

A photograph of a modern industrial factory floor. In the foreground, there are several stacks of blue 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, and another machine labeled 'ELEKTRON 110'. The ceiling is white with recessed square lights. A yellow overhead crane is visible in the distance.

# Shaily Engineering Plastics Limited

Result Update Presentation

Q1/ FY17

August 2016



Shaily Engineering  
Plastics Limited

# Safe Harbor

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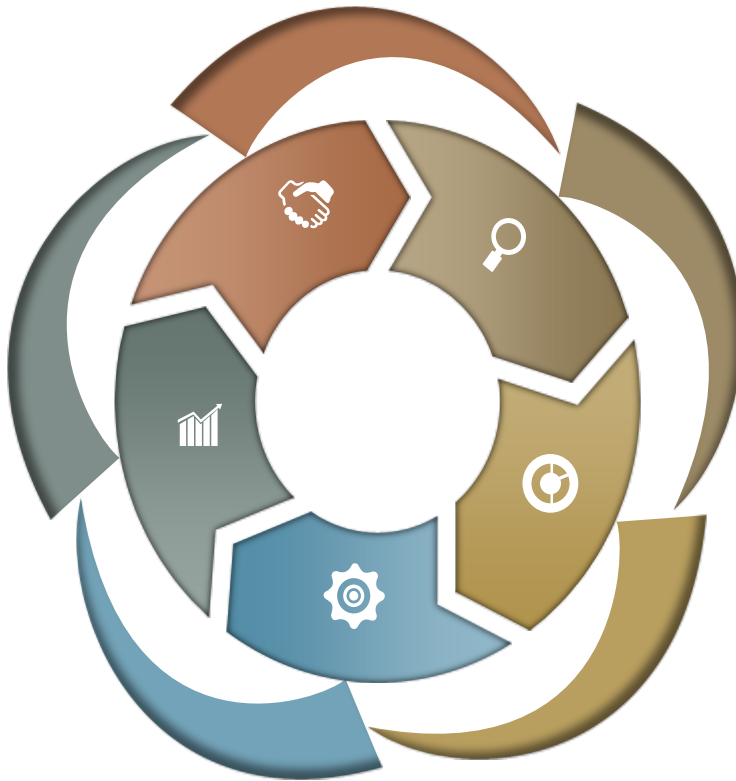
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# Q1/ FY17 - Financial Performance



# Key Developments



## New Orders/Clients

- Company has increased business with Gillette with doubling of capacity
- Company has been awarded new business from a Global Pharma major for development & supply of new range of ophthalmic packaging for regulated markets

## CRC Division

Slow ramp up impacted CRC business due to recent changes on the regulatory front. Expect orders to pick up in the coming quarters.

## New Bids

Bidding for Large Orders in Home Furnishing Segment across various products

## Higher Processing

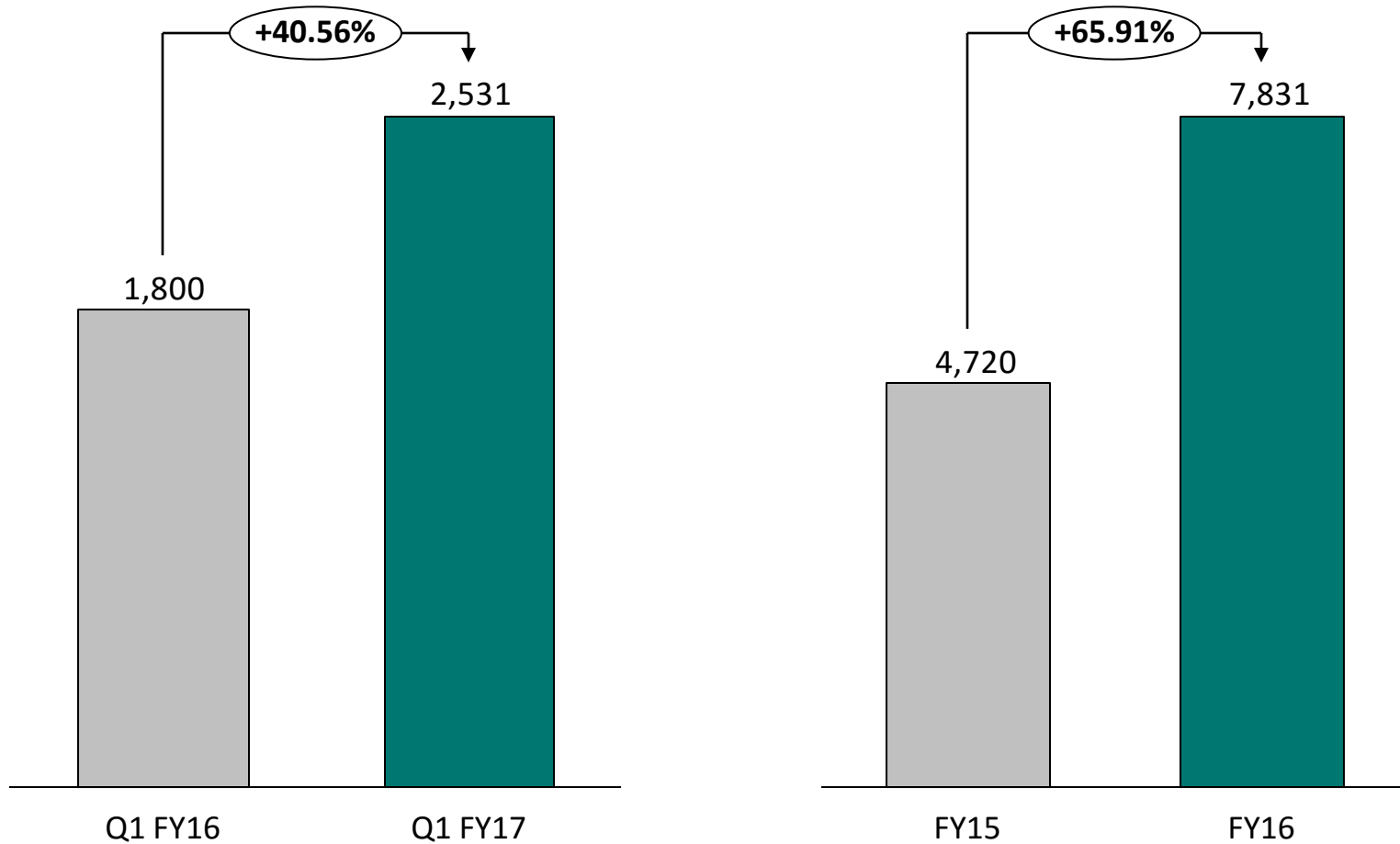
Record Volume of Polymers processed during Q1-FY17. Processed 41% more Polymers on YoY basis

## Financial Performance

Raw Material 'Price Pass through' clause with Customers impacted Revenue Growth. Cash PAT growth recorded at 16.4% YoY

**Shifted from Client Approach to Product Approach to deliver higher Value proposition to Customers**

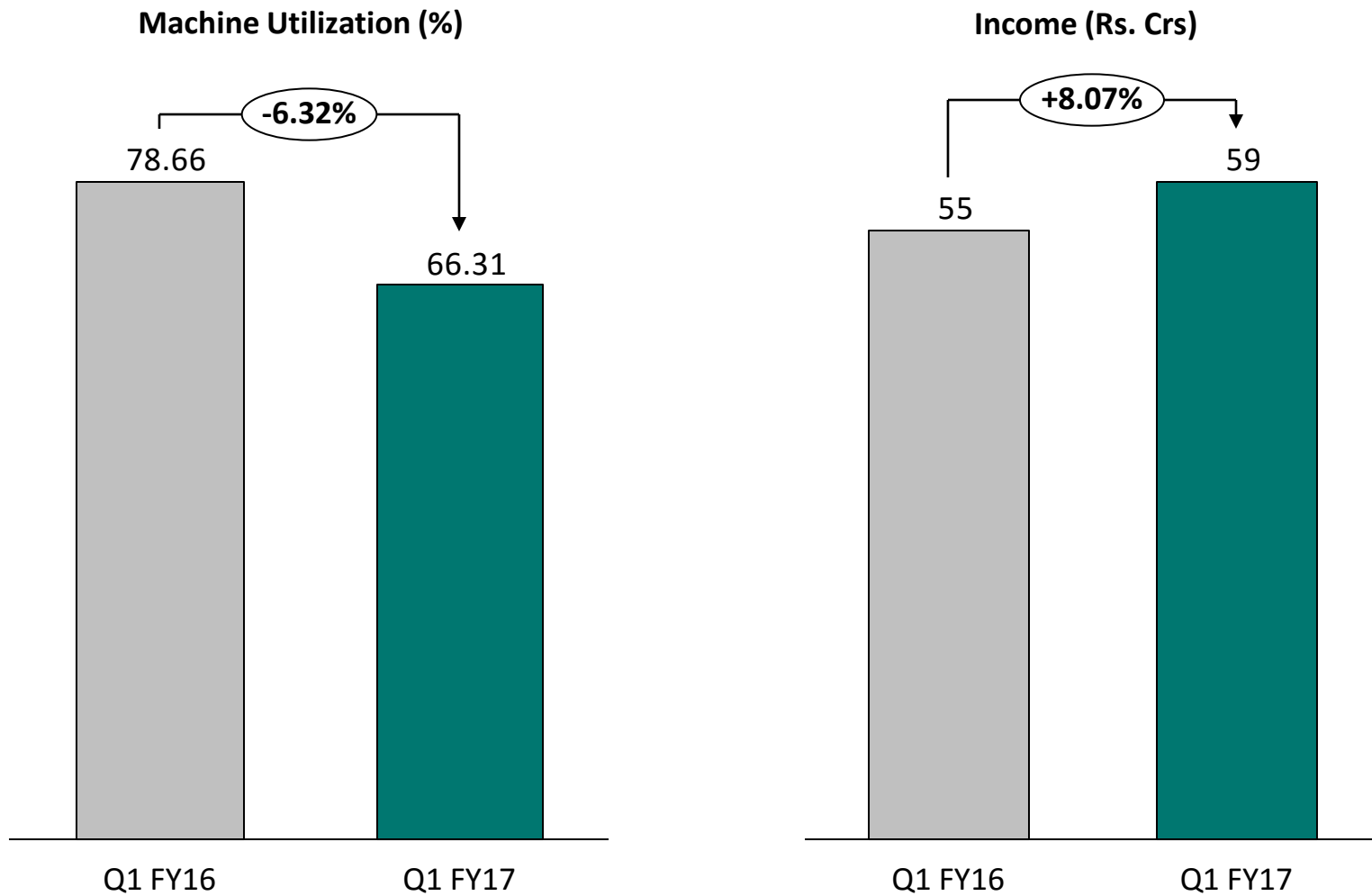
# Volume of Polymers Processed



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

\*Volume in Tonnes

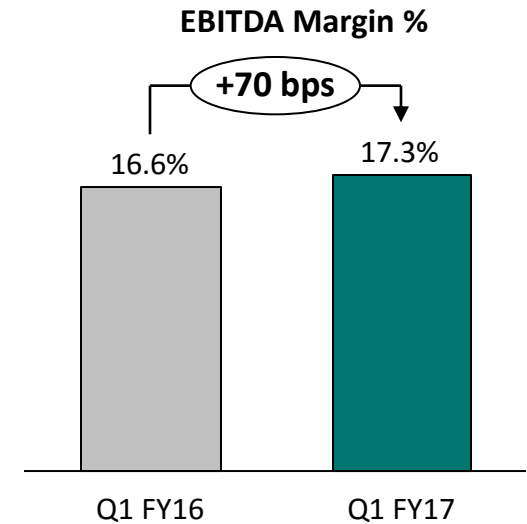
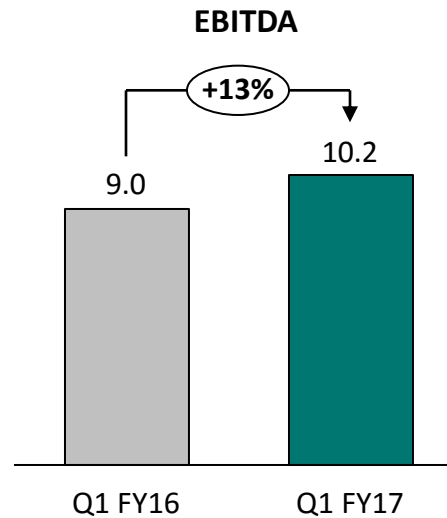
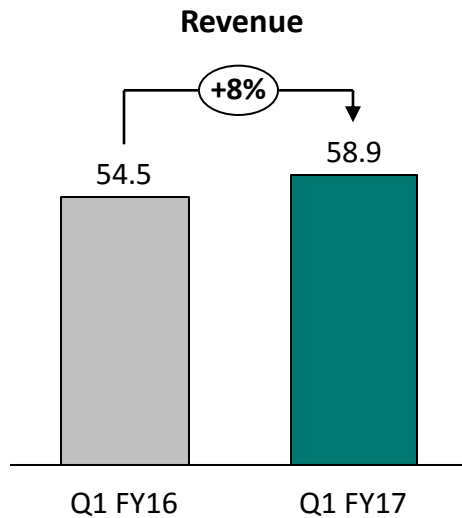
# Machine Utilization – Across Plants



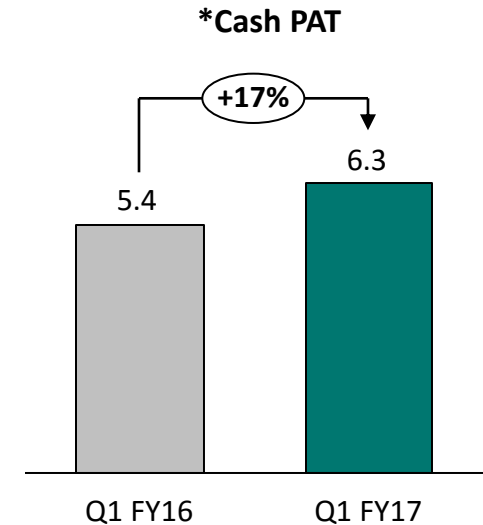
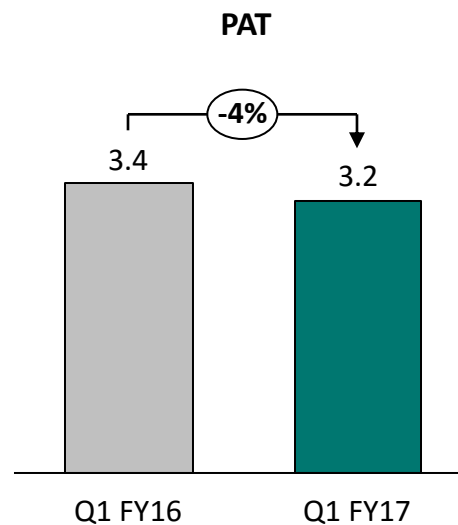
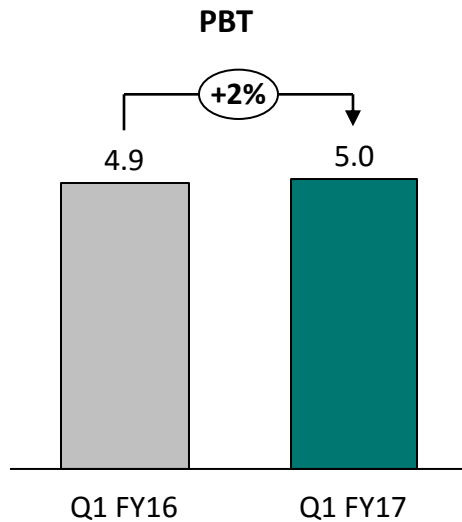
...Focusing on better product mix

# Key Highlights – Q1 FY17

(Rs. Cr.)



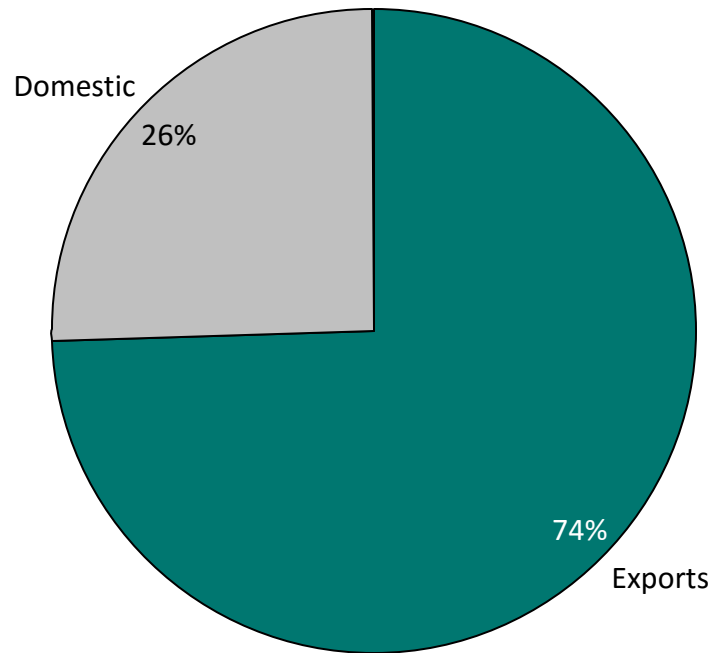
(Rs. Cr.)



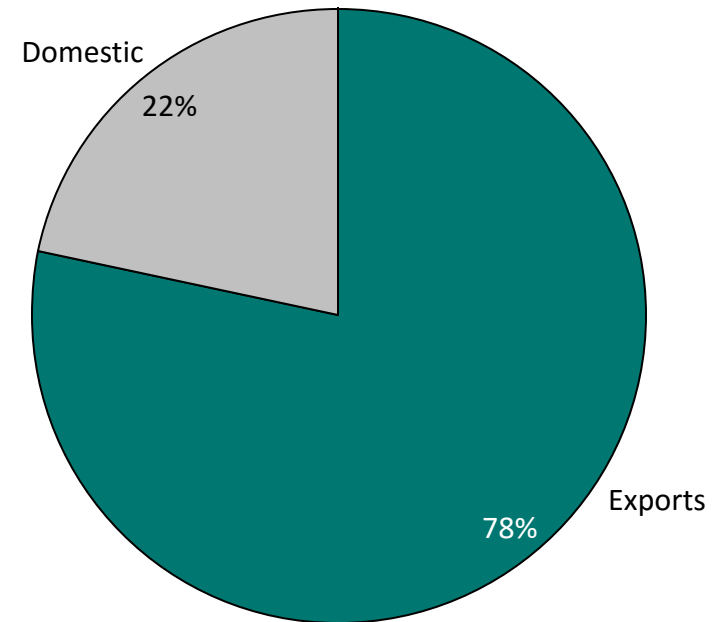
*\*Cash PAT includes PAT & Depreciation*

# Domestic V/s Exports Performance

Q1 FY16 - Revenue



Q1 FY17 - Revenue





# Quarterly Income Statement

Particulars in Rs. Crs	Q1 FY17	Q1 FY16	YoY %	FY16	FY15	YoY%
<b>Total Sales Revenue</b>	<b>58.9</b>	<b>54.5</b>	<b>8.2%</b>	<b>225.5</b>	<b>179.7</b>	<b>25.5%</b>
Raw Material	35.7	33.4		137.3	113.4	
Employee Expenses	6.7	6.0		23.4	19.5	
Other Expenses	6.8	6.3		25.8	20.3	
Other Income	0.4	0.2		2.8	1.6	
<b>EBITDA</b>	<b>10.2</b>	<b>9.0</b>	<b>12.9%</b>	<b>41.8</b>	<b>28.0</b>	<b>49.1%</b>
<i>EBITDA Margin</i>	<i>17.3%</i>	<i>16.6%</i>	<i>70 bps</i>	<i>18.5%</i>	<i>15.6%</i>	<i>290 bps</i>
Depreciation	3.1	2.0		10.3	6.4	
Finance Cost	2.1	2.1		10.1	6.7	
<b>PBT</b>	<b>5.0</b>	<b>4.9</b>	<b>1.4%</b>	<b>21.4</b>	<b>14.9</b>	<b>43.8%</b>
<i>PBT Margin</i>	<i>8.5%</i>	<i>9.0%</i>		<i>9.5%</i>	<i>8.3%</i>	
Tax	1.7	1.5		5.9	1.9	
<b>PAT</b>	<b>3.2</b>	<b>3.4</b>	<b>(3.8%)</b>	<b>15.5</b>	<b>13.0</b>	<b>19.1%</b>
<i>PAT Margin</i>	<i>5.5%</i>	<i>6.2%</i>		<i>6.9%</i>	<i>7.2%</i>	
<b>*Cash PAT</b>	<b>6.3</b>	<b>5.4</b>	<b>16.4%</b>	<b>25.7</b>	<b>19.4</b>	<b>32.5%</b>
<i>Cash PAT Margin</i>	<i>10.7%</i>	<i>9.9%</i>	<i>80 bps</i>	<i>11.4%</i>	<i>10.8%</i>	<i>60 bps</i>

*\*Cash PAT includes PAT & Depreciation*

# Historical Income Statement

Particulars in Rs.Crs	FY16	FY15	FY14	FY13
<b>Total Sales Revenue</b>	<b>225.5</b>	<b>179.7</b>	<b>151.3</b>	<b>123.4</b>
Raw Material	137.3	113.4	86.6	69.0
Employee Expenses	23.4	19.5	16.0	13.1
Other Expenses	25.8	20.3	24.0	23.7
Other Income	2.8	1.6	0.0	0.0
<b>EBITDA</b>	<b>41.8</b>	<b>28.0</b>	<b>24.6</b>	<b>17.6</b>
<i>EBITDA Margin</i>	18.5%	15.6%	16.3%	14.3%
Depreciation	10.3	6.4	6.0	5.6
Finance Cost	10.1	6.7	8.4	6.9
<b>PBT</b>	<b>21.4</b>	<b>14.9</b>	<b>10.2</b>	<b>5.1</b>
<i>PBT Margin</i>	9.5%	8.3%	6.8%	4.1%
Tax	5.9	1.9	3.7	1.4
<b>PAT</b>	<b>15.5</b>	<b>13.0</b>	<b>6.6</b>	<b>3.6</b>
<i>PAT Margin</i>	6.9%	7.2%	4.4%	2.9%
<b>*Cash PAT</b>	<b>25.7</b>	<b>19.4</b>	<b>12.6</b>	<b>9.2</b>
<i>Cash PAT Margin</i>	11.4%	10.8%	8.3%	7.5%

*\*Cash PAT includes PAT & Depreciation*

# Historical Balance Sheet

Rs. Crs.	FY16	FY15	FY14	FY13
<b>Shareholder's Fund</b>	<b>93.8</b>	<b>78.3</b>	<b>42.6</b>	<b>36.0</b>
Share capital	8.3	8.3	7.3	7.3
Reserves & Surplus	85.4	70.0	35.2	28.7
<b>Non-current liabilities</b>	<b>39.1</b>	<b>40.6</b>	<b>43</b>	<b>19.8</b>
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	-	-
<b>Current liabilities</b>	<b>58.2</b>	<b>73.6</b>	<b>57.8</b>	<b>51.5</b>
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	0.3	2.1	-	-
<b>Total Liabilities</b>	<b>191.1</b>	<b>192.5</b>	<b>143.6</b>	<b>107.2</b>

Rs. Crs.	FY16	FY15	FY14	FY13
<b>Non-current assets</b>	<b>102.5</b>	<b>87.0</b>	<b>58.0</b>	<b>50</b>
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
<b>Current assets</b>	<b>88.6</b>	<b>105.5</b>	<b>85.6</b>	<b>57.2</b>
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
<b>Total Assets</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

**22.3 %** ↑

EBITDA

3 Years  
CAGR

**33.4 %** ↑

PAT

3 Years  
CAGR

**62.4 %** ↑

# 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

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**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



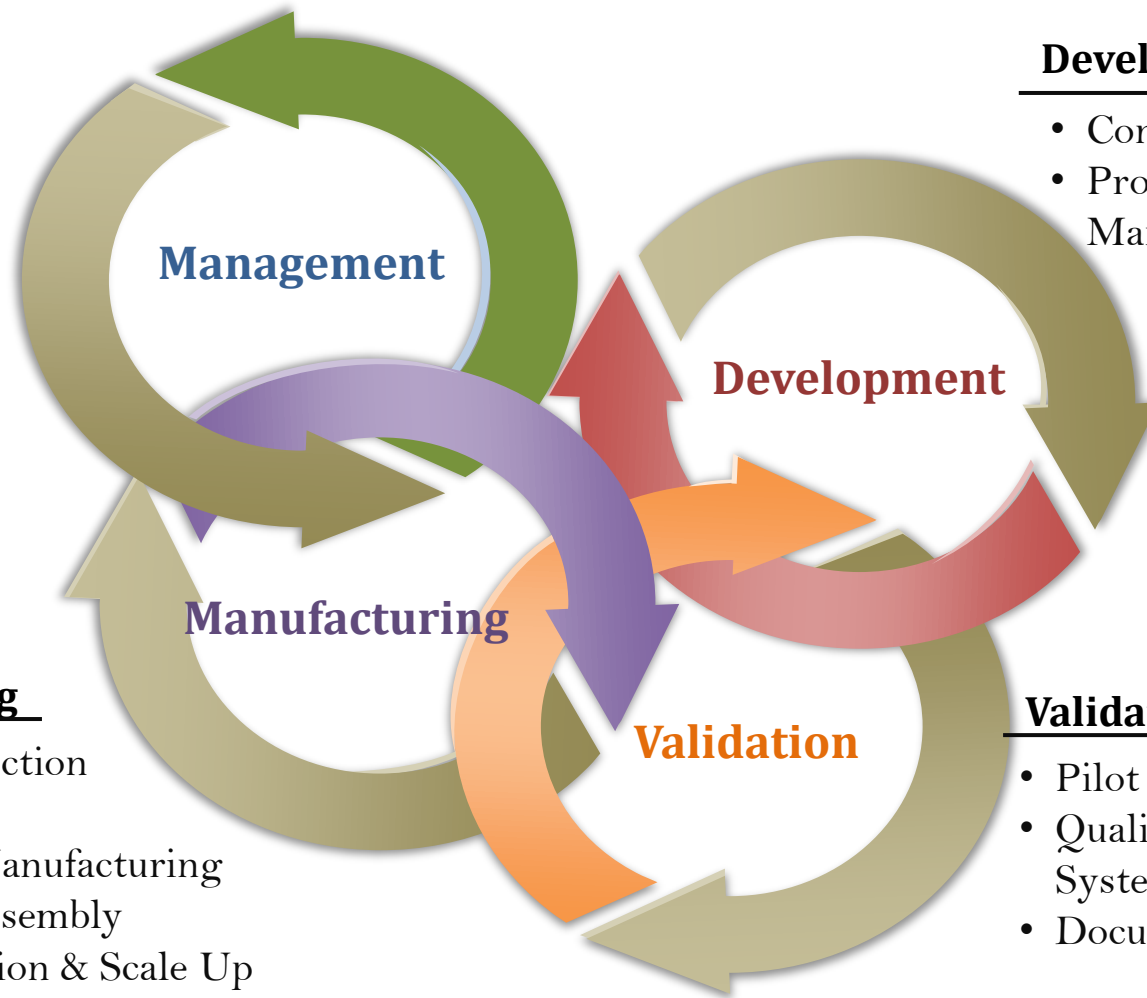
# Offering Total Solutions in Plastics

## 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



Pharmaceutical



Automotive



Others



# 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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