

# Shaily Engineering Plastics Ltd

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**Q1FY22 Result & Investor Presentation**  
14<sup>th</sup> August, 2021



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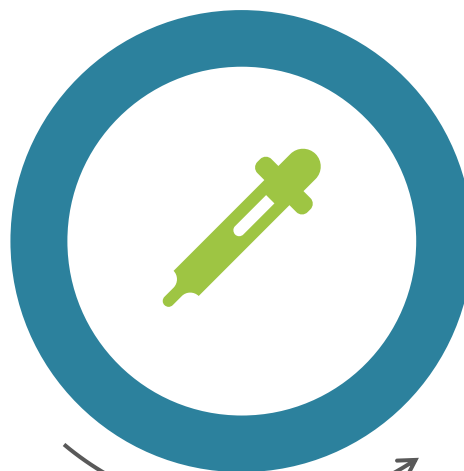
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## Toys

Supply started to Hasbro



## Healthcare

2 new pen development  
contracts signed



## New Facility

Trial production started at new  
plastic plant – commercial  
production to start by end of  
Aug-2021

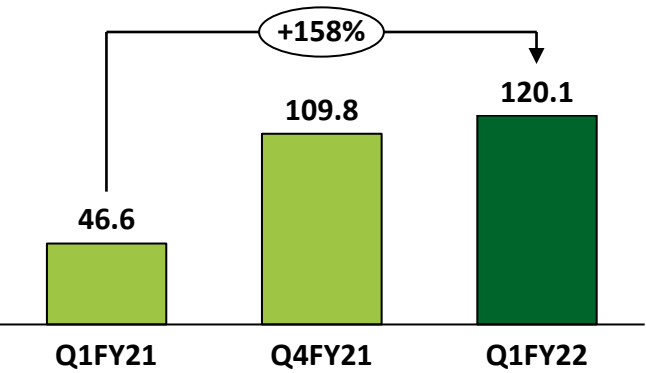


## Key Financial Highlights

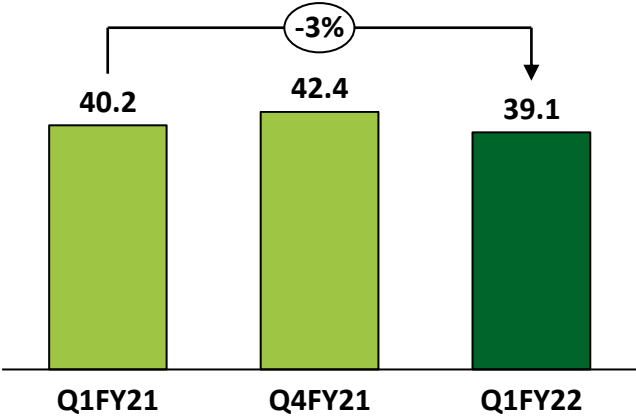
# Key Financial Highlights – Q1FY22



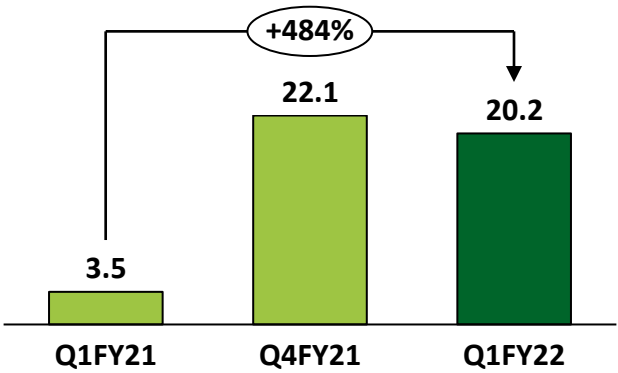
(Rs. Cr.) Revenue



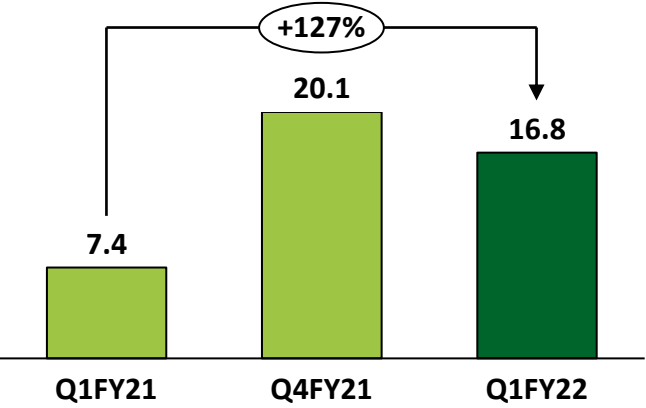
Gross Margin %



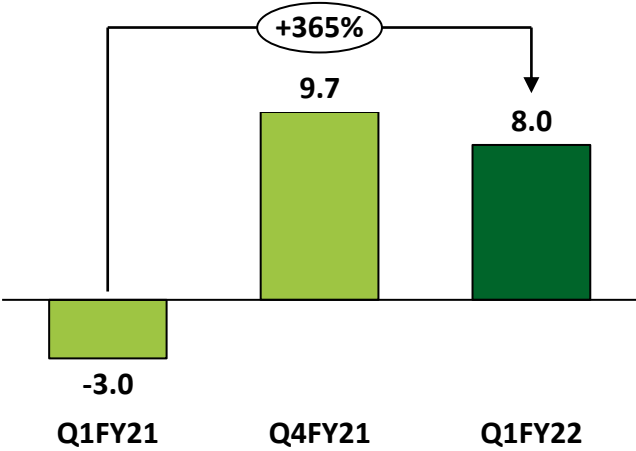
(Rs. Cr.) EBITDA



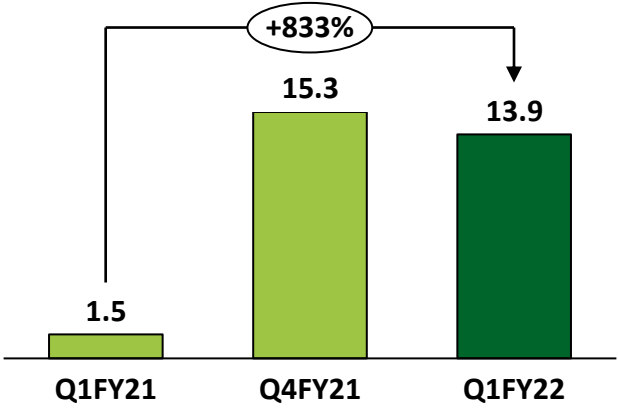
EBITDA Margin %



(Rs. Cr.) PAT

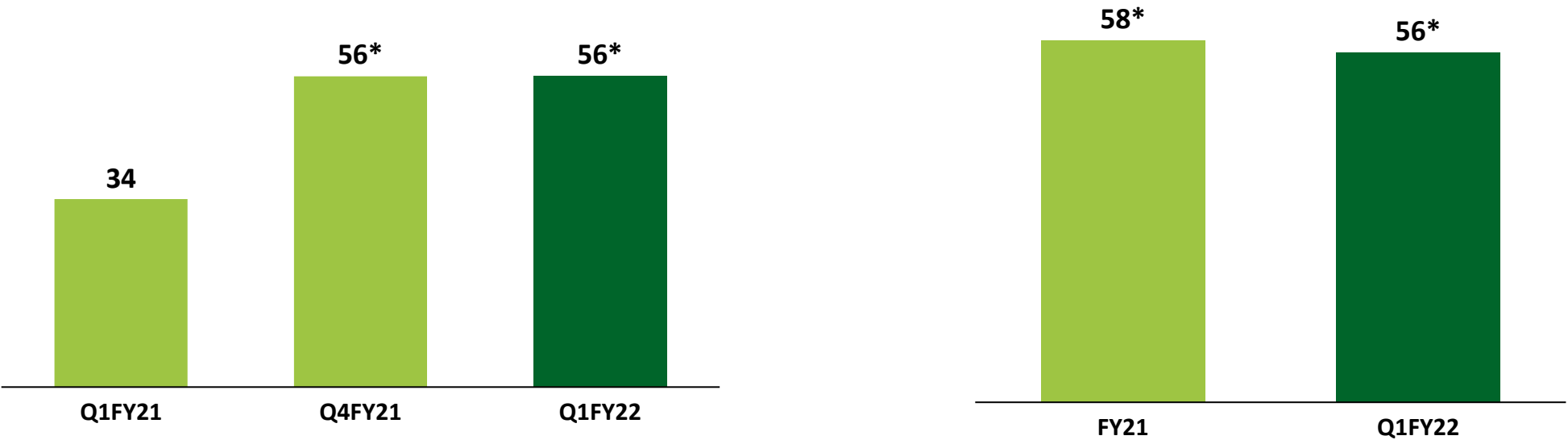


Cash PAT #



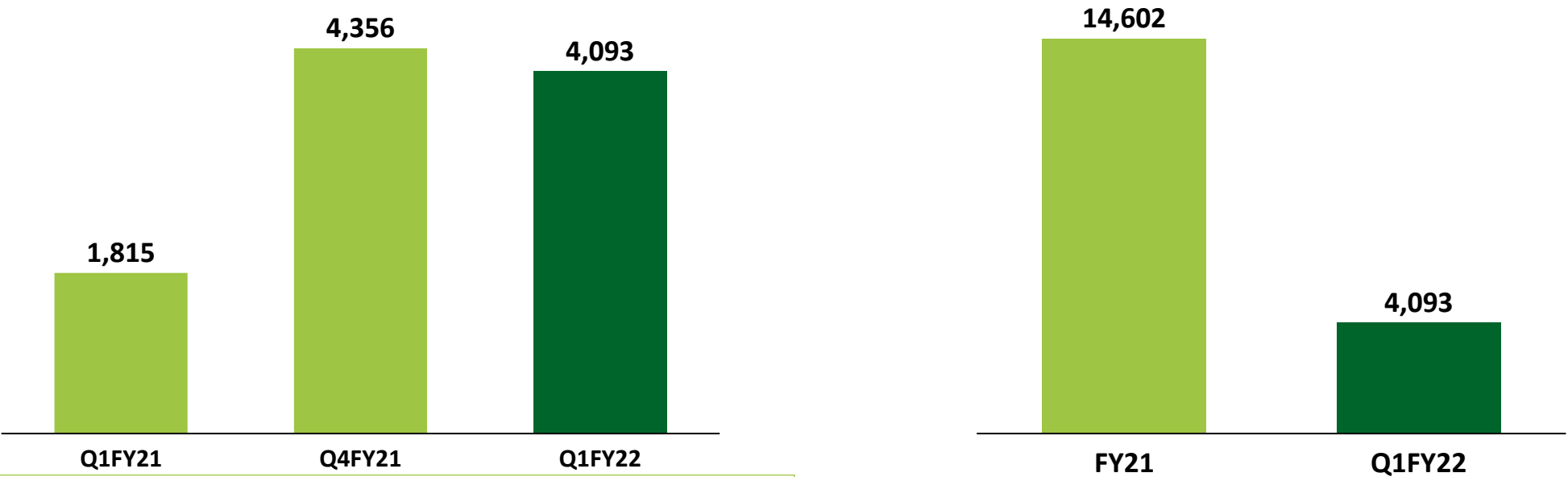
#Cash PAT includes PAT & Depreciation

Machine Utilization  
Across Plants (%)

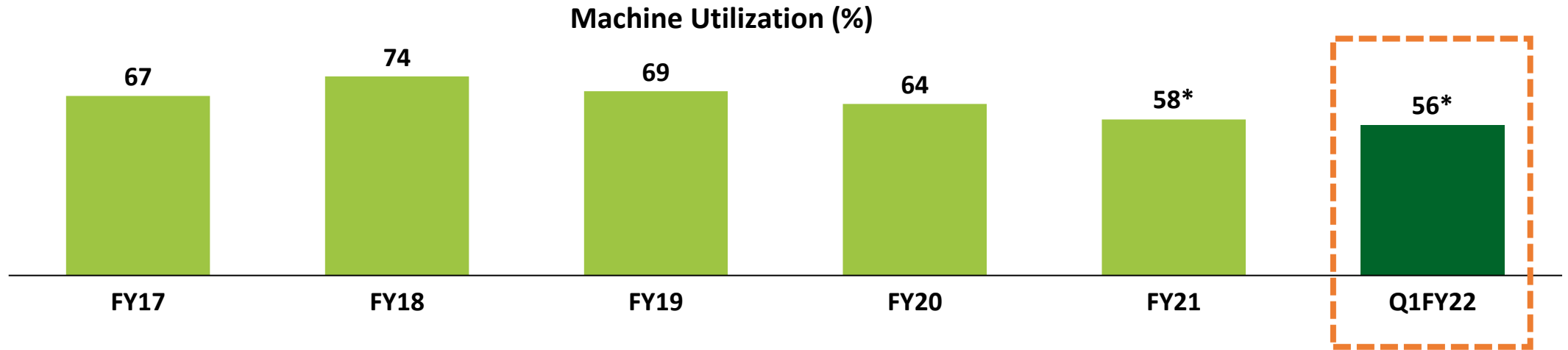


\* Owing to additional capacity in place at Rania & Halol, utilization rate has come down, it will ramp up in the coming quarters

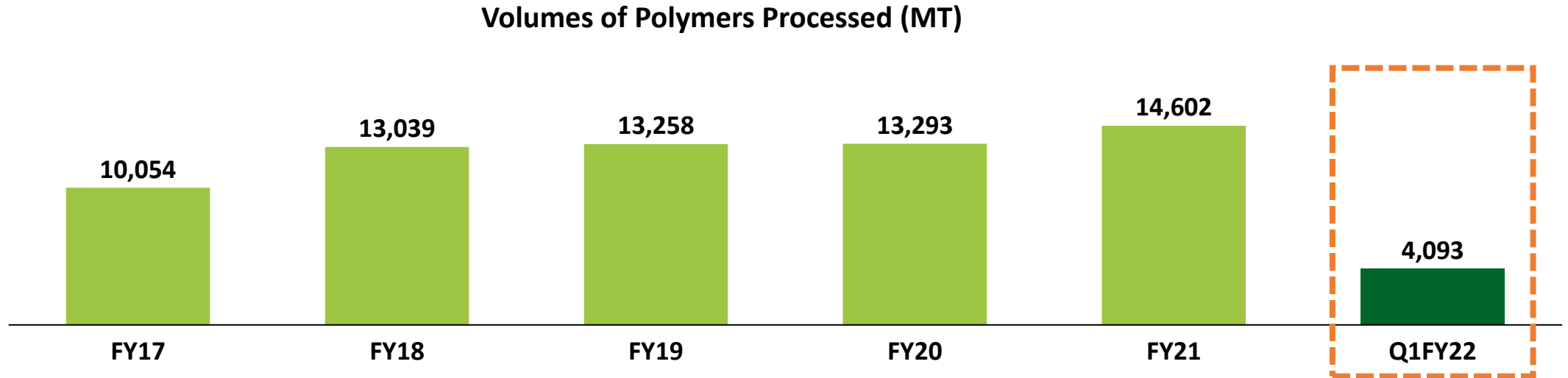
Volume of Polymers  
Processed (MT)



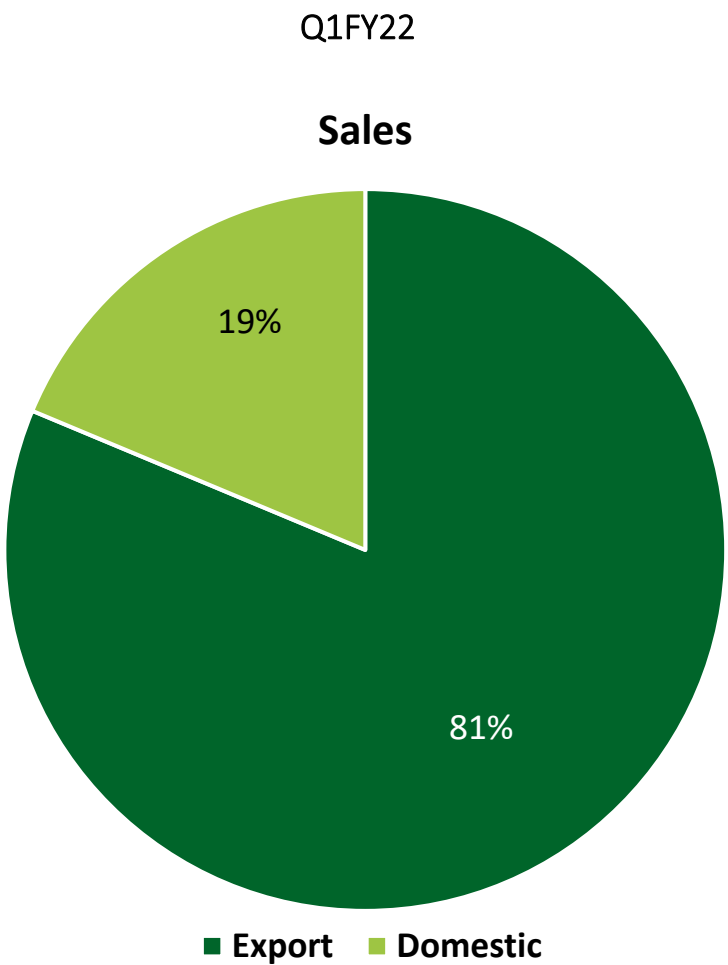
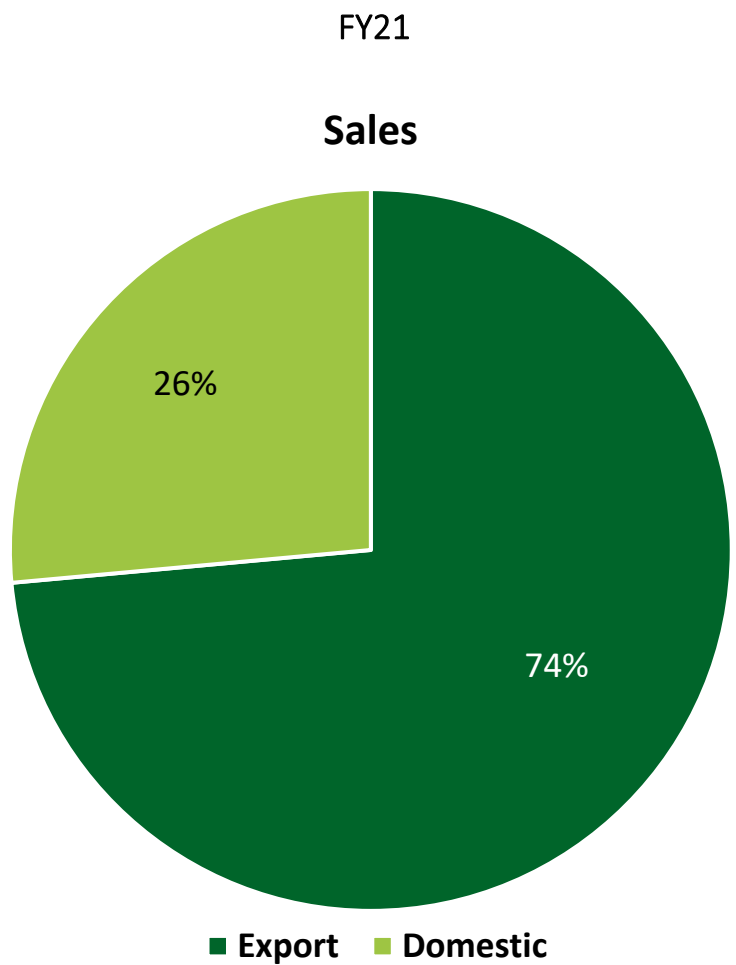
# Operational Trends



\* Owing to additional capacity in place at Rania & Halol, utilization rate has come down, it will ramp up in the coming quarters



# Revenue Analysis - Domestic Vs. Exports



# Profit & Loss Statements

| Particulars (Rs. Cr.) | Q1FY22 | Q1FY21 | YoY %  | Q4FY21 | QoQ %  | FY21  |
|-----------------------|--------|--------|--------|--------|--------|-------|
| Revenue               | 120.1  | 46.6   | 157.7% | 109.8  | 9.4%   | 360.6 |
| Raw Material          | 73.1   | 27.9   |        | 63.2   |        | 215.3 |
| Employee Expenses     | 10.4   | 7.0    |        | 10.1   |        | 34.2  |
| Other Expenses*       | 17.7   | 8.3    |        | 16.8   |        | 51.6  |
| Other Income          | 1.2    | 0.0    |        | 2.4    |        | 2.6   |
| EBITDA                | 20.2   | 3.5    | 484.4% | 22.1   | -8.6%  | 62.1  |
| EBITDA Margin         | 16.8%  | 7.4%   |        | 20.1%  |        | 17.2% |
| Depreciation          | 5.9    | 4.5    |        | 5.6    |        | 19.5  |
| Finance Cost          | 3.6    | 3.0    |        | 3.3    |        | 12.7  |
| PBT                   | 10.6   | -4.0   | 364.5% | 13.2   | -19.4% | 29.9  |
| PBT Margin            | 8.8%   | -8.6%  |        | 12.0%  |        | 8.3%  |
| Tax                   | 2.6    | -1.0   |        | 3.5    |        | 7.9   |
| PAT                   | 8.0    | -3.0   | 364.7% | 9.7    | -17.5% | 22.0  |
| PAT Margin            | 6.7%   | -6.5%  |        | 8.8%   |        | 6.1%  |
| Cash PAT^             | 13.9   | 1.5    | 832.6% | 15.3   | -9.0%  | 41.5  |
| Cash PAT Margin       | 11.6%  | 3.2%   |        | 14.0%  |        | 11.5% |

\* Other Expenses include Power & Fuel costs

^ Cash PAT = PAT + Depreciation

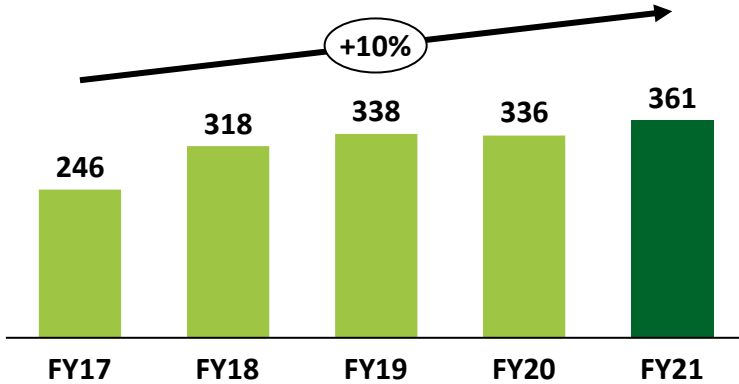
# Balance Sheet

| Particulars in (Rs. Cr.)   | Mar-21       | Mar-20       |
|----------------------------|--------------|--------------|
| <b>Assets</b>              |              |              |
| <b>Non-current Assets</b>  | <b>290.2</b> | <b>220.9</b> |
| <b>Fixed Assets</b>        |              |              |
| Property Plant & Equipment | 220.9        | 154.9        |
| Capital WIP                | 23.1         | 37.2         |
| Intangible Assets          | 13.3         | 10.9         |
| <b>Financial Assets</b>    |              |              |
| Investments                | 0.0          | 0.2          |
| Loans & Advances           | 0.5          | 0.5          |
| Other Non-current Assets   | 28.5         | 14.0         |
| Income Tax assets (net)    | 4.0          | 3.2          |
| <b>Current Assets</b>      | <b>176.8</b> | <b>160.6</b> |
| Inventories                | 66.9         | 49.7         |
| <b>Financial Assets</b>    |              |              |
| Trade Receivables          | 69.5         | 61.0         |
| Cash & cash equivalents    | 1.0          | 7.0          |
| Loans & Advances           | 7.1          | 16.9         |
| Other Current Assets       | 32.4         | 26.0         |
| <b>Total Assets</b>        | <b>467.0</b> | <b>381.5</b> |

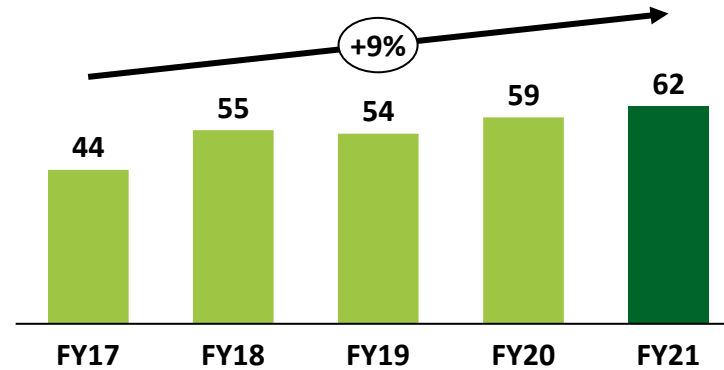
| Particulars (Rs. Cr.)                 | Mar-21       | Mar-20       |
|---------------------------------------|--------------|--------------|
| <b>Equity &amp; Liabilities</b>       |              |              |
| <b>Equity</b>                         | <b>181.9</b> | <b>159.4</b> |
| Share Capital                         | 8.3          | 8.3          |
| Other Equity                          | 173.5        | 151.1        |
| <b>Non-Current Liabilities</b>        | <b>142.7</b> | <b>81.3</b>  |
| <b>Financial Liabilities</b>          |              |              |
| Borrowings                            | 128.4        | 72.1         |
| Deferred Tax Liabilities (Net)        | 10.3         | 7.3          |
| Other Non-Current Liabilities         | 2.5          | 0.4          |
| Provisions                            | 1.6          | 1.5          |
| <b>Current Liabilities</b>            | <b>142.5</b> | <b>140.8</b> |
| <b>Financial Liabilities</b>          |              |              |
| Borrowings                            | 44.9         | 50.6         |
| Trade Payables                        | 46.6         | 51.2         |
| Other Financial Liabilities           | 40.2         | 24.6         |
| Other Current Liabilities             | 10.0         | 13.8         |
| Provisions                            | 0.9          | 0.7          |
| <b>Total Equity &amp; Liabilities</b> | <b>467.0</b> | <b>381.5</b> |

# Delivering PROFITABLE GROWTH

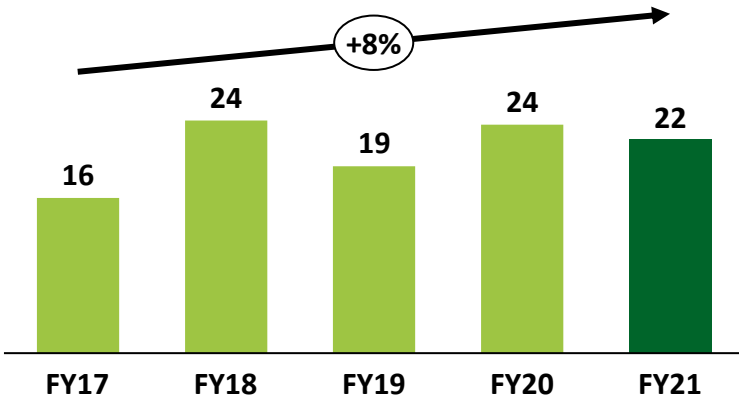
Revenue (Rs. Crs.)



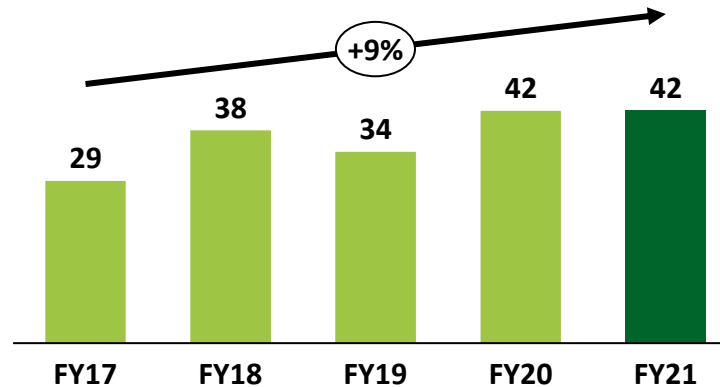
EBITDA (Rs. Crs.)



PAT (Rs. Crs.)



Cash PAT (Rs. Crs.)



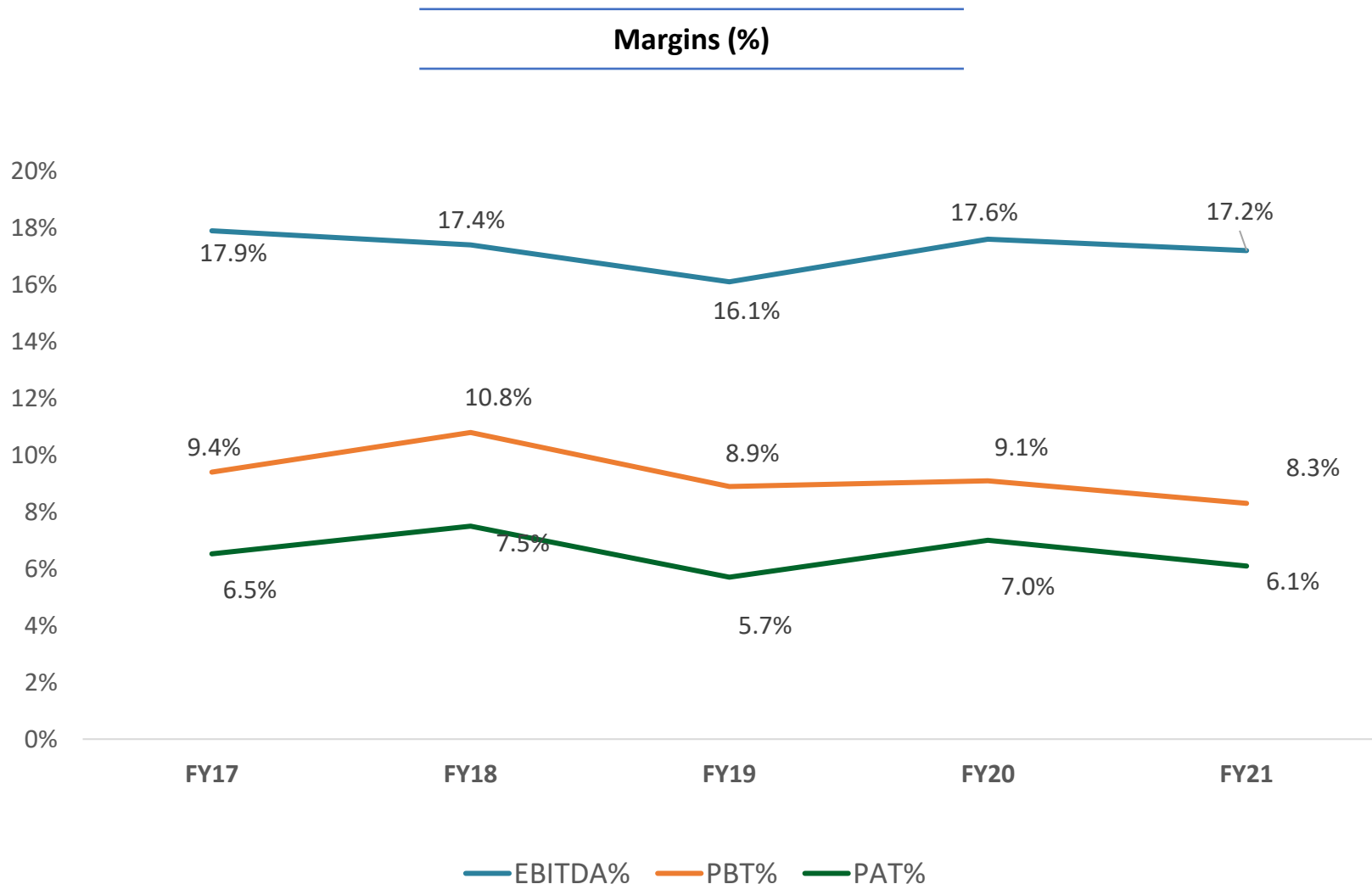
Revenue growth has been aided by growth in business across verticals especially the Healthcare & Toy segment; we have added new SKUs in Home Furnishing segment and Devices

Consistent profit aiding investment to grow business

Figures are rounded off

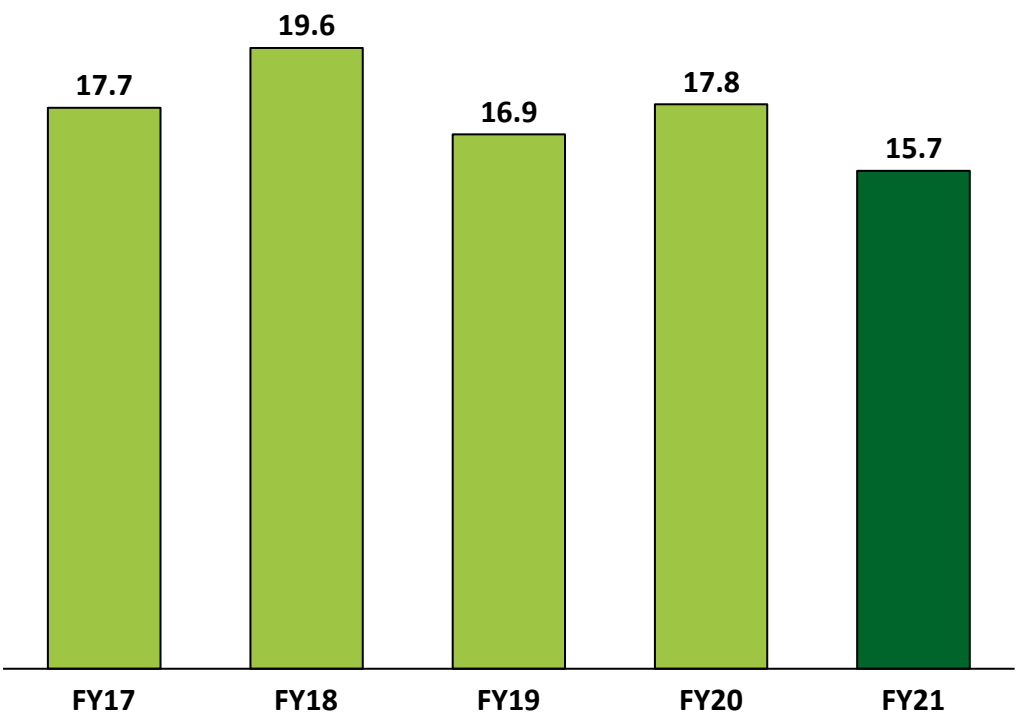
Note: Financials are excluding Excise Duty

# With sustainable MARGIN Profile and disciplined use of capital...

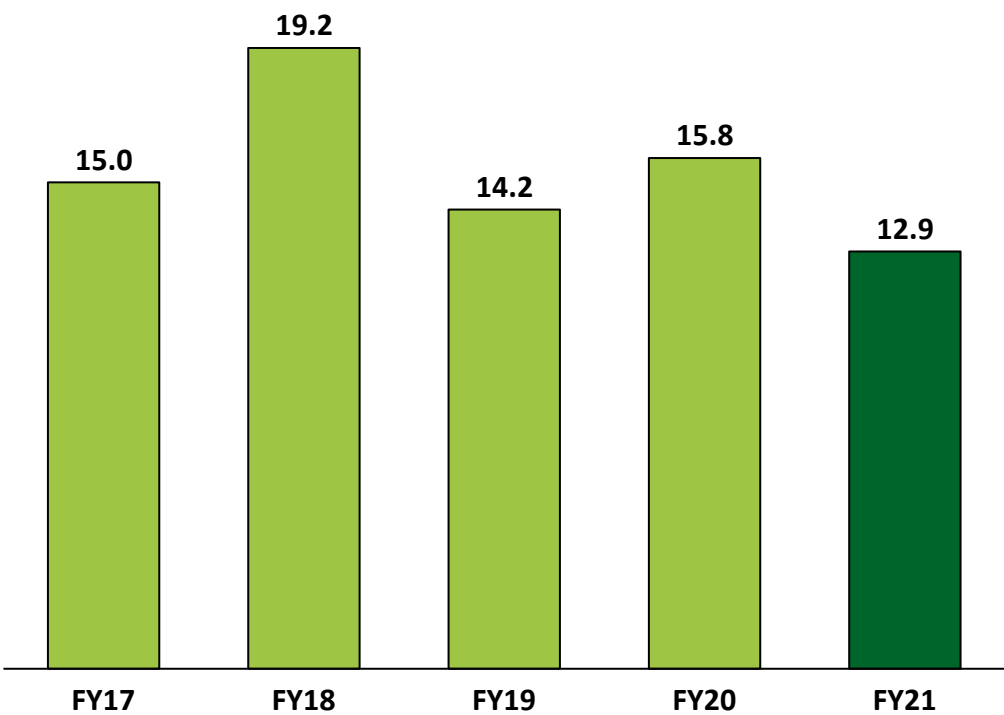


- ❑ Better Product mix and economies of scale on account of raw materials have led to improvement in margin profile from FY16 to FY21
- ❑ FY19 margin was profile impacted on account of labor shortage, power disruptions and change in ordering policy from a key client
- ❑ Witnessed improvement in margin from FY20 onwards on back of higher contribution from Healthcare segment and plant utilization

ROCE (%)

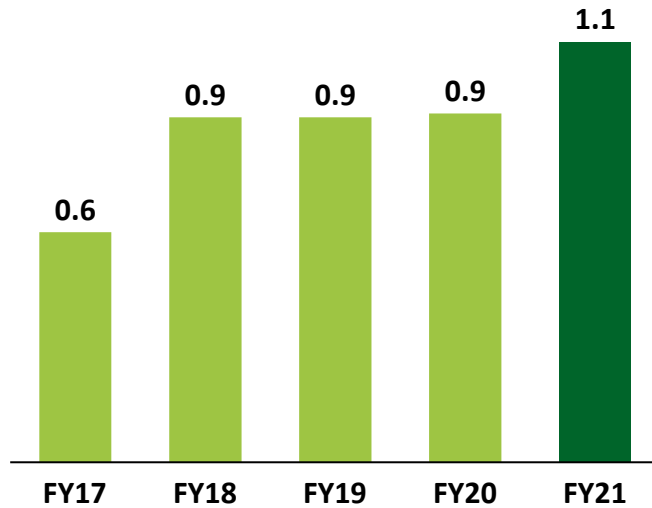


ROE (%)

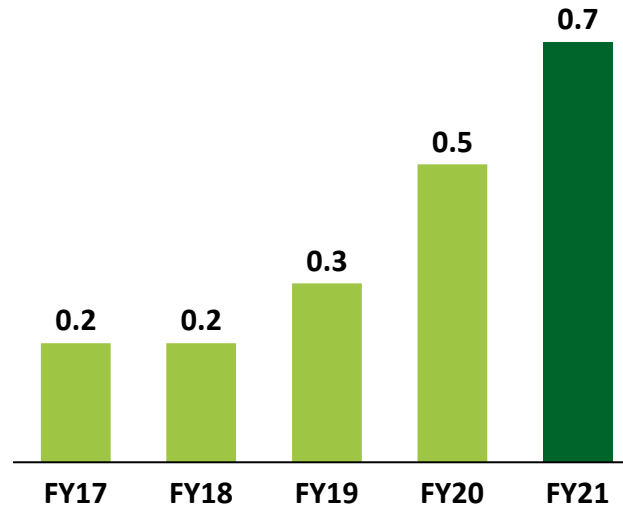


# Growth Along With Low Leverage

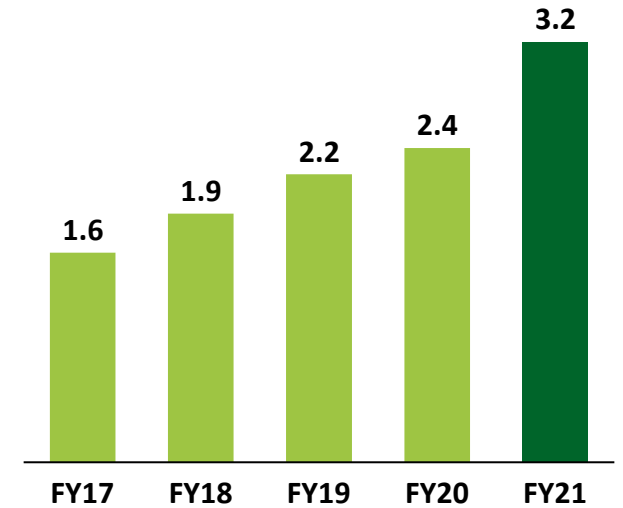
Total Debt : Equity (x)



Long Term Debt : Equity (x)

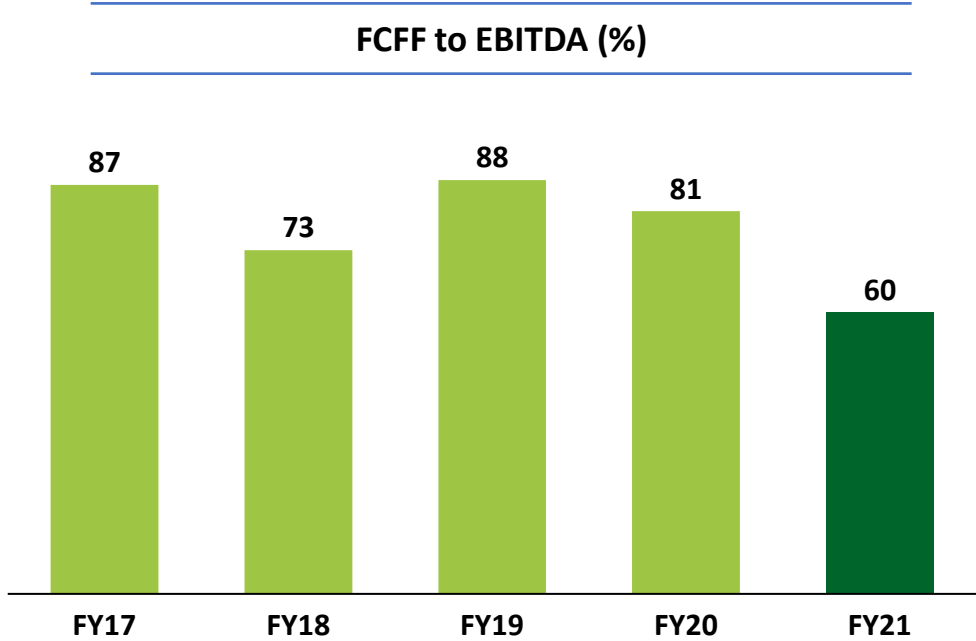
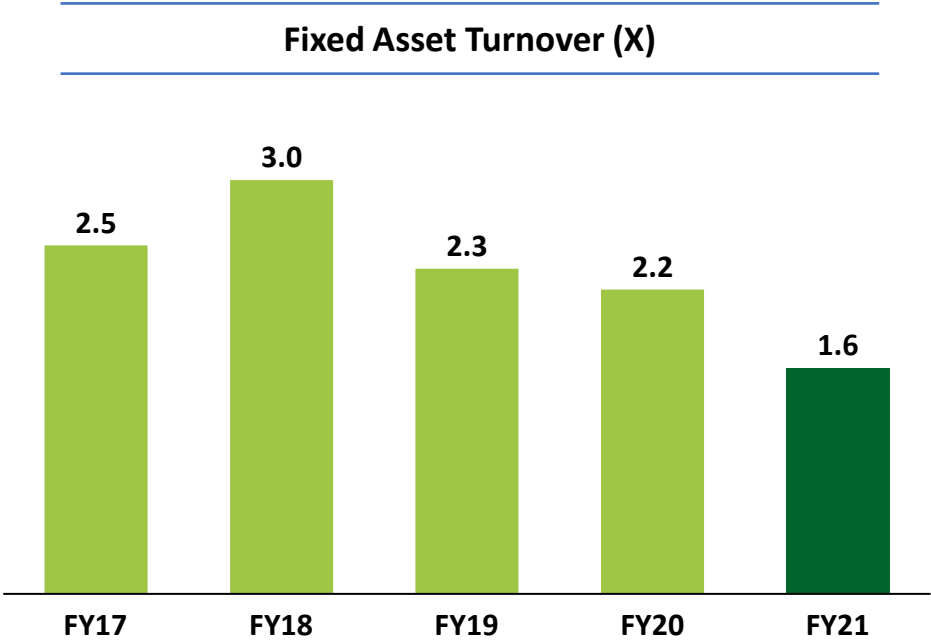


Total Debt : EBITDA (x)



- ❑ The growth in Business has been achieved with disciplined use of capital
- ❑ The internal accruals also been utilized towards scheduled repayments of Long-term loans, which have positively impacted the credit rating therefore the borrowing costs

# Strong Focus on Improving Our Key Metrics



- ❑ The Fixed Asset Turnover has been inching up despite continuous capex (barring FY19) on back of improving utilization levels to cater to the new business wins across multiple segments of Home Furnishing, FMCG, Pharma
- ❑ Cash flow generation has been healthy resulting in capex spends from internal accruals

# Overview



## Enriching Lives Through Plastics



Shaily was established in 1987 with just two moulding machines. Today, its facilities have grown significantly to include more than 140 machines, and Shaily plastics can be found across the globe in products as diverse as medical devices, home furnishing, Toys, Personal Care and automotive components in plastic and we have recently forayed into steel furniture.

|                                                |                                                                              |                                                                    |
|------------------------------------------------|------------------------------------------------------------------------------|--------------------------------------------------------------------|
| Revenue<br><b>Rs. 361 Crores</b><br>FY 2020-21 | <b>6 Facilities in Gujarat</b><br><br>5 for Plastic<br>1 for Steel Furniture | <b>Long-standing global relationships with<br/>marquee clients</b> |
| <b>140+</b><br>injection moulding machines     | Over <b>1,500</b> employees across 6 plants                                  | <b>De-risked Business Model</b>                                    |



## Our Vision and Mission

- To provide end-to-end solutions in plastics
- Deliver superior quality to our customers; higher profitability and value to our shareholders; and sustainability for future generations

## Our Values

Deliver customer  
delight through  
excellence in  
performance

Build a positive  
team and family  
spirit – One  
Shaily

Never bypass  
systems and  
processes

Treat everyone  
with courtesy  
and respect

Always follow  
through on  
targets and  
commitments

Doing it right the  
first time

Be passionate,  
determined,  
proactive and  
ready to take on  
challenges



## NPD

- Tool design
- Mold flow
- Process design
- Automation
- Polymer Selection

## Manufacturing

- Precision molding
- Decoration & Printing
- Assembly
- Automation

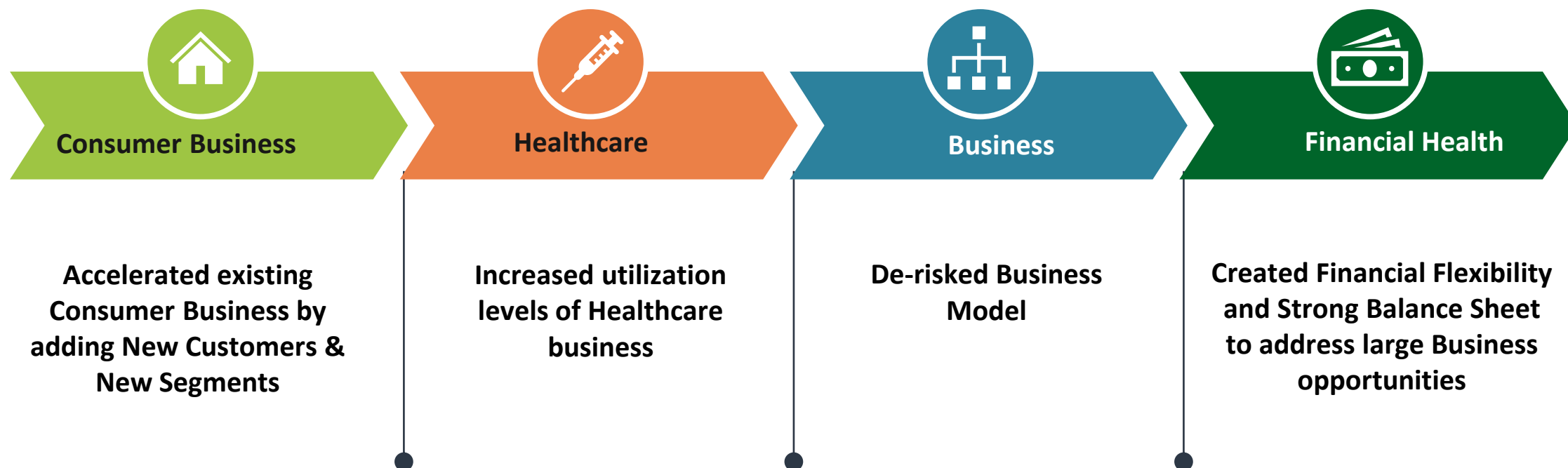
## Quality

- Regulatory compliance
- Robust QA/QC processes
- Testing protocol
- Continuous improvement

## Sustainability

- Social compliance
- Renewable energy
- Recycled / biodegradable plastics

# Our Journey from FY15 to FY21 has created a strong base



**We have developed a Strong base for growth:**  
***SHAILY IS FUTURE READY***

# Our Strong base of last few years makes us Future Ready...

1

## Accelerated existing business with Homes Furnishing major

- Strengthened our relationship with Swedish Home Furnishings major
- **Revenues increased from Rs. 120cr in FY15 to over Rs. 200cr in FY21**
- Added 30 SKUs taking the total count of products manufactured to 48 SKUs
- Ventured in Carbon Steel Business for the Homes Furnishing Major

## Deepening foray in IP related products and Healthcare

2

- Healthcare is now the 2<sup>nd</sup> largest revenue contributing segment
- Added 12 Drug Delivery devices in commercial production
- Consolidation of Healthcare units to achieve faster breakeven and higher efficiencies
- **Built high scale to be able to achieve 2-3x revenue growth in 3-5 years**

3

## De-risked Business Model

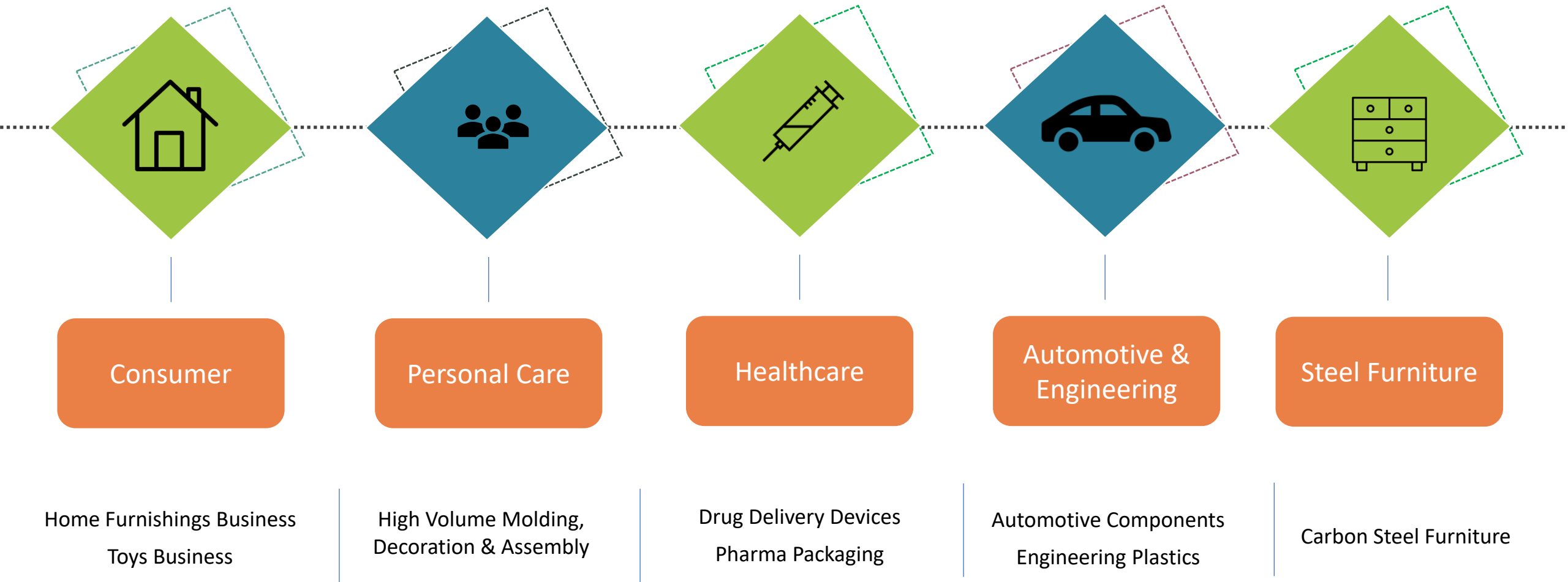
- **Focused on new business segments and customers to de-risk the business model**
- Ventured in Toys category with the addition of Toys major Spin Master
- Investment made in Carbon Steel Business to diversify concentration beyond Plastics
- By entering into Carbon Steel business, cemented relationship with existing customers and have got into Multi Material Products (combination of Plastic & Steel)

## Created Financial Flexibility and Strong Balance Sheet to address large Business opportunities

4

- **Funded capex of Rs. 150cr to set up Healthcare business, expansion of new SKUs for Homes Furnishing major and carbon steel business from internal cash flows and Debt**
- Despite investment in capex Debt/Equity at comfortable levels; below 1x
- A Strong Balance sheet is FUTURE READY to take advantage of 'MAKE IN INDIA'

# Business Segments



# New Business confirmations... gaining traction across segments

## Q1 FY21

### Home Furnishing

- ✓ Additional business of Rs 60 cr awarded by Home furnishing customer. Supplies to start from Q4FY21. Will add 9 new SKU's

### Toys

- ✓ Have been awarded 3 projects with a leading Toy Manufacturer. Commercial supplies to start from Q4FY21. New customer account added with total business value of US\$ 6 mn/year

### Healthcare

- ✓ Finalised development & supply contract with a global pharma customer for supply of pens for US market
- ✓ Large supplies of CRC caps supplied to a large domestic pharma company

### Automotive & Engineering

- ✓ 3 new projects awarded by Garrett (Honeywell)

### Carbon Steel

- ✓ 2 new SKU's confirmed for Steel furniture

## Q2 FY21

### FMCG

- ✓ Consolidation of business with increase in volumes and addition of moulds from customer

### Toys

- ✓ New projects confirmed across 2 customers. Total value US\$ 3.85 mn

### Healthcare

- ✓ Development and supply contract for 2 rectal devices received

### Automotive & Engineering

- ✓ 2 new insulator rod project confirmed for development from Garrett (Honeywell)

### Carbon Steel

- ✓ Trial production at Carbon Steel factory commenced

Set up subsidiary in UK  
"Shaily UK Ltd"

## Q3 FY21

### Home Furnishing

- ✓ Confirmation for additional business of Rs 120 cr received from Home Furnishing major

### Toys

- ✓ Expansion of Rania facility to meet new and existing projects of Toys business
- ✓ Facility to be operational by end of current fiscal year
- ✓ 1 new product confirmed from customer; business value of US\$ 1.5 mn/year

### Carbon Steel

- ✓ Commenced commercial production at Steel Furniture plant in Dec 20

### Healthcare

- ✓ Developed IP for 1 pen injector

### Expansion of Capacity

Started construction of new plastic plant at Halol new complex  
Plant to be operational in H1 FY22

## Q4 FY21

### Toys

- ✓ Started production of 2 products for Global Toy Major post approval in Q4FY21
- ✓ Ramp up in FY22

### Carbon Steel

- ✓ Commercialised supply of 2 products

### Healthcare

- ✓ 2 new pen development projects concluded; This includes supplies to global companies
- ✓ Order for supply of CRC caps received

### Update on Capacity Expansion

- ✓ On track to complete the construction on time as committed

# Quality Certifications



IATF 16949-2016



ISO 9001 : 2015



ISO 13485 : 2016



ISO 15378 : 2015



MDSAP

# Certifications

## Security Certifications



AEO T2 Certificate

## Other Social Compliances Certifications



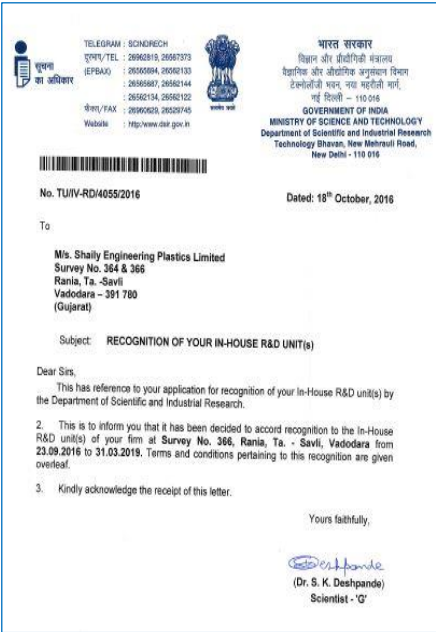
Intertek

## Social Compliances Certifications



SA-8000 2014

## Other Certifications



RD Recognition Letter



Star Export House

I-WAY

GMP



**The PLEX Council Award**  
Top Exporter Of Engineering Components For Eleven Consecutive Years: 2005 to 2019



**Top Exporter Award**  
(1<sup>st</sup> Position) For Exports Out Of Rct, Vadodara By Container Corporation Of India Ltd At Concor Awards, 2017



**Award for BPC**  
Piramal All India Kaizen Competition 2017-18 For Automation Of Kaizen



**GOLD Winner**  
For Outstanding Export Of Finished Plastic Goods By Plastindia Foundation

# Awards from Customers



Top Exporter of Engineering Components.  
Award won consistently from 2005 – 2019



Awarded for design of the Sanofi AllStar Pen



Award for two years of supplying Shellpak with 100% product quality



# Consumer Segment

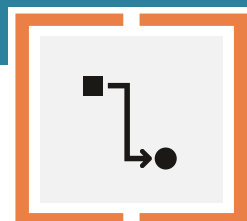
Home Furnishings Business  
Toys Business

## Our Forte in Consumer Segment



### Global Quality

High Consistency in production standards and with global quality norms



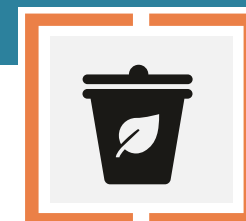
### End to End Solutions

Product development capabilities from concept to final product  
Expertise in decoration & post assembly facility



### Large Volume Manufacturing

Complex Plastic engineering capabilities with deep understanding of raw materials



### Environment Friendly

Highly compliant with global norms on social and environmental norms

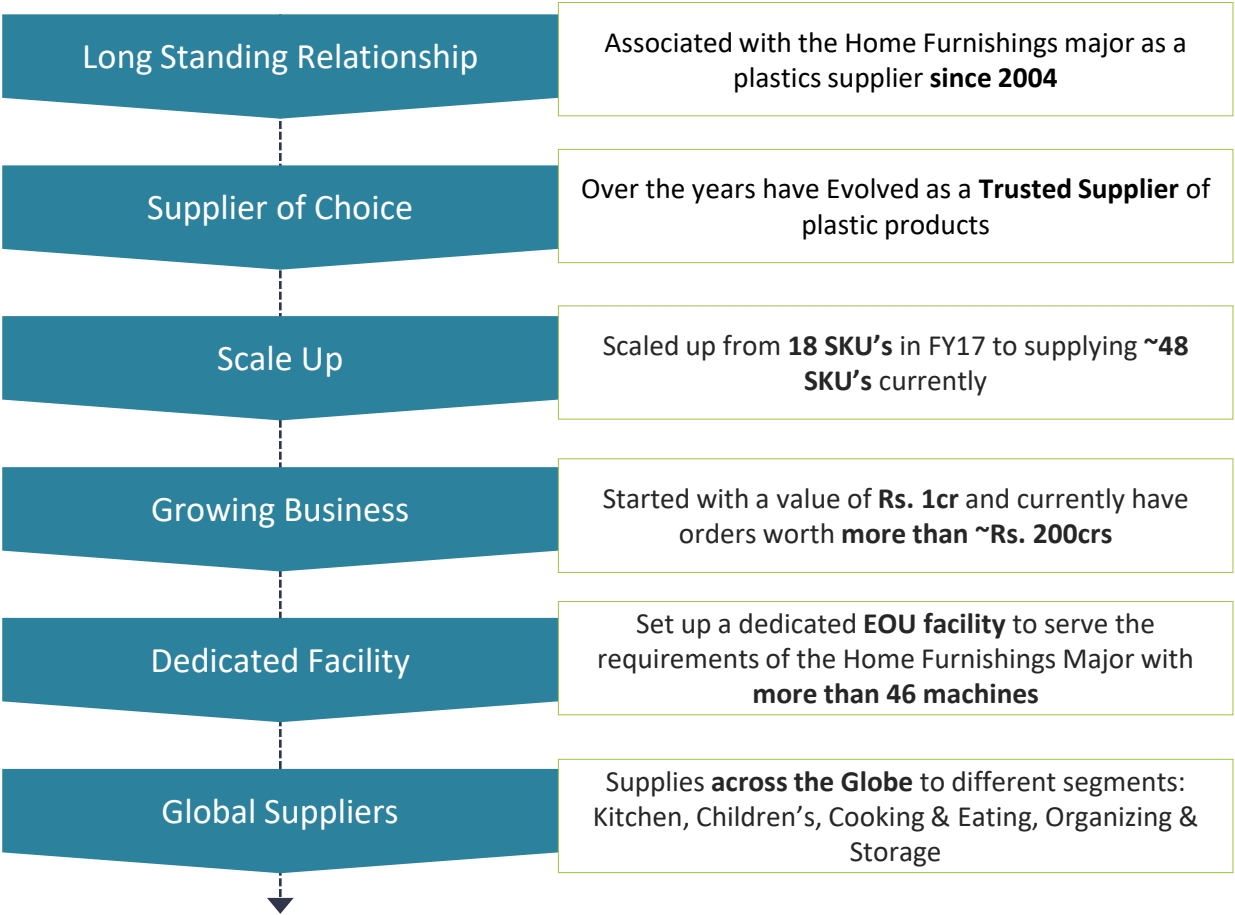


### Timely Execution

On time delivery by managing an efficient supply chain across all stages of production and final shipment to customers across the globe

Proven execution with our major home furnishing client

Home Furnishings Major is our largest customer



## Toys Segment

### About Spin Master

Added Spin Master as our 1st client in Toys Business. Spin Master is a leading global, diversified, multi-platform and highly innovative children's entertainment company and is regarded amongst the top toy companies in the world

### Business Potential

The Toys segment possesses huge growth opportunities

### Order Flow

- ❑ Shaily received first order from Spin Master during Q1FY20
- ❑ Initial shipments were made in Q3FY20
- ❑ We expect to further ramp up this business in FY22

### Quality

Shaily manufactured Children's Products comply with the highest international standards



## Scope of growth in Toy Industry

The Global Toys market is expected to gain strong momentum in the coming decade

### Trend

The top toy companies are focusing on developing new products, mergers and acquisitions, as well as partnering with local or regional players, to optimise their offerings.

### Opportunity for Shaily

- ❑ Increasing children's programs and TV channels are expected to drive demand for toys
- ❑ Baby toys becoming smarter designed specifically for learning purposes
- ❑ Global toy companies are anticipated to diversify outsourcing to India, seen as the alternative manufacturing hub
- ❑ Products quality comply with the highest international standards, making us supplier of choice across the globe



# Personal Care

# Personal Care Business – Our Capabilities



## Ultrasonic Welding

Ultrasonic welding service available on a range of polymers and can be incorporated in line with injection molding



## Vacuum Metalising

Top quality metal finish to plastics through an automated metalising facility



## High Speed Rotary Pad Printing

High-tech printing machines provide a full-colour finish to a wide variety of polymers. For optimum print quality, the machines are located in a temperature and humidity controlled environment



## Painting

Specialized paint lines suitable for many types of polymers



## Screen Printing

Semi-automated, high-quality, single or multi-color screen printing onto cylindrical or flat components



## Hot Stamping & Hot Foiling

Special ink or foil finish available in the hot stamping facility. This operation includes robotic control to speed up the handling process

The Gillette logo is written in a bold, black, italicized sans-serif font with a small 'TM' trademark symbol at the top right.The Himalaya logo features the word 'Himalaya' in a teal sans-serif font with a registered trademark symbol, and 'SINCE 1930' in a smaller teal font below it. An orange and blue wave-like graphic is positioned to the left of the word.The Unilever logo consists of a large, ornate blue 'U' filled with intricate floral and geometric patterns, with the word 'Unilever' in a blue script font below it.The P&G logo is written in a large, bold, blue italicized sans-serif font.The WestRock logo is written in a bold, blue, sans-serif font.

Servicing global FMCG majors  
such as Unilever and P&G since  
early 90s

## Products Manufactured

- Primary Packaging for cosmetics
- Primary Packaging for Vicks
- Razor handles for Gillette
- Trigger Sprays & Pumps



# Healthcare Segment

Pharma Devices  
Pharma Packaging

## Our Forte in Healthcare Segment

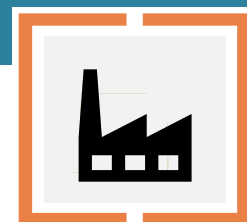


### Drug Delivery Devices

- Contract Manufacturing
- IP Related Product Development



### Primary Packaging



### Dedicated Facility In-House Research & Development Division



### Quality & Compliance

# Drug Delivery Devices

One of the leading Injection Molding Companies in Medical Devices field Globally

Manufacturing of complex precision components and assemblies requiring stringent quality and tight tolerances

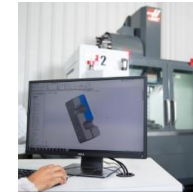


We have the expertise in assisting clients with Compliance & Regulatory filings

Our vision is to design, develop and manufacture high quality & cost effective healthcare devices in order to increase our customers' competitiveness

Ventured into devices segment in early 2000 and today are one of the few suppliers globally. Manufacture products like DPI's, Pen Injectors, and Primary Packaging

Our Value Proposition



Comprehensive Design Review



Collaborative Tool Design & Manufacturing



Innovative Assembly Solutions



Efficient Supply Chain



**Shaily Tristan  
Autoinjector**

2 step Autoinjector with  
customization options



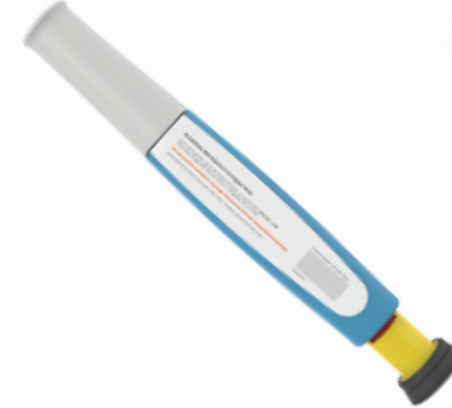
**ShailyPen Harmony**

0-80 IU Insulin Reusable  
/ Disposable, Single dose  
and Multidose Alternate  
Therapies ( Semaglutide,  
Liraglutide )



**ShailyPen Protean**

0-60 IU Insulin Reusable  
/ Disposable, Settable for  
alternate therapies – 3  
dose, 2 dose and single  
dose GLP-1- Liraglutide,  
Abaloparatide )



**ShailyPen Axiom**

for hGh, FSH, PTH and  
GLP-1 Therapies



**ShailyPen Maxim**

0-80 IU Insulin Reusable  
/ Disposable, Single dose  
and Multidose Alternate  
Therapies

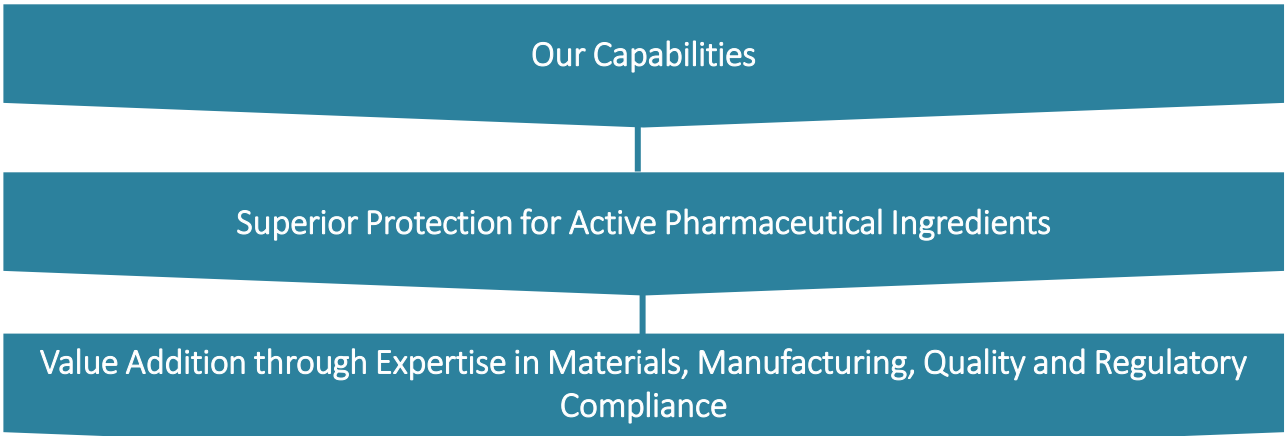
*Shaily offers a comprehensive range of technologies, solutions and services for patient-centric and cost-effective self-medication injection systems*

## First Non-European INSULIN PENS



- ❑ Equipped world's first Insulin Pen that is made up of 100% plastic components
- ❑ Pens were designed to meet UL & FDA approvals
- ❑ Pens are ISO 11608 1,2&3 certified
- ❑ Shaily is one of the very few manufacturers of Insulin pens in the World today
- ❑ Shaily in association with IDC designed & engineered an insulin pen for Wockhardt
- ❑ Post Wockhardt success, Shaily started manufacturing Insulin pens for Sanofi
- ❑ These are marketed by Sanofi as "AllStar pens"

# Primary Packaging



**Solid Dosage  
Forms**

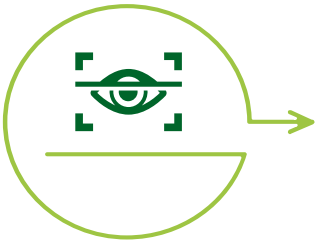


**Liquid Dosage  
Forms**



**Specialty Packaging**

## Our Competitive Edge



**High end vision system  
for bottles and closures**



**Safer Design with Shaily  
CRCs**



**Type III Drug Master Files**



**US Pharmacopeia  
Standards**

# Our Healthcare Clients







# Automotive & Engineering

At Shaily our efforts in the automotive segment is geared towards light weighting the vehicle



**Automotive**

Applications in the turbo chargers of high-end luxury cars



**Engineering Plastics**

Manufacturing high value-added products from ultra-high-performance engineering plastics



**Unique Molding Process**

Proprietary molding process to manufacture components from Torlon and PEEK



**Tooling**

Years of expertise in designing and developing moulds, with a focus on mould flow analysis and design for manufacture



**Assembly Solutions**

Complete molding and assembly solutions with manual, semi-automated and fully automated processes to reduce cost and promote quality



**Metal to Plastic Conversion**

Outstanding solutions to replace metal with high strength plastic, resulting in greater productivity and cost savings

# Our Automotive & Engineering Plastics Clients





# Steel Furniture

Carbon Steel Furniture



## Newly Added Business Segment

- ❑ Received confirmation for manufacture & supply of Carbon Steel products from Swedish Home Furnishings Major in Q1FY19
- ❑ Signifies immense faith placed by the customer in our capabilities and execution skills



## Facility Commissioned at Halol, Gujarat

- ❑ Investment of Rs. 55 Crs.
- ❑ Phase 1 plant is built in 70,000 sq ft area (total land of the facility is 8L sq ft)
- ❑ 600 tons of RM steel processed / annum
- ❑ Started commercial production in Q3FY21



## Order Details

- ❑ Order for 6 new products which has scope to grow in future
- ❑ Estimated sales value of the order is over Rs. 100 Crs.

## New Carbon Steel Facility at Halol



## Glimpse of our Carbon Steel Products

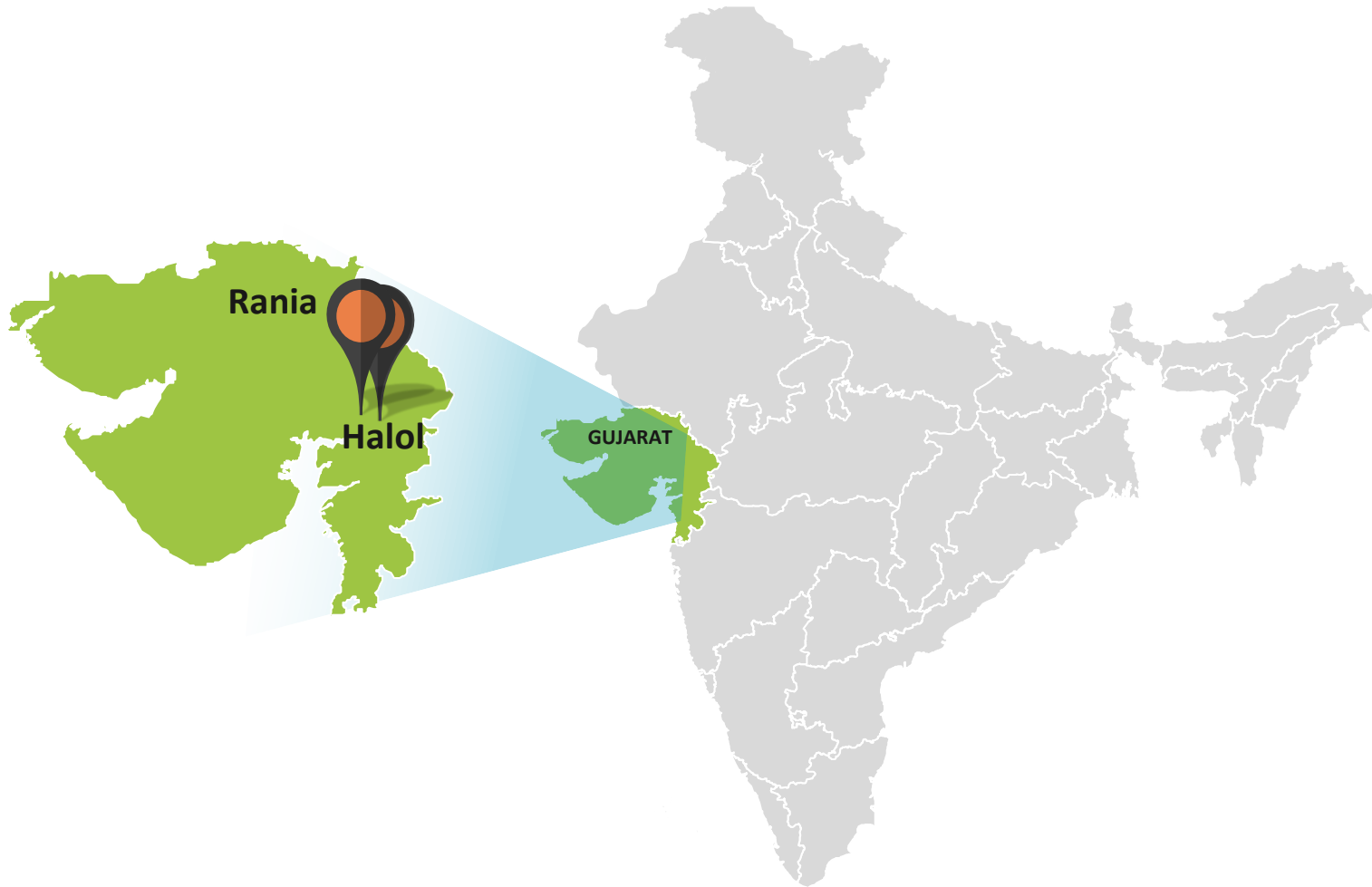




Our Manufacturing  
Capabilities, Key Differentiators  
& Growth Drivers

# State-of-the-Art Manufacturing Facilities

6 Facilities with over 140 molding machines ranging from 35 tons to 1,000 tons



## Rania

- ❖ Export Oriented Unit
- ❖ Pharma (Dedicated ISO Class 8 clean room manufacturing facility)
- ❖ Others

## Halol (Existing)

- ❖ Automotive & Engineering

## Halol (New)

- ❖ Carbon Steel
- ❖ New Plastic Facility under construction

# We are focused on 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

# Board of Directors

**Executive Chairman**

**Mr. Mahendra Sanghvi**

**Whole Time Director**

**Ms. Tilottama Sanghvi**

**Managing Director**

**Mr. Amit Sanghvi**

**Executive Director**

**Mr. Laxman Sanghvi**

**Independent Director**

**Mr. Milin Mehta**

**Independent Director**

**Dr. Shailesh Ayyangar**

**Independent Director**

**Mr. Ranjit Singh**

**Independent Director**

**Ms. Varsha Purandare**

**UPGRADED Bank Facilities  
to CARE A- and CARE A2+  
with Stable Outlook**



Long and established track record in the plastic injection molding business along with experienced Promoters



Growth in Total operating income on the back of increased volumes & higher exports



Sustainable healthy operating margin along with strengthening leverage and debt coverage indicators

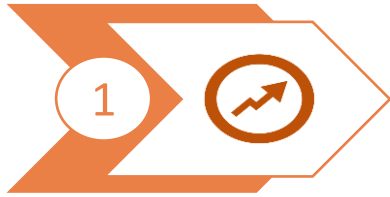


New business confirmations from existing clients along with addition of marquee clients across diversified industries



Sustainable healthy operating margin along with strengthening leverage and debt coverage indicators

# Our Risk Mitigation Strategy helps us Grow



## Revenue Growth

### Risk

We are a B2B player and are dependent on the success of our customers products in end products as well as Global Economic Environment

### Mitigation Strategy:

We have diversified our product portfolio across multiple customers, multiple SKUs and multiple business segments



## Labour and Manpower availability

### Risks

We have faced challenges in terms of Labour and Manpower affecting production schedules

### Mitigation Strategy

We have increased the mix of permanent labour and manpower in all our facilities. Further we have hired technical Manpower from ITI



## Raw Material price volatility

### Risks

Volatility in prices of Raw materials can create volatility in Margins

### Mitigation Strategy

We have a raw material price pass through with all our customers. The price pass through mechanism is varied across customers

# Our Way Forward is... Clear !

## Revenue Uptick

Sustained uptick in Revenue based on New business confirmations, addition of new clients and increased contribution from New business segment

## Increased Healthcare Revenue

Expect 2-3x revenue growth from Healthcare segment on back of faster penetration within existing and new clients as well as large pipeline of products

## Sustainable EBITDA Margin

EBITDA margin should be sustainable on annual basis on back of higher utilizations in existing facilities and increasing contribution from Healthcare segment

## Uptick in Profitability

Limited investment in capex, faster capacity utilization in Carbon Steel business and Healthcare business to lead to an uptick in Return ratios and profitability

## Vast Experience and Capabilities

Varied manufacturing experience across multiple segments, long standing Global relationships, complex engineering capabilities and consistent delivery, we are a highly competent Manufacturer

## Benefit under Make in INDIA

Global majors to increasingly outsource manufacturing to India and create alternate manufacturing hubs





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## Company :

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## Investor Relations Advisors :

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

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