Shaily Engineering Plastics Limited

Result Update Presentation

Q1FY18

September 2017

Safe Harbor

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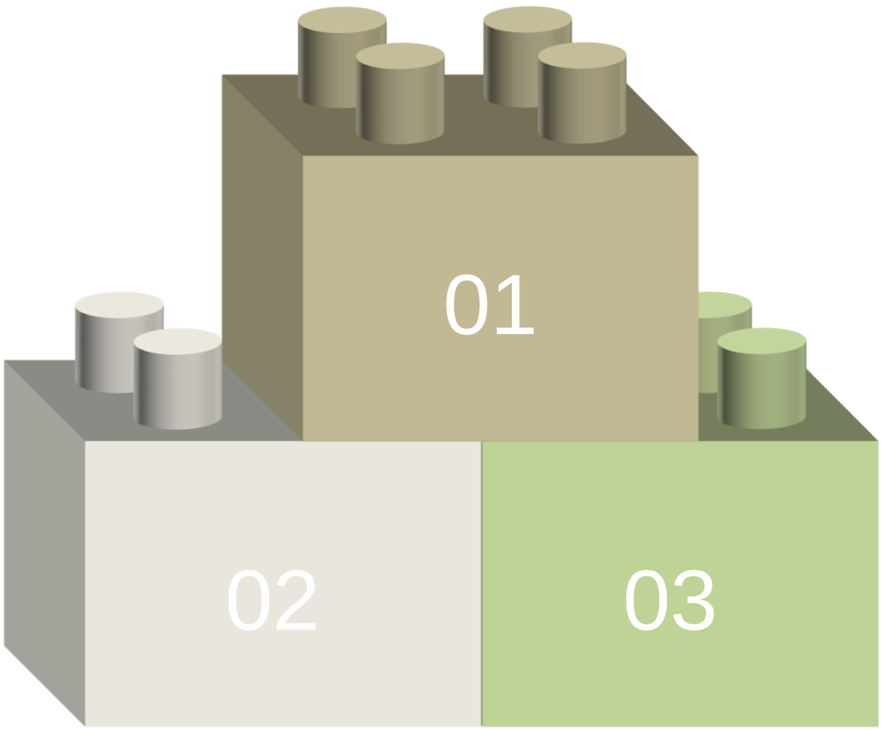
Q1FY18 - Financial Performance

Shaily Engineering Plastics Limited

Order inflow in Q1FY18



❑ New Business Confirmation

- 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 markets
- Large domestic pharma company – order confirmation received for development of disposable insulin pen

❑ Business Update

- Ramp up in sales seen from auto ancillary company
- Improvement in sales seen in Corvi from Q3

❑ Commercialization from earlier Business confirmations

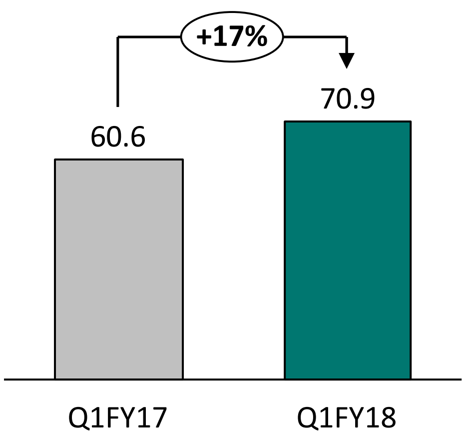
- Home furnishing major – Order confirmation received in Q3FY17, part commercial shipments started. Balance SKU's shipments to start by end Q2FY18/early Q3FY18
- Launched premium insulin pen for global pharma company for global markets
- Skin care device – development completed and samples submitted to customer for approval
- Derma applicator – development completed and samples submitted to customer for approval

Shaily Engineering Plastics Limited

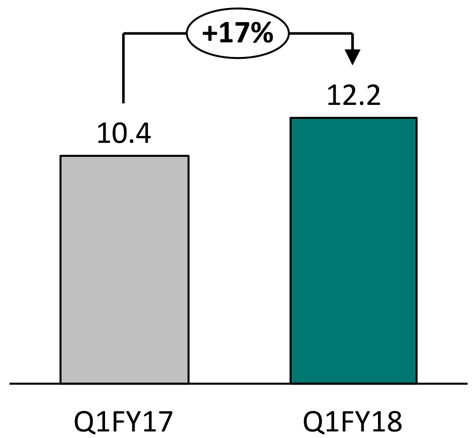
Key Highlights – Q1FY18

(Rs. Cr.)

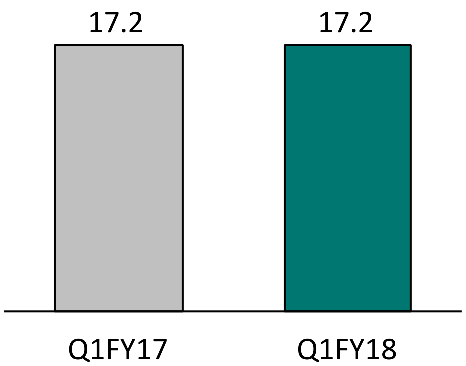
Revenue



EBITDA

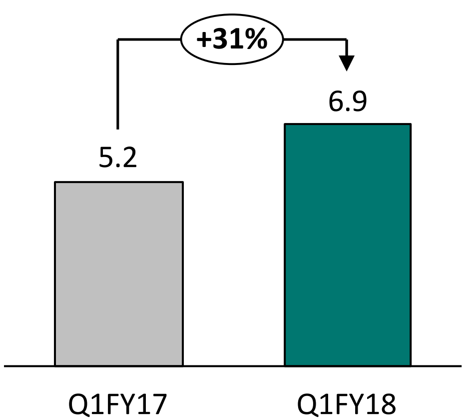


EBITDA Margin %

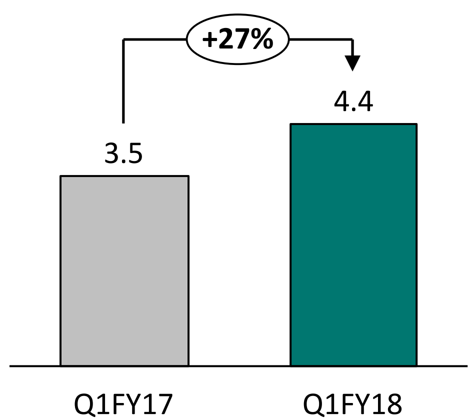


(Rs. Cr.)

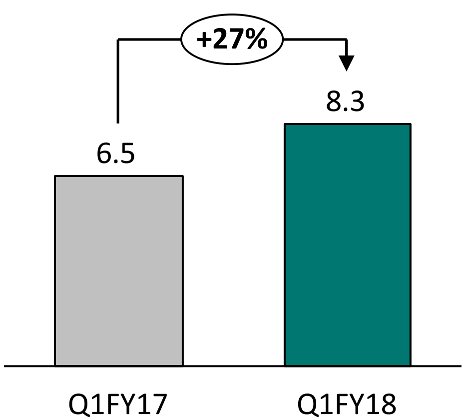
PBT



PAT

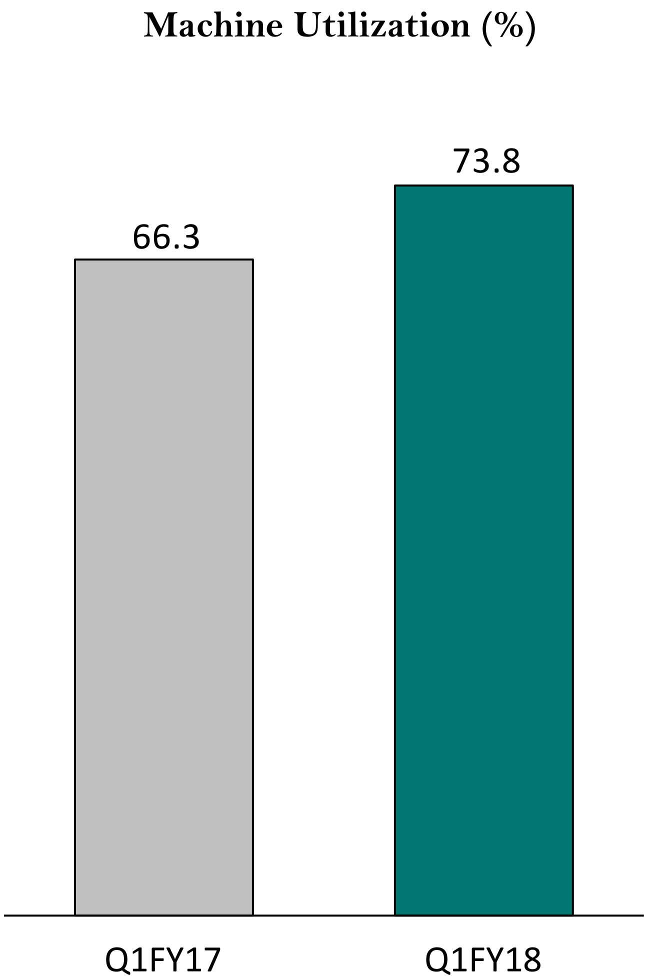


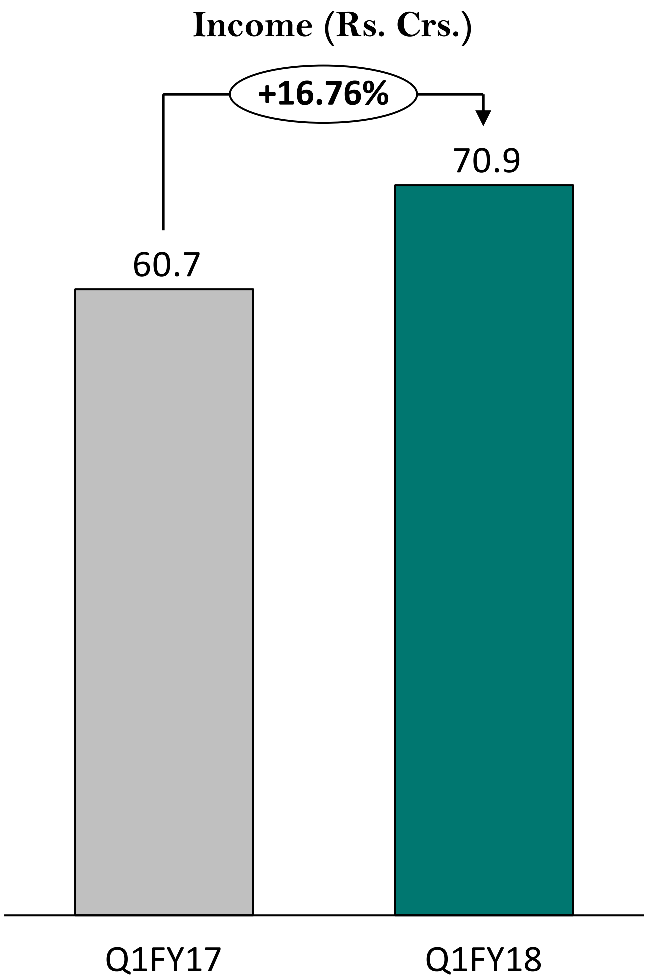
*Cash PAT



Cash PAT includes PAT & Depreciation

Machine Utilization – Across Plants



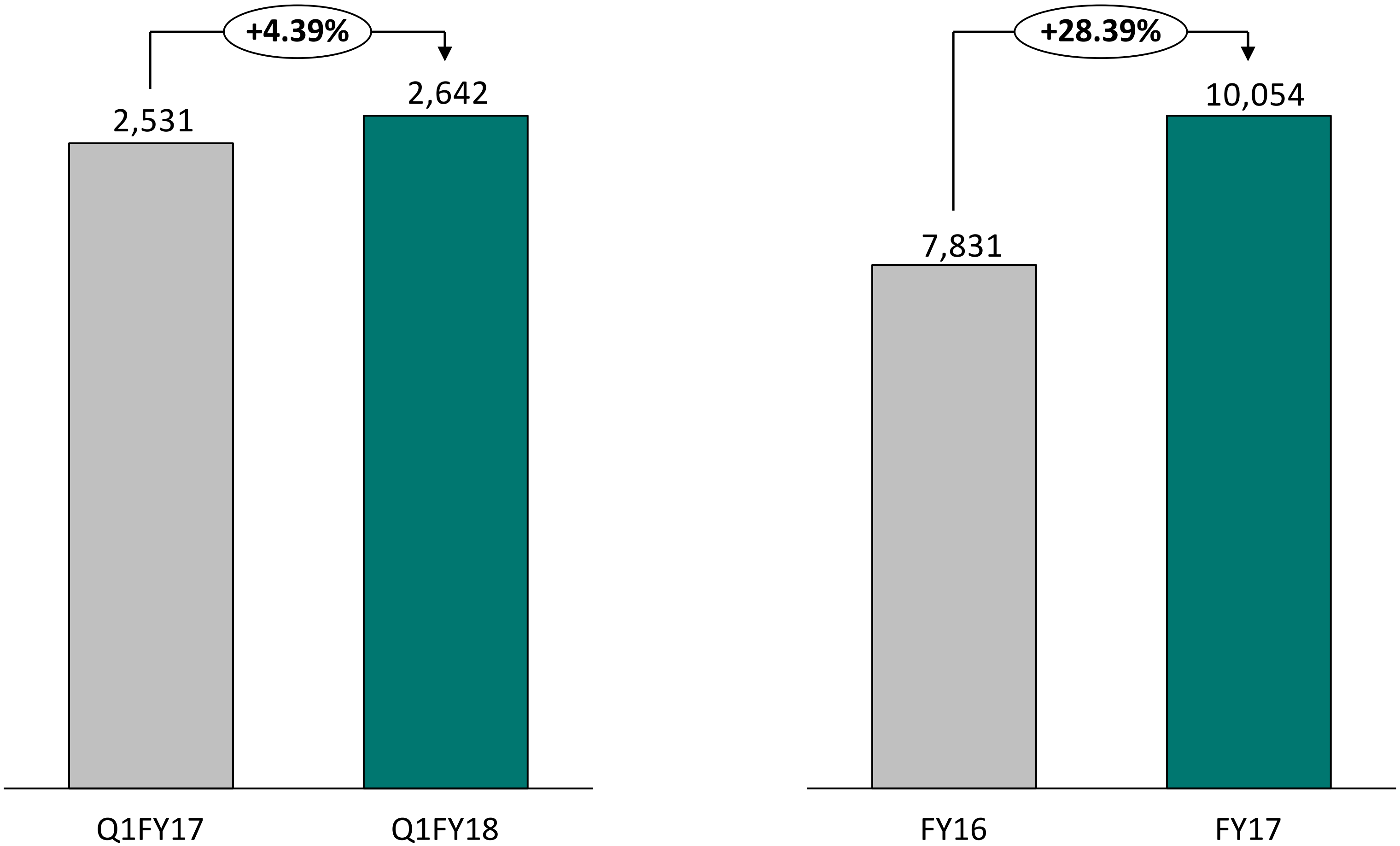


…Focusing on higher value add products

Volume of Polymers Processed

Shaily Engineering Plastics Limited

Volume in Tonnes

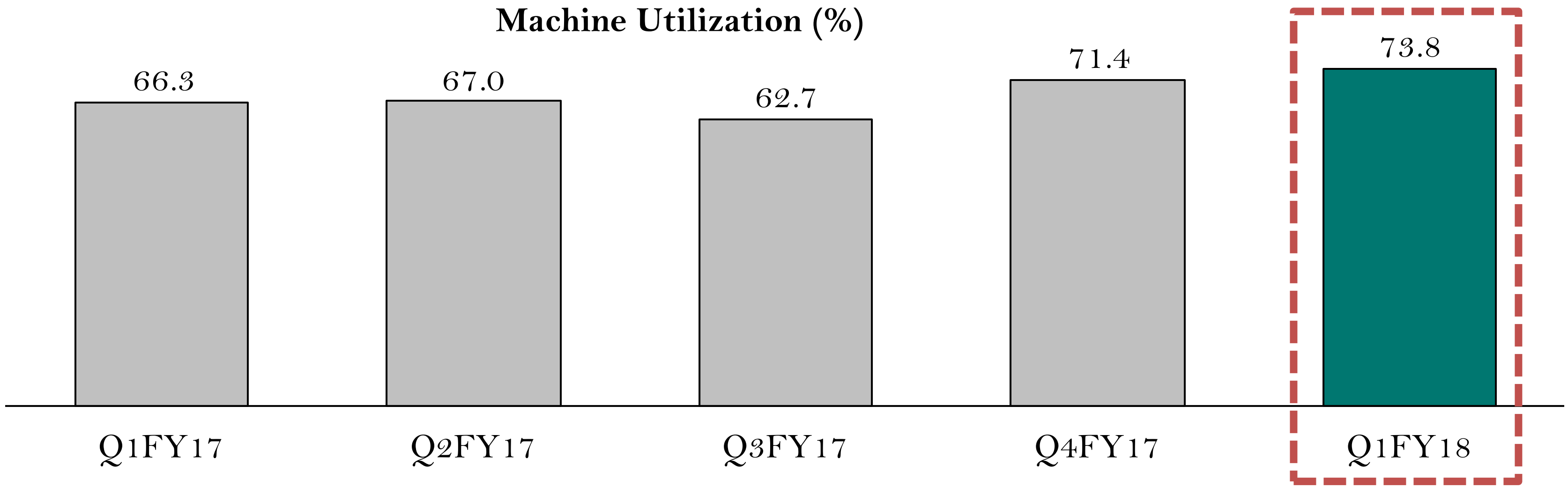


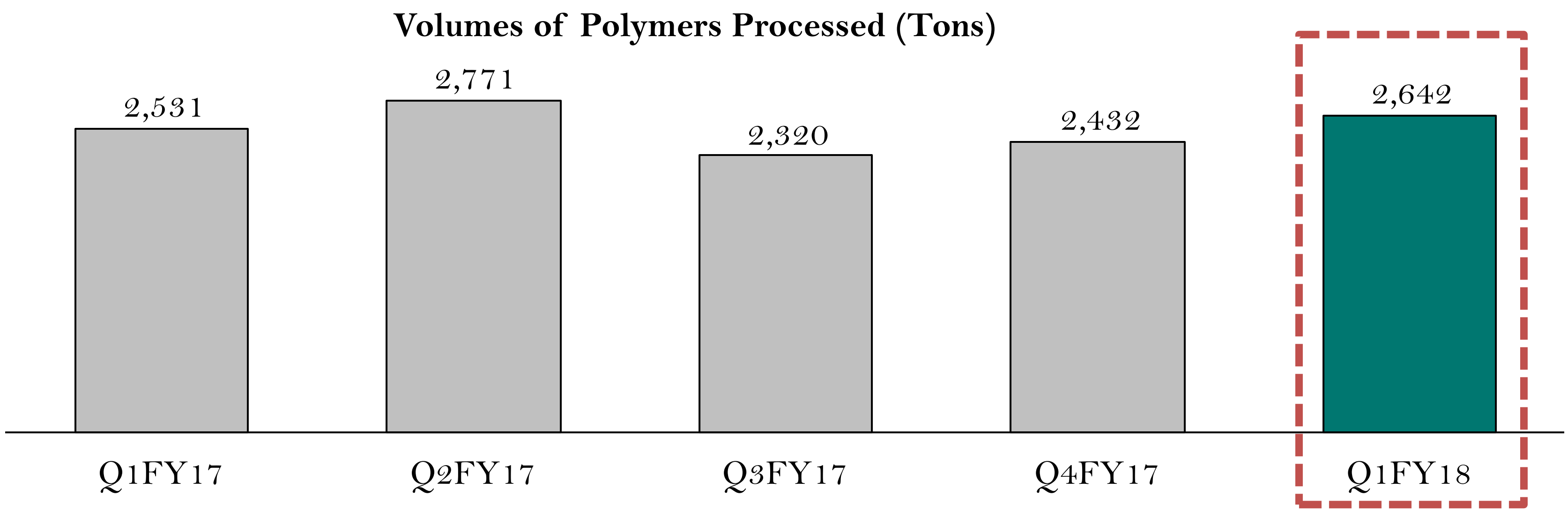
…Increase in basket of product offering and quantity

*Volume in Tonnes

Witnessing Tailwinds

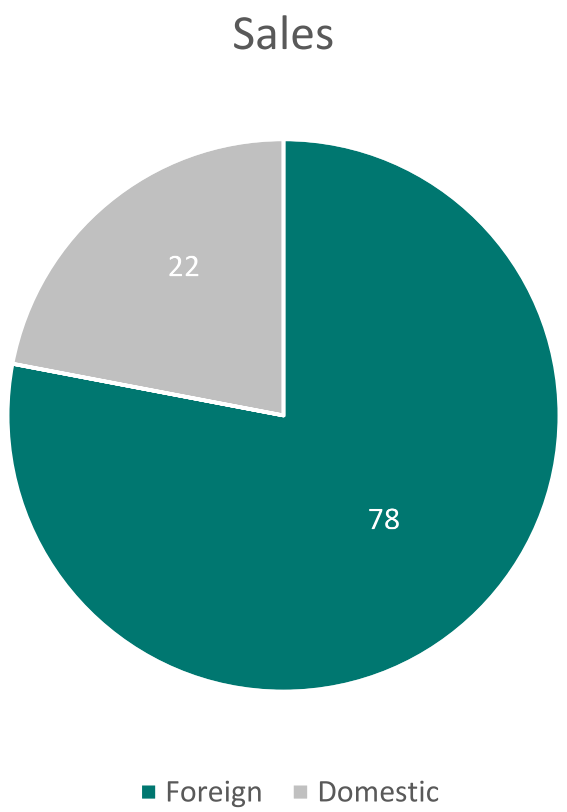
Shaily Engineering Plastics Limited



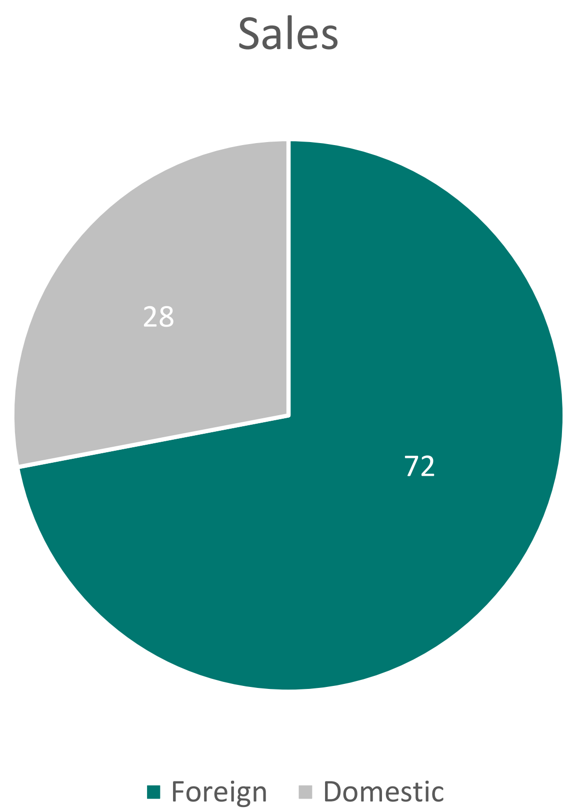


Revenue Analysis - Domestic Vs. Exports

Q1FY17 - Revenue



Q1FY18 - Revenue



Quarterly Income Statement

Particulars in Rs. Crs	Q1FY18	Q1FY17	YoY %
Total Revenue#	**70.9**	**60.6**	**17.0%**
Raw Material	43.2	35.7	
Employee Expenses	7.1	6.7	
Excise duty Expenses	1.4	1.5	
Other Expenses	7.4	6.7	
Other Income	0.5	0.5	
EBITDA	**12.2**	**10.4**	***17.0%***
EBITDA Margin	*17.2%*	*17.2%*	
Depreciation	3.9	3.1	
Finance Cost	1.5	2.1	
PBT	**6.9**	**5.2**	**31.2%**
PBT Margin	*9.7%*	*8.6%*	
Tax	2.4	1.8	
PAT	**4.4**	**3.5**	**27.3%**
PAT Margin	*6.2%*	*5.7%*	
***Cash PAT**	**8.3**	**6.5**	**27.0%**
Cash PAT Margin	*11.7%*	*10.8%*	

Cash PAT includes PAT & Depreciation
#Total Revenue includes Excise Duty

Reconciliation as per I-GAAP

Shaily Engineering Plastics Limited

Particulars in Rs. Crs	Q1FY17
Net Profit for the period as per Indian GAAP	**3.2**
Fair Valuation of Financial Assets - Investment in mutual funds	0.4
Adjustment on account of provision for expected credit loss	(0.1)
Re-measurement of post employment benefit obligations	(0.0)
Adjustment of borrowings at amortized cost using effective interest rate method	(0.0)
Tax Impact on above	(0.0)
Total IND-AS Adjustments	**0.2**
Net Profit for the period as per IND-AS	**3.5**
Items that will not be reclassified to profit or loss (Net of Tax)	**0.0**
Total Comprehensive Income (Actuarial Gain on Defined Benefit Obligation)	**3.5**

Shaily Engineering Plastics Limited

FY18 Road ahead

Witnessing tailwinds across business verticals

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

Historical Income Statement

Particulars in Rs. Crs.	FY17	FY16	FY15	FY14	FY13
Total Revenue#	**252.6**	**231.2**	**185.4**	**155.1**	**125.7**
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
EBITDA	**44.4**	**41.8**	**28.0**	**24.6**	**17.6**
EBITDA Margin	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
PBT	**23.2**	**21.4**	**14.9**	**10.2**	**5.1**
PBT Margin	9.2%	9.3%	8.3%	6.8%	4.1%
Tax	7.3	5.9	1.9	3.7	1.4
PAT	**15.9**	**15.5**	**13.0**	**6.6**	**3.6**
PAT Margin	6.3%	6.7%	7.2%	4.4%	2.9%
***Cash PAT**	**29.2**	**25.7**	**19.4**	**12.6**	**9.2**
Cash PAT Margin	11.6%	11.1%	10.8%	8.3%	7.5%

Cash PAT includes PAT & Depreciation
 # Total Revenue includes Excise duty

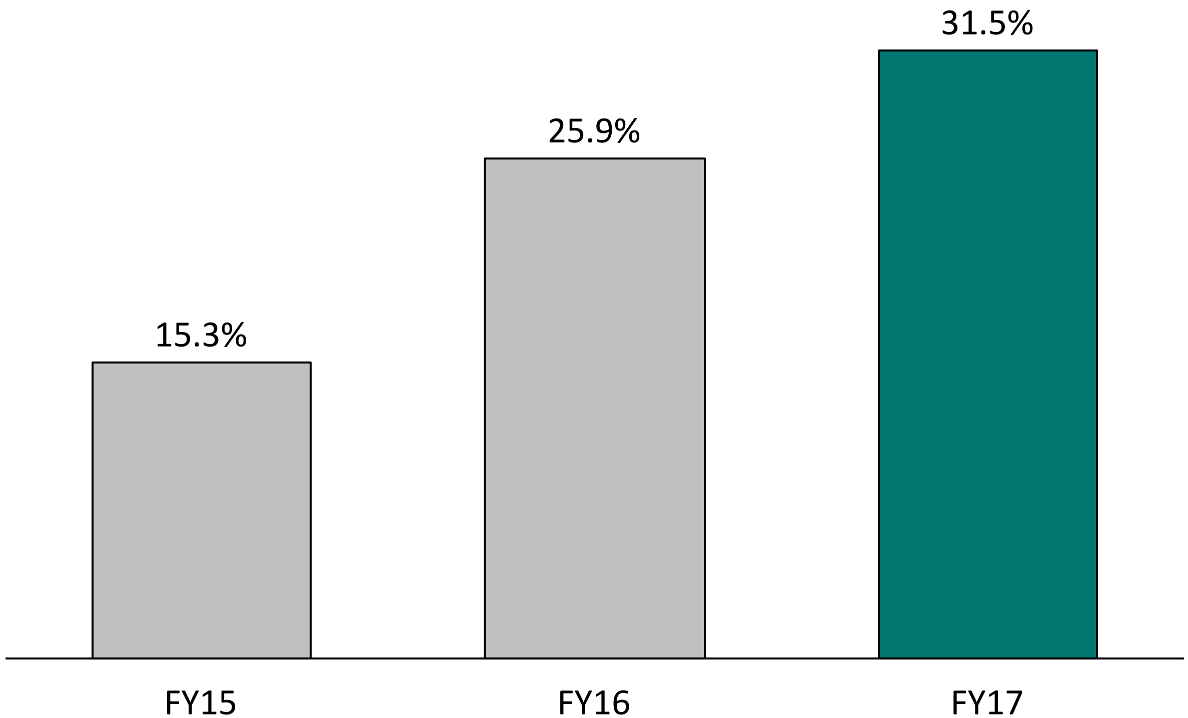
Historical Balance Sheet

Shaily Engineering Plastics Limited

Rs. Crs.	FY17	FY16	FY15	FY14	FY13
Shareholder's Fund	***105.6***	***89.8***	***78.3***	***42.6***	***36.0***
Share capital	8.3	8.3	8.3	7.3	7.3
Reserves & Surplus	97.3	81.4	70.0	35.2	28.7
Non-current liabilities	***24.6***	***39.1***	***40.6***	***43***	***19.8***
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	-	-
Current liabilities	***75.6***	***62.2***	***73.6***	***57.8***	***51.5***
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	-	-
Total Liabilities	**205.8**	**191.1**	**192.5**	**143.6**	**107.2**

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

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%

Shaily Engineering Plastics Limited

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

Shaily Engineering Plastics Limited

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

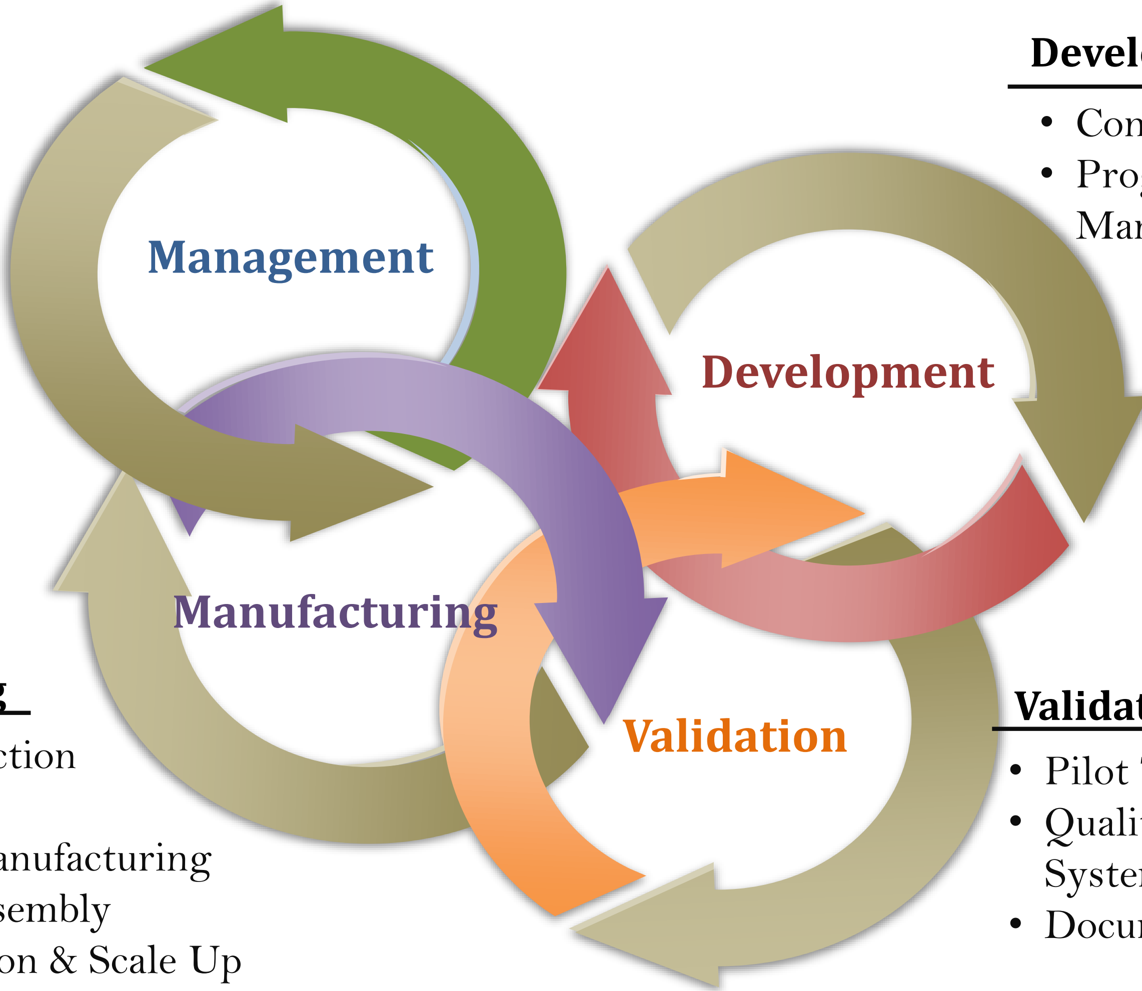
Offering Total Solutions in Plastics

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
Unilever, Gillette, P&G, WestRock

Pharmaceutical
Wockhardt (Life Wins), Lupin Pharmaceuticals, Inc., Sanofi, Dr.Reddy's, Teva, Zydus (dedicated to life), Sun Pharma

Automotive
Amvian, GE, FAG, Honeywell, ABB

Others
GE, Siemens, mabe, Schneider Electric, Electrolux, Larsen & Toubro (It's all about Imagineering), Integra Engineering, corvi LED Light, Emerson, Phoenix Mecano

Shaily Engineering Plastics Limited

Multiple Industry Applications

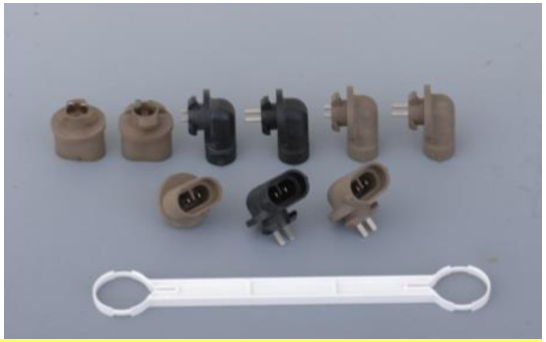
CRC Caps

FMCG

Medical

Appliances

Engineering



Automotive

State-of-the-Art Manufacturing Facilities

Shaily Engineering Plastics Limited

Rania Plant

Halol Plant

EOU Plant

Medical Devices Plant

Pharma Packaging Plant

For further information, please contact:

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