

A photograph of a modern industrial factory floor. In the foreground, there are several stacks of teal-colored plastic crates, some wrapped in clear plastic. In the background, there are large industrial machines, including a white and black machine with a red stripe and a control panel. A worker in a white uniform is visible in the distance. The ceiling is white with several square recessed lights. A yellow overhead crane is visible on the left side of the image.

Shaily Engineering Plastics Limited

Investor & Analyst Meet Presentation
February 2018

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Our Story



SHAILY at Glance



5 Facilities in Gujarat

REVENUE
5 Years CAGR
19% ↑

100+
Injection Moulding Machines

EBITDA
5 Years CAGR
26% ↑

1,100+
Employees

PAT
5 Years CAGR
45% ↑

USD 100mn Revenue by 2020

We provide TOTAL SOLUTIONS in Plastics

Management

- Key Account
- Supply Chain
- Continuous Improvement



Development

- Conceptualization
- Program Management

Manufacturing

- Precision Injection Molding
- Cleanroom Manufacturing
- Innovative Assembly
- Industrialization & Scale Up

Validation

- Pilot Testing
- Quality Management System
- Documentation

Making Quality Healthcare Effective, Efficient & Affordable

...across BUSINESS DIVISIONS

01 | Home Furnishings

04 | Appliances & Lighting

02 | Automotive

05 | Medical Devices

03 | Home Personal & Beauty Care

06 | Pharma Packaging

From HOME FURNISHING...

Associated with a Home Furnishings major as a plastics supplier **since 2004**

Scaled up from **18 SKU's** in FY17 to supplying **38 SKU's** currently

Evolved as a **Trusted Suppliers** of plastic products



Started with a value of **Rs. 1cr** and currently have orders more than **Rs.180crs**

Supplies **across the Globe** to different segments

- Kitchen
- Children's
- Cooking & Eating
- Organizing & Storage

Set up a dedicated **EOU facility** to serve the requirements of the Home Furnishings Major with **more than 40 machines**

... to growing AUTOMOTIVE SEGMENT



We manufacture high value-added products from ultrahigh performance engineering plastic

Products are :

- Subjected to extremely high temperatures, wear and tear requirements
- Replacement of metal to plastic

We are one of the only processors of TORLON

TORLON is a key polyester based raw material – in Asia and PEEK (Poly ether ether ketone)

Our products used in :

- Turbo charges of high end luxury cars
- Bearing cages by Leading Brand supplying to India's Largest Four Wheeler Manufacturer

We manufacture extremely critical components for the car seat rest assembly

We also manufacture other components of car seats required for adjustment and maneuvering the seats

... to fast moving PERSONAL & BEAUTY CARE

Setup an injection Molding facility & Secondary operation facilities with high level of engineering skills

Specialty lies in giving innovative solutions, providing to our customer high value decoration & assembly components

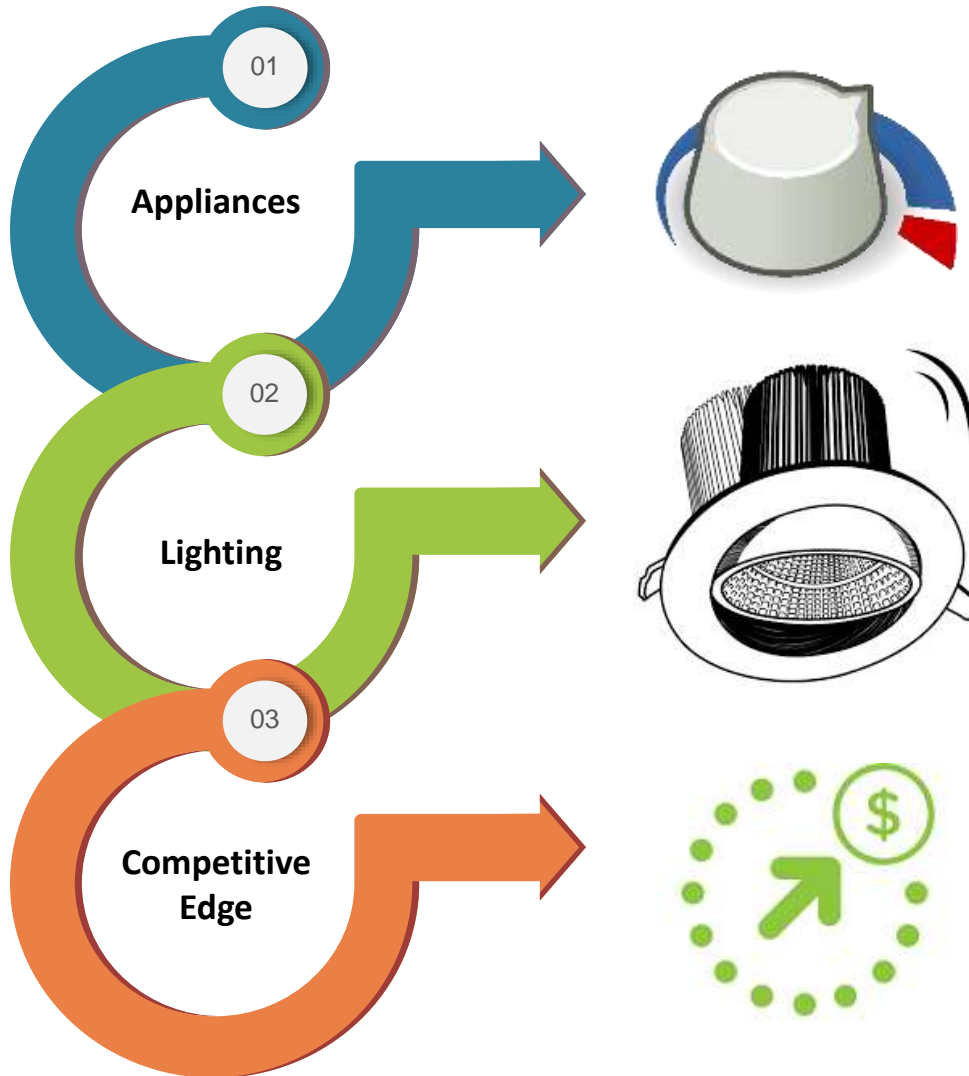


Providing End to End solutions that include Vacuum Metallizing, High Speed Pad Printing, Hot Stamping & Hot Foiling, Ultrasonic Welding, Painting

In Process of Consolidating all our FMCG business into one world class facility enabling us to acquire New Customers and serve existing marquee clients such as Lakme, Gillette, P&G, Pepsi



... to functional APPLIANCES & LIGHTING



Suppliers of critical components for the needs of various kinds of knob assemblies for different appliances



Capabilities include supplies to industrial & domestic LED lighting fixtures, Photography studio equipment, Industrial Flash Lights, Industrial Electronic



Our ability to consistently mold high precision components to tight tolerances makes us a Key player in the Appliances & Lighting Segment

One of India's leading Injection Molding Companies

Our vision is to design, develop and manufacture high quality healthcare devices at lower costs in order to increase our customers' competitiveness

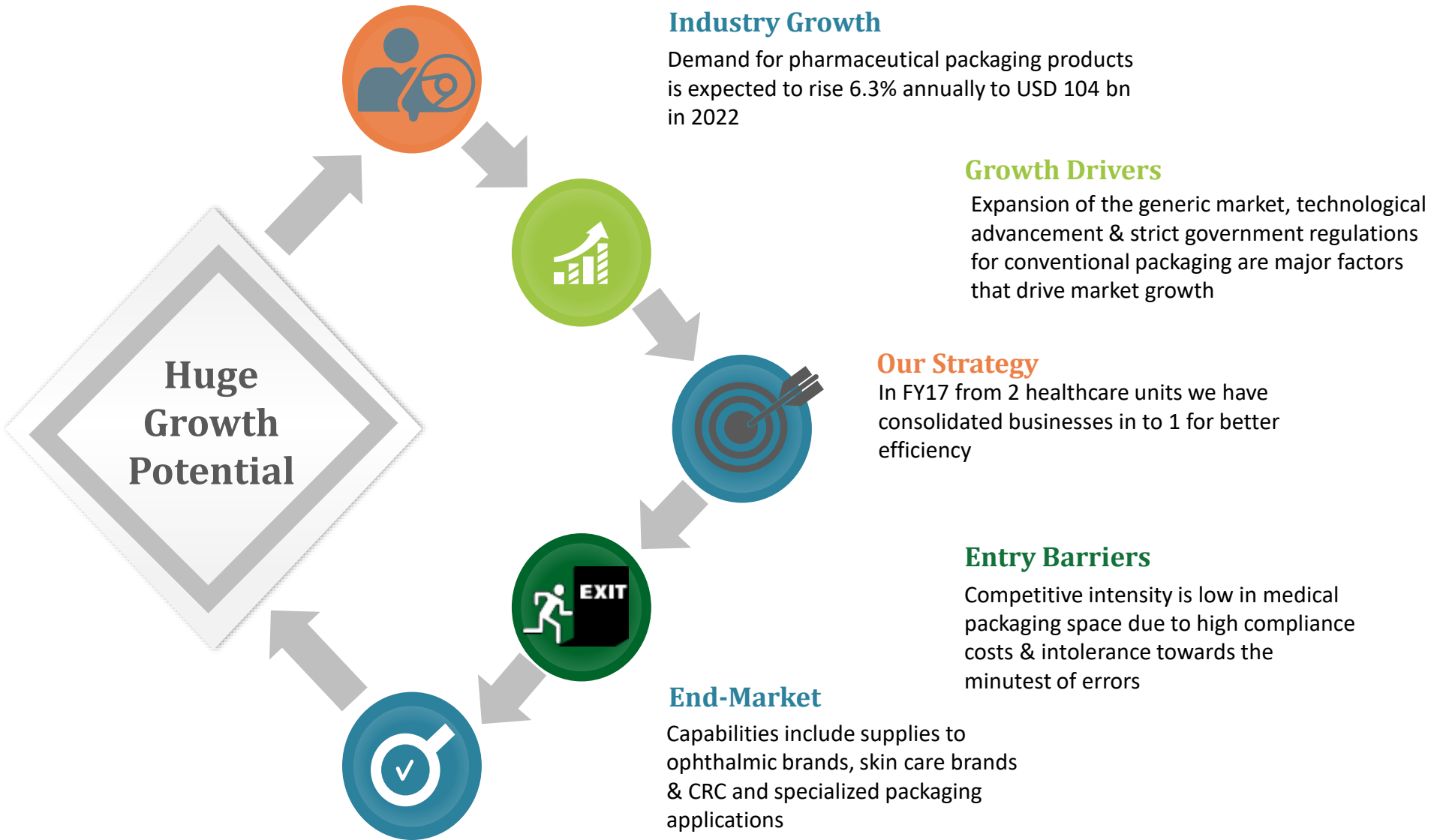
Manufacturing of complex precision components and assemblies requiring stringent quality and tight tolerances. We also assist clients in Compliance & Regulatory filings

Manufacture products like DPI's, Pen Injectors, and Primary Packaging

Ventured into devices segment in early 2000 and today are one of the few suppliers globally



... to Innovative PHARMA PACKAGING



...with all REGULATORY APPROVALS

TUVRheinland - ISO 9001:2008

Scope: Design, development and manufacturing of plastic molded components and assemblies

Automotive - TUV Rheinland – ISO/TS 16949:2009

Scope: Manufacture of Plastic molded components for interiors, seating systems, lighting systems, radiator tanks and guide bush for the automotive industry without product design and development

Medical Devices - TUV Rheinland – ISO 13485-2003

Scope: Manufacturing of Plastic molded components and assemblies used in Medical Devices

Primary Packaging - ISO 15378 certification

Scope: Quality management system for manufacturers of pharmaceutical and medical device primary packaging materials



TUVRheinland - ISO 13485-2003

... and MARQUEE CLIENTELE

| | |
|---|--|
|     Consumer & FMCG |          Healthcare |
|          Others |  Honeywell FAG Automotive |

... and AWARDS & RECOGNITIONS



MWV Healthcare
Award
100% Quality
Achievement Award in
January 2011



MeadWestvaco Corporation Award
Quality Production Award



Hindustan Unilever Limited
Awarded for the efforts in
partnering and for being an integral
part of the HUL



ALLSTAR Sanofi Award

... and AWARDS & RECOGNITIONS



The Plexconcil Award
Top Exporter of Engineering
Components for eleven
consecutive years : 2005 to 2015



The Plastic Export Promotion Council
Awarded The Trophy for the Highest
Recognition for Exports of Engineering
components in 2005-2015.



“**GOLD Winner**” for outstanding
export of finished plastic goods by
PlastIndia Foundation

We have BUILT EXPERTISE over the years

Precision Injection & Molding

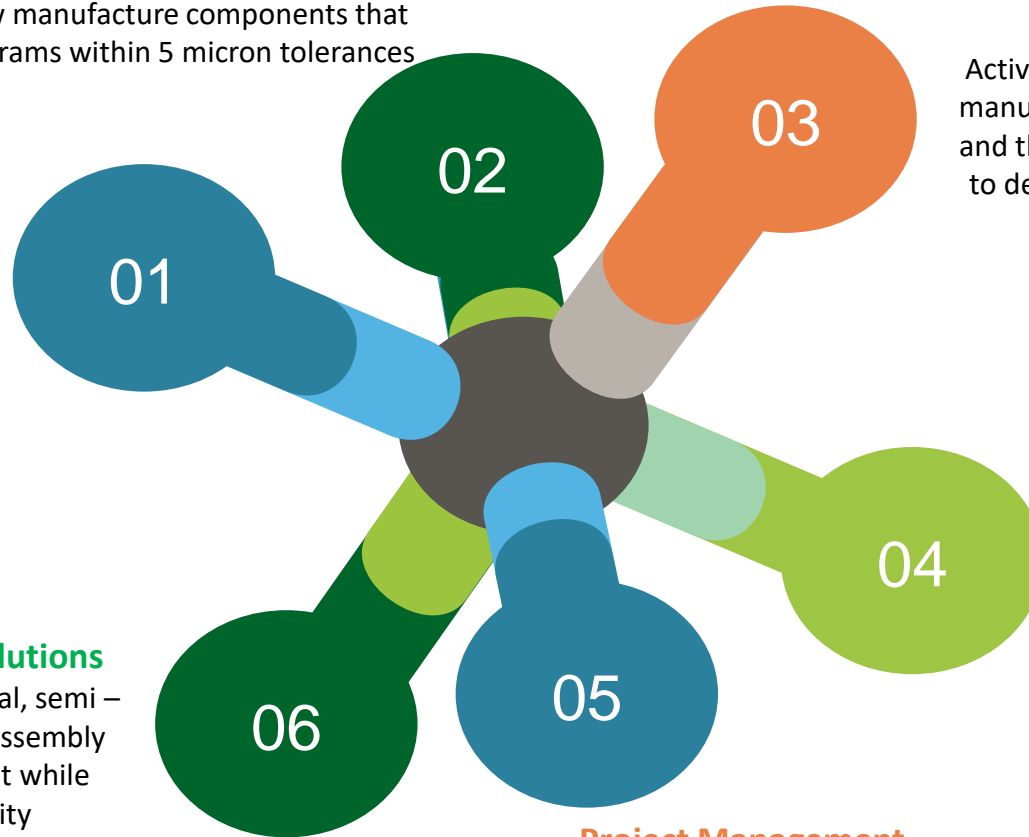
We have strengthened our capabilities over the years and now manufacture components that weigh > 0.03 grams within 5 micron tolerances

Polymer Expertise

Extensive experience in processing filled and unfilled polymers at temperatures as high as 400 degrees Celsius has helped to cater to Clients like Wockhardt, Honeywell, etc

Innovative Assembly Solutions

Specialize in innovating manual, semi-automated and automated assembly processes that optimize cost while maintaining 100% quality



Collaborative Tool Designing & Manufacturing

Actively collaborate with our tool manufacturing partner, our clients and their external design agencies to design the most cost effective and robust products

Product Design

From Concept to Commercialization through engineering drawing, prototype, testing, tool design and manufacturing of final components and assemblies. In regulated markets, our design reviews are in compliance with FDA 21 CFR 820.30

Project Management

Consistently execute new projects < 6 months (New Facility / Expansion, Molds, Machinery Installation, Automation, Product Development

Growth Opportunities

GR  WTH

Beneficiary of Boom in HOUSING



- Housing for all by 2022 is a Government mission which will entail an investment of USD 250-260bn till 2022
- ~60-70mn new units to be created to achieve this
- Housing Boom to throw up major opportunities in the Home Furnishing Segment

- India is becoming a preferred supplier for Global Majors especially in the Home Furnishing Segment
- European Home Furnishing Major has committed nearly \$1.5bn to set up stores in India

- India has higher degree of technical capabilities to deliver a world class product compliant with global standards and requirements
- Relatively better compliance standards and research mind set enabling Indian Business to create newer products

- High Inherent demand arising out of increasing disposable incomes, shift to nuclear homes, affordable homes will create huge opportunities for Home Building benefitting focused players with value addition proposition

Boom in Housing

**Global Brands
Setting up India
Shop**

**Technical
knowhow**

Inherent Demand

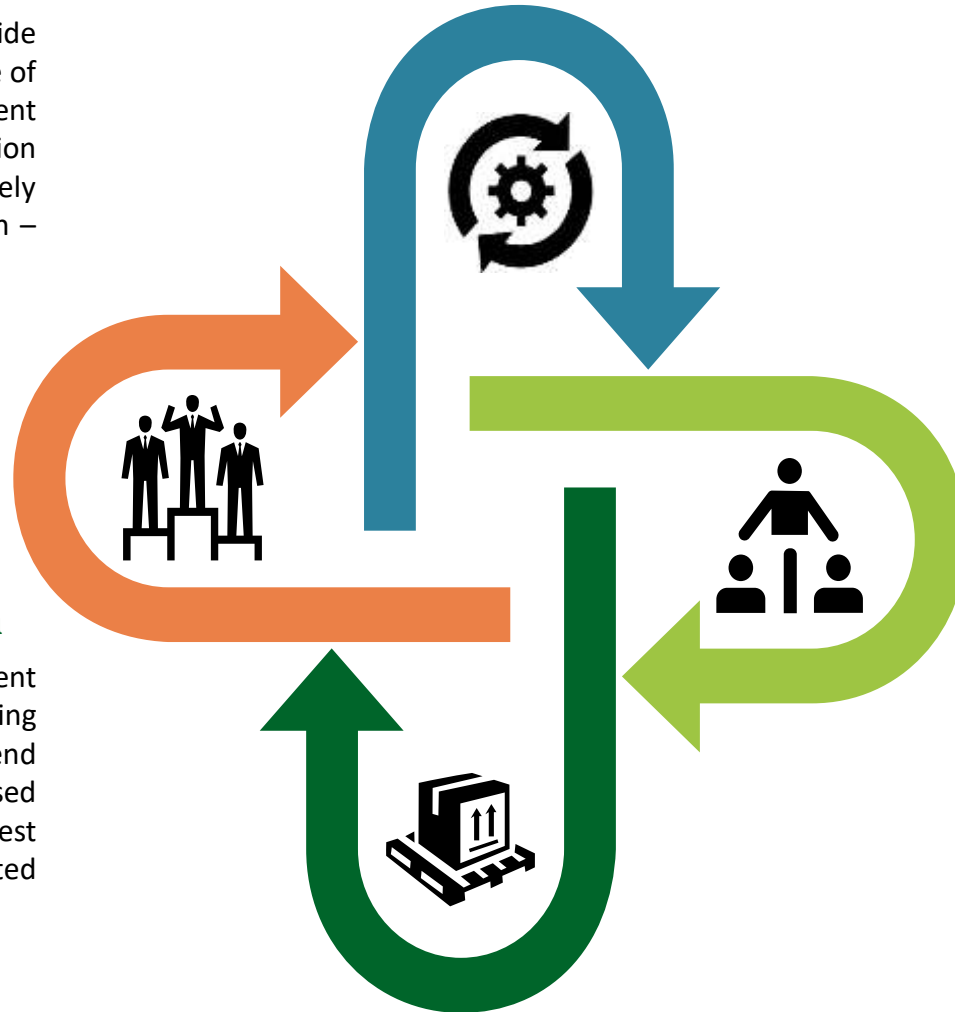
Beneficiary of Increased EFFICIENCY NORMS

Win-Win Solution

Our approach to provide solutions and take advantage of increasing focus of government on fuel efficiency, pollution norms will help us to closely work with clients and create a win – win solution

Product Innovation

Many Tier I Auto component companies are closely working with us to develop high end plastic/polymer based products for some of the best car brands they are associated with



Performance Efficiency

Automotive industry, in particular, has been taking advantage of metal-to-plastic conversion for years to meet stricter federal guidelines for improved fuel efficiency by 2025

New Standards

Federal government has established new standards requiring that by 2025 automotive brands must average 54.5 MPG throughout their consumer vehicle line-up for cars and light trucks

- Built pharma packaging capabilities across varied applications such as CRC, Derma Applicator, Ophthalmic segment

- Established a state of the art ISO class 8 cleanroom facility at an investment of Rs. 30cr



- Partnership with leading Designers Global Closure Systems (GCS) for CRC caps. Shaily would be exclusive licensee for the Indian Market



- High level of accuracy, tamper proof elements, International Regulatory Compliances, Patent Filing are capabilities developed in-house to support Customers

Product Features of CRC



One of the highest performing closures in both child resistance and adult test



Designed by Global Closure Systems, based on the market leaders Medi-loc® & Clic-loc



An audible click sound is produced while turning the closure to alert Adults

Creating Sustainable Development



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



- 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



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 Success Stories



FIRST non European INSULIN PENS...

It is the world's first Insulin Pen that is made up of 100% plastic components

Pens were designed to meet UL & FDA approvals

With ISO 11608 1,2&3 certification

Shaily in association with IDC designed & engineered an insulin pen for Wockhardt

Shaily is one of the very few manufacturers of Insulin pens in the World today



...now a GROWING part of our business

Post Wockhardt success
started manufacturing
Insulin pens for Sanofi

These are marketed by
Sanofi as "AllStar pens"

Currently sold in
Globally

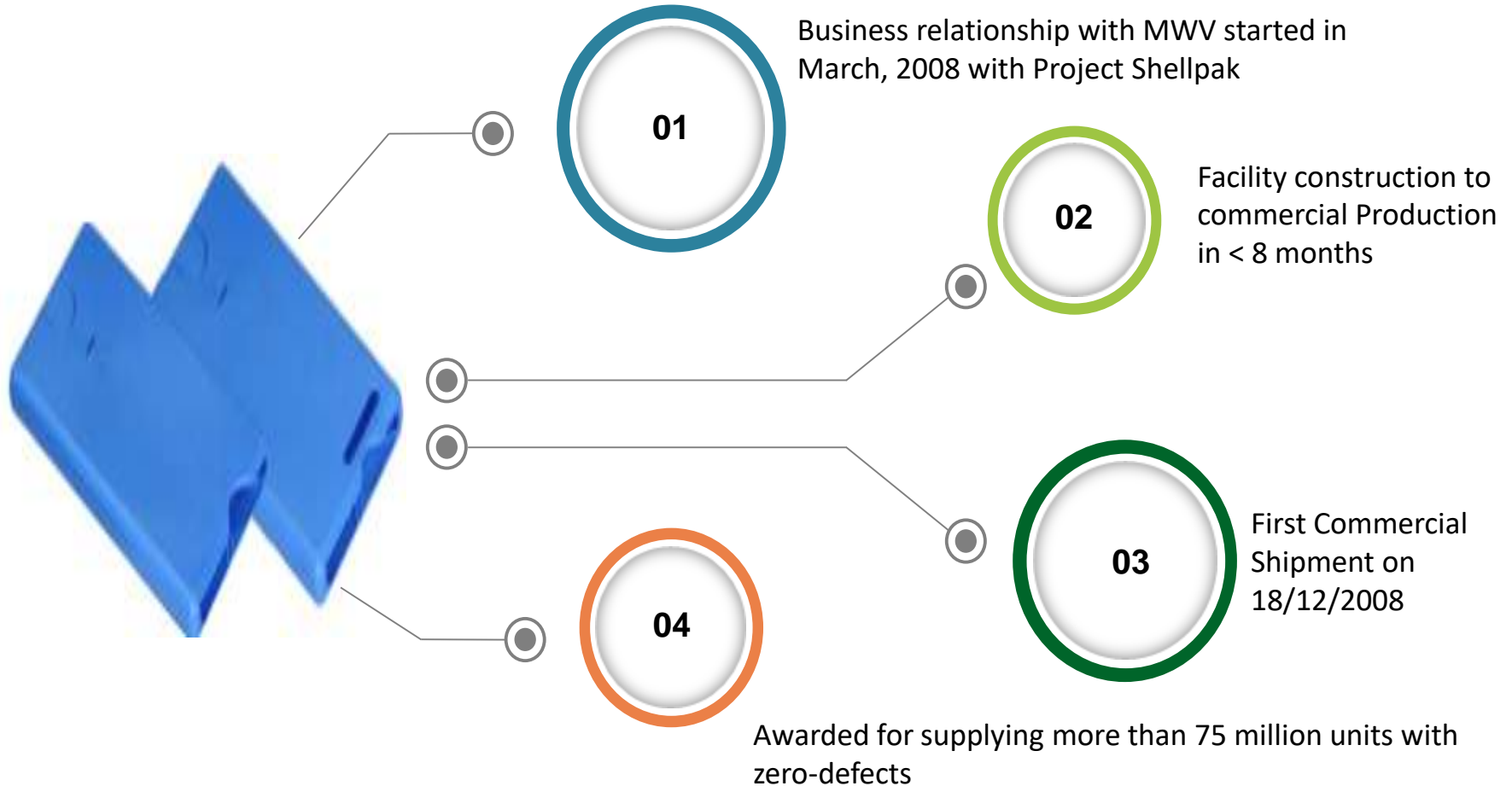
Started supplies of AllStar
Pro which is a premium
metal insulin pen



AllStar Insulin Pen | Client: Sanofi



MWV Shelpack – Delivered in 10 MONTHS

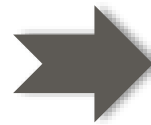


- Shipped ~250 million units of “Shelpak®” till Dec’15 with zero Defects

Honeywell – Metal converted to PLASTIC

Honeywell Metal rods

- Had 3 metal components to each rods
- Each component was machined & then welded



Shaily successfully converted the Metal rod into a single component Plastic rod



Out put

- Productivity increased 300 times
- Cost reduction by 40%

- Shaily is the only supplier globally to successfully accomplish this conversion

- The conversion program to Plastic rods are for Brands such as BMW, AUDI, MERC, Hyundai, FORD, Volkswagen and TATA

Our Performance



Operating Performance in 9M FY18



Revenue

227 Crores  26% YoY



EBITDA

41 Crores  35% YoY



EBITDA Margin

18%  115 bps



PAT

17 Crores  73% YoY



NET Debt: Equity*

0.88x

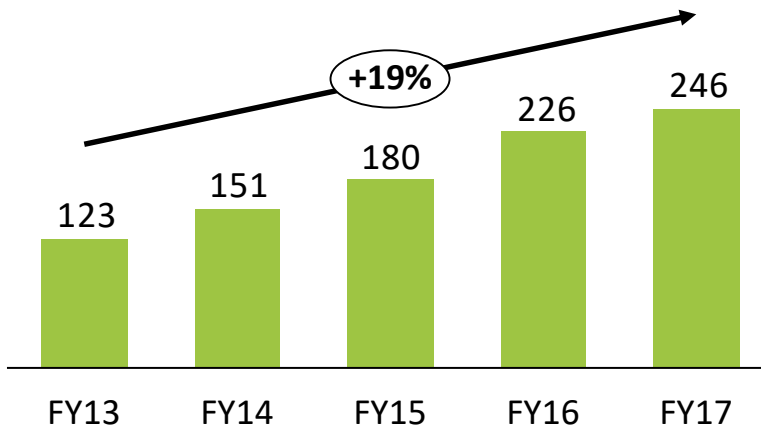


Gross Fixed Assets*

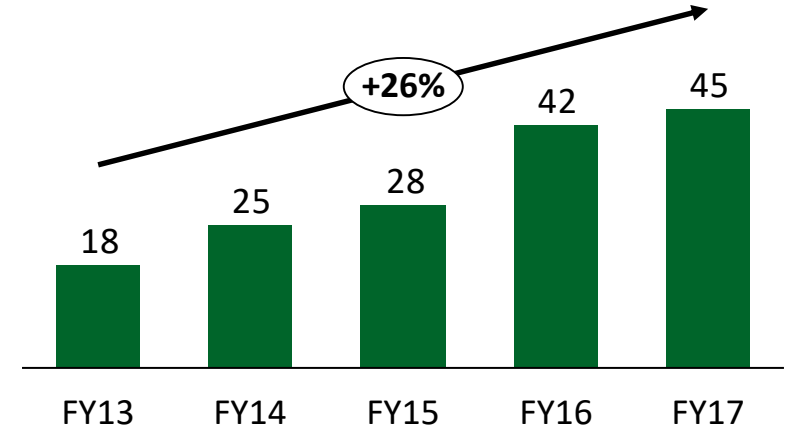
209 Crores

Delivering PROFITABLE GROWTH

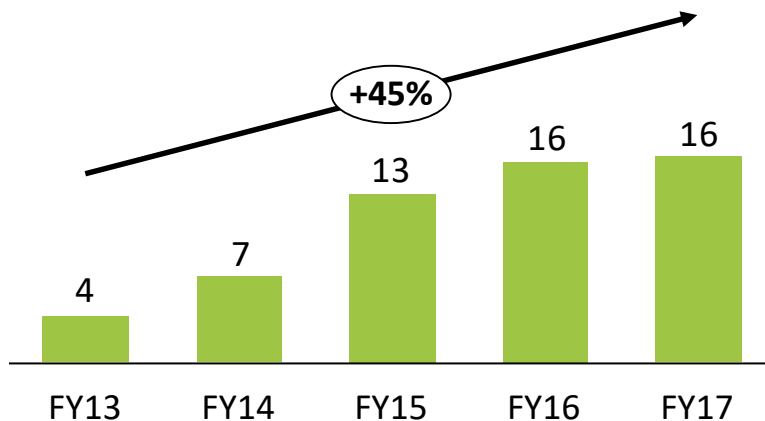
Revenue (Rs. In Crs)



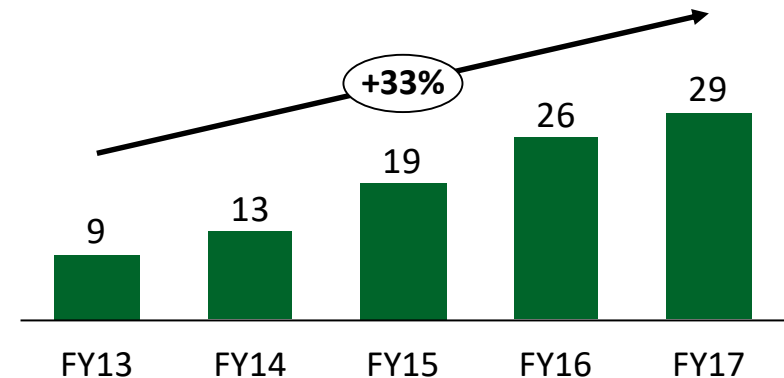
EBITDA (Rs. In Crs)



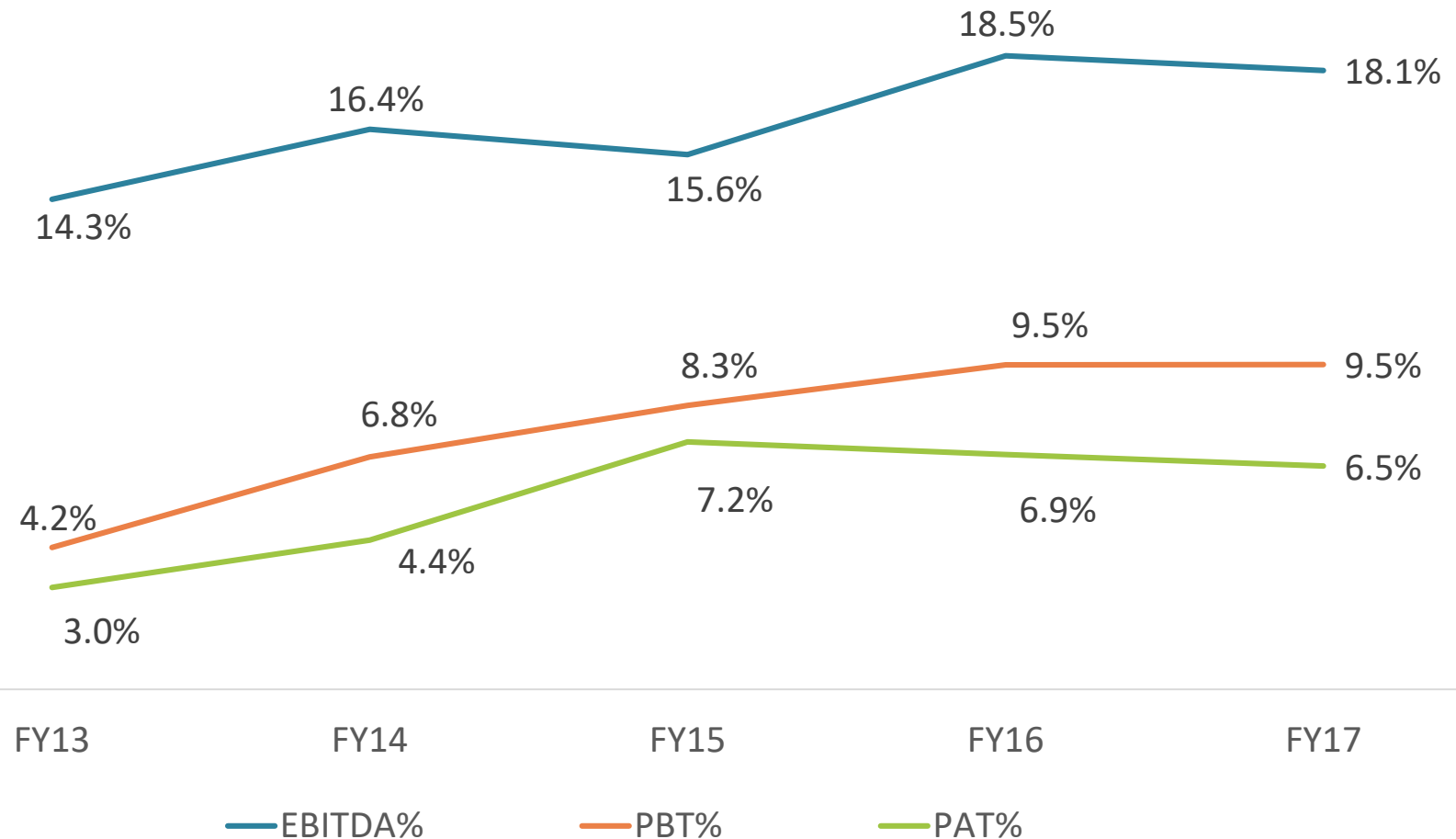
PAT (Rs. In Crs)



Cash PAT (Rs. In Crs)

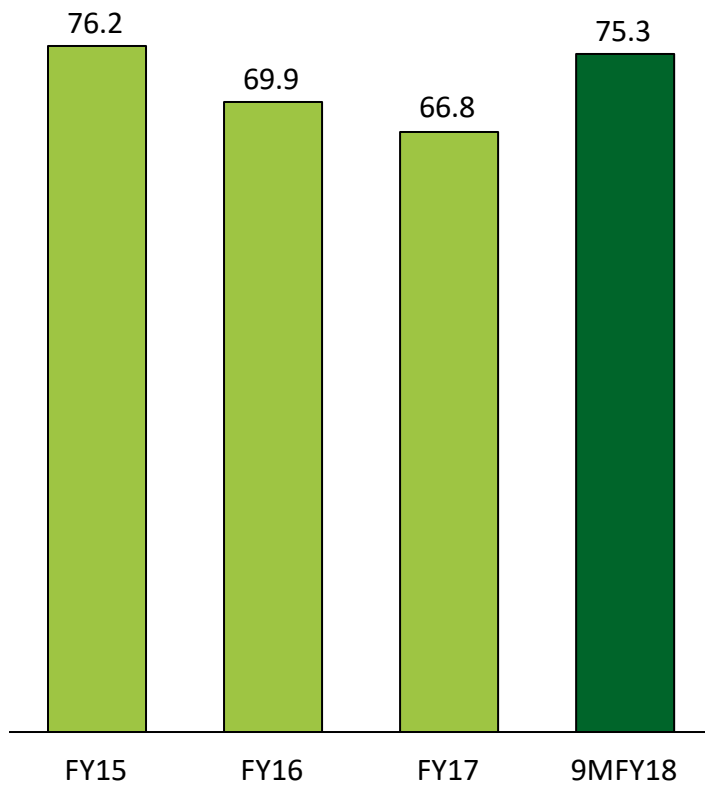


Improving MARGIN Profile

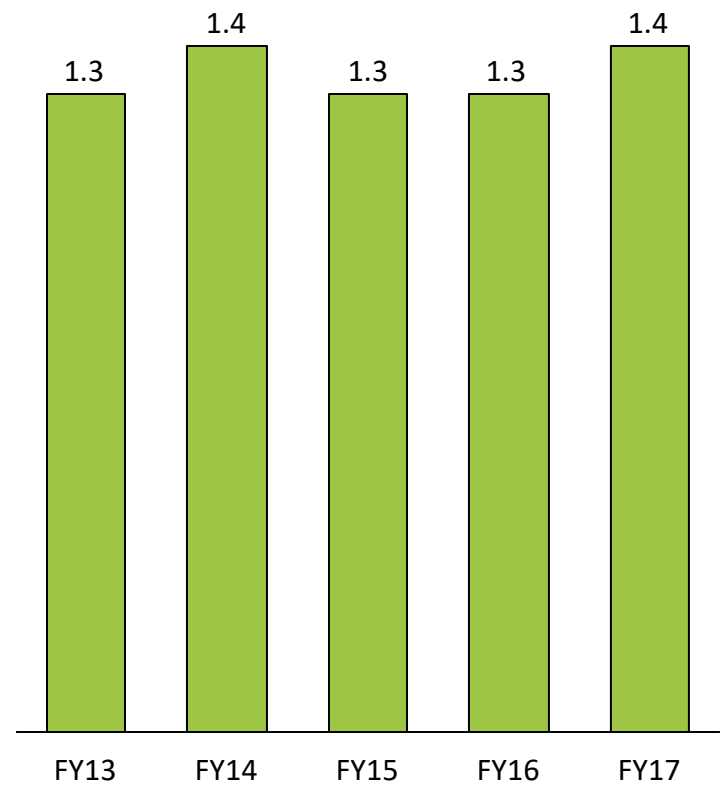


OPERATING LEVERAGE

Machine Utilization (%)

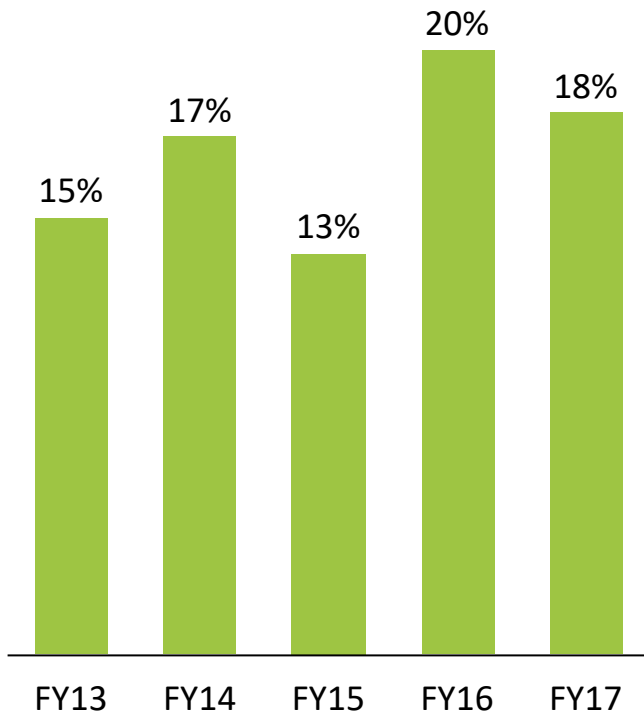


Gross Asset Turnover (x)

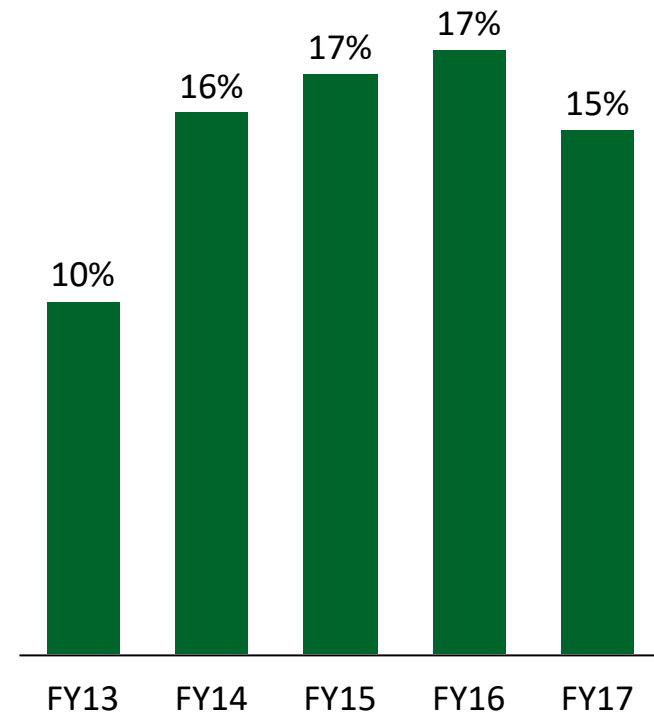


DISCIPLINED use of Capital

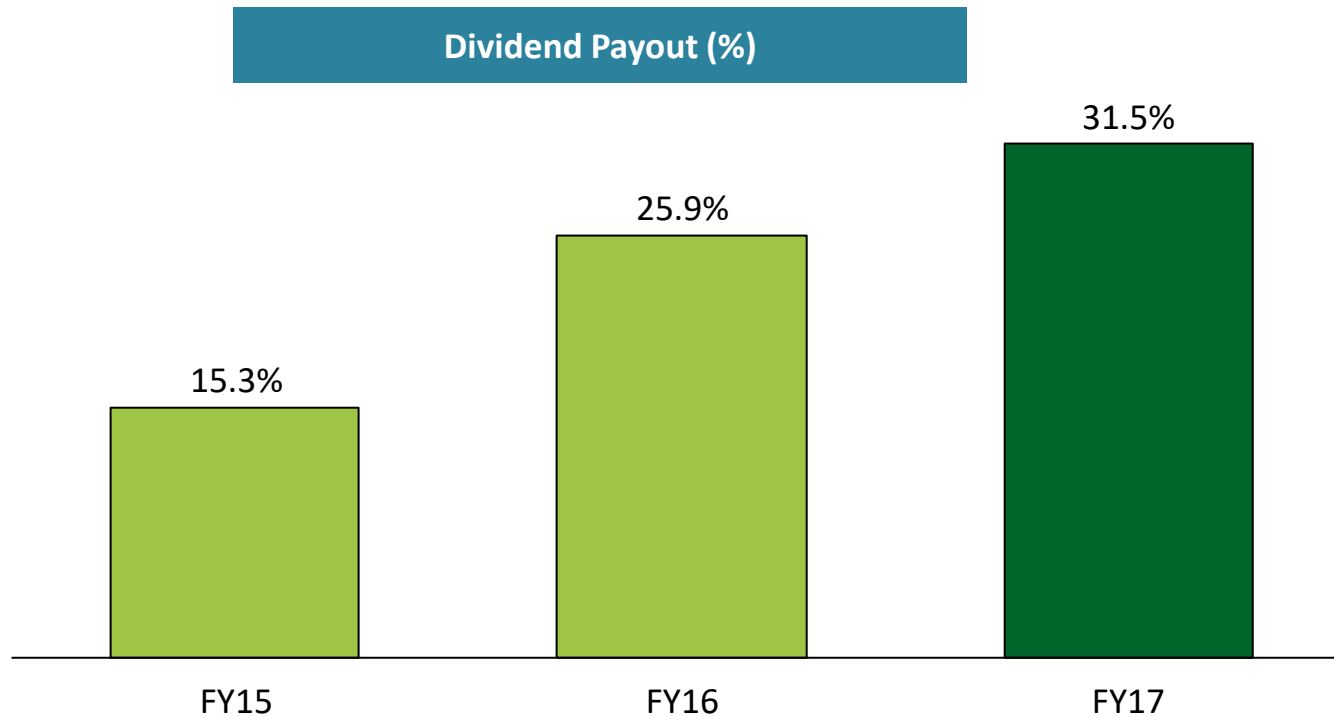
ROCE (%)



ROE (%)



Increasing DIVIDEND PAYOUT



| 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% |

Company



Investor Relations Advisors



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