

**Shaily Engineering Plastics Ltd**

# **Q4 & FY18 Investor Presentation**





# Overview

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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

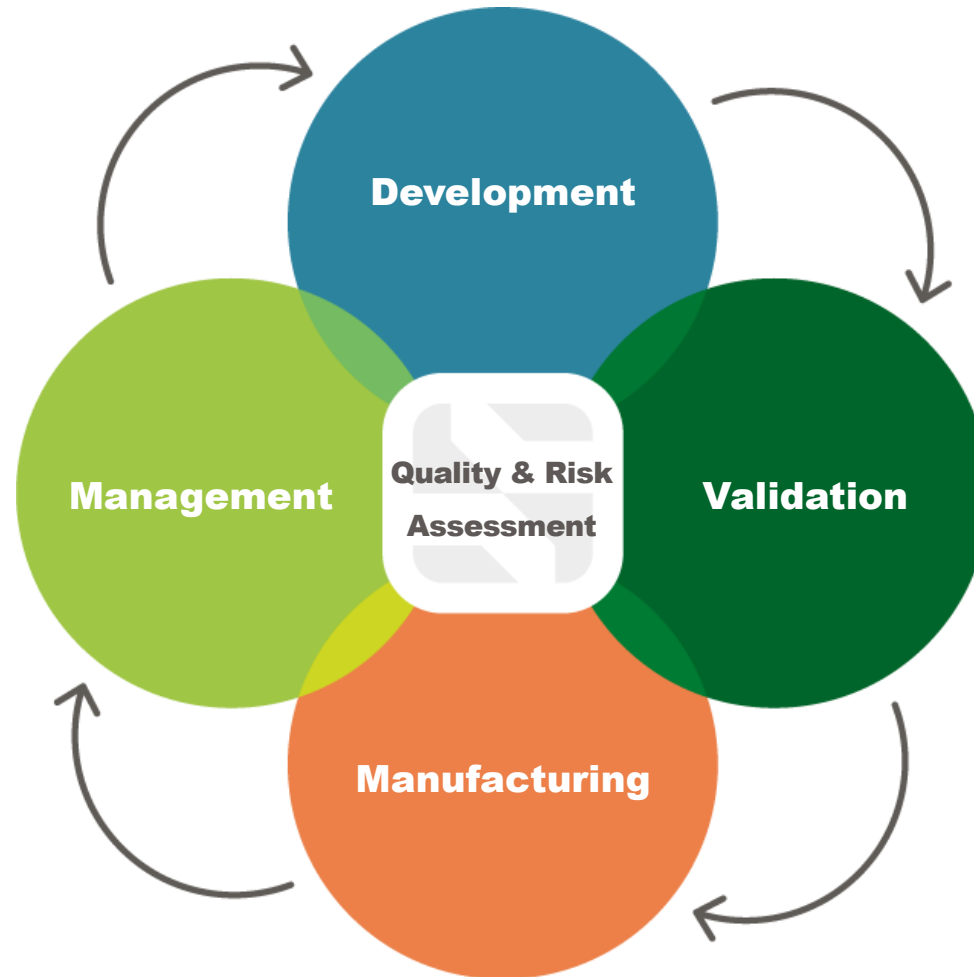


## Management

- 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**



## Q1

- Received Business Confirmations from Domestic FMCG major (new customer) for manufacture of packaging for one of their flagship products
- Pen injector order confirmation received in last quarter now extended for US market
- Order from Large domestic pharma company – for development of disposable insulin pen
- Ramp up in sales seen from auto ancillary company
- Improvement in sales seen in Corvi from Q3
- Home furnishing major – Order confirmation received in Q3FY17, part commercial shipments started
- Launched premium insulin pen for global pharma company for global markets
- Skin care device & Derma applicator – development completed and samples submitted to customer for approval

## Q2

- Skin care device & Derma applicator – development completed and samples submitted to customer for approval
- Commercialized a part of the order worth Rs. 60 Cr received from the Home Furnishing major in Q2 & remaining part to be commercialized in Q3
- Also, Successfully launched Skin care for 5 pharmaceutical companies
- Successfully converted a Metal part to Plastic for Honeywell
- **Award:**
  - Top Exporter from Inland Container Depot, Vadodara
- **Credit Ratings:**
  - Long-Term Bank loan rating upgraded from BBB+ to A- and Short-Term rating upgraded A2 from A2+

## Steady Order In-flow during FY18... II



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




- Received Business Confirmations for 2 more pens from large domestic pharma companies
- New medical applicator under development for a large domestic pharma company
- Developing 2 more products for the Home Furnishing major
- Discussion underway to supply LED lighting components for a new client



# Operating Performance in FY18



Revenue

**318** Crores  29% YoY



EBITDA

**55\*** Crores  26% YoY  
\*As per IndAS



EBITDA Margin

**17%\***  50 bps

\*As per IndAS  
EBITDA margins are 18% as per I-GAAP



PAT

**24** Crores  51% YoY



NET Debt: Equity

**0.85x**



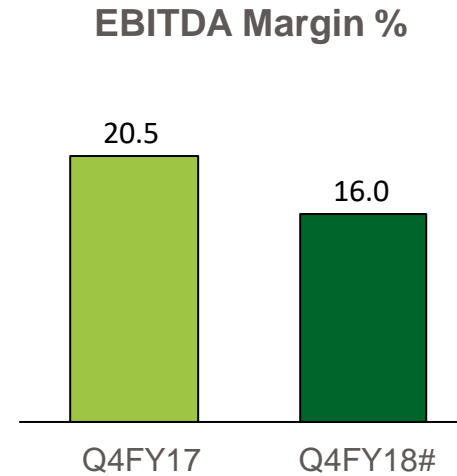
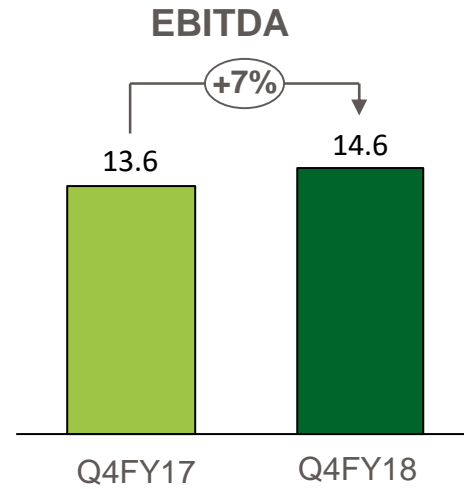
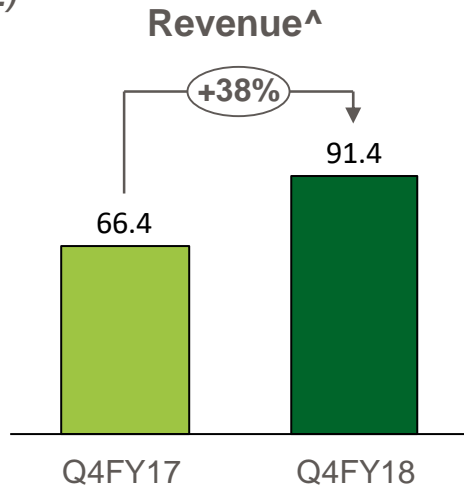
Gross Fixed Assets

**228** Crores

# Key Highlights – Q4FY18

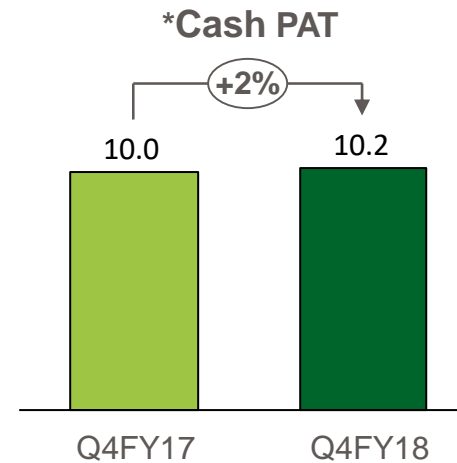
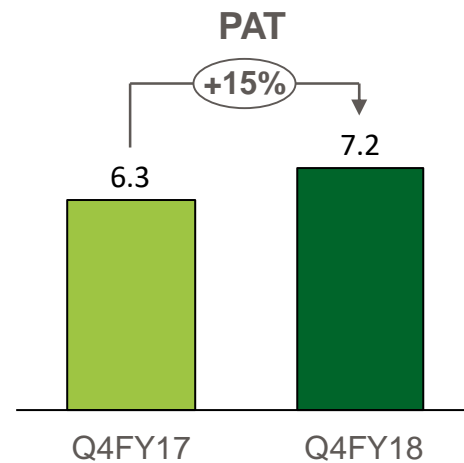
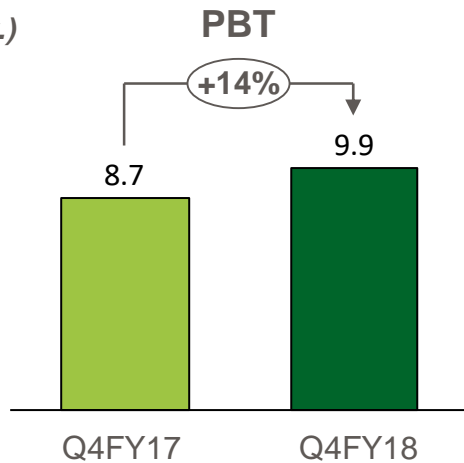


(Rs. Cr.)



# As per IndAS. EBITDA margins are 18.4% as per I-GAAP

(Rs. Cr.)

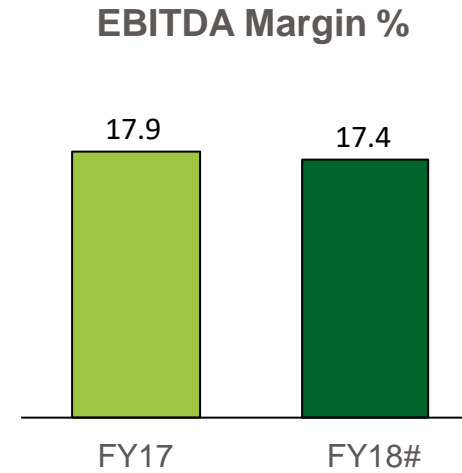
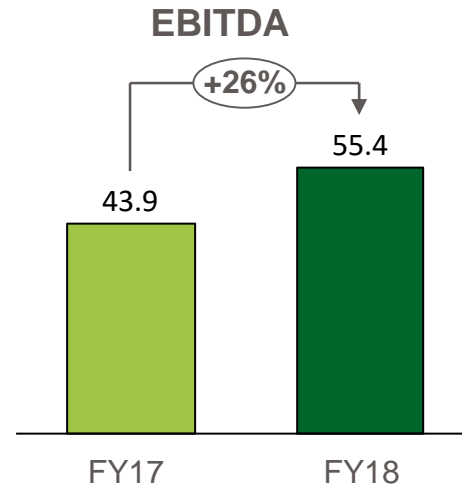
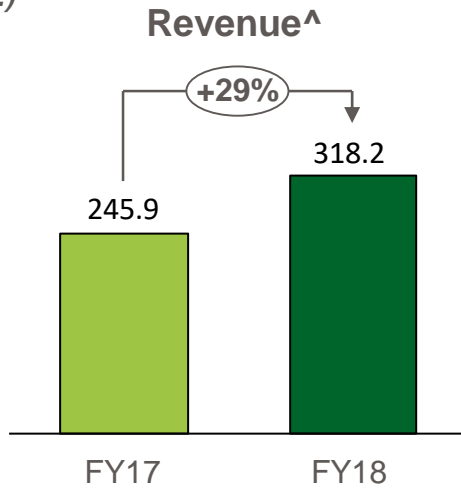


\*Cash PAT includes PAT & Depreciation  
<sup>^</sup>Excise Duty expenses have been excluded for comparison purposes

# Key Highlights – FY18

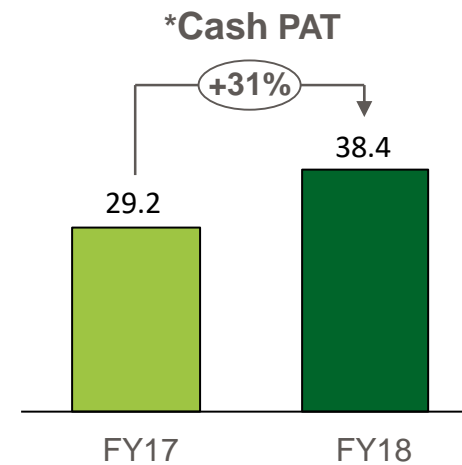
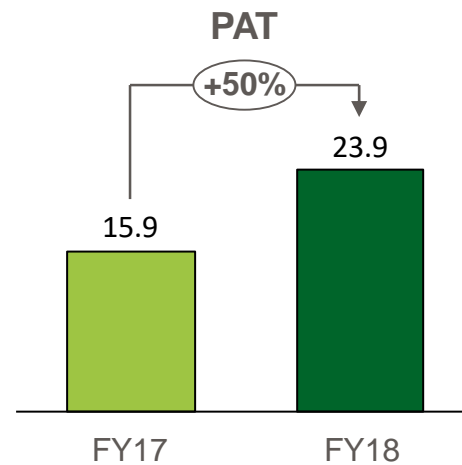
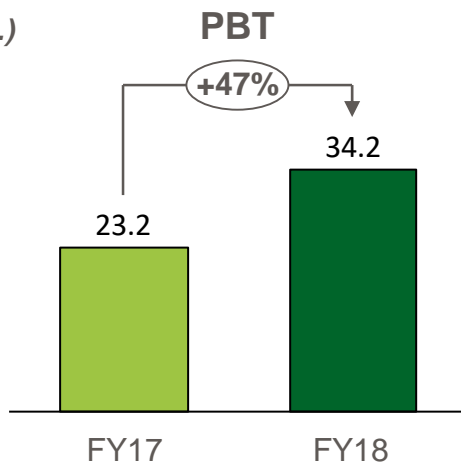


(Rs. Cr.)



# As per IndAS. EBITDA margins are 18% as per I-GAAP

(Rs. Cr.)

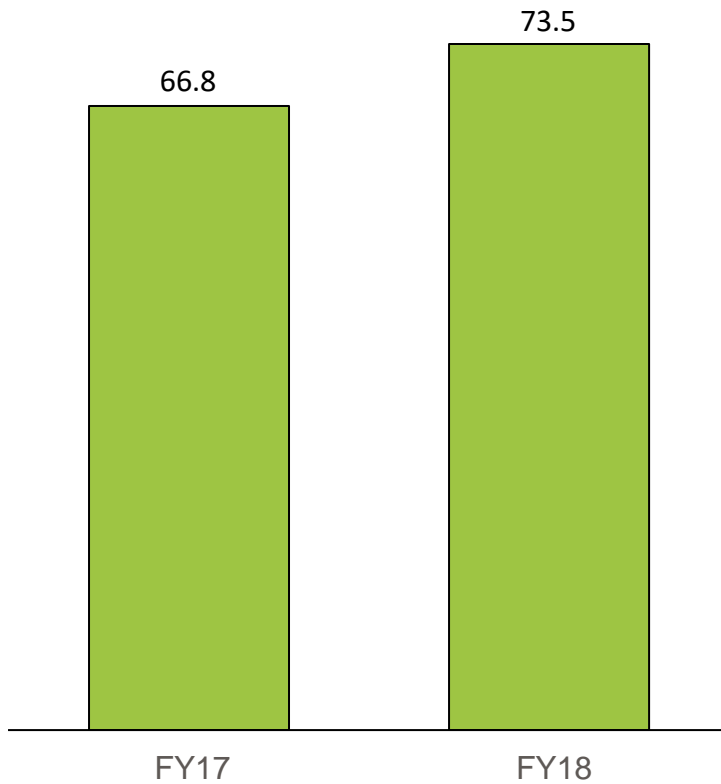


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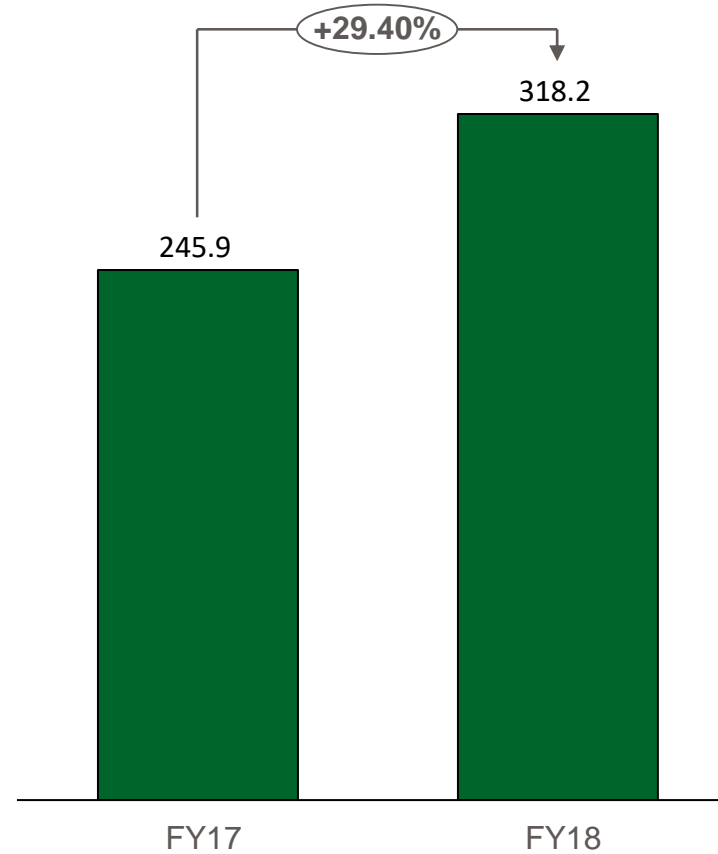
# Machine Utilization – Across Plants



### Machine Utilization (%)



### Revenue (Rs. In Crs)

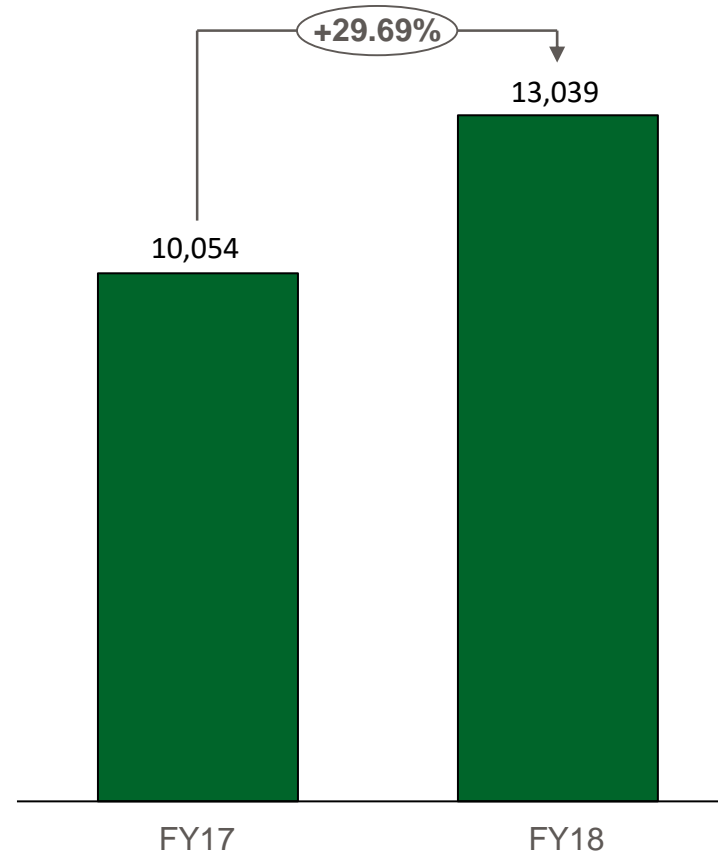
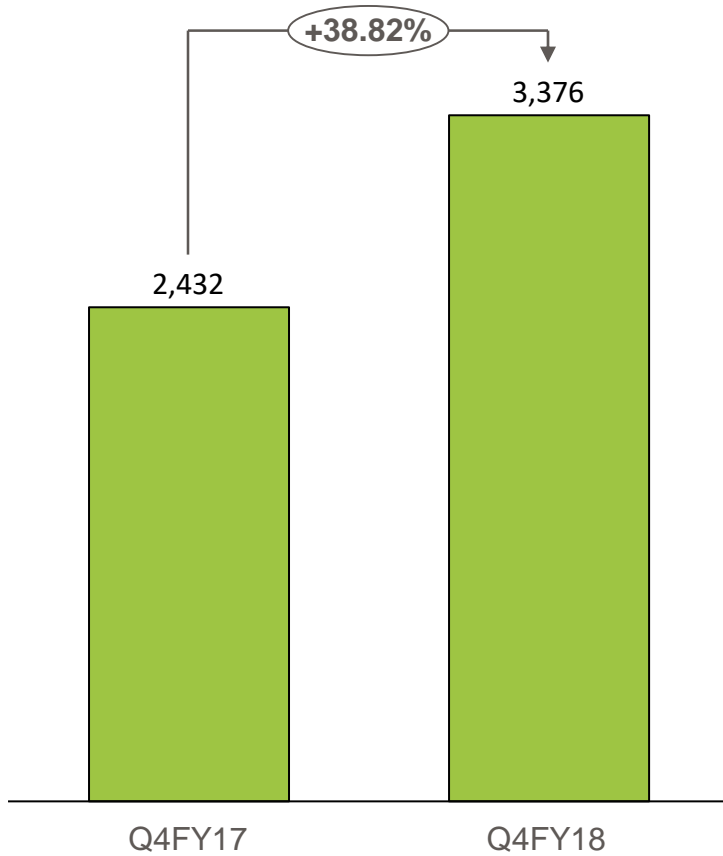


...Focusing on higher value add products

# Volume of Polymers Processed



Volume in Tons



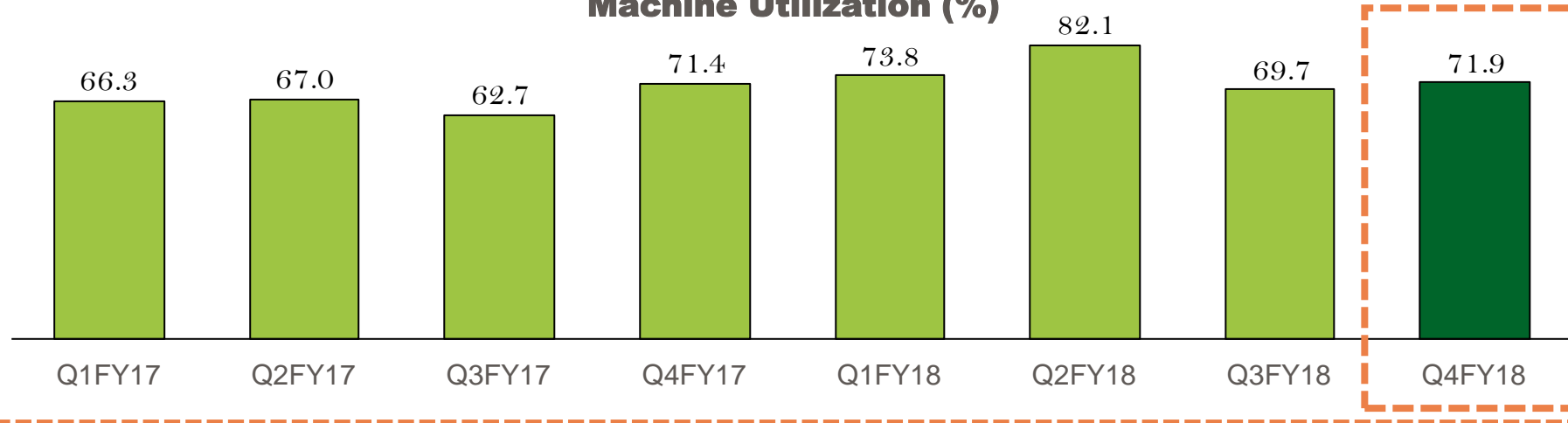
...Increase in basket of product offering and quantity



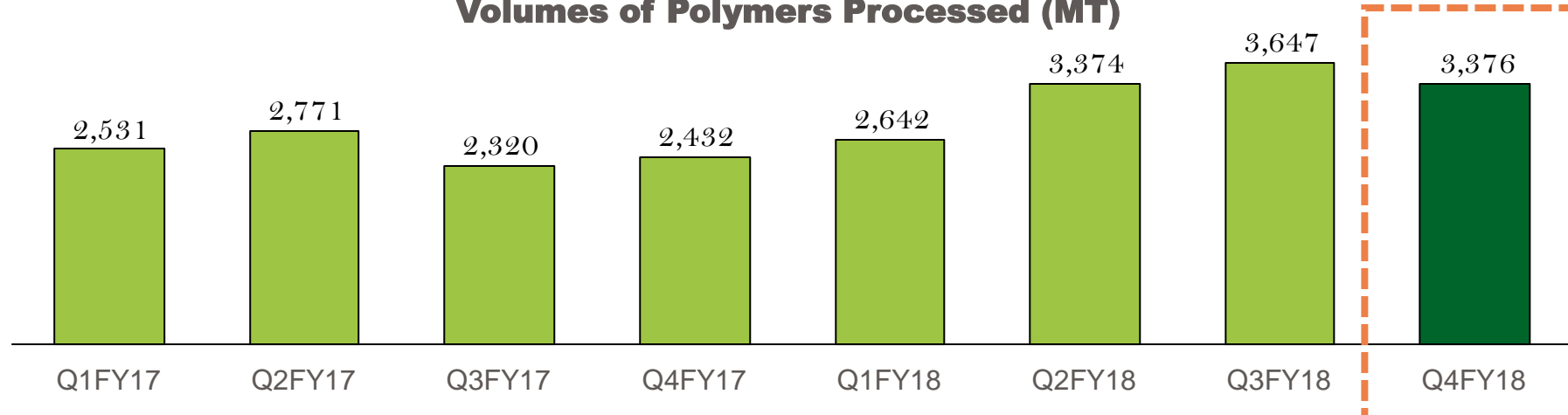
# Volume of Polymers Processed



### Machine Utilization (%)



### Volumes of Polymers Processed (MT)

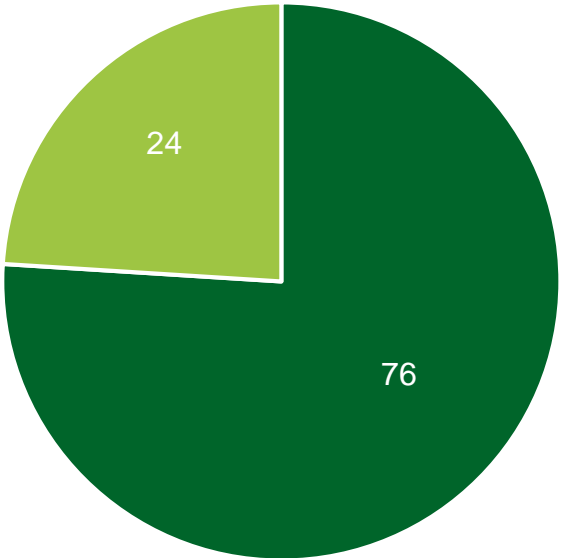


# Volume of Polymers Processed



**FY17**

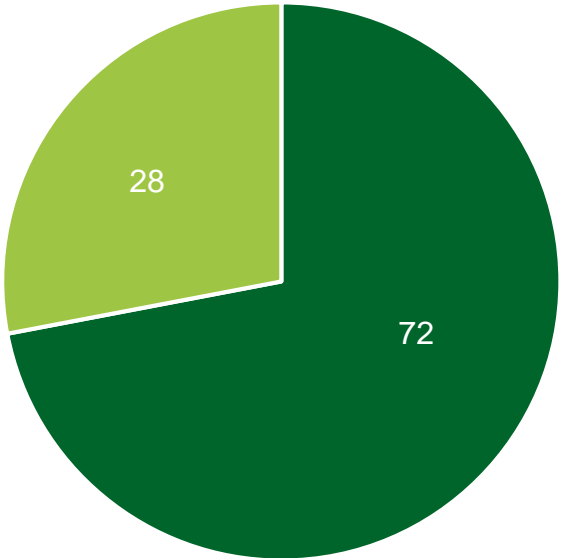
Sales



Foreign Domestic

**FY18**

Sales



Foreign Domestic

# Quarterly Income Statement as per IndAS



Particulars in Rs. Crs	Q4FY18	Q4FY17	YoY %	FY18	FY17	YoY %
<b>Revenue</b>	<b>91.4</b>	<b>66.4</b>	<b>37.5%</b>	<b>318.2</b>	<b>245.9</b>	<b>29.4%</b>
Raw Material	57.6	40.72		198.8	151.1	
Employee Expenses	7.6	6.16		30.7	26.4	
Other Expenses*	12.2	7.00		35.6	27.8	
Other Income	0.6	1.06		2.3	3.4	
<b>EBITDA</b>	<b>14.6</b>	<b>13.62</b>	<b>7.0%</b>	<b>55.4</b>	<b>43.9</b>	<b>26.3%</b>
<i>EBITDA Margin</i>	<i>16.0%</i>	<i>20.5%</i>		<i>17.4%</i>	<i>17.9%</i>	
Depreciation	3.0	3.70		14.5	13.4	
Finance Cost	1.7	1.27		6.7	7.4	
<b>PBT</b>	<b>9.9</b>	<b>8.65</b>	<b>14.4%</b>	<b>34.2</b>	<b>23.2</b>	<b>47.7%</b>
<i>PBT Margin</i>	<i>10.8%</i>	<i>13.0%</i>		<i>10.8%</i>	<i>9.4%</i>	
Tax	2.7	2.39		10.3	7.3	
<b>PAT</b>	<b>7.2</b>	<b>6.26</b>	<b>15.1%</b>	<b>23.9</b>	<b>15.9</b>	<b>50.6%</b>
<i>PAT Margin</i>	<i>7.9%</i>	<i>9.4%</i>		<i>7.5%</i>	<i>6.5%</i>	
<b>Cash PAT*</b>	<b>10.2</b>	<b>10.0</b>	<b>2.0%</b>	<b>38.4</b>	<b>29.2</b>	<b>31.4%</b>
<i>Cash PAT Margin</i>	<i>11.1%</i>	<i>15.0%</i>		<i>12.1%</i>	<i>11.9%</i>	

# Balance Sheet as per IndAS



Particulars in Rs. Crs	Mar 18	Mar 17
<b>Assets</b>		
<b>Non current Assets</b>	<b>125.9</b>	<b>104.3</b>
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
<b>Current Assets</b>	<b>158.9</b>	<b>96.0</b>
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
<b>Total Assets</b>	<b>284.8</b>	<b>200.3</b>

Particulars in Rs. Crs	Mar 18	Mar 17
<b>Equity &amp; Liabilities</b>		
<b>Equity</b>	<b>124.3</b>	<b>105.4</b>
Share Capital	8.3	8.3
Other Equity	115.9	97.1
<b>Non Current Liabilities</b>	<b>27.0</b>	<b>18.8</b>
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
<b>Current Liabilities</b>	<b>133.5</b>	<b>76.1</b>
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
<b>Total Equity &amp; Liabilities</b>	<b>284.8</b>	<b>200.3</b>

## Reconciliation as per I-GAAP



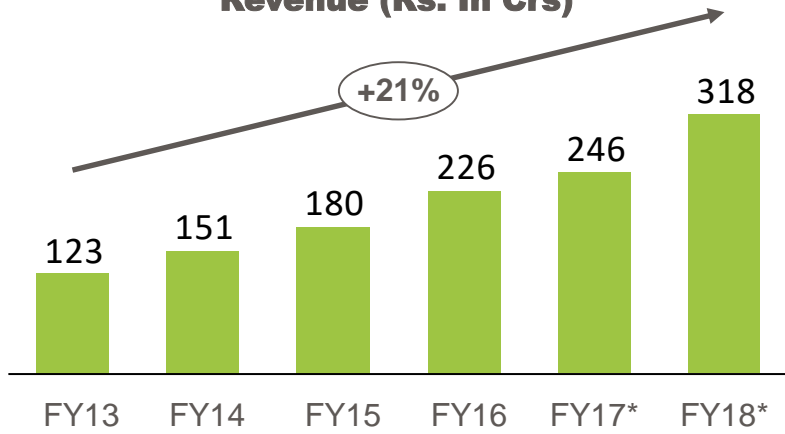
Particulars in Rs. Crs	FY17
<b>Net Profit for the period as per Indian GAAP</b>	<b>15.9</b>
Fair Valuation of Financial Assets - Investment in mutual funds	-
Adjustment on account of provision for expected credit loss	-0.3
Re-measurement of post employment benefit obligations	0.2
Adjustment of borrowings at amortized cost using effective interest rate method	0.0
Tax Impact on above	0.0
<b>Total IND-AS Adjustments</b>	<b>0.0</b>
<b>Net Profit for the period as per IND-AS</b>	<b>15.9</b>
Items that will not be reclassified to profit or loss (Net of Tax)	-0.2
<b>Total Comprehensive Income (Actuarial Gain on Defined Benefit Obligation)</b>	<b>15.7</b>



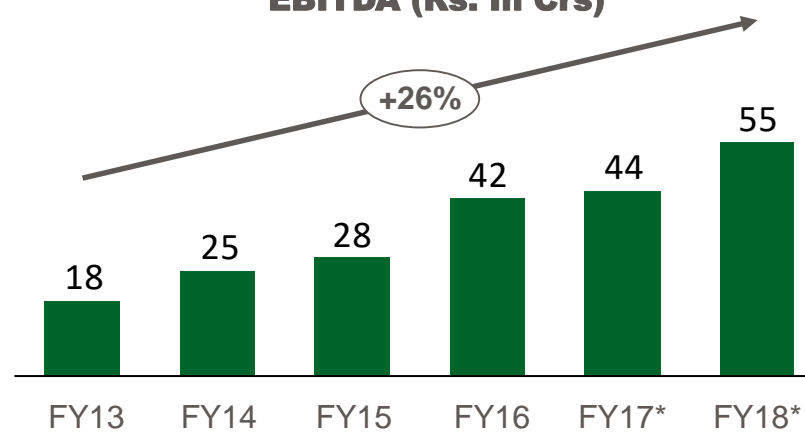
# Delivering PROFITABLE GROWTH



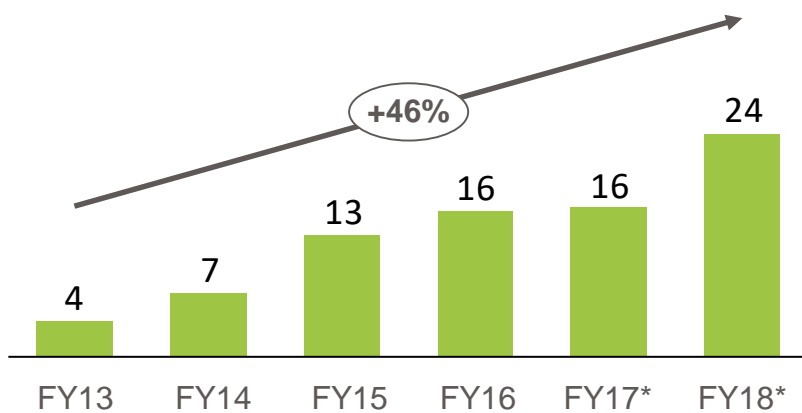
### Revenue (Rs. In Crs)



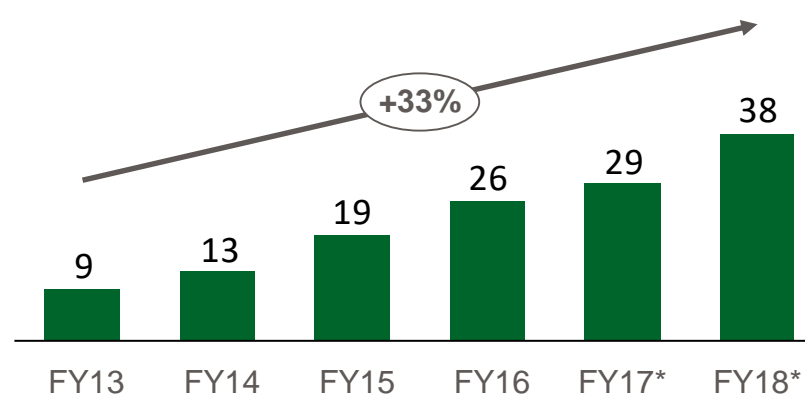
### EBITDA (Rs. In Crs)



### PAT (Rs. In Crs)



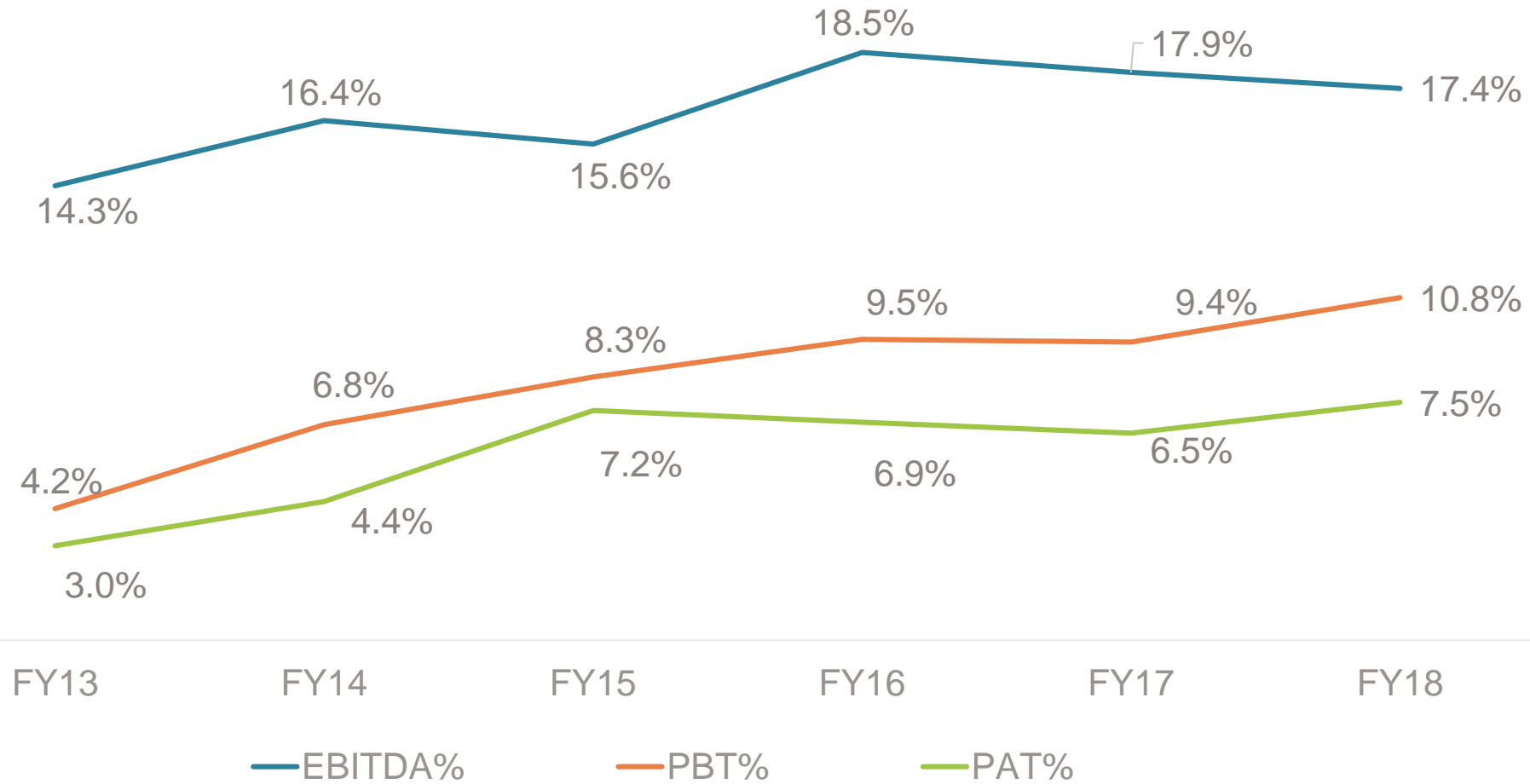
### Cash PAT (Rs. In Crs)



\* 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
<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**

**^ As per IndAS**

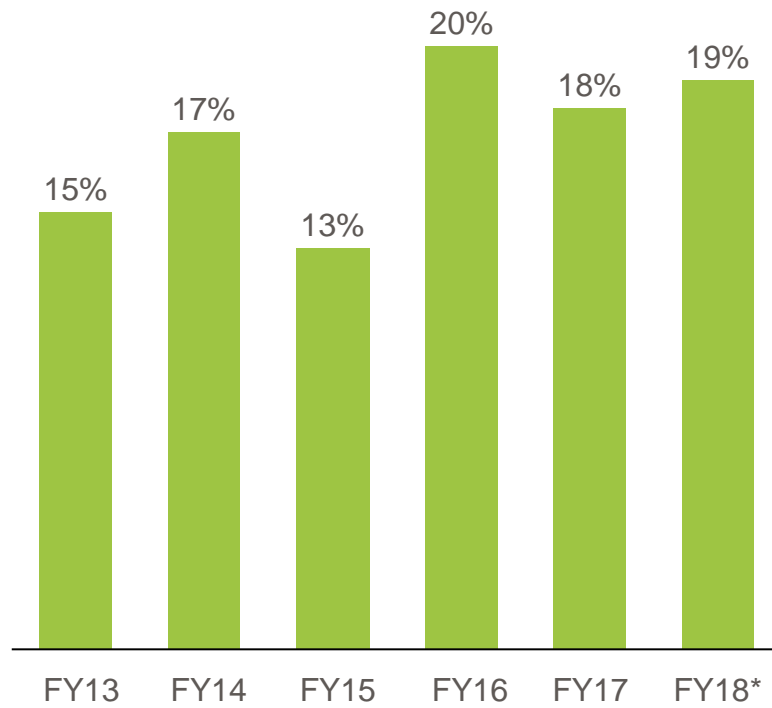
# Historical Balance Sheet as per I-GAAP



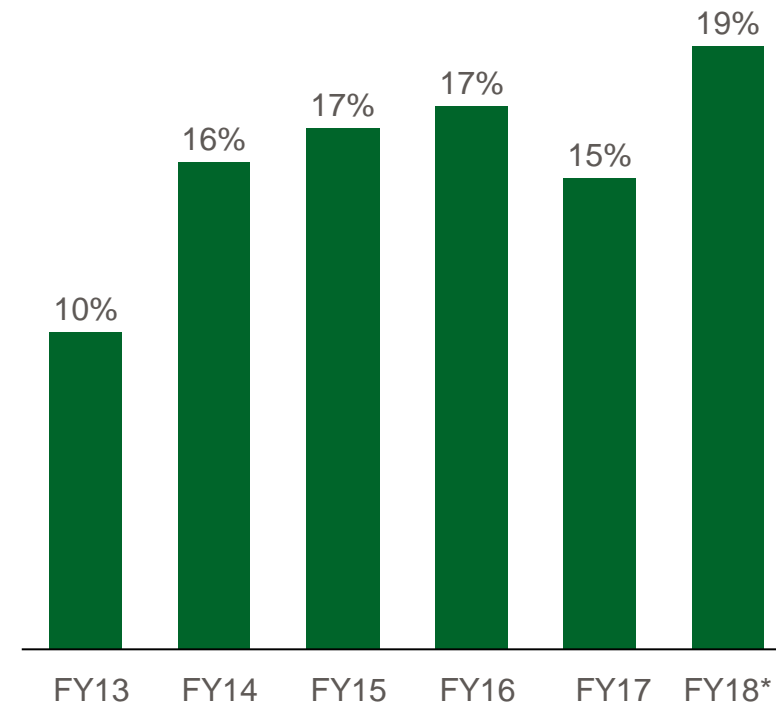
Rs. Crs.	FY17	FY16	FY15	FY14	FY13
<b>Shareholder's Fund</b>	<b>105.6</b>	<b>89.8</b>	<b>78.3</b>	<b>42.6</b>	<b>36.0</b>
Share capital	8.3	8.3	8.3	7.3	7.3
Reserves & Surplus	97.3	81.4	70.0	35.2	28.7
<b>Non-current liabilities</b>	<b>24.6</b>	<b>39.1</b>	<b>40.6</b>	<b>43</b>	<b>19.8</b>
Long term borrowings	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	-	-
<b>Current liabilities</b>	<b>75.6</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	15.6	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>

### ROCE (%)



### ROE (%)



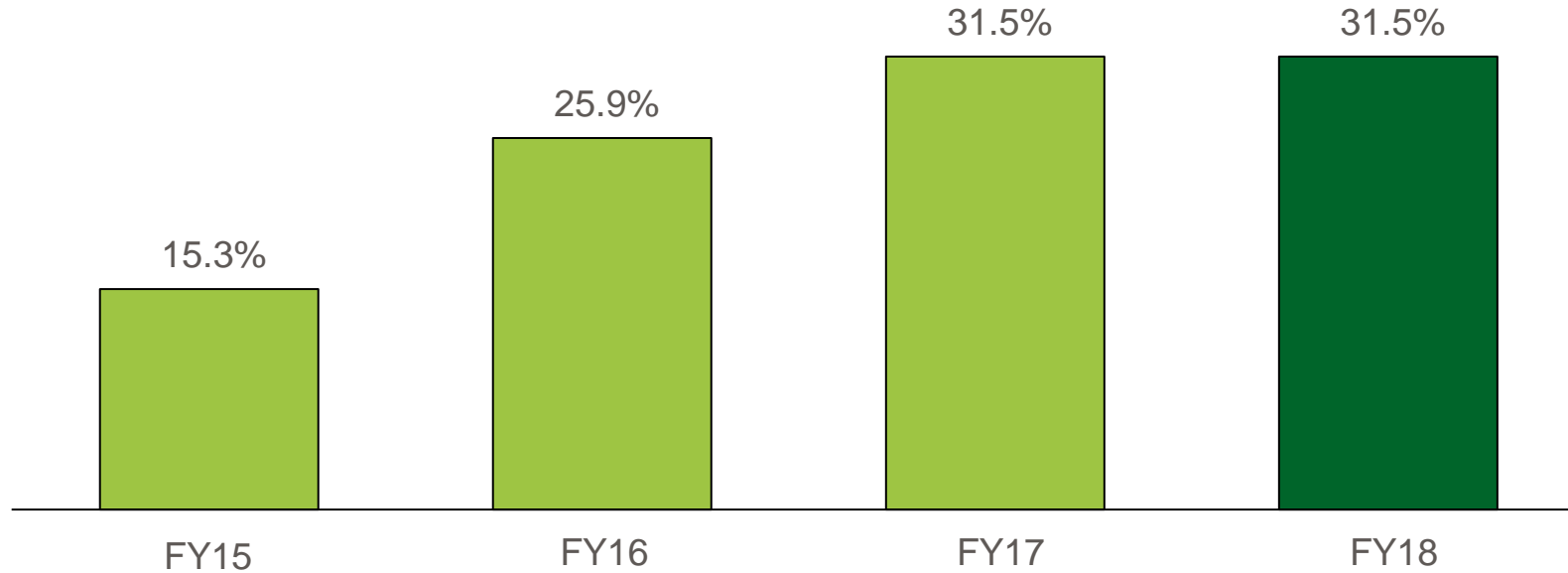
\* As per IndAS



# Increasing DIVIDEND PAYOUT



**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



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#### Company :

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#### Investor Relations Advisors :

**Shaily Engineering Plastics Ltd.**  
CIN – L51900GJ1980PLC065554

**Strategic Growth Advisors Pvt. Ltd.**  
CIN - U74140MH2010PTC204285

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Mr. Shogun Jain/Mr. Pratik R. Shah  
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**Thank you**