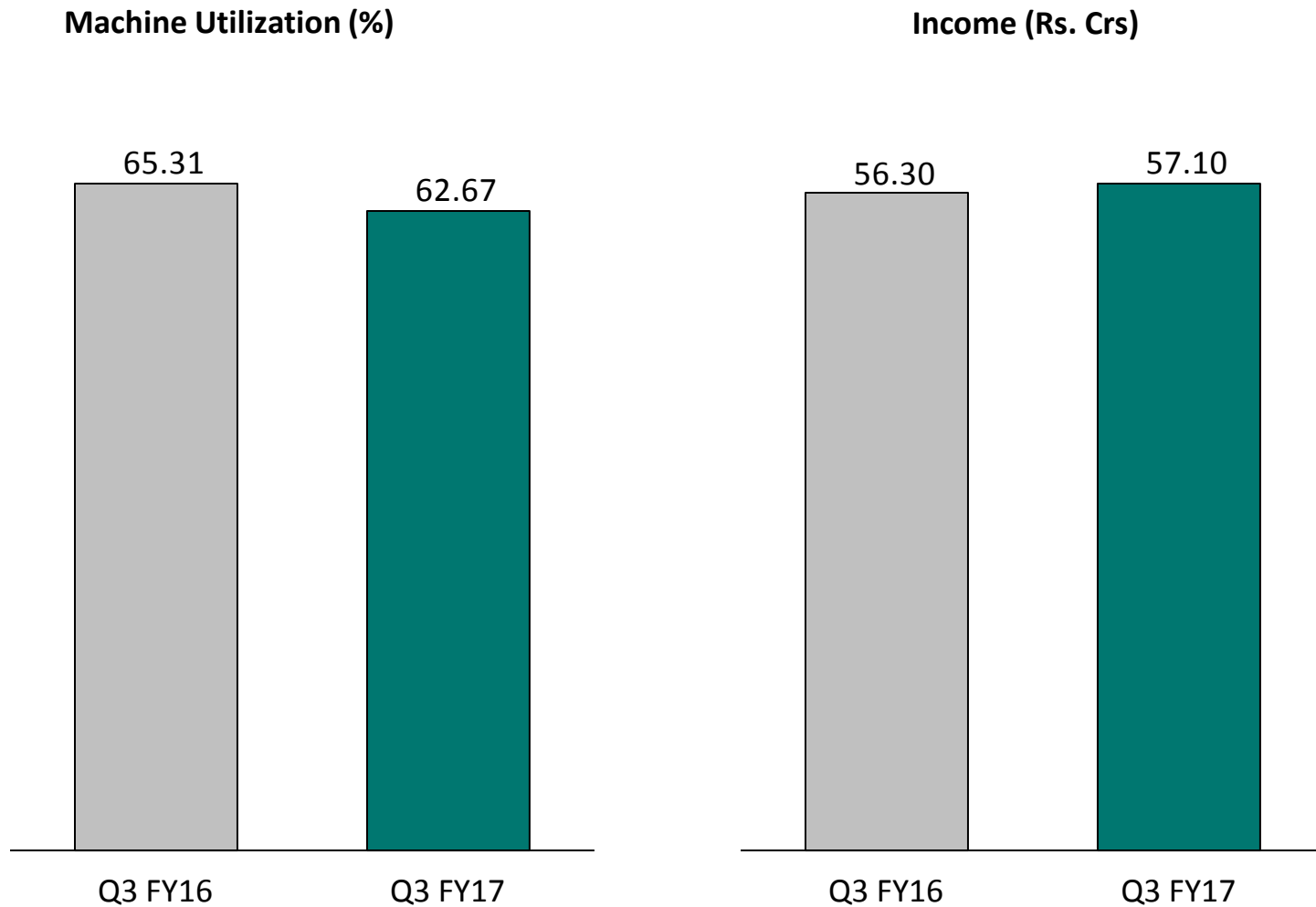


DERMATOLOGY
APPLICATION
DEVICE

New Business Confirmation received for manufacturing of Device for Dermatology Application from Global Company. Tool Development underway

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Machine Utilization – Across Plants

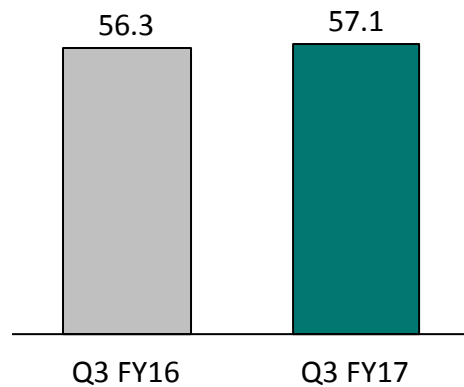


...Focusing on higher value add products

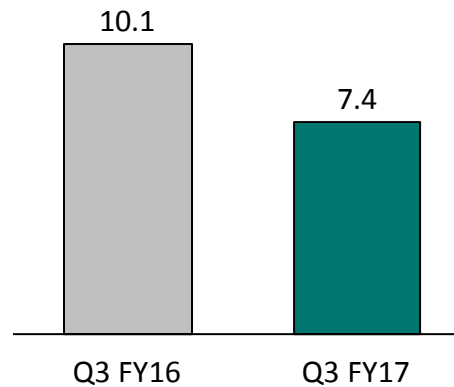
Key Highlights – Q3 FY17

(Rs. Cr.)

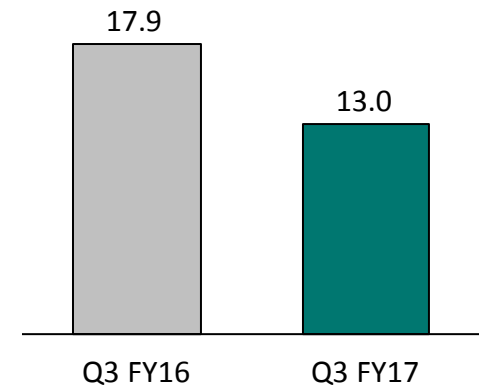
Revenue



EBITDA

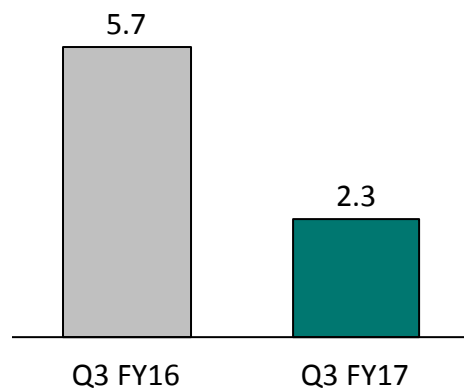


EBITDA Margin %

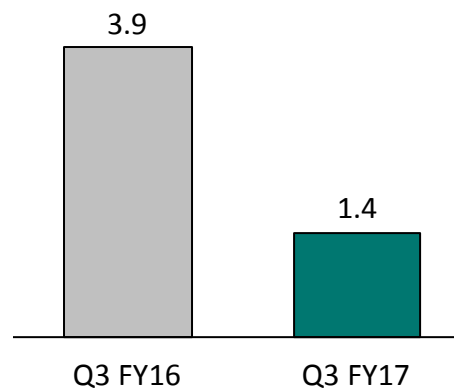


(Rs. Cr.)

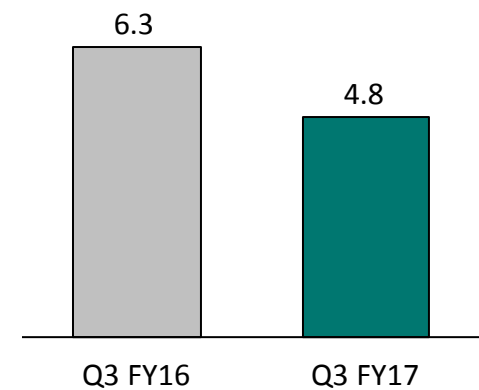
PBT



PAT



***Cash PAT**

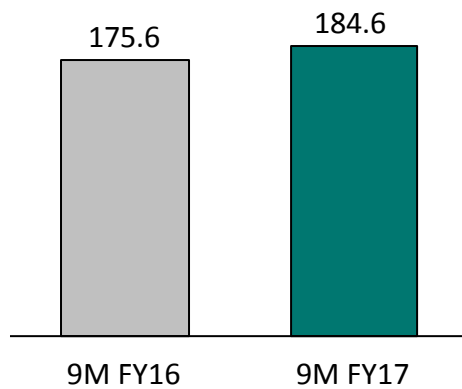


**Cash PAT includes PAT & Depreciation*

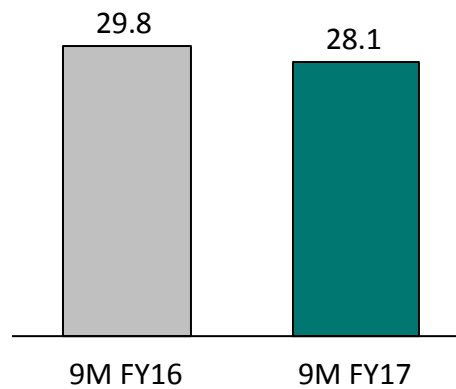
Key Highlights – 9M FY17

(Rs. Cr.)

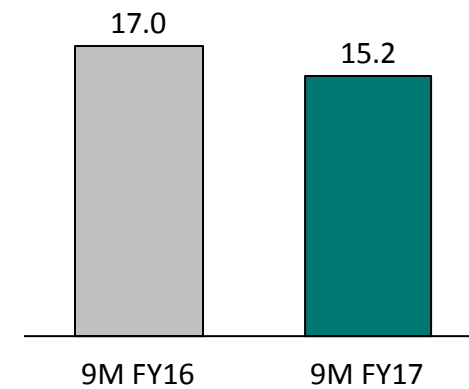
Revenue



EBITDA

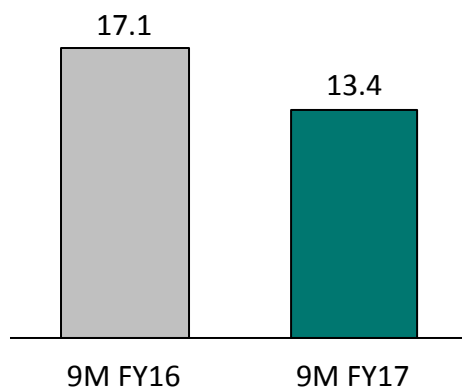


EBITDA Margin %

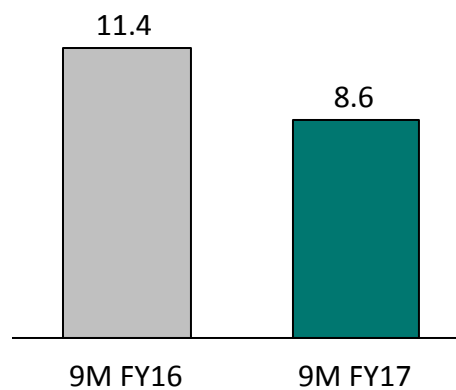


(Rs. Cr.)

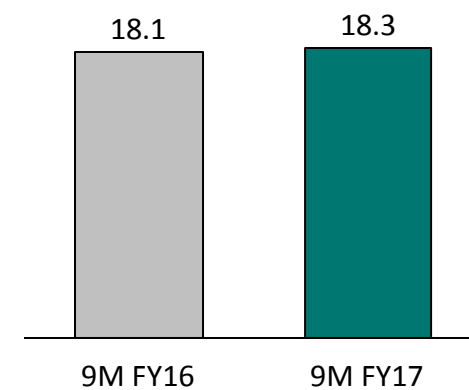
PBT



PAT



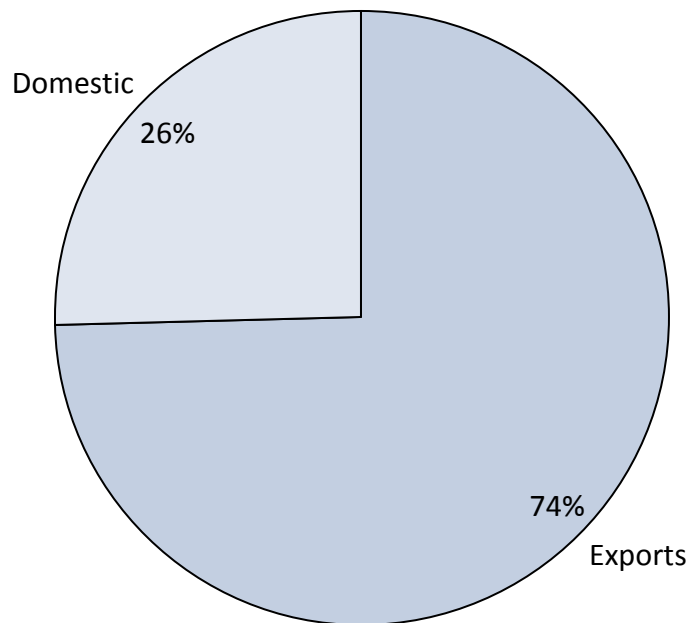
*Cash PAT



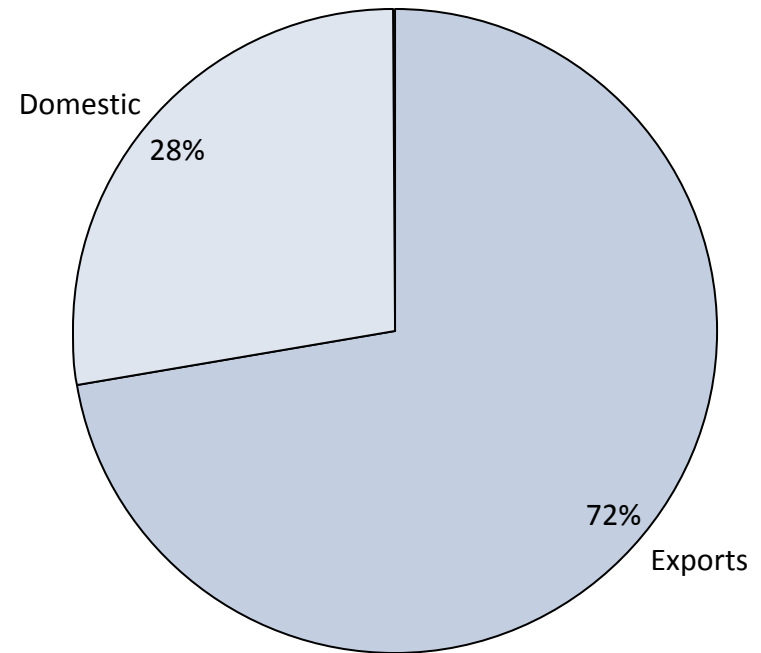
**Cash PAT includes PAT & Depreciation*

Revenue Analysis - Domestic Vs. Exports

Q3 FY16 - Revenue

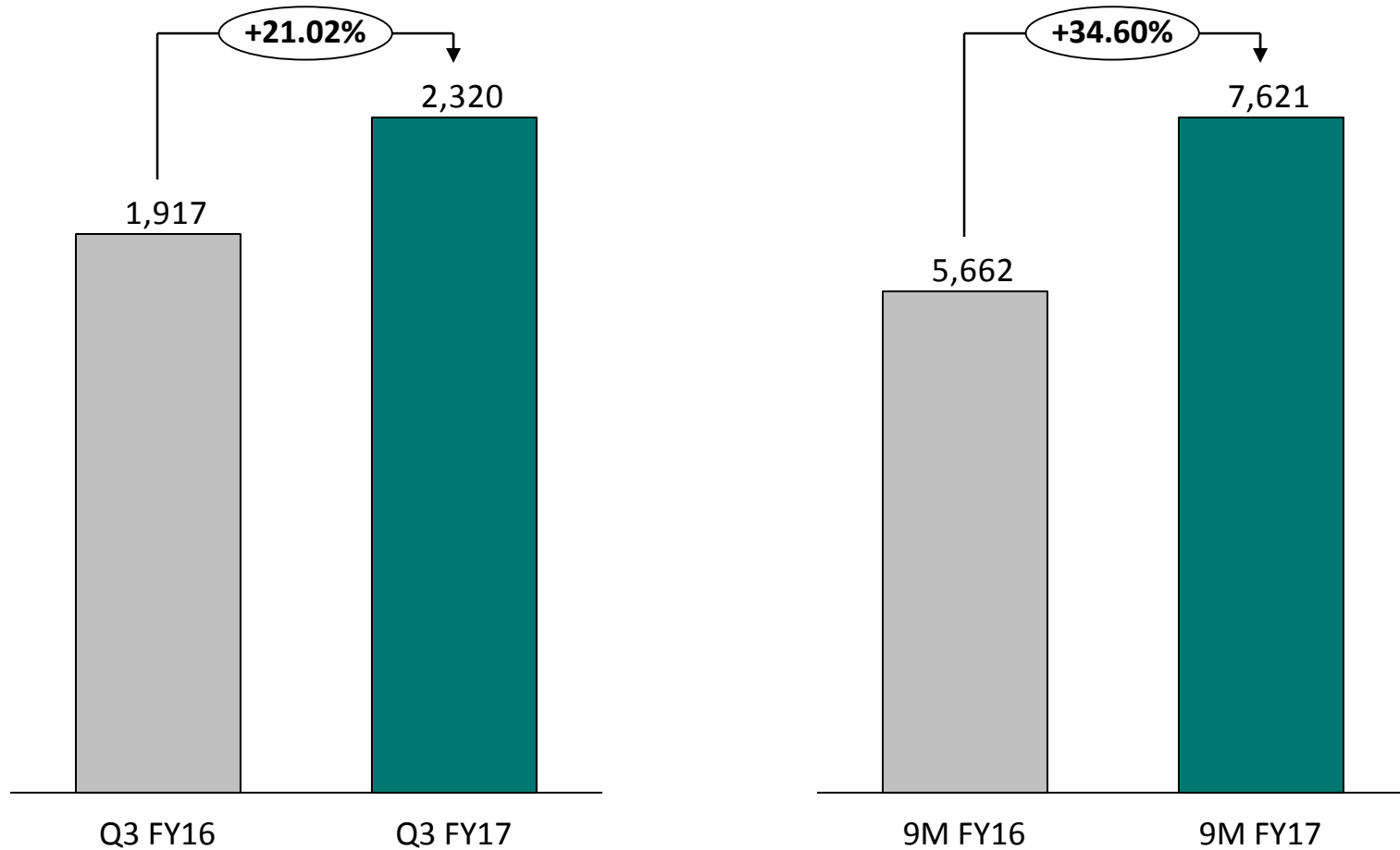


Q3 FY17 - Revenue



Volume of Polymers Processed

Volume in Tons



...Increase in basket of product offering and quantity

*Volume in Tonnes

Quarterly Income Statement

Particulars in Rs. Crs	Q3 FY17	Q3 FY16	YoY %	9M FY17	9M FY16	YoY%
Total Revenue#	57.1	56.3	1.5%	184.6	175.6	5.1%
Raw Material	34.8	33.4		110.4	104.5	
Employee Expenses	6.8	5.9		20.3	18.1	
Excise duty Expenses	1.5	1.0		4.7	4.3	
Other Expenses	6.6	5.9		21.0	18.9	
Other Income	0.3	0.2		1.1	1.1	
EBITDA	7.7	10.3	-25.2%	29.3	30.9	-5.2%
<i>EBITDA Margin</i>	<i>13.5%</i>	<i>18.3%</i>		<i>15.8%</i>	<i>17.6%</i>	
Depreciation	3.4	2.5		9.7	6.7	
Finance Cost	2.0	2.0		6.1	7.2	
PBT	2.3	5.8	-60.3%	13.5	17.1	-21.0%
<i>PBT Margin</i>	<i>4.0%</i>	<i>10.3%</i>		<i>7.3%</i>	<i>9.7%</i>	
Tax	0.9	1.9		4.8	5.7	
PAT	1.4	3.9	-64.1%	8.7	11.3	-23.0%
<i>PAT Margin</i>	<i>2.4%</i>	<i>6.9%</i>		<i>4.7%</i>	<i>6.4%</i>	
*Cash PAT	4.8	6.3	-23.8%	18.4	18.1	1.6%
<i>Cash PAT Margin</i>	<i>8.4%</i>	<i>11.2%</i>		<i>9.9%</i>	<i>10.3%</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

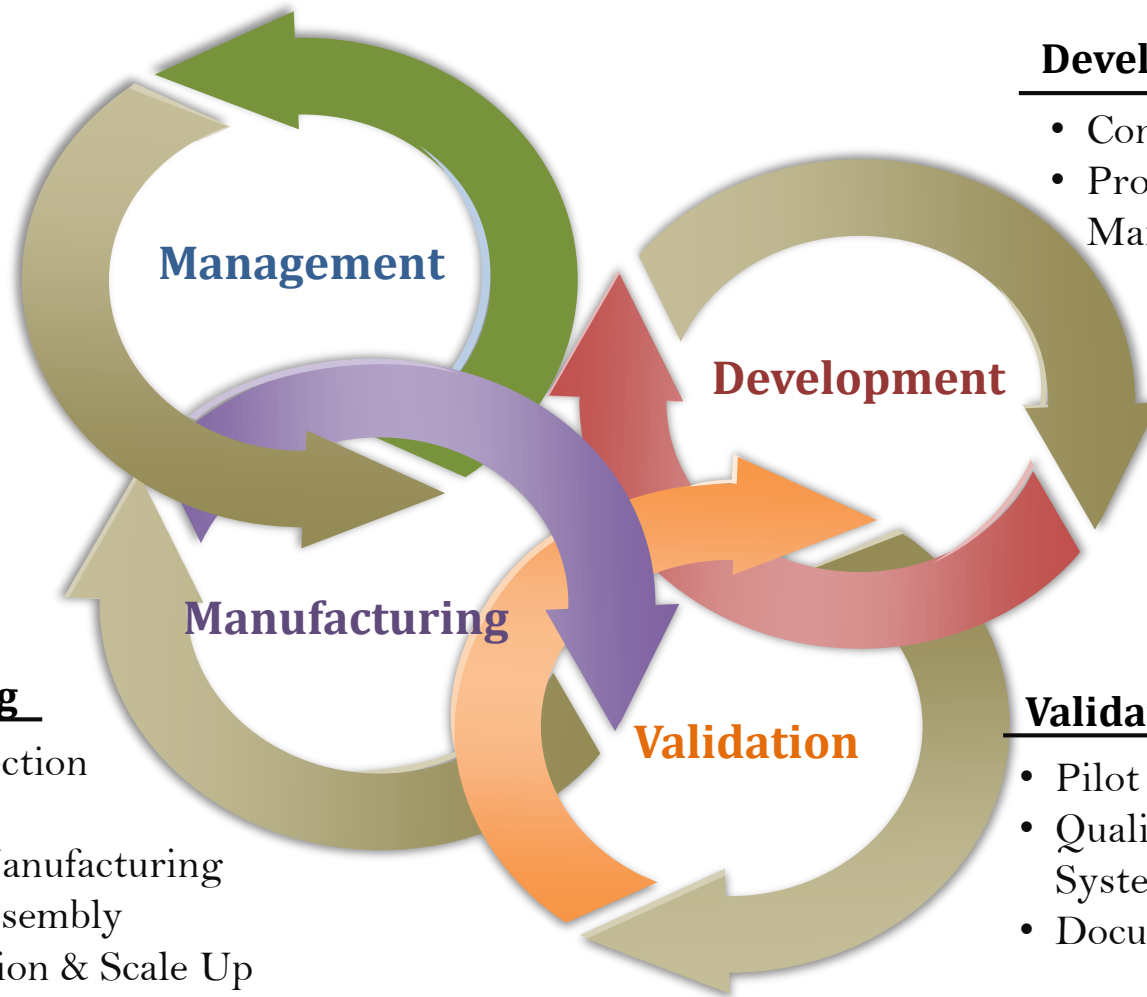
- Conceptualization
- Program Management

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



Gillette™

P&G



Pharmaceutical



Automotive



Honeywell



Others



SIEMENS

mabe



Multiple Industry Applications



CRC Caps



FMCG



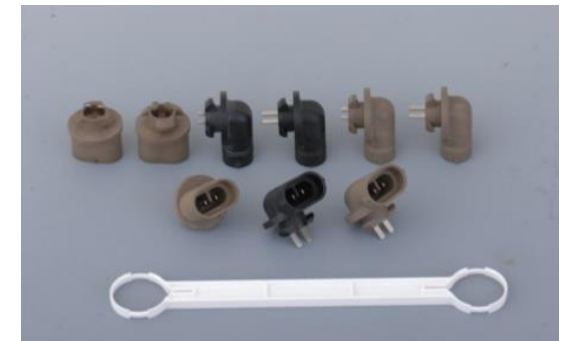
Medical



Appliances



Engineering



Automotive

State-of-the-Art Manufacturing Facilities



Rania Plant



Halol Plant



EOU Plant



Medical Devices Plant



Pharma Packaging Plant

For further information, please contact:

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